

August 31, 2011

TO ALL DIRECTORS AND OFFICERS

2011 OPERATING RESULTS—SIX MONTHS ENDED JUNE 30, 2011

The financial statements for the first six months of 2011 are attached. They include the results of the regional futurities which ran this spring and reflect the profit split (1/2) with the host clubs.

Key variances in operating results for the first six months of 2011 compared to 2010:

- Magazine income and expenses in 2010 reflected activity for only four months since the May and June 2010 issues had not been mailed at that time; 2011 activity covers six months.
- Magazine printing costs have increased significantly in 2011 as the committee reworks the magazine to include more articles with the goal of increasing membership. The results of these efforts will take some time to evaluate.
- Dues income and recording fees decreased slightly in 2011.
- The dog registration program is now being handled directly by AKC with the cost to ABC being minimal.
- Payments for magazine managing editor and publishing editor have now been combined and are being paid to Webster County Printing, the magazine publisher and printer.

PROJECTED 2011 OPERATING RESULTS

The 2010 financial statements were issued in January 2011 and reflected a near-breakeven result for the year. On a historical 5-year basis, we have still operated at a surplus; but we cannot expect the same results for the next few years without making some changes. Based on the increased magazine printing costs and the anticipated financial results of the 2011 all age championships, I anticipate a loss for 2011 of somewhere between \$5000 and \$10000. In my agenda report, I will be requesting the BOD to look more closely at the financial information to determine what guidelines or changes need to be made. We either need to increase income or reduce expenses for 2012. I am not proposing a dues increase at this time, but we need to consider raising entry fees for the national championships and revamping the annual auction, which in the past has been a significant source of revenue. The national specialty show, Gun Dog nationals and regional futurities have all made significant improvement in matching their revenue and expenses.

ACTIVITY THRU DATE OF THIS REPORT

There have been no financial transactions through the date of this letter of significant impact.

If you have any questions or comments, please let me know.

Respectfully submitted,

Janet Chase, Treasurer

AMERICAN BRITTANY CLUB
BALANCE SHEET
JUNE 30

ASSETS	2011	2010
CASH/CERTIFICATES OF DEPOSIT		
OPERATING	193952	187454
FUTURE GROUNDS	80393	78359
BREED ISSUES	15441	17007
ACCOUNTS RECEIVABLE	370	120
INVENTORY-MEDALLIONS	2176	2675
PREPAID EXPENSES	8249	11038
EQUIPMENT-NET OF DEPRECIATION	<u>925</u>	<u>1657</u>
 TOTAL ASSETS	 <u><u>301506</u></u>	 <u><u>298310</u></u>
 LIABILITIES AND FUND BALANCE		
ACCOUNTS PAYABLE	5769	1052
UNEARNED DUES	29726	22042
UNEARNED ADVERTISING	861	520
FUTURITY NOMINATIONS-2009/11		4231
FUTURITY NOMINATIONS-2010/12	3920	1560
FUTURITY NOMINATIONS-2011/13	1440	
TRITRONICS AWARD	491	0
GROUND FUND (BVILLE)	8666	8140
GUN DOG GROUNDS FUND	2651	2176
CORPORATE SPONSOR FUND	<u>51076</u>	<u>51072</u>
 TOTAL LIABILITIES	 <u><u>104600</u></u>	 <u><u>90793</u></u>
 FUND BALANCE		
UNDESIGNATED	101072	112151
DESIGNATED-FUTURE GROUNDS	80393	78359
DESIGNATED-BREED ISSUES	<u>15441</u>	<u>17007</u>
	<u><u>196906</u></u>	<u><u>207517</u></u>
 TOTAL LIABILITIES AND FUND BALANCE	 <u><u>301506</u></u>	 <u><u>298310</u></u>

