

GSDCA

PROFIT AND LOSS COMPARISON

January - December 2017

| | TOTAL |
|--|-------------------|
| Income | |
| 3500001 Purina Parent Club Partnership | 15,250.00 |
| 3500003 Purina - National Show | 15,250.00 |
| 4010000 FUTURITY-CURRENT YEAR | |
| 4010003 Fut-Advertising,Catalog-Members | 2,615.00 |
| 4010028 Futurities Entries | 13,483.05 |
| Total 4010000 FUTURITY-CURRENT YEAR | 16,098.05 |
| 4020000 LITTER NOMINATIONS REGION | 4,370.00 |
| 4010045 Fut-Litter Nomination Late Fee | 8,340.00 |
| Total 4020000 LITTER NOMINATIONS REGION | 12,710.00 |
| 4030000 FUTURITY-TROPHY CONTRIBUTIONS | 2,188.29 |
| 4035000 Individual Fut/Mat Nomination | 0.00 |
| 4036000 Fut/Mat Video Streaming | 3,145.02 |
| Total 4030000 FUTURITY-TROPHY CONTRIBUTIONS | 5,333.31 |
| 4040000 WEB PAGE | |
| 4040010 Web Advertising Vendors | 75.00 |
| Total 4040000 WEB PAGE | 75.00 |
| 4100000 REVIEW | |
| 4100005 Rev-Advertising,Committee | 0.00 |
| 4100006 Rev-Advertising,Member | 41,013.90 |
| 4100008 Rev-Advertising Commercial | 6,472.00 |
| 4100062 Rev-Postage,1st Class & Foreign | 2,258.45 |
| 4100064 Poly Bags Review Earned | 1,915.00 |
| 4100078 Rev-Regional Clubs Allocation | 210.00 |
| 4100085 Rev-Single Copy Sales-member | 435.00 |
| 4100090 Rev-Subs, Renewal Member | 65,028.75 |
| 4100091 Rev-Sub Non-Member | 282.75 |
| Total 4100000 REVIEW | 117,615.85 |
| 4130000 National IPO/FH Show | |
| 4130004 Show Entries | 4,292.25 |
| 4130005 National IPO/FH Trophy Donations | 575.00 |
| 4130063 Product Sales | 1,918.00 |
| 4130065 Other | 18.00 |
| Total 4130000 National IPO/FH Show | 6,803.25 |
| 4140000 Universal Sieger Show | |
| 4140004 Show Entries | 6,861.57 |
| 4140005 Universal Sieger Show Trophy Donations | 1,650.00 |
| 4140063 Product Sales | 107.00 |
| Total 4140000 Universal Sieger Show | 8,618.57 |

| | TOTAL |
|--|-------------------|
| 4150000 WUSV Sieger Show | |
| 4150063 Product Sales | 1,552.00 |
| Total 4150000 WUSV Sieger Show | 1,552.00 |
| 4160000 NATIONAL PRESHOW INCOME | 3,807.00 |
| 4170000 GSDCA & USCA Combined Trial | |
| 4170004 Show Entries | 92.00 |
| 4170005 Donations | 0.00 |
| Total 4170000 GSDCA & USCA Combined Trial | 92.00 |
| 4180000 SV Program | 290.00 |
| 4180025 SV Program - Product Sales | 9,969.74 |
| 4180050 SV Program - Other | 7,625.45 |
| Total 4180000 SV Program | 17,885.19 |
| 4200000 NATIONAL | 380.00 |
| 4200004 Nat-Advert,Catalog-non member | 2,640.00 |
| 4200012 Nat-Booth Rental | 12,375.00 |
| 4200014 Nat-Catalog Sales | 5,158.00 |
| 4200020 Nat-Dinner Reservations-Victory | 6,940.00 |
| 4200028 Nat-Donations-Trophies | 19,455.00 |
| 4200031 Nat-Entries-Conf/Obed | 11,611.64 |
| 4200038 Nat-Gold Page | 2,170.00 |
| 4200042 Nat-Judges Seminar | 341.00 |
| 4200058 Nat-National Sales-DVD | 100.00 |
| 4200061 Nat-Parking,RV | 17,655.00 |
| 4200083 Nat-Seating,Reserved | 11,135.00 |
| 4200088 Nat-Stalls/Grooming Space | 3,850.00 |
| 4200090 Nat-Junior Handlers | 45.00 |
| 4200093 Nat'l - Luring | 20.00 |
| 4200095 National - Other | 8,363.99 |
| Total 4200000 NATIONAL | 102,239.63 |
| 4210000 HERDING-NATIONAL | |
| 4210024 Herding-Donations | 335.00 |
| 4210029 Herding-Entries | 4,825.00 |
| 4210032 Herding-Entries-Instinct Tests | 2,235.50 |
| Total 4210000 HERDING-NATIONAL | 7,395.50 |
| 4220000 AGILITY - NATIONAL | |
| 4220024 Agility-Donations | 255.00 |
| 4220029 Agility-Entries | 20,000.00 |
| 4220030 Agility - National - Other | 302.00 |
| Total 4220000 AGILITY - NATIONAL | 20,557.00 |
| 4230000 TRACKING-NATIONAL | -140.10 |
| 4230024 Tracking-Donations | 200.00 |
| 4230029 Tracking-Entries | 900.00 |
| Total 4230000 TRACKING-NATIONAL | 959.90 |
| 4240000 TEMPERAMENT TESTING | |
| 4240103 TT-Entries-Regional Club | 2,160.00 |
| 4240104 TT-Entries-National | 525.00 |
| 4240105 Temperament Testing - Other | 230.00 |
| Total 4240000 TEMPERAMENT TESTING | 2,915.00 |

