



February 21, 2021

Members of the Executive Committee & Board of Directors,

Re: Financial update

Fiscal Year 2020:

In November, the compilation of 2020 accounting activities for WCHA and the WCHA Foundation was completed by WIPFLI, formerly Bauerle & Company, and reported to the IRS by the November 15th, 2021 deadline. The reported activities fairly represent the financial activities for WCHA and the WCHA Foundation Corp. for Fiscal Year 2020.

2021 Year End Financial Report:

Financial activities for fiscal year 2021 have been provided for your review. Income and expenses and bank account balances are reflected in the Profit & Loss and Balance Sheet statements respectively. Bank account reconciliations for the checking and savings accounts have been completed through December 31, 2021. The following financial statements fairly represent the activities for the association during 2021.

The total income for Fiscal Year 2021 is \$1,166,716.67 with offsetting expenses of \$1,120,847.55. This resulted in a net profit for FY 2021 in the amount of \$45,869.12. The total cash on hand as of December 31, 2021 was \$398,752.05, compared to the previous corresponding period of \$264,706.58. This is a net increase cash position of \$134,045.47 from the prior year.

The attached Profit & Loss includes money appropriated from the Breeders Futurity that was authorized for use in Budgeting of 2021 Futurity activities. While the addition of this income for 2021 would be considered outside normal accounting practices, the inclusion more accurately represents the decision-making process and performance of this year's Breeders Futurity. The value has been asterisked and highlighted in red for ease of review. This income was reported in 2021 using "Cash Basis" accounting methods rather than current practices using "Accrual Basis" accounting methods. While both are acceptable accounting practices, the use of "Accrual Basis" accounting allows income to be reported to the year's event regardless of when the money was collected. The addition of this income, however, will be excluded from the 2021 compilation of financial activities and the reporting on Form 990 by the accounting firm.

2022 General Operations Budget:

In 2021 we projected a Net Income from all activities in the amount of \$11,635.00 and ended the year showing a profit of \$15,258.60. This year's Pro-Forma Budget is projecting a similar outcome of \$11,635 based on a pattern of operating activities recorded by WCHA since FY 2016.

Robin Klover
Treasurer

November 11, 2021

World Conformation Horse Association
Association
5801 Logan Street
Denver, CO 80216

Dear Robin:

Enclosed are the original and one copy of the 2020 Exempt Organization return, as follows...

2020 Form 990

On March 1, 2021, the IRS issued guidance on the Employee Retention Credit (ERTC) of the Coronavirus Aid, Relief and Economic Security Act (CARES Act). The guidance formalizes the preliminary guidance provided by the IRS and based on changes made to the ERTC program through the passage of the Consolidated Appropriations Act (CAA) of 2021. The guidance makes some significant changes to the rules.

Because of the new guidance, we believe it is appropriate to advise you of the possibility that your return may need to be amended at a later date if the ERTC is claimed. We prepared your return(s) with the best information available to us and with the guidance available but without the ability to assess the full impact of that interplay – thus the possibility of an amendment. In the event the return needs to be amended, it would require pass-through owners to amend their returns as well.

For more information about the ERTC and its impact please visit our website (www.wipfli.com) or contact your Wipfli Relationship Executive. Your Wipfli team can discuss this in further detail with you and we will be happy to have a conversation about the options. It has been a year of quickly changing guidance and norms, and while we are unable to control decisions made in Washington, we will work with you to obtain the best result.

Please review the return for completeness and accuracy.

We prepared the return from information you furnished us without verification. Upon examination of the return by tax authorities, requests may be made for underlying data. We therefore recommend that you preserve all records which you may be called upon to produce in connection with such possible examinations.

We sincerely appreciate the opportunity to serve you. Please contact us if you have any questions concerning the tax return.

