

2017 PDGA Summary Financial Report & 2018 Budget

INCOME	2017 Actuals	2018 Budget	Notes
International Disc Golf Center	189,250	198,500	Endowment funds/donations; IDGC user fees, pro shop sales, workshops/lessons
Memberships	1,828,632	2,048,067	Renewals,new, Ace/Birdie/Eagle, International, Multi-year, Family & Affiliate Club Discounts, online handling fees
Merchandise	76,970	83,200	PDGA and pdga.com store merchandise sales, disc/target testing, PDGA logo licensing, officials exam
Other Income	1,321	1,400	Bank interest, mailing lists, bounced check charges, donations (to DG Foundation), misc.
PDGA Europe	189,573	206,700	PDGA Europe income from membership and sanctioning fees
Sponsorship & Advertising	97,153	127,000	Website, video, course directory, Tour and Worlds advertising & sponsorship, major event cost sharing
Tour Events	1,032,515	1,135,531	Sanctioning, insurance, player and non-current member fees, International event fees, Worlds registration handling fee
TOTAL INCOME	3,415,414	3,800,398	
EXPENSES			
	2017 Actuals	2018 Budget	
Board, Committees, Volunteers	58,860	57,800	Summits, teleconferences, committee expenses, election, surveys, travel, Director insurance
Charitable	4,123	5,000	General charitable donations
Fulfillment	407,333	435,883	Receive & fulfill memberships - Labor, printing, member cards, mailing and supplies, merchandise, event packages, promotional items
International Disc Golf Center	184,891	197,500	IDGC course/facility maintenance, equipment, signage, insurance, pro shop merchandise, sales tax, revenue sharing with county
Information Technology	462,476	499,000	Website development and hosting, database management and maintenance, hardware, software, and server costs, mobile apps, internal office applications
International	35,028	116,500	PDGA Europe/Asia/Canada development, teleconferences, travel, contract support, International Majors sponsorship, Marco Polo Program
Marketing / Promotional	153,109	242,500	Marketing campaigns, Tour/Majors ads, brochures, photography, PDGA media, internet/television broadcasts, Innovation Grants, sustainability programs, tradeshow
Merchandise	37,351	9,500	Directory, rulesbook, videos, shirts, bagtags, non-proprietary items (pdgastore.com) etc.
PDGA Office	66,438	91,000	Office equipment & supplies, rent, utilities, software, postage, internet phone and fax, courier, staff training, miscellaneous operational costs
PDGA Europe Office	41,559	48,400	Personnel costs, taxes, training, rent & utilities, Internet & technology, travel and lodging
Other Expenses	142,997	181,197	Trademarks, legal services, business fees, bank charges, credit card fees, contract support, audit, customs, moving, miscellaneous
Member Benefits	409,235	467,100	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	310,488	376,200	Majors & NT event sponsorships, event support, tour Insurance, worlds invitations & registration, contract support, tour equipment, tour trailer, travel and lodging
Staff	621,880	778,924	Salary, wages, and misc.
Other Personnel Expenses	87,831	100,000	Health insurance, workman's compensation, intern/temp expenses, recruitment, remote employee travel and lodging
Payroll Expenses	63,571	76,000	Employer taxes, IRA contributions, unemployment
Total Expenses	3,087,169	3,682,503	
NET INCOME	328,245	117,895	Income less expense = projected net income
Statement of Financial Position			
	1,696,859	at 12/31/17	
Assets			
Current Assets	1,439,867	Bank accounts, accounts receivable, other assets	
Fixed Assets	181,323	Capital assets less depreciation	
Other Assets	75,668	IDGC endowment fund, inventory	
Total Assets	1,696,859		
Liabilities & Equity			
Current Liabilities	577,221	Accounts payable, credit cards, accrued liabilities, deferred membership revenue	
Equity	1,119,638	Retained earnings, adjustments, net income	
Total Liabilities & Equity	1,696,859		

Prepared by Joe Chargualaf, Executive Director ~ Approved by the PDGA Board of Directors
 The figures in this report have been verified in 2018 through an independent audit.