

Back Country Horsemen of America
Balance Sheet Prev Year Comparison
As of December 31, 2011

| | Dec 31, 11 | Dec 31, 10 |
|--|-------------------|-------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| Col Bk WA Business Premium MM | 47,135.40 | 0.00 |
| Columbia Bank-checking | 11,538.95 | 15,911.69 |
| Legal Fund Savings, Col Bk | 15,060.23 | 15,041.30 |
| Legal Fund, Columbia Bank | 7,242.21 | 7,944.74 |
| Pruco Securities/Advantage Acct | 0.00 | 36,976.67 |
| Total Checking/Savings | 80,976.79 | 75,874.40 |
| Accounts Receivable | | |
| Accounts Receivable | -475.00 | -475.00 |
| Total Accounts Receivable | -475.00 | -475.00 |
| Other Current Assets | | |
| Inventory | 5,576.75 | 8,212.75 |
| Total Other Current Assets | 5,576.75 | 8,212.75 |
| Total Current Assets | 86,078.54 | 83,612.15 |
| Other Assets | | |
| Legal Fund CD 1 Columbia Bank | 15,379.64 | 15,345.72 |
| Legal Fund CD 2 Columbia Bank | 15,379.64 | 15,345.72 |
| Legal Fund CD 3 Columbia Bank | 15,379.64 | 15,345.72 |
| Legal Fund/The Principal/Invest | | |
| Change in Value Legal Invest Fu | 0.06 | 0.06 |
| Legal Fund/The Principal/Invest - Other | -0.06 | -0.06 |
| Total Legal Fund/The Principal/Invest | 0.00 | 0.00 |
| Total Other Assets | 46,138.92 | 46,037.16 |
| TOTAL ASSETS | 132,217.46 | 129,649.31 |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | | |
| Accounts Payable | 6,604.90 | 6,604.90 |
| Total Accounts Payable | 6,604.90 | 6,604.90 |
| Other Current Liabilities | | |
| Sales Tax, Wash St | 26.82 | 5.72 |
| Total Other Current Liabilities | 26.82 | 5.72 |
| Total Current Liabilities | 6,631.72 | 6,610.62 |
| Total Liabilities | 6,631.72 | 6,610.62 |
| Equity | | |
| Opening Bal Equity | 11,273.68 | 11,273.68 |
| Retained Earnings | 111,765.01 | 125,081.63 |
| Net Income | 2,547.05 | -13,316.62 |
| Total Equity | 125,585.74 | 123,038.69 |
| TOTAL LIABILITIES & EQUITY | 132,217.46 | 129,649.31 |

Back Country Horsemen of America
Profit & Loss Budget vs. Actual
January through December 2011

