

Columbia Sheep Breeders Assn  
Income Statement  
For the Four Months Ending April 30, 2018

|                            | Current<br>Month   | Year to<br>Date    | Last Year<br>to Date | Year to Date<br>2018 Budget |
|----------------------------|--------------------|--------------------|----------------------|-----------------------------|
| <b>Revenues</b>            |                    |                    |                      |                             |
| Interest Income            | \$ 93.87           | \$ 407.76          | \$ 8.88              | 300.00                      |
| NSS Entries                | 4,660.00           | 5,110.00           | 4,115.00             | 4,000.00                    |
| Web Page Inc               | 200.00             | 400.00             | 0.00                 | 0.00                        |
| Registry Income            | 2,127.72           | 5,576.05           | 4,766.70             | 4,790.32                    |
| <b>Total Revenues</b>      | <b>7,081.59</b>    | <b>11,493.81</b>   | <b>8,890.58</b>      | <b>9,090.32</b>             |
| <b>Cost of Sales</b>       |                    |                    |                      |                             |
| <b>Total Cost of Sales</b> | <b>0.00</b>        | <b>0.00</b>        | <b>0.00</b>          | <b>0.00</b>                 |
| <b>Gross Profit</b>        | <b>7,081.59</b>    | <b>11,493.81</b>   | <b>8,890.58</b>      | <b>9,090.32</b>             |
| <b>Expenses</b>            |                    |                    |                      |                             |
| Advertising Exp            | 150.00             | 900.00             | 150.00               | 833.32                      |
| Bank Fees                  | 0.00               | 0.00               | 81.85                | 0.00                        |
| Insurance Exp              | 52.87              | 211.48             | 211.32               | 250.00                      |
| Jr Assn Exp                | 750.00             | 750.00             | 750.00               | 750.00                      |
| Office Exp                 | 10.19              | 32.00              | 15.57                | 46.64                       |
| Postage                    | 67.50              | 205.19             | 37.46                | 120.00                      |
| Promotional Items          | (250.00)           | (250.00)           | 0.00                 | 1,114.00                    |
| Ex Sec Contract Lbr        | 500.00             | 2,000.00           | 2,000.00             | 2,000.00                    |
| PayPal Fees                | 26.57              | 29.34              | 0.00                 | 0.00                        |
| <b>Total Expenses</b>      | <b>1,307.13</b>    | <b>3,878.01</b>    | <b>3,246.20</b>      | <b>5,113.96</b>             |
| <b>Net Income</b>          | <b>\$ 5,774.46</b> | <b>\$ 7,615.80</b> | <b>\$ 5,644.38</b>   | <b>3,976.36</b>             |

For Management Purposes Only

Columbia Sheep Breeders Assn  
Balance Sheet  
April 30, 2018

|  | April 30,<br>2018 | April 30,<br>2017 | April 30,<br>2016 |
|--|-------------------|-------------------|-------------------|
| <b>ASSETS</b>                          |                   |                   |                   |
| <b>Current Assets</b>                  |                   |                   |                   |
| Checking - FNB                         | 7,753.26          | 6,593.83          | 5,292.04          |
| Savings - FNB                          | 10,065.82         | 92,040.72         | 65,005.52         |
| Lawson C/D                             | 3,000.00          | 3,000.00          | 3,000.00          |
| CD 100517 - 10.27.18                   | 18,000.00         | 0.00              | 0.00              |
| CD 100518 - 1.27.19                    | 18,000.00         | 0.00              | 0.00              |
| CD 100519 - 10.27.19                   | 18,000.00         | 0.00              | 0.00              |
| CD 100520 - 1.27.20                    | 18,000.00         | 0.00              | 0.00              |
| CD 100521 - 10.27.20                   | 18,000.00         | 0.00              | 0.00              |
| Accrued Int C/D's                      | 632.76            | 0.00              | 0.00              |
| Accounts Receivable                    | 3,291.31          | 2,251.07          | 2,137.53          |
| Inventory                              | 227.60            | 0.00              | 0.00              |
| Pre-paid Expenses                      | 745.21            | 634.85            | 369.85            |
| <b>Total Current Assets</b>            | <b>115,715.96</b> | <b>104,520.47</b> | <b>75,804.94</b>  |
| <b>Property and Equipment</b>          |                   |                   |                   |
| <b>Total Property and Equipment</b>    | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>       |
| <b>Other Assets</b>                    |                   |                   |                   |
| <b>Total Other Assets</b>              | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>       |
| <b>Total Assets</b>                    | <b>115,715.96</b> | <b>104,520.47</b> | <b>75,804.94</b>  |
| <b>LIABILITIES AND CAPITAL</b>         |                   |                   |                   |
| <b>Current Liabilities</b>             |                   |                   |                   |
| Accounts Payable                       | 577.69            | 501.30            | 711.27            |
| Booster Club                           | 5,044.20          | 2,805.00          | 995.00            |
| Junior Donations                       | 105.00            | 0.00              | 0.00              |
| Futurity Donations-17                  | 0.00              | 1,750.00          | 0.00              |
| Futurity Donations-18                  | 1,725.00          | 50.00             | 0.00              |
| Futurity Donations-19                  | 75.00             | 0.00              | 0.00              |
| National Show Fund                     | 4,868.50          | 5,368.50          | 0.00              |
| Banquet tickets                        | 105.00            | 440.00            | 0.00              |
| <b>Total Current Liabilities</b>       | <b>12,500.39</b>  | <b>10,914.80</b>  | <b>1,706.27</b>   |
| <b>Long-Term Liabilities</b>           |                   |                   |                   |
| <b>Total Long-Term Liabilities</b>     | <b>0.00</b>       | <b>0.00</b>       | <b>0.00</b>       |
| <b>Total Liabilities</b>               | <b>12,500.39</b>  | <b>10,914.80</b>  | <b>1,706.27</b>   |
| <b>Capital</b>                         |                   |                   |                   |
| Retained Earnings                      | 95,599.77         | 87,961.29         | 68,822.39         |
| Net Income                             | 7,615.80          | 5,644.38          | 5,276.28          |
| <b>Total Capital</b>                   | <b>103,215.57</b> | <b>93,605.67</b>  | <b>74,098.67</b>  |
| <b>Total Liabilities &amp; Capital</b> | <b>115,715.96</b> | <b>104,520.47</b> | <b>75,804.94</b>  |