AMERICAN BRITANY CLUB
INCOME STATEMENT

	GENERAL	MAGAZINE	JAN-JUNE 2011 TOTAL	2011 ANNUAL BUDGET	JAN-JUNE 2010 TOTAL
INCOME:					
DUES	18571		18571	40000	20371
ADVERTISING		7474	7474	14000	6180
RECORDING FEES	15381		15381	31000	17895
CORP SPONSOR INCOME	2688		2688	7376	2688
INTEREST INCOME	2137		2137	3000	2532
ABC FUTURITY SHARE	1207		1207	1200	1339
YEARBOOKS & PATCHES	137		137	0	206
PURINA PARENT CLUB PROGRAM	2803		2803	3300	3255
MISCELLANEOUS	370	107	477	1400	695
TOTAL INCOME	<u>43294</u>	<u>7581</u>	<u>50875</u>	<u>101276</u>	<u>55161</u>
EXPENSES:					
EXECUTIVE SECRETARY	3600		3600	7200	3600
MANAGING EDITOR-MAG			0	6600	3300
PUBLISHING EDITOR-MAG		8175	8175	9750	3250
CLERICAL ASST-MEMBR	525		525	1050	350
MEMBERSHIP LIST ASSIST	1350		1350	2700	1350
ABC WEBMASTER	600		600	1200	600
DOG REGIST PROGRAM			0	2000	0
INSURANCE	1150		1150	2500	1197
POSTAGE	1045	4833	5878	11600	4626
SUPPLIES	772		772	2000	922
TELEPHONE/INTERNET	1028	142	1170	2900	1051
PRINTING MAGAZINE		18792	18792	31000	9569
MAIL MAGAZINE		730	730	2200	633
JUDGES EDUCATION	100		100	700	56
AKC DELEGATE EXPENSE	232		232	1500	429
DATES COORDINATORS			0	300	0
DEPRECIATION	90		90	180	90
ANNUAL ELECTION EXPENSE			0	1750	0
ANNUAL MEETING EXPENSE			0	2200	0
INCOME TAX ON INTEREST INCOME	566		566	750	1133
CREDIT CARD PROCESSING	775	430	1205	1800	625
HOSPITALITY/NATIONALS				800	
PRIOR YEAR EXPENSES	-355	1319	964	0	0
MISCELLANEOUS	1018	65	1083	3500	3499
TOTAL EXPENSES	<u>12496</u>	<u>34486</u>	<u>46983</u>	<u>96180</u>	<u>36280</u>
SUBTOTAL	<u>30798</u>	<u>-26905</u>	3892	5096	18881
SPECIAL EVENTS-NET					
BOOK SALES			60	0	0
NATIONAL OPEN				0	0
NATIONAL AMATEUR				0	0
NATIONAL SHOW				0	0
OPEN GUN DOG CHAMP				0	0
AMTR GUN DOG CHAMP				0	0
EAST FUTURITY			1007	0	194
CENTRAL FUTURITY			425	0	284
WEST FUTURITY			115	0	249
TOTAL EXCESS/DEFICIT			5499	5096	19608
BOARD DESIGNATED TRANSFER 1/2 OF REC FEES					
FUTURE GROUNDS			-3845	-7750	-4474
BREED ISSUES			-3845	-7750	-4474
EXCESS (DEFICIT)			<u>-2191</u>	<u>-10404</u>	<u>10660</u>

AMERICAN BRITTANY CLUB
DEPARTMENT INCOME STATEMENTS
JUNE 30, 2011

	EAST FUT	CENT FUT	WEST FUT	80'S BOOK
INCOME				
ENTRY FEES	3160	3220	2700	
CORP SPONSOR	500	500	500	
MISC INCOME	276			
BOOK SALES	<u> </u>	<u> </u>	<u> </u>	<u>60</u>
TOTAL INCOME	<u>3936</u>	<u>3720</u>	<u>3200</u>	<u>60</u>
EXPENSES				
JUDGES	812	1040	825	
TROPHIES	268	264	264	
GRDS/SHOW SITE	225	620	475	
BIRDS	278	550	717	
LICENSES/FEES	145	145	145	
REPORTER	80	80		
HOSPITALITY		59		
PREMIUMS/CATALOG	25	16	122	
MISCELLANEOUS	88	96	423	
MAILING BOOK	<u> </u>	<u> </u>	<u> </u>	<u>0</u>
TOTAL EXPENSE	<u>1921</u>	<u>2870</u>	<u>2971</u>	<u>0</u>
NET INCOME	2015	850	229	<u>60</u>
PROFIT SPLIT WITH HOST CLUB	<u>-1008</u>	<u>-425</u>	<u>-114</u>	
NET INCOME TO ABC	<u>1007</u>	<u>425</u>	<u>115</u>	

AMERICAN BRITTANY CLUB
**DETAIL OF FUTURE GROUNDS FUND
AND BREED ISSUES FUND**
TO JUNE 30, 2011

	FUTURE GROUNDS FUND	BREED ISSUES FUND
BALANCE FWD 1/1/09	85869	13812
Allocation of 1/2 of increase in rec fees	4566	4566
Grant for Thayer Grounds purchase	-25000	
Membership development		
Badger BC re Pheasant Fest		-260
Balance 6/30/09	65435	18118
Allocation of 1/2 increase in rec fees	3250	3249
Open Gun Dog Ch @\$25/dog	1350	
Amtr Gun Dog Ch @\$25/dog	1075	
Open Ch @\$25/dog	1425	
Amtr Champ @\$25/dog	1350	
Membership development		
Meet the Breeds expos		-334
Contributions		
AKC Canine Legislative Support Fund		-500
NAIA		-500
NAIA Trust		-500
Bird Dog Fdn		-2000
UC Regents/Nelson Fund		-2000
US Sportsmens Alliance		-3000
Balance 12/31/09	73885	12533
2010		
Allocation of 1/2 of increase in rec fees	7663	7663
ABC matching funds-Ionia fence project	-5000	
L.McDonald-Meet The Breeds		-100
Contributions		
AKC Canine Legislative Support Fund		-500
NAIA		-500
NAIA Trust		-500
US Sportsmens Alliance		-3000
Balance 12/31/10	76548	15596
2011		
Contributions for 2010 paid in 2011		
Bird Dog Fdn		-2000
UC Regents/Nelson Fund		-2000
Allocation of 1/2 of increase in rec fees	3845	3845
Balance 6/30/11	80393	15441

Notes:

1) Amounts committed, but not disbursed at 6/30/11:
From future grounds fund--matching contribution of \$3000 for Ionia fence fund

2) The BOD voted in November, 2010, to suspend transfers of \$25 per dog from entry fees at the GD and AA nationals. Entire \$175 entry fee will be used to cover event expenses.