

Scottish Terrier Club of America
Statement of Financial Activities - 2019 Year-End (Revised)
 January through December 2019

	Jan - Dec 19
Ordinary Income/Expense	
Income	
AKC	
Meet the Breeds	150.00
Total AKC	150.00
Awards (Sponsor Payments)	
Perpetuals Engraving, Storage	
R-Starr	100.00
Total Perpetuals Engraving, Storage	100.00
Recipient Pay for Duplicates	50.00
Total Awards (Sponsor Payments)	150.00
Bagpiper	
Bagpiper 2019	
Advertising	
Issue 1	
Business Card Ads	1,700.00
Regular Ads	8,178.30
Stud Dog Ads	3,080.00
Total Issue 1	12,958.30
Issue 2	6,722.50
Issue 3	9,320.60
Issue 4	5,450.00
Total Advertising	34,451.40
Circulation	
Copy Sales	214.00
Subscriptions	
Regular	1,435.00
Special	540.00
Total Subscriptions	1,975.00
Upgrades to First Class	
First Class - Members	480.00
First Class - Subscribers	140.00
Total Upgrades to First Class	620.00
Total Circulation	2,809.00
PayPal Fees	-753.27
Total Bagpiper 2019	36,507.13
Bagpiper 2020	
Circulation	
Upgrades to First Class	
First Class - Members	2,900.00
First Class - Subscribers	20.00
Total Upgrades to First Class	2,920.00
Total Circulation	2,920.00
Total Bagpiper 2020	2,920.00
Total Bagpiper	39,427.13

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Board Member Generated Income	
Recording Secretary	
Roster	
Roster Ads 2019	475.00
xPayPal Fees	2.34
Total Roster	477.34
Total Recording Secretary	477.34
Treasurer	
Returned Item Payment	24.00
Total Treasurer	24.00
Total Board Member Generated Income	501.34
Committee Generated Income	
Agility	
Black & White Agility Trial	1,000.00
Total Agility	1,000.00
Total Committee Generated Income	1,000.00
Investments	
Interest	
Interest on Savings Account	4.17
Interest on Stifel Investments	7,621.73
Total Interest	7,625.90
Total Investments	7,625.90
Membership	
Applications for Membership	
Applications - Family Members	230.00
Applications - Junior	120.00
Applications - Regular Members	1,239.80
Reapplication	40.00
Total Applications for Membership	1,629.80
Dues 2019	
Foreign Family Members	80.00
Foreign Individual Members	330.00
Hardcopy Fees	50.00
Junior Members	15.00
USA Family Members	910.00
USA Individual Members	1,740.00
xPayPal Fees	2.28
Total Dues 2019	3,127.28
Dues 2020	
Foreign Family Members	440.00
Foreign Individual Members	1,590.00
Hardcopy Fees	330.00
Junior Members	60.00
USA Family Members	8,973.43
USA Individual Members	11,360.00
xPayPal Fees	24.93
Dues 2020 - Other	240.00
Total Dues 2020	23,018.36
Total Membership	27,775.44

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Montgomery National Specialty	
Montgomery 2019 Income	
Chuck-a-Duck	100.00
Hatboro Supported Entries	82.00
Independent Parent Specialty	
Catalog Sales	230.00
Entries - Specialty	1,622.83
Total Independent Parent Specialty	1,852.83
Meal Reservations	7,190.84
National Specialty at MCKC	
Catalog Ads	762.40
Total National Specialty at MCKC	762.40
Silent Auction	1,041.00
Sweepstakes	
Catalog Sales	195.00
Entries - Sweepstakes	476.00
Total Sweepstakes	671.00
Trophy & Specialty Donations	1,673.30
Vendors	675.00
xPayPal Fees	-134.59
Total Montgomery 2019 Income	13,913.78
Montgomery 2020	
Trophy & Specialty Donations	1,185.00
Total Montgomery 2020	1,185.00
Total Montgomery National Specialty	15,098.78
PAWS (Juniors)	
Donations	2,272.50
Montgomery Raffle	440.00
Raffle	475.00
Total PAWS (Juniors)	3,187.50
Rotating Specialty	
Rotating 2019 Income	
Meal Reservations	6,731.87
Reserved Grooming	140.00
Top 20	
Top 20 Advertisement	1,217.65
Top 20 Catalogs	125.00
Top 20 Donations	100.00
Top 20 Entries	516.20
Top 20 Raffle	1,257.00
Total Top 20	3,215.85
Trophy & Specialty Donations	155.00
xPayPal Fees	-174.84
Total Rotating 2019 Income	10,067.88
Rotating 2020	
Trophy & Specialty Donations	677.50
Vendor	100.00
Total Rotating 2020	777.50
Total Rotating Specialty	10,845.38

