

	NSCA	NSCA	USA SC	NSCA	NATIONALS	OTHER NSCA	TOTAL
	MARKETING	TEAM	DIVISION	REG. EVENTS	NSCA KIDS & CLAYS	REG. EVENTS	INCLUDING NSCA
			TOTAL				EVENTS
REVENUE							
MEMBERSHIP DUES	\$ 542,868	\$ -	\$ 542,868	\$ -	\$ -	\$ -	\$ 542,868
DAILY / TARGET FEES	\$ 90,373	\$ -	\$ 90,373	\$ -	\$ -	\$ -	\$ 90,373
NSCA MARKETING FUNDS (TARGET FEES)	\$ -	\$ 30,045	\$ 30,045	\$ -	\$ -	\$ -	\$ 30,045
EVENT REVENUE	\$ -	\$ -	\$ -	\$ 9,943	\$ -	\$ -	\$ 9,943
DONATIONS / SPONSORSHIPS / FUNDRAISING / AFFINITY CONTRIBUTIONS	\$ 1,940	\$ -	\$ 1,943	\$ -	\$ -	\$ -	\$ 21,353
INSTRUCTOR PROGRAM	\$ 23,605	\$ -	\$ 23,605	\$ -	\$ -	\$ -	\$ 23,605
RENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER REVENUE	\$ 5,556	\$ -	\$ 5,556	\$ -	\$ -	\$ -	\$ 5,556
TOTAL REVENUE	\$ 664,342	\$ 30,045	\$ 713,800	\$ -	\$ 9,943	\$ -	\$ 723,743
EXPENSES							
MEMBER AND MEMBER CLUB EXPENSES	\$ 15,898	\$ -	\$ 15,898	\$ -	\$ -	\$ -	\$ 15,898
DIRECT EVENT/PROGRAM EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,959	\$ 2,959
STAFF SALARIES AND WAGES *	\$ 78,328	\$ -	\$ 78,328	\$ -	\$ 55	\$ 1,071	\$ 79,454
EVENT WAGES - TEMP. EMPLOYEES (INCL. LOADERS, CASHIERS, ETC.)+HOT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ALLOCATED SALARIES - UPPER ALLOCABLE MANAGEMENT (ED, DF, DIT, HR)	\$ 48,045	\$ -	\$ 48,045	\$ -	\$ -	\$ -	\$ 48,045
SUB-TOTAL SALARIES AND WAGES	\$ 126,373	\$ -	\$ 126,373	\$ -	\$ 55	\$ 1,071	\$ 127,499
FRINGE (EMPLOYMENT TAXES, HEALTH INSURANCE, WORKERS COMP, ETC.)	\$ 36,201	\$ -	\$ 36,201	\$ -	\$ -	\$ -	\$ 36,201
EVENT CONTRACTORS (CERT. REFRESHS AND SHOOT MGMT. COMPANIES)	\$ -	\$ -	\$ -	\$ 6,400	\$ -	\$ -	\$ 6,400
TOTAL PERSONNEL EXPENSES	\$ 162,574	\$ -	\$ 162,574	\$ 6,400	\$ 55	\$ 1,071	\$ 170,100
G&A EXPENSES (PROGRAM SPECIFIC) **	\$ 59,635	\$ -	\$ 59,635	\$ -	\$ -	\$ -	\$ 60,534
G&A EXPENSES (ALLOCATED)***	\$ 46,576	\$ -	\$ 46,576	\$ -	\$ -	\$ -	\$ 46,576
PUBLIC RELATIONS / PROMOTIONS EXPENSES / TRAVEL	\$ 6,132	\$ 85,449	\$ 91,581	\$ -	\$ -	\$ -	\$ 91,581
NSCA MARKETING FUND EXPENSES	\$ -	\$ 70,631	\$ 70,631	\$ -	\$ -	\$ -	\$ 70,631
MAGAZINE NET EXPENSES	\$ 67,287	\$ -	\$ 67,287	\$ -	\$ -	\$ -	\$ 67,287
PROPERTY TAXES AND DEPRECIATION	\$ 19,001	\$ -	\$ 19,001	\$ -	\$ -	\$ -	\$ 19,001
OTHER EXPENSES	\$ 13,393	\$ -	\$ 13,393	\$ -	\$ -	\$ -	\$ 13,393
TOTAL EXPENSES	\$ 390,496	\$ 70,631	\$ 587,475	\$ 6,400	\$ 55	\$ 4,030	\$ 597,960
NET OPERATING SURPLUS / (DEFICIT)	\$ 273,846	\$ (40,586)	\$ (106,935)	\$ (6,400)	\$ (55)	\$ 5,913	\$ 125,783
INVESTMENT ACTIVITY							
INVESTMENT INCOME NET MKT LOSS LESS BROKERAGE FEES	\$ (73,798)	\$ -	\$ (73,798)	\$ -	\$ -	\$ -	\$ (73,798)
LESS: INTEREST EXPENSE - FROST BANK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
NET INVESTMENT ACTIVITY	\$ (73,798)	\$ -	\$ (73,798)	\$ -	\$ -	\$ -	\$ (73,798)
TOTAL NET SURPLUS / DEFICIT ****	\$ 200,048	\$ (40,586)	\$ (106,935)	\$ (6,400)	\$ (55)	\$ 5,913	\$ 51,985

* INCLUDES DEPT. DIRECTORS (I.E. NSCA/NSCA) 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, DUES/SUBSCRIPTIONS, FIELD/ZONE GRANTS, INSTRUCTOR SCHOOL, LEAGUE & SWEETSTAKES, MAINT./REPAIR, OFF. SUPPLIES, POSTAGE/FREIGHT, STAFF DEVELOPMENT
 **** CONSULTING, DP SUPPLIES/SERV., EQUIP. RENTAL, HOF/MUSEUM, PROF/LIAB. INSUR., JANITORIAL, LEGAL/PROF., TELEPHONE, UTILITIES
 ***** FY2016 BEGAN WITH CARRYOVER FUNDING OF \$325,240 FOR MARKETING AND \$168,350 FOR THE USA SPORTING CLAYS TEAM, RESPECTIVELY.