| | Jan - Dec 11 | Budget |
|---|-------------------|-------------------|
| Ordinary Income/Expense | | |
| Income | | |
| Committees Income | | |
| Media Income | | |
| Advertising | 6,555.00 | 8,000.00 |
| Sales of Merchandise | | |
| Brochures | 729.95 | 750.00 |
| Guidebook Sales | 1,200.85 | 400.00 |
| Merchandise | 6,509.67 | 7,000.00 |
| Public Lands DVD Dailey 2010 | 164.45 | 400.00 |
| Shipping & Handling Merchandise | 229.30 | 75.00 |
| Total Sales of Merchandise | <u>8,834.22</u> | <u>8,625.00</u> |
| Total Media Income | <u>15,389.22</u> | <u>16,625.00</u> |
| Total Committees Income | 15,389.22 | 16,625.00 |
| Contributions | | |
| Advocacy Partners | 500.00 | 1,400.00 |
| Donors | 13,092.75 | 37,800.00 |
| Total Contributions | <u>13,592.75</u> | <u>39,200.00</u> |
| Dues | | |
| Affiliates | 4,246.00 | 3,600.00 |
| Affiliation Fee | 300.00 | 300.00 |
| At Large | 936.95 | 5,000.00 |
| State Dues | 95,990.00 | 93,700.00 |
| Total Dues | <u>101,472.95</u> | <u>102,600.00</u> |
| Interest Income | 165.80 | 10.00 |
| Meeting Revenue | | |
| Butte NBM 2011 | 9,997.78 | 10,500.00 |
| Total Meeting Revenue | <u>9,997.78</u> | <u>10,500.00</u> |
| Miscellaneous Income | 213.87 | |
| Total Income | <u>140,832.37</u> | <u>168,935.00</u> |
| Gross Profit | 140,832.37 | 168,935.00 |
| Expense | | |
| Administration | | |
| Bank and PayPal Charges | 615.93 | 750.00 |
| Fees (IRS/State) | 15.00 | 15.00 |
| Foundation | 100.00 | 100.00 |
| Fundraising Expenses- Exec Comm | 2,500.00 | |
| Insurance, Officers & Directors | 1,180.00 | 1,200.00 |
| Administration - Other | 1,062.97 | 4,800.00 |
| Total Administration | <u>5,473.90</u> | <u>6,865.00</u> |
| Committees & Officers Expenses | | |
| Affiliations/Sponsorships/Mbrsh | 2,700.00 | 3,050.00 |
| Chairman | | |
| Chairman Expenses | 4,025.54 | |
| Chairman Travel | 2,599.20 | |
| Chairman - Other | 0.00 | 8,000.00 |
| Total Chairman | <u>6,624.74</u> | <u>8,000.00</u> |
| Education | | |
| Projects | 109.41 | |
| Education - Other | 0.00 | 5,000.00 |
| Total Education | <u>109.41</u> | <u>5,000.00</u> |
| Expansion | | |
| Expansion Travel | 240.00 | 700.00 |
| Total Expansion | <u>240.00</u> | <u>700.00</u> |

Back Country Horsemen of America Profit & Loss Budget vs. Actual January through December 2011

| | Jan - Dec 11 | Budget |
|---|--------------|-----------|
| Media/Marketing | | |
| Administration, Media | 802.00 | |
| Marketing/Advertising | 232.29 | |
| Promotional Materials | 1,368.33 | |
| Public Relations/Press Releases | 1,360.67 | |
| Travel, Media | 636.80 | |
| Traveling Display | 114.64 | |
| Web Page | 310.52 | |
| Media/Marketing - Other | 0.00 | |
| | | 6,500.00 |
| Total Media/Marketing | 4,825.25 | 6,500.00 |
| Newsletter | | |
| Ad Coordinator Expenses | 139.53 | |
| Ad Commission | 1,642.00 | |
| Design & Layout | 2,400.00 | |
| Editor Contract | 2,600.00 | |
| Labels, Postage, Shipping | 8,761.08 | |
| Printing (Design prior to 2010) | 8,397.87 | |
| Newsletter - Other | 0.00 | |
| | | 27,000.00 |
| Total Newsletter | 23,940.48 | 27,000.00 |
| Public Lands Committee | | |
| Public Lands Expenses | 110.37 | |
| Public Lands Travel | 2,193.39 | |
| Public Lands Committee - Other | 0.00 | |
| | | 2,400.00 |
| Total Public Lands Committee | 2,303.76 | 2,400.00 |
| Public Liaison Committee | | |
| Public Liaison Expenses | 59.73 | |
| Public Liaison Travel | 6,843.79 | |
| Symposium Registrations | 473.74 | |
| Public Liaison Committee - Other | 0.00 | |
| | | 6,000.00 |
| Total Public Liaison Committee | 7,377.26 | 6,000.00 |
| Volunteer Hours | 25.00 | 100.00 |
| Total Committees & Officers Expenses | 48,145.90 | 58,750.00 |
| Contract Services & Expenses | | |
| Executive Secretary | | |
| Exec Secretary Contract | 34,104.00 | 34,100.00 |
| Exec Secretary Office Expenses | | |
| Postage & Shipping | 1,884.20 | 2,400.00 |
| Supplies | 1,174.98 | 1,000.00 |
| Telephone | 1,594.19 | 1,600.00 |
| Travel | 1,643.92 | 1,500.00 |
| Exec Secretary Office Expenses - Other | 0.00 | 2,400.00 |
| | | 8,900.00 |
| Total Exec Secretary Office Expenses | 6,297.29 | 8,900.00 |
| Total Executive Secretary | 40,401.29 | 43,000.00 |
| Sr Advisor Public Lands/Wilder | | |
| Sr Advisor Contract | 21,867.00 | 26,500.00 |
| Sr Advisor Public Lds Expenses | 2,051.45 | 2,000.00 |
| Sr. Advisor, Travel | 1,070.27 | 7,700.00 |
| | | 36,200.00 |
| Total Sr Advisor Public Lands/Wilder | 24,988.72 | 36,200.00 |
| Total Contract Services & Expenses | 65,390.01 | 79,200.00 |
| National Board Meeting | | |
| Butte NBM 2011 | 10,287.16 | 15,000.00 |
| Total National Board Meeting | 10,287.16 | 15,000.00 |
| Professional Services | | |
| Audit | 5,654.38 | 5,654.00 |
| Income Tax Return | 0.00 | |
| Professional Services - Other | 0.00 | 750.00 |

