

## GSDCA 2021 budget master

	Total			General		
	2021 Budget	2020 Prelim	2019	2021 Budget	2020 Prelim	2019
Revenues						
Program	354,155	284,986	365,441	12,230	10,469	8,246
Dues	86,000	86,031	79,724	86,000	86,031	79,724
Donations	51,234	53,406	65,363	4,884	4,884	1,240
Investment income	1,500	5,916	8,279	1,500	5,916	8,279
Other income	3,000	2,871	5,953	3,000	2,871	5,953
Total Revenues	495,889	433,211	524,760	107,614	110,172	103,442
Expenses						
Program	422,366	379,786	503,905	84,280	83,578	97,813
General & Admin	57,600	53,882	50,559	57,600	53,882	50,559
Total expenses	479,966	433,668	554,465	141,880	137,461	148,372
Net (loss)	15,923	(457)	(29,705)	(34,266)	(27,289)	(44,930)

	Futurity			Review		
	2021 Budget	2020 Prelim	2019	2021 Budget	2020 Prelim	2019
Revenues						
Program	34,300	27,378	38,027	132,000	133,179	145,644
Dues						
Donations	4,500	6,572	4,202			
Investment income						
Other income						
Total Revenues	38,800	33,950	42,229	132,000	133,179	145,644
Expenses						
Program	29,750	25,557	28,726	124,000	121,901	137,952
General & Admin						
Total expenses	29,750	25,557	28,726	124,000	121,901	137,952
Net (loss)	9,050	8,393	13,503	8,000	11,278	7,692

	National			SV Program		
	2021 Budget	2020 Prelim	2019	2021 Budget	2020 Prelim	2019
Revenues						
Program	109,625	81,342	124,734	66,000	32,618	48,790
Dues						
Donations	35,850	41,950	44,876	6,000	0	15,045
Investment income						
Other income						
Total Revenues	145,475	123,292	169,610	72,000	32,618	63,835
Expenses						
Program	111,486	106,303	172,094	72,850	42,447	67,321
General & Admin						
Total expenses	111,486	106,303	172,094	72,850	42,447	67,321
Net (loss)	33,989	16,989	(2,484)	(850)	(9,829)	(3,486)

# GSDCA General & Administration Budget - 2021

## 1 General & Admin summary

	10	11	12	14 Purina	15	16	17 AKC	Total 1	2020	2019
	1 General	Directors -	Individual	Club	Regional	Internet	Delegate	General	Prelim	Actual
	& Admin	Board	mbr	Support	Club			& Admin		
		meetings						2021		
<b>Revenue</b>								<b>Budget</b>	<b>2020</b>	<b>2019</b>
401 Advertising	0					1,000		1,000	900	1,975
402 Awards - income	0							0	53	
406 Central Office - misc income	200				0			200	203	79
407 Donations	0			4,884	0			4,884	4,884	1,240
412 Investment/interest income	1,500							1,500	5,916	8,279
415 Marketing - income	0							0	120	40
416 Membership - income	0		80,000		6,000			86,000	86,031	79,724
417 Miscellaneous - income	3,000	0		0		0	0	3,000	2,871	5,953
418 Product Sales	5,000							5,000	3,174	
420 Red book sales	5,200							5,200	5,143	5,508
427 Temperment Testing - income	200				630			830	630	645
436 Illustrated Standard Income	0							0	247	
<b>Total Revenue</b>	<b>15,100</b>	<b>0</b>	<b>80,000</b>	<b>0</b>	<b>4,884</b>	<b>6,630</b>	<b>1,000</b>	<b>107,614</b>	<b>110,172</b>	<b>103,442</b>
<b>Gross Profit</b>	<b>15,100</b>	<b>0</b>	<b>80,000</b>	<b>0</b>	<b>4,884</b>	<b>6,630</b>	<b>1,000</b>	<b>107,614</b>	<b>110,172</b>	<b>103,442</b>
<b>Expenditures</b>										
501 Accounting services	15,000							15,000	14,270	14,440
502 AKC fees	0							0	200	
503 Audit	11,000							11,000	9,400	10,300
504 Awards - expenses	8,000			500	100			8,600	6,264	14,122
505 Bank & credit card charges	10,500							10,500	10,074	9,150
508 Central Office - misc expense	3,000							3,000	2,835	5,886
509 Contract labor	0					30,000		30,000	25,000	21,000
511 Elections	8,500							8,500	7,331	15,787
514 Facility rental	0	500						500	488	590
519 Insurance & Fidelity bond	20,000							20,000	18,315	16,670
522 Legal	500							500	1,175	
523 Lodging & travel	0	8,500		2,500			0	11,000	17,140	10,473
524 Marketing - expense	4,130							4,130	1,602	1,581
525 Membership - expense	0		500		150			650	500	0
526 Miscellaneous expense	500	1,500	0	0	0	6,950	0	8,950	8,863	5,083
527 Postage & handling	400		0	0	150			550	545	320
529 Product - cost of sales	2,500							2,500	4,007	6,333
530 Product - postage & shipping	1,000							1,000	776	1,540
531 Redbook - printing	1,700							1,700	1,685	1,639
532 Redbook - postage & misc	800							800	786	805
534 Review ad reclass - expense	1,000							1,000	1,425	1,140
535 ROM dam/sire	1,000							1,000	893	1,004
538 Subscriptions	200							200	166	25
539 Supplies					600			600	531	
540 Temperment Testing - expenses	0				100			100	0	236
541 Treasurer	100							100	2,996	213
545 Education	0							0		10,035
548 Illustrated Standard Expense	0							0	76	
549 Interest Expense	0							0	117	
<b>Total Expenditures</b>	<b>89,830</b>	<b>10,500</b>	<b>500</b>	<b>3,000</b>	<b>0</b>	<b>1,100</b>	<b>36,950</b>	<b>141,880</b>	<b>137,461</b>	<b>148,372</b>
<b>Net Operating Revenue</b>	<b>(74,730)</b>	<b>(10,500)</b>	<b>79,500</b>	<b>(3,000)</b>	<b>4,884</b>	<b>5,530</b>	<b>(35,950)</b>	<b>0</b>	<b>(34,266)</b>	<b>(27,289)</b>
<b>Net Revenue</b>	<b>(74,730)</b>	<b>(10,500)</b>	<b>79,500</b>	<b>(3,000)</b>	<b>4,884</b>	<b>5,530</b>	<b>(35,950)</b>	<b>0</b>	<b>(34,266)</b>	<b>(27,289)</b>

