

United States Fencing Association
Profit Loss Comparison
August 1 - January 31

	Aug '09 - Jan 10	Aug '08 - Jan 09	\$ Change	% Change
Income				
410000 · Membership Dues	1,149,134.68	926,509.36	222,625.32	24.03%
410100 · National Registration	946,117.25	1,139,903.44	(193,786.19)	(17.0%)
410200 · International Registration Fees	64,695.40	44,160.00	20,535.40	46.5%
410300 · Insurance Revenue	121,590.00	116,595.00	4,995.00	4.28%
410400 · Marketing Revenue	109,492.98	316,352.71	(206,859.73)	(65.39%)
410500 · Donations	9,802.33	22,886.76	(13,084.43)	(57.17%)
410600 · Miscellaneous Revenue	34,911.81	72,216.46	(37,304.65)	(51.66%)
410700 · USOC	241,046.88	258,798.67	(17,751.79)	(6.86%)
410800 · USFF	74,878.00	79,440.00	(4,562.00)	(5.74%)
410900 · Sanction Fees	5,405.00	2,088.00	3,317.00	158.86%
411000 · Academic All American	3,810.00	0.00	3,810.00	100.0%
Total Income	2,760,884.33	2,978,950.40	(218,066.07)	(7.32%)
Cost of Goods Sold				
5000 · Cost of Goods Sold	0.00	47.00	(47.00)	(100.0%)
Total COGS	0.00	47.00	(47.00)	(100.0%)
Gross Profit	2,760,884.33	2,978,903.40	(218,019.07)	(7.32%)
Expense				
500000 · Advance	12,697.04	4,920.00	7,777.04	158.07%
500020 · Air	316,290.06	234,155.83	82,134.23	35.08%
500080 · Capital Expenditures	7,081.72	0.00	7,081.72	100.0%
500100 · Administrative	59,404.25	45,087.01	14,317.24	31.76%
500110 · American Fencing Magazine	43,296.96	0.00	43,296.96	100.0%
500120 · Depreciation - Furn, Fix, Bldg	0.00	9,840.30	(9,840.30)	(100.0%)
500130 · Dues and Fees	49,905.52	61,135.19	(11,229.67)	(18.37%)
500140 · Equipment	9,421.59	157,350.32	(147,928.73)	(94.01%)
500160 · Freight	39,161.14	42,777.60	(3,616.46)	(8.45%)
500200 · Ground	49,942.15	28,322.34	21,619.81	76.34%
500210 · Hall of Fame	260.00	0.00	260.00	100.0%
500220 · Honorarium	84,933.00	83,400.00	1,533.00	1.84%
500240 · Hotel	284,730.35	179,110.04	105,620.31	58.97%
500260 · Incentive	0.00	28,959.31	(28,959.31)	(100.0%)
500280 · Insurance	30,417.34	49,130.32	(18,712.98)	(38.09%)
500290 · Interest Expense	4,476.08	0.00	4,476.08	100.0%
500320 · Maintenance	0.00	1,146.97	(1,146.97)	(100.0%)
500330 · Marketing	102,785.15	0.00	102,785.15	100.0%
500340 · Meals	57,262.18	89,713.63	(32,451.45)	(36.17%)
500350 · Media / Public Relations	600.00	7,916.65	(7,316.65)	(92.42%)
500360 · Miscellaneous	6,180.98	5,688.91	492.07	8.65%
500400 · Payroll Expenses	447,692.17	316,548.25	131,143.92	41.43%
500420 · Per Diem	66,029.70	37,002.98	29,026.72	78.44%
500430 · Prior Year Adjustments	(3,504.15)	0.00	(3,504.15)	(100.0%)
500440 · Phone	16,896.74	13,917.02	2,979.72	21.41%
500460 · Postage	2,655.85	3,053.08	(397.23)	(13.01%)
500480 · Printing	7,541.58	65,343.99	(57,802.41)	(88.46%)
500500 · Promotion	0.00	179.44	(179.44)	(100.0%)
500520 · Rebates	(7,981.63)	54,216.00	(62,197.63)	(114.72%)
500540 · Rent	154,937.44	189,088.85	(34,151.41)	(18.06%)
500550 · Venue Decorator	121,002.60	65,164.00	55,838.60	85.69%
500560 · Services - Professional	184,880.40	146,581.13	38,299.27	26.13%
500600 · Supply	52,166.87	47,425.53	4,741.34	10.0%
500650 · Utilities	377.03	0.00	377.03	100.0%
66900 · Reconciliation Discrepancies	(68,120.26)	(0.01)	(68,120.25)	681,202,500.0%
69800 · Uncategorized Expenses	140.20	0.00	140.20	100.0%
699000 · Waiver	480.00	0.00	480.00	100.0%
Total Expense	2,134,040.05	1,967,174.68	166,865.37	8.48%
Net Income	626,844.28	1,011,728.72	(384,884.44)	(38.04%)

United States Fencing Association
Balance Sheet - Comparison to Previous Year
As of January 31

	Jan 31, 10	Jan 31, 09	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Int'l Prog Ckg x 2987	5,005.59	0.00	5,005.59	100.0%
100000 · Checking x 9419	89,366.84	184,422.41	(95,055.57)	(51.54%)
100200 · Money Market	2,234.69	1,834.33	400.36	21.83%
100400 · Investments	12,813.92	12,813.92	0.00	0.0%
Total Checking/Savings	<u>109,421.04</u>	<u>199,070.66</u>	<u>(89,649.62)</u>	<u>(45.03%)</u>
Accounts Receivable				
110000 · Accounts Receivable	116,159.11	98,112.63	18,046.48	18.39%
Total Accounts Receivable	<u>116,159.11</u>	<u>98,112.63</u>	<u>18,046.48</u>	<u>18.39%</u>
Other Current Assets				
110200 · Allowance For Bad Debt	(26,434.86)	(27,048.86)	614.00	(2.27%)
110300 · AP/AR Clearing Account	276.77	276.77	0.00	0.0%
120000 · Other Receivables at FYE	47,651.56	47,651.56	0.00	0.0%
120100 · AR - Lifetime Memberships	78,806.84	78,806.84	0.00	0.0%
120200 · Prepaid Expense	0.00	15,388.00	(15,388.00)	(100.0%)
Total Other Current Assets	<u>100,300.31</u>	<u>115,074.31</u>	<u>(14,774.00)</u>	<u>(12.84%)</u>
Total Current Assets	325,880.46	412,257.60	(86,377.14)	(20.95%)
Fixed Assets				
160000 · Accumulated Depreciation	(121,087.57)	(111,247.27)	(9,840.30)	8.85%
160100 · Computer Equipment and Hardware	2,947.40	0.00	2,947.40	100.0%
160200 · Furniture & Fixtures	29,094.23	29,094.23	0.00	0.0%
160400 · Tournament Equipment	152,067.82	152,067.82	0.00	0.0%
160600 · Undivided Interest	203,958.79	203,958.79	0.00	0.0%
Total Fixed Assets	<u>266,980.67</u>	<u>273,873.57</u>	<u>(6,892.90)</u>	<u>(2.52%)</u>
Other Assets				
190000 · Inventory	128,626.07	109,566.17	19,059.90	17.4%
Total Other Assets	<u>128,626.07</u>	<u>109,566.17</u>	<u>19,059.90</u>	<u>17.4%</u>
TOTAL ASSETS	<u><u>721,487.20</u></u>	<u><u>795,697.34</u></u>	<u><u>(74,210.14)</u></u>	<u><u>(9.33%)</u></u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
200000 · Accounts Payable	500,810.69	642,375.85	(141,565.16)	(22.04%)
Total Accounts Payable	<u>500,810.69</u>	<u>642,375.85</u>	<u>(141,565.16)</u>	<u>(22.04%)</u>
Credit Cards				
B of A x 7348	(3,823.75)	4,013.46	(7,837.21)	(195.27%)
Diners Club	0.00	(0.01)	0.01	100.0%
JP Morgan Chase	0.00	29,608.68	(29,608.68)	(100.0%)

United States Fencing Association
Balance Sheet - Comparison to Previous Year
As of January 31

United Airlines x 2987	0.00	2,938.81	(2,938.81)	(100.0%)
United Visa Mileage 4487	(71,540.72)	39,314.52	(110,855.24)	(281.97%)
Total Credit Cards	<u>(75,364.47)</u>	<u>75,875.46</u>	<u>(151,239.93)</u>	<u>(199.33%)</u>
Other Current Liabilities				
210000 · Accrued Payables at FYE	(2,430.10)	0.00	(2,430.10)	(100.0%)
215000 · Line of Credit	124,099.04	132,204.14	(8,105.10)	(6.13%)
220000 · Deferred Revenue	409,117.31	471,810.06	(62,692.75)	(13.29%)
230000 · Payroll Liabilities	66,191.44	32,888.16	33,303.28	101.26%
240000 · Rebates - Escrowed	86,925.00	87,682.00	(757.00)	(0.86%)
260000 · Athlete Accounts Payable	0.00	44,742.71	(44,742.71)	(100.0%)
Total Other Current Liabilities	<u>683,902.69</u>	<u>769,327.07</u>	<u>(85,424.38)</u>	<u>(11.1%)</u>
Total Current Liabilities	<u>1,109,348.91</u>	<u>1,487,578.38</u>	<u>(378,229.47)</u>	<u>(25.43%)</u>
Total Liabilities	1,109,348.91	1,487,578.38	(378,229.47)	(25.43%)
Equity				
300200 · Retained Earnings	708,903.95	20,000.18	688,903.77	3,444.49%
300600 · Net Assets - Unrestricted	(1,723,609.94)	(1,723,609.94)	0.00	0.0%
Net Income	626,844.28	1,011,728.72	(384,884.44)	(38.04%)
Total Equity	<u>(387,861.71)</u>	<u>(691,881.04)</u>	<u>304,019.33</u>	<u>(43.94%)</u>
TOTAL LIABILITIES & EQUITY	<u><u>721,487.20</u></u>	<u><u>795,697.34</u></u>	<u><u>(74,210.14)</u></u>	<u><u>(9.33%)</u></u>

