

NAPA VALLEY DOG TRAINING CLUB BOARD MEETING MINUTES

January 3, 2022

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I. CALL TO ORDER

- A. Call to order at 6:32 PM.
- B. Board members present: Mary Ash, Debbie Hilton, Lori Jackson, David LeCount, and Sue Osborn

II. Board Positions

- A. MSC for Mary Ash to be Interim President and Debbie Hilton to be Interim Secretary to cover previous president's position held by Sue Osborn and previous secretary's position held by Roxann Gracia.
- B. Debbie Hilton is interested in taking on Building Group Use Coordinator and will meet with Sue Osborn, current Building Group Use Coordinator, after tonight's meeting to go over responsibilities.

III. MINUTES

MSC to approve the December 6, 2021 board minutes as published.

IV. TREASURER'S REPORT

- A. As of January 31st:
 - 1. Checking: \$22,362.35
 - 2. Savings: \$41,929.35
 - 3. Paypal: \$1,892.00
- C. Changes to Umpqua Bank Business Checking Account #4869476517 as well as Savings Account that ends in 8849:
 - 1. Treasurer, Lori Jackson, to be added to both accounts as administrator.
 - 2. Sue Osborn, Past President, to remain as a secondary user on both accounts.
 - 3. The 2021 Vice President, Sandy Bonifield, and the 2021 Past President, Linda Luchsinger, to be removed from both accounts.

IV. BOARD, COMMITTEE & CHAIR REPORTS

- A. **MEMBERSHIP/VOUCHERS**—Lori Jackson
 - 1. Lori met with Carol Coawette to go over membership and voucher duties.
 - 2. Debbie will coordinate with Lori regarding membership packets.
- B. **OFFICE**—Mary Ash
 - Mary is in process of recruiting staff to work in office when DogBizPro is phased out.
- C. **TRAINING**—David LeCount
 - 1. A social meet and greet Training Meeting is confirmed for January 28, 2022 to set session 3 & 4.
 - 2. Session 2 is now Online. Mary requested copies for the office.
 - 3. Via email, Board approved Judy Gamet's request to add a Musical Rally class in Session 2 at 7:30 pm on Tuesday night.
 - 4. Jyl Wilkinson has been invited to Training Meeting as a prospective instructor. Approval of Jyl as a provisional instructor is dependent on her observing different classes taught at the club.
 - 5. David Le Count to assume copying of training handouts.
- D. **BUILDING & SUNSHINE**—Debbie Hilton
 - 1. **Building:** Via email, Board approved to reinstate Bob ad Duff, the company previously used by the club, to do 2 month interval spraying for \$115. Thank you to Debbie for her extensive research for the best fit for pesticide spraying that works for our club.
 - 2. **Building:** Debbie has found signs online that could be used on lawn areas wherein dogs are not allowed, hasn't yet talked to Ross Mini about their use.

NAPA VALLEY DOG TRAINING CLUB BOARD MEETING MINUTES

January 3, 2022

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3. **Sunshine:** A plant was given to Roxann Gracia, a card to Carol Coawette, and a thank you note has been received from Chris Mayer.

V. OLD BUSINESS

A. **Registration Process Overview**

Mary Ash will set up a meeting to pin down details such as updating forms needed for paper registration; may be Session 3 before DogBizPro is phased out.

B. **Voucher Reconciliation Status**

Mary Ash will contact Carol Coawette about helping out with vouchers from past years needing to be logged and will offer her a certificate for a free class if she is able to help—MSC.

VI. NEW BUSINESS

A. **2021 Audit**

An auditing committee of at least 3 people, one being a board member, to be organized. General members will be polled.

B. **Scent Work Trial Partnering with Golden State Greater Swiss Mountain Dog Club**

Sue will request specific details, i.e, dates, experience, equipment, premium setup, sponsor.

C. **info@nvdtc.org** will now be handled by Donna Golemon.

D. **Awards Banquet**

General will be polled for volunteers to help organize.

E. **Bring Your Dog To Meeting Nights**

Lori and Karen Jackson have been asked to organize a May Madness night for the May 2022 general meeting. Additional "Bring Your Dog To Meeting Nights" to be scheduled later.

F. **Items for Next Board Meeting Agenda**

1) Toy purchase budget, 2) Guidelines and Procedures update, & 3) perpetual calendar.

