

Row #		2007/2008 Budgeted Revenue	2007/2008 Budgeted Expense	2007/2008 Budgeted Net	2007/2008 Actual Revenue	2007/2008 Actual Expense	2007/2008 Actual Net	2008/2009 Budgeted Revenue	2008/2009 Budgeted Expense	2008/2009 Net
1	<b>Member Services</b>									
2	<b>Total Coaching Development</b>	\$0.00	\$6,000.00	(\$6,000.00)	\$0.00	\$5,928.48	(\$5,928.48)	\$45,050.00	\$50,050.00	(\$5,000.00)
3	<b>Total FOC Admin &amp; Ref Development</b>	\$0.00	\$13,000.00	(\$13,000.00)	\$0.00	\$11,890.04	(\$11,890.04)	\$0.00	\$9,475.00	(\$9,475.00)
4	<b>General Administration</b>									
5	Merchandise	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$12,300.00	\$0.00	\$12,300.00
6	USOC Joint Marketing	\$75,000.00	\$0.00	\$75,000.00	\$61,000.00	\$0.00	\$61,000.00	\$72,000.00	\$0.00	\$72,000.00
7	Donations	\$19,000.00	\$0.00	\$19,000.00	\$25,795.26	\$0.00	\$25,795.26	\$15,200.00	\$0.00	\$15,200.00
8	Miscellaneous	\$185,100.00	\$0.00	\$185,100.00	\$296,898.70	\$0.00	\$296,898.70	\$5,750.00	\$0.00	\$5,750.00
9	USFF Administrative Fee	\$1,000.00	\$0.00	\$1,000.00	\$1,028.27	\$0.00	\$1,028.27	\$1,000.00	\$0.00	\$1,000.00
10	General Office Administration/Salaries/Supplies	\$0.00	\$280,900.00	(\$280,900.00)	\$0.00	\$344,767.30	(\$344,767.30)	\$22,000.00	\$352,530.00	(\$330,530.00)
11	<b>Total General Administration</b>	\$280,100.00	\$280,900.00	(\$800.00)	\$384,722.23	\$344,767.30	\$39,954.93	\$128,250.00	\$352,530.00	(\$224,280.00)
12	<b>Media</b>									
13	American Fencing Magazine	\$111,000.00	\$100,000.00	\$11,000.00	\$112,367.44	\$63,378.87	\$48,988.57	\$100,850.00	\$60,150.00	\$40,700.00
14	Media/Marketing Admin	\$0.00	\$55,000.00	(\$55,000.00)	\$0.00	\$50,314.33	(\$50,314.33)	\$0.00	\$50,950.00	(\$50,950.00)
15	Merchandise Contracts	\$9,000.00	\$6,000.00	\$3,000.00	\$11,910.50	\$6,424.57	\$5,485.93	\$0.00	\$1,550.00	(\$1,550.00)
16	Sponsorship Fulfillment	\$58,500.00	\$3,000.00	\$55,500.00	\$96,641.05	\$50,748.00	\$45,893.05	\$7,000.00	\$17,500.00	(\$10,500.00)
17	<b>Total Media</b>	\$178,500.00	\$161,000.00	\$17,500.00	\$220,918.99	\$170,865.77	\$50,053.22	\$107,850.00	\$130,150.00	(\$22,300.00)
18	<b>Membership Services</b>									
19	Membership Dues	\$986,500.00	\$0.00	\$986,500.00	\$1,002,999.37	\$0.00	\$1,002,999.37	\$1,146,750.00	\$0.00	\$1,146,750.00
20	Insurance	\$160,000.00	\$114,000.00	\$46,000.00	\$125,445.00	\$39,937.93	\$85,507.07	\$76,000.00	\$47,000.00	\$29,000.00
21	Lists/Labels	\$4,000.00	\$0.00	\$4,000.00	\$3,699.71	\$0.00	\$3,699.71	\$2,000.00	\$0.00	\$2,000.00
22	Online Registration Fees & Credit Card Processing	\$0.00	\$10,000.00	(\$10,000.00)	\$31,835.00	\$1,003.08	\$30,831.92	\$25,000.00	\$56,000.00	(\$31,000.00)
23	Technology Capital Expenditures	\$0.00	\$3,000.00	(\$3,000.00)	\$0.00	\$0.00	\$0.00	\$0.00	\$75,000.00	(\$75,000.00)
