American Milking Shorthorn Society

Profit and Loss Comparison

January - October, 2024

	TOTAL	
	JAN - OCT, 2024	JAN - OCT, 2023 (PY)
Income		
4000 AMSS Programs Sales		
4015 Registrations	54,252.00	40,784.00
4020 Transfers	21,077.00	14,492.00
4025 Pedigrees	1,930.00	1,007.00
4030 Classification	29,745.00	36,129.00
4040 DNA Test Kits	8,615.00	6,180.00
4041 Genomic Testing	1,305.00	1,080.00
4042 Embryo Recovery Sheets	60.00	195.00
4045 Corrections/Duplicates	785.00	857.00
4050 Double Registry		50.00
4052 NAAB Listing Fee	150.00	300.00
4055 Prefix	560.00	930.00
4060 Rush Fees	750.00	716.95
Total 4000 AMSS Programs Sales	**119,229.00**	**102,720.95**
4100 Contest Receipts		
4070 All-American	50.00	
4105 AMSS Futurities (Admin)	248.00	344.00
Total 4100 Contest Receipts	**298.00**	**344.00**
4150 Donation Receipts		
4151 General Fund	984.87	5,528.63
4152 Foundation Fund		25.00
4153 Endowment Fund	399.50	845.00
4155 Exec Sec Travel	1,306.35	1,337.95
4165 National Board		150.00
4175 Trophy	1,469.95	2,178.00
4180 Computer Fund	25.00	25.00
Total 4150 Donation Receipts	**4,185.67**	**10,089.58**
4200 Membership Dues	20,835.00	20,650.00
4270 Journal Subscription Sales	10,650.00	265.00
4275 U.S. Livestock Genetics Export Receipts	1,554.00	9,965.14
4300 Miscellaneous Sales		
4066 Bull Book Listing Fee	5,572.00	4,095.00
4305 Advertising Sales	100.00	
4315 Postage Reimbursement	25.00	10.00
4320 Other/Raffle/Online Fun Auction	6,450.00	9,900.00
Total 4300 Miscellaneous Sales	**12,147.00**	**14,005.00**
4400 Animal, Semen, & Embryo Sales		
4405 National Sale-Animals		31,855.00
4408 National Sale - Embryos		6,800.00

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4410 National Sale-Semen		5,045.00
4412 National Sale-Other Service Fees		1,510.00
4415 National Convention-Fun Auction	9,027.00	13,375.00
4425 Online Auction-Animals/Embryos	991.35	17,475.00
4430 Online Auction-Semen		1,642.00
4435 Online Auction-Other Service Fees	590.00	860.00
4450 Syndicates-Semen Royalties	3.00	
4465 Nat'l Office-Semen Sales	40,490.87	30,590.16
Total 4400 Animal, Semen, & Embryo Sales	**51,102.22**	**109,152.16**
Total Income	**$220,000.89**	**$267,191.83**
Cost of Goods Sold		
5500 Cost of Goods Sold		
5510 National Sale-Animals Cost		26,002.50
5512 National Sale - Embryos Cost		6,120.00
5515 National Sale-Semen Cost		4,734.87
5520 Fun Auction Cost	4,440.83	6,098.51
5540 Online Auction-Animals/Embryos Cost		15,727.50
5545 Online Auction-Semen Cost		1,396.80
6051 National Office-Semen Cost	37,355.89	30,958.83
Total 5500 Cost of Goods Sold	**41,796.72**	**91,039.01**
Total Cost of Goods Sold	**$41,796.72**	**$91,039.01**
GROSS PROFIT	**$178,204.17**	**$176,152.82**
Expenses		
5040 AMSS Program Expenses		
5045 Registrations/Transfers	510.41	1,249.56
5050 Genomic	4,555.00	3,535.00
5055 Classification	16,840.40	13,077.71
5060 Milk Production Records	244.13	313.08
5063 NAAB Listing		60.00
5065 DNA Testing	5,183.00	5,365.00
Total 5040 AMSS Program Expenses	**27,332.94**	**23,600.35**
5080 Travel Expenses - Executive Secretary		
5081 Lodging	2,344.81	5,126.82
5084 Meals	368.08	419.15
5085 Rental Car	1,469.15	1,011.70
5086 Gas and Tolls	160.53	286.82
5087 Personal Vehicle Mileage	956.36	1,137.33
5088 Airfare	1,027.32	3,260.98
Total 5080 Travel Expenses - Executive Secretary	**6,326.25**	**11,242.80**

