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In business since February 2001  
Incorporated January 1, 2007

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1/1/2008

Ladies and Gentlemen of the Board & GAMA Staff:

It brings me great pleasure (and relief!) to conclude my first full year as Treasurer of GAMA, and to bring you this report of overall fiscal health of the organization as we enter into 2008.

As it has been brought to your attention on a few occasions, 2007 was a year of unique challenges from the financial standpoint. To be quite honest, I don't see how Anthony and the staff was holding it together with the bookkeeping in such bad shape when I was appointed and made my first visit to GAMA HQ at the beginning of the year. A short list of accomplishments and accolades from my point of view (mainly due to the staff with limited intervention and training on my part):

- A complete balanced and reconciled set of books for 2006
- KNOWING, on a daily basis, how much money we have in the bank.
- KNOWING, on a daily basis, who we owe and who owes us.
- Jodie establishing herself and improving in her efficiency and accuracy as the central office bookkeeper
- Anthony's willingness to "hash out" and establish our "Alpha" budget and goals for 2008
- The replacement of non-efficient staff in a time efficient manner
- Successful renegotiation of our telephone and internet services lease with our current provider, slashing that bill by roughly 2/3 monthly.
- Tightening up (or, actually, *rough* establishment) of collection policies, with the imposition of finance charges on delinquent accounts, and sending a couple of accounts to collections.

But, before we get into the current financial discussion of my report, here are a few areas of improvement that we will work toward in 2008, or are already in the process of taking care of:

- Reorganization of the Quickbooks Chart of Accounts, to make the Profit and Loss Statements more friendly to read and analyze. (Will has volunteered to help me with this project sometime in Q1... we will meet in Columbus for a few days to reorganize these things, which should provide us instant analysis and insight in regards to per show profitability and the rates we need to charge to ensure such things.)
- Negotiating new contracts with various vendors, to help eliminate or trim ongoing expenses and eliminate waste where it may exist.
- Further shoring-up or formal establishment of full payment and collection practices, to include collecting on old exhibitor debts before allowing them to exhibit at current shows. (No more slipping through the cracks for these guys who are habitual offenders...)
- Looking at the volunteer policy in terms of reimbursements GAMA is responsible for, to help reign-in cost while keeping everyone reasonably happy.
- Doing an in-depth profit analysis for each show so we can adjust booth, badge, sponsor, and event rates to a reasonable level (be it lowering some rates or raising others).

Now, on to the report.

At the fall board meeting, we discussed and tentatively approved at 2008 Fiscal Year (FY) budget.

(I have attached a copy of that budget to this report for the record, entitled '2007 GAMA Projected vs. 2008 (BETA) Budget')

In looking at the column where I projected out income and expenses for the remainder of 2007, I made the following observations when compared to the actual books as submitted to me through 11-28-07: (See attached to this report 'GAMA Profit & Loss – Cash Basis' and 'GAMA Profit & Loss – Accrual Basis' – the attached reports 'A/R Aging Summary' and 'A/P Aging Summary' are to better explain the Accrual Basis report, for those who want a more true snapshot of what's going on to date. All observations expressed in this list will be based upon the Cash Basis report, for simplicity of discussion.)

*Note: Net Budget Changes are expressed at the end of each item (if any) in **RED** for negative Net Income changes, and **GREEN** for positive Net Income changes.*

1. In regards to **Total Income**, and even the line items, I am **VERY PLEASED** to see that my projected value of \$1,159,220.21 has virtually already been met with this report showing us only about \$1,000 short of that goal as of 11/28/07. Therefore, I expect total revenue for the year will exceed my prior projection, which is always a good thing. But, I will not change this in the BETA budget to project income for 2008, due to the fact we are already showing a 3.78% increase in that category and I would like to err on the side of caution when it comes to income projections.
2. **Cost of Goods Sold** is spot-on with the projection, although I think I mentioned at the fall meeting that I didn't expect any expenditures in this category prior to year end. No change is recommended in this category other than when Will, Anthony, Jodie and I restructure the accounts, we will move some previously suggested line items to this section mid budget cycle, *creating no overall net change in the bottom line of the budget or projections for 2008.*
3. **Expenses:** Thanks to the proactive approach by Jodie, **we will be benefiting from GREATLY REDUCED INTERNET and TELEPHONE BILLS** in 2008. Whereas my budget projection for 2008 was \$14,600, I have reduced that combined expense to \$6,000 between the two line items in this final budget (I split into \$3,000 for each line item, because I didn't know the exact breakdown on the monthly bill.) **NET 2008 Change: \$14,600 - \$6,000 = \$8,600**
4. **Expenses:** An explanation from Anthony this evening straightened-out a big discrepancy on the P/L versus the budget... **Office Equipment.** We are already over my \$49k projection for 2007, sitting at \$49,535.17 at of 11/28/07. Anthony cited that this was because we were printing more things in house instead of outsourcing, which has caused the **Promotions and Marketing** actual versus projected to drop substantially. However, not anticipating this material change, I suggest a change to increase funding for this budget category in 2008 to \$55,000 instead of cutting it (per budget Beta). **NET 2008 Change: \$39,300 to \$55,000 = \$15,700**
5. **Expenses:** Part 2 of #4 above... Because of utilizing more in-house printing, we can reduce the **Promotions and Marketing** budget item by a substantial amount. Currently at \$102,200 budgeted for 2008, I recommend decreasing this to \$82,200... with the full amount coming from the sub item "Advertising". **NET 2008 Change: \$102,200 to \$82,200 = \$20,000**
6. **Expenses:** In the **Travel** category, I feel we have a long way to go here. We're over our projections for the year already for 2007 (sitting at \$125,179.62 versus projection of \$119,336.00), but I'm going to hold to the Beta budget for 2008 of \$73,500. I personally feel that there are ways we can cut spending in major ways in this category in 2008 without necessarily cutting services for our volunteers, just handling it all in much different ways as most of this expense is related to volunteers.

**Total Net change suggested to finalize budget: \$12,900**

I have attached the "Final pending approval" budget to the report at the end... the changes suggested above are highlighted in **RED** within the budget.

**I guess all we need is a motion and a second to approve the 2008 FY budget, and we'll be done with it for now.**

Again, it has been my pleasure to serve this year and if any of you all have any questions, do not hesitate to call or write me.

Aaron ☺

7:48 PM  
01/01/08  
Cash Basis

**GAMA**  
**Profit & Loss**  
January 1 through November 28, 2007

	<u>Jan 1 - Nov 28, 07</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Admission Fees	468,614.91
Adv & Sponsorship	80,724.77
Exhibitor Charges	500,331.99
Membership	54,578.49
Merchandise & Art	13,326.57
Pass Thru	2,581.08
Program Income	35,357.93
Service Fees and Charges	501.38
Uncategorized Income	2,272.99
<b>Total Income</b>	<u>1,158,290.11</u>
<b>Cost of Goods Sold</b>	
Items for Resale	4,373.52
<b>Total COGS</b>	<u>4,373.52</u>
<b>Gross Profit</b>	1,153,916.59
<b>Expense</b>	
Bad Debt	5,215.00
Reconciliation Discrepancies	0.50
Sponsorships	1,119.00
Registration Fees	1,446.95
Abatements for Services	6,593.00
Service Fees	20,591.00
GAMA Shipping	75.70
Art Show Payouts	14,645.72
Awards	3,028.97
Contract Labor	1,979.50
Dues & Subscriptions	1,460.50
Employee Benefits/Services	50.00
Entertainment/Bus.Mtgs	1,567.76
Insurance	14,666.01
Internet	8,379.19
Office Equipment	49,535.17
Licenses & Permits	8.00
Members	19.95
Miscellaneous	0.00
Office Supplies	2,702.72
Payroll Expenses	117,249.69
Payroll Service	2,152.43
Postage & Delivery	10,982.95
Professional Development	50.00
Professional Fees	7,272.92
Promotions & Marketing	78,899.99
Rebate Program	8,438.00
Rent	29,889.75
Show Expenses	389,741.39
Taxes	71,421.60
Telephone	3,922.68
Travel	125,179.62
Uncategorized Expenses	83,592.32
Volunteers	13,778.17
<b>Total Expense</b>	<u>1,075,656.15</u>
<b>Net Ordinary Income</b>	<u>78,260.44</u>
<b>Net Income</b>	<u><u>78,260.44</u></u>