Sincerely,

Scott Oglesby

Form **990**Department of the Treasury
Internal Revenue Service**Return of Organization Exempt From Income Tax**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2020Open to Public
Inspection**A For the 2020 calendar year, or tax year beginning and ending****B** Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization**WORLD CONFORMATION HORSE ASSOCIATION ASSOCIATION**

Doing business as

Number and street (or P.O. box if mail is not delivered to street address)

5801 LOGAN STREET

Room/suite

City or town, state or province, country, and ZIP or foreign postal code

DENVER, CO 80216**F** Name and address of principal officer: **ROBIN KLOVER****5801 LOGAN STREET, DENVER, CO 80216****D** Employer identification number**26-1666664****E** Telephone number**641-530-1377****G** Gross receipts \$**918,244.****H(a)** Is this a group returnfor subordinates? ☐ Yes ☒ No**H(b)** Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. See instructions

H(c) Group exemption number ▶**I** Tax-exempt status: ☐ 501(c)(3) ☒ 501(c)(6) (insert no.) ☐ 4947(a)(1) or ☐ 527**J** Website: ▶ **WWW.CONFORMATIONHORSE.COM****K** Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶**L** Year of formation: **2007****M** State of legal domicile: **IA****Part I Summary**

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: TO UNITE FOR THE PURPOSE OF STIMULATING INTEREST IN AND COMPETITIVE OPPORTUNITIES FOR		
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	24
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	24
	5 Total number of individuals employed in calendar year 2020 (Part V, line 2a)	5	0
	6 Total number of volunteers (estimate if necessary)	6	100
	7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
b Net unrelated business taxable income from Form 990-T, Part I, line 11	7b	0.	
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)	116,170.	176,490.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	0.	16.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0.	0.
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	672,440.	898,864.
	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	0.
Expenses	14 Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.	0.
	16a Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
	b Total fundraising expenses (Part IX, column (D), line 25) ▶ 0.		
	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	639,366.	886,679.
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	639,366.	886,679.
19 Revenue less expenses. Subtract line 18 from line 12	33,074.	12,185.	
Net Assets or Fund Balances	20 Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26)	282,902.	284,224.
	22 Net assets or fund balances. Subtract line 21 from line 20	44,140.	33,277.
		238,762.	250,947.

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer	Date			
	ROBIN KLOVER, DIRECTOR, TREASURER Type or print name and title				
Paid Preparer Use Only	Print/Type preparer's name SCOTT OGLESBY	Preparer's signature SCOTT OGLESBY	Date 11/11/21	Check <input type="checkbox"/> if self-employed	PTIN P00491740
	Firm's name ▶ WIPFLI LLP	Firm's EIN ▶ 39-0758449	Phone no. 303.759.0089		
	Firm's address ▶ 7887 E. BELLEVIEW AVE. SUITE 700 DENVER, CO 80111				

May the IRS discuss this return with the preparer shown above? See instructions ☒ Yes ☐ No

November 12, 2021

WCHA Foundation Corp
5801 Logan Street
Denver, CO 80216

WCHA Foundation Corp:

Enclosed are the original and one copy of the 2020 Exempt Organization return, as follows...

2020 Form 990-PF

On March 1, 2021, the IRS issued guidance on the Employee Retention Credit (ERTC) of the Coronavirus Aid, Relief and Economic Security Act (CARES Act). The guidance formalizes the preliminary guidance provided by the IRS and based on changes made to the ERTC program through the passage of the Consolidated Appropriations Act (CAA) of 2021. The guidance makes some significant changes to the rules.

Because of the new guidance, we believe it is appropriate to advise you of the possibility that your return may need to be amended at a later date if the ERTC is claimed. We prepared your return(s) with the best information available to us and with the guidance available but without the ability to assess the full impact of that interplay – thus the possibility of an amendment. In the event the return needs to be amended, it would require pass-through owners to amend their returns as well.

For more information about the ERTC and its impact please visit our website (www.wipfli.com) or contact your Wipfli Relationship Executive. Your Wipfli team can discuss this in further detail with you and we will be happy to have a conversation about the options. It has been a year of quickly changing guidance and norms, and while we are unable to control decisions made in Washington, we will work with you to obtain the best result.

Please review the return for completeness and accuracy.

We prepared the return from information you furnished us without verification. Upon examination of the return by tax authorities, requests may be made for underlying data. We therefore recommend that you preserve all records which you may be called upon to produce in connection with such possible examinations.

We sincerely appreciate the opportunity to serve you. Please contact us if you have any questions concerning the tax return.

