



NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION
October 2012 Financial Statements

National Basketball Retired Players Assoc
Balance Sheet
 As of October 31, 2012

	<u>Oct 31, 12</u>
ASSETS	
Current Assets	
Checking/Savings	
1003 · Commerce Bank 7928431274	737,961.38
1004 · Commerce Bank 7928431175	812,281.24
1005 · Commerce Sponsor a Legend 6596	1,144.56
1007 · Merrill Lynch Acct #07680	4,786.75
Total Checking/Savings	<u>1,556,173.93</u>
Accounts Receivable	
1200 · Accounts Receivable	71,061.21
Total Accounts Receivable	<u>71,061.21</u>
Other Current Assets	
1205 · Accounts Payable Contra Account	8,157.59
1250 · Accounts Receivable - GLA	83,333.33
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>232,601.50</u>
Total Current Assets	<u>1,859,836.64</u>
Fixed Assets	
1401 · Lightmaker	35,000.00
1402 · Lightmaker - AD	-6,416.68
1405 · Telephone System	16,069.08
1406 · Telephone System-AD	-6,143.90
1407 · Leasehold Improvements	7,850.00
1408 · Leasehold Improvements-AD	-1,412.50
1400 · Computers	31,714.22
1410 · Computers-Accum. Depreciation	-22,870.51
1411 · CHIPS	6,862.50
1412 · CHIPS-AD	-1,258.12
1415 · Furniture	2,629.00
1416 · Furniture - AD	-250.38
Total Fixed Assets	<u>61,772.71</u>
TOTAL ASSETS	<u><u>1,921,609.35</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	8,157.59
Total Accounts Payable	<u>8,157.59</u>
Other Current Liabilities	
2210 · Accounts Receivable Contra Acct	71,061.21
2250 · Deferred Income GLA	83,333.33
2200 · Accrued Expense	3,333.33
Total Other Current Liabilities	<u>157,727.87</u>
Total Current Liabilities	<u>165,885.46</u>
Total Liabilities	165,885.46
Equity	
3120 · Retained Earnings	1,485,545.42
Net Income	270,178.47
Total Equity	<u>1,755,723.89</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,921,609.35</u></u>

National Basketball Retired Players Assoc
Profit & Loss
 October 2012

	<u>Oct 12</u>	<u>Jan - Oct 12</u>
Ordinary Income/Expense		
Income		
4126 · Collage Revenue	0.00	175,000.00
4210 · Reimbursed Expenses	0.00	43.14
Contributions Income		
4040 · Unrestricted GLA	500,000.00	750,000.00
Total Contributions Income	500,000.00	750,000.00
4050 · NBPA Donation	0.00	150,000.00
4090 · Membership Dues	4,450.00	52,368.70
4115 · Legends Sponsorship	32,500.00	76,500.00
4140 · Sponsorship Income	0.00	5,250.00
4170 · Program Fees	0.00	5,000.00
4200 · Misc Income	30.80	12,378.27
Total Income	536,980.80	1,226,540.11
Expense		
6201 · Commissions	7,090.00	11,840.00
6005 · Advertising	0.00	1,095.00
Legend World Sports Conf Event		
6025 · Legends World Sports Conference	-36.41	39,341.57
6024 · Hotel - LWSC	0.00	26,325.05
6956 · Travel - LWSC	10.00	10,046.62
6955 · Meals- LWSC	0.00	5,294.92
6027 · Travel		
6028 · Staff	0.00	117.76
Total 6027 · Travel	0.00	117.76
Total Legend World Sports Conf Event	-26.41	81,125.92
6040 · Appearance Fees	0.00	170.00
6050 · Bank Service Charges		
6055 · Credit Card Processing fees	111.45	1,439.99
6050 · Bank Service Charges - Other	16.95	545.29
Total 6050 · Bank Service Charges	128.40	1,985.28
6070 · Consulting- Computers		
6075 · Computer Service/ Repairs	0.00	85.00
Total 6070 · Consulting- Computers	0.00	85.00
6085 · Contract Labor	0.00	16,579.91
6090 · Contributions & Scholarships		
6095 · Charitable Donations	1,620.14	12,420.14
6105 · Scholarship	-3,690.00	82,003.68
Total 6090 · Contributions & Scholarships	-2,069.86	94,423.82
6115 · Depreciation Expense	1,509.61	14,939.22
6125 · Gifts	0.00	803.20
6130 · Insurance		
6135 · D&O	2,536.00	2,536.00
6145 · Liability Insurance	0.00	-1,699.09
6151 · Dental Insurance	274.74	4,371.90
6150 · Medical Insurance	468.55	31,414.22
6165 · Workers comp	-113.69	707.24
Total 6130 · Insurance	3,165.60	37,330.27
6200 · Interest Expense	0.00	450.00
6230 · Licenses and Permits	0.00	225.00
6235 · Chapter Assistance	0.00	5,950.00
6245 · Moving Expenses		
6246 · Storage	161.00	1,352.22
6245 · Moving Expenses - Other	0.00	5,697.23
Total 6245 · Moving Expenses	161.00	7,049.45

