

Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

ACE MARKETING & PROMOTIONS INC  
Form 10QSB  
November 03, 2005

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

-----  
FORM 10-QSB  
-----

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE  
SECURITIES EXCHANGE ACT OF 1934

FOR THE QUARTERLY PERIOD ENDED September 30, 2005

COMMISSION FILE NUMBER: 000-51160

ACE MARKETING & PROMOTIONS, INC.  
-----

(Exact name of registrant as specified in its charter)

NEW YORK  
-----

(State of jurisdiction of Incorporation)

11-3427896  
-----

(I.R.S. Employer Identification No.)

457 ROCKAWAY AVE.  
VALLEY STREAM, NY 11581  
-----

(Address of principal executive offices)

(516) 256-7766  
-----

(Registrant's telephone number)

NOT APPLICABLE  
-----

(Former name, address and fiscal year, if changed since last report)

-----  
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days.

Yes [X] No [ ]

# Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

As of October 21, 2005, the registrant had a total of 5,888,076 shares of Common Stock outstanding.

ACE MARKETING & PROMOTIONS, INC.

## FORM 10-QSB QUARTERLY REPORT TABLE OF CONTENTS

	PAGE
	----
PART I. FINANCIAL INFORMATION	
Item 1. Financial Statements	
Condensed Balance Sheets as of September 30, 2005 (unaudited) and December 31, 2004	3
Condensed Statements of Operations for the Three and Nine Months Ended September 30, 2005 and September 30, 2004 (unaudited)	4
Condensed Statements of Cash Flows for the Nine Months Ended September 30, 2005 and September 30, 2004 (unaudited)	5
Notes to Condensed Financial Statements (unaudited)	6
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations	10
Item 3. Controls and Procedures	15
PART II. OTHER INFORMATION	
Item 1. Legal Proceedings	16
Item 2. Changes in Securities	16
Item 3. Defaults Upon Senior Securities	16
Item 4. Submissions of Matters to a Vote of Security Holders	17
Item 5. Other Information	17
Item 6. Exhibits and Reports on Form 8-K	17
SIGNATURES	18

PART I. FINANCIAL INFORMATION

ACE MARKETING & PROMOTIONS, INC.

Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

CONDENSED BALANCE SHEETS

	SEPTEMBER, 30 2005	DECEMBER, 31 2004
	----- (UNAUDITED)	-----
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 544,805	\$ 582,705
Accounts receivable	341,661	528,080
Prepaid expenses and other current assets	37,263	4,405
	-----	-----
Total Current Assets	923,729	1,115,190
Property and Equipment, net	11,767	9,539
Other Assets	3,135	3,616
	-----	-----
Total Assets	\$ 938,631	\$ 1,128,345
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities:		
Notes payable	\$ --	\$ 31,000
Accounts payable	179,588	225,606
Accrued expenses	18,516	205,436
	-----	-----
Total Current Liabilities	198,104	462,042
	-----	-----
Commitments and Contingencies		
Stockholders' Equity:		
Common stock, \$.0001 par value; 25,000,000 shares authorized 5,888,076 and 5,757,000 shares issued and outstanding at June 30, 2005 and December 31, 2004, respectively	589	576
Preferred stock \$.0001 par value: 500,000 shares authorized no shares outstanding	--	--
Additional paid-in capital	1,638,474	953,940
Accumulated deficit	(898,536)	(288,213)
	-----	-----
Total Stockholders' Equity	740,527	666,303
	-----	-----
Total Liabilities and Stockholders' Equity	\$ 938,631	\$ 1,128,345
	=====	=====

SEE NOTES TO CONDENSED FINANCIAL STATEMENTS.

ACE MARKETING & PROMOTIONS, INC.