# GSDCA

## 1 General & Admin

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
401 Advertising		-	
402 Awards - income		53	0
406 Central Office - misc income	200	173	79
407 Donations	-	-	1,040
412 Investment/interest income	1,500	5,916	8,279
415 Marketing - income	-	120	40
416 Membership - income	-	6	469
417 Miscellaneous - income	3,000	2,821	5,203
418 Product sales	5,000	3,174	0
420 Red book sales	5,200	5,143	5,508
427 Temperment Testing - income	200	-	
436 Illustrated Standard Income	-	247	0
<b>Total Revenue</b>	<b>15,100</b>	<b>17,653</b>	<b>20,617</b>
<b>Gross Profit</b>	<b>15,100</b>	<b>17,653</b>	<b>20,617</b>
<b>Expenditures</b>			
501 Accounting services	15,000	14,270	14,440
502 AKC fees	-	200	
503 Audit	11,000	9,400	10,300
504 Awards - expenses	8,000	4,866	13,538
505 Bank & credit card charges	10,500	10,074	9,150
508 Central Office - misc expense	3,000	2,835	5,886
509 Contract labor	-	-	
511 Elections	8,500	7,331	15,787
514 Facility rental		-	
519 Insurance & Fidelity bond	20,000	18,315	16,670
522 Legal	500	1,175	
523 Lodging & travel	-	(0)	240
524 Marketing - expense	4,130	1,602	1,581
525 Membership - expense		-	
526 Miscellaneous expense	500	503	579
527 Postage & handling	400	382	301
529 Product - cost of sales	2,500	4,007	6,333
530 Product - postage & shipping	1,000	776	1,540
531 Redbook - printing	1,700	1,685	1,639
532 Redbook - postage & misc	800	786	805
534 Review ad reclass - expense	1,000	1,425	1,140
535 ROM dam/sire	1,000	893	1,004
538 Subscriptions	200	166	25
540 Temperment Testing - expenses	-	-	
541 Treasurer	100	2,996	213
545 Education	-	-	10,035
548 Illustrated Standard Expense	-	76	
549 Interest Expense	-	117	
<b>Total Expenditures</b>	<b>89,830</b>	<b>83,881</b>	<b>111,206</b>
<b>Net Operating Revenue</b>	<b>(74,730)</b>	<b>(66,229)</b>	<b>(90,589)</b>
<b>Net Revenue</b>	<b>(74,730)</b>	<b>(66,229)</b>	<b>(90,589)</b>

marketing committee to confirm

Marketing committee to confirm

\$1200 each Google SEM, Sprout Analytics

## GSDCA

### 10 Directors - Board meetings

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
417 Miscellaneous - income			
<b>Total Revenue</b>	-	0	0
<b>Gross Profit</b>	-	0	0
<b>Expenditures</b>			
514 Facility rental	500	488	590
523 Lodging & travel	8,500	16,445	8,354
526 Miscellaneous expense	1,500	1,670	538
<b>Total Expenditures</b>	10,500	18,603	9,483
<b>Net Operating Revenue</b>	<b>(10,500)</b>	<b>(18,603)</b>	<b>(9,483)</b>
<b>Net Revenue</b>	<b>(10,500)</b>	<b>(18,603)</b>	<b>(9,483)</b>

# GSDCA

## 11 Individual

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
<b>416 Membership - income</b>	80,000	80,100	73,201
<b>Total Revenue</b>	<u>80,000</u>	<u>80,100</u>	<u>73,201</u>
<b>Gross Profit</b>	<u>80,000</u>	<u>80,100</u>	<u>73,201</u>
<b>Expenditures</b>			
<b>525 Membership - expense</b>	500	365	
<b>526 Miscellaneous expense</b>		0	
<b>527 Postage &amp; handling</b>		30	
<b>Total Expenditures</b>	<u>500</u>	<u>395</u>	<u>0</u>
<b>Net Operating Revenue</b>	<u>79,500</u>	<u>79,706</u>	<u>73,201</u>
<b>Net Revenue</b>	<u>79,500</u>	<u>79,706</u>	<u>73,201</u>

# GSDCA

12 President

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
<b>417 Miscellaneous - income</b>			
<b>Total Revenue</b>	<u>-</u>	<u>0</u>	<u>0</u>
<b>Gross Profit</b>	<u>-</u>	<u>0</u>	<u>0</u>
<b>Expenditures</b>			
<b>504 Awards - expenses</b>	500	1,316	426
<b>523 Lodging &amp; travel</b>	2,500		
<b>526 Miscellaneous expense</b>			84
<b>527 Postage &amp; handling</b>			19
<b>Total Expenditures</b>	<u>3,000</u>	<u>1,316</u>	<u>529</u>
<b>Net Operating Revenue</b>	<u>(3,000)</u>	<u>(1,316)</u>	<u>(529)</u>
<b>Net Revenue</b>	<u>(3,000)</u>	<u>(1,316)</u>	<u>(529)</u>

# GSDCA

## 14 Purina Club Support

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
<b>407 Donations</b>	<b>4,884</b>	4,884	0
<b>Total Revenue</b>	<b>4,884</b>	<b>4,884</b>	<b>0</b>
<b>Gross Profit</b>	<b>4,884</b>	<b>4,884</b>	<b>0</b>
<b>Expenditures</b>			
<b>526 Miscellaneous expense</b>			
<b>Total Expenditures</b>	<b>-</b>	<b>0</b>	<b>0</b>
<b>Net Operating Revenue</b>	<b>4,884</b>	<b>4,884</b>	<b>0</b>
<b>Net Revenue</b>	<b>4,884</b>	<b>4,884</b>	<b>0</b>

