

Scottish Terrier Club of America
2017 Profit & Loss (Year-End) Detailed
January through December 2017

	Jan - Dec 17
Ordinary Income/Expense	
Income	
Awards (Sponsor Payments)	
Perpetuals Engraving, Storage	
Casi Scot	123.00
R-Starr	100.00
Total Perpetuals Engraving, Storage	223.00
Total Awards (Sponsor Payments)	223.00
Bagpiper	
Bagpiper 2017	
Advertising	
Issue 1	
Business Card Ads	2,000.00
Regular Ads	7,041.55
Stud Dog Ads	3,600.00
Total Issue 1	12,641.55
Issue 2	6,007.73
Issue 3	7,855.00
Issue 4	8,220.00
Total Advertising	34,724.28
Circulation	
Copy Sales	124.45
Subscriptions	
Regular	1,609.49
Special	564.56
Total Subscriptions	2,174.05
Total Circulation	2,298.50
First Class Upgrade	615.00
PayPal Fees	-481.90
Total Bagpiper 2017	37,155.88
Bagpiper 2018	
Advertising	
Issue 1	
Business Card Ads	300.00
Total Issue 1	300.00
Total Advertising	300.00
Circulation	
Upgrades to First Class	
First Class - Members	3,480.00
Total Upgrades to First Class	3,480.00
Total Circulation	3,480.00
PayPal Fees	-7.51
Total Bagpiper 2018	3,772.49
Total Bagpiper	40,928.37
Board Member Generated Income	
Recording Secretary	
Roster	
Roster Ads 2017	700.18
Total Roster	700.18

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Total Recording Secretary	700.18
Total Board Member Generated Income	700.18
Committee Generated Income	
Agility	
Black & White Agility Trial	500.00
Total Agility	500.00
Total Committee Generated Income	500.00
Investments	
Interest	
Interest on Savings Account	2.84
Interest on Stifel Investments	4,497.06
Total Interest	4,499.90
Total Investments	4,499.90
Membership	
Applications for Membership	
Applications - Junior	45.00
Applications - Regular Members	1,390.00
Reapplication	80.00
Total Applications for Membership	1,515.00
Dues 2017	
Foreign Members	770.00
Hardcopy Fees	80.00
Regular Members	2,410.00
xPayPal Fees	-1.52
Total Dues 2017	3,258.48
Dues 2018	
Foreign Family Members	700.00
Foreign Individual Members	1,820.00
Hardcopy Fees	480.00
Junior Members	30.00
Regular Family Members	8,492.50
Regular Individual Members	12,180.00
xPayPal Fees	-141.44
Dues 2018 - Other	5.70
Total Dues 2018	23,566.76
Total Membership	28,340.24
Montgomery National Specialty	
Montgomery 2017 Income	
Chuck-a-Duck	265.00
Hatboro Supported Entry	100.00
Independent Parent Specialty	
Catalog Sales	290.00
Entries - Specialty	1,793.11
Total Independent Parent Specialty	2,083.11
Meal Reservations	5,328.20
Montgomery Terrier Agility	1,870.59
National Specialty at MCKC	
Catalog Ads MCKC	936.60
MCKC Credit for Entries	507.00
Total National Specialty at MCKC	1,443.60
Obedience & Rally	
Catalog Ads	50.00

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Entries - Obedience & Rally	337.00
Total Obedience & Rally	387.00
Silent Auction	1,194.00
Sweepstakes	
Catalog Sales	310.00
Entries - Sweepstakes	493.00
Total Sweepstakes	803.00
Trophy & Specialty Donations	928.80
Vendors	675.00
xPayPal Fees	-126.95
Total Montgomery 2017 Income	14,951.35
Montgomery 2018 Income	
Trophy & Specialty Donations	1,150.00
Total Montgomery 2018 Income	1,150.00
Total Montgomery National Specialty	16,101.35
PAWS (Juniors)	
Donations	860.00
Fundraiser	1,105.00
Krupp Raffle	170.00
Montgomery Raffle	943.00
Total PAWS (Juniors)	3,078.00
Rotating Specialty	
Rotating 2017 Income	
Board Dinner Reimbursement	240.00
Catalog Ads	410.00
Catalog Sales	177.50
Entries	3,607.27
Hotel A/V Reimbursement HTF	301.04
Meal Reservations	8,502.95
Shortbread Cookie Contest	301.00
Top 20	
Top 20 Catalog Sales	250.00
Top 20 Contenders Advertisement	700.00
Top 20 Donation	350.00
Top 20 Entries	407.20
Top 20 Raffle	598.00
Top 20 - Other	419.30
Total Top 20	2,724.50
Trophy & Specialty Donations	930.00
xPayPal Fees	-216.14
Total Rotating 2017 Income	16,978.12
Rotating 2018 Income	
Meal Reservations	388.00
Trophy & Specialty Donations	955.00
xPayPal Fees	2.82
Total Rotating 2018 Income	1,345.82
Total Rotating Specialty	18,323.94
Shopee Boutique Sales	
Commemorative Pins	441.00
Grooming Manuals	
Postage	-86.80
Sales	2,579.80

