

2008 PDGA Budget FINAL (Including 2007 Budget & Actuals)

All figures are rounded off to nearest US \$.

I. Income

	2008 Budget	2008 Qtr 1	2008 Qtr2	2008 Qtr3	2008 Qtr4	2007 Budget	2007 Actuals
Memberships:							
Renewals	295,000	149,000	64,000	27,000	55,000	425,000	359,517
New Memberships	95,000	28,000	32,000	17,500	17,500	133,000	119,735
Magazine Optional Memberships	128,000	64,000	30,000	10,000	24,000	0	0
Ace/Birdie Club	32,000	15,000	5,000	2,000	10,000	27,500	32,150
Eagle Club	6,000	2,000	2,000	0	2,000	6,000	10,000
NCDGU Memberships	1,000	0	0	1,000	0	0	13,685
Multi Year Memberships	12,500	6,250	3,125	625	2,500	20,000	21,010
International Memberships	22,000	7,000	8,000	3,000	4,000	17,500	1,000
Handling Fee: online memberships	19,000	8,500	4,900	1,800	3,800	17,000	16,944
Sub Total Memberships	610,500	279,750	149,025	62,925	118,800	646,000	574,041
Tour Events:							
Sanctioning	50,000	19,000	14,000	7,000	10,000	39,000	46,715
Insurance	13,500	4,750	4,000	2,000	2,750	10,000	12,850
\$4/\$3/\$2 Player Fees	162,000	20,800	47,000	49,500	44,700	128,500	180,709
\$10 Temp Fees (non-member)	90,000	12,750	28,125	28,125	21,000	54,500	64,423
NT Player Fees	5,000	1,000	1,600	1,600	800	6,500	6,420
Canada Player Fees	3,000	500	1,000	1,000	500	4,000	0
International Sanctioning	3,300	1,000	1,000	500	800	1,000	2,095
Manual TD Reports	100	25	25	25	25	100	50
Online Tournament Registration	4,000	1,500	1,000	500	1,000	0	0
Worlds Registration Handling Fee	8,000	0	0	0	8,000	4,000	8,590
Sub Total Tournaments	338,900	61,325	97,750	90,250	89,575	247,600	321,852
Merchandise:							
Testing Fees Discs & Baskets	9,000	3,000	2,400	1,800	1,800	7,500	7,350
Course Directories	13,000	4,800	2,900	1,900	3,400	13,500	11,917
Course Directory Data/Lists	500	0	500	0	0	500	500
Rules Books / Comp. Manual	7,000	2,625	1,750	875	1,750	4,000	5,049
Officials Exams	3,250	1,000	750	500	1,000	3,000	2,880
Videos/DVDs	18,000	8,000	4,000	2,000	4,000	27,000	15,015
PDGA / IDGC Logo Shirts	2,000	400	800	400	400	2,500	0
Officials Shirts	700	250	150	150	150	600	680
Other PDGA logo merch	2,500	700	700	400	700	2,000	2,326
IDGC Online Pro Shop Items	16,000	4,000	4,000	4,000	4,000	0	0
PDGA logo discs	0	0	0	0	0	2,000	0
pdgastore.com other merch	28,000	9,000	7,500	6,000	5,500	30,000	23,033
pdgastore.com shipping income	9,400	3,000	2,500	2,000	1,900	8,000	7,524
Licensing	3,500	0	3,500	0	0	3,500	4,050
Disc Golf Books	1,000	250	250	250	250	1,500	219
Bag Tags - individual members	2,500	1,000	600	300	600	3,500	2,560
NT Playing Cards Sales	250	150	100	0	0	2,500	1,378
pdgastore.com Headrick Discs	2,500	1,000	500	500	500	2,500	3,500
PDGA Calendar	0	0	0	0	0	2,500	1,803
Sub Total Merchandise	119,100	39,175	32,900	21,075	25,950	114,600	89,784
