

Marine Corps Association
MCA Statement of Activities
Period Ended June 30, 2021 and 2020

	Year To Date		Year To Date		Prior Year To Date	notes actual to budget	notes 2021 to 2021
	06/30/2021	06/30/2021	06/30/2021	06/30/2021			
	Actual	Budget	Budget Difference	Budget %	Actual		
Gazette	107,437.66	120,720.00	(13,282.34)	89%	122,876.09		
Leatherneck	232,059.53	234,200.00	(2,140.47)	99%	241,741.01		
Membership	718,625.93	746,592.00	(27,966.07)	96%	813,448.32 *	fewer paid memberships	continued paid member decline
Retail	3,104,973.59	3,436,185.00	(331,211.41)	90%	3,074,352.20	Less Brick & Mortar sales	
Insurance	39,643.98	38,800.00	843.98	102%	43,695.38		
Events	459,625.00	401,200.00	58,425.00	115%	420,644.00	Add'l sponsors & levels increase	
Total Income	4,662,365.69	4,977,697.00	(315,331.31)	94%	4,716,757.00		
Gazette	91,834.13	88,650.00	3,184.13	104%	90,659.30		
Leatherneck	160,737.64	172,975.00	(12,237.36)	93%	176,838.87		
Retail - Cost of Goods	2,025,709.63	2,206,770.00	(181,060.37)	92%	1,950,502.62 *	COGS relative to sales	Sales discounts and alteration salary increases
Total Cost of Goods	2,278,281.40	2,468,395.00	(190,113.60)	92%	2,218,000.79		
Gazette	175,133.85	180,765.00	(5,631.15)	97%	169,414.14		
Leatherneck	194,170.51	190,650.00	3,520.51	102%	189,008.15		
Retail Expense	1,003,109.35	1,048,244.00	(45,134.65)	96%	871,590.23 *	hiring challenges	Increased promotions and ecom expense
Membership	203,594.71	198,014.00	5,580.71	103%	153,881.13 *		AMS software increase & realign from IT
Events	113,945.37	152,680.00	(38,734.63)	75%	193,246.77 *		fewer events in first half of 2021
Total Direct Expenses	1,689,953.79	1,770,353.00	(80,399.21)	95%	1,577,140.42		
Net Income Before Administrative Expenses	694,130.50	738,949.00	(44,818.50)	94%	921,615.79		
Admin	523,775.16	520,011.00	3,764.16	101%	542,283.19		
Information Technology	151,973.62	155,790.00	(3,816.38)	98%	155,803.83		
Business	231,807.42	227,102.00	4,705.42	102%	176,014.90 *		2020 personnel - two FTEs vacant
Strat Comm	178,683.02	175,499.00	3,184.02	102%	162,366.89 *		increase in promotions and salary allocation
Area Rep	93,083.93	91,838.00	1,245.93	101%	71,191.33 *		
Total Administrative Expenses	1,179,323.15	1,170,240.00	9,083.15	101%	1,107,660.14		
Other Income	298,949.07	272,050.00	26,899.07	110%	1,103,254.99 *	USAA \$15k social media ads	2020 includes \$827,600 PPP funds
Net Income from Operations	(186,243.58)	(159,241.00)	(27,002.58)		917,210.64		
Investment	886,538.33	110,800.00	775,738.33		(377,160.32)		
Association Change in Net Assets	700,279.42	(48,441.00)	748,720.42		539,472.44		

