

NSCA DIVISION  
Q2 FYTD2016  
PROFIT LOSS  
ACTUALS

	NSCA		USA SC	NSCA	NATIONALS	NSCA KIDS & CLAYS	OTHER NSCA	TOTAL
	NSCA	MARKETING	TEAM	DIVISION			REG. EVENTS	INCLUDING
	NSCA	MARKETING	TEAM	TOTAL				NSCA EVENTS
<b>REVENUE</b>								
MEMBERSHIP DUES	\$ 658,867	\$ -	\$ -	\$ 658,867	\$ -	\$ -	\$ -	\$ 658,867
DAILY / TARGET FEES	\$ 329,658	\$ -	\$ -	\$ 329,658	\$ -	\$ -	\$ -	\$ 329,658
NSCA MARKETING FUNDS (TARGET FEES)	\$ -	\$ 109,001	\$ -	\$ 109,001	\$ -	\$ -	\$ -	\$ 109,001
EVENT REVENUE	\$ -	\$ -	\$ -	\$ -	\$ 1,870	\$ 58,236	\$ -	\$ 60,106
DONATIONS / SPONSORSHIPS / FUNDRAISING / AFFINITY CONTRIBUTIONS	\$ 8,038	\$ -	\$ 107,930	\$ 115,968	\$ 49,266	\$ -	\$ -	\$ 165,234
INSTRUCTOR PROGRAM	\$ 69,810	\$ -	\$ -	\$ 69,810	\$ -	\$ -	\$ -	\$ 69,810
RENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER REVENUE	\$ 10,633	\$ -	\$ -	\$ 10,633	\$ -	\$ 215	\$ -	\$ 10,848
				\$ -				
<b>TOTAL REVENUE</b>	<b>\$ 1,077,006</b>	<b>\$ 109,001</b>	<b>\$ 107,930</b>	<b>\$ 1,293,937</b>	<b>\$ 51,136</b>	<b>\$ 58,451</b>	<b>\$ -</b>	<b>\$ 1,403,524</b>
<b>EXPENSES</b>								
MEMBER AND MEMBER CLUB EXPENSES	\$ 39,878	\$ -	\$ 401	\$ 40,279	\$ -	\$ -	\$ -	\$ 40,279
DIRECT EVENT/PROGRAM EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ 4,028	\$ 32,529	\$ -	\$ 36,557
STAFF SALARIES AND WAGES *	\$ 161,188	\$ -	\$ 7,692	\$ 168,880	\$ 228	\$ 6,716	\$ -	\$ 175,824
EVENT WAGES - TEMP. EMPLOYEES (INCL. LOADERS, CASHIERS, ETC.)+OT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ALLOCATED SALARIES - UPPER ALLOCABLE MANAGEMENT (ED, DF, DIT, HR)	\$ 86,351	\$ -	\$ -	\$ 86,351	\$ -	\$ -	\$ -	\$ 86,351
<b>SUB-TOTAL SALARIES AND WAGES</b>	<b>\$ 247,539</b>	<b>\$ -</b>	<b>\$ 7,692</b>	<b>\$ 255,231</b>	<b>\$ 228</b>	<b>\$ 6,716</b>	<b>\$ -</b>	<b>\$ 262,175</b>
FRINGE (EMPLOYMENT TAXES, HEALTH INSURANCE, WORKERS COMP, ETC.)	\$ 58,445	\$ -	\$ 588	\$ 59,033	\$ -	\$ -	\$ -	\$ 59,033
EVENT CONTRACTORS (CERT. REFEREES AND SHOOT MGMT. COMPANIES)	\$ -	\$ -	\$ -	\$ -	\$ 13,000	\$ 13,273	\$ -	\$ 26,273
<b>TOTAL PERSONNEL EXPENSES</b>	<b>\$ 305,984</b>	<b>\$ -</b>	<b>\$ 8,280</b>	<b>\$ 314,264</b>	<b>\$ 13,228</b>	<b>\$ 19,989</b>	<b>\$ -</b>	<b>\$ 347,481</b>
G&A EXPENSES (PROGRAM SPECIFIC) **	\$ 104,648	\$ -	\$ 821	\$ 105,469	\$ -	\$ -	\$ -	\$ 105,469
G&A EXPENSES (ALLOCATED)***	\$ 91,572	\$ -	\$ -	\$ 91,572	\$ 400	\$ 103	\$ -	\$ 92,075
PUBLIC RELATIONS / PROMOTIONS EXPENSES / TRAVEL	\$ 11,944	\$ -	\$ 146,414	\$ 158,358	\$ -	\$ -	\$ -	\$ 158,358
NSCA MARKETING FUND EXPENSES	\$ -	\$ 173,026	\$ -	\$ 173,026	\$ -	\$ -	\$ -	\$ 173,026
MAGAZINE NET EXPENSES	\$ 66,516	\$ -	\$ -	\$ 66,516	\$ -	\$ -	\$ -	\$ 66,516
PROPERTY TAXES AND DEPRECIATION	\$ 27,113	\$ -	\$ -	\$ 27,113	\$ -	\$ 5,500	\$ -	\$ 32,613
OTHER EXPENSES	\$ 1,050	\$ -	\$ 40,000	\$ 41,050	\$ -	\$ -	\$ -	\$ 41,050
<b>TOTAL EXPENSES</b>	<b>\$ 648,705</b>	<b>\$ 173,026</b>	<b>\$ 195,916</b>	<b>\$ 1,017,647</b>	<b>\$ 17,656</b>	<b>\$ 58,121</b>	<b>\$ -</b>	<b>\$ 1,093,424</b>
<b>NET OPERATING SURPLUS / (DEFICIT)</b>	<b>\$ 428,301</b>	<b>\$ (64,025)</b>	<b>\$ (87,986)</b>	<b>\$ 276,290</b>	<b>\$ 33,480</b>	<b>\$ 330</b>	<b>\$ -</b>	<b>\$ 310,100</b>
<b>INVESTMENT ACTIVITY</b>								
INVESTMENT INCOME NET MKT LOSS LESS BROKERAGE FEES	\$ 8,410	\$ -	\$ -	\$ 8,410	\$ -	\$ -	\$ -	\$ 8,410
LESS: INTEREST EXPENSE - FROST BANK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>NET INVESTMENT ACTIVITY</b>	<b>\$ 8,410</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 8,410</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 8,410</b>
<b>TOTAL NET SURPLUS / DEFICIT ****</b>	<b>\$ 436,711</b>	<b>\$ (64,025)</b>	<b>\$ (87,986)</b>	<b>\$ 284,700</b>	<b>\$ 33,480</b>	<b>\$ 330</b>	<b>\$ -</b>	<b>\$ 318,510</b>

\* 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.