

BCCA Treasurer's Report
Fiscal Year 2018
July 1, 2017 through June 30, 2018

General Information

I assumed the treasurer's responsibilities from Don Mean at the beginning of this business year. Don faithfully served the club in this position for several years and was very helpful to me in transitioning to the treasurer's responsibilities.

I have continued to maintain the club's financial records using QuickBooks software. However, I have made several changes in reporting. First, I divided reporting into four areas; General, Rescue, the Bulletin, and National Specialties; with each area having its own profit and loss statement. I separated Rescue, the Bulletin, and National Specialties because each of these areas have historically operated with some degrees of financial autonomy. The BCCA Board provides only high-level oversight and guidance to these areas. This separation allowed the Board to focus on the General area for which it prepares a detailed budget and authorizes related expenditures. Second, within the General area, I have modified the chart-of-accounts to provide committee chairs with a more complete view of their committees' expenses. Last, I incorporated prior year information on the club's monthly financial reports to add relevancy to the reported current year results.

In this report, I have not included information on actual financial results versus budget. This was due to the different account structures that were used for reporting results and for preparing the budget. However, material variances are reported in the Summary of Financial Results section below. I will resume reporting actuals versus budget next year.

The Records Inspection Committee has yet to review financial records for this year. The committee, which will be chaired by Kirsten Andreassend, will meet for this purpose on October 1 and will report its findings at the Annual Board Meeting.

Summary of Financial Results

I am pleased to report that the Bearded Collie Club of America (BCCA) continues to be in excellent financial condition. The club has no external liabilities and assets of \$331,100 in cash and secure investments. This puts the club's net worth in the top 5% of all clubs recognized by the America Kennel Club (AKC) according to a recent AKC study of member club finances.

For fiscal year 2018, the club's General area; which excludes Rescue, the Bulletin, and National Specialties; showed a profit of \$4,700. This compares to a loss of \$7,400 the prior year.

The General area had an income of \$40,800. Memberships accounted for \$15,000 of the total. However, Membership was down over 5% from the previous year continuing the negative trend for the past several years. Thanks to the efforts of the Maine affiliate club, Agility Trials netted \$9,200, the second highest source of general income. Interest income, which is now the third highest source, amounted to \$4,100 which was up 46% from the previous year. I expect this trend to continue, with some moderation, because of an increased level of investment and higher interest rates.

General operations had total expenses of \$36,100. As in the past, the largest portion of these expenses was for Charitable Donations which amounted to \$16,000. This amount was down 30% from the prior year. The BCCA Charitable Trust received \$10,000 of this giving while the AKC's Pet Disaster Relief fund received \$5,000. With three exceptions, all other expense accounts were of minimal consequence and in line with the previous years. The first of these exceptions was Trophies (storage and shipping) which amounted to \$3,200. This amount was inflated somewhat by inclusion of two years of shipping expense. The second exception was Other expenses where the club took a one-time charge of \$1,200 due to changes in how it accounts for investments. The final exception was related to the Health Committee which showed a profit of \$2,600. This

unusual situation was the result of the repayment of an advance given by the club in fiscal 2017 for CEA testing. This resulted in a swing of \$5,100 for the committee between the two years which, in turn, had a material effect on the annual comparison of overall club profitability.

I am also pleased to report that Rescue's financial condition remains very strong with a balance of \$56,700 in its restricted account, an increase of \$13,500. (This restricted account balance is included in the club's above reported assets.) A year-to-year financial comparison for Rescue is not relevant due to its unpredictable nature. From both financial and operations perspectives, Rescue had a very active year with income of \$28,500 and placement of 21 dogs. Donation accounted for the largest portion of this income at \$20,100. Special thanks go to Robert and Teresa Kay who donated \$10,000 and to the Westminster Kennel Club that acknowledged the club's outstanding rescue work with an award of \$5,000. Other notable income included \$2,900 from the 2017 National Specialty for Rescue's share of the auction and \$2,300 from Rescue's own fund-raising efforts. Given the number of dogs placed, it is not surprising that rescue had higher than normal expenses totaling \$14,900. Of this amount, \$9,400 went to veterinarian care.

The Bulletin had a net income of \$4,600 as compared to a loss of \$900 in the prior year. Nearly all the difference between the two years is attributable to the timing of receipts and disbursements. After reconciliation with the editor's contract year (spring issue through winter) financial information, both years had a net income of more than \$2,000. I am working with the editor to better align the club's books with her information in the coming year.