2007 GAMA Projected vs. 2008 (BETA) Budget

Prepared on 9/24/07

Ordinary Income/Expense					Aaron's		
	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	2007 FY Projected	2008 Budget	% Change
<b>Income</b>							
Admission Fees	392,778.11	353,146.71	39,631.40	11.22%	\$ 470,000.00	\$ 493,500.00	5.00%
<b>Adv &amp; Sponsorship</b>							
Advertising Income	28,180.88	6,700.00	21,480.88	320.61%			
Sponsorships	36,779.89	89,220.00	-52,440.11	-58.78%			
Adv & Sponsorship - Other	12,419.00	-8,044.56	20,463.56	-254.38%			
<b>Total Adv &amp; Sponsorship</b>	<u>77,379.77</u>	<u>87,875.44</u>	<u>-10,495.67</u>	<u>-11.94%</u>	\$ 90,000.00	\$ 94,500.00	5.00%
<b>Exhibitor Charges</b>							
Exhibitor Badges	17,606.01	5,705.54	11,900.47	208.58%			
Artist Section	5,319.00	3,040.00	2,279.00	74.97%			
Booths	340,025.96	183,244.14	156,781.82	85.56%			
Exhibitor Charges - Other	44,897.01	80,046.81	-35,149.80	-43.91%			
<b>Total Exhibitor Charges</b>	<u>407,847.98</u>	<u>272,036.49</u>	<u>135,811.49</u>	<u>49.92%</u>	\$ 490,000.00	\$ 500,000.00	2.04%
<b>Membership</b>							
Academy	21.00	810.05	-789.05	-97.41%			
Membership - Other	52,791.50	41,260.00	11,531.50	27.95%			
<b>Total Membership</b>	<u>52,812.50</u>	<u>42,070.05</u>	<u>10,742.45</u>	<u>25.54%</u>	\$ 55,000.00	\$ 60,000.00	9.09%
<b>Merchandise &amp; Art</b>							
Academy	4,024.58	6,675.00	-2,650.42	-39.71%	\$ 16,500.00	\$ 18,000.00	9.09%
Pass Thru	2,581.08	2,550.00	31.08	1.22%	\$ 2,581.08	\$ -	-100.00%
<b>Program Income</b>							
Hotel Commissions	29,649.73	22,300.00	7,349.73	32.96%			
Publications	329.90	325.70	4.20	1.29%			
CC Residuals	1,053.92	294.41	759.51	257.98%			
Representation Services	401.59	0.00	401.59	100.0%			
<b>Total Program Income</b>	<u>31,435.14</u>	<u>22,920.11</u>	<u>8,515.03</u>	<u>37.15%</u>	\$ 34,339.13	\$ 36,056.09	5.00%
<b>Service Fees and Charges</b>							
Service Fees and Charges	514.75	104.38	410.37	393.15%	\$ 800.00	\$ 1,000.00	25.00%
<b>Uncategorized Income</b>							
Uncategorized Income	2,145.79	350.00	1,795.79	513.08%		\$ -	
<b>Total Income</b>	<u>971,519.70</u>	<u>787,728.18</u>	<u>183,791.52</u>	<u>23.33%</u>	\$ 1,159,220.21	\$ <b>1,203,056.09</b>	3.78%
<b>Cost of Goods Sold</b>							
Items for Resale	4,373.52	9,316.79	-4,943.27	-53.06%	\$ 4,373.52	\$ 5,000.00	14.32%
<b>Total COGS</b>	<u>4,373.52</u>	<u>9,316.79</u>	<u>-4,943.27</u>	<u>-53.06%</u>			
<b>Gross Profit</b>	967,146.18	778,411.39	188,734.79	24.25%	\$ 1,154,846.69	\$ <b>1,198,056.09</b>	3.74%
<b>Expense</b>							
Bad Debt	5,215.00	0.00	5,215.00	100.0%	\$ 10,000.00	\$ 5,000.00	-50.00%
Reconciliation Discrepancies	5,630.52	-54,431.69	60,062.21	-110.34%	\$ -	\$ -	
Donations	0.00	1,962.00	-1,962.00	-100.0%	\$ -	\$ -	
Sponsorships	1,119.00	200.00	919.00	459.5%	\$ 1,119.00	\$ 1,500.00	34.05%
Registration Fees	1,304.95	3,145.00	-1,840.05	-58.51%	\$ 1,304.95	\$ 1,500.00	14.95%
Abatements for Services	6,593.00	260.00	6,333.00	2,435.77%	\$ 6,593.00	\$ -	-100.00%