Back Country Horsemen of America
Profit & Loss Budget vs. Actual
January through December 2011

| | <u>Jan - Dec 11</u> | <u>Budget</u> |
|------------------------------------|---------------------|-----------------|
| Total Professional Services | 5,654.38 | 6,404.00 |
| Total Expense | 134,951.35 | 166,219.00 |
| Net Ordinary Income | 5,881.02 | 2,716.00 |
| Other Income/Expense | | |
| Other Income | | |
| Income Legal Fund | | |
| Donations Legal Fund | 655.00 | |
| Interest Income | 120.69 | |
| Total Income Legal Fund | 775.69 | |
| Total Other Income | 775.69 | |
| Other Expense | | |
| Expense, Legal Fund | | |
| Attorney/Consultant Fees | 1,431.00 | |
| Total Expense, Legal Fund | 1,431.00 | |
| Transfers | 42.66 | |
| Total Other Expense | 1,473.66 | |
| Net Other Income | -697.97 | |
| Net Income | <u>5,183.05</u> | <u>2,716.00</u> |

Back Country Horsemen of America
Balance Sheet Prev Year Comparison
As of April 16, 2012

04/16/12

Cash Basis

| | Apr 16, 12 | Apr 16, 11 |
|--|-------------------|-------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| Col Bk WA Business Premium MM | 47,150.57 | 96,980.89 |
| Columbia Bank-checking | 88,852.28 | 28,094.25 |
| Legal Fund Savings, Col Bk | 15,062.11 | 15,047.60 |
| Legal Fund, Columbia Bank | 7,242.21 | 7,242.21 |
| Total Checking/Savings | 158,307.17 | 147,364.95 |
| Accounts Receivable | | |
| Accounts Receivable | -475.00 | -475.00 |
| Total Accounts Receivable | -475.00 | -475.00 |
| Other Current Assets | | |
| Inventory | 5,576.75 | 8,212.75 |
| Total Other Current Assets | 5,576.75 | 8,212.75 |
| Total Current Assets | 163,408.92 | 155,102.70 |
| Other Assets | | |
| Legal Fund CD 1 Columbia Bank | 15,393.82 | 15,365.66 |
| Legal Fund CD 2 Columbia Bank | 15,393.82 | 15,365.66 |
| Legal Fund CD 3 Columbia Bank | 15,393.82 | 15,365.66 |
| Legal Fund/The Principal/Invest | | |
| Change in Value Legal Invest Fu | 0.06 | 0.06 |
| Legal Fund/The Principal/Invest - Other | -0.06 | -0.06 |
| Total Legal Fund/The Principal/Invest | 0.00 | 0.00 |
| Total Other Assets | 46,181.46 | 46,096.98 |
| TOTAL ASSETS | 209,590.38 | 201,199.68 |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | | |
| Accounts Payable | 6,604.90 | 6,604.90 |
| Total Accounts Payable | 6,604.90 | 6,604.90 |
| Other Current Liabilities | | |
| Sales Tax, Wash St | 8.18 | 7.30 |
| Total Other Current Liabilities | 8.18 | 7.30 |
| Total Current Liabilities | 6,613.08 | 6,612.20 |
| Total Liabilities | 6,613.08 | 6,612.20 |
| Equity | | |
| Opening Bal Equity | 11,273.68 | 11,273.68 |
| Retained Earnings | 114,312.06 | 111,765.01 |
| Net Income | 77,391.56 | 71,548.79 |
| Total Equity | 202,977.30 | 194,587.48 |
| TOTAL LIABILITIES & EQUITY | 209,590.38 | 201,199.68 |