Sincerely,

Scott Oglesby

Form **990-PF**Department of the Treasury
Internal Revenue Service**Return of Private Foundation**

or Section 4947(a)(1) Trust Treated as Private Foundation

- ▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990PF for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

For calendar year 2020 or tax year beginning , and ending

Name of foundation WCHA FOUNDATION CORP		A Employer identification number 83-1511193
Number and street (or P.O. box number if mail is not delivered to street address) 5801 LOGAN STREET	Room/suite	B Telephone number 682-235-2300
City or town, state or province, country, and ZIP or foreign postal code DENVER, CO 80216		C If exemption application is pending, check here <input type="checkbox"/>
G Check all that apply: <div style="display: flex; justify-content: space-between;"> <div> <input type="checkbox"/> Initial return <input checked="" type="checkbox"/> Final return <input type="checkbox"/> Address change </div> <div> <input type="checkbox"/> Initial return of a former public charity <input type="checkbox"/> Amended return <input type="checkbox"/> Name change </div> </div>		D 1. Foreign organizations, check here <input type="checkbox"/>
H Check type of organization: <div style="display: flex; justify-content: space-between;"> <div> <input checked="" type="checkbox"/> Section 501(c)(3) exempt private foundation <input type="checkbox"/> Section 4947(a)(1) nonexempt charitable trust </div> <div> <input type="checkbox"/> Other taxable private foundation </div> </div>		2. Foreign organizations meeting the 85% test, check here and attach computation <input type="checkbox"/>
I Fair market value of all assets at end of year (from Part II, col. (c), line 16) ▶ \$ 0.	J Accounting method: <div style="display: flex; justify-content: space-between;"> <div> <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Other (specify) _____ </div> <div> <input type="checkbox"/> Accrual </div> </div>	E If private foundation status was terminated under section 507(b)(1)(A), check here <input type="checkbox"/>
(Part I, column (d), must be on cash basis.)		F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here <input type="checkbox"/>

Part I Analysis of Revenue and Expenses <small>(The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a).)</small>		(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
Revenue	1 Contributions, gifts, grants, etc., received	12,230.			
	2 Check <input checked="" type="checkbox"/> if the foundation is not required to attach Sch. B				
	3 Interest on savings and temporary cash investments				
	4 Dividends and interest from securities	350.	350.	350.	STATEMENT 1
	5a Gross rents				
	b Net rental income or (loss)				
	6a Net gain or (loss) from sale of assets not on line 10				
	b Gross sales price for all assets on line 6a				
	7 Capital gain net income (from Part IV, line 2)		0.		
	8 Net short-term capital gain				
	9 Income modifications				
	10a Gross sales less returns and allowances				
b Less: Cost of goods sold					
c Gross profit or (loss)					
11 Other income					
12 Total. Add lines 1 through 11	12,580.	350.	350.		
Operating and Administrative Expenses	13 Compensation of officers, directors, trustees, etc.	0.	0.	0.	0.
	14 Other employee salaries and wages				
	15 Pension plans, employee benefits				
	16a Legal fees				
	b Accounting fees				
	c Other professional fees				
	17 Interest				
	18 Taxes				
	19 Depreciation and depletion				
	20 Occupancy				
	21 Travel, conferences, and meetings				
	22 Printing and publications				
	23 Other expenses STMT 2	7,249.	0.	0.	0.
	24 Total operating and administrative expenses. Add lines 13 through 23	7,249.	0.	0.	0.
	25 Contributions, gifts, grants paid	7,000.			7,000.
26 Total expenses and disbursements. Add lines 24 and 25	14,249.	0.	0.	7,000.	
27 Subtract line 26 from line 12:					
a Excess of revenue over expenses and disbursements	-1,669.				
b Net investment income (if negative, enter -0-)		350.			
c Adjusted net income (if negative, enter -0-)			350.		