2007 GAMA Projected vs. 2008 (BETA) Budget

Prepared on 9/24/07

	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	Aaron's		
					2007 FY Projected	2008 Budget	% Change
<b>Service Fees</b>							
Hosting fees	1,583.32	0.00	1,583.32	100.0%	\$ 1,800.00	\$ 1,800.00	0.00%
Finance Charges	1,480.19	0.00	1,480.19	100.0%	\$ 1,700.00	\$ 600.00	-64.71%
Merchant account fees	676.22	20.00	656.22	3,281.1%	\$ 900.00	\$ 900.00	0.00%
PayPal service fees	84.22	24.80	59.42	239.6%	\$ 100.00	\$ 100.00	0.00%
Credit Card Service Charges	11,739.88	10,846.88	893.00	8.23%	\$ 13,500.00	\$ 15,000.00	11.11%
Bank Service Charges	140.80	381.00	-240.20	-63.05%	\$ 300.00	\$ 500.00	66.67%
Service Fees - Other	1,001.35	50.00	951.35	1,902.7%	\$ 1,200.00	\$ -	-100.00%
<b>GAMA Shipping</b>							
GAMA Shipping	75.70	0.00	75.70	100.0%	\$ 150.00	\$ 200.00	33.33%
<b>Events</b>							
Events	0.00	10,980.00	-10,980.00	-100.0%	\$ -	\$ -	
Art Show Payouts	14,645.72	9,192.46	5,453.26	59.32%	\$ 14,645.72	\$ 15,000.00	2.42%
<b>Awards</b>							
Industry	0.00	124.45	-124.45	-100.0%			
Academy	3,028.97	4,741.71	-1,712.74	-36.12%			
Total Awards	3,028.97	4,866.16	-1,837.19	-37.75%	\$ 3,028.97	\$ 3,600.00	18.85%
<b>Contract Labor</b>							
Contract Labor	1,699.50	0.00	1,699.50	100.0%	\$ 1,699.50	\$ 2,400.00	41.22%
<b>Dues &amp; Subscriptions</b>							
Dues & Subscriptions	1,459.50	1,413.96	45.54	3.22%	\$ 1,700.00	\$ 1,500.00	-11.76%
<b>Employee Benefits/Services</b>							
Employee Benefits/Services	50.00	0.00	50.00	100.0%	\$ 50.00	\$ -	-100.00%
<b>Entertainment/Bus.Mtgs</b>							
Client Appreciation	772.14	1,229.93	-457.79	-37.22%			
Staff Appreciation	315.27	319.19	-3.92	-1.23%			
Entertainment/Bus.Mtgs - Other	480.35	0.00	480.35	100.0%			
Total Entertainment/Bus.Mtgs	1,567.76	1,549.12	18.64	1.2%	\$ 1,800.00	\$ 1,500.00	-16.67%
<b>Insurance</b>							
Business	2,836.31	3,173.28	-336.97	-10.62%	\$ 2,900.00	\$ 2,900.00	0.00%
Insurance - Other	7,584.45	10,144.61	-2,560.16	-25.24%	\$ 10,500.00	\$ 10,500.00	0.00%
<b>Internet</b>							
Internet	6,863.33	1,334.18	5,529.15	414.42%	\$ 9,600.00	\$ 9,600.00	0.00%
<b>Office Equipment</b>							
Equipment	1,140.19	1,886.68	-746.49	-39.57%	\$ 1,140.19	\$ 1,500.00	31.56%
<b>Leases</b>							
computers	667.77	0.00	667.77	100.0%	\$ 800.00	\$ 800.00	0.00%
Server Rack	421.32	0.00	421.32	100.0%	\$ 600.00	\$ 600.00	0.00%
Server	1,788.35	2,113.49	-325.14	-15.38%	\$ 2,400.00	\$ 2,400.00	0.00%
<b>Lease, B&amp;W copier</b>							
B&W Overage	145.21	3,375.82	-3,230.61	-95.7%			
Lease, B&W copier - O	7,419.91	2,689.89	4,730.02	175.84%			
Total Lease, B&W copier	7,565.12	6,065.71	1,499.41	24.72%	\$ 10,000.00	\$ 10,000.00	0.00%
<b>Lease, color copier</b>							
Copier Monthly Supply	822.72	6,086.01	-5,263.29	-86.48%			
Copier Print Overage	4,610.59	5,516.43	-905.84	-16.42%			
Lease, color copier - O	21,251.19	5,263.16	15,988.03	303.77%			
Total Lease, color copier	26,684.50	16,865.60	9,818.90	58.22%	\$ 34,000.00	\$ 24,000.00	-29.41%
<b>Leases - Other</b>							
Leases - Other	0.00	-54,288.00	54,288.00	100.0%			

	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	Aaron's		
					2007 FY Projected	2008 Budget	% Change
Licenses & Permits	0.00	5.00	-5.00	-100.0%			
Members	19.95	0.00	19.95	100.0%	\$ 19.95		-100.00%
Miscellaneous	0.00	0.00	0.00	0.0%			
Office Supplies							
Reference Materials	113.52	144.40	-30.88	-21.39%	\$ 113.52	\$ 100.00	-11.91%
Office Supplies - Other	2,111.66	5,392.15	-3,280.49	-60.84%	\$ 3,000.00	\$ 2,000.00	-33.33%
Payroll Expenses	98,764.59	153,389.31	-54,624.72	-35.61%	\$ 143,000.00	\$ 150,000.00	4.90%
Payroll Service	1,664.80	164.54	1,500.26	911.79%	\$ 2,400.00	\$ 400.00	-83.33%
Postage & Delivery	10,949.32	6,120.83	4,828.49	78.89%	\$ 11,500.00	\$ 10,000.00	-13.04%
Professional Development	50.00	0.00	50.00	100.0%	\$ 50.00	\$ -	-100.00%
Professional Fees							
Design, General	0.00	160.00	-160.00	-100.0%			
Accounting	2,922.92	13,225.00	-10,302.08	-77.9%			
Consulting	0.00	300.00	-300.00	-100.0%			
Website Development	3,400.00	30,046.00	-26,646.00	-88.68%			
Total Professional Fees	6,322.92	43,731.00	-37,408.08	-85.54%	\$ 15,000.00	\$ 15,000.00	0.00%
Promotions & Marketing							
Printing, general	0.00	3,013.83	-3,013.83	-100.0%	\$ -	\$ -	
Advertising							
GAMA Advertising							
Newsletters	1,000.00	300.00	700.00	233.33%	\$ 1,000.00		-100.00%
GAMA Advertising - Other	5.76	4,098.13	-4,092.37	-99.86%	\$ 5.76		-100.00%
GTS Advertising							
GTS Mailing	427.00	0.00	427.00	100.0%	\$ 600.00		-100.00%
GTS Advertising - Other	14,577.62	14,553.93	23.69	0.16%	\$ 15,000.00		-100.00%
Origins Advertising	10,906.47	41,625.26	-30,718.79	-73.8%			
Flyers & Advertising	20.00	3,811.95	-3,791.95	-99.48%			
Signage	0.00	141.44	-141.44	-100.0%			
Advertising - Other	200.00	0.00	200.00	100.0%			
Total Advertising	27,136.85	64,530.71	-37,393.86	-57.95%	\$ 35,000.00	\$ 50,000.00	42.86%
Show Publications							
On-Site Books							
Origins	33,043.12	69,909.89	-36,866.77	-52.74%			
On-Site Book Postage	0.00	315.00	-315.00	-100.0%			
Total On-Site Books	33,043.12	70,224.89	-37,181.77	-52.95%	\$ 33,043.12	\$ 34,000.00	2.90%
Pre-Reg Books							
Pre-Reg Postage	8,944.37	16,582.25	-7,637.88	-46.06%			
Pre-Reg Printing	0.00	28,048.90	-28,048.90	-100.0%			
Pre-Reg Books - Other	4,464.00	0.00	4,464.00	100.0%			
Total Pre-Reg Books	13,408.37	44,631.15	-31,222.78	-69.96%	\$ 13,408.37	\$ 13,500.00	0.68%
Bags	4,424.40	8,907.09	-4,482.69	-50.33%	\$ 4,424.40	\$ 4,000.00	-9.59%
Guest Expenses	421.13	800.00	-378.87	-47.36%	\$ 421.13	\$ 400.00	-5.02%

