

**WI-IL Agility Group**  
**YTD Income & Expenses**  
**January through December 2018**

	Jan - Dec 18	Jan - Dec 17	\$ Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
301 · Membership Dues	4,020.00	3,405.00	615.00
302 · Class Fees	90,227.00	63,911.00	26,316.00
<b>303 · Trial Income</b>			
303.1 · UKC Trials	1,356.00	6,008.00	-4,652.00
303.2 · AKC Trials	107,613.69	90,745.00	16,868.69
303.3 · CPE Trials	42,341.50	38,019.42	4,322.08
303.4 · TDAA Trials	1,472.00	962.00	510.00
303.5 · UKI Trials	11,779.50	6,918.30	4,861.20
<b>Total 303 · Trial Income</b>	164,562.69	142,652.72	21,909.97
304 · Fun Match Income	3,225.00	4,962.00	-1,737.00
305 · Seminar Income	5,623.00	11,065.00	-5,442.00
<b>306 · Ring Rental Income</b>			
306.1 · Ring Rental - Individuals	15,264.42	10,624.50	4,639.92
306.2 · Ring Rental - Organizations	33,400.00	9,390.00	24,010.00
<b>Total 306 · Ring Rental Income</b>	48,664.42	20,014.50	28,649.92
308 · Nosework Test Income	1,680.00	0.00	1,680.00
310 · Health Clinic	3,477.00	3,825.00	-348.00
311 · Food Sales Income	688.00	692.00	-4.00
312 · Raffle Income	659.00	1,414.00	-755.00
314 · WAG ACH Program	0.00	20.00	-20.00
315 · Auction Proceeds	0.00	292.00	-292.00
317 · Fund Raising Income	117.00	3,352.88	-3,235.88
330 · Donations Received	255.00	2,880.00	-2,625.00
399 · Uncategorized Income	50.00	0.00	50.00
<b>Total Income</b>	323,248.11	258,486.10	64,762.01
<b>Cost of Goods Sold</b>			
<b>403 · Trial Expenses</b>			
403.1 · UKC Trials	729.32	2,757.43	-2,028.11
403.2 · AKC Trials	64,158.75	59,913.87	4,244.88
403.3 · CPE Trials	23,103.03	18,468.74	4,634.29
403.4 · TDAA Trials	534.42	611.11	-76.69
403.5 · UKI Trials	4,019.53	3,485.90	533.63
403.6 · Trick Dog Trial Expenses	106.00	0.00	106.00
403.7 · Scentwork Trial Expenses	821.10	0.00	821.10
<b>Total 403 · Trial Expenses</b>	93,472.15	85,237.05	8,235.10
<b>405 · Seminar Expenses</b>			
405.1 · Seminar Expenses	2,076.94	3,211.44	-1,134.50
405.2 · Instructor Seminar Allowance	6,095.00	4,555.00	1,540.00
405.3 · Seminar Presenter Fees	3,300.00	5,925.00	-2,625.00
<b>Total 405 · Seminar Expenses</b>	11,471.94	13,691.44	-2,219.50
<b>408 · Judges Fees</b>			
408.1 · Judges Fees - UKC	250.00	775.00	-525.00
408.2 · Judges Fees - AKC	8,474.55	7,764.90	709.65
408.3 · Judges Fees - CPE	4,068.75	3,611.75	457.00
408.4 · Judges Fees - TDAA	140.00	120.00	20.00
408.5 · Judges Fees - UKI	1,162.00	646.00	516.00
<b>Total 408 · Judges Fees</b>	14,095.30	12,917.65	1,177.65
410 · Health Clinic Expense	1,364.97	2,580.21	-1,215.24
411 · Food Sales Expense	1,888.91	803.91	1,085.00

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412 · Nosework Test Expenses	816.11	0.00	816.11
<b>Total COGS</b>	<b>123,109.38</b>	<b>115,230.26</b>	<b>7,879.12</b>
<b>Gross Profit</b>	<b>200,138.73</b>	<b>143,255.84</b>	<b>56,882.89</b>
<b>Expense</b>			
507 · Printing and Reproduction	314.03	800.27	-486.24
508 · Library Expense	121.93	209.20	-87.27
509 · Outside Services			
509.1 · Cleaning Service	0.00	880.73	-880.73
509.2 · Fire Protection	594.00	445.50	148.50
509.3 · Snow Removal	1,575.00	480.00	1,095.00
509 · Outside Services - Other	435.00	0.00	435.00
<b>Total 509 · Outside Services</b>	<b>2,604.00</b>	<b>1,806.23</b>	<b>797.77</b>
512 · Postage Expense	50.00	80.20	-30.20
520 · Rent Expense	112,500.00	91,605.00	20,895.00
526 · Utilities			
526.1 · Electric	19,269.55	13,878.78	5,390.77
526.2 · Garbage & Disposal	1,194.65	1,303.08	-108.43
526.3 · Gas	6,223.65	3,231.31	2,992.34
526.5 · Water	0.00	64.86	-64.86
<b>Total 526 · Utilities</b>	<b>26,687.85</b>	<b>18,478.03</b>	<b>8,209.82</b>
528 · Internet Service	0.00	85.57	-85.57
529 · Telephone Expense	1,607.13	1,442.40	164.73
530 · Repairs and Maintenance Expense	3,602.47	11,573.70	-7,971.23
531 · Agility Equipment-Disposable	5,645.67	2,624.47	3,021.20
532 · Non-Agility Class Supplies	295.95	397.14	-101.19
533 · Marketing Expense	401.64	0.00	401.64
534 · Advertising Expense	1,623.24	847.72	775.52
535 · Insurance	2,179.00	1,996.00	183.00
539 · Meals & Entertainment	25.00	109.07	-84.07
548 · Licenses and Permits	227.25	1,290.00	-1,062.75
550 · Interest Expense	3,948.22	4,369.35	-421.13
558 · Donations	-10.00	0.00	-10.00
564 · Accounting Expense	715.00	700.00	15.00
565 · Bank Charge	497.80	304.00	193.80
566 · Administrative Expenses	912.53	506.95	405.58
580 · Dues and Subscriptions	83.00	73.00	10.00
595 · Sundries Expense	2,829.77	2,640.11	189.66
999 · Uncategorized Expenses	10.00	0.00	10.00
<b>Total Expense</b>	<b>166,871.48</b>	<b>141,938.41</b>	<b>24,933.07</b>
<b>Net Ordinary Income</b>	<b>33,267.25</b>	<b>1,317.43</b>	<b>31,949.82</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
610 · ATM Proceeds	26.00	22.00	4.00
620 · Gain/<Loss> Sale Fixed Assets	0.00	370.00	-370.00
<b>Total Other Income</b>	<b>26.00</b>	<b>392.00</b>	<b>-366.00</b>
<b>Net Other Income</b>	<b>26.00</b>	<b>392.00</b>	<b>-366.00</b>
<b>Net Income</b>	<b>33,293.25</b>	<b>1,709.43</b>	<b>31,583.82</b>