

INTERNATIONAL LAMA REGISTRY, INC.
Profit & Loss Prev Year Comparison
 January through November 2016

Combined

	Jan - Nov 16	Jan - Nov 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4037 · ILR-SD Member Services				
4037.1 · Certificate Printing Fees	40.00	0.00	40.00	100.0%
Total 4037 · ILR-SD Member Services	40.00	0.00	40.00	100.0%
4099.0 · Undesignated Items	0.00	323.06	-323.06	-100.0%
4001 · Deposits on Account	0.00	4,828.87	-4,828.87	-100.0%
4010 · ILR-SD				
4010.1 · Gathering				
4010.2 · Gathering Show Fees	23,700.00	0.00	23,700.00	100.0%
4010.3 · Gathering Sponsorship	5,607.21	200.00	5,407.21	2,703.61%
4010.5 · Gathering Vendors	585.00	0.00	585.00	100.0%
4010.1 · Gathering - Other	3,048.40	15.00	3,033.40	20,222.67%
Total 4010.1 · Gathering	32,940.61	215.00	32,725.61	15,221.21%
4020 · ILR-SD Donations				
4020.1 · Designated Donations	132.17	150.00	-17.83	-11.89%
4020 · ILR-SD Donations - Other	1,124.38	20,874.00	-19,749.62	-94.61%
Total 4020 · ILR-SD Donations	1,256.55	21,024.00	-19,767.45	-94.02%
4030 · ILR-SD Memberships				
4030.1 · Adult members	0.00	4,575.00	-4,575.00	-100.0%
4030.2 · Youth memberships	0.00	1,130.00	-1,130.00	-100.0%
4030 · ILR-SD Memberships - Other	27,446.57	3,889.70	23,556.87	605.62%
Total 4030 · ILR-SD Memberships	27,446.57	9,594.70	17,851.87	186.06%
4035.1 · ILR-SD Show Fees				
4035.2 · Per Lamas Fees	0.00	3,907.00	-3,907.00	-100.0%
4035.1 · ILR-SD Show Fees - Other	10,134.82	300.00	9,834.82	3,278.27%
Total 4035.1 · ILR-SD Show Fees	10,134.82	4,207.00	5,927.82	140.9%
4010 · ILR-SD - Other	2,123.80	30.00	2,093.80	6,979.33%
Total 4010 · ILR-SD	73,902.35	35,070.70	38,831.65	110.72%
4050 · ILR				
4050.1 · Member Services				
4050.2 · ILR Donation	210.00	0.00	210.00	100.0%
4050.3 · Lama Misc Transactions	1,709.00	370.00	1,339.00	361.89%
4050.5 · Lama Registrations	24,854.87	23,655.00	1,199.87	5.07%
4050.4 · Certificates	0.00	510.00	-510.00	-100.0%
4050.6 · Lama Transfers	22,102.69	20,895.00	1,207.69	5.78%
4050.7 · Screening Fee Income	250.00	1,500.00	-1,250.00	-83.33%
4050.8 · DNA Testing				
4050.9 · FTA Cards	215.50	291.00	-75.50	-25.95%
4050.10 · Maxxam - FTA	175.00	1,755.00	-1,580.00	-90.03%
4050.11 · UC Davis - Rootball	4,148.28	1,365.00	2,783.28	203.9%
Total 4050.8 · DNA Testing	4,538.78	3,411.00	1,127.78	33.06%
4050.13 · Membership Dues	44,284.70	21,695.00	22,589.70	104.12%
4050.1 · Member Services - Other	0.00	450.00	-450.00	-100.0%
Total 4050.1 · Member Services	97,950.04	72,486.00	25,464.04	35.13%
4055 · Online Services				
4055.2 · Mailing Lists, Misc Advertising	0.00	100.00	-100.00	-100.0%
4055.6 · Web Hosting Income	0.00	220.00	-220.00	-100.0%
Total 4055 · Online Services	0.00	320.00	-320.00	-100.0%
4060 · Funds				
4060.1 · GR Operating Fund	0.00	10.00	-10.00	-100.0%
4060.2 · GR Endowment	0.00	25.00	-25.00	-100.0%
Total 4060 · Funds	0.00	35.00	-35.00	-100.0%
