

NATIONAL ATHLETIC TRAINERS' ASSOCIATION, INC.
BUDGETED REVENUES AND EXPENSES
FOR THE PERIOD APRIL 1, 2004 TO MARCH 31, 2005

<u>REVENUES</u>	<u>PROPOSED</u> <u>BUDGET</u>	<u>2003-2004</u> <u>BUDGET</u>	<u>2003-2004</u> <u>PROJECTION</u>	<u>Incr. over</u> <u>04 Budget</u>	<u>% Increase/</u> <u>(Decrease)</u>
MEMBERSHIP DUES	3,474,113	3,332,316	3,398,823	141,797	4.26%
CARD PACK ADVERTISING	20,300	28,000	21,432	(7,700)	-27.50%
JOURNAL	173,000	163,000	168,992	10,000	6.13%
NATA NEWS	375,000	360,000	370,000	15,000	4.17%
CONVENTION	1,980,000	1,956,775	1,796,123	23,225	1.19%
INVESTMENTS	300,000	250,000	248,969	50,000	20.00%
RENTAL INCOME	74,880	73,840	73,840	1,040	1.41%
SEMINARS	229,550	280,150	80,000	(50,600)	-18.06%
GRADUATE PROGRAM EVALUATION	6,000	3,250	3,250	2,750	84.62%
PUBLICATION SALES	18,000	10,000	18,000	8,000	80.00%
AUDIO/VIDEO TAPES	1,500	1,000	1,375	500	50.00%
LABEL SALES	126,000	120,000	132,852	6,000	5.00%
CAREER CENTER INCOME	175,000	0	78,000	175,000	100.00%
SPONSORSHIP PROGRAM	596,045	590,545	590,545	5,500	0.93%
OTHER INCOME	23,000	15,000	10,000	8,000	53.33%
ROYALTIES	<u>51,800</u>	<u>51,800</u>	<u>51,800</u>	0	0.00%
TOTAL REVENUES	7,624,188	7,235,676	7,044,001	388,512	5.37%

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BUDGETED REVENUES AND EXPENSES
FOR THE PERIOD APRIL 1, 2004 TO MARCH 31, 2005

<u>EXPENSES</u>	<u>PROPOSED</u> <u>BUDGET</u>	<u>2003-2004</u> <u>BUDGET</u>	<u>2003-2004</u> <u>PROJECTION</u>	<u>Incr. over</u> <u>04 Budget</u>	<u>% Increase/</u> <u>(Decrease)</u>
OPERATIONS					
AWARDS/RECOGNITION	122,650	105,452	100,698	17,198	16.31%
BUILDING REPAIRS/MAINTENANCE	65,786	58,740	57,143	7,046	12.00%
COMPUTER SUPPLIES/MAINTENANCE	107,950	95,800	101,427	12,150	12.68%
CORPORATE DUES/MEMBERSHIP	12,250	13,000	12,250	(750)	-5.77%
EQUIPMENT MAINTENANCE	12,500	10,000	10,029	2,500	25.00%
EQUIPMENT RENTAL	15,750	15,000	14,941	750	5.00%
FREIGHT & DELIVERY	9,500	6,250	8,901	3,250	52.00%
INSURANCE	33,200	25,500	33,833	7,700	30.20%
MONEY MANAGEMENT EXPENSE	121,000	92,000	111,367	29,000	31.52%
OFFICE EXPENSE	26,936	22,100	27,576	4,836	21.88%
POSTAGE/MAILING	44,718	58,500	44,575	(13,782)	-23.56%
PRINTING/REPRODUCTION	45,450	50,230	40,000	(4,780)	-9.52%
SUPPLIES/SMALL EQUIPMENT	14,960	12,500	12,538	2,460	19.68%
TAXES/LICENSES	52,750	48,250	48,846	4,500	9.33%
TELEPHONE	40,630	43,600	36,391	(2,970)	-6.81%
TRAVEL/RELATED	58,975	53,830	55,706	5,145	9.56%
UTILITIES	<u>38,285</u>	<u>37,200</u>	<u>32,355</u>	<u>1,085</u>	<u>2.92%</u>
TOTAL OPERATIONS	823,290	747,952	748,576	75,338	10.07%
ADMINISTRATIVE					
ACCOUNTING/AUDIT	34,100	31,100	34,337	3,000	9.65%
BOC CONTINUING ED. FEES	195,500	178,250	186,545	17,250	9.68%
COMPUTER SERVICES	6,200	6,500	6,184	(300)	-4.62%
LEGAL FEES-GENERAL	84,000	80,000	82,000	4,000	5.00%
OTHER PROFESSIONAL FEES	5,000	37,000	32,656	(32,000)	-86.49%
PERSONNEL	2,443,385	2,300,385	2,300,385	143,000	6.22%
PROFESSIONAL DEVELOPMENT	24,400	21,050	17,000	3,350	15.91%
PROFESSIONAL DUES/MEMBER	9,050	7,375	7,375	1,675	22.71%
SUBSCRIPTIONS	1,500	1,500	1,000	0	0.00%
TEMPORARY HELP-SCHEDULED	16,500	13,600	12,000	2,900	21.32%
TEMPORARY HELP-UNSCHEDULED	<u>15,000</u>	<u>12,500</u>	<u>12,500</u>	<u>2,500</u>	<u>20.00%</u>
TOTAL ADMINISTRATIVE	2,834,635	2,689,260	2,691,982	145,375	5.41%
EXECUTIVE DIRECTOR	31,250	39,650	31,000	(8,400)	-21.19%

