



NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION
November 2012 Financial Statements

National Basketball Retired Players Assoc
Profit & Loss
 November 2012

	<u>Nov 12</u>	<u>Jan - Nov 12</u>
Ordinary Income/Expense		
Income		
4081 · All Star Sponsorship 2013	2,500.00	2,500.00
4126 · Collage Revenue	0.00	175,000.00
4210 · Reimbursed Expenses	0.00	43.14
Contributions Income		
4040 · Unrestricted GLA	0.00	750,000.00
Total Contributions Income	<u>0.00</u>	<u>750,000.00</u>
4050 · NBPA Donation	0.00	150,000.00
4090 · Membership Dues	15,755.00	68,123.70
4115 · Legends Sponsorship	7,250.00	83,750.00
4140 · Sponsorship Income	0.00	5,250.00
4170 · Program Fees	10,960.00	15,960.00
4200 · Misc Income	0.00	12,378.27
Total Income	<u>36,465.00</u>	<u>1,263,005.11</u>
Expense		
6201 · Commissions	1,750.00	13,590.00
6005 · Advertising	0.00	1,095.00
6009 · All Star Event	3,000.00	3,000.00
Legend World Sports Conf Event		
6025 · Legends World Sports Conference	2,500.00	41,841.57
6024 · Hotel - LWSC	33,093.78	59,418.83
6026 · Food & Beverage	16,060.24	16,060.24
6956 · Travel - LWSC	6,268.73	16,315.35
6955 · Meals- LWSC	0.00	5,294.92
6027 · Travel		
6028 · Staff	0.00	117.76
Total 6027 · Travel	<u>0.00</u>	<u>117.76</u>
Total Legend World Sports Conf Event	57,922.75	139,048.67
6040 · Appearance Fees	0.00	170.00
6050 · Bank Service Charges		
6055 · Credit Card Processing fees	434.20	1,874.19
6050 · Bank Service Charges - Other	20.00	565.29
Total 6050 · Bank Service Charges	<u>454.20</u>	<u>2,439.48</u>
6070 · Consulting- Computers		
6075 · Computer Service/ Repairs	0.00	85.00
Total 6070 · Consulting- Computers	<u>0.00</u>	<u>85.00</u>
6085 · Contract Labor	0.00	16,579.91
6090 · Contributions & Scholarships		
6095 · Charitable Donations	1,000.00	13,420.14
6105 · Scholarship	0.00	82,003.68
Total 6090 · Contributions & Scholarships	<u>1,000.00</u>	<u>95,423.82</u>
6115 · Depreciation Expense	1,420.28	16,359.50
6125 · Gifts	0.00	803.20
6130 · Insurance		
6135 · D&O	0.00	2,536.00
6145 · Liability Insurance	0.00	-1,699.09
6151 · Dental Insurance	788.64	5,160.54
6150 · Medical Insurance	4,777.51	36,191.73
6165 · Workers comp	0.00	707.24
Total 6130 · Insurance	<u>5,566.15</u>	<u>42,896.42</u>
6200 · Interest Expense	0.00	450.00
6230 · Licenses and Permits	0.00	225.00
6235 · Chapter Assistance	0.00	5,950.00

