

## Convergence Events 2011 Review

01/29/12

Cash Basis

	Jan '10 - Jun 12	Budget	% of Budget
<b>Income</b>			
<b>Convergence Events Income</b>			
<b>2011</b>			
Account Interest	506.36	240.00	211.0%
Community Partners	947.86		
Donations	1,908.11		
<b>Total 2011</b>	<b>3,362.33</b>	<b>240.00</b>	<b>1,401.0%</b>
<b>Total Convergence Events Income</b>	<b>3,362.33</b>	<b>240.00</b>	<b>1,401.0%</b>
<b>CONvergence Income</b>			
<b>2011</b>			
<b>HoME</b>			
Party Partners	600.00		
<b>Total HoME</b>	<b>600.00</b>		
<b>Revenue</b>			
Advertising - Sales	403.32	1,200.00	33.6%
Art Show - Hanging fees	0.00	900.00	0.0%
Art Show - Sales	20,012.53	12,000.00	166.8%
Dealers Room - Table Fees	12,785.00	8,000.00	159.8%
Merchandising - COF2E2	1,473.00	200.00	736.5%
Merchandising - Main	18,042.49	12,500.00	144.3%
Merchandising - Registration	1,208.00	500.00	241.6%
Registration - At Prev Con	32,871.30	44,000.00	74.7%
Registration - At the Door	130,392.55	64,000.00	203.7%
Registration - Through Dec	17,785.13	29,250.00	60.8%
Registration - Through May	42,603.39	35,750.00	119.2%
<b>Total Revenue</b>	<b>277,576.71</b>	<b>208,300.00</b>	<b>133.3%</b>
<b>Total 2011</b>	<b>278,176.71</b>	<b>208,300.00</b>	<b>133.5%</b>
<b>Total CONvergence Income</b>	<b>278,176.71</b>	<b>208,300.00</b>	<b>133.5%</b>
<b>Total Income</b>	<b>281,539.04</b>	<b>208,540.00</b>	<b>135.0%</b>
<b>Gross Profit</b>	<b>281,539.04</b>	<b>208,540.00</b>	<b>135.0%</b>
<b>Expense</b>			
<b>Convergence Events Expense</b>			
<b>2011</b>			
<b>Administrivia</b>			
ASCAP-BMI fee	140.00	200.00	70.0%
Bank Charges	208.72	200.00	104.4%
Bereavement	79.94		
Business Fees	2,192.35	4,000.00	54.8%
Information Technologies Costs	326.22	500.00	65.2%
IT - Harddrive Recovery OTE	1,711.63	1,750.00	97.8%

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IT - ShiftBoard	888.00	900.00	98.7%
Legal Costs	1,232.00	4,000.00	30.8%
Office Supplies	302.15	300.00	100.7%
Postage	21.02	500.00	4.2%
Printing/Copies	1,055.95	1,000.00	105.6%
<b>Total Administrivia</b>	<b>8,157.98</b>	<b>13,350.00</b>	<b>61.1%</b>
<b>Community Relations</b>			
Annual Leadership Retreat	1,359.14	700.00	194.2%
Converge Upons	52.64	600.00	8.8%
<b>Partner Relations</b>			
Parties Lab-Promotional	641.74	1,000.00	64.2%
Parties Lab-Supplies	1,000.00	1,500.00	66.7%
Party Lab - Partner Split	3,319.12		
Partner Relations - Other	50.15		
<b>Total Partner Relations</b>	<b>5,011.01</b>	<b>2,500.00</b>	<b>200.4%</b>
<b>Total Community Relations</b>	<b>6,422.79</b>	<b>3,800.00</b>	<b>169.0%</b>
<b>Creative Services</b>			
Opening and Closing Ceremonies	98.50	500.00	19.7%
Theme related	0.00	300.00	0.0%
<b>Total Creative Services</b>	<b>98.50</b>	<b>800.00</b>	<b>12.3%</b>
<b>Development</b>			
External Fund Raising-Grants	0.00	200.00	0.0%
Marketing-Promotional Fliers	349.42	800.00	43.7%
Marketing - Business Cards	179.98	150.00	120.0%
Marketing - Promotional Packs	90.40	850.00	10.6%
Marketing - Room Parties	1,867.53	1,200.00	155.6%
<b>Total Development</b>	<b>2,487.33</b>	<b>3,200.00</b>	<b>77.7%</b>
<b>Donations</b>			
Community Donations	2,000.00		
GPS Donation	12,500.00	25,000.00	50.0%
Office Space	12,000.00	12,000.00	100.0%
<b>Total Donations</b>	<b>26,500.00</b>	<b>37,000.00</b>	<b>71.6%</b>
<b>Miscellaneous</b>	<b>3,308.36</b>		
<b>Total 2011</b>	<b>46,974.96</b>	<b>58,150.00</b>	<b>80.8%</b>
<b>Total Convergence Events Expense</b>	<b>46,974.96</b>	<b>58,150.00</b>	<b>80.8%</b>

