

**MOHAVE SPORTSMAN CLUB**  
**Income Statement**  
**For the Period Ended December 31, 2011**

	1 Month Ended		12 Months Ended	
	Dec. 31, 2011	Pct	Dec. 31, 2011	Pct
<b>Revenue</b>				
MEMBERSHIP DUES	\$ 2,540.00	51.04	\$ 32,120.00	23.08
NON-MEMBER FEES/RENTAL	490.00	9.85	11,115.00	7.99
RANGE SALES	14.54	0.29	1,913.29	1.38
NEWSLETTER ADS	0.00	0.00	450.00	0.32
CLUBHOUSE RENTS	0.00	0.00	1,116.50	0.80
RV HOOKUP RENTS	0.00	0.00	80.00	0.06
CCW CLASSES	40.00	0.80	485.00	0.35
HUNTERS ED CLASSES	0.00	0.00	608.00	0.44
NRA CLASS	0.00	0.00	50.00	0.04
IDPA SHOOT	85.00	1.71	487.50	0.35
PRACTICAL PISTOL/REVOLVE	50.00	1.00	1,125.00	0.81
STEEL FUN SHOOT	0.00	0.00	30.00	0.02
RIFLE/HANDGUN SHOOT	0.00	0.00	65.00	0.05
COWBOY SHOOT	35.00	0.70	1,316.00	0.95
BENCHREST PISTOL	0.00	0.00	35.00	0.03
TRAP/SKEET	1,529.50	30.73	31,257.25	22.46
SCHOL.CLAYS TARGET PGRM	0.00	0.00	1,131.00	0.81
MAYWOOD CHALLENGE	0.00	0.00	2,012.34	1.45
SCHOL.STEEL CHALLENGE	92.00	1.85	92.00	0.07
BLACK POWDER	0.00	0.00	335.00	0.24
BULLSEYE	54.00	1.09	643.50	0.46
OFFHAND RIFLE	35.00	0.70	100.00	0.07
LAW ENFORCEMENT FEES	0.00	0.00	3,433.00	2.47
NRA HI-POWER	0.00	0.00	85.00	0.06
DESERT ARCHERS	0.00	0.00	918.00	0.66
ARCHERY-AZ BOWHUNTER	0.00	0.00	1,003.00	0.72
APPLESEED PROJECT	0.00	0.00	100.00	0.07
CHEAP SHOTS	0.00	0.00	20.00	0.01
SUAREZ INT'L CLASS	0.00	0.00	1,420.00	1.02
STEEL FUN SHOOT	0.00	0.00	60.00	0.04
ANTELOPE EATERS HUNT	0.00	0.00	11,235.00	8.07
GRANT-NRA	0.00	0.00	4,126.00	2.97
GRANT-AZ G&F	0.00	0.00	21,580.00	15.51
GRANT-WILDLIFE CONSERV	0.00	0.00	5,000.00	3.59
DONATIONS	1.00	0.02	2,764.78	1.99
OTHER INCOME	0.00	0.00	596.48	0.43
VENDING MACHINE	10.38	0.21	237.57	0.17

COMPILATION BASED ON CLIENT DATA

	1 Month Ended Dec. 31, 2011	Pct	12 Months Ended Dec. 31, 2011	Pct
INTEREST INCOME	<u>0.25</u>	<u>0.01</u>	<u>0.28</u>	<u>0.00</u>
<b>Total Revenue</b>	4,976.67	100.00	139,146.49	100.00
<b>Cost of Sales</b>				
ANTELOPE EATERS COSTS	1,469.16	29.52	6,651.28	4.78
FISHING FOR SMILES	0.00	0.00	3,917.86	2.82
RANGE RESALE PURCH.	<u>0.00</u>	<u>0.00</u>	<u>1,716.37</u>	<u>1.23</u>
<b>Total Cost of Sales</b>	<u>1,469.16</u>	<u>29.52</u>	<u>12,285.51</u>	<u>8.83</u>
<b>Gross Profit</b>	3,507.51	70.48	126,860.98	91.17
<b>Operating Expenses</b>				
WAGES/SALARIES	1,794.18	36.05	23,992.39	17.24
PAYROLL TAXES	261.33	5.25	2,763.28	1.99
RANGE SUPPLIES	490.35	9.85	11,998.22	8.62
ARCHERY SUPPLIES	0.00	0.00	476.00	0.34
TRAP SUPPLIES	0.00	0.00	10,969.04	7.88
ATA PRIZES	(246.33)	(4.95)	3,485.24	2.50
ATA SHOOT EXPENSE	0.00	0.00	897.00	0.64
NEWSLETTER PRINTING	340.00	6.83	1,775.00	1.28
NEWSLETTER MAILING	0.00	0.00	558.00	0.40
FUEL EXPENSE	221.40	4.45	537.50	0.39
AUTO/TRUCK EXPENSE	364.65	7.33	364.65	0.26
HUNTER EDUCATION EXP	0.00	0.00	767.15	0.55
IDPA EXPENSES	0.00	0.00	71.63	0.05
EQUIPMENT RENTAL	0.00	0.00	1,692.72	1.22
RANGE UPKEEP	99.31	2.00	15,216.66	10.94
RANGE IMPROVEMENTS	3,345.21	67.22	20,542.20	14.76
DUES/PUBLICATIONS	65.00	1.31	1,484.99	1.07
INSURANCE	0.00	0.00	3,349.00	2.41
WORKERS COMP INSUR.	0.00	0.00	659.00	0.47
TAXES/LICENSES	0.00	0.00	654.50	0.47
UTILITIES	627.92	12.62	8,747.56	6.29
TELEPHONE	175.26	3.52	2,180.04	1.57
INTERNET	0.00	0.00	494.63	0.36
OFFICE EXPENSE	615.75	12.37	2,693.25	1.94
POSTAGE	169.76	3.41	726.76	0.52
GRANT APPLICATION EXP	0.00	0.00	23.55	0.02
ACCOUNTING	75.00	1.51	1,385.00	1.00
BANK CHARGES	0.00	0.00	22.10	0.02
BAD CHECKS	0.00	0.00	100.00	0.07

COMPILATION BASED ON CLIENT DATA

	1 Month Ended Dec. 31, 2011	Pct	12 Months Ended Dec. 31, 2011	Pct
CONTRIBUTIONS	0.00	0.00	1,158.96	0.83
ADVERTISING/PROMOTIONS	261.88	5.26	856.77	0.62
SEMINARS/CONT EDU	0.00	0.00	114.08	0.08
TRAVEL	0.00	0.00	934.00	0.67
CONFERENCE EXP	0.00	0.00	452.86	0.33
PLAQUES/AWARDS	0.00	0.00	570.00	0.41
MEALS/ENTERTAINMENT	0.00	0.00	78.08	0.06
DEPRECIATION	<u>121.90</u>	<u>2.45</u>	<u>853.48</u>	<u>0.61</u>
<b>Total Operating Expenses</b>	<u>8,782.57</u>	<u>176.47</u>	<u>123,645.29</u>	<u>88.86</u>
<b>Operating Income</b>	<u>(5,275.06)</u>	<u>(106.00)</u>	<u>3,215.69</u>	<u>2.31</u>
<b>Total Other Income</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>Net Income (Loss)</b>	\$ <u>(5,275.06)</u>	<u>(106.00)</u>	\$ <u>3,215.69</u>	<u>2.31</u>

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