NATIONAL SNAFFLE BIT ASSOCIATION AND AFFILIATE

CONSOLIDATED FINANCIAL STATEMENTS

DECEMBER 31, 2017

NATIONAL SNAFFLE BIT ASSOCIATION AND AFFILIATE

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INDEPENDENT ACCOUNTANTS' REVIEW REPORT

Boards of Directors National Snaffle Bit Association and National Snaffle Bit Foundation Gurnee, Illinois

We have reviewed the accompanying consolidated financial statements of NATIONAL SNAFFLE BIT ASSOCIATION AND AFFILIATE (Georgia and Illinois not-for-profit corporations, respectively), which comprise the consolidated statements of financial position as of December 31, 2017 and 2016, and the related consolidated statements of activities and cash flows for the years then ended, and the related notes to the consolidated financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement whether due to fraud or error.

Accountants' Responsibility

Our responsibility is to conduct the reviews in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the consolidated financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountants' Conclusion

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying consolidated financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Supplementary Information

The supplementary information listed in the accompanying table of contents is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the financial statements. The supplementary information has been subjected to the review procedures applied in our reviews of the basic financial statements. We are not aware of any material modifications that should be made to the supplementary information. We have not audited the supplementary information and do not express an opinion on such information.

Warady + Daris ILP

April 19, 2018

Certificates of Deposit	As of December 31		2017		2016
Cash and Cash Equivalents	ASSETS				
Certificates of Deposit	CURRENT ASSETS				
Accounts Receivable 37,474 — Prepaid Expenses 9,083 17,3668 Total Current Assets 1,935,910 1,130,682 PROPERTY AND EQUIPMENT 36,397 36,397 36,397 Building and Building Improvements 336,181 336,181 336,181 336,181 336,181 336,181 336,181 336,181 66,602 66,63 35,074 55,07 55,074 55,074 55,074 55,074 55,074 55,074 55,074 52,670 66,333 42,424 42,424 42,424 42,424 42,424 42,424 42,424 42,424 42,424 <t< td=""><td></td><td>\$</td><td></td><td>\$</td><td>1,113,314</td></t<>		\$		\$	1,113,314
Prepaid Expenses			•		_
PROPERTY AND EQUIPMENT			-		
PROPERTY AND EQUIPMENT	• •			_	17,368
Land 36,397 36,395 Building and Building Improvements 336,181 336,181 Office and Computer Equipment 73,188 66,607 Computer Software 63,014 63,014 Vehicles 6,662 6,662 Furniture and Fixtures 55,074 550,774 Less Accumulated Depreciation and Amortization 217,115 195,477 Less Accumulated Depreciation and Amortization 353,401 368,460 OTHER ASSETS — 397,488 Certificates of Deposit — 397,488 Long-Term Prepaid Expenses 426 — LABILITIES AND NET ASSETS * 2,289,737 \$ 1,896,630 LIABILITIES AND NET ASSETS * 2,289,737 \$ 1,896,630 CURRENT LIABILITIES * 23,396 \$ 2,700 Accrued Liabilities 127,183 126,851 Deferred Revenue 362,172 312,318 Ecurity Deposit 2,550 2,556 Total Current Liabilities 4,165 78,23' Note Payable, net	Total Current Assets	:	1,935,910		1,130,682
Building and Building Improvements 336,181 366,607 Office and Computer Equipment 73,188 66,607 Computer Software 63,014 63,014 Vehicles 6,662 6,662 Furniture and Fixtures 55,074 55,074 570,516 563,931 186,867 Less Accumulated Depreciation and Amortization 217,115 195,476 OTHER ASSETS - 353,401 368,467 Cortificates of Deposit - 37,488 - Long-Term Prepaid Expenses 426 - - LIABILITIES - 397,488 - - CURRENT LIABILITIES - 2,289,737 1,896,630 - LIABILITIES AND NET ASSETS 23,396 20,700 - <	PROPERTY AND EQUIPMENT				
Office and Computer Equipment 73,188 66,607 Computer Software 63,014 63,014 Vehicles 6,662 6,662 Furniture and Fixtures 55,074 55,074 Less Accumulated Depreciation and Amortization 217,115 195,476 Less Accumulated Depreciation and Amortization 353,401 368,460 OTHER ASSETS — 397,488 Certificates of Deposit — 397,488 Long-Term Prepaid Expenses 426 — 426 397,488 Long-Term Prepaid Expenses \$2,289,737 \$1,896,630 LIABILITIES AND NET ASSETS CURRENT LIABILITIES Current Portion of Note Payable \$23,396 \$20,700 Accrued Liabilities 127,183 126,857 Deferred Revenue 362,172 312,319 Security Deposit 2,550 2,556 Total Current Liabilities 515,301 462,422 LONG-TERM LIABILITIES Note Payable, net of Current Maturities 4,165 78,237 <t< td=""><td></td><td></td><td>•</td><td></td><td>36,397</td></t<>			•		36,397
Computer Software 63,014 (83,014 Vehicles) 6,662 (662 50,662 50,662 50,662 50,074 50,			•		336,181
Vehicles 6,662 6,662 6,662 75,074 55,074 55,074 55,074 55,074 55,074 55,074 55,074 55,074 55,074 56,076 563,931 Less Accumulated Depreciation and Amortization 217,115 195,476 368,460 OTHER ASSETS 353,401 368,460 368,460 OTHER ASSETS 426			•		66,607
Furniture and Fixtures 55,074 55,076 563,33 563,33 156,33 1570,516 563,33 153,301 156,376 156,373 156,376 156,376 156,376 156,376 156,376 156,376 156,476 156,476 156,476 156,476 156,476 156,476 157,486 157,486 156,476			•		
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Less Accumulated Depreciation and Amortization 217,115 395,476 368,466 353,401 368,466 368,466 374,486 374,4	Furniture and Fixtures			_	
353,401 368,460 Certificates of Deposit — 397,488 Long-Term Prepaid Expenses 426 — 426 397,488 426 397,488 426 397,488 426 397,488 426 397,488 426 397,488 426 397,488 426 397,488 426 397,488 426 397,488 426 397,488 426 397,488 427 428 CURRENT LIABILITIES 392,396 \$ 20,700 Accrued Liabilities 362,172 312,311 Security Deposit 2,550 2,550 Total Current Liabilities 4,165 78,237 Accrued Liability 51,738 51,100 Deferred Revenue 762,154 611,58 Total Long-Term Liabilities 318,057 740,92 Total Liabilities 1,333,358 1,203,346 NET ASSETS 1 1					
