

USA Shooting, Inc.
Financial Statements and
Supplemental Schedules
For the Year Ended December 31, 2016

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INDEPENDENT AUDITORS' REPORT

Board of Directors
USA Shooting, Inc.
Colorado Springs, Colorado

We have audited the accompanying financial statements of USA Shooting, Inc., which comprise the statement of financial position as of December 31, 2016, and the related statements of activities and changes in net assets and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of USA Shooting, Inc. as of December 31, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the USA Shooting, Inc.'s 2015 financial statements, and our report dated March 18, 2016, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2015, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of program and supporting service expenses are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Colorado Springs, Colorado
May 12, 2017

USA SHOOTING, INC.
Statement of Financial Position
December 31, 2016
(With Comparative Amounts for 2015)

	<u>ASSETS</u>	
	<u>2016</u>	<u>2015</u>
CURRENT ASSETS:		
Cash and cash equivalents	\$ 2,405,041	\$ 2,593,841
Investments	204,742	160,899
Accounts receivable	169,083	142,338
Other receivable	85,063	
Due from the USOC		700
Prepaid expenses	477,811	443,576
Inventory	<u>293,660</u>	<u>342,933</u>
Total current assets	3,635,400	3,684,287
LONG TERM INVESTMENTS	1,500,000	1,500,000
PROPERTY AND EQUIPMENT:		
Equipment	719,437	719,437
Outdoor range	1,216,884	1,206,141
Less accumulated depreciation	<u>(1,563,902)</u>	<u>(1,488,724)</u>
Property and equipment - net	<u>372,419</u>	<u>436,854</u>
TOTAL ASSETS	<u>\$ 5,507,819</u>	<u>\$ 5,621,141</u>
 <u>LIABILITIES AND NET ASSETS</u> 		
CURRENT LIABILITIES:		
Accounts payable	\$ 105,587	\$ 138,304
Accrued liabilities	103,718	107,014
Due to the USOC	37,165	66,963
Deferred revenue	<u>128,566</u>	<u>173,908</u>
Total current liabilities	375,036	486,189
NET ASSETS:		
Unrestricted	3,277,872	3,499,209
Temporarily restricted	1,782,574	1,563,406
Permanently restricted	<u>72,337</u>	<u>72,337</u>
Total net assets	<u>5,132,783</u>	<u>5,134,952</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 5,507,819</u>	<u>\$ 5,621,141</u>

See Notes to Financial Statements

USA SHOOTING, INC.

Statement of Activities and Changes in Net Assets
 For the Year Ended December 31, 2016
 (With Comparative Totals for 2015)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>2016 Totals</u>	<u>2015 Totals</u>
REVENUE:					
Contributions:					
Direct marketing	\$ 1,632,867	\$	\$	\$ 1,632,867	\$ 1,488,840
Other, including VIK	324,235	169,666		493,901	395,380
USOC grants	1,640,687			1,640,687	1,890,710
Sponsorship & royalties	683,074			683,074	651,330
Competition fees	591,910			591,910	639,470
Membership dues	160,455			160,455	155,632
Investment income (loss)	650	84,681		85,331	(13,546)
Merchandise sales, net of costs of \$106,602 and \$126,859	72,467			72,467	60,222
Coach/official training	19,327			19,327	54,951
Mailing list sales	17,504			17,504	22,353
Shotgun ammunition sales net of costs of \$76,910 and \$76,469	12,672			12,672	22,467
Range fees	11,690			11,690	12,675
Miscellaneous	8,660			8,660	78,165
World Cup					887,192
Advertising					2,200
Satisfied program restrictions	35,179	(35,179)			
Total revenue	5,211,377	219,168		5,430,545	6,348,041

EXPENSES:				
Program services:				
Elite athlete programs	2,815,391	2,815,391		3,642,420
Competitions	524,436	524,436		608,618
Shooter development	230,153	230,153		186,505
Membership	127,435	127,435		140,947
International relations	<u>3,964</u>	<u>3,964</u>		<u>9,287</u>
Total program services	3,701,379	3,701,379		4,587,777
Supporting services:				
Direct marketing	923,510	923,510		878,956
Fundraising	485,453	485,453		275,632
General & administrative	<u>322,372</u>	<u>322,372</u>		<u>408,113</u>
Total supporting services	1,731,335	1,731,335		1,562,701
Total expenses	<u>5,432,714</u>	<u>5,432,714</u>		<u>6,150,478</u>
CHANGE IN NET ASSETS	(221,337)	(2,169)		197,563
NET ASSETS, beginning of year	<u>3,499,209</u>	<u>5,134,952</u>	<u>72,337</u>	<u>4,937,389</u>
NET ASSETS, end of year	<u>\$ 3,277,872</u>	<u>\$ 5,132,783</u>	<u>\$ 72,337</u>	<u>\$ 5,134,952</u>

