

Scottish Terrier Club of America
Statement of Financial Activities (2020 First Quarter)
 January through March 2020

	Jan - Mar 20
Ordinary Income/Expense	
Income	
Bagpiper	
Bagpiper 2019	
Circulation	
Subscriptions	
Regular	50.00
Total Subscriptions	50.00
Total Circulation	50.00
Total Bagpiper 2019	50.00
Bagpiper 2020	
Advertising	
Issue 1	
Business Card Ads	2,000.00
Regular Ads	5,585.00
Stud Dog Ads	3,280.00
Total Issue 1	10,865.00
Total Advertising	10,865.00
Circulation	
Copy Sales	87.00
Subscriptions	985.00
Upgrades to First Class	
First Class - Members	980.00
First Class - Subscribers	40.00
Total Upgrades to First Class	1,020.00
Total Circulation	2,092.00
PayPal Fees	-250.72
Total Bagpiper 2020	12,706.28
Total Bagpiper	12,756.28
Committee Generated Income	
Agility	
Black & White Agility Trial	1,200.00
Total Agility	1,200.00
Total Committee Generated Income	1,200.00
Investments	
Interest	
Interest on Savings Account	0.07
Interest on Stifel Investments	568.94
Total Interest	569.01
Total Investments	569.01
Membership	
Applications for Membership	
Applications - Family Members	70.00
Applications - Regular Members	300.00
Total Applications for Membership	370.00

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Dues 2020	
Foreign Family Members	240.00
Foreign Individual Members	910.46
Hardcopy Fees	110.00
Junior Members	15.00
USA Family Members	1,170.00
USA Individual Members	2,340.00
xPayPal Fees	17.87
Dues 2020 - Other	250.00
Total Dues 2020	5,053.33
Dues 2021	
USA Individual Members	30.00
Total Dues 2021	30.00
Total Membership	5,453.33
Montgomery National Specialty	
Montgomery 2019 Income	
National Specialty at MCKC	
MCKC Credit for Entries	485.00
Total National Specialty at MCKC	485.00
Total Montgomery 2019 Income	485.00
Montgomery 2020	
Trophy & Specialty Donations	110.00
Total Montgomery 2020	110.00
Total Montgomery National Specialty	595.00
PAWS (Juniors)	
Donations	35.00
Entry Reimbursement	50.00
Total PAWS (Juniors)	85.00
Rotating Specialty	
Rotating 2020	
Catalog Ads	490.00
Entries	
STCA - Regular Classes	1,873.00
STCA - Sweepstakes	491.00
STCGD - Regular Classes	1,744.00
STCGD - Sweepstakes	376.00
Total Entries	4,484.00
Grooming Seminar	675.00
Meal Reservations	7,398.50
Top 20	
Top 20 Catalog	50.00
Top 20 Contender Ads	960.00
Top 20 Entries	720.00
Top 20 Raffle	280.00
Top 20 Sponsorship	210.00
Total Top 20	2,220.00
Trophy & Specialty Donations	235.00

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Vendor	-100.00
xPayPal Fees	44.90
Total Rotating 2020	15,447.40
Total Rotating Specialty	15,447.40
Shoppe Boutique Sales	
Commemorative Pins	120.00
Grooming Combo (Manual & Video)	1,430.00
Grooming Manuals	
Postage	45.00
Sales	600.00
Total Grooming Manuals	645.00
Grooming Video	
Sales	120.00
Total Grooming Video	120.00
Illustrated Guides	
Sales	137.50
Total Illustrated Guides	137.50
Other Merchandise	
Totes	15.00
Vests	-45.00
Other Merchandise - Other	380.00
Total Other Merchandise	350.00
Paypal Fees	-67.76
Total Shoppe Boutique Sales	2,734.74
Total Income	38,840.76
Cost of Goods Sold	
Grooming Inventory	
Grooming Manual COGS	800.86
Grooming Video COGS	528.00
Total Grooming Inventory	1,328.86
Total COGS	1,328.86
Gross Profit	37,511.90
Expense	
AKC Expenses	
AKC Delegate Expense	417.77
Total AKC Expenses	417.77
Awards	
BBE Medallions for Specialties	
Postage to Regional Clubs	30.60
Total BBE Medallions for Specialties	30.60
Total Awards	30.60
Bagpiper Expenses	
Bagpiper 2019 Expenses	
Issue 3	
Layout & Design	-120.00
Total Issue 3	-120.00

