Quality Deer Management Association December 31, 2017 Income Statement

Commissions & Royalties \$ 13,782 \$ 11,150 124%			YTD		Annual	% of YTD
Commissions & Royalties						
Donations	-					97%
Fundraising- Branch						
Fundraising- Merchandise						
Grants	_					93%
Magazine Sales \$ 774 \$ 2,390 32%						106%
Merchandise Sales	Membership		1,060,191	\$	1,233,122	86%
Hunt Club	Magazine Sales		774	\$	2,390	32%
Bank & Misc Income \$ 16,573 \$ 5,24 3163%						124%
Sponsorship						
Registrations- RRACH \$ 84,673 \$ 118,605 713% Shipping Income \$ 63,853 \$ 63,233 1011% National Convention Income \$ 400,247 \$ 315,000 127% Total Revenue \$ 9,104,489 \$ 6,096,585 149% Cost of Goods Sold \$ 628,818 \$ 654,900 96% Gross Profit \$ 8,475,671 \$ 5,441,685 156% Expenditures Payroll Tax \$ 187,238 \$ 169,049 111% Payroll Benefits \$ 145,051 \$ 151,058 96% Payroll Salary \$ 1,739,407 \$ 1,755,065 99% Payroll Bonus \$ 49,300 \$ 32,500 152% Payroll Bonus \$ 49,300 \$ 32,500 152% Payroll Bonus \$ 49,300 \$ 32,500 152% Payroll Bonus \$ 16,448 \$ 30,531 47% Bank Charges \$ 3,636 \$ 3,901 93% Payroll Bonus \$ 16,030 \$ 125,686 92% Payroll Bonus \$ 18,030 \$ 125,686 92% Payroll Bonus \$ 18,030 \$ 125,686 92% Payroll Bonus \$ 18,030 \$ 18,03						
Shipping Income						
National Convention Income \$ 400,247 \$ 315,000 127%	-	\$				
Total Revenue						
Payroll Tax						149%
Payroll Tax	Cost of Goods Sold	\$	628,818	\$	654,900	96%
Payroll Tax	Cross Pushis	ć	0.475.674	ć	E 441 COE	15.00/
Payroll Tax Payroll Benefits \$ 145,051 \$ 151,058 96% Payroll Salary \$ 1,739,407 \$ 1,755,065 99% Payroll Bonus \$ 49,300 \$ 32,500 152% \$ 2,120,996 \$ 2,107,672 101% Accounting and Legal \$ 14,448 \$ 30,531 47% Bank Charges \$ 3,636 \$ 3,901 93% Service Fees \$ 116,103 \$ 125,686 92% Bad Debt \$ 25,704 \$ - #DIV/Ol Employee Appreciation \$ 6,510 \$ 730 892% Insurance \$ 41,696 \$ 24,830 168% Interest Expense \$ 42,764 \$ 42,750 100% Software \$ 132,999 \$ - #DIV/Ol Repairs \$ 132,999 \$ - #DIV/Ol Repairs \$ 132,999 \$ - #DIV/Ol Repairs \$ 1,659 \$ 5,371 31% Repairs \$ 7,934 \$ 5,666 140% Supplies \$ 222,768 \$ 37,537 24% Utilities \$ 78,770 \$ 70,281 112% Advertising \$ 33,436 \$ 30,544 109% Catering Expense \$ 5,640 \$ 28,573 20% Contract/Freelance Labor \$ 54,114 \$ 28,496 190% Donations to Outside Agencies \$ 13,880 \$ 30,490 46% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% National Convention \$ 366,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% National Convention \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 48,042 \$ 49,027 98%	Gross Profit	\$	8,475,671	\$	5,441,685	156%
Payroll Benefits	Expenditures					
Payroll Salary Payroll Bonus \$ 1,739,407 \$ 1,755,065 99% Payroll Bonus \$ 49,300 \$ 32,500 152% \$ 2,120,996 \$ 2,107,672 101% \$ 2,120,996 \$ 2,107,672 101% \$ 2,120,996 \$ 2,107,672 101% \$ 2,120,996 \$ 2,107,672 101% \$ 2,120,996 \$ 2,107,672 101% \$ 2,120,996 \$ 2,107,672 101% \$ 2,120,996 \$ 2,107,672 101% \$ 2,120,996 \$ 2,107,672 \$ 2,120,996 \$ 2,107,672 \$ 2,120,996 \$ 2,120,991 \$ 2,120,996 \$ 2,120	Payroll Tax		187,238	\$	169,049	111%
Payroll Bonus	•					96%
\$ 2,120,996 \$ 2,107,672 101%						
Accounting and Legal \$ 14,448 \$ 30,531 47% Bank Charges \$ 3,636 \$ 3,901 93% Service Fees \$ 116,103 \$ 125,686 92% Bad Debt \$ 25,704 \$ - #DIV/O! Employee Appreciation \$ 6,510 \$ 730 892% Insurance \$ 41,696 \$ 24,830 168% Interest Expense \$ 42,764 \$ 42,750 100% Professional & Outside Services \$ 44,714 \$ 45,497 98% Software \$ 132,999 \$ - #DIV/O! Rent \$ 1,659 \$ 5,371 31% Repairs \$ 1,659 \$ 5,371 31% Repairs \$ 7,934 \$ 5,666 140% Supplies \$ 22,768 \$ 37,559 61% Taxes & Special Projects \$ 9,216 \$ 37,837 24% Utilities \$ 78,770 \$ 70,281 112% Advertising \$ 33,436 \$ 30,544 109% Catering Expense \$ 5,640 \$ 28,573 20% Contract/Freelance Labor \$ 5,640 \$ 28,573 20% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Postage & Shipping \$ 204,110 \$ 254,746 80% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951%	Payroll Bonus					