International Disc Golf Center:							
Endowment Funds from DGF	15,000	4,000	3,000	4,000	4,000	15,000	43,000
Endowment Funds other Disc Golf	5,000	500	500	3,500	500	10,000	100
Endowment Funds Marketing	2,000	500	500	500	500	4,000	0
Endowment Funds Local Corporate	10,000	2,000	2,000	3,000	3,000	15,000	0
Pro Shop Sales	15,000	4,000	5,000	3,000	3,000	6,500	24,377
IDGC Food sales	1,000	0	0	500	500	1,000	0
IDGC Vending Machine sales	0	0	0	0	0	1,000	0
Sales Tax collected	0	0	0	0	0	510	0
IDGC Disc Sales	0	0	0	0	0	2,000	0
IDGC Greens Fees	3,000	0	1,000	1,000	1,000	1,500	1,748
Workshops/Lessons	2,000	0	500	500	1,000	3,000	0
IDGC Misc. Income	1,000	250	250	250	250	0	4
Sub Total IDGC	54,000	11,250	12,750	16,250	13,750	59,510	69,229
Sponsors & Advertising:							
Tour Poster Logo Ads	750	300	300	150	0	1,000	0
Tour Program Ads	2,500	1,000	1,000	500	0	3,000	1,525
Video/DVD Ads	1,000	1,000	0	0	0	3,500	0
pdga.com Website Sponsor Ads	12,000	5,000	5,000	1,000	1,000	5,000	18,569
Course Directory Ads	3,000	1,000	1,000	250	750	3,300	1,985

	2008 Budget	2008 Qtr 1	2008 Qtr2	2008 Qtr3	2008 Qtr4	2007 Budget	2007 Actuals
pdga.com Directory Ads	3,000	1,000	1,000	250	750	6,500	2,350
pdga.com discussion board ads	2,000	1,000	1,000	0	0	2,000	2,125
PDGA e-newsletter ads	0	0	0	0	0	500	0
PDGA Radio Ads	500	200	200	100	0	1,500	0
Tour Sponsors	15,000	7,500	5,000	2,500	0	10,000	9,000
Major Event Income Sharing	5,000	0	0	5,000	0	5,000	4,728
Other Worlds Financial	0	0	0	0	0	0	6,500
Sub Total Sponsors & Ads	44,750	18,000	14,500	9,750	2,500	41,300	46,782
Other Income:							
Interest Earned	4,000	1,000	1,000	1,000	1,000	4,400	5,256
NSF Check Charge	100	25	25	25	25	400	75
Mailing Lists	2,000	500	500	500	500	1,000	550
Donations	750	350	100	100	200	1,100	1,203
Miscellaneous	750	200	200	150	200	400	590
Sub Total Other	7,600	2,075	1,825	1,775	1,925	7,300	7,674
Total Income	1,174,850	411,575	308,750	202,025	252,500	1,118,310	1,109,362
II. Expenses							
Board, Committees, Volunteers:							
Teleconferences	2,000	500	500	500	500	1,600	1,806
Board Summits	16,000	6,000	2,000	4,000	4,000	16,000	20,148
Committees & Volunteers	7,500	1,875	1,875	1,875	1,875	3,200	3,435
Staff/Volunteer Travel Other	3,000	750	750	750	750	3,200	568
Board Insurance	2,000	2,000	0	0	0	2,000	1,859
Election	6,000	0	1,000	5,000	0	5,500	5,902
Member Surveys	250	60	60	60	70	240	140
Other Communication	1,500	0	0	0	1,500	1,000	610
BOD Recognition Awards	300	0	0	300	0	300	301
Sub Total Board	38,550	11,185	6,185	12,485	8,695	33,040	34,769
Personnel:							
Sub Total Staff Compensation	204,035	48,759	48,759	48,759	57,760	216,784	213,151
Sub Total Consultants & Accountant	78,500	23,375	23,375	23,375	20,375	59,500	57,524
Employer Payroll Taxes	20,000	5,000	5,000	5,000	5,000	19,250	23,904