In aggregate, National Specialties netted \$800 as compared to a loss of \$5,300 the previous year. As with the Bulletin, this difference is primarily related to the timing of advances made to host clubs. When examined year by year, the 2017 National Specialty in St. Louis netted the BCCA \$800 while the 2016 National in Boston netted \$1,700. In addition, these Specialties donated \$2,900 and \$1,300 respectively to Rescue. (Auction donations are accounted for in Rescue's financial information.) I plan to work with future host clubs to provide a more relevant year-to-year comparison of Specialty financial information.

Overall, the BCCA; including Rescue, the Bulletin and National Specialties; had a net income of \$23,700 for this year compared to a loss of \$10,900 in fiscal 2017. Keep in mind that much of this year-to-year difference is related to timing issues or can be attributed to some unusual transactions. For further information, please see the attached financial statements.

Respectfully submitted,

Richard Bihl
BCCA Treasurer

Attachments:

- Year-end (June) Profit & Loss statement
- Year-end (June) Balance Sheet

BCCA Profit & Loss June 2018

Date Prepared 7/3/2018

	Current Month		Year-to-Date	
	This Year	Last Year	This Year	Last Year
General				
Income				
Membership				
individual		25	14,685	15,510
Affiliate Club			300	375
Membership Total		25	14,985	15,885
Other				
Interest	158	25	4,117	2,824
Donations (non-Rescue)			20	301
Publications (non-Bulletin)			1,016	321
Agility Trials			20,684	14,912
Miscellaneous				391
Other Total	158	25	25,836	18,749
Income Total	158	50	40,821	34,634
Expense				
Non-Discretionary				
Office Supplies & Services	124	221	939	288
Miscellaneous	297		1,303	204
Trophies			3,192	248
Information Technology	16	16	450	816
Travel			215	
Bank & Payment Services	3	2	826	584
AKC Dues & Education			106	32
Professional Services			500	3,022
Insurance	1,341		1,935	1,894
Non-Discretionary Total	1,781	239	9,467	7,087
Discretionary				
Breed Ed & Promotion			1,097	484
Charitable Donations			16,000	22,950
Health			-2,600	2,500
Herding			380	1,120
Companion			280	280
Agility			11,466	7,593
Discretionary Total			26,623	34,927
Expense Total	1,781	239	36,090	42,014
General Gain/(Loss)	(1,624)	(189)	4,731	(7,381)

BCCA Balance Sheet as of June 2018

Date Prepared 7/21/2018

	Current Month	Year Ago
Assets		
Checking		
Unrestricted	130,352	108,495
Restricted - Rescue	56,712	43,169
Total Checking	187,064	151,664
Investments (CDs)	141,198	142,497
Prepaid Expense	2,823	
Total Assets	331,085	294,160
Liabilities & Equity		
Liabilities		
Deferred Dues & Subscriptions	13,242	
Equity		
Retained Earnings	294,160	305,020
YTD Profit/(Loss)	23,683	(10,860)
Total Liabilities & Equity	331,085	294,160

		Current Month		Year-to-Date	
		This Year	Last Year	This Year	Last Year
Bulletin					
Income					
	Subscriptions & Copies			12,692	13,579
	Advertising		430	24,620	18,460
Income Total			430	37,312	32,039
Expense					
	Pre-production	200	2,620	9,138	10,503
	Production & Mailing		1,285	23,556	22,416
Expense Total		200	3,905	32,694	32,918
Bulletin Gain/(Loss)		(200)	(3,475)	4,618	(879)
Rescue					
Income					
	Donations	476	1,100	22,440	3,919
	Adoption			3,150	
	Auction			2,874	1,301
Income Total		476	1,100	28,464	5,220
Expense					
	Veterinary	335	966	9,354	1,488
	Other	865	659	5,548	987
Expense Total		1,200	1,624	14,902	2,474
Rescue Gain/(Loss)		(724)	(524)	13,562	2,746
National Specialties					
Income					
	2016				9,155
	2017			10,772	
Income Total				10,772	9,155
Expenses					
	2017			2,500	7,000
	2018				7,500
	2019			7,500	
Expense Total				10,000	14,500
National Specialties Gain/(Loss)				772	(5,345)
Club Gain/(Loss)		(2,548)	(4,188)	23,683	(10,859)