

Report of the Treasurer
English Springer Spaniel Field Trial Association
2021 Financial Statement

To: ESSFTA Management

Attached please find the 2021 financial statements for the ESSFTA. The statements attached are:

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Combined Income Statement for the years ended December 31, 2021 and December 31, 2020	3
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These statements have been prepared based on the records that I keep as the general treasurer and on information provided to me by Jean Hilbig (National Specialty), Elaine O'Keefe (National Amateur Championship), Cathy Pullian (Hunting and Tracking Committee) and Deb Olszewski (Parent Club Field Trial). Many thanks to these people for providing me with their information.

These financial statements are presented solely for the use of management and are in a format designed for that purpose. I have prepared these statements only in my role as treasurer and do not represent that they are presented in a format that would be construed as a compilation under generally accepted accounting principles.

Respectfully submitted,

Kathy Nestor
Treasurer

English Springer Spaniel Field Trial Association
Balance Sheet
As of December 31, 2021 and 2020

	Dec 31, 21	Dec 31, 20
ASSETS		
Current Assets		
Checking/Savings		
Checking Bank of America-Operating	66,913.61	61,937.17
Bank of America 10963 ProPlan	31,713.12	24,252.12
Checking - Hunting Committee	7,689.32	5,929.97
Checking - National Amateur	67,948.59	69,960.81
Checking - Parent Club Trial	1,021.74	2,043.83
Checking - Specialty	32,928.52	32,526.65
Savings Specialty	24,213.59	24,209.37
Total Checking/Savings	232,428.49	220,859.92
Other Current Assets		
Bea Brown Fund - Dain Rauscher	2,520.08	2,519.85
National Amateur-Dain Rauscher	75,201.90	75,194.48
Operations - Dain Rauscher	32,885.31	32,882.09
ProPlan - Dain Rauscher	63,232.18	63,225.95
Total Other Current Assets	173,839.47	173,822.37
Total Current Assets	406,267.96	394,682.29
Other Assets		
Deposits	-	-
Merchandise Inventory	4,096.44	4,096.44
Prepaid Awards - Show	14,090.31	14,640.26
Prepaid Nat'l Specialty Expense	21,283.57	20,347.90
Total Other Assets	39,470.32	39,084.60
TOTAL ASSETS	445,738.28	433,766.89
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
Account Payable Nat'l Specialty	-	9,822.75
Accounts Payable Nat'l Amateur	-	-
Accounts Payable National Open	-	-
Total Other Current Liabilities	-	9,822.75
Total Liabilities	-	9,822.75
Equity		
Opening Bal Equity	86,113.04	86,113.04
Retained Earnings	337,831.10	304,883.08
Net Income	21,794.14	32,948.02
Total Equity	445,738.28	423,944.14
TOTAL LIABILITIES & EQUITY	445,738.28	433,766.89

English Springer Spaniel Field Trial Association
Profit Loss
January 1 through December 31, 2021 and 2020

	Jan - Dec 21	Jan - Dec 20
Ordinary Income/Expense		
Income		
Dues Income	29,328.00	29,084.00
Entry Fees	14,512.00	7,024.00
Interest Income	27.50	42.91
Merchandise Sales	500.00	-
Net Profit from Events	4,946.41	20,061.09
Purina Partnership Program	518.33	8,281.92
Support from Purina	10,000.00	10,000.00
Total Income	59,832.24	74,493.92
Gross Profit	74,493.92	74,493.92
Expenses		
Administration Expenses	-	759.15
Advertising Expense	500.00	768.00
AKC Delegate	-	1,422.52
AKC Fees	547.50	221.00
Awards	2,954.37	2,767.85
Bank Service Fees	498.44	459.85
Bird Dog Rental Archives	1,200.00	1,200.00
Bird Dog Museum Contribution	1,250.00	1,250.00
Birds and Planters	7,525.00	3,590.00
Committee Expenses	60.00	6,748.86
Corporate Fees	792.00	823.00
Insurance - General Liability	2,158.00	2,158.00
Judges Expenses	3,731.32	900.00
Office Supplies	234.91	78.73
Other Expenses - Administration	150.00	4,422.05
Other Expenses - Events	7,454.26	7,504.15
Postage	316.47	202.50
Printing	158.01	137.19
Rescue Expenses	4,141.00	3,944.05
Trophies/Ribbons	1,546.82	189.00
Website Design and Maintenance	2,820.00	2,000.00
Total Expense	38,038.10	41,545.90
Net Ordinary Income	21,794.14	32,948.02
Net Income (Loss)	21,794.14	32,948.02

