

NSCA
EOY 2014 PROFIT LOSS
ACTUALS
(NEW FORMAT)

| | NSCA | MARKETING | USA SC TEAM | NSCA DIVISION TOTAL | PAN AM | NATIONALS | OTHER NSCA REG. EVENTS | TOTAL INCLUDING NSCA EVENTS |
|---|--------------|-------------|-------------|---------------------|------------|--------------|------------------------|-----------------------------|
| REVENUE | | | | | | | | |
| MEMBERSHIP DUES | \$ 891,622 | \$ - | \$ - | \$ 891,622 | \$ - | \$ - | \$ - | \$ 891,622 |
| DAILY / TARGET FEES | \$ 773,574 | \$ - | \$ - | \$ 773,574 | \$ - | \$ - | \$ - | \$ 773,574 |
| NSCA MARKETING FUNDS (TARGET FEES) | \$ - | \$ 255,034 | \$ - | \$ 255,034 | \$ - | \$ - | \$ - | \$ 255,034 |
| EVENT REVENUE | \$ 12,500 | \$ - | \$ - | \$ 12,500 | \$ 217,069 | \$ - | \$ 50,419 | \$ 2,082,332 |
| DONATIONS / SPONSORSHIPS / AFFINITY CONTRIBUTIONS | \$ 60,699 | \$ - | \$ 478,287 | \$ 538,986 | \$ 5,039 | \$ - | \$ - | \$ 646,938 |
| INSTRUCTOR PROGRAM | \$ 154,836 | \$ - | \$ - | \$ 154,836 | \$ - | \$ - | \$ - | \$ 154,836 |
| RENTAL INCOME | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| OTHER REVENUE | \$ 23,544 | \$ - | \$ - | \$ 23,544 | \$ - | \$ - | \$ - | \$ 23,544 |
| TOTAL REVENUE | \$ 1,916,775 | \$ 255,034 | \$ 478,287 | \$ 2,650,096 | \$ 222,108 | \$ 1,905,257 | \$ 50,419 | \$ 4,827,830 |
| EXPENSES | | | | | | | | |
| MEMBER AND MEMBER CLUB EXPENSES | \$ 49,645 | \$ - | \$ - | \$ 49,645 | \$ - | \$ - | \$ - | \$ 49,645 |
| DIRECT EVENT/PROGRAM EXPENSES | \$ - | \$ - | \$ 422,207 | \$ 422,207 | \$ 124,802 | \$ 19,455 | \$ - | \$ 1,581,391 |
| STAFF SALARIES AND WAGES ** | \$ 290,054 | \$ - | \$ 41,192 | \$ 331,246 | \$ 34,703 | \$ 8,753 | \$ 2,137 | \$ 376,819 |
| EVENT WAGES - TEMP. EMPLOYEES (INCL. LOADERS, CASHIERS, ETC.)-HOT | \$ - | \$ - | \$ - | \$ - | \$ 53,652 | \$ 4,715 | \$ 288 | \$ 58,655 |
| ALLOCATED SALARIES - UPPER ALLOCABLE MANAGEMENT (ED, DF, DIT, HR) | \$ 134,140 | \$ - | \$ - | \$ 134,140 | \$ - | \$ - | \$ - | \$ 134,140 |
| SUB-TOTAL SALARIES AND WAGES | \$ 424,194 | \$ - | \$ 41,192 | \$ 465,386 | \$ 13,448 | \$ 2,425 | \$ - | \$ 569,614 |
| FRINGE (EMPLOYMENT TAXES, HEALTH INSURANCE, WORKERS COMP, ETC.) | \$ 115,243 | \$ - | \$ 3,611 | \$ 118,854 | \$ - | \$ - | \$ - | \$ 118,854 |