See Notes to Financial Statements

USA SHOOTING, INC.
Statement of Cash Flows
For the Year Ended December 31, 2016
(With Comparative Amounts for 2015)

	<u>2016</u>	<u>2015</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ (2,169)	\$ 197,563
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation	75,179	83,230
Unrealized (gains) losses on investments	(43,996)	79,621
Decrease (increase) in assets:		
Accounts receivable	(26,745)	(116,943)
Other receivable	(85,063)	
Due from the USOC	700	(700)
Prepaid expenses	(34,235)	26,048
Inventory	49,273	(10,306)
Increase (decrease) in liabilities:		
Accounts payable	(32,717)	(161,967)
Accrued liabilities	(3,296)	33,186
Due to the USOC	(29,798)	41,369
Deferred revenue	(45,342)	48,279
Total adjustments	<u>(176,040)</u>	<u>21,817</u>
Net cash provided (used) by operating activities	(178,209)	219,380
CASH FLOWS FROM INVESTING ACTIVITIES:		
Change in investments, net	153	(265,684)
Acquisition of property & equipment	<u>(10,744)</u>	<u>(4,734)</u>
Net cash used by investing activities	<u>(10,591)</u>	<u>(270,418)</u>
NET DECREASE IN CASH	(188,800)	(51,038)
CASH AND CASH EQUIVALENTS, beginning of year	<u>2,593,841</u>	<u>2,644,879</u>
CASH AND CASH EQUIVALENTS, end of year	<u>\$ 2,405,041</u>	<u>\$ 2,593,841</u>

See Notes to Financial Statements

USA SHOOTING, INC.
Notes to Financial Statements
For the Year Ending December 31, 2016

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The financial statements of USA Shooting, Inc. are presented using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Organization

USA Shooting, Inc. was incorporated on March 18, 1994, as a Colorado nonprofit corporation. The purpose of the Corporation is to advance amateur competition both nationally and internationally in the sport of shooting.

Income Taxes

The Corporation qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code and accordingly, is not subject to federal income tax. Accordingly, no income tax provision has been recorded.

The Corporation's Form 990, Return of Organization Exempt from Income tax, is subject to examination by various taxing authorities, generally for three years after the date they were filed. Management of the Corporation believes that they do not have any uncertain tax positions that are material to the financial statements.

Contributions

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence or nature of any donor restrictions.

Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All other donor restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a donor restriction is met, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as satisfied program restrictions.

Notes to Financial Statements

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Membership Dues

One-year membership dues are billed on individual anniversary dates and recognized as revenue upon receipt. Dues received for five-year memberships are deferred and recognized as revenue over the corresponding period of the membership. Dues received for life memberships are deferred and recognized over a period of twenty-five years.

Accounts Receivable

Accounts receivable are stated at the amount the Corporation expects to collect from balances outstanding at year-end. Based on the Corporation's experience with individuals and entities having outstanding balances, it has concluded that any losses on balances outstanding at year-end will not be material. Therefore, no allowance for doubtful accounts is considered necessary.

Other Receivable

Other receivables consist of ammunition receivable relating to a sponsorship agreement for the year ended December 31, 2016. The shipment was received subsequent to year end.

Depreciation

Property and equipment are recorded at cost as of the date of acquisition or fair value as of the date of receipt in the case of gifts. Equipment is depreciated using the straight-line method over useful lives of 5 to 18 years. Depreciation expense for the years ended December 31, 2016 and 2015, amounted to \$75,179 and \$83,230, respectively.

Cash and Cash Equivalents

Cash and cash equivalents consist of the Corporation's cash balances in its checking and money market accounts. The Corporation maintains its cash and cash equivalents at several commercial banks. In the event of a bank failure, the Corporation might only be able to recover the amounts insured.

