

ROAD RUNNERS CLUB OF AMERICA

**AUDITED FINANCIAL STATEMENTS
DECEMBER 31, 2012 AND 2011**

MURRAY, JONSON, WHITE & ASSOCIATES, LTD., PC
Certified Public Accountants
Falls Church, Virginia

ROAD RUNNERS CLUB OF AMERICA

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors Road Runners Club of America

We have audited the accompanying financial statements of Road Runners Club of America (a nonprofit organization), which comprise the statements of financial position as of December 31, 2012 and 2011, and the related statements of activities and cash flows for the years 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 general 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 audits. We conducted our audits 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 of 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 auditors' 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.

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Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Road Runners Club of America as of December 31, 2012 and 2011, and the changes in net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the basic financial statements as a whole. The statements of functional expenses on pages 11 and 12 are presented for purposes of additional analysis and are not a required part of the basic 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.

Murray Jonson White & Associates Ltd. P.C.

Certified Public Accountants

March 4, 2013

ROAD RUNNERS CLUB OF AMERICA
STATEMENTS OF FINANCIAL POSITION
December 31,

ASSETS

	<u>2012</u>	<u>2011</u>
CURRENT ASSETS		
Cash and cash equivalents	\$ 664,182	\$ 638,472
Accounts receivable	27,675	9,667
Prepaid expenses	10,315	16,729
Loans receivable - Note 2	<u>12,700</u>	<u>6,700</u>
TOTAL CURRENT ASSETS	714,872	671,568
INVESTMENTS - Note 3	982,886	929,786
PROPERTY AND EQUIPMENT - Net - Note 4	45,702	56,997
DEPOSITS	<u>2,450</u>	<u>2,450</u>
TOTAL ASSETS	\$ <u>1,745,910</u>	\$ <u>1,660,801</u>

LIABILITIES AND NET ASSETS

	<u>2012</u>	<u>2011</u>
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$ 35,711	\$ 38,616
Deferred revenue	<u>652,239</u>	<u>726,004</u>
TOTAL LIABILITIES	<u>687,950</u>	<u>764,620</u>
NET ASSETS		
Unrestricted		
Undesignated	597,349	434,138
Board designated	<u>306,370</u>	<u>306,370</u>
TOTAL UNRESTRICTED NET ASSETS	903,719	740,508
Temporarily restricted	144,241	145,673
Permanently restricted	<u>10,000</u>	<u>10,000</u>
TOTAL NET ASSETS	<u>1,057,960</u>	<u>896,181</u>
TOTAL LIABILITIES AND NET ASSETS	\$ <u>1,745,910</u>	\$ <u>1,660,801</u>

The accompanying notes to financial statements are an integral part of this statement.

ROAD RUNNERS CLUB OF AMERICA
STATEMENTS OF ACTIVITIES
For the Years Ended December 31, 2012 and 2011

