

## 5-25 Profit Loss AGM

Income	Actual	Actual
	6/1/23-5/31/24	6/1/24-5/31/25
Bank Interest	\$2,630.31	\$2,338.79
Beef Initiatives	\$4,142.00	\$4,136.00
Dues	\$134,790.00	\$149,346.00
Gift Income	\$1,110.00	\$1,220.00
Herd Letters	\$4,500.00	\$3,750.00
Highland Breeder's Guide	\$248.00	\$288.00
National Jrs	\$12,340.97	\$4,689.50
Misc	\$3,817.75	\$2,097.54
Office Products	\$1,160.00	\$1,950.00
Promo Items	\$14,211.90	\$10,496.69
Reg Bulls	\$49,155.00	\$51,440.00
Reg Cows	\$63,620.00	\$65,008.00
Reg Steers	\$875.00	\$1,025.00
Reg Trans	\$80,730.00	\$87,825.00
S Reg Bulls	\$0.00	\$0.00
S Reg Cows	\$445.00	\$835.00
S Reg Steers	\$25.00	\$75.00
S Trans	\$25.00	\$95.00
Roll of Excellence	\$3,000.00	\$3,000.00
Website	\$6,400.00	\$6,748.00
Bagpipe		
Income	\$50,527.74	\$60,161.20
Expense	\$44,762.48	\$52,204.17
Net	\$5,765.26	\$7,957.03
Convention-25 World Congress		
Income	\$44,002.35	\$0.00
Expense	\$64,332.96	\$10,897.22
Net	(\$20,330.61)	(\$10,897.22)
National Sale		
Income	\$54,275.00	\$61,090.00
Expense	\$49,373.70	\$51,721.93
Net	\$4,901.30	\$9,368.07
National Show		
Income	\$37,995.00	\$42,300.00
Expense	\$47,348.88	\$50,449.94
Net	(\$9,353.88)	(\$8,149.94)
DNA Typing		
Income	\$88,310.00	\$87,174.00
Expense	\$58,748.00	\$64,474.30
Net	\$29,562.00	\$22,699.70
Total Income	\$393,770.00	\$417,341.16
Expense		
Accounting	\$5,676.51	\$6,206.25
Amortization	\$0.00	\$0.00
Awards	\$1,520.00	\$2,134.00
Bank	\$918.95	\$793.17
Beef Initiatives	\$0.00	\$6.80
Breed Promotion-Advertising	\$26,782.02	\$13,299.60
Computer/Software	\$4,659.17	\$5,879.58
Depreciation	\$1,818.00	\$2,765.00
Dues	\$1,215.00	\$1,355.00
Gifts	\$112.00	\$0.00
Highland Breeder's Guide Exp	\$2,398.00	\$2,300.00
Insurance	\$14,181.57	\$11,922.73
National Jrs Exp	\$5,419.08	\$8,250.17
Meetings	\$1,934.60	\$2,593.46
Membership List	\$7,333.29	\$7,302.75
Membership Relations	\$11,950.28	\$18,509.01
Misc Expense	\$226.83	\$20.00
Office	\$60,209.90	\$67,477.51
Payroll	\$188,707.31	\$195,449.30
Payroll Fees	\$28.00	\$0.00
Performance Program	\$4,476.44	\$4,373.49
Professional Fees	\$729.64	\$26,225.60
Promo Items	\$10,664.26	\$7,000.79
Region Co-Share	\$400.00	\$642.12
Rent	\$12,613.00	\$11,850.00
Roll of Excellence	\$3,129.00	\$3,157.50
Sponsorship	\$0.00	\$5,000.00
Website	\$9,442.60	\$8,970.88
Total Expenses	\$376,545.45	\$413,484.71
Net Profit/Loss	\$17,224.55	\$3,856.45

**\*\* Staff payroll allocation as of 6/1/23: \$1013/mo= \$12156/yr total**

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Bagpipe \$426/mo= \$5112/yr  
Convention \$267/mo= \$3204/yr  
National Sale \$107/mo= \$1284/yr  
National Show \$213/mo= \$2556/yr