

# NATIONAL SWINE REGISTRY

*Annual  
Report*  
2012



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# NSR Staff

- **Chief Executive Officer**  
Mike Paul
- **V.P. of Member Outreach & Youth Development**  
Brian Arnold
- **V.P. of Global Technical Service**  
Dr. Justin Fix
- **Office Manager**  
Robin Lucas
- **Genetic Programs Specialist**  
Dr. Yijian (Jane) Huang
- **Software Developer**  
Adam Dian
- **Director of Marketing & Communications**  
Jen Gillespie
- **Assistant Editor**  
Katie Maupin
- **Creative Director**  
Stephen Weintraut II
- **Director of Junior Activities**  
Cally Hass
- **Junior Activities Coordinator**  
Torie Schwartz
- **Administrative Secretary**  
Lisa Kennedy
- **Data Entry Specialist**  
Rhonda Eller
- **Duroc Secretary**  
Jessica Goyette-Blankenship
- **Hampshire/Landrace/DNA Secretary**  
Whitney Hosier
- **Eastern Field Representative**  
Ralph Doak
- **Northwest Field Representative**  
Michael Lackey
- **Southwest Field Representative**  
Brian Anderson



# To the Active Members of the National Swine Registry

**Mike Paul**  
Chief Executive Officer

It is my pleasure to present the following information as a combined annual report of the National Swine Registry (NSR), a LLC partnership comprised of the American Yorkshire Club, United Duroc Swine Registry, Hampshire Swine Registry and the American Landrace Association. This marks the 14th year that all four breeds have operated under the NSR umbrella, as the American Landrace Association officially joined as a partner on Jan. 1, 1998. The Yorkshire, Duroc and Hampshire associations each represent a 30 percent interest in the financial affairs of the NSR, while Landrace accounts for 10 percent. Collectively, these four breeds represent more than 80 percent of the purebred hog registrations in this country, and serve as a foundation for commercial hog production.

The lifeblood of this organization is the dedication and commitment demonstrated by our members recognized in this report. In this report, you will find a listing of the top junior and senior recorders for each breed, as well as the top STAGES™ recorders and state activity comparisons. Our STAGES™ genetic evaluation program continues to grow and now includes more than 2.2 million records. The international markets are an intricate part to our membership, and we look forward to new opportunities on that stage in coming years. The National Junior Swine Association (NJSA) currently has more than 12,000 members from all 50 states, and is recognized as one of the largest youth organizations in animal agriculture.

The structure of NSR is such that nearly all the income and expenses accrued flow through the organization. Therefore, this report includes an income and expense report for the NSR, but only the balance sheets for each of the individual breed associations. The American Yorkshire Club, Hampshire Swine Registry and United Duroc Swine Registry each contributed \$150,000 to the initial formation of the NSR, while American Landrace Association contributed \$50,000. Each breed's equity in NSR is adjusted every year, depending on the profit or loss experienced by NSR. In addition to their equity in NSR, each breed still maintains its own investment portfolio of cash reserves, which are reflected on the balance sheet for each association. As you can see, NSR profited in 2012. Unfortunately, several key staff members left our employment during the last year. However, we were blessed to find several outstanding individuals to fill those roles. These young and talented individuals have the desire to make a difference within the pedigreed swine industry. With a dedicated membership and staff, we will continue to develop programs and opportunities that benefit both NSR and NJSA members for years to come.

Your NSR Executive Committee has aggressively pursued and endorsed changes in the NSR operating structure, and wants input and suggestions from you, the membership. We invite you to share any comments and/or concerns you may have about programs, services or information presented in this report.