	<u>PROPOSED</u> <u>BUDGET</u>	<u>2003-2004</u> <u>BUDGET</u>	<u>2003-2004</u> <u>PROJECTION</u>	<u>Incr. over</u> <u>04 Budget</u>	<u>% Increase/</u> <u>(Decrease)</u>
BOARD OF DIRECTORS	130,750	115,250	123,189	15,500	13.45%
PRESIDENT	49,074	46,074	41,121	3,000	6.51%
CONVENTION	1,280,000	1,182,000	1,030,592	98,000	8.29%
SEMINARS	187,145	216,105	150,000	(28,960)	-13.40%
COMMITTEES					
CLINICAL/INDUSTRIAL AT'S	18,730	14,150	12,000	4,580	32.37%
COLLEGE/UNIVERSITY AT'S	15,070	19,750	15,000	(4,680)	-23.70%
COMMITTEE ON REIMBURSEMENT	17,950	16,350	16,000		
CONVENTION	36,955	30,950	30,950	6,005	19.40%
DISTRICT SECRETARIES/TREASURERS	5,900	5,900	5,900	0	0.00%
ETHNIC DIVERSITY	32,205	28,195	28,000	4,010	14.22%
FINANCE	4,890	4,240	4,240	650	15.33%
GOVERNMENTAL AFFAIRS	13,500	12,575	12,575	925	100.00%
GRADUATE REVIEW COMMITTEE	7,300	5,585	5,585	1,715	30.71%
HONORS & AWARDS	3,360	3,360	2,500	0	0.00%
INTERNATIONAL COMMITTEE	18,948	26,100	25,000	(7,152)	-27.40%
JOURNAL COMMITTEE	11,190	10,900	7,500	290	2.66%
MEMORIAL RESOLUTIONS	90	90	90	0	0.00%
PLACEMENT	2,250	2,150	1,567	100	4.65%
PRONOUNCEMENTS	8,525	8,010	7,000	515	6.43%
PUBLIC RELATIONS	24,700	21,150	21,150	3,550	16.78%
SECONDARY SCHOOL AT'S	16,175	26,000	15,000	(9,825)	-37.79%
WEBMASTERS ADVISORY GROUP	1,950	1,950	1,000	0	0.00%
WOMEN IN ATHLETIC TRAINING	<u>16,138</u>	<u>12,678</u>	<u>12,248</u>	<u>3,460</u>	<u>27.29%</u>
TOTAL COMMITTEES	255,826	250,063	223,305	4,143	2.30%