United States Fencing Association
Balance Sheet
As of January 31, 2008

	<u>Jan 31, 08</u>
ASSETS	
Current Assets	
Checking/Savings	
100000 · Checking x 9419	(207,079.03)
100200 · Money Market	22,305.29
100300 · Events x 4575	3,426.61
100400 · Investments	13,360.23
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Total Checking/Savings	(167,986.90)
Accounts Receivable	
110000 · Accounts Receivable	84,685.56
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Total Accounts Receivable	84,685.56
Other Current Assets	
110200 · Allowance For Bad Debt	(2,500.00)
120000 · Other Receivables at FYE	63,312.82
120100 · AR - Lifetime Memberships	50,999.00
120200 · Prepaid Expense	35,642.38
120400 · Prepaid Insurance	277.77
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Total Other Current Assets	147,731.97
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Total Current Assets	64,430.63
Fixed Assets	
160000 · Accumulated Depreciation	(80,576.76)
160200 · Furniture & Fixtures	30,021.09
160400 · Tournament Equipment	112,103.82
160600 · Undivided Interest	203,958.79
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Total Fixed Assets	265,506.94
Other Assets	
190000 · Inventory	103,407.72
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Total Other Assets	103,407.72
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TOTAL ASSETS	433,345.29
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LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
200000 · Accounts Payable	467,740.89
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Total Accounts Payable	467,740.89
Credit Cards	
American Express	91,116.42
B of A x 7348	1,168.58
Diners Club	9,909.40
JP Morgan Chase	4,475.00
United Airlines x 2987	1,842.88
United Visa Mileage 4487	46,269.92
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Total Credit Cards	154,782.20

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United States Fencing Association
Balance Sheet
As of January 31, 2008

	<u>Jan 31, 08</u>
Other Current Liabilities	
210000 · Accrued Payables at FYE	(12,430.27)
215000 · Line of Credit	148,504.83
220000 · Deferred Revenue	317,621.42
230000 · Payroll Liabilities	18,927.80
240000 · Rebates - Escrowed	59,561.00
260000 · Athlete Accounts Payable	76,722.33
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Total Other Current Liabilities	608,907.11
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Total Current Liabilities	1,231,430.20
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Total Liabilities	1,231,430.20
Equity	
300200 · Retained Earnings	(1,288,551.43)
300400 · Net Assets - Temp. Restricted	1,242.00
300600 · Net Assets - Unrestricted	305,349.00
Net Income	183,875.52
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Total Equity	(798,084.91)
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TOTAL LIABILITIES & EQUITY	433,345.29
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United States Fencing Association
Annual 2009-2010 Budget

	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Revenue									
410000 · Membership Dues									
410000 · Membership Dues:410010 · 1 Year Competitive	121,107	90,830	90,830	62,657	31,328	31,328	22,827	22,827	45,653
410000 · Membership Dues:410020 · 3 Year Competitive	11,848	8,886	8,886	6,010	3,005	3,005	2,189	2,189	4,379
410000 · Membership Dues:410030 · Club Dues	9,036	6,527	6,527	4,192	1,596	2,596	1,892	1,892	3,783
410000 · Membership Dues:410040 · Commercial	1,000	1,000	1,000	0	0	0	0	0	0
410000 · Membership Dues:410050 · Family	2,418	1,814	1,814	1,251	626	626	456	456	912
410000 · Membership Dues:410060 · Life	873	654	654	451	226	226	164	164	329
410000 · Membership Dues:410070 · Non-Competitive	2,033	1,525	1,525	1,052	526	526	383	383	383
410000 · Membership Dues:410075 · Professional	10,383	7,787	7,787	5,372	2,686	2,686	1,957	1,957	3,914
410000 · Membership Dues:410036 · College Rebate	654	491	491	339	169	169	123	123	247
410000 · Membership Dues:410080 · Recognize Deferred Dues	17,851	17,851	17,851	17,851	17,851	17,851	17,851	17,851	17,851
410100 · National Registration Fees	0	0	0	0	0	0	0	0	0
410100 · National Registration: 410120 · National Registration Fees	180,900	56,100	204,000	154,275	142,525	104,550	313,650	48,195	303,170
410100 · National Registration: 410110 · Hall of Fame Tickets	0	0	0	0	0	0	0	0	0
410205 · International Registration Fees	0	0	4,000	4,000	4,000	4,000	4,000	0	0
410300 · Insurance Revenue	0	0	0	0	0	0	0	0	0
410400 · Insurance Revenue:410310 · Club	29,267	21,950	21,950	15,142	7,571	7,571	5,516	5,516	11,033
410400 · Insurance Revenue:410320 · Third Party	652	489	489	337	169	169	123	123	246
410400 · Insurance Revenue:410330 · Recognize Deferred Dues	3,274	3,274	3,274	3,274	3,274	3,274	3,274	3,274	3,274
410400 · Marketing Revenue	0	0	0	0	0	0	0	0	0
410400 · Marketing Revenue:410410 · Event Sponsorships	0	0	0	0	0	0	0	0	0
410400 · Marketing Revenue:410420 · Magazine Ads	8,167	8,167	8,167	8,167	8,167	8,167	8,167	8,167	8,167
410400 · Marketing Revenue:410430 · Magazine Subscriptions	500	0	0	0	0	0	0	0	0
410400 · Marketing Revenue:410440 · Merchandise	0	0	0	1,650	2,400	1,550	2,900	8,100	3,200
410400 · Marketing Revenue:410440 · Merchandise:410442 · Apparel	1,000	2,000	1,300	900	450	150	300	75	75
410400 · Marketing Revenue:410440 · Merchandise:410444 · Curio	0	0	0	0	0	0	0	0	0
410400 · Marketing Revenue:410440 · Merchandise:410446 · Publications	20	40	0	20	40	0	0	0	0
410400 · Marketing Revenue:410440 · Merchandise:410448 · Lists and Labels	174	174	174	174	174	174	174	174	174
410400 · Marketing Revenue:410450 · Royalties & Partnerships	0	0	0	0	0	10,000	0	22,500	22,500
410400 · Marketing Revenue:410460 · Shipping & Handling	0	30	30	0	35	0	25	25	0
410400 · Marketing Revenue:410470 · USOC Joint Marketing	37,500	0	2,500	0	0	38,750	0	0	1,250
410400 · Marketing Revenue:410480 · Rebates	0	0	0	8,125	15,600	7,800	14,560	22,100	7,800
410400 · Marketing Revenue:410490 · VIK	0	0	0	0	0	0	0	0	0
410400 · Marketing Revenue:410490 · VIK:410492 · Airline Tickets	0	0	0	0	4,000	0	0	0	0
410400 · Marketing Revenue:410490 · VIK:410494 · Apparel	0	0	0	0	0	0	6,300	0	0
410400 · Marketing Revenue:410490 · VIK:410496 · Hotel	0	0	0	0	0	0	0	0	0
410500 · Donations	0	0	0	0	0	0	0	0	0
410500 · Donations:410510 · CFC	260	170	140	320	140	230	300	155	100
410500 · Donations:410520 · General	750	780	400	600	1,380	215	175	580	135
410500 · Donations:410530 · Memorial	0	0	0	0	0	0	0	0	0
410500 · Donations:410540 · Restricted	0	0	0	0	0	0	0	0	0
410500 · Donations:410540 · Restricted:410542 · CC Scholarship	0	0	0	0	0	0	0	0	0
410500 · Donations:410540 · Restricted:410544 · Elite Athletes	0	0	0	0	0	0	0	0	0
410500 · Donations:410540 · Restricted:410546 · Olympic Team	0	0	0	0	0	0	0	0	0
410500 · Donations:410540 · Restricted:410548 · Veterans	0	0	0	0	0	0	0	0	0
410500 · Donations:410540 · Restricted:410549 · Wheelchair	0	0	0	0	0	0	0	0	0
410500 · Donations:410540 · Restricted:410545 · Hall-of-Fame	0	0	0	0	0	0	0	0	0
410500 · Donations:410550 · Restricted-International	0	0	0	0	0	0	0	0	0
410500 · Donations:410550 · Restricted-International:410551 · High Performance	0	0	0	0	0	0	0	0	0
410500 · Donations:410550 · Restricted-International:410552 · Men's Epee	0	0	0	0	0	0	0	0	0