Sincerely,

Michael A. Paul  
CEO

# NSR Governance Structure

## Executive Committee

- **Chairman:** Jim Grimm, Iowa • 563.637.2351
- **Vice Chairman:** Dave Kilmer, Ind. • 574.943.3239
- Carl Stein, Mo. • 816.633.4343
- Bret Goff, Ind. • 317.502.0304
- Terry Shaffer, Ind. • 765.789.6298
- Wayne Huinker, Iowa • 563.380.1372
- Jay Winter, Texas • 806.892.3089
- Scott Lawrence, Ind. • 260.564.0595
- Garry Childs, Ga. • 229.378.0749
- Ron Iverson, Iowa • 641.236.3713

## Duroc Board of Directors

- **President:** Bill Range, Ill. *Term Expires 2013*
- **Vice President:** \*Cody McCleery, Texas *Terms Expire 2014*
- \*Carl Stein, Mo. *Terms Expire 2012*
- \*Bret Goff, Ind. *Terms Expire 2013*
- Ron Nelson, S.D. *Term Expires 2013*
- John Huinker, Iowa *Term Expires 2014*
- Steve Rodibaugh, Ind. *Term Expires 2014*

## Landrace Board of Directors

- **President:** Scott Lawrence, Ind. *Term Expires 2012*
- **Vice President:** Lance Westcamp, Ohio *Term Expires 2013*
- Rachele Bailey, Calif. *Term Expires 2012*
- Mike Grohmann, Ill. *Term Expires 2013*
- \*Tom Knauer, Wis. *Terms Expire 2013*
- Randy Bowman, Ill. *Term Expires 2014*
- Chris Compart, Minn. *Term Expires 2014*

## Hampshire Board of Directors

- **President:** \*Ron Iverson, Iowa *Terms Expire 2012*
- **Vice President:** \*Dave Kilmer, Ind. *Terms Expire 2014*
- Jesse Heimer, Mo. *Term Expires 2013*
- \*Ben Moyer, Ohio *Terms Expire 2013*
- Jay Winter, Texas *Term Expires 2013*
- Mark Boe, Ill. *Term Expires 2014*
- Brian Hines, Mich. *Term Expires 2014*

## Yorkshire Board of Directors

- **President:** \*Wayne Huinker, Iowa *Terms Expire 2013*
- **Vice President:** \*Neil Planalp, Ind. *Terms Expire 2014*
- \*Jim Grimm, Iowa *Terms Expire 2012*
- \*Larry Moore, Okla. *Terms Expire 2012*
- Tracy Lorenzen, Ill. *Term Expires 2013*
- Garry Childs, Ga. *Term Expires 2014*
- Brady Crone, Ind. *Term Expires 2014*

\*denotes second term

# Top Litter Recording Firms

## Duroc

Rank	Firm	Litters
1	Waldo Farms, NE.....	1,311
2	Whiteshire/Hamroc, IN.....	915
3	Cedar Ridge Farms, Inc., IL.....	396
4	Compartment's Boar Store, Inc., MN.....	368
5	Shaffer's Superior Genetics, IN.....	218
6	Huinker Dueros, Ltd., IA.....	211
7	The Maschhoffs, LLC., IL.....	196
8	Isler Genetics, OH.....	182
9	Forkner Farms, MO.....	158
10	Stewart's Duroc Farm, IA.....	142
11	R.W. Genetics, TX.....	86
12	Nelson Brothers, SD.....	76
13	Parrish Farms, OH.....	72
14	Jerry Huffington, IL.....	70
15	Drake Purebred Farms, IN.....	63
16	David Martin, IA.....	59
17	Shipley Swine Genetics, OH.....	56
18	Beyers Farms, IL.....	55
19	Jack Rodibaugh & Sons, IN.....	54
20	Chuck & Ben Olsen, SD.....	50
21	Charles Real, TX.....	47
22	ISU Swine Breeding, IA.....	42
23	Shaffer's Gold Rush, IN.....	41
24	Mappes Dueros, OK.....	40
25	Jack Rodibaugh & Sons, IN.....	39