4065 · Misc Income				
4065.1 · Postage	0.00	40.00	-40.00	-100.0%
Total 4065 · Misc Income	0.00	40.00	-40.00	-100.0%
4050 · ILR - Other	210.00	0.00	210.00	100.0%
Total 4050 · ILR	98,160.04	72,881.00	25,279.04	34.69%
4071 · Contract Work				
4071.1 · AMLA	32.00	0.00	32.00	100.0%
Total 4071 · Contract Work	32.00	0.00	32.00	100.0%
4072 · ILF	0.00	75.00	-75.00	-100.0%
4075 · Interest	9.82	1.93	7.89	408.81%
4080 · Adjustments to Income				
4080.1 · Deposit Adjustments	-35.00	-38.52	3.52	9.14%

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4080.2 · NSF-Member Check	230.00	357.87	-127.87	-35.73%
4080.3 · Refunds	-404.00	1,509.99	-1,913.99	-126.76%
4080 · Adjustments to Income - Other	-9,401.72	0.00	-9,401.72	-100.0%
Total 4080 · Adjustments to Income	-9,610.72	1,829.34	-11,440.06	-625.37%
4090 · Meridian Bldg				
4090.1 · Suite A	0.00	1,560.25	-1,560.25	-100.0%
4090 · Meridian Bldg - Other	0.00	10,581.27	-10,581.27	-100.0%
Total 4090 · Meridian Bldg	0.00	12,141.52	-12,141.52	-100.0%
4095 · Credit Card Fee Income	0.00	327.16	-327.16	-100.0%
Total Income	162,533.49	127,478.58	35,054.91	27.5%
Gross Profit	162,533.49	127,478.58	35,054.91	27.5%
Expense				
Board Expenses				
Misc	0.00	0.00	0.00	0.0%
5001 · Office Supplies, Postage, Etc	116.25	43.89	72.36	164.87%
5003 · Travel	539.65	1,301.72	-762.07	-58.54%
Total Board Expenses	655.90	1,345.61	-689.71	-51.26%
Depreciation Expense	0.00	9,543.05	-9,543.05	-100.0%
General ILR				
Software Development				
PAS Computers	225.00	0.00	225.00	100.0%
Registry Manager				
Uncanny Solutions	2,490.00	2,745.00	-255.00	-9.29%
Total Registry Manager	2,490.00	2,745.00	-255.00	-9.29%
Software Development - Other	0.00	75.00	-75.00	-100.0%
Total Software Development	2,715.00	2,820.00	-105.00	-3.72%
5101 · CPA - Accounting				
Accounting - Review	3,812.15	16,237.78	-12,425.63	-76.52%
Accounting - Tax Returns	1,000.00	0.00	1,000.00	100.0%
5101 · CPA - Accounting - Other	382.50	3,239.00	-2,856.50	-88.19%
Total 5101 · CPA - Accounting	5,194.65	19,476.78	-14,282.13	-73.33%
5102 · Directors Liability	2,310.00	2,310.00	0.00	0.0%
5104 · Legal Council	0.00	5,500.00	-5,500.00	-100.0%
5105 · Misc	0.00	367.97	-367.97	-100.0%
5106 · Volunteer Expenses	493.79	53.95	439.84	815.27%
5109 · Gen. Liability	1,031.00	3,057.00	-2,026.00	-66.27%
5202 · Ballots	49.39	0.00	49.39	100.0%
Total General ILR	11,793.83	33,585.70	-21,791.87	-64.88%
Member Services				
Credit card Charges				
Bancard	0.00	332.70	-332.70	-100.0%
Novus	0.00	56.79	-56.79	-100.0%
Total Credit card Charges	0.00	389.49	-389.49	-100.0%
5200 · Blood Testing				
Maxxam	607.40	1,576.54	-969.14	-61.47%
The Regents of UC Davis				
Rootball DNA Tests	1,110.00	1,650.00	-540.00	-32.73%
The Regents of UC Davis - Other	2,130.00	0.00	2,130.00	100.0%
Total The Regents of UC Davis	3,240.00	1,650.00	1,590.00	96.36%
5200 · Blood Testing - Other	0.00	-81.90	81.90	100.0%
