

NSCA DIVISION  
EOQ1 FYTD 2017  
PROFIT LOSS  
ACTUALS

	NSCA			NSCA	NATIONALS	WORLD ENGLISH SC	OTHER NSCA	TOTAL
	NSCA	MARKETING	USA SC TEAM	DIVISION TOTAL		CHAMPIONSHIP	REG. EVENTS	INCLUDING NSCA EVENTS
<b>REVENUE</b>								
MEMBERSHIP DUES	\$ 540,388	\$ -	\$ -	\$ 540,388	\$ -	\$ -	\$ -	\$ 540,388
DAILY / TARGET FEES	\$ 75,174	\$ -	\$ -	\$ 75,174	\$ -	\$ -	\$ -	\$ 75,174
NSCA MARKETING FUNDS (TARGET FEES)	\$ -	\$ 25,061	\$ -	\$ 25,061	\$ -	\$ -	\$ -	\$ 25,061
EVENT REVENUE	\$ -	\$ -	\$ -	\$ -	\$ 1,720	\$ 1,270	\$ 17,016	\$ 20,006
DONATIONS / SPONSORSHIPS / FUNDRAISING / AFFINITY CONTRIBUTIONS	\$ 19,132	\$ -	\$ 36,413	\$ 55,545	\$ 12,000	\$ 12,250	\$ -	\$ 79,795
INSTRUCTOR PROGRAM	\$ 20,575	\$ -	\$ -	\$ 20,575	\$ -	\$ -	\$ -	\$ 20,575
RENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER REVENUE	\$ 3,547	\$ 37,500	\$ -	\$ 41,047	\$ -	\$ -	\$ -	\$ 41,047
				\$ -				\$ -
<b>TOTAL REVENUE</b>	<b>\$ 658,816</b>	<b>\$ 62,561</b>	<b>\$ 36,413</b>	<b>\$ 757,790</b>	<b>\$ 13,720</b>	<b>\$ 13,520</b>	<b>\$ 17,016</b>	<b>\$ 802,046</b>
<b>EXPENSES</b>								
MEMBER AND MEMBER CLUB EXPENSES	\$ 35,214	\$ -	\$ -	\$ 35,214	\$ -	\$ -	\$ -	\$ 35,214
DIRECT EVENT/PROGRAM EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,919	\$ 3,919
STAFF SALARIES AND WAGES *	\$ 95,665	\$ -	\$ 6,154	\$ 101,819	\$ 426	\$ 115	\$ 1,387	\$ 103,747
EVENT WAGES - TEMP. EMPLOYEES (INCL. LOADERS, CASHIERS, ETC.)+OT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ALLOCATED SALARIES - UPPER ALLOCABLE MANAGEMENT (ED, DF, DIT, HR)	\$ 48,039	\$ -	\$ -	\$ 48,039	\$ -	\$ -	\$ -	\$ 48,039
<b>SUB-TOTAL SALARIES AND WAGES</b>	<b>\$ 143,704</b>	<b>\$ -</b>	<b>\$ 6,154</b>	<b>\$ 149,858</b>	<b>\$ 426</b>	<b>\$ 115</b>	<b>\$ 1,387</b>	<b>\$ 151,786</b>
FRINGE (EMPLOYMENT TAXES, HEALTH INSURANCE, WORKERS COMP, ETC.)	\$ 33,333	\$ -	\$ 471	\$ 33,804	\$ -	\$ -	\$ -	\$ 33,804
EVENT CONTRACTORS (CERT. REFEREES AND SHOOT MGMT. COMPANIES)	\$ -	\$ -	\$ -	\$ -	\$ 6,600	\$ 1,650	\$ -	\$ 8,250
<b>TOTAL PERSONNEL EXPENSES</b>	<b>\$ 177,037</b>	<b>\$ -</b>	<b>\$ 6,625</b>	<b>\$ 183,662</b>	<b>\$ 7,026</b>	<b>\$ 1,765</b>	<b>\$ 1,387</b>	<b>\$ 193,840</b>
G&A EXPENSES (PROGRAM SPECIFIC) **	\$ 81,087	\$ -	\$ 706	\$ 81,793	\$ -	\$ -	\$ -	\$ 81,793
G&A EXPENSES (ALLOCATED)***	\$ 49,979	\$ -	\$ -	\$ 49,979	\$ -	\$ -	\$ -	\$ 49,979
PUBLIC RELATIONS / PROMOTIONS EXPENSES / TRAVEL	\$ 65,922	\$ -	\$ 25,803	\$ 91,725	\$ -	\$ -	\$ -	\$ 91,725
NSCA MARKETING FUND EXPENSES	\$ -	\$ 11,364	\$ -	\$ 11,364	\$ -	\$ -	\$ -	\$ 11,364
MAGAZINE NET EXPENSES	\$ 69,545	\$ -	\$ -	\$ 69,545	\$ -	\$ -	\$ -	\$ 69,545
PROPERTY TAXES AND DEPRECIATION	\$ 17,231	\$ -	\$ -	\$ 17,231	\$ -	\$ -	\$ -	\$ 17,231
OTHER EXPENSES	\$ 2,395	\$ -	\$ -	\$ 2,395	\$ -	\$ -	\$ -	\$ 2,395
<b>TOTAL EXPENSES</b>	<b>\$ 498,410</b>	<b>\$ 11,364</b>	<b>\$ 33,134</b>	<b>\$ 542,908</b>	<b>\$ 7,026</b>	<b>\$ 1,765</b>	<b>\$ 5,306</b>	<b>\$ 557,005</b>
<b>NET OPERATING SURPLUS / (DEFICIT)</b>	<b>\$ 160,406</b>	<b>\$ 51,197</b>	<b>\$ 3,279</b>	<b>\$ 214,882</b>	<b>\$ 6,694</b>	<b>\$ 11,755</b>	<b>\$ 11,710</b>	<b>\$ 245,041</b>
<b>INVESTMENT ACTIVITY</b>								
INVESTMENT INCOME NET MKT LOSS LESS BROKERAGE FEES	\$ 69,097	\$ -	\$ -	\$ 69,097	\$ -	\$ -	\$ -	\$ 69,097
LESS: INTEREST EXPENSE - FROST BANK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>NET INVESTMENT ACTIVITY</b>	<b>\$ 69,097</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 69,097</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 69,097</b>
<b>TOTAL NET SURPLUS / DEFICIT ****</b>	<b>\$ 229,503</b>	<b>\$ 51,197</b>	<b>\$ 3,279</b>	<b>\$ 283,979</b>	<b>\$ 6,694</b>	<b>\$ 11,755</b>	<b>\$ 11,710</b>	<b>\$ 314,138</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.