

# NATIONAL SWINE REGISTRY

**2013**  
*Annual  
Report*



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## NSR Staff

**Chief Executive Officer**  
Mike Paul • Ext. 107

**Vice President of Member Outreach & Youth Development**  
Brian Arnold • Ext. 106

**Vice President of Global Technical Service**  
Dr. Doug Newcom • Ext. 116

**Office Manager**  
Robin Lucas • Ext. 103

**Software Developer**  
Adam Dian • Ext. 104

**Director of Marketing & Communications**  
Katie Maupin • Ext. 111

**Creative & Web Development Director**  
Stephen Weintraut II • Ext. 118

**Ad Coordinator/Assistant Editor**  
Ann Fry • Ext. 113

**Director of Junior Activities**  
Torie Schwartz • Ext. 108

**Junior Activities Coordinator**  
Kaley Bontrager • Ext. 109

**Landrace, Pedigree & Junior Program Assistant**  
Whitney Hendricks • Ext. 112

**Administrative Secretary**  
Lisa Kennedy • Ext. 105

**Data Entry Specialist**  
Rhonda Eller • Ext. 101

**Duroc Secretary**  
Jessica Goyette-Blankenship • Ext. 100

**Hampshire & DNA Secretary**  
Whitney Hosier • Ext. 102

**Field Representative**  
Michael Lackey • 765.427.3733

**Field Representative**  
Brian Anderson • 620.515.3348

**Field Representative**  
Blaine Evans • 765.490.3731



# 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, an LLC partnership comprised of the American Yorkshire Club, United Duroc Swine Registry, Hampshire Swine Registry and the American Landrace Association. This marks the 15<sup>th</sup> year that all four breeds have operated under the NSR umbrella, as the American Landrace Association officially joined 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 are represented at 10 percent. Collectively, these four breeds represent more than 80 percent of the purebred hog registrations in the country, and completely dominate the breeding schemes found in commercial hog production.

The lifeblood of this organization is the result of the dedication and commitment demonstrated by the 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, with records in excess of 2.3 million. The international markets are an intricate part of our membership, and we look forward to new opportunities 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 the National Swine Registry is such that nearly all the income and expenses accrue to and 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 the American Landrace Association contributed \$50,000. The breed's equity in the NSR is adjusted each year, depending on the profit or loss experienced by the NSR. In addition to their equity in the NSR, each breed still maintains their own investment portfolio of cash reserves and are reflected on the balance sheet for each of the associations. As you can see, the NSR experienced a positive cash position in 2013. Unfortunately, several key staff members left our employment in 2013. However, we were blessed to have found 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 the NSR/NJSA membership in upcoming years.

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,

A handwritten signature in black ink that reads "Mike Paul". The signature is fluid and cursive.

Michael A. Paul

CEO

# NSR Governance Structure

## Executive Committee

- Chairman: Dave Kilmer, Ind. • 574.943.3239
- Vice Chairman: Wayne Huinker, Iowa • 563.380.1372
- Garry Childs, Ga. • 229.378.0749
- Bret Goff, Ind. • 765.502.0304
- Ron Iverson, Iowa • 641.990.0875
- Scott Lawrence, Ind. • 260.564.0595
- Bill Range, Ill. • 618.973.1670
- Carl Stein, Mo. • 816.914.4914
- Dr. Mike Tripp, Okla. • 580.513.0723
- Jay Winter, Texas • 806.438.2986

## Duroc Board of Directors

- **President:** \*Cody McCleery, Texas  
*Term Expires 2014*
- **Vice President:** John Huinker, Iowa  
*Term Expires 2014*
- \*Bret Goff, Ind. *Term Expires 2013*
- Ron Nelson, S.D. *Term Expires 2013*
- Bill Range, Ill. *Term Expires 2013*
- Steve Rodibaugh, Ind. *Term Expires 2014*
- Joe Roberts, Mo. *Term Expires 2015*

## Landrace Board of Directors

- **President:** Scott Lawrence, Ind.  
*Term Expires 2015*
- **Vice President:** Randy Bowman, Ill.  
*Term Expires 2014*
- Mike Grohmann, Ill. *Term Expires 2013*
- \*Tom Knauer, Wis. *Term Expires 2013*
- Lance Westcamp, Ohio  
*Term Expires 2013*
- Chris Compart, Minn. *Term Expires 2014*
- \*Rachelle Bailey, Calif.  
*Term Expires 2015*