G. **Future Board Meetings**

1. Meetings are now set for a maximum of 2 hours. Any unfinished business will be rolled over to next meeting. Important items will be handled via special meetings.
2. Meetings will now be held the fourth Monday of the month from 5:30 to 7:30 pm. Next meeting is February 28th in the office.
3. After the February meeting, Board will look at holding meetings every other month.

VI. MEETING ADJOURNED at 8:20 PM.

Respectively,
Debbie Hilton

Attached:
October, November, and December
Financials

FINANCIAL STATEMENTS

NAPA VALLEY DOG TRAINING CLUB, INC.
P.O. BOX 4097

NAPA, CA 94558

As of October 31, 2021

Prepared by DOUD BOOKKEEPING & TAX SERVICE 707 255-9144

STATEMENT OF PROFIT AND LOSS

From 10/01/21 to 10/31/21

Year to Date As of 10/31/21

Sales or Income

CLASS FEES	\$ 9,895.00	99.5%	\$ 93,363.50	95.0%
DUES	35.00	0.4%	1,470.00	1.5%
MISC INCOME	0.00	0.0%	561.21	0.6%
BUILDING/EQUIPMENT RENTAL	10.00	0.1%	729.00	0.7%
EQUIPMENT	0.00	0.0%	84.75	0.1%
CLUB APPAREL	0.00	0.0%	619.00	0.6%
SCENTWORK TRIAL PROCEEDS	0.00	0.0%	1,500.00	1.5%

Total Sales or Income	9,940.00	100.0%	98,327.46	100.0%
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Cost of Sales

VOUCHERS & DISCOUNTS	0.00	0.0%	2,272.76	2.3%
CLUB APPAREL	0.00	0.0%	516.29	0.5%

Total Cost of Sales	0.00	0.0%	2,789.05	2.8%
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GROSS PROFIT	9,940.00	100.0%	95,538.41	97.2%
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Operating Expense

TRAINER FEES	0.00	0.0%	21,824.60	22.2%
STUDENT EQUIPMENT	171.27	1.7%	1,598.36	1.6%
SUPPLIES & MINOR EQUIP.	139.72	1.4%	425.77	0.4%
LEGAL/ACCOUNTING/FEES	25.00	0.3%	130.00	0.1%
NAPA COUNTY BUSINESS PROPERTY TAX	61.83	0.6%	61.83	0.1%
OFFICE EXPENSE	190.31	1.9%	1,582.17	1.6%
PRINTING & COPYING	5.15	0.1%	654.75	0.7%
POSTAL	0.00	0.0%	58.00	0.1%
CLUB AWARDS	0.00	0.0%	998.18	1.0%
HOSPITALITY	250.05	2.5%	300.05	0.3%
PAYPAL FEES	340.52	3.4%	1,907.10	1.9%
DUES/CONTRIBUTIONS	0.00	0.0%	50.00	0.1%
BUILDING	264.13	2.7%	2,822.25	2.9%
NAPA SAWYER PROPERTIES	4,045.00	40.7%	37,464.00	38.1%
NAPA VALLEY PSI/BUILDING CLEANING	0.00	0.0%	2,148.75	2.2%
SOUTHGATE STORAGE	560.00	5.6%	560.00	0.6%
RE TAX & INSURANCE/NAPA SAWYER	81.00	0.8%	1,113.00	1.1%
NAPA SAWYER/CAM	354.00	3.6%	1,062.00	1.1%
INSURANCE EXPENSE	0.00	0.0%	800.00	0.8%
SCENTWORK TRIAL	0.00	0.0%	541.91	0.6%

Total Operating Expense	6,487.98	65.3%	76,102.72	77.4%
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NET INCOME OR <LOSS>	\$ 3,452.02	34.7%	\$ 19,435.69	19.8%
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INCOME STATEMENT SUPPORTING SCHEDULE As of 10/31/21