OTHER ASSETS — 397,488 Long-Term Prepaid Expenses 426 426 426 397,488 426 20,700 Accrued Liabilities 127,183 126,85 426 12,33 12,33 12,33 426 12,52 12,55 <td>Less Accumulated Depreciation and Amortization</td> <td>-</td> <td></td> <td>_</td> <td></td>	Less Accumulated Depreciation and Amortization	-		_	
Certificates of Deposit Long-Term Prepaid Expenses — 397,486 Long-Term Prepaid Expenses 426 — 397,486 \$ 2,289,737 \$ 1,896,630 LIABILITIES CUrrent Portion of Note Payable \$ 23,396 \$ 20,700 Accrued Liabilities 127,183 126,851 Deferred Revenue 362,172 312,318 Security Deposit 2,550 2,550 Total Current Liabilities 515,301 462,422 LONG-TERM LIABILITIES 4,165 78,23' Accrued Liability 51,738 51,103 Deferred Revenue 762,154 611,58 Total Long-Term Liabilities 818,057 740,92 Total Liabilities 818,057 740,92 VET ASSETS Unrestricted Net Assets 174,802 246,14 Board-Designated 174,802 246,14 246,14 Undesignated 621,127 323,41 Temporarily Restricted Net Assets 160,450 123,72 Temporarily Restricted Net Assets 956,379	OMYYDD A GGDMG	· ·	353,401	-	368,460
Long-Term Prepaid Expenses					007.400
\$ 2,289,737 \$ 1,896,630			400		397,488
LIABILITIES AND NET ASSETS CURRENT LIABILITIES 362,172 20,706 Accrued Liabilities 127,183 126,85 Deferred Revenue 362,172 312,316 Security Deposit 2,550 2,550 Total Current Liabilities 515,301 462,422 LONG-TERM LIABILITIES 4,165 78,237 Note Payable, net of Current Maturities 4,165 78,237 Accrued Liability 51,738 51,108 Deferred Revenue 762,154 611,584 Total Long-Term Liabilities 818,057 740,922 Total Liabilities 1,333,358 1,203,346 NET ASSETS Unrestricted Net Assets 8 Board-Designated 174,802 246,146 Undesignated 621,127 323,416 Temporarily Restricted Net Assets 160,450 123,72 Temporarily Restricted Net Assets 956,379 693,28	Long-Term Prepaid Expenses	7-		-	397,488
LIABILITIES AND NET ASSETS CURRENT LIABILITIES 362,172 20,706 Accrued Liabilities 127,183 126,85 Deferred Revenue 362,172 312,316 Security Deposit 2,550 2,550 Total Current Liabilities 515,301 462,422 LONG-TERM LIABILITIES 4,165 78,237 Note Payable, net of Current Maturities 4,165 78,237 Accrued Liability 51,738 51,108 Deferred Revenue 762,154 611,584 Total Long-Term Liabilities 818,057 740,922 Total Liabilities 1,333,358 1,203,346 NET ASSETS Unrestricted Net Assets 8 Board-Designated 174,802 246,146 Undesignated 621,127 323,416 Temporarily Restricted Net Assets 160,450 123,72 Temporarily Restricted Net Assets 956,379 693,28		\$	2.289.737	\$	1 896 630
LONG-TERM LIABILITIES 4,165 78,23° Note Payable, net of Current Maturities 4,165 78,23° Accrued Liability 51,738 51,10° Deferred Revenue 762,154 611,58° Total Long-Term Liabilities 818,057 740,92° Total Liabilities 1,333,358 1,203,34° NET ASSETS Unrestricted Net Assets 174,802 246,14° Board-Designated 174,802 246,14° Undesignated 621,127 323,41° Temporarily Restricted Net Assets 160,450 123,72° Temporarily Restricted Net Assets 956,379 693,28°	Current Portion of Note Payable Accrued Liabilities Deferred Revenue	\$	$127,183 \\ 362,172 \\ 2,550$	\$	20,706 126,851 312,315 2,550
Note Payable, net of Current Maturities 4,165 78,23° Accrued Liability 51,738 51,10° Deferred Revenue 762,154 611,58° Total Long-Term Liabilities 818,057 740,92° Total Liabilities 1,333,358 1,203,34° NET ASSETS Unrestricted Net Assets 174,802 246,14° Board-Designated 621,127 323,41° Undesignated 795,929 569,56° Temporarily Restricted Net Assets 160,450 123,72° 956,379 693,28°	Total Current Liabilities		515,301		462,422
Accrued Liability 51,738 51,103 Deferred Revenue 762,154 611,584 Total Long-Term Liabilities 818,057 740,924 Total Liabilities 1,333,358 1,203,346 NET ASSETS Unrestricted Net Assets 174,802 246,148 Board-Designated 621,127 323,418 Undesignated 795,929 569,568 Temporarily Restricted Net Assets 160,450 123,722 956,379 693,284					
Deferred Revenue 762,154 611,584 Total Long-Term Liabilities 818,057 740,924 Total Liabilities 1,333,358 1,203,346 NET ASSETS Unrestricted Net Assets Board-Designated 174,802 246,148 Undesignated 621,127 323,418 Temporarily Restricted Net Assets 160,450 123,72 956,379 693,284			•		
Total Long-Term Liabilities 818,057 740,924 Total Liabilities 1,333,358 1,203,346 NET ASSETS Unrestricted Net Assets 246,148 Board-Designated 174,802 246,148 Undesignated 621,127 323,418 Temporarily Restricted Net Assets 160,450 123,723 956,379 693,284			•		
Total Liabilities 1,333,358 1,203,346 NET ASSETS Unrestricted Net Assets Board-Designated 174,802 246,148 Undesignated 621,127 323,418 Temporarily Restricted Net Assets 160,450 123,723 956,379 693,284		\ 			
NET ASSETS Unrestricted Net Assets Board-Designated 174,802 246,146 Undesignated 621,127 323,416 795,929 569,566 Temporarily Restricted Net Assets 160,450 123,72 956,379 693,284	Total Long-Term Liabilities	Ų-	818,057		740,924
Unrestricted Net Assets 174,802 246,148 Board-Designated 621,127 323,418 Undesignated 795,929 569,568 Temporarily Restricted Net Assets 160,450 123,722 956,379 693,284	Total Liabilities	1)	1,333,358		1,203,346
Board-Designated 174,802 246,148 Undesignated 621,127 323,418 795,929 569,563 Temporarily Restricted Net Assets 160,450 123,723 956,379 693,284					
Undesignated 621,127 323,418 795,929 569,563 Temporarily Restricted Net Assets 160,450 123,723 956,379 693,284			484000		0.40 = 4=
Temporarily Restricted Net Assets 795,929 569,563 160,450 123,723 956,379 693,284					
Temporarily Restricted Net Assets 160,450 123,723 956,379 693,284	Undesignated	_		-	
956,379 693,284	m in the constitution of		-		
\$ 2.289.737 \$ 1.896.630	Temporarily Restricted Net Assets			8	693,284
		\$	2,289,737	\$	1,896,630