	PROPOSED BUDGET	2003-2004 BUDGET	2003-2004 PROJECTION	Incr. over 04 Budget	% Increase/ (Decrease)
PROFESSIONAL ACTIVITIES					
APPROPRIATE MEDICAL COVERAGE TF	0	600	825	(600)	-100.00%
CAREER CENTER ALLOCATION	71,260	0	17,100	71,260	100.00%
CONVENTION PROMOTION	29,050	31,050	25,000	(2,000)	
COUNCIL ON EMPLOYMENT	28,530	28,430	17,500	100	0.35%
EDUCATION COUNCIL					
ADMINISTRATIVE	96,455	80,674	80,674	15,781	19.56%
EXECUTIVE COMMITTEE	30,580	22,820	26,821	7,760	34.01%
COLLEGE STUDENT AT'S	7,050	6,420	3,500	630	9.81%
CONTINUING EDUCATION COMMITTEE	21,600	21,000	22,000	600	2.86%
COMPETENCIES	0	19,050	0	(19,050)	100.00%
DISTRICT LECTURE SERIES	0	24,978		(24,978)	100.00%
DISTRICT MEETING TRAVEL	4,100	4,400	2,000	(300)	-6.82%
EDUCATIONAL MULTI-MEDIA	1,550	1,550	1,500	0	0.00%
ENTRY LEVEL EDUCATION COMMITTEE	12,930	14,560	7,500	(1,630)	-11.20%
GRADUATE EDUCATION COMM	10,338	17,878	14,332	(7,540)	-42.17%
PASS/TECHNOLOGY	27,005	2,976	1,500	24,029	100.00%
BOARD OF A T SPECIALTIES	8,000	16,780	7,959	(8,780)	-52.32%
GOVERNMENT RELATIONS	12,500	12,500	8,000	0	100.00%
GRANTS	27,500	27,500	27,500	0	0.00%
JRC-AT GRANT	31,270	29,800	25,000	1,470	4.93%
LIAISON REPRESENTATIVES	19,500	15,500	15,500	4,000	25.81%
MEMBERSHIP RETENTION/RECRUITMENT	18,800	20,708	20,708	(1,908)	-9.21%
PLACEMENT PROGRAM	7,185	2,500	2,707	4,685	187.40%
PUBLIC RELATIONS PROGRAM	240,825	236,850	236,850	3,975	1.68%
SPONSORSHIP ALLOCATIONS	125,221	144,405	144,405	(19,184)	-13.40%
SPONSORSHIP MAINTENANCE	109,500	97,408	97,408	12,092	12.10%
STRATEGIC PLAN	0	17,375	9,040		
TOTAL PROFESSIONAL ACTIVITIES	940,749	897,712	815,329	60,412	4.79%

	PROPOSED BUDGET	2003-2004 BUDGET	2003-2004 PROJECTION	Incr. over 04 Budget	% Increase/ (Decrease)
PUBLICATIONS					
JOURNAL	281,900	287,500	286,580	(5,600)	-1.95%
NATA NEWS	457,250	455,400	444,325	1,850	0.41%
BROCHURES	<u>28,000</u>	<u>27,500</u>	<u>27,500</u>	500	1.82%
TOTAL PUBLICATIONS	767,150	770,400	758,405	(3,250)	-0.42%
OTHER EXPENSE/RESERVE FOR CONTINGENCY	40,000	40,000	40,000	0	0.00%
DEPRECIATION	225,000	225,000	210,000	0	0.00%
TOTAL EXPENSES	7,564,869	7,219,486	6,863,499	345,383	4.78%
TOTAL REVENUES	7,624,188	7,235,676	7,044,001	388,512	5.37%
NET INCOME/(LOSS)	<u>\$ 59,319</u>	<u>\$ 16,190</u>	<u>\$ 180,502</u>	<u>\$ 43,129</u>	266.39%