

2016 PDGA Summary Financial Report & 2017 Budget

INCOME	2016 Actual	2017 Budget	Notes
International Disc Golf Center	130,413	133,500	Endowment funds/donations; IDGC user fees, pro shop sales, workshops/lessons
Memberships	1,493,948	1,680,500	Renewals,new, Ace/Birdie/Eagle, International, Multi-year, Family & Affiliate Club Discounts, online handling fees
Merchandise	81,651	83,500	PDGA and pdga.com store merchandise sales, disc/target testing, PDGA logo licensing, officials exam
Other Income	30,490	28,000	Bank interest, mailing lists, bounced check charges, donations (to DG Foundation), misc.
PDGA Europe	143,094	173,700	PDGA Europe income from membership and sanctioning fees
Sponsors & Advertising	97,257	102,000	Website, video, course directory, Tour and Worlds advertising & sponsorship, major event cost sharing
Tour Events	806,239	994,000	Sanctioning, insurance, player and non-current member fees, International event fees, Worlds registration handling fee
TOTAL INCOME	2,783,092	3,195,200	
EXPENSES	2016 Actual	2017 Budget	Notes
Board, Committees, Volunteers	49,818	56,300	Summits, teleconferences, committee expenses, election, surveys, travel, Director insurance
Charitable	13,748	3,500	General charitable donations
Fulfillment Services	377,303	432,200	Receive & fulfill memberships - Labor, printing, member cards, mailing and supplies, merchandise, event packages, promotional items
International Disc Golf Center	116,802	128,500	IDGC course/facility maintenance, equipment, signage, insurance, pro shop merchandise, sales tax, revenue sharing with county
Information Technology	305,454	371,000	Website development and hosting, database management and maintenance, hardware, software, and server costs, mobile apps, internal office applications
International	51,814	55,000	PDGA Europe/Asia/Canada development, teleconferences, travel, contract support, International Majors sponsorship, Marco Polo Program
Marketing / Promotional	98,456	130,000	Marketing campaigns, Tour/Majors ads, brochures, photography, PDGA media, internet/television broadcasts, Innovation Grants, sustainability programs, tradeshow
Merchandise	14,035	28,500	Directory, rulesbook, videos, shirts, bagtags, non-proprietary items (pdgastore.com) etc.
PDGA Office	61,371	76,000	Office equipment & supplies, rent, utilities, software, postage, internet phone and fax, courier, staff training, miscellaneous operational costs
PDGA Europe Office	21,813	64,800	Personnel costs, taxes, training, rent & utilities, Internet & technology, travel and lodging
Other Expenses	124,432	184,300	Trademarks, legal services, business fees, bank charges, credit card fees, contract support, audit, customs, moving, miscellaneous
Membership Benefits	383,681	402,500	Ratings management and processing, Magazine, new member discs/minis, Ace/Birdie/Eagle Club gifts, 10 & 20 year member bag tags, contract support, stickers, etc.
PDGA Tour	271,725	325,500	Majors & NT event sponsorships, event support, tour insurance, worlds invitations & registration, contract support, tour equipment, tour trailer, travel and lodging
Staff	549,230	676,880	Salary, wages, and misc.
Other Personnel Expenses	67,468	90,000	Health insurance, workman's compensation, intern/temp expenses, recruitment, remote employee travel and lodging
Payroll Expenses	62,319	76,500	Employer taxes, IRA contributions, unemployment
Total Expenses	2,569,469	3,101,480	
NET INCOME	213,623	93,720	Income less expense = projected net income
Statement of Financial Position	1,280,275	at 12/31/16	
Assets			
Current Assets	1,139,007		Bank accounts, accounts receivable, other assets
Fixed Assets	75,992		Capital assets less depreciation
Other Assets	65,276		IDGC endowment fund, inventory
Total Assets	1,280,275		
Liabilities & Equity			
Current Liabilities	567,587		Accounts payable, credit cards, accrued liabilities, deferred membership revenue
Equity	712,688		Retained earnings, adjustments, net income
Total Liabilities & Equity	1,280,275		

Prepared by Joe Chargualaf, Executive Director ~ Approved by the PDGA Board of Directors
 The figures in this report have been verified in 2017 through an independent audit.