| | TOTAL |
|---|---------------------|
| 4250000 LURE COURSING - NATIONALS | 2,900.00 |
| 4300000 RED/BLUE BOOK STORES | 4,704.00 |
| 4300067 Red Book-Sales | 1,171.00 |
| Total 4300000 RED/BLUE BOOK STORES | 5,875.00 |
| 4400000 MEMBERSHIP COMMITTEE | 200.00 |
| 4400077 Membership-Regional Club Dues | 6,562.50 |
| 4400079 Membership-Renewal Dues | 99,674.45 |
| Total 4400000 MEMBERSHIP COMMITTEE | 106,436.95 |
| 4500000 CENTRAL OFFICE | 465.00 |
| 4700000 OTHER INCOME | |
| 4700026 Rescue Calendar Printed | 49.51 |
| 4700039 Interest Income | 4,326.58 |
| 4700060 Other Income | 1,083.29 |
| 4700063 GSDCA Store Sales | 2,661.05 |
| 4700064 Donations | 15,590.82 |
| Total 4700000 OTHER INCOME | 23,711.25 |
| 4900000 Revenue Clearing Account | 0.00 |
| Total Income | \$494,545.45 |
| GROSS PROFIT | \$494,545.45 |
| Expenses | |
| 5000000 FUTURITY EXPENSES | 15,250.00 |
| 5000012 Futurity - Secretary Fee | 430.90 |
| 5000015 Fut-Catalog, Print & Post | 432.14 |
| 5000050 Fut. - Misc | 132.84 |
| 5000062 Fut-Postage | 56.00 |
| 5000074 Fut-Region Club Profit | 13,648.01 |
| 5000085 Fut.-Trophies Nat'l | 466.68 |
| 5000100 Fut-Exhibtor Winner Payouts | 3,117.40 |
| 5000105 Fut-Trophies Regional | 5,277.52 |
| Total 5000000 FUTURITY EXPENSES | 38,811.49 |
| 5100000 REVIEW EXPENSE | |
| 5100030 Rev-Editor-Contractor | 50,000.04 |
| 5100055 Rev-Miscellaneous | 177.84 |
| 5100062 Rev-Postage | 5,299.37 |
| 5100064 Rev - Mail Preparation | 6,253.07 |
| 5100066 Rev-Printing | 60,666.48 |
| 5100067 Review Shipping & Handling | 14,592.24 |
| Total 5100000 REVIEW EXPENSE | 136,989.04 |
| 5130000 National IPO/FH Show Exp | |
| 5130006 Catalog | 916.94 |
| 5130007 Field & Tracking | 546.87 |
| 5130008 Helpers | 1,006.25 |
| 5130009 Judges | 2,025.97 |
| 5130010 Tracklayers & Coordinator | 0.00 |
| 5130011 Lodging & Travel | 8,102.20 |
| 5130012 Trophies, etc. | 373.00 |
| 5130013 Misc | 2,283.13 |
| Total 5130000 National IPO/FH Show Exp | 15,254.36 |
| 5140000 Universal Sieger Show Exp | |

