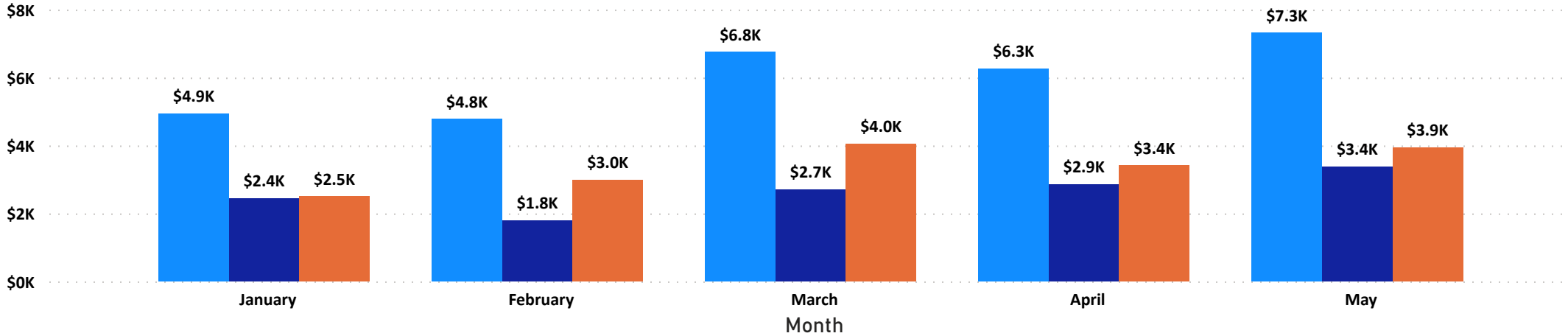


Agility Program Current Year

Year

Classes

● Class Fees ● Instructors ● Classes, Net

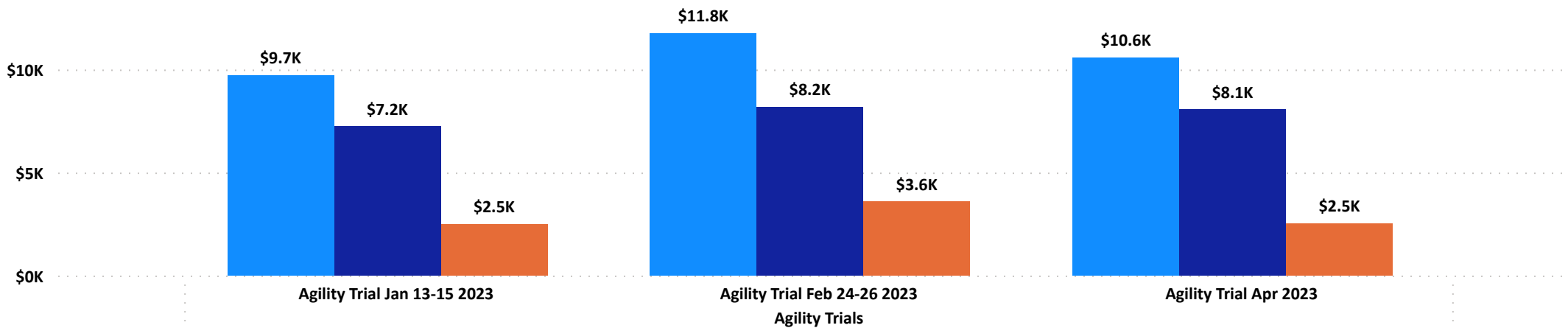


Yr Over Yr

14.63%
Class Fees Inc (Decr)
25.90%
Instructors Inc (Decr)
7.91%
Net Inc (Decr)

Trials

● Trial Fees ● Trial Costs ● Trials, Net



Yr Over Yr

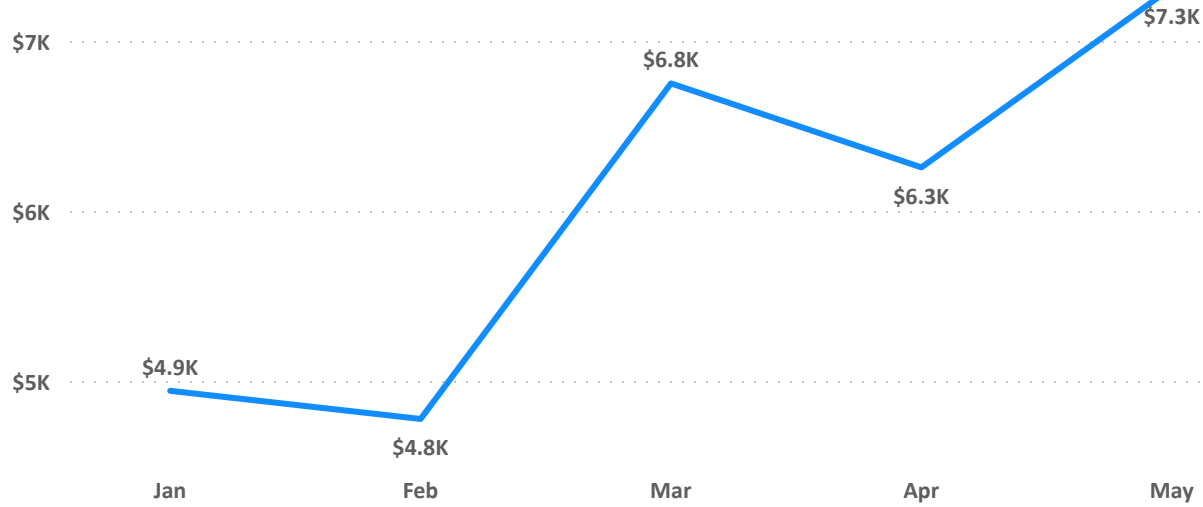
-4.61%
Trial Fees
6.50%
Trial Costs
-26.57%
Trials, Net