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Issue 4	
Layout & Design	2,080.00
Postage & Mailing	2,289.39
Printing	4,788.80
Total Issue 4	9,158.19
Total Bagpiper 2019 Expenses	9,038.19
Bagpiper 2020 Expenses	
Circulation	
Postage	33.39
Total Circulation	33.39
Total Bagpiper 2020 Expenses	33.39
Total Bagpiper Expenses	9,071.58
Board Member Required Activity	
Corresponding Secretary	
Postage	
Illustrated Guide	3.33
New Member Packets	97.18
Stamps	110.00
Total Postage	210.51
Total Corresponding Secretary	210.51
Treasurer	
Dues Collection	
Postage	25.04
Total Dues Collection	25.04
Post Office Box	67.00
Postage	63.25
Total Treasurer	155.29
Total Board Member Required Activity	365.80
Committees	
Tallies	
AKC Reports-Companion Events	280.00
AKC Reports-Conformation Events	420.00
Total Tallies	700.00
Web	
QR Code Generator	0.00
Web Contract Labor Dev&Support	2,500.00
Web Hosting	625.85
Total Web	3,125.85
Total Committees	3,825.85
Insurance	
State Farm	
Treasurer Fidelity Bonding	230.00
Total State Farm	230.00
Total Insurance	230.00
Montgomery Expenses	
Montgomery 2019 Expense	
National Specialty at MCKC	
MCKC Advertising	730.00

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Trophies	
MCKC Rosettes	10.50
Total Trophies	10.50
Total National Specialty at MCKC	740.50
Total Montgomery 2019 Expense	740.50
Montgomery 2020 Expense	
Agility Trials	
AKC Fees	100.00
Trial Equipment	356.25
Trial Site	150.00
Total Agility Trials	606.25
Total Montgomery 2020 Expense	606.25
Montgomery 2021 Expenses	
Hotel / Event Site	
Hotel Deposit	1,000.00
Total Hotel / Event Site	1,000.00
Total Montgomery 2021 Expenses	1,000.00
Total Montgomery Expenses	2,346.75
PAWS (Juniors) Expenses	
Entry Reimbursement	50.00
PayPal Fees to Collect Donation	-0.51
Raffle Expenses	130.00
Total PAWS (Juniors) Expenses	179.49
Regional Clubs	
AKC Meet the Breeds Booth	355.86
STCA Ads in Specialty Catalogs	55.00
Total Regional Clubs	410.86
Rotating Specialty Expenses	
Rotating 2020	
Performance Agility & Scent	
Trial Secretary	237.00
Performance Agility & Scent - Other	105.00
Total Performance Agility & Scent	342.00
Show Secretary	7.75
Top 20 Expenses	
Top 20 Advertising	0.00
Top 20 Decorations	0.00
Top 20 Invitations	287.07
Top 20 Prizes	0.00
Top 20 Raffle	0.00
Top 20 Ribbons-Rosettes	423.93
Top 20 Swag Bags	0.00
Top 20 Table Favors	0.00
Total Top 20 Expenses	711.00
Trophies	1,356.84
Total Rotating 2020	2,417.59
Total Rotating Specialty Expenses	2,417.59

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Shoppe Boutique Expenses	
Purchase New Inventory	
Fleece Vests	215.44
Total Purchase New Inventory	215.44
Shipping & Handling	
Grooming Manuals-Combos	261.20
S&H - Other Merchandise	16.02
Total Shipping & Handling	277.22
Total Shoppe Boutique Expenses	492.66
Storage Unit	941.88
Total Expense	20,730.83
Net Ordinary Income	16,781.07
Other Income/Expense	
Other Expense	
Handbooks 2007-2018 Expense	23,906.96
Total Other Expense	23,906.96
Net Other Income	-23,906.96
Net Income	<u><u>-7,125.89</u></u>