2007 GAMA Projected vs. 2008 (BETA) Budget

Prepared on 9/24/07

	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	Aaron's		% Change
					2007 FY Projected	2008 Budget	
Merchandise Cost	338.68	1,988.72	-1,650.04	-82.97%	\$ 338.68	\$ 300.00	-11.42%
Rebate Program	8,145.00	9,275.90	-1,130.90	-12.19%	\$ 9,000.00	\$ 10,000.00	11.11%
<b>Rent</b>							
Storage Unit Rental	900.00	0.00	900.00	100.0%	\$ 1,800.00	\$ 1,800.00	0.00%
Rent - Other	23,555.25	22,396.50	1,158.75	5.17%	\$ 30,807.00	\$ 30,807.00	0.00%
<b>Repairs</b>							
Equipment Repairs	0.00	128.10	-128.10	-100.0%		\$ 500.00	<b>NEW</b>
<b>Show Expenses</b>							
Guest Expenses	2,984.32	1,502.65	1,481.67	98.6%	\$ 2,984.32	\$ 1,000.00	-66.49%
Speakers	50.00	5,500.00	-5,450.00	-99.09%	\$ 50.00	\$ 2,500.00	4900.00%
Badges	3,113.22	0.00	3,113.22	100.0%	\$ 3,113.22	\$ 3,000.00	-3.64%
Food & Beverage	109,350.20	11,287.37	98,062.83	868.78%	\$ 175,000.00	\$ 170,000.00	-2.86%
Communications/Radios	4,631.82	0.00	4,631.82	100.0%	\$ 8,500.00	\$ -	-100.00%
Meeting Space	117,472.54	130,985.50	-13,512.96	-10.32%	\$ 225,000.00	\$ 115,000.00	-48.89%
<b>Decorator</b>							
A.V.	31,116.73	35,325.00	-4,208.27	-11.91%			
Decorator - Other	34,124.72	36,833.98	-2,709.26	-7.36%			
Total Decorator	65,241.45	72,158.98	-6,917.53	-9.59%	\$ 65,241.45	\$ 65,000.00	-0.37%
Drayage	0.00	115.10	-115.10	-100.0%			
<b>Event Expenses</b>							
GM Reimbursements	0.00	2,130.00	-2,130.00	-100.0%			
Event proceeds	5,148.00	11,407.00	-6,259.00	-54.87%			
Event Expenses - Other	10,120.35	4,099.05	6,021.30	146.9%			
Total Event Expenses	15,268.35	17,636.05	-2,367.70	-13.43%	\$ 15,268.35	\$ 15,000.00	-1.76%
Shipping/Truck Lease	560.42	116.92	443.50	379.32%	\$ 560.42	\$ 500.00	-10.78%
<b>Site Costs</b>							
Onsite materials	376.04	2,376.21	-2,000.17	-84.18%			
Printed Materials	84.79	0.00	84.79	100.0%			
Equipment Rental	1,497.39	532.25	965.14	181.33%			
Registration Materials	4,970.50	2,598.47	2,372.03	91.29%			
Security	9,498.08	827.31	8,670.77	1,048.07%			
Utilities to Booths	64.31	0.00	64.31	100.0%			
Site Costs - Other	480.00	1,404.00	-924.00	-65.81%			
Total Site Costs	16,971.11	7,738.24	9,232.87	119.32%	\$ 17,500.00	\$ 17,500.00	0.00%
Show Expenses - Other	612.59	0.00	612.59	100.0%	\$ 612.59	\$ -	-100.00%
<b>Taxes</b>							
Employer withholding tax	16,850.68	0.00	16,850.68	100.0%			
Taxes, Sales	871.40	0.00	871.40	100.0%			
Taxes - Other	44,994.06	6,339.63	38,654.43	609.73%			
Total Taxes	62,716.14	6,339.63	56,376.51	889.27%	\$ 87,785.89	\$ 80,000.00	-8.87%
Telephone	3,315.18	10,713.26	-7,398.08	-69.06%	\$ 5,000.00	\$ 5,000.00	0.00%
Travel							

2007 GAMA Projected vs. 2008 (BETA) Budget

Prepared on 9/24/07

	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	Aaron's		% Change
					2007 FY Projected	2008 Budget	
GenCon Expense	736.00	1,800.00	-1,064.00	-59.11%	\$ 736.00	\$ 1,000.00	35.87%
Meals							
Board/GRD	1,205.10	22.62	1,182.48	5,227.59%			
GMs/Volunteers/GE	1,750.46	944.76	805.70	85.28%			
Staff	6,025.00	8,254.96	-2,229.96	-27.01%			
Total Meals	8,980.56	9,222.34	-241.78	-2.62%	\$ 9,600.00	\$ 7,500.00	-21.88%
Rooms							
Board/GRD	1,042.98	0.00	1,042.98	100.0%			
GMs/Volunteers/GE	87,009.32	28,586.05	58,423.27	204.38%			
Staff	1,483.44	616.17	867.27	140.75%			
Total Rooms	89,535.74	29,202.22	60,333.52	206.61%	\$ 92,000.00	\$ 50,000.00	-45.65%
Travel							
Mics Travel	611.88	871.65	-259.77	-29.8%			
Parking	869.10	1,180.38	-311.28	-26.37%			
Board/GRD	2,123.74	1,811.71	312.03	17.22%			
GMs/Volunteers/GE	8,533.60	9,213.19	-679.59	-7.38%			
Staff	3,597.37	3,375.99	221.38	6.56%			
Travel - Other	286.55	0.00	286.55	100.0%			
Total Travel	16,022.24	16,452.92	-430.68	-2.62%	\$ 17,000.00	\$ 15,000.00	-11.76%
Uncategorized Expenses	58,895.15	61,827.20	-2,932.05	-4.74%	\$ 60,000.00	\$ 60,000.25	0.00%
Volunteers							
Volunteer Stipends	6,950.00	1,500.00	5,450.00	363.33%			
Volunteer Appreciation	6,800.24	3,459.82	3,340.42	96.55%			
Total Volunteers	13,750.24	4,959.82	8,790.42	177.23%	\$ 15,000.00	\$ 12,000.00	-20.00%
Total Expense	936,380.80	800,157.56	136,223.24	17.03%	\$ 1,254,415.50	\$ 1,056,207.25	-15.80%
Net Income	30,765.38	-21,746.17	52,511.55	-241.48%	\$ (99,568.81)	\$ 141,848.84	

Items suggested for reclassification to COGS Section.