Agility Program

Year

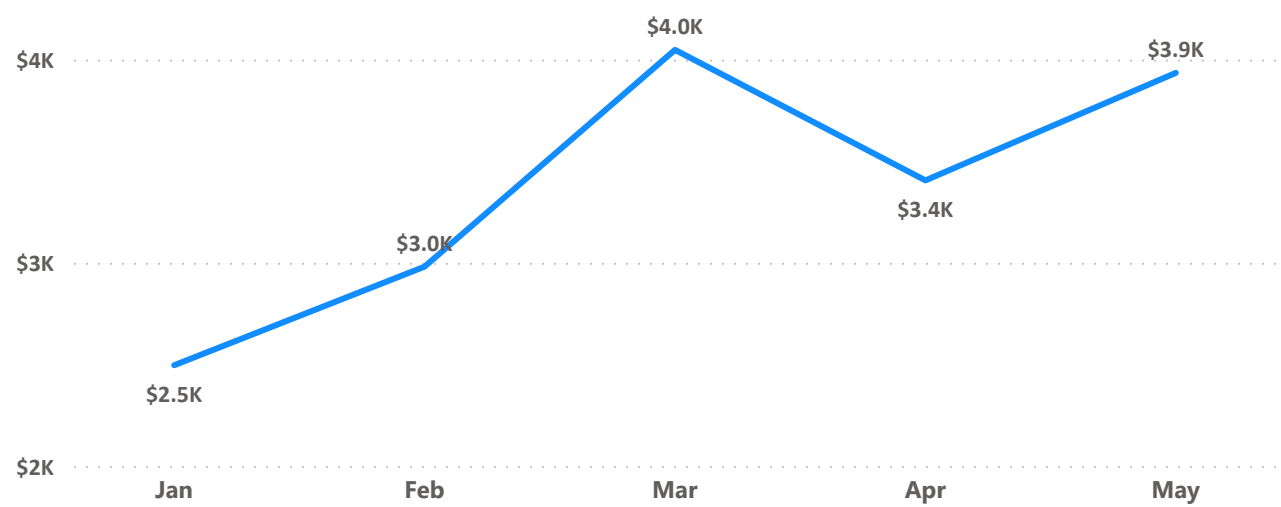
Class Fees

Year ● 2023



Classes, Net

Year ● 2023



Class Fees, Net

Year	Jan	Feb	Mar	Apr	May
2023	\$2,495.68	\$2,981.03	\$4,048.06	\$3,405.51	\$3,934.76

Instructors

Year	Jan	Feb	Mar	Apr	May
2023	\$2,446.32	\$1,795.47	\$2,702.44	\$2,850.99	\$3,379.24

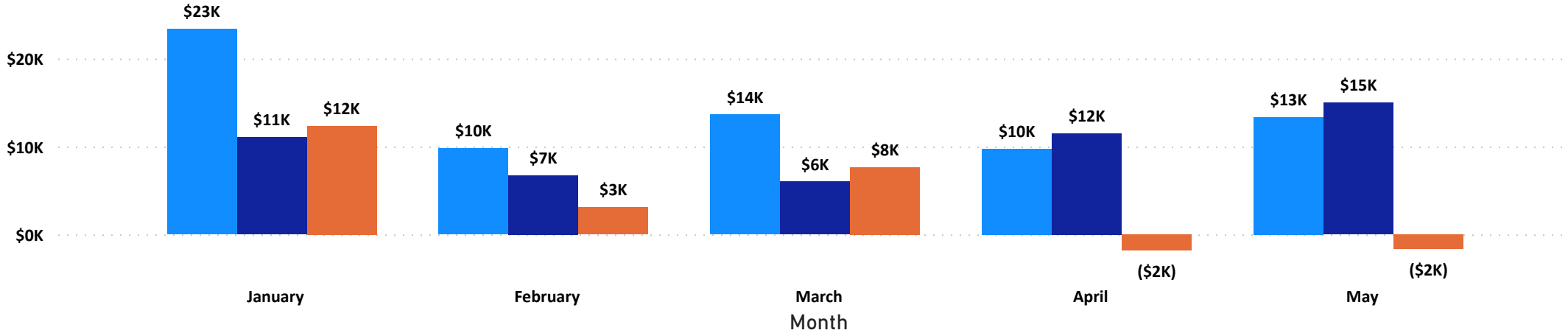
Pct Increase (Decrease)		
Class Fees	Instructors	Net
16.48%	25.90%	10.04%

Nosework Program Current Year

Year

Classes

● Class Fees ● Instructors ● Classes, Net

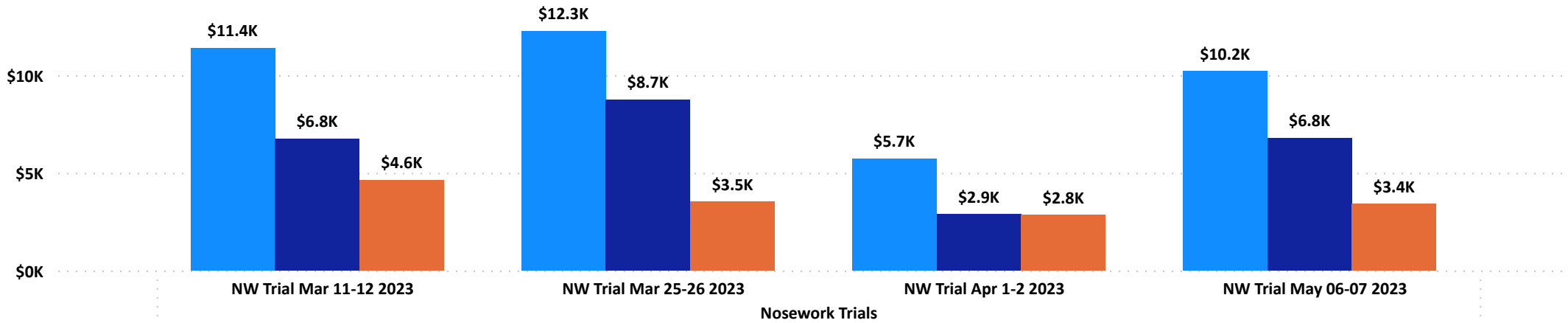


Yr Over Yr

53.86%
Class Fees Inc (Decr)
75.30%
Instructors Inc (Decr)
17.18%
Net Inc (Decr)

Trials

● Trial Fees ● Trial Costs ● Trials, Net



Yr Over Yr

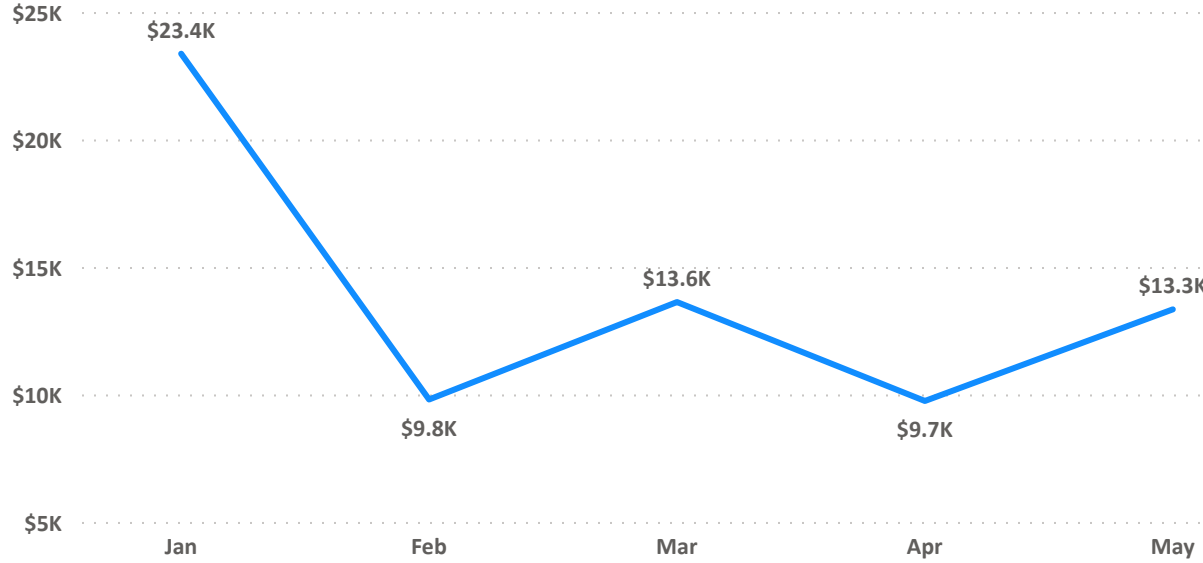
-24.99%
Trial Fees
-23.72%
Trial Costs
-27.18%
Trials, Net

