

# UNITED SUFFOLK SHEEP ASSOCIATION

(Includes United Junior Suffolk Sheep Association)

Summarized Financial Report

October 1, 2019 - September 30, 2020

## REVENUE & SUPPORT

Donations/Scholarships	\$	-
UJSSA Revenue	\$	10,085
Futurity Income	\$	1,975
Membership Dues	\$	19,140
Registrations	\$	31,927
Transfers	\$	19,389
Corrected and duplicate certificates	\$	281
Pedigrees & Re-Christening	\$	820
Postage, Shipping & Handling	\$	5,195
Promotional Items	\$	25
Membership Directory Advertising	\$	7,449
Newsletter & Website Advertising & Email Blasts	\$	2,715
Show & Sales	\$	5,856
Credits & Misc. Income	\$	5,067
<b>Total Revenue &amp; Support</b>	<b>\$</b>	<b>109,924</b>

## EXPENSES

Personnel Expense		
Insurance - Workmans Comp	\$	395
Payroll Taxes & Benefits	\$	4,788
Salaries & Wages	\$	44,729
Office Expenses		
Postage, Shipping & Handling	\$	2,249
Computer Hardware (non-cap) & Software	\$	663
Website Maintenance	\$	4,818
Office Supplies	\$	132
Printing	\$	2,703
Internet/Telephone	\$	1,448
Dues, Subscriptions & Registrations	\$	4,589
Occupancy Expenses		
Office Lease	\$	2,454
Insurance - Equipment & Contents	\$	1,337
Insurance Officer	\$	2,393
Show and Sale Expenses		
Judging	\$	250
Premiums and Awards	\$	6,197
Sales Other	\$	1,540
Futurity	\$	2,410
Miscellaneous Expenses		
Scholarship/Ambassador/Jr. Coordinator	\$	1,500
Miscellaneous Expense-other	\$	289
Administrative Expenses		
Professional fees	\$	3,743
Bank Charges, Credit Card Fees	\$	1,202
Foundation Grant Expense	\$	3,014
Promotional Expense	\$	3,847
Meeting & Banquet Expenses	\$	5,045
Staff Travel Expense	\$	3,130
Junior Association Expense	\$	5,296
Depreciation Expense	\$	775
<b>Total Expenses</b>	<b>\$</b>	<b>110,936</b>
Excess of Revenue Over (Expenses)	\$	(1,012)
Net Assets-Beginning of Year	\$	276,792
Investment Administrative Expenses	\$	(3,949)
Unrealized Gain (Loss) on Investments	\$	12,125
Interest Income	\$	7,379
Change in Net Assets	\$	14,543
<b>Net Assets-End of Year</b>	<b>\$</b>	<b>291,335</b>