

2008/2009 Financial Report

	2008/2009 Budgeted Revenue	2008/2009 Budgeted Expense	2008/2009 Budgeted Net	2008/2009 Anticipated YE Revenue @ SN	2008/2009 Anticipated YE Expense @ SN	2008/2009 Anticipated YE Net @ SN	2008/2009 Final, Unaudited Revenue	2008/2009 Final, Unaudited Expense	2008/2009 Final, Unaudited Net	Net Variance to Budget	Net Variance to Prior Estimate
1 Member Services											
2 Coaching Development	\$45,050	\$50,050	(\$5,000)	\$45,050	\$50,050	(\$5,000)	\$26,555	\$22,674	\$3,881	\$8,881	\$8,881
3 General Administration											\$0
4 Capital Expenditures	\$0	\$75,000	(\$75,000)	\$0	\$45,000	(\$45,000)	\$0	\$25,000	(\$25,000)	\$50,000	\$20,000
5 Donations	\$15,200	\$0	\$15,200	\$15,200	\$0	\$15,200	\$16,087	\$0	\$16,087	\$887	\$887
6 General Office Administration/Salaries/Supplies	\$22,000	\$352,530	(\$330,530)	\$22,000	\$352,530	(\$330,530)	\$90,234	\$357,458	(\$267,224)	\$63,306	\$63,306
7 Merchandise	\$12,300	\$0	\$12,300	\$12,290	\$0	\$12,290	\$13,721	\$7,000	\$6,721	(\$5,579)	(\$5,569)
8 Miscellaneous	\$5,750	\$0	\$5,750	\$6,456	\$13,006	(\$6,550)	\$2,624	\$38,364	(\$35,740)	(\$41,490)	(\$29,190)
9 USFF Administrative Fee	\$1,000	\$0	\$1,000	\$1,000	\$0	\$1,000	\$1,000	\$0	\$1,000	\$0	\$0
10 USFF Grant	\$78,440	\$0	\$78,440	\$103,440	\$25,000	\$78,440	\$103,440	\$25,000	\$78,440	\$0	\$0
11 USOC Joint Marketing	\$72,000	\$0	\$72,000	\$73,500	\$0	\$73,500	\$73,500	\$0	\$73,500	\$1,500	\$0
12 Total General Administration	\$206,690	\$427,530	(\$220,840)	\$233,886	\$435,536	(\$201,650)	\$300,605	\$452,822	(\$152,217)	\$68,623	\$49,433
13 Membership Services											
14 Club Development Grants	\$0	\$10,000	(\$10,000)	\$0	\$10,000	(\$10,000)	\$0	\$0	\$0	\$10,000	\$10,000
15 Coaches College (see coaching dev.)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
16 Hall of Fame	\$9,000	\$10,000	(\$1,000)	\$8,700	\$10,000	(\$1,300)	\$7,040	\$1,552	\$5,488	\$6,488	\$6,788
17 Insurance	\$76,000	\$47,000	\$29,000	\$133,450	\$51,245	\$82,205	\$123,285	\$79,045	\$44,240	\$15,240	(\$37,965)
18 Internal Administrative Expense	\$0	\$17,100	(\$17,100)	\$0	\$22,741	(\$22,741)	\$0	\$28,668	(\$28,668)	(\$11,568)	(\$5,927)
19 Lists/Labels	\$2,000	\$0	\$2,000	\$3,106	\$0	\$3,106	\$3,291	\$0	\$3,291	\$1,291	\$185