CONDENSED STATEMENTS OF OPERATIONS (UNAUDITED)

THREE MONTHS ENDED

NINE MONTHS ENDED

Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

	September, 30		Septe
	2005	2004	2005
	-----	-----	-----
Revenue, net	\$ 750,957	\$ 735,793	\$ 2,300,150
Cost of Revenue	477,466	591,360	1,518,185
	-----	-----	-----
Gross Profit	273,491	144,433	781,965
	-----	-----	-----
Operating Expenses:			
Selling, General and administrative expenses	313,066	202,734	1,310,147
Total Operating Expenses	313,066	202,734	1,310,147
Loss from Operations	(39,575)	(58,301)	(528,182)
	-----	-----	-----
Other Income (Expense):			
Interest expense	--	--	(4,532)
Interest income	12	--	133
	-----	-----	-----
Total Other Income	12	--	(4,399)
	-----	-----	-----
Loss Before Provision for Income Taxes	(39,563)	(58,301)	(532,581)
Income Tax Expense	--	--	--
	-----	-----	-----
Net Loss	\$ (39,563)	\$ (58,301)	\$ (532,581)
	=====	=====	=====
Net Loss Per Common Share:			
Basic	\$ (0.01)	\$ (0.01)	\$ (0.09)
	=====	=====	=====
Diluted	\$ (0.01)	\$ (0.01)	\$ (0.09)
	=====	=====	=====
Weighted Average Common Shares Outstanding:			
Basic	5,888,076	5,430,000	5,877,988
	=====	=====	=====
Diluted	5,888,076	5,430,000	5,877,988
	=====	=====	=====

SEE NOTES TO CONDENSED FINANCIAL STATEMENTS.

# Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

## Condensed Statements of Cash Flows (unaudited)

	Nine Months September 2005 -----
Cash Flows from Operating Activities:	
Net loss	\$ (532,581)
	-----
Adjustments to reconcile net loss to net cash used in operating activities:	
Depreciation and amortization	3,913
Stock based compensation	481,786
Changes in operating assets and liabilities:	
(Increase) decrease in operating assets:	
Accounts receivable	(29,057)
Prepaid expenses and other assets	31,144
Increase (decrease) in operating liabilities:	
Accounts payable and accrued expenses	(77,761)
	-----
Total adjustments	410,025
	-----
Net Cash Used in Operating Activities	(122,556)
	-----
Cash Flows from Investing Activities:	
Purchase of Equipment	--
	-----
Net Cash Used in Investing Activities	--
	-----
Cash Flows from Financing Activities:	
Proceeds from private placement	126,076
Payments on notes payable	(25,000)
	-----
Net Cash Provided by Financing Activities	101,076
	-----
Net (Decrease) Increase in Cash and Cash Equivalents	(21,480)
Cash and Cash Equivalents, beginning of period	566,285
	-----
Cash and Cash Equivalents, end of period	\$ 544,805
	=====

SEE NOTES TO CONDENSED FINANCIAL STATEMENTS.

ACE MARKETING & PROMOTIONS, INC  
 NOTES TO FINANCIAL STATEMENTS  
 NINE MONTHS ENDED SEPTEMBER 30, 2005 AND 2004 (UNAUDITED)

The Condensed Balance Sheet as of September 30, 2005, the Condensed Statements of Operations for the three and nine months ended September 30, 2005 and 2004 and the Condensed Statements of Cash Flows for the nine months ended September 30, 2005 and 2004 have been prepared by us without audit. In our opinion, the accompanying unaudited condensed financial statements contain all adjustments

## Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

necessary to present fairly in all material respects our financial position as of September 30, 2005, results of operations for the three and nine months ended September 30, 2005 and 2004 and cash flows for the nine months ended September 30, 2005 and 2004.

This report should be read in conjunction with our Registration Statement on Form 10-SB which includes financial statements for the year ended December 31, 2004.

The results of operations and cash flows for the nine months ended September 30, 2005 are not necessarily indicative of the results to be expected for the full year.

### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

REVENUE RECOGNITION - Revenue is recognized when title and risk of loss transfers to the customer and the earnings process is complete. In general, title passes to our customers upon the customer's receipt of the merchandise. Revenue is accounted for in accordance with Emerging Issue Task Force (EITF) Issue No. 99-19, "Reporting Revenue Gross as a Principal versus Net as an Agent." Revenue is recognized on a gross basis since the Company has the risks and rewards of ownership, latitude in selection of vendors and pricing, and bears all credit risk.