Part II Balance Sheets		Attached schedules and amounts in the description column should be for end-of-year amounts only.		
		Beginning of year	End of year	
		(a) Book Value	(b) Book Value	(c) Fair Market Value
Assets	1 Cash - non-interest-bearing	2,564.		
	2 Savings and temporary cash investments			
	3 Accounts receivable ▶			
	Less: allowance for doubtful accounts ▶			
	4 Pledges receivable ▶			
	Less: allowance for doubtful accounts ▶			
	5 Grants receivable			
	6 Receivables due from officers, directors, trustees, and other disqualified persons			
	7 Other notes and loans receivable ▶			
	Less: allowance for doubtful accounts ▶			
	8 Inventories for sale or use			
	9 Prepaid expenses and deferred charges			
	10a Investments - U.S. and state government obligations			
	b Investments - corporate stock			
	c Investments - corporate bonds			
Liabilities	11 Investments - land, buildings, and equipment: basis ▶			
	Less: accumulated depreciation ▶			
	12 Investments - mortgage loans			
	13 Investments - other			
	14 Land, buildings, and equipment: basis ▶			
	Less: accumulated depreciation ▶			
	15 Other assets (describe ▶ AMERICAN CENTURY IN)	8,293.	0.	0.
	16 Total assets (to be completed by all filers - see the instructions. Also, see page 1, item I)	10,857.	0.	0.
	17 Accounts payable and accrued expenses			
	18 Grants payable			
Net Assets or Fund Balances	19 Deferred revenue			
	20 Loans from officers, directors, trustees, and other disqualified persons			
	21 Mortgages and other notes payable			
	22 Other liabilities (describe ▶			
	23 Total liabilities (add lines 17 through 22)	0.	0.	
	Foundations that follow FASB ASC 958, check here ▶ <input type="checkbox"/> and complete lines 24, 25, 29, and 30.			
	24 Net assets without donor restrictions			
	25 Net assets with donor restrictions			
	Foundations that do not follow FASB ASC 958, check here ▶ <input checked="" type="checkbox"/> and complete lines 26 through 30.			
	26 Capital stock, trust principal, or current funds	0.	0.	
	27 Paid-in or capital surplus, or land, bldg., and equipment fund	0.	0.	
	28 Retained earnings, accumulated income, endowment, or other funds ...	10,857.	0.	
	29 Total net assets or fund balances	10,857.	0.	
	30 Total liabilities and net assets/fund balances	10,857.	0.	

Part III Analysis of Changes in Net Assets or Fund Balances

1 Total net assets or fund balances at beginning of year - Part II, column (a), line 29 (must agree with end-of-year figure reported on prior year's return)	1	10,857.
2 Enter amount from Part I, line 27a	2	-1,669.
3 Other increases not included in line 2 (itemize) ▶	3	0.
4 Add lines 1, 2, and 3	4	9,188.
5 Decreases not included in line 2 (itemize) ▶ DISSOLUTION DISTRIBUTION	5	9,188.
6 Total net assets or fund balances at end of year (line 4 minus line 5) - Part II, column (b), line 29	6	0.

World Conformation Horse Association

Profit & Loss FY 2021

Income	
Income	
Banquet	
Auction	47,150.00
Admissions	14,330.00
Admissions	2,750.00
Total Banquet	<u>64,230.00</u>
Credit Card Processing	10,871.60
Donations / Sponsorships	2,500.00
Futurity Administrative Fee	68,596.00
Futurities	
Breeders Futurity Savings	30,000.00
Advertising	8,350.00
Entry Fees	435,325.00
Office Fee	26,975.00
Sponsorships	120,580.00
Stallion Nominations	154,125.00
Stall Fees	33,960.00
Nominations	<u>155,550.00</u>
Total Futurities	<u>964,865.00</u>
Interest / Dividend Income	17.25
Judge's Seminar	200.00
Membership Dues	25,090.00
Merchandise Sales	620.00
Show Approval Fee	350.00
Silent Auction	4,280.00
Trainer Sale	17,100.00
WCHA Foundation	
Interest / Dividend Income	601.82
Sponsorships / Donations	<u>7,395.00</u>
Total Foundation	<u>7,996.82</u>
Total Income	<u>1,166,716.67</u>
Expense	
Accounting	1,300.00
Bank & Credit Card Fees	13,702.11
Banquet	
Auction	3,536.21
Awards	2,052.70
Facility / Program	20,007.53
Video Production	<u>2,800.00</u>
Total Banquet	<u>28,396.44</u>
Contract Services	92,325.00
Foundation	
Accounting	800.00
Award Scholarships	<u>6,000.00</u>
Total Foundation	<u>6,800.00</u>
Futurities	
Administrative Fee	68,596.00
Awards	17,041.97
Contract Services	17,160.66
Exhibitors Party	5,799.53
Facility Rental	17,470.06
Disbursements	803,450.00
Judges	19,579.18
Marketing & Business Dev.	<u>7,740.56</u>
Total Futurities	<u>956,837.96</u>
Insurance - Liability / D&O	2,222.00
Judge's Seminar	1,118.57
Marketing & Business Dev.	6,635.96
Office Supplies	213.76
Shipping / Postage	297.80
Sponsorships / Donations	9,152.95
Trainers Sale	<u>1,845.00</u>
Total Expense	<u>1,120,847.55</u>
Total Expense	<u>1,120,847.55</u>
Net Income	<u><u>45,869.12</u></u>