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Accrual Basis

National Basketball Retired Players Assoc

Profit & Loss

November 2012

	Nov 12	Jan - Nov 12
6245 · Moving Expenses		
6246 · Storage	161.00	1,513.22
6245 · Moving Expenses - Other	0.00	5,697.23
Total 6245 · Moving Expenses	161.00	7,210.45
6250 · Office Expense		
6255 · Website Expenses	3,299.00	18,120.39
6251 · Copier Machine	808.16	8,106.35
6253 · Computers	0.00	7,312.77
6254 · Dues and Subscriptions	105.00	1,818.63
6257 · Office Cleaning	0.00	238.28
6258 · Office Supplies	88.50	3,804.45
6259 · Payroll Expenses	291.80	3,088.73
Total 6250 · Office Expense	4,592.46	42,489.60
6270 · Parking, Taxi, Tolls	0.00	68.50
6275 · Pension	0.00	2,630.00
6285 · Pension Contribution	0.00	1,700.00
6315 · Postage and Delivery	186.84	4,353.75
6320 · Printing and Reproduction	1,452.12	5,571.28
6335 · Professional Fees		
6351 · ED Search	0.00	8,000.00
6345 · Consulting Other	0.00	4,100.00
6347 · Accounting	5,000.00	13,298.97
6346 · Audit	0.00	1,000.00
6349 · Counseling	0.00	500.00
6350 · Legal Fees	4,486.58	47,291.84
6335 · Professional Fees - Other	1,300.00	10,317.13
Total 6335 · Professional Fees	10,786.58	84,507.94
6420 · Reimbursed Expense		
6455 · Intern Travel	0.00	27.00
6421 · Intern Meals	0.00	33.89
Total 6420 · Reimbursed Expense	0.00	60.89
6440 · Rent	0.00	11,840.63
6450 · Repairs	0.00	240.00
6500 · Salary and Payroll Taxes		
6538 · Gaughan		
6539 · Hardy		
6548 · Miller		
6547 · Scoggins		
6544 · Corliss		
6543 · Fielkow		
6542 · Durr		
6541 · Williams		
6515 · Roskind		
6520 · Colon		
6546 · Vincent		
6550 · Payroll Taxes		
Total 6500 · Salary and Payroll Taxes		
6600 · Sponsorship Expense	0.00	150.00
6610 · Supplies	1,932.44	1,932.44
6670 · Telephone	2,065.61	15,390.24
6900 · Travel & Entertainment		
6700 · Entertainment	0.00	147.57
6910 · Board		
6911 · Retreat		
6912 · Airfare	6,822.56	11,267.35
6913 · Lodging	2,165.00	6,383.53
6914 · Meals	1,631.16	2,012.58
6911 · Retreat - Other	911.10	1,170.70
Total 6911 · Retreat	11,529.82	20,834.16

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Accrual Basis

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Profit & Loss

November 2012

	Nov 12	Jan - Nov 12
6910 · Board - Other	0.00	-2,564.98
Total 6910 · Board	11,529.82	18,269.18
6920 · Staff		
6921 · Travel	58.04	6,517.19
6922 · Travel - Mark Scoggins	0.00	2,649.65
6923 · Travel - Adrian	0.00	1,393.81
6924 · Travel - Sr Director Member Sv	0.00	359.60
6925 · Travel - Paul	437.29	3,363.75
6926 · Meals	118.83	2,758.24
6928 · Meals - Adrian	0.00	15.37
6929 · Meals - Sr Dir Comm & Special	0.00	29.51
Total 6920 · Staff	614.16	17,087.12
6940 · Executive Director		
6941 · Meals	36.10	1,726.19
6940 · Executive Director - Other	1,425.84	10,061.40
Total 6940 · Executive Director	1,461.94	11,787.59
6900 · Travel & Entertainment - Other	75.00	160.07
Total 6900 · Travel & Entertainment	13,680.92	47,451.53
6760 · Utilities		
6770 · Cable	102.55	1,785.56
Total 6760 · Utilities	102.55	1,785.56
6800 · Video Production	500.00	500.00
6810 · Website	0.00	110.00
Total Expense	156,823.06	1,117,272.84
Net Ordinary Income	-120,358.06	145,732.27
Other Income/Expense		
Other Income		
7010 · Interest Income	166.54	2,064.14
7030 · Other Income	0.00	2,190.54
Total Other Income	166.54	4,254.68
Net Other Income	166.54	4,254.68
Net Income	-120,191.52	149,986.95

National Basketball Retired Players Assoc
Balance Sheet
 As of November 30, 2012

	<u>Nov 30, 12</u>
ASSETS	
Current Assets	
Checking/Savings	
1003 · Commerce Bank 7928431274	619,023.60
1004 · Commerce Bank 7928431175	812,447.69
1005 · Commerce Sponsor a Legend 6596	1,144.65
1007 · Merrill Lynch Acct #07680	4,786.75
Total Checking/Savings	<u>1,437,402.69</u>
Accounts Receivable	
1200 · Accounts Receivable	73,561.21
Total Accounts Receivable	<u>73,561.21</u>
Other Current Assets	
1250 · Accounts Receivable - GLA	225,000.00
1360 · Investment in Marketing Co	136,609.33
1371 · Security Deposit - Chicago	2,500.00
1385 · Due from Paychex	2,001.25
Total Other Current Assets	<u>366,110.58</u>
Total Current Assets	<u>1,877,074.48</u>
Fixed Assets	
1401 · Lightmaker	35,000.00
1402 · Lightmaker - AD	-7,000.00
1405 · Telephone System	16,069.08
1406 · Telephone System-AD	-6,351.50
1407 · Leasehold Improvements	7,850.00
1408 · Leasehold Improvements-AD	-1,540.42
1400 · Computers	31,714.22
1410 · Computers-Accum. Depreciation	-23,226.27
1411 · CHIPS	6,862.50
1412 · CHIPS-AD	-1,372.50
1415 · Furniture	2,629.00
1416 · Furniture - AD	-281.68
Total Fixed Assets	<u>60,352.43</u>
TOTAL ASSETS	<u><u>1,937,426.91</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2210 · Accounts Receivable Contra Acct	73,561.21
2250 · Deferred Income GLA	225,000.00
2200 · Accrued Expense	3,333.33
Total Other Current Liabilities	<u>301,894.54</u>
Total Current Liabilities	<u>301,894.54</u>
Total Liabilities	301,894.54
Equity	
3120 · Retained Earnings	1,485,545.42
Net Income	149,986.95
Total Equity	<u>1,635,532.37</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,937,426.91</u></u>