20 Membership Dues	\$1,146,750	\$0	\$1,146,750	\$1,121,506	\$0	\$1,121,506	\$1,114,406	\$0	\$1,114,406	(\$32,344)	(\$7,100)
21 Online Registration Fees & Credit Card Processing	\$25,000	\$56,000	(\$31,000)	\$15,070	\$59,286	(\$44,216)	\$8,820	\$113,695	(\$104,875)	(\$73,875)	(\$60,659)
22 Rebates to Divs/Secs	\$0	\$64,000	(\$64,000)	\$0	\$63,594	(\$63,594)	\$0	\$67,062	(\$67,062)	(\$3,062)	(\$3,468)
23 Salaries and Staff Expenses	\$0	\$150,050	(\$150,050)	\$0	\$120,208	(\$120,208)	\$0	\$100,732	(\$100,732)	\$49,318	\$19,476
24 Total Membership Services	\$1,258,750	\$354,150	\$904,600	\$1,281,832	\$337,074	\$944,759	\$1,256,842	\$390,754	\$866,088	(\$38,512)	(\$78,671)
25 Volunteer Administration											
26 Athlete Directors to BOD Meetings	\$0	\$4,150	(\$4,150)	\$0	\$5,664	(\$5,664)	\$0	\$2,048	(\$2,048)	\$2,102	\$3,616
27 BOD	\$0	\$3,150	(\$3,150)	\$0	\$15,551	(\$15,551)	\$0	\$4,592	(\$4,592)	(\$1,442)	\$10,959
28 Director Officer Liability Ins	\$0	\$2,500	(\$2,500)	\$0	\$2,855	(\$2,855)	\$0	\$2,855	(\$2,855)	(\$355)	\$0
29 Executive Committee	\$0	\$9,900	(\$9,900)	\$0	\$10,297	(\$10,297)	\$0	\$11,982	(\$11,982)	(\$2,082)	(\$1,685)
30 FIE International Influence	\$7,000	\$10,000	(\$3,000)	\$0	\$9,838	(\$9,838)	\$11,200	\$29,959	(\$18,759)	(\$15,759)	(\$8,921)
31 FOC	\$0	\$9,475	(\$9,475)	\$0	\$12,491	(\$12,491)	\$0	\$13,657	(\$13,657)	(\$4,182)	(\$1,166)
32 Legal Committee	\$0	\$5,100	(\$5,100)	\$70	\$3,931	(\$3,861)	\$70	\$2,570	(\$2,500)	\$2,600	\$1,361
33 Sport Science	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
34 Tech Committee (armorers)	\$0	\$800	(\$800)	\$0	\$592	(\$592)	\$0	\$0	\$0	\$800	\$592
35 Total Officers	\$0	\$3,550	(\$3,550)	\$0	\$905	(\$905)	\$0	\$2,456	(\$2,456)	\$1,094	(\$1,551)
36 Tournament Committee	\$0	\$6,150	(\$6,150)	\$0	\$8,035	(\$8,035)	\$0	\$2,338	(\$2,338)	\$3,812	\$5,697
37 USOC Relations	\$0	\$4,900	(\$4,900)	\$0	\$1,982	(\$1,982)	\$0	\$1,331	(\$1,331)	\$3,569	\$651
38 Total Volunteer Administration	\$7,000	\$59,675	(\$52,675)	\$70	\$72,140	(\$72,070)	\$11,270	\$73,788	(\$62,518)	(\$9,843)	\$9,552
39 Total Member Services	\$1,517,490	\$891,405	\$626,085	\$1,560,839	\$894,800	\$666,038	\$1,595,272	\$940,038	\$655,234	\$29,149	(\$10,804)