ROAD RUNNERS CLUB OF AMERICA

STATEMENTS OF ACTIVITIES For the Years Ended December 31,

	2012			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
REVENUES, GAINS, AND OTHER SUPPORT				
Insurance program	\$ 1,134,845	\$ -	\$ -	\$ 1,134,845
Membership dues and fees	508,143	-	-	508,143
Coaching certification	267,131	-	-	267,131
Sponsorships	26,600	-	-	26,600
Contributions	80,857	90,849	-	171,706
Other income	20,294	-	-	20,294
Investment income - Dividends and interest	32,861	150	-	33,011
Other programs	500	-	-	500
Publications	2,380	-	-	2,380
Advertising	100	-	-	100
Investment income - Realized and unrealized gain (loss)	25,742	-	-	25,742
Loss on asset disposal	(22,075)	-	-	(22,075)
Satisfaction of program restrictions	<u>92,431</u>	<u>(92,431)</u>	<u>-</u>	<u>-</u>
TOTAL REVENUES, GAINS, AND OTHER SUPPORT	<u>2,169,809</u>	<u>(1,432)</u>	<u>-</u>	<u>2,168,377</u>
EXPENSES				
Program services				
Championship events and state programs	116,876	-	-	116,876
Coaching certification	243,191	-	-	243,191
General program	206,450	-	-	206,450
Insurance program	1,147,507	-	-	1,147,507
Kids Run the Nation	41,812	-	-	41,812
Roads Scholars	<u>42,793</u>	<u>-</u>	<u>-</u>	<u>42,793</u>
TOTAL PROGRAM SERVICES	<u>1,798,629</u>	<u>-</u>	<u>-</u>	<u>1,798,629</u>
Support services				
General and administrative	85,188	-	-	85,188
Board services	50,076	-	-	50,076
Fundraising	<u>72,705</u>	<u>-</u>	<u>-</u>	<u>72,705</u>
TOTAL SUPPORT SERVICES	<u>207,969</u>	<u>-</u>	<u>-</u>	<u>207,969</u>
TOTAL EXPENSES	<u>2,006,598</u>	<u>-</u>	<u>-</u>	<u>2,006,598</u>
CHANGE IN NET ASSETS	163,211	(1,432)	-	161,779
Net assets				
Beginning of year	<u>740,508</u>	<u>145,673</u>	<u>10,000</u>	<u>896,181</u>
NET ASSETS - END OF YEAR	<u>\$ 903,719</u>	<u>\$ 144,241</u>	<u>\$ 10,000</u>	<u>\$ 1,057,960</u>

The accompanying notes to financial statements are an integral part of this statement.

2011

<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
\$ 951,721	\$ -	\$ -	\$ 951,721
483,215	-	-	483,215
170,350	-	-	170,350
107,705	-	-	107,705
98,340	100,286	-	198,626
11,867	-	-	11,867
27,329	150	-	27,479
1,560	-	-	1,560
1,066	-	-	1,066
900	-	-	900
(5,569)	-	-	(5,569)
-	-	-	-
<u>122,162</u>	<u>(122,162)</u>	<u>-</u>	<u>-</u>
<u>1,970,646</u>	<u>(21,726)</u>	<u>-</u>	<u>1,948,920</u>
139,637	-	-	139,637
185,382	-	-	185,382
280,844	-	-	280,844
990,769	-	-	990,769
93,569	-	-	93,569
<u>38,742</u>	<u>-</u>	<u>-</u>	<u>38,742</u>
<u>1,728,943</u>	<u>-</u>	<u>-</u>	<u>1,728,943</u>
57,650	-	-	57,650
29,624	-	-	29,624
<u>66,629</u>	<u>-</u>	<u>-</u>	<u>66,629</u>
<u>153,903</u>	<u>-</u>	<u>-</u>	<u>153,903</u>
<u>1,882,846</u>	<u>-</u>	<u>-</u>	<u>1,882,846</u>
87,800	(21,726)	-	66,074
<u>652,708</u>	<u>167,399</u>	<u>10,000</u>	<u>830,107</u>
\$ <u><u>740,508</u></u>	\$ <u><u>145,673</u></u>	\$ <u><u>10,000</u></u>	\$ <u><u>896,181</u></u>

ROAD RUNNERS CLUB OF AMERICA

STATEMENTS OF CASH FLOWS
For the Years Ended December 31,

	<u>2012</u>	<u>2011</u>
OPERATING ACTIVITIES		
Change in net assets	\$ 161,779	\$ 66,074
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities		
Depreciation and amortization	22,418	15,864
(Gain) loss on disposals	22,075	-
Realized and unrealized (gain) loss on investments	(25,742)	5,569
Changes in operating assets and liabilities		
(Increase) decrease in accounts receivable	(18,008)	(7,035)
(Increase) decrease in prepaid expenses	6,414	(13,738)
(Increase) decrease in loans receivable	(6,000)	2,400
Increase (decrease) in accounts payable and accrued expenses	(2,905)	8,460
Increase (decrease) in deferred revenue	<u>(73,765)</u>	<u>43,828</u>
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	<u>86,266</u>	<u>121,422</u>
INVESTING ACTIVITIES		
Purchase of investments	(127,358)	(227,458)
Proceeds from the sale of investments	100,000	175,000
Purchase of property and equipment	<u>(33,198)</u>	<u>(18,144)</u>
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	<u>(60,556)</u>	<u>(70,602)</u>
Net increase (decrease) in cash and cash equivalents	25,710	50,820
Cash and cash equivalents - Beginning of year	<u>638,472</u>	<u>587,652</u>
CASH AND CASH EQUIVALENTS - END OF YEAR	<u>\$ 664,182</u>	<u>\$ 638,472</u>

The accompanying notes to financial statements
are an integral part of this statement.