24	Club Development Grants	\$0.00	\$7,000.00	(\$7,000.00)	\$0.00	\$5,000.00	(\$5,000.00)	\$0.00	\$10,000.00	(\$10,000.00)
25	Rebates to Div/Sec	\$0.00	\$63,000.00	(\$63,000.00)	\$0.00	\$64,263.00	(\$64,263.00)	\$0.00	\$64,000.00	(\$64,000.00)
26	Salaries and Staff Expenses	\$0.00	\$96,000.00	(\$96,000.00)	\$0.00	\$224,180.53	(\$224,180.53)	\$0.00	\$150,050.00	(\$150,050.00)
27	Internal Administrative Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$6,195.28	(\$6,195.28)	\$0.00	\$17,100.00	(\$17,100.00)
28	<b>Total Membership Services</b>	\$1,150,500.00	\$293,000.00	\$857,500.00	\$1,163,979.08	\$340,579.82	\$823,399.26	\$1,249,750.00	\$419,150.00	\$830,600.00
29	<b>Volunteer Administration</b>									
30	Athlete Directors to Board Mtg	\$0.00	\$8,000.00	(\$8,000.00)	\$0.00	\$645.30	(\$645.30)	\$0.00	\$4,150.00	(\$4,150.00)
31	Board of Directors	\$0.00	\$8,000.00	(\$8,000.00)	\$0.00	\$5,167.64	(\$5,167.64)	\$0.00	\$3,150.00	(\$3,150.00)
32	Director Officer Liability Ins	\$0.00	\$6,000.00	(\$6,000.00)	\$0.00	\$2,360.00	(\$2,360.00)	\$0.00	\$2,500.00	(\$2,500.00)
33	Executive Committee	\$0.00	\$18,000.00	(\$18,000.00)	\$0.00	\$20,903.01	(\$20,903.01)	\$0.00	\$9,900.00	(\$9,900.00)
34	FIE International Influence	\$0.00	\$13,000.00	(\$13,000.00)	\$8,960.00	\$6,812.61	\$2,147.39	\$7,000.00	\$10,000.00	(\$3,000.00)
35	Hall of Fame	\$0.00	\$5,000.00	(\$5,000.00)	\$0.00	\$31,895.65	(\$31,895.65)	\$9,000.00	\$10,000.00	(\$1,000.00)
36	Legal Committee	\$0.00	\$2,500.00	(\$2,500.00)	\$0.00	\$2,527.26	(\$2,527.26)	\$0.00	\$5,100.00	(\$5,100.00)
37	Total Officers	\$0.00	\$23,000.00	(\$23,000.00)	\$0.00	\$2,891.46	(\$2,891.46)	\$0.00	\$3,550.00	(\$3,550.00)
38	USOC Relations	\$0.00	\$6,000.00	(\$6,000.00)	\$0.00	\$8,391.68	(\$8,391.68)	\$0.00	\$4,900.00	(\$4,900.00)
39	<b>Total Volunteer Administration</b>	\$0.00	\$89,500.00	(\$89,500.00)	\$8,960.00	\$81,594.61	(\$72,634.61)	\$16,000.00	\$53,250.00	(\$37,250.00)
40	<b>Total Member Services</b>	\$1,609,100.00	\$843,400.00	\$765,700.00	\$1,778,580.30	\$955,626.02	\$822,954.28	\$1,546,900.00	\$1,014,605.00	\$532,295.00

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41	<b>Tournament Services</b>									
42	<b>National Events</b>									
43	Junior Olympics	N/A	\$159,550.00	N/A	N/A	\$184,585.43	N/A	\$280,000.00	\$177,550.00	\$102,450.00
44	NAC A	N/A	\$157,700.00	N/A	N/A	\$116,206.27	N/A	\$178,000.00	\$176,750.00	\$1,250.00
45	NAC B	N/A	\$140,800.00	N/A	N/A	\$176,434.69	N/A	\$270,000.00	\$168,750.00	\$101,250.00
46	NAC C	N/A	\$151,300.00	N/A	N/A	\$152,390.37	N/A	\$175,000.00	\$135,760.00	\$39,240.00
47	NAC D	N/A	\$149,300.00	N/A	N/A	\$175,802.86	N/A	\$209,000.00	\$179,050.00	\$29,950.00
48	NAC E	N/A	\$148,300.00	N/A	N/A	\$198,544.68	N/A	\$210,000.00	\$176,725.00	\$33,275.00
49	NAC F	N/A	\$146,300.00	N/A	N/A	\$172,458.85	N/A	\$145,000.00	\$155,900.00	(\$10,900.00)
