

# Scottish Terrier Club of America

## Profit & Loss

### January through December 2024

|                                        | Jan - Dec 24 |
|----------------------------------------|--------------|
| Ordinary Income/Expense                |              |
| Income                                 |              |
| AKC                                    |              |
| 40022 · Meet the Breeds                | 600.00       |
| Total AKC                              | 600.00       |
| Awards (Sponsor Payments)              |              |
| Perpetuals Engraving, Storage          |              |
| 40043 · Aerohill Memorial Trophy       | 1,000.00     |
| Total Perpetuals Engraving, Storage    | 1,000.00     |
| Total Awards (Sponsor Payments)        | 1,000.00     |
| Bagpiper                               |              |
| Bagpiper 2024                          |              |
| Circulation                            |              |
| Subscription                           | 540.00       |
| 4256011 · Copy Sales                   | 429.00       |
| 4256012 · Postage (1st Class Upgrades) | 1,400.00     |
| 4256013 · Subscriptions                | 1,060.00     |
| Total Circulation                      | 3,429.00     |
| Issue 1                                |              |
| 4256101 · Business Card Ads            | 900.00       |
| 4256102 · Regular Ads                  | 5,450.00     |
| 4256103 · Stud Dog Ads                 | 2,740.00     |
| Total Issue 1                          | 9,090.00     |
| 425615 · Issue 2                       |              |
| Regular Ads                            | 1,690.00     |
| Total 425615 · Issue 2                 | 1,690.00     |
| 425620 · Issue 3                       | 7,710.00     |
| 425625 · Issue 4                       | 5,752.50     |
| 425630 · PayPal Fees                   | -407.01      |
| Total Bagpiper 2024                    | 27,264.49    |
| Bagpiper 2025                          |              |
| Circulation                            |              |
| 4256 · Subscriptions                   | 180.00       |
| Total Circulation                      | 180.00       |
| Issue 1                                |              |
| Business Card                          | 400.00       |
| Regular Ads                            | 302.50       |
| Total Issue 1                          | 702.50       |
| Postage Collected with Dues            | 9,740.00     |
| Total Bagpiper 2025                    | 10,622.50    |
| Total Bagpiper                         | 37,886.99    |
| Committee Generated Income             |              |
| 45010 · Agility                        |              |
| 45011 · Black & White Agility Trial    | 15,722.00    |
| 45010 · Agility - Other                | 1,200.00     |
| Total 45010 · Agility                  | 16,922.00    |
| Total Committee Generated Income       | 16,922.00    |
| Donations collected by STCA            |              |