National Basketball Retired Players Assoc
Profit & Loss
October 2012

	<u>Oct 12</u>	<u>Jan - Oct 12</u>
6250 · Office Expense		
6255 · Website Expenses	299.00	14,821.39
6251 · Copier Machine	1,317.37	7,298.19
6253 · Computers	0.00	7,312.77
6254 · Dues and Subscriptions	48.98	1,713.63
6257 · Office Cleaning	0.00	238.28
6258 · Office Supplies	112.57	3,715.95
6259 · Payroll Expenses	381.33	2,796.93
Total 6250 · Office Expense	<u>2,159.25</u>	<u>37,897.14</u>
6270 · Parking, Taxi, Tolls	0.00	68.50
6275 · Pension	550.00	2,630.00
6285 · Pension Contribution	0.00	1,700.00
6315 · Postage and Delivery	383.86	4,166.91
6320 · Printing and Reproduction	0.00	4,119.16
6335 · Professional Fees		
6351 · ED Search	0.00	8,000.00
6345 · Consulting Other	0.00	4,100.00
6347 · Accounting	0.00	8,298.97
6346 · Audit	0.00	1,000.00
6349 · Counseling	0.00	500.00
6350 · Legal Fees	5,028.17	42,805.26
6335 · Professional Fees - Other	416.68	9,017.13
Total 6335 · Professional Fees	<u>5,444.85</u>	<u>73,721.36</u>
6420 · Reimbursed Expense		
6455 · Intern Travel	0.00	27.00
6421 · Intern Meals	0.00	33.89
Total 6420 · Reimbursed Expense	<u>0.00</u>	<u>60.89</u>
6440 · Rent	0.00	11,840.63
6450 · Repairs	0.00	240.00
6500 · Salary and Payroll Taxes		
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
6670 · Telephone	590.00	13,324.63
6900 · Travel & Entertainment		
6700 · Entertainment	0.00	147.57
6910 · Board		
6911 · Retreat		
6912 · Airfare	2,653.59	4,444.79
6913 · Lodging	342.01	4,218.53
6914 · Meals	174.10	381.42
6911 · Retreat - Other	0.00	259.60
Total 6911 · Retreat	<u>3,169.70</u>	<u>9,304.34</u>
6910 · Board - Other	215.11	-2,564.98
Total 6910 · Board	<u>3,384.81</u>	<u>6,739.36</u>

