

**Scottish Terrier Club of America**  
**Profit & Loss**  
 YTD from January through December 2016

	Jan - Dec 16
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Annual Awards, Sponsor Payments</b>	
Perpetuals Engraving, Storage	
R-Starr	100.00
<b>Total Perpetuals Engraving, Storage</b>	100.00
<b>Total Annual Awards, Sponsor Payments</b>	100.00
<b>Bagpiper</b>	
<b>Bagpiper 2016</b>	
<b>Advertising</b>	
<b>Issue 1</b>	
Business Card Ads	2,200.00
Regular Ads	7,985.00
Stud Dog Ads	2,120.00
<b>Total Issue 1</b>	12,305.00
<b>Issue 2</b>	4,745.00
<b>Issue 3</b>	8,500.00
<b>Issue 4</b>	8,945.00
<b>Total Advertising</b>	34,495.00
<b>Circulation</b>	
Copy Sales	323.00
<b>Subscriptions</b>	
Regular	1,752.07
Special	1,031.61
<b>Total Subscriptions</b>	2,783.68
<b>Total Circulation</b>	3,106.68
First Class Upgrade	708.85
PayPal Fees	-743.66
<b>Total Bagpiper 2016</b>	37,566.87
<b>Bagpiper 2017</b>	
<b>Advertising</b>	
<b>Issue 1</b>	
Business Card Ads	470.00
Regular Ads	125.00
<b>Total Issue 1</b>	595.00
<b>Total Advertising</b>	595.00
<b>Circulation</b>	
Subscriptions	
Regular	80.00
<b>Total Subscriptions</b>	80.00
<b>Total Circulation</b>	80.00
First Class Upgrade	3,810.00
PayPal Fees	-20.13
<b>Total Bagpiper 2017</b>	4,464.87
<b>Total Bagpiper</b>	42,031.74
<b>Board Member Generated Income</b>	
Corresponding Secretary	
Club Decals	2.00
<b>Total Corresponding Secretary</b>	2.00

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<b>Recording Secretary</b>	
<b>Roster</b>	
Roster Ads	75.00
Roster Sales	12.00
<b>Total Roster</b>	87.00
<b>Total Recording Secretary</b>	87.00
<b>Treasurer</b>	
Bank Deposit Discrepancy Adjust	3.02
Tax Refund	228.88
<b>Total Treasurer</b>	231.90
<b>Total Board Member Generated Income</b>	320.90
<b>Committee Generated Income</b>	
<b>Agility</b>	
Black & White Agility Trial	500.00
<b>Total Agility</b>	500.00
<b>Total Committee Generated Income</b>	500.00
<b>Investments</b>	
<b>Interest</b>	
Interest on Jett Jackson CD	10.16
Interest on Savings Account	18.22
Interest on Stalter CD	3.31
Interest on Stifel Investments	1,679.77
<b>Total Interest</b>	1,711.46
<b>Total Investments</b>	1,711.46
<b>Membership</b>	
<b>Applications for Membership</b>	
Applications - Foreign	852.50
Applications - Regular Members	1,130.00
<b>Total Applications for Membership</b>	1,982.50
<b>Dues 2016</b>	
Foreign Members	672.50
Hard Copy fee	90.00
Regular Members	2,240.36
xPayPal fees	-89.13
<b>Total Dues 2016</b>	2,913.73
<b>Dues 2017</b>	
Foreign Members	2,400.00
Hardcopy Fees	400.00
Junior Members	30.00
Regular Members	20,905.00
xPayPal Fees	-73.80
<b>Total Dues 2017</b>	23,661.20
<b>Total Membership</b>	28,557.43
<b>Montgomery National Specialty</b>	
<b>Montgomery 2016 Income</b>	
Commemorative Pins	291.00
Hatboro Supported Entry	76.00
<b>Independent Parent Specialty</b>	
Catalog Sales	215.00
Entries - Specialty	1,315.39