## Hampshire Board of Directors

- **President:** \*Dave Kilmer, Ind.  
*Term Expires 2014*
- **Vice President:** Jesse Heimer, Mo.  
*Term Expires 2013*
- \*Ben Moyer, Ohio *Term Expires 2013*
- Jay Winter, Texas *Term Expires 2013*
- Mark Boe, Ill. *Term Expires 2014*
- Brian Hines, Mich. *Term Expires 2014*
- Dusty Cain, Iowa *Term Expires 2015*

## Yorkshire Board of Directors

- **President:** \*Wayne Huinker, Iowa  
*Term Expires 2013*
- **Vice President:** \*Neil Planalp, Ind.  
*Term Expires 2014*
- Tracy Lorenzen, Ill. *Term Expires 2013*
- Garry Childs, Ga. *Term Expires 2014*
- Brady Crone, Ind. *Term Expires 2014*
- Dan Burzlaff, Iowa *Term Expires 2015*
- Dr. Mike Tripp, Okla. *Term Expires 2015*

\*denotes second term

# Top Litter Recording Firms

## Duroc

Rank	Firm	Litters
1	Whiteshire/Hamroc, IN	897
2	Waldo Farms, NE	797
3	The Maschhoffs, LLC., IL	355
4	Cedar Ridge Farms, Inc., IL	345
5	Compart's Boar Store, Inc., MN	338
6	Isler Genetics, OH	174
7	Huinker Durocs Ltd., IA	171
8	Forkner Farms, MO	154
9	Stewart's Duroc Farm, IA	125
10	RW Genetics, Inc., TX	110
11	Howard Parrish, OH	88
12	Shaffer Superior Genetics, IN	83
13	ShIPLEY Swine Genetics, OH	66
14	Drake Purebred Farms, IN	60
15	Jerry Huffington, IL	56
16	Nelson Bros. Durocs, SD	55
16	David Martin, IA	55
18	Mappes Durocs, OK	54
19	Beyers Farms, IL	53
20	Charles Real, TX	49
21	Jack Rodibaugh & Sons, IN	47
22	Chuck & Ben Olsen, SD	42
23	JJ Genetics, IN	37
24	Range & Theobald, IL	33
25	Shaffer's Goldrush, IN	31

## Landrace

Rank	Firm	Litters
1	The Maschhoffs, LLC., IL	2350
2	Whiteshire/Hamroc, IN	1363
3	Cedar Ridge Farms, Inc., IL	1003
4	Bill & Angie Tempel, IN	374
5	Waldo Farms, NE	335
6	Compart's Boar Store, Inc., MN	280
7	Forkner Farms, MO	150
8	Shaffer Superior Genetics, IN	92
9	Drake Purebred Farms, IN	40
10	Isler Genetics, OH	31
11	Autumn Rose, LLC., IN	18
12	McGrew Showpigs, IL	13
13	Kent Brattain & Family, IN	12
14	Grant Lazarus III, PA	10
15	Tom Knauer Family, WI	9
16	Behrmann Hog Farm, IL	7
16	Vista Brook Farms, KY	7
16	Lance & Mitchell Westcamp, OH	7
19	Brian Mitchem & Family, IN	6
20	Mark Hosier & Family, IN	5
20	Larry Langbein, TX	5
20	Russell Whewell, IL	5
23	John Corey, CT	4
23	Scott Rohls, IN	4
23	Douglas L. Millar & Family, IN	4

## Hampshire

Rank	Firm	Litters
1	Earl L. Cain & Family, IA	290
2	Babcock Genetics, Inc., WI	137
3	Whiteshire/Hamroc, IN	90
4	Peter Farms, IL	68
5	Young & Guard, IN	64
6	Forkner Farms, MO	54
7	Range & Theobald, IL	50
8	Marland Farms, IA	48
9	Penner Genetics, Inc., NE	46
9	Cedar Ridge Farms, Inc., IL	46
11	Brent Bolen, IL	44
12	Drake Purebred Farms, IN	43
13	Kilmer Swine Farms, Inc., IN	40
14	Iverson Farms, IA	39
15	Steve & Derek Earnhart Families, IN	35
16	Heimer Hampshires, MO	33
17	H&H Hampshires, OH	30
18	Shaffer's Goldrush, IN	29
19	Jerry D. Brink, IA	28
20	Hurliman Brothers, IL	27
21	Reid Wildung, MN	25
21	Joe Lancaster, OK	25
23	Swenson Brothers Hampshires, IL	24
23	Randy Wirt & Family, SD	24
25	Isler Genetics, OH	23

