

2015 PDGA Summary Financial Report & 2016 Budget

Income:	2015 Actual	2016 Budget	Notes
International Disc Golf Center	171,705	155,000	Endowment funds/donations; IDGC user fees, Pro Shop sales, workshops/lessons.
Memberships	1,368,617	1,548,000	Renews, News, Ace/Birdie/Eagle, International, Multi-Year, Family & Affiliated Club Discounts, online handling fee.
Merchandise	92,982	81,000	PDGA and pdgastore.com merchandise sales, disc/target testing, PDGA logo licensing
Other Income	937	1,100	Bank interest, mailing lists, bounced check charges, donations (to DG Foundation), miscellaneous.
Sponsors & Advertising	108,087	107,000	Website, Video/DVD, Course Directory, PDGA Radio, Tour Program & Poster Advertising, Tour sponsors, major event income sharing.
Tour Events	692,755	803,000	Sanctioning, Insurance, Player and Non-Current Member Fees, International event fees, Worlds Registration handling fee.
Total Income	\$2,435,083	\$2,695,100	
Expenses:			
2015 Actual	2016 Budget	Notes	
Board & Committees	50,448	51,000	Summits, teleconferences, committee expenses, election, surveys, travel, directors insurance
Charitable	2,922	3,300	Disc Golf Foundation & disc golf related causes
Fulfillment	366,502	343,000	Receive process & fulfill memberships, merchandise, event packages, promo & info kits, direct mails, incl supplies, postage, fees charged
Information Technology	210,105	295,000	pdga.com, pdgatour.com, pdgastore.com, hardware software and server costs, Android & iPhone applications, Internal office applications
International	26,446	44,000	PDGA Europe/Asia/Canada development, teleconferences, travel, international Majors sponsorship, Marco Polo Program
International Disc Golf Center	158,137	119,500	IDGC course maintenance, equipment, signage, insurance, pro shop merchandise, sales tax, revenue sharing with county
Marketing	92,800	133,000	Marketing campaign costs, DVD production, Tour program/poster, brochures, photography, PDGA media, internet & television broadcasts
Merchandise	5,838	27,900	Directory, rulesbook, videos/DVDs, shirts, bagtags, calendards, playing cards, non-proprietary items (pdgastore.com) etc
Office	74,990	82,100	Office equipment & supplies, rent, utilities, software, postage, internet phone and fax, courier, staff training
Other Expenses	139,406	125,800	Trademarks, legal services, business fees, bank charges, credit card fees, customs, moving, miscellaneous
Other Membership Benefits	328,587	322,000	Magazine, new member discs/minis, Ace/Birdie/Eagle Club gifts, ratings processing, 10 & 20 year member bag tags, stickers
PDGA Tour	192,498	250,600	Majors & NT event sponsorships, event support, tour Insurance, worlds invitations & registration, tour equipment, tour trailer
Personnel: Consultants	88,731	96,500	6 consultants, accountant
Personnel: Payroll Expenses	55,100	63,500	Employer taxes, health insurance, workmen's compensation, IRA contributions
Personnel: Other Expenses	0	2,000	Misc. personnel expenses
Personnel: Staff	583,935	678,614	Salary & wages, health insurance, workmans comp, temp staff, intern expenses, remote employee travel & lodging, misc.
Total Expenses	\$2,376,445	\$2,637,814	
Net Income			
	\$58,638	\$57,286	Income less expense = Annual Net Income
Statement of Financial Position			
	\$1,058,989	(at 12/31/15)	
Assets:			
Current Assets	940,140		Bank accounts, accounts receivable, other assets
Fixed Assets	53,573		Capital assets less depreciation
Other Assets	65,276		IDGC endowment fund, inventory
Total Assets	\$1,058,989		
Liabilities & Equity:			
Current Liabilities	550,953		Accounts payable, credit cards, accrued liabilities, deferred membership revenue
Equity	508,036		Retained earnings, adjustments, net income
Total Liabilities & Equity	\$1,058,989		

Prepared by Brian Graham, Executive Director ~ Approved by the PDGA Board of Directors

The figures in this report are preliminary and will be verified by independent audit in the summer of 2016.