

# Save a Forgotten Equine

## PROFIT AND LOSS

January - December 2019

	TOTAL		
	JAN - DEC 2019	JAN - DEC 2018 (PY)	CHANGE
<b>Income</b>			
Donations	0.00		0.00
General Donations			
Nonrestricted Donations	139,010.75	127,673.72	11,337.03
Restricted Donations			
Facility Improvements	16,234.57	2,000.00	14,234.57
Fall Into Winter Feed Drive	42,269.80	28,765.00	13,504.80
Mayday Program			
Fall City 40	63,330.57		63,330.57
General Outreach	8,390.77		8,390.77
Whidbey Horses		13,229.61	-13,229.61
<b>Total Mayday Program</b>	<b>71,721.34</b>	<b>13,229.61</b>	<b>58,491.73</b>
Training	2,840.00	1,375.00	1,465.00
Veterinary Fund	1,800.00	6,900.00	-5,100.00
<b>Total Restricted Donations</b>	<b>134,865.71</b>	<b>52,269.61</b>	<b>82,596.10</b>
<b>Total General Donations</b>	<b>273,876.46</b>	<b>179,943.33</b>	<b>93,933.13</b>
GiveBIG	8,659.40	11,596.64	-2,937.24
Grants & Foundation Gifts	14,500.00	52,000.00	-37,500.00
Monthly Sponsorship	41,370.74	38,009.32	3,361.42
Workplace Giving Programs	68,512.44	58,788.78	9,723.66
Rebate Programs	1,294.92	1,517.62	-222.70
<b>Total Workplace Giving Programs</b>	<b>69,807.36</b>	<b>60,306.40</b>	<b>9,500.96</b>
<b>Total Donations</b>	<b>408,213.96</b>	<b>341,855.69</b>	<b>66,358.27</b>
General In Kind Donations	7,215.06	3,633.52	3,581.54
Interest	12.06	26.75	-14.69
Program Services Revenue			
Adoption Fees	11,024.00	13,205.00	-2,181.00
<b>Total Program Services Revenue</b>	<b>11,024.00</b>	<b>13,205.00</b>	<b>-2,181.00</b>

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Special Events Income			
Benefit Horse Show			
Horse Show Expenses	-20,787.87	-21,493.21	705.34
Horse Show Revenue	33,504.56	27,305.00	6,199.56
Sponsor Income and Donations	19,562.25	21,524.00	-1,961.75
<b>Total Benefit Horse Show</b>	<b>32,278.94</b>	<b>27,335.79</b>	<b>4,943.15</b>
Heart of the Horse			
Auction Donations	5,980.00		5,980.00
Auction Income	147,325.00	172,297.00	-24,972.00
Dinner Tickets	19,700.17	15,700.00	4,000.17
Heart of Horse Expenses	-89,310.02	-97,916.01	8,605.99
In Kind Donations	43,656.49	53,493.00	-9,836.51
Sponsor Income	6,300.00	11,698.00	-5,398.00
<b>Total Heart of the Horse</b>	<b>133,651.64</b>	<b>155,271.99</b>	<b>-21,620.35</b>
SHS Events			
Logo Merchandise			
Logo Merchandise Expense	-2,002.81	-2,685.54	682.73
Logo Merchandise Income	3,087.26	3,360.66	-273.40
<b>Total Logo Merchandise</b>	<b>1,084.45</b>	<b>675.12</b>	<b>409.33</b>
SHS Events Expense	-784.47	-562.05	-222.42
SHS Events Income	8,633.17	7,733.49	899.68
Tack Sale In Kind Donations	17,721.25	15,862.92	1,858.33
Tack Sale Income	-7,859.33	-6,459.34	-1,399.99
<b>Total SHS Events</b>	<b>18,795.07</b>	<b>17,250.14</b>	<b>1,544.93</b>
<b>Total Special Events Income</b>	<b>184,725.65</b>	<b>199,857.92</b>	<b>-15,132.27</b>
<b>Total Income</b>	<b>\$611,190.73</b>	<b>\$558,578.88</b>	<b>\$52,611.85</b>
GROSS PROFIT	<b>\$611,190.73</b>	<b>\$558,578.88</b>	<b>\$52,611.85</b>
Expenses			
Management & General Expenses			
Banking Expenses			
Bank Fees	322.95	373.38	-50.43
Credit Processing Fees	4,038.27	8,108.73	-4,070.46
PayPal Fees	924.79	58.14	866.65
<b>Total Banking Expenses</b>	<b>5,286.01</b>	<b>8,540.25</b>	<b>-3,254.24</b>