2007 GAMA Projected vs. 2008 (Final, pending approval) Budget

Prepared on 1/1/08

Ordinary Income/Expense	2007 GAMA Projected vs. 2008 (Final, pending approval) Budget				Aaron's		
	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	2007 FY Projected	2008 Budget	% Change
<b>Income</b>							
Admission Fees	392,778.11	353,146.71	39,631.40	11.22%	\$ 470,000.00	\$ 493,500.00	5.00%
<b>Adv &amp; Sponsorship</b>							
Advertising Income	28,180.88	6,700.00	21,480.88	320.61%			
Sponsorships	36,779.89	89,220.00	-52,440.11	-58.78%			
Adv & Sponsorship - Other	12,419.00	-8,044.56	20,463.56	-254.38%			
<b>Total Adv &amp; Sponsorship</b>	<u>77,379.77</u>	<u>87,875.44</u>	<u>-10,495.67</u>	<u>-11.94%</u>	\$ 90,000.00	\$ 94,500.00	5.00%
<b>Exhibitor Charges</b>							
Exhibitor Badges	17,606.01	5,705.54	11,900.47	208.58%			
Artist Section	5,319.00	3,040.00	2,279.00	74.97%			
Booths	340,025.96	183,244.14	156,781.82	85.56%			
Exhibitor Charges - Other	44,897.01	80,046.81	-35,149.80	-43.91%			
<b>Total Exhibitor Charges</b>	<u>407,847.98</u>	<u>272,036.49</u>	<u>135,811.49</u>	<u>49.92%</u>	\$ 490,000.00	\$ 500,000.00	2.04%
<b>Membership</b>							
Academy	21.00	810.05	-789.05	-97.41%			
Membership - Other	52,791.50	41,260.00	11,531.50	27.95%			
<b>Total Membership</b>	<u>52,812.50</u>	<u>42,070.05</u>	<u>10,742.45</u>	<u>25.54%</u>	\$ 55,000.00	\$ 60,000.00	9.09%
<b>Merchandise &amp; Art</b>							
Academy	4,024.58	6,675.00	-2,650.42	-39.71%	\$ 16,500.00	\$ 18,000.00	9.09%
Pass Thru	2,581.08	2,550.00	31.08	1.22%	\$ 2,581.08	\$ -	-100.00%
<b>Program Income</b>							
Hotel Commissions	29,649.73	22,300.00	7,349.73	32.96%			
Publications	329.90	325.70	4.20	1.29%			
CC Residuals	1,053.92	294.41	759.51	257.98%			
Representation Services	401.59	0.00	401.59	100.0%			
<b>Total Program Income</b>	<u>31,435.14</u>	<u>22,920.11</u>	<u>8,515.03</u>	<u>37.15%</u>	\$ 34,339.13	\$ 36,056.09	5.00%
<b>Service Fees and Charges</b>							
Academy	514.75	104.38	410.37	393.15%	\$ 800.00	\$ 1,000.00	25.00%
Uncategorized Income	2,145.79	350.00	1,795.79	513.08%		\$ -	
<b>Total Income</b>	<u>971,519.70</u>	<u>787,728.18</u>	<u>183,791.52</u>	<u>23.33%</u>	\$ 1,159,220.21	\$ <b>1,203,056.09</b>	3.78%
<b>Cost of Goods Sold</b>							
Items for Resale	4,373.52	9,316.79	-4,943.27	-53.06%	\$ 4,373.52	\$ 5,000.00	14.32%
<b>Total COGS</b>	<u>4,373.52</u>	<u>9,316.79</u>	<u>-4,943.27</u>	<u>-53.06%</u>			
<b>Gross Profit</b>	967,146.18	778,411.39	188,734.79	24.25%	\$ 1,154,846.69	\$ <b>1,198,056.09</b>	3.74%
<b>Expense</b>							
Bad Debt	5,215.00	0.00	5,215.00	100.0%	\$ 10,000.00	\$ 5,000.00	-50.00%
Reconciliation Discrepancies	5,630.52	-54,431.69	60,062.21	-110.34%	\$ -	\$ -	
Donations	0.00	1,962.00	-1,962.00	-100.0%	\$ -	\$ -	
Sponsorships	1,119.00	200.00	919.00	459.5%	\$ 1,119.00	\$ 1,500.00	34.05%
Registration Fees	1,304.95	3,145.00	-1,840.05	-58.51%	\$ 1,304.95	\$ 1,500.00	14.95%
Abatements for Services	6,593.00	260.00	6,333.00	2,435.77%	\$ 6,593.00	\$ -	-100.00%

2007 GAMA Projected vs. 2008 (Final, pending approval) Budget

Prepared on 1/1/08

	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	Aaron's 2007 FY Projected	2008 Budget	% Change
<b>Service Fees</b>							
Hosting fees	1,583.32	0.00	1,583.32	100.0%	\$ 1,800.00	\$ 1,800.00	0.00%
Finance Charges	1,480.19	0.00	1,480.19	100.0%	\$ 1,700.00	\$ 600.00	-64.71%
Merchant account fees	676.22	20.00	656.22	3,281.1%	\$ 900.00	\$ 900.00	0.00%
PayPal service fees	84.22	24.80	59.42	239.6%	\$ 100.00	\$ 100.00	0.00%
Credit Card Service Charges	11,739.88	10,846.88	893.00	8.23%	\$ 13,500.00	\$ 15,000.00	11.11%
Bank Service Charges	140.80	381.00	-240.20	-63.05%	\$ 300.00	\$ 500.00	66.67%
Service Fees - Other	1,001.35	50.00	951.35	1,902.7%	\$ 1,200.00	\$ -	-100.00%
<b>GAMA Shipping</b>	75.70	0.00	75.70	100.0%	\$ 150.00	\$ 200.00	33.33%
<b>Events</b>	0.00	10,980.00	-10,980.00	-100.0%	\$ -	\$ -	
Art Show Payouts	14,645.72	9,192.46	5,453.26	59.32%	\$ 14,645.72	\$ 15,000.00	2.42%
<b>Awards</b>							
Industry	0.00	124.45	-124.45	-100.0%			
Academy	3,028.97	4,741.71	-1,712.74	-36.12%			
<b>Total Awards</b>	3,028.97	4,866.16	-1,837.19	-37.75%	\$ 3,028.97	\$ 3,600.00	18.85%
<b>Contract Labor</b>	1,699.50	0.00	1,699.50	100.0%	\$ 1,699.50	\$ 2,400.00	41.22%
<b>Dues &amp; Subscriptions</b>	1,459.50	1,413.96	45.54	3.22%	\$ 1,700.00	\$ 1,500.00	-11.76%
<b>Employee Benefits/Services</b>	50.00	0.00	50.00	100.0%	\$ 50.00	\$ -	-100.00%
<b>Entertainment/Bus.Mtgs</b>							
Client Appreciation	772.14	1,229.93	-457.79	-37.22%			
Staff Appreciation	315.27	319.19	-3.92	-1.23%			
Entertainment/Bus.Mtgs - Other	480.35	0.00	480.35	100.0%			
<b>Total Entertainment/Bus.Mtgs</b>	1,567.76	1,549.12	18.64	1.2%	\$ 1,800.00	\$ 1,500.00	-16.67%
<b>Insurance</b>							
Business	2,836.31	3,173.28	-336.97	-10.62%	\$ 2,900.00	\$ 2,900.00	0.00%
Insurance - Other	7,584.45	10,144.61	-2,560.16	-25.24%	\$ 10,500.00	\$ 10,500.00	0.00%
<b>Internet</b>	6,863.33	1,334.18	5,529.15	414.42%	\$ 9,600.00	\$ 3,000.00	-68.75%
<b>Office Equipment</b>							
Equipment	1,140.19	1,886.68	-746.49	-39.57%	\$ 1,140.19	\$ 1,500.00	31.56%
<b>Leases</b>							
computers	667.77	0.00	667.77	100.0%	\$ 800.00	\$ 800.00	0.00%
Server Rack	421.32	0.00	421.32	100.0%	\$ 600.00	\$ 600.00	0.00%
Server	1,788.35	2,113.49	-325.14	-15.38%	\$ 2,400.00	\$ 2,400.00	0.00%
<b>Lease, B&amp;W copier</b>							
B&W Overage	145.21	3,375.82	-3,230.61	-95.7%			
Lease, B&W copier - O	7,419.91	2,689.89	4,730.02	175.84%			
<b>Total Lease, B&amp;W copier</b>	7,565.12	6,065.71	1,499.41	24.72%	\$ 10,000.00	\$ 10,000.00	0.00%
<b>Lease, color copier</b>							
Copier Monthly Supply	822.72	6,086.01	-5,263.29	-86.48%			
Copier Print Overage	4,610.59	5,516.43	-905.84	-16.42%			
Lease, color copier - O	21,251.19	5,263.16	15,988.03	303.77%			
<b>Total Lease, color copier</b>	26,684.50	16,865.60	9,818.90	58.22%	\$ 34,000.00	\$ 39,700.00	16.76%
Leases - Other	0.00	-54,288.00	54,288.00	100.0%			