1:17 PM
11/15/12
Accrual Basis

National Basketball Retired Players Assoc
Profit & Loss
October 2012

	<u>Oct 12</u>	<u>Jan - Oct 12</u>
6920 · Staff		
6921 · Travel	524.18	6,459.15
6922 · Travel - Mark Scoggins	134.40	2,649.65
6923 · Travel - Adrian	0.00	1,393.81
6924 · Travel - Sr Director Member Sv	0.00	359.60
6925 · Travel - Paul	673.88	2,926.46
6926 · Meals	282.52	2,639.41
6928 · Meals - Adrian	0.00	15.37
6929 · Meals - Sr Dir Comm & Special	0.00	29.51
Total 6920 · Staff	<u>1,614.98</u>	<u>16,472.96</u>
6940 · Executive Director		
6941 · Meals	507.67	1,690.09
6940 · Executive Director - Other	1,777.58	8,635.56
Total 6940 · Executive Director	<u>2,285.25</u>	<u>10,325.65</u>
6900 · Travel & Entertainment - Other	<u>63.07</u>	<u>85.07</u>
Total 6900 · Travel & Entertainment	<u>7,348.11</u>	<u>33,770.61</u>
6760 · Utilities		
6770 · Cable	102.54	1,683.01
Total 6760 · Utilities	<u>102.54</u>	<u>1,683.01</u>
6810 · Website	<u>110.00</u>	<u>110.00</u>
Total Expense	<u>78,325.28</u>	<u>960,449.78</u>
Net Ordinary Income	458,655.52	266,090.33
Other Income/Expense		
Other Income		
7010 · Interest Income	172.32	1,897.60
7030 · Other Income	0.00	2,190.54
Total Other Income	<u>172.32</u>	<u>4,088.14</u>
Net Other Income	<u>172.32</u>	<u>4,088.14</u>
Net Income	<u>458,827.84</u>	<u>270,178.47</u>



NBRPA MARKETING, INC.
October 2012 Financial Statements

NBRPA Marketing Inc.
Balance Sheet
As of October 31, 2012

	<u>Oct 31, 12</u>
ASSETS	
Current Assets	
Checking/Savings	
10000 · Commerce Bank 424-5075422	2,498.35
10001 · TD Bank Licensing Account 0540	<u>392,766.86</u>
Total Checking/Savings	395,265.21
Accounts Receivable	
12000 · Accounts Receivable	<u>2,500.00</u>
Total Accounts Receivable	<u>2,500.00</u>
Total Current Assets	<u>397,765.21</u>
TOTAL ASSETS	<u><u>397,765.21</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2100 · Royalties Payable	370,770.04
2700 · Accounts Receivable Contra Acct	<u>2,500.00</u>
Total Other Current Liabilities	<u>373,270.04</u>
Total Current Liabilities	<u>373,270.04</u>
Total Liabilities	373,270.04
Equity	
31000 · Additional Paid in Capital	136,609.33
32000 · Retained Earnings	-54,189.98
Net Income	<u>-57,924.18</u>
Total Equity	<u>24,495.17</u>
TOTAL LIABILITIES & EQUITY	<u><u>397,765.21</u></u>

NBRPA Marketing Inc.
Profit & Loss
 October 2012

	<u>Oct 12</u>	<u>Jan - Oct 12</u>
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	<u>0.00</u>	<u>307,710.64</u>
4500 · Other Income	0.00	1,532.93
Total Income	<u>0.00</u>	<u>341,770.27</u>
Expense		
60100 · All Star Weekend		
60115 · Bowling Event	0.00	10,269.12
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	<u>0.00</u>	<u>230,123.88</u>
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	1,500.00	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	<u>0.00</u>	<u>108,593.63</u>
Total 68410 · Board Travel	<u>0.00</u>	<u>108,593.63</u>
68420 · Band Travel		
68425 · All Star Weekend	0.00	30.00
Total 68420 · Band Travel	<u>0.00</u>	<u>30.00</u>
68440 · EVP		
68445 · All Star Weekend	0.00	492.60
Total 68440 · EVP	<u>0.00</u>	<u>492.60</u>
68450 · Staff		
68451 · All Star Weekend		
68452 · Meals	0.00	836.35
68451 · All Star Weekend - Other	0.00	1,849.13

6:37 PM
11/08/12
Accrual Basis

NBRPA Marketing Inc.
Profit & Loss
October 2012

	<u>Oct 12</u>	<u>Jan - Oct 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>1,500.00</u>	<u>399,694.45</u>
Net Ordinary Income	<u>-1,500.00</u>	<u>-57,924.18</u>
Net Income	<u><u>-1,500.00</u></u>	<u><u>-57,924.18</u></u>

NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION, INC. & NBRPA MARKETING, INC.							
COMBINED ACTUAL VS BUDGET							
OCTOBER 2012							
	Oct-12			Year To Date			2012
	Budget	Actual	Variance	Budget	Actual	Variance	Total
REVENUES							
GLA	\$0	\$500,000	\$500,000	\$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
Legends Foundation	0	32,500	32,500	25,000	32,500	7,500	25,000
Membership Dues	0	4,450	4,450	40,000	52,369	12,369	60,000
Global Coach	0	0	0	2,500	0	(2,500)	5,000
Sponsorship- LWSC	0	0	0	60,000	54,250	(5,750)	60,000
Sponsorship - ASW	0	0	0	80,000	204,327	124,327	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 Plannel Auction	500	0	(500)	5,000	0	(5,000)	6,000
Interest income	0	172	172	0	1,898	1,898	0
Other	0	31	31	0	9,612	9,612	0
TOTAL REVENUE	500	537,153	536,653	1,183,500	1,435,455	251,955	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.							
EVP, OCTketing - Transition							
Temp Office Help (5 days per week)							
Employer Payroll Taxes							
payroll processing expenses							
Sub-Total	3						
Chapter Liaison (Sam Vincent)							
Total Salaries							
Benefits							
Medical Insurance							
Current Staff	6,733	0	(6,733)	67,327	29,509	(37,818)	80,791
Dental/Vision Insurance							
Current Staff	333	0	(333)	3,328	3,926	597	3,993
401K Cont/Match - Subject to Board Approval							
	900	0	(900)	6,600	2,645	(3,955)	7,800
Contract Commissions	12,558	8,590	(3,968)	125,582	49,396	(76,187)	150,700
Total Benefits	20,524	8,590	(11,934)	202,838	85,475	(117,363)	243,284
Total Personnel Costs	92,401	60,650	(31,751)	747,985	599,451	(148,534)	887,046
Consultants/Counsel/Media							
Accounting Services	1,000	0	(1,000)	11,500	8,899	(2,601)	13,500
Audit Services	6,000	0	(6,000)	6,000	2,000	(4,000)	6,000
Legal Services	3,182	5,028	1,846	43,638	42,806	(832)	50,000
Other Professional Services	0	417	417	0	15,520	15,520	
Outside Sales/Marketing Firm	0	0	0	24,003	0	(24,003)	24,000
Gelman Pension Services	556	550	(6)	2,224	1,685	(539)	2,225
Media Services/Database/Newswire/Newsletter	375	0	(375)	3,750	0	(3,750)	4,500
Total Consultants/Counsel/Media	11,113	5,995	(5,118)	91,115	70,910	(20,205)	100,225

NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION, INC. & NBRPA MARKETING, INC.							
COMBINED ACTUAL VS BUDGET							
OCTOBER 2012							
	Oct-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)	4,168	0	(4,168)	5,000
Electric	0	0	0	1,481	0	(1,481)	1,481
Cleaning	0	0	0	367	238	(129)	367
Copier Machine	500	1,317	817	5,000	7,298	2,298	6,000
Supplies	250	113	(137)	2,500	3,716	1,216	3,000
Subscriptions & Dues	125	49	(76)	1,250	1,714	464	1,500
Telephone (XO)	700	590	(110)	7,000	5,189	(1,811)	8,400
Cell phones (CEO/COO/DMS/DOC)	625	0	(625)	6,250	8,106	1,856	7,500
Comp Maint, Host, Upgrades, V3, Develop							
Computer Maintenance	1,250	0	(1,250)	12,500	6,534	(5,966)	15,000
Website Version 3	1,000	409	(591)	10,000	14,931	4,931	12,000
Hardware(laptop, camera)				0	0		0
Bank Card USA (CC Machine)	271	111	(160)	2,709	1,727	(981)	3,250
Pitney (Stamp machine Rent)	315	0	(315)	3,150	250	(2,900)	3,780
Postage	2,165	384	(1,781)	8,410	3,917	(4,493)	7,510
Corporation Cost (New York)	0	0	0	750	0	(750)	1,000
Insurance (Gen, D&O, Wrkrs Comp, Disability)	750	3,166	2,416	7,500	8,441	941	9,000
Travel: Airfare/ Meals/ Transfers							
Board Meetings/Retreats	0	3,170	3,170	0	3,191	3,191	0
Board Travel/Other	167	0	(167)	1,668	3,333	1,665	2,000
Executive Director	2,000	2,348	348	20,000	13,377	(6,623)	24,000
Chief Revenue & Operating Officer	208	134	(74)	2,082	2,650	567	5,000
Dir Member Services (Portsmouth, Summer Leagues,etc)	250	0	(250)	2,500	1,350	(1,150)	3,000
Sr Dir Comm & Special Events	208	1,481	1,273	2,910	6,451	3,541	2,500
Misc Travel Expenses(local travel, baggage fees)	416	225	(191)	3,496	3,360	(136)	1,500
Parking, Taxi, Tolls	166	0	(166)	998	69	(929)	2,000
Intern Reimbursement(travel and meals)	125	0	(125)	1,250	61	(1,189)	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)	830	0	(830)	1,000
Video Production (In Event budgets)							
-Services for Other Events TBD	83	0	(83)	830	0	(830)	1,000
-Post Event editing and preparation	167	0	(167)	1,670	0	(1,670)	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)	4,170	0	(4,170)	5,000
NBPAA & COMP:logos, brochures,cards, etc	833	0	(833)	8,330	383	(7,947)	10,000
Collateral Graphic Design	0	0	0	441	0	(441)	750
Appearance Service and Travel Fees	417	0	(417)	4,170	0	(4,170)	5,000
Partnership Development Meetings	83	0	(83)	832	69	(763)	1,000
Storage	150	161	11	1,550	1,201	(349)	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	17	(117)	1,338	708	(630)	1,600
Taxes	0	0	0	0	225	225	0
Cable	75	103	28	750	1,683	933	900
Logos, Signs, Newsletters, Annual Report, etc.	417	0	(417)	4,168	5,614	1,446	5,000
Intellectual Property Rights Registration	63	0	(63)	2,689	0	(2,689)	2,500
Chapter Support	1,667	0	(1,667)	16,668	5,950	(10,718)	20,000
Global Coach	833	0	(833)	8,332	4,166	(4,166)	10,000
Dave DeBusschere Scholarship	0	(3,690)	(3,690)	95,000	82,004	(12,996)	95,000
Charitable Giving/Ads & Donation	4,167	1,620	(2,547)	41,668	12,973	(28,694)	50,000
Member Emergency Fund	417	0	(417)	4,168	0	(4,168)	5,000
Total Operating Costs	21,914	11,708	(10,206)	320,873	227,310	(93,562)	360,819
Event Costs							
All Star Weekend	0	0	0	147,793	229,475	81,682	147,793
Total Event Costs	0	0	0	147,793	229,475	81,682	147,793
Meeting Expenses							
Legends World Sports Conference	0	(36)	(36)	175,767	81,116	(94,651)	175,767
Total Meeting Costs	0	(36)	(36)	175,767	81,116	(94,651)	175,767
Depreciation Expense	0	1,510	1,510	0	14,939	14,939	0
TOTAL EXPENSES	125,428	79,825	(45,603)	1,483,533	1,223,201	(260,331)	1,671,650
Net Income or (Loss)	(\$124,928)	\$457,328	\$582,256	(\$300,033)	\$212,254	\$512,286	(\$8,650)

NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION, INC.							
ACTUAL VS BUDGET							
OCTOBER 2012							
	Oct-12			Year To Date			2012
	Budget	Actual	Variance	Budget	Actual	Variance	Total
REVENUES							
GLA	\$0	\$500,000	\$500,000	\$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
Legends Foundation	0	32,500	32,500	25,000	32,500	7,500	25,000
Collage Revenue	0	0	0	0	180,000	180,000	0
Membership Dues	0	4,450	4,450	40,000	52,369	12,369	60,000
Global Coach	0	0	0	2,500	0	(2,500)	5,000
Sponsorship- LWSC	0	0	0	60,000	54,250	(5,750)	60,000
Interest income	0	172	172	0	1,898	1,898	0
Other	0	31	31	0	9,612	9,612	0
TOTAL REVENUE	0	537,153	537,153	1,073,500	1,230,629	157,129	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/Miller <25%>							
EVP Mrkting-Transition Roskind (Feb-Mar) <50%>							
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	0	(6,733)	67,327	29,509	(37,818)	80,791
Dental/Vision Insurance							
Current Staff	333	0	(333)	3,328	3,926	597	3,993
401K Cont/Match - Subject to Board Approval	900	0	(900)	6,600	2,645	(3,955)	7,800
Contract Commissions	9,533	7,090	(2,443)	95,332	22,657	(72,676)	114,400
Total Benefits	17,499	7,090	(10,409)	172,588	58,736	(113,852)	206,984
Total Personnel Costs	73,142	59,150	(13,992)	591,386	572,712	(18,674)	702,087
Consultants/Counsel/Media							
Accounting Services	1,000	0	(1,000)	11,500	8,899	(2,601)	13,500
Audit Services	6,000	0	(6,000)	6,000	2,000	(4,000)	6,000
Legal Services	3,182	5,028	1,846	43,638	42,806	(832)	50,000
Other Professional Services	0	417	417	0	15,520	15,520	0
Gelman Pension Services	556	550	(6)	2,224	1,685	(539)	2,225
Media Services/Database/Newsire/Newsletter	375	0	(375)	3,750	0	(3,750)	4,500
Total Consultants/Counsel/Media	11,113	5,995	(5,118)	67,112	70,910	3,798	76,225

NATIONAL BASKETBALL RETIRED PLAYERS ASSOCIATION, INC.							
ACTUAL VS BUDGET							
OCTOBER 2012							
	Oct-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)	4,168	0	(4,168)	5,000
Electric	0	0	0	1,481	0	(1,481)	1,481
Cleaning	0	0	0	367	238	(129)	367
Copier Machine	500	1,317	817	5,000	7,298	2,298	6,000
Supplies	250	113	(137)	2,500	3,716	1,216	3,000
Subscriptions & Dues	125	49	(76)	1,250	1,714	464	1,500
Telephone (XO)	700	590	(110)	7,000	5,189	(1,811)	8,400
Cell phones (CEO/COO/DMS/DOC)	625	0	(625)	6,250	8,106	1,856	7,500
Comp Maint, Host, Upgrades, V3, Develop			0			0	
Computer Maintenance	1,250	0	(1,250)	12,500	6,534	(5,966)	15,000
Website Version 3	1,000	409	(591)	10,000	14,931	4,931	12,000
Hardware(laptop, camera)	0	0	0			0	
Bank Card USA (CC Machine)	271	111	(160)	2,709	1,727	(981)	3,250
Pitney (Stamp machine Rent)	315	0	(315)	3,150	250	(2,900)	3,780
Postage	1,915	384	(1,531)	4,910	3,917	(993)	5,510
Corporation Cost (New York)	0	0	0	375	0	(375)	500
Insurance (Gen, D&O, Wrkrs Comp, Disability)	750	3,166	2,416	7,500	2,287	(5,213)	9,000
Travel: Airfare/ Meals/ Transfers			0			0	
Board Meetings/Retreats	0	3,170	3,170	0	3,192	3,192	0
Board Travel/Other	167	0	(167)	1,668	3,333	1,665	2,000
Executive Director	2,000	2,348	348	20,000	13,377	(6,623)	24,000
Chief Revenue & Operating Officer	208	134	(74)	2,082	2,650	567	2,500
Dir Member Services (Portsmouth, Summer Leagues,etc)	250	0	(250)	2,500	1,350	(1,150)	3,000
Sr Dir Comm & Special Events	208	1,481	1,273	2,082	6,518	4,436	2,500
Misc Travel Expenses(local travel, baggage fees)	125	225	100	1,250	3,360	2,110	1,500
Parking, Taxi, Tolls	83	0	(83)	832	69	(763)	1,000
Intern Reimbursement(travel and meals)	125	0	(125)	1,250	61	(1,189)	1,500
Partnership Development Meetings	83	0	(83)	832	0	(832)	1,000
Storage	150	161	11	1,550	1,201	(349)	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	17	(75)	918	708	(210)	1,100
Taxes	0	0	0	0	225	225	0
Cable	75	103	28	750	1,683	933	900
Logos, Signs, Newsletters, Annual Report, etc...	417	0	(417)	4,168	5,614	1,446	5,000
Intellectual Property Rights Registration	0	0	0	2,500	0	(2,500)	2,500
Chapter Support	1,667	0	(1,667)	16,668	5,950	(10,718)	20,000
Global Coach	833	0	(833)	8,332	4,166	(4,166)	10,000
Dave DeBusschere Scholarship		(3,690)	(3,690)	95,000	82,004	(12,996)	95,000
Charitable Giving/Ads & Donation	4,167	1,620	(2,547)	41,668	12,973	(28,694)	50,000
Member Emergency Fund	417	0	(417)	4,168	0	(4,168)	5,000
Total Operating Costs	19,185	11,708	(7,477)	292,208	220,772	(71,436)	328,569
Meeting Expenses							
Legends World Sports Conference	0	(36)	(36)	175,767	81,116	(94,651)	175,767
Total Meeting Costs	0	(36)	(36)	175,767	81,116	(94,651)	175,767
Depreciation Expense	0	1,510	1,510	0	14,940	14,940	0
TOTAL EXPENSES	103,440	78,325	(25,115)	1,126,474	960,450	(166,023)	1,282,648
Net Income or (Loss)	(\$103,440)	\$458,828	\$562,268	(\$52,974)	\$270,178	\$323,152	\$259,352