ROAD RUNNERS CLUB OF AMERICA

NOTES TO FINANCIAL STATEMENTS

NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Road Runners Club of America (RRCA) is a non-stock, not-for-profit Virginia corporation whose principal purpose is to promote and encourage long distance running as a competitive sport and as a means of healthy exercise. The Organization also provides information on running through newsletters, booklets, clinics, meetings, handbooks, and educational programs, and acts to promote and conduct races and other running activities through its member clubs.

The following is a summary of significant accounting policies followed in the preparation of these financial statements:

- (a). Financial Statement Presentation - The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.
- (b). Net Assets - Unrestricted net assets include general operating net assets and board designated funds. The board designated funds consist of funds that can be used as determined by the Board. The board designated fund was \$306,370 at December 31, 2012 and 2011. Temporarily restricted net assets consist of contributions with donor-imposed purpose restrictions. Temporarily restricted net assets were released from restriction during the years ended December 31, 2012 and 2011 by meeting purpose restrictions imposed by the donor. Permanently restricted net assets consist of contributions with requirements that the principal be invested in perpetuity and only the income expended for designated purposes.
- (c). Contributions - The Organization accounts for contributions as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence or nature of any donor restrictions. Donor-restricted contributions are reported as an increase in temporarily or permanently restricted net assets depending on the nature of the restriction. When a restriction is satisfied or expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.
- (d). Income Tax Status - RRCA is exempt from the payment of income taxes on its exempt activities under Section 501(c)(3) of the Internal Revenue Code (IRC). RRCA is required to pay federal and state taxes on net income generated from unrelated business activities. The Organization's unrelated business activities include advertising, sponsorships, member insurance revenues, and royalties. There was no income tax expense for the years ended December 31, 2012 and 2011.

The Organization files its tax returns as prescribed by the tax laws of the jurisdictions in which it operates. With few exceptions, the Organization is no longer subject to examinations by tax authorities for years prior to 2009.

- (e). Cash and Cash Equivalents - For purposes of the statement of cash flows the Organization considers substantially all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. Short-term, highly liquid investments purchased for its investment accounts and handled by investment managers are treated as investments rather than cash equivalents.
- (f). Accounts Receivable - Receivables are carried at their estimated collectible amounts and are periodically evaluated for collectability. All accounts receivable at December 31, 2012 and 2011 are considered collectible.

ROAD RUNNERS CLUB OF AMERICA

NOTES TO FINANCIAL STATEMENTS (Continued)

NOTE 1 - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: Continued

- (g). Investments - All investments in debt and equity securities are carried at fair value, with gains and losses included in the statement of activities. Gains and losses on investments reflected in the accompanying statement of activities include gains and losses realized upon sales and unrealized gains and losses resulting from fluctuations in market values of investments.
- (h). Property and Equipment - Furniture, fixtures, and equipment purchases of \$500 or more are recorded at cost and are depreciated on the straight-line basis over their estimated useful lives. Leasehold improvements are amortized on a straight-line basis over the remaining term of the office lease.
- (i). Deferred Revenue - Membership dues and certain program revenue received in advance are deferred and recognized as revenue in the year in which they are earned.
- (j). Membership Dues and Fees - Membership dues and fees include an allocable portion of amounts billed to member clubs as insurance program revenues since such revenues are intended to support the exempt purpose programs of RRCA as well as the insurance program costs.
- (k). Advertising - Advertising costs are charged to operations when incurred. Advertising costs for the year ended December 31, 2012 and 2011 were \$61,912 and \$76,250 respectively.
- (l). Estimates - The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.
- (m). Functional expenses - The cost of providing various program and supporting services have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

NOTE 2 - LOANS RECEIVABLE

RRCA provides interest free loans to qualifying nonprofit member clubs to assist with purchasing equipment. Management considers all loans receivable to be fully collectible.