## Landrace

Rank	Firm	Litters
1	Whiteshire/Hamroc, IN.....	1,738
2	The Maschhoffs, LLC., IL.....	1,255
3	Cedar Ridge Farms, Inc., IL.....	961
4	Waldo Farms, NE.....	353
5	Bill & Angie Tempel, IN.....	288
6	Compartment's Boar Store, Inc., MN.....	227
7	Forkner Farms, MO.....	178
8	Shaffer Superior Genetics, IN.....	138
9	Ohio State University, OH.....	52
10	Isler Genetics, OH.....	37
11	Drake Purebred Farms, IN.....	36
12	Autumn Rose, LLC., IN.....	22
13	McGrew Showpigs, IL.....	17
14	Kent Brattain & Family, IN.....	14
15	Jim Moest, IL.....	13
16	Harrison Wilde, TX.....	12
17	Vista Brook Farms, KY.....	9
17	Brandon Ogle, IL.....	9
19	Grant Lazarus III, PA.....	8
20	Behrmann Hog Farm, IL.....	7
20	Jay Rulon & Family, IN.....	7
21	Shaffer's Gold Rush, IN.....	6
21	Aimee & Lynsee Shaffer, IN.....	6
21	Russell Whewell, IL.....	6
25	John Corey, CT.....	5

## Hampshire

Rank	Firm	Litters
1	Earl L. Cain & Family, IA.....	243
2	Babcock Genetics, Inc., WI.....	187
3	Cedar Ridge Farms, Inc., IL.....	106
4	Young & Guard, IN.....	92
5	Whiteshire/Hamroc, IN.....	88
6	Peter Farms, IL.....	82
7	Forkner Farms, MO.....	71
8	Penner Genetics, Inc., NE.....	46
9	Drake Purebred Farms, IN.....	44
10	Iverson Farms, IA.....	42
10	Kilmer Swine Farms, IN.....	42
12	Marland Farms, IA.....	39
13	Jerry D. Brink, IA.....	38
14	Old Time Genetics, MO.....	37
15	Heimer Hampshires, MO.....	36
16	Range & Theobald, IL.....	34
17	Brent Bolen, IL.....	32
18	Steve & Derek Earnhart Families, IN.....	30
19	Chuck & Ben Olsen, SD.....	29
20	Shaffer's Gold Rush, IN.....	27
21	Troy Walker, IN.....	25
22	Bryan Bennett, IL.....	23
23	Hurliman Brothers, IL.....	22
23	George & Mike Watson, IN.....	22
25	Grimm Purebreds, IA.....	21

## Yorkshire

Rank	Firm	Litters
1	Whiteshire/Hamroc, IN.....	3,875
2	Cedar Ridge Farms, Inc., IL.....	1,477
3	Waldo Farms, NE.....	578
4	Compartment's Boar Store, Inc., MN.....	518
5	The Maschhoffs, LLC., IL.....	440
6	Jim Moest, IL.....	369
7	Shaffer Superior Genetics, IN.....	342
8	Bill & Angie Tempel, IN.....	276
9	Wayne J. Huinker, IA.....	222
10	Lorenzo Farms, IL.....	214
11	Isler Swine Genetics, OH.....	186
12	Forkner Farms, MO.....	171
13	Shipley Swine Genetics, OH.....	162
14	Grimm Purebreds, IA.....	122
15	Steve Cobb & Family, AR.....	117
16	Jack Rodibaugh & Sons, IN.....	114
17	Hilman B. Schroeder, WI.....	111
18	Michigan State University, MI.....	108
19	Chuck & Ben Olsen, SD.....	104
20	Ricker Yorkshires, OH.....	93
21	Charles Real, TX.....	89
22	Drake Purebred Farms, IN.....	87
23	Thompson Brothers Genetics, OH.....	77
24	R.W. Genetics, Inc., TX.....	73
25	Jack Rodibaugh & Sons, IN.....	69

# Top Transfers By Firm

## Duroc

Rank	Firm	Transfers
1	Huinker Dueros, Ltd., IA.....	225
2	Beyers Farms, IL.....	205
3	Mike Johnson & Guy Jackson, IN .....	146
4	Stewart's Duroc Farm, IA .....	124
5	Shaffer's Gold Rush, IN.....	115
6	Parrish Farms, OH .....	106
7	R.W. Genetics, TX.....	97
8	Mappes Dueros, OK.....	93
9	Range & Theobald, IL.....	83
10	ShipleY Swine Genetics, OH .....	82
11	Nelson Brothers, SD .....	78
12	Jack Rodibaugh & Sons, IN .....	74
13	Stein & Stewart Genetics, MO.....	73
14	David Martin, IA .....	64
15	Vaughn Jackson, OK.....	61