Supplemental Cash Flow Disclosures

During the years ended December 31, 2016 and 2015, cash flows from operating activities contained no amounts paid for interest or income taxes.

Notes to Financial Statements

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Inventory

Inventory consists of merchandise, firearms, and ammunition held for sale. Donated inventory is recorded at fair market value at date of receipt. Purchased inventory is recorded at the lower of first-in first-out cost or market.

Donated Services

The Corporation recognizes donated services that create or enhance non-financial assets or that require specialized skills and would typically need to be purchased if not provided by donation. No donated services were recorded for 2016 or 2015.

Use of Estimates in Preparation of Financial Statements

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent liabilities, and the reported amounts of revenues and expenses. Actual results could differ from those estimates.

Prior-Year Comparisons

The financial statements include certain prior-year summarized comparative information in total but not by net asset or functional expense class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Corporation's financial statements for the year ended December 31, 2015, from which the summarized information was derived.

Certain reclassifications have been made to the prior year summarized comparative information to conform with the current year presentation format.

Date of Management's Review

In preparing the financial statements, the Corporation has evaluated events and transactions for potential recognition or disclosure through May 12, 2017, the date the financial statements were available to be issued.

Notes to Financial Statements

B. FAIR VALUE MEASUREMENTS - Continued

The Corporation applies Generally Accepted Accounting Principles (GAAP) for fair value measurements of financial assets that are recognized or disclosed at fair value in the financial statements on a recurring basis. GAAP establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to measurements involving significant unobservable inputs (Level 3 measurements). The three levels of fair value hierarchy are as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the Corporation has the ability to access at the measurement date.
- Level 2 inputs are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3 inputs are unobservable inputs for the asset or liability.

The level in the fair value hierarchy within which a fair measurement in its entirety falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

The following tables present assets that are measured at fair value on a recurring basis at December 31, 2016 and 2015:

Assets at Fair Value as of December 31, 2016

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
USOE investment portfolio	\$ _____	\$1,704,742	\$ _____	\$1,704,742

Assets at Fair Value as of December 31, 2015

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Money market	\$ 168,468	\$	\$	\$ 168,468
USOE investment portfolio	_____	1,492,431	_____	1,492,431
	<u>\$ 168,468</u>	<u>\$1,492,431</u>	<u>\$ _____</u>	<u>\$1,660,899</u>

Notes to Financial Statements

B. FAIR VALUE MEASUREMENTS - Continued

The Corporation has invested in units of a pooled portfolio managed by the United States Olympic Endowment (USOE). The portfolio consists of the following types of securities at December 31, 2016:

Alternative investments	37.19%
Domestic equities	29.15
International equities	18.69
Domestic bonds	6.41
Money market funds	5.57
International bonds	<u>2.99</u>
	<u>100.00%</u>

The alternative investments include hedge equity funds, private equity funds, real estate funds and limited partnerships.

Investment income consists of the following at December 31, 2016 and 2015:

	<u>2016</u>	<u>2015</u>
Interest and dividends	\$ 10,175	\$ 9,463
Realized gains on investments	31,160	56,612
Unrealized gains (losses) on investments	<u>43,996</u>	<u>(79,621)</u>
	<u>\$ 85,331</u>	<u>\$ (13,546)</u>

C. DEFERRED REVENUE

Deferred revenue consists of the following at December 31, 2016 and 2015:

	<u>2016</u>	<u>2015</u>
Membership dues	\$ 128,566	\$ 126,666
Other	<u> </u>	<u>47,242</u>
	<u>\$ 128,566</u>	<u>\$ 173,908</u>

Notes to Financial Statements

D. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at December 31, 2016 and 2015, consist of assets restricted for the following programs:

	<u>2016</u>	<u>2015</u>
Athlete endowment fund	\$ 1,734,241	\$ 1,516,023
Junior Olympic National Shotgun Team	30,732	29,782
Endowment fund	9,326	9,326
Shooting sports medicine research	5,242	5,242
Scholarship program	<u>3,033</u>	<u>3,033</u>
	<u>\$ 1,782,574</u>	<u>\$ 1,563,406</u>

Net assets are released from donor restrictions by incurring expenses that satisfy the restricted purpose. During the years ended December 31, 2016 and 2015, restricted net assets were released from restrictions for the following programs:

