

**International Jugglers' Association**  
**Festival Profit & Loss**  
January through December 2011

	<u>TOTAL</u>
Ordinary Income/Expense	
Income	
Festival Income	
Package Plans	
Adult Early	26,566.00
Adult at Fest	5,736.00
Youth Group	4,653.00
Adult Medium	4,302.00
Youth Early	4,023.00
Mini Pack 3	1,946.00
Youth Medium	1,363.00
Youth at Fest	1,134.00
Mini Pack 1	782.00
Partial Volunteer	396.00
Total Package Plans	<u>50,901.00</u>
Ticket Sales	
COS	9,040.00
Ind Champ	7,118.00
Welcome Show	3,410.00
Juniors Champ Tix	2,485.00
Benefit Show	1,310.00
Total Ticket Sales	<u>23,363.00</u>
Gym Admission	
Adult	
Adult 1 day	9,905.00
Adult 2 day	140.00
Adult 5 day	70.00
Total Adult	<u>10,115.00</u>
Youth	
Youth 1 day	750.00
Total Youth	<u>750.00</u>
Gym Admission - Other	140.00
Total Gym Admission	<u>11,005.00</u>
Special Workshop	2,100.00
Merch	1,966.00
Champs Entry Fees	1,835.00
Vendor Space	930.00
Spectator Pass	833.00
Total Festival Income	<u>92,933.00</u>
Donations	
Festival	812.00
Total Donations	<u>812.00</u>
Total Income	<u>93,745.00</u>
Gross Profit	93,745.00

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	<u>TOTAL</u>
<b>Expense</b>	
<b>Festival Expenses</b>	
Facility	43,452.16
Travel	23,190.42
Professional Services	19,550.00
Awards	8,956.93
Merchandise	5,752.37
Festival Expenses - Other	3,366.76
Housing	3,351.20
Bank Charges	2,805.70
Miscellaneous	1,135.01
Office Supplies	896.95
Shipping	709.58
Printing	406.80
Insurance	381.20
Food	245.40
Postage	226.43
<b>Total Festival Expenses</b>	<u>114,426.91</u>
<b>Bank Charges</b>	
Paypal	<u>17.38</u>
<b>Total Bank Charges</b>	<u>17.38</u>
<b>Total Expense</b>	<u>114,444.29</u>
<b>Net Ordinary Income</b>	<u>-20,699.29</u>
<b>Net Income</b>	<u><u>-20,699.29</u></u>