| EVENT CONTRACTORS (CERT. REFEREES AND SHOOT MGMT. COMPANIES) | \$ - | \$ - | \$ - | \$ - | \$ 220,118 | \$ 25,974 | \$ 6,630 | \$ 252,722 |
| TOTAL PERSONNEL EXPENSES | \$ 539,437 | \$ - | \$ 44,803 | \$ 584,240 | \$ 39,422 | \$ 9,055 | \$ - | \$ 941,190 |
| G&A EXPENSES (PROGRAM SPECIFIC) ** | \$ 273,999 | \$ - | \$ - | \$ 273,999 | \$ - | \$ - | \$ - | \$ 273,999 |
| G&A EXPENSES (ALLOCATED)*** | \$ 235,630 | \$ - | \$ - | \$ 235,630 | \$ - | \$ - | \$ - | \$ 235,630 |
| PUBLIC RELATIONS / PROMOTIONS EXPENSES / TRAVEL | \$ 61,054 | \$ - | \$ - | \$ 61,054 | \$ - | \$ - | \$ - | \$ 61,054 |
| NSCA MARKETING FUND EXPENSES | \$ - | \$ 301,495 | \$ - | \$ 301,495 | \$ - | \$ - | \$ - | \$ 301,495 |
| MAGAZINE EXPENSES | \$ 365,454 | \$ - | \$ - | \$ 365,454 | \$ - | \$ - | \$ - | \$ 365,454 |
| PROPERTY TAXES AND DEPRECIATION | \$ 45,855 | \$ - | \$ - | \$ 45,855 | \$ 32,300 | \$ - | \$ - | \$ 160,555 |
| OTHER EXPENSES | \$ 20,410 | \$ - | \$ - | \$ 20,410 | \$ - | \$ - | \$ - | \$ 20,410 |
| TOTAL EXPENSES | \$ 1,591,484 | \$ 301,495 | \$ 467,010 | \$ 2,359,989 | \$ 196,524 | \$ 1,405,799 | \$ 28,510 | \$ 3,990,822 |
| NET OPERATING SURPLUS / (DEFICIT) | \$ 325,291 | \$ (46,461) | \$ 11,277 | \$ 290,107 | \$ 25,584 | \$ 21,909 | \$ - | \$ 837,058 |
| INVESTMENT ACTIVITY | | | | | | | | |
| INVESTMENT INCOME LESS BROKERAGE FEES | \$ 71,129 | \$ - | \$ - | \$ 71,129 | \$ - | \$ - | \$ - | \$ 71,129 |
| LESS: INTEREST EXPENSE - FROST BANK | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| NET INVESTMENT ACTIVITY | \$ 71,129 | \$ - | \$ - | \$ 71,129 | \$ - | \$ - | \$ - | \$ 71,129 |
| TOTAL NET SURPLUS / (DEFICIT) | \$ 396,420 | \$ (46,461) | \$ 11,277 | \$ 361,236 | \$ 25,584 | \$ 21,909 | \$ - | \$ 908,187 |

* INCLUDES DEPT. DIRECTORS (I.E. NSCA/NSCA/NSC) AND ALL PERMANENT STAFF (BOTH PT & FT) AS REFLECTED ON TIME CARDS, BUT EXCLUDES EXEC. DIR. / FIN DIR. / IT DIR. / HUMAN RESOURCES ADM.; EXCLUDES EVENT OT AND TEMP. EVENT EMPLOYEES.
 ** BANKING/FINANCE, BOARD/COMMITTEES, SCHOLARSHIPS/DONATIONS, DUES/SUBSCRIPTIONS, FIELD/ZONE GRANTS, INSTRUCTOR SCHOOL, LEAGUE & SWEEPSTAKES, MAINT./REPAIR, OFF. SUPPLIES, POSTAGE/FREIGHT, STAFF DEVELOPMENT
 *** CONSULTING, DP SUPPLIES/SERV., EQUIP. RENTAL, HOF/MUSEUM, PROP/LAB. INSUR., JANITORIAL, LEGAL/PROF., TELEPHONE, UTILITIES