

All American Registry  
Income Statement  
For the Twelve Months Ending December 31, 2016

	Current Month This Year	Year to Date This Year	Year to Date Last Year	Year to Date Budget
<b>Revenues</b>				
Registrations < 24 months	\$ 85.00	\$ 6,700.00	\$ 6,845.00	7,035.00
Registrations > 24 months	0.00	390.00	234.00	0.00
Registrations NM < 24 months	0.00	120.00	180.00	0.00
Registrations NM > 24 Months	0.00	18.00	0.00	0.00
Registration - Amnesty	87.00	126.00	0.00	0.00
Transfers under 60 days	75.00	2,635.00	2,940.00	3,125.00
Transfers over 60 days	0.00	896.00	441.00	0.00
Transfers < 60 days NM	0.00	51.00	60.00	0.00
Annual memberships - Senior	0.00	5,900.00	6,050.00	6,400.00
Annual memberships - Junior	0.00	640.00	540.00	675.00
New membership - Senior	20.00	460.00	220.00	200.00
New membership - Junior	0.00	270.00	170.00	100.00
Duplicates	3.00	82.00	60.00	0.00
Naming	25.00	230.00	95.00	0.00
Special Handling	0.00	121.55	112.86	0.00
Shipping	0.00	0.00	5.72	0.00
Corrections	0.00	30.00	125.00	0.00
Futurity	0.00	0.00	425.00	0.00
SOC	0.00	10.00	10.00	0.00
History Books	0.00	0.00	60.00	0.00
Write off old accounts	0.00	(4.90)	970.74	0.00
<b>Total Revenues</b>	<u>295.00</u>	<u>18,674.65</u>	<u>19,544.32</u>	<u>17,535.00</u>
<b>Cost of Sales</b>				
Registrations	34.00	2,828.00	2,840.00	2,814.00
Reg Amnesty	29.00	42.00	0.00	0.00
Transfers	30.00	1,316.00	1,310.00	1,250.00
Envelopes	0.88	34.30	104.15	500.00
Postage	7.06	350.97	385.80	0.00
Corrections	0.00	12.00	50.00	0.00
Duplicates	1.00	22.00	0.00	0.00
Special Handling	0.00	121.55	112.86	0.00
<b>Total Cost of Sales</b>	<u>101.94</u>	<u>4,726.82</u>	<u>4,802.81</u>	<u>4,564.00</u>
<b>Gross Profit</b>	<u>193.06</u>	<u>13,947.83</u>	<u>14,741.51</u>	<u>12,971.00</u>
<b>Expenses</b>				
Envelopes National	0.00	0.00	6.99	0.00
Postage National	0.00	0.00	81.94	0.00
Shipping	0.00	0.00	42.60	0.00
Mileage	0.00	0.00	242.05	0.00
<b>Total Expenses</b>	<u>0.00</u>	<u>0.00</u>	<u>373.58</u>	<u>0.00</u>
<b>Net Income</b>	<u>\$ 193.06</u>	<u>\$ 13,947.83</u>	<u>\$ 14,367.93</u>	<u>12,971.00</u>

For Management Purposes Only