50	Summer Nationals	N/A	\$404,050.00	N/A	N/A	\$478,773.43	N/A	\$655,000.00	\$496,600.00	\$158,400.00
51	<b>Total National Events</b>	<b>\$1,696,000.00</b>	<b>\$1,457,300.00</b>	<b>\$238,700.00</b>	<b>\$1,821,927.00</b>	<b>\$1,655,196.58</b>	<b>\$166,730.42</b>	<b>\$2,122,000.00</b>	<b>\$1,667,085.00</b>	<b>\$454,915.00</b>
52	<b>Total National Events Administration</b>	\$0.00	<b>\$139,500.00</b>	<b>(\$139,500.00)</b>	\$0.00	<b>\$131,927.88</b>	<b>(\$131,927.88)</b>	\$0.00	<b>\$153,419.00</b>	<b>(\$153,419.00)</b>
53	<b>Total Tournament Committee</b>	\$0.00	<b>\$12,500.00</b>	<b>(\$12,500.00)</b>	\$0.00	<b>\$10,455.88</b>	<b>(\$10,455.88)</b>	\$0.00	<b>\$6,150.00</b>	<b>(\$6,150.00)</b>
54	<b>Total Tournament Equipment Repair</b>	\$0.00	<b>\$4,000.00</b>	<b>(\$4,000.00)</b>	\$0.00	<b>\$1,102.49</b>	<b>(\$1,102.49)</b>	\$0.00	<b>\$800.00</b>	<b>(\$800.00)</b>
56	<b>Total Tournament Services</b>	<b>\$1,696,000.00</b>	<b>\$1,613,300.00</b>	<b>\$82,700.00</b>	<b>\$1,821,927.00</b>	<b>\$1,798,682.83</b>	<b>\$23,244.17</b>	<b>\$2,122,000.00</b>	<b>\$1,827,454.00</b>	<b>\$294,546.00</b>

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57	<b>International</b>									
58	<b>International Office Admin</b>									
59	USOC Grant for HPD	\$30,000.00	\$66,000.00	(\$36,000.00)	\$30,000.00	\$60,364.97	(\$30,364.97)	\$30,000.00	\$0.00	\$30,000.00
60	High Performance Office Salaries, Travel, and Support	\$0.00	\$145,000.00	(\$145,000.00)	\$0.00	\$120,569.37	(\$120,569.37)	\$0.00	\$195,141.00	(\$195,141.00)
61	<b>Total International Office Admin</b>	<b>\$30,000.00</b>	<b>\$211,000.00</b>	<b>(\$181,000.00)</b>	<b>\$30,000.00</b>	<b>\$180,934.34</b>	<b>(\$150,934.34)</b>	<b>\$30,000.00</b>	<b>\$195,141.00</b>	<b>(\$165,141.00)</b>
62	<b>High Performance Advisory Committee</b>	\$0.00	\$10,000.00	(\$10,000.00)	\$0.00	\$8,774.83	(\$8,774.83)	\$0.00	\$500.00	(\$500.00)
63	<b>Junior Programs</b>									
64	Jr/Cdt World Championships	\$0.00	\$137,000.00	(\$137,000.00)	\$0.00	\$113,570.05	(\$113,570.05)	\$0.00	\$109,350.00	(\$109,350.00)
65	Total Performance Grants-Jr Int'l	\$0.00	\$50,000.00	(\$50,000.00)	\$0.00	\$58,835.00	(\$58,835.00)	\$0.00	\$30,000.00	(\$30,000.00)
66	Performance Grants-Youth & Cdt	\$0.00	\$10,000.00	(\$10,000.00)	\$0.00	\$1,742.07	(\$1,742.07)	\$0.00	\$5,000.00	(\$5,000.00)
67	<b>Total Junior Programs</b>	<b>\$0.00</b>	<b>\$197,000.00</b>	<b>(\$197,000.00)</b>	<b>\$0.00</b>	<b>\$174,147.12</b>	<b>(\$174,147.12)</b>	<b>\$0.00</b>	<b>\$144,350.00</b>	<b>(\$144,350.00)</b>
68	<b>Senior Programs</b>									
69	USFF Grant	\$72,000.00	\$0.00	\$72,000.00	\$75,000.00	\$0.00	\$75,000.00	\$78,440.00	\$0.00	\$78,440.00
70	Referees to World Cups	\$0.00	\$149,200.00	(\$149,200.00)	\$0.00	\$174,130.96	(\$174,130.96)	\$60,000.00	\$80,000.00	(\$20,000.00)
71	Elite Athlete Accounts	\$1,000.00	\$45,000.00	(\$44,000.00)	\$0.00	\$73,000.00	(\$73,000.00)	\$0.00	\$0.00	\$0.00