	Unrestricted	Temporarily Restricted	Tota
REVENUES BCF/World Show	\$ 2,122,642	\$	\$ 2,122,64
	367,576	Ψ	367,57
Membership Credit Card Surcharges	75,594	_	75,59
Merchandise Sales	19,181	_	19,18
Stallion Incentive Fund	129,470	_	129,47
Yearling Sales	104,376		104,37
Judges Program	3,850	_	3,85
Licensing Program	131,592	_	131,59
Magazines	418,450		418,45
Smart Point	45,986	_	45,98
Other Shows	151,587		151,58
Other Revenue	105,082	_	105,08
Year End Award Banquet	12,345		12,34
Rental Income	18,755	_	18,75
Interest Income	1,668	_	1,66
Special Event			
Auction, net of Direct Expenses of \$15,372	29,937	_	29,93
Contributions	30,842	163,636	194,47
Release of Restrictions	126,907	(126,907)	-
Total Revenues	3,895,840	36,729	3,932,56
EXPENSES			
Payroll	600,260	_	600,26
Payroll Taxes	45,511		45,51
Employee Benefits	88,264	_	88,26
Advertising	7,432	_	7,43
Arena Rental	233,967	_	233,96
Bank Charges and Credit Card Fees	73,941		73,94
Other Show Expense	42,811		42,81
Awards	180,285		180,28
Meetings	21,041		21,04
Computer Expense	5,171		5,17
Outside Services	157,687		157,68
Day Fees	217,458		217,45
Depreciation and Amortization	21,640	_	21,64
Drug Testing	31,658		31,65
Equipment	7,766	_	7,76
Equipment Rental	41,153		41,15
Licenses, Permits, and Filing Fees	777		77
Insurance Expense	12,270		12,27
Interest Expense	2,728	_	2,72
Travel, Meals and Lodging	232,867		232,86
Newsletter	2,470	_	2,47
Office Expenses and Supplies	34,244	_	34,24
Payouts	925,889		925,88
Plaques and Trophies	98,252	_	98,28
Postage and Shipping	91,190		91,19
Printing	300,594		300,59
Sponsorships	30,000	_	30,00
Stall/Entry Fees	11,900		11,90
Real Estate Taxes	12,176	-	12,1
Telephone	9,190	_	9,19
Occupancy	11,788		11,78
Year-End Award Banquet	47,830		47,8
Website and Internet	4,688		4,68
Professional Fees	26,893		26,8
Scholarships	1,000	_	1,00
Financial Assistance	18,000		18,00
Other	18,683		18,68
Total Expenses	3,669,474	-	3,669,4
CHANGE IN NET ASSETS	226,366	36,729	263,09
Net Assets, Beginning	569,563	123,721	693,28
NET ASSETS, ENDING	\$ 795,929	\$ 160,450	\$ 956,3

	U	nrestricted		Temporarily Restricted		Tota
REVENUES	3 				_	
BCF/World Show	\$	1,929,526	\$		\$	1,929,52
Membership		349,214				349,21
Credit Card Surcharges		65,131				65,13
Merchandise Sales		19,592		_		19,59
Stallion Incentive Fund		128,981		~-		128,98
Yearling Sale		96,887				96,88
Judges Program		16,900				16,90
Licensing Program		109,950		-		109,95
Magazines		420,197				420,19
Smart Point		40,679				40,67
Riders Cup		31,335				31,33
Trainer Sales		33,300				33,30
Other Shows		143,495				143,49
Other Revenue		117,244				117,24
Year-End Award Banquet		11,850				11,88
Rental Income		29,521		_		29,52
Interest Income		1,579		_		1,5
Special Event		2,0.0				2,0
Auction, net of Direct Expenses of \$19,951		40,694				40,6
• • • • • • • • • • • • • • • • • • • •		5,740		150,529		156,2
Contributions						100,2
Release of Restrictions	-	115,191	_	(115,191)	_	0.7740.0
Total Revenues	2	3,707,006	_	35,338	_	3,742,3
XPENSES						
Payroll		564,148		_		564,1
Payroll Taxes		41,105		_		41,1
Employee Benefits		79,597				79,5
Advertising		4,390				4,3
Arena Rental		208,956				208,9
Bank Charges and Credit Card Fees		57,084				57,0
Other Show Expense		50,737				50,7
Awards		175,155		_		175,1
Meetings		20,862				20,8
Computer Expense		24,654		_		24,6
		142,848		_		142,8
Outside Services		212,982		_		212,9
Day Fees				_		
Depreciation and Amortization		21,383		_		21,3
Drug Testing		41,655				41,6
Equipment		7,578				7,5
Equipment Rental		24,433				24,4
Licenses, Permits, and Filing Fees		4,287				4,2
Insurance Expense		10,924		_		10,9
Interest Expense		4,995				4,9
Travel, Meals and Lodging		239,248		_		239,2
Newsletter		1,828				1,8
Office Expenses and Supplies		31,735				31,7
		924,245				924,2
Payouts Plagues and Trophies		105,860		_		105,8
		93,628				93,6
Postage and Shipping				_		
Printing		314,361		-		314,3
Sponsorships		30,000				30,0
Stall/Entry Fees		10,130		_		10,1
Real Estate Taxes		11,801				11,8
Telephone		8,947				8,9
Occupancy		18,310		_		18,3
Year-End Award Banquet		33,734		_		33,7
Website and Internet		2,496		_		2,4
Professional Fees		17,652				17,€
Scholarships		2,000		-		2,0
Financial Assistance		22,000		_		22,0
Other	-	4,976	_		gen i	4,9
Total Expenses		3,570,724	_		_	3,570,7
CHANGE IN NET ASSETS		136,282		35,338		171,6
Net Assets, Beginning		433,281		88,383		521,6
	\$	569,563	\$	123,721	\$	693,2