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<b>Office Expenses</b>			
Office Supplies	3,019.49	2,545.58	473.91
Phone & Internet	3,496.97	2,872.27	624.70
Postage and Delivery	1,316.76	688.57	628.19
Software Licensing	947.71	480.61	467.10
Accounting Software	729.84	1,015.61	-285.77
Donation Database Software	1,110.21	1,081.78	28.43
Volunteer Database Software	1,056.00	1,057.84	-1.84
<b>Total Software Licensing</b>	<b>3,843.76</b>	<b>3,635.84</b>	<b>207.92</b>
<b>Total Office Expenses</b>	<b>11,676.98</b>	<b>9,742.26</b>	<b>1,934.72</b>
<b>Organizational Expenses</b>			
Advertising and Promotion	1,220.00	136.94	1,083.06
Business Licensing	591.00	90.00	501.00
Copy & Print	1,417.45	1,497.68	-80.23
Insurance	9,535.66	11,078.82	-1,543.16
Memberships	1,171.74	295.00	876.74
Professional Fees	12,747.90	6,022.50	6,725.40
<b>Total Organizational Expenses</b>	<b>26,683.75</b>	<b>19,120.94</b>	<b>7,562.81</b>
<b>Payroll</b>			
Benefits	13,463.76		13,463.76
Payroll Fees	1,120.26	465.96	654.30
Payroll Taxes	32,847.94	30,966.06	1,881.88
Wages	202,932.35	197,257.05	5,675.30
<b>Total Payroll</b>	<b>250,364.31</b>	<b>228,689.07</b>	<b>21,675.24</b>
<b>Staff &amp; Volunteer Expenses</b>			
Board & Volunteer Expenses	2,807.81	203.60	2,604.21
Staff Education	1,018.00	558.00	460.00
Staff Travel, Mileage, Parking	58.05	223.32	-165.27
Volunteer Appreciation	1,907.83	1,185.37	722.46
<b>Total Staff &amp; Volunteer Expenses</b>	<b>5,791.69</b>	<b>2,170.29</b>	<b>3,621.40</b>
<b>Total Management &amp; General Expenses</b>	<b>299,802.74</b>	<b>268,262.81</b>	<b>31,539.93</b>
<b>Program Services</b>			
Community Outreach Expenses	805.39	1,816.83	-1,011.44
Gelding Assistance	1,803.13		1,803.13
Hay & Other Assistance	1,577.32	1,665.38	-88.06
MayDay Horses Outreach	5,674.10	12,673.65	-6,999.55
Serenity Fund/Euthanization	3,983.91	2,077.51	1,906.40
Veterinary Assistance	5,377.99	512.20	4,865.79
<b>Total Community Outreach Expenses</b>	<b>19,221.84</b>	<b>18,745.57</b>	<b>476.27</b>