United States Fencing Association
Annual 2009-2010 Budget

	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
410500 · Donations:410550 · Restricted-International:410553 · Men's Foil	0	0	0	0	0	0	0	0	0
410500 · Donations:410550 · Restricted-International:410554 · Men's Sabre	0	0	0	0	0	0	0	0	0
410500 · Donations:410550 · Restricted-International:410555 · Women's Epee	0	0	0	0	0	0	0	0	0
410500 · Donations:410550 · Restricted-International:410556 · Women's Foil	0	0	0	0	0	0	0	0	0
410500 · Donations:410550 · Restricted-International:410557 · Womens Sabre	0	0	0	0	0	0	0	0	0
410600 · Miscellaneous Revenue	0	0	4,000	0	0	0	0	0	8,000
410700 · USOC Grant Funding	0	0	0	0	0	0	0	0	0
410700 · USOC:410710 · Base Funding	162,150	0	0	162,150	0	0	210,600	0	0
410700 · USOC:410720 · International Relations	0	0	0	0	0	0	0	0	0
410700 · USOC:410730 · Performance Pool	(77,000)	0	0	0	0	0	0	0	0
410700 · USOC:410740 · Media Relations	600	600	600	600	600	600	600	600	600
410700 · USOC:410750 · Value-In-Kind	0	0	0	0	0	0	3,000	4,500	4,500
410700 · USOC:410760 · Wheelchair Funding	0	0	0	0	0	0	0	0	0
410800 · USFF	0	0	0	0	0	0	0	0	0
410800 · USFF:410810 · Administrative Fee	0	1,000	0	0	0	0	0	0	0
410800 · USFF:410820 · Grants	73,226	0	0	0	0	0	0	0	0
410900 · Sanction Fees	0	0	0	0	0	0	0	0	0
410900 · Program Support Fee:410910 · National Open Circuit	0	0	500	500	500	500	500	500	500
410900 · Program Support Fee:410920 · Regional Youth Competitions	0	0	1,000	1,000	1,000	1,000	1,000	3,000	1,000
410900 · Program Support Fee:410930 · Super Youth Circuit	0	0	1,000	1,000	0	1,000	1,000	2,500	0
TOTAL REVENUE	598,642	232,139	390,889	461,408	250,037	248,712	624,007	177,927	453,174
	0	0	0	0	0	0	0	0	0
Expense									
500020 · Air	15,034	20,870	41,234	38,526	32,860	40,825	60,090	51,657	58,825
500080 · Capital Expenditures	10,000	0	55,000	14,000	0	0	0	0	0
500100 Administrative Fees	0	0	0	0	0	0	0	0	0
500101 · Administrative Fees	0	0	0	0	0	0	0	0	0
500102 · Credit Card Processing	12,801	11,414	4,734	10,105	8,687	9,006	8,331	8,331	9,353
500103 · Online Registration Fees	0	0	0	0	0	0	0	0	0
500104 · Hang-a-Star	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833	1,833
500130 · Dues and Fees	3,900	3,900	4,200	4,200	4,200	4,200	4,200	4,200	4,200
500140 · Equipment	680	680	1,180	1,180	1,180	1,180	1,180	1,180	1,180
500160 · Freight	540	650	4,675	8,540	12,280	10,970	9,760	10,300	13,840
500180 · Grants	6,500	6,500	6,500	6,900	6,900	6,900	1,700	1,700	1,700
500180 · Grants:500181 · Development - Clubs	0	0	0	0	0	0	0	3,500	0
500180 · Grants:500182 · Equipment Subsidy - Clubs	0	0	0	0	0	0	0	3,500	0
500180 · Grants:500183 · Fee Waives - Foreign Fencers	0	0	0	0	0	0	0	0	0
500200 · Ground	1,900	650	6,648	7,220	21,110	26,093	12,000	22,100	17,250
500220 · Honorarium	1,100	1,100	17,100	20,200	13,000	17,000	20,700	17,500	19,500
500240 · Hotel	5,062	11,600	29,280	39,483	32,750	36,000	33,800	43,200	41,900
500280 · Insurance	0	0	0	0	0	0	0	0	0
500280 · Insurance:500282 · Athlete Accident	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
500280 · Insurance:500284 · Commercial General Liability	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917	2,917
500280 · Insurance:500286 · Director and Officer Liability	477	477	477	477	477	477	477	477	477
500280 · Insurance:500288 · Office	0	0	0	0	0	0	0	0	0
500280 · Insurance:500287 · Media Liability Coverage	0	0	0	0	0	3,200	0	0	0
500320 · Maintenance	150	150	150	150	150	150	150	150	150
500330 · Marketing	15,000	15,000	30,000	42,000	0	0	0	0	0
500340 · Meals	140	215	17,766	25,622	15,683	20,721	20,572	20,579	18,807
500350 · Media / Public Relations	0	0	0	0	0	0	0	0	0
500355 · Merchandise	0	0	0	0	0	0	0	0	0

United States Fencing Association
Annual 2009-2010 Budget

	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
500360 · Miscellaneous	50	7,550	113,050	22,650	10,050	13,050	10,050	10,050	96,050
500400 · Payroll Expenses	0	0	0	0	0	0	0	0	0
500400 · Payroll Expenses:500402 · Employee Insurance Benefits	8,938	8,938	9,688	9,688	9,688	9,688	9,688	9,688	9,688
500400 · Payroll Expenses:500404 · Payroll Tax Expense	5,655	5,655	6,384	6,384	6,384	9,803	6,769	6,769	9,803
500400 · Payroll Expenses:500406 · Salaries	45,241	45,241	51,075	51,075	51,075	78,422	54,152	54,152	78,422
500400 · Payroll Expenses:500408 · Worker Compensation Insurance	0	0	0	0	0	0	0	0	0
500400 · Payroll Expenses:500403 · Payroll Processing Fees	1,581	1,581	1,581	1,581	1,581	2,371	1,581	1,581	2,371
500420 · Per Diem	1,884	4,277	8,246	14,446	7,670	11,445	13,300	12,357	12,900
500440 · Phone	969	969	989	1,033	1,215	1,169	1,359	1,619	1,209
500460 · Postage	352	352	352	352	352	352	352	352	352
500480 · Printing	120	120	21,120	120	18,120	120	120	10,120	120
500500 · Promotion	0	0	0	0	0	0	0	0	0
500520 · Rebates	15,898	0	15,898	0	0	15,899	0	0	15,899
500540 · Rent	5,650	2,300	15,100	19,550	29,000	18,850	17,100	21,900	16,100
500550 · Venue/Decorator	0	0	14,000	16,000	16,000	22,000	16,000	16,000	15,000
500560 · Services - Professional	0	0	0	0	0	0	0	0	0
500560 · Services - Professional:500562 · 1099 Payments	17,500	17,450	17,450	17,450	17,450	22,050	17,500	21,950	17,450
500560 · Services - Professional:500564 · Non 1099 Payments	10,890	16,390	14,190	11,290	9,190	7,990	7,590	6,590	5,990
500600 · Supply	80	130	80	130	80	130	230	130	80
500601 Business Cards	45	50	0	0	0	45	50	0	67
500602 Computer Software/Hardware	100	100	100	100	100	100	100	100	100
500603 Company Stationary	0	0	0	0	451	0	0	0	0
500604 General Office Supplies	300	300	300	300	300	300	300	300	300
500605 International Supplies	0	0	0	0	0	0	0	0	0
500606 Konica Toner	0	30	0	0	0	0	30	0	0
500607 Paper	49	49	49	49	49	52	52	52	52
500608 Staff Development	3,774	0	0	500	0	99	500	25	0
500609 National Supplies	275	275	275	275	275	275	275	275	275
500611 Member Services Supplies	0	0	0	0	0	0	0	0	0
500612 Media/Marketing	0	0	0	0	0	0	0	0	0
500620 · Trophies - Engrave & Repair	0	0	0	0	0	0	0	0	0
599999 · Budget Expenses	0	0	0	0	0	0	0	0	0
TOTAL EXPENSE	202,386	194,714	518,621	401,325	338,057	400,681	339,808	372,134	479,160
NET	396,257	37,425	(127,733)	60,083	(88,020)	(151,969)	284,199	(194,207)	(25,986)