NATIONAL SNAFFLE BIT ASSOCIATION AND AFFILIATE CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Years Ended December 31	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES Change in Net Assets	\$ 263,095	\$ 171,620
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities Depreciation and Amortization Accounts Receivable	21,640 (37,474)	21,383 24,179
Prepaid Expenses Accrued Liabilities Deferred Revenue Security Deposit	7,879 967 200,427	13,013 70,789 70,777 2,550
Total Adjustments	193,439	202,691
Net Cash Provided by Operating Activities	456,534	374,311
CASH FLOWS FROM INVESTING ACTIVITIES Purchases of Certificate of Deposit Maturities of Certificates of Deposit Reinvested Interest on Certificates of Deposits Purchases of Property and Equipment	(1,233) (6,581)	(397,054) 397,054 (1,211) (31,287)
Net Cash Used by Investing Activities	(7,814)	(32,498)
CASH FLOWS FROM FINANCING ACTIVITIES Principal Payments on Note Payable	(71,382)	(44,113)
NET INCREASE IN CASH AND CASH EQUIVALENTS	377,338	297,700
Cash and Cash Equivalents, Beginning	1,113,314	815,614
CASH AND CASH EQUIVALENTS, ENDING	\$ 1,490,652	\$ 1,113,314
SUPPLEMENTAL CASH FLOWS DISCLOSURES		
Cash paid for: Interest	\$ 2,728	\$ 4,995

NATURE OF ORGANIZATION

The accompanying consolidated financial statements include the accounts of National Snaffle Bit Association ("NSBA") and its affiliate, National Snaffle Bit Foundation ("the Foundation"), collectively the "Association". NSBA was formed in 1983 primarily to define, promote, and improve the qualities of the pleasure horse, promote exhibits, events and contests in expositions and shows, and to encourage the use of standard rules for holding and judging contests of the pleasure horse.

National Snaffle Bit Foundation ("Foundation) was formed in 2009 to encourage, by public contribution, support of worthwhile educational and charitable projects of interest and benefit to devotees of the National Snaffle Bit Association.

The majority of the assets and revenues are associated with NSBA.

NOTE 1—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This summary of significant accounting policies is presented to assist in understanding the Association's consolidated financial statements. The consolidated financial statements and notes are representations of management who is responsible for their integrity and objectivity.

BASIS OF ACCOUNTING

In 2015, the Association changed their method of preparing its financial statements to the accrual basis of accounting. Previously, the Association prepared its financial statements using the modified cash basis of accounting, which is a comprehensive basis of accounting other than U.S. generally accepted accounting principles.

In preparation of the consolidated financial statements, the Association follows the provisions of the FASB Codification topic related to "Financial Statements of Not-for-Profit Organizations." Net assets and revenues, gains, expenses and losses are classified as unrestricted, temporarily restricted or permanently restricted based on the existence or absence of imposed restrictions as follows:

- Unrestricted These funds are not subject to any imposed stipulations. Unrestricted net assets may be designated for specific purposes by action of the Board of Directors or may otherwise be limited by contractual agreements with outside parties.
- Temporarily Restricted These are funds whose use is subject to donor-imposed stipulations that could be fulfilled by actions of the Board of Directors pursuant to those stipulations or that expire by the passage of time. Only the Foundation has temporarily restricted net assets. The Foundation's policy is to allocate 30% of all temporarily restricted donations as unrestricted for administrative purposes. These administrative fees are released from restriction and reclassified to unrestricted support. Donors are advised of this policy prior to solicitation.
- Permanently restricted net assets Net assets subject to donor-imposed stipulations that the
 resources be maintained in perpetuity by the Association. Investment income, including
 realized and unrealized gains and losses are classified as temporarily restricted net assets
 until those amounts are appropriated for expenditure in a manner consistent with the
 standard of prudence prescribed by the Uniform Prudent Management of Institutional Funds
 Act (UPMIFA). The Association had no permanently restricted net assets at December 31,
 2017 or 2016.

NOTE 1—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

PRINCIPLES OF CONSOLIDATION

The accompanying consolidated financial statements include the accounts of NSBA and the Foundation. Inter-entity transactions and balances have been eliminated in the consolidation.

USE OF ESTIMATES

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

CASH AND CASH EQUIVALENTS

The Association considers all highly-liquid investments purchased with an original maturity of three months or less to be cash equivalents.

CERTIFICATES OF DEPOSIT

The Association has investments in certificates of deposits (CDs) with varying lengths of maturity expiring in 2018. It is the Association's intent to roll over the CDs. The CDs are recorded at cost plus accrued interest, and the interest is reinvested when a CD is rolled over. Interest rates on all CDs are between 3% and .349% at December 31, 2017 and December 31, 2016.

ACCOUNTS RECEIVABLE

Accounts receivable primarily represents amounts owed for advertising in the magazine. No allowance was deemed necessary as management believes amounts to be fully collectible. Amounts are written off to bad debt expense when collection appears doubtful.

PROPERTY AND EQUIPMENT

Property and equipment purchases of \$500 or more are recorded at cost if purchased, or fair value if donated, and depreciated/amortized on straight-line basis over their estimated useful lives using a half-year convention. The cost of assets sold or otherwise disposed of and the related accumulated depreciation are eliminated from the accounts and the resulting gain or loss is recognized in income.

Major renewals and betterments that extend the useful life of an asset are capitalized while routine maintenance and repairs are expensed as incurred. The estimated useful lives for determining depreciation and amortization of the various classes of assets are as follows:

Asset Class	Years
Buildings and Building Improvements	39
Office and Computer Equipment	3 - 5
Computer Software	3
Trailers	5 - 7
Furniture	5 - 7

NOTE 1—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

INCOME TAXES

NSBA is incorporated in Georgia and the Foundation is incorporated in Illinois, both as not-for-profit organizations. A determination letter from the Internal Revenue Service for NSBA was received on January 21, 1985 stating that it is exempt from federal income taxes under Internal Revenue Code section 501(c)(5). A determination letter was received for the Foundation stating that it is exempt from federal income taxes under Internal Revenue Code section 501(c)(3) effective November 30, 2009. It is similarly classified by the State of Illinois. To the extent unrelated business income exists, NSBA and the Foundation would be subject to income taxes.

The Association has adopted the guidance in the FASB ASC topic on Income Taxes related to Uncertainty in Income Taxes which prescribes a comprehensive model for recognizing, measuring, presenting and disclosing in the financial statements uncertain tax positions that the Association has taken or expects to take in its tax returns. Under the guidance, the Association may recognize the tax benefit from an uncertain tax position only if it is "more likely than not" that it is sustainable, based on its technical merits. The tax benefits recognized in the financial statements from such a position should be measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement with a taxing authority having full knowledge of all relevant information. The Association believes that it has appropriate support for the positions taken on its returns.

No income tax liabilities resulting from unrelated business income tax are reported in the statements of assets, liabilities and net assets and no unrelated business income tax expenses are included in the statements of revenues, expenses and changes in net assets as management believes the amounts would not be material.

NSBA and the Foundation file their Form 990's and NSBA files its 990T in the federal jurisdiction and NSBA files its Illinois 990T and the Foundation its AG 990IL with the State of Illinois.