The Company records all shipping and handling fees billed to customers as revenues, and related costs as cost of goods sold, when incurred, in accordance with EITF 00-10, "Accounting for Shipping and Handling Fees and Costs."

ESTIMATES - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

6

ACE MARKETING & PROMOTIONS, INC  
NOTES TO FINANCIAL STATEMENTS  
NINE MONTHS ENDED SEPTEMBER 30, 2005 AND 2004 (UNAUDITED)

### 2. EARNINGS PER SHARE

Basic earnings per common share are computed by dividing net income by the weighted average number of shares of common stock outstanding during the period. Dilutive earnings per share gives effect to stock options and warrants, which are considered to be dilutive common stock equivalents. Basic loss per common share was computed by dividing net loss by the weighted average number of shares of common stock outstanding. Diluted loss per common share does not give effect to the impact of options because their effect would have been anti-dilutive.

### 3. STOCK OPTIONS

## Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

The Company has elected the disclosure only provisions of Statement of Financial Accounting Standard No. 123, "Accounting for Stock-Based Compensation" ("SFAS 123") in accounting for our employee stock options. Accordingly, no compensation expense has been recognized. Had we recorded compensation expense for the stock options based on the fair value at the grant date for awards in the three and nine months ended September 30, 2005 and 2004 consistent with the provisions of SFAS 123, our net loss and net loss per share would have been adjusted as follows:

7

ACE MARKETING & PROMOTIONS, INC  
 NOTES TO FINANCIAL STATEMENTS  
 NINE MONTHS ENDED SEPTEMBER 30, 2005 AND 2004 (UNAUDITED)

	Three Months Ended September 30, 2005	Three Months Ended September 30, 2004	Nine Mon Ended Septembe 2005
	-----	-----	-----
Net loss, as reported	\$ (39,563)	\$ (58,301)	\$ (532)
Add: Stock-based employee compensation expense included in net loss, net of related tax effects	5,094	--	481
(Deduct): Total stock-based employee compensation expense determined under fair value based method for all awards, net of tax related effects	(5,094)	(--)	(663)
Pro forma net loss	(39,563)	(58,301)	(714)
Weighted average common shares outstanding	5,888,076	5,430,000	5,877
Loss per share:			
Basic and diluted---as reported	\$ (0.01)	\$ (0.01)	\$ (0.01)
Basic and diluted---pro-forma	\$ (0.01)	\$ (0.01)	\$ (0.01)

#### 4. NOTE PAYABLE

Note payable to a stockholder in the original principal amount of \$25,000. The Note bears interest at a rate of 10% per annum.

Prior to the repayment of any of the principal and accrued interest, the holder can convert the Note into common stock of the Company at the conversion rate of \$1.50 per share. On January 13, 2005, the Company agreed to convert the principal and accrued interest into common stock of the Company at a reduced conversion rate of \$1.00 per share, which resulted in the issuance of 31,076 shares of common stock.

#### 5. STOCKHOLDERS EQUITY

Private placement of securities - During the nine months ended September 30, 2005, the Company completed a private placement through the sale of 10 units (each consisting of 10,000 common shares and 10,000 Class B Warrants) at a purchase price of \$10,000 per unit for net proceeds of \$95,000, net of transaction cost of approximately \$5,000. Each Class B Warrant has an

## Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

exercise price of \$2.00 and expires on January 2, 2008.

### 6. STOCK OPTION PLAN

The Shareholders approved an amendment to the Company's Employee Benefit and Consulting Services Compensation Plan (the "Plan") and increased the number of shares covered by the Plan from 2,000,000 to 4,000,000 shares of Common Stock.

During the three and nine month periods ended September 30, 2005, the Company granted 180,000 and 2,672,000 options, respectively, under the Plan.