NOTE 3 - INVESTMENTS

Investments were recorded at fair value as of December 31, 2012 and 2011 based on the following level of hierarchy. Level 1 inputs include quoted market prices in active markets for identical assets. Level 2 inputs include quoted market prices for similar assets in active markets, quoted prices for identical or similar assets in markets where there is not sufficient activity, and or where price quotations vary substantially either over time or among market makers, or where little information is released publically. Level 3 inputs are used to measure fair value to the extent that observable inputs are not available, thereby allowing for situations where there is little, if any, observable market activity for the asset at the measurement date.

ROAD RUNNERS CLUB OF AMERICA

**NOTES TO FINANCIAL STATEMENTS
(Continued)**

NOTE 3 - INVESTMENTS - Continued

Investments are presented in the financial statements at fair value, which is based on quoted market prices as described below:

December 31, 2012

	Quoted Prices in Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
Cash and Cash Equivalents	\$ 74,301	\$ -	\$ -	\$ 74,301
Certificates of Deposit	65,993	-	-	65,993
Equities - Healthcare/Pharmaceuticals	88,538	-	-	88,538
Equities - Consumer Defensive	86,263	-	-	86,263
Equities - Energy	67,768	-	-	67,768
Equities - Utilities	44,612	-	-	44,612
Equities - REIT	22,283	-	-	22,283
International Mutual Funds	41,727	-	-	41,727
Growth Mutual Funds	60,735	-	-	60,735
Value Mutual Funds	41,975	-	-	41,975
Global Bonds Funds	129,375	-	-	129,375
International Stock Index	42,606	-	-	42,606
Treasury Securities Index	<u>216,710</u>	<u>-</u>	<u>-</u>	<u>216,710</u>
	<u>\$ 982,886</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 982,886</u>

December 31, 2011

	Quoted Prices in Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
Cash and Cash Equivalents	\$ 367,337	\$ -	\$ -	\$ 367,337
Certificates of Deposit	65,133	-	-	65,133
Equities - Healthcare/Pharmaceuticals	42,672	-	-	42,672
International Mutual Funds	34,929	-	-	34,929
Growth Mutual Funds	52,836	-	-	52,836
Fixed Income Mutual Funds	38,601	-	-	38,601
International Bond Mutual Funds	111,717	-	-	111,717
International Stock Index - ETF	36,972	-	-	36,972
Bond Funds - ETF	<u>179,589</u>	<u>-</u>	<u>-</u>	<u>179,589</u>
	<u>\$ 929,786</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 929,786</u>

ROAD RUNNERS CLUB OF AMERICA

**NOTES TO FINANCIAL STATEMENTS
(Continued)**

NOTE 3 - INVESTMENTS - Continued

Investments are valued at closing prices reported on the active market on which the individual investment is traded.

Investment management fees of \$5,636 were included in office expenses for the year ended December 31, 2012. Investment management fees of \$5,752 were netted with investment income for the year ended December 31, 2011.

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment at December 31, consisted of the following:

	<u>2012</u>	<u>2011</u>
Furniture and Equipment	\$ 33,581	\$ 39,360
Certification Courses - Under Development	33,048	13,500
Website and Software	<u>11,275</u>	<u>50,293</u>
	<u>77,904</u>	<u>103,153</u>
Less: Accumulated Depreciation and Amortization	<u>(32,202)</u>	<u>(46,156)</u>
TOTAL	\$ <u>45,702</u>	\$ <u>56,997</u>

NOTE 5 - RETIREMENT PLAN

RRCA has available a 403(b) defined contribution retirement plan for employees who meet specific age and eligibility requirements. Employees may contribute to the plan through elective deferrals of salary up to the limitation specified by the plan. RRCA makes discretionary matching contributions to the plan based on Board approval. RRCA did not make any contributions to the plan during 2011. In 2012, the RRCA began making matching contributions to the 403(b) defined contribution retirement plan. RRCA contributed \$4,050 in matching contributions in 2012.