REVENUE RECOGNITION

NSBA membership dues are deferred and recognized as revenue over the membership period which is on a calendar-year basis; lifetime memberships are amortized on a straight-line basis over an estimated life of three years. Sponsorship income is recognized as revenue when received. Subscriptions for NSBA's magazine are deferred and recognized as revenue over the subscription period. The amount of membership dues collected but unearned as of year-end are recorded as deferred revenue. BCF enrollment revenue is recognized throughout the period the horse is in competition. Trainer sales revenue is recognized when the training occurs. Stallion sales proceeds are paid out based on year-end competition points and are recognized as revenue upon payout.

NOTE 2—DEFERRED REVENUE

Deferred revenue at December 31 consisted of the following:

	2017	 2016
BCF Enrollment\$	582,695	\$ 555,734
Memberships	228,638	224,199
Stallion Incentive Fund	151,035	125,166
Trainer Sales	18,000	18,800
Riders Cup	40,850	
Color BCF Enrollment	103,108	
<u>\$</u>	1,124,326	\$ 923,899

NOTE 3—NOTE PAYABLE BANK

On July 28, 2011, NSBA obtained a loan to finance the purchase of its office building. The note is collateralized by the property. On July 10, 2015, the Association refinanced the loan and also borrowed an additional \$51,333 for operational purposes. Unpaid principal plus accrued interest is due July 10, 2020. Monthly payments, including principal and interest at 3.70%, are \$2,002. An additional principal payment of \$50,000 was made in 2017 and an additional \$25,000 was made in 2016. The amount outstanding was \$27,561 at December 31, 2017 and \$98,943 at December 31, 2016.

Principal repayments due in the next two years are:

Year Ending December 31		
2018\$,	23,396
2019		4,165
·		27.561

NOTE 4—TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at December 31 are as follows:

	2017	-	2016
Crisis Fund\$	32,543	\$	31,105
Youth Scholarship Fund	30,791		31,066
Equestrians with Disabilities	13,890		4,386
Heroes on Horses	74,831		48,924
Animal Welfare	8,395	-	8,240
<u>\$</u>	160,450	\$	123,721

Amounts released from restriction during 2017, inclusive of administrative fees, totaled \$126,907 and represent \$1,379 for the scholarship program, \$200 for the Animal Welfare Fund, \$34,823 for the Crisis Fund, \$70,911 for Equestrians with Disabilities and \$19,594 for Heroes on Horses.

Amounts released from restriction during 2016, inclusive of administrative fees, totaled \$115,191 and represent \$3,140 for the scholarship program, \$624 for the Animal Welfare Fund, \$27,940 for the Crisis Fund, \$59,241 for Equestrians with Disabilities and \$24,246 for Heroes on Horses.

NOTE 5-RENTAL INCOME

On May 1, 2014, the Association (lessor) entered into a lease agreement with Fourth Quarter Holdings, Inc., d/b/a Signs Now Gurnee, Inc. (lessee) for general office space, which expired April 30, 2017. Commencing May 1, 2014, the lessee shall pay the Association an escalating monthly fee starting at \$2,550 and ending at \$2,705. Included in base rent is the lessee's portion of real estate taxes. Lessee shall also reimburse lessor 25% of snow removal and landscaping maintenance. These reimbursements are netted against occupancy expense on the consolidated statements of activities. Prior to the lease expiring, effective December 1, 2016, the Association renegotiated a new lease which expires November 30, 2019. All details of the lease remain the same except the monthly fee is now fixed at \$2,705 for the entire lease. Also, the lessee was provided a credit of \$12,000 for building improvements. This credit will be recognized as a \$1,000 reduction in monthly rental payments commencing January 1, 2017. Rental income was \$18,755 for 2017 and \$29,521 for 2016.

Future minimum amounts expected to be collected under the lease agreement is as follows:

Year Ending December 31, 2018\$	3	32,460
Period January 1, 2019 through November 30, 2019		29.755
Total <u>\$</u>	3	62,215

NOTE 6—OPERATING LEASE

In January, 2014, the Association entered into a 39-month copier lease agreement. Monthly payments were \$381. In August 2017, the Association entered into another 39-month copier lease with monthly payments of \$623. Rent expense for this and other short-term rental agreements totaled \$41,153 for 2017 and \$24,433 for 2016.

Future minimum lease payments are as follows:

Year Ending December 31, 2018\$	7,480
Year Ending December 31, 2019	7,480
Period January 1, 2020 through October 31, 2020	6,234
Total \$	21.194

NOTE 7—CONCENTRATIONS OF CREDIT RISK

The Association maintains cash in bank deposit accounts, which, at times, may exceed federally insured limits. The Association has not experienced any losses in such accounts. Association management believes they are not exposed to any significant credit risk on cash.

NOTE 8—FUNCTIONAL EXPENSES

The Association's functional expenses for the year ended December 31 are as follows:

	2017			20	16	
	NSBA	Fo	undation	NSBA	F	oundation
Program \$ Management and General Fundraising	706,573	\$	113,463 33,950 16,169	\$ 2,679,596 744,698	\$	96,664 36,284 13,482
Total\$	3,505,892	\$	163,582	\$ 3,424,294	\$	146,430

NOTE 9—RECLASSIFICATIONS

Certain prior year amounts have been reclassified to conform to current year presentation.

NOTE 10—SUBSEQUENT EVENTS

Management has evaluated subsequent events through April 19, 2018, the date which the financial statements were available for issue. There were no subsequent events which would require disclosure.