Total 5200 · Blood Testing	3,847.40	3,144.64	702.76	22.35%
5201 · Advertising/Promotion				
Incentive Fund	0.00	1,351.99	-1,351.99	-100.0%
UAP awards	4,145.80	95.84	4,049.96	4,225.75%
Web Site				
Servypure	780.55	1,150.90	-370.35	-32.18%
Web Site - Other	128.39	29.52	98.87	334.93%
Total Web Site	908.94	1,180.42	-271.48	-23.0%
5201 · Advertising/Promotion - Other	2,148.57	1,645.37	503.20	30.58%
Total 5201 · Advertising/Promotion	7,203.31	4,273.62	2,929.69	68.55%
5213 · USAHA				
USAHA Dues	150.00	0.00	150.00	100.0%
Total 5213 · USAHA	150.00	0.00	150.00	100.0%

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Member Services - Other	0.00	-144.16	144.16	100.0%
Total Member Services	11,200.71	7,663.59	3,537.12	46.16%
Meridian Building				
5247 · Closing Costs	0.00	6.69	-6.69	-100.0%
5251 · Interest on Loan	0.00	1,148.92	-1,148.92	-100.0%
5260 · Remt & Utilities				
City of Kalispell	0.00	801.64	-801.64	-100.0%
Flathead Electric	0.00	2,306.15	-2,306.15	-100.0%
Montana Power	0.00	1,754.12	-1,754.12	-100.0%
5260 · Remt & Utilities - Other	0.00	-77.68	77.68	100.0%
Total 5260 · Remt & Utilities	0.00	4,784.23	-4,784.23	-100.0%
5261 · Building Maintenance				
Building Repairs	0.00	144.60	-144.60	-100.0%
5261 · Building Maintenance - Other	0.00	10.85	-10.85	-100.0%
Total 5261 · Building Maintenance	0.00	155.45	-155.45	-100.0%
5262 · Grounds Maintenance	0.00	240.00	-240.00	-100.0%
5263 · Property Taxes	435.86	7,742.39	-7,306.53	-94.37%
5309 · ILR Rent & Utilities				
Cleaning & Maintenance				
Cleaning Person	450.00	400.00	50.00	12.5%
Cleaning Supplies, Etc	44.97	0.00	44.97	100.0%
Total Cleaning & Maintenance	494.97	400.00	94.97	23.74%
Phone				
Bresnan	2,012.43	2,227.25	-214.82	-9.65%
Total Phone	2,012.43	2,227.25	-214.82	-9.65%
5309 · ILR Rent & Utilities - Other	194.74	0.00	194.74	100.0%
Total 5309 · ILR Rent & Utilities	2,702.14	2,627.25	74.89	2.85%
Total Meridian Building	3,138.00	16,704.93	-13,566.93	-81.22%
Office Expenses				
5301 · Bank & Credit Card fees				
Paypal Fees	1,715.25	1,403.59	311.66	22.2%
Finance Charges & Late Payments	0.00	75.83	-75.83	-100.0%
Bank Fees / Credit Card Fees	223.00	739.34	-516.34	-69.84%
Line of Credit - Interest	0.00	2,479.50	-2,479.50	-100.0%
MT Economic Developpe - Interest	0.00	1,193.75	-1,193.75	-100.0%
Kathi & Debi Interest	0.00	1,018.67	-1,018.67	-100.0%
Total 5301 · Bank & Credit Card fees	1,938.25	6,910.68	-4,972.43	-71.95%
5302 · Computer Equipment	49.99	49.99	0.00	0.0%
5305 · Office Furniture and Equipment				
Office Equipment				
Sharp MX-5111n	108.00	2,814.95	-2,706.95	-96.16%
Office Equipment - Other	0.00	339.99	-339.99	-100.0%
Total Office Equipment	108.00	3,154.94	-3,046.94	-96.58%
Total 5305 · Office Furniture and Equipment	108.00	3,154.94	-3,046.94	-96.58%
5306 · Office Supplies	678.40	1,128.64	-450.24	-39.89%
5307 · Postage and Shipping				
Fedex	0.00	29.86	-29.86	-100.0%
