

**SPORTS TURF MANAGERS ASSOCIATION**  
Lawrence, Kansas

Schedule 1

**STATEMENTS OF ACTIVITY**

For the years ended December 31, 2011 and 2010

	<u>2011</u>	<u>2010</u>
<b>Support and Revenue</b>		
Administrative		
Dues	\$ 277,361	\$ 271,603
Chapter fees	16,350	16,600
Forfeited chapter fees	-	6,760
Book and magazine royalties	84,412	86,231
Miscellaneous income	116	2,111
Management fees	-	15,000
Investment income	(3,298)	98,840
	<u>374,941</u>	<u>497,145</u>
Membership services		
Membership directory	12,000	12,000
Regional conference	29,475	35,423
Sponsorships	27,000	31,400
Merchandise	709	1,359
	<u>69,184</u>	<u>80,182</u>
Annual meeting	605,197	567,098
Certification program	12,790	12,080
Total support and revenue	<u>1,062,112</u>	<u>1,156,505</u>
<b>Expenses</b>		
Headquarters	389,336	379,588
Administrative	55,260	48,042
Membership services	61,852	84,040
Annual meeting	441,330	403,173
Certification program	1,403	3,162
Governance	51,667	47,100
Marketing	9,757	30,520
Website	21,817	15,536
Chapter development	8,819	14,972
Total expenses	<u>1,041,241</u>	<u>1,026,133</u>
<b>Excess (deficit) of revenue over expenses</b>	<u>\$ 20,871</u>	<u>\$ 130,372</u>

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