

	NSCA		NSC			TOTAL
	MARKETING	TEAM USA	NATIONALS	PAN AM	WORLD ENGLISH	
REVENUE						
MEMBERSHIP DUES	\$ 778,100	\$ -	\$ -	\$ -	\$ -	\$ 778,100
DAILY / TARGET FEES	\$ 673,456	\$ -	\$ -	\$ -	\$ -	\$ 673,456
NSCA MARKETING FUNDS (TARGET FEES)	\$ -	\$ 222,622	\$ -	\$ -	\$ -	\$ 222,622
EVENT REVENUE	\$ 7,005	\$ -	\$ 1,608,192	\$ 155,120	\$ -	\$ 1,806,227
DONATIONS / SPONSORSHIPS / AFFINITY CONTRIBUTIONS	\$ 69,269	\$ 175,358	\$ 87,836	\$ 8,250	\$ -	\$ 334,713
INSTRUCTOR PROGRAM	\$ 136,735	\$ -	\$ -	\$ -	\$ -	\$ 136,735
RENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER REVENUE	\$ 5,006	\$ 65,290	\$ -	\$ -	\$ -	\$ 70,296
TOTAL REVENUE	\$ 1,663,571	\$ 222,622	\$ 1,696,028	\$ 163,370	\$ -	\$ 4,022,149
EXPENSES						
MEMBER AND MEMBER CLUB EXPENSES (INCL GENERAL AWARDS)	\$ 72,262	\$ -	\$ -	\$ -	\$ -	\$ 72,262
DIRECT EVENT/PROGRAM EXPENSES	\$ 6,259	\$ 188,449	\$ 866,502	\$ 104,916	\$ -	\$ 1,179,007
STAFF SALARIES AND WAGES *	\$ 267,003	\$ -	\$ 54,828	\$ 5,420	\$ -	\$ 328,615
EVENT WAGES - TEMP. EMPLOYEES (INCL. LOADERS, CASHIERS, ETC.)HOT	\$ -	\$ -	\$ 41,221	\$ 5,815	\$ 83	\$ 47,119
ALLOCATED SALARIES - UPPER MANAGEMENT (ED, DF, DIT, HR)	\$ 144,187	\$ -	\$ -	\$ -	\$ -	\$ 144,187
SUB-TOTAL SALARIES AND WAGES	\$ 411,190	\$ -	\$ 96,049	\$ 11,235	\$ 1,447	\$ 519,921
FRINGE (EMPLOYMENT TAXES, HEALTH INSURANCE, WORKERS COMP, ETC.)	\$ 126,957	\$ -	\$ -	\$ -	\$ -	\$ 126,957
EVENT CONTRACTORS (CERT. REFEREES AND SHOOT MGMT. COMPANIES)	\$ -	\$ -	\$ 171,266	\$ 22,065	\$ -	\$ 193,331
TOTAL PERSONNEL EXPENSES	\$ 538,147	\$ -	\$ 267,315	\$ 33,300	\$ 5,602	\$ 844,364
G&A EXPENSES (PROGRAM SPECIFIC) **	\$ 216,082	\$ -	\$ -	\$ -	\$ -	\$ 216,082
G&A EXPENSES (ALLOCATED)***	\$ 173,815	\$ -	\$ 13,707	\$ 2,705	\$ 28	\$ 190,255
PUBLIC RELATIONS / PROMOTIONS EXPENSES / TRAVEL	\$ 83,508	\$ -	\$ -	\$ -	\$ -	\$ 83,508
NSCA MARKETING FUND EXPENSES	\$ -	\$ 35,181	\$ -	\$ -	\$ -	\$ 35,181
MAGAZINE EXPENSES	\$ 323,409	\$ -	\$ -	\$ -	\$ -	\$ 323,409
PROPERTY TAXES AND DEPRECIATION	\$ 61,164	\$ -	\$ 84,900	\$ 16,000	\$ -	\$ 162,064
OTHER EXPENSES	\$ 11,767	\$ -	\$ -	\$ -	\$ -	\$ 11,767
TOTAL EXPENSES	\$ 1,486,413	\$ 35,181	\$ 1,232,424	\$ 156,921	\$ -	\$ 3,117,899
NET OPERATING SURPLUS / (DEFICIT)	\$ 177,158	\$ 187,441	\$ 463,604	\$ 6,449	\$ -	\$ 904,250
INVESTMENT ACTIVITY						
INVESTMENT INCOME LESS BROKERAGE FEES	\$ 66,943	\$ -	\$ -	\$ -	\$ -	\$ 66,943
LESS: INTEREST EXPENSE - FROST BANK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
NET INVESTMENT ACTIVITY	\$ 66,943	\$ -	\$ -	\$ -	\$ -	\$ 66,943
TOTAL NET SURPLUS / DEFICIT	\$ 244,101	\$ 187,441	\$ 463,604	\$ 6,449	\$ -	\$ 971,193

* INCLUDES DEPT. DIRECTORS (I.E. 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 & SWEETSTAKES, MAINT./REPAIR, OFF. SUPPLIES, POSTAGE/FREIGHT, STAFF DEVELOPMENT
 *** CONSULTING, DP SUPPLIES/SERV., EQUIP. RENTAL, HOF/MUSEUM, PROP/LIAB. INSUR., JANITORIAL, LEGAL/PROF., TELEPHONE, UTILITIES