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Shoppe Boutique Sales	
Commemorative Pins	94.50
Grooming Combo (Manual & Video)	220.00
Grooming Manuals	
Postage	185.46
Sales	2,825.90
Total Grooming Manuals	3,011.36
Grooming Video	
Sales	1,311.00
Total Grooming Video	1,311.00
Illustrated Guides	
Sales	34.53
Total Illustrated Guides	34.53
Other Merchandise	
Garment Bag	30.00
Men's Tie	74.15
Totes	89.00
Vests	267.50
Ways & Means Montgomery 2019	1,878.00
Total Other Merchandise	2,338.65
Paypal Fees	-145.65
Total Shoppe Boutique Sales	6,864.39
Total Income	112,625.86
Cost of Goods Sold	
Grooming Inventory	
Grooming Manual COGS	1,845.46
Grooming Video COGS	950.40
Total Grooming Inventory	2,795.86
Total COGS	2,795.86
Gross Profit	109,830.00
Expense	
AKC Expenses	
AKC Delegate Expense	1,618.31
Club Dues	25.00
Club Flyer Expense	45.87
Donations	
AKC Museum of the Dog	500.00
Total Donations	500.00
Event Fees	
Conformation	15.00
Total Event Fees	15.00
Meet the Breeds	84.00
Meet the Clubs	95.00
Parent Club Medallions	215.00
Total AKC Expenses	2,598.18

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Attorney Fees	
Incorporation	90.50
Pedigree Photo Waiver	100.00
Website Proposals	1,010.00
Attorney Fees - Other	93.00
Total Attorney Fees	1,293.50
Awards	
25-Year Service Pins	
Stones for Pins	1,125.00
25-Year Service Pins - Other	0.92
Total 25-Year Service Pins	1,125.92
Annual Awards Booklet	195.10
Award Plaques	259.13
BBE Medallions for Specialties	
Postage to Regional Clubs	17.75
Total BBE Medallions for Specialties	17.75
Perpetuals Engraving	
Casi Scot Trophy	79.50
Hughcrest Trophy	189.00
Lloyd Trophy	594.00
McOwan Memorial Trophy	261.00
R-Starr Trophy	40.00
Stalter Trophy	279.00
Total Perpetuals Engraving	1,442.50
Postage & Shipping	224.80
Total Awards	3,265.20
Bagpiper Expenses	
Bagpiper 2018 Expense	
Issue 4	
Postage & Mailing	2,400.58
Printing	5,754.81
Total Issue 4	8,155.39
Total Bagpiper 2018 Expense	8,155.39
Bagpiper 2019 Expenses	
Circulation	
Postage	119.26
Total Circulation	119.26
Envelopes	793.06
Issue 1	
Layout & Design	2,080.00
Postage & Mailing	2,380.36
Printing	4,492.38
Total Issue 1	8,952.74
Issue 2	
Layout & Design	1,760.00
Postage & Mailing	1,702.78
Printing	4,874.94
Total Issue 2	8,337.72

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Issue 3	
Layout & Design	1,920.00
Postage & Mailing	1,684.93
Printing	5,351.92
Total Issue 3	8,956.85
Total Bagpiper 2019 Expenses	27,159.63
Total Bagpiper Expenses	35,315.02
Board Member Required Activity	
Corresponding Secretary	
Name Badges for Board members	
Board Members	
Laminated Bookmarks	43.39
Name Badges	83.79
Total Board Members	127.18
Total Name Badges for Board members	127.18
Office Supplies	
General	433.93
Total Office Supplies	433.93
Postage	
Board Business	114.05
Illustrated Guide	57.19
New Member Packets	315.65
Stamps	208.28
Total Postage	695.17
Total Corresponding Secretary	1,256.28
President	
Equipment - Projector	476.99
Meetings	
Montgomery Board Meeting	
Food	598.43
Meeting Room	651.90
Total Montgomery Board Meeting	1,250.33
Rotating Board Meeting	
Food	510.87
Total Rotating Board Meeting	510.87
Winter Board Meeting	
Meeting Room & Lunch	267.52
Total Winter Board Meeting	267.52
Total Meetings	2,028.72
Total President	2,505.71
Treasurer	
Bank Fees	
Returned Items Chargeback Fee	24.00
Total Bank Fees	24.00
Checks &/or Deposit slips	73.59

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Dues Collection	
Office Supplies	202.30
Postage	463.65
Printing	321.75
Total Dues Collection	987.70
Post Office Box	143.00
Postage	126.45
Taxes - Tax Deposits & Returns	1,476.00
Total Treasurer	2,830.74
Total Board Member Required Activity	6,592.73
Committees	
Agility	
Black & White Agility Trial	120.00
Total Agility	120.00
Judges Education	
Donation Judges Ed. Foundation	100.00
Total Judges Education	100.00
Nominating Committee	
Postage	228.55
Printing & Mailing Services	1,234.90
Total Nominating Committee	1,463.45
Public Information	
STCA Trifold	233.17
Total Public Information	233.17
Tallies	
AKC Reports-Companion Events	280.00
AKC Reports-Conformation Events	420.00
Total Tallies	700.00
Web	
QR Code Generator	71.01
Software	29.00
Web Hosting	539.33
Total Web	639.34
Total Committees	3,255.96
Insurance	
Equisure	
Club Event General Liability	600.00
Officers & Directors Liability	1,204.00
Total Equisure	1,804.00
Main America	
Trophy & Award Property	1,591.00
Total Main America	1,591.00
State Farm	
Treasurer Fidelity Bonding	224.00
Total State Farm	224.00
Total Insurance	3,619.00