Nosework Program

Year

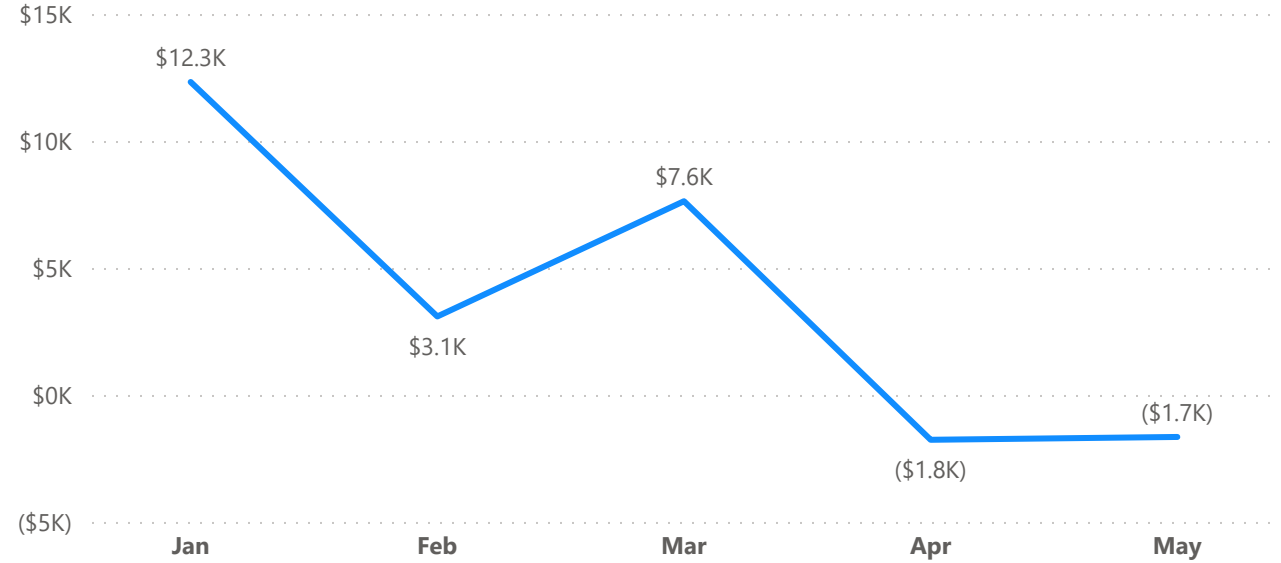
Class Fees

Year ● 2023



Classes, Net

Year ● 2023



Class Fees, Net

Year	Jan	Feb	Mar	Apr	May
2023	\$12,323.43	\$3,091.25	\$7,629.43	(\$1,764.40)	(\$1,653.02)

Instructors

Year	Jan	Feb	Mar	Apr	May
2023	\$11,041.57	\$6,711.75	\$5,995.57	\$11,509.40	\$14,991.02

Pct Increase (Decrease)

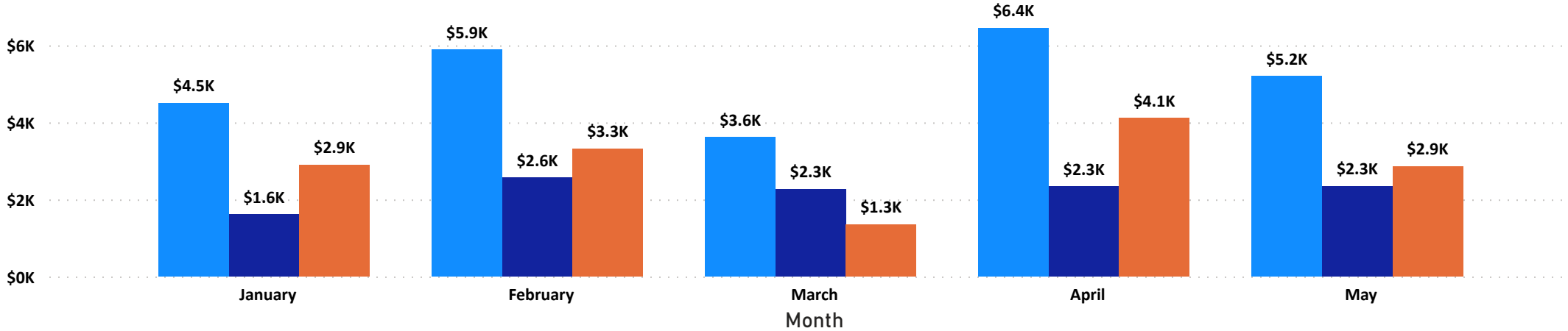
Class Fees	Instructors	Net
53.86%	75.30%	17.18%

Obedience Program Current Year

Year

Classes

● Class Fees ● Instructors ● Classes, Net

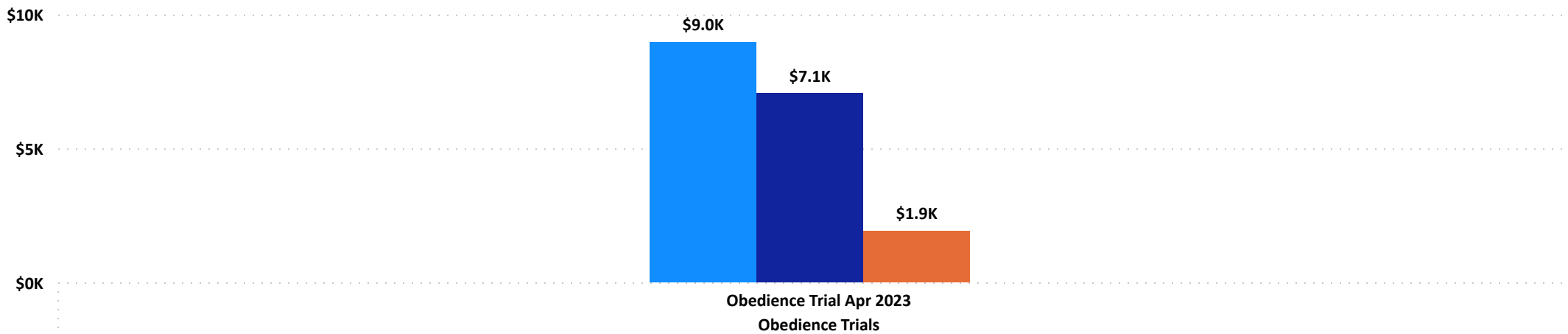


Yr Over Yr

21.39%
Class Fees Inc (Decr)
13.51%
Instructors Inc (Decr)
27.51%
Net Inc (Decr)

