

National English Springer Spaniel Field Trial Association
Profit & Loss by Class
January through December 2007

	<u>2006 Field Trial</u>	<u>2007 Field Trial</u>	<u>Operations</u>	<u>TOTAL</u>
Income				
600- Membership Dues	0.00	0.00	4,275.00	4,275.00
650-Trial Entry Fees	0.00	32,800.00	0.00	32,800.00
652-Bird Sales	0.00	930.00	0.00	930.00
660-Banquet Income	0.00	2,670.00	0.00	2,670.00
664-Fundraising				
664-02 Calcutta	0.00	1,466.50	0.00	1,466.50
664-03 Auction	0.00	3,640.00	0.00	3,640.00
Total 664-Fundraising	0.00	5,106.50	0.00	5,106.50
665-Catalog Sales	0.00	50.00	0.00	50.00
666-Advertising Income	284.00	1,775.00	0.00	2,059.00
670-Donations	0.00	1,750.00	0.00	1,750.00
675-Interest Income	0.00	0.00	1,562.83	1,562.83
Total Income	284.00	45,081.50	5,837.83	51,203.33
Expense				
701- Insurance	0.00	0.00	600.00	600.00
704- Grounds Expenses	0.00	950.00	0.00	950.00
705-Licenses and Fees	0.00	382.60	0.00	382.60
711-Catalog	0.00	3,827.10	0.00	3,827.10
712-Copies	0.00	147.26	207.90	355.16
713-Postage	61.55	178.15	109.02	348.72
714-Meeting Expense	0.00	0.00	935.33	935.33
715-Office Supplies	0.00	0.00	54.83	54.83
717-Photography	0.00	1,000.00	0.00	1,000.00
722-Trial Supplies	0.00	52.84	0.00	52.84
723-Portolets	0.00	702.90	0.00	702.90
724-Equipment Rental	0.00	1,256.82	0.00	1,256.82
725-Shells	0.00	25.66	0.00	25.66
726-Gunners expenses	0.00	802.19	0.00	802.19
730-Birds	0.00	11,138.25	0.00	11,138.25
732 Bird Planter	0.00	2,638.61	0.00	2,638.61
735 Awards	0.00	1,180.36	0.00	1,180.36
740 Participant Gifts	0.00	283.24	0.00	283.24
742 Committee Gifts	0.00	276.93	0.00	276.93
743-Committee Expenses	0.00	1,094.61	0.00	1,094.61
744-Judges Gifts	0.00	546.83	0.00	546.83
745 Judges Expenses	0.00	2,796.33	0.00	2,796.33
746- Marshal expenses	0.00	114.05	0.00	114.05
750 Hosted Cocktail Party	0.00	3,621.82	0.00	3,621.82
752 Banquet	0.00	4,236.09	0.00	4,236.09
754-Lunches	0.00	668.75	0.00	668.75
755- Miscellaneous	0.00	0.00	-82.50	-82.50
Total Expense	61.55	37,921.39	1,824.58	39,807.52
Net Income	222.45	7,160.11	4,013.25	11,395.81

National English Springer Spaniel Field Trial Association
Balance Sheet
As of December 31, 2007

	<u>Dec 31, 07</u>	<u>Dec 31, 06</u>
ASSETS		
Current Assets		
Checking/Savings		
100-Checking FNB Longmont	13,511.44	19,524.46
105-MoneyMarket FNB Longmont	0.00	36,807.83
106-Raymond James MM Account	<u>58,370.66</u>	<u>0.00</u>
Total Checking/Savings	<u>71,882.10</u>	<u>56,332.29</u>
Other Current Assets		
110-Accounts Receivable	0.00	4,454.00
250-Prepaid Expense for Trial	<u>300.00</u>	<u>0.00</u>
Total Other Current Assets	<u>300.00</u>	<u>4,454.00</u>
Total Current Assets	<u>72,182.10</u>	<u>60,786.29</u>
TOTAL ASSETS	<u><u>72,182.10</u></u>	<u><u>60,786.29</u></u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
411- Accounts Payable Vendor	<u>75.00</u>	<u>75.00</u>
Total Other Current Liabilities	<u>75.00</u>	<u>75.00</u>
Total Current Liabilities		
	<u>75.00</u>	<u>75.00</u>
Total Liabilities	75.00	75.00
Equity		
Opening Bal Equity	34,300.00	34,300.00
Retained Earnings	26,411.29	21,790.88
Net Income	<u>11,395.81</u>	<u>4,620.41</u>
Total Equity	<u>72,107.10</u>	<u>60,711.29</u>
TOTAL LIABILITIES & EQUITY	<u><u>72,182.10</u></u>	<u><u>60,786.29</u></u>

National English Springer Spaniel Field Trial Association
January 2001 through December 2007