Balance Sheet December 31, 2021

Assets	
Current Assets	
Checking/Savings	
Cash	
WCHA Checking	
General Account	242,980.36
Breeder's Futurity	-10,742.18
Big Money Futurity	-7,646.59
Ranch Horse Futurity	2,210.94
Ranch Horse Futurity	<u>2,592.18</u>
Total WCHA Checking	<u>229,394.71</u>
WCHA Savings	
General Account	75,112.55
Breeder's Futurity	50,000.00
Big Money Futurity	<u>35,000.00</u>
Total WCHA Savings	<u>160,112.55</u>
WCHA Foundation	
American Century	<u>9,244.79</u>
Total Cash	<u>398,752.05</u>
Total Checking/Savings	<u>398,752.05</u>
Accounts Receivable	
Accounts Receivable	<u>41,332.50</u>
Total Accounts Receivable	<u>41,332.50</u>
Other Current Assets	
Undeposited Funds	<u>14,069.00</u>
Total Other Current Assets	<u>14,069.00</u>
Total Current Assets	<u>454,153.55</u>
Fixed Assets	
WCHA Trailer	<u>227.90</u>
Total Fixed Assets	<u>227.90</u>
TOTAL ASSETS	<u><u>454,381.45</u></u>
Liabilities & Equity	
Current Liabilities	
Accounts Payable	
Accounts Payable	<u>0.00</u>
Total Accounts Payable	<u>0.00</u>
Total Current Liabilities	<u>0.00</u>
Total Liabilities	<u>0.00</u>
Equity	
Unrestricted Net Assets	87,901.39
Opening Balance Equity	188,337.73
Net Income	<u>185,225.66</u>
Total Equity	<u>461,464.78</u>
Total Liabilities & Equity	<u><u>461,464.78</u></u>