Staff Health Insurance	22,000	5,500	5,500	5,500	5,500	20,000	22,714
Workmans Compensation	1,000	0	0	1,000	0	1,000	920
Recruitment	2,000	1,000	0	0	1,000	3,000	4,354
Other Staff Expenses	500	125	125	125	125	400	1,001
Sub Total Personnel	328,035	83,759	76,759	77,759	89,760	319,934	323,568
International Disc Golf Center							
Course Design	3,000	750	750	750	750	4,000	3,768
Course Installation	8,000	4,000	2,000	1,000	1,000	24,000	32,336
Courses Other Costs	5,000	1,250	1,250	1,250	1,250	6,000	4,006
IDGC Landscaping	500	500	0	0	0		3,395
IDGC Signage	5,000	2,000	2,000	0	1,000	6,000	7,618
IDGC HQ Equipment	3,000	750	750	750	750	10,000	3,973
Insurance Policy	4,000	0	1,500	0	2,500	0	0
Discs/Minis - IDGC pro shop	5,000	2,000	1,000	1,000	1,000	3,000	13,978
Other merch - IDGC pro shop	2,000	500	500	500	500	2,000	5,750
Georgia Sales Tax Out	1,120	280	280	280	280	510	1,561
Lesson/Workshop Expenses	1,500	0	0	500	1,000	2,250	0
Revenue Sharing with County	500	125	125	125	125	600	47
Casual Labor	3,500	1,000	1,000	500	1,000		2,552
IDGC Outreach	500	125	125	125	125	1,000	0
Archives/Library	500	125	125	125	125	400	124
IDGC Other Expenses	1,000	250	250	250	250	2,500	4,768
Office Rent & Utilities	0	0	0	0	0	8,300	0
IDGC Contents Insurance	0	0	0	0	0	0	1,352
IDGC logo discs (online sales)	0	0	0	0	0	1,000	300
IDGC vending machine purchases	0	0	0	0	0	500	0
IDGC food purchases	0	0	0	0	0	500	0
Sub Total IDGC	44,120	13,655	11,655	7,155	11,655	72,560	85,528
PDGA Office:							
Accounting Outsourced	0	0	0	0	0	2,500	990
Computers	6,000	6,000	0	0	0	3,000	2,866
Copies/Printing	500	125	125	125	125	1,000	79

	2008 Budget	2008 Qtr 1	2008 Qtr2	2008 Qtr3	2008 Qtr4	2007 Budget	2007 Actuals
Courier/UPS	1,800	450	450	450	450	2,000	1,103
Internet/Phone/Fax	15,000	3,500	3,500	4,000	4,000	12,000	13,779
Office Equipment/Furniture	3,000	500	1,000	1,000	500	2,000	4,385
Office Supplies	3,000	750	750	750	750	2,000	3,204
Postage	750	175	175	200	200	1,000	742
Office Rent & Utilities	16,000	4,000	4,000	4,000	4,000	0	10,100
Staff Training	2,000	500	500	500	500	2,000	157
Vehicle Expenses	500	125	125	125	125	600	162
Sub Total Offices	48,550	16,125	10,625	11,150	10,650	28,100	37,567
Internet Technology							
Hardware and Software	4,000	1,000	1,000	1,000	1,000	3,000	5,337
Website hosting & domain names	4,000	1,000	1,000	1,000	1,000	4,000	3,763
New PDGA website development	30,000	10,000	10,000	5,000	5,000	0	0
Sub Total IT	38,000	12,000	12,000	7,000	7,000	7,000	9,100
Fulfillment Services (BEI)							
Membership Processing	79,000	32,000	20,000	18,000	9,000	68,500	71,497
Membership Postage	40,000	12,000	12,000	10,000	6,000	32,000	32,751
Membership Direct Mail	18,000	7,200	3,600	0	7,200	10,000	16,884
TD Packages	6,000	1,000	2,000	2,000	1,000	4,000	4,210