United States Fencing Association
Annual 2009-2010 Budget

	May	Jun	Jul	TOTAL
Revenue				
410000 · Membership Dues				0
410000 · Membership Dues:410010 · 1 Year Competitive	43,628	43,628	87,257	693,899
410000 · Membership Dues:410020 · 3 Year Competitive	4,185	4,185	8,369	67,137
410000 · Membership Dues:410030 · Club Dues	3,615	3,615	6,231	51,500
410000 · Membership Dues:410040 · Commercial	0	0	2,000	5,000
410000 · Membership Dues:410050 · Family	871	871	1,742	13,855
410000 · Membership Dues:410060 · Life	314	314	629	5,000
410000 · Membership Dues:410070 · Non-Competitive	383	732	1,465	10,916
410000 · Membership Dues:410075 · Professional	3,740	3,740	7,481	59,490
410000 · Membership Dues:410036 · College Rebate	236	236	472	3,750
410000 · Membership Dues:410080 · Recognize Deferred Dues	17,851	17,851	17,851	214,217
410100 · National Registration Fees	0	0	54,000	54,000
410100 · National Registration: 410120 · National Registration Fees	475,755	0	0	1,983,120
410100 · National Registration: 410110 · Hall of Fame Tickets	0	0	2,000	2,000
410205 · International Registration Fees	0	10,000	0	30,000
410300 · Insurance Revenue	0	0	0	0
410400 · Insurance Revenue:410310 · Club	10,543	10,543	21,086	167,688
410400 · Insurance Revenue:410320 · Third Party	235	235	470	3,735
410400 · Insurance Revenue:410330 · Recognize Deferred Dues	3,274	3,274	3,274	39,293
410400 · Marketing Revenue	0	0	0	0
410400 · Marketing Revenue:410410 · Event Sponsorships	0	0	14,500	14,500
410400 · Marketing Revenue:410420 · Magazine Ads	8,167	8,167	8,167	98,000
410400 · Marketing Revenue:410430 · Magazine Subscriptions	0	0	0	500
410400 · Marketing Revenue:410440 · Merchandise	3,900	0	6,000	29,700
410400 · Marketing Revenue:410440 · Merchandise:410442 · Apparel	75	75	300	6,700
410400 · Marketing Revenue:410440 · Merchandise:410444 · Curio	0	0	0	0
410400 · Marketing Revenue:410440 · Merchandise:410446 · Publications	0	20	40	180
410400 · Marketing Revenue:410440 · Merchandise:410448 · Lists and Labels	174	174	174	2,085
410400 · Marketing Revenue:410450 · Royalties & Partnerships	20,000	0	4,800	79,800
410400 · Marketing Revenue:410460 · Shipping & Handling	0	0	30	175
410400 · Marketing Revenue:410470 · USOC Joint Marketing	0	0	1,250	81,250
410400 · Marketing Revenue:410480 · Rebates	9,100	0	57,200	142,285
410400 · Marketing Revenue:410490 · VIK	0	0	0	0
410400 · Marketing Revenue:410490 · VIK:410492 · Airline Tickets	0	0	0	4,000
410400 · Marketing Revenue:410490 · VIK:410494 · Apparel	7,200	0	4,800	18,300
410400 · Marketing Revenue:410490 · VIK:410496 · Hotel	0	0	0	0
410500 · Donations	0	0	0	0
410500 · Donations:410510 · CFC	125	100	130	2,170
410500 · Donations:410520 · General	135	250	14,900	20,300
410500 · Donations:410530 · Memorial	0	0	0	0
410500 · Donations:410540 · Restricted	0	0	0	0
410500 · Donations:410540 · Restricted:410542 · CC Scholarship	0	0	0	0
410500 · Donations:410540 · Restricted:410544 · Elite Athletes	0	0	0	0
410500 · Donations:410540 · Restricted:410546 · Olympic Team	0	0	0	0
410500 · Donations:410540 · Restricted:410548 · Veterans	0	0	0	0
410500 · Donations:410540 · Restricted:410549 · Wheelchair	0	0	0	0
410500 · Donations:410540 · Restricted:410545 · Hall-of-Fame	0	5,000	8,000	13,000
410500 · Donations:410550 · Restricted-International	0	0	0	0
410500 · Donations:410550 · Restricted-International:410551 · High Performance	0	0	0	0
410500 · Donations:410550 · Restricted-International:410552 · Men's Epee	0	0	0	0

United States Fencing Association
Annual 2009-2010 Budget

	May	Jun	Jul	TOTAL
410500 - Donations:410550 - Restricted-International:410553 - Men's Foil	0	0	0	0
410500 - Donations:410550 - Restricted-International:410554 - Men's Sabre	0	0	0	0
410500 - Donations:410550 - Restricted-International:410555 - Women's Epee	0	0	0	0
410500 - Donations:410550 - Restricted-International:410556 - Women's Foil	0	0	0	0
410500 - Donations:410550 - Restricted-International:410557 - Womens Sabre	0	0	0	0
410600 - Miscellaneous Revenue	0	0	36,000	48,000
410700 - USOC Grant Funding	0	0	0	0
410700 - USOC:410710 - Base Funding	210,600	0	0	745,500
410700 - USOC:410720 - International Relations	0	0	0	0
410700 - USOC:410730 - Performance Pool	0	0	0	(77,000)
410700 - USOC:410740 - Media Relations	600	600	600	7,200
410700 - USOC:410750 - Value-In-Kind	4,500	10,000	10,000	36,500
410700 - USOC:410760 - Wheelchair Funding	0	0	0	0
410800 - USFF	0	0	0	0
410800 - USFF:410810 - Administrative Fee	0	0	0	1,000
410800 - USFF:410820 - Grants	0	0	0	73,226
410900 - Sanction Fees	0	0	0	0
410900 - Program Support Fee:410910 - National Open Circuit	500	0	0	4,000
410900 - Program Support Fee:410920 - Regional Youth Competitions	500	0	0	9,500
410900 - Program Support Fee:410930 - Super Youth Circuit	0	0	0	6,500
TOTAL REVENUE	830,207	123,612	381,217	4,771,971
	0	0	0	
Expense				
500020 - Air	22,406	12,750	119,092	514,169
500080 - Capital Expenditures	0	0	0	79,000
500100 Administrative Fees	0	10,000	58,950	68,950
500101 - Administrative Fees	0	0	0	0
500102 - Credit Card Processing	9,262	9,273	13,075	114,372
500103 - Online Registration Fees	0	0	0	0
500104 - Hang-a-Star	1,833	1,833	1,833	22,000
500130 - Dues and Fees	3,900	3,900	4,300	49,300
500140 - Equipment	680	680	1,180	12,160
500160 - Freight	550	540	31,608	104,253
500180 - Grants	0	0	0	45,300
500180 - Grants:500181 - Development - Clubs	0	0	0	3,500
500180 - Grants:500182 - Equipment Subsidy - Clubs	0	0	0	3,500
500180 - Grants:500183 - Fee Waives - Foreign Fencers	0	0	0	0
500200 - Ground	2,135	2,000	17,465	136,571
500220 - Honorarium	1,100	1,100	66,100	195,500
500240 - Hotel	20,700	17,600	110,450	421,825
500280 - Insurance	0	0	0	0
500280 - Insurance:500282 - Athlete Accident	5,000	5,000	5,000	60,000
500280 - Insurance:500284 - Commercial General Liability	2,917	2,917	2,917	35,000
500280 - Insurance:500286 - Director and Officer Liability	477	477	477	5,730
500280 - Insurance:500288 - Office	0	0	0	0
500280 - Insurance:500287 - Media Liability Coverage	0	0	0	3,200
500320 - Maintenance	150	150	150	1,800
500330 - Marketing	0	2,500	0	104,500
500340 - Meals	2,320	290	83,263	225,978
500350 - Media / Public Relations	0	0	0	0
500355 - Merchandise	0	0	0	0

United States Fencing Association
Annual 2009-2010 Budget

	May	Jun	Jul	TOTAL
500360 · Miscellaneous	50	80,050	50	362,700
500400 · Payroll Expenses	0	0	0	0
500400 · Payroll Expenses:500402 · Employee Insurance Benefits	9,688	9,688	9,688	114,750
500400 · Payroll Expenses:500404 · Payroll Tax Expense	6,769	6,769	6,769	83,914
500400 · Payroll Expenses:500406 · Salaries	54,152	54,152	54,152	671,309
500400 · Payroll Expenses:500408 · Worker Compensation Insurance	0	0	0	0
500400 · Payroll Expenses:500403 · Payroll Processing Fees	1,581	1,581	1,579	20,547
500420 · Per Diem	4,770	3,853	33,802	128,950
500440 · Phone	1,009	969	1,209	13,722
500460 · Postage	252	252	252	3,924
500480 · Printing	120	33,765	120	84,085
500500 · Promotion	0	0	0	0
500520 · Rebates	0	0	0	63,594
500540 · Rent	700	1,500	32,124	179,874
500550 · Venue/Decorator	0	0	35,000	150,000
500560 · Services - Professional	0	0	0	0
500560 · Services - Professional:500562 · 1099 Payments	17,450	21,950	17,450	223,100
500560 · Services - Professional:500564 · Non 1099 Payments	4,090	4,290	6,590	105,080
500600 · Supply	1,842	80	130	3,122
500601 Business Cards	0	0	0	257
500602 Computer Software/Hardware	100	100	100	1,200
500603 Company Stationary	0	0	0	451
500604 General Office Supplies	300	300	300	3,600
500605 International Supplies	0	0	0	0
500606 Konica Toner	0	0	30	90
500607 Paper	52	52	52	609
500608 Staff Development	525	0	26	5,449
500609 National Supplies	275	275	275	3,300
500611 Member Services Supplies	0	2,000	0	2,000
500612 Media/Marketing	0	0	0	0
500620 · Trophies - Engrave & Repair	0	0	500	500
599999 · Budget Expenses	0	0	0	0
TOTAL EXPENSE	177,155	292,635	716,058	4,432,733
NET	653,053	(169,024)	(334,841)	339,238