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Montgomery Expenses	
Montgomery 2019 Expense	
Entertainment	
Racing Program	1,550.00
Entertainment - Other	176.01
Total Entertainment	1,726.01
Hatboro Supported Entry	
Trophies	265.86
Total Hatboro Supported Entry	265.86
Hotel / Event Site	
Hotel Deposit	-500.00
Sheraton Event Expense	117.35
Total Hotel / Event Site	-382.65
Independent Parent Specialty	
AKC Fees	206.50
Catalogs	142.81
Judge	337.31
Show Secretary	256.12
Superintendent - Ring Setup	690.00
Trophies - Rosettes & Ribbons	658.07
Total Independent Parent Specialty	2,290.81
Meals	
Friday Breakfast (Sweepstakes)	766.63
Friday Dinner (Annual Banquet)	6,300.62
Friday Lunch (Sweepstakes)	1,118.66
Thursday Dinner (Racing)	5,736.72
Total Meals	13,922.63
National Specialty at MCKC	
AKC Fees	15.00
Judge	1,088.75
Trophies	
MCKC Rosettes	694.58
Trophies (Wendell August Forge)	1,542.70
Total Trophies	2,237.28
Total National Specialty at MCKC	3,341.03
Show Secretary	
Advance	-2.98
Total Show Secretary	-2.98
Sweepstakes	
Catalogs	115.69
Judge	200.00
Show Secretary	67.64
Superintendent - Ring Setup	690.00
Sweeps Winners Cash Prizes	382.33
Total Sweepstakes	1,455.66
Terrier Agility Cluster (MTAC)	
Trophies - Rosettes, Ribbons...	197.02
Total Terrier Agility Cluster (MTAC)	197.02
Total Montgomery 2019 Expense	22,813.39

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Hotel / Event Site	
Hotel Deposit	200.00
Total Hotel / Event Site	200.00
Total Montgomery 2020 Expense	200.00
Total Montgomery Expenses	23,013.39
PAWS (Juniors) Expenses	
Grants to Attend Montgomery	500.00
PayPal Fees to Collect Donation	11.30
Trifolds	159.65
Total PAWS (Juniors) Expenses	670.95
Regional Clubs	
AKC Meet the Breeds Booth	537.58
BBE Medallions	
Postage to mail	23.68
Total BBE Medallions	23.68
Grants	1,000.00
STCA Ads in Specialty Catalogs	355.00
Total Regional Clubs	1,916.26
Rosters	
Postage/Shipping	528.70
Printing	4,403.54
Total Rosters	4,932.24
Rotating Specialty Expenses	
Rotating 2019	
Grant to Regional Club	1,000.00
Greeley Kennel Club	
Reserved Grooming	140.00
Room Rental	150.00
Total Greeley Kennel Club	290.00
Judges Expense	240.32
Meal Expenses	
Friday Denver Boxed Lunches	643.23
Friday Top 20 Vittles	1,660.32
Saturday STCA Boxed Lunches	658.02
Saturday STCA Rotating Dinner	4,307.11
Total Meal Expenses	7,268.68
Top 20 Expenses	
Top 20 Catalogs	449.22
Top 20 Decorations	573.14
Top 20 Invitations	318.51
Top 20 Trophies, Ribbons, Prizes	1,470.73
Total Top 20 Expenses	2,811.60
Trophies	892.19
Total Rotating 2019	12,502.79
Rotating 2020	
Grant to Regional Club	1,000.00
Performance Agility & Scent	
AKC Fees	240.00
Total Performance Agility & Scent	240.00

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Photographer	515.00
Total Rotating 2020	1,755.00
Total Rotating Specialty Expenses	14,257.79
Shoppe Boutique Expenses	
Purchase New Inventory	
Commemorative Pins	383.00
Fleece Vests	715.40
Scarves	110.00
Purchase New Inventory - Other	1,155.40
Total Purchase New Inventory	2,363.80
Shipping & Handling	
Grooming Manuals-Combos	804.01
Grooming Videos	13.97
S&H - Other Merchandise	40.37
Total Shipping & Handling	858.35
Total Shoppe Boutique Expenses	3,222.15
Storage Unit	1,895.76
Total Expense	105,848.13
Net Ordinary Income	3,981.87
Other Income/Expense	
Other Income	
Bequest from Psaroudis Trust	31,212.15
Total Other Income	31,212.15
Other Expense	
Handbooks 2007-2018 Expense	3,500.00
Website Redesign Project	25,119.32
Total Other Expense	28,619.32
Net Other Income	2,592.83
Net Income	6,574.70