

	NSCA		NSC			TOTAL NSCA INCLUDING NSCA EVENTS
	MARKETING	TEAM USA	NATIONALS	PAN AM	WORLD ENGLISH	
REVENUE						
MEMBERSHIP DUES	\$ 821,658	\$ -	\$ -	\$ -	\$ -	\$ 821,658
DAILY / TARGET FEES	\$ 699,638	\$ -	\$ -	\$ -	\$ -	\$ 699,638
ADDITIONAL TARGET FEES (\$0.01) - DESIGNATED FOR MARKETING/DEVELOPMENT	\$ -	\$ 232,204	\$ -	\$ -	\$ -	\$ 232,204
ADDITIONAL TARGET FEES (\$0.01) - UNDESIGNATED	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
EVENT REVENUE	\$ 9,225	\$ -	\$ 1,741,052	\$ -	\$ 592,637	\$ 2,391,959
DONATIONS / SPONSORSHIPS / AFFINITY CONTRIBUTIONS	\$ 59,393	\$ -	\$ 82,100	\$ -	\$ 37,600	\$ 371,730
INSTRUCTOR PROGRAM	\$ 141,255	\$ -	\$ -	\$ -	\$ -	\$ 141,255
RENTAL INCOME	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER REVENUE	\$ 8,750	\$ -	\$ 97,409	\$ -	\$ -	\$ 106,159
TOTAL REVENUE	\$ 1,799,919	\$ 232,204	\$ 1,823,152	\$ -	\$ 630,237	\$ 4,764,003
EXPENSES						
MEMBER AND MEMBER CLUB EXPENSES (INCL GENERAL AWARDS)	\$ 126,516	\$ -	\$ -	\$ -	\$ -	\$ 126,516
DIRECT EVENT/PROGRAM EXPENSES	\$ 14,803	\$ -	\$ 276,061	\$ -	\$ -	\$ 1,643,229
STAFF SALARIES AND WAGES *	\$ 249,575	\$ -	\$ 43,434	\$ -	\$ 22,634	\$ 1,484
EVENT WAGES - TEMP. EMPLOYEES (INCL LOADERS, CASHIERS, ETC.)+HOT	\$ -	\$ -	\$ 45,888	\$ -	\$ 17,165	\$ 63,053
ALLOCATED SALARIES - UPPER MANAGEMENT (ED, DF, DIT, HR)	\$ 123,642	\$ -	\$ -	\$ -	\$ -	\$ 123,642
SUB-TOTAL SALARIES AND WAGES	\$ 373,217	\$ -	\$ 89,322	\$ -	\$ 39,799	\$ 506,207
FRINGE (EMPLOYMENT TAXES, HEALTH INSURANCE, WORKERS COMP, ETC.)	\$ 147,649	\$ -	\$ 184	\$ -	\$ -	\$ 147,833
EVENT CONTRACTORS (CERT. REFEREES AND SHOOT MGMT. COMPANIES)	\$ -	\$ -	\$ 172,041	\$ -	\$ 64,191	\$ 241,332
TOTAL PERSONNEL EXPENSES	\$ 520,866	\$ -	\$ 261,363	\$ -	\$ 103,990	\$ 895,372
G&A EXPENSES (PROGRAM SPECIFIC) **	\$ 238,377	\$ -	\$ -	\$ -	\$ -	\$ 238,377
G&A EXPENSES (ALLOCATED)***	\$ 136,790	\$ -	\$ 13,345	\$ -	\$ 2,390	\$ 152,625
PUBLIC RELATIONS / PROMOTIONS EXPENSES / TRAVEL	\$ 58,055	\$ -	\$ -	\$ -	\$ -	\$ 58,055
NSCA MARKETING FUND EXPENSES	\$ -	\$ 117,867	\$ -	\$ -	\$ -	\$ 117,867
NSSA MARKETING FUND EXPENSES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
MAGAZINE EXPENSES	\$ 344,881	\$ -	\$ -	\$ -	\$ -	\$ 344,881
PROPERTY TAXES AND DEPRECIATION	\$ 47,333	\$ -	\$ 80,300	\$ -	\$ 42,000	\$ 172,133
OTHER EXPENSES	\$ 9,663	\$ -	\$ -	\$ -	\$ -	\$ 9,663
TOTAL EXPENSES	\$ 1,497,284	\$ 117,867	\$ 1,316,729	\$ -	\$ 517,586	\$ 3,758,718
NET OPERATING SURPLUS / (DEFICIT)	\$ 242,635	\$ 114,337	\$ 506,423	\$ -	\$ 112,651	\$ 1,005,285
INVESTMENT ACTIVITY						
INVESTMENT INCOME LESS BROKERAGE FEES	\$ 153,160	\$ -	\$ -	\$ -	\$ -	\$ 153,160
LESS: INTEREST EXPENSE - FROST BANK	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
NET INVESTMENT ACTIVITY	\$ 153,160	\$ -	\$ -	\$ -	\$ -	\$ 153,160
TOTAL NET SURPLUS / DEFICIT	\$ 395,795	\$ 114,337	\$ 506,423	\$ -	\$ 112,651	\$ 1,158,445

* INCLUDES DEPT. DIRECTORS (I.E. NSSA/NSCA/NSC) AND ALL PERMANENT STAFF (BOTH PT & FT) AS REFLECTED ON TIME CARDS, BUT EXCLUDES EXEC. DIR. / FINANCE / IT MGMT / 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/LAB. INSUR., JANITORIAL, LEGAL/PROF., TELEPHONE, UTILITIES