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5100 Contest Expenses		
5070 All-American Costs	300.00	
5120 Trophy/Award Cost	3,203.50	3,528.46
Total 5100 Contest Expenses	**3,503.50**	**3,528.46**
5160 National Office Expense		
5165 Office/Storage Unit Rent	2,088.18	8,587.00
5175 Insurance-Auto, Property & Liability	3,514.00	4,090.99
5190 Computer Software Subscriptions/Maintenance	10,268.34	4,269.37
5200 Office Supplies	1,865.94	3,791.89
5205 Telephone/Internet	2,039.08	1,961.06
5210 Cell Phone		424.99
5215 Postage	3,167.36	5,107.25
5220 Printing	2,829.50	3,469.00
5225 Other National Office Costs		831.88
Total 5160 National Office Expense	**25,772.40**	**32,533.43**
5300 Payroll		
5179 Paid FMLA	184.86	337.77
5305 Salaries and Wages	72,916.80	72,916.72
5310 Payroll Taxes	6,349.58	6,216.89
5316 Insurance-Workers Compensation	612.99	1,875.00
Total 5300 Payroll	**80,064.23**	**81,346.38**
5460 Miscellaneous Expense		
5005 Bad Debt		494.25
5015 Bank Service Charges	664.06	502.62
5017 QuickBooks Payment Fees	3,114.35	2,495.38
5030 Board of Directors Meeting Expense	152.98	
5470 Other/Raffle/Online Fun Auction Expense	2,302.70	2,295.57
Total 5460 Miscellaneous Expense	**6,234.09**	**5,787.82**
5530 National Sale Expenses		
5505 National Sale Expenses-Convention		8,616.97
5535 National Sale Expense - Online		876.81
Total 5530 National Sale Expenses		**9,493.78**
5560 Professional Fees		
5320 Payroll Processing Fees	160.00	70.00
5565 Accountant	4,345.00	5,580.00
5566 Legal Fees	2,476.00	9,601.00
5567 IT Consulting		531.40
5568 Prof Fees State National Annual	60.00	
5570 Audit	3,150.00	5,000.00
5575 Investment	2,990.11	3,205.91
Total 5560 Professional Fees	**13,181.11**	**23,988.31**

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6000 Promotional Expenses		140.89
5000 Advertising		322.36
5082 USLGE TRAVEL		7,861.53
5410 AMSS Journal Publication Cost	6,354.27	7,022.13
6005 Professional Organization Memberships	484.11	1,305.84
6010 Bull Book	3,190.92	4,560.40
6015 Sponsorships	30.00	2,000.00
6020 Marketing, Branding, Etc.		785.00
6060 U.S. Livestock Genetics Export Expense		5,500.00
Total 6000 Promotional Expenses	**10,059.30**	**29,498.15**
Total Expenses	**$172,473.82**	**$221,019.48**
NET OPERATING INCOME	**$5,730.35**	**$ -44,866.66**
Other Income		
Convenience Fees Income		62.08
Interest Income		
4310 Finance Charges	513.91	241.39
7005 Interest Income-Endowment Fund	4,300.25	2,754.67
Total Interest Income	**4,814.16**	**2,996.06**
Investment Income		
7050 Investment Income - Dividends, etc	7,305.12	6,517.05
7055 Investment Income/(Loss) - Unrealized	20,130.70	4,715.91
7056 Unrealized Gain/(Loss) - Endowment Fund CD	740.12	-459.64
Total Investment Income	**28,175.94**	**10,773.32**
Other Miscellaneous Income		
4251 Junior Receipts - Membership Dues	2,865.00	3,595.00
4252 Junior Receipts - Other	4,707.80	2,602.50
Total Other Miscellaneous Income	**7,572.80**	**6,197.50**
Total Other Income	**$40,562.90**	**$20,028.96**
Other Expenses		
5450 Junior Expense	7,729.00	5,496.84
8010 Endowment Fund Expenditures	3,250.90	2,720.00
Total Other Expenses	**$10,979.90**	**$8,216.84**
NET OTHER INCOME	**$29,583.00**	**$11,812.12**
NET INCOME	**$35,313.35**	**$ -33,054.54**