## Yorkshire

Rank	Firm	Litters
1	Whiteshire/Hamroc, IN	3148
2	Cedar Ridge Farms, Inc., IL	1141
3	The Maschhoffs, LLC., IL	900
4	Waldo Farms, NE	590
5	Compart's Boar Store, Inc., MN	582
6	Bill & Angie Tempel, IN	287
7	Wayne J. Huinker, IA	207
8	Isler Genetics, OH	190
9	Jim Moest, IL	183
10	Shaffer Superior Genetics, IN	174
11	ShIPLEY Swine Genetics, OH	169
12	Grimm Purebreds, IA	141
13	Lorenzen Farms, IL	129
14	Steve Cobb & Family, AR	125
15	Forkner Farms, MO	116
16	George & Eric Watson, KY	110
16	Chuck & Ben Olsen, SD	110
18	Jack Rodibaugh & Sons, IN	108
19	Drake Purebred Farms, IN	102
20	Charles Real, TX	91
21	Thompson Brothers Genetics, OH	85
22	Helregel Family Genetics, IL	78
23	RW Genetics Inc., TX	74
24	Hilman B. Schroeder, WI	72
25	Ricker Yorkshires, OH	70

# Top Transfers By Firm

## Duroc

Rank	Firm	Transfers
1	Huinker Durocs, Ltd., IA.....	223
2	Beyers Farms, IL.....	180
3	Howard Parrish, OH.....	168
4	Stein & Stewart Genetics, MO.....	153
5	ShipleY Swine Genetics, OH.....	125
6	Shaffer's Goldrush, IN.....	118
7	JJ Genetics, IN.....	112
7	RW Genetics, TX.....	112
8	Mappes Durocs, OK.....	103
9	Range & Theobald, IL.....	102
10	Stewart's Duroc Farm, IA.....	95
11	Jack Rodibaugh & Sons, IN.....	75
12	Nilson Durocs, MN.....	71
13	Brandon Ogle, IL.....	70
14	Bill & Jana Range, IL.....	68
14	David Martin, IA.....	68
15	Compart's Boar Store, Inc., MN.....	67
16	Olson Farms, IL.....	64
17	Chuck & Ben Olsen, SD.....	63
18	Kent Brattain & Family, IN.....	58
19	Isler Genetics, OH.....	55
20	Butts Farms, WI.....	53
21	Sam Scher, IN.....	50
22	Drake Purebred Farms, IN.....	48
23	Blake & Macy Wehmeier, IN.....	47

## Landrace

Rank	Firm	Transfers
1	Kent Brattain & Family, IN.....	56
2	Cedar Ridge Farms, Inc., IL.....	42
3	Sierra & Sage Stephens, TX.....	40
4	Behrmann Hog Farm, IL.....	25
4	Mark Hosier & Family, IN.....	25
5	Aimee & Lynsee Shaffer, IN.....	21
6	McGrew Showpigs, IL.....	21
7	Brandon Ogle, IL.....	17
8	Alex C. Stock, IL.....	16
9	Vista Brook Farms, KY.....	15
10	Compart's Boar Store, Inc., MN.....	14
10	Flach Farms, IL.....	14
10	Tom Knauer & Family, WI.....	14
11	Brennen & Kyleigh North, IN.....	13
11	Douglas L. Millar & Family, IN.....	13
12	Lance & Mitchell Westcamp, OH.....	12
12	Orin Allen, IL.....	12
12	Platt Show Pigs, IN.....	12
12	Travis Wallen, IN.....	12
13	Brenen Diesen, IL.....	11
13	Ross A Stock, IL.....	11
13	Sam Scher, IN.....	11
13	Shaffer's Goldrush, IN.....	11
14	Evan & Nash Arthur, IN.....	10
14	Justin & Jessica Telfer, WI.....	10