English Springer Spaniel Field Trial Association
Sources and Uses of Cash
for the year ended December 31, 2021 and 2020

	2021	2020
Income from Operations		
Dues	29,328	29,084
Pro Plan Support	10,000	10,000
Interest	28	43
Merchandise Sales (net)	500	0
Purina Partnership Program	518	8,282
	40,374	47,409
 Income (Loss) from Events:		
Hunting Committee	1,759	0
National Amateur	-2,882	15,308
Parent Club Trial	-2,409	834
National Specialty and Agility	6,511	0
Fundraising Agility Event for National Specialty	1,317	4,754
	4,296	20,896
 Total Funds Collected	44,670	68,305
 Expenses from Operations		
Administration	-6,866	-18,568
Website Maintenance	-2,820	-2,000
Insurance	-2,158	-2,158
Awards	-4,501	-2,957
Pro Plan Pheasant Fest	0	-475
Charitable Contributions	-4,141	0
Committee Expense	60	-6,749
Bird Dog Hall of Fame/Archives	-2,450	-2,450
	-22,876	-35,357
 Net Funds Provided/Used by Operations and Events	21,794	32,948
Increases/Decreases in Receivables/Payables (Net)	0	9,823
Increases/Decreases in Prepaid Items	-386	545
	21,408	43,316
 Increase (Decrease) in Cash and Savings	21,408	43,316
 Balance - Cash and Savings, Beginning of Year	394,681	351,365
 Balance - Cash and Savings, End of Year	406,268	394,681

English Springer Spaniel Field Trial Association
Financial Statements
2021

DISCUSSION OF THE FINANCIAL STATEMENTS

CASH AND INVESTMENTS

The organization maintains several operating bank accounts, savings accounts and investments accounts. Information regarding those accounts is as follows:

	Operations	Pro Plan	Nat Am	Nat Spec	Hunt Comm	PC Trial	Bea Brown	Total
Checking	\$ 66,913	\$ 31,713	\$ 67,949	\$ 32,929	\$ 7,689	\$ 1,022	\$ -	\$ 208,215
Savings				\$ 24,214				\$ 24,214
Investments	\$ 32,885	\$ 63,232	\$ 75,202				\$ 2,520.00	\$ 173,839
Balance 12/31/21	\$ 99,798	\$ 94,945	\$ 143,151	\$ 57,143	\$ 7,689	\$ 1,022	\$ 2,520	\$ 406,268
Balance 12/31/20	\$ 94,819	\$ 87,478	\$ 145,155	\$ 56,736	\$ 5,930	\$ 2,043	\$ 2,520	\$ 394,681
Increase/Decrease	\$ 4,979	\$ 7,467	\$ (2,004)	\$ 407	\$ 1,759	\$ (1,021)	\$ -	\$ 11,587

Most accounts, including checking accounts, bear interest. Both bank accounts and money market investment accounts earned only nominal interest during 2021. The money market accounts earned an average rate of .01%.

The increases in our cash accounts were a result of profits in the National Specialty and Agility and the Hunt Test. and Parent Club Trial Events.

OTHER ASSETS

Merchandise inventory consists of Sterling ESSFTA pins and blue books that are offered for sale by the store. The Prepaid Awards Expense represents several types of awards held in inventory that are given in recognition of Bench performance as well as multititlist awards.

English Springer Spaniel Field Trial Association
Financial Statements
2021

EQUITY

The equity of the organization is primarily unrestricted in that there are few donor designated restrictions.

