



Treasurer's Report

2008 NGB Meeting

Geoff Plante, Treasurer

June 12, 2008



Income Statement

Amounts are for five months ended May 31

	<u>2008</u>	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>
Revenue	\$ 173,154	\$ 127,231	\$ 110,057	\$ 112,974	\$ 100,079	\$ 106,233
Expenses	\$ 166,877	\$ 119,389	\$ 86,581	\$ 107,763	\$ 112,225	\$ 102,370
Income/(Loss)	\$ 6,277	\$ 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
 - Fewer meets in Summer months means lower membership sales



Revenue Breakdown

Top 6 Revenue Categories

	2008	2007	2006	2005
1. Membership Dues	50%	56%	54%	63%
2. Drug Testing	16%	22%	25%	21%
3. Merchandise	15%	11%	12%	5%
4. Sponsors and Donors	10%	3%	2%	3%
5. World Team Fees	8%	7%	4%	*
6. Meet Sanctions	<u>1%</u>	<u>2%</u>	<u>3%</u>	<u>3%</u>
Total	100%	99%	99%	95%

* Not tracked in 05



Expense Breakdown

Top 6 Expense Categories

	2008	2007	2006	2005
1. Arnold	23%			
2. Drug Testing	18%	24%	26%	27%
3. Salaries/Commissions	14%	21%	24%	21%
4. World Team Fees	10%	7%	7%	4%
5. Insurance	4%	6%	8%	5%
6. Merchandise	<u>8%</u>	<u>6%</u>	<u>5%</u>	<u>9%</u>
Total	72%	69%	70%	66%



Previous Income Statements

	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>
Revenue	\$ 260,736	\$ 218,741	\$ 224,212	\$ 217,182	\$ 204,991
Expenses	\$ 264,566	\$ 208,115	\$ 251,596	256356	\$ 229,606
Income/(Loss)	\$ (3,830)	\$ 10,626	\$ (27,384)	\$ (39,174)	\$ (24,615)

- **We have stemmed the tide of major losses**
- **Membership increased by 233 members**
- **Sponsorship revenue has decreased every year.**
 - **Starting to turn around with the Arnold**
- **We are not out of the woods yet, we need to stay prudent with funds**



The Arnold

2008

• Revenue Raised (est)	\$35,000
• Expenses Incurred (est)	<u>\$42,000</u>
Loss for the Meet	\$ 7,000

2009

• Revenue Raised (est)	\$58,000
• Expenses Incurred (est)	<u>\$42,000</u>
Profit for the Meet	\$16,000



Raising Revenue

- **Sponsorships are doing much better**
- **Donations are minimal**
- **Consider raising Open membership to \$45 for 2009**
 - **Need to restore reserves depleted in mid-90s**
 - **Revenue Impact is approximately \$11,000/year**