

**Scottish Terrier Club of America**  
**Profit & Loss January thru December 2013**  
January through December 2013

	Jan - Dec 13
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Bagpiper 2014</b>	
<b>Advertising</b>	
<b>Issue 1</b>	
Regular Ads	585.00
<b>Total Issue 1</b>	585.00
<b>Total Advertising</b>	585.00
<b>Circulation Manager</b>	
Copy Sales	62.35
Subscriptions	100.00
<b>Total Circulation Manager</b>	162.35
First class Upgrade	2,760.00
<b>Total Bagpiper 2014</b>	3,507.35
<b>Bagpiper Income 2013</b>	
<b>Advertising</b>	
<b>Issue 1</b>	
Business Card Ads	2,307.40
Regular Ads	7,621.90
Stud Dog Ads	2,093.47
<b>Total Issue 1</b>	12,022.77
Issue 2	7,436.90
Issue 3	8,275.99
Issue 4	7,590.81
Advertising - Other	350.00
<b>Total Advertising</b>	35,676.47
<b>Circulation Manager</b>	
Copy Sales	517.28
Subscriptions	
Additional PayPal fee	0.08
Subscriptions - Other	2,645.47
<b>Total Subscriptions</b>	2,645.55
<b>Total Circulation Manager</b>	3,162.83
First class Upgrade	939.26
<b>Total Bagpiper Income 2013</b>	39,778.56
<b>Board Member Generated Income</b>	
<b>Corresponding Secretary</b>	
Club Decals	3.00
<b>Total Corresponding Secretary</b>	3.00
<b>Treasurer</b>	
Hard Copy Fee	110.00
Insurance Premium Refund	65.09
Misc. PayPal	252.38
<b>Total Treasurer</b>	427.47
<b>Total Board Member Generated Income</b>	430.47
<b>Donation, General</b>	43.26
<b>Membership</b>	
<b>2013 Dues</b>	
Jr. Members	45.00
Regular Members	8,752.26
<b>Total 2013 Dues</b>	8,797.26
<b>2014 dues</b>	
Add'tl fee (PP, CC)	37.50

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Foreign Members	1,439.62
Hard Copy Fee	390.00
Junior Members	15.00
Regular Members	17,778.76
Total 2014 dues	19,660.88
Applications - Junior	90.00
Applications - Regular Members	1,700.00
Total Membership	30,248.14
<b>Montgomery County Weekend 2013</b>	
Agility Profit	870.25
Catalog Ads	1,202.35
Catalog Sales	300.00
Entries	1,112.50
Hatboro Supported Entry Rebate	129.00
Meals	
Add't PayPal/Credit Card fee	30.44
Banquet	5,618.82
Reception	1,459.93
Total Meals	7,109.19
Trophies	
Casi Scot Engraving	105.00
Donations	1,923.19
R-Starr Maintenance	100.00
Total Trophies	2,128.19
Vendors	1,230.00
Total Montgomery County Weekend 2013	14,081.48
<b>PAWS (Juniors)</b>	
2013 MCKC Raffle	2,597.00
PAWS (Juniors) - Other	340.00
Total PAWS (Juniors)	2,937.00
<b>Rotating Specialty, 2013</b>	
Catalog Ads	697.01
Catalog Sales	688.00
Entries	7,308.12
Meals	4,485.47
RV Parking	515.00
Trophy Donations	683.56
Unused Advanced Funds	31.52
Vendors	625.00
Ways & Means Sales	360.00
Total Rotating Specialty, 2013	15,393.68
<b>Shophe Sales</b>	
Commemorative Pins	543.26
Grooming Manuals	
Postage	19.50
Grooming Manuals - Other	3,688.99
Total Grooming Manuals	3,708.49
Handbooks	177.71
Illustrated Guide Sales	103.70
S&H/Fees	112.58
Ways & Means Sales	
Start-up Redeposit	50.00
Ways & Means Sales - Other	7,265.72
Total Ways & Means Sales	7,315.72
Total Shoppe Sales	11,961.46

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<b>Total Income</b>	118,381.40
<b>Expense</b>	
<b>AKC</b>	
Club Dues	25.00
Club Flyer Expense for 2012	40.92
<b>Event fees 2014</b>	
Conformation	15.00
Obedience & Rally	25.00
<b>Total Event fees 2014</b>	40.00
Parent Club Medallions for Euk.	215.00
<b>Total AKC</b>	320.92
<b>AKC Delegate Expense</b>	619.42
<b>Annual Awards</b>	
Annual Awards 2013 Booklet	329.35
<b>Total Annual Awards</b>	329.35
<b>Bagpiper Expenses 2013</b>	
<b>Circulation Manager</b>	
Office Supplies	6.18
Postage	154.40
<b>Total Circulation Manager</b>	160.58
<b>Issue 1</b>	
Design & Layout	1,042.13
Postage Advance	2,000.00
Printing	4,686.85
Refund Ad payment	25.00
<b>Total Issue 1</b>	7,753.98
<b>Issue 2</b>	
Design & Layout	653.99
Postage Advance	1,500.00
Printing	4,510.68
<b>Total Issue 2</b>	6,664.67
<b>Issue 3</b>	
Postage Advance	1,500.00
Printing	4,086.48
Issue 3 - Other	681.99
<b>Total Issue 3</b>	6,268.47
<b>Issue 4</b>	
Design & Layout	800.00
Postage Advance	1,500.00
Refund Ad Payment	25.00
<b>Total Issue 4</b>	2,325.00
<b>Total Bagpiper Expenses 2013</b>	23,172.70
<b>Board Member Required Activity</b>	
<b>Board Members</b>	
<b>Meetings</b>	
<b>MCKC 2013</b>	
Continental breakfast	181.05
P.M. Refreshments	181.05
<b>Total MCKC 2013</b>	362.10
Rotating 2012	21.20
<b>Winter 2014</b>	
Deposit on Room	200.00
<b>Total Winter 2014</b>	200.00