72	Olympic Team Prep	\$5,000.00	\$90,000.00	(\$85,000.00)	\$0.00	\$53,744.28	(\$53,744.28)	\$0.00	\$0.00	\$0.00
73	Total Pan Am Championships	\$0.00	\$3,000.00	(\$3,000.00)	\$0.00	(\$762.62)	\$762.62	\$600.00	\$10,600.00	(\$10,000.00)
74	Pan Am Zonal Qualifiers	\$0.00	\$10,000.00	(\$10,000.00)	\$0.00	\$30,944.67	(\$30,944.67)	\$0.00	\$0.00	\$0.00
75	Performance Grants-Sr Int'l	\$0.00	\$50,000.00	(\$50,000.00)	\$383.82	\$110,090.00	(\$109,706.18)	\$0.00	\$60,000.00	(\$60,000.00)
76	Senior World Cup	\$79,000.00	\$79,000.00	\$0.00	\$49,329.23	\$171,172.09	(\$121,842.86)	\$54,240.00	\$68,100.00	(\$13,860.00)
77	Sr World Championships	\$0.00	\$115,000.00	(\$115,000.00)	\$0.00	\$155,190.44	(\$155,190.44)	\$8,860.00	\$15,000.00	(\$6,140.00)
78	World University Games	\$0.00	\$3,000.00	(\$3,000.00)	\$0.00	\$7,602.13	(\$7,602.13)	\$0.00	\$5,000.00	(\$5,000.00)
79	World Vet Championships	\$0.00	\$1,000.00	(\$1,000.00)	\$0.00	\$292.88	(\$292.88)	\$0.00	\$5,300.00	(\$5,300.00)
80	<b>Total Seniors Programs</b>	<b>\$157,000.00</b>	<b>\$545,200.00</b>	<b>(\$388,200.00)</b>	<b>\$124,713.05</b>	<b>\$775,404.83</b>	<b>(\$650,691.78)</b>	<b>\$202,140.00</b>	<b>\$244,000.00</b>	<b>(\$41,860.00)</b>
81	<b>Weapons Squads</b>									
82	Total Men's Epee Squad	N/A	\$122,333.33	(\$122,333.33)	N/A	\$115,247.82	(\$115,247.82)	\$40,000.00	\$50,000.00	(\$10,000.00)
83	Total Men's Foil Squad	N/A	\$97,333.33	(\$97,333.33)	N/A	\$130,525.33	(\$130,525.33)	\$40,000.00	\$50,000.00	(\$10,000.00)
84	Total Men's Sabre Squad	N/A	\$132,333.34	(\$132,333.34)	N/A	\$190,933.65	(\$190,933.65)	\$80,000.00	\$100,000.00	(\$20,000.00)
85	Total Wheelchair Fencing	N/A	\$41,000.00	(\$41,000.00)	N/A	\$33,493.85	(\$33,493.85)	\$35,000.00	\$36,000.00	(\$1,000.00)
86	Total Women's Epee Squad	N/A	\$77,333.33	(\$77,333.33)	N/A	\$68,507.59	(\$68,507.59)	\$40,000.00	\$50,000.00	(\$10,000.00)
87	Total Women's Foil Squad	N/A	\$122,333.33	(\$122,333.33)	N/A	\$137,179.39	(\$137,179.39)	\$40,000.00	\$50,000.00	(\$10,000.00)
88	Total Women's Saber Squad	N/A	\$182,333.34	(\$182,333.34)	N/A	\$208,566.40	(\$208,566.40)	\$80,000.00	\$100,000.00	(\$20,000.00)
89	<b>Total Weapons Squads</b>	<b>\$696,000.00</b>	<b>\$775,000.00</b>	<b>(\$79,000.00)</b>	<b>\$841,528.25</b>	<b>\$884,454.02</b>	<b>(\$42,925.77)</b>	<b>\$355,000.00</b>	<b>\$436,000.00</b>	<b>(\$81,000.00)</b>
90	<b>Total International</b>	<b>\$883,000.00</b>	<b>\$1,738,200.00</b>	<b>(\$855,200.00)</b>	<b>\$996,241.30</b>	<b>\$2,023,715.14</b>	<b>(\$1,027,473.84)</b>	<b>\$587,140.00</b>	<b>\$1,019,991.00</b>	<b>(\$432,851.00)</b>
91	<b>Grand Total</b>	<b>\$4,188,100.00</b>	<b>\$4,194,900.00</b>	<b>(\$6,800.00)</b>	<b>\$4,596,748.60</b>	<b>\$4,778,023.99</b>	<b>(\$181,275.39)</b>	<b>\$4,256,040.00</b>	<b>\$3,862,050.00</b>	<b>\$393,990.00</b>