

Ann Arbor Street Art Fair  
Profit & Loss  
January 1 through November 26, 2013

	<u>Jan 1 - Nov 26, 13</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Booth Fees	153,972.00
Fees - Next Year	35.00
Fundraising	1,200.00
Gift Certificates	50.00
Grants	3,500.00
Interest Income	175.87
Jury Fees This Year	17,190.00
Merchandise	22,176.25
Miscellaneous Income	240.00
Sponsorship	51,790.95
Townie Party Income	23,721.22
Trolley Income	309.00
<b>Total Income</b>	<u>274,360.29</u>
<b>Gross Profit</b>	274,360.29
<b>Expense</b>	
Artists' Expenses	30,889.70
City-University Permits Expense	7,689.49
Depreciation Expense	422.19
Equipment Rental	13,520.02
Fair Copying - copier lease	2,145.80
Fair Insurance	3,434.00
Fair Staff and Expenses	14,671.70
Fair Supplies	1,236.44
Gift Certificate Paypal Fees	27.70
Grant Expenses	50.00
Jury Process	9,748.78
Meeting Expenses	128.49
Merchandise Expenses	13,732.39
Other Fair Expenses	1,025.83
Performing Artists	2,128.00
Personnel	115,908.65
Postage-Fair	756.96
Printing	636.66
Public Relations/Advertising	5,953.75
Reconciliation Discrepancies	0.43
Signage	1,601.81
Special Projects	6,240.11
Townie Party	21,974.76
Volunteers	282.74
Web Site	781.15
<b>Total Expense</b>	<u>254,987.55</u>
<b>Net Ordinary Income</b>	19,372.74
<b>Other Income/Expense</b>	
<b>Other Expense</b>	
Bank Svc Chg and Credit Cd Fees	195.00
Board of Directors	674.99
Conference Expenses	2,614.09
Dues and Publications	957.93
Equipment Purchases	326.78
Insurance	1,758.00
Miscellaneous	254.27
Office Postage	66.23
Office Supplies	660.26
Parking and Mileage	274.42
Professional Fees	3,815.84

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Accrual Basis

**Ann Arbor Street Art Fair  
Profit & Loss  
January 1 through November 26, 2013**

	<u>Jan 1 - Nov 26, 13</u>
Rent	16,029.99
State License Fee	20.00
Utilities	3,312.01
<b>Total Other Expense</b>	<u>30,959.81</u>
<b>Net Other Income</b>	<u>-30,959.81</u>
<b>Net Income</b>	<u><u>-11,587.07</u></u>

