

Jaguar Clubs of North America
Profit & Loss Prev Year Comparison
January through December 2012

	<u>Jan - Dec 12</u>	<u>Jan - Dec 11</u>	<u>\$ Change</u>
Income			
701-1 · Club Dues	106,208.97	108,399.97	-2,191.00
701-2 · Members at Large	7,383.19	7,255.62	127.57
701-3 · New Member Dues	4,510.72	4,596.87	-86.15
701-4 · Non Member Registration Events	927.00	610.00	317.00
701-5 · Life Member Income	0.00	2,505.72	-2,505.72
701-6 · Membership Dues-Pay Pal	1,887.46	1,032.01	855.45
702-0 · National Event Income	1,500.00	0.00	1,500.00
702-8 · Other	0.00	16.88	-16.88
703-1 · Advertising	54,260.53	69,651.66	-15,391.13
703-2 · Jaguar Cars	27,000.00	13,500.00	13,500.00
703-3 · Web Advertising	2,018.72	2,697.93	-679.21
703-4 · PTS Income	10.00	122.77	-112.77
703-5 · E Newsletter Banner Ad	950.00	0.00	950.00
703-6 · Tech Line Advertising	2,625.00	0.00	2,625.00
704-1 · Books	5,970.68	2,228.39	3,742.29
704-2 · Jaguar Journal Copies	5,160.00	5,160.00	0.00
704-5 · Publications	14,284.90	14,980.34	-695.44
704-6 · Regalia	14,118.63	28,063.28	-13,944.65
704-61 · Regalia/Publications S & H	520.92	1,328.02	-807.10
704-7 · Trophies	21,677.73	20,035.75	1,641.98
705-0 · Interest Income	4,149.42	6,555.55	-2,406.13
706-0 · Jaguar Cars Club Sponsorship	5,000.00	5,000.00	0.00
707-0 · Subscriptions	94.00	211.00	-117.00
Total Income	<u>280,257.87</u>	<u>293,951.76</u>	<u>-13,693.89</u>
Expense			
800-1 · Books - Expense	10,635.47	11,006.22	-370.75
800-10 · PTS Expense	222.12	542.57	-320.45
800-5 · Publication Expense	6,732.98	11,623.40	-4,890.42
800-51 · Publications-Handling	0.00	100.00	-100.00
800-6 · Regalia Expense	8,806.92	20,808.40	-12,001.48
800-62 · Regalia-Postage	0.00	767.09	-767.09
800-63 · Brochures	30.85	2,006.56	-1,975.71
800-64 · Regalia-E-Type 50th Anniversary	2,145.98	2,811.43	-665.45
800-65 · Publications & Regalia Contract	10,000.00	0.00	10,000.00
800-7 · Trophies Expense	26,437.89	19,126.98	7,310.91
800-8 · National Trophies Expense	7,920.80	5,370.59	2,550.21
800-9 · Other Expense	2,670.77	0.00	2,670.77
801-2 · Legal	34.27	0.00	34.27

Jaguar Clubs of North America
Profit & Loss Prev Year Comparison
January through December 2012

	<u>Jan - Dec 12</u>	<u>Jan - Dec 11</u>	<u>\$ Change</u>
802-0 · Bank Charges	177.30	225.05	-47.75
802-1 · Credit Card Service Charges	2,622.52	2,777.21	-154.69
803-0 · Insurance	8,005.98	13,944.41	-5,938.43
804-0 · License & Tax	127.00	25.00	102.00
805-0 · Postage - Administrative	1,141.60	1,891.83	-750.23
805-1 · Postage - Regalia/Publications	2,577.18	1,736.89	840.29
806-0 · Printing/Copying	31.97	0.00	31.97
807-0 · Office Supplies	1,064.00	524.39	539.61
808-0 · Telephone	535.87	0.00	535.87
809-0 · Web Site	180.00	180.00	0.00
809-1 · Web Site Manager	5,000.00	3,750.00	1,250.00
809-2 · Web Site Asst Mgr	500.00	375.00	125.00
810-0 · Other Administrative Expenses	823.00	325.00	498.00
820-1 · Administrative Manager	30,000.00	30,000.00	0.00
825-0 · Donations	0.00	500.00	-500.00
830-1 · Meetings-AGM	1,722.09	1,506.56	215.53
830-2 · Meetings-Board	0.00	1,120.86	-1,120.86
830-3 · Travel Expense	4,444.71	2,334.57	2,110.14
840-1 · Techline Expenses	300.00	527.49	-227.49
850-0 · 888 Telephone Expense	479.40	1,570.60	-1,091.20
850 · Member Expenses	0.00	0.00	0.00
851-0 · Member Card Mailing	2,974.19	2,899.79	74.40
852-0 · Member Card Printing	1,282.87	1,208.40	74.47
853-0 · PTS Mailing Expenses	0.00	126.24	-126.24
854-0 · Other Membership Expenses	268.98	1,309.38	-1,040.40
856-0 · Membership-Postage	1,230.06	1,286.77	-56.71
857-0 · Slalom Timing Equipment Rebate	500.00	0.00	500.00
858-0 · Life Membership Expense	0.00	2,494.53	-2,494.53
860-5 · National Events	6,500.00	3,000.00	3,500.00
860-7 · National Event Administrative	0.00	157.30	-157.30
860-9 · National Trophy Administration	0.00	2,311.41	-2,311.41
865-1 · Tool Loan Deposit	-1,388.45	0.00	-1,388.45
865-2 · Tool Loan Shipping	20.71	0.00	20.71
865 · Tool Loan Program	-86.21	0.00	-86.21
870-1 · JJ Commission Expense	15,791.01	12,281.13	3,509.88
870 · Jaguar Journal Expenses	0.00	300.60	-300.60
871-0 · JJ Editor Expense	33,000.00	36,000.00	-3,000.00
871-1 · JJ Contributing Editors	1,450.00	3,855.00	-2,405.00
871-2 · JJ Associate Editor	4,973.15	5,400.00	-426.85
872-0 · JJ Mailing	20,799.90	24,629.36	-3,829.46

Jaguar Clubs of North America
Profit & Loss Prev Year Comparison
January through December 2012

	<u>Jan - Dec 12</u>	<u>Jan - Dec 11</u>	<u>\$ Change</u>
873-0 - JJ Printing/Layout	50,987.99	64,537.00	-13,549.01
873-2 - JJ Advertising Pay Pal Discount	20.44	0.00	20.44
Total Expense	<u>273,695.31</u>	<u>299,275.01</u>	<u>-25,579.70</u>
Net Income	<u><u>6,562.56</u></u>	<u><u>-5,323.25</u></u>	<u><u>11,885.81</u></u>