Stamps.com	262.84	227.36	35.48	15.61%
US Postal Service	2,799.62	3,147.28	-347.66	-11.05%
Total 5307 · Postage and Shipping	3,062.46	3,404.50	-342.04	-10.05%
5308 · Printing				
Certificate Envelopes	1,919.49	0.00	1,919.49	100.0%
Registration Certificate	1,656.62	0.00	1,656.62	100.0%
Total 5308 · Printing	3,576.11	0.00	3,576.11	100.0%
5308.5 · Taxes & Licenses	50.00	15.00	35.00	233.33%
5314 · Labor				
Gross Wages	31,931.81	34,542.83	-2,611.02	-7.56%
Severance Pay	0.00	16,000.00	-16,000.00	-100.0%
Net Wages	0.00	0.00	0.00	0.0%
Payroll Taxes	3,883.40	5,607.20	-1,723.80	-30.74%
Worker Compensation Insurance	-62.35	260.53	-322.88	-123.93%
Retirement Contribution	876.88	122.26	754.62	617.23%
Training	0.00	97.00	-97.00	-100.0%
5314 · Labor - Other	0.00	0.00	0.00	0.0%
Total 5314 · Labor	36,629.74	56,629.82	-20,000.08	-35.32%

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Office Expenses - Other	0.00	399.95	-399.95	-100.0%
Total Office Expenses	46,092.95	71,693.52	-25,600.57	-35.71%
Penalties and Interest	12.02	0.00	12.02	100.0%
Pot Of Gold Payment	0.00	504.00	-504.00	-100.0%
Show Division				
Clinic Expenses				
Fleece Clinics	200.00	285.16	-85.16	-29.86%
Total Clinic Expenses	200.00	285.16	-85.16	-29.86%
Gathering				
Gathering Pizza Party	61.81	0.00	61.81	100.0%
Gathering Travel	3,889.47	0.00	3,889.47	100.0%
Gathering-Premiums	4,295.00	81.00	4,214.00	5,202.47%
Gathering Judges' Fees	2,829.64	0.00	2,829.64	100.0%
Gathering Ribbons	2,072.13	0.00	2,072.13	100.0%
Gathering Venue	11,529.03	0.00	11,529.03	100.0%
Gathering - Other	4,985.87	1,042.00	3,943.87	378.49%
Total Gathering	29,662.95	1,123.00	28,539.95	2,541.4%
ILR-SD Awards				
ILR-SD trophies	4,648.46	1,183.37	3,465.09	292.82%
ILR-SD Awards - Other	617.03	0.00	617.03	100.0%
Total ILR-SD Awards	5,265.49	1,183.37	4,082.12	344.96%
ILR Contract Services	150.00	300.00	-150.00	-50.0%
SD Website Programming				
Website programming	240.00	2,730.00	-2,490.00	-91.21%
Total SD Website Programming	240.00	2,730.00	-2,490.00	-91.21%
4001.2 - ILR-SD member insurance	860.00	850.00	10.00	1.18%
5400 - Committee Expenses				
Fleece Committee	58.59	0.00	58.59	100.0%
Judges Committee				
Guidelines Book	259.20	213.06	46.14	21.66%
Total Judges Committee	259.20	213.06	46.14	21.66%
Total 5400 - Committee Expenses	317.79	213.06	104.73	49.16%
Show Division - Other	1,725.00	1,500.00	225.00	15.0%
Total Show Division	38,421.23	8,184.59	30,236.64	369.43%
Total Expense	111,314.64	149,224.99	-37,910.35	-25.41%
Net Ordinary Income	51,218.85	-21,746.41	72,965.26	335.53%
Other Income/Expense				
Other Expense				
Gain/Loss on Asset Sales	0.00	72,020.00	-72,020.00	-100.0%
Cost of Sales - Building	0.00	11,775.00	-11,775.00	-100.0%
Total Other Expense	0.00	83,795.00	-83,795.00	-100.0%
Net Other Income	0.00	-83,795.00	83,795.00	100.0%
Net Income	51,218.85	-105,541.41	156,760.26	148.53%