**Ann Arbor Street Art Fair  
Profit & Loss Prev Year Comparison  
January through December 2012**

	Jan - Dec 12	Jan - Dec 11	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Booth Fees	152,155.90	144,293.70	7,862.20	5.5%
Fees - Next Year	12,080.00	17,445.00	-5,365.00	-30.8%
Four Fair Trolley Income	0.00	0.00	0.00	0.0%
Fundraising	1,350.00	3,012.12	-1,662.12	-55.2%
Gift Certificates	105.00	671.55	-566.55	-84.4%
Grants	2,270.00	0.00	2,270.00	100.0%
Interest Income	426.86	1,195.93	-769.07	-64.3%
Jury Fees This Year	17,405.00	18,388.25	-983.25	-5.4%
Merchandise	28,708.50	24,357.30	4,351.20	17.9%
Miscellaneous Income	5,059.20	5,681.00	-621.80	-11.0%
Sponsorship	42,328.39	64,589.14	-22,260.75	-34.5%
Townie Party Income	23,540.57	28,263.56	-4,722.99	-16.7%
Trolley Income	274.09	0.00	274.09	100.0%
<b>Total Income</b>	<b>285,703.51</b>	<b>307,897.55</b>	<b>-22,194.04</b>	<b>-7.2%</b>
<b>Gross Profit</b>	285,703.51	307,897.55	-22,194.04	-7.2%
<b>Expense</b>				
Artists' Expenses	29,008.10	24,459.34	4,548.76	18.6%
Bad Debt Expense	100.00	3,075.00	-2,975.00	-96.8%
City-University Permits Expense	13,248.60	13,248.60	0.00	0.0%
Credit Card Fees	0.00	198.42	-198.42	-100.0%
Depreciation Expense	521.77	485.19	36.58	7.5%
Equipment Rental	14,103.43	12,397.61	1,705.82	13.8%
Fair Copying - copier lease	2,298.56	2,226.38	72.18	3.2%
Fair Insurance	1,808.25	3,366.00	-1,557.75	-46.3%
Fair Staff and Expenses	15,695.78	17,474.75	-1,778.97	-10.2%
Fair Supplies	1,106.77	1,308.34	-201.57	-15.4%
Fundraising Costs	0.00	1,612.66	-1,612.66	-100.0%
Gift Certificate Paypal Fees	38.95	0.00	38.95	100.0%
Jury Process	10,883.34	10,762.77	120.57	1.1%
Meeting Expenses	420.12	196.30	223.82	114.0%
Merchandise Expenses	13,113.31	15,255.56	-2,142.25	-14.0%
Other Fair Expenses	955.50	1,173.00	-217.50	-18.5%
Parking Expense	0.00	86.70	-86.70	-100.0%
PayPal	0.00	0.00	0.00	0.0%
Performing Artists	2,117.00	217.00	1,900.00	875.6%
Personnel	116,990.89	130,149.30	-13,158.41	-10.1%
Postage-Fair	770.00	572.69	197.31	34.5%
Printing	480.56	529.86	-49.30	-9.3%
Public Relations/Advertising	7,301.25	7,604.00	-302.75	-4.0%
Refunds	155.00	0.00	155.00	100.0%
Signage	1,422.00	4,115.80	-2,693.80	-65.5%
Special Projects	6,146.84	5,200.51	946.33	18.2%
Townie Party	20,516.76	28,704.30	-8,187.54	-28.5%
Volunteers	210.00	344.22	-134.22	-39.0%
Web Site	1,047.85	1,052.85	-5.00	-0.5%
<b>Total Expense</b>	<b>260,460.63</b>	<b>285,817.15</b>	<b>-25,356.52</b>	<b>-8.9%</b>
<b>Net Ordinary Income</b>	25,242.88	22,080.40	3,162.48	14.3%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
Reconciliation Adj Income	0.00	3,314.16	-3,314.16	-100.0%
<b>Total Other Income</b>	0.00	3,314.16	-3,314.16	-100.0%
<b>Other Expense</b>				
Advertising - Recruiting	100.00	0.00	100.00	100.0%
Bank Svc Chg and Credit Cd Fees	195.00	30.00	165.00	550.0%
Board of Directors	575.27	244.65	330.62	135.1%
Conference Expenses	1,829.79	1,103.34	726.45	65.8%
Dues and Publications	1,136.94	1,083.95	52.99	4.9%
Equipment Purchases	0.00	69.78	-69.78	-100.0%
Insurance	1,055.43	1,508.50	-453.07	-30.0%

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Accrual Basis

**Ann Arbor Street Art Fair**  
**Profit & Loss Prev Year Comparison**  
**January through December 2012**

	<u>Jan - Dec 12</u>	<u>Jan - Dec 11</u>	<u>\$ Change</u>	<u>% Change</u>
Interest	6.60	14.55	-7.95	-54.6%
Miscellaneous	89.39	157.83	-68.44	-43.4%
Office Postage	220.19	27.89	192.30	689.5%
Office Supplies	1,199.67	1,066.30	133.37	12.5%
Parking and Mileage	51.90	0.00	51.90	100.0%
Professional Fees	4,260.84	4,699.94	-439.10	-9.3%
Reconciliation Adj Expense	100.00	381.37	-281.37	-73.8%
Rent	17,269.08	17,269.08	0.00	0.0%
State License Fee	20.00	111.51	-91.51	-82.1%
Telephone & Internet Service	0.00	1,518.01	-1,518.01	-100.0%
Utilities	3,448.41	1,876.58	1,571.83	83.8%
<b>Total Other Expense</b>	<u>31,558.51</u>	<u>31,163.28</u>	<u>395.23</u>	<u>1.3%</u>
<b>Net Other Income</b>	<u>-31,558.51</u>	<u>-27,849.12</u>	<u>-3,709.39</u>	<u>-13.3%</u>
<b>Net Income</b>	<u><b>-6,315.63</b></u>	<u><b>-5,768.72</b></u>	<u><b>-546.91</b></u>	<u><b>-9.5%</b></u>