8

### 7. CONSULTING AGREEMENT

On June 10, 2005 the Company entered into a consulting agreement with a financial advisory firm. In connection with this agreement the Company granted a warrant for the purchase of 1,100,000 shares of the Company's common stock. The warrant has an exercise price of \$.10 per share and expires on June 10, 2010. In connection with this grant the Company recorded a charge of \$451,000, which is included in selling, general and administrative expenses.

9

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### FORWARD-LOOKING STATEMENTS

The information contained in this Form 10-QSB and documents incorporated herein by reference are intended to update the information contained in the Company's Registration Statement on Form 10-SB which includes our audited financial statements for the year ended December 31, 2004 and such information presumes that readers have access to, and will have read, the "Management's Discussion and Analysis of Financial Condition and Results of Operations," "Risk Factors" and other information contained in such Form 10-SB and other Company filings with the Securities and Exchange Commission ("SEC").

This Quarterly Report on Form 10-QSB contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These forward-looking statements involve risks and uncertainties, and actual results could be significantly different than those discussed in this Form 10-QSB. Certain statements contained in Management's Discussion and Analysis, particularly in "Liquidity and Capital Resources," and elsewhere in this Form 10-QSB are forward-looking statements. These statements discuss, among other



## Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

things, expected growth, future revenues and future performance. Although we believe the expectations expressed in such forward-looking statements are based on reasonable assumptions within the bounds of our knowledge of our business, a number of factors could cause actual results to differ materially from those expressed in any forward-looking statements, whether oral or written, made by us or on our behalf. The forward-looking statements are subject to risks and uncertainties including, without limitation, the following: (a) changes in levels of competition from current competitors and potential new competition, (b) possible loss of customers, and (c) the company's ability to attract and retain key personnel, (d) The Company's ability to manage other risks, uncertainties and factors inherent in the business and otherwise discussed in this 10-QSB and in the Company's other filings with the SEC. The foregoing should not be construed as an exhaustive list of all factors that could cause actual results to differ materially from those expressed in forward-looking statements made by us. All forward-looking statements included in this document are made as of the date hereof, based on information available to the Company on the date thereof, and the Company assumes no obligation to update any forward-looking statements.

10

### OVERVIEW

We are a full service advertising specialties and promotional products company. Specific categories of the use of promotional products include advertising specialties, business gifts, incentives and awards, and premiums. Through the services of our two in-house sales persons, who also serve as executive officers of our company, and the use of independent sales representatives, we distribute items to our customers typically with their logos on them. Several of our customer categories include large corporations, local schools, universities, financial institutions, hospitals and not-for-profit organizations.

The most popular products that we have distributed over the last two years and account for over 50% of our business are as follows:

- o Wearables, such as t-shirts, golf shirts and hats.
- o Glassware, such as mugs and drinking glasses.
- o Writing instruments, such as pens, markers and highlighters.
- o Bags, such as tote bags, gift bags and brief cases.

There are a number of trends in the advertising/marketing industry, the most significant of which is the trend toward integrated marketing strategies. Integrated marketing campaigns involve not only advertising, but also sales promotions, internal communications, public relations, and other disciplines. The objectives of integrated marketing are to promote products and services, raise employee awareness, motivate personnel, and increase productivity through a wide array of methods including extensive use of promotional products.

Price is no longer the sole motivator of purchasing behavior for our customers. With the availability of similar products from multiple sources, customers are increasingly looking for distributors who provide a tangible added-value to their products. As a result, we provide a broad range of products and related services. Specifically, we provide research and consultancy services, artwork and design services, and fulfillment services to our customers. These services are provided in-house by our current employees. Management believes that by offering these services, we can attempt to attract new customers.

## Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

Our revenues are expected by us to grow as economic conditions in the United States continue to improve, by adding additional independent sales representatives to our sales network and through one or more acquisitions of other distributors. We can provide no assurances that our expectations described above will be realized.

