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01/09/12
Cash Basis

Manhattan Wildlife Association Profit & Loss January through December 2011

	Jan - Dec 11	Jan - Dec 10	\$ Change	% Change
Income				
Advertising	425.00	125.00	300.00	240.0%
Component Sales	17,119.40	21,098.20	-3,978.80	-18.9%
Cowboy Sillhouette	105.09	136.52	-31.43	-23.0%
Donation	200.00	25.00	175.00	700.0%
Education				
Education Concealed Carry	2,100.39	1,556.02	544.37	35.0%
Total Education	2,100.39	1,556.02	544.37	35.0%
Gallatin Action Shooters Income	1,344.56	1,950.00	-605.44	-31.1%
Gallatin Valley Regulators	1,321.77	1,034.58	287.19	27.8%
IDPA	2,661.00	2,075.17	585.83	28.2%
Interest Income	13.10	111.92	-98.82	-88.3%
Membership Dues				
NRA Memberships	-9,310.00	-8,615.00	-695.00	-8.1%
Membership Dues - Other	75,150.00	76,981.75	-1,831.75	-2.4%
Total Membership Dues	65,840.00	68,366.75	-2,526.75	-3.7%
NRA Grants	0.00	270.00	-270.00	-100.0%
Old Farts Income	7,039.75	7,707.00	-667.25	-8.7%
Other Income	-15.00	976.25	-991.25	-101.5%
Range Use Rental Income	100.00	675.00	-575.00	-85.2%
Sight In Days	1,118.75	784.28	334.47	42.7%
Skeet Income	11,526.75	7,495.00	4,031.75	53.8%
Trap Income	27,385.76	33,066.60	-5,680.84	-17.2%
Unknown Income	0.00	1,258.00	-1,258.00	-100.0%
Total Income	138,286.32	148,711.29	-10,424.97	-7.0%
Cost of Goods Sold				
Components	17,119.40	21,098.20	-3,978.80	-18.9%
Total COGS	17,119.40	21,098.20	-3,978.80	-18.9%
Gross Profit	121,166.92	127,613.09	-6,446.17	-5.1%
Expense				
Contract Services				
Grace Holiday Bookkeeping	1,817.66	2,449.64	-631.98	-25.8%
Total Contract Services	1,817.66	2,449.64	-631.98	-25.8%
Contributions	500.00	800.00	-300.00	-37.5%
Facilities and Equipment				
Maintenance and Repairs	5,256.17	10,676.48	-5,420.31	-50.8%
Real Estate Property Taxes	2,822.87	2,451.13	371.74	15.2%
Total Facilities and Equipment	8,079.04	13,127.61	-5,048.57	-38.5%
License & Registration	30.00	30.00	0.00	0.0%
Operations				
Ammunition	6,906.05	1,146.31	5,759.74	502.5%
Bank Service Charges	60.00	247.27	-187.27	-75.7%
Books, Subscriptions, Refere...	2,004.20	1,790.00	214.20	12.0%
Electricity	2,922.74	2,126.01	796.73	37.5%
Garbage	5,030.96	4,492.73	538.23	12.0%
New Letter Expense	4,844.75	2,135.44	2,709.31	126.9%
Organization Membership Fees	100.00	0.00	100.00	100.0%
Postage, Mailing Service	4,296.60	4,191.40	105.20	2.5%
Printing and Copying	385.07	2,713.39	-2,328.32	-85.8%
Propane	2,254.95	1,818.49	436.46	24.0%
Range Security	4,200.00	4,500.00	-300.00	-6.7%
Returned Checks Deposited	0.00	61.00	-61.00	-100.0%
Supplies	5,546.22	4,686.84	859.38	18.3%
Target Repair and Maint.	1,069.09	399.00	670.09	167.9%
Toilet Maint	2,993.35	3,545.00	-551.65	-15.6%
Trap Shoot Payouts	4,606.45	4,476.95	129.50	2.9%
Trap Trophies	1,983.75	1,401.00	582.75	41.6%
Total Operations	49,204.18	39,730.83	9,473.35	23.8%

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	<u>Jan - Dec 11</u>	<u>Jan - Dec 10</u>	<u>\$ Change</u>	<u>% Change</u>
Other Types of Expenses				
Insurance - Liability, D and O	7,333.00	6,941.00	392.00	5.7%
Other Costs	625.00	25.00	600.00	2,400.0%
Other Types of Expenses - Ot...	0.00	438.16	-438.16	-100.0%
Total Other Types of Expenses	<u>7,958.00</u>	<u>7,404.16</u>	<u>553.84</u>	<u>7.5%</u>
Payroll Expenses	676.76	0.00	676.76	100.0%
Steel Targets Purchased	0.00	900.00	-900.00	-100.0%
Targets	26,273.46	26,512.35	-238.89	-0.9%
WebSite Hosting	478.80	643.30	-164.50	-25.6%
Total Expense	<u>95,017.90</u>	<u>91,597.89</u>	<u>3,420.01</u>	<u>3.7%</u>
Net Income	<u>26,149.02</u>	<u>36,015.20</u>	<u>-9,866.18</u>	<u>-27.4%</u>