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|---------------------------------------------|------------------|
| 45080 · Health Trust Fund                   | 0.00             |
| 45085 · Rescue Trust Fund                   | 0.00             |
| <b>Total Donations collected by STCA</b>    | <b>0.00</b>      |
| Handbook 125th Anniversary INC              |                  |
| Advertising Handbook                        | 897.50           |
| Handbook 125th Anniversary INC - Other      | 1,963.00         |
| <b>Total Handbook 125th Anniversary INC</b> | <b>2,860.50</b>  |
| <b>Membership</b>                           |                  |
| Applications for Membership                 |                  |
| 46001 · Applications - Family Members       | 130.00           |
| 46003 · Applications - Junior               | 45.00            |
| 46004 · Applications - Regular Members      | 300.00           |
| Applications for Membership - Other         | 250.88           |
| <b>Total Applications for Membership</b>    | <b>725.88</b>    |
| <b>Dues 2024</b>                            |                  |
| 46020 · USA Payments                        | 2,300.00         |
| 46021 · Foreign Payments                    | 830.00           |
| 46022 · Hardcopy Payments                   | 60.00            |
| 46024 · xPayPal Fees                        | -2.92            |
| <b>Total Dues 2024</b>                      | <b>3,187.08</b>  |
| <b>Dues 2025</b>                            |                  |
| Hardcopy Payment                            | 10.00            |
| Membership Renewal Postage                  | 240.00           |
| 460200 · USA Payments                       | 520.00           |
| 460220 · Hardcopy Payments                  | 180.00           |
| 460240 · Paypal fees                        | 6.39             |
| Dues 2025 - Other                           | 12,114.19        |
| <b>Total Dues 2025</b>                      | <b>13,070.58</b> |
| <b>Total Membership</b>                     | <b>16,983.54</b> |
| <b>Montgomery National Specialty</b>        |                  |
| Montgomery 2022 Income                      |                  |
| MTAC Agility Trial                          |                  |
| Entry Fees                                  | 0.00             |
| <b>Total MTAC Agility Trial</b>             | <b>0.00</b>      |
| <b>Total Montgomery 2022 Income</b>         | <b>0.00</b>      |
| <b>Montgomery 2024 Income</b>               |                  |
| Advertising - MCKC Catalog                  | 1,372.50         |
| Silent Auction (3D Scotties)                | 220.00           |
| Vendors                                     | 200.00           |
| 470261 · Meal Reservations                  | 8,127.00         |
| 470272 · Paypal Fees                        | -48.52           |
| 47075 · Trophy & Specialty Donations        | 1,030.08         |
| 47076 · Independent Parent Specialty        | 1,700.00         |
| 48059 · IPS Advertising                     | 150.00           |
| Montgomery 2024 Income - Other              | 1,829.58         |
| <b>Total Montgomery 2024 Income</b>         | <b>14,580.64</b> |
| <b>Montgomery 2025 Income</b>               |                  |
| 480500 · Trophy Donations                   | 1,897.00         |
| <b>Total Montgomery 2025 Income</b>         | <b>1,897.00</b>  |
| <b>Total Montgomery National Specialty</b>  | <b>16,477.64</b> |
| <b>Other Income</b>                         |                  |

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|-----------------------------------------|--------------|
| PayPal                                  | 0.00         |
| Total Other Income                      | 0.00         |
| PAWS (Juniors)                          |              |
| Donations                               | 772.00       |
| Total PAWS (Juniors)                    | 772.00       |
| Rotating Specialty                      |              |
| Rotating 2024 Income                    |              |
| 48050 · Trophy & Specialty Donations    | 370.00       |
| 48051 · Lunches                         | 2,760.00     |
| 48052 · Tampa Bay                       | 2,398.00     |
| 48053 · STCA Dinner                     | 3,290.00     |
| 48054 · Paypal fees                     | -12.75       |
| 48055 · Advertising                     | 190.00       |
| 48056 · Sweepstakes                     | 8.00         |
| 48057 · Superintendent                  | 1,060.16     |
| 48058 · AKC Live                        | 1,000.00     |
| Rotating 2024 Income - Other            | 2,352.62     |
| Total Rotating 2024 Income              | 13,416.03    |
| Rotating 2025 Income                    |              |
| Trophy donations                        | 1,100.00     |
| Total Rotating 2025 Income              | 1,100.00     |
| Total Rotating Specialty                | 14,516.03    |
| Shoppe Boutique Sales                   |              |
| 49000 · Commemorative Pins              | 136.11       |
| 49010 · Grooming Combo (Manual & Video) | 4,195.00     |
| 49040 · Handbooks                       |              |
| 49042 · Sales                           | 70.00        |
| Total 49040 · Handbooks                 | 70.00        |
| 49050 · Illustrated Guides              |              |
| 49052 · Sales                           | 25.00        |
| 49050 · Illustrated Guides - Other      | 20.00        |
| Total 49050 · Illustrated Guides        | 45.00        |
| 49100 · Other Merchandise               |              |
| 49102 · Aprons                          | 76.00        |
| 49106 · Caps                            | 52.00        |
| 49109 · Clothing                        | 873.00       |
| 49127 · Visors                          | 24.00        |
| 49128 · Ways & Means Montgomery 2023    | 60.00        |
| 49129 · Ways & Means Sales Undetailed   | 3,718.00     |
| Total 49100 · Other Merchandise         | 4,803.00     |
| 49175 · Paypal Fees                     | -142.24      |
| 49176 · S&H Fees Collected              | 86.80        |
| Total Shoppe Boutique Sales             | 9,193.67     |
| Total Income                            | 117,212.37   |
| Cost of Goods Sold                      |              |
| Grooming Inventory                      |              |
| Grooming Manual COGS                    | 1,564.56     |
| Grooming Video COGS                     | 237.86       |
| Total Grooming Inventory                | 1,802.42     |
| Total COGS                              | 1,802.42     |