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<b>CONvergence Expense</b>			
<b>2011</b>			
<b>Activities</b>			
Cinema Rex	5,952.96	6,000.00	99.2%
Connie's Quantum Sandbox	1,188.41	1,200.00	99.0%
Gaming - ConSuite	0.00	100.00	0.0%
Gaming - Room	860.72	400.00	215.2%
Harmonic Convergence	500.00	400.00	125.0%
Literary Lounge	0.00	100.00	0.0%
Literary Lounge - Book Cart OTP	350.99	210.00	167.1%
Main Stage - Entertainment	450.00	2,500.00	18.0%
Main Stage - Tech	6,223.89	6,500.00	95.8%
Masquerade	577.30	750.00	77.0%
Programming	5,574.47	2,200.00	253.4%
Programming - Video Proj OTP	738.00	750.00	98.4%
Programming - Wireless Mics OTP	994.43	1,000.00	99.4%
Special Activities	0.00	200.00	0.0%
Theater Nippon	901.42	1,000.00	90.1%
<b>Total Activities</b>	24,312.59	23,310.00	104.3%
<b>Communications And Publications</b>			
ASL	520.00	500.00	104.0%
Information Technologies	200.47		
Photography	101.99	50.00	204.0%
Pocket guide	1,143.00	1,000.00	114.3%
PR1	1,830.84	2,000.00	91.5%
PR1 - Postage	1,496.00	1,700.00	88.0%
PR2	648.36	2,000.00	32.4%
PR2 - Postage	1,672.00	1,700.00	98.4%
Program book	0.00	0.00	0.0%
Signage	1,845.93	1,900.00	97.2%
Souvenir Book	13,120.00	12,000.00	109.3%
Videography	941.26	500.00	188.3%
Videography - Conversion	1,866.35	2,000.00	93.3%
Videography - CVG TV	0.00	520.00	0.0%
Volunteers	287.65	200.00	143.8%
Volunteers - Cart OTP	0.00	100.00	0.0%
Volunteers - Thank You Gifts	3,029.15	5,000.00	60.6%
Volunteers - Thank You Party	198.92	800.00	24.9%
<b>Total Communications And Publications</b>	28,901.92	31,970.00	90.4%
<b>Finance</b>			
Finance - Armored Truck	59.53	300.00	19.8%
<b>Total Finance</b>	59.53	300.00	19.8%

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<b>HoME</b>			
Artist Alley	0.00	100.00	0.0%
COF2E2	5,029.61	4,750.00	105.9%
COF2E2 - Wing Bar OTP	0.00	50.00	0.0%
Connie's SL - Bar Repl OTP	886.46	900.00	98.5%
Connie's Space Lounge	1,410.65	1,500.00	94.0%
ConSuite	46,041.58	50,000.00	92.1%
Decor - Lighting Trusses OTP	1,137.90	1,500.00	75.9%
Decor & Facade	1,205.70	2,000.00	60.3%
Guests - Covered Expenses	7,891.64	4,000.00	197.3%
Guests - Plaques	396.92		
Guests - Reception	70.91	1,500.00	4.7%
Guests - Travel	7,982.37	6,500.00	122.8%
Hotel - Allocation	162.53	3,500.00	4.6%
Hotel - Vendor	18,444.50	25,000.00	73.8%
Logistics - Move In/Out	2,218.07		
Logistics - Storage	2,797.20	4,000.00	69.9%
Meetings - Child Care	70.54	75.00	94.1%
Meetings - General	633.30	1,000.00	63.3%
Meetings - Retreat	1,892.04	1,500.00	126.1%
Operations	4,385.24	3,500.00	125.3%
Parties	373.45	800.00	46.7%
<b>Total HoME</b>	<b>103,030.61</b>	<b>112,175.00</b>	<b>91.8%</b>
<b>Revenue</b>			
Art Show - Artist's Split	15,175.07	14,000.00	108.4%
Art Show - Expenses	918.73	1,200.00	76.6%
ArtShow - OTE Panels	401.00	450.00	89.1%
Dealers Room	1,864.98	1,100.00	169.5%
Merchandising	19,686.13	11,500.00	171.2%
Registration	6,564.60	3,800.00	172.8%
Registration - Folder OTE	731.99	750.00	97.6%
Registration - Pre-Reg Postage	957.00	1,500.00	63.8%
Registration - Returned Checks	42.00	120.00	35.0%
<b>Total Revenue</b>	<b>46,341.50</b>	<b>34,420.00</b>	<b>134.6%</b>
<b>Total 2011</b>	<b>202,646.15</b>	<b>202,175.00</b>	<b>100.2%</b>
<b>Total CONvergence Expense</b>	<b>202,646.15</b>	<b>202,175.00</b>	<b>100.2%</b>
<b>PlayDate Expense</b>			
2011			
Community Sponsorship	0.00	25.00	0.0%
Finance	0.00	25.00	0.0%

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	Jan '10 - Jun 12	Budget	% of Budget
<b>Games</b>			
Logistics	487.63	300.00	162.5%
Purchasing	828.92	1,000.00	82.9%
<b>Total Games</b>	1,316.55	1,300.00	101.3%
<b>Hospitality</b>			
Decor	0.00	50.00	0.0%
Signage	102.00	100.00	102.0%
Snack-o-rama	402.39	500.00	80.5%
<b>Total Hospitality</b>	504.39	650.00	77.6%
<b>Hotel</b>	2,480.00	2,200.00	112.7%
<b>Marketing</b>			
Advertising	0.00	200.00	0.0%
Merchandising	0.00	200.00	0.0%
Publications	355.66	100.00	355.7%
<b>Total Marketing</b>	355.66	500.00	71.1%
<b>Programming</b>	0.00	200.00	0.0%
<b>Registration</b>	6.72	275.00	2.4%
<b>Volunteers</b>	243.50	150.00	162.3%
<b>Total 2011</b>	4,906.82	5,325.00	92.1%
<b>Total PlayDate Expense</b>	4,906.82	5,325.00	92.1%
<b>Total Expense</b>	254,527.93	265,650.00	95.8%
<b>Net Income</b>	27,011.11	-57,110.00	-47.3%