| | TOTAL |
|--|------------------|
| 5140006 Catalog | 516.95 |
| 5140007 Field Equip | 38.56 |
| 5140008 Helpers | 50.00 |
| 5140011 Trophies, etc. | 2,038.49 |
| 5140012 Misc. | 1,709.71 |
| Total 5140000 Universal Sieger Show Exp | 4,353.71 |
| 5150000 WUSV Sieger Show Exp | |
| 5150009 Judges | 48.00 |
| 5150013 Misc | 108.34 |
| Total 5150000 WUSV Sieger Show Exp | 156.34 |
| 5160000 NATIONAL PRESHOW EXPENSE | 105.50 |
| 5170000 GSDCA & USCA Compined Trial Exp | |
| 5170009 Judges | 16.76 |
| 5170011 Lodging & Travel | 1,718.22 |
| Total 5170000 GSDCA & USCA Compined Trial Exp | 1,734.98 |
| 5200000 NATIONAL SHOW | 0.00 |
| 5200006 Nat'l-AKC Recording Fees, Conf | 1,045.00 |
| 5200007 Nat'l-AKC Recording Fees,Obed | 362.50 |
| 5200027 Nat'l-Dinner,Victory | 8,292.66 |
| 5200033 Nat'l-Equip Rental | 4,464.15 |
| 5200035 Nat'l-Hospitality | 2,177.33 |
| 5200038 Nat'l Gold Page | 214.85 |
| 5200043 Nat'l Con Judge fees & lodging | 6,311.96 |
| 5200055 Nat'l-Miscellaneous | 4,390.27 |
| 5200065 Nat'l-Postage,Premium List | 285.74 |
| 5200076 Nat'l Facility Rent | 21,316.84 |
| 5200081 Nat'l-RV Facilities | 2,786.52 |
| 5200096 Nat'l-Supplies,General | 2,658.46 |
| 5200107 Nat'l-Trophies&Ribbons/Conforma | 15,965.85 |
| 5200119 Nat'l - Video | 500.00 |
| Total 5200000 NATIONAL SHOW | 70,772.13 |
| 5210000 HERDING | |
| 5210005 Herding-AKC Recording Fees | 429.00 |
| 5210035 Hospitality | 209.41 |
| 5210042 Nat'l Herd judge fees & lodging | 1,904.97 |
| 5210077 Herding-Rent/Facilities | 840.00 |
| 5210095 Herding-Supent fees | 334.35 |
| 5210105 Herding Trophies, Ribbons, etc | 817.55 |
| Total 5210000 HERDING | 4,535.28 |
| 5220000 AGILITY | |
| 5220005 Agility-AKC Recording fees | 4,826.00 |
| 5220035 Hospitality | 570.41 |
| 5220042 Agility-Judge fees & lodging | 1,441.28 |
| 5220079 Agility-Trophies, Ribbons & etc | 1,354.13 |
| 5220095 Agility-Supent/Secretaries fees | 1,811.92 |
| Total 5220000 AGILITY | 10,003.74 |
| 5230000 TRACKING | 2,063.70 |