**Back Country Horsemen of America
Profit & Loss Prev Year Comparison
January 1 through April 16, 2012**

| | Jan 1 - Apr 16, 12 | Jan 1 - Apr 16, 11 |
|---|--------------------|--------------------|
| Ordinary Income/Expense | | |
| Income | | |
| Committees Income | | |
| Media Income | | |
| Advertising | 1,945.00 | 2,955.00 |
| Sales of Merchandise | | |
| Brochures | 57.10 | 465.95 |
| Guidebook Sales | 135.40 | 35.00 |
| Merchandise | 1,114.59 | 1,132.29 |
| Public Lands DVD Dailey 2010 | 0.00 | 135.00 |
| Shipping & Handling Merchandise | 9.50 | 64.65 |
| Sales of Merchandise - Other | 135.00 | 0.00 |
| Total Sales of Merchandise | <u>1,451.59</u> | <u>1,832.89</u> |
| Total Media Income | <u>3,396.59</u> | <u>4,787.89</u> |
| Total Committees Income | 3,396.59 | 4,787.89 |
| Contributions | | |
| Advocacy Partners | 200.00 | 200.00 |
| Donors | 22,045.53 | 7,246.75 |
| Total Contributions | <u>22,245.53</u> | <u>7,446.75</u> |
| Dues | | |
| Affiliates | 2,276.00 | 3,366.00 |
| Affiliation Fee | 0.00 | 150.00 |
| At Large | 655.00 | 621.95 |
| State Dues | 82,394.00 | 93,026.00 |
| Total Dues | <u>85,325.00</u> | <u>97,163.95</u> |
| Interest Income | 15.17 | 4.22 |
| Meeting Revenue | | |
| Butte NBM 2011 | 0.00 | 6,880.00 |
| Eugene OR NBM | 13,926.09 | 0.00 |
| Total Meeting Revenue | <u>13,926.09</u> | <u>6,880.00</u> |
| Miscellaneous Income | 102.45 | 0.00 |
| Total Income | <u>125,010.83</u> | <u>116,282.81</u> |
| Gross Profit | 125,010.83 | 116,282.81 |
| Expense | | |
| Administration | | |
| Bank and PayPal Charges | 194.34 | 111.55 |
| Fees (IRS/State) | 15.00 | 15.00 |
| Foundation | 20.61 | 0.00 |
| Fundraising Expenses- Exec Comm | 1,860.24 | 0.00 |
| Administration - Other | 0.00 | 372.20 |
| Total Administration | <u>2,090.19</u> | <u>498.75</u> |
| Committees & Officers Expenses | | |
| Affiliations/Sponsorships/Mbrshr | 1,200.00 | 100.00 |
| Chairman | | |
| Chairman Expenses | 2,324.80 | 1,607.57 |
| Chairman Travel | 0.00 | 1,969.09 |
| Total Chairman | <u>2,324.80</u> | <u>3,576.66</u> |
| Media/Marketing | | |
| Administration, Media | 50.56 | 0.00 |
| Promotional Materials | 1,368.46 | 137.10 |
| Public Relations/Press Releases | 400.00 | 400.00 |
| Travel, Media | 0.00 | 636.80 |
| Traveling Display | 0.00 | 55.23 |
| Web Page | 230.37 | 95.52 |
| Total Media/Marketing | <u>2,049.39</u> | <u>1,324.65</u> |