* Savings Account Funds approved for use for the 2021 Breeders Futurity

7:22 PM
02/21/21

World Conformation Horse Association

2022 Pro-Forma Budget

Accrual Basis

Comparison with prior year actual Profit and Loss Statements

	Jan - Dec 22	Jan - Dec 21	Jan - Dec 20	Jan - Dec 19	Jan - Dec 18	Jan - Dec 17	Jan - Dec 16
Income							
Alliance OBE	0.00	0.00	0.00	0.00	0.00	0.00	16,000.00
Banquet							
Auction	35,000.00	47,150.00	39,275.00	46,905.00	30,300.00	39,450.00	17,250.00
Admissions	12,000.00	14,330.00	10,860.00	13,795.00	9,525.00	10,670.00	9,350.00
Sponsorships	1,500.00	2,750.00	2,046.00	900.00	0.00	0.00	900.00
Total Banquet	48,500.00	64,230.00	52,181.00	61,600.00	39,825.00	50,120.00	27,500.00
Credit Card Processing	8,500.00	10,871.60	8,128.20	6,061.99	2,066.81	3,225.75	2,013.35
Donations / Sponsorships	2,500.00	2,500.00	2,500.00	3,500.00	2,500.00	2,500.00	41,950.00
Equine Chronicle Ad Sales	2,000.00	0.00	3,440.00	0.00	1,840.00		
Futurity Administrative Fee	58,000.00	68,596.00	54,738.50	44,389.50	41,928.00	43,150.00	38,321.00
Futurities							
Savings Account	0.00	30,000.00	0.00	0.00	0.00	25,594.88	61,675.00
Advertising	7,500.00	8,350.00	7,275.00	0.00	0.00	0.00	0.00
Entry Fees	430,000.00	435,325.00	355,450.00	298,287.78	245,350.00	174,150.00	109,997.50
Office Fee	17,500.00	26,975.00	15,530.00	6,155.00	4,235.00	3,600.00	2,655.00
Mare Nominations	0.00	0.00	0.00	0.00	0.00	3,600.00	2,300.00
Nominations	135,000.00	155,100.00	104,835.00	0.00	0.00	0.00	0.00
Sponsorships	80,000.00	120,580.00	120,379.31	51,354.86	38,994.00	19,031.00	38,700.00
Stallion Alley Banners	1,000.00	0.00	0.00	550.00	0.00	0.00	0.00
Stallion Nominations	140,000.00	154,125.00	139,850.00	163,125.00	170,472.25	123,100.00	69,355.00
Stall Fees	18,000.00	33,960.00	17,460.50	13,515.20	14,080.00	7,740.00	12,437.50
Vendor Fees	0.00	0.00	0.00	0.00	0.00	0.00	200.00
"WCHA Professional Trainers"	1,000.00	0.00	0.00	1,700.00	3,700.00	5,000.00	0.00
Total Futurities	830,000.00	964,415.00	760,779.81	534,687.84	476,831.25	361,815.88	297,320.00
"Gift Card" Raffle	0.00	0.00	0.00	0.00	0.00	1,600.00	0.00
"Golf Cart Trail" Challenge	0.00	0.00	0.00	0.00	0.00	0.00	13,110.00
Interest / Dividend Income	15.00	17.25	16.13	13.15	29.08	230.74	17.19
Judge's Seminar	100.00	200.00	400.00	7,051.25	400.00	500.00	300.00
"Lip Svc" Calcutta	0.00	0.00	0.00	0.00	0.00	3,950.00	0.00
Membership Dues	21,000.00	25,050.00	20,685.00	17,745.00	11,605.00	8,532.50	9,260.00
Merchandise Sales	0.00	620.00	0.00	90.00	0.00	4,090.00	740.00
Online Auction	0.00	0.00	0.00	0.00	0.00	0.00	9,215.00
Returned Check Fee	0.00	0.00	0.00	0.00	0.00	0.00	108.30
Shipping	0.00	0.00	-25.00	0.00	25.00	25.90	6.00
Show Approval Fee	200.00	350.00	400.00	500.00	0.00	300.00	0.00
Silent Auction	0.00	4,280.00	-300.00	0.00	3,295.00	1,455.00	0.00
"Take the Lead" Raffle	0.00	0.00	0.00	0.00	0.00	0.00	5,200.00
Trainer Sale	16,975.00	17,100.00	15,175.00	17,025.00	0.00	9,100.00	3,500.00
WCHA Foundation						5,940.00	0.00
Dividend / Account Value	350.00	601.82	349.70	886.55	-189.40	0.00	0.00
Online Auction	0.00	0.00	0.00	0.00	4,783.25	0.00	0.00
Sponsorships / Donations	7,000.00	7,395.00	12,230.00	13,352.32	2,708.63	0.00	0.00
Total WCHA Foundation	7,350.00	7,996.82	12,579.70	14,238.87	7,302.48	6,940.00	0.00
2017/2018 Trailer Raffle						3,975.00	0.00
Raffle Tickets	0.00	0.00	0.00	0.00	7,425.00	0.00	0.00
Trailer Sponsor	0.00	0.00	0.00	0.00	17,340.00	0.00	0.00
Total 2017/2018 Trailer Raffle	0.00	0.00	0.00	0.00	24,765.00	3,975.00	0.00
Total Income	995,140.00	1,166,226.67	930,698.34	706,902.60	612,412.62	500,510.77	464,560.84
	995,140.00	1,166,226.67	930,698.34	706,902.60	612,412.62	500,510.77	464,560.84
	995,140.00	1,166,226.67	930,698.34	706,902.60	612,412.62	500,510.77	464,560.84