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	2008/2009 Budgeted Revenue	2008/2009 Budgeted Expense	2008/2009 Budgeted Net	2008/2009 Anticipated YE Revenue @ SN	2008/2009 Anticipated YE Expense @ SN	2008/2009 Anticipated YE Net @ SN	2008/2009 Final, Unaudited Revenue	2008/2009 Final, Unaudited Expense	2008/2009 Final, Unaudited Net	Net Variance to Budget	Net Variance to Prior Estimate
40 Event Services											
41 National Events											
42 NAC A	\$178,000	\$176,750	\$1,250	\$207,060	\$168,924	\$38,136	\$210,660	\$169,165	\$41,495	\$40,245	\$3,359
43 NAC B	\$270,000	\$168,750	\$101,250	\$243,385	\$178,323	\$65,062	\$240,325	\$178,095	\$62,230	(\$39,020)	(\$2,832)
44 NAC C	\$175,000	\$135,760	\$39,240	\$131,930	\$143,103	(\$11,173)	\$137,530	\$146,073	(\$8,543)	(\$47,783)	\$2,630
45 NAC D	\$209,000	\$179,050	\$29,950	\$194,714	\$146,389	\$48,325	\$198,564	\$151,323	\$47,241	\$17,291	(\$1,084)
46 NAC E	\$210,000	\$176,725	\$33,275	\$190,380	\$125,191	\$65,188	\$191,774	\$153,433	\$38,341	\$5,066	(\$26,847)
47 NAC F	\$145,000	\$155,900	(\$10,900)	\$174,150	\$123,537	\$50,613	\$199,321	\$163,175	\$36,146	\$47,046	(\$14,467)
48 Junior Olympics	\$280,000	\$177,550	\$102,450	\$228,674	\$142,306	\$86,368	\$242,107	\$144,156	\$97,951	(\$4,499)	\$11,583
49 Summer Nationals	\$655,000	\$496,600	\$158,400	\$686,280	\$588,230	\$98,050	\$658,165	\$382,385	\$275,780	\$117,380	\$177,730
50 Total National Events	\$2,122,000	\$1,667,085	\$454,915	\$2,056,573	\$1,616,004	\$440,569	\$2,078,446	\$1,487,805	\$590,641	\$135,726	\$150,072
51 Other Events											
52 RYC, SYC, ROC Sanction Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$12,448	\$0	\$12,448	\$12,448	\$12,448
53 Senior World Cup	\$54,240	\$68,100	(\$13,860)	\$13,876	\$79,100	(\$65,224)	\$12,447	\$68,646	(\$56,199)	(\$42,339)	\$9,025
54 Total Other Events	\$54,240	\$68,100	(\$13,860)	\$13,876	\$79,100	(\$65,224)	\$24,895	\$68,646	(\$43,751)	(\$29,891)	\$21,473
55 Total Events Administration	\$0	\$153,419	(\$153,419)	\$38,608	\$180,306	(\$141,698)	\$192	\$175,302	(\$175,110)	(\$21,691)	(\$33,412)
56 Total Event Services	\$2,176,240	\$1,888,604	\$287,636	\$2,109,057	\$1,875,410	\$233,647	\$2,103,533	\$1,731,753	\$371,780	\$84,144	\$138,133
57 Business Development											
58 Marketing / Media											
59 American Fencing Magazine	\$100,850	\$60,150	\$40,700	\$80,231	\$75,962	\$4,269	\$74,005	\$122,386	(\$48,381)	(\$89,081)	(\$52,650)
60 Marketing / Bus. Development	\$0	\$0	\$0	\$0	\$0	\$0	\$96,322	\$0	\$96,322	\$96,322	\$96,322
61 Media/Marketing Admin	\$0	\$50,950	(\$50,950)	\$0	\$41,996	(\$41,996)	\$2,920	\$30,600	(\$27,680)	\$23,270	\$14,316
62 Merchandise Contracts	\$0	\$1,550	(\$1,550)	\$0	\$0	\$0	\$0	\$0	\$0	\$1,550	\$0
63 Sponsorship Fulfillment	\$7,000	\$17,500	(\$10,500)	\$7,000	\$10,210	(\$3,210)	\$150,802	\$0	\$150,802	\$161,302	\$154,012
64 Total Marketing Media	\$107,850	\$130,150	(\$22,300)	\$87,231	\$128,168	(\$40,937)	\$324,049	\$152,986	\$171,063	\$193,363	\$212,000
65 Financial Development	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
66 Total Business Development	\$107,850	\$130,150	(\$22,300)	\$87,231	\$128,168	(\$40,937)	\$324,049	\$152,986	\$171,063	\$193,363	\$212,000