The funds that do have restrictions are:

Purina Partnership Program - to be used for education, research, rescue	\$ 518
Bea Brown Fund - to be used for reprint and maintenance of Bea Brown book	\$ 2,520
Contribution from Lebanon Valley Kennel Club - to be used for education	\$ 2,118
	\$ 5,156

Other funds are not restricted but in some cases are designated for certain activities:

General Operations including Pro Plan support	\$ 204,915
National Specialty	\$ 92,516
National Amateur	\$ 143,151
	\$ 445,738
Total Equity	\$ 445,738

INCOME

Field Events

The decrease in net income from field events was due to the net loss from the National Amateur Championship and the Parent Club Trial .

Show Events

The National Specialty had a profit from the National Specialty and Agility events.

NET INCOME

Net income can be separated into the following components:	2021	2020
Net Income from Operations funded by dues, merchandise certain contributions and interest	9,952	4,177
Net income funded by Pro Plan	9,506	8,769
Net income contributed by Field Events	-4,106	15,244
Net income contributed by Show Events	6,442	4,759
Total	21,794	32,948

English Springer Spaniel Field Trial Association

Supplemental Schedules

2021

English Springer Spaniel Field Trial Association
Profit Loss by Class - Operations and ProPlan
January through December 2021 and 2020

	General Operations			Pro Plan			TOTAL		
	Jan-Dec 21	Jan-Dec 20	\$Change	Jan-Dec 21	Jan-Dec 20	\$Change	Jan-Dec 21	Jan-Dec 20	\$Change
Ordinary Income/Expense									
Income									
Dues Income	26,478.00	25,559.00	919.00	0.00	0.00	0.00	26,478.00	25,559.00	919.00
Interest Income	3.45	6.88	-3.43	6.23	12.33	-6.10	9.68	19.21	-9.53
Purina Partnership Program	518.33	8,281.92	-7,763.59	0.00	0.00	0.00	518.33	8,281.92	-7,763.59
Support from Purina	0.00	0.00	0.00	10,000.00	10,000.00	0.00	10,000.00	10,000.00	0.00
Total Income	26,999.78	33,847.80	-6,848.02	10,006.23	10,012.33	-6.10	37,006.01	43,860.13	-6,854.12
Expense									
Gross Profit	26,999.78	33,847.80	-6,848.02	10,006.23	10,012.33	-6.10	37,006.01	43,860.13	-6,854.12
Administration Expenses	759.15	-759.15	0.00	0.00	0.00	0.00	0.00	759.15	-759.15
Advertising Expense	0.00	0.00	0.00	500.00	768.00	-268.00	500.00	768.00	-268.00
AKC Delegate	1,422.52	-1,422.52	0.00	0.00	0.00	0.00	0.00	1,422.52	-1,422.52
AKC Fees	25.00	25.00	0.00	0.00	0.00	0.00	25.00	25.00	0.00
Awards	2,954.37	2,767.85	186.52	0.00	0.00	0.00	2,954.37	2,767.85	186.52
Bank Service Fees	24.00	459.85	-435.85	0.00	0.00	0.00	24.00	459.85	-435.85
Bird Dog Rental Archives	1,200.00	1,200.00	0.00	0.00	0.00	0.00	1,200.00	1,200.00	0.00
Bird Dog Museum Contribution	1,250.00	1,250.00	0.00	0.00	0.00	0.00	1,250.00	1,250.00	0.00
Charitable Contributions	4,141.00	3,944.05	196.95	0.00	0.00	0.00	4,141.00	3,944.05	196.95
Committee Expense	60.00	6,748.86	-6,688.86	0.00	0.00	0.00	60.00	6,748.86	-6,688.86
Corporate Fees	792.00	773.00	19.00	0.00	0.00	0.00	792.00	773.00	19.00
Insurance - General Liability	2,158.00	2,158.00	0.00	0.00	0.00	0.00	2,158.00	2,158.00	0.00
Legal Fees - Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Meeting Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Expenses - Administration	150.00	4,422.05	-4,272.05	0.00	0.00	0.00	150.00	4,422.05	-4,272.05
Other Expenses - Events	1,259.00	1,542.08	-283.08	0.00	475.00	-475.00	1,259.00	2,017.08	-758.08
Postage	56.15	61.70	-5.55	0.00	0.00	0.00	56.15	61.70	-5.55
Printing	158.01	137.19	20.82	0.00	0.00	0.00	158.01	137.19	20.82
ProPlan Expenditures	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website Design and Maintenance	2,820.00	2,000.00	820.00	0.00	0.00	0.00	2,820.00	2,000.00	820.00
Total Expense	17,047.53	29,671.30	-12,623.77	500.00	1,243.00	-743.00	17,547.53	30,914.30	-13,366.77
Net Ordinary Income	9,952.25	4,176.50	5,775.75	9,506.23	8,769.33	736.90	19,458.48	12,945.83	6,512.65
Net Income	9,952.25	4,176.50	5,775.75	9,506.23	8,769.33	736.90	19,458.48	12,945.83	6,512.65