Expense							
Alliance OBE	0.00	0.00	0.00	0.00	0.00	0.00	13,890.30
Accounting	1,200.00	1,300.00	2,300.00	0.00	1,750.00	0.00	713.80
Bank & Credit Card Fees	13,500.00	13,702.11	11,054.94	6,814.57	4,059.82	4,803.78	3,691.22
Banquet							
Auction	0.00	3,536.21	0.00	0.00	0.00	0.00	0.00
Advertising	0.00	0.00	0.00	0.00	819.76	93.26	716.76
Awards	1,700.00	2,052.70	1,682.43	853.68	709.59	2,333.77	2,821.53
Facility	15,200.00	20,007.53	15,341.37	13,470.62	11,785.39	8,993.41	8,817.89
Video Production	2,800.00	2,800.00	2,356.91	2,800.00	1,150.00	1,800.00	1,507.22
Total Banquet	19,700.00	28,396.44	19,380.71	17,124.30	14,464.74	13,220.44	13,863.40
Business Registration Fees	55.00	0.00	0.00	52.03	0.00	0.00	1,704.38
Conference, Convention, Meeting	0.00	0.00	0.00	1,108.10	455.60	1,130.87	676.60
Contract Services	91,950.00	92,325.00	98,600.00	77,355.00	79,077.87	69,996.00	70,618.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	40.00
Foundation							
Accounting			1,400.00	0.00	0.00	0.00	0.00
Administrative	700.00	800.00	806.75	0.00	157.37	0.00	0.00
Applications / Filing Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Auction Items	0.00	0.00	0.00	331.16	553.63	0.00	0.00
Award Scholarships	7,000.00	6,000.00	7,000.00	9,000.00	3,000.00	4,000.00	0.00
Bank Charges	0.00	0.00	49.07	1,528.13	0.00	0.00	0.00
Community Outreach	0.00	0.00	4,992.50	5,000.00	0.00	0.00	0.00
Total Foundation	7,700.00	6,800.00	14,248.32	15,859.29	3,711.00	4,000.00	0.00
Futurities							
Administrative Fee	58,000.00	68,596.00	54,738.50	44,389.50	41,928.00	43,150.00	38,321.00
Awards	20,000.00	17,041.97	20,849.40	10,416.15	11,122.73	7,730.13	14,781.19
Contract Services	17,500.00	17,160.66	9,999.96	4,818.26	1,098.09	8,133.47	14,004.46
Exhibitors Party	6,500.00	5,799.53	5,837.56	6,764.13	5,156.21	3,432.68	279.89
Facility Rental	10,000.00	17,470.06	7,673.02	8,065.07	12,097.00	0.00	12,066.14
Disbursements	700,000.00	803,450.00	637,241.00	441,417.00	359,979.00	267,892.00	189,038.76
Judges	12,500.00	19,579.18	12,532.74	10,746.26	12,568.26	8,675.89	11,304.76
Mare Nominations	0.00	0.00	0.00	0.00	0.00	3,600.00	2,300.00
Marketing & Business Dev.	3,500.00	7,740.56	3,468.48	5,267.79	2,845.02	3,078.77	4,753.21
Show Approval / Office	0.00	0.00	0.00	158.75	743.00	65.48	1,006.61
Total Futurities	828,000.00	956,837.96	752,340.66	532,042.91	447,537.31	345,758.42	287,856.02
"Gift Card" Raffle	0.00	0.00	0.00	0.00	0.00	1,505.95	0.00
"Golf Cart Trail" Challenge	0.00	0.00	0.00	0.00	0.00	0.00	6,105.54
Insurance - Liability / D&O	1,750.00	2,222.00	1,730.34	2,018.00	1,854.00	2,252.55	2,971.00
Judge's Seminar	0.00	1,118.57	932.16	652.72	712.91	733.35	0.00
Legal Fees	0.00	0.00	0.00	0.00	0.00	7,000.00	1,383.60
"Lip Svc" Calcutta	0.00	0.00	0.00	0.00	170.00	2,030.00	0.00
Marketing & Business Dev.	5,000.00	6,635.96	4,862.49	5,051.93	4,577.21	3,467.42	5,427.04
Office Supplies	500.00	213.76	404.98	1,630.35	202.27	571.45	1,729.88
Shipping / Postage	300.00	297.80	189.09	562.50	449.89	708.91	1,851.06
Sponsorships / Donations	12,000.00	9,152.95	12,933.97	7,855.00	4,000.00	2,000.00	100.00
"Take the Lead" Raffle	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Printing & Copying	0.00	0.00	0.00	262.87	264.18	70.00	263.24
Telephone	0.00	0.00	0.00	48.55	215.37	0.00	160.89
Trainers Sale	1,850.00	1,845.00	1,850.00	851.25	0.00	0.00	71.02
Travel	0.00	0.00	0.00	1,513.33	1,225.85	1,593.28	2,632.83
2017/2018 Trailer Raffle	0.00	0.00	0.00	0.00	17,340.00	393.70	0.00
Total Expense	983,505.00	1,120,847.55	920,827.66	670,802.70	582,068.02	461,236.12	420,749.82
	983,505.00	1,120,847.55	920,827.66	670,802.70	582,068.02	461,236.12	420,749.82
Net Income	11,635.00	45,379.12	9,870.68	36,099.90	30,344.60	39,274.65	43,811.02