SUPPLEMENTARY INFORMATION

As of December 31, 2017

		ional Snaffle t Association		ational Snaffle Bit Foundation	Eliminati	ions		Total
ASSETS								
CURRENT ASSETS								
Cash and Cash Equivalents	\$	1,292,307	\$	198,345	\$	_	\$	1,490,652
Certificates of Deposit	*	378,601	*	20,120	*	_	Ψ	398,721
Accounts Receivable		37,474						37,474
Due from Affiliate		5,630			(5	5,630)		
Prepaid Expenses		9,063						9,063
Total Current Assets		1,723,075		218,465	(5	,630)		1,935,910
PROPERTY AND EQUIPMENT								
Land		36,397		_		_		36,397
Building and Building Improvements		336,181				_		336,181
Office and Computer Equipment		73,188		_		_		73,188
Computer Software		63,014		_		-		63,014
Vehicles		6,662		_				6,662
Furniture and Fixtures		55,074						55,074
		570,516					_	570,516
Less Accumulated Depreciation								
and Amortization		217,115	_				_	217,115
		353,401	_				_	353,401
OTHER ASSETS								
Long-Term Prepaid Expenses		426		Service Control of the Control of th				426
	\$	2,076,902	\$	218,465	\$ (5	5,630)	\$	2,289,737
LIABILITIES AND NET ASSETS								
CURRENT LIABILITIES								
Current Portion of Note Payable	\$	23,396	\$	_	\$		\$	23,396
Due to Affiliate	Ψ		Ψ	5,630		,630)	Ψ	20,050
Accrued Liabilities		127,183		-,	(5			127,183
Deferred Revenue		362,172		_				362,172
Security Deposit		2,550						2,550
Total Current Liabilities		515,301	_	5,630	(5	,630)		515,301
LONG-TERM LIABILITIES								
Note Payable, net of Current Maturities		4,165						4,165
Accrued Liabilities		51,738						51,738
Deferred Revenue		762,154		_				762,154
Total Long-Term Liabilities		818,057				:	_	818,057
Total Liabilities		1,333,358		5,630	(5	5,630)		1,333,358
NET ASSETS								
Unrestricted Net Assets								
Board-Designated		174,802						174,802
Undesignated		568,742		52,385		_		621,127
Citacorgianoa		743,544		52,385				795,929
Temporarily Restricted Net Assets		. 13,5 11		160,450				160,450
		743,544	_	212,835				956,379
	\$	2,076,902	\$	218,465	\$ (5	5,630)	\$	2,289,737
			_					

As of December 31, 2016

		ional Snaffle t Association		National Snaffle Bit Foundation		Eliminations		Total
ASSETS								
CURRENT ASSETS	ď	000 400		104.010	t.		Ф	1 110 01 4
Cash and Cash Equivalents Due from Affiliate	\$	988,498		\$ 124,816 7,050	\$	(7,050)	\$	1,113,314
Prepaid Expenses		17,368		1,000		(1,000)		17,368
Total Current Assets		1,005,866		131,866	_	(7,050)		1,130,682
PROPERTY AND EQUIPMENT								
Land		36,397				_		36,397
Building and Building Improvements		336,181		-				336,181
Office and Computer Equipment		66,607		_				66,607
Computer Software		63,014				_		63,014
Vehicles		6,662		_		P-Tura		6,662
Furniture and Fixtures		55,074			_			55,074
T. A. D. ID. Lat		563,935				_		563,935
Less Accumulated Depreciation and Amortization		105 455						105 185
and Amortization		195,475	-	<u></u>	-		_	195,475
	_	368,460					_	368,460
OTHER ASSETS								
Certificates of Deposit		377,428		20,060				397,488
	\$	1,751,754	9	151,926	\$	(7,050)	\$	1,896,630
LIABILITIES AND NET ASSETS CURRENT LIABILITIES								
Current Portion of Note Payable	\$	20,706	9	. —	\$		\$	20,706
Due to Affiliate	*	7,050	4	_	Ψ	(7,050)	Ψ	20,100
Accrued Liability		126,851				(·,···)		126,851
Deferred Revenue		312,315						312,315
Security Deposit		2,550						2,550
Total Current Liabilities		469,472			_	(7,050)		462,422
LONG-TERM LIABILITIES								
Note Payable, net of Current Maturities		78,237		_		_		78,237
Accrued Liability		51,103						51,103
Deferred Revenue		611,584		_		_		611,584
Total Long-Term Liabilities		740,924					_	740,924
Total Liabilities		1,210,396	_		_	(7,050)		1,203,346
NET ASSETS Unrestricted Net Assets								
Board-Designated		246,145		_				246,145
Undesignated		295,213		28,205				323,418
		541,358		28,205	.63			569,563
Temporarily Restricted Net Assets			_	123,721	_			123,721
		541,358		151,926	_			693,284
	\$	1,751,754	ç	151,926	\$	(7,050)	\$	1,896,630

				National		ffle Bit Fou		
		tional Snaffle it Association	U	nrestricted	T	emporarily Restricted	Total	Total
REVENUES					-	10000110000	Total	1000.
BCF/World Show	\$	2,122,642	\$		\$		\$ —	Ø 0 100 040
Membership	Ψ	367,576	φ		φ	_	Ф —	\$ 2,122,642
Credit Card Surcharges		75,594		_				367,576
Merchandise Sales		19,181					_	75,594
Stallion Incentive Fund		129,470					_	19,181 129,470
Yearling Sales		104,376		_			_	104,376
Judges Program		3,850		-		_		3,850
Licensing Program		131.592		_				131,592
Magazines		418,450		_			_	418,450
Smart Point		45,986		_			_	45,986
Other Shows		151,587					_	151,587
Other Revenue		105,082				_		105,082
Year-End Award Banquet		12,345		_		_		12,345
Rental Income		18,755		_				18,755
Interest Income		1,592		76		_	76	1,668
Special Event -								.,
Auction, net of Direct Expenses of \$15,372				29,937			29,937	29,937
Contributions		_		30,842		163,636	194,478	194,478
Release of Restrictions				126,907		(126,907)		
Total Revenues		3,708,078		187,762		36,729	224,491	3,932,569
EXPENSES								
Payroll		586,860		13.400			10 100	
Payroll Taxes				13,400			13,400	600,260
Employee Benefits		45,511		_			_	45,511
Advertising		88,264					_	88,264
Arena Rental		7,382 233,967		50		_	50	7,432
Bank Charges and Credit Card Fees				_			_	233,967
Other Show Expense		73,941 42,811		_			_	73,941
Awards		176,785		2.500				42,811
Meetings		20,430		3,500		_	3,500	180,285
Computer Expense		,		611			611	21,041
Outside Services		5,171 123,137		24 550		_		5,171
Day Fees		217,458		34,550		_	34,550	157,687
Depreciation and Amortization		21,640					_	217,458
Drug Testing		31,658		******				21,640
Equipment		7,766		_				31,658
Equipment Rental		41,153					_	7,766
Licenses, Permits, and Filing Fees		652		125		_	105	41,153
Insurance Expense		12,270		120		_	125	777 12,270
Interest Expense		2,728					_	2,728
Travel, Meals and Lodging		210,380		22,487			22,487	232,867
Newsletter		2,470		22,407		_	22,401	2,470
Office Expenses and Supplies		27,156		7,088		_	7,088	
Payouts		925,889		1,000		_	1,000	34,244
Plaques and Trophies		98,252					_	925,889 98,252
Postage and Shipping		89,807		1,383		_	1,383	91,190
Printing		286,306		14,288		_	14,288	300,594
Sponsorships				30,000			30,000	30,000
Stall/Entry Fees		_		11,900		_	11,900	11,900
Real Estate Taxes		12,176				_	11,000	12,176
Telephone		9,190		_				9,190
Occupancy		11,788		_				11,788
Year-End Award Banquet		47,830		_		_		47,830
Website and Internet		4,688				_	_	4,688
Professional Fees		22,039		4,854			4,854	26,893
Scholarships		,		1,000			1,000	1,000
Financial Assistance		_		18,000		_	18,000	18,000
Other		18,337		346			346	18,683
Total Expenses		3,505,892		163,582			163,582	3,669,474
CHANGE IN NET ASSETS		202,186	201-	24,180	-	36,729	60,909	263,095
Net Assets, Beginning		541,358		28,205		123,721	151,926	693,284
NET ASSETS, ENDING	\$	743,544	\$	52,385	\$	160,450	\$ 212,835	
	Ψ	170,077	Ψ	02,000	φ	100,400	φ 414,030	\$ 956,379