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Total Independent Parent Specialty	1,530.39
Meal Reservations	5,819.35
National Specialty @ MCKC	
Catalog Ads MCKC	680.00
MCKC Credit for Entries	548.00
Total National Specialty @ MCKC	1,228.00
Obedience & Rally	
Entries - Obedience & Rally	278.00
Total Obedience & Rally	278.00
Sweepstakes	
Catalog Sales	205.00
Entries - Sweepstakes	391.00
Total Sweepstakes	596.00
Trophy Donations	3,299.00
Vendors	950.00
xPayPal Fees	-144.68
Total Montgomery 2016 Income	13,923.06
Montgomery 2017 Income	
Trophy Donations	1,176.66
Total Montgomery 2017 Income	1,176.66
Total Montgomery National Specialty	15,099.72
Other Income	
PayPal Reconciliation	-24.15
Total Other Income	-24.15
PAWS (Juniors)	
Donations	1,435.00
MCKC Raffle	315.00
Total PAWS (Juniors)	1,750.00
Rotating Specialty	
Rotating 2016 Income	
Catalog Ads	190.00
Host Club Settlement	163.00
Meal Reservations	3,182.35
PayPal Fees	-76.86
Regional Club Reimbursement	1,500.00
Trophy Donations	1,755.00
Vendors	250.00
Total Rotating 2016 Income	6,963.49
Rotating 2017 Income	
Trophy Donations	976.67
Total Rotating 2017 Income	976.67
Total Rotating Specialty	7,940.16
Shophe Sales	
Commemorative Pins	82.00
Grooming Manuals	
Grooming Manual COGS	-1,009.78
Postage	-613.78
Sales	2,869.15
Total Grooming Manuals	1,245.59

**Scottish Terrier Club of America**  
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Grooming Video	
Sales	1,993.79
<b>Total Grooming Video</b>	<b>1,993.79</b>
Handbooks	
Postage	-30.19
Sales	70.00
<b>Total Handbooks</b>	<b>39.81</b>
Illustrated Guides	
Sales	47.50
<b>Total Illustrated Guides</b>	<b>47.50</b>
Other Merchandise	
Aprons	127.00
Baskets, Pine Needle	60.00
Cheeseboards, Granite	195.00
Cheeseboards, Slate	60.00
Dog Food Lids	31.00
Garment Bag	67.00
Golf Shirt	105.00
Men's Tie	14.00
Notecards	24.00
Ornaments	20.00
Radley Bag Raffle	315.00
Rect. Ladies Scarf	46.68
Sq. Ladies Scarf	20.00
Stadium Blankets	112.50
Throws	216.90
Totes	70.00
Towels	200.00
Ways & Means Sales Undetailed	925.60
Other Merchandise - Other	164.00
<b>Total Other Merchandise</b>	<b>2,773.68</b>
Paypal Fees	-140.44
S&H Fees Collected	48.30
<b>Total Shoppe Sales</b>	<b>6,090.23</b>
<b>Total Income</b>	<b>104,077.49</b>
Expense	
Advertising - Westminster KC	25.00
AKC	
AKC Delegate Expense	1,854.97
Club Dues	25.00
Club Flyer Expense	40.02
Meet the Breeds	110.00
Parent Club Medallions-Eukanuba	215.00
<b>Total AKC</b>	<b>2,244.99</b>
Attorney Fees	
Annual Report	54.00
Electronic Voting	510.00
Incorporation	875.00
Threat on Social Media	529.00
<b>Total Attorney Fees</b>	<b>1,968.00</b>
Awards	
Annual Awards Booklet	373.86
Appraisal	875.00
BBE Medallions for Specialties	

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Bred-By Exhibitor Medallions	2,720.75
Postage to Regional Clubs	54.10
Presentation Bags	38.09
<b>Total BBE Medallions for Specialties</b>	<b>2,812.94</b>
Goodsportsmanship Award	43.30
Office Supplies	85.49
Perpetuals Engraving	
Casi Scot Trophy	147.00
Hughcrest Trophy	76.50
Lloyd Trophy	506.70
McOwan Memorial Trophy	243.00
R-Starr Trophy	34.50
Stalter Trophy	297.00
<b>Total Perpetuals Engraving</b>	<b>1,304.70</b>
Postage & Shipping	637.69
<b>Total Awards</b>	<b>6,132.98</b>
<b>Bagpiper Expenses</b>	
<b>Bagpiper 2015 Expenses</b>	
Circulation Manager	20.00
<b>Issue 4</b>	
Postage & Mailing Expenses	1,280.39
Printing	3,437.05
<b>Total Issue 4</b>	<b>4,717.44</b>
<b>Total Bagpiper 2015 Expenses</b>	<b>4,737.44</b>
<b>Bagpiper 2016 Expenses</b>	
Circulation	
Postage	255.23
Circulation - Other	26.64
<b>Total Circulation</b>	<b>281.87</b>
<b>Issue 1</b>	
Layout & Design	1,120.00
Postage & Mailing	874.47
Printing	4,166.32
<b>Total Issue 1</b>	<b>6,160.79</b>
<b>Issue 2</b>	
Layout & Design	736.00
Postage & Mailing	2,287.98
Printing	3,820.27
<b>Total Issue 2</b>	<b>6,844.25</b>
<b>Issue 3</b>	
Layout & Design	736.00
Postage & Mailing	2,288.75
Printing	4,659.04
<b>Total Issue 3</b>	<b>7,683.79</b>
<b>Issue 4</b>	
Layout & Design	855.00
Postage & Mailing	2,148.72
Printing	5,626.90
<b>Total Issue 4</b>	<b>8,630.62</b>
<b>Total Bagpiper 2016 Expenses</b>	<b>29,601.32</b>