## Hampshire

Rank	Firm	Transfers
1	Earl L. Cain & Family, IA.....	154
2	Brent Bolen, IL.....	106
3	Peter Farms, IL.....	105
4	Heimer Hampshires, MO.....	101
5	Range & Theobald, IL.....	98
6	Baade Genetics, NE.....	73
7	Peters Hamps & Show Pigs, IN.....	70
8	Hurliman Brothers, IL.....	69
9	Kilmer Swine Farms, Inc., IN.....	62
10	H&H Hampshires, OH.....	58
11	George & Mike Watson, IN.....	56
12	Marland Farms, IA.....	54
13	Shaffer's Goldrush, IN.....	53
14	Cedar Ridge Farms, Inc., IL.....	46
15	Young & Guard, IN.....	44
16	Bryan Bennett, IL.....	43
17	Michael & Sharon Charlesworth, IL.....	41
18	Jim & Mike McCoy, OH.....	39
19	Kent Brattain & Family, IN.....	38
20	Drake Purebred Farms, IN.....	36
21	Ed & Brad Mortensen, MI.....	34
22	Auburn & Ashtyn Harvey, IN.....	32
22	Emily & Morgan Russell, IN.....	32
23	Kenneth & Gregory Babb Families, OH.....	31
24	Tom Biermann, IL.....	30

## Yorkshire

Rank	Firm	Transfers
1	ShipleY Swine Genetics, OH.....	307
2	Chuck & Ben Olsen, SD.....	190
3	Thompson Brothers Genetics, OH.....	157
4	Jack Rodibaugh & Sons, IN.....	154
5	Steve Cobb & Family, AR.....	152
6	George & Eric Watson, KY.....	142
7	Wayne J. Huinker, IA.....	129
8	Ricker Yorkshires, OH.....	126
9	Hilman B. Schroeder, WI.....	124
10	Aimee & Lynsee Shaffer, IN.....	121
11	Lorenzen Farms, IL.....	108
12	Oklahoma State University, OK.....	80
12	Zach & Katie Loppnow Kristin & Kari Boyum, MN.....	80
13	Grimm Purebreds, IA.....	76
25	Drake Purebred Farms, IN.....	72
15	Randal & Terrell Buck, OK.....	71
16	Cedar Ridge Farms, Inc., IL.....	68
17	Compart's Boar Store, Inc., MN.....	65
17	Maynard Hahn & Family, IN.....	65
18	Platt Show Pigs, IN.....	63
19	Showtime Sires, IL.....	62
20	Mark & Sandy Ottenwalter, CA.....	59
21	Nathan Weisinger, IA.....	57
22	Isla Grande Farms, OH.....	54
22	Jerry Pippin, OK.....	54
22	McGrew Showpigs, IL.....	54
22	Todd & Matt Cherney, WI.....	54

# Top Junior Recorders

## Duroc

Rank	Junior Recorder	Litters
1	Sierra & Sage Stephens, TX.....	34
2	Elen & Troy Skaar, MN.....	27
3	Abigayle E. Bartholomew, TN.....	20
4	Meeker Show Team, IL.....	16
5	Hope & Gracie Flaspohler, IN.....	15

## Landrace

Rank	Junior Recorder	Litters
1	Sierra & Sage Stephens, TX.....	13
2	Brennen & Khyleigh North, IN.....	5
3	Cailyn Andrews, IL.....	4
4	Nathaniel Klinefelter, IL.....	4
5	Caden/Colsen/Ceaten Brubaker, IN.....	4

## Hampshire

Rank	Junior Recorder	Litters
1	Trevor Peters, IN.....	33
2	Trey & Cade Fecke, IL.....	24
3	Robert Meeker, IL.....	22
4	The Cain Kids, IA.....	18
5	Kole Clark, GA.....	17

## Yorkshire

Rank	Junior Recorder	Litters
1	Hope & Gracie Flaspohler, IN.....	23
2	Hunter Stephens, OK.....	19
3	Grings Kids, IA.....	14
4	Levi & Lea Kimley, OH.....	4
5	Jennifer Livermore, IL.....	13

# Top Sow Productivity Data Contributors By Firm

## Duroc

Rank	Firm	SPI Litters
1	Waldo Farms, NE.....	743
2	Whiteshire/Hamroc, IN.....	701
3	The Maschhoffs, LLC., IL.....	375
4	Cedar Ridge Farms, Inc., IL.....	325
5	Compart's Boar Store, Inc., MN.....	315