2007 GAMA Projected vs. 2008 (Final, pending approval) Budget

Prepared on 1/1/08

	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	Aaron's 2007 FY Projected	2008 Budget	% Change
Licenses & Permits	0.00	5.00	-5.00	-100.0%			
Members	19.95	0.00	19.95	100.0%	\$ 19.95		-100.00%
Miscellaneous	0.00	0.00	0.00	0.0%			
Office Supplies							
Reference Materials	113.52	144.40	-30.88	-21.39%	\$ 113.52	\$ 100.00	-11.91%
Office Supplies - Other	2,111.66	5,392.15	-3,280.49	-60.84%	\$ 3,000.00	\$ 2,000.00	-33.33%
Payroll Expenses	98,764.59	153,389.31	-54,624.72	-35.61%	\$ 143,000.00	\$ 150,000.00	4.90%
Payroll Service	1,664.80	164.54	1,500.26	911.79%	\$ 2,400.00	\$ 400.00	-83.33%
Postage & Delivery	10,949.32	6,120.83	4,828.49	78.89%	\$ 11,500.00	\$ 10,000.00	-13.04%
Professional Development	50.00	0.00	50.00	100.0%	\$ 50.00	\$ -	-100.00%
Professional Fees							
Design, General	0.00	160.00	-160.00	-100.0%			
Accounting	2,922.92	13,225.00	-10,302.08	-77.9%			
Consulting	0.00	300.00	-300.00	-100.0%			
Website Development	3,400.00	30,046.00	-26,646.00	-88.68%			
Total Professional Fees	6,322.92	43,731.00	-37,408.08	-85.54%	\$ 15,000.00	\$ 15,000.00	0.00%
Promotions & Marketing							
Printing, general	0.00	3,013.83	-3,013.83	-100.0%	\$ -	\$ -	
Advertising							
GAMA Advertising							
Newsletters	1,000.00	300.00	700.00	233.33%	\$ 1,000.00		-100.00%
GAMA Advertising - Ot	5.76	4,098.13	-4,092.37	-99.86%	\$ 5.76		-100.00%
GTS Advertising							
GTS Mailing	427.00	0.00	427.00	100.0%	\$ 600.00		-100.00%
GTS Advertising - Othe	14,577.62	14,553.93	23.69	0.16%	\$ 15,000.00		-100.00%
Origins Advertising	10,906.47	41,625.26	-30,718.79	-73.8%			
Flyers & Advertising	20.00	3,811.95	-3,791.95	-99.48%			
Signage	0.00	141.44	-141.44	-100.0%			
Advertising - Other	200.00	0.00	200.00	100.0%			
Total Advertising	27,136.85	64,530.71	-37,393.86	-57.95%	\$ 35,000.00	\$ 30,000.00	-14.29%
Show Publications							
On-Site Books							
Origins	33,043.12	69,909.89	-36,866.77	-52.74%			
On-Site Book Postage	0.00	315.00	-315.00	-100.0%			
Total On-Site Books	33,043.12	70,224.89	-37,181.77	-52.95%	\$ 33,043.12	\$ 34,000.00	2.90%
Pre-Reg Books							
Pre-Reg Postage	8,944.37	16,582.25	-7,637.88	-46.06%			
Pre-Reg Printing	0.00	28,048.90	-28,048.90	-100.0%			
Pre-Reg Books - Other	4,464.00	0.00	4,464.00	100.0%			
Total Pre-Reg Books	13,408.37	44,631.15	-31,222.78	-69.96%	\$ 13,408.37	\$ 13,500.00	0.68%
Bags	4,424.40	8,907.09	-4,482.69	-50.33%	\$ 4,424.40	\$ 4,000.00	-9.59%
Guest Expenses	421.13	800.00	-378.87	-47.36%	\$ 421.13	\$ 400.00	-5.02%

2007 GAMA Projected vs. 2008 (Final, pending approval) Budget

Prepared on 1/1/08

	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	Aaron's		% Change
					2007 FY Projected	2008 Budget	
Merchandise Cost	338.68	1,988.72	-1,650.04	-82.97%	\$ 338.68	\$ 300.00	-11.42%
Rebate Program	8,145.00	9,275.90	-1,130.90	-12.19%	\$ 9,000.00	\$ 10,000.00	11.11%
Rent							
Storage Unit Rental	900.00	0.00	900.00	100.0%	\$ 1,800.00	\$ 1,800.00	0.00%
Rent - Other	23,555.25	22,396.50	1,158.75	5.17%	\$ 30,807.00	\$ 30,807.00	0.00%
Repairs							
Equipment Repairs	0.00	128.10	-128.10	-100.0%		\$ 500.00	<b>NEW</b>
Show Expenses							
Guest Expenses	2,984.32	1,502.65	1,481.67	98.6%	\$ 2,984.32	\$ 1,000.00	-66.49%
Speakers	50.00	5,500.00	-5,450.00	-99.09%	\$ 50.00	\$ 2,500.00	4900.00%
Badges	3,113.22	0.00	3,113.22	100.0%	\$ 3,113.22	\$ 3,000.00	-3.64%
Food & Beverage	109,350.20	11,287.37	98,062.83	868.78%	\$ 175,000.00	\$ 170,000.00	-2.86%
Communications/Radios	4,631.82	0.00	4,631.82	100.0%	\$ 8,500.00	\$ -	-100.00%
Meeting Space	117,472.54	130,985.50	-13,512.96	-10.32%	\$ 225,000.00	\$ 115,000.00	-48.89%
Decorator							
A.V.	31,116.73	35,325.00	-4,208.27	-11.91%			
Decorator - Other	34,124.72	36,833.98	-2,709.26	-7.36%			
Total Decorator	65,241.45	72,158.98	-6,917.53	-9.59%	\$ 65,241.45	\$ 65,000.00	-0.37%
Drayage	0.00	115.10	-115.10	-100.0%			
Event Expenses							
GM Reimbursements	0.00	2,130.00	-2,130.00	-100.0%			
Event proceeds	5,148.00	11,407.00	-6,259.00	-54.87%			
Event Expenses - Other	10,120.35	4,099.05	6,021.30	146.9%			
Total Event Expenses	15,268.35	17,636.05	-2,367.70	-13.43%	\$ 15,268.35	\$ 15,000.00	-1.76%
Shipping/Truck Lease	560.42	116.92	443.50	379.32%	\$ 560.42	\$ 500.00	-10.78%
Site Costs							
Onsite materials	376.04	2,376.21	-2,000.17	-84.18%			
Printed Materials	84.79	0.00	84.79	100.0%			
Equipment Rental	1,497.39	532.25	965.14	181.33%			
Registration Materials	4,970.50	2,598.47	2,372.03	91.29%			
Security	9,498.08	827.31	8,670.77	1,048.07%			
Utilities to Booths	64.31	0.00	64.31	100.0%			
Site Costs - Other	480.00	1,404.00	-924.00	-65.81%			
Total Site Costs	16,971.11	7,738.24	9,232.87	119.32%	\$ 17,500.00	\$ 17,500.00	0.00%
Show Expenses - Other	612.59	0.00	612.59	100.0%	\$ 612.59	\$ -	-100.00%
Taxes							
Employer withholding tax	16,850.68	0.00	16,850.68	100.0%			
Taxes, Sales	871.40	0.00	871.40	100.0%			
Taxes - Other	44,994.06	6,339.63	38,654.43	609.73%			
Total Taxes	62,716.14	6,339.63	56,376.51	889.27%	\$ 87,785.89	\$ 80,000.00	-8.87%
Telephone	3,315.18	10,713.26	-7,398.08	-69.06%	\$ 5,000.00	\$ 3,000.00	-40.00%
Travel							