# GSDCA

## 15 Regional Club

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
406 Central Office - misc income		30	
407 Donations			200
416 Membership - income	6,000	5,925	6,054
427 Temperment Testing - income	630	630	645
<b>Total Revenue</b>	<u>6,630</u>	<u>6,585</u>	<u>6,899</u>
<b>Gross Profit</b>	<u>6,630</u>	<u>6,585</u>	<u>6,899</u>
<b>Expenditures</b>			
504 Awards - expenses	100	82	158
525 Membership - expense	150	135	
526 Miscellaneous expense		0	
527 Postage & handling	150	133	
539 Supplies	600	531	
540 Temperment Testing - expenses	100	0	236
<b>Total Expenditures</b>	<u>1,100</u>	<u>881</u>	<u>394</u>
<b>Net Operating Revenue</b>	<u>5,530</u>	<u>5,704</u>	<u>6,505</u>
<b>Net Revenue</b>	<u><u>5,530</u></u>	<u><u>5,704</u></u>	<u><u>6,505</u></u>



# GSDCA

## 16 Internet aka Webmaster

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
<b>401 Advertising</b>	1,000	900	1,975
<b>417 Miscellaneous - income</b>		50	750
<b>Total Revenue</b>	<u>1,000</u>	<u>950</u>	<u>2,725</u>
<b>Gross Profit</b>	<u>1,000</u>	<u>950</u>	<u>2,725</u>
<b>Expenditures</b>			
<b>509 Contract labor</b>	30,000	25,000	21,000
<b>526 Miscellaneous expense</b>	6,950	6,690	3,881
<b>Total Expenditures</b>	<u>36,950</u>	<u>31,690</u>	<u>24,881</u>
<b>Net Operating Revenue</b>	<u>(35,950)</u>	<u>(30,740)</u>	<u>(22,156)</u>
<b>Net Revenue</b>	<u>(35,950)</u>	<u>(30,740)</u>	<u>(22,156)</u>

# GSDCA

## 17 AKC Delegate

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
<b>417 Miscellaneous - income</b>			
<b>Total Revenue</b>	<u>-</u>	<u>0</u>	<u>0</u>
<b>Gross Profit</b>	<u>-</u>	<u>0</u>	<u>0</u>
<b>Expenditures</b>			
<b>523 Lodging &amp; travel</b>	-	695	1,879
<b>526 Miscellaneous expense</b>			
<b>Total Expenditures</b>	<u>-</u>	<u>695</u>	<u>1,879</u>
<b>Net Operating Revenue</b>	<u>-</u>	<u>(695)</u>	<u>(1,879)</u>
<b>Net Revenue</b>	<u>-</u>	<u>(695)</u>	<u>(1,879)</u>

**GSDCA**

**Futurity**

	20 Region 1 - 2 Futurity	21 Region 2 - Northeast	22 Region 3 - Mid-Atlantic	23 Region 4 - Southeast	24 Region 5 - Great Lakes	25 Region 6 - Midwest	26 Region 7 - Southwest	27 Region 8 - South Pacific	28 Region 9 - Mid-Pacific	Northwest	Total 2 Futurity	2021 Budget	2020 Prelim	2019
<b>Revenue</b>														
404 Catalog Ads	6,700										6,700	6,700	5,835	1,954
405 Catalog sales	600										600	600	608	824
407 Donations	4,500										4,500	4,500	6,572	4,202
408 Entries	15,000										15,000	15,000	11,160	18,270
411 Individual nomination fee	-										-	0	0	6,410
413 Litter nomination	8,000										8,000	8,000	9,680	380
414 Litter nomination - late	-										-	0	0	250
427 Temperment Testing - income	-										-	0	95	0
430 Video	4,000										4,000	4,000	0	9,939
<b>Total Revenue</b>	<b>38,800</b>	-	-	-	-	-	-	-	-	-	<b>38,800</b>	<b>38,800</b>	<b>33,950</b>	<b>42,229</b>
<b>Expenditures</b>														
504 Awards - expenses	5,800										5,800	5,800	2,674	2,241
507 Catalog printing	2,800										2,800	2,800	1,011	772
513 Exhibitor Winner Payout	2,000										2,000	2,000	1,860	2,505
526 Miscellaneous expense	250										250	250	552	1,340
527 Postage & Handling	1,000										1,000	1,000	1,119	0
533 Regional Club Profit	12,000										12,000	12,000	12,689	11,860
534 Review ad reclass - expense	3,000										3,000	3,000	2,945	3,325
537 Secretary/superintendent fee	1,200										1,200	1,200	1,302	1,579
542 Trophies/ribbons - expense	1,700										1,700	1,700	1,405	5,105
<b>Total Expenditures</b>	<b>29,750</b>	-	-	-	-	-	-	-	-	-	<b>29,750</b>	<b>29,750</b>	<b>25,557</b>	<b>28,726</b>
<b>Net Operating Revenue</b>	<b>9,050</b>	-	-	-	-	-	-	-	-	-	<b>9,050</b>	<b>9,050</b>	8,393	13,503

# GSDCA

## Review

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
Revenue			
401 Advertising	40,000	43,018	38,145
417 Miscellaneous - income		50	0
422 Review ad reclass - income	20,000	19,000	30,353
423 Review subscription income	72,000	71,111	77,147
Total Revenue	<u>132,000</u>	<u>133,179</u>	<u>145,644</u>
Expenditures			
509 Contract labor	50,000	50,000	60,417
526 - Misc expense		0	0
527 Postage & handling	12,000	13,022	9,575
528 Printing	62,000	58,879	67,960
Total Expenditures	<u>124,000</u>	<u>121,901</u>	<u>137,952</u>
Net Operating Revenue	<u>8,000</u>	<u>11,278</u>	<u>7,692</u>