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67 International											
68 International Office Admin											
69 International General Admin	\$0	\$195,141	(\$195,141)	\$0	\$146,446	(\$146,446)	\$0	\$150,857	(\$150,857)	\$44,284	(\$4,411)
70 Referees to World Cups	\$60,000	\$80,000	(\$20,000)	\$21,100	\$60,012	(\$38,912)	\$21,100	\$60,012	(\$38,912)	(\$18,912)	\$0
71 USOC Grant for HPD	\$30,000	\$0	\$30,000	\$0	\$0	\$0	\$0	\$0	\$0	(\$30,000)	\$0
72 Total International Office Admin	\$90,000	\$275,141	(\$185,141)	\$21,100	\$206,458	(\$185,358)	\$21,100	\$210,869	(\$189,769)	(\$4,628)	(\$4,411)
73 High Performance Advisory Comm	\$0	\$500	(\$500)	\$0	\$0	\$0	\$0	\$0	\$0	\$500	\$0
74 Junior Programs											
75 Jr/Cdt World Championships	\$0	\$109,350	(\$109,350)	\$18,365	\$108,250	(\$89,885)	\$18,565	\$107,771	(\$89,206)	\$20,144	\$679
76 Performance Grants-Youth & Cdt	\$0	\$5,000	(\$5,000)	\$0	\$5,000	(\$5,000)	\$0	\$0	\$0	\$5,000	\$5,000
77 Total Performance Grants-Jr Int'l	\$0	\$30,000	(\$30,000)	\$0	\$30,000	(\$30,000)	\$0	\$0	\$0	\$30,000	\$30,000
78 Total Junior Programs	\$0	\$144,350	(\$144,350)	\$18,365	\$143,250	(\$124,885)	\$18,565	\$107,771	(\$89,206)	\$55,144	\$35,679
79 Senior Programs											
80 Olympic Team Prep	\$0	\$0	\$0	\$183,300	\$308,852	(\$125,552)	\$183,300	\$323,853	(\$140,553)	(\$140,553)	(\$15,001)
81 Pan Am Zonal Qualifiers	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
82 Performance Grants-Sr Int'l	\$0	\$60,000	(\$60,000)	\$0	\$60,000	(\$60,000)	\$0	\$102,687	(\$102,687)	(\$42,687)	(\$42,687)
83 Sr World Championships	\$8,860	\$15,000	(\$6,140)	\$8,860	\$15,000	(\$6,140)	\$0	\$948	(\$948)	\$5,192	\$5,192
84 Total Pan Am Championships	\$600	\$10,600	(\$10,000)	\$600	\$10,600	(\$10,000)	\$600	\$43,325	(\$42,725)	(\$32,725)	(\$32,725)
85 World University Games	\$0	\$5,000	(\$5,000)	\$0	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0
86 World Vet Championships	\$0	\$5,300	(\$5,300)	\$2,725	\$1,947	\$778	\$3,225	\$2,324	\$901	\$6,201	\$123
87 Total Seniors Programs	\$9,460	\$95,900	(\$86,440)	\$195,485	\$396,399	(\$200,914)	\$187,125	\$473,137	(\$286,012)	(\$199,572)	(\$85,098)
88 Weapons Squads											
89 USOC HPP Grant	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
90 Total Men's Epee Squad	\$40,000	\$50,000	(\$10,000)	\$45,313	\$79,891	(\$34,578)	\$46,664	\$76,269	(\$29,605)	(\$19,605)	\$4,973
91 Total Men's Foil Squad	\$40,000	\$50,000	(\$10,000)	\$26,735	\$84,863	(\$58,128)	\$26,735	\$64,313	(\$37,578)	(\$27,578)	\$20,550
92 Total Men's Sabre Squad	\$80,000	\$100,000	(\$20,000)	\$98,195	\$114,007	(\$15,812)	\$100,035	\$109,030	(\$8,995)	\$11,005	\$6,817
93 Total Wheelchair Fencing	\$35,000	\$36,000	(\$1,000)	\$0	\$10,657	(\$10,657)	\$13,040	\$14,212	(\$1,172)	(\$172)	\$9,485
94 Total Women's Epee Squad	\$40,000	\$50,000	(\$10,000)	\$42,778	\$46,721	(\$3,943)	\$43,203	\$40,178	\$3,025	\$13,025	\$6,968
95 Total Women's Foil Squad	\$40,000	\$50,000	(\$10,000)	\$86,528	\$60,592	\$25,935	\$86,528	\$47,457	\$39,071	\$49,071	\$13,135
96 Total Women's Saber Squad	\$80,000	\$100,000	(\$20,000)	\$115,695	\$125,537	(\$9,842)	\$117,225	\$113,008	\$4,217	\$24,217	\$14,059
97 Total Weapons Squads	\$355,000	\$436,000	(\$81,000)	\$415,244	\$522,269	(\$107,025)	\$433,430	\$464,467	(\$31,037)	\$49,963	\$75,988
98 Total International	\$454,460	\$951,891	(\$497,431)	\$650,194	\$1,268,377	(\$618,183)	\$660,220	\$1,256,244	(\$596,024)	(\$98,593)	\$22,159
99 Grand Total	\$4,256,040	\$3,862,050	\$393,990	\$4,407,321	\$4,166,755	\$240,566	\$4,683,074	\$4,081,021	\$602,054	\$208,064	\$361,488

