

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

|  | Jan - Jun 13 |
|--|--------------|
| <b>Ordinary Income/Expense</b>             |              |
| <b>Income</b>                              |              |
| <b>Bagpiper Income 2013</b>                |              |
| Advertising                                |              |
| Issue 1                                    |              |
| 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                                    | 3,244.59     |
| Advertising - Other                        | 350.00       |
| <b>Total Advertising</b>                   | 15,617.36    |
| Circulation Manager                        |              |
| Copy Sales                                 | 168.63       |
| Subscriptions                              | 874.18       |
| <b>Total Circulation Manager</b>           | 1,042.81     |
| First class Upgrade                        | 779.26       |
| <b>Total Bagpiper Income 2013</b>          | 17,439.43    |
| <b>Board Member Generated Income</b>       |              |
| Treasurer                                  |              |
| Hard Copy Fee                              | 110.00       |
| Membership Dues Renewal                    |              |
| Junior                                     | 45.00        |
| Regular                                    | 8,644.76     |
| <b>Total Membership Dues Renewal</b>       | 8,689.76     |
| Misc. PayPal                               | 252.38       |
| <b>Total Treasurer</b>                     | 9,052.14     |
| <b>Total Board Member Generated Income</b> | 9,052.14     |
| <b>Membership</b>                          |              |
| Applications - Junior                      | 45.00        |
| Applications - Regular Members             | 810.00       |
| Membership Dues                            |              |
| Junior                                     | 45.00        |
| Regular                                    | 107.50       |
| <b>Total Membership Dues</b>               | 152.50       |
| <b>Total Membership</b>                    | 1,007.50     |
| <b>PAWS (Juniors)</b>                      |              |
| 2013 MCKC Raffle                           | 1,397.00     |
| PAWS (Juniors) - Other                     | 75.00        |
| <b>Total PAWS (Juniors)</b>                | 1,472.00     |
| <b>Rotating Specialty, 2013</b>            |              |
| Catalog Ads                                | 697.01       |
| Catalog Sales                              | 688.00       |
| Entries                                    | 7,316.12     |
| 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       |
| <b>Total Rotating Specialty, 2013</b>      | 15,401.68    |
| <b>Shopee Sales</b>                        |              |
| Commemorative Pins                         | 61.45        |
| Grooming Manuals                           |              |
| Postage                                    | 19.50        |

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| Grooming Manuals - Other              | 1,817.26     |
| <b>Total Grooming Manuals</b>         | 1,836.76     |
| Handbooks                             | 145.70       |
| Illustrated Guide Sales               | 43.55        |
| Ways & Means Sales                    |              |
| Judges Gifts                          | 60.00        |
| Ways & Means Sales - Other            | 598.62       |
| <b>Total Ways &amp; Means Sales</b>   | 658.62       |
| <b>Total Shoppe Sales</b>             | 2,746.08     |
| <b>Total Income</b>                   | 47,118.83    |
| <b>Expense</b>                        |              |
| <b>AKC</b>                            |              |
| Club Flyer Expense for 2012           | 40.92        |
| Parent Club Medallions for Euk.       | 215.00       |
| <b>Total AKC</b>                      | 255.92       |
| <b>AKC Delegate Expense</b>           | 188.10       |
| <b>Bagpiper Expenses 2013</b>         |              |
| <b>Circulation Manager</b>            |              |
| Postage                               | 35.71        |
| <b>Total Circulation Manager</b>      | 35.71        |
| <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>Total Bagpiper Expenses 2013</b>   | 14,454.36    |
| <b>Board Member Required Activity</b> |              |
| <b>Board Members</b>                  |              |
| <b>Meetings</b>                       |              |
| Rotating 2012                         | 21.20        |
| <b>Total Meetings</b>                 | 21.20        |
| <b>Total Board Members</b>            | 21.20        |
| <b>Corresponding Secretary</b>        |              |
| Copies                                | 46.73        |
| <b>Postage</b>                        |              |
| BBex Medallions                       | 16.56        |
| Board Business                        | 19.12        |
| New Member Packets                    | 120.85       |
| Priority Mail                         | 8.30         |
| Stamps                                | 47.10        |
| <b>Total Postage</b>                  | 211.93       |
| <b>Total Corresponding Secretary</b>  | 258.66       |
| <b>President</b>                      |              |
| Office supplies                       | 64.44        |
| <b>Total President</b>                | 64.44        |
| <b>Treasurer</b>                      |              |

