

Row #		2009/2010 Budgeted Revenue	2009/2010 Budgeted Expense	2009/2010 Budgeted Net	2009/2010 Actual Revenue	2009/2010 Actual Expense	2009/2010 Actual Net	Variance
1	Member Services							
2	Membership							
3	Club Development Grants	0	7,000	(7,000)	0	0	0	7,000
4	Coaches College	54,000	58,950	(4,950)	0	0	0	4,950
5	Insurance	210,716	95,000	115,716	130,196	55,196	75,000	(40,716)
6	Lists/Labels	2,085	0	2,085	1,581	0	1,581	(504)
7	Membership Revenue	1,124,764	0	1,124,764	1,078,952	0	1,078,952	(45,812)
8	Online Registration Fees & Credit Card Processing	0	62,892	(62,892)	0	133,743	(133,743)	(70,851)
9	Rebates to Divs/Secs	0	63,594	(63,594)	0	67,540	(67,540)	(3,946)
10	Capital Expenditures	0	79,000	(79,000)	0	0	0	79,000
11	Miscellaneous	355	0	355	0	0	0	(355)
12	USFF Administrative Fee	1,000	0	1,000	0	0	0	(1,000)
13	USFF Grant	73,226	0	73,226	73,226	0	73,226	0
14	Operational/Administrative Fees	10,500	310,092	(299,592)	5,078	250,758	(245,680)	53,912
15	Staff Salaries/Expenses	0	353,216	(353,216)	0	494,084	(494,084)	(140,869)
16	Total Membership	1,476,646	1,029,744	456,903	1,289,033	1,001,321	287,712	(169,191)
17	Volunteer Administration							
18	Athlete Directors to BOD Meetings	0	0	0	0	762	(762)	(762)
19	BOD	0	30,550	(30,550)	0	20,947	(20,947)	9,603
20	Director Officer Liability Ins	0	5,730	(5,730)	0	0	0	5,730
21	Executive Committee	0	0	0	0	0	0	0
22	FIE International Influence	0	15,135	(15,135)	200	8,105	(7,905)	7,230
23	FOC	0	8,500	(8,500)	2,020	18,558	(16,538)	(8,038)
24	Legal Committee	0	3,500	(3,500)	0	23,186	(23,186)	(19,686)
25	Sport Science	0	5,500	(5,500)	200	2,500	(2,300)	3,200
26	Tech Committee (armorers)	0	3,500	(3,500)	0	0	0	3,500
27	Total Officers	0	0	0	0	0	0	0
28	Tournament Committee	0	6,500	(6,500)	302	3,256	(2,954)	3,546
29	USOC Relations	0	0	0	0	0	0	0
30	Total Volunteer Administration	0	78,915	(78,915)	2,722.48	77,312.82	(74,590)	4,325
31	Total Member Services	1,476,646	1,108,658	377,988	1,291,755	1,078,634	213,121	(164,866)
32	Event Services							
33	National Events							
34	NAC A	189,025	142,418	46,607	180,540	112,093	68,448	21,841
35	NAC B	240,000	155,953	84,047	245,021	139,189	105,832	21,786
36	NAC C	150,600	159,594	(8,994)	201,917	179,228	22,689	31,683
37	NAC D	204,260	169,014	35,246	235,512	199,219	36,293	1,047
38	NAC E	191,400	160,386	31,014	184,593	183,006	1,587	(29,427)
39	NAC F	201,880	157,762	44,118	253,635	146,525	107,110	62,992
40	Junior Olympics	256,700	157,777	98,923	252,316	154,456	97,860	(1,063)
41	Summer Nationals	698,540	504,702	193,838	771,641	406,059	365,582	171,744
42	Total National Events	2,132,405	1,607,606	524,799	2,325,175	1,519,774	805,401	280,602
43	Other Events							
44	RYC, SYC, ROC Sanction Revenue	20,000	0	20,000	30,753	2,170	28,583	8,583
45	Senior World Cup	10,000	80,000	(70,000)	28,784	132,284	(103,500)	(33,500)
46	Total Other Events	30,000	80,000	(50,000)	59,537	134,454	(74,917)	(24,917)
47	Total Events Administration	0	105,843	(105,843)	5,898	165,944	(160,046)	(54,204)
48	Total Event Services	2,162,405	1,793,449	368,956	2,390,609	1,820,172	570,437	201,481
49	Business Development							
50	Marketing / Media							
51	American Fencing Magazine	98,000	97,200	800	47,958	91,058	(43,100)	(43,900)
52	Marketing / Bus. Development	261,250	134,023	127,228	226,297	140,132	86,166	(41,062)
53	Media/Marketing Admin	0	115,374	(115,374)	0	142,648	(142,648)	(27,274)
54	Merchandise	6,700	0	6,700	72,434	0	72,434	72,434
55	Donations	8,700	0	8,700	12,412	0	12,412	12,412