**GSDCA**  
2021 Nat'l Budget

	4 National Specialties	40 National Preshow	41 Confirmation	42 Obedience	43 Rally	44 Agility	45 Herding	46 Tracking	47 Barnhart & Lure	48 Scent Work	Total 4 National Specialties 2021 Budget	2020 Prelim	2019 Actual
<b>Revenue</b>													
403 Booth Rental	4,000										4,000	200	2,250
404 Catalog Ads	1,700										1,700	1,675	1,690
405 Catalog sales	6,500	350				50					6,900	3,595	7,294
407 Donations	20,000		7,000	2,500	1,250	1,500	1,800	300	0	1,500	35,850	41,950	44,876
408 Entries	1,500	4,300	11,000	3,250	3,500	14,500	8,500	675	2,500	16,000	65,725	53,553	61,067
409 Gold Page luncheon - income	0										0	0	2,100
410 Grooming stalls	4,000										4,000	0	11,552
417 Miscellaneous - income	0	0	0	0	0	0	0	0	0	0	0	494	217
418 Product sales	7,000										7,000	0	6,624
421 Reserved seating	0		9,500								9,500	3,320	10,465
424 RV - income	0										0	15,556	11,936
427 Temperament test - income	1,800										1,800	1,279	1,780
428 Trophies/ribbons - income	0										0	700	0
429 Victory dinner - income	9,000										9,000	970	7,760
<b>Total Revenue</b>	<b>55,500</b>	<b>4,650</b>	<b>27,500</b>	<b>5,750</b>	<b>4,750</b>	<b>16,050</b>	<b>10,300</b>	<b>975</b>	<b>2,500</b>	<b>17,500</b>	<b>145,475</b>	<b>123,292</b>	<b>169,610</b>
<b>Gross Profit</b>	<b>55,500</b>	<b>4,650</b>	<b>27,500</b>	<b>5,750</b>	<b>4,750</b>	<b>16,050</b>	<b>10,300</b>	<b>975</b>	<b>2,500</b>	<b>17,500</b>	<b>145,475</b>	<b>123,292</b>	<b>169,610</b>
<b>Expenditures</b>													
502 AKC fees	0	475	1,100	550	400	2,500	1,500	91	0	2,450	9,066	7,819	8,866
504 Awards - expenses	2,000			0	0	0				0	2,000	3,138	1,906
505 Bank & credit card charges	0						0				0	0	12
507 Catalog printing	0	200	2,000	400	400	100					3,100	2,296	3,792
512 Equip rental	0	0	0	0		0			1,800		1,800	3,070	12,533
514 Facility rental	0	250	8,000	450	450	4,400	400	100		2,000	16,050	14,619	22,976
516 Gold Page luncheon - expenses	0										0	0	2,200
518 Hospitality	5,000	0	0			0	50	50	0		5,100	916	6,345
520 Judge fee	0			750	300	1,500	900	200		1,500	5,150	3,838	5,901
523 Lodging & travel	0	350	2,600	1,400	620	2,500	900	1,200	0	1,000	10,570	12,921	15,418
526 Miscellaneous expense	1,800	0	350			0				0	2,150	1,934	2,337
527 Postage & handling	150	0	0	0		0	0	0		0	150	284	449
528 Printing	300										300	1,041	
529 Product - cost of sales	3,000										3,000	0	4,528
530 Product - postage & shipping	0										0	0	599
534 Review ad reclass - expense	6,175										6,175	8,265	6,460
536 RV - expense	0										0	8,725	5,385
537 Secretary/superintendent fee	0		5,000	1,200	1,400	2,625	600			800	11,625	9,327	10,426
539 Supplies	0			0	0	0	0	0	400	500	900	912	755
540 Temperment Testing - expenses	250										250	170	415
542 Trophies/ribbons - expense	2,000	200	9,000	3,000	1,000	4,000	3,500	300	100	2,500	25,600	17,816	39,588
543 Victory dinner - expense	8,500										8,500	763	10,710
546 Sod Expense	0		0								0	8,450	10,492
<b>Total Expenditures</b>	<b>29,175</b>	<b>1,475</b>	<b>28,050</b>	<b>7,750</b>	<b>4,570</b>	<b>17,625</b>	<b>7,850</b>	<b>1,941</b>	<b>2,300</b>	<b>10,750</b>	<b>111,486</b>	<b>106,303</b>	<b>172,094</b>
<b>Net Operating Revenue</b>	<b>26,325</b>	<b>3,175</b>	<b>(550)</b>	<b>(2,000)</b>	<b>180</b>	<b>(1,575)</b>	<b>2,450</b>	<b>(966)</b>	<b>200</b>	<b>6,750</b>	<b>33,989</b>	<b>16,989</b>	<b>(2,484)</b>
<b>Net Revenue</b>	<b>26,325</b>	<b>3,175</b>	<b>(550)</b>	<b>(2,000)</b>	<b>180</b>	<b>(1,575)</b>	<b>2,450</b>	<b>(966)</b>	<b>200</b>	<b>6,750</b>	<b>33,989</b>	<b>16,989</b>	<b>(2,484)</b>

**GSDCA****4 National Specialties**

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
403 Booth Rental	4,000	200	2,250
404 Catalog Ads	1,700	1,675	1,690
405 Catalog sales	6,500	3,280	6,730
407 Donations	20,000	25,960	25,942
408 Entries	1,500	455	1,755
409 Gold Page luncheon - income	-	0	2,100
410 Grooming stalls	4,000	0	11,552
417 Miscellaneous - income	-	0	62
418 Product sales	7,000	0	6,624
421 Reserved seating	-	0	10,465
424 RV - income	-	15,556	11,936
427 Temperament test - income	1,800	1,279	1,780
428 Trophies/ribbons - income	-	700	
429 Victory dinner - income	9,000	970	7,760
<b>Total Revenue</b>	<u>55,500</u>	<u>50,075</u>	<u>90,645</u>
<b>Gross Profit</b>	55,500	50,075	90,645

<b>Expenditures</b>			
502 AKC fees	-	0	(250)
504 Awards - expenses	2,000	2,792	1,906
505 Bank & credit card charges	-	0	
507 Catalog printing	-	0	
512 Equip rental	-	0	6,537
514 Facility rental	-	550	9,820
516 Gold Page luncheon - expenses	-	0	2,200
518 Hospitality	5,000	790	5,727
520 Judge fee	-	0	
523 Lodging & travel	-	977	2,691
526 Miscellaneous expense	1,800	1,584	1,688
527 Postage & handling	150	251	43
528 Printing	300	1,041	
529 Product - cost of sales	3,000	0	4,528
530 Product - postage & shipping	-	0	599
534 Review ad reclass - expense	6,175	8,265	6,460
536 RV - expense	-	8,725	5,385
537 Secretary/superintendent fee	-	0	572
539 Supplies	-	289	
540 Temperment Testing - expenses	250	170	415
542 Trophies/ribbons - expense	2,000	(3,786)	2,052
543 Victory dinner - expense	8,500	763	10,710
546 Sod Expense	-	0	10,492
<b>Total Expenditures</b>	<u>29,175</u>	<u>22,412</u>	<u>71,576</u>