Trials

● Trial Fees ● Trial Costs ● Trials, Net



Yr Over Yr

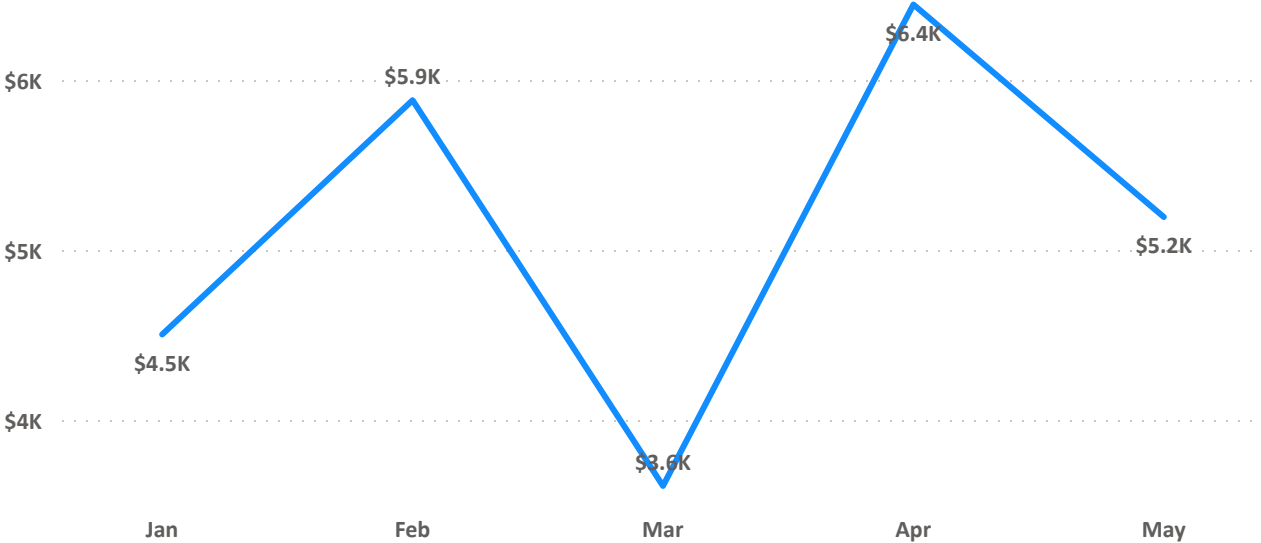
-14.39%
Trial Fees
-24.97%
Trial Costs
174.47%
Trials, Net

Obedience Program

Year

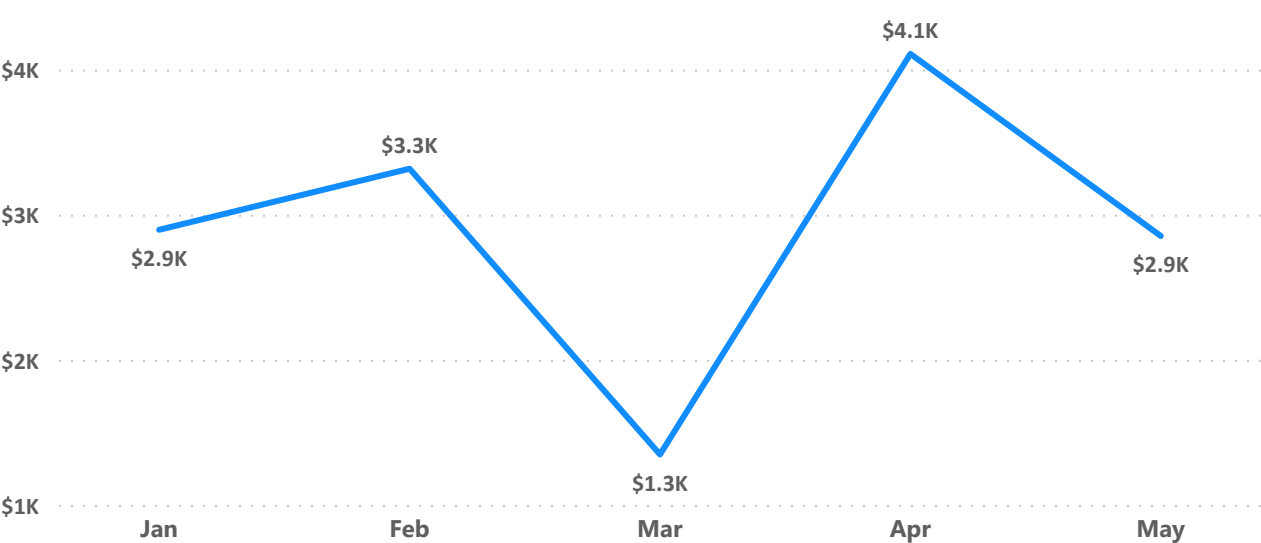
Class Fees

Year ● 2023



Classes, Net

Year ● 2023



Class Fees, Net

Year	Jan	Feb	Mar	Apr	May
2023	\$2,896.12	\$3,316.93	\$1,347.92	\$4,107.98	\$2,853.29

Pct Increase (Decrease)		
Class Fees	Instructors	Net
18.17%	13.51%	22.00%

Income

Month Account	Jan		Feb		Mar		Apr		May	
	Curr Yr	Prior Yr	Curr Yr	Prior Yr	Curr Yr	Prior Yr	Curr Yr	Prior Yr	Curr Yr	Prior Yr
<input type="checkbox"/> Income	\$42,539.00	\$38,860.00	\$53,023.50	\$47,637.25	\$48,434.50	\$27,316.00	\$54,279.57	\$63,550.00	\$18,529.69	\$32,657.65
<input type="checkbox"/> Class Fees	\$32,810.00	\$21,475.00	\$20,460.50	\$14,982.25	\$23,987.50	\$17,071.00	\$22,445.57	\$19,545.00	\$25,846.00	\$19,824.00
40110 — Agility	\$4,942.00	\$4,870.00	\$4,776.50	\$3,785.00	\$6,750.50	\$7,180.00	\$6,256.50	\$4,807.00	\$7,314.00	\$5,148.00
40114 — Nosework	\$23,365.00	\$14,385.00	\$9,803.00	\$5,108.25	\$13,625.00	\$6,186.00	\$9,745.00	\$9,820.00	\$13,338.00	\$9,915.00
40115 — Obedience	\$4,503.00	\$2,220.00	\$5,881.00	\$6,089.00	\$3,612.00	\$3,705.00	\$6,444.07	\$4,918.00	\$5,194.00	\$4,761.00
<input type="checkbox"/> Seminars	\$0.00	\$0.00	\$0.00	\$2,345.00	\$1,875.00	\$0.00	\$1,520.00	\$1,980.00	\$187.19	\$375.88
40310 — Agility	\$0.00	\$0.00	\$0.00	\$0.00	\$1,875.00	\$0.00	\$1,520.00	\$0.00	(\$1,842.81)	\$886.51
40311 — Nosework	\$0.00	\$0.00	\$0.00	\$2,345.00	\$0.00	\$0.00	\$0.00	\$1,980.00	\$2,030.00	(\$510.63)
<input type="checkbox"/> Trial Fees	\$9,729.00	\$17,385.00	\$32,563.00	\$30,310.00	\$22,572.00	\$10,245.00	\$30,314.00	\$42,025.00	(\$7,503.50)	\$12,457.77
40210 — Agility	\$9,729.00	\$12,035.00	\$11,913.00	\$12,749.00	(\$143.00)	\$80.00	\$11,488.00	\$10,210.00	(\$80.00)	\$0.00
40211 — Nosework	\$0.00	\$5,955.00	\$20,650.00	\$18,400.00	\$22,715.00	\$10,165.00	\$10,685.00	\$31,815.00	(\$3,020.00)	\$2,100.00
40212 — Obedience	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,967.00	\$0.00	(\$4,403.50)	\$10,357.77
40299 — Vouchers - Agility	\$0.00	(\$605.00)	\$0.00	(\$839.00)	\$0.00	\$0.00	(\$826.00)	\$0.00	\$0.00	\$0.00
Total	\$42,539.00	\$38,860.00	\$53,023.50	\$47,637.25	\$48,434.50	\$27,316.00	\$54,279.57	\$63,550.00	\$18,529.69	\$32,657.65