56	Hall of Fame	8,000	10,000	(2,000)
57	Sponsorship Fulfillment	0	0	0
58	Total Marketing Media	382,650	356,597	26,053
59	Financial Development	13,700	2,500	11,200
60	Total Business Development	396,350	359,097	37,253
61	International			
62	International Office Admin	2,600	220,855	(218,255)
63	Referees to World Cups	20,000	60,000	(40,000)
64	Junior Programs			
65	Jr/Cdt World Championships	8,000	105,000	(97,000)
66	Performance Grants-Youth & Cdt	0	0	0
67	Total Performance Grants-Jr Int'l	0	0	0
68	Total Junior Programs	8,000	105,000	(97,000)
69	Senior Programs			
70	Olympic Team Prep	0	4,750	(4,750)
71	Pan Am Zonal Qualifiers	0	0	0
72	Performance Grants-Sr Int'l	0	0	0
73	Sr World Championships	4,000	94,000	(90,000)
74	Total Pan Am Championships	0	0	0
75	World University Games	0	0	0
76	Total Seniors Programs	4,000	98,750	(94,750)
77	Veterans Programs			
78	World Vet Championships	0	5,000	(5,000)
79	Total Veterans Programs	0	5,000	(5,000)
80	Weapons Squads			
81	USOC HPP Grant	668,500	0	668,500
82	Total Men's Epee Squad	8,600	80,825	(72,225)
83	Total Men's Foil Squad	3,300	53,481	(50,181)
84	Total Men's Sabre Squad	7,600	167,848	(160,248)
85	Total Wheelchair Fencing	0	12,500	(12,500)
86	Total Women's Epee Squad	2,900	59,176	(56,276)
87	Total Women's Foil Squad	3,400	126,885	(123,485)
88	Total Women's Sabre Squad	7,600	191,140	(183,540)
89	Total Weapons Squads	701,900	691,854	10,046
90	Total International	736,500	1,181,459	(444,959)
91	Grand Total	4,771,901	4,442,663	339,238

3,396	0	3,396	5,396
0	0	0	0
362,498	373,838	(11,340)	(37,393)
0	0	0	(11,200)
362,498	373,838	(11,340)	(48,593)
21,799	206,776	(184,976)	33,279
11,371	88,386	(77,015)	(37,015)
3,539	144,349	(140,810)	(43,810)
0	0	0	0
0	0	0	0
3,539	144,349	(140,810)	(43,810)
0	0	0	4,750
0	0	0	0
0	99,048	(99,048)	(9,048)
0	0	0	0
0	0	0	0
0	99,048	(99,048)	(4,298)
880	20,297	(19,417)	(14,417)
880	20,297	(19,417)	(14,417)
852,486			
17,256	91,540	(74,284)	(2,059)
5,713	103,327	(97,614)	(47,434)
0	164,779	(164,779)	(4,531)
23,510	23,219	291	12,791
571	92,705	(92,134)	(35,859)
5,177	138,381	(133,204)	(9,719)
0	139,254	(139,254)	44,286
904,712	753,204	151,508	141,462
942,302	1,312,059	(369,757)	75,201
4,987,164	4,584,703	402,461	63,223