

NSCA DIVISION  
EOQ2 FY 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	\$ 696,545	\$ -	\$ -	\$ 696,545	\$ -	\$ -	\$ -	\$ 696,545
DAILY / TARGET FEES	\$ 445,944	\$ -	\$ -	\$ 445,944	\$ -	\$ -	\$ -	\$ 445,944
NSCA MARKETING FUNDS (TARGET FEES)	\$ -	\$ 111,379	\$ -	\$ 111,379	\$ -	\$ -	\$ -	\$ 111,379
EVENT REVENUE	\$ -	\$ -	\$ -	\$ -	\$ 1,730	\$ 692,837	\$ 17,760	\$ 712,327
DONATIONS / SPONSORSHIPS / FUNDRAISING / AFFINITY CONTRIBUTIONS	\$ 39,282	\$ -	\$ 81,310	\$ 120,592	\$ 24,000	\$ 21,250	\$ -	\$ 165,842
INSTRUCTOR PROGRAM	\$ 55,222	\$ -	\$ -	\$ 55,222	\$ -	\$ -	\$ -	\$ 55,222
RENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER REVENUE	\$ 8,144	\$ 37,500	\$ -	\$ 45,644	\$ -	\$ 5,098	\$ -	\$ 50,742
				\$ -				\$ -
<b>TOTAL REVENUE</b>	<b>\$ 1,245,137</b>	<b>\$ 148,879</b>	<b>\$ 81,310</b>	<b>\$ 1,475,326</b>	<b>\$ 25,730</b>	<b>\$ 719,185</b>	<b>\$ 17,760</b>	<b>\$ 2,238,001</b>
<b>EXPENSES</b>								
MEMBER AND MEMBER CLUB EXPENSES	\$ 65,881	\$ -	\$ -	\$ 65,881	\$ -	\$ -	\$ -	\$ 65,881
DIRECT EVENT/PROGRAM EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 374,131	\$ 4,819	\$ 378,950
STAFF SALARIES AND WAGES *	\$ 171,805	\$ -	\$ 6,154	\$ 177,959	\$ 505	\$ 32,057	\$ 1,559	\$ 212,080
EVENT WAGES - TEMP. EMPLOYEES (INCL. LOADERS, CASHIERS, ETC.)+OT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,952	\$ -	\$ 2,952
ALLOCATED SALARIES - UPPER ALLOCABLE MANAGEMENT (ED, DF, DIT, HR)	\$ 89,174	\$ -	\$ -	\$ 89,174	\$ -	\$ -	\$ -	\$ 89,174
<b>SUB-TOTAL SALARIES AND WAGES</b>	<b>\$ 260,979</b>	<b>\$ -</b>	<b>\$ 6,154</b>	<b>\$ 267,133</b>	<b>\$ 505</b>	<b>\$ 35,009</b>	<b>\$ 1,559</b>	<b>\$ 304,206</b>
FRINGE (EMPLOYMENT TAXES, HEALTH INSURANCE, WORKERS COMP, ETC.)	\$ 62,548	\$ -	\$ 471	\$ 63,019	\$ -	\$ -	\$ -	\$ 63,019
EVENT CONTRACTORS (CERT. REFEREES AND SHOOT MGMT. COMPANIES)	\$ -	\$ -	\$ -	\$ -	\$ 13,200	\$ 108,356	\$ -	\$ 121,556
<b>TOTAL PERSONNEL EXPENSES</b>	<b>\$ 323,527</b>	<b>\$ -</b>	<b>\$ 6,625</b>	<b>\$ 330,152</b>	<b>\$ 13,705</b>	<b>\$ 143,365</b>	<b>\$ 1,559</b>	<b>\$ 488,781</b>
G&A EXPENSES (PROGRAM SPECIFIC) **	\$ 141,994	\$ -	\$ 1,631	\$ 143,625	\$ -	\$ -	\$ -	\$ 143,625
G&A EXPENSES (ALLOCATED)***	\$ 107,829	\$ -	\$ 15,015	\$ 122,844	\$ -	\$ -	\$ -	\$ 122,844
PUBLIC RELATIONS / PROMOTIONS EXPENSES / TRAVEL	\$ 94,745	\$ -	\$ 49,064	\$ 143,809	\$ 2,420	\$ -	\$ -	\$ 146,229
NSCA MARKETING FUND EXPENSES	\$ -	\$ 48,199	\$ -	\$ 48,199	\$ -	\$ -	\$ -	\$ 48,199
MAGAZINE NET EXPENSES	\$ 51,877	\$ -	\$ -	\$ 51,877	\$ -	\$ -	\$ -	\$ 51,877
PROPERTY TAXES AND DEPRECIATION	\$ 24,557	\$ -	\$ -	\$ 24,557	\$ -	\$ 42,000	\$ -	\$ 66,557
OTHER EXPENSES	\$ 10,660	\$ -	\$ -	\$ 10,660	\$ -	\$ -	\$ -	\$ 10,660
<b>TOTAL EXPENSES</b>	<b>\$ 821,070</b>	<b>\$ 48,199</b>	<b>\$ 72,335</b>	<b>\$ 941,604</b>	<b>\$ 16,125</b>	<b>\$ 559,496</b>	<b>\$ 6,378</b>	<b>\$ 1,523,603</b>
<b>NET OPERATING SURPLUS / (DEFICIT)</b>	<b>\$ 424,067</b>	<b>\$ 100,680</b>	<b>\$ 8,975</b>	<b>\$ 533,722</b>	<b>\$ 9,605</b>	<b>\$ 159,689</b>	<b>\$ 11,382</b>	<b>\$ 714,398</b>
<b>INVESTMENT ACTIVITY</b>								
INVESTMENT INCOME NET MKT LOSS LESS BROKERAGE FEES	\$ 113,408	\$ -	\$ -	\$ 113,408	\$ -	\$ -	\$ -	\$ 113,408
LESS: INTEREST EXPENSE - FROST BANK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>NET INVESTMENT ACTIVITY</b>	<b>\$ 113,408</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 113,408</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 113,408</b>
<b>TOTAL NET SURPLUS / DEFICIT ****</b>	<b>\$ 537,475</b>	<b>\$ 100,680</b>	<b>\$ 8,975</b>	<b>\$ 647,130</b>	<b>\$ 9,605</b>	<b>\$ 159,689</b>	<b>\$ 11,382</b>	<b>\$ 827,806</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

\*\*\*\* FY2017 BEGAN WITH CARRYOVER FUNDING OF \$277,215 FOR MARKETING AND \$43,439 FOR THE USA SPORTING CLAYS TEAM, RESPECTIVELY.