## Scottish Terrier Club of America

## Profit &amp; Loss

01/08/17

YTD from January through December 2016

Cash Basis

	Jan - Dec 16
Total Bagpiper Expenses	34,338.76
<b>Board Member Required Activity</b>	
<b>Corresponding Secretary</b>	
Copies	62.12
Name Badges for Board members	
Board Members	
Laminated Bookmarks	40.18
Name Badges	59.78
Total Board Members	99.96
Total Name Badges for Board members	99.96
<b>Office Supplies</b>	
General	54.94
Total Office Supplies	54.94
<b>Postage</b>	
New Member Packets	364.00
Shipping	189.65
Stamps	49.00
Postage - Other	189.33
Total Postage	791.98
Total Corresponding Secretary	1,009.00
<b>President</b>	
<b>Meetings</b>	
Rotating Board Meeting	
Food	401.95
Total Rotating Board Meeting	401.95
Total Meetings	401.95
Total President	401.95
<b>Recording Secretary</b>	
<b>Office Supplies</b>	
Memory Stick (Thumb Drives)	39.00
Total Office Supplies	39.00
Total Recording Secretary	39.00
<b>Treasurer</b>	
<b>Bank Fees</b>	
Returned Items Chargeback Fee	0.00
Bank Fees - Other	60.32
Total Bank Fees	60.32
<b>Checks &amp;/or Deposit slips</b>	247.78
<b>Dues Collection</b>	
Copies	29.10
Folding	67.50
Office Supplies	327.33
Postage	600.46
Printing	729.03
Total Dues Collection	1,753.42
<b>Incorporation</b>	
Annual Report, Filing Fees	25.00
Certificate of Incorporation	75.00
Total Incorporation	100.00
<b>Office Supplies</b>	15.71

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	Jan - Dec 16
Post Office Box	66.00
Postage	390.30
Software	9.97
Tax Return	23.73
<b>Total Treasurer</b>	<b>2,667.23</b>
<b>Total Board Member Required Activity</b>	<b>4,117.18</b>
<b>Committees</b>	
<b>Agility</b>	
Black & White Agility Trial	168.36
<b>Total Agility</b>	<b>168.36</b>
<b>Historian</b>	
Office Supplies	284.40
Historian - Other	261.79
<b>Total Historian</b>	<b>546.19</b>
<b>Judges Education</b>	
Copies	101.17
Office supplies	12.74
Postage	26.57
Travel Expenses	945.73
<b>Total Judges Education</b>	<b>1,086.21</b>
<b>Nominating Committee</b>	
Printing & Mailing Services	1,163.94
<b>Total Nominating Committee</b>	<b>1,163.94</b>
<b>Pedigrees</b>	1.00
<b>ROM</b>	114.35
<b>Tallies</b>	
AKC Reports-Companion Events	280.00
AKC Reports-Conformation Events	420.00
<b>Total Tallies</b>	<b>700.00</b>
<b>Website</b>	
Web Hosting	620.83
<b>Total Website</b>	<b>620.83</b>
<b>Total Committees</b>	<b>4,400.88</b>
<b>Election of Board</b>	
CPA	2,066.84
Printing & Mailing Ballots	1,830.22
<b>Total Election of Board</b>	<b>3,897.06</b>
<b>Insurance</b>	
<b>Equisure</b>	
Club Event General Liability	600.00
Officers & Directors Liability	1,204.00
<b>Total Equisure</b>	<b>1,804.00</b>
<b>Main America</b>	
Trophy & Award Property	1,550.00
<b>Total Main America</b>	<b>1,550.00</b>
<b>State Farm</b>	
Treasurer Fidelity Bonding	216.00
<b>Total State Farm</b>	<b>216.00</b>