NOTE 6 - LEASE COMMITMENTS

RRCA is obligated under various operating leases for office space and equipment expiring in 2013 through 2017. Rent expense for the years ended December 31, 2012 and 2011 was \$45,692 and \$42,198, respectively. At December 31, 2012, RRCA was obligated under terms of noncancelable leases for the following minimum lease payments:

2013	\$ 36,743
2014	36,914
2015	35,454
2016	36,517
2017	<u>18,528</u>
TOTAL	\$ <u>164,156</u>

ROAD RUNNERS CLUB OF AMERICA

NOTES TO FINANCIAL STATEMENTS (Continued)

NOTE 7 - CONTRIBUTED SERVICES

RRCA receives substantial benefit from donated services provided by members. The value of these donated services has not been reflected in the accompanying financial statements and is not presently determinable.

During the years ended December 31, 2012 and 2011 RRCA recorded donated services and in-kind contributions valued at \$49,300 and \$71,200, respectively to promote and attend RRCA events and to provide prizes for championship events.

NOTE 8 - CONTINGENCIES

In May 2012 RRCA was named as one of five defendants in a lawsuit. This is the re-filing of a case filed in 2011 in which RRCA was nonsuited because the organization had nothing to do with the incident giving rise to the litigation. In the 2012 suit, the plaintiff seeks \$30 million in damages.

RRCA's counsel will move to dismiss RRCA from the case as RRCA had no involvement with the event that led to the suit. RRCA's attorney indicated that if RRCA is not dismissed, the case appears to be defensible on liability although the potential for losses cannot be estimated. RRCA maintains \$1,000,000 in liability coverage insurance and the other defendants have \$10 million in liability coverage. The coverage provides for attorney's fees and expenses incurred in the defense of the case.

NOTE 9 - SUBSEQUENT EVENTS

Events that occur after the balance sheet date but before the financial statements were available to be issued must be evaluated for recognition or disclosure. The effects of subsequent events that provide evidence about conditions that existed at the balance sheet date are recognized in the accompanying financial statements. Subsequent events which existed after the balance sheet date, require disclosure in the accompanying notes. Management evaluated the activity of the Organization through March 4, 2013 the date the financial statements were available to be issued, and concluded that no subsequent events have occurred that would require recognition or disclosure in the financial statements.

ROAD RUNNERS CLUB OF AMERICA
SUPPLEMENTARY INFORMATION -
STATEMENTS OF FUNCTIONAL EXPENSES
For the Years Ended December 31, 2012 and 2011

ROAD RUNNERS CLUB OF AMERICA
STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended December 31, 2012

Program Services

	Champion- ship Events and State Programs	Coaching Certification	General Program	Insurance	Kids Run the Nation	Roads Scholars	Total
Salaries and Benefits	\$ 21,970	\$ 39,546	\$ 58,034	\$ 51,815	\$ 10,985	\$ 4,394	\$ 186,744
Payroll Taxes	1,774	2,660	3,728	5,139	887	887	15,075
Insurance	-	-	-	1,067,106	-	-	1,067,106
Direct Expenses	29,953	187,433	27,058	-	4,095	1,500	250,039
Grants	-	-	34,157	-	21,825	-	55,982
Scholarships	-	-	-	-	-	30,000	30,000
Conferences and Meetings	11,200	-	24,064	-	-	-	35,264
Travel	20,351	-	-	-	-	-	20,351
Office Expenses	5,974	3,409	4,623	3,977	1,136	1,180	20,299
Credit Card Fees	-	-	-	-	-	-	-
Professional Fees	241	433	514	569	120	169	2,046
Information Technology	3,275	2,457	3,275	3,895	819	819	14,540
Occupancy	3,890	3,890	8,187	9,318	1,945	2,723	29,953
Depreciation	4,483	3,363	5,521	5,688	-	1,121	20,176
Advertising and Marketing	13,765	-	37,289	-	-	-	51,054
TOTALS	\$ 116,876	\$ 243,191	\$ 206,450	\$ 1,147,507	\$ 41,812	\$ 42,793	\$ 1,798,629