TD Postage	4,200	700	1,400	1,400	700	3,000	3,249
PDGA Support Packages	3,500	0	3,500	0	0	5,000	3,160
Promo/Info Kits Fulfillment	2,700	700	700	600	700	4,000	1,927
pdgastore.com Fulfillment	5,600	2,000	1,400	1,200	1,000	8,500	5,030
pdgastore.com Shipping	8,000	2,800	1,900	1,800	1,500	10,000	7,866
pdgastore.com ccard charges	2,400	900	600	500	400	4,000	1,091
Sub Total Fulfillment	169,400	59,300	47,100	35,500	27,500	149,000	147,665
Other Membership Benefits							
Magazine	130,000	32,500	32,500	32,500	32,500	143,000	139,605
New Member Discs & Minis	9,000	2,250	2,250	2,250	2,250	10,000	8,389
Ace & Birdie Club	8,000	3,000	3,000	1,000	1,000	6,000	7,814
Eagle Club Jackets	500	0	0	0	500	300	692
Bag Tags - Legacy & 10 Year Members	1,000	1,000	0	0	0	2,500	174
PDGA Member Stickers	2,400	0	0	0	2,400	1,700	1,571
TD Buttons/Renewal Tags	0	0	0	0	0	750	4,700
E-newsletter	0	0	0	0	0	1,000	600
Member Cards Purchase	0	0	0	0	0	3,500	3,537
PDGA TD Bag Tag & certificates	1,000	1,000	0	0	0	0	0
Ratings Data Processing	9,000	2,250	2,250	2,250	2,250	7,000	7,537
Sub Total Other Member Benefits	160,900	42,000	40,000	38,000	40,900	175,750	174,619
Merchandise:							
Course Directories	10,500	0	0	0	10,500	10,000	300
Rulebooks	5,000	0	0	0	5,000	7,000	4,177
Worlds DVDs	3,500	0	875	2,625	0	4,000	445
Bag Tags	1,000	500	250	0	250	1,000	762
Disc Golf Books	1,000	500	0	500	0	1,000	0
Calendars	0	0	0	0	0	2,500	0
PDGA Staff/Volunteer Shirts	3,500	3,000	500	0	0	4,000	2,688
PDGA Logo Shirts for sale	1,200	1,200	0	0	0	1,500	0
Officials Shirts	500	0	500	0	0	0	1,280
pdgastore.com non-PDGA items	22,500	7,500	6,000	5,000	4,000	23,500	20,185
Stickers	1,200	0	0	0	1,200	800	785
PDGA Logo Patches	1,000	0	1,000	0	0	1,000	1,135
PDGA Logo Flags	500	0	500	0	0	1,000	0
PDGA Logo Discs	0	0	0	0	0	1,500	0
Headrick Discs Income to DGA	2,500	1,000	500	500	500	2,500	3,700
Credit Card Merchant costs	1,500	500	400	300	300	1,400	2,138
Sub Total Merchandise	55,400	14,200	10,525	8,925	21,750	62,700	37,595
Marketing / Promotional:							
Marketing/Publicity Campaign	20,000	5,000	5,000	5,000	5,000	10,000	10,960
Tour Program/Spectator Guide	10,000	10,000	0	0	0	7,500	9,077
Tour Poster	2,000	2,000	0	0	0	1,500	1,931
Worlds Video/DVD Production	27,000	0	6,750	6,750	13,500	22,500	31,718
Promo Discs	1,000	500	0	500	0	1,000	0
Photography	300	75	75	75	75	500	0
Video Camera	4,000	4,000	0	0	0	0	0
PDGA Radio	7,000	1,500	2,000	2,000	1,500	12,500	0

	2008 Budget	2008 Qtr 1	2008 Qtr2	2008 Qtr3	2008 Qtr4	2007 Budget	2007 Actuals
Disc Golf Cable TV Shows	4,000	1,600	1,600	800	0	5,000	3,500
PDGA TV	5,000	2,000	1,500	1,500	0	0	0
Other Media	1,500	500	500	500	0	0	2,000
PDGA Grant Program	5,000	0	5,000	0	0	0	0
Advertising	2,000	0	2,000	0	0	1,600	2,201
Brochures	0	0	0	0	0	5,000	8,075
