

NSCA DIVISION
 EOFY 2016
 PROFIT LOSS
 ACTUALS

	<u>NSCA</u>		<u>USA SC</u>	<u>NSCA</u>	<u>OTHER NSCA</u>			<u>TOTAL</u>
	<u>NSCA</u>	<u>MARKETING</u>	<u>TEAM</u>	<u>DIVISION</u>	<u>NATIONALS</u>	<u>NSCA KIDS & CLAYS</u>	<u>REG. EVENTS</u>	<u>INCLUDING</u>
				<u>TOTAL</u>				<u>NSCA EVENTS</u>
REVENUE								
MEMBERSHIP DUES	\$ 853,656	\$ -	\$ -	\$ 853,656	\$ -	\$ -	\$ -	\$ 853,656
DAILY / TARGET FEES	\$ 793,089	\$ -	\$ -	\$ 793,089	\$ -	\$ -	\$ -	\$ 793,089
NSCA MARKETING FUNDS (TARGET FEES)	\$ -	\$ 264,363	\$ -	\$ 264,363	\$ -	\$ -	\$ -	\$ 264,363
EVENT REVENUE	\$ -	\$ -	\$ -	\$ -	\$ 1,771,054	\$ 58,236	\$ 110,945	\$ 1,940,235
DONATIONS / SPONSORSHIPS / FUNDRAISING / AFFINITY CONTRIBUTIONS	\$ 45,791	\$ -	\$ 195,322	\$ 241,113	\$ 111,121	\$ -	\$ -	\$ 352,234
INSTRUCTOR PROGRAM	\$ 101,245	\$ -	\$ -	\$ 101,245	\$ -	\$ -	\$ -	\$ 101,245
RENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER REVENUE	\$ 33,092	\$ -	\$ -	\$ 33,092	\$ 9,257	\$ 215	\$ 421	\$ 42,985
				\$ -				\$ -
TOTAL REVENUE	\$ 1,826,873	\$ 264,363	\$ 195,322	\$ 2,286,558	\$ 1,891,432	\$ 58,451	\$ 111,366	\$ 4,347,807
EXPENSES								
MEMBER AND MEMBER CLUB EXPENSES	\$ 72,027	\$ -	\$ 401	\$ 72,428	\$ -	\$ -	\$ -	\$ 72,428
DIRECT EVENT/PROGRAM EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ 994,427	\$ 32,529	\$ 40,714	\$ 1,067,670
STAFF SALARIES AND WAGES *	\$ 304,828	\$ -	\$ 35,385	\$ 340,213	\$ 80,328	\$ 6,716	\$ 5,510	\$ 432,767
EVENT WAGES - TEMP. EMPLOYEES (INCL. LOADERS, CASHIERS, ETC.)+OT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ALLOCATED SALARIES - UPPER ALLOCABLE MANAGEMENT (ED, DF, DIT, HR)	\$ 165,035	\$ -	\$ -	\$ 165,035	\$ -	\$ -	\$ -	\$ 165,035
SUB-TOTAL SALARIES AND WAGES	\$ 469,863	\$ -	\$ 35,385	\$ 505,248	\$ 80,328	\$ 6,716	\$ 5,510	\$ 597,802
FRINGE (EMPLOYMENT TAXES, HEALTH INSURANCE, WORKERS COMP, ETC.)	\$ 121,739	\$ -	\$ 2,707	\$ 124,446	\$ -	\$ -	\$ -	\$ 124,446
EVENT CONTRACTORS (CERT. REFEREES AND SHOOT MGMT. COMPANIES)	\$ -	\$ -	\$ -	\$ -	\$ 275,226	\$ 13,273	\$ 4,930	\$ 293,429
TOTAL PERSONNEL EXPENSES	\$ 591,602	\$ -	\$ 38,092	\$ 629,694	\$ 355,554	\$ 19,989	\$ 10,440	\$ 1,015,677
G&A EXPENSES (PROGRAM SPECIFIC) **	\$ 203,884	\$ -	\$ 1,829	\$ 205,713	\$ -	\$ -	\$ -	\$ 205,713
G&A EXPENSES (ALLOCATED)***	\$ 208,743	\$ -	\$ -	\$ 208,743	\$ 400	\$ 103	\$ -	\$ 209,246
PUBLIC RELATIONS / PROMOTIONS EXPENSES / TRAVEL	\$ 72,939	\$ -	\$ 236,754	\$ 309,693	\$ -	\$ -	\$ -	\$ 309,693
NSCA MARKETING FUND EXPENSES	\$ -	\$ 302,131	\$ -	\$ 302,131	\$ -	\$ -	\$ -	\$ 302,131
MAGAZINE NET EXPENSES	\$ 233,562	\$ -	\$ -	\$ 233,562	\$ -	\$ -	\$ -	\$ 233,562
PROPERTY TAXES AND DEPRECIATION	\$ 58,646	\$ -	\$ -	\$ 58,646	\$ 79,800	\$ 5,500	\$ -	\$ 143,946
OTHER EXPENSES	\$ 1,812	\$ -	\$ 40,000	\$ 41,812	\$ -	\$ -	\$ -	\$ 41,812
TOTAL EXPENSES	\$ 1,443,215	\$ 302,131	\$ 317,076	\$ 2,062,422	\$ 1,430,181	\$ 58,121	\$ 51,154	\$ 3,601,878
NET OPERATING SURPLUS / (DEFICIT)	\$ 383,658	\$ (37,768)	\$ (121,754)	\$ 224,136	\$ 461,251	\$ 330	\$ 60,212	\$ 745,929
INVESTMENT ACTIVITY								
INVESTMENT INCOME NET MKT LOSS LESS BROKERAGE FEES	\$ 43,597	\$ -	\$ -	\$ 43,597	\$ -	\$ -	\$ -	\$ 43,597
LESS: INTEREST EXPENSE - FROST BANK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
NET INVESTMENT ACTIVITY	\$ 43,597	\$ -	\$ -	\$ 43,597	\$ -	\$ -	\$ -	\$ 43,597
TOTAL NET SURPLUS / DEFICIT ****	\$ 427,255	\$ (37,768)	\$ (121,754)	\$ 267,733	\$ 461,251	\$ 330	\$ 60,212	\$ 789,526

* INCLUDES DEPT. DIRECTORS (I.E. NSSA/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/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.