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|                                             | Jan - Dec 24 |
|---------------------------------------------|--------------|
| <b>Gross Profit</b>                         | 115,409.95   |
| <b>Expense</b>                              |              |
| <b>AKC Expenses</b>                         |              |
| AKC Delegate Expense                        | 1,380.06     |
| Club Dues                                   | 25.00        |
| Meet the Breeds                             | 600.00       |
| Parent Club Medallions                      | 215.00       |
| <b>Total AKC Expenses</b>                   | 2,220.06     |
| <b>Awards</b>                               |              |
| <b>25-Year Service Pins</b>                 |              |
| Stones for Pins                             | 1,277.38     |
| 25-Year Service Pins - Other                | 1,742.54     |
| <b>Total 25-Year Service Pins</b>           | 3,019.92     |
| Annual Awards Booklet                       | 435.39       |
| Award Plaques                               | 50.00        |
| <b>BBE Medallions for Specialties</b>       |              |
| Bred-By Exhibitor Medallions                | 2,560.00     |
| Postage to Regional Clubs                   | 20.50        |
| <b>Total BBE Medallions for Specialties</b> | 2,580.50     |
| <b>Perpetuals Engraving</b>                 |              |
| Casi Scot Trophy                            | 80.00        |
| Lloyd Trophy                                | 850.00       |
| R-Starr Trophy                              | 40.00        |
| Stalter Trophy                              | 300.00       |
| <b>Total Perpetuals Engraving</b>           | 1,270.00     |
| Postage & Shipping                          | 20.39        |
| T Allen Kirk Award (IPS BOB)                | 62.79        |
| <b>Total Awards</b>                         | 7,438.99     |
| <b>Bagpiper Expenses</b>                    |              |
| <b>Bagpiper 2023 Expenses</b>               |              |
| Issue 4                                     |              |
| Layout & Design                             | 2,008.00     |
| Postage & Mailing                           | 3,926.21     |
| Printing                                    | 7,549.39     |
| <b>Total Issue 4</b>                        | 13,483.60    |
| <b>Total Bagpiper 2023 Expenses</b>         | 13,483.60    |
| <b>Bagpiper 2024 Expenses</b>               |              |
| Circulation                                 |              |
| Postage                                     | 115.74       |
| <b>Total Circulation</b>                    | 115.74       |
| Issue 1                                     |              |
| Layout & Design                             | 2,000.00     |
| Postage & Mailing                           | 3,506.29     |
| Printing                                    | 5,488.74     |
| <b>Total Issue 1</b>                        | 10,995.03    |
| Issue 2                                     |              |
| Layout and Design                           | 1,360.00     |
| Postage and Mailing                         | 2,800.73     |
| Printing                                    | 5,811.05     |
| <b>Total Issue 2</b>                        | 9,971.78     |
| Issue 3                                     | 11,639.66    |