## Landrace

Rank	Firm	SPI Litters
1	The Maschhoffs, LLC., IL.....	2,358
2	Whiteshire/Hamroc, IN.....	1,062
3	Cedar Ridge Farms, Inc., IL.....	991
4	Bill & Angie Tempel, IN.....	340
5	Waldo Farms, NE.....	304

## Hampshire

Rank	Firm	SPI Litters
1	Earl L. Cain & Family, IA.....	228
2	Babcock Genetics, Inc., WI.....	140
3	Whiteshire/Hamroc, IN.....	93
4	Forkner Farms, MO.....	58
5	Cedar Ridge Farms, Inc., IL.....	52

## Yorkshire

Rank	Firm	SPI Litters
1	Whiteshire/Hamroc, IN.....	2,095
2	Cedar Ridge Farms, Inc., IL.....	1,096
3	The Maschhoffs, LLC., IL.....	896
4	Waldo Farms, NE.....	559
5	Compart's Boar Store, Inc., MN.....	505

# Top Postweaning Data Contributors By Firm

## Duroc

Rank	Firm	Records
1	Waldo Farms, NE.....	2,306
2	Whiteshire/Hamroc, IN.....	1,717
3	The Maschhoffs, LLC., IL.....	1,541
4	Compart's Boar Store, Inc., MN.....	1,189
5	Cedar Ridge Farms, Inc., IL.....	1,013

## Landrace

Rank	Firm	Records
1	The Maschhoffs, LLC., IL.....	7,626
2	Whiteshire/Hamroc, IN.....	3,077
3	Cedar Ridge Farms, Inc., IL.....	2,740
4	Waldo Farms, NE.....	1,155
5	Bill & Angie Tempel, IN.....	908

## Hampshire

Rank	Firm	Records
1	Whiteshire/Hamroc, IN.....	350
2	Babcock Genetics, Inc., WI.....	285
3	Forkner Farms, MO.....	149
4	Cedar Ridge Farms, Inc., IL.....	64
5	Mitchem Family Swine Farm, IN.....	10

## Yorkshire

Rank	Firm	Records
1	Whiteshire/Hamroc, IN.....	3,981
2	Cedar Ridge Farms, Inc., IL.....	3,953
3	The Maschhoffs, LLC., IL.....	2,778
4	Waldo Farms, NE.....	2,047
5	Compart's Boar Store, Inc., MN.....	1,048

# Top Hampshire AI Award

Firm

Hi Point Genetics, IL.....367

Certificates

# Top Landrace AI Award

Firm

Prairie State Semen, Inc., IL .....67

Certificates

# Top Yorkshire AI Award

Firm

Randal & Terrell Buck, OK.....305

Certificates

# Duroc National Premier Sire

Firm

The Cain Kids, IA.....CAIN2 King 1-1  
Bred by The Cain Kids, IA

Sire

# State Rank By Litter Recordings

Rank	State	Duroc	Hampshire	Landrace	Yorkshire	TOTAL
1	Ill.	1,336	640	3,417	3,008	8,401
2	Ind.	1,896	979	1,592	3,311	7,778
3	Iowa	640	591	6	831	2,068
4	Ohio	522	347	67	1,014	1,950
5	Neb.	788	75	363	704	1,930
6	Minn.	461	102	280	806	1,649
7	Texas	778	107	56	465	1,406
8	Mo.	273	220	152	240	885
9	Okla.	442	80	0	327	849
10	Wis.	144	236	22	201	603
11	Pa.	107	68	15	200	390
12	S.D.	126	72	0	170	368
13	Kan.	126	50	1	124	301
14	Mich.	73	61	0	137	271
15	Calif.	65	30	11	103	209
16	Ky.	18	12	7	132	169
17	Ga.	36	30	0	96	162
18	Ark.	10	0	0	135	145
19	Colo.	54	14	2	54	124
20	Md.	26	46	1	38	111



