

Key Metrics

	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>
Membership (D1-D25)	171,500	168,075	168,443	167,726	167,811	166,408
Lapsed Members		17,670	18,149	17,011	16,207	16,082
Recovered Members		7,170	9,803	7,008	9,283	8,233
New Members		11,521	11,540	11,555	11,577	11,592
Age of New Members			65.2	64.9	64.2	64.9

Tournament & Club Tables

Regional	160,315	163,720	172,484	176,931	175,216	185,599
Sectional	138,689	140,821	144,041	149,600	155,196	156,323
STaCs	124,132	124,144	124,043	124,068	121,822	116,241
NABC	33,500	35,047	34,146	36,081	34,590	34,950
Club	3,174,700	3,164,156	3,190,286	3,154,565	3,129,056	3,122,318
<i>Regular games</i>	1,730,000	1,717,319	1,746,700	1,776,026	1,824,574	1,866,204
<i>Special games</i>	381,500	405,233	385,436	370,682	362,442	350,225
<i>Online games</i>	1,063,200	1,041,604	1,058,149	1,007,856	942,040	905,890

Head Count (FTEs)

Headquarters	60	60	56	58	59	49
Field Tournament Directors	76	78	76	81	85	81

Financials (in 000's)

Total Operating Revenues	\$17,972	\$17,244	\$16,192	\$16,232	\$15,984	\$16,222
Total Operating Expenses	17,910	16,729	16,443	16,814	15,272	15,251
Net Income (Change in Net Assets from Operations)	62	515	(251)	(582)	712	971
Non-Operating Activities		71	(115)	(3,396)	571	449
Change in Net Assets	62	586	(366)	(3,978)	1,283	1,420
Capital Expenditures	340	311	75	921	1,138	773
Cash Increase (Decrease)	400	1,016	601	(451)	(855)	942
Cash & Investments	7,294	6,894	5,863	5,408	7,613	7,775
Months of Expenses	5	5	4	4	6	6
Current Assets	\$7,991	\$7,835	\$6,812	\$6,555	\$8,684	\$8,734
Total Assets	12,886	12,730	11,861	12,037	16,111	14,777
Current Liabilities	6,235	6,235	5,922	5,747	5,681	5,566
Total Liabilities	9,115	9,115	8,832	8,642	8,337	8,287
Net Assets	3,771	3,615	3,029	3,395	7,773	6,490
<i>Current Ratio</i>	1.3	1.3	1.2	1.1	1.5	1.6

Revenue Detail (in 000's)

Tournament (non NABC)	\$5,436	\$5,324	\$5,241	\$5,314	\$5,305	\$5,534
Club	2,885	2,942	2,514	2,461	2,428	2,438
Membership	5,784	5,435	5,341	5,190	5,086	5,049
NABC	2,509	2,395	2,182	2,298	2,187	2,200
Bulletin Advertising	261	270	284	322	306	323
Other Revenue	1,098	878	629	648	672	678
Total Revenue	\$17,972	\$17,244	\$16,192	\$16,232	\$15,984	\$16,222

Expense Detail (in 000's)

Management & General	\$6,324	\$6,543	\$6,185	\$5,445	\$4,830	\$4,710
Tournament (non NABC)	5,012	4,462	4,464	4,954	4,421	4,663
NABC	2,699	2,129	1,848	2,376	2,093	2,155
Bulletin	1,513	1,491	1,527	1,608	1,546	1,481
Club & Member Service	929	950	1,029	1,101	873	882
Membership Development	562	407	504	474	508	453
Educational Programs & Services	362	349	416	438	375	283
Governance	508	398	470	418	626	624
Total Expense	<u>17,910</u>	<u>16,729</u>	<u>16,443</u>	<u>16,814</u>	<u>15,272</u>	<u>15,251</u>

Selected Cost Detail (in 000's)

Board Meeting Costs (Board & Staff)	\$290	\$325	\$381	\$341	\$340	\$322
Board Operating	185	91	95	97	101	97
Board President	45	31	55	50	51	57
Board of Governors	18	12	17	14	11	8