	<u>2002 Field Trial</u>	<u>2003 Field Trial</u>	<u>2004 Field Trial</u>	<u>2005 Field Trial</u>	<u>2006 Field Trial</u>	<u>2007 Field Trial</u>
Income						
600- Membership Dues	0.00	0.00	0.00	0.00	0.00	0.00
650-Trial Entry Fees	20,400.00	27,400.00	29,600.00	19,400.00	27,800.00	32,800.00
652-Bird Sales	1,480.00	0.00	1,018.00	880.00		930.00
660-Banquet Income	3,655.00	2,940.00	2,370.00	1,450.00	3,270.00	2,670.00
662-Merchandise Sales						
663-Cost of Merchandise	-3,943.10	0.00	0.00	-3,543.42	0.00	
662-Merchandise Sales - Other	4,102.00	0.00	252.30	2,311.00	0.00	
Total 662-Merchandise Sales	158.90	0.00	252.30	-1,232.42	0.00	36,400.00
664-Fundraising						
664-01 Hat Pool	0.00	0.00	0.00	0.00		
664-02 Calcutta	990.00	1,784.50	2,070.00	1,023.00	789.00	1,466.50
664-03 Auction	430.00	1,628.00	1,252.95	2,868.00	1,728.00	3,640.00
664-04 Raffle Income						
664-045 Cost of Raffle Merch	0.00	-1,113.89	0.00	0.00		
664-04 Raffle Income - Other	0.00	3,410.00	470.00	2,702.00	2,450.00	
Total 664-04 Raffle Income	0.00	2,296.11	470.00	2,702.00	2,450.00	0
Total 664-Fundraising	1,420.00	5,708.61	3,792.95	6,593.00	4,967.00	5,106.50
665-Catalog Sales	192.00	60.00	0.00	30.00	60.00	50.00
666-Advertising Income	3,804.00	3,908.00	4,117.00	2,989.00	2,913.00	1,775.00
670-Donations	1,900.00	1,750.00	1,750.00	1,750.00	1,750.00	1,750.00
Total Income	33,009.90	41,766.61	42,900.25	31,859.58	40,760.00	45,081.50
Expense						
701- Insurance	0.00	0.00	0.00	0.00	0.00	0.00
704- Grounds Expenses	0.00	1,040.00	1,136.73	300.00	625.00	950.00
705-Licenses and Fees	93.00	93.50	321.00	299.00	276.00	382.60
710-Advertising	258.71	231.81	109.36	0.00		
711-Catalog	6,283.62	5,783.58	2,615.54	2,250.00	3,215.84	3,827.10
712-Copies	174.00	122.08	167.65	154.55	87.03	147.26
713-Postage	138.47	148.46	216.78	144.87	364.07	178.15
715-Office Supplies	15.42	36.97	26.24	290.27	113.09	0.00
717-Photography	1,223.65	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00
720-Travel	0.00	0.00	0.00	0.00		0.00
722-Trial Supplies	893.54	0.00	0.00	1,024.12		52.84
723-Portolets	491.95	416.88	474.68	341.12	575.00	702.90
724-Equipment Rental						1,256.82
725-Shells	612.00	240.00	569.30	473.13	1,000.00	25.66

National English Springer Spaniel Field Trial Association
January 2001 through December 2007

726-Gunners expenses	0.00	465.00	240.00	0.00	2,950.45	802.19
730-Birds	9,304.40	8,128.00	10,720.00	8,325.56	10,684.80	11,138.25
732 Bird Planter	1,823.65	3,493.86	1,890.69	816.02	1,400.00	2,638.61
735 Awards	2,910.00	828.64	1,403.39	1,271.58	834.36	1,180.36
738 Pins	0.00	50.50	0.00	0.00	0.00	0.00
740 Participant Gifts	194.61	557.12	1,183.66	252.31	319.38	283.24
742 Committee Gifts	642.00	1,043.74	546.00	881.98	224.99	276.93
743-Committee Expenses	595.32	855.56	0.00	401.16	675.16	1,094.61
744-Judges Gifts	605.00	527.40	704.44	0.00	790.00	546.83
745 Judges Expenses	2,234.61	2,360.26	2,408.16	3,663.53	2,329.94	2,796.33
746- Marshal expenses	0.00	350.60	0.00	103.58	79.67	114.05
750 Hosted Cocktail Party	3,013.10	6,352.65	2,985.13	2,331.44	4,297.26	3,621.82
752 Banquet	2,856.21	4,757.26	2,890.28	2,300.86	5,296.52	4,236.09
754-Lunches	0.00	0.00	0.00	82.29	554.00	668.75
	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>82.29</u>	<u>554.00</u>	<u>668.75</u>
Net Income	<u>34,363.26</u>	<u>38,883.87</u>	<u>31,609.03</u>	<u>26,707.37</u>	<u>37,692.56</u>	<u>37,921.39</u>
	<u><u>-1,353.36</u></u>	<u><u>2,882.74</u></u>	<u><u>11,291.22</u></u>	<u><u>5,152.21</u></u> *	<u><u>3,067.44</u></u> *	<u><u>7,160.11</u></u>
Entries						
	136	137	148	97	139	164
Cost of trial per entry						
Operation of Trial	152.43	160.51	149.32	195.31	179.01	154.31
Cost of Catalog net of ad income	18.23	13.69	(10.14)	(7.62)	2.18	12.51
Cost of Events	<u>22.15</u>	<u>46.36</u>	<u>20.16</u>	<u>24.04</u>	<u>30.92</u>	<u>22.08</u>
	192.81	220.56	159.34	211.73	212.11	188.90
Proceeds per entry						
Entry Fee	150.00	200.00	200.00	200.00	200.00	200.00
Fundraising	10.44	41.66	25.62	67.97	35.73	31.14
Merchandise Sales	1.16	-	1.70	(12.71)	-	-
Donations	13.97	12.77	11.82	18.04	12.59	10.67
Catalog Sales	1.41	0.44		0.31	0.43	0.30
Banquet Income net of cost	<u>5.87</u>	<u>(13.26)</u>	<u>(3.51)</u>	<u>(8.77)</u>	<u>(14.58)</u>	<u>(9.55)</u>
	182.85	241.61	235.63	264.84	234.18	232.56
Net Inc/Loss per entry	(9.96)	21.05	76.29	53.12	22.07	43.66

* 2005 has been restated to include expenses and revenues that were received in 2006 for the 2005 trial.

* 2006 has been restated to include expenses and revenues that were received in 2007 for the 2006 trial.