English Springer Spaniel Field Trial Association
Profit Loss by Class - Field Events
January through December 2021 and 2020

	Hunting Committee		National Amateur		Parent Club Trial		Total	
	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20
Ordinary Income/Expense								
Income								
Advertising	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Banquet Receipts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Bird Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Donations for Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues Income	0.00	2,850.00	3,525.00	0.00	0.00	0.00	2,850.00	3,525.00
Entry Fees	3,342.00	0.00	0.00	0.00	11,170.00	7,024.00	14,512.00	7,024.00
Interest Income	6.18	3.70	7.42	14.68	0.00	0.00	13.60	18.38
Merchandise	500.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00
Net Profit from Events	0.00	0.00	-2,882.22	15,307.54	0.00	0.00	-2,882.22	15,307.54
Raffle Proceeds	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	3,848.18	3.70	-24.80	18,847.22	11,170.00	7,024.00	14,993.38	25,874.92
Gross Profit	3,848.18	3.70			11,170.00	7,024.00	14,993.38	25,874.92
Expense								
Advertising Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
AKC Fees	175.00	0.00	0.00	0.00	297.50	196.00	472.50	196.00
Bank Service Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Banquet Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Birds and Planters	1,462.50	0.00	0.00	0.00	6,062.50	3,590.00	7,525.00	3,590.00
Catalog Costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Corporate Fees	0.00	0.00	0.00	50.00	0.00	0.00	0.00	50.00
Judges Expenses	201.30	0.00	0.00	0.00	3,148.80	900.00	3,350.10	900.00
Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Office Supplies	0.00	0.00	714.81	78.73	0.00	0.00	714.81	78.73
Other Expenses - Events	250.03	0.00	1,741.45	4,175.47	3,820.06	1,311.60	5,811.54	5,487.07
Postage	0.00	0.00	401.16	140.80	0.00	0.00	401.16	140.80
Rental Equipment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Trophies/Ribbons	0.00	0.00	0.00	0.00	249.82	189.00	249.82	189.00
Total Expense	2,088.83	0.00	2,857.42	4,445.00	13,578.68	6,186.60	18,524.93	10,631.60
Net Ordinary Income(Loss)	1,759.35	3.70	-2,882.22	14,402.22	-2,408.68	837.40	-3,531.55	15,243.32
Net Income(Loss)	1,759.35	3.70	-2,882.22	14,402.22	-2,408.68	837.40	-3,531.55	15,243.32

English Springer Spaniel Field Trial Association
Profit Loss by Class - Show Events
January through December 2021 and 2020

	Agility Trial		Specialty		Total	
	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20
Ordinary Income/Expense						
Income						
Entry Fees	0.00	0.00	0.00	0.00	0.00	0.00
Interest Income	0.00	0.00	4.22	5.32	4.22	5.32
Net Profit from Events	1,317.24	4,753.55	5,124.80	0.00	6,442.04	4,753.55
Total Income	1,317.24	4,753.55	5,129.02	5.32	6,446.26	4,758.87
Gross Profit						
	1,317.24	4,753.55	5,129.02	5.32	6,446.26	4,758.87
Expense						
AKC Fees	50.00	0.00	0.00	0.00	50.00	0.00
Awards	0.00	0.00	0.00	0.00	0.00	0.00
Event Secretary	0.00	0.00	0.00	0.00	0.00	0.00
Judges Expenses	42.94	0.00	338.28	0.00	381.22	0.00
Other Expenses - Events	640.40	0.00	0.00	0.00	640.40	0.00
Rental Equipment	0.00	0.00	0.00	0.00	0.00	0.00
Site Expenses	0.00	0.00	0.00	0.00	0.00	0.00
Trophies/Ribbons	1,297.00	0.00	0.00	0.00	1,297.00	0.00
Total Expense	2,030.34	0.00	338.28	0.00	2,368.62	0.00
Net Ordinary Income	-713.10	4,753.55	4,790.74	5.32	4,077.64	4,758.87
Net Income	-713.10	4,753.55	4,790.74	5.32	4,077.64	4,758.87

