

**Quality Deer Management Association**  
**December 31, 2017**  
**Income Statement**

	YTD Actual	Annual Budget	% of YTD Budget
<b>Revenue</b>			
Advertising	\$ 79,320	\$ 81,800	97%
Commissions & Royalties	\$ 13,782	\$ 11,150	124%
Donations	\$ 4,267,657	\$ 215,000	1985%
Fundraising- Branch	\$ 372,393	\$ 1,017,679	37%
Fundraising- Merchandise	\$ 488,193	\$ 527,000	93%
Grants	\$ 201,989	\$ 190,500	106%
Membership	\$ 1,060,191	\$ 1,233,122	86%
Magazine Sales	\$ 774	\$ 2,390	32%
Merchandise Sales	\$ 346,057	\$ 280,023	124%
Hunt Club	\$ 1,304,478	\$ 1,567,650	83%
Bank & Misc Income	\$ 16,573	\$ 524	3163%
Sponsorship	\$ 404,310	\$ 472,909	85%
Registrations- REACH	\$ 84,673	\$ 118,605	71%
Shipping Income	\$ 63,853	\$ 63,233	101%
National Convention Income	\$ 400,247	\$ 315,000	127%
<b>Total Revenue</b>	<b>\$ 9,104,489</b>	<b>\$ 6,096,585</b>	<b>149%</b>
<b>Cost of Goods Sold</b>	<b>\$ 628,818</b>	<b>\$ 654,900</b>	<b>96%</b>
<b>Gross Profit</b>	<b>\$ 8,475,671</b>	<b>\$ 5,441,685</b>	<b>156%</b>
<b>Expenditures</b>			
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%
	\$ 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/0!
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/0!
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%
	\$ 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%
	\$ 2,659,548	\$ 2,742,106	97%
<b>Total Expenditures</b>	<b>\$ 5,329,465</b>	<b>\$ 5,280,417</b>	<b>101%</b>
<b>Net Income (Net Loss) before taxes</b>	<b>\$ 3,146,206</b>	<b>\$ 161,268</b>	<b>1951%</b>
Depreciation Expense	\$ 48,042	\$ 49,027	98%
<b>Net Income (Net Loss) after taxes</b>	<b>\$ 3,098,164</b>	<b>\$ 112,241</b>	<b>2760%</b>

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