2008/2009 Financial Report - Footnotes

1 Member Services

			Rev	Exp	
4		Capital Expenditures	\$25,000		capital expenditures lowers than projected due to delay of Hang-a-Star
6		General Office Administration/Salaries/Supplies	\$90,234		45192 bad debt recovery, 44519 recovered awards, 522 securities - unrealized gain
16		Hall of Fame	\$7,040		5K was received for 2007-2008 fiscal year but booked after close of books
17		Insurance	\$123,285	\$79,045	Variance from June result of spread being determined from outside CPA, not result of actual budgeted.
21		Online Registration Fees & Credit Card Processing		\$113,695	Expenses significantly higher due to increased credit card usage as result of eRSVP online system for event registration. Change from June was result of CPA spread based on previous year.
27		BOD		\$4,592	Actual expenses for BOD meeting lower than anticipated.
30		FIE International Influence	\$11,200	\$29,959	IR Grant for PASO course reflected in 11,200 both in rev & exp.

40 Event Services

49		Summer Nationals		\$382,385	Expenses considerably lower due to economies of scale at Gaylord
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57 Business Development

59		American Fencing Magazine	\$74,005	\$122,386	73,492 in booked magazine ads, 512 in subscriptions (note only 43K has been collected and we are pursuing compensation from Circone as a result); 59K printing, 51K Circone, 4K Editor, remainder general supplies, admin, conference calls, etc.
60		Marketing / Bus. Development	\$96,322		30K Event Sponsorships, 66322 Royalties/Partnerships (Leon Paul, etc.) Much of this is placement within spreadsheet vs. quickbooks
63		Sponsorship Fulfillment	\$150,802		Booked VIK from Adidas sitting in inventory not entered before

67 International

76		Performance Grants-Youth & Cdt	\$0	\$0	Performance grants in Quickbooks are not broken out by Y/C/Jr/Sr
77		Total Performance Grants-Jr Int'l	\$0	\$0	Performance grants in Quickbooks are not broken out by Y/C/Jr/Sr
82		Performance Grants-Sr Int'l	\$0	\$102,687	All performance grants lumped into one. We sent out notices for expiration resulting in increased usage near end of fiscal year.
84		Total Pan Am Championships	\$600	\$43,325	All of this was for 2008. 2009 Pan Am Zonals were absorbed into squad budgets from USOC.