Info Kit Folders	0	0	0	0	0	0	0
Sub Total Marketing / Promotional	88,800	27,175	24,425	17,125	20,075	68,100	69,462
PDGA Tour							
Tour Insurance Policy	9,000	0	0	0	9,000	10,000	10,789
Tour Equipment	5,000	2,000	1,500	1,000	500	9,000	4,461
PDGA Marshals Program	28,000	3,000	6,000	14,000	5,000	30,000	28,656
Competition Handbook	0	0	0	0	0	2,000	1,270
ProAmJr Worlds	12,000	12,000	0	0	0	10,000	22,215
Worlds Invites/Confirms/Registration	8,400	0	1,200	7,200	0	7,000	8,508
NT Event Sponsorships	10,800	1,200	6,000	3,600	0	15,000	14,750
Tour Event Marketing Sponsorships	9,000	2,250	2,250	2,250	2,250	6,000	2,100
NT Touring Players Clinic	3,150	500	1,000	1,000	500	0	500
NT Points Awards	6,500	0	0	500	6,000	6,500	7,784
USDGC	2,000	0	0	2,000	0	2,000	2,000
US Masters	2,000	0	0	2,000	0	2,000	2,000
US Women	2,000	0	0	2,000	0	2,000	2,000
US Amateur	2,000	0	2,000	0	0	2,000	2,000
World Doubles	2,000	0	2,000	0	0	2,000	0
Mid-Nationals	0	0	0	0	0	1,000	1,000
Players Cup	2,000	0	0	2,000	0	1,000	1,000
PDGA Awards	2,500	700	0	1,800	0	2,500	3,099
Staff/BOD Travel Worlds	6,000	0	1,000	5,000	0	6,000	8,788
Staff/Volunteer Worlds Site Reviews	3,000	0	1,500	1,500	0	3,000	4,416
Worlds/Majors Scoring	2,500	0	0	2,500	0	2,500	1,900
TD PayPal Account Charges	4,000	800	1,200	1,200	800	3,600	2,857
Misc. Tour Expenses	0	0	0	0	0	0	121
Sub Total PDGA Tour	121,850	22,450	25,650	49,550	24,050	125,100	132,214
International							
PDGA Europe/Asia Development	4,000	1,000	1,000	1,000	1,000	2,000	3,671
PDGA Europe/Asia Travel	6,500	0	3,250	3,250	0	6,000	5,669
International Events	5,000	0	3,000	2,000	0	3,000	2,925
PDGA Canada	3,000	500	1,000	1,000	500	4,000	254
Canadian GST	0	0	0	0	0	500	205
Misc. Marketing/Business Development	3,000	500	1,000	1,000	500	0	0
Sub Total International	21,500	2,000	9,250	8,250	2,000	15,500	12,724
Charitable							
Disc Golf Foundation	1,500	300	1,000	100	100	2,600	1,123
General Charitable	1,000	250	250	250	250	1,000	200
Total Charitable	2,500	550	1,250	350	350	3,600	1,323
Other Expenses:							
Bank Charges	1,200	300	300	300	300	1,200	2,233
Business Fees	1,000	0	500	500	0	4,000	3,300
Legal Services - General	1,500	375	375	375	375	3,000	758
Legal Services - Trademarks	1,500	750	375	375	0	1,000	1,744
Legal Services - Incorporation	200	50	50	50	50	200	80
Tax Consultant	0	0	0	0	0	850	695
Moving Expenses	0	0	0	0	0	3,000	2,750
Moving New Staff	0	0	0	0	0	3,000	850
Customs USA/Canada	0	0	0	0	0	200	355
Auditor	6,000	0	6,000	0	0	0	5,749
Miscellaneous	500	125	125	125	125	1,000	540
Sub Total Other	11,900	1,600	7,725	1,725	850	17,450	19,054
Total Expenses	1,129,505	305,999	283,149	274,974	265,235	1,077,834	1,085,188
SUMMARY							
III. Net Income (Expense)	45,345	105,576	25,601	-72,949	-12,735	40,476	24,174