NBRPA MARKETING, INC.
November 2012 Financial Statements

NBRPA Marketing Inc.

Profit & Loss

November 2012

	Nov 12	Jan - Nov 12
Ordinary Income/Expense		
Income		
4100 · Sponsorship Income	0.00	32,526.70
4400 · All Star Income		
4401 · All Star Ticket Sales	0.00	133,136.80
4405 · Bowling	0.00	1,675.00
4430 · Sponsorship Income	0.00	172,300.00
4435 · All Star Panel Ticket Sale	0.00	598.84
Total 4400 · All Star Income	0.00	307,710.64
4500 · Other Income	100.00	1,632.93
Total Income	100.00	341,870.27
Expense		
60100 · All Star Weekend		
60115 · Bowling Event	6,202.00	16,471.12
60135 · Brunch	0.00	983.06
60140 · Videography	0.00	2,735.00
60145 · Photography	0.00	4,000.00
60155 · NBA Tickets	0.00	148,776.00
60160 · BOD Tickets	0.00	33,800.00
60165 · Beyond the Bench Tickets	0.00	6,000.00
60168 · JAM Session	0.00	1,000.00
60170 · Marketing	0.00	10,768.13
60180 · Freight	0.00	2,436.27
60188 · Ground Transportation ASW	0.00	2,601.40
60190 · Office Expense	0.00	1,100.46
60191 · Members Meeting	0.00	1,701.87
60198 · Panel Expenses	0.00	56.18
60199 · Printing & Reproduction for ASW	0.00	3,459.19
60100 · All Star Weekend - Other	0.00	437.20
Total 60100 · All Star Weekend	6,202.00	236,325.88
60189 · Outside Services - ASW	0.00	4,500.00
60400 · Bank Service Charges	0.00	50.00
60410 · Credit Card Processing Fees	0.00	4,996.38
60500 · Appearance Expense	0.00	9,500.00
60600 · Band Appearance Expense	0.00	5,231.30
62000 · Commissions	0.00	26,739.00
63300 · Insurance Expense	0.00	6,154.00
64900 · Office Supplies	0.00	383.18
67000 · Legends Band Expenses	0.00	215.00
68400 · Travel Expense		
68410 · Board Travel		
68415 · All Star Weekend		
68416 · Meals	0.00	351.70
68417 · Local Transportation	0.00	6,324.63
68418 · Lodging	0.00	80,095.46
68419 · Airfare Allstar Weekend	0.00	21,704.58
68415 · All Star Weekend - Other	0.00	117.26
Total 68415 · All Star Weekend	0.00	108,593.63
Total 68410 · Board Travel	0.00	108,593.63
68420 · Band Travel		
68425 · All Star Weekend	0.00	30.00
Total 68420 · Band Travel	0.00	30.00
68440 · EVP		
68445 · All Star Weekend	0.00	492.60
Total 68440 · EVP	0.00	492.60
68450 · Staff		
68451 · All Star Weekend		
68452 · Meals	0.00	836.35
68451 · All Star Weekend - Other	0.00	1,849.13

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Accrual Basis

NBRPA Marketing Inc.
Profit & Loss
November 2012

	<u>Nov 12</u>	<u>Jan - Nov 12</u>
Total 68451 · All Star Weekend	<u>0.00</u>	<u>2,685.48</u>
Total 68450 · Staff	<u>0.00</u>	<u>2,685.48</u>
Total 68400 · Travel Expense	<u>0.00</u>	<u>111,801.71</u>
Total Expense	<u>6,202.00</u>	<u>405,896.45</u>
Net Ordinary Income	<u>-6,102.00</u>	<u>-64,026.18</u>
Net Income	<u><u>-6,102.00</u></u>	<u><u>-64,026.18</u></u>

