ш	D	2009/2010 Budget	Net	D	2009/2010 Foreca		Manian		10/2011 Budget	NI-4	
# 1 Member Services	Revenue	Expense	Net	Revenue	Expense	Net	Variance	Revenue	Expense	Net	. No
Membership     Club Development Grants		7,000	(7,000)			0	7,000			0	
	F4.000		(7,000)	(4.000)	44.040	•				0	
4 Coaches College 5 Insurance	54,000	58,950	(4,950)	(1, <mark>680)</mark> 130.601	11,349 51,808	(13,029)	(8,079)	184.295	40.000	144.295	
	210,716	95,000	115,716	,	51,808	78,793	(36,923)		40,000	,	
6 Membership Revenue	1,126,849		1,126,849	1,143,819		1,143,819	16,970	1,136,848	440.440	1,136,848	
7 Online Registration Fees 8 Repates to Divs/Secs		CO 504	0	40.000	04.000	0	0		142,140	(142,140)	
c i tobatos to Biro, coco		63,594	(63,594)	13,000	61,680	(48,680)	14,914		67,000	(67,000)	
9 Capital Expenditures	055	79,000	(79,000)			0	79,000			0	
Miscellaneous	355		355			0	(355)			0	
11 USFF Administrative Fee	1,000		1,000	=		0	(1,000)			0	
12 USFF Grant	73,226	0.40.000	73,226	73,226		73,226	0	60,000		60,000	
Operational/Administrative Fees	10,500	310,092	(299,592)		234,210	(234,210)	65,382		22,720	(22,720)	
14 Staff Salaries/Expenses		353,216	(353,216)		440,866	(440,866)	(87,650)		147,326	(147,326)	
5 Total Membership	1,476,646	966,852	509,794	1,358,966	799,913	559,053	49,259	1,381,143	419,186	961,957	
7 Executive Director						0	0	0	162,892	(162,892)	
8					405.007	(405.007)	(405.007)		070.000	(070.000)	
19 Administrative			0		105,987	(105,987)	(105,987)		276,360	(276,360)	
20 Staff Salaries/Expenses			0			0	0		132,024	(132,024)	
21 Total Administrative		68,622	(68,622)			0	68,622	0	408,384	(408,384)	
22 Volunteer Administration			0			0	0				
3 BOD		30,550	(30,550)		25,435	(25,435)	5,115		58,360	(58,360)	
24 FIE International Influence		15,135	(15,135)	200	13,955	(13,755)	1,380		11,341	(11,341)	
FOC		8,500	(8,500)	4,884	8,234	(3,350)	5,150		10,966	(10,966)	
6 Legal Committee		3,500	(3,500)			0	3,500		4,000	(4,000)	
27 Sport Science		5,500	(5,500)			0	5,500		5,000	(5,000)	
28 Total Officers		6,500	(6,500)			0	6,500			0	
29 Tech Committee (armorers)		3,500	(3,500)			0	3,500		2,087	(2,087)	
Tournament Committee			0			0	0		7,775	(7,775)	
1 Total Volunteer Administration 2	0	73,185	(73,185)	5,084	47,624	(42,540)	30,645	0	99,529	(99,529)	
3 Event Services											
4 National Events											
5 NAC A	189,025	142,418	46,607	184,050	123,070	60,980	14,373	215,833	127,817	88,016	
6 NAC B	240,000	155,953	84,047	250,331	139,917	110,414	26,367	215,833	121,258	94,575	
7 NAC C	150,600	159,594	(8,994)	205,827	180,755	25,072	34,066	239,583	135,658	103,925	
8 NAC D	204,260	169,014	35,246	238,222	192,103	46,119	10,873	168,333	133,353	34,980	
9 NAC E	191,400	160,386	31,014	187,596	144,004	43,592	12,578	215,833	144,775	71,058	
0 NAC F	201,880	157,762	44,118	243,616	140,841	102,775	58,657				
1 Junior Olympics	256,700	157,777	98,923	254,187	154,559	99,628	705	263,333	136,158	127,175	
2 Summer Nationals	698,540	504,702	193,838	773,584	479,702	293,882	100,044	680,000	356,750	323,250	_
3 Total National Events	2,132,405	1,607,606	524,799	2,337,413	1,554,951	782,462	257,663	1,998,750	1,155,769	842,981	
4 Other Events											
Franction Revenue RYC, SYC, ROC Sanction Revenue	20,000		20,000	28,909	1,257	27,652	7,652	37,250		37,250	
16 Senior World Cup	10,000	80,000	(70,000)	9,420	79,971	(70,551)	(551)	7,000	110,935	(103,935)	
7 Jr World Cup	•	•	0	•	•	0	0	3,900	8,754	(4,854)	
8 Total Other Events	30,000	80,000	(50,000)	38,329	81,228	(42,899)	7,101	48,150	119,689	(71,539)	
9 Staff Salaries/Expenses	,	•	0	,	,		0	,	280,431	(280,431)	
50 Events Administration		105,843	(105,843)	7,109	184,032	(176,923)	(71,080)		16,150	(16,150)	
51 Total Event Services	2,162,405	1,793,449	368,956	2,382,851	1,820,211	562,640	193.684	2,046,900	1,572,039	474,861	