## Landrace

Rank	Firm	Transfers
1	Cedar Ridge Farms, Inc., IL .....	186
2	Compart's Boar Store, Inc., MN.....	55
3	Kent Brattain & Family, IN.....	53
4	McGrew Showpigs, IL.....	50
5	Compart Primary SPF, MN.....	29
6	Waldo Hill Farms, NE.....	28
7	Sierra & Sage Stephens, TX.....	26
8	Vista Brook Farms, KY.....	23
9	Ethan Buck, IN.....	20
10	Ross A. Stock, IL.....	20
10	Brandon Ogle, IL.....	20
10	Mark Hosier & Family, IN.....	20
13	Behrmann Hog Farm, IL.....	18
14	Adrian Brown, OH .....	16
15	Brennen & Khyleigh North, IN .....	15

## Hampshire

Rank	Firm	Transfers
1	Earl L. Cain & Family, IA .....	150
2	Heimer Hampshires, MO .....	100
3	Peter Farms, IL.....	96
4	Marland Farms, IA.....	90
5	Brent Bolen, IL .....	88
6	Range & Theobald, IL.....	87
7	Young & Guard, IN.....	84
8	Shaffer's Gold Rush, IN.....	68
9	Peters Hamps & Show Pigs, IN.....	63
10	George & Mike Watson, IN.....	62
11	Kole Clark, GA .....	58
12	Kilmer Swine Farms, Inc., IN.....	54
13	Drake Purebred Farms, IN .....	52
14	Hurliman Brothers, IL.....	49
14	Penner Genetics, Inc., NE.....	49

## Yorkshire

Rank	Firm	Transfers
1	Cedar Ridge Farms, Inc., IL .....	457
2	ShipleY Swine Genetics, OH .....	366
3	Whiteshire/Hamroc, IN.....	252
4	Ricker Yorkshires, OH.....	185
5	Hilman Schroeder, WI.....	174
6	Steve Cobb & Family, AR .....	167
7	Lorenzen Farms, IL .....	161
8	Jack Rodibaugh & Sons, IN .....	149
9	Chuck & Ben Olsen, SD.....	148
10	Wayne J. Huinker, IA.....	124
11	Jack Rodibaugh & Sons, IN .....	101
12	Aimee & Lynsee Shaffer, IN .....	95
13	Maynard Hahn & Family, IN.....	83
14	Isla Grande Farms, OH .....	82
15	Western Illinois University, IL.....	77

# Top Junior Recorders

## Duroc

Rank	Junior Recorder	Litters
1	Sierra & Sage Stephens, TX.....	30
2	Elen & Troy Skaar, MN .....	18
3	Braden, Kelten & Luke Olson, IL .....	17
3	Abigayle E. Bartholomew, TN.....	17
5	Casey & Roy McCleery, TX.....	14

## Landrace

Rank	Junior Recorder	Litters
1	Sierra & Sage Stephens, TX.....	25
2	Orin Allen, IL .....	9
3	Ben & Joy Sheldon, IN .....	5
3	Riley, Kendra & Dillon Sutherland, IN.....	5
5	Ross A. Stock, IL.....	4

## Hampshire

Rank	Junior Recorder	Litters
1	Trevor Peters, IN .....	24
2	Robert Meeker, IL.....	17
2	Caisey DeOrnellas, OH .....	17
2	The Cain Kids, IA .....	17
5	Kole Clark, GA .....	13

## Yorkshire

Rank	Junior Recorder	Litters
1	Colton Quaka, IL.....	39
2	Hope, Gracie & Reagan Flaspohler, IN.....	18
3	Hunter Stephens, OK.....	15
4	Michael Frey, WI.....	12
4	Levi & Lea Kimley, OH .....	12

# Top Sow Productivity Data Contributors By Firm

## Duroc

Rank	Firm	SPI Litters
1	Waldo Farms, NE.....	1,092
2	Whiteshire/Hamroc, IN.....	709
3	Cedar Ridge Farms, Inc., IL.....	295
4	Shaffer's Superior Genetics, IN.....	190
5	The Maschhoffs, LLC., IL.....	176