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|                                      | Jan - Dec 24 |
|--------------------------------------|--------------|
| Issue 4                              | 2,080.00     |
| Total Bagpiper 2024 Expenses         | 34,802.21    |
| Total Bagpiper Expenses              | 48,285.81    |
| Board Member Required Activity       |              |
| Corresponding Secretary              |              |
| Postage                              |              |
| Illustrated Guide                    | 11.40        |
| Roster                               | 1,203.28     |
| Stamps                               | 68.00        |
| Postage - Other                      | 129.18       |
| Total Postage                        | 1,411.86     |
| Total Corresponding Secretary        | 1,411.86     |
| Recording Secretary                  |              |
| By-Laws Change Voting                |              |
| CPA                                  | 2,171.00     |
| By-Laws Change Voting - Other        | 2,179.77     |
| Total By-Laws Change Voting          | 4,350.77     |
| Total Recording Secretary            | 4,350.77     |
| Treasurer                            |              |
| Bank Fees                            |              |
| BAC Merchant Fees 2                  |              |
| Fee                                  | 15.00        |
| Total BAC Merchant Fees 2            | 15.00        |
| Bank Fees - Other                    | -5.00        |
| Total Bank Fees                      | 10.00        |
| Dues Collection                      |              |
| Postage                              | 53.05        |
| Printing                             | 1,265.91     |
| Total Dues Collection                | 1,318.96     |
| Incorporation                        |              |
| Annual Report, Filing Fees           | 30.50        |
| Total Incorporation                  | 30.50        |
| Office Supplies                      | 24.08        |
| Post Office Box                      | 222.00       |
| Postage                              | 486.94       |
| Software                             | 398.99       |
| Taxes - Tax Deposits & Returns       | 1,788.00     |
| Total Treasurer                      | 4,279.47     |
| Total Board Member Required Activity | 10,042.10    |
| Committees                           |              |
| Agility                              |              |
| Black & White Agility Trial          | 171.29       |
| Fall Event                           | 10,990.91    |
| Ribbons, Rosettes and awards         | 1,544.37     |
| Total Agility                        | 12,706.57    |
| Judges Education                     |              |
| Copies                               | 23.28        |
| Postage                              | 23.71        |
| Travel Expenses                      | 267.22       |

**Scottish Terrier Club of America**  
**Profit & Loss**  
**January through December 2024**

|                                       | Jan - Dec 24 |
|---------------------------------------|--------------|
| Total Judges Education                | 314.21       |
| Nominating Committee                  |              |
| Postage                               | 574.14       |
| Printing & Mailing Services           | 557.98       |
| Total Nominating Committee            | 1,132.12     |
| Tallies                               |              |
| AKC Reports-Companion Events          | 300.00       |
| AKC Reports-Conformation Events       | 450.00       |
| Tallies Redesign Project              | 5,937.50     |
| Total Tallies                         | 6,687.50     |
| Web                                   |              |
| Google Workspace                      | 280.45       |
| Mailchimp                             | 247.72       |
| PayPal                                | 4.01         |
| Software                              | 39.00        |
| Web Hosting                           | 444.34       |
| Zoom                                  | 192.96       |
| Web - Other                           | 396.28       |
| Total Web                             | 1,604.76     |
| Total Committees                      | 22,445.16    |
| Handbook 125th Anniversary            | 673.68       |
| Insurance                             |              |
| Equisure                              |              |
| Club Event General Liability          | 600.00       |
| Officers & Directors Liability        | 1,204.00     |
| Total Equisure                        | 1,804.00     |
| Main America                          |              |
| Trophy & Award Property               | 1,244.00     |
| Total Main America                    | 1,244.00     |
| State Farm                            |              |
| Treasurer Fidelity Bonding            | 234.00       |
| Total State Farm                      | 234.00       |
| Total Insurance                       | 3,282.00     |
| Montgomery Expenses                   |              |
| Montgomery 2025 Expenses              |              |
| Montgomery 2025 Hotel Deposit         | 2,000.00     |
| Total Montgomery 2025 Expenses        | 2,000.00     |
| 66570 · Montgomery 2024 Expenses      |              |
| 2024 Obedience & Rally Trials         |              |
| 665710 · AKC Application Fees         | 90.00        |
| 665715 · Site Deposit                 | 100.00       |
| 665718 · Trophies, Ribbons, Rosettes  | 1,002.45     |
| 2024 Obedience & Rally Trials - Other | 660.65       |
| Total 2024 Obedience & Rally Trials   | 1,853.10     |
| Independent Parent Specialty          | 2,370.10     |
| MTAC Agility Trial                    |              |
| AKC Fees                              | 100.00       |
| Equipment Rental (MAD)                | 396.25       |
| Site (In the Net)                     | 150.00       |
| Trophies Ribbons Rosettes             | 207.12       |
| 665711 · HIT Cash Prize 2024          | 200.00       |

