

American Working Malinois Association Inc.
Projected Budget
1-Nov-20

	2020 YTD	2021 Projected	
Income			
Direct Public Support	0.00	0.00	
Fundraisers	0.00	0.00	
Donations - Team Uniforms	104.50	0.00	
Total Fundraisers	\$ 104.50	\$ 0.00	
Total Direct Public Support	\$ 104.50	\$ 0.00	
Investments	0.00	0.00	
Interest-Savings, Short-term CD	6.07	8.00	
Total Investments	\$ 6.07	\$ 8.00	
Member Clubs	0.00	0.00	
Member Club Dues	3,448.41	3,000.00	*
Trial Fees	565.00	700.00	**
Total Member Clubs	\$ 4,013.41	\$ 3,700.00	
Membership Dues	0.00	0.00	
Family	3,501.79	2,400.00	***
Family Rush	103.90	103.90	
Single	13,698.63	14,400.00	****
Single Rush	2,803.88	2,400.00	*****
Upgrade Single to Family	41.56	0.00	
Total Membership Dues	\$ 20,149.76	\$ 19,303.90	
Program Income	0.00	0.00	
BOI Bond	-100.00	0.00	
IPO 3 Club	30.00	30.00	
Total Program Income	-\$ 70.00	\$ 30.00	
Sales Income	0.00	0.00	
Scorebooks	0.00	0.00	
Rush Canada	85.75	0.00	*****
Rush USA	1,442.50	600.00	*
Scorebook Bond	50.00	0.00	*****
Standard USA	1,648.75	2,500.00	**
Total Scorebooks	\$ 3,227.00	\$ 3,100.00	
Total Sales Income	\$ 3,227.00	\$ 3,100.00	
Total Income	\$ 27,430.74	\$ 26,141.90	
Cost of Goods Sold			
Cost of Goods Sold	0.00	0.00	
Scorebooks	763.20	763.20	
Total Cost of Goods Sold	\$ 763.20	\$ 763.20	
Total Cost of Goods Sold	\$ 763.20	\$ 763.20	
Gross Profit	\$ 26,667.54	\$ 25,378.70	
Expenses			
AWDF	0.00	0.00	
AWDF Dues	450.00	450.00	
AWDF Catalog Ad	100.00	100.00	
AWDF Malinois Trophy	0.00	150.00	
Total AWDF	\$ 450.00	\$ 700.00	
FMBB	0.00	0.00	

FMBB Declarations	1,500.00	0.00
FMBB Dues	243.89	243.89
Total FMBB	\$ 1,743.89	\$ 243.89
Events	0.00	0.00
National Championship	0.00	5,000.00
Regional Championships	0.00	1,600.00
Total Events	\$ 0.00	\$ 6,600.00
Judges	0.00	0.00
Judges Program Disbursements	0.00	500.00
Total Judges	\$ 0.00	\$ 500.00
Insurance	0.00	0.00
Insurance - CNA Bond	252.32	252.32
Insurance - D & O	823.00	823.00
Insurance - Liability	584.00	584.00
Total Insurance	\$ 1,659.32	\$ 1,659.32
Operations	0.00	0.00
JotForm	190.00	228.00
Postage, Mailing Service	990.00	1,200.00
Quickbooks	174.84	325.00
Website	120.00	120.00
Zoom	158.89	158.89
Total Operations	\$ 1,633.73	\$ 2,031.89
PayPal Fee	884.78	1,000.00
Reconciliation Discrepancies	363.41	0.00
Taxes	0.00	0.00
IRS Federal Income Tax	2,230.00	0.00
AZ State Tax		400.00
Total Taxes	\$ 2,230.00	\$ 400.00
Total Expenses	\$ 8,965.13	\$ 13,135.10
Net Operating Income	\$ 17,702.41	\$ 12,243.60
Net Income	\$ 17,702.41	\$ 12,243.60

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- * \$75 for 40 Clubs
- ** \$5 per entry, 4 entries, 35 Clubs
- *** \$60 for 40 Family Memberships, based on 400 members, 10% are Family Memberships
- **** \$40 for 360 Single Memberships, based on 400 members, 90% are Single Memberships
- ***** 15% of memberships are rushed, based on 400 members.
- ***** Based on 100 Scorebooks, 25% are rushed
- ***** Based on 100 Scorebooks