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| <b>Bank Fees</b>                            |              |
| BAC Fee                                     | 131.59       |
| <b>BAC Merchant Fees</b>                    |              |
| Discount                                    | 76.69        |
| Duplicate Charge                            | 220.00       |
| First Data Lease                            | 182.18       |
| Interchange                                 | 101.49       |
| <b>Total BAC Merchant Fees</b>              | 580.36       |
| Foreign Item Adjustment                     | 50.00        |
| Posting Error Correction                    | 122.00       |
| <b>Total Bank Fees</b>                      | 883.95       |
| Checks &/or Deposit slips                   | 145.14       |
| Club Trademark Renewal                      | 500.00       |
| Post Office Box                             | 36.00        |
| <b>Total Treasurer</b>                      | 1,565.09     |
| <b>Total Board Member Required Activity</b> | 1,909.39     |
| <b>Committees 2012</b>                      |              |
| Judges Education                            | 150.58       |
| <b>Total Committees 2012</b>                | 150.58       |
| <b>Committees 2013</b>                      |              |
| Judges Education                            | 207.09       |
| Tally                                       | 700.00       |
| <b>Total Committees 2013</b>                | 907.09       |
| <b>Insurance</b>                            |              |
| Equisure                                    |              |
| Club, Officers & Directors Liab             | 600.00       |
| <b>Total Equisure</b>                       | 600.00       |
| State Farm Ins.                             |              |
| Treasurer Bonding                           | 215.00       |
| <b>Total State Farm Ins.</b>                | 215.00       |
| <b>Total Insurance</b>                      | 815.00       |
| <b>Montgomery County 2013</b>               |              |
| AKC Show Fees                               | 15.00        |
| <b>Total Montgomery County 2013</b>         | 15.00        |
| <b>Montgomery County, 2012</b>              |              |
| Sweepstakes                                 |              |
| Armbands & Judges Books                     | 117.00       |
| <b>Total Sweepstakes</b>                    | 117.00       |
| <b>Total Montgomery County, 2012</b>        | 117.00       |
| <b>Nominating Committee</b>                 | 41.83        |
| <b>PAWS</b>                                 |              |
| Raffle Expenses                             | 80.48        |
| <b>Total PAWS</b>                           | 80.48        |
| <b>Regional Clubs</b>                       |              |
| STCA Ads in Specialty Catalogs              | 273.50       |
| <b>Total Regional Clubs</b>                 | 273.50       |
| <b>Rosters</b>                              |              |
| Replacement Rosters                         | 2.58         |
| <b>Total Rosters</b>                        | 2.58         |
| <b>Rotating 2013</b>                        |              |
| AKC Recording Fees                          | 814.00       |

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| Armbands & Judges books                        | 146.25       |
| Catalog Printing                               | 992.65       |
| Host Club's Share of profit                    | 2,434.10     |
| <b>Judges Expenses</b>                         |              |
| <b>Conformation</b>                            |              |
| Hotel & Food                                   | 211.65       |
| Travel   | 379.80       |
| <b>Total Conformation</b>                      | 591.45       |
| <b>Judges Gifts</b>                            | 61.91        |
| <b>Obedience</b>                               |              |
| Fee  | 200.00       |
| <b>Total Obedience</b>                         | 200.00       |
| <b>Rally Judge</b>                             |              |
| Fee  | 144.00       |
| Hotel  | 78.66        |
| <b>Total Rally Judge</b>                       | 222.66       |
| <b>Sweepstakes</b>                             | 200.00       |
| <b>Total Judges Expenses</b>                   | 1,276.02     |
| <b>MB-F STCGA Entries</b>                      | 19.95        |
| <b>Meals</b>                                   |              |
| Dinner   | 2,134.00     |
| Lunch Saturday                                 | 1,199.00     |
| Lunch Sunday                                   | 1,153.10     |
| <b>Total Meals</b>                             | 4,486.10     |
| <b>Premium List &amp; Judging Program</b>      | 74.98        |
| <b>Rally &amp; Obedience Ring &amp; Equip.</b> | 100.00       |
| <b>Ribbons</b>                                 | 1,136.05     |
| <b>RV Hook-ups</b>                             | 345.00       |
| <b>Seminar</b>                                 |              |
| Presenter's Airfare                            | 366.50       |
| Presenter's Hotel                              | 157.32       |
| <b>Total Seminar</b>                           | 523.82       |
| <b>Shipping Supplies</b>                       | 36.31        |
| <b>Site Rent</b>                               | 700.00       |
| <b>Sweepstakes Prize Money</b>                 | 1,255.00     |
| <b>Trophies</b>                                | 598.62       |
| <b>Total Rotating 2013</b>                     | 14,938.85    |
| <b>Shoppe</b>                                  |              |
| 3013 Commemerative Pins                        | 271.25       |
| <b>Shipping</b>                                |              |
| Gr. Man. + Ill. Guide                          | 25.95        |
| Grooming Manuals                               | 191.16       |
| Illustrated Guides                             | 1.72         |
| <b>Total Shipping</b>                          | 218.83       |
| <b>Ways &amp; Means</b>                        |              |
| Postage & Shipping                             | 108.55       |
| Purchase new inventory                         |              |
| 2013 Totes                                     | 457.18       |
| <b>Total Purchase new inventory</b>            | 457.18       |
| <b>Total Ways &amp; Means</b>                  | 565.73       |
| <b>Total Shoppe</b>                            | 1,055.81     |
| <b>STCA Donation</b>                           |              |
| Dog Judges Ed. Foundation                      | 200.00       |
| <b>Total STCA Donation</b>                     | 200.00       |

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|----------------------------|------------------------|
| STCA Trifold               | 147.15                 |
| Storage                    | 1,610.07               |
| Website                    |                        |
| Web Hosting                | 170.92                 |
| <b>Total Website</b>       | <u>170.92</u>          |
| <b>Total Expense</b>       | <u>37,333.63</u>       |
| <b>Net Ordinary Income</b> | <u>9,785.20</u>        |
| <b>Net Income</b>          | <u><u>9,785.20</u></u> |