Membership 349,214 — — — — Condit Card Surcharges 65,131 — — — Fer Processor 65,131 — — — — Condition —		1	datio	e Bit Foun		National					
REVENUES	m-4	m-4-1				atriated	Uni				
BCFWorld Show \$ 1,225,526 \$ \$ \$ \$ \$ \$ \$ \$ \$	Tota	Total	-	estricted		stricted	_0111	ASSOCIATION			
Membership									•		
Credit Card Surcharges	1,929,52		\$	_	\$	*****	\$		\$		
Marchandise Sales 19,502	349,21			_							
Stallion Incentive Fund	65,13			-							
Yearling Sales	19,59			_							
Judges Program	128,98			_		-					
Licensing Program 109,950	96,88										
Magazines 420,197 —	16,90			_		_					
Smart Point 40,679 —	109,95										
Riders Cup 31,335 —	420,19° 40,67°			_							
Trainer Sales 33,300	31,33	_		_							Riders Cup
Other Shows 143,496 —	33,30					_					Trainer Sales
Year-End Award Banquet 11,850 — — — — — — — — — — — — — — 71 — 40 60 60 60 60 60 60 60 60 60 60 60 60 70 70 70 70 10 11 400 90 60 90 60 90 60 90 60 90 90 60 90 60 90 70 90 10 10	143,49			_							Other Shows
Year-End Award Banquet 11,850 — 40,694 — — 40,694 — — 40,694 — — 40,694 — — 40,694 — — — 40,694 — — 40,694 — — 40,694 — — 40,694 — — — 40,694 — — — 156,698 — </td <td>117,24</td> <td></td> <td></td> <td></td> <td></td> <td>_</td> <td></td> <td></td> <td></td> <td></td> <td>Other Revenue</td>	117,24					_					Other Revenue
Interest Income 1,508	11,850										Year-End Award Banquet
Special Events Auction, net of Direct Expenses of \$19,951 —	29,52							29,521			
Auttion, net of Direct Expenses of \$19,951	1,579	71				71		1,508			
Contributions — 5,740 150,629 166,699 Release of Restrictions 3,545,310 161,696 35,388 197,034 3 EXPENSES Sayroll 550,748 13,400 — 13,400 — 13,400 — Payroll Payroll Taxes 41,105 —	_,									8	
Release of Restrictions	40,69	0,694	4	_		40,694				\$19,951	
Total Revenues	156,269	6,269	15			5,740		_			
EXPENSES Payroll Taxes 13,400 13,400 Payroll Taxes 41,105											
Payroll Taxes 13,400 13,400 Payroll Taxes 41,105 — — Employee Benefits 79,597 — — Advertising 4,140 250 — 250 Arena Rental 208,956 — — — Bank Charges and Credit Card Fees 57,084 — — — Other Show Expense 50,737 — — — Awards 174,857 298 — 298 Meetings 20,512 350 — 350 Computer Expense 24,664 — — — Outside Services 111,348 31,500 — 31,500 Day Fees 212,982 — — — Depreciation and Amortization 21,383 — — — Depreciation and Amortization 21,383 — — — Equipment 7,578 — — — Equipment Setsing 4,165 — <td>3,742,344</td> <td>7,034</td> <td>19</td> <td>35,338</td> <td></td> <td>61,696</td> <td></td> <td>3,545,310</td> <td></td> <td></td> <td>Total Revenues</td>	3,742,344	7,034	19	35,338		61,696		3,545,310			Total Revenues
Employee Benefits											XPENSES
Payroll Taxes	564,148	3 400	1	-		13 400		550.748			Payroll
Employee Benefits	41,108		-								Payroll Taxes
Arena Rental 208,956 — — — — — — — — — — — — — — — — — — —	79,597	_		_		_					
Arena Rental 208,956 — — Bank Charges and Credit Card Fees 57,084 — — Other Show Expense 50,737 — — Awards 174,857 298 — 298 Meetings 20,512 350 — 350 Computer Expense 24,654 — — — Outside Services 111,348 31,500 — 31,500 Day Fees 212,982 — — — Depreciation and Amortization 21,383 — — — Drug Testing 41,655 — — — Equipment 7,578 — — — Equipment Rental 24,433 — — — Licenses, Permits, and Filing Fees 4,159 128 — 128 Insurance Expense 10,924 — — — Interest Expense 10,924 — — — Tavel, Meals and Lodging	4,390	250		_		250					Advertising
Bank Charges and Credit Card Fees 57,084 — — — Other Show Expense 50,737 — — Awards 174,857 298 298 Meetings 20,512 350 — Computer Expense 24,654 — — Outside Services 111,348 31,500 — Day Fees 212,982 — — Depreciation and Amortization 21,383 — — Depreciation and Amortization 21,383 — — Depreciation and Amortization 21,383 — — Depreciation and Amortization 21,883 — — Depreciation and Amortization 21,883 — — Depreciation and Amortization 21,828 — — Equipment 7,578 — — — Equipment Rental 24,433 — — — — Licenses, Permits, and Filing Fees 4,159 128 — 128 Insecure<	208,956					_					
Awards 174,857 298 298 Meetings 20,512 350 350 Computer Expense 24,664 — — Outside Services 111,348 31,500 — 31,500 Day Fees 212,982 — — — Depreciation and Amortization 21,383 — — — Drug Testing 41,655 — — — Equipment 7,578 — — — Equipment Rental 24,433 — — — Licenses, Permits, and Filing Fees 4,159 128 — — Insurance Expense 10,924 — — — Interest Expense 4,995 — — — Travel, Meals and Lodging 225,590 13,658 — 13,658 Newsletter 1,828 — — — Office Expenses and Supplies 23,594 8,141 — 8,141 Payouts <	57,084			_		-		57,084			
Meetings 20,512 350 350 Computer Expense 24,664 — — Outside Services 111,348 31,500 — 31,500 Day Fees 212,982 — — — Depreciation and Amortization 21,383 — — — Drug Testing 41,655 — — — Equipment 7,578 — — — — Equipment Rental 24,433 —	50,737	_						50,737			
Computer Expense 24,654 — — Outside Services 111,348 31,500 31,500 Day Fees 212,982 — — Depreciation and Amortization 21,383 — — Drug Testing 41,655 — — Equipment 7,578 — — Equipment Rental 24,433 — — Licenses, Permits, and Filing Fees 4,159 128 — Insurance Expense 10,924 — — Interest Expense 4,995 — — Travel, Meals and Lodging 225,590 13,658 — Newsletter 1,828 — — Office Expenses and Supplies 23,594 8,141 8,141 Payouts 924,245 — — Plaques and Trophies 92,746 882 — Postage and Shipping 92,746 882 — Postage and Shipping 92,746 882 — Real E	175,155	298		_		298		174,857			