National Amateur Championship
 Profit Loss by Class
 January through December 2021 and 2020

Ordinary Income/Expense	20 NAC		21 NAC		Operations			Total	
	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	
Income									
Advertising - NAC				1,676.00				1,676.00	
Banquet			3,150.00				3,150.00		
Bird Sales			995.20				995.20		
Donations									
Flags		825.00	1,270.00				1,270.00	825.00	
Gifts		1,000.00		600.00				1,600.00	
Series		2,000.00	2,000.00	1,000.00			2,000.00	3,000.00	
Sponsor		800.00	3,750.00	200.00			3,750.00	1,000.00	
Donations - Other		2,300.00						2,300.00	
Total Donations		6,925.00	7,020.00	1,800.00			7,020.00	8,725.00	
Entry Fee		27,632.00	28,050.00					27,632.00	
Membership Dues					150.00	2,700.00	2,700.00	3,675.00	
Raffle Proceeds									
Auction		1,500.00						1,500.00	
Calcutta		1,925.00	1,505.00				1,505.00	1,925.00	
Gun		4,260.25	2,785.00	920.00			2,785.00	5,180.25	
Other			9,270.00				9,270.00		
Total Raffle Proceeds		7,685.25	13,560.00	920.00			13,560.00	8,605.25	
Support - Pro-Plan		2,200.00	2,200.00				2,200.00	2,200.00	
Total Income		44,442.25	54,975.20	4,546.00	2,700.00	3,525.00	57,675.20	52,513.25	
Expense									
Advertising Costs - NAC			400.00				400.00		
AKC Fees		346.50	350.00				350.00	346.50	
Ammunition		400.00	1,771.39				1,771.39	400.00	
Banquet Costs									
Event Banquet			7,200.18				7,200.18		
Interclub Reception			2,858.21				2,858.21		
Pro Plan Reception			5,934.08				5,934.08		
Total Banquet Costs		180.00	15,992.47				15,992.47	180.00	

National Amateur Championship
Profit Loss by Class
January through December 2021 and 2020

	20 NAC		21 NAC		Operations		Total	
	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20
Birds		12,015.80	11,294.14	-1,900.00			11,294.14	10,115.80
Bird Planters		2,895.50	3,372.26				3,372.26	2,895.50
Catalog Costs			3,010.10				3,010.10	
Entry Fee Refund		825.00	3,850.00				3,850.00	825.00
Equipment Rental/Repair		748.09	2,128.00				2,128.00	748.09
Event Secretary			854.56				854.56	
FT Chair			244.16				244.16	
Gifts								
Committee			2,778.00				2,778.00	
Guns		400.00	170.00				170.00	400.00
Other		1,993.18	833.00				833.00	1,993.18
Total Gifts		2,393.18	3,781.00				3,781.00	2,393.18
Guns Lodging			1,784.20				1,784.20	
Judges								
Lodging			1,709.12				1,709.12	
Meals		1,113.41						1,113.41
Other		986.32						986.32
Travel			1,160.00	371.32			1,160.00	371.32
Total Judges		2,099.73	2,869.12	371.32			2,869.12	2,099.73
Licenses and Permits		350.00	1,200.00				1,200.00	350.00
Meetings - Conf. Room		634.68						634.68
Total Merchandise Purchased		735.12						735.12
Miscellaneous								
Fuel		131.00						131.00
Hotel		837.89						837.89
Meals			734.40				734.40	
Signs			783.00				783.00	
Miscellaneous - Other								
Total Miscellaneous		968.89	1,517.40				1,517.40	968.89
Office Supplies		601.91	234.91	112.90			234.91	714.81
Postage and Delivery		140.84	179.25	260.32			179.25	401.16
Pictures		774.31	2,732.48				2,732.48	774.31
Professional Fees		1,800.00	1,551.00	334.00			1,551.00	2,134.00