<b>Net Operating Revenue</b>	<u>26,325</u>	<u>27,663</u>	<u>19,070</u>
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# GSDCA

## 40 National Preshow

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
<b>Revenue</b>			
405 Catalog sales	350	273	405
408 Entries	4,300	3,693	4,366
417 Miscellaneous - income		0	0
<b>Total Revenue</b>	<u>4,650</u>	<u>3,966</u>	<u>4,771</u>
<b>Gross Profit</b>	<u>4,650</u>	<u>3,966</u>	<u>4,771</u>
<b>Expenditures</b>			
502 AKC fees	475	430	478
507 Catalog printing	200	167	234
512 Equip rental	-	0	9
514 Facility rental	250	1,525	1,250
518 Hospitality	-	0	25
523 Lodging & travel	350	359	1,177
526 Miscellaneous expense	-	0	4
527 Postage & handling	-	0	39
542 Trophies/ribbons - expense	200	153	417
<b>Total Expenditures</b>	<u>1,475</u>	<u>2,634</u>	<u>3,633</u>
<b>Net Operating Revenue</b>	<u>3,175</u>	<u>1,332</u>	<u>1,138</u>
<b>Net Revenue</b>	<u>3,175</u>	<u>1,332</u>	<u>1,138</u>

# GSDCA

## 41 Conformation

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
407 Donations	7,000	6,100	7,714
408 Entries	11,000	10,305	11,670
417 Miscellaneous - income		0	
421 Reserved seating	9,500	3,320	
<b>Total Revenue</b>	<b>27,500</b>	<b>19,725</b>	<b>19,384</b>
<b>Gross Profit</b>	<b>27,500</b>	<b>19,725</b>	<b>19,384</b>
<b>Expenditures</b>			
502 AKC fees	1,100	1,084	1,109
507 Catalog printing	2,000	1,375	2,191
512 Equip rental	-	625	541
514 Facility rental	8,000	5,750	3,480
518 Hospitality	-	27	
523 Lodging & travel	2,600	3,128	3,597
526 Miscellaneous expense	350	350	455
527 Postage & handling	-	0	117
537 Secretary/superintendent fee	5,000	4,811	5,001
542 Trophies/ribbons - expense	9,000	7,587	13,859
546 Sod Expense	-	8,450	
<b>Total Expenditures</b>	<b>28,050</b>	<b>33,186</b>	<b>30,350</b>
<b>Net Operating Revenue</b>	<b>(550)</b>	<b>(13,461)</b>	<b>(10,966)</b>
<b>Net Revenue</b>	<b>(550)</b>	<b>(13,461)</b>	<b>(10,966)</b>



# GSDCA

## 42 Obedience

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
<b>Revenue</b>			
<b>407 Donations</b>	2,500	3,175	2,950
<b>408 Entries</b>	3,250	2,685	3,250
<b>417 Miscellaneous - income</b>		394	155
<b>Total Revenue</b>	<u>5,750</u>	<u>6,254</u>	<u>6,355</u>
<b>Gross Profit</b>	<u>5,750</u>	<u>6,254</u>	<u>6,355</u>
<b>Expenditures</b>			
<b>502 AKC fees</b>	550	262	584
<b>504 Awards - expenses</b>	-	120	
<b>507 Catalog printing</b>	400	358	610
<b>512 Equip rental</b>	-	0	358
<b>514 Facility rental</b>	450	550	1,436
<b>520 Judge fee</b>	750	0	825
<b>523 Lodging &amp; travel</b>	1,400	2,147	2,113
<b>527 Postage &amp; handling</b>	-	0	59
<b>537 Secretary/superintendent fee</b>	1,200	1,253	1,393
<b>539 Supplies</b>	-	5	
<b>542 Trophies/ribbons - expense</b>	3,000	3,146	2,431
<b>Total Expenditures</b>	<u>7,750</u>	<u>7,842</u>	<u>9,808</u>
<b>Net Operating Revenue</b>	<u>(2,000)</u>	<u>(1,588)</u>	<u>(3,453)</u>
<b>Net Revenue</b>	<u>(2,000)</u>	<u>(1,588)</u>	<u>(3,453)</u>

# GSDCA

## Rally

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
<b>407 Donations</b>	1,250	1,375	1,569
<b>408 Entries</b>	3,500	2,965	3,510
<b>417 Miscellaneous - income</b>		0	
<b>Total Revenue</b>	<u>4,750</u>	<u>4,340</u>	<u>5,079</u>
<b>Gross Profit</b>	4,750	4,340	5,079
<b>Expenditures</b>			
<b>502 AKC fees</b>	400	389	453
<b>504 Awards - expenses</b>	-	120	0
<b>507 Catalog printing</b>	400	396	659
<b>514 Facility rental</b>	450	550	235
<b>520 Judge fee</b>	300	0	150
<b>523 Lodging &amp; travel</b>	620	1,850	185
<b>537 Secretary/superintendent fee</b>	1,400	1,384	1,504
<b>539 Supplies</b>	-	5	
<b>542 Trophies/ribbons - expense</b>	1,000	716	1,100
<b>Total Expenditures</b>	<u>4,570</u>	<u>5,410</u>	<u>4,286</u>
<b>Net Operating Revenue</b>	<u>180</u>	<u>(1,070)</u>	<u>793</u>
<b>Net Revenue</b>	<u>180</u>	<u>(1,070)</u>	<u>793</u>