United States Fencing Association
Profit Loss Comparison
August 1 - January 31

	NAC A		NAC B		NAC C	
	(National Events)		(National Events)		(National Events)	
	Aug '09 - Jan 10	Aug '08 - Jan 09	Aug '09 - Jan 10	Aug '08 - Jan 09	Aug '09 - Jan 10	Aug '08 - Jan 09
Income						
410100 · National Registration	191,680.00	205,030.00	227,802.34	229,195.00	191,574.50	136,790.00
410200 · International Registration Fees	0.00	0.00	0.00	0.00	0.00	0.00
410400 · Marketing Revenue	7,328.75	(200.00)	2,590.50	0.00	1,300.00	0.00
410600 · Miscellaneous Revenue	0.00	5,830.00	293.25	9,022.50	11,102.00	0.00
Total Income	199,008.75	210,660.00	230,686.09	238,217.50	203,976.50	136,790.00
Gross Profit	199,008.75	210,660.00	230,686.09	238,217.50	203,976.50	136,790.00
Expense						
500000 · Advance	0.00	0.00	500.00	0.00	0.00	0.00
500020 · Air	23,682.74	23,744.93	16,388.17	20,501.79	22,112.17	23,433.82
500140 · Equipment	0.00	0.00	6,060.00	0.00	641.28	40.44
500160 · Freight	1,864.62	8,277.91	6,810.96	10,091.26	2,211.45	11,437.74
500200 · Ground	4,342.78	5,668.92	4,072.51	6,021.57	7,658.70	9,769.85
500210 · Hall of Fame	0.00	0.00	260.00	0.00	0.00	0.00
500220 · Honorarium	15,224.00	17,200.00	17,575.00	18,630.00	14,280.00	16,735.00
500240 · Hotel	17,228.97	28,714.05	34,898.95	17,215.48	24,870.06	11,093.93
500340 · Meals	9,190.50	15,702.33	12,582.41	23,451.79	9,750.05	24,816.64
500360 · Miscellaneous	0.00	0.00	779.64	0.00	0.00	0.00
500400 · Payroll Expenses	0.00	0.00	0.00	0.00	0.00	0.00
500420 · Per Diem	6,985.00	7,199.00	6,955.00	7,487.00	6,730.00	5,700.00
500440 · Phone	5.33	16.70	0.00	62.23	0.00	202.55
500480 · Printing	6.60	298.98	577.98	145.50	0.00	145.51
500520 · Rebates	(599.54)	0.00	(11,523.00)	0.00	0.00	0.00
500540 · Rent	18,342.11	36,226.60	15,624.00	34,063.27	35,214.59	19,465.89
500550 · Venue Decorator	11,183.79	24,411.50	13,345.20	10,420.75	48,869.09	15,602.50
500560 · Services - Professional	1,500.00	0.00	2,066.68	25,689.00	0.00	2,226.96
500600 · Supply	2,991.46	1,669.74	2,182.17	1,582.28	2,256.56	2,326.64
69800 · Uncategorized Expenses	0.00	0.00	140.20	0.00	0.00	0.00
699000 · Waiver	120.00	0.00	0.00	0.00	360.00	0.00
Total Expense	112,068.36	169,130.66	129,295.87	175,361.92	174,953.95	142,997.47
Net Income	86,940.39	41,529.34	101,390.22	62,855.58	29,022.55	(6,207.47)

United States Fencing Association
Profit Loss Comparison
August 1 - January 31

	Total NAC D (National Events)		National Events - Other (National Events)		Total National Events (Tournament Services)	
	Aug '09 - Jan 10	Aug '08 - Jan 09	Aug '09 - Jan 10	Aug '08 - Jan 09	Aug '09 - Jan 10	Aug '08 - Jan 09
Income						
410100 · National Registration	192,810.00	189,340.08	5,060.00	0.00	808,926.84	760,355.08
410200 · International Registration Fees	675.50	0.00	0.00	0.00	675.50	0.00
410400 · Marketing Revenue	900.00	0.00	0.00	0.00	12,119.25	(200.00)
410600 · Miscellaneous Revenue	0.00	25.00	0.00	0.00	11,395.25	14,877.50
Total Income	194,385.50	189,365.08	5,060.00	0.00	833,116.84	775,032.58
Gross Profit	194,385.50	189,365.08	5,060.00	0.00	833,116.84	775,032.58
Expense						
500000 · Advance	0.00	0.00	0.00	0.00	500.00	0.00
500020 · Air	23,166.65	21,757.12	2,616.06	0.00	87,965.79	89,437.66
500140 · Equipment	546.25	40.44	0.00	0.00	7,247.53	80.88
500160 · Freight	19,870.48	3,850.03	49.40	0.00	30,806.91	33,656.94
500200 · Ground	2,520.79	1,316.69	0.00	0.00	18,594.78	22,777.03
500210 · Hall of Fame	0.00	0.00	0.00	0.00	260.00	0.00
500220 · Honorarium	12,985.00	6,975.00	214.00	0.00	60,278.00	59,540.00
500240 · Hotel	(364.20)	0.00	0.00	0.00	76,633.78	57,023.46
500340 · Meals	15,042.40	11,002.84	0.00	0.00	46,565.36	74,973.60
500360 · Miscellaneous	0.00	0.00	0.00	0.00	779.64	0.00
500400 · Payroll Expenses	0.00	0.00	32,685.07	0.00	32,685.07	0.00
500420 · Per Diem	5,482.00	2,908.00	392.00	0.00	26,544.00	23,294.00
500440 · Phone	19.90	0.00	0.00	0.00	25.23	281.48
500480 · Printing	0.00	0.00	0.00	0.00	584.58	589.99
500520 · Rebates	0.00	0.00	0.00	0.00	(12,122.54)	0.00
500540 · Rent	3,000.00	26,170.00	15,959.33	0.00	88,140.03	115,925.76
500550 · Venue Decorator	23,674.52	14,313.50	0.00	0.00	97,072.60	64,748.25
500560 · Services - Professional	0.00	2,012.40	0.00	0.00	3,566.68	29,928.36
500600 · Supply	1,729.97	1,472.71	885.84	0.00	10,046.00	7,051.37
69800 · Uncategorized Expenses	0.00	0.00	0.00	0.00	140.20	0.00
699000 · Waiver	0.00	0.00	0.00	0.00	480.00	0.00
Total Expense	107,673.76	91,818.73	52,801.70	0.00	576,793.64	579,308.78
Net Income	86,711.74	97,546.35	(47,741.70)	0.00	256,323.20	195,723.80

United States Fencing Association
Profit Loss Comparison
August 1 - January 31

	Total Tournament Services		TOTAL	
	Aug '09 - Jan 10	Aug '08 - Jan 09	Aug '09 - Jan 10	Aug '08 - Jan 09
Income				
410100 · National Registration	808,926.84	760,355.08	808,926.84	760,355.08
410200 · International Registration Fees	675.50	0.00	675.50	0.00
410400 · Marketing Revenue	12,119.25	(200.00)	12,119.25	(200.00)
410600 · Miscellaneous Revenue	11,395.25	14,877.50	11,395.25	14,877.50
Total Income	833,116.84	775,032.58	833,116.84	775,032.58
Gross Profit	833,116.84	775,032.58	833,116.84	775,032.58
Expense				
500000 · Advance	500.00	0.00	500.00	0.00
500020 · Air	87,965.79	89,437.66	87,965.79	89,437.66
500140 · Equipment	7,247.53	80.88	7,247.53	80.88
500160 · Freight	30,806.91	33,656.94	30,806.91	33,656.94
500200 · Ground	18,594.78	22,777.03	18,594.78	22,777.03
500210 · Hall of Fame	260.00	0.00	260.00	0.00
500220 · Honorarium	60,278.00	59,540.00	60,278.00	59,540.00
500240 · Hotel	76,633.78	57,023.46	76,633.78	57,023.46
500340 · Meals	46,565.36	74,973.60	46,565.36	74,973.60
500360 · Miscellaneous	779.64	0.00	779.64	0.00
500400 · Payroll Expenses	32,685.07	0.00	32,685.07	0.00
500420 · Per Diem	26,544.00	23,294.00	26,544.00	23,294.00
500440 · Phone	25.23	281.48	25.23	281.48
500480 · Printing	584.58	589.99	584.58	589.99
500520 · Rebates	(12,122.54)	0.00	(12,122.54)	0.00
500540 · Rent	88,140.03	115,925.76	88,140.03	115,925.76
500550 · Venue Decorator	97,072.60	64,748.25	97,072.60	64,748.25
500560 · Services - Professional	3,566.68	29,928.36	3,566.68	29,928.36
500600 · Supply	10,046.00	7,051.37	10,046.00	7,051.37
69800 · Uncategorized Expenses	140.20	0.00	140.20	0.00
699000 · Waiver	480.00	0.00	480.00	0.00
Total Expense	576,793.64	579,308.78	576,793.64	579,308.78
Net Income	256,323.20	195,723.80	256,323.20	195,723.80

United States Fencing Association
Profit & Loss - Business Development
August 2009 through January 2010

	<u>Aug '09 - Jan 10</u>
Income	
410400 · Marketing Revenue	38,382.00
410500 · Donations	228.11
410700 · USOC	40,500.00
410800 · USFF	1,652.00
	<hr/>
Total Income	80,762.11
	<hr/>
Gross Profit	80,762.11
Expense	
500020 · Air	5,801.00
500110 · American Fencing Magazine	43,296.96
500130 · Dues and Fees	70.20
500140 · Equipment	1,571.86
500160 · Freight	313.80
500200 · Ground	2,218.64
500240 · Hotel	5,803.34
500280 · Insurance	2,500.00
500330 · Marketing	102,000.00
500340 · Meals	2,903.85
500350 · Media / Public Relations	600.00
500400 · Payroll Expenses	51,285.71
500420 · Per Diem	1,136.00
500440 · Phone	316.90
500460 · Postage	117.26
500480 · Printing	121.74
500540 · Rent	(1,785.00)
500560 · Services - Professional	26,645.91
500600 · Supply	2,680.23
500650 · Utilities	86.31
	<hr/>
Total Expense	247,684.71
	<hr/>
Net Income	<u>(166,922.60)</u>