Outside Services 111,348 31,500 — 31,500 Day Fees 212,982 — — — Depreciation and Amortization 21,383 — — — Drug Testing 41,655 — — — Equipment 7,578 — — — Equipment Rental 24,433 — — — Licenses, Permits, and Filing Fees 4,159 128 — — — Insurance Expense 10,924 —	20,862	350				350		20,512			
Day Fees 212,982	24,654			_							
Depreciation and Amortization 21,383 — ————————————————————————————————	142,848	,500	3	_		31,500					
Drug Testing 41,655 — — Equipment 7,578 — — Equipment Rental 24,433 — — Licenses, Permits, and Filing Fees 4,159 128 — Insurance Expense 10,924 — — Interest Expense 4,995 — — Travel, Meals and Lodging 225,590 13,658 — — Newsletter 1,828 — — — Office Expenses and Supplies 23,594 8,141 — 8,141 Payouts 924,245 — — — Plaques and Trophies 105,860 — — — Postage and Shipping 92,746 882 — 882 Printing 307,481 6,880 — 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — — Real Estate Taxes 11,801 — —	212,982			_		_					•
Equipment 7,578 — — Equipment Rental 24,433 — — Licenses, Permits, and Filing Fees 4,159 128 128 Insurance Expense 10,924 — — Interest Expense 4,995 — — Travel, Meals and Lodging 225,590 13,658 — — Newsletter 1,828 — — — Office Expenses and Supplies 23,594 8,141 — 8,141 Payouts 924,245 — — — Plaques and Trophies 105,860 — — — Postage and Shipping 92,746 882 — 882 Printing 307,481 6,880 — 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — —	21,383	-									
Equipment Rental	41,655										
Licenses, Permits, and Filing Fees 4,159 128 128 Insurance Expense 10,924 — — Interest Expense 4,995 — — Travel, Meals and Lodging 225,590 13,658 — 13,658 Newsletter 1,828 — — — Office Expenses and Supplies 23,594 8,141 — 8,141 Payouts 92,4245 — — — Plaques and Trophies 105,860 — — — Postage and Shipping 92,746 882 — 882 Printing 307,481 6,880 — 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet <td>7,578</td> <td></td>	7,578										
Insurance Expense 10,924	24,433										
Interest Expense	4,287					128					
Travel, Meals and Lodging 225,590 13,658 — 13,658 Newsletter 1,828 — — — Office Expenses and Supplies 23,594 8,141 — 8,141 Payouts 924,245 — — — Plaques and Trophies 105,860 — — — Postage and Shipping 92,746 882 — 882 Printing 307,481 6,880 — 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	10,924					_					
Newsletter 1,828 — — — Office Expenses and Supplies 23,594 8,141 — 8,141 Payouts 924,245 — — — Plaques and Trophies 105,860 — — — Postage and Shipping 92,746 882 — 882 Printing 307,481 6,880 — 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	4,995		1.0	_		19 650					Travel Meals and Lodging
Office Expenses and Supplies 23,594 8,141 — 8,141 Payouts 924,245 — — Plaques and Trophies 105,860 — — Postage and Shipping 92,746 882 — 882 Printing 307,481 6,880 — 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	239,248	5,658	13	_		15,000					
Payouts 924,445 — — Plaques and Trophies 105,860 — — Postage and Shipping 92,746 882 — 882 Printing 307,481 6,880 — 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	1,828	141		_		9 1/1					
Plaques and Trophies 105,860 — — Postage and Shipping 92,746 882 — 882 Printing 307,481 6,880 — 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	31,735	,141	(0,141					
Postage and Shipping 92,746 882 — 882 Printing 307,481 6,880 — 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	924,245										
Printing 307,481 6,880 6,880 Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	105,860			_		889					
Sponsorships — 30,000 — 30,000 Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	93,628 314,361			_							
Stall/Entry Fees — 10,130 — 10,130 Real Estate Taxes 11,801 — — — Telephone 8,947 — — — Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	30,000							-			
Real Estate Taxes 11,801 — — Telephone 8,947 — — Occupancy 18,310 — — Year-End Award Banquet 33,734 — — Website and Internet 2,496 — — Professional Fees 11,602 6,050 — 6,050	10,130										Stall/Entry Fees
Telephone 8,947 — — Occupancy 18,310 — — Year-End Award Banquet 33,734 — — Website and Internet 2,496 — — Professional Fees 11,602 6,050 — 6,050	11,801		- 1					11,801			Real Estate Taxes
Occupancy 18,310 — — — Year-End Award Banquet 33,734 — — — Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	8,947	_				_					Telephone
Year-End Award Banquet 33,734 — — Website and Internet 2,496 — — Professional Fees 11,602 6,050 — 6,050	18,310					_					
Website and Internet 2,496 — — — Professional Fees 11,602 6,050 — 6,050	33,734			_		-					-
0.1.1.11	2,496			_							
Scholarships - 2 000 2 000	17,652	,050	6	_				11,602			
	2,000	,000	2	_		2,000					Scholarships
Financial Assistance — 22,000 — 22,000	22,000	,000	22	~				_			
Other 4,213 763 — 763	4,976				-						
Total Expenses 3,424,294 146,430 — 146,430 3,	3,570,724	,430	_ 146			46,430	-	3,424,294	-		lotal Expenses
CHANGE IN NET ASSETS 121,016 15,266 35,338 50,604	171,620	,604	50	35,338		15,266		121,016			HANGE IN NET ASSETS
Net Assets, Beginning 420,342 12,939 88,383 101,322	521,664	,322	101	88,383		12,939		420,342			et Assets, Beginning
NET ASSETS, ENDING \$ 541,358 \$ 28,205 \$ 123,721 \$ 151,926 \$	693,284	,926	\$ 151	123,721	\$	28,205	\$	541,358	\$		ET ASSETS, ENDING