Bank Charges \$ 3,636 \$ 3,901 93% Service Fees \$ 116,103 \$ 125,686 92% Bad Debt \$ 25,704 \$ - #DIV/O! Employee Appreciation \$ 6,510 \$ 730 892% Insurance \$ 41,696 \$ 24,830 168% Interest Expense \$ 42,764 \$ 42,750 100% Professional & Outside Services \$ 44,714 \$ 45,497 98% Software \$ 132,999 \$ - #DIV/O! Rent \$ 1,659 \$ 5,371 31% Repairs \$ 7,934 \$ 5,666 140% Supplies \$ 22,768 \$ 37,559 61% Taxes & Special Projects \$ 9,216 \$ 37,837 24% Utilities \$ 78,770 \$ 70,281 112% Advertising \$ 33,436 \$ 30,544 109% Catering Expense \$ 5,640 \$ 28,573 20% Contract/Freelance Labor \$ 54,114 \$ 28,496 190% Donations to Outside Agencies	-	\$	2,120,996	Ş	2,107,672	101%
Bank Charges \$ 3,636 \$ 3,901 93% Service Fees \$ 116,103 \$ 125,686 92% Bad Debt \$ 25,704 \$ - #DIV/O! Employee Appreciation \$ 6,510 \$ 730 892% Insurance \$ 41,696 \$ 24,830 168% Interest Expense \$ 42,764 \$ 42,750 100% Professional & Outside Services \$ 44,714 \$ 45,497 98% Software \$ 132,999 \$ - #DIV/O! Rent \$ 1,659 \$ 5,371 31% Repairs \$ 7,934 \$ 5,666 140% Supplies \$ 22,768 \$ 37,559 61% Taxes & Special Projects \$ 9,216 \$ 37,837 24% Utilities \$ 78,770 \$ 70,281 112% Advertising \$ 33,436 \$ 30,544 109% Catering Expense \$ 5,640 \$ 28,573 20% Contract/Freelance Labor \$ 54,114 \$ 28,496 190% Donations to Outside Agencies	Accounting and Legal	\$	14,448	\$	30,531	47%
Bad Debt \$ 25,704 \$ - #DIV/0!			3,636		3,901	93%
Employee Appreciation	Service Fees		116,103	\$	125,686	92%
Insurance	Bad Debt		25,704	\$	-	#DIV/0!
Interest Expense	Employee Appreciation		6,510		730	892%
Professional & Outside Services \$ 44,714 \$ 45,497 98% Software \$ 132,999 \$ - #DIV/O! Rent \$ 1,659 \$ 5,371 31% Repairs \$ 7,934 \$ 5,666 140% Supplies \$ 22,768 \$ 37,559 61% Taxes & Special Projects \$ 9,216 \$ 37,837 24% Utilities \$ 78,770 \$ 70,281 112% Advertising \$ 548,921 \$ 430,639 127% Advertising \$ 548,921 \$ 430,639 127% Advertising Expense \$ 5,640 \$ 28,573 20% Contract/Freelance Labor \$ 54,114 \$ 28,496 1990% Contract/Freelance Labor \$ 54,114 \$ 28,496 1990% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Postage & Shipping \$ 204,110 \$ 254,746 80% Merchandise Costs/Development \$ 72,891 \$ 20,591						168%
Software	•					
Rent \$ 1,659 \$ 5,371 31% Repairs \$ 7,934 \$ 5,666 140% Supplies \$ 22,768 \$ 37,559 61% Taxes & Special Projects \$ 9,216 \$ 37,837 24% Utilities \$ 78,770 \$ 70,281 112% Advertising \$ 548,921 \$ 430,639 127% Advertising \$ 33,436 \$ 30,544 109% Catering Expense \$ 5,640 \$ 28,573 20% Contract/Freelance Labor \$ 54,114 \$ 28,496 190% Donations to Outside Agencies \$ 13,880 \$ 30,490 46% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Postage & Shipping \$ 204,110 \$ 254,746 80% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% QDMA.com \$ - \$ 6,300 0% QDMA.com \$ - \$ 6,300					45,497	
Repairs \$ 7,934 \$ 5,666 140% Supplies \$ 22,768 \$ 37,559 61% Taxes & Special Projects \$ 9,216 \$ 37,837 24% Utilities \$ 78,770 \$ 70,281 112% Advertising \$ 548,921 \$ 430,639 127% Advertising \$ 33,436 \$ 30,544 109% Catering Expense \$ 5,640 \$ 28,573 20% Contract/Freelance Labor \$ 54,114 \$ 28,496 190% Donations to Outside Agencies \$ 13,880 \$ 30,490 46% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Postage & Shipping \$ 204,110 \$ 254,746 80% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% ** 5,329,465 \$ 5,280		¢			- 5 271	
Supplies						