	From 10/01/21 to 10/31/21		Year to Date As of 10/31/21	
CLASS FEES				
PUPPY	1,830.00	18.4%	18,200.00	18.5%
GOOD MANNERS/MIGHTY MIGHTS	1,550.00	15.6%	10,720.00	10.9%
GOOD MANNERS 2/CGC CLASS	360.00	3.6%	8,475.00	8.6%
AGILITY	0.00	.0%	1,875.00	1.9%
ADVANCED OBEDIENCE	440.00	4.4%	1,045.00	1.1%
FUN & GAMES	390.00	3.9%	390.00	.4%
RALLY CLASS	895.00	9.0%	10,360.00	10.5%
ADOLESCENT DOG	2,300.00	23.1%	16,435.00	16.7%
DOGS CAN DANCE CLASS	810.00	8.1%	7,768.50	7.9%
SAMPLER CLASS	0.00	.0%	500.00	.5%
TRICKS & GAMES	0.00	.0%	665.00	.7%
OUT & ABOUT	325.00	3.3%	325.00	.3%
SCENT CLASS	995.00	10.0%	15,410.00	15.7%
BEYOND BASICS	0.00	.0%	835.00	.8%
POLITE IN PUBLIC	0.00	.0%	360.00	.4%
Total CLASS FEES	9,895.00	99.5%	93,363.50	95.0%
VOUCHERS & DISCOUNTS				
PUPPY VOUCHERS & DISCOUNTS	0.00	.0%	92.20	.1%
GOOD MANNERS I / VOUCHERS & DISCOUNTS	0.00	.0%	97.60	.1%
GM2 VOUCHERS & DISCOUNTS	0.00	.0%	145.60	.1%
AGILITY	0.00	.0%	59.60	.1%
RALLY VOUCHERS & DISCOUNTS	0.00	.0%	76.88	.1%
ADOLESCENT DOG/VOUCHERS & DISCOUNTS	0.00	.0%	159.70	.2%
DOGS CAN DANCE/VOUCHERS & DISCOUNTS	0.00	.0%	366.00	.4%
SCENT WORK/VOUCHERS & DISCOUNTS	0.00	.0%	1,216.28	1.2%
BEYOND BASICS,DISCOUNTS & VOUCHERS	0.00	.0%	12.50	.0%
POLITE IN PUBLIC	0.00	.0%	46.40	.0%
Total VOUCHERS & DISCOUNTS	0.00	.0%	2,272.76	2.3%
TRAINER FEES				
DONNA GOLEMON	0.00	.0%	5,424.00	5.5%
LINDA LUCHSINGER	0.00	.0%	384.00	.4%
MARY ASH	0.00	.0%	3,840.00	3.9%
MARILANE BERGFELT	0.00	.0%	960.00	1.0%
LEA RONALD	0.00	.0%	1,120.00	1.1%
JUDY GAMET/DOGS CAN DANCE	0.00	.0%	2,856.60	2.9%
DOGS CAN DANCE, LLC	0.00	.0%	360.00	.4%
VANGE LEONIS	0.00	.0%	756.00	.8%
KIM LESLIE/TRAINER	0.00	.0%	5,360.00	5.5%
DE BRILZ	0.00	.0%	260.00	.3%
STEFANIE MEINHARDT	0.00	.0%	504.00	.5%
Total TRAINER FEES	0.00	.0%	21,824.60	22.2%
CLUB AWARDS				
AWARDS DINNER	0.00	.00%	392.50	.40%
	0.00	.0%	605.68	.6%

INCOME STATEMENT SUPPORTING SCHEDULE As of 10/31/21

	From 10/01/21 to 10/31/21		Year to Date As of 10/31/21	
Total CLUB AWARDS	0.00	.0%	998.18	1.0%
DUES/CONTRIBUTIONS DONATIONS	<u>0.00</u>	.0%	<u>50.00</u>	.1%
Total DUES/CONTRIBUTIONS	0.00	.0%	50.00	.1%
BUILDING				
TELEPHONE	121.84	1.2%	1,085.56	1.1%
UTILITIES	142.29	1.4%	1,176.69	1.2%
NAPA VALLEY SUPPORT SERVICES/CLEANING	<u>0.00</u>	.0%	<u>560.00</u>	.6%
Total BUILDING	264.13	2.7%	2,822.25	2.9%
INSURANCE EXPENSE				
LIABILITY INSURANCE	<u>0.00</u>	.0%	<u>800.00</u>	.8%
Total INSURANCE EXPENSE	0.00	.0%	800.00	.8%
SCENTWORK TRIAL				
SCENTWORK TRIAL HOSPITALITY	0.00	.0%	411.18	.4%
SCENTWORK SUPPLIES	<u>0.00</u>	.0%	<u>130.73</u>	.1%
Total SCENTWORK TRIAL	0.00	.0%	541.91	.6%

