

St. Paul Dog Training Club
January – September 2021

	Jan	Feb	Mar	Apr	May	June	July	August	September	Total
Gross Fee Income										
Class Fees	\$ 19,442.10	\$ 11,803.00	\$ 25,287.00	\$ 14,513.00	\$ 11,296.00	\$ 15,966.00	\$ 16,901.50	\$ 16,970.00	\$ 12,718.00	\$ 144,896.60
Trial Fees	\$ 7,915.00	\$ 12,484.00	\$ 31,344.43	\$ 23,859.00	\$ 7,135.52	\$ 11,905.00	\$ 2,612.00	\$ 7,522.00	\$ 8,470.00	\$ 113,246.95
Seminars	\$ 865.00	\$ -	\$ 250.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,115.00
Total Gross Fee Income	\$ 28,222.10	\$ 24,287.00	\$ 56,881.43	\$ 38,372.00	\$ 18,431.52	\$ 27,871.00	\$ 19,513.50	\$ 24,492.00	\$ 21,188.00	\$ 259,258.55
Cost of Labor	\$ 3,068.88	\$ 6,224.91	\$ 7,743.59	\$ 10,845.58	\$ 7,297.87	\$ 14,794.06	\$ 7,718.73	\$ 12,622.39	\$ 6,778.10	\$ 77,094.11
Cost of Trials	\$ 589.81	\$ 4,255.83	\$ 17,015.15	\$ 14,443.16	\$ 12,948.60	\$ 9,401.97	\$ 2,460.99	\$ 8,130.67	\$ 1,870.49	\$ 71,116.67
Total Cost of Labor/Trials	\$ 3,658.69	\$ 10,480.74	\$ 24,758.74	\$ 25,288.74	\$ 20,246.47	\$ 24,196.03	\$ 10,179.72	\$ 20,753.06	\$ 8,648.59	\$ 148,210.78
Gross Profit From Class/Trials	\$ 24,563.41	\$ 13,806.26	\$ 32,122.69	\$ 13,083.26	\$ (1,814.95)	\$ 3,674.97	\$ 9,333.78	\$ 3,738.94	\$ 12,539.41	\$ 111,047.77
Operating Expenses										
Rent	\$ -	\$ (580.42)	\$ 1,257.50	\$ 1,883.66	\$ 1,837.92	\$ 3,095.42	\$ 3,095.42	\$ 4,844.82	\$ 4,845.42	\$ 20,279.74
Payroll Taxes	\$ 604.92	\$ 878.67	\$ 862.36	\$ 830.73	\$ 1,135.09	\$ 897.60	\$ 754.56	\$ 1,156.66	\$ -	\$ 7,120.59
Repairs & Maintenance	\$ 1,114.80	\$ 3,739.45	\$ 332.00	\$ 1,540.06	\$ 334.77	\$ 122.76	\$ 62.33	\$ 744.76	\$ -	\$ 7,990.93
Utilities	\$ 471.81	\$ 757.73	\$ 1,265.70	\$ 777.15	\$ 591.63	\$ 1,194.71	\$ 1,107.00	\$ 802.96	\$ 1,378.11	\$ 8,346.80
PayPal Fees	\$ 817.64	\$ 808.00	\$ 901.53	\$ 914.28	\$ 398.35	\$ 389.61	\$ 478.92	\$ 813.13	\$ 746.42	\$ 6,267.88
Janitorial/Cleaning	\$ 677.69	\$ 732.45	\$ 902.90	\$ 1,421.50	\$ 1,186.29	\$ 1,189.55	\$ 1,618.71	\$ 1,411.94	\$ 1,102.55	\$ 10,243.58
Other	\$ 1,490.07	\$ 2,014.21	\$ 3,181.89	\$ (178.53)	\$ 1,552.79	\$ 784.71	\$ 626.69	\$ 3,354.76	\$ 345.81	\$ 13,172.40
Total Operating Expense	\$ 5,176.93	\$ 8,350.09	\$ 8,703.88	\$ 7,188.85	\$ 7,036.84	\$ 7,674.36	\$ 7,743.63	\$ 13,129.03	\$ 8,418.31	\$ 73,421.92
Net Ordinary Income	\$ 19,386.48	\$ 5,456.17	\$ 23,418.81	\$ 5,894.41	\$ (8,851.79)	\$ (3,999.39)	\$ 1,590.15	\$ (9,390.09)	\$ 4,121.10	\$ 37,625.85
Other Income/Expense										
Collars & Leashes	\$ (382.25)	\$ 310.60	\$ (535.50)	\$ 429.00	\$ 161.00	\$ 124.00	\$ (55.14)	\$ 20.72	\$ 303.00	\$ 375.43
COVID Grant	\$ -	\$ -	\$ 15,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00
Fundraising	\$ 8,965.00	\$ 9,435.00	\$ 154.15	\$ 246.00	\$ 125.00	\$ -	\$ -	\$ -	\$ -	\$ 18,925.15
Membership	\$ 2,200.00	\$ 180.00	\$ 240.00	\$ 100.00	\$ 20.00	\$ 140.00	\$ 340.00	\$ 80.00	\$ 140.00	\$ 3,440.00
Other Income/(Expense)	\$ -	\$ -	\$ -	\$ -	\$ 172.46	\$ 330.00	\$ 275.00	\$ (313.39)	\$ 25.00	\$ 489.07
Interest Income	\$ -	\$ -	\$ 0.17	\$ 0.34	\$ 0.51	\$ 0.50	\$ -	\$ -	\$ -	\$ 1.52
Total Other Income	\$ 10,782.75	\$ 9,925.60	\$ 14,858.82	\$ 775.34	\$ 478.97	\$ 594.50	\$ 559.86	\$ (212.67)	\$ 468.00	\$ 38,231.17
Net Income	\$ 30,169.23	\$ 15,381.77	\$ 38,277.63	\$ 6,669.75	\$ (8,372.82)	\$ (3,404.89)	\$ 2,150.01	\$ (9,602.76)	\$ 4,589.10	\$ 75,857.02
Cash at beginning of the month	\$ 2,785.79	\$ 42,532.61	\$ 57,914.38	\$ 96,192.01	\$ 102,861.76	\$ 94,381.94	\$ 89,047.43	\$ 91,016.59	\$ 81,545.81	
Cash at end of the month	\$ 42,532.61	\$ 57,914.38	\$ 96,192.01	\$ 102,861.76	\$ 94,381.94	\$ 89,047.43	\$ 91,016.59	\$ 81,545.81	\$ 86,400.37	
Net Increase/(Decrease) in cash	<u>\$ 39,746.82</u>	<u>\$ 15,381.77</u>	<u>\$ 38,277.63</u>	<u>\$ 6,669.75</u>	<u>\$ (8,479.82)</u>	<u>\$ (5,334.51)</u>	<u>\$ 1,969.16</u>	<u>\$ (9,470.78)</u>	<u>\$ 4,854.56</u>	