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Total Grooming Manuals	2,493.00
Grooming Video	
Postage	-5.22
Sales	4,621.27
Total Grooming Video	4,616.05
Handbooks	
Sales	25.00
Total Handbooks	25.00
Illustrated Guides	
Sales	87.50
Total Illustrated Guides	87.50
Other Merchandise	
Aprons	25.50
Belly Bands	40.00
Cheeseboards, Granite	30.00
Cheeseboards, Slate	90.00
Garment Bag	72.50
Men's Tie	100.00
Notecards	12.00
Ornaments	10.00
Throws	112.50
Totes	130.00
Towels	142.00
Vests	235.00
Ways & Means Montgomery 2018	2,332.50
Ways & Means Sales Undetailed	99.00
Total Other Merchandise	3,431.00
Paypal Fees	-212.55
S&H Fees Collected	75.10
Total Shoppe Boutique Sales	10,956.10
Total Income	123,651.08
Cost of Goods Sold	
Grooming Inventory	
Grooming Manual COGS	1,706.18
Grooming Video COGS	4,435.20
Total Grooming Inventory	6,141.38
Total COGS	6,141.38
Gross Profit	117,509.70
Expense	
AKC	
AKC Delegate Expense	1,505.48
Club Dues	25.00
Club Flyer Expense	42.93
Meet the Breeds	220.00
Parent Club Medallions	215.00
Total AKC	2,008.41
Attorney Fees	
Annual Report	207.50
Pedigree Photo Waiver	192.00
Attorney Fees - Other	405.98

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Total Attorney Fees	805.48
Awards	
25-Year Service Pins	
Blackinton Pins	1,531.66
Stones for Pins	750.00
25-Year Service Pins - Other	14.25
Total 25-Year Service Pins	2,295.91
Annual Awards Booklet	197.58
BBE Medallions for Specialties	
Postage to Regional Clubs	8.19
Total BBE Medallions for Specialties	8.19
Dog Writers Association America	52.15
Good Sportsmanship Award	64.95
Perpetuals Engraving	
Casi Scot Trophy	123.00
Hughcrest Trophy	174.00
Lloyd Trophy	517.82
Marie McLear Berry Award	54.13
McOwan Memorial Trophy	234.00
R-Starr Trophy	36.00
Stalter Trophy	306.00
Total Perpetuals Engraving	1,444.95
Postage & Shipping	189.31
Top 20 Plaques	61.73
Awards - Other	282.22
Total Awards	4,596.99
Bagpiper Expenses	
Bagpiper 2016 Expenses	
Issue 4	
Postage & Mailing	318.52
Total Issue 4	318.52
Total Bagpiper 2016 Expenses	318.52
Bagpiper 2017 Expense	
Circulation	
Postage	191.50
Total Circulation	191.50
Issue 1	
Envelopes	782.03
Layout & Design	1,324.22
Postage & Mailing	2,532.22
Printing	4,483.37
Total Issue 1	9,121.84
Issue 2	
Layout & Design	864.00
Postage & Mailing	2,033.64
Printing	5,749.23
Total Issue 2	8,646.87
Issue 3	
Layout & Design	800.00
Postage & Mailing	2,461.87
Printing	4,601.12

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Total Issue 3	7,862.99
Issue 4	
Layout & Design	800.00
Total Issue 4	800.00
Total Bagpiper 2017 Expense	26,623.20
Total Bagpiper Expenses	26,941.72
Board Member Required Activity	
Corresponding Secretary	
Name Badges for Board members	
Board Members	
Laminated Bookmarks	0.00
Name Badges	121.77
Total Board Members	121.77
Total Name Badges for Board members	121.77
Office Supplies	
General	403.89
Total Office Supplies	403.89
Postage	
Illustrated Guide	22.50
New Member Packets	233.88
Roster	3.64
Stamps	49.00
Total Postage	309.02
Total Corresponding Secretary	834.68
President	
Meetings	
Montgomery Board Meeting	
Food	626.24
Total Montgomery Board Meeting	626.24
Rotating Board Meeting	
Food	686.62
Total Rotating Board Meeting	686.62
Total Meetings	1,312.86
Postage	11.05
Total President	1,323.91
Recording Secretary	
Office Supplies	141.85
Total Recording Secretary	141.85
Treasurer	
Dues Collection	
Office Supplies	141.48
Postage	437.64
Printing	381.77
Total Dues Collection	960.89
Post Office Box	70.00
Postage	129.30
Tax Return	110.50