Row#	Revenue	2009/2010 Budget Expense	Net	Revenue	2009/2010 Foreca	sted Results Net	Variance	20 Revenue	10/2011 Budget Expense	Net	Note #
53 Business Development		•			•						
54 Marketing / Media											
55 American Fencing Magazine	98,000	97,200	800	82,392	77,821	4,571	3,771	74,936	47,000	27,936	
56 Marketing / Bus. Development	269,250	144,023	125,227	88,215	,-	88,215	(37,012)	170,000	,	170,000	
57 Media/Marketing Admin	,	115,374	(115,374)	,	265,690	(265,690)	(150,316)	·	21,970	(21,970)	
58 Staff Salaries/Expenses			0			0	0		79,611	(79,611)	
59 Merchandise	6,700		6,700			0	(6,700)	0		0	
60 Donations	8,700		8,700	11,109		11,109	2,409	10,000		10,000	
61 Sponsorship Fulfillment			0			0	0			0	
62 Total Marketing Media	382,650	356,597	26,053	181,716	343,511	(161,795)	(187,848)	254,936	148,581	106,355	
63 Financial Development	13,700	2,500	11,200			0	(11,200)			0	
64 Total Business Development 65	396,350	359,097	37,253	181,716	343,511	(161,795)	(199,048)	254,936	148,581	106,355	
66 International											
67 International Office Admin	2,600	220,855	(218,255)		253,080	(253,080)	(34,825)	55,460		55,460	(10)
68 Staff Salaries/Expenses			0			0	0		183,331	(183,331)	(11)
69 Referees to World Cups	20,000	60,000	(40,000)	46,591	94,340	(47,749)	(7,749)	39,600	79,600	(40,000)	
70 Junior Programs			0			0	0			0	
71 Jr/Cdt World Championships	8,000	105,000	(97,000)	3,539	145,046	(141,507)	(44,507)	4,000	110,335	(106,335)	
72 Total Junior Programs	8,000	105,000	(97,000)	3,539	145,046	(141,507)	(44,507)	4,000	110,335	(106,335)	
73 Senior Programs											
74 Olympic Team Prep		4,750	(4,750)		1,275	(1,275)	3,475				
75 Pan Am Zonal Qualifiers			0			0	0	0	76,595	(76,595)	
76 Sr World Championships	4,000	94,000	(90,000)	5,925	104,972	(99,047)	(9,047)	10,000	116,395	(106,395)	
77 Total Seniors Programs	4,000	98,750	(94,750)	5,925	106,247	(100,322)	(5,572)	10,000	192,990	(182,990)	
78 Veterans Programs		5.000	(F.000)	200	00.007	(40,447)	(4.4.447)	•	F 470	(5.470)	
79 World Vet Championships		5,000	(5,000)	880	20,297	(19,417)	(14,417)	0	5,470	(5,470)	
80 Total Veterans Programs	0	5,000	(5,000)	880	20,297	(19,417)	(14,417) 0	0	5,470	(5,470)	
81 <b>Weapons Squads</b> 82 USOC HPP Grant	668,500		668,500	852,486		852,486	183,986	760,937			
83 Total Men's Epee Squad	8,600	80,825	(72,225)	15,821	97.666	(81,845)	(9,620)	760,937 600	180.425	(179,825)	
84 Total Men's Foil Squad	3,300	53,481	(50,181)	5,713	117,279	(111,566)	(61,385)	000	147,400	(147,400)	
85 Total Men's Sabre Squad	7,600	167,848	(160,248)	3,7 13	184,175	(184,175)	(23,927)	0	171,790	(171,790)	
86 Total Wheelchair Fencing	7,000	12,500	(12,500)	20,140	32,027	(11,887)	613	0	40,460	(40,460)	
87 Total Women's Epee Squad	2.900	59,176	(56,276)	571	113,121	(112,550)	(56,274)	0	130,095	(130,095)	
88 Total Women's Foil Squad	3,400	126,885	(123,485)	4,877	148,471	(143,594)	(20,109)	0	167,400	(167,400)	
89 Total Women's Sabre Squad	7,600	191,140	(183,540)	1,432	149,947	(148,515)	35,025	0	167,420	(167,420)	
90 Total Weapons Squads	701,900	691,855	10,045	901,040	842,686	58,354	48,309	761,537	1,004,990	(243,452)	
91 Total International	736,500	1,181,460	(444,960)	957,975	1,461,696	(503,721)	(58,761)	870,597	1,576,715	(706,118)	
92						/					
93 Grand Total	4,771,901	4,442,665	329,236	4,886,592	4,578,942	307,650	(21,586)	4,553,576	4,387,327	166,250	
		<u> </u>			<u> </u>	·			·		