11

### RESULTS OF OPERATIONS

The following table sets forth certain selected unaudited condensed statement of operations data for the periods indicated in dollars and as a percentage of total net revenues. The following discussion relates to our results of operations for the periods noted and is not necessarily indicative of the results expected for any other interim period or any future fiscal year. In addition, we note that the period-to-period comparison may not be indicative of future performance.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2005	2004	2005	2004
Revenue	\$ 750,957	\$ 735,793	\$ 2,300,150	\$ 1,856,859
Cost of Revenues	477,466	591,360	1,518,185	1,352,433
Gross Profit	273,491	144,433	781,965	504,426
Selling, general & administrative expenses	313,066	202,734	1,310,147	599,394
(Loss) from operations	\$ (39,575)	\$ (58,301)	\$ (528,182)	\$ (94,968)

12

Three Months Ended September 30, 2005 versus Three Months Ended September 30, 2004

-----

We generated revenues of \$750,957 in the third quarter of 2005 compared to \$735,793 in the same three month period ending September 30, 2004. The increase in revenues of \$15,164 in 2005 as compared to 2004 is primarily due to our utilizing additional sales representatives to obtain additional customers and our new and existing customers buying products with higher average prices.

## Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

Cost of revenues was \$477,466 or 64% of revenues in the third quarter of 2005 as compared to \$591,360 or 80% of revenues in the same three months ended September 30, 2004. Cost of revenues includes purchases and freight costs associated with the shipping of merchandise to our customers. Decrease in cost of revenues of \$113,894 in 2005 is related to the mix of items sold and the sale of products with higher average prices.

Gross profit was \$273,491 in the third quarter of 2005 or 36% of net revenues as compared to \$144,433 in the same three months ended September 30, 2004 or 20% of revenues. Gross profits will vary period-to-period depending upon a number of factors including the mix of items sold, pricing of the items and the volume of product sold. Also, it is our practice to pass freight costs on to our customers. Reimbursement of freight costs which are included in revenues have lower profit margins than sales of our promotional products and has the effect of reducing our overall gross profit margin on sales of products, particularly on smaller orders. The increase in gross revenue during the quarter ended September 30, 2005 relates to the mix of product sold and size of orders.

Selling, general, and administrative expenses were \$313,066 in the third quarter ended September 30, 2005 as compared to \$202,734 in the same period ended September 30, 2004. Such costs include payroll and related expenses, professional fees, insurance and rents. The overall increase of \$110,332 is generally related to our ongoing efforts to effectively increase our sales volume. It also includes an increase in officers' and other salaries of \$24,000 and approximately \$48,000 in costs of being a public company, including director and officer liability insurance.

Net (loss) was \$(39,563) in the quarter ended September 30, 2005 compared to a net loss of \$(58,301) for the same three months in 2004. No provision for income taxes is provided for in 2005 and 2004 due to the availability of net operating loss carryforwards.

Nine Months Ended September 30, 2005 versus Nine Months Ended September 30, 2004  
-----

We generated revenues of \$2,300,150 in the first three quarters of 2005 compared to \$1,856,859 in the same nine month period ending September 30, 2004. The increase in revenues of \$443,291 in 2005 compared to 2004 is primarily due to our utilizing additional sales representations to obtain additional customers and our new and existing customers buying products with higher average prices.

Cost of revenues was \$1,518,185 or 66% of revenues in the first three quarters of 2005 compared to \$1,352,433 or 73% of revenues in the same nine months of 2004. Cost of revenues includes purchases and freight costs associated with the shipping of merchandise to our customers. Increase in cost of revenues of \$165,752 in 2005 is related to an increase in revenues.

Gross profit was \$781,965 in the first three quarters of 2005 or 34% of net revenues compared to \$504,426 in the same nine months of 2004 or 27% of revenues. Gross profits will vary period-to-period depending upon a number of factors including the mix of items sold, pricing of the items and the volume of product sold. Also, it is our practice to pass freight costs on to our customers. Reimbursement of freight costs which are included in revenues have lower profit margins than sales of our promotional products and has the effect of reducing our overall gross profit margin on sales of products, particularly on smaller orders. The increase in gross revenue during the first three quarters of 2005 relates to the mix of product sold and size of orders.

## Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

Selling, general, and administrative expenses were \$1,310,147 in the first three quarters of 2005 compared to \$599,394 in the same nine months of 2004. Such costs include payroll and related expenses, insurance and rents. The overall increase of \$710,753 is primarily due to a non-recurring charge to operations of \$451,000 relating to the grant to a financial advisor of warrants to purchase 1,100,000 shares of common stock at an exercise price of \$.10 per share, expiring June 10, 2010. See Note 7 above. The remaining increase is generally related to our ongoing efforts to effectively increase our sales volume. It also includes an increase in officers' and other salaries of \$58,000 and approximately \$115,000 in costs of being a public company, including director and officer liability insurance.

Net loss was \$(532,581) in the first three quarters of 2005 compared to a net loss of \$(94,968) for the same nine months in 2004. No provision for income taxes is provided for in 2005 and 2004 due to the availability of net operating loss carryforwards.

### LIQUIDITY AND CAPITAL RESOURCES

The Company had cash and cash equivalents of \$544,805 at September 30, 2005. Cash used by operating activities for the nine months ended September 30, 2005 was \$(122,556). This resulted primarily from a net loss of \$(532,581), an increase in accounts receivable of \$(29,057) and a decrease in accounts payable and accrued expenses of \$(77,761) partially offset by prepaid expenses of \$31,144 and stock based compensation of \$481,786. Cash provided from financing activities was \$101,076 resulting from a private placement of common stock and warrants which netted \$95,000 and the conversion of a note payable with accrued interest into common stock of the company at a reduced conversion rate of \$1.00 per share, which resulted in the issuance of 31,076 shares of common stock.

The Company had cash and cash equivalents of \$582,705 at September 30, 2004. Cash used by operating activities for the nine months ended September 30, 2004 was \$(126,318). This was the result of a net loss of \$(94,968) partially offset by an increase in accounts receivable of \$(137,356) and an increase in accounts payable and accrued expenses of \$107,756. Cash provided from financing activities was \$626,036, which relates to a private placement of common stock and warrants.

Our company commenced operations in 1998 and was initially funded by our three founders, each of whom has made demand loans to our Company that have been repaid. Since 1999, we have relied on equity financing and borrowings from outside investors to supplement our cash flow from operations. As of September 30, 2005, all borrowings from outside investors have been repaid or converted into our company's common stock. We raised net proceeds of \$95,000 from the sale of our common stock and warrants to purchase additional common stock in the first quarter of 2005.

We anticipate that our future liquidity requirements will arise from the need to finance our accounts receivable and inventories, hire additional sales persons, capital expenditures and possible acquisitions. The primary sources of funding for such requirements will be cash generated from operations, raising additional capital from the sale of equity or other securities and borrowings under debt facilities which currently do not exist. We believe that we can generate sufficient cash flow from these sources to fund our operations for at least the next twelve months.

# Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

## ITEM 3. CONTROLS AND PROCEDURES

-----

The Company maintains disclosure controls and procedures that are designed to ensure that information required to be disclosed in the Company's Exchange Act reports is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms, and that such information is accumulated and communicated to the Company's management, including its Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure based closely on the definition of "disclosure controls and procedures" in Rule 13a-15(e). In designing and evaluating the disclosure controls and procedures, management recognized that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management necessarily was required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures. The Company carried out an evaluation, under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and the Company's Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures. Based on the foregoing, the Company's Chief Executive Officer and Chief Financial Officer concluded that the Company's disclosure controls and procedures were effective at the reasonable assurance level at the end of our most recent quarter. There have been no changes in the Company's disclosure controls and procedures or in other factors that could affect the disclosure controls subsequent to the date the Company completed its evaluation. Therefore, no corrective actions were taken.

15

## PART II. OTHER INFORMATION

### ITEM 1. LEGAL PROCEEDINGS:

As of the filing date of this Form 10-QSB, we are not a party to any pending legal proceedings.

