

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

	Programs	Fundraising	Admin	Total
Support and Revenue				
Program Support				
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	\$ -	\$ -	\$ -	\$ -
Endowment and investment revenue				
Investment income	\$ 16,573	\$ -	\$ -	\$ 16,573
Unrealized gain(loss) on investments	\$ -	\$ -	\$ -	\$ -
Total Revenue	\$ 8,043,781	\$ 1,060,709	\$ -	\$ 9,104,490
COGS				
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
Gross Profit	\$ 6,758,848	\$ 639,401	\$ -	\$ 7,398,248
Expenses				
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
Non-Operating Expenses				
Depreciation	\$ 39,875	\$ 5,765	\$ 2,402	\$ 48,042
Interest expense	\$ 35,494	\$ 5,132	\$ 2,138	\$ 42,764
Total Expenses	\$ 3,471,144	\$ 611,668	\$ 217,272	\$ 4,300,085
Percentage Totals	81%	14%	5%	
Increase in net assets from operations	\$ 3,287,704	\$ 27,733	\$ (217,272)	\$ 3,098,164