02/08/10

United States Fencing Association
Profit & Loss - Men's Epee
August 2009 through January 2010

	<u>Aug '09 - Jan 10</u>
Income	
410500 · Donations	772.00
Total Income	<u>772.00</u>
Gross Profit	772.00
Expense	
500000 · Advance	2,372.52
500020 · Air	18,295.96
500130 · Dues and Fees	400.00
500200 · Ground	2,051.86
500240 · Hotel	8,290.40
500340 · Meals	58.34
500360 · Miscellaneous	50.50
500420 · Per Diem	327.50
500560 · Services - Professional	1,600.00
500600 · Supply	43.34
Total Expense	<u>33,490.42</u>
Net Income	<u><u>(32,718.42)</u></u>

02/08/10

United States Fencing Association
Profit & Loss - Men's Foil
August 2009 through January 2010

	<u>Aug '09 - Jan 10</u>
Expense	
500000 · Advance	1,180.00
500020 · Air	21,700.21
500130 · Dues and Fees	29.12
500160 · Freight	179.00
500200 · Ground	3,112.88
500220 · Honorarium	1,575.00
500240 · Hotel	4,641.61
500340 · Meals	159.19
500420 · Per Diem	1,042.50
500600 · Supply	43.33
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Total Expense	33,662.84
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Net Income	(33,662.84)
	<hr/> <hr/>

02/08/10

United States Fencing Association
Profit & Loss - Men's Sabre
August 2009 through January 2010

	<u>Aug '09 - Jan 10</u>
Expense	
500000 · Advance	3,834.00
500020 · Air	18,031.02
500130 · Dues and Fees	1,928.71
500160 · Freight	97.86
500200 · Ground	3,036.26
500220 · Honorarium	2,500.00
500240 · Hotel	3,639.06
500340 · Meals	58.35
500420 · Per Diem	752.50
500460 · Postage	4.45
500540 · Rent	12,850.00
500600 · Supply	2,607.33
Total Expense	<u>49,339.54</u>
Net Income	<u><u>(49,339.54)</u></u>

02/08/10

United States Fencing Association
Profit & Loss - Women's Epee
August 2009 through January 2010

	<u>Aug '09 - Jan 10</u>
Income	
410200 · International Registration Fees	50.00
Total Income	<u>50.00</u>
Gross Profit	50.00
Expense	
500000 · Advance	1,192.52
500020 · Air	10,957.17
500200 · Ground	2,285.41
500240 · Hotel	4,762.10
500340 · Meals	58.34
500420 · Per Diem	1,277.50
500600 · Supply	43.33
Total Expense	<u>20,576.37</u>
Net Income	<u><u>(20,526.37)</u></u>

02/08/10

United States Fencing Association
Profit & Loss - Women's Foil
August 2009 through January 2010

	<u>Aug '09 - Jan 10</u>
Expense	
500000 · Advance	1,180.00
500020 · Air	20,642.29
500130 · Dues and Fees	461.73
500160 · Freight	18.08
500200 · Ground	3,484.80
500220 · Honorarium	4,275.00
500240 · Hotel	6,391.37
500340 · Meals	509.23
500420 · Per Diem	3,320.20
500600 · Supply	549.00
Total Expense	<u>40,831.70</u>
Net Income	<u><u>(40,831.70)</u></u>

02/08/10

United States Fencing Association
Profit & Loss - Women's Sabre
August 2009 through January 2010

	<u>Aug '09 - Jan 10</u>
Expense	
500000 · Advance	285.00
500020 · Air	19,594.21
500130 · Dues and Fees	3,412.70
500200 · Ground	2,845.29
500220 · Honorarium	3,700.00
500240 · Hotel	3,515.24
500340 · Meals	58.34
500420 · Per Diem	3,227.50
500460 · Postage	4.45
500540 · Rent	1,400.00
500600 · Supply	5,517.37
Total Expense	<u>43,560.10</u>
Net Income	<u><u>(43,560.10)</u></u>

02/08/10

United States Fencing Association
Profit & Loss - Weapon Squad
August 2009 through January 2010

	<u>Aug '09 - Jan 10</u>
Income	
410200 · International Registration Fees	4,845.00
410500 · Donations	772.00
	<hr/>
Total Income	5,617.00
	<hr/>
Gross Profit	5,617.00
Expense	
500000 · Advance	10,044.04
500020 · Air	120,658.50
500130 · Dues and Fees	12,280.51
500160 · Freight	294.94
500200 · Ground	18,174.87
500220 · Honorarium	13,250.00
500240 · Hotel	37,025.81
500340 · Meals	901.79
500360 · Miscellaneous	50.50
500420 · Per Diem	10,967.70
500460 · Postage	8.90
500540 · Rent	14,250.00
500560 · Services - Professional	1,600.00
500600 · Supply	8,803.70
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Total Expense	248,311.26
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Net Income	(242,694.26)
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United States Fencing Association
Profit Loss - Budget vs. Actual
August 1, 2009 - January 31, 2010

	Aug 09	Budget	\$ Over Budget	% of Budget	Sep 09	Budget	\$ Over Budget	% of Budget
Income								
410000 · Membership Dues	382,401.51	177,202.94	205,198.57	215.8%	183,356.62	137,365.07	45,991.55	133.48%
410100 · National Registration	228,404.27	180,900.00	47,504.27	126.26%	263,580.00	56,100.00	207,480.00	469.84%
410200 · International Registration Fees	3,600.00	0.00	3,600.00	100.0%	42,612.50	0.00	42,612.50	100.0%
410300 · Insurance Revenue	89,745.00	33,192.97	56,552.03	270.37%	19,910.00	25,713.33	(5,803.33)	77.43%
410400 · Marketing Revenue	469.08	47,360.42	(46,891.34)	0.99%	15,227.00	10,410.42	4,816.58	146.27%
410500 · Donations	1,864.21	1,010.00	854.21	184.58%	2,017.45	950.00	1,067.45	212.36%
410600 · Miscellaneous Revenue	8,730.92	0.00	8,730.92	100.0%	9,827.86	0.00	9,827.86	100.0%
410700 · USOC	162,750.00	85,750.00	77,000.00	189.8%	2,700.00	600.00	2,100.00	450.0%
410800 · USFF	73,226.00	73,226.00	0.00	100.0%	0.00	1,000.00	(1,000.00)	0.0%
410900 · Sanction Fees	388.00	0.00	388.00	100.0%	0.00	0.00	0.00	0.0%
411000 · Academic All American	0.00				0.00			
Total Income	951,578.99	598,642.33	352,936.66	158.96%	539,231.43	232,138.82	307,092.61	232.29%
Gross Profit	951,578.99	598,642.33	352,936.66	158.96%	539,231.43	232,138.82	307,092.61	232.29%
Expense								
500000 · Advance	800.00				0.00			
500020 · Air	39,655.35	15,034.00	24,621.35	263.77%	72,464.49	20,870.00	51,594.49	347.22%
500080 · Capital Expenditures	0.00	10,000.00	(10,000.00)	0.0%	0.00	0.00	0.00	0.0%
500100 · Administrative	8,293.80	14,634.36	(6,340.56)	56.67%	16,921.86	13,247.65	3,674.21	127.74%
500110 · American Fencing Magazine	0.00				0.00			
500130 · Dues and Fees	12,538.18	3,900.00	8,638.18	321.49%	15,737.91	3,900.00	11,837.91	403.54%
500140 · Equipment	1,593.33	680.00	913.33	234.31%	0.00	680.00	(680.00)	0.0%
500160 · Freight	1,421.56	540.00	881.56	263.25%	2,445.04	650.00	1,795.04	376.16%
500180 · Grants	0.00	6,500.00	(6,500.00)	0.0%	0.00	6,500.00	(6,500.00)	0.0%
500200 · Ground	15,359.22	1,900.00	13,459.22	808.38%	2,539.17	650.00	1,889.17	390.64%
500210 · Hall of Fame	0.00				0.00			
500220 · Honorarium	4,560.00	1,100.00	3,460.00	414.55%	1,005.00	1,100.00	(95.00)	91.36%
500240 · Hotel	24,412.93	5,062.00	19,350.93	482.28%	81,855.20	11,600.00	70,255.20	705.65%
500280 · Insurance	0.00	8,394.15	(8,394.15)	0.0%	13,862.00	8,394.15	5,467.85	165.14%
500290 · Interest Expense	0.00				448.62			
500320 · Maintenance	0.00	150.00	(150.00)	0.0%	0.00	150.00	(150.00)	0.0%
500330 · Marketing	30,000.00	15,000.00	15,000.00	200.0%	0.00	15,000.00	(15,000.00)	0.0%
500340 · Meals	5,672.13	140.00	5,532.13	4,051.52%	36.08	215.00	(178.92)	16.78%
500350 · Media / Public Relations	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
500360 · Miscellaneous	589.47	50.00	539.47	1,178.94%	8,217.91	7,550.00	667.91	108.85%
500400 · Payroll Expenses	75,676.12	61,414.70	14,261.42	123.22%	67,176.04	61,414.70	5,761.34	109.38%
500420 · Per Diem	17,409.00	1,884.00	15,525.00	924.05%	3,097.00	4,277.00	(1,180.00)	72.41%
500430 · Prior Year Adjustments	0.00				0.00			
500440 · Phone	97.18	969.40	(872.22)	10.03%	2,444.27	969.40	1,474.87	252.14%
500460 · Postage	0.00	352.00	(352.00)	0.0%	1,043.83	352.00	691.83	296.54%
500480 · Printing	0.00	120.00	(120.00)	0.0%	1,095.70	120.00	975.70	913.08%
500500 · Promotion	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
500520 · Rebates	3,596.00	15,898.00	(12,302.00)	22.62%	0.00	0.00	0.00	0.0%
500540 · Rent	32,107.01	5,650.00	26,457.01	568.27%	41,963.30	2,300.00	39,663.30	1,824.49%
500550 · Venue Decorator	0.00	0.00	0.00	0.0%	10,731.20	0.00	10,731.20	100.0%
500560 · Services - Professional	15,603.67	28,390.00	(12,786.33)	54.96%	25,322.19	33,840.00	(8,517.81)	74.83%
500600 · Supply	5,399.08	4,622.95	776.13	116.79%	12,468.87	934.00	11,534.87	1,335.0%
500620 · Trophies - Engrave & Repair	0.00				0.00			
500650 · Utilities	0.00				0.00			
66900 · Reconciliation Discrepancies	(82,434.17)				5,644.18			
69800 · Uncategorized Expenses	0.00				140.20			
699000 · Waiver	0.00				0.00			
Total Expense	212,349.86	202,385.56	9,964.30	104.92%	386,660.06	194,713.90	191,946.16	198.58%
Net Income	739,229.13	396,256.77	342,972.36	186.55%	152,571.37	37,424.92	115,146.45	407.67%