FINANCIAL STATEMENTS

NAPA VALLEY DOG TRAINING CLUB, INC.
P.O. BOX 4097

NAPA, CA 94558

As of November 30, 2021

Prepared by DOUD BOOKKEEPING & TAX SERVICE 707 255-9144

STATEMENT OF PROFIT AND LOSS

From 11/01/21 to 11/30/21

Year to Date As of 11/30/21

Sales or Income

CLASS FEES	\$ 10,510.00	98.7%	\$ 102,808.50	95.3%
DUES	105.00	1.0%	1,575.00	1.5%
MISC INCOME	0.00	0.0%	561.21	0.5%
BUILDING/EQUIPMENT RENTAL	36.00	0.3%	765.00	0.7%
EQUIPMENT	0.00	0.0%	84.75	0.1%
CLUB APPAREL	0.00	0.0%	619.00	0.6%
SCENTWORK TRIAL PROCEEDS	0.00	0.0%	1,500.00	1.4%

Total Sales or Income	10,651.00	100.0%	107,913.46	100.0%
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Cost of Sales

VOUCHERS & DISCOUNTS	270.00	2.5%	2,542.76	2.4%
CLUB APPAREL	0.00	0.0%	516.29	0.5%

Total Cost of Sales	270.00	2.5%	3,059.05	2.8%
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GROSS PROFIT	10,381.00	97.5%	104,854.41	97.2%
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Operating Expense

TRAINER FEES	5,530.00	51.9%	27,354.60	25.3%
STUDENT EQUIPMENT	258.96	2.4%	1,857.32	1.7%
EDUCATION	200.00	1.9%	200.00	0.2%
SUPPLIES & MINOR EQUIP.	24.37	0.2%	450.14	0.4%
LEGAL/ACCOUNTING/FEES	0.00	0.0%	130.00	0.1%
NAPA COUNTY BUSINESS PROPERTY TAX	0.00	0.0%	61.83	0.1%
OFFICE EXPENSE	123.89	1.2%	1,706.06	1.6%
PRINTING & COPYING	167.78	1.6%	822.53	0.8%
POSTAL	0.00	0.0%	58.00	0.1%
CLUB AWARDS	0.00	0.0%	998.18	0.9%
HOSPITALITY	250.00	2.3%	550.05	0.5%
PAYPAL FEES	307.98	2.9%	2,229.04	2.1%
DUES/CONTRIBUTIONS	74.99	0.7%	124.99	0.1%
BUILDING	213.82	2.0%	2,476.07	2.3%
NAPA VALLEY SUPPORT	700.00	6.6%	1,820.00	1.7%
SERVICES/CLEANING				
NAPA SAWYER PROPERTIES	4,045.00	38.0%	41,509.00	38.5%
NAPA VALLEY PSI/BUILDING CLEANING	0.00	0.0%	2,148.75	2.0%
RE TAX & INSURANCE/NAPA SAWYER	81.00	0.8%	1,194.00	1.1%
NAPA SAWYER/CAM	354.00	3.3%	1,416.00	1.3%
INSURANCE EXPENSE	0.00	0.0%	800.00	0.7%
SCENTWORK TRIAL	0.00	0.0%	541.91	0.5%

Total Operating Expense	12,331.79	115.8%	88,448.47	82.0%
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NET INCOME OR <LOSS>	\$ -1,950.79	-18.3%	\$ 16,405.94	15.2%
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INCOME STATEMENT SUPPORTING SCHEDULE As of 11/30/21

