

NSCA DIVISION
Q3 FYTD2016
PROFIT LOSS
ACTUALS

	NSCA		USA SC	NSCA	NATIONALS	NSCA KIDS & CLAYS	OTHER NSCA	TOTAL
	NSCA	MARKETING	TEAM	DIVISION			REG. EVENTS	INCLUDING NSCA
				TOTAL				EVENTS
REVENUE								
MEMBERSHIP DUES	\$ 724,213	\$ -	\$ -	\$ 724,213	\$ -	\$ -	\$ -	\$ 724,213
DAILY / TARGET FEES	\$ 587,759	\$ -	\$ -	\$ 587,759	\$ -	\$ -	\$ -	\$ 587,759
NSCA MARKETING FUNDS (TARGET FEES)	\$ -	\$ 194,464	\$ -	\$ 194,464	\$ -	\$ -	\$ -	\$ 194,464
EVENT REVENUE	\$ -	\$ -	\$ -	\$ -	\$ 1,870	\$ 58,236	\$ 64,705	\$ 124,811
DONATIONS / SPONSORSHIPS / FUNDRAISING / AFFINITY CONTRIBUTIONS	\$ 28,602	\$ -	\$ 126,757	\$ 155,359	\$ 49,266	\$ -	\$ -	\$ 204,625
INSTRUCTOR PROGRAM	\$ 90,060	\$ -	\$ -	\$ 90,060	\$ -	\$ -	\$ -	\$ 90,060
RENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER REVENUE	\$ 19,467	\$ -	\$ -	\$ 19,467	\$ -	\$ 215	\$ 392	\$ 20,074
				\$ -				
TOTAL REVENUE	\$ 1,450,101	\$ 194,464	\$ 126,757	\$ 1,771,322	\$ 51,136	\$ 58,451	\$ 65,097	\$ 1,946,006
EXPENSES								
MEMBER AND MEMBER CLUB EXPENSES	\$ 47,432	\$ -	\$ 401	\$ 47,833	\$ -	\$ -	\$ -	\$ 47,833
DIRECT EVENT/PROGRAM EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ 18,502	\$ 32,529	\$ 17,452	\$ 68,483
STAFF SALARIES AND WAGES *	\$ 232,166	\$ -	\$ 26,154	\$ 258,320	\$ 1,785	\$ 6,716	\$ 559	\$ 267,380
EVENT WAGES - TEMP. EMPLOYEES (INCL. LOADERS, CASHIERS, ETC.)+OT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ALLOCATED SALARIES - UPPER ALLOCABLE MANAGEMENT (ED, DF, DIT, HR)	\$ 126,651	\$ -	\$ -	\$ 126,651	\$ -	\$ -	\$ -	\$ 126,651
SUB-TOTAL SALARIES AND WAGES	\$ 358,817	\$ -	\$ 26,154	\$ 384,971	\$ 1,785	\$ 6,716	\$ 559	\$ 394,031
FRINGE (EMPLOYMENT TAXES, HEALTH INSURANCE, WORKERS COMP, ETC.)	\$ 88,437	\$ -	\$ 2,001	\$ 90,438	\$ -	\$ -	\$ -	\$ 90,438
EVENT CONTRACTORS (CERT. REFEREES AND SHOOT MGMT. COMPANIES)	\$ -	\$ -	\$ -	\$ -	\$ 19,600	\$ 13,273	\$ 3,190	\$ 36,063
TOTAL PERSONNEL EXPENSES	\$ 447,254	\$ -	\$ 28,155	\$ 475,409	\$ 21,385	\$ 19,989	\$ 3,749	\$ 520,532
G&A EXPENSES (PROGRAM SPECIFIC) **	\$ 222,258	\$ -	\$ 1,758	\$ 224,016	\$ -	\$ -	\$ -	\$ 224,016
G&A EXPENSES (ALLOCATED)***	\$ 133,002	\$ -	\$ -	\$ 133,002	\$ 400	\$ 103	\$ 9	\$ 133,514
PUBLIC RELATIONS / PROMOTIONS EXPENSES / TRAVEL	\$ 15,083	\$ -	\$ 213,328	\$ 228,411	\$ -	\$ -	\$ -	\$ 228,411
NSCA MARKETING FUND EXPENSES	\$ -	\$ 238,627	\$ -	\$ 238,627	\$ -	\$ -	\$ -	\$ 238,627
MAGAZINE NET EXPENSES	\$ 155,975	\$ -	\$ -	\$ 155,975	\$ -	\$ -	\$ -	\$ 155,975
PROPERTY TAXES AND DEPRECIATION	\$ 43,827	\$ -	\$ -	\$ 43,827	\$ -	\$ 5,500	\$ -	\$ 49,327
OTHER EXPENSES	\$ 1,812	\$ -	\$ 40,000	\$ 41,812	\$ -	\$ -	\$ -	\$ 41,812
TOTAL EXPENSES	\$ 1,066,643	\$ 238,627	\$ 283,642	\$ 1,588,912	\$ 40,287	\$ 58,121	\$ 21,210	\$ 1,708,530
NET OPERATING SURPLUS / (DEFICIT)	\$ 383,458	\$ (44,163)	\$ (156,885)	\$ 182,410	\$ 10,849	\$ 330	\$ 43,887	\$ 237,476
INVESTMENT ACTIVITY								
INVESTMENT INCOME NET MKT LOSS LESS BROKERAGE FEES	\$ 52,378	\$ -	\$ -	\$ 52,378	\$ -	\$ -	\$ -	\$ 52,378
LESS: INTEREST EXPENSE - FROST BANK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
NET INVESTMENT ACTIVITY	\$ 52,378	\$ -	\$ -	\$ 52,378	\$ -	\$ -	\$ -	\$ 52,378
TOTAL NET SURPLUS / DEFICIT ****	\$ 435,836	\$ (44,163)	\$ (156,885)	\$ 234,788	\$ 10,849	\$ 330	\$ 43,887	\$ 289,854

* 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.