United States Fencing Association
Profit Loss - Budget vs. Actual
August 1, 2009 - January 31, 2010

	Oct 09	Budget	\$ Over Budget	% of Budget	Nov 09	Budget	\$ Over Budget	% of Budget
Income								
410000 · Membership Dues	173,889.82	137,365.07	36,524.75	126.59%	98,087.00	99,174.68	(1,087.68)	98.9%
410100 · National Registration	143,740.00	204,000.00	(60,260.00)	70.46%	180,407.64	154,275.00	26,132.64	116.94%
410200 · International Registration Fees	8,050.00	4,000.00	4,050.00	201.25%	7,172.00	4,000.00	3,172.00	179.3%
410300 · Insurance Revenue	5,690.00	25,713.33	(20,023.33)	22.13%	4,770.00	18,753.33	(13,983.33)	25.44%
410400 · Marketing Revenue	9,735.35	12,170.42	(2,435.07)	79.99%	4,770.69	19,035.42	(14,264.73)	25.06%
410500 · Donations	3,500.50	540.00	2,960.50	648.24%	1,272.17	920.00	352.17	138.28%
410600 · Miscellaneous Revenue	3,579.78	4,000.00	(420.22)	89.5%	318.25	0.00	318.25	100.0%
410700 · USOC	(78,500.00)	600.00	(79,100.00)	(13,083.33%)	162,750.00	162,750.00	0.00	100.0%
410800 · USFF	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
410900 · Sanction Fees	3,322.00	2,500.00	822.00	132.88%	390.00	2,500.00	(2,110.00)	15.6%
411000 · Academic All American	0.00				30.00			
Total Income	273,007.45	390,888.82	(117,881.37)	69.84%	459,967.75	461,408.43	(1,440.68)	99.69%
Gross Profit	273,007.45	390,888.82	(117,881.37)	69.84%	459,967.75	461,408.43	(1,440.68)	99.69%
Expense								
500000 · Advance	(2,915.00)				0.00			
500020 · Air	40,653.97	41,234.00	(580.03)	98.59%	43,797.39	38,526.00	5,271.39	113.68%
500080 · Capital Expenditures	6,874.72	55,000.00	(48,125.28)	12.5%	0.00	14,000.00	(14,000.00)	0.0%
500100 · Administrative	11,302.52	6,567.65	4,734.87	172.09%	11,123.75	11,938.29	(814.54)	93.18%
500110 · American Fencing Magazine	20,148.87				0.00			
500130 · Dues and Fees	6,253.69	4,200.00	2,053.69	148.9%	11,411.37	4,200.00	7,211.37	271.7%
500140 · Equipment	0.00	1,180.00	(1,180.00)	0.0%	6,610.00	1,180.00	5,430.00	560.17%
500160 · Freight	4,680.30	4,675.00	5.30	100.11%	7,486.56	8,540.00	(1,053.44)	87.67%
500180 · Grants	0.00	6,500.00	(6,500.00)	0.0%	0.00	6,900.00	(6,900.00)	0.0%
500200 · Ground	6,365.45	6,648.00	(282.55)	95.75%	6,250.82	7,220.00	(969.18)	86.58%
500210 · Hall of Fame	0.00				260.00			
500220 · Honorarium	17,714.00	17,100.00	614.00	103.59%	20,915.00	20,200.00	715.00	103.54%
500240 · Hotel	47,183.42	29,280.00	17,903.42	161.15%	41,089.17	39,483.00	1,606.17	104.07%
500280 · Insurance	0.00	8,394.15	(8,394.15)	0.0%	0.00	8,394.15	(8,394.15)	0.0%
500290 · Interest Expense	428.85				856.43			
500320 · Maintenance	0.00	150.00	(150.00)	0.0%	0.00	150.00	(150.00)	0.0%
500330 · Marketing	420.75	30,000.00	(29,579.25)	1.4%	36,309.90	42,000.00	(5,690.10)	86.45%
500340 · Meals	21,254.17	17,766.00	3,488.17	119.63%	12,324.16	25,622.00	(13,297.84)	48.1%
500350 · Media / Public Relations	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
500360 · Miscellaneous	0.00	113,050.00	(113,050.00)	0.0%	18.38	22,650.00	(22,631.62)	0.08%
500400 · Payroll Expenses	84,285.78	68,727.21	15,558.57	122.64%	69,091.76	68,727.21	364.55	100.53%
500420 · Per Diem	8,091.00	8,246.00	(155.00)	98.12%	12,559.00	14,446.00	(1,887.00)	86.94%
500430 · Prior Year Adjustments	0.00				0.00			
500440 · Phone	4,325.66	989.40	3,336.26	437.2%	3,976.16	1,032.64	2,943.52	385.05%
500460 · Postage	637.99	352.00	285.99	181.25%	553.06	352.00	201.06	157.12%
500480 · Printing	6,044.58	21,120.00	(15,075.42)	28.62%	28.56	120.00	(91.44)	23.8%
500500 · Promotion	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
500520 · Rebates	12,096.00	15,898.00	(3,802.00)	76.09%	(23,673.63)	0.00	(23,673.63)	100.0%
500540 · Rent	26,583.41	15,100.00	11,483.41	176.05%	3,347.97	19,550.00	(16,202.03)	17.13%
500550 · Venue Decorator	15,048.79	14,000.00	1,048.79	107.49%	11,614.00	16,000.00	(4,386.00)	72.59%
500560 · Services - Professional	34,280.14	31,640.00	2,640.14	108.34%	75,692.84	28,740.00	46,952.84	263.37%
500600 · Supply	9,424.80	804.00	8,620.80	1,172.24%	8,899.00	1,354.00	7,545.00	657.24%
500620 · Trophies - Engrave & Repair	0.00				0.00			
500650 · Utilities	0.00				0.00			
66900 · Reconciliation Discrepancies	8,669.73				0.00			
69800 · Uncategorized Expenses	0.00				0.00			
69900 · Waiver	480.00				0.00			
Total Expense	390,333.59	518,621.41	(128,287.82)	75.26%	360,541.65	401,325.29	(40,783.64)	89.84%
Net Income	(117,326.14)	(127,732.59)	10,406.45	91.85%	99,426.10	60,083.14	39,342.96	165.48%

United States Fencing Association
Profit Loss - Budget vs. Actual
August 1, 2009 - January 31, 2010