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Total Meetings	583.30
Name Badges	54.57
<b>Total Board Members</b>	<b>637.87</b>
<b>Corresponding Secretary</b>	
Annual Meeting Mailing	
Printing Postcards	60.99
Stamps	70.84
Annual Meeting Mailing - Other	210.83
<b>Total Annual Meeting Mailing</b>	<b>342.66</b>
Copies	95.84
Office Supplies	
General	44.81
<b>Total Office Supplies</b>	<b>44.81</b>
Postage	
BBex Medallions	48.70
Board Business	19.12
Illustrated Guide	17.92
New Member Packets	160.08
Priority Mail	8.30
Stamps	93.10
<b>Total Postage</b>	<b>347.22</b>
<b>Total Corresponding Secretary</b>	<b>830.53</b>
<b>President</b>	
Office supplies	64.44
Postage	31.15
<b>Total President</b>	<b>95.59</b>
<b>Recording Secretary</b>	
Board Election	
CPA	783.20
Postage	189.74
Printing	86.59
Printing & Mailing Ballots	1,327.45
<b>Total Board Election</b>	<b>2,386.98</b>
Office Supplies	
Envelopes	34.99
Toner/ink	66.99
<b>Total Office Supplies</b>	<b>101.98</b>
Postage	345.40
<b>Total Recording Secretary</b>	<b>2,834.36</b>
<b>Treasurer</b>	
Bank Fees	
BAC Fee	424.73
BAC Merchant Fees	
Discount	180.32
Duplicate Charge	220.00
First Data Lease	334.16
Interchange	168.22
<b>Total BAC Merchant Fees</b>	<b>902.70</b>
Foreign Item Adjustment	50.00
Posting Error Correction	122.00
<b>Total Bank Fees</b>	<b>1,499.43</b>
Checks &/or Deposit slips	145.14
Club Trademark Renewal	500.00
Dues Collection	

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Office Supplies	39.01
Postage	416.40
Printing	158.82
Refund Dues	40.00
Total Dues Collection	654.23
Post Office Box	108.00
Postage	92.00
Tax Return	525.00
Total Treasurer	3,523.80
Vice President	
Ship VP Records to new VP	58.02
Total Vice President	58.02
Total Board Member Required Activity	7,980.17
Club Ad in Westminster KC cat.	25.00
Committees 2012	
Judges Education	150.58
Total Committees 2012	150.58
Committees 2013	
Judges Education	238.29
Tally	700.00
Total Committees 2013	938.29
Historian	
Office Supplies	180.95
Total Historian	180.95
Insurance	
Equisure	
Club, Officers & Directors Liab	1,804.00
Total Equisure	1,804.00
State Farm Ins.	
Treasurer Bonding	215.00
Total State Farm Ins.	215.00
Total Insurance	2,019.00
Intro to Scottish Terriers	
Printing Booklet	1,204.80
Total Intro to Scottish Terriers	1,204.80
Montgomery County 2013	
Agility	
Gifts for Participants	122.94
Shipping Gifts	13.97
Total Agility	136.91
Cleaning Tablecloths	90.00
Earthdog	
Gifts for Participants	15.00
Shipping Gifts	7.37
Total Earthdog	22.37
Food	
Banquet	
Food	4,995.00
Projector & Microphone	387.96
Total Banquet	5,382.96
Office Supplies	
Guest Book & Pen	13.76