	<u>2016</u>	<u>2015</u>
Athlete endowment fund Permanently restricted investment income	\$ 35,152	\$ 50,126
Paralympic	27	249
Shooter Development		7,236
Rifle Discipline		2,000
Shotgun		1,000
	<u>725</u>	
	<u>\$ 35,179</u>	<u>\$ 61,336</u>

E. PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets at December 31, 2016 and 2015, consist of assets that will be held in perpetuity with the earnings restricted to the following programs:

	<u>2016</u>	<u>2015</u>
Junior pistol training program	\$ 53,817	\$ 53,817
Shooting sports medicine research	17,520	17,520
International rifle	<u>1,000</u>	<u>1,000</u>
	<u>\$ 72,337</u>	<u>\$ 72,337</u>

These permanently restricted net assets are subject to donor restrictions that stipulate that the original principal of the gift is to be held and invested by the Corporation indefinitely and income from the fund is to be used for the programs shown above.

Notes to Financial Statements

F. ENDOWMENTS

As of December 31, 2016, the Corporation has two endowment funds. One endowment is permanently restricted and consists of the net assets shown in Note E. The second endowment consists of temporarily restricted net assets shown in Note D as being restricted for the athlete endowment fund. The Corporation has adopted investment and spending policies based on the Colorado Uniform Prudent Management of Institutional Funds Act (UPMIFA). As a result of the Corporation's interpretation of UPMIFA, and in accordance with donor restrictions, contributions to these funds are classified as permanently or temporarily restricted net assets.

These funds are invested primarily in the United States Olympic Endowment and money market funds, pursuant to the Corporation's spending objectives of subjecting the fund to low investment risk and providing support for the restricted programs. The Corporation normally expends the investment earnings from the permanently restricted endowment in the year it is earned. The Corporation intends to maintain at least \$1,500,000 in the Athlete Endowment Fund.

	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, January 1, 2015	\$ 1,356,494	\$ 72,337	\$ 1,428,831
Investment income	(14,563)		(14,563)
Contributions	224,218		224,218
Program expenditures	<u>(50,126)</u>		<u>(50,126)</u>
Endowment net assets, December 31, 2015	1,516,023	72,337	1,588,360
Investment income	84,654		84,654
Contributions	168,716		168,716
Program expenditures	<u>(35,152)</u>		<u>(35,152)</u>
Endowment net assets, December 31, 2016	<u>\$ 1,734,241</u>	<u>\$ 72,337</u>	<u>\$ 1,806,578</u>

Notes to Financial Statements

G. RELATED PARTY TRANSACTIONS

The United States Olympic Committee (USOC) provides grants to the Corporation for sports development, international competition, and team preparation. Grants provided during the years ended December 31, 2016 and 2015, consisted of the following project categories:

	<u>2016</u>	<u>2015</u>
NGB funding	\$ 1,489,250	\$ 1,681,785
Paralympic VA Grant	104,600	136,485
Value in-kind	44,837	68,940
International relations grant	<u>2,000</u>	<u>3,500</u>
	<u>\$ 1,640,687</u>	<u>\$ 1,890,710</u>

The Corporation is economically dependent upon the grants from the USOC in order to maintain its programs at current levels.

As of December 31, 2016, the Corporation owed the USOC \$37,165.

H. RETIREMENT PLAN

Effective January 1, 2003, the Corporation adopted a 401(k) retirement plan, covering substantially all employees. The Corporation can make discretionary matching contributions of 3% to 5% of eligible employee compensation. Total pension expense for the years ended December 31, 2016 and 2015, was \$36,016 and \$34,341, respectively.

I. LEASES

The Corporation rents three storage units on a month-to-month basis.

Effective June, 2004, the USOC assigned its rights to the Corporation in a lease of the outdoor range at Ft. Carson, Colorado. The Corporation successfully negotiated a ten-year extension of the lease through 2012. In November 2012, the lease was extended through April 30, 2017. No payments are required under the terms of the lease.

In May 2014, USA Shooting, Inc. and the USOC entered into a ten year building lease agreement. USA Shooting, Inc. is required to pay \$750 per month to the USOC and the USOC is responsible for all building maintenance expenses.

Periodically, the Corporation also leases facilities for events and other storage needs.

Notes to Financial Statements

I. LEASES - Continued

Total rent expense for the years ended December 31, 2016 and 2015, was \$21,429 and \$16,927, respectively.