# Individual Breed Balance Sheets • Dec. 31, 2013

	Duroc	Hampshire	Landrace	Yorkshire
Cash (Deficit)	\$849	\$272	\$2,433	\$36,028
Certificates of Deposit	–	\$15,000	–	\$23,000
Accounts Receivable/(Payable)	–	–	–	\$13,333
Income Tax Receivable/(Payable)	\$4,176	\$4,176	\$1,252	\$4,176
Investments	\$40,696	\$209,412	\$36,588	\$210,827
Investment in NSR	\$294,204	\$296,823	\$61,893	\$296,863
Property and Equipment	–	–	–	\$712,768
Net Assets	\$339,925	\$525,683	\$102,166	\$1,296,995

# National Swine Registry, LLC • Balance Sheets • Dec. 31, 2013

Assets	2013	2012
<b>Current Assets</b>		
Cash	\$463,906	\$5,785
Certificates of Deposit	\$16,000	–
Accounts Receivable	\$197,017	\$232,770
Supplies Inventory, at Cost	\$22,705	\$27,734
Prepaid Expenses	\$19,442	\$14,946
<b>Total Current Assets</b>	<b>\$719,070</b>	<b>\$281,235</b>
Investments, at Market Value	\$135,578	\$138,641
Other Investments, at Cost	\$15,000	\$30,000
<b>Property and Equipment</b>		
Muscle Quality Equipment	\$8,097	\$8,097
Office Equipment	\$93,226	\$93,455
Computer Software	\$619,393	\$572,983
Computer Equipment	\$131,085	\$120,975
Vehicles	\$164,049	\$178,039
Accumulated Depreciation	(\$707,831)	(\$570,018)
Total	\$308,019	\$403,531
<b>Total Investments, Property &amp; Equipment</b>	<b>\$1,177,667</b>	<b>\$853,407</b>

Liabilities	2013	2012
<b>Current Liabilities</b>		
Current Portion of Capital Lease Obligation	\$3,900	\$2,845
Accounts Payable	\$48,583	\$37,756
Deferred Revenue	\$162,546	\$140,286
Accrued Expenses	\$8,517	\$8,775
<b>Total Current Liabilities</b>	<b>\$223,546</b>	<b>\$189,662</b>
Capital Lease Obligation, Less Current Portion	\$4,335	\$8,235
<b>Total Liabilities</b>	<b>\$227,881</b>	<b>\$197,897</b>

Members' Equity	2013	2012
United Duroc Swine Registry	\$294,205	\$205,975
American Yorkshire Club	\$296,864	\$208,634
Hampshire Swine Registry	\$296,824	\$208,594
American Landrace Association	\$61,893	\$32,307
Total	\$949,786	\$655,510
<b>Total Members' Equity</b>	<b>\$1,177,667</b>	<b>\$853,407</b>

# National Swine Registry, LLC

## Schedule of Operating Revenue and Expense • Dec. 31, 2013

General Services Revenue		
	2013	2012
Maintenance Fees	\$135,615	\$134,475
AI Certificates	\$176,835	\$173,300
STAGES™	\$228	\$3,898
Senior Membership	\$2,590	\$2,590
International Consulting	\$600	–
Market Assistance	\$132,111	\$132,454
Rent-ABA	\$7,200	\$5,400
Investment Income	\$6,130	\$7,412
Finance Charges	\$24,387	\$21,983
Miscellaneous	\$2,254	\$217
<b>Total-General Services Revenue</b>	<b>\$487,950</b>	<b>\$481,729</b>
Publications Revenue		
	2013	2012
Advertising	\$485,702	\$505,428
Web Page Links	\$1,300	\$800
Subscriptions & Seedstock Source	\$46,695	\$47,865
<b>Total-Publication Revenue</b>	<b>\$533,697</b>	<b>\$554,093</b>
Publications Production Costs		
	2013	2012
Printing	\$124,500	\$111,660
Photo Finishing	\$2,824	\$3,646
Professional Photography	\$8,624	\$6,580
Travel	\$3,334	\$4,010
Mailing	\$47,858	\$35,998
Supplies	\$6,008	\$5,343
Salaries	\$134,848	\$154,705
GeneLink Polybag (NHF)	\$19,997	\$17,857
Miscellaneous	\$1,766	\$594
IT/Website Allocation	\$28,774	\$25,540
Field Staff Allocation	\$134,758	\$130,052
<b>Total Publication Production Costs</b>	<b>\$513,291</b>	<b>\$495,985</b>
<b>Publications Revenue minus Expense</b>	<b>\$20,406</b>	<b>\$58,108</b>

