

Katahdin Hair Sheep International

Profit & Loss

January through December 2021

	Jan - Dec 21
Ordinary Income/Expense	
Income	
Advertisements	
Email Blast	1,200.00
Hairald Ads	21,963.50
Total Advertisements	23,163.50
Donations	
All American Junior Show	670.00
Youth Scholarship Account	4,351.50
Youth Show	2,135.00
Total Donations	7,156.50
Expo	
Expo registration	
2nd registration	2,980.00
First registration	5,280.00
Late Fee	90.00
Youth Registration	500.00
Expo registration - Other	2,040.00
Total Expo registration	10,890.00
Expo Sale Income	
Entry fee	2,940.00
Sale Proceeds	101,037.81
Total Expo Sale Income	103,977.81
Transfer Pens	140.00
Expo - Other	80.00
Total Expo	115,087.81
Interest Income	2,310.59
Promotional Income	
Kat Plus Tags	140.00
Owner's Guide	261.00
Promotional Income - Other	27.80
Total Promotional Income	428.80
Registry office Income	
Dues	79,800.00
Other (Reissue, Rush, etc)	172.25
Re-issue certificate	42.00
Recordations	131.25
Registrations	96,544.00
Transfers	54,592.00
Registry office Income - Other	2,408.61
Total Registry office Income	233,690.11
Sales and Shows Income	
Leroy Boyd JR Show entry fees	165.00
Midwest Stud Ram Income	1,877.00
NAILE Income	445.00
Total Sales and Shows Income	2,487.00
Total Income	384,324.31
Gross Profit	384,324.31
Expense	
Bank Charge	8.00

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Contract Services	
Accounting Fees	2,419.00
Operations manager	50,000.00
Registry Services	84,607.37
Total Contract Services	137,026.37
Educational Expense	
Travel	37.85
Educational Expense - Other	740.00
Total Educational Expense	777.85
Expo Expenses	
Expo facilities	1,200.00
Expo food	5,526.95
Expo Meeting Expenses	157.17
Expo Sale Expense	
Auctioneer & ringmen	2,726.98
Bedding Material	330.50
Clerking	100.00
sale catalog	960.00
Sale settlement	90,022.00
Sale transfers	648.00
Sale vet	325.00
Setup & teardown	300.00
Webcast and clerking	2,850.00
Expo Sale Expense - Other	121.44
Total Expo Sale Expense	98,383.92
Expo Speaker expense	2,436.00
Total Expo Expenses	107,704.04
Facilities and Equipment	
Office Equipment	4,646.40
Total Facilities and Equipment	4,646.40
Hairald Expense	
Hairald Editing	6,000.00
Hairald postage	4,250.00
Hairald Publishing	22,936.65
Hairald setup	6,803.82
Total Hairald Expense	39,990.47
Insurance	2,412.40
KATPlus Expense	
KAT Plus Tags	176.59
Total KATPlus Expense	176.59
NAILE judge	500.00
NAILE Show Expenses	
NAILE awards	72.55
NAILE Premium Expense	700.00
Total NAILE Show Expenses	772.55
Operations	
Office Supplies	388.39
Postage, Mailing Service	2,174.40
storage	3.98
Telephone, Telecommunications	1,499.64
Total Operations	4,066.41
PayPal fees	1,929.17

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Promotions Expense	
Industry partner	500.00
Magazine Advertisements	17,693.56
Mail Expense	160.26
Regional Association Grants	8,833.41
Space rental	165.56
Website Hosting & Updates	11,695.74
Promotions Expense - Other	103.55
Total Promotions Expense	39,152.08
Reconciliation Discrepancies	5.50
Research Funding	12,457.06
Travel and Meetings	
Conference, Convention, Meeting	3,245.00
Travel	3,311.50
Total Travel and Meetings	6,556.50
Youth Scholarship Expense	1,000.00
Youth Shows	
Leroy Boyd JR Show	645.82
NAILE JR Show	183.00
Youth Shows - Other	300.00
Total Youth Shows	1,128.82
Total Expense	360,310.21
Net Ordinary Income	24,014.10
Other Income/Expense	
Other Expense	
NSF checks	862.00
Total Other Expense	862.00
Net Other Income	-862.00
Net Income	23,152.10