Support Services

General and Admini- strative	Board Services	Fund Raising	Total	Grand Total
\$ 10,985	\$ 4,394	\$ 17,575	\$ 32,954	\$ 219,698
710	355	1,596	2,661	17,736
1,970	-	-	1,970	1,069,076
-	-	16,774	16,774	266,813
-	-	-	-	55,982
-	-	-	-	30,000
3,697	488	-	4,185	39,449
6,036	40,505	1,527	48,068	68,419
11,456	3,060	1,545	16,061	36,360
21,774	-	14,672	36,446	36,446
19,951	48	3,817	23,816	25,862
1,018	-	819	1,837	16,377
5,818	778	3,501	10,097	40,050
673	448	1,121	2,242	22,418
<u>1,100</u>	<u>-</u>	<u>9,758</u>	<u>10,858</u>	<u>61,912</u>
<u>\$ 85,188</u>	<u>\$ 50,076</u>	<u>\$ 72,705</u>	<u>\$ 207,969</u>	<u>\$ 2,006,598</u>

ROAD RUNNERS CLUB OF AMERICA
STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended December 31, 2011
(Continued)

Program Services

	Champion- ship Events and State Programs	Coaching Certification	General Membership	Insurance	Kids Run the Nation	Roads Scholars	Total
Salaries and Benefits	\$ 20,652	\$ 16,521	\$ 54,499	\$ 48,759	\$ 30,977	\$ 4,130	\$ 175,538
Payroll Taxes	1,632	1,306	3,517	3,830	2,449	1,143	13,877
Insurance	-	-	-	896,862	-	-	896,862
Direct Expenses	41,885	162,647	81,669	-	11,241	-	297,442
Grants	-	-	42,850	-	20,050	-	62,900
Scholarships	-	-	-	-	-	27,500	27,500
Conferences and Meetings	10,750	-	16,888	-	-	-	27,638
Travel	33,874	-	-	-	-	-	33,874
Office Expenses	7,786	833	8,499	5,931	4,538	1,513	29,100
Credit Card Fees	-	-	9,219	18,154	-	-	27,373
Professional Fees	234	187	504	549	351	164	1,989
Information Technology	3,113	778	3,112	3,651	2,334	778	13,766
Occupancy	3,887	3,110	8,183	9,311	5,831	2,721	33,043
Depreciation	3,173	-	4,210	3,722	2,380	793	14,278
Advertising and Marketing	12,651	-	47,694	-	13,418	-	73,763
TOTALS	\$ <u>139,637</u>	\$ <u>185,382</u>	\$ <u>280,844</u>	\$ <u>990,769</u>	\$ <u>93,569</u>	\$ <u>38,742</u>	\$ <u>1,728,943</u>

Support Services

General and Admini- strative	Board Services	Fund Raising	Total	Grand Total
\$ 10,326	\$ 4,130	\$ 16,521	\$ 30,977	\$ 206,515
653	327	1,469	2,449	16,326
1,922	-	-	1,922	898,784
-	-	5,926	5,926	303,368
-	-	-	-	62,900
-	-	-	-	27,500
4,462	271	-	4,733	32,371
6,824	22,874	2,275	31,973	65,847
7,777	881	26,430	35,088	64,188
-	-	3,041	3,041	30,414
21,424	47	3,810	25,281	27,270
1,018	-	778	1,796	15,562
2,368	777	3,499	6,644	39,687
476	317	793	1,586	15,864
400	-	2,087	2,487	76,250
\$ <u>57,650</u>	\$ <u>29,624</u>	\$ <u>66,629</u>	\$ <u>153,903</u>	\$ <u>1,882,846</u>