<b>Supplies</b>		<b>2013</b>	<b>2012</b>
Revenue-Gross Sales		\$26,941	\$25,039
Cost of Sales-Purchases		\$14,797	\$9,441
Supplies Revenue minus Expenses		\$12,144	\$15,598
<b>Shows and Sales Revenue</b>			
<b>Shows and Sales Revenue</b>		<b>2013</b>	<b>2012</b>
Gross Sales		\$4,169,292	\$4,019,534
Entry Fees		\$439,411	\$385,701
NJSA Donations		\$261,673	\$203,568
Total Shows and Sales Revenue		\$4,870,376	\$4,608,803
<b>Shows and Sales Expenses</b>			
<b>Shows and Sales Expenses</b>		<b>2013</b>	<b>2012</b>
Cost of Shows		\$702,831	\$681,992
Consignor Payments		\$3,489,776	\$3,407,729
Field Staff Salary and Expense Allocation		\$97,006	\$92,889
Office Staff Salary Allocation		\$117,165	\$113,763
Web Page Allocation		\$4,631	-
Total Shows and Sales Expenses		\$4,411,409	\$4,296,373
Shows and Sales Revenue minus Expenses		\$458,967	\$312,430
<b>Field Staff Revenue</b>			
<b>Field Staff Revenue</b>		<b>2013</b>	<b>2012</b>
Insurance Service Fees		\$2,995	\$1,579
Sales Service Fees		\$14,400	\$15,900
Total Field Staff Revenue		\$17,395	\$17,479
<b>Field Staff Expenses</b>			
<b>Field Staff Expenses</b>		<b>2013</b>	<b>2012</b>
Training		\$1,349	\$2,121
Field Staff Payroll		\$255,644	\$232,129
Travel		\$81,251	\$93,001
Telephone		\$8,926	\$11,068
Miscellaneous		\$313	\$2,008
Publication Allocation		(\$134,758)	(\$130,052)
Shows and Sales Allocation		(\$97,006)	(\$92,889)
Total Field Staff Expenses		\$115,719	\$117,386
Field Staff Revenue minus Expenses		(\$98,324)	(\$99,907)

<b>Pedigree Revenue</b>		<b>2013</b>	<b>2012</b>
Litter Registrations		\$601,801	\$564,335
Transfers		\$78,835	\$75,917
Breed Projects		\$57,276	\$49,359
Miscellaneous		\$75,388	\$58,019
<b>Total Pedigree Revenue</b>		<b>\$813,300</b>	<b>\$747,630</b>
<b>Pedigree Expenses</b>		<b>2013</b>	<b>2012</b>
Pedigree Salaries		\$460,505	\$455,053
Postage		\$28,604	\$41,242
Registration Supplies		\$6,466	\$3,415
General Supplies		\$2,360	\$3,191
Office Staff Salary Allocation		(\$117,165)	(\$113,763)
<b>Total Pedigree Expenses</b>		<b>\$380,770</b>	<b>\$389,138</b>
<b>Pedigree Revenue minus Expenses</b>		<b>\$432,350</b>	<b>\$358,492</b>
<b>NSR Promotion Expense</b>		<b>2013</b>	<b>2012</b>
Advertising		\$17,469	\$42,090
Awards		\$7,891	\$7,431
Trade Show		\$416	\$3,371
Pedigreed Barrow Premiums		\$3,750	–
International Marketing		\$72,438	\$139,384
NJSA Pinnacle		\$12,280	\$12,039
<b>Total NSR Promotion Expense</b>		<b>\$114,244</b>	<b>\$204,315</b>
<b>Research and Development Expenses</b>		<b>2013</b>	<b>2012</b>
Genetic and Technology Salaries		\$122,090	\$84,978
Genetic Advisory Committee		\$3,358	–
DNA Testing		\$4,330	\$5,354
Genetic and Technology Misc.		\$1,450	\$4,886
Travel-Genetic and Technology Staff		\$12,128	\$11,983
Research Funds		\$26,702	\$70,666
<b>Total Research and Development Expenses</b>		<b>\$170,058</b>	<b>\$177,867</b>