## Landrace

Rank	Firm	SPI Litters
1	Whiteshire/Hamroc, IN.....	1,224
2	The Maschhoffs, LLC., IL.....	1,212
3	Cedar Ridge Farms, Inc., IL.....	877
4	Waldo Farms, NE.....	335
5	Bill & Angie Tempel, IN.....	307

## Hampshire

Rank	Firm	SPI Litters
1	Earl L. Cain & Family, IA.....	157
2	Whiteshire/Hamroc, IN.....	69
3	Cedar Ridge Farms, Inc., IL.....	67
4	Forkner Farms, MO.....	59
5	Peter Farms, IL.....	49

## Yorkshire

Rank	Firm	SPI Litters
1	Whiteshire/Hamroc, IN.....	2,855
2	Cedar Ridge Farms, Inc., IL.....	1,341
3	Waldo Farms, NE.....	527
4	Compart Boar Store, Inc., MN.....	447
5	The Maschhoffs, LLC., IL.....	424

# Top Postweaning Data Contributors By Firm

## Duroc

Rank	Firm	Records
1	Waldo Farms, NE.....	4,775
2	Whiteshire/Hamroc, IN.....	1,401
3	Compart Boar Store, Inc., MN.....	1,343
4	Cedar Ridge Farms, Inc., IL.....	1,031
5	The Maschhoffs, LLC., IL.....	696

## Landrace

Rank	Firm	Records
1	The Maschhoffs, LLC., IL.....	4,572
2	Whiteshire/Hamroc, IN.....	3,084
3	Cedar Ridge Farms, Inc., IL.....	2,321
4	Waldo Farms, NE.....	1,383
5	Bill & Angie Tempel, IN.....	998

## Hampshire

Rank	Firm	Records
1	Whiteshire/Hamroc, IN.....	279
2	Babcock Genetics, Inc., WI.....	252
3	Forkner Farms, MO.....	54
4	Cedar Ridge Farms, Inc., IL.....	52
5	Penner Genetics, Inc., NE.....	11

## Yorkshire

Rank	Firm	Records
1	Whiteshire/Hamroc, IN.....	4,819
2	Cedar Ridge Farms, Inc., IL.....	4,238
3	Waldo Farms, NE.....	2,018
4	The Maschhoffs, LLC., IL.....	1,495
5	Compart's Boar Store, Inc., MN.....	1,471

# State Rank By Litter Recordings

Rank	State	Duroc	Hampshire	Landrace	Yorkshire	TOTAL
1	Ind.	2,508	956	1,931	4,296	9,691
2	Ill.	1,227	614	2,294	3,166	7,301
3	Iowa	748	542	12	772	2,074
4	Ohio	573	317	126	1,033	2,049
5	Neb.	827	79	353	665	1,924
6	Minn.	492	97	228	777	1,594
7	Texas	728	112	68	422	1,330
8	Mo.	288	229	180	307	1,004
9	Okla.	387	86	0	319	792
10	Wis.	165	269	10	270	714

Rank	State	Duroc	Hampshire	Landrace	Yorkshire	TOTAL
11	S.D.	169	89	0	192	450
12	Pa.	126	60	16	170	372
13	Kan.	142	44	0	109	295
14	Mich.	71	61	1	155	288
15	Calif.	75	35	9	111	230
16	Ga.	37	24	0	108	169
17	Ark.	14	14	0	123	151
18	Ky.	23	13	9	72	117
19	Md.	28	49	2	32	111
20	Ore.	22	19	0	40	81

# Top Hampshire A.I. Award

**Firm** **Certificates**  
 Hi Point Genetics, IL ..... 317

# Top Landrace A.I. Award

**Firm** **Certificates**  
 Prairie State Semen, Inc., IL ..... 117

# Top Yorkshire A.I. Award

**Firm** **Certificates**  
 Shipley Swine Genetics, OH ..... 376

# Duroc National Premier Sire

**Firm** **Sire**  
 Lean Value Sires, OH & Mappes Durocs, OK ..... MM1 Crown Royal 10-6  
*Bred by Mappes Durocs*

## Individual Breed Balance Sheets • Dec. 31, 2012

	Duroc	Hampshire	Landrace	Yorkshire
Cash (Deficit)	(\$111)	\$482	\$1,694	\$28,450
Accounts Receivable/(Payable)	–	–	–	–
Income Tax Receivable/(Payable)	(\$2,120)	(\$2,120)	(\$670)	(\$1,284)
Investments	\$39,281	\$218,764	\$34,106	\$213,161
Investment in NSR	\$205,974	\$208,593	\$32,308	\$208,633
Property and Equipment	–	–	–	\$731,107
Net Assets	\$243,024	\$425,719	\$67,438	\$1,180,067