## Notes

- (1) Online registration fees- Railstation per use fees for membership and event registration. Estimated 23,690 registrations at \$6 each.
- (2) Operational/Administrative fees decrease from current year actual due to reclassification of expenses to the Admin department.
- (3) Staff slaries/expenses membership decrease from current year actual due to reclassification of salaries to Admin, Executive Director and National Events.
- (4) Executive Director in 2010/2011 budget all executive director expenses are being classified in the executive director line item. In past years executive director expenses have been allocated to multiple departments.
- (5) Administrative see note #2
- (6) Staff slaries/expenses admin.- see note #3
- (7) Senior World Cup \$25,000 expense was added in anticipation of the video replay and wireless equipment requirements.
- (8) Staff slaries/expenses national events in past years staff salaries were included in the events administration line item. One salary moved from membership to national events
- (9) Events administration see note #8
- (10) International office admin in past years staff salaries were included in the international office admin line item.
- (11) Staff salaries/expenses international admin see note #10
- (12) Summer nationals \$25,000 expenses has been added for the Pan Am event being held in conjuction with summer nationals, if video replay and wireless equipment are required another \$25,000 will need to be included in the budget.

## United States Fencing Association Balance Sheet As of June 24, 2010

	Jun 24, 10
ASSETS	
Current Assets	
Checking/Savings	
Int'l Prog Ckg x 2987	167,225.98
National/Regional Open Circuit	4,397.51
100000 · Checking x 9419	220,954.45
100200 · Money Market	2,501.91
100400 · Investments	12,813.92
Total Checking/Savings	407,893.77
Accounts Receivable	
110000 · Accounts Receivable	94,655.46
Total Accounts Receivable	94,655.46
Other Current Assets	
110200 · Allowance For Bad Debt	(17,574.32)
110300 · AP/AR Clearing Account	276.77
120000 · Other Receivables at FYE	25,151.56
120100 · AR - Lifetime Memberships	78,806.84
120150 · Prepaid Rent	720.00
120200 · Prepaid Expense	5,100.00
Total Other Current Assets	92,480.85
Total Current Assets	595,030.08
Fixed Assets	
160000 · Accumulated Depreciation	(128,801.00)
160100 · Computer Equipment and Hardware	27,475.07
160200 · Furniture & Fixtures	29,959.93
160400 · Tournament Equipment	152,067.82
160600 · Undivided Interest	174 (10 20
160620 · Building	174,618.29
160640 · Land	29,340.50
Total 160600 · Undivided Interest	203,958.79
Total Fixed Assets	284,660.61
Other Assets	
190000 · Inventory	218,720.07
Total Other Assets	218,720.07
TOTAL ASSETS	1,098,410.76

LIABILITIES & EQUITY

Liabilities

## United States Fencing Association Balance Sheet As of June 24, 2010

	Jun 24, 10
Current Liabilities	
Accounts Payable	
200000 · Accounts Payable	539,827.96
Total Accounts Payable	539,827.96
Credit Cards	
B of A x 7348	963.79
United Visa Mileage 4487	31,035.76
Total Credit Cards	31,999.55
Other Current Liabilities	
210000 · Accrued Payables at FYE	(2,430.10)
215000 · Line of Credit	117,874.00
220000 · Deferred Revenue	•
220100 · Deferred Membership	39,875.00
220110 · Deferred Membership-3 Year	238,980.00
220150 · Deferred Family Membership	6,920.00
220200 · Deferred Membership 8/1/10	108,703.69
220211 · Deferred Membership 8/1/11	9,100.00
220500 · Deferred Lifetime Membership	231,840.00
220000 · Deferred Revenue - Other	180.00
Total 220000 · Deferred Revenue	635,598.69
230000 · Payroll Liabilities	
230100 · 403 B Withheld	50.00
230300 · Salaries	(13,900.45)
Total 230000 · Payroll Liabilities	(13,850.45)
240000 · Rebates - Escrowed	115,166.00
Total Other Current Liabilities	852,358.14
Total Guler Current Entonnies	032,330.11
Total Current Liabilities	1,424,185.65
Total Liabilities	1,424,185.65
Equity	
300200 · Retained Earnings	577,818.84
300600 · Net Assets - Unrestricted	(1,749,902.00)
Net Income	846,308.27
Total Equity	(325,774.89)
TOTAL LIABILITIES & EQUITY	1,098,410.76