# GSDCA

## 44 Agility

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
<b>Revenue</b>			
405 Catalog sales	50	42	159
407 Donations	1,500	1,655	1,835
408 Entries	14,500	14,957	12,686
417 Miscellaneous - income		0	
<b>Total Revenue</b>	<u>16,050</u>	<u>16,654</u>	<u>14,680</u>
<b>Gross Profit</b>	<u>16,050</u>	<u>16,654</u>	<u>14,680</u>
<b>Expenditures</b>			
502 AKC fees	2,500	2,406	2,519
504 Awards - expenses	-	120	0
507 Catalog printing	100	0	97
512 Equip rental	-	2,445	1,800
514 Facility rental	4,400	4,450	3,480
518 Hospitality	-	0	50
520 Judge fee	1,500	1,538	1,226
523 Lodging & travel	2,500	2,211	2,853
526 Miscellaneous expense	-	0	40
527 Postage & handling	-	13	15
537 Secretary/superintendent fee	2,625	400	550
539 Supplies	-	144	182
542 Trophies/ribbons - expense	4,000	3,900	11,186
<b>Total Expenditures</b>	<u>17,625</u>	<u>17,626</u>	<u>23,997</u>
<b>Net Operating Revenue</b>	<u>(1,575)</u>	<u>(972)</u>	<u>(9,317)</u>
<b>Net Revenue</b>	<u>(1,575)</u>	<u>(972)</u>	<u>(9,317)</u>

**GSDCA**  
**45 Herding**

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
<b>Revenue</b>			
<b>407 Donations</b>	1,800	2,090	2,612
<b>408 Entries</b>	8,500	2,010	10,590
<b>417 Miscellaneous - income</b>			
<b>Total Revenue</b>	<u>10,300</u>	<u>4,100</u>	<u>13,202</u>
<b>Gross Profit</b>	<u>10,300</u>	<u>4,100</u>	<u>13,202</u>
<b>Expenditures</b>			
<b>502 AKC fees</b>	1,500	810	1,657
<b>505 Bank &amp; credit card charges</b>	-	0	12
<b>512 Equip rental stk handlers</b>	-	0	3,288
<b>514 Facility rental</b>	400	319	1,255
<b>518 Hospitality</b>	50	49	321
<b>520 Judge fee</b>	900	600	2,300
<b>523 Lodging &amp; travel</b>	900	790	1,758
<b>527 Postage &amp; handling</b>	-	0	111
<b>537 Secretary/superintendent fee</b>	600	679	606
<b>539 Supplies</b>	-	0	152
<b>542 Trophies/ribbons - expense</b>	3,500	4,300	5,209
<b>Total Expenditures</b>	<u>7,850</u>	<u>7,548</u>	<u>16,670</u>
<b>Net Operating Revenue</b>	<u>2,450</u>	<u>(3,448)</u>	<u>(3,468)</u>
<b>Net Revenue</b>	<u>2,450</u>	<u>(3,448)</u>	<u>(3,468)</u>

# GSDCA

## 46 Tracking

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
<b>407 Donations</b>	300	285	505
<b>408 Entries</b>	675	650	675
<b>417 Miscellaneous - income</b>			
<b>Total Revenue</b>	975	935	1,180
<b>Gross Profit</b>	975	935	1,180
<b>Expenditures</b>			
<b>502 AKC fees</b>	91	21	91
<b>514 Facility rental</b>	100	0	30
<b>518 Hospitality</b>	50	49	222
<b>520 Judge fee</b>	200	200	
<b>523 Lodging &amp; travel</b>	1,200	471	1,044
<b>527 Postage &amp; handling</b>	-	21	
<b>539 Supplies</b>	-	0	8
<b>542 Trophies/ribbons - expense</b>	300	0	289
<b>Total Expenditures</b>	1,941	762	1,684
<b>Net Operating Revenue</b>	(966)	173	(504)
<b>Net Revenue</b>	(966)	173	(504)

# GSDCA

## 47 Barnhunt & Lure

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
<b>Revenue</b>			
<b>407 Donations</b>			
<b>408 Entries</b>	2,500	0	
<b>417 Miscellaneous - income</b>			
<b>Total Revenue</b>	<u>2,500</u>	<u>0</u>	<u>0</u>
<b>Gross Profit</b>	<u>2,500</u>	<u>0</u>	<u>0</u>
<b>Expenditures</b>			
<b>502 AKC fees</b>			
<b>512 Equip rental (purchase)</b>	1,800	0	
<b>518 Hospitality</b>			
<b>523 Lodging &amp; travel</b>			
<b>539 Supplies</b>	400		Deposit for Barnhunt
<b>542 Trophies/ribbons - expense</b>	100		
<b>Total Expenditures</b>	<u>2,300</u>	<u>0</u>	<u>0</u>
<b>Net Operating Revenue</b>	<u>200</u>	<u>0</u>	<u>0</u>
<b>Net Revenue</b>	<u>200</u>	<u>0</u>	<u>0</u>

**GSDCA**  
**48 Scent Work**

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
<b>407 Donations</b>	1,500	1,310	1,749
<b>408 Entries</b>	16,000	15,833	12,565
<b>417 Miscellaneous - income</b>		100	
<b>Total Revenue</b>	17,500	17,243	14,314
<b>Gross Profit</b>	17,500	17,243	14,314
<b>Expenditures</b>			
<b>502 AKC fees</b>	2,450	2,419	2,226
<b>504 Awards - expenses</b>	-	(15)	
<b>514 Facility rental</b>	2,000	925	1,990
<b>520 Judge fee</b>	1,500	1,500	1,400
<b>523 Lodging &amp; travel</b>	1,000	987	
<b>526 Miscellaneous expense</b>	-	0	150
<b>527 Postage &amp; handling</b>	-	0	65
<b>537 Secretary/superintendent fee</b>	800	800	800
<b>539 Supplies</b>	500	469	413
<b>542 Trophies/ribbons - expense</b>	2,500	1,799	3,045
<b>Total Expenditures</b>	10,750	8,884	10,089
<b>Net Operating Revenue</b>	6,750	8,359	4,225
<b>Net Revenue</b>	6,750	8,359	4,225