NBRPA MARKETING, INC.							
ACTUAL VS BUDGET							
OCTOBER 2012							
	Oct-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)	5,000	0	(5,000)	6,000
Other	0	0	0	0	0	0	0
TOTAL REVENUE	500	0	(500)	110,000	204,827	94,827	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	1	0			0		3
Benefits							
Contract Commissions							
Total Benefits							
Total Personnel Costs							
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)	3,500	0	(3,500)	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)	830	0	(830)	1,000
Video Production (In Event budgets)							
-Services for Other Events TBD	83	0	(83)	830	0	(830)	1,000
-Post Event editing and preparation	167	0	(167)	1,670	0	(1,670)	2,000
Travel - Staff	208	0	(208)	2,080	0	(2,080)	2,500
-Parking, Taxi, Tolls	83	0	(83)	830	0	(830)	1,000
-Misc Travel Expenses(local travel, baggage fees)	83	0	(83)	830	0	(830)	1,000
Band (ASW & LWSC Travel in event budgets)	0	0	0	0	0	0	0
-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	0	0	0	0	0	0	0
-Folders, shirts, letterhead, event logos	417	0	(417)	4,170	0	(4,170)	5,000
NBPAA & COMP:logos, brochures,cards, etc	833	0	(833)	8,330	383	(7,947)	10,000
Intellectual Property Rights Registration	63	0	(63)	189	0	(189)	0
Collateral Graphic Desgin	0	0	0	441	0	(441)	750
Appearance Service and Travel Fees	417	0	(417)	4,170	0	(4,170)	5,000
Bank Fees	42	0	(42)	420	0	(420)	500
Total Operating Costs	2,729	0	(2,729)	28,665	6,537	(22,128)	32,250
Event Costs							
All Star Weekend	0	0	0	147,793	229,475	81,682	147,793
Total Event Costs	0	0	0	147,793	229,475	81,682	147,793
TOTAL EXPENSES	21,988	1,500	(20,488)	357,059	262,751	(94,308)	389,002
Net Income or (Loss)	(\$21,488)	(\$1,500)	\$19,988	(\$247,059)	(\$57,924)	\$189,135	(\$268,002)