

**Quality Deer Management Association**  
**December 31, 2017**  
**Statement of Function Expenses**

	Programs	Fundraising	Admin	Total
<b>Support and Revenue</b>				
<b>Program Support</b>				
Advertising and sponsorship	\$ 483,630	\$ -	\$ -	\$ 483,630
Commission and royalties	\$ 13,782	\$ -	\$ -	\$ 13,782
Donations	\$ 4,267,657	\$ -	\$ -	\$ 4,267,657
Fundraising	\$ -	\$ 860,586	\$ -	\$ 860,586
Members programs and services	\$ 1,389,151	\$ -	\$ -	\$ 1,389,151
Membership and magazine sales	\$ 1,060,965	\$ -	\$ -	\$ 1,060,965
Merchandise sales	\$ 409,910	\$ -	\$ -	\$ 409,910
National convention income	\$ 200,124	\$ 200,123	\$ -	\$ 400,247
Other revenue	\$ -	\$ -	\$ -	\$ -
Grants, research and special projects	\$ 201,989	\$ -	\$ -	\$ 201,989
Whitetail Summit income	\$ -	\$ -	\$ -	\$ -
<b>Endowment and investment revenue</b>				
Investment income	\$ 16,573	\$ -	\$ -	\$ 16,573
Unrealized gain(loss) on investments	\$ -	\$ -	\$ -	\$ -
<b>Total Revenue</b>	<b>\$ 8,043,781</b>	<b>\$ 1,060,709</b>	<b>\$ -</b>	<b>\$ 9,104,490</b>
<b>COGS</b>				
Hunt Club insurance cost	\$ 1,077,423	\$ -	\$ -	\$ 1,077,423
Cost of merchandise sold	\$ 207,510	\$ 421,308	\$ -	\$ 628,818
Total COGS	\$ 1,284,933	\$ 421,308	\$ -	\$ 1,706,241
<b>Gross Profit</b>	<b>\$ 6,758,848</b>	<b>\$ 639,401</b>	<b>\$ -</b>	<b>\$ 7,398,248</b>
<b>Expenses</b>				
Accounting and legal fees	\$ -	\$ -	\$ 14,448	\$ 14,448
Advertising and promotion	\$ 180,249	\$ 26,060	\$ 10,858	\$ 217,168
Bank charges	\$ -	\$ -	\$ 3,636	\$ 3,636
Dues and subscriptions and contributions	\$ 21,938	\$ -	\$ -	\$ 21,938
Entertainment and event expense	\$ 3,948	\$ 1,692	\$ -	\$ 5,640
Fundraising expenses	\$ -	\$ 72,891	\$ -	\$ 72,891
Insurance	\$ 41,696	\$ -	\$ -	\$ 41,696
Magazine expense	\$ 368,906	\$ -	\$ -	\$ 368,906
Mail processing	\$ 169,411	\$ 24,493	\$ 10,206	\$ 204,110
Merchant account charges	\$ 96,365	\$ 13,932	\$ 5,805	\$ 116,103
National convention expense	\$ 178,187	\$ 178,187	\$ -	\$ 356,374
Office and shipping supplies	\$ 18,897	\$ 2,732	\$ 1,138	\$ 22,768
Payroll, employee benefit and related expenses	\$ 1,828,729	\$ 208,840	\$ 83,427	\$ 2,120,996
Printing	\$ 44,915	\$ 6,494	\$ 2,706	\$ 54,114
Bad Debt	\$ -	\$ -	\$ 25,704	\$ 25,704
Leased - equipment & software	\$ 107,726	\$ 20,199	\$ 6,733	\$ 134,658
Repairs & maintenance	\$ 7,934	\$ -	\$ -	\$ 7,934
Research and special project expense	\$ 13,880	\$ -	\$ -	\$ 13,880
Taxes	\$ -	\$ -	\$ 29,216	\$ 29,216
Travel expense	\$ 209,267	\$ 30,255	\$ 12,606	\$ 252,129
Utilities	\$ 65,379	\$ 9,452	\$ 3,939	\$ 78,770
Web site and IT expense	\$ 38,346	\$ 5,544	\$ 2,310	\$ 46,200
<b>Non-Operating Expenses</b>				
Depreciation	\$ 39,875	\$ 5,765	\$ 2,402	\$ 48,042
Interest expense	\$ 35,494	\$ 5,132	\$ 2,138	\$ 42,764
<b>Total Expenses</b>	<b>\$ 3,471,144</b>	<b>\$ 611,668</b>	<b>\$ 217,272</b>	<b>\$ 4,300,085</b>
<b>Percentage Totals</b>	<b>81%</b>	<b>14%</b>	<b>5%</b>	
<b>Increase in net assets from operations</b>	<b>\$ 3,287,704</b>	<b>\$ 27,733</b>	<b>\$ (217,272)</b>	<b>\$ 3,098,164</b>