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	Jan - Dec 16
Total Insurance	3,570.00
Montgomery Expenses	
Montgomery 2016 Expenses	
Advertising	
Hatboro Dog Club Ad in Catalog	35.00
Information Packet	47.00
Total Advertising	82.00
Hotel / Event Site	
Ballroom Setup	122.85
Board Meeting Setup	193.98
Hotel Deposits	0.00
Total Hotel / Event Site	316.83
Independent Parent Specialty	
AKC Fees	178.50
Judge - Parent Specialty	216.25
Show Secretary	258.25
Superintendent - Ring Setup	150.00
Trophies - Ribbons & Rosettes	598.92
Total Independent Parent Specialty	1,401.92
Meals	
Annual Banquet (Friday)	3,958.83
Board Breakfast (Wednesday)	226.31
Board Dinner (Wednesday)	13.24
Board Lunch (Wednesday)	241.83
Fun BBQ Dinner (Saturday)	1,099.92
Specialty Dinner (Thursday)	4,138.24
Sweepstakes Breakfast (Friday)	1,508.50
Total Meals	11,186.87
National Specialty at MCKC	
AKC Fees	15.00
Judge - MCKC	889.05
MCKC Catalog Advertising	675.00
Trophies	
MCKC Rosettes	148.00
Trophies - Other	1,353.95
Total Trophies	1,501.95
Total National Specialty at MCKC	3,081.00
Obedience & Rally	
AKC Fees	75.50
Judge - Obedience/Rally	578.00
Trophies - Ribbons & Rosettes	168.17
Total Obedience & Rally	821.67
Show Secretary	
Advance	0.00
Total Show Secretary	0.00
Sweepstakes	
AKC Fees	73.50
Show Secretary	332.55
Superintendent - Ring Setup	1,280.00
Sweeps Winners Cash Prizes	242.51
Trophies - Ribbons & Rosettes	212.34
Total Sweepstakes	2,140.90



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Terrier Agility Trials	
Trophies	203.53
<b>Total Terrier Agility Trials</b>	<b>203.53</b>
<b>Total Montgomery 2016 Expenses</b>	<b>19,234.72</b>
Montgomery 2017 Expenses	
Hotel Deposit	1,500.00
<b>Total Montgomery 2017 Expenses</b>	<b>1,500.00</b>
<b>Total Montgomery Expenses</b>	<b>20,734.72</b>
PAWS (Juniors) Expenses	
Scholarship	2,000.00
<b>Total PAWS (Juniors) Expenses</b>	<b>2,000.00</b>
Regional Clubs	
AKC Meet the Breeds Booth	250.00
STCA Ads in Specialty Catalogs	235.50
<b>Total Regional Clubs</b>	<b>485.50</b>
Rotating Specialty Expenses	
Rotating 2016	
Judges Expenses	
Judges Dinner	88.50
Regular Class Judge	1,595.56
Sweepstakes Judge	200.00
<b>Total Judges Expenses</b>	<b>1,884.06</b>
Meal Expenses	
Dinner at Host Hotel	1,496.51
Hospitality at Host Hotel	1,198.86
Hotel Deposit	-500.00
Lunch at Show Site	355.93
<b>Total Meal Expenses</b>	<b>2,551.30</b>
Trophies	
Rosettes	203.50
Trophies	739.50
<b>Total Trophies</b>	<b>943.00</b>
<b>Total Rotating 2016</b>	<b>5,378.36</b>
Rotating 2018	
Hotel Deposit	500.00
<b>Total Rotating 2018</b>	<b>500.00</b>
<b>Total Rotating Specialty Expenses</b>	<b>5,878.36</b>
Shoppe	
Purchase New Inventory	
Aprons	262.52
Baskets, Pine Needle	265.00
Cheeseboards, Scottie Granite	242.65
Cheeseboards, Scottie Slate	316.50
Commemorative Pins	299.80
Ornaments, Scottie Slate	147.70
Purse, Scottie Charm	180.00
Totes	595.15
Towels	402.59
<b>Total Purchase New Inventory</b>	<b>2,711.91</b>
Shipping & Handling	

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Cash Basis

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	Jan - Dec 16
Grooming Manuals	23.90
Handbooks	35.41
S&H - Other Merchandise	136.30
Total Shipping & Handling	195.61
Total Shoppe	2,907.52
Storage Unit	1,804.56
Total Expense	94,505.51
Net Ordinary Income	9,571.98
Other Income/Expense	
Other Expense	
Matching Grant - TCC Screening	8,750.00
Total Other Expense	8,750.00
Net Other Income	-8,750.00
Net Income	<u>821.98</u>