



# Treasurer's Report

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## 2006 NGB Meeting

*Geoff Plante, Treasurer*

July 13, 2007



# Income Statement

Amounts are for five months ended May 31

	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>
Revenue	\$ 127,231	\$ 110,057	\$ 112,974	\$ 100,079	\$ 106,233
Expenses	\$ 119,389	\$ 86,581	\$ 107,763	\$ 112,225	\$ 102,370
Income/(Loss)	\$ 7,842	\$ 23,476	\$ 5,211	\$ (12,146)	\$ 3,863

- Expense cutting has lead to increased profits earlier in year
- World Teams Fees paid earlier in year (IPF requires fees 60 days ahead)
- Second half of year tends to be unprofitable
  - Expenses increase for World teams
  - NAPF Team has gotten bigger costing much more, and
  - Revenue is low in Summer months



# Revenue Breakdown

## Top 5 Revenue Categories

	2007	2006	2005
1. Membership Dues	56%	54%	63%
2. Drug Testing	22%	25%	21%
3. Merchandise	11%	12%	5%
4. World Team Fees	7%	4%	* not tracked in 05
5. Meet Sanctions	<u>2%</u>	<u>3%</u>	<u>3%</u>
Total	98%	98%	92%

*What is Missing? Sponsorships and Donations*



# Expense Breakdown

## Top 5 Expense Categories

	<b>2007</b>	<b>2006</b>	<b>2005</b>
<b>1. Drug Testing</b>	<b>24%</b>	<b>26%</b>	<b>27%</b>
<b>2. Salaries/Commissions</b>	<b>21%</b>	<b>24%</b>	<b>21%</b>
<b>3. World Team Fees</b>	<b>7%</b>	<b>7%</b>	<b>4%</b>
<b>4. Insurance</b>	<b>6%</b>	<b>8%</b>	<b>5%</b>
<b>5. Merchandise</b>	<b><u>6%</u></b>	<b><u>5%</u></b>	<b><u>9%</u></b>
<b>Total</b>	<b>69%</b>	<b>70%</b>	<b>66%</b>



## Previous Income Statements

	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>
Revenue	\$ 218,741	\$ 224,212	\$ 217,182	\$ 204,991
Expenses	\$ 208,115	\$ 251,596	256356	\$ 229,606
Income/(Loss)	\$ 10,626	\$ (27,384)	\$ (39,174)	\$ (24,615)

- Membership revenue is starting to climb
- Sponsorship revenue has decreased every year
- We are not out of the woods yet, we need to stay prudent with funds.



# Investment Program

• Endowment Fund			\$ 6,612
– ISHARES Russell 2000 Index Fund	\$3,953	60%	
– ISHARES DJ Dividend Select Fund	\$2,431	37%	
– Cash	\$ 228	3%	
• USAPL Unrestricted Investment Account			\$85,257
– ISHARES DJ Real Estate Fund	\$ 8,576	10%	
– 7 Different Equity Mutual Funds	\$43,808	51%	
• Morningstar Ratings			
5 Stars – 5 Funds			
4 Stars – 1 Fund			
3 Stars – 1 Fund			
– 7 Certificates of Deposit	\$20,983	23%	
• Yields range from 5% to 5.15%			
• Laddered Maturities Over 6 months			
– Money Market Funds	\$11,892	16%	
• Yields approximately 2.5%			



## **We must continue to raise revenue**

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### **We need someone to assist with fund raising**

- **Commissions available for fundraising**
- **How do we leverage the Arnold?**

**Calendar year membership may significantly raise revenue**