	Dec 09	Budget	\$ Over Budget	% of Budget	Jan 10	Budget	\$ Over Budget	% of Budget
Income								
410000 · Membership Dues	104,318.00	58,013.06	46,304.94	179.82%	207,081.73	59,013.06	148,068.67	350.91%
410100 · National Registration	17,647.00	142,525.00	(124,878.00)	12.38%	112,338.34	104,550.00	7,788.34	107.45%
410200 · International Registration Fees	0.90	4,000.00	(3,999.10)	0.02%	3,260.00	4,000.00	(740.00)	81.5%
410300 · Insurance Revenue	50.00	11,013.88	(10,963.88)	0.45%	1,425.00	11,013.88	(9,588.88)	12.94%
410400 · Marketing Revenue	35,329.11	30,865.42	4,463.69	114.46%	44,931.65	66,590.42	(21,658.77)	67.48%
410500 · Donations	353.00	1,520.00	(1,167.00)	23.22%	795.00	445.00	350.00	178.65%
410600 · Miscellaneous Revenue	11,102.00	0.00	11,102.00	100.0%	1,353.00	0.00	1,353.00	100.0%
410700 · USOC	3,400.00	600.00	2,800.00	566.67%	(12,053.12)	600.00	(12,653.12)	(2,008.85%)
410800 · USFF	1,652.00	0.00	1,652.00	100.0%	0.00			
410900 · Sanction Fees	0.00	1,500.00	(1,500.00)	0.0%	1,305.00	2,500.00	(1,195.00)	52.2%
411000 · Academic All American	30.00				3,750.00			
Total Income	173,882.01	250,037.36	(76,155.35)	69.54%	364,186.60	248,712.36	115,474.24	146.43%
Gross Profit	173,882.01	250,037.36	(76,155.35)	69.54%	364,186.60	248,712.36	115,474.24	146.43%
Expense								
500000 · Advance	5,789.04				9,023.00			
500020 · Air	64,922.66	32,860.00	32,062.66	197.57%	54,548.55	40,825.00	13,723.55	133.62%
500080 · Capital Expenditures	207.00	0.00	207.00	100.0%	0.00			
500100 · Administrative	6,090.31	10,520.15	(4,429.84)	57.89%	5,672.01	10,839.15	(5,167.14)	52.33%
500110 · American Fencing Magazine	0.00				23,148.09			
500130 · Dues and Fees	12,589.49	4,200.00	8,389.49	299.75%	(8,625.12)	4,200.00	(12,825.12)	(205.36%)
500140 · Equipment	91.28	1,180.00	(1,088.72)	7.74%	1,126.98	1,180.00	(53.02)	95.51%
500160 · Freight	7,341.79	12,280.00	(4,938.21)	59.79%	15,785.89	10,970.00	4,815.89	143.99%
500180 · Grants	0.00	6,900.00	(6,900.00)	0.0%	0.00	6,900.00	(6,900.00)	0.0%
500200 · Ground	11,762.74	21,110.00	(9,347.26)	55.72%	7,762.51	26,093.00	(18,330.49)	29.75%
500210 · Hall of Fame	0.00				0.00	0.00	0.00	0.0%
500220 · Honorarium	21,350.00	13,000.00	8,350.00	164.23%	20,064.00	17,000.00	3,064.00	118.02%
500240 · Hotel	31,885.25	32,750.00	(864.75)	97.36%	58,304.38	36,000.00	22,304.38	161.96%
500280 · Insurance	5,583.00	8,394.15	(2,811.15)	66.51%	10,972.34	11,594.15	(621.81)	94.64%
500290 · Interest Expense	11.33				419.95			
500320 · Maintenance	0.00	150.00	(150.00)	0.0%	0.00	150.00	(150.00)	0.0%
500330 · Marketing	36,054.50	0.00	36,054.50	100.0%	0.00	0.00	0.00	0.0%
500340 · Meals	1,390.40	15,683.00	(14,292.60)	8.87%	16,585.24	20,721.00	(4,135.76)	80.04%
500350 · Media / Public Relations	0.00	0.00	0.00	0.0%	600.00			
500360 · Miscellaneous	(2,711.07)	10,050.00	(12,761.07)	(26.98%)	66.29	13,050.00	(12,983.71)	0.51%
500400 · Payroll Expenses	94,102.36	68,727.21	25,375.15	136.92%	57,360.11	100,283.06	(42,922.95)	57.2%
500420 · Per Diem	10,527.00	7,670.00	2,857.00	137.25%	14,446.70	11,444.50	3,002.20	126.23%
500430 · Prior Year Adjustments	0.00				(3,504.15)			
500440 · Phone	3,463.00	1,215.40	2,247.60	284.93%	2,590.47	1,169.40	1,421.07	221.52%
500460 · Postage	233.66	352.00	(118.34)	66.38%	187.31	352.00	(164.69)	53.21%
500480 · Printing	372.74	18,120.00	(17,747.26)	2.06%	0.00	120.00	(120.00)	0.0%
500500 · Promotion	0.00	0.00	0.00	0.0%	0.00			
500520 · Rebates	0.00	0.00	0.00	0.0%	0.00	15,899.00	(15,899.00)	0.0%
500540 · Rent	28,581.56	29,000.00	(418.44)	98.56%	22,354.19	18,850.00	3,504.19	118.59%
500550 · Venue Decorator	16,200.00	16,000.00	200.00	101.25%	67,408.61	22,000.00	45,408.61	306.4%
500560 · Services - Professional	22,171.33	26,640.00	(4,468.67)	83.23%	11,810.23	30,040.00	(18,229.77)	39.32%
500600 · Supply	12,107.16	1,255.00	10,852.16	964.71%	3,867.96	1,001.00	2,866.96	386.41%
500620 · Trophies - Engrave & Repair	0.00				0.00	0.00	0.00	0.0%
500650 · Utilities	159.26				217.77			
66900 · Reconciliation Discrepancies	0.00				0.00			
69800 · Uncategorized Expenses	0.00				0.00			
69900 · Waiver	0.00				0.00			
Total Expense	390,275.79	338,056.91	52,218.88	115.45%	392,193.31	400,681.26	(8,487.95)	97.88%
Net Income	(216,393.78)	(88,019.55)	(128,374.23)	245.85%	(28,006.71)	(151,968.90)	123,962.19	18.43%

United States Fencing Association
Profit Loss - Budget vs. Actual
August 1, 2009 - January 31, 2010

	<u>Aug'09 - Jan 10</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
410000 · Membership Dues	1,149,134.68	668,133.88	481,000.80	171.99%
410100 · National Registration	946,117.25	842,350.00	103,767.25	112.32%
410200 · International Registration Fees	64,695.40	16,000.00	48,695.40	404.35%
410300 · Insurance Revenue	121,590.00	125,400.72	(3,810.72)	96.96%
410400 · Marketing Revenue	110,462.88	186,432.52	(75,969.64)	59.25%
410500 · Donations	9,802.33	5,385.00	4,417.33	182.03%
410600 · Miscellaneous Revenue	34,911.81	4,000.00	30,911.81	872.8%
410700 · USOC	241,046.88	250,900.00	(9,853.12)	96.07%
410800 · USFF	74,878.00	74,226.00	652.00	100.88%
410900 · Sanction Fees	5,405.00	9,000.00	(3,595.00)	60.06%
411000 · Academic All American	3,810.00			
Total Income	<u>2,761,854.23</u>	<u>2,181,828.12</u>	<u>580,026.11</u>	<u>126.58%</u>
Gross Profit	2,761,854.23	2,181,828.12	580,026.11	126.58%
Expense				
500000 · Advance	12,697.04			
500020 · Air	316,042.41	189,349.00	126,693.41	166.91%
500080 · Capital Expenditures	7,081.72	79,000.00	(71,918.28)	8.96%
500100 · Administrative	59,404.25	67,747.25	(8,343.00)	87.69%
500110 · American Fencing Magazine	43,296.96			
500130 · Dues and Fees	49,905.52	24,600.00	25,305.52	202.87%
500140 · Equipment	9,421.59	6,080.00	3,341.59	154.96%
500160 · Freight	39,161.14	37,655.00	1,506.14	104.0%
500180 · Grants	0.00	40,200.00	(40,200.00)	0.0%
500200 · Ground	50,039.91	63,621.00	(13,581.09)	78.65%
500210 · Hall of Fame	260.00	0.00	260.00	100.0%
500220 · Honorarium	85,608.00	69,500.00	16,108.00	123.18%
500240 · Hotel	284,730.35	154,175.00	130,555.35	184.68%
500280 · Insurance	30,417.34	53,564.90	(23,147.56)	56.79%
500290 · Interest Expense	2,165.18			
500320 · Maintenance	0.00	900.00	(900.00)	0.0%
500330 · Marketing	102,785.15	102,000.00	785.15	100.77%
500340 · Meals	57,262.18	80,147.00	(22,884.82)	71.45%
500350 · Media / Public Relations	600.00	0.00	600.00	100.0%
500360 · Miscellaneous	6,180.98	166,400.00	(160,219.02)	3.72%
500400 · Payroll Expenses	447,692.17	429,294.09	18,398.08	104.29%
500420 · Per Diem	66,129.70	47,967.50	18,162.20	137.86%
500430 · Prior Year Adjustments	(3,504.15)			
500440 · Phone	16,896.74	6,345.64	10,551.10	266.27%
500460 · Postage	2,655.85	2,112.00	543.85	125.75%
500480 · Printing	7,541.58	39,720.00	(32,178.42)	18.99%
500500 · Promotion	0.00	0.00	0.00	0.0%
500520 · Rebates	(7,981.63)	47,695.00	(55,676.63)	(16.74%)
500540 · Rent	154,937.44	90,450.00	64,487.44	171.3%
500550 · Venue Decorator	121,002.60	68,000.00	53,002.60	177.95%
500560 · Services - Professional	184,880.40	179,290.00	5,590.40	103.12%
500600 · Supply	52,166.87	9,970.95	42,195.92	523.19%
500620 · Trophies - Engrave & Repair	0.00	0.00	0.00	0.0%
500650 · Utilities	377.03			
66900 · Reconciliation Discrepancies	(68,120.26)			
69800 · Uncategorized Expenses	140.20			
699000 · Waiver	480.00			
Total Expense	<u>2,132,354.26</u>	<u>2,055,784.33</u>	<u>76,569.93</u>	<u>103.73%</u>
Net Income	<u>629,499.97</u>	<u>126,043.79</u>	<u>503,456.18</u>	<u>499.43%</u>