2009/2010 Approved Budget Variance Request

	2009/2010 Approved Proposed Revenue	2009/2010 Approved Proposed Expense	2009/2010 Approved Proposed Net	2009/2010 Proposed Revenue	2009/2010 Proposed Expense	2009/2010 Proposed Net	Variance to Approved Budget
1 Member Services							
2 Coaching Development	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3 General Administration							\$0
4 Capital Expenditures	\$0	\$79,000	(\$79,000)	\$0	\$79,000	(\$79,000)	\$0
5 Donations	\$8,770	\$0	\$8,770	\$8,770	\$0	\$8,770	\$0
6 General Office Administration/Salaries/Supplies	\$0	\$425,036	(\$425,036)	\$0	\$504,165	(\$504,165)	(\$79,129)
7 Merchandise	\$6,700	\$0	\$6,700	\$6,700	\$0	\$6,700	\$0
8 Miscellaneous	\$355	\$0	\$355	\$355	\$0	\$355	\$0
9 USFF Administrative Fee	\$1,000	\$0	\$1,000	\$1,000	\$0	\$1,000	\$0
10 USFF Grant	\$70,000	\$0	\$70,000	\$73,226	\$0	\$73,226	\$3,226
11 USOC Joint Marketing	\$72,500	\$0	\$72,500	\$72,500	\$0	\$72,500	\$0
12 Total General Administration	\$159,325	\$504,036	(\$344,711)	\$162,551	\$583,165	(\$420,614)	(\$75,903)
13 Membership Services							
14 Club Development Grants	\$0	\$7,000	(\$7,000)	\$0	\$7,000	(\$7,000)	\$0
15 Coaches College	\$54,000	\$58,950	(\$4,950)	\$54,000	\$58,950	(\$4,950)	\$0
16 Hall of Fame	\$8,000	\$10,000	(\$2,000)	\$8,000	\$10,000	(\$2,000)	\$0
17 Insurance	\$210,716	\$95,000	\$115,716	\$210,716	\$95,000	\$115,716	\$0
18 Internal Administrative Expense	\$10,500	\$8,000	\$2,500	\$10,500	\$8,000	\$2,500	\$0
19 Lists/Labels	\$2,085	\$0	\$2,085	\$2,085	\$0	\$2,085	\$0
20 Membership Dues	\$1,124,764	\$0	\$1,124,764	\$1,124,764	\$0	\$1,124,764	\$0
21 Online Registration Fees & Credit Card Processing	\$0	\$88,660	(\$88,660)	\$0	\$88,892	(\$88,892)	(\$232)
22 Rebates to Divs/Secs	\$0	\$63,594	(\$63,594)	\$0	\$63,594	(\$63,594)	\$0
23 Salaries and Staff Expenses	\$0	\$115,213	(\$115,213)	\$0	\$115,213	(\$115,213)	\$0
24 Total Membership Services	\$1,410,065	\$446,417	\$963,648	\$1,410,065	\$446,649	\$963,416	(\$232)
25 Volunteer Administration							
26 Athlete Directors to BOD Meetings	\$0	\$0	\$0	\$0	\$0	\$0	\$0
27 BOD	\$0	\$30,550	(\$30,550)	\$0	\$30,550	(\$30,550)	\$0
28 Director Officer Liability Ins	\$0	\$5,730	(\$5,730)	\$0	\$5,730	(\$5,730)	\$0
29 Executive Committee	\$0	\$0	\$0	\$0	\$0	\$0	\$0
30 FIE International Influence	\$0	\$15,135	(\$15,135)	\$0	\$15,135	(\$15,135)	\$0
31 FOC	\$0	\$8,500	(\$8,500)	\$0	\$8,500	(\$8,500)	\$0
32 Legal Committee	\$0	\$3,500	(\$3,500)	\$0	\$3,500	(\$3,500)	\$0
33 Sport Science	\$0	\$5,500	(\$5,500)	\$0	\$5,500	(\$5,500)	\$0
34 Tech Committee (armorers)	\$0	\$3,500	(\$3,500)	\$0	\$3,500	(\$3,500)	\$0
35 Total Officers	\$0	\$0	\$0	\$0	\$0	\$0	\$0
36 Tournament Committee	\$0	\$6,500	(\$6,500)	\$0	\$6,500	(\$6,500)	\$0
37 USOC Relations	\$0	\$0	\$0	\$0	\$0	\$0	\$0
38 Total Volunteer Administration	\$0	\$78,915	(\$78,915)	\$0	\$78,915	(\$78,915)	\$0
39 Total Member Services	\$1,569,390	\$1,029,368	\$540,022	\$1,572,616	\$1,108,729	\$463,887	(\$76,135)