NBRPA Marketing Inc.
Balance Sheet
As of November 30, 2012

	<u>Nov 30, 12</u>
ASSETS	
Current Assets	
Checking/Savings	
10000 · Commerce Bank 424-5075422	396.35
10001 · TD Bank Licensing Account 0540	<u>303,856.81</u>
Total Checking/Savings	304,253.16
Accounts Receivable	
12000 · Accounts Receivable	<u>2,500.00</u>
Total Accounts Receivable	<u>2,500.00</u>
Total Current Assets	<u>306,753.16</u>
TOTAL ASSETS	<u><u>306,753.16</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2100 · Royalties Payable	285,859.99
2700 · Accounts Receivable Contra Acct	<u>2,500.00</u>
Total Other Current Liabilities	<u>288,359.99</u>
Total Current Liabilities	<u>288,359.99</u>
Total Liabilities	288,359.99
Equity	
31000 · Additional Paid in Capital	136,609.33
32000 · Retained Earnings	-54,189.98
Net Income	<u>-64,026.18</u>
Total Equity	<u>18,393.17</u>
TOTAL LIABILITIES & EQUITY	<u><u>306,753.16</u></u>

NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION, INC.							
ACTUAL VS BUDGET							
NOVEMBER 2012							
	Nov-12			Year To Date			2012
	Budget	Actual	Variance	Budget	Actual	Variance	Total
REVENUES							
GLA	\$0	\$0	\$0	\$750,000	\$750,000	\$0	\$1,000,000
GLA/Other Revenue Sources	0	0	0	196,000	0	(196,000)	392,000
NBPA Donation	0	0	0	0	150,000	150,000	0
2013 All Star Weekend	0	2,500	2,500	0	2,500	2,500	0
Program Fees	0	10,960	10,960	0	15,960	15,960	0
Legends Foundation	0	0	0	25,000	0	(25,000)	25,000
Collage Revenue	0	0	0	0	175,000	175,000	0
Membership Dues	10,000	15,755	5,755	50,000	68,124	18,124	60,000
Global Coach	2,500	0	(2,500)	5,000	0	(5,000)	5,000
Sponsorship - LWSC	0	7,250	7,250	60,000	94,000	34,000	60,000
Interest income	0	167	167	0	2,064	2,064	0
Other	0	0	0	0	9,612	9,612	0
TOTAL REVENUE	12,500	36,632	24,132	1,086,000	1,267,260	181,260	1,542,000
EXPENSES							
Personnel Costs							
Salaries							
C.E.O. Fielkow <90%>							
C.E.O. 2012 contract increase							
C.E.O. Health Ins Equivalency							
Chief Rev & Ops Officer Scoggins <50%>							
Dir Mem. Svs Prtrs Colon/Hardy <10%>							
Dir Comm & Spec Projs Corliss <10%>							
Dir Ext. & Corp Relations Williams <50%>							
Dir of Admin & Events Durr <25%>							
Intern - Gaughan							
EVP Mrkting-Transition Roskind (Feb-Mar) <50%>							
Temp Office Help (5 days per week)							
Employer Payroll Taxes							
Payroll processing expenses							
Sub-Total				4			
Chapter Liaison (Sam Vincent)							
Total Salaries							
Benefits							
Medical Insurance							
Current Staff	6,733	4,778	(1,955)	74,060	34,286	(39,774)	80,791
Dental/Vision Insurance							
Current Staff	333	789	456	3,661	4,714	1,053	3,993
401K Cont/Match - Subject to Board Approval	600	0	(600)	7,200	2,645	(4,555)	7,800
Contract Commissions	9,533	1,750	(7,783)	104,865	24,407	(80,459)	114,400
Total Benefits	17,199	7,316	(9,883)	189,787	66,052	(123,734)	206,984
Total Personnel Costs	55,347	57,857	2,510	646,733	630,569	(16,164)	702,087
Consultants/Counsel/Media							
Accounting Services	1,000	0	(1,000)	12,500	8,899	(3,601)	13,500
Audit Services	0	5,000	5,000	6,000	7,000	1,000	6,000
Legal Services	3,182	4,487	1,305	46,820	47,292	472	50,000
Other Professional Services	0	1,300	1,300	0	16,820	16,820	0
Gelman Pension Services	0	0	0	2,224	1,685	(539)	2,225
Media Services/Database/News wire/Newsletter	375	500	125	4,125	500	(3,625)	4,500
Total Consultants/Counsel/Media	4,557	11,287	6,730	71,669	82,197	10,527	76,225

NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION, INC.							
ACTUAL VS BUDGET							
NOVEMBER 2012							
	Nov-12			Year To Date			2012
	Budget	Actual	Variance	Budget	Actual	Variance	Total
Operating Costs							
Rent - NYC	0	0	0	11,831	11,831	0	11,831
Rent - Chicago	417	0	(417)	4,585	0	(4,585)	5,000
Electric	0	0	0	1,481	0	(1,481)	1,481
Cleaning	0	0	0	367	238	(129)	367
Copier Machine	500	808	308	5,500	8,106	2,606	6,000
Supplies	250	2,021	1,771	2,750	5,737	2,987	3,000
Subscriptions & Dues	125	105	(20)	1,375	1,819	444	1,500
Telephone (XO)	700	957	257	7,700	6,146	(1,554)	8,400
Cell phones (CEO/COO/DMS/DOC)	625	1,109	484	6,875	9,215	2,340	7,500
Comp Maint, Host, Upgrades, V3, Develop							
Computer Maintenance	1,250	0	(1,250)	13,750	6,534	(7,216)	15,000
Website Version 3	1,000	3,299	2,299	11,000	18,230	7,230	12,000
Hardware(laptop, camera)	0	0	0	0	0	0	0
Bank Card USA (CC Machine)	271	434	163	2,980	2,162	(818)	3,250
Pitney (Stamp machine Rent)	315	0	(315)	3,465	250	(3,215)	3,780
Postage	300	187	(113)	5,210	4,104	(1,106)	5,510
All-Star Weekend - 2013	0	3,000	3,000	0	3,000	3,000	0
Corporation Cost (New York)	0	0	0	375	0	(375)	500
Insurance (Gen, D&O, Wrks Comp, Disability)	750	0	(750)	8,250	2,287	(5,963)	9,000
Travel: Airfare/ Meals/ Transfers							
Board Meetings/Retreats	0	11,530	11,530	0	14,722	14,722	0
Board Travel/Other	167	0	(167)	1,835	3,333	1,498	2,000
Executive Director	2,000	1,462	(538)	22,000	14,839	(7,161)	24,000
Chief Revenue & Operating Officer	208	0	(208)	2,290	2,650	359	2,500
Dir Member Services (Portsmouth, Summer Leagues,etc)	250	0	(250)	2,750	1,350	(1,400)	3,000
Sr Dir Comm & Special Events	208	556	348	2,290	7,074	4,784	2,500
Misc Travel Expenses(local travel, baggage fees)	125	58	(67)	1,375	3,418	2,043	1,500
Parking, Taxi, Tolls	83	75	(8)	915	144	(771)	1,000
Intern Reimbursement(travel and meals)	125	0	(125)	1,375	61	(1,314)	1,500
Partnership Development Meetings	83	0	(83)	915	0	(915)	1,000
Storage	150	161	11	1,700	1,362	(338)	1,850
On-line Voting for Board Elections	0	0	0	0	0	0	1,100
Chicago Office Set-up Costs	0	0	0	3,000	4,599	1,599	3,000
Bank Fees	92	20	(72)	1,010	728	(282)	1,100
Taxes	0	0	0	0	225	225	0
Cable	75	103	28	825	1,785	960	900
Logos, Signs, Newsletters, Annual Report, etc...	417	1,452	1,035	4,585	7,066	2,481	5,000
Intellectual Property Rights Registration	0	0	0	2,500	0	(2,500)	2,500
Chapter Support	1,667	0	(1,667)	18,335	5,950	(12,385)	20,000
Global Coach	833	0	(833)	9,165	4,166	(4,999)	10,000
Dave DeBusschere Scholarship	0	0	0	95,000	82,004	(12,996)	95,000
Charitable Giving/Ads & Donation	4,167	1,000	(3,167)	45,835	13,973	(31,861)	50,000
Member Emergency Fund	417	0	(417)	4,585	0	(4,585)	5,000
Total Operating Costs	17,570	28,336	10,766	309,778	249,108	(60,670)	328,569
Meeting Expenses							
Legends World Sports Conference	0	57,923	57,923	175,767	139,039	(36,728)	175,767
Total Meeting Costs	0	57,923	57,923	175,767	139,039	(36,728)	175,767
Depreciation Expense	0	1,420	1,420	0	16,360	16,360	0
TOTAL EXPENSES	77,474	156,823	79,349	1,203,948	1,117,273	(86,674)	1,282,648
Net Income or (Loss)	(\$64,974)	(\$120,192)	(\$55,218)	(\$117,948)	\$149,987	\$267,934	\$259,352