Back Country Horsemen of America
Profit & Loss Prev Year Comparison
January 1 through April 16, 2012

| | Jan 1 - Apr 16, 12 | Jan 1 - Apr 16, 11 |
|---|--------------------|--------------------|
| Newsletter | | |
| Ad Coordinator Expenses | 100.00 | 41.13 |
| Ad Commision | 912.25 | 1,137.25 |
| Design & Layout | 1,200.00 | 1,200.00 |
| Editor Contract | 1,300.00 | 1,300.00 |
| Labels, Postage, Shipping | 4,988.89 | 4,414.53 |
| Printing (Design prior to 2010) | 3,782.87 | 4,112.08 |
| Total Newsletter | 12,284.01 | 12,204.99 |
| Public Lands Committee | | |
| Public Lands Expenses | 0.00 | 51.52 |
| Total Public Lands Committee | 0.00 | 51.52 |
| Public Liaison Committee | | |
| Public Liaison Expenses | 66.91 | 59.73 |
| Public Liaison Travel | 3,876.55 | 2,710.26 |
| Symposium Registrations | 765.00 | 250.00 |
| Total Public Liaison Committee | 4,708.46 | 3,019.99 |
| Total Committees & Officers Expenses | 22,566.66 | 20,277.81 |
| Contract Services & Expenses | | |
| Development & Fundraising | | |
| Grant Writers | 1,149.00 | 0.00 |
| Total Development & Fundraising | 1,149.00 | 0.00 |
| Executive Director | | |
| Exec Dir Travel | 684.70 | 0.00 |
| Total Executive Director | 684.70 | 0.00 |
| Executive Secretary | | |
| Exec Secretary Contract | 11,452.00 | 11,200.00 |
| Exec Secretary Office Expenses | | |
| Postage & Shipping | 661.37 | 663.73 |
| Supplies | 59.29 | 649.56 |
| Telephone | 623.68 | 515.85 |
| Travel | 0.00 | 460.80 |
| Exec Secretary Office Expenses - Other | 61.75 | 0.00 |
| Total Exec Secretary Office Expenses | 1,406.09 | 2,289.94 |
| Total Executive Secretary | 12,858.09 | 13,489.94 |
| Sr Advisor Public Lands/Wilder | | |
| Sr Advisor Contract | 7,289.00 | 8,332.00 |
| Sr Advisor Public Lds Expenses | 26.05 | 1,256.99 |
| Total Sr Advisor Public Lands/Wilder | 7,315.05 | 9,588.99 |
| Total Contract Services & Expenses | 22,006.84 | 23,078.93 |
| National Board Meeting | | |
| Butte NBM 2011 | 0.00 | 190.99 |
| NBM Eugene OR 2012 | 1,000.00 | 0.00 |
| Total National Board Meeting | 1,000.00 | 190.99 |
| Total Expense | 47,663.69 | 44,046.48 |
| Net Ordinary Income | 77,347.14 | 72,236.33 |
| Other Income/Expense | | |
| Other Income | | |
| Income Legal Fund | | |
| Donations Legal Fund | 0.00 | 655.00 |
| Interest Income | 44.42 | 66.12 |
| Total Income Legal Fund | 44.42 | 721.12 |

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04/16/12
Cash Basis

Back Country Horsemen of America
Profit & Loss Prev Year Comparison
January 1 through April 16, 2012

| | Jan 1 - Apr 16, 12 | Jan 1 - Apr 16, 11 |
|---------------------------|--------------------|--------------------|
| Total Other Income | 44.42 | 721.12 |
| Other Expense | | |
| Expense, Legal Fund | | |
| Attorney/Consultant Fees | 0.00 | 1,431.00 |
| Total Expense, Legal Fund | 0.00 | 1,431.00 |
| Transfers | 0.00 | -22.34 |
| Total Other Expense | 0.00 | 1,408.66 |
| Net Other Income | 44.42 | -687.54 |
| Net Income | <u>77,391.56</u> | <u>71,548.79</u> |