Expenses

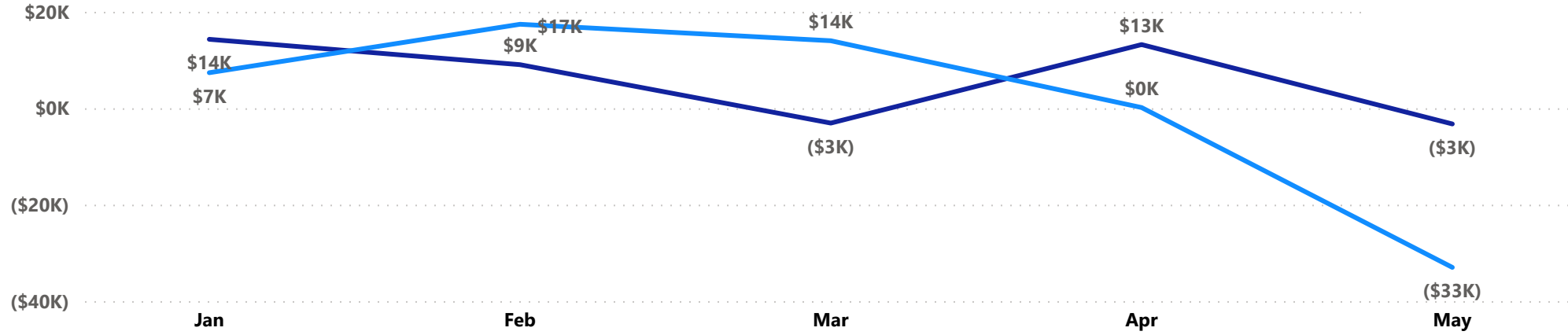
Month Account	Jan		Feb		Mar		Apr		May	
	Curr Yr	Prior Yr	Curr Yr	Prior Yr	Curr Yr	Prior Yr	Curr Yr	Prior Yr	Curr Yr	Prior Yr
☐ Cost of Goods Sold	\$26,369.89	\$13,583.84	\$18,957.24	\$26,567.32	\$20,821.64	\$18,476.04	\$38,953.89	\$39,418.33	\$33,359.95	\$25,690.17
☐ Instructor Compensation	\$15,094.77	\$5,126.62	\$11,071.29	\$8,492.49	\$10,962.09	\$8,412.13	\$16,696.48	\$21,184.28	\$20,710.97	\$5,703.56
53510 — Agility Instructors	\$2,446.32	\$2,161.13	\$1,795.47	\$1,991.49	\$2,702.44	\$2,208.86	\$2,850.99	\$2,114.97	\$3,379.24	\$1,987.92
53520 — Nosework Instructors	\$11,041.57	\$1,386.31	\$6,711.75	\$4,766.05	\$5,995.57	\$4,338.52	\$11,509.40	\$16,761.89	\$14,991.02	\$1,412.62
53530 — Obedience Instructors	\$1,606.88	\$1,579.18	\$2,564.07	\$1,734.95	\$2,264.08	\$1,864.75	\$2,336.09	\$2,307.42	\$2,340.71	\$2,303.02
☒ Trial Costs	\$11,275.12	\$8,457.22	\$7,885.95	\$18,074.83	\$9,859.55	\$10,063.91	\$22,257.41	\$18,234.05	\$12,648.98	\$19,986.61
☐ Expense	\$11,200.80	\$11,951.68	\$16,172.80	\$12,600.79	\$15,441.23	\$12,299.89	\$14,984.00	\$11,296.21	\$18,764.46	\$10,891.52
☐ General Administrative Expense	\$1,340.31	\$566.44	\$1,713.42	\$2,077.27	\$2,546.72	\$1,990.70	\$776.49	\$710.15	\$6,050.55	\$985.53
60100 — Bank Service Charges	\$25.50	\$3.50	\$52.46	\$3.50	\$227.08	\$3.50	\$345.75	\$3.50	\$299.59	\$3.50
60500 — Computer and Internet Expenses	\$241.05	\$384.50	\$1,642.97	\$1,453.62	\$402.76	\$251.99	\$372.41	\$399.15	\$336.16	\$359.10
60600 — Insurance Expense	(\$55.37)	\$0.00	\$0.00	\$0.00	\$1,352.00	\$1,362.00	\$0.00	\$0.00	\$107.00	\$0.00
60999 — Miscellaneous Expense	\$104.12	\$108.00	\$0.00	\$52.16	\$36.00	\$202.62	\$0.00	\$0.00	\$0.00	\$497.40
64100 — Office Supplies	\$332.02	\$52.45	\$0.00	\$0.00	\$324.89	\$30.60	\$38.34	\$289.51	\$0.00	\$57.54
66100 — Postage and Delivery	\$17.99	\$17.99	\$17.99	\$67.99	\$203.99	\$139.99	\$19.99	\$17.99	\$19.99	\$67.99
66300 — Professional Fees	\$675.00	\$0.00	\$0.00	\$500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,287.81	\$0.00
☐ Operating Expense	\$2,717.71	\$3,780.12	\$5,077.41	\$2,595.07	\$4,337.20	\$2,394.87	\$4,252.11	\$3,599.53	\$3,417.45	\$2,229.33
60200 — PayPal Fees	\$1,251.09	\$1,148.43	\$1,357.41	\$601.50	\$1,037.89	\$907.06	\$961.51	\$1,411.94	\$778.14	\$787.04
60700 — Janitorial Expense	\$894.87	\$1,476.69	\$1,580.36	\$1,422.10	\$1,156.66	\$1,487.81	\$2,298.97	\$1,632.59	\$1,674.96	\$1,221.58
68000 — Repairs and Maintenance	\$571.75	\$1,155.00	\$2,139.64	\$571.47	\$1,027.91	\$0.00	\$765.92	\$555.00	\$916.39	\$220.71
68200 — Training Equipment	\$0.00	\$0.00	\$0.00	\$0.00	\$1,114.74	\$0.00	\$225.71	\$0.00	\$47.96	\$0.00
☐ Rent	\$4,142.46	\$3,587.92	\$4,142.46	\$3,587.92	\$4,142.46	\$3,587.92	\$4,142.46	\$3,587.92	\$4,198.63	\$3,587.92
67100 — Downstairs	\$1,892.46	\$1,837.92	\$1,892.46	\$1,837.92	\$1,892.46	\$1,837.92	\$1,892.46	\$1,837.92	\$1,948.63	\$1,837.92
67200 — Nosework Center	\$2,250.00	\$1,750.00	\$2,250.00	\$1,750.00	\$2,250.00	\$1,750.00	\$2,250.00	\$1,750.00	\$2,250.00	\$1,750.00
☒ Taxes	\$75.41	\$1,150.55	\$2,281.26	\$1,649.69	\$1,118.06	\$909.42	\$1,272.92	\$932.41	\$1,899.40	\$1,442.54
☐ Utilities	\$2,924.91	\$2,866.65	\$2,958.25	\$2,690.84	\$3,296.79	\$3,416.98	\$4,540.02	\$2,466.20	\$3,198.43	\$2,646.20
60400 — Security Monitoring	\$0.00	\$0.00	\$223.45	\$212.27	\$0.00	\$0.00	\$0.00	\$0.00	\$223.45	\$212.27
66005 — Utilities - Downstairs	\$1,667.41	\$1,609.15	\$1,477.30	\$1,221.07	\$2,039.29	\$2,159.48	\$1,152.64	\$1,208.70	\$1,649.98	\$1,176.43
66010 — CAM	\$1,257.50	\$1,257.50	\$1,257.50	\$1,257.50	\$1,257.50	\$1,257.50	\$3,387.38	\$1,257.50	\$1,325.00	\$1,257.50
Total	\$37,570.69	\$25,535.52	\$35,130.04	\$39,168.11	\$36,262.87	\$30,775.93	\$53,937.89	\$50,714.54	\$52,124.41	\$36,581.69

