

## Katahdin Hair Sheep International

### Profit & Loss

January through December 2020

	Jan - Dec 20
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Advertisements</b>	
Classified Ads - NonSheep	5.25
Email Blast	1,449.50
Hairald Ads	20,253.61
<b>Total Advertisements</b>	21,708.36
<b>Donations</b>	
All American Junior Show	603.00
Youth Scholarship Account	2,030.00
Youth Show	1,475.00
<b>Total Donations</b>	4,108.00
<b>Expo</b>	
Expo Sale Income	
Entry fee	2,340.00
<b>Total Expo Sale Income</b>	2,340.00
<b>Total Expo</b>	2,340.00
<b>Interest Income</b>	1,682.60
<b>Promotional Income</b>	
Owner's Guide	210.00
Promotional Income - Other	6.00
<b>Total Promotional Income</b>	216.00
<b>Registry office Income</b>	
Dues	53,076.82
Other (Reissue, Rush, etc)	5.25
Re-issue certificate	5.25
Recordations	33.00
Registrations	81,488.00
Transfers	44,792.00
Registry office Income - Other	2,607.02
<b>Total Registry office Income</b>	182,007.34
<b>Sales and Shows Income</b>	
NAILE Income	110.00
Ohio sale commission	146.50
<b>Total Sales and Shows Income</b>	256.50
<b>Total Income</b>	212,318.80
<b>Gross Profit</b>	212,318.80
<b>Expense</b>	
Board Expenses	5,036.60
<b>Contract Services</b>	
Accounting Fees	1,741.00
Education manager	13,150.00
Legal Fees	856.50
Operations manager	48,000.00
Registry Services	59,571.93
<b>Total Contract Services</b>	123,319.43
<b>Educational Expense</b>	
Postage	539.04
Educational Expense - Other	3,212.00
<b>Total Educational Expense</b>	3,751.04

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<b>Expo Expenses</b>	
Expo Advertising	0.00
Expo facilities	500.00
Expo Meeting Expenses	872.14
<b>Total Expo Expenses</b>	1,372.14
<b>Facilities and Equipment</b>	
Office Equipment	4,649.40
<b>Total Facilities and Equipment</b>	4,649.40
<b>Hairald Expense</b>	
Hairald Editing	7,000.00
Hairald postage	3,900.00
Hairald Publishing	10,349.13
Hairald setup	6,879.59
<b>Total Hairald Expense</b>	28,128.72
<b>Insurance</b>	2,200.92
<b>NAILE Show Expenses</b>	
NAILE awards	102.57
NAILE Premium Expense	1,292.00
<b>Total NAILE Show Expenses</b>	1,394.57
<b>Operations</b>	
Office Supplies	253.16
Postage, Mailing Service	2,133.81
storage	414.99
Telephone, Telecommunications	1,490.71
<b>Total Operations</b>	4,292.67
<b>PayPal fees</b>	1,216.88
<b>Promotions Expense</b>	
Magazine Advertisements	13,211.75
Mail Expense	454.01
Promotional Material	5,927.20
Regional Association Grants	226.03
Space rental	261.12
Website Hosting & Updates	1,461.41
Promotions Expense - Other	1,138.91
<b>Total Promotions Expense</b>	22,680.43
<b>Reconciliation Discrepancies</b>	-45.60
<b>Research Funding</b>	10,000.00
<b>Travel and Meetings</b>	
Conference, Convention, Meeting	1,316.52
Travel	450.96
<b>Total Travel and Meetings</b>	1,767.48
<b>Youth Scholarship Expense</b>	2,000.00
<b>Youth Shows</b>	
All American JR Show	850.00
NAILE JR Show	627.00
Youth Shows - Other	275.00
<b>Total Youth Shows</b>	1,752.00
<b>Total Expense</b>	213,516.68
<b>Net Ordinary Income</b>	-1,197.88
<b>Net Income</b>	-1,197.88