Occupancy Expense	2013	2012
Electric	\$7,081	\$7,944
Gas	\$1,733	\$1,238
Water	\$4,454	\$5,675
Pest Control	\$297	\$351
<b>Total Occupancy Expense</b>	<b>\$13,565</b>	<b>\$15,208</b>
Travel	\$9,335	\$14,169
Miscellaneous	\$1,575	\$3,115
<b>Total Officers Expenses</b>	<b>\$10,910</b>	<b>\$17,284</b>
Administrative and General Expense	2013	2012
Office Supplies	\$23,898	\$16,796
Office Equipment Rental	\$16,199	\$18,162
Computer Equipment Maintenance	\$68,980	\$58,098
Office Equipment Repair	\$3,772	\$4,613
Janitor	\$7,555	\$7,410
Trash Removal	\$1,777	\$1,837
Telephone	\$3,815	\$2,666
Software Labor	\$2,647	\$1,156
Interest	\$3,148	\$3,918
Legal and Accounting	\$31,017	\$41,132
Depreciation	\$168,804	\$149,869
Bank Charges	\$37,386	\$39,042
Bad Debt Expense	\$4,609	\$13,185
Insurance	\$142,165	\$138,055
Auto Insurance	\$5,159	\$7,244
Committee Expense	\$35,125	\$31,747
Annual Meeting	\$11,451	\$14,878
Membership Fees and Dues	\$4,355	\$12,387
Miscellaneous Employee Expense	\$19,662	\$6,421
Pension	\$35,260	\$32,866
FICA	\$72,672	\$5,206
Web Page	\$9,262	\$7,017

<b>Long Range Strategic Plan</b>	<b>\$100</b>	<b>-</b>
<b>Building Rent</b>	<b>\$20,000</b>	<b>\$20,000</b>
<b>Miscellaneous</b>	<b>\$84</b>	<b>\$30</b>
<b>Magazine Allocation</b>	<b>(\$28,774)</b>	<b>(\$25,540)</b>
<b>Shows and Sales Allocation</b>	<b>(\$4,631)</b>	<b>-</b>
<b>Total Administrative and General Expenses</b>	<b>\$695,497</b>	<b>\$664,835</b>
<b>Tax Expense</b>		
	<b>2013</b>	<b>2012</b>
<b>Unemployment Taxes</b>	<b>\$7,897</b>	<b>\$7,654</b>
<b>Miscellaneous Taxes</b>	<b>\$32</b>	<b>\$14</b>
<b>Total Tax Expense</b>	<b>\$7,929</b>	<b>\$7,668</b>

# National Swine Registry, LLC

## Statements of Income (LOSS) • Dec. 31, 2013

<b>Net Income (Loss)</b>		
<b>From Specific Operations</b>	<b>2013</b>	<b>2012</b>
General Services Revenue	\$487,950	\$481,729
Seedstock Edge Magazine	\$20,406	\$58,108
Sale of Supplies	\$12,144	\$15,598
Shows and Sales	\$458,967	\$312,430
Field Staff	(\$98,324)	(\$99,907)
Pedigree	\$432,530	\$358,492
Custom Projects	\$19,147	\$10,100
<b>Total Revenue Before Operating Expenses</b>	<b>\$1,332,820</b>	<b>\$1,136,550</b>
<b>Operating Expenses</b>		
Promotion	\$114,244	\$204,315
Research and Development	\$170,058	\$177,867
Occupancy	\$13,565	\$15,208
Officer's Expenses	\$10,910	\$17,284
Administrative and General	\$695,497	\$664,835
Taxes	\$7,929	\$7,668
<b>Total Operating Expenses</b>	<b>\$1,012,203</b>	<b>\$1,087,177</b>
<b>Total Operating Income</b>	<b>\$320,617</b>	<b>\$49,373</b>
<b>Other Income (Expenses)</b>		
Loss on Disposal of Equipment	–	(\$20,713)
Realized Gain (Loss) on Investments	\$3,831	\$2,827
Unrealized Gain (Loss) on Investments	\$5,506	\$9,271
Impairment (Loss) on Other Investments	(\$15,000)	–
<b>Total Other Income (Expenses)</b>	<b>(\$5,663)</b>	<b>(\$8,615)</b>
<b>Net Income</b>	<b>\$314,954</b>	<b>\$40,758</b>



2639 Yeager Road  
West Lafayette, IN 47906  
Phone: 765.463.3594  
Fax: 765.497.2959  
*nationalswine.com*