2007 GAMA Projected vs. 2008 (Final, pending approval) Budget

Prepared on 1/1/08

	Jan 1 - Sep 23, 07	Jan 1 - Sep 23, 06	\$ Change	% Change	Aaron's		% Change
					2007 FY Projected	2008 Budget	
GenCon Expense	736.00	1,800.00	-1,064.00	-59.11%	\$ 736.00	\$ 1,000.00	35.87%
Meals							
Board/GRD	1,205.10	22.62	1,182.48	5,227.59%			
GMs/Volunteers/GE	1,750.46	944.76	805.70	85.28%			
Staff	6,025.00	8,254.96	-2,229.96	-27.01%			
<b>Total Meals</b>	<b>8,980.56</b>	<b>9,222.34</b>	<b>-241.78</b>	<b>-2.62%</b>	<b>\$ 9,600.00</b>	<b>\$ 7,500.00</b>	<b>-21.88%</b>
Rooms							
Board/GRD	1,042.98	0.00	1,042.98	100.0%			
GMs/Volunteers/GE	87,009.32	28,586.05	58,423.27	204.38%			
Staff	1,483.44	616.17	867.27	140.75%			
<b>Total Rooms</b>	<b>89,535.74</b>	<b>29,202.22</b>	<b>60,333.52</b>	<b>206.61%</b>	<b>\$ 92,000.00</b>	<b>\$ 50,000.00</b>	<b>-45.65%</b>
Travel							
Mics Travel	611.88	871.65	-259.77	-29.8%			
Parking	869.10	1,180.38	-311.28	-26.37%			
Board/GRD	2,123.74	1,811.71	312.03	17.22%			
GMs/Volunteers/GE	8,533.60	9,213.19	-679.59	-7.38%			
Staff	3,597.37	3,375.99	221.38	6.56%			
Travel - Other	286.55	0.00	286.55	100.0%			
<b>Total Travel</b>	<b>16,022.24</b>	<b>16,452.92</b>	<b>-430.68</b>	<b>-2.62%</b>	<b>\$ 17,000.00</b>	<b>\$ 15,000.00</b>	<b>-11.76%</b>
Uncategorized Expenses	58,895.15	61,827.20	-2,932.05	-4.74%	\$ 60,000.00	\$ 60,000.25	0.00%
Volunteers							
Volunteer Stipends	6,950.00	1,500.00	5,450.00	363.33%			
Volunteer Appreciation	6,800.24	3,459.82	3,340.42	96.55%			
<b>Total Volunteers</b>	<b>13,750.24</b>	<b>4,959.82</b>	<b>8,790.42</b>	<b>177.23%</b>	<b>\$ 15,000.00</b>	<b>\$ 12,000.00</b>	<b>-20.00%</b>
<b>Total Expense</b>	<b>936,380.80</b>	<b>800,157.56</b>	<b>136,223.24</b>	<b>17.03%</b>	<b>\$ 1,254,415.50</b>	<b>\$ 1,043,307.25</b>	<b>-16.83%</b>
<b>Net Income</b>	<b>30,765.38</b>	<b>-21,746.17</b>	<b>52,511.55</b>	<b>-241.48%</b>	<b>\$ (99,568.81)</b>	<b>\$ 154,748.84</b>	

Items suggested for reclassification to COGS Section.

**GAMA**  
**Profit & Loss**  
January 1 through November 28, 2007

	Jan 1 - Nov 28, 07
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Admission Fees	449,655.11
Adv & Sponsorship	63,431.50
Exhibitor Charges	473,703.21
Membership	58,836.50
Merchandise & Art	12,933.57
Pass Thru	1,038.24
Program Income	35,857.93
Service Fees and Charges	1,197.64
Uncategorized Income	2,682.36
<b>Total Income</b>	1,099,336.06
<b>Cost of Goods Sold</b>	
Items for Resale	4,373.52
<b>Total COGS</b>	4,373.52
<b>Gross Profit</b>	1,094,962.54
<b>Expense</b>	
Bad Debt	5,215.00
Reconciliation Discrepancies	0.50
Sponsorships	1,119.00
Registration Fees	1,446.95
Abatements for Services	6,593.00
Service Fees	20,615.62
GAMA Shipping	75.70
Art Show Payouts	14,645.72
Awards	3,028.97
Contract Labor	1,979.50
Dues & Subscriptions	1,300.50
Employee Benefits/Services	50.00
Entertainment/Bus.Mtgs	1,567.76
Insurance	13,884.83
Internet	8,379.19
Office Equipment	50,272.67
Licenses & Permits	8.00
Members	19.95
Miscellaneous	0.00
Office Supplies	2,690.65
Payroll Expenses	117,249.69
Payroll Service	2,152.43
Postage & Delivery	10,982.95
Professional Development	50.00
Professional Fees	7,272.92
Promotions & Marketing	79,299.99
Rebate Program	8,438.00
Rent	32,685.75
Repairs	127.57
Show Expenses	473,217.41
Taxes	71,421.60
Telephone	3,944.63
Travel	109,415.15
Uncategorized Expenses	83,592.32
Volunteers	13,778.17
<b>Total Expense</b>	1,146,522.09
<b>Net Ordinary Income</b>	-51,559.55
<b>Net Income</b>	-51,559.55