2009/2010 Approved Budget Variance Request

	2009/2010 Approved Proposed Revenue	2009/2010 Approved Proposed Expense	2009/2010 Approved Proposed Net	2009/2010 Proposed Revenue	2009/2010 Proposed Expense	2009/2010 Proposed Net	Variance to Approved Budget
40 Event Services							
41 National Events							
42 NAC A	\$191,400	\$142,418	\$48,982	\$189,025	\$142,418	\$46,607	(\$2,375)
43 NAC B	\$242,400	\$155,953	\$86,447	\$240,000	\$155,953	\$84,047	(\$2,400)
44 NAC C	\$151,800	\$159,594	(\$7,794)	\$150,600	\$159,594	(\$8,994)	(\$1,200)
45 NAC D	\$207,700	\$169,014	\$38,686	\$204,260	\$169,014	\$35,246	(\$3,440)
46 NAC E	\$194,100	\$160,386	\$33,714	\$191,400	\$160,386	\$31,014	(\$2,700)
47 NAC F	\$204,780	\$157,762	\$47,018	\$201,880	\$157,762	\$44,118	(\$2,900)
48 Junior Olympics	\$258,600	\$157,777	\$100,823	\$256,700	\$157,777	\$98,923	(\$1,900)
49 Summer Nationals	\$708,840	\$504,702	\$204,138	\$698,540	\$504,702	\$193,838	(\$10,300)
50 Total National Events	\$2,159,620	\$1,607,606	\$552,014	\$2,132,405	\$1,607,606	\$524,799	(\$27,215)
51 Other Events							\$0
52 RYC, SYC, ROC Sanction Revenue	\$20,000	\$0	\$20,000	\$20,000	\$0	\$20,000	\$0
53 Senior World Cup	\$10,000	\$80,000	(\$70,000)	\$10,000	\$80,000	(\$70,000)	\$0
54 Total Other Events	\$30,000	\$80,000	(\$50,000)	\$30,000	\$80,000	(\$50,000)	\$0
55 Total Events Administration	\$0	\$170,788	(\$170,788)	\$0	\$105,843	(\$105,843)	\$64,945
56 Total Event Services	\$2,189,620	\$1,858,394	\$331,226	\$2,162,405	\$1,793,449	\$368,956	\$37,730
57 Business Development							
58 Marketing / Media							
59 American Fencing Magazine	\$98,000	\$97,200	\$800	\$98,000	\$97,200	\$800	\$0
60 Marketing / Bus. Development	\$146,250	\$30,000	\$116,250	\$261,250	\$270,000	(\$8,750)	(\$125,000)
61 Media/Marketing Admin	\$0	\$51,897	(\$51,897)	\$0	\$51,897	(\$51,897)	\$0
62 Merchandise Contracts	\$0	\$0	\$0	\$0	\$0	\$0	\$0
63 Sponsorship Fulfillment	\$0	\$0	\$0	\$0	\$0	\$0	\$0
64 Total Marketing Media	\$244,250	\$179,097	\$65,153	\$359,250	\$419,097	(\$59,847)	(\$125,000)
65 Financial Development	\$13,700	\$2,500	\$11,200	\$13,700	\$2,500	\$11,200	\$0
66 Total Business Development	\$257,950	\$181,597	\$76,353	\$372,950	\$421,597	(\$48,647)	(\$125,000)