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|                                          | Jan - Dec 24 |
|------------------------------------------|--------------|
| Total MTAC Agility Trial                 | 1,053.37     |
| National Specialty                       |              |
| Hardcopy                                 | 275.07       |
| Hospitality Tent                         | 274.05       |
| Judges                                   | 200.00       |
| Trophies, Rosettes, Ribbons              | 1,692.56     |
| Total National Specialty                 | 2,441.68     |
| Sweepstakes                              | 200.00       |
| 665719 · Prize Money                     | 900.00       |
| 66575 · Hotel / Event Site               |              |
| Hotel Deposit                            | 4,000.00     |
| 66575 · Hotel / Event Site - Other       | 5,318.83     |
| Total 66575 · Hotel / Event Site         | 9,318.83     |
| 66570 · Montgomery 2024 Expenses - Other | 659.32       |
| Total 66570 · Montgomery 2024 Expenses   | 18,796.40    |
| Total Montgomery Expenses                | 20,796.40    |
| PAWS (Juniors) Expenses                  | 30.00        |
| Regional Clubs                           |              |
| BBE Medallions                           |              |
| Postage to mail                          | 16.05        |
| Total BBE Medallions                     | 16.05        |
| Total Regional Clubs                     | 16.05        |
| Rosters                                  |              |
| Printing                                 | 661.18       |
| Total Rosters                            | 661.18       |
| Rotating Specialty Expenses              |              |
| Rotating 2024 Expenses                   |              |
| Event Site                               |              |
| Electricity and Power                    | 712.50       |
| Ring Setup                               | 791.80       |
| Event Site - Other                       | 13,187.14    |
| Total Event Site                         | 14,691.44    |
| Food                                     | 302.02       |
| Tampa Bay Judges                         | 1,206.97     |
| Trophies, Ribbons & Rosettes 20          | 1,562.80     |
| Total Rotating 2024 Expenses             | 17,763.23    |
| Rotating 2025 Expenses                   |              |
| Grant to Regional Club                   | 2,000.00     |
| Rotating 2025 - Postage                  | 14.30        |
| Rotating 2025 Expenses - Other           | 617.00       |
| Total Rotating 2025 Expenses             | 2,631.30     |
| Total Rotating Specialty Expenses        | 20,394.53    |
| Shoppe Boutique Expenses                 |              |
| Purchase New Inventory                   |              |
| Commemorative Pins                       | 361.90       |
| Purchase New Inventory - Other           | 4,591.77     |
| Total Purchase New Inventory             | 4,953.67     |
| Shipping & Handling                      |              |
| Grooming Manuals-Combos                  | 323.08       |

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Cash Basis

# Scottish Terrier Club of America

## Profit & Loss

January through December 2024

|                                        | Jan - Dec 24 |
|----------------------------------------|--------------|
| Handbooks                              | 105.20       |
| S&H - Other Merchandise                | 58.00        |
| Total Shipping & Handling              | 486.28       |
| Shoppe Boutique Expenses - Other       | 101.29       |
| Total Shoppe Boutique Expenses         | 5,541.24     |
| Storage Unit                           | 2,728.80     |
| 62500 · Paypal Fees                    | 0.00         |
| Total Expense                          | 144,556.00   |
| Net Ordinary Income                    | -29,146.05   |
| Other Income/Expense                   |              |
| Other Income                           |              |
| 80100 · Investments                    |              |
| 80101 · Interest                       |              |
| 80103 · Interest on Savings Account    | 1.96         |
| 80105 · Interest on Stifel Investments | 12,007.16    |
| Total 80101 · Interest                 | 12,009.12    |
| Total 80100 · Investments              | 12,009.12    |
| Total Other Income                     | 12,009.12    |
| Net Other Income                       | 12,009.12    |
| Net Income                             | -17,136.93   |