**GAMA**  
**A/R Aging Summary**  
**As of November 28, 2007**

	Current	1 - 60	61 - 120	121 - 180	> 180	TOTAL
ACD Distribution (Customer)	0.00	0.00	0.00	0.00	4,592.47	4,592.47
Acrylicos Vallejo, S.L.	0.00	118.60	0.00	0.00	0.00	118.60
Alderac Entertainment Group, Inc.	0.00	0.00	0.00	0.00	3,169.02	3,169.02
Alliance Game Distributors	0.00	0.00	0.00	0.00	7,698.00	7,698.00
Angel Errant, Inc.	0.00	0.00	0.00	392.00	0.00	392.00
Anthony J. Gallela	0.00	0.00	0.00	0.00	272.58	272.58
APE Games	0.00	0.00	0.00	0.00	407.00	407.00
Asmodee Editions LLC	0.00	137.20	0.00	0.00	0.00	137.20
Attendees	0.00	390.00	299.88	7.33	0.00	697.21
Bandai America	0.00	-157.50	0.00	0.00	0.00	-157.50
Battlefront Miniatures LTD	0.00	-1,104.00	0.00	-6,855.00	0.00	-7,959.00
Bradley Shugg	0.00	0.00	0.00	0.00	2,037.65	2,037.65
Cactus Game Design	0.00	194.20	0.00	0.00	0.00	194.20
Chessex Manufacturing	0.00	-173.80	0.00	0.00	0.00	-173.80
Clash of Arms	0.00	0.00	0.00	344.03	0.00	344.03
Corinthian Games Ltd.	0.00	118.60	0.00	0.00	0.00	118.60
Countess Games	0.00	0.00	0.00	0.00	-120.00	-120.00
Crazy Egor's	0.00	0.00	0.00	1,220.00	0.00	1,220.00
Days of Wonder	0.00	44.70	0.00	0.00	0.00	44.70
Decipher	0.00	-18.00	0.00	0.00	0.00	-18.00
Decision Game	0.00	0.00	0.00	6,258.00	0.00	6,258.00
Dragon's Lair Comics & Fantasy	0.00	43.60	0.00	0.00	0.00	43.60
Dragonfire Laser Crafts, Inc.	0.00	-63.20	0.00	0.00	0.00	-63.20
Eagle Games	0.00	0.00	0.00	0.00	1,575.00	1,575.00
Eden Studios	0.00	0.00	0.00	0.00	1,770.00	1,770.00
Educational Insights, Inc.	0.00	0.00	-60.60	0.00	0.00	-60.60
Endless Games	0.00	300.00	0.00	0.00	0.00	300.00
Face2Face	0.00	194.20	0.00	0.00	1,058.00	1,252.20
Fantasy Flight Games	0.00	-264.00	0.00	0.00	0.00	-264.00
Flying Buffalo	0.00	0.00	0.00	41.83	0.00	41.83
FRED Distribution	0.00	150.00	0.00	0.00	0.00	150.00
GHQ	0.00	137.20	0.00	0.00	0.00	137.20
Grasshopper's Comics	0.00	0.00	125.00	0.00	0.00	125.00
Gut Bustin' Games	194.20	0.00	0.00	0.00	0.00	194.20
Harbinger	0.00	0.00	0.00	0.00	3,888.15	3,888.15
Hidden City Games, LLC	0.00	0.00	0.00	-3,569.90	0.00	-3,569.90
Jason Smyrloglou (C)	0.00	0.00	0.00	0.00	136.79	136.79
JLB Studios, LLC	0.00	118.60	0.00	0.00	0.00	118.60
JMB Enterprises	0.00	229.60	0.00	0.00	0.00	229.60
Key 20 Publishing	0.00	218.60	0.00	0.00	0.00	218.60
Laughing Pan Productions	0.00	0.00	0.00	0.00	490.30	490.30
Lotus Guardian, The	0.00	0.00	0.00	1,563.50	0.00	1,563.50
Magazine Exchange	0.00	112.80	0.00	0.00	0.00	112.80
Mayfair Games	0.00	433.70	0.00	0.00	0.00	433.70
Miniature Building Authority	0.00	218.60	0.00	0.00	0.00	218.60
Misc	0.00	0.00	0.00	0.00	1,610.00	1,610.00
Mongoose Publishing Ltd.	0.00	137.20	0.00	0.00	0.00	137.20
North Star Games	0.00	1,606.50	0.00	0.00	0.00	1,606.50
Offworld Designs	0.00	0.00	0.00	2,178.00	0.00	2,178.00
Over the Edge Games	0.00	0.00	0.00	308.00	0.00	308.00
Paizo Publishing, LLC	0.00	0.00	0.00	0.00	5,652.00	5,652.00
Pegasus Hobbies	0.00	159.20	0.00	0.00	0.00	159.20
Playroom Entertainment	0.00	112.50	0.00	0.00	0.00	112.50
Pokemon USA	0.00	-2,814.00	0.00	0.00	-824.06	-3,638.06
Privateer Press Inc.	0.00	137.20	0.00	0.00	0.00	137.20
Queen's Domain	0.00	0.00	0.00	976.00	0.00	976.00
Randolph Rose Group	0.00	137.20	0.00	0.00	0.00	137.20
Red Juggernaut	0.00	137.20	0.00	0.00	0.00	137.20
Relentless Publishing	0.00	218.60	0.00	0.00	0.00	218.60
Rio Grande Games	0.00	-16.90	0.00	0.00	0.00	-16.90
Screenlife	0.00	94.20	0.00	0.00	0.00	94.20
Sovereign Press	0.00	300.00	0.00	0.00	0.00	300.00
Steel Sqwire, LLC	0.00	0.00	0.00	0.00	-350.00	-350.00
Studio 2 Publishing	0.00	137.20	0.00	0.00	0.00	137.20
TableStar Games, LLC	194.20	0.00	0.00	0.00	0.00	194.20
Temple Games	0.00	0.00	0.00	0.00	11,006.00	11,006.00
Titan Games	0.00	0.00	318.00	0.00	0.00	318.00

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**GAMA**  
**A/R Aging Summary**  
**As of November 28, 2007**

	<u>Current</u>	<u>1 - 60</u>	<u>61 - 120</u>	<u>121 - 180</u>	<u>&gt; 180</u>	<u>TOTAL</u>
Todd Shop Cards & Collectibles	0.00	0.00	0.00	0.00	90.00	90.00
Top Shelf Games	0.00	0.00	0.00	130.71	0.00	130.71
Toy Vault	0.00	150.00	0.00	0.00	0.00	150.00
Trilogy Gaming Club	0.00	0.00	0.00	0.00	12.51	12.51
Twilight Creations	194.20	0.00	0.00	0.00	0.00	194.20
Ultra-Pro	44.70	0.00	0.00	0.00	0.00	44.70
Upper Deck	0.00	0.00	0.00	0.00	-14,354.00	-14,354.00
W.I.N. Multimedia Designs	0.00	0.00	0.00	0.00	20.00	20.00
White Silver Publishing	0.00	0.00	0.00	0.00	1,103.13	1,103.13
White Wolf Publishing	0.00	-570.80	0.00	0.00	0.00	-570.80
Wizards of the Coast	0.00	0.00	0.00	0.00	-1,600.00	-1,600.00
Worldwise Imports	0.00	137.20	0.00	0.00	0.00	137.20
Z-Man Games, Inc.	0.00	218.60	0.00	0.00	0.00	218.60
<b>TOTAL</b>	<b><u>627.30</u></b>	<b><u>1,660.80</u></b>	<b><u>682.28</u></b>	<b><u>2,994.50</u></b>	<b><u>29,340.54</u></b>	<b><u>35,305.42</u></b>

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**GAMA**  
**A/P Aging Summary**  
**As of November 28, 2007**

	<u>Current</u>	<u>1 - 60</u>	<u>61 - 120</u>	<u>121 - 180</u>	<u>&gt; 180</u>	<u>TOTAL</u>
Angela Worley	0.00	0.00	200.00	0.00	0.00	200.00
Bally's Las Vegas	65,000.00	0.00	35,033.80	0.00	0.00	100,033.80
ComDoc	1,968.00	338.82	0.00	0.00	0.00	2,306.82
Courtyard Marriott Hotel	0.00	0.00	99.27	0.00	0.00	99.27
Dell Financial Services	103.11	0.00	0.00	0.00	0.00	103.11
Drury Inn	0.00	0.00	5,850.64	0.00	0.00	5,850.64
Greater Columbus Convention Center	4,000.00	0.00	97,943.13	0.00	0.00	101,943.13
Group Travel Leader, Inc.	0.00	400.00	0.00	0.00	0.00	400.00
IDT Connect	0.00	21.95	0.00	0.00	0.00	21.95
Kelli Wallace	0.00	0.00	364.50	0.00	0.00	364.50
Konica Minolta	0.00	0.00	0.00	0.00	-852.84	-852.84
Mitchell Lock	127.57	0.00	0.00	0.00	0.00	127.57
N'Awlins Trade Show & Convention Services	0.00	0.00	-33.31	0.00	0.00	-33.31
Nationwide Insurance	2,796.00	0.00	0.00	0.00	0.00	2,796.00
Orleans Arena	0.00	0.00	0.00	0.00	-109.50	-109.50
Phil Lacefield	0.00	0.00	0.00	0.00	-207.19	-207.19
Red Roof Inn	0.00	0.00	2,977.50	0.00	0.00	2,977.50
Tenable Protective Services	0.00	0.00	2,963.91	0.00	0.00	2,963.91
<b>TOTAL</b>	<b><u>73,994.68</u></b>	<b><u>760.77</u></b>	<b><u>145,399.44</u></b>	<b><u>0.00</u></b>	<b><u>-1,169.53</u></b>	<b><u>218,985.36</u></b>