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Facility			
Gravel	5,108.02	6,492.69	-1,384.67
Lease	73,488.00	77,480.00	-3,992.00
Property Taxes	13,206.86	13,735.81	-528.95
<b>Total Lease</b>	<b>86,694.86</b>	<b>91,215.81</b>	<b>-4,520.95</b>
Manure Management	19,942.63	26,894.85	-6,952.22
Property Maintenance		126.44	-126.44
Services	3,721.75	2,717.35	1,004.40
Supplies	16,122.26	17,950.74	-1,828.48
<b>Total Property Maintenance</b>	<b>19,844.01</b>	<b>20,794.53</b>	<b>-950.52</b>
Special Projects		17,955.20	-17,955.20
Special Projects 2017		11,944.90	-11,944.90
<b>Total Special Projects</b>		<b>29,900.10</b>	<b>-29,900.10</b>
Utilities	10,075.35	10,868.75	-793.40
<b>Total Facility</b>	<b>141,664.87</b>	<b>186,166.73</b>	<b>-44,501.86</b>
Farrier	14,027.00	17,534.00	-3,507.00
Discount on farrier services	-1,292.80	-180.50	-1,112.30
<b>Total Farrier</b>	<b>12,734.20</b>	<b>17,353.50</b>	<b>-4,619.30</b>
Feed	1,558.07		1,558.07
Grain	8,273.23	7,606.11	667.12
Hay	33,587.88	39,548.71	-5,960.83
Supplements	8,450.46	4,489.01	3,961.45
<b>Total Feed</b>	<b>51,869.64</b>	<b>51,643.83</b>	<b>225.81</b>
Foster Care	304.64	13,039.06	-12,734.42
Misc Horse Expenses	21.27	434.40	-413.13
Advertising Horses for Adoption		117.67	-117.67
Blanket Cleaning and Repair	619.64	2,363.27	-1,743.63
Shipping and Hauling	627.50	1,227.10	-599.60
Supplies	1,774.93	1,428.47	346.46
<b>Total Misc Horse Expenses</b>	<b>3,043.34</b>	<b>5,570.91</b>	<b>-2,527.57</b>
Training			
Discretionary Training	3,285.00	11,198.00	-7,913.00
Professional Training	20,043.99	12,947.22	7,096.77
Tack/Training Supplies	3,104.84	3,916.32	-811.48
<b>Total Training</b>	<b>26,433.83</b>	<b>28,061.54</b>	<b>-1,627.71</b>

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Vehicle and Equipment			
Fuel	3,844.45	3,407.40	437.05
Interest on Truck Loan	-93.34	685.28	-778.62
Licensing	230.25	122.25	108.00
Maintenance / Expenses	2,258.79	6,856.87	-4,598.08
<b>Total Vehicle and Equipment</b>	<b>6,240.15</b>	<b>11,071.80</b>	<b>-4,831.65</b>
Veterinary			
Euthanization/Removal	1,160.58		1,160.58
Veterinary Services	45,936.99	36,684.45	9,252.54
Veterinary Services, Discount on	-9,740.09	-4,067.97	-5,672.12
Veterinary Supplies	2,917.33	2,505.75	411.58
<b>Total Veterinary</b>	<b>40,274.81</b>	<b>35,122.23</b>	<b>5,152.58</b>
<b>Total Program Services</b>	<b>301,787.32</b>	<b>366,775.17</b>	<b>-64,987.85</b>
<b>Total Expenses</b>	<b>\$601,590.06</b>	<b>\$635,037.98</b>	<b>\$ -33,447.92</b>
NET OPERATING INCOME	<b>\$9,600.67</b>	<b>\$ -76,459.10</b>	<b>\$86,059.77</b>
Other Income			
Dividends / Gains	2,304.38	2,195.78	108.60
<b>Total Other Income</b>	<b>\$2,304.38</b>	<b>\$2,195.78</b>	<b>\$108.60</b>
Other Expenses			
Depreciation Expense	17,405.04	17,344.28	60.76
<b>Total Other Expenses</b>	<b>\$17,405.04</b>	<b>\$17,344.28</b>	<b>\$60.76</b>
NET OTHER INCOME	<b>\$ -15,100.66</b>	<b>\$ -15,148.50</b>	<b>\$47.84</b>
NET INCOME	<b>\$ -5,499.99</b>	<b>\$ -91,607.60</b>	<b>\$86,107.61</b>