National Amateur Championship
Profit Loss by Class
January through December 2021 and 2020

	20 NAC		21 NAC		Operations			Total	
	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	Jan-Dec 21	Jan-Dec 20	
Portapotty				700.00			609.20	700.00	
Site		2,000.00	609.20	3,855.00			3,855.00	2,000.00	
Steward									
Lodging			1,059.01				1,059.01		
Meals			142.81				142.81		
Travel			103.21				103.21		
Total Steward			1,305.03				1,305.03		
Supplies			215.00				215.00		
Trophies/Ribbons									
Ribbons			147.70				147.70		
Rings		283.67						283.67	
Trophies		2,473.35						2,473.35	
Total Trophies/Ribbons		2,757.02	147.70				147.70	2,757.02	
Website Design and Maintenance									
Total Expense		32,666.57	65,248.37	-121.46			65,248.37	32,545.11	
Net Ordinary Income		11,775.68	-10,273.17	4,667.46	2,700.00	3,525.00	-7,573.17	19,968.14	
Other Income/Expense									
Other Income									
Interest Income				5.39	18.10	6.86	18.10	12.25	
Total Other Income				5.39	18.10	6.86	18.10	12.25	
Other Expense									
Other Expenses						50.00			
Total Other Expense				5.39	18.10	-43.14	18.10	-37.75	
Net Other Income/Expense				4,672.85	2,718.10	3,481.86	-7,555.07	19,930.39	
Net Income(Loss)		11,775.68	-10,273.17	4,672.85	2,718.10	3,481.86	-7,555.07	19,930.39	

ESSFTA National Bench Specialty
Profit Loss
January through December 2021 and 2020

	<u>Jan - Dec 21</u>	<u>Jan - Dec 20</u>
Income		
Agility Trials		
Agility Fundraiser Trial	1,967.24	2,522.54
Agility Trophy Fund Donations	995.00	
Total Agility Trials	<u>2,962.24</u>	<u>2,522.54</u>
Awards Dinner	3,300.00	
Canine Good Citizen Testing	50.00	
Catalog Ads	2,070.00	
Catalog Sales	3,302.50	
Catalog Sales - Marked	320.00	
Donations		
General Donations	9,295.00	
Juniors Match	1,685.00	
Welcome Bag/Party Donations	1,730.00	
Total Donations	<u>12,710.00</u>	
Entry Fees		
Breed	8,195.00	
Junior Showmanship	30.00	
Obedience	2,940.00	
Rally	2,830.00	
Sweeps	3,625.00	
Total Entry Fees	<u>17,620.00</u>	
Fundraising		
Large Item Raffles	2,100.00	2,080.00
Small Item Raffles	2,620.00	
Reserved Seating	1,965.25	
Silent Auction	630.00	
Welcome Party Raffle	1,815.00	
Total Fundraising	<u>9,130.25</u>	<u>2,080.00</u>
Grooming	5,050.00	
Interest on Bank Accounts	4.22	5.32
Merchandise Sales	11,850.85	7,020.80
Pup Vet Spectacular Entries	1,260.00	
Purina Funds	1,000.00	1,000.00
Ring Rental (Ob-Agility)	65.00	
RV Space Rental	1,770.00	
Scent Work Trial		
Commemorative Tee Shirts	150.00	
Entry Fees	5,330.00	
Trophy and Ribbon Donations	295.00	
Total Scent Work Trial	<u>5,775.00</u>	

ESSFTA National Bench Specialty
Profit Loss
January through December 2021 and 2020