# National Swine Registry, LLC • Balance Sheets • Dec. 31, 2012

Assets	2012	2011
<b>Current Assets</b>		
Cash	\$5,785	\$25,673
Accounts Receivable	\$232,770	\$162,077
Supplies Inventory, at Cost	\$27,734	\$21,410
Prepaid Expenses	\$14,946	\$69,017
<b>Total Current Assets</b>	<b>\$281,235</b>	<b>\$278,177</b>
Investments, at Market Value	\$138,641	\$169,028
Other Investments, at Cost	\$30,000	\$30,000
<b>Property and Equipment</b>		
Muscle Quality Equipment	\$8,097	\$8,097
Office Equipment	\$93,455	\$94,158
Computer Software	\$572,983	\$453,193
Computer Equipment	\$120,975	\$106,803
Vehicles	\$178,039	\$208,718
Accumulated Depreciation	(\$570,018)	(\$416,448)
<b>Total</b>	<b>\$403,531</b>	<b>\$454,521</b>
<b>Total Investments, Property &amp; Equipment</b>	<b>\$853,407</b>	<b>\$931,726</b>

Liabilities	2012	2011
<b>Current Liabilities</b>		
Current Portion of Capital Lease Obligation	\$2,845	\$2,076
Accounts Payable	\$37,756	\$127,425
Deferred Revenue	\$140,286	\$133,691
Accrued Expenses	\$8,775	\$43,538
<b>Total Current Liabilities</b>	<b>\$189,662</b>	<b>\$306,730</b>
Capital Lease Obligation, Less Current Portion	\$8,235	\$11,080
<b>Total Liabilities</b>	<b>\$197,897</b>	<b>\$317,810</b>

Members' Equity	2012	2011
United Duroc Swine Registry	\$205,975	\$193,748
American Yorkshire Club	\$208,634	\$196,407
Hampshire Swine Registry	\$208,594	\$195,531
American Landrace Association	\$32,307	\$28,230
<b>Total</b>	<b>\$655,510</b>	<b>\$613,916</b>
<b>Total Members' Equity</b>	<b>\$853,407</b>	<b>\$931,726</b>

# National Swine Registry, LLC

## Schedule of Operating Revenue and Expense • Dec. 31, 2012

General Services Revenue		2012	2011
Maintenance Fees		\$134,475	\$133,575
AI Certificates		\$173,300	\$163,020
STAGES™		\$3,898	\$2,636
Senior Membership		\$2,590	\$2,850
International Consulting		–	\$44,169
Market Assistance		\$3,534	–
Rent-ABA		\$5,400	\$5,400
Investment Income		\$7,412	\$6,972
Finance Charges		\$21,983	\$16,332
Miscellaneous		\$217	\$3,860
<b>Total-General Services Revenue</b>		<b>\$352,809</b>	<b>\$378,814</b>
Publications Revenue		2012	2011
Advertising		\$505,428	\$467,825
Web Page Links		\$800	\$4,400
Subscriptions & Seedstock Source		\$47,865	\$45,604
<b>Total-Publication Revenue</b>		<b>\$554,093</b>	<b>\$517,829</b>
Publications Production Costs		2012	2011
Printing		\$101,560	\$157,323
Photo Finishing		\$3,646	\$1,424
Professional Photography		\$6,580	\$7,789
Travel		\$4,010	\$5,020
Mailing		\$35,998	\$42,095
Supplies		\$5,343	\$7,533
Salaries		\$154,705	\$134,019
GeneLink Polybag (NHF)		\$17,857	\$17,170
Miscellaneous		\$594	\$6,429
IT/Website Allocation		\$25,540	\$27,872
Field Staff Allocation		\$130,052	\$109,998
<b>Total Publication Production Costs</b>		<b>\$485,885</b>	<b>\$516,672</b>
<b>Publications Revenue minus Expense</b>		<b>\$68,208</b>	<b>\$1,157</b>