### ITEM 2. CHANGES IN SECURITIES.

- (a) In the first nine months ended September 30, 2005 there were no sales of unregistered securities, except as follows:

DATE OF SALE	TITLE OF SECURITY	NUMBER SOLD	CONSIDERATION RECEIVED AND DESCRIPTION OF DISCOUNTS TO MARKET PRICE OR CONVERTIBLE	EXEMPTION FROM REGISTRATION CLAIMED	IF CON-TER OR
Jan. 2005	Common Stock Options	600,000 Options	For services rendered no other consideration received; no	Section 4(2) granted to officers;	O a s

Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

			commissions paid	officers, directors and legal counsel under our 2005 Incentive Plan. Each grantee is a sophisticated investor, who received the options with a restrictive legend in connection with services rendered and is able to fend for himself. A Form S-8 Registration Statement was filed with the Commission in April 2005.	
Jan. - Feb. 2005	Common Stock and Class B Warrants	100,000 Shares and Class B Warrants	\$100,000 received; no commissions paid; no placement agent was utilized.	Rule 506 of Regulation D; a Form D was filed on February 22, 2005; securities sold to accredited investors only.	
-----					
Jan. 2005	Common Stock	31,076 Shares	Conversion of \$31,076 of debt; no commissions paid; no placement agent was utilized.	Section 3a(9); no commissions paid.	No
-----					

- (b) Rule 463 of the Securities Act is not applicable to the Company.
- (c) In the first nine months ended June 30, 2005 there were no repurchases by the Company of its Common Stock.

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

Not applicable.

ITEM 4. SUBMISSIONS OF MATTERS TO A VOTE OF SECURITY HOLDERS:

On August 12, 2005, the Company's stockholders took action by majority consent to ratify, adopt and approve an amendment to the Company's 2005 Employee Benefit and Consulting Services Compensation Plan to increase the number of shares covered by the Plan from 2,000,000 shares to 4,000,000 shares of Common Stock. The proposal was approved by a unanimous consent of 3,401,500 votes in favor of the amendment.

## Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

### ITEM 5. OTHER INFORMATION:

None.

### ITEM 6. EXHIBITS:

Except for the exhibits listed below as filed herewith or unless Otherwise noted, all other required exhibits have been previously filed with the Securities and Exchange Commission under the Securities Exchange Act of 1934, as amended, on Form 10-SB, as amended (file no. 000-51160).

Number	Exhibit Description
-----	-----
3.1	Articles of Incorporation filed March 26, 1998
3.2	Amendment to Articles of Incorporation filed June 10, 1999
3.3	Amendment to Articles of Incorporation approved by stockholders on February 9, 2005
3.4	Amended By-Laws
10.1	Employment Agreement - Michael Trepeta
10.2	Employment Agreement - Dean Julia
11.1	Statement re: Computation of per share earnings. See Statement of Operations and Notes to Financial Statements
31.1	Certification of Chief Executive Officer Pursuant to Rule 13a-14(a) under the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002*
31.2	Certification of Chief Financial Officer Pursuant to Rule 13a-14(a) under the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002*
32.1	Certification of Chief Executive Officer pursuant to 18U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002*
32.2	Certification of Chief Financial Officer pursuant to 18U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002*
99.1	2005 Employee Benefit and Consulting Services Compensation Plan
99.2	Form of Class A Warrant
99.3	Form of Class B Warrant
99.4	Amendment to 2005 Employee Benefit and Consulting Services Compensation Plan (**)
99.5	Pres release-third quarter results of operations*

\* Filed herewith.

\*\* Incorporated by reference to the Registrant's Form 10-QSB for the quarter ended June 30, 2005.

### SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Edgar Filing: ACE MARKETING & PROMOTIONS INC - Form 10QSB

ACE MARKETING & PROMOTIONS, INC.

Date: November 3, 2005

By: /s/ Dean L. Julia

-----  
Dean L. Julia,  
Chief Executive Officer

Date: November 3, 2005

By: /s/ Sean McDonnell

-----  
Sean McDonnell,  
Chief Financial Officer