	Jan - Dec 21	Jan - Dec 20
Top 20 Dinner		
Top 20 Additional Ribbons	750.00	
Top 20 Dinner Tickets	2,000.00	
Top 20 Entries	2,900.00	
Top 20 Mailing Ribbons	140.00	
Top 20 Reserved Tables	4,400.00	
Top 20 Silent Auction	3,066.00	
Top 20 Catalog Sales	770.00	
Top 20 Donations	2,530.00	
Top 20 Fundraising	4,708.75	
Total Top 20 Dinner	21,264.75	4,071.25
Trophy/Rosette Fund	7,684.43	
Vendor Booth Space	260.00	
Welcome Party Tickets	1,750.00	
Total Income	109,199.24	16,699.91
Expense		
Agility Trial Expenses - Other Trial		
AKC Fee	650.00	
Total Agility Trial Expenses - Other Trial	650.00	
 Agility Trial Expenses - NS		
AKC Fee	50.00	
Agility Judges	42.94	
Ribbons/Rosettes	1,297.00	
Worker Expense - NS	640.40	
Total Agility Trial Expenses - NS	2,030.34	9.00
 Awards Banquet Expenses	4,607.13	
Bank Charges	18.34	
Catalog Expense	2,644.75	
Conformation Expenses		
AKC Fees	961.50	
Judges	2,497.73	
Superintendent Fees	3,820.82	
Trophy/Rosettes	2,532.37	
Worker Expense	280.36	
Total Conformation Expenses	10,092.78	
 Donations		
Event Cancellation Charges	2,167.00	
Grooming	5,480.35	
Hospitality Expenses		
Decorations	224.56	
Welcome Bags & Contents	2,935.19	
Welcome Party	4,652.65	
Worker Expense	1,220.38	
Total Hospitality Expenses	9,032.78	

ESSFTA National Bench Specialty
Profit Loss
January through December 2021 and 2020

	<u>Jan - Dec 21</u>	<u>Jan - Dec 20</u>
Juniors Showmanship	292.66	
Juniors Activities	96.11	
Lunch	3,111.88	
Merchandise & Merch Shipping	8,106.10	5,683.89
Obedience NS - Expenses		
AKC Fees	241.50	
Judges	533.29	
Superintendent	1,317.53	
Trophy/Rosette	<u>665.12</u>	
Total Obedience NS Expenses	2,757.44	
Obedience Extra Trial Expenses		
Judges	370.00	
Trophy/Ribbons	<u>137.30</u>	
Total Obedience Extra Trial Expenses	507.30	
Other Expenses	176.15	
Pay Pal Charges	1,553.55	764.73
PeeWee		
Postage	43.00	
Pup Vet Spectacular Expenses	349.02	
Raffle		939.30
Rally NS Expenses		
AKC Fees	238.00	
Judges	43.29	
Superintendent Fees	1,258.97	
Trophies/Ribbons	<u>351.53</u>	
Total Rally NS Expenses	1,891.79	
Rally Second Trial Expenses		
Trophies/Ribbons	<u>161.39</u>	
Total Rally Second Trial Expenses	161.39	
Regional ESS Specialties	513.00	
Rescue - Parade Rosettes	22.90	
RV Space	1,494.90	
Scent Work Trial Expenses		
AKC Fees	910.00	
Equipment	1,186.62	
Judges	768.15	
Secretary Services	1,446.16	
Site	1,205.00	
Worker Expense	<u>200.00</u>	
Total Scent Work Trial Expenses	5,715.93	80.00
Security/EMS/Fire		
Show Committee	1,466.86	
Site	11,844.33	
Superintendent Fee	901.74	

ESSFTA National Bench Specialty
Profit Loss
January through December 2021 and 2020

	<u>Jan - Dec 21</u>	<u>Jan - Dec 20</u>
Sweepstakes NS Expenses		
Trophy/Rosettes	1,047.85	
Superintendent Fee	2,122.68	
Payout	2,421.35	
Total Sweepstakes NS Expenses	5,591.88	
Top 20 Dinner Expenses		
Top 20 Decorations	1,739.94	
Top 20 Food Expenses	8,784.83	
Top 20 Judge Expense	1,133.13	
Top 20 PayPal Fees	525.57	
Top 20 Postage	384.57	
Top 20 Program Expense	2,879.67	
Top 20 Site Expense	66.22	
Top 20 Trophies/Ribbons	3,197.00	
Total Top 20 Dinner Expenses	18,710.93	4,071.25
Versatility Medallions	300.00	
Website	424.87	392.87
Total Expense	102,757.20	11,941.04
Net Income	6,442.04	4,758.87
Agility Fundraiser	1,317.24	2,522.54
National Specialty	5,124.80	2,236.33
Agility in conjunction with Specialty	0.00	0.00
	6,442.04	4,758.87