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Office Supplies - Other	44.91
<b>Total Office Supplies</b>	<b>58.67</b>
<b>Reception</b>	
Bartender	104.82
Food - 1,500 deposit	400.00
Service charge & Tax	96.99
<b>Total Reception</b>	<b>601.81</b>
<b>Total Food</b>	<b>6,043.44</b>
<b>Hotel Deposit</b>	
Printing Pawsitively Clean Scot	64.88
Hotel Deposit - Other	1,000.00
<b>Total Hotel Deposit</b>	<b>1,064.88</b>
<b>Judges' Gifts</b>	56.00
Mailing Information Packets	46.00
MCKC Expenses-Nat'l Specialty	202.00
<b>MCKC Judge</b>	
Expenses	788.98
Fee	300.00
Hotel Room	267.20
<b>Total MCKC Judge</b>	<b>1,356.18</b>
<b>Sweeps, OB &amp; Rally</b>	
2013 Bookmarks	136.50
Class, OB & Rally Ribbons	279.25
Expenses Advance	1,500.00
Judges books & Armbands	46.43
<b>OB/Rally Judge</b>	
Expenses	118.70
Fee	100.00
Hotel Room	124.26
<b>Total OB/Rally Judge</b>	<b>342.96</b>
Refund overpayment of fees	7.50
Rescue Parade Ribbons	78.50
Ring and Plastic	1,380.00
Show Fees	15.00
Sweepstakes Judge	200.00
<b>Total Sweeps, OB &amp; Rally</b>	<b>3,986.14</b>
<b>Trophies</b>	
Perpetuals Engraving	
Casi Scot Engraving	105.00
Perpetuals Engraving - Other	1,510.25
<b>Total Perpetuals Engraving</b>	<b>1,615.25</b>
Ring Prizes	2,112.00
<b>Total Trophies</b>	<b>3,727.25</b>
<b>Total Montgomery County 2013</b>	<b>16,731.17</b>
<b>Montgomery County, 2012</b>	
Sweepstakes	
Armbands & Judges Books	117.00
<b>Total Sweepstakes</b>	<b>117.00</b>
<b>Total Montgomery County, 2012</b>	<b>117.00</b>
<b>Nominating Committee</b>	<b>41.83</b>
<b>PAWS</b>	
Gift Cards for Juniors	
MCKC	400.00

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Total Gift Cards for Juniors	400.00
Raffle Expenses	80.48
<b>Total PAWS</b>	<b>480.48</b>
<b>Regional Clubs</b>	
STCA Ads in Specialty Catalogs	426.00
<b>Total Regional Clubs</b>	<b>426.00</b>
<b>Rosters</b>	
Replacement Rosters	2.58
<b>Total Rosters</b>	<b>2.58</b>
<b>Rotating 2013</b>	
AKC Recording Fees	814.00
Armbands & Judges books	146.25
Catalog Printing	992.65
Host Club's Share of profit	2,434.10
<b>Judges Expenses</b>	
Conformation	
Hotel & Food	211.65
Travel	379.80
<b>Total Conformation</b>	<b>591.45</b>
Judges Gifts	61.91
Obedience	
Fee	200.00
<b>Total Obedience</b>	<b>200.00</b>
Rally Judge	
Fee	144.00
Hotel	78.66
<b>Total Rally Judge</b>	<b>222.66</b>
Sweepstakes	200.00
<b>Total Judges Expenses</b>	<b>1,276.02</b>
<b>MB-F STCGA Entries</b>	<b>19.95</b>
<b>Meals</b>	
Dinner	2,134.00
Lunch Saturday	1,199.00
Lunch Sunday	1,153.10
<b>Total Meals</b>	<b>4,486.10</b>
Premium List & Judging Program	74.98
Rally & Obedience Ring & Equip.	100.00
Ribbons	1,136.05
RV Hook-ups	345.00
<b>Seminar</b>	
Presenter's Airfare	366.50
Presenter's Hotel	157.32
<b>Total Seminar</b>	<b>523.82</b>
Shipping Supplies	36.31
Site Rent	700.00
Sweepstakes Prize Money	1,255.00
Trophies	598.62
<b>Total Rotating 2013</b>	<b>14,938.85</b>
<b>Rotating 2014</b>	
Meals	
Caterer's Deposit	150.00
<b>Total Meals</b>	<b>150.00</b>
<b>Total Rotating 2014</b>	<b>150.00</b>

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<b>Shoppe</b>	
2013 Commemorative Pins	420.25
Shipping	
Gr. Man. + Ill. Guide	25.95
Grooming Manuals	285.16
Illustrated Guides	4.72
<b>Total Shipping</b>	<u>315.83</u>
<b>Ways &amp; Means</b>	
Office Supplies	12.06
Postage & Shipping	242.79
Purchase new inventory	
2013 Totes	457.18
Aprons	115.64
Dog food can lids	196.25
Scottie Cards	170.00
T-shirts	857.00
Throws	1,565.23
<b>Total Purchase new inventory</b>	<u>3,361.30</u>
Shipping & Handling	10.93
Start- up money (MCKC)	50.00
<b>Total Ways &amp; Means</b>	<u>3,677.08</u>
<b>Total Shoppe</b>	4,413.16
<b>STCA Donation</b>	
Dog Judges Ed. Foundation	200.00
<b>Total STCA Donation</b>	200.00
<b>STCA Trifold</b>	147.15
<b>Storage</b>	1,610.07
<b>Website</b>	
Web Hosting	170.92
<b>Total Website</b>	<u>170.92</u>
<b>Total Expense</b>	<u>76,370.39</u>
<b>Net Ordinary Income</b>	42,011.01
<b>Other Income/Expense</b>	
Other Income	
BOA Savings Interest	60.59
<b>Total Other Income</b>	<u>60.59</u>
<b>Net Other Income</b>	60.59
<b>Net Income</b>	<u><u>42,071.60</u></u>