| | TOTAL |
|---|------------------|
| 5240000 TEMPERAMENT TEST | 1,240.00 |
| 5250000 LURE COURSING | 1,532.94 |
| 5300000 RED BOOK | 2,590.45 |
| 5400000 MEMBERSHIP | 4,149.60 |
| 6000000 DIRECTORS-BOARD MEETINGS | |
| 6000050 Dir-Lodging | 9,056.58 |
| 6000052 Dir-Meeting Rooms | 1,047.30 |
| 6000055 Dir-Miscellaneous | 88.40 |
| 6000058 Dir-PerDiem | 1,949.59 |
| 6000102 Dir-Travel | 10,726.74 |
| Total 6000000 DIRECTORS-BOARD MEETINGS | 22,868.61 |
| 6030000 PRESIDENT | |
| 6030055 Pres-Miscellaneous | 361.10 |
| Total 6030000 PRESIDENT | 361.10 |
| 6050000 CORRESPONDING SECRETARY | |
| 6050062 Corr Sec-Postage | 9.63 |
| Total 6050000 CORRESPONDING SECRETARY | 9.63 |
| 6070000 TREASURER | |
| 6070001 Treasurer Unallocated Expenses | 0.00 |
| 6070055 Treas-Miscellaneous | 48.82 |
| Total 6070000 TREASURER | 48.82 |
| 6080000 AKC DELEGATE | 19.25 |
| 7020000 SV/WUSV | |
| 7020028 SV/WUSV-Contractor | 12,000.00 |
| 7020029 SV/WUSV-Dues & Subscription | 2,202.98 |
| 7020030 SV/WUSV-Sieger Show | -200.00 |
| 7020033 SV Helpers | 150.00 |
| Total 7020030 SV/WUSV-Sieger Show | -50.00 |
| 7020040 WUSV Univ. Sieger for Austria | 405.27 |
| 7020055 SV/WUSV-Miscellaneous | 467.24 |
| 7020062 SV/WUSV - Postage | 1,070.27 |
| 7020066 SV/WUSV-Printing | 230.48 |
| 7020080 SV Registry & Service Fees | 2,377.87 |
| 7020081 SV - FEDEX Fees | 2,230.11 |
| 7020082 SV Registry Fees | 4,263.14 |
| Total 7020080 SV Registry & Service Fees | 8,871.12 |
| 7020083 SV Judges Release | 901.39 |
| 7020097 SV/WUSV-Supplies,Office | 1,721.73 |
| 7020102 SV/WUSV-Travel | 2,542.25 |
| Total 7020000 SV/WUSV | 30,362.73 |
| 7030000 VIDEO | 180.00 |
| 7040000 WEB PAGE EXPENSE | |
| 7040021 Web Pg-Contract Labor | 42,000.00 |
| 7040055 Web pg-Miscellaneous | 1,405.74 |
| Total 7040000 WEB PAGE EXPENSE | 43,405.74 |
| 7090000 AWARDS EXPENSE | 13,795.21 |
| 7090062 Postage | 100.00 |

| | TOTAL |
|---|---------------------|
| 7090066 Printing | 211.46 |
| 7090097 Office Supplies | 23.68 |
| Total 7090000 AWARDS EXPENSE | 14,130.35 |
| 7150000 PUBLICITY | 19.30 |
| 7160000 REGIONAL CLUB LIAISON | 2,216.67 |
| 7180000 ROM DAMS | 420.00 |
| 7220000 CENTRAL OFFICE EXPENSE | 2,402.03 |
| 7300000 GENERAL & ADMINISTRATIVE | 3.79 |
| 7300001 G&A-Accounting | 11,375.00 |
| 7300009 G&A-Audit | 9,400.00 |
| 7300014 G&A-Bank Charges | 8,033.58 |
| 7300028 G&A Donations | 15,196.82 |
| 7300040 G&A-Insurance | 1,280.16 |
| 7300041 Insurance D&O/EPL | 5,032.01 |
| 7300042 Insurance Fidelity Bond | 549.00 |
| 7300043 Insurance Business Liability | 7,674.00 |
| Total 7300040 G&A-Insurance | 14,535.17 |
| 7300048 G&A-Legal & Professional | 25.00 |
| 7300055 G&A-Miscellaneous | 675.90 |
| 7300056 Morgan Stanley Account Value De | 260.66 |
| Total 7300000 GENERAL & ADMINISTRATIVE | 59,505.92 |
| 7400000 ELECTIONS | |
| 7400021 Election-Contract Labor | 4,985.00 |
| 7400062 Election-Postage | 1,405.01 |
| 7400066 Election-Printing | 1,490.00 |
| Total 7400000 ELECTIONS | 7,880.01 |
| 7600000 Product Selling Costs | |
| 7500022 Products-Cost of Goods sold | 147.79 |
| 7500024 GSDCA Store CofGS | 564.95 |
| Total 7500022 Products-Cost of Goods sold | 712.74 |
| Total 7600000 Product Selling Costs | 712.74 |
| Total Expenses | \$478,836.16 |
| NET OPERATING INCOME | \$15,709.29 |
| NET INCOME | \$15,709.29 |