	From 11/01/21 to 11/30/21		Year to Date As of 11/30/21	
CLASS FEES				
PUPPY	1,835.00	17.2%	19,535.00	18.1%
GOOD MANNERS/MIGHTY MIGHTS	1,175.00	11.0%	11,870.00	11.0%
GOOD MANNERS 2/CGC CLASS	1,010.00	9.5%	8,190.00	7.6%
AGILITY	0.00	.0%	1,750.00	1.6%
ADVANCED OBEDIENCE	460.00	4.3%	1,505.00	1.4%
FUN & GAMES	0.00	.0%	390.00	.4%
RALLY CLASS	805.00	7.6%	10,530.00	9.8%
ADOLESCENT DOG	2,965.00	27.8%	20,775.00	19.3%
DOGS CAN DANCE CLASS	360.00	3.4%	8,128.50	7.5%
SAMPLER CLASS	0.00	.0%	500.00	.5%
TRICKS & GAMES	0.00	.0%	665.00	.6%
OUT & ABOUT	0.00	.0%	325.00	.3%
DELIGHTFUL DISTRACTIONS	425.00	4.0%	425.00	.4%
SCENT CLASS	1,475.00	13.8%	17,025.00	15.8%
BEYOND BASICS	0.00	.0%	835.00	.8%
POLITE IN PUBLIC	0.00	.0%	360.00	.3%
Total CLASS FEES	10,510.00	98.7%	102,808.50	95.3%
VOUCHERS & DISCOUNTS				
PUPPY VOUCHERS & DISCOUNTS	0.00	.0%	92.20	.1%
GOOD MANNERS I / VOUCHERS & DISCOUNTS	0.00	.0%	97.60	.1%
GM2 VOUCHERS & DISCOUNTS	0.00	.0%	145.60	.1%
AGILITY	0.00	.0%	59.60	.1%
ADVANCED OBEDIENCE/DISC & VOUCHERS	140.00	1.3%	140.00	.1%
RALLY VOUCHERS & DISCOUNTS	70.00	.7%	146.88	.1%
ADOLESCENT DOG/VOUCHERS & DISCOUNTS	0.00	.0%	159.70	.1%
DOGS CAN DANCE/VOUCHERS & DISCOUNTS	0.00	.0%	366.00	.3%
SCENT WORK/VOUCHERS & DISCOUNTS	60.00	.6%	1,276.28	1.2%
BEYOND BASICS,DISCOUNTS & VOUCHERS	0.00	.0%	12.50	.0%
POLITE IN PUBLIC	0.00	.0%	46.40	.0%
Total VOUCHERS & DISCOUNTS	270.00	2.5%	2,542.76	2.4%
TRAINER FEES				
DONNA GOLEMON	1,936.00	18.2%	7,360.00	6.8%
LINDA LUCHSINGER	768.00	7.2%	1,152.00	1.1%
SANDRA BONIFIELD	640.00	6.0%	640.00	.6%
MARY ASH	1,376.00	12.9%	5,216.00	4.8%
MARILANE BERGFELT	0.00	.0%	960.00	.9%
LEA RONALD	0.00	.0%	1,120.00	1.0%
JUDY GAMET/DOGS CAN DANCE	810.00	7.6%	3,666.60	3.4%
DOGS CAN DANCE, LLC	0.00	.0%	360.00	.3%
VANGE LEONIS	0.00	.0%	756.00	.7%
KIM LESLIE/TRAINER	0.00	.0%	5,360.00	5.0%
DE BRILZ	0.00	.0%	260.00	.2%
STEFANIE MEINHARDT	0.00	.0%	504.00	.5%
Total TRAINER FEES	5,530.00	51.9%	27,354.60	25.3%
CLUB AWARDS	0.00	.00%	392.50	.36%

INCOME STATEMENT SUPPORTING SCHEDULE As of 11/30/21

	From 11/01/21 to 11/30/21		Year to Date As of 11/30/21	
AWARDS DINNER	<u>0.00</u>	.0%	<u>605.68</u>	.6%
Total CLUB AWARDS	0.00	.0%	998.18	.9%
DUES/CONTRIBUTIONS	74.99	.70%	74.99	.07%
DONATIONS	<u>0.00</u>	.0%	<u>50.00</u>	.0%
Total DUES/CONTRIBUTIONS	74.99	.7%	124.99	.1%
BUILDING				
TELEPHONE	124.82	1.2%	1,210.38	1.1%
UTILITIES	<u>89.00</u>	.8%	<u>1,265.69</u>	1.2%
Total BUILDING	213.82	2.0%	2,476.07	2.3%
INSURANCE EXPENSE				
LIABILITY INSURANCE	<u>0.00</u>	.0%	<u>800.00</u>	.7%
Total INSURANCE EXPENSE	0.00	.0%	800.00	.7%
SCENTWORK TRIAL				
SCENTWORK TRIAL HOSPITALITY	0.00	.0%	411.18	.4%
SCENTWORK SUPPLIES	<u>0.00</u>	.0%	<u>130.73</u>	.1%
Total SCENTWORK TRIAL	0.00	.0%	541.91	.5%