Taxes & Special Projects \$ 9,216 \$ 37,837 24% Utilities \$ 78,770 \$ 70,281 112% \$ 548,921 \$ 430,639 127% \$ 548,921 \$ 430,639 127% \$ 548,921 \$ 430,639 127% \$ 33,436 \$ 30,544 109% \$ 28,573 20% \$ 28,573 20% \$ 28,573 20% \$ 28,573 20% \$ 28,573 20% \$ 28,414 \$ 28,496 190% \$ 20,4114 \$ 28,496 190% \$ 20,4114 \$ 28,496 190% \$ 20,4110 \$ 254,746 80% \$ 21,938 \$ 5,535 396% \$ 20,4110 \$ 254,746 80% \$ 21,938 \$ 5,535 396% \$ 20,4110 \$ 254,746 80% \$ 20,5216 \$ 166,609 123% \$ 17avel \$ 20,5216 \$ 166,609 123% \$ 17avel \$ 245,619 \$ 244,067 101% \$ 245,619 \$ 244,067 101% \$ 245,619 \$ 244,067 101% \$ 26,574 \$ 328,029 109% \$ 20,5216 \$ 166,609 \$ 356,374 \$ 328,029 109% \$ 20,5216 \$ 160,609 \$ 25,659,548 \$ 2,742,106 \$ 29% \$ 20,5216 \$ 246,067 \$ 20,5216 \$ 20	•					61%
Utilities						24%
\$ 548,921 \$ 430,639 127%			78,770	\$		112%
Catering Expense \$ 5,640 \$ 28,573 20% Contract/Freelance Labor \$ 54,114 \$ 28,496 190% Donations to Outside Agencies \$ 13,880 \$ 30,490 46% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Postage & Shipping \$ 204,110 \$ 254,746 80% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042			548,921	\$	430,639	127%
Catering Expense \$ 5,640 \$ 28,573 20% Contract/Freelance Labor \$ 54,114 \$ 28,496 190% Donations to Outside Agencies \$ 13,880 \$ 30,490 46% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Postage & Shipping \$ 204,110 \$ 254,746 80% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042	Advertising	Ś	33.436	Ś	30.544	109%
Contract/Freelance Labor \$ 54,114 \$ 28,496 190% Donations to Outside Agencies \$ 13,880 \$ 30,490 46% Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Postage & Shipping \$ 204,110 \$ 254,746 80% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%	_					20%
Registration Fees/Licenses/Subscriptions \$ 21,938 \$ 5,535 396% Postage & Shipping \$ 204,110 \$ 254,746 80% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%						190%
Postage & Shipping \$ 204,110 \$ 254,746 80% Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%	Donations to Outside Agencies	\$	13,880	\$	30,490	46%
Merchandise Costs/Development \$ 72,891 \$ 20,591 354% Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%	Registration Fees/Licenses/Subscriptions		21,938	\$	5,535	396%
Marketing Expense \$ 205,216 \$ 166,609 123% Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%		\$				80%
Travel \$ 245,619 \$ 244,067 101% Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%						
Quality Whitetails \$ 368,906 \$ 386,520 95% National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%		\$				
National Convention \$ 356,374 \$ 328,029 109% Hunt Club Liability \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%		\$				
Hunt Club Liability QDMA.com \$ 1,077,423 \$ 1,211,606 89% QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%		\$				
QDMA.com \$ - \$ 6,300 0% \$ 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%		\$				
S 2,659,548 \$ 2,742,106 97% Total Expenditures \$ 5,329,465 \$ 5,280,417 101% Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%		\$	-			
Net Income (Net Loss) before taxes \$ 3,146,206 \$ 161,268 1951% Depreciation Expense \$ 48,042 \$ 49,027 98%			2,659,548			97%
Depreciation Expense \$ 48,042 \$ 49,027 98%	Total Expenditures	\$	5,329,465	\$	5,280,417	101%
Depreciation Expense \$ 48,042 \$ 49,027 98%	Not Income (Not I can) had a second		2.146.205	,	164 366	405434
	Net income (Net Loss) before taxes		3,146,206	Ş	161,268	1951%
Net Income (Net Loss) after taxes \$ 3,098,164 \$ 112,241 2760%	Depreciation Expense	\$	48,042	\$	49,027	98%
	Net Income (Net Loss) after taxes	\$	3,098,164	\$	112,241	2760%

Note to Financial Statements: In December 2017, QDMA received 132-acres of land valued at \$3 million.