2009/2010 Approved Budget Variance Request

	2009/2010 Approved Proposed Revenue	2009/2010 Approved Proposed Expense	2009/2010 Approved Proposed Net	2009/2010 Proposed Revenue	2009/2010 Proposed Expense	2009/2010 Proposed Net	Variance to Approved Budget
67 International							
68 International Office Admin							
69 International General Admin	\$7,800	\$218,380	(\$210,580)	\$2,600	\$220,855	(\$218,255)	(\$7,675)
70 Referees to World Cups	\$20,000	\$60,000	(\$40,000)	\$20,000	\$60,000	(\$40,000)	\$0
71 USOC Grant for HPD	\$0	\$0	\$0	\$0	\$0	\$0	\$0
72 Total International Office Admin	\$27,800	\$278,380	(\$250,580)	\$22,600	\$280,855	(\$258,255)	(\$7,675)
73 High Performance Advisory Comm	\$0	\$0	\$0	\$0	\$0	\$0	\$0
74 Junior Programs							
75 Jr/Cdt World Championships	\$8,000	\$105,000	(\$97,000)	\$8,000	\$105,000	(\$97,000)	\$0
76 Performance Grants-Youth & Cdt	\$0	\$0	\$0	\$0	\$0	\$0	\$0
77 Total Performance Grants-Jr Int'l	\$0	\$0	\$0	\$0	\$0	\$0	\$0
78 Total Junior Programs	\$8,000	\$105,000	(\$97,000)	\$8,000	\$105,000	(\$97,000)	\$0
79 Senior Programs							
80 Olympic Team Prep	\$0	\$4,750	(\$4,750)	\$0	\$4,750	(\$4,750)	\$0
81 Pan Am Zonal Qualifiers	\$0	\$0	\$0	\$0	\$0	\$0	\$0
82 Performance Grants-Sr Int'l	\$0	\$0	\$0	\$0	\$0	\$0	\$0
83 Sr World Championships	\$4,000	\$94,000	(\$90,000)	\$4,000	\$94,000	(\$90,000)	\$0
84 Total Pan Am Championships	\$0	\$0	\$0	\$0	\$0	\$0	\$0
85 World University Games	\$0	\$0	\$0	\$0	\$0	\$0	\$0
86 World Vet Championships	\$0	\$5,000	(\$5,000)	\$0	\$5,000	(\$5,000)	\$0
87 Total Seniors Programs	\$4,000	\$103,750	(\$99,750)	\$4,000	\$103,750	(\$99,750)	\$0
88 Weapons Squads							
89 USOC HPP Grant	\$668,500	\$0	\$668,500	\$668,500	\$0	\$668,500	\$0
90 Total Men's Epee Squad	\$8,600	\$80,825	(\$72,225)	\$8,600	\$80,825	(\$72,225)	\$0
91 Total Men's Foil Squad	\$3,300	\$53,481	(\$50,181)	\$3,300	\$53,481	(\$50,181)	\$0
92 Total Men's Sabre Squad	\$7,600	\$167,848	(\$160,248)	\$7,600	\$167,848	(\$160,248)	\$0
93 Total Wheelchair Fencing	\$0	\$12,500	(\$12,500)	\$0	\$12,500	(\$12,500)	\$0
94 Total Women's Epee Squad	\$2,900	\$59,176	(\$56,276)	\$2,900	\$59,176	(\$56,276)	\$0
95 Total Women's Foil Squad	\$3,400	\$126,885	(\$123,485)	\$3,400	\$126,885	(\$123,485)	\$0
96 Total Women's Saber Squad	\$7,600	\$191,140	(\$183,540)	\$7,600	\$191,140	(\$183,540)	\$0
97 Total Weapons Squads	\$701,900	\$691,854	\$10,046	\$701,900	\$691,854	\$10,046	\$0
98 Total International	\$741,700	\$1,178,984	(\$437,284)	\$736,500	\$1,181,459	(\$444,959)	(\$7,675)
99 Grand Total	\$4,758,660	\$4,248,343	\$510,317	\$4,844,471	\$4,505,233	\$339,238	(\$171,079)

2009/2010 Budget Variance - Footnotes

1 Member Services

			Rev	Exp	
6		General Office Administration/Salaries/Supplies			Increase in expenses result from move of staff from events to General Admin, as well as planning for PT staff in accounting to remove consistent bottleneck. Requires more than 1 person to perform all that's needed.
			\$0	\$504,165	
					Expenses will reduce as concession has been negotiated with Hang-a-Star as a result of delay pertaining to "live" fees, but incremental expenses are being incurred as a result of the delay. Futile to attempt to predict anticipated reduction in overall expenses greater than 4 months out.

40 Event Services

50		Total National Events	\$2,132,405	\$1,607,606	Reduced revenue the result of dropping Stay and Play from budget forecasts.
55		Event Admin	\$0	\$105,843	Reduced expenses due to movement of staff.

57 Business Development

59		American Fencing Magazine	\$98,000	\$97,200	Actual changes to this line item are included in line 60 as part of overall business plan
60		Marketing / Bus. Development	\$261,250	\$270,000	Outlined in Business Plan Executive Summary...full presentation during BOD meeting
63		Sponsorship Fulfillment	\$0	\$0	Actual changes to this line item are included in line 60 as part of overall business plan