FINANCIAL STATEMENTS

NAPA VALLEY DOG TRAINING CLUB, INC.
P.O. BOX 4097

NAPA, CA 94558

As of December 31, 2021

Check Book Balance	12/31/21	41,929.35
Savings Bal.	19 preserved	22,362.61

Prepared by DOUD BOOKKEEPING & TAX SERVICE 707 255-9144

STATEMENT OF PROFIT AND LOSS

	From 12/01/21 to 12/31/21		Year to Date As of 12/31/21	
Sales or Income				
CLASS FEES	\$ 6,438.00	87.5%	\$ 109,246.50	94.8%
DUES	385.00	5.2%	1,960.00	1.7%
MISC INCOME	145.00	2.0%	706.21	0.6%
BUILDING/EQUIPMENT RENTAL	391.00	5.3%	1,156.00	1.0%
EQUIPMENT	0.00	0.0%	84.75	0.1%
CLUB APPAREL	0.00	0.0%	619.00	0.5%
SCENTWORK TRIAL PROCEEDS	0.00	0.0%	1,500.00	1.3%
Total Sales or Income	7,359.00	100.0%	115,272.46	100.0%
Cost of Sales				
VOUCHERS & DISCOUNTS	510.00	6.9%	3,052.76	2.6%
CLUB APPAREL	0.00	0.0%	516.29	0.4%
Total Cost of Sales	510.00	6.9%	3,569.05	3.1%
GROSS PROFIT	6,849.00	93.1%	111,703.41	96.9%
Operating Expense				
TRAINER FEES	2,088.00	28.4%	29,442.60	25.5%
STUDENT EQUIPMENT	-18.00	-0.2%	1,839.32	1.6%
EDUCATION	0.00	0.0%	200.00	0.2%
SUPPLIES & MINOR EQUIP.	325.82	4.4%	775.96	0.7%
LEGAL/ACCOUNTING/FEES	0.00	0.0%	130.00	0.1%
NAPA COUNTY BUSINESS PROPERTY TAX	0.00	0.0%	61.83	0.1%
OFFICE EXPENSE	328.73	4.5%	2,034.79	1.8%
PRINTING & COPYING	86.50	1.2%	909.03	0.8%
POSTAL	0.00	0.0%	58.00	0.1%
CLUB AWARDS	0.00	0.0%	998.18	0.9%
HOSPITALITY	141.91	1.9%	691.96	0.6%
PAYPAL FEES	130.88	1.8%	2,359.92	2.0%
DUES/CONTRIBUTIONS	0.00	0.0%	124.99	0.1%
BUILDING	295.16	4.0%	2,771.23	2.4%
NAPA VALLEY SUPPORT SERVICES/CLEANING	420.00	5.7%	2,240.00	1.9%
NAPA SAWYER PROPERTIES	4,045.00	55.0%	45,554.00	39.5%
NAPA VALLEY PSI/BUILDING CLEANING	0.00	0.0%	2,148.75	1.9%
RE TAX & INSURANCE/NAPA SAWYER	81.00	1.1%	1,275.00	1.1%
NAPA SAWYER/CAM	354.00	4.8%	1,770.00	1.5%
INSURANCE EXPENSE	0.00	0.0%	800.00	0.7%
SCENTWORK TRIAL	0.00	0.0%	541.91	0.5%
Total Operating Expense	8,279.00	112.5%	96,727.47	83.9%
NET INCOME OR <LOSS>	\$ -1,430.00	-19.4%	\$ 14,975.94	13.0%