Net Income

Month Short

Year ● 2022 ● 2023

Multiple selec...



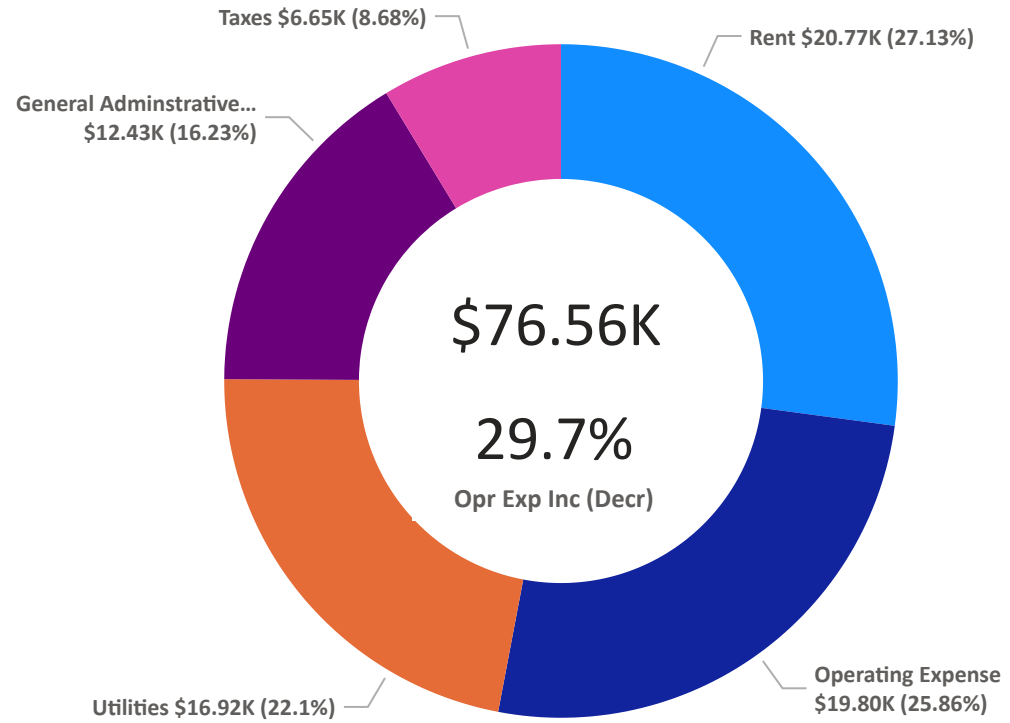
Year	Jan	Feb	Mar	Apr	May	YTD Total
2023	\$7,370.81	\$17,417.93	\$13,999.63	\$148.46	(\$33,000.30)	\$5,936.53
Income	\$42,539.00	\$53,023.50	\$48,434.50	\$54,279.57	\$18,529.69	\$216,806.26
Cost of Goods Sold	(\$26,369.89)	(\$18,957.24)	(\$20,821.64)	(\$38,953.89)	(\$33,359.95)	(\$138,462.61)
Expense	(\$11,200.80)	(\$16,172.80)	(\$15,441.23)	(\$14,984.00)	(\$18,764.46)	(\$76,563.29)
Other Income	\$2,402.50	(\$475.53)	\$1,828.00	(\$193.22)	\$594.42	\$4,156.17
Other Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
MTD Total	\$7,370.81	\$17,417.93	\$13,999.63	\$148.46	(\$33,000.30)	\$5,936.53

Operating Expenses

Year ▼

2023 ▼

Quarter	Qtr-1		Qtr-2	
Account	Curr Yr	Prior Yr	Curr Yr	Prior Yr
Expense	\$42,814.83	\$36,852.36	\$33,748.46	\$22,187.73
General Administrative Expense	\$5,600.45	\$4,634.41	\$6,827.04	\$1,695.68
60100 — Bank Service Charges	\$305.04	\$10.50	\$645.34	\$7.00
60500 — Computer and Internet Expenses	\$2,286.78	\$2,090.11	\$708.57	\$758.25
60600 — Insurance Expense	\$1,296.63	\$1,362.00	\$107.00	\$0.00
60999 — Miscellaneous Expense	\$140.12	\$362.78	\$0.00	\$497.40
64100 — Office Supplies	\$656.91	\$83.05	\$38.34	\$347.05
66100 — Postage and Delivery	\$239.97	\$225.97	\$39.98	\$85.98
66300 — Professional Fees	\$675.00	\$500.00	\$5,287.81	\$0.00
Operating Expense	\$12,132.32	\$8,770.06	\$7,669.56	\$5,828.86
60200 — PayPal Fees	\$3,646.39	\$2,656.99	\$1,739.65	\$2,198.98
60700 — Janitorial Expense	\$3,631.89	\$4,386.60	\$3,973.93	\$2,854.17
68000 — Repairs and Maintenance	\$3,739.30	\$1,726.47	\$1,682.31	\$775.71
68200 — Training Equipment	\$1,114.74	\$0.00	\$273.67	\$0.00
Rent	\$12,427.38	\$10,763.76	\$8,341.09	\$7,175.84
67100 — Downstairs	\$5,677.38	\$5,513.76	\$3,841.09	\$3,675.84
67200 — Nosework Center	\$6,750.00	\$5,250.00	\$4,500.00	\$3,500.00
Taxes	\$3,474.73	\$3,709.66	\$3,172.32	\$2,374.95
Utilities	\$9,179.95	\$8,974.47	\$7,738.45	\$5,112.40
60400 — Security Monitoring	\$223.45	\$212.27	\$223.45	\$212.27
66005 — Utilities - Downstairs	\$5,184.00	\$4,989.70	\$2,802.62	\$2,385.13
66010 — CAM	\$3,772.50	\$3,772.50	\$4,712.38	\$2,515.00
Total	\$42,814.83	\$36,852.36	\$33,748.46	\$22,187.73