<b>Supplies</b>		
	<b>2012</b>	<b>2012</b>
Revenue-Gross Sales	\$25,039	\$26,336
Cost of Sales-Purchases	\$9,441	\$33,916
Supplies Revenue minus Expenses	\$15,598	(\$7,580)
<b>Shows and Sales Revenue</b>		
	<b>2012</b>	<b>2011</b>
Gross Sales	\$4,019,534	\$3,253,825
Entry Fees	\$385,701	\$349,693
NJSA Donations	\$203,568	\$229,611
Total Shows and Sales Revenue	\$4,608,803	\$3,833,129
<b>Shows and Sales Expenses</b>		
	<b>2012</b>	<b>2011</b>
Cost of Shows	\$681,992	\$688,485
Consignor Payments	\$3,407,729	\$2,737,425
Field Staff Salary and Expense Allocation	\$92,889	\$79,013
Office Staff Salary Allocation	\$113,763	\$104,307
Total Shows and Sales Expenses	\$4,296,373	\$3,609,230
Shows and Sales Revenue minus Expenses	\$312,430	\$223,899
<b>Field Staff Revenue</b>		
	<b>2012</b>	<b>2011</b>
Insurance Service Fees	\$1,579	\$5,762
Sales Service Fees	\$15,900	\$15,900
Total Field Staff Revenue	\$17,479	\$21,662
<b>Field Staff Expenses</b>		
	<b>2012</b>	<b>2011</b>
Training	\$2,121	\$900
Field Staff Payroll	\$232,129	\$205,290
Travel	\$93,001	\$69,705
Telephone	\$11,068	\$12,293
Miscellaneous	\$2,008	\$2,996
Publication Allocation	(\$130,052)	(\$109,998)
Shows and Sales Allocation	(\$92,889)	(\$79,013)
Total Field Staff Expenses	\$117,386	\$102,173
Field Staff Revenue minus Expenses	(\$99,907)	(\$80,511)

<b>Pedigree Revenue</b>		
	<b>2012</b>	<b>2011</b>
Litter Registrations	\$564,335	\$442,147
Transfers	\$75,917	\$71,574
Miscellaneous	\$58,019	\$54,785
<b>Total Pedigree Revenue</b>	<b>\$698,271</b>	<b>\$568,506</b>
<b>Pedigree Expenses</b>		
	<b>2012</b>	<b>2011</b>
Pedigree Salaries	\$455,053	\$417,227
Postage	\$41,242	\$41,964
Registration Supplies	\$3,415	\$4,215
General Supplies	\$3,191	\$4,506
Office Staff Salary Allocation	(\$113,763)	(\$104,307)
<b>Total Pedigree Expenses</b>	<b>\$389,138</b>	<b>\$363,605</b>
<b>Pedigree Revenue minus Expenses</b>	<b>\$309,133</b>	<b>\$204,901</b>
<b>NSR Promotion Expense</b>		
	<b>2012</b>	<b>2011</b>
Advertising	\$42,090	\$8,302
Awards	\$7,431	\$2,422
Trade Show	\$3,371	\$5,398
Pedigreed Barrow Premiums	–	\$1,380
International Marketing	\$10,464	\$8,743
NJSA Pinnacle	\$12,039	\$13,137
<b>Total NSR Promotion Expense</b>	<b>\$75,395</b>	<b>\$39,382</b>
<b>Research and Development Expenses</b>		
	<b>2012</b>	<b>2011</b>
Genetic and Technology Salaries	\$84,978	\$155,193
Genetic Advisory Committee	–	\$2,841
DNA Testing	\$5,354	(\$25,108)
Genetic and Technology Misc.	\$4,886	\$2,681
Travel-Genetic and Technology Staff	\$11,983	\$23,659
Research Funds	\$21,307	(\$28,335)
<b>Total Research and Development Expenses</b>	<b>\$128,508</b>	<b>\$130,931</b>