**Ann Arbor Street Art Fair  
Profit & Loss Prev Year Comparison  
January through December 2010**

	Jan - Dec 10	Jan - Dec 09	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Booth Fees	132,749.75	91,162.50	41,587.25	45.6%
Fees - Next Year	7,935.00	22,055.00	-14,120.00	-64.0%
Focus on 50	0.00	6,075.00	-6,075.00	-100.0%
Fundraising	1,200.00	12,653.09	-11,453.09	-90.5%
Grants	1,500.00	14,142.00	-12,642.00	-89.4%
Interest Income	435.73	1,819.42	-1,383.69	-76.1%
Jury Fees This Year	24,393.33	21,920.00	2,473.33	11.3%
Merchandise	41,861.90	38,293.53	3,568.37	9.3%
Miscellaneous Income	4,729.45	3,839.00	890.45	23.2%
Sponsorship	63,596.00	56,665.00	6,931.00	12.2%
Townie Party Income	31,290.86	32,727.99	-1,437.13	-4.4%
<b>Total Income</b>	<b>309,692.02</b>	<b>301,352.53</b>	<b>8,339.49</b>	<b>2.8%</b>
<b>Gross Profit</b>	<b>309,692.02</b>	<b>301,352.53</b>	<b>8,339.49</b>	<b>2.8%</b>
<b>Expense</b>				
Artists' Expenses	21,165.05	16,655.27	4,509.78	27.1%
City-University Permits Expense	9,328.78	6,995.00	2,333.78	33.4%
Credit Card Fees	174.27	0.00	174.27	100.0%
Depreciation Expense	448.60	636.78	-188.18	-29.6%
Equipment Rental	15,496.32	12,187.73	3,308.59	27.2%
Fair Copying - copier lease	2,654.06	3,315.09	-661.03	-19.9%
Fair Insurance	2,752.00	4,530.00	-1,778.00	-39.3%
Fair Staff and Expenses	16,925.00	25,203.39	-8,278.39	-32.9%
Fair Supplies	2,953.53	1,849.63	1,103.90	59.7%
Focus on 50th Expense	0.00	2,727.43	-2,727.43	-100.0%
Grant Expenses	0.00	6,170.00	-6,170.00	-100.0%
Graphic Design	0.00	9,735.00	-9,735.00	-100.0%
Jury Process	9,491.61	11,370.50	-1,878.89	-16.5%
Meeting Expenses	519.54	95.38	424.16	444.7%
Merchandise Expenses	22,502.52	23,569.87	-1,067.35	-4.5%
Other Fair Expenses	1,174.67	0.00	1,174.67	100.0%
Parking Expense	20.00	0.00	20.00	100.0%
Performing Artists	2,464.00	1,414.00	1,050.00	74.3%
Personnel	140,762.63	130,002.66	10,759.97	8.3%
Postage-Fair	171.82	757.60	-585.78	-77.3%
Printing	1,542.73	7,598.73	-6,056.00	-79.7%
Public Relations/Advertising	6,574.92	5,489.90	1,085.02	19.8%
Signage	1,994.50	736.00	1,258.50	171.0%
Special Projects	1,508.00	1,525.00	-17.00	-1.1%
Sponsorship Costs	300.00	1,283.35	-983.35	-76.6%
Townie Party	20,694.83	18,381.01	2,313.82	12.6%
Volunteers	611.95	100.00	511.95	512.0%
Web Site	2,097.38	9,139.83	-7,042.45	-77.1%
<b>Total Expense</b>	<b>284,328.71</b>	<b>301,469.15</b>	<b>-17,140.44</b>	<b>-5.7%</b>
<b>Net Ordinary Income</b>	<b>25,363.31</b>	<b>-116.62</b>	<b>25,479.93</b>	<b>21,848.7%</b>
<b>Other Income/Expense</b>				
<b>Other Expense</b>				
Bank Svc Chg and Credit Cd Fees	10.00	39.00	-29.00	-74.4%
Board of Directors	359.03	4,356.60	-3,997.57	-91.8%
Conference Expenses	2,817.93	410.00	2,407.93	587.3%
Dues and Publications	1,204.50	988.50	216.00	21.9%
Equipment Purchases	338.88	190.78	148.10	77.6%
Insurance	981.00	2,419.00	-1,438.00	-59.5%
Office Postage	-0.75	44.00	-44.75	-101.7%
Office Supplies	1,078.59	460.49	618.10	134.2%
Professional Fees	3,799.52	3,740.72	58.80	1.6%

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Accrual Basis

**Ann Arbor Street Art Fair**  
**Profit & Loss Prev Year Comparison**  
**January through December 2010**

	<u>Jan - Dec 10</u>	<u>Jan - Dec 09</u>	<u>\$ Change</u>	<u>% Change</u>
Rent	17,269.08	17,323.08	-54.00	-0.3%
Telephone & Internet Service	1,740.54	0.00	1,740.54	100.0%
Utilities	1,805.40	3,604.22	-1,798.82	-49.9%
<b>Total Other Expense</b>	<u>31,403.72</u>	<u>33,576.39</u>	<u>-2,172.67</u>	<u>-6.5%</u>
<b>Net Other Income</b>	<u>-31,403.72</u>	<u>-33,576.39</u>	<u>2,172.67</u>	<u>6.5%</u>
<b>Net Income</b>	<u><b>-6,040.41</b></u>	<u><b>-33,693.01</b></u>	<u><b>27,652.60</b></u>	<u><b>82.1%</b></u>