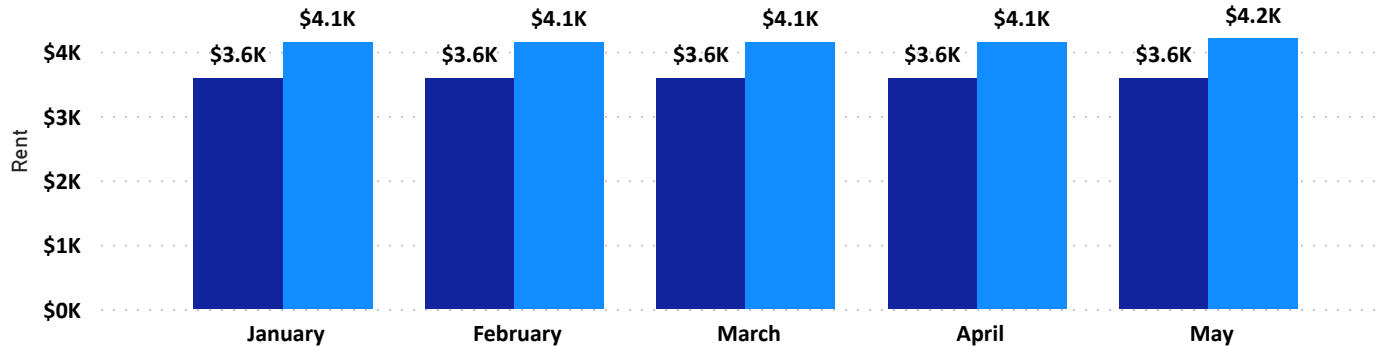


Rent

Month Name ▼

Multiple selections ▼

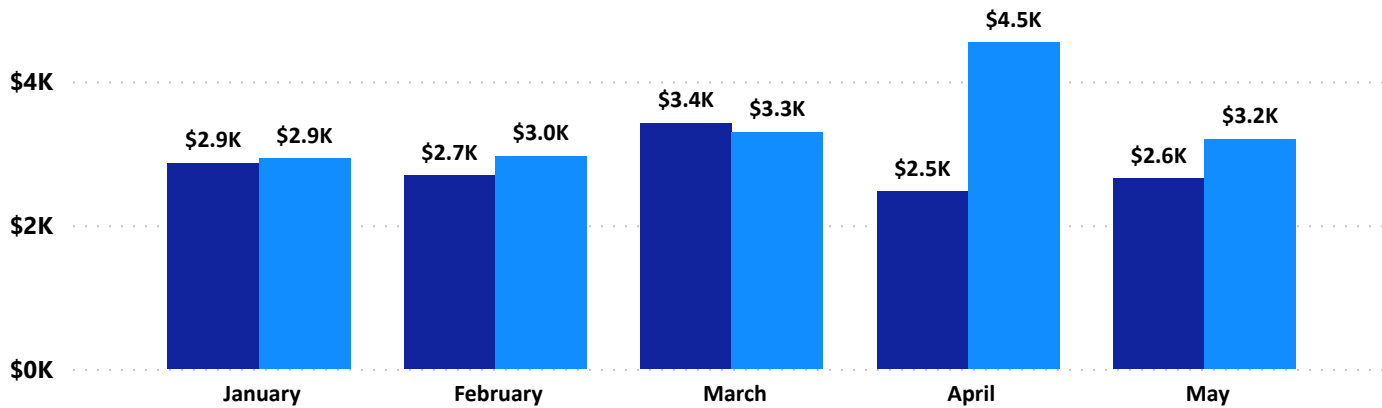
Year ● 2022 ● 2023



Year	Jan	Feb	Mar	Apr	May	Total
2022	\$3,587.92	\$3,587.92	\$3,587.92	\$3,587.92	\$3,587.92	\$17,939.60
2023	\$4,142.46	\$4,142.46	\$4,142.46	\$4,142.46	\$4,198.63	\$20,768.47

