

**Katahdin Hair Sheep International**  
**Profit & Loss**  
January through December 2024

	Jan - Dec 24
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Advertisements</b>	
Email Blast	2,675.00
Hairald Ads	31,177.75
<b>Total Advertisements</b>	33,852.75
<b>Donations</b>	
All American Junior Show	710.00
Youth Scholarship Account	2,136.00
Youth Show	720.00
Donations - Other	47.50
<b>Total Donations</b>	3,613.50
<b>Expo</b>	
Expo registration	
2nd registration	2,454.67
First registration	3,605.33
Late Fee	90.00
Youth Registration	281.00
Expo registration - Other	5,642.00
<b>Total Expo registration</b>	12,073.00
<b>Expo Sale Income</b>	
Entry fee	5,250.00
Sale Proceeds	99,780.80
<b>Total Expo Sale Income</b>	105,030.80
Expo Sponsorship	2,334.50
Transfer Pens	140.00
Vendor fee	160.00
Expo - Other	80.00
<b>Total Expo</b>	119,818.30
<b>Promotional Income</b>	
Kat Plus Tags	40.00
Owner's Guide	165.00
<b>Total Promotional Income</b>	205.00
<b>Registry office Income</b>	
Dues	33,758.45
Naming	25.25
Other (Reissue, Rush, etc)	56.25
Re-issue certificate	15.25
Registrations	35,387.52
Transfers	9,772.02
Registry office Income - Other	156,732.83
<b>Total Registry office Income</b>	235,747.57
<b>Sales and Shows Income</b>	
Midwest Stud Ram Income	2,062.50
NAILE Income	420.00
<b>Total Sales and Shows Income</b>	2,482.50
<b>Total Income</b>	395,719.62
<b>Gross Profit</b>	395,719.62
<b>Expense</b>	
Bank Charge	710.00

## Katahdin Hair Sheep International

## Profit &amp; Loss

01/20/25

January through December 2024

Cash Basis

	<u>Jan - Dec 24</u>
<b>Contract Services</b>	
Accounting Fees	2,172.00
Operations manager	49,500.00
Registry Services	88,393.53
<b>Total Contract Services</b>	140,065.53
<b>Educational Expense</b>	240.00
<b>Expo Expenses</b>	
Expo Advertising	293.50
Expo facilities	3,175.00
Expo food	10,422.28
Expo Promotional gifts	1,569.68
Expo Sale Expense	
Auctioneer & ringmen	4,221.68
Bedding Material	823.50
sale catalog	1,610.00
Sale settlement	87,007.92
Sale supplies	217.46
Sale transfers	1,096.00
Sale vet	440.00
Setup & teardown	350.00
Webcast and clerking	3,000.00
<b>Total Expo Sale Expense</b>	98,766.56
Expo Speaker expense	3,929.41
Lamb cookoff	1,250.75
Expo Expenses - Other	874.21
<b>Total Expo Expenses</b>	120,281.39
<b>Hairald Expense</b>	
Hairald Editing	5,500.00
Hairald postage	7,750.00
Hairald Publishing	24,180.48
Hairald setup	8,570.90
<b>Total Hairald Expense</b>	46,001.38
<b>Insurance</b>	2,318.75
<b>KATPlus Expense</b>	
KAT Plus Tags	83.85
<b>Total KATPlus Expense</b>	83.85
<b>NAILE Show Expenses</b>	
NAILE Premium Expense	1,244.00
<b>Total NAILE Show Expenses</b>	1,244.00
<b>Operations</b>	
Office Supplies	19.87
Postage, Mailing Service	5,774.21
Printing and Copying	84.23
storage	55.85
<b>Total Operations</b>	5,934.16
<b>PayPal fees</b>	4,017.47

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	<u>Jan - Dec 24</u>
<b>Promotions Expense</b>	
Industry partner	2,500.00
Magazine Advertisements	14,855.05
Mail Expense	1,038.97
Promotional Material	5,936.86
Regional Association Grants	14,170.37
Space rental	1,000.00
Website Hosting & Updates	3,326.31
Promotions Expense - Other	362.19
<b>Total Promotions Expense</b>	<u>43,189.75</u>
<b>Reconciliation Discrepancies</b>	-1.17
<b>Research Funding</b>	13,290.00
<b>Square fees</b>	94.40
<b>Travel and Meetings</b>	
Conference, Convention, Meeting	1,858.25
Travel	4,599.90
Travel and Meetings - Other	861.10
<b>Total Travel and Meetings</b>	<u>7,319.25</u>
<b>Youth Scholarship Expense</b>	5,000.00
<b>Youth Shows</b>	
All American JR Show	850.00
Leroy Boyd JR Show	1,162.22
NAILE JR Show	1,002.00
Youth Shows - Other	875.00
<b>Total Youth Shows</b>	<u>3,889.22</u>
<b>Total Expense</b>	<u>393,677.98</u>
<b>Net Ordinary Income</b>	2,041.64
<b>Other Income/Expense</b>	
<b>Other Income</b>	
Grant Funds Received	16,490.00
Unrealized Gains and Losses	9,402.88
<b>Total Other Income</b>	<u>25,892.88</u>
<b>Other Expense</b>	
passthu	2,739.50
Software development	19,750.00
<b>Total Other Expense</b>	<u>22,489.50</u>
<b>Net Other Income</b>	<u>3,403.38</u>
<b>Net Income</b>	<u><u>5,445.02</u></u>