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Total Treasurer	1,270.69
Total Board Member Required Activity	3,571.13
Committees	
Agility	
Black & White Agility Trial	32.00
Total Agility	32.00
Historian	145.84
Nominating Committee	
Office Supplies	93.50
Postage	154.46
Printing & Mailing Services	1,154.70
Total Nominating Committee	1,402.66
Public Information	
Office Supplies	28.43
Postage	16.80
Total Public Information	45.23
Public Relations/Publicity	
Advertising - Westminster KC	25.00
Total Public Relations/Publicity	25.00
Strategic Planning	934.57
Tallies	
AKC Reports-Companion Events	280.00
AKC Reports-Conformation Events	420.00
Total Tallies	700.00
Web	
Web Hosting	443.72
Total Web	443.72
Total Committees	3,729.02
Insurance	
Equisure	
Club Event General Liability	600.00
Officers & Directors Liability	1,204.00
Total Equisure	1,804.00
Main America	
Trophy & Award Property	1,500.00
Total Main America	1,500.00
State Farm	
Treasurer Fidelity Bonding	216.00
Total State Farm	216.00
Total Insurance	3,520.00
Montgomery Expenses	
Montgomery 2017 Expenses	
Hotel / Event Site	
Hotel Deposit	-1,500.00
Sheraton Event Expense	446.15
Total Hotel / Event Site	-1,053.85
Independent Parent Specialty	

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AKC Fees	318.00
Ring Decorations	48.41
Show Secretary	508.19
Superintendent - Ring Setup	715.00
Trophies - Rosettes & Ribbons	455.28
Total Independent Parent Specialty	2,044.88
Meals	
Annual Banquet (Friday)	
Meal Reservation Expense	28.72
Annual Banquet (Friday) - Other	5,445.65
Total Annual Banquet (Friday)	5,474.37
Obedience Dinner (Saturday)	0.00
Specialty Dinner (Thursday)	
Gift Bags	44.90
Specialty Dinner (Thursday) - Other	5,431.44
Total Specialty Dinner (Thursday)	5,476.34
Sweepstakes Breakfast (Friday)	892.31
Sweepstakes Lunch (Friday)	2,219.13
Total Meals	14,062.15
National Specialty at MCKC	
Judge - MCKC	934.80
MCKC Catalog Advertising	862.50
Trophies	
MCKC Rosettes	106.00
Trophies	674.55
Total Trophies	780.55
Total National Specialty at MCKC	2,577.85
Obedience & Rally	
AKC Fees	71.00
Judge - Obedience/Rally	150.00
Show Secretary	1.25
Trophies - Rosettes & Ribbons	189.38
Total Obedience & Rally	411.63
Service Dog Parade	51.15
Show Secretary	
Advance	0.00
Total Show Secretary	0.00
Sweepstakes	
AKC Fees	0.00
Judge - Sweepstakes	220.00
Show Secretary	166.32
Superintendent - Ring Setup	715.00
Sweeps Winners Cash Prize	389.00
Trophies - Rosettes & Ribbons	299.54
Total Sweepstakes	1,789.86
Terrier Agility Cluster (MTAC)	
AKC Fees	125.00
Equipment (M.A.D. Agility Equip	356.25
Gifts for Participants	19.75
Site (In the Net)	140.00
Trophies - Rosettes & Ribbons	187.54
Total Terrier Agility Cluster (MTAC)	828.54

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Total Montgomery 2017 Expenses	20,712.21
Montgomery 2018 Expense	
Hotel / Event Site	
Hotel Deposit	500.00
Total Hotel / Event Site	500.00
Total Montgomery 2018 Expense	500.00
Total Montgomery Expenses	21,212.21
Regional Clubs	
STCA Ads in Specialty Catalogs	343.50
Total Regional Clubs	343.50
Rosters	
Postage/Shipping	746.13
Printing	4,233.81
Total Rosters	4,979.94
Rotating Specialty Expenses	
Rotating 2017	
AKC Fees	235.00
Hotel Expenses	
Hotel Deposit	-500.00
Hotel Expenses - Other	2,070.05
Total Hotel Expenses	1,570.05
Judges Expenses	1,442.07
Meal Expenses	8,455.89
Regional Club Profit Sharing	851.83
Show Secretary	1,076.10
Top 20 Expenses	
Top 20 Catalogs	566.84
Top 20 Ribbons	242.42
Total Top 20 Expenses	809.26
Trophies	1,396.37
Total Rotating 2017	15,836.57
Rotating 2018	
Purina Deposit	100.00
Total Rotating 2018	100.00
Total Rotating Specialty Expenses	15,936.57
Shoppe Boutique Expenses	
Purchase New Inventory	
Commemorative Pins	355.00
Fleece Vests	764.23
Totes	618.43
Purchase New Inventory - Other	823.32
Total Purchase New Inventory	2,560.98
Shipping & Handling	
Grooming Manuals	464.83
Grooming Videos	316.31
Illustrated Guides	2.80
S&H - Other Merchandise	134.97
Shipping & Handling - Other	49.12
Total Shipping & Handling	968.03

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Total Shoppe Boutique Expenses	3,529.01
Storage Unit	1,804.56
Total Expense	92,978.54
Net Ordinary Income	24,531.16
Other Income/Expense	
Other Income	
Donations - Pet Disaster Relief	4,100.00
Total Other Income	4,100.00
Other Expense	
Donations Pet Disaster Relief	9,000.00
Handbooks 2018	130.97
Total Other Expense	9,130.97
Net Other Income	-5,030.97
Net Income	19,500.19