<b>Occupancy Expense</b>		<b>2012</b>	<b>2011</b>
Electric		\$7,944	\$7,414
Gas		\$1,238	\$1,272
Water		\$5,675	\$7,904
Pest Control		\$351	\$297
<b>Total Occupancy Expense</b>		<b>\$15,208</b>	<b>\$16,887</b>
<b>Officers Expense</b>		<b>2012</b>	<b>2011</b>
Travel		\$14,169	\$25,543
Miscellaneous		\$3,115	\$2,216
<b>Total Officers Expenses</b>		<b>\$17,284</b>	<b>\$27,759</b>
<b>Administrative and General Expense</b>		<b>2012</b>	<b>2011</b>
Office Supplies		\$16,796	\$19,709
Office Equipment Rental		\$18,162	\$20,761
Computer Equipment Maintenance		\$58,098	\$59,585
Office Equipment Repair		\$4,613	\$5,475
Janitor		\$7,410	\$9,722
Trash Removal		\$1,837	\$1,455
Telephone		\$2,666	\$2,911
Software Labor		\$1,156	\$1,095
Interest		\$3,918	\$4,479
Legal and Accounting		\$41,132	\$33,413
Depreciation		\$149,869	\$88,735
Bank Charges		\$39,042	\$45,598
Bad Debt Expense		\$13,185	\$1,391
Insurance		\$138,055	\$123,315
Auto Insurance		\$7,244	\$6,395
Committee Expense		\$31,747	\$47,470
Annual Meeting		\$14,878	\$11,933
Membership Fees and Dues		\$12,387	\$9,498
Miscellaneous Employee Expense		\$6,421	\$23,501
Pension		\$32,866	\$35,768
FICA		\$63,657	\$68,133
Web Page		\$5,206	\$7,017

Long Range Strategic Plan	–	\$1,030
Building Rent	\$20,000	\$20,000
Miscellaneous	\$30	–
Magazine Allocation	(\$25,540)	(\$27,872)
Total Administrative and General Expenses	\$664,835	\$620,517
<b>Tax Expense</b>	<b>2012</b>	<b>2011</b>
Unemployment Taxes	\$7,654	\$5,936
Miscellaneous Taxes	\$14	\$44
Total Tax Expense	\$7,668	\$5,980

# National Swine Registry, LLC

## Statements of Income (LOSS) • Dec. 31, 2012

<b>Net Income (Loss) From Specific Operations</b>		
	<b>2012</b>	<b>2011</b>
Revenue	\$352,809	\$378,814
Seedstock Edge Magazine	\$68,208	\$1,157
Sale of Supplies	\$15,598	(\$7,580)
Shows and Sales	\$312,430	\$223,899
Field Staff	(\$99,907)	(\$80,511)
Pedigree	\$309,133	\$204,901
<b>Total Revenue Before Operating Expenses</b>	<b>\$958,271</b>	<b>\$720,680</b>
<b>Operating Expenses</b>		
	<b>2012</b>	<b>2011</b>
Promotion	\$75,395	\$39,382
Research and Development	\$128,508	\$130,931
Occupancy	\$15,208	\$16,887
Officer's Expenses	\$17,284	\$27,759
Administrative and General	\$664,835	\$620,517
Taxes	\$7,668	\$5,980
<b>Total Operating Expenses</b>	<b>\$908,898</b>	<b>\$841,456</b>
<b>Total Operating Income (Loss)</b>	<b>\$49,373</b>	<b>(\$120,776)</b>
<b>Other Income (Expenses)</b>		
	<b>2012</b>	<b>2011</b>
Loss on Disposal of Equipment	(\$20,713)	–
Realized Gain (Loss) on Investments	\$2,827	(\$392)
Unrealized Gain (Loss) on Investments	\$9,271	(\$10,215)
<b>Total Other Income (Expenses)</b>	<b>(\$8,615)</b>	<b>(\$10,607)</b>
<b>Net Income (Loss)</b>	<b>\$40,758</b>	<b>(\$131,383)</b>

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**American Berkshire Assn.**