NBRPA MARKETING, INC.							
ACTUAL VS BUDGET							
NOVEMBER 2012							
	Nov-12			Year To Date			2012
	Budget	Actual	Variance	Budget	Actual	Variance	Total
REVENUES							
Sponsorship - ASW	\$0	\$0	\$0	\$80,000	\$204,327	\$124,327	\$80,000
Sponsorship - Other	0	0	0	0	500	500	10,000
Collage Revenue/Appearance Fees	0	0	0	25,000	0	(25,000)	25,000
Grey Flannel Auction	500	0	(500)	5,500	0	(5,500)	6,000
Other	0	100	100	0	100	100	0
TOTAL REVENUE	500	100	(400)	110,500	204,927	94,427	121,000
EXPENSES							
Personnel Costs							
Salaries							
Chief Executive Officer <90%>		0			0		
Chief Executive Officer 2012 contract increase		0			0		
Chief Executive Officer Health Ins. Equivalency		0			0		
Chief Revenue & Operating Officer <50%>		0			0		
Dir Member Svs Partners <10%>		0			0		
Dir Comm & Special Projects <10%>		0			0		
Dir. External & Corporate Relations <50%>		0			0		
Dir of Admin & Events <25%>		0			0		
EVP, Marketing - Transition <50%>		0			0		
Temp Office Help (5 days per week)		0			0		
Employer Payroll Taxes		0			0		
Payroll processing expenses		0			0		
Total Salaries		0			0		
Benefits							
Contract Commissions							
Total Benefits							
Total Personnel Costs							59
Consultants/Counsel/Media							
Outside Sales/Marketing Firm	0	0	0	24,003	0	(24,003)	24,000
Total Consultants/Counsel/Media	0	0	0	24,003	0	(24,003)	24,000
Operating Costs							
Postage & Delivery	250	0	(250)	3,750	0	(3,750)	2,000
Corporation Cost (New York)	0	0	0	375	0	(375)	500
Insurance Expense (D&O)	0	0	0	0	6,154	6,154	0
Photography(In Event budgets)							
Services for Other Events TBD	83	0	(83)	913	0	(913)	1,000
Video Production (In Event budgets)							
-Services for Other Events TBD	83	0	(83)	913	0	(913)	1,000
-Post Event editing and preparation	167	0	(167)	1,837	0	(1,837)	2,000
Travel - Staff	208	0	(208)	2,288	0	(2,288)	2,500
-Parking, Taxi, Tolls	83	0	(83)	913	0	(913)	1,000
-Misc Travel Expenses(local travel, baggage fees)	83	0	(83)	913	0	(913)	1,000
Band (ASW & LWSC Travel in event budgets)							
-Practice for ASW/LWSC + Other Events TBD	0	0	0	0	0	0	0
-Band Supplies	0	0	0	0	0	0	0
-Band Meals (practices)	0	0	0	0	0	0	0
-Audio Visual Expenses(ASW & LWSC)	0	0	0	0	0	0	0
Collateral Material							
-Folders, shirts, letterhead, event logos	417	0	(417)	4,587	0	(4,587)	5,000
NBPAA & COMP:logos, brochures,cards, etc	833	0	(833)	9,163	383	(8,780)	10,000
Intellectual Property Rights Registration	63	0	(63)	252	0	(252)	0
Collateral Graphic Desgin	0	0	0	441	0	(441)	750
Appearance Service and Travel Fees	417	0	(417)	4,587	0	(4,587)	5,000
Bank Fees	42	0	(42)	462	0	(462)	500
Total Operating Costs	2,729	0	(2,729)	31,394	6,537	(24,857)	32,250
Event Costs							
All Star Weekend	0	6,202	6,202	147,793	235,677	87,884	147,793
Total Event Costs	0	6,202	6,202	147,793	235,677	87,884	147,793
TOTAL EXPENSES	16,908	6,202	(10,706)	373,967	268,953	(105,014)	389,002
Net Income or (Loss)	(\$16,408)	(\$6,102)	\$10,306	(\$263,467)	(\$64,026)	\$199,441	(\$268,002)

NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION, INC. & NBRPA MARKETING, INC.							
COMBINED ACTUAL VS BUDGET							
NOVEMBER 2012							
	Nov-12			Year To Date			2012
	Budget	Actual	Variance	Budget	Actual	Variance	Total
REVENUES							
GLA	\$0	\$0	\$0	\$750,000	\$750,000	\$0	\$1,000,000
GLA/Other Revenue Sources	0	0	0	196,000	0	(196,000)	392,000
NBPA Donation	0	0	0	0	150,000	150,000	0
Program Fees	0	10,960	10,960	0	10,960	10,960	0
Legends Foundation	0	0	0	25,000	0	(25,000)	25,000
Membership Dues	10,000	15,755	5,755	50,000	68,124	18,124	60,000
Global Coach	2,500	0	(2,500)	5,000	0	(5,000)	5,000
Sponsorship- LWSC	0	7,250	7,250	60,000	94,000	34,000	60,000
Sponsorship - ASW	0	2,500	2,500	80,000	206,827	126,827	80,000
Sponsorship - Other	0	0	0	0	500	500	10,000
College Revenue/Appearance Fees	0	0	0	25,000	180,000	155,000	25,000
Grey Flannel Auction	500	0	(500)	5,500	0	(5,500)	6,000
Interest Income	0	167	167	0	2,064	2,064	0
Other	0	100	100	0	9,712	9,712	0
TOTAL REVENUE	13,000	36,732	23,732	1,196,500	1,472,187	275,687	1,663,000
EXPENSES							
Personnel Costs							
Salaries							
Chief Executive Officer							
Chief Executive Officer 2012 contract increase							
Chief Executive Officer Health Ins. Equivalency							
Chief Revenue & Operating Officer							
Dir Member Svs Partners							
Dir Comm & Special Projects							
Dir. External & Corporate Relations							
Dir of Admin & Events.							
Intern - Gaughan							
EVP, Marketing - Transition							
Temp Office Help (5 days per week)							
Employer Payroll Taxes							
payroll processing expenses							
Sub-Total							
Chapter Liaison (Sam Vincent)							
Total Salaries							
Benefits							
Medical Insurance							
Current Staff	6,733	4,778	(1,955)	74,060	34,286	(39,774)	80,791
Dental/Vision Insurance							
Current Staff	333	789	456	3,661	4,714	1,053	3,993
401K Cont/Match - Subject to Board Approval	600	0	(600)	7,200	2,645	(4,555)	7,800
Contract Commissions	12,558	1,750	(10,808)	138,140	51,146	(86,995)	150,700
Total Benefits	20,224	7,316	(12,908)	223,062	92,791	(130,270)	243,284
Total Personnel Costs	69,526	57,857	(11,669)	817,511	657,308	(160,203)	887,046
Consultants/Counsel/Media							
Accounting Services	1,000	0	(1,000)	12,500	8,899	(3,601)	13,500
Audit Services	0	5,000	5,000	6,000	7,000	1,000	6,000
Legal Services	3,182	4,487	1,305	46,820	47,292	472	50,000
Other Professional Services	0	1,300	1,300	0	16,820	16,820	0
Outside Sales/Marketing Firm	0	0	0	24,003	0	(24,003)	24,000
Gelman Pension Services	0	0	0	2,224	1,685	(539)	2,225
Media Services/Database/Newswire/Newsletter	375	500	125	4,125	500	(3,625)	4,500
Total Consultants/Counsel/Media	4,557	11,287	6,730	95,672	82,197	(13,476)	100,225

NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION, INC. & NBRPA MARKETING, INC.							
COMBINED ACTUAL VS BUDGET							
NOVEMBER 2012							
	Nov-12			Year To Date			2012
	Budget	Actual	Variance	Budget	Actual	Variance	Total
Operating Costs							
Rent - NYC	0	0	0	11,831	11,831	0	11,831
Rent - Chicago	417	0	(417)	4,585	0	(4,585)	5,000
Electric	0	0	0	1,481	0	(1,481)	1,481
Cleaning	0	0	0	367	238	(129)	367
Copier Machine	500	808	308	5,500	8,106	2,606	6,000
Supplies	250	2,021	1,771	2,750	5,737	2,987	3,000
Subscriptions & Dues	125	105	(20)	1,375	1,819	444	1,500
Telephone (XO)	700	957	257	7,700	6,146	(1,554)	8,400
Cell phones (CEO/COO/DMS/DOC)	625	1,109	484	6,875	9,215	2,340	7,500
Comp Maint, Host, Upgrades, V3, Develop							
Computer Maintenance	1,250	0	(1,250)	13,750	6,534	(7,216)	15,000
Website Version 3	1,000	3,299	2,299	11,000	18,230	7,230	12,000
Hardware(laptop, camera)	0	0	0	0	0	0	0
Bank Card USA (CC Machine)	271	434	163	2,980	2,162	(818)	3,250
Pitney (Stamp machine Rent)	315	0	(315)	3,465	250	(3,215)	3,780
Postage	550	187	(363)	8,960	4,104	(4,856)	7,510
All-Star Weekend - 2013	0	3,000	3,000	0	3,000	3,000	0
Corporation Cost (New York)	0	0	0	750	0	(750)	1,000
Insurance (Gen, D&O, Wrks Comp, Disability)	750	0	(750)	8,250	8,441	191	9,000
Travel: Airfare/ Meals/ Transfers							
Board Meetings/Retreats	0	11,530	11,530	0	14,721	14,721	0
Board Travel/Other	167	0	(167)	1,835	3,333	1,498	2,000
Executive Director	2,000	1,462	(538)	22,000	14,839	(7,161)	24,000
Chief Revenue & Operating Officer	208	0	(208)	2,290	2,650	359	5,000
Dir Member Services (Portsmouth, Summer Leagues,etc)	250	0	(250)	2,750	1,350	(1,400)	3,000
Sr Dir Comm & Special Events	416	556	140	3,326	7,007	3,681	2,500
Misc Travel Expenses(local travel, baggage fees)	125	58	(67)	3,621	3,418	(203)	1,500
Parking, Taxi, Tolls	249	75	(174)	1,247	144	(1,103)	2,000
Intern Reimbursement(travel and meals)	125	0	(125)	1,375	61	(1,314)	2,500
Corporation Cost (New York)	0	0	0	500	0	(500)	0
Photography(In Event budgets)							
-Services for Other Events TBD	83	0	(83)	913	0	(913)	1,000
Video Production (In Event budgets)							
-Services for Other Events TBD	83	0	(83)	913	0	(913)	1,000
-Post Event editing and preparation	167	0	(167)	1,837	0	(1,837)	2,000
Band (ASW & LWSC Travel in event budgets)							
-Practice for ASW/LWSC + Other Events TBD	0	0	0	0	0	0	0
-Band Supplies	0	0	0	0	0	0	0
-Band Meals (practices)	0	0	0	0	0	0	0
-Audio Visual Expenses(ASW & LWSC)	0	0	0	0	0	0	0
Collateral Material							
-Folders, shirts, letterhead, event logos	417	0	(417)	4,587	0	(4,587)	5,000
NBPAA & COMP:logos, brochures,cards, etc	833	0	(833)	9,163	383	(8,780)	10,000
Collateral Graphic Desgin	0	0	0	441	0	(441)	750
Appearance Service and Travel Fees	417	0	(417)	4,587	0	(4,587)	5,000
Partnership Development Meetings	83	0	(83)	915	69	(846)	1,000
Storage	150	161	11	1,700	1,362	(338)	1,850
On-line Voting for Board Elections	0	0	0	0	0	0	1,100
Chicago Office Set-up Costs	0	0	0	3,000	4,599	1,599	3,000
Bank Fees	134	20	(114)	1,472	728	(744)	1,600
Taxes	0	0	0	0	225	225	0
Cable	75	103	28	825	1,785	960	900
Logos, Signs, Newsletters, Annual Report, etc.	417	1,452	1,035	4,585	7,066	2,481	5,000
Intellectual Property Rights Registration	63	0	(63)	2,752	0	(2,752)	2,500
Chapter Support	1,667	0	(1,667)	18,335	5,950	(12,385)	20,000
Global Coach	833	0	(833)	9,165	4,166	(4,999)	10,000
Dave DeBusschere Scholarship	0	0	0	95,000	82,004	(12,996)	95,000
Charitable Giving/Ads & Donation	4,167	1,000	(3,167)	45,835	13,973	(31,861)	50,000
Member Emergency Fund	417	0	(417)	4,585	0	(4,585)	5,000
Total Operating Costs	20,299	28,336	8,037	341,172	255,647	(85,525)	360,819
Event Costs							
All Star Weekend	0	6,202	6,202	147,793	235,677	87,884	147,793
Total Event Costs	0	6,202	6,202	147,793	235,677	87,884	147,793
Meeting Expenses							
Legends World Sports Conference	0	57,923	57,923	175,767	139,039	(36,728)	175,767
Total Meeting Costs	0	57,923	57,923	175,767	139,039	(36,728)	175,767
Depreciation Expense	0	1,420	1,420	0	16,359	16,359	0
TOTAL EXPENSES	94,382	163,025	68,643	1,577,915	1,386,227	(191,688)	1,671,650
Net Income or (Loss)	(\$81,382)	(\$126,294)	(\$44,912)	(\$381,415)	\$85,960	\$467,375	(\$8,650)