INCOME STATEMENT SUPPORTING SCHEDULE As of 12/31/21

	From 12/01/21 to 12/31/21		Year to Date As of 12/31/21	
CLASS FEES				
PUPPY	1,858.00	25.2%	21,393.00	18.6%
GOOD MANNERS/MIGHTY MIGHTS	370.00	5.0%	12,240.00	10.6%
GOOD MANNERS 2/CGC CLASS	715.00	9.7%	8,905.00	7.7%
AGILITY	0.00	.0%	1,750.00	1.5%
ADVANCED OBEDIENCE	250.00	3.4%	1,755.00	1.5%
FUN & GAMES	0.00	.0%	390.00	.3%
RALLY CLASS	725.00	9.9%	11,255.00	9.8%
ADOLESCENT DOG	125.00	1.7%	20,900.00	18.1%
DOGS CAN DANCE CLASS	135.00	1.8%	8,263.50	7.2%
SAMPLER CLASS	0.00	.0%	500.00	.4%
TRICKS & GAMES	0.00	.0%	665.00	.6%
OUT & ABOUT	0.00	.0%	325.00	.3%
DELIGHTFUL DISTRACTIONS	170.00	2.3%	595.00	.5%
SCENT CLASS	2,090.00	28.4%	19,115.00	16.6%
BEYOND BASICS	0.00	.0%	835.00	.7%
POLITE IN PUBLIC	0.00	.0%	360.00	.3%
Total CLASS FEES	6,438.00	87.5%	109,246.50	94.8%
VOUCHERS & DISCOUNTS				
PUPPY VOUCHERS & DISCOUNTS	0.00	.0%	92.20	.1%
GOOD MANNERS I / VOUCHERS & DISCOUNTS	0.00	.0%	97.60	.1%
GM2 VOUCHERS & DISCOUNTS	40.00	.5%	185.60	.2%
AGILITY	0.00	.0%	59.60	.1%
ADVANCED OBEDIENCE/DISC & VOUCHERS	0.00	.0%	140.00	.1%
RALLY VOUCHERS & DISCOUNTS	0.00	.0%	146.88	.1%
ADOLESCENT DOG/VOUCHERS & DISCOUNTS	0.00	.0%	159.70	.1%
DOGS CAN DANCE/VOUCHERS & DISCOUNTS	0.00	.0%	366.00	.3%
SCENT WORK/VOUCHERS & DISCOUNTS	470.00	6.4%	1,746.28	1.5%
BEYOND BASICS,DISCOUNTS & VOUCHERS	0.00	.0%	12.50	.0%
POLITE IN PUBLIC	0.00	.0%	46.40	.0%
Total VOUCHERS & DISCOUNTS	510.00	6.9%	3,052.76	2.6%
TRAINER FEES				
DONNA GOLEMON	0.00	.0%	7,360.00	6.4%
LINDA LUCHSINGER	192.00	2.6%	1,344.00	1.2%
SANDRA BONIFIELD	352.00	4.8%	992.00	.9%
MARY ASH	576.00	7.8%	5,792.00	5.0%
MARILANE BERGFELT	0.00	.0%	960.00	.8%
LEA RONALD	0.00	.0%	1,120.00	1.0%
JUDY GAMET/DOGS CAN DANCE	540.00	7.3%	4,206.60	3.6%
DOGS CAN DANCE, LLC	0.00	.0%	360.00	.3%
VANGE LEONIS	168.00	2.3%	924.00	.8%
KIM LESLIE/TRAINER	0.00	.0%	5,360.00	4.6%
DE BRILZ	260.00	3.5%	520.00	.5%
STEFANIE MEINHARDT	0.00	.0%	504.00	.4%
Total TRAINER FEES	2,088.00	28.4%	29,442.60	25.5%
CLUB AWARDS	0.00	.00%	392.50	.34%

INCOME STATEMENT SUPPORTING SCHEDULE As of 12/31/21

	From 12/01/21 to 12/31/21		Year to Date As of 12/31/21	
AWARDS DINNER	<u>0.00</u>	.0%	<u>605.68</u>	.5%
Total CLUB AWARDS	0.00	.0%	998.18	.9%
DUES/CONTRIBUTIONS	0.00	.00%	74.99	.07%
DONATIONS	<u>0.00</u>	.0%	<u>50.00</u>	.0%
Total DUES/CONTRIBUTIONS	0.00	.0%	124.99	.1%
BUILDING				
TELEPHONE	121.58	1.7%	1,331.96	1.2%
UTILITIES	<u>173.58</u>	2.4%	<u>1,439.27</u>	1.2%
Total BUILDING	295.16	4.0%	2,771.23	2.4%
INSURANCE EXPENSE				
LIABILITY INSURANCE	<u>0.00</u>	.0%	<u>800.00</u>	.7%
Total INSURANCE EXPENSE	0.00	.0%	800.00	.7%
SCENTWORK TRIAL				
SCENTWORK TRIAL HOSPITALITY	0.00	.0%	411.18	.4%
SCENTWORK SUPPLIES	<u>0.00</u>	.0%	<u>130.73</u>	.1%
Total SCENTWORK TRIAL	0.00	.0%	541.91	.5%