**St. Paul Dog Training Club
January – September 2021**

	Agility	Obedience	Nosework	Total
Gross Fee Income				
Class Fees	\$ 36,440.60	\$ 38,127.00	\$ 70,329.00	\$ 144,896.60
Trial Fees	\$ 25,753.00	\$ 3,080.52	\$ 84,413.43	\$ 113,246.95
Seminars	\$ 250.00	\$ 865.00	\$ –	\$ 1,115.00
Total Gross Fee Income	\$ 62,443.60	\$ 42,072.52	\$ 154,742.43	\$ 259,258.55
Cost of Labor	\$ 12,228.09	\$ 18,120.65	\$ 46,745.37	\$ 77,094.11
Cost of Trials	\$ 18,811.03	\$ 1,859.22	\$ 50,446.42	\$ 71,116.67
Total Cost of Labor/Trials	\$ 31,039.12	\$ 19,979.87	\$ 97,191.79	\$ 148,210.78
Gross Profit From Class/Trials	\$ 31,404.48	\$ 22,092.65	\$ 57,550.64	\$ 111,047.77
Operating Expenses				
Rent	\$ 3,675.54	\$ 3,675.54	\$ 12,928.66	\$ 20,279.74
Payroll Taxes	\$ 3,009.50	\$ 3,202.45	\$ 908.64	\$ 7,120.59
Repairs & Maintenance	\$ 3,261.09	\$ 3,261.09	\$ 1,468.75	\$ 7,990.93
Utilities	\$ 4,173.40	\$ 4,173.40	\$ –	\$ 8,346.80
PayPal Fees	\$ 2,089.29	\$ –	\$ 4,178.59	\$ 6,267.88
Janitorial/Cleaning	\$ 3,414.53	\$ 3,414.53	\$ 3,414.52	\$ 10,243.58
Other	\$ 4,390.80	\$ 4,390.80	\$ 4,390.80	\$ 13,172.40
Total Operating Expense	\$ 24,014.15	\$ 22,117.81	\$ 27,289.96	\$ 73,421.92
Net Ordinary Income	\$ 7,390.33	\$ (25.16)	\$ 30,260.68	\$ 37,625.85
Other Income/Expense				
Collars & Leashes	\$ –	\$ 375.43	\$ –	\$ 375.43
COVID Grant	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 15,000.00
Fundraising	\$ 6,308.39	\$ 6,308.38	\$ 6,308.38	\$ 18,925.15
Membership	\$ 1,146.67	\$ 1,146.67	\$ 1,146.66	\$ 3,440.00
Other Income	\$ 163.02	\$ 163.02	\$ 163.03	\$ 489.07
Interest Income	\$ 0.51	\$ 0.51	\$ 0.50	\$ 1.52
Total Other Income	\$ 12,618.59	\$ 12,994.01	\$ 12,618.57	\$ 38,231.17
Net Income	<u>\$ 20,008.92</u>	<u>\$ 12,968.85</u>	<u>\$ 42,879.25</u>	<u>\$ 75,857.02</u>
		Cash at beginning of the month:	\$	81,545.81
		Cash at end of the month:	\$	86,400.37
		Net Increase/(Decrease) in cash:	<u>\$</u>	<u>4,854.56</u>

Notes: (1) Positive cash flow for the month due to Nosework trial timing differences