**GSDCA**  
**SV Summary Budget**

	5 SV	50	51	52 WUSV	54 GSDCA	55	56 SV	Total 5 SV	2020	2019
	Program	National	Universal	Sieger	& USCA	SV/WUSV	Office	Program	Prelim	Actual
		IPO/FH	Sieger	Sieger	Combined	Agility		2021		
								Budget		
<b>Revenue</b>										
403 Booth rental	0	0	0	0	0	0		0	0	
405 Catalog sales	0	250	0	0	0	50		300	0	250
406 Central Office - misc income							0	0	36	
407 Donations	0	3,000	1,000	0	0	2,000		6,000	0	15,045
408 Entries	0	6,500	8,000	0	0	15,000	0	29,500	0	18,938
417 Miscellaneous - income	700	0	0	0	0	0	3,700	4,400	3,696	3,519
418 Product sales	0	0	0	0	0	0	0	0	0	100
425 Scorebook fees	0						4,200	4,200	4,185	3,685
426 SV Club application & entry fee	0						7,500	7,500	4,431	9,278
431 X-ray	0						19,000	19,000	19,092	13,020
432 SV Judge Release							1,100	1,100	1,100	
434 Breed Survey Income							0	0	78	
<b>Total Revenue</b>	<b>700</b>	<b>9,750</b>	<b>9,000</b>	<b>0</b>	<b>0</b>	<b>17,050</b>	<b>35,500</b>	<b>72,000</b>	<b>32,618</b>	<b>63,835</b>
<b>Gross Profit</b>	<b>700</b>	<b>9,750</b>	<b>9,000</b>	<b>0</b>	<b>0</b>	<b>17,050</b>	<b>35,500</b>	<b>72,000</b>	<b>32,618</b>	<b>63,835</b>
<b>Expenditures</b>										
506 Breed Survey	0						500	500	534	213
507 Catalog printing	0	500	300	0	0	100		900	0	843
508 Central Office - misc expense							0	0	35	0
509 Contract labor	0						15,000	15,000	15,000	18,000
514 Facility rental	0	500	500	0	0	2,750		3,750	0	3,686
517 Helpers	0	700	0	0	900			1,600	0	700
520 Judge fee	0	500	200	0	0	1,500	1,100	3,300	0	1,575
521 Judge fee - outside US	0						1,700	1,700	1,718	1,628
523 Lodging & travel	7,500	5,000	2,000	0	0	2,500		17,000	922	14,834
526 Miscellaneous expense	600	1,000	250	0	0	3,000	3,000	7,850	7,691	9,701
527 Postage & handling	0		0				3,500	3,500	3,777	2,836
528 Printing	0						0	0	48	48
529 Product - COGS					0			0	0	
534 Review ad reclass - expense	1,200							1,200	1,140	1,995
538 Subscriptions	2,500				0			2,500	2,461	2,514
539 Supplies	0						1,500	1,500	1,630	1,218
542 Trophies/ribbons - expense	250	600	1,200	0	0	3,500		5,550	359	3,323
544 X-ray fees	0						7,000	7,000	7,132	4,207
<b>Total Expenditures</b>	<b>12,050</b>	<b>8,800</b>	<b>4,450</b>	<b>0</b>	<b>900</b>	<b>13,350</b>	<b>33,300</b>	<b>72,850</b>	<b>42,447</b>	<b>67,321</b>
<b>Net Operating Revenue</b>	<b>(11,350)</b>	<b>950</b>	<b>4,550</b>	<b>0</b>	<b>(900)</b>	<b>3,700</b>	<b>2,200</b>	<b>(850)</b>	<b>(9,829)</b>	<b>(3,486)</b>
<b>Net Revenue</b>	<b>(11,350)</b>	<b>950</b>	<b>4,550</b>	<b>0</b>	<b>(900)</b>	<b>3,700</b>	<b>2,200</b>	<b>(850)</b>	<b>(9,829)</b>	<b>(3,486)</b>



# GSDCA

## 5 SV Program

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
<b>Revenue</b>			
403 Booth Rental		-	
405 Catalog sales		-	
407 Donations		-	690
408 Entries		-	
417 Miscellaneous - income	700	-	
418 Product sales		-	
425 Scorebook fees		-	
426 SV Club application & entry fee		-	0
431 X-ray		-	
<b>Total Revenue</b>	<b>700</b>	<b>-</b>	<b>690</b>
<b>Gross Profit</b>	<b>700</b>	<b>-</b>	<b>690</b>
<b>Expenditures</b>			
506 Breed Survey		-	
507 Catalog printing		-	
509 Contract labor		-	
514 Facility rental		-	
517 Helpers		-	
520 Judge fee		-	
521 Judge fee - outside US		-	
523 Lodging & travel	7,500	-	4,862 5 team members
526 Miscellaneous expense	600	74	539 Uniforms
527 Postage & handling		-	
528 Printing		-	
534 Review ad reclass - expense	1,200	1,140	1,995
538 Subscriptions	2,500	2,461	2,514
539 Supplies		-	
542 Trophies/ribbons - expense	250	119	New Awards program
544 X-ray fees		-	
<b>Total Expenditures</b>	<b>12,050</b>	<b>3,794</b>	<b>9,910</b>
<b>Net Operating Revenue</b>	<b>(11,350)</b>	<b>(3,794)</b>	<b>(9,220)</b>
<b>Net Revenue</b>	<b>(11,350)</b>	<b>(3,794)</b>	<b>(9,220)</b>

# GSDCA

## National IPO FH

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
403 Booth rental			
405 Catalog sales	250		250
407 Donations	3,000		8,335
408 Entries	6,500		6,549
417 Miscellaneous - income	-		40
418 Product sales	-		
<b>Total Revenue</b>	<b>9,750</b>	<b>0</b>	<b>15,174</b>
<b>Gross Profit</b>	<b>9,750</b>	<b>0</b>	<b>15,174</b>
<b>Expenditures</b>			
507 Catalog printing	500		0
514 Facility rental	500		2,764
517 Helpers	700		700
520 Judge fee	500		388
523 Lodging & travel	5,000	922	6,030
526 Miscellaneous expense	1,000	1,250	2,195
542 Trophies/ribbons - expense	600		586
<b>Total Expenditures</b>	<b>8,800</b>	<b>2,172</b>	<b>12,663</b>
<b>Net Operating Revenue</b>	<b>950</b>	<b>(2,172)</b>	<b>2,511</b>
<b>Net Revenue</b>	<b>950</b>	<b>(2,172)</b>	<b>2,511</b>