Utilities

Year ● 2022 ● 2023

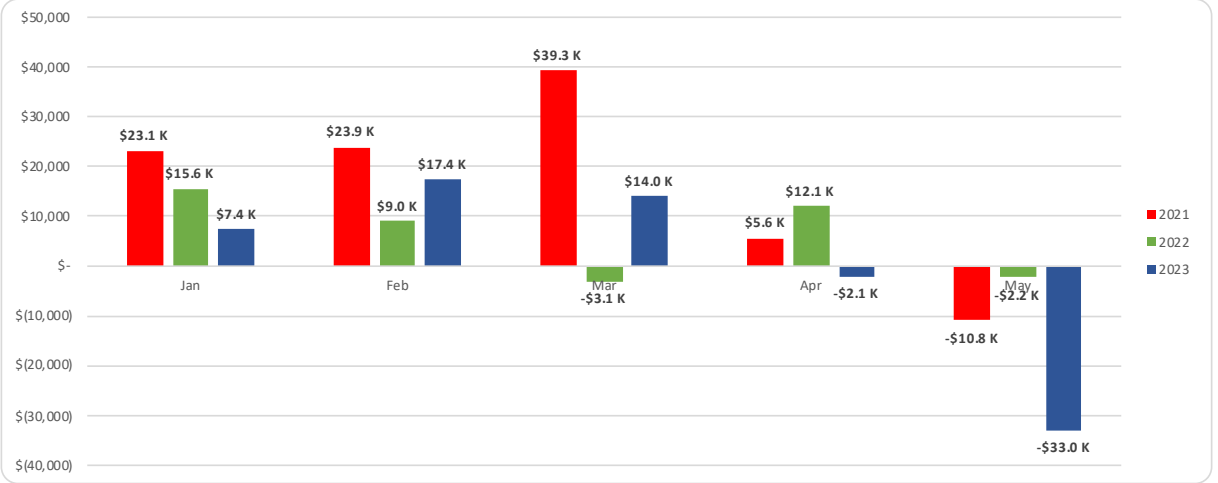
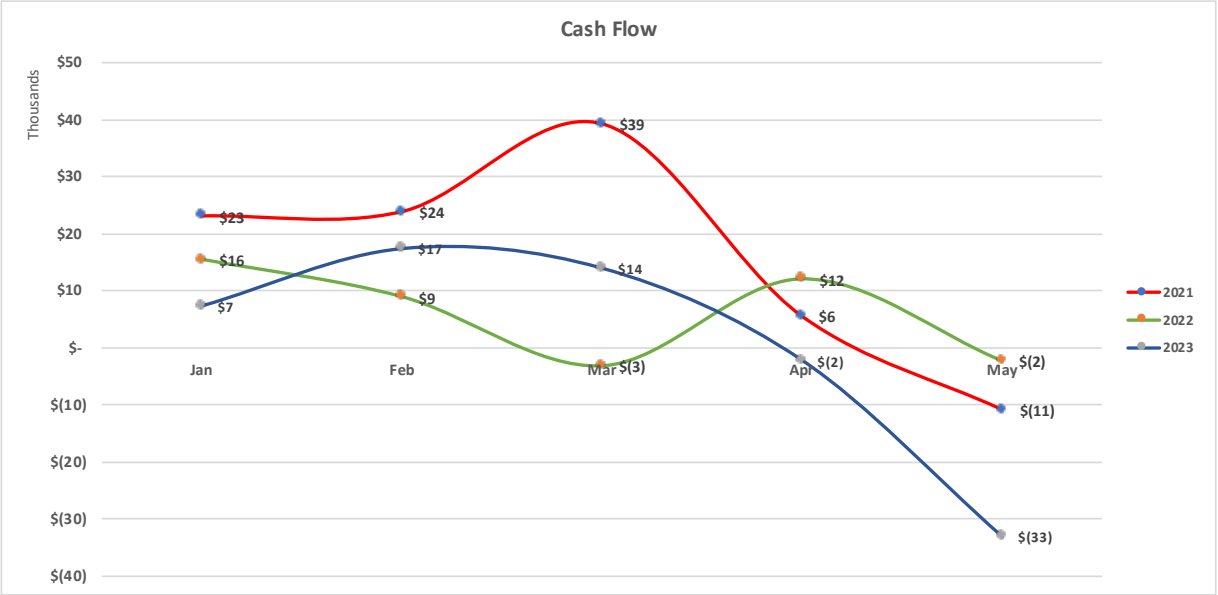


Year	Jan	Feb	Mar	Apr	May	Total
2022	\$2,866.65	\$2,690.84	\$3,416.98	\$2,466.20	\$2,646.20	\$14,086.87
2023	\$2,924.91	\$2,958.25	\$3,296.79	\$4,540.02	\$3,198.43	\$16,918.40

Statement of Activities
May 31, 2023

	MTD				YTD			
	Nosework	Agility	Obedience	Total	Nosework	Agility	Obedience	Total
Program Revenue:								
Class Fees	\$ 13,338.00	\$ 7,314.00	\$ 5,194.00	\$ 25,846.00	\$ 69,876.00	\$ 30,039.50	\$ 25,634.07	\$ 125,549.57
Trial Fees	(3,020.00)	(80.00)	(4,403.50)	(7,503.50)	51,030.00	32,081.00	4,563.50	87,674.50
Seminars	2,030.00	(1,842.81)	-	187.19	2,030.00	1,552.19	-	3,582.19
Other income	20.47	20.47	553.48	594.42	1,249.83	1,209.83	1,696.51	4,156.17
Total Revenue	\$ 12,368.47	\$ 5,411.66	\$ 1,343.98	\$ 19,124.11	\$ 124,185.83	\$ 64,882.52	\$ 31,894.08	\$ 220,962.43
				-				-
Program Expenses:								
Instructors	\$ 14,991.02	\$ 3,379.24	\$ 2,340.71	\$ 20,710.97	\$ 50,249.31	\$ 13,174.46	\$ 11,111.83	\$ 74,535.60
Trials	12,157.39	491.59	-	12,648.98	32,782.75	23,785.30	7,358.96	63,927.01
Total Program Expense	\$ 27,148.41	\$ 3,870.83	\$ 2,340.71	\$ 33,359.95	\$ 83,032.06	\$ 36,959.76	\$ 18,470.79	\$ 138,462.61
				-				-
Operating Expense:								
Rent	\$ 2,250.00	\$ 974.32	\$ 974.31	\$ 4,198.63	\$ 11,250.00	\$ 4,759.24	\$ 4,759.23	\$ 20,768.47
Payroll Taxes	129.64	804.36	409.68	1,343.68	906.24	3,711.67	2,029.14	6,647.05
Utilities	1,325.00	824.99	824.99	2,974.98	8,484.88	3,993.31	3,993.31	16,471.50
Training Equipment	-	-	47.96	47.96	23.58	1,316.87	47.96	1,388.41
Internet/Computer	112.05	112.06	112.05	336.16	998.45	998.45	998.45	2,995.35
PayPal	389.07	389.07	-	778.14	2,693.02	2,693.02	-	5,386.04
Professional Fees	1,762.61	1,762.60	1,762.60	5,287.81	1,987.60	1,987.60	1,987.60	5,962.80
Insurance	35.66	35.67	35.67	107.00	467.88	467.88	467.87	1,403.63
Maintenance & Repairs	-	458.20	458.19	916.39	-	2,710.81	2,710.80	5,421.61
Janitorial	558.32	558.32	558.32	1,674.96	2,535.28	2,535.27	2,535.27	7,605.82
Other	366.25	366.25	366.25	1,098.75	837.54	837.54	837.53	2,512.61
Total Operating Expense	\$ 6,928.60	\$ 6,285.84	\$ 5,550.02	\$ 18,764.46	\$ 30,184.47	\$ 26,011.66	\$ 20,367.16	\$ 76,563.29
				-				-
Change in net assets	<u>\$(21,708.54)</u>	<u>\$(4,745.01)</u>	<u>\$(6,546.75)</u>	<u>\$(33,000.30)</u>	<u>\$ 10,969.30</u>	<u>\$ 1,911.10</u>	<u>\$(6,943.87)</u>	<u>\$ 5,936.53</u>

Cash Flow, Net May 31, 2023



May-23

ASSETS

Current Assets

Checking/Savings

10200 — PayPal Bank	\$ 1,757.99
10300 — Wells Fargo Platinum Savings	60,543.44
10400 — Holding Account	-
10100 — Wells Fargo Business Checking	9,829.85
10500 — Merchant Bank	1,120.00
Total Checking/Savings	<u>73,251.28</u>

Total Current Assets 73,251.28

TOTAL ASSETS \$ 73,251.28

LIABILITIES & EQUITY

Equity

39000 — Retained Earnings	\$ 54,063.46
31000 — Opening Balance Equity	13,251.29
Net Income	<u>5,936.53</u>

Total Equity 73,251.28

TOTAL LIABILITIES & EQUITY \$ 73,251.28