Unaudited - For Management Purposes Only

All American Registry  
Income Statement  
For the Four Months Ending April 30, 2018

|                              | Current<br>Month   | YTD 2018           | YTD 2017           | YTD 2018<br>Budget |
|------------------------------|--------------------|--------------------|--------------------|--------------------|
| <b>Revenues</b>              |                    |                    |                    |                    |
| Registrations < 24 months    | \$ 910.00          | \$ 2,635.00        | \$ 1,770.00        | 1,915.00           |
| Registrations > 24 months    | 18.00              | 252.00             | 66.00              | 0.00               |
| Registrations NM > 24 Months | 54.00              | 54.00              | 0.00               | 0.00               |
| Transfers under 60 days      | 45.00              | 220.00             | 185.00             | 195.00             |
| Transfers over 60 days       | 49.00              | 91.00              | 21.00              | 0.00               |
| Annual memberships - Senior  | 1,200.00           | 3,150.00           | 3,250.00           | 3,300.00           |
| Annual memberships - Junior  | 90.00              | 150.00             | 195.00             | 195.00             |
| New membership - Senior      | 120.00             | 260.00             | 40.00              | 40.00              |
| New membership - Junior      | 0.00               | 20.00              | 60.00              | 60.00              |
| Duplicates                   | 3.00               | 3.00               | 3.00               | 0.00               |
| Naming                       | 80.00              | 90.00              | 45.00              | 0.00               |
| Corrections                  | 25.00              | 25.00              | 0.00               | 0.00               |
| SOC                          | 10.00              | 10.00              | 10.00              | 0.00               |
| Write off old accounts       | 0.00               | 0.00               | (5.00)             | 0.00               |
| <b>Total Revenues</b>        | <u>2,604.00</u>    | <u>6,960.00</u>    | <u>5,640.00</u>    | <u>5,705.00</u>    |
| <b>Cost of Sales</b>         |                    |                    |                    |                    |
| Registrations                | 376.00             | 1,144.00           | 730.00             | 766.00             |
| Transfers                    | 32.00              | 114.00             | 80.00              | 78.00              |
| Envelopes                    | 3.30               | 6.71               | 4.69               | 4.93               |
| Postage                      | 42.13              | 96.39              | 62.61              | 65.75              |
| Corrections                  | 10.00              | 10.00              | 0.00               | 0.00               |
| Duplicates                   | 1.00               | 1.00               | 1.00               | 0.00               |
| <b>Total Cost of Sales</b>   | <u>464.43</u>      | <u>1,372.10</u>    | <u>878.30</u>      | <u>914.68</u>      |
| <b>Gross Profit</b>          | <u>2,139.57</u>    | <u>5,587.90</u>    | <u>4,761.70</u>    | <u>4,790.32</u>    |
| <b>Expenses</b>              |                    |                    |                    |                    |
| Paypal Fees                  | 11.85              | 14.62              | 0.00               | 0.00               |
| <b>Total Expenses</b>        | <u>11.85</u>       | <u>14.62</u>       | <u>0.00</u>        | <u>0.00</u>        |
| <b>Net Income</b>            | <u>\$ 2,127.72</u> | <u>\$ 5,573.28</u> | <u>\$ 4,761.70</u> | <u>4,790.32</u>    |