**GSDCA**  
**Universal Sieger**

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
403 Booth rental			
405 Catalog sales			
407 Donations	1,000		6,020 Royal Canin
408 Entries	8,000		12,246 Change of judge - RU 25% reduction
417 Miscellaneous - income			
418 Product sales			85
<b>Total Revenue</b>	<b>9,000</b>	<b>0</b>	<b>18,351</b>
<b>Gross Profit</b>	<b>9,000</b>	<b>0</b>	<b>18,351</b>
 <b>Expenditures</b>			
507 Catalog printing	300		843
514 Facility rental	500		921
517 Helpers			
520 Judge fee	200		143
523 Lodging & travel	2,000		3,942
526 Miscellaneous expense	250	1,250	1,226
527 Postage & handling	-	13	
542 Trophies/ribbons - expense	1,200	240	2,738
<b>Total Expenditures</b>	<b>4,450</b>	<b>1,503</b>	<b>9,812</b>
 <b>Net Operating Revenue</b>	<b>4,550</b>	<b>(1,503)</b>	<b>8,539</b>
<b>Net Revenue</b>	<b>4,550</b>	<b>(1,503)</b>	<b>8,539</b>

**GSDCA**  
**WUSV Sieger**

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
<b>Revenue</b>			
403 Booth rental			
405 Catalog sales		0	
407 Donations		0	
408 Entries		0	
417 Miscellaneous - income		0	
418 Product sales		0	
<b>Total Revenue</b>	<u>0</u>	<u>0</u>	<u>0</u>
<b>Gross Profit</b>	<u>0</u>	<u>0</u>	<u>0</u>
<b>Expenditures</b>			
507 Catalog printing		0	
514 Facility rental		0	
517 Helpers		0	
520 Judge fee		0	
523 Lodging & travel		0	
526 Miscellaneous expense		1,250	
529 Product - COGS		0	
538 Subscriptions		0	
542 Trophies/ribbons - expense		0	
<b>Total Expenditures</b>	<u>0</u>	<u>1,250</u>	<u>0</u>
<b>Net Operating Revenue</b>	<u>0</u>	<u>(1,250)</u>	<u>0</u>
<b>Net Revenue</b>	<u>0</u>	<u>(1,250)</u>	<u>0</u>

# GSDCA

## 54 GSDCA & USCA Combined

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
<b>Revenue</b>			
403 Booth rental			
405 Catalog sales			0
407 Donations			
408 Entries			
417 Miscellaneous - income			
418 Product sales			
<b>Total Revenue</b>	<u>-</u>	<u>0</u>	<u>0</u>
<b>Gross Profit</b>	<u>-</u>	<u>0</u>	<u>0</u>
<b>Expenditures</b>			
507 Catalog printing			
514 Facility rental			
517 Helpers	900		GSDCA helpers for USCA sponsored trial 1 Helper required 3 nights expenses
520 Judge fee			
523 Lodging & travel			
526 Miscellaneous expense		1,250	
542 Trophies/ribbons - expense			
<b>Total Expenditures</b>	<u>900</u>	<u>1,250</u>	<u>0</u>
<b>Net Operating Revenue</b>	<u>(900)</u>	<u>(1,250)</u>	
<b>Net Revenue</b>	<u>(900)</u>	<u>(1,250)</u>	<u>0</u>

# GSDCA

## 55 AKC SV/WUSV Agility

	<u>2021 Budget</u>	<u>2020 Prelim</u>	<u>2019</u>
<b>Revenue</b>			
403 Booth rental			
405 Catalog sales	50		
407 Donations	2,000		
408 Entries	15,000		
417 Miscellaneous - income			
418 Product sales			
<b>Total Revenue</b>	<u>17,050</u>	<u>0</u>	<u>0</u>
<b>Gross Profit</b>	<u>17,050</u>	<u>0</u>	<u>0</u>
<b>Expenditures</b>			
507 Catalog printing	100		
514 Facility rental	2,750		Facility and Equipment
520 Judge fee	1,500		
523 Lodging & travel	2,500		
526 Miscellaneous expense	3,000		Secretary/AKC fees
542 Trophies/ribbons - expense	3,500		
<b>Total Expenditures</b>	<u>13,350</u>	<u>0</u>	<u>0</u>
<b>Net Operating Revenue</b>	<u>3,700</u>	<u>0</u>	<u>0</u>
<b>Net Revenue</b>	<u>3,700</u>	<u>0</u>	<u>0</u>

Assumes 2 events

**GSDCA**  
**56 SV Office**

	2021 Budget	2020 Prelim	2019
<b>Revenue</b>			
406 Central Office - misc income	-	36	
408 Entries	-	0	143
417 Miscellaneous - income	3,700	3,696	3,479
418 Product sales		0	15
425 Scorebook fees	4,200	4,185	3,685
426 SV Club application & entry fee	7,500	4,431	9,278
431 X-ray	19,000	19,092	13,020
432 SV Judge Release	1,100	1,100	
434 Breed Survey Income	-	78	
<b>Total Revenue</b>	<b>35,500</b>	<b>32,618</b>	<b>29,620</b>
<b>Gross Profit</b>	<b>35,500</b>	<b>32,618</b>	<b>29,620</b>
<b>Expenditures</b>			
506 Breed Survey	500	534	213
508 Central Office - misc expense		35	0
509 Contract labor	15,000	15,000	18,000
520 Judge fee	1,100	0	1,045
521 Judge fee - outside US	1,700	1,718	1,628
526 Miscellaneous expense	3,000	2,618	5,742
527 Postage & handling	3,500	3,764	2,836
528 Printing	-	48	48
539 Supplies	1,500	1,630	1,218
544 X-ray fees	7,000	7,132	4,207
<b>Total Expenditures</b>	<b>33,300</b>	<b>32,478</b>	<b>34,936</b>
<b>Net Operating Revenue</b>	<b>2,200</b>	<b>140</b>	<b>(5,316)</b>
<b>Net Revenue</b>	<b>2,200</b>	<b>140</b>	<b>(5,316)</b>