For years ended December 31, future minimum lease payments under the USOC lease agreement are as follows:

2017	\$ 9,000
2018	9,000
2019	9,000
2020	9,000
2021	9,000
Future years	<u>20,250</u>
Total	<u>\$ 65,250</u>

USA SHOOTING, INC.

Schedule of Program Services

For the Year Ended December 31, 2016

(With Comparative Amounts for 2015)

	Elite Athlete Programs	Competitions	Shooter Development	Membership	International Relations	2016 Totals	2015 Totals
Airfare	\$ 541,985	\$ 31,044	\$ 25,392	\$	\$ 2,534	\$ 600,955	\$ 699,253
Ammunition	188,022					188,022	274,476
Audit & legal	2,856					2,856	2,151
Awards & medals	59,810	32,089	1,112	77		93,088	27,875
Bank & data base services	(1,321)	7,654	78	3,545		9,956	19,547
Competition entry fees	119,256	9,540	120			128,916	117,486
Depreciation	75,179					75,179	83,230
Dues & subscriptions	10,712	1,037	2,207	1,466		15,422	10,742
Employee benefits	105,410	12,041	586	6,489		124,526	125,340
Equipment purchases	14,848	7,799				15,647	8,722
Equipment rental	2,434	7,811				10,245	7,297
Facility lease	14,554	5,333	1,542			21,429	16,927
Insurance & workers comp.	27,262	1,861	642	275		30,040	29,799
Lodging & meals	770,025	276,620	69,165	1,235	1,417	1,118,462	1,840,578
Other expense	7,780					7,780	2,313
Payroll taxes	44,661	6,845	7,464	3,148		62,118	61,370
Postage & shipping	9,272	1,846	825	9,416		21,359	29,942
Practice rounds	8,731					8,731	7,502
Printing	786	1,481	203	33,111	13	35,594	53,715
Professional services	17,527	16,380	8,373	14,850		57,130	88,584
Promotional items	5,809	19,656	6,950	2,915		35,330	44,406
Range operations	6,015					6,015	15,146
Registrations	50		375			425	
Salaries	577,634	86,196	97,602	39,582		801,014	796,563
Stipends	34,300					34,300	56,984
Supplies	17,083	5,033	6,940	11,284		40,340	47,284
Targets	30,488					30,488	43,640
Telephone	8,812	1,170	577	42		10,601	11,710
Travel subsidy	99,685					99,685	53,390
Uniforms	15,726					15,726	11,805
Totals	\$ 2,815,391	\$ 524,436	\$ 230,153	\$ 127,435	\$ 3,964	\$ 3,701,379	\$ 4,587,777

USA SHOOTING, INC.
 Schedule of Supporting Services
 For the Year Ended December 31, 2016
 (With Comparative Amounts for 2015)

	Direct Marketing	Fundraising	General & Administrative	2016 Totals	2015 Totals
	\$	\$	\$	\$	\$
Advertising & promotion					
Airfare	565	31,745	3,860	36,170	1,790
Ammunition	2,240	16,327		18,567	37,422
Audit & legal			68,021	68,021	1,205
Awards & medals		1,155		1,155	154,666
Bank fees	3,634	3,602	16,249	23,485	2,500
Competition entry fees		2,850	324	3,174	27,429
Copier expense			2,096	2,096	
Dues & subscriptions	1,331	7,805		9,136	2,992
Employee benefits		1,987		1,987	4,716
Equipment maintenance			18,314	18,314	27,197
Equipment purchases			43	43	20
Insurance & workers comp.		826	10,392	11,218	10,977
List maintenance	76,968			76,968	69,927
Lodging & meals	34,170	261,440	10,997	306,607	106,284
Payroll taxes		8,789	13,072	21,861	21,350
Postage & shipping	232,127	2,008	1,136	235,271	224,085
Printing & supplies	371,416	162	313	371,891	373,718
Professional services	145,982	18,245	11,087	175,314	174,698
Promotional items	46,120	7,948	1,074	55,142	40,214
Registrations	8,080			8,080	6,203
Salaries		109,742	163,989	273,731	272,429
Supplies		900	869	1,769	1,623
Targets	877			877	
Telephone			536	1,205	
Uniforms		9,253		9,253	
	\$ 923,510	\$ 485,453	\$ 322,372	\$ 1,731,335	\$ 1,562,701