

USA Fencing August 1, 2011 through May 31, 2012				Budget August 1, 2011 through May 31 2012			Variance YTD
Row #	Revenue	Expense	Net	Revenue	Expense	Net	
1 Member Services							
2 Membership							
3 Club Development Grants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4 Coaches College	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5 Insurance	\$ 148,750.00	\$ 31,442.73	\$ 117,307.27	\$ 151,634.30	\$ 29,166.66	\$ 122,467.64	\$ (5,160.37)
6 Membership Revenue	\$ 957,160.88	\$ -	\$ 957,160.88	\$ 1,061,836.55	\$ -	\$ 1,061,836.55	\$ (104,675.67)
7 Online Registration Fees	\$ -	\$ 70,659.11	\$ (70,659.11)	\$ -	\$ 60,596.70	\$ (60,596.70)	\$ (10,062.41)
8 Rebates to Divs/Secs	\$ -	\$ 34,611.00	\$ (34,611.00)	\$ -	\$ 56,950.00	\$ (56,950.00)	\$ 22,339.00
9 USFF Administrative Fee	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10 Operational/Administrative Fees	\$ 8,517.76	\$ 35,074.79	\$ (26,557.03)	\$ 9,025.75	\$ 37,895.73	\$ (28,869.98)	\$ 2,312.95
11 Staff Salaries/Expenses	\$ -	\$ 116,262.93	\$ (116,262.93)	\$ -	\$ 133,206.86	\$ (133,206.86)	\$ 16,943.93
12 Total Membership	\$ 1,114,428.64	\$ 288,050.56	\$ 826,378.08	\$ 1,222,496.60	\$ 317,815.95	\$ 904,680.65	\$ (78,302.57)
13							
14 Executive Director							
15 Staff Salaries/Expenses	\$ -	\$ 211,980.27	\$ (211,980.27)	\$ -	\$ 204,131.46	\$ (204,131.46)	\$ (7,848.81)
16 Executive Director Search	\$ -	\$ 15,000.00	\$ (15,000.00)	\$ -	\$ -	\$ -	\$ (15,000.00)
17 Total Executive Director	\$ -	\$ 226,980.27	\$ (226,980.27)	\$ -	\$ 204,131.46	\$ (204,131.46)	\$ (22,848.81)
18							
19 Administrative							
20 Insurance, Supplies, CC Fees, Etc.	\$ 4,023.28	\$ 222,832.08	\$ (218,808.80)	\$ -	\$ 215,850.10	\$ (215,850.10)	\$ (2,958.70)
21 Staff Salaries/Expenses	\$ -	\$ 128,193.26	\$ (128,193.26)	\$ -	\$ 142,066.10	\$ (142,066.10)	\$ 13,872.84
22 USFF Grant	\$ 63,000.00	\$ -	\$ 63,000.00	\$ 62,000.00	\$ -	\$ 62,000.00	\$ 1,000.00
23 Total Administrative	\$ 67,023.28	\$ 351,025.34	\$ (284,002.06)	\$ 62,000.00	\$ 357,916.20	\$ (295,916.20)	\$ 11,914.14
24							
24 Volunteer Administration							
25 BOD	\$ 6,943.90	\$ 23,853.44	\$ (16,909.54)	\$ -	\$ 20,833.30	\$ (20,833.30)	\$ 3,923.76
26 Elections	\$ -	\$ 8,487.75	\$ (8,487.75)	\$ -	\$ 5,000.00	\$ (5,000.00)	\$ (3,487.75)
27 FIE International Influence	\$ 23,093.48	\$ 92,060.14	\$ (68,966.66)	\$ 50,000.00	\$ 91,666.70	\$ (41,666.70)	\$ (27,299.96)
28 FOC	\$ 6,987.79	\$ 9,759.31	\$ (2,771.52)	\$ 8,333.30	\$ 20,833.30	\$ (12,500.00)	\$ 9,728.48
29 Legal Committee	\$ -	\$ -	\$ -	\$ -	\$ 3,333.30	\$ (3,333.30)	\$ 3,333.30
30 Sport Science	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
31 Tech Committee (armorers)	\$ -	\$ -	\$ -	\$ -	\$ 4,166.70	\$ (4,166.70)	\$ 4,166.70
32 Tournament Committee	\$ -	\$ 772.12	\$ (772.12)	\$ -	\$ 6,250.00	\$ (6,250.00)	\$ 5,477.88
33 ROC	\$ -	\$ -	\$ -	\$ -	\$ 1,250.00	\$ (1,250.00)	\$ 1,250.00
34 Total Volunteer Administration	\$ 37,025.17	\$ 134,932.76	\$ (97,907.59)	\$ 58,333.30	\$ 153,333.30	\$ (95,000.00)	\$ (2,907.59)
35							
36 Event Services							
37 National Events							
38 NAC A - Richmond	\$ 260,772.10	\$ 174,541.01	\$ 86,231.09	\$ 230,000.00	\$ 144,974.00	\$ 85,026.00	\$ 1,205.09
39 NAC B - Austin	\$ 285,149.66	\$ 183,282.16	\$ 101,867.50	\$ 261,000.00	\$ 126,184.00	\$ 134,816.00	\$ (32,948.50)
40 Dec NAC - Kansas City	\$ 225,136.79	\$ 171,865.45	\$ 53,271.34	\$ 226,000.00	\$ 141,570.00	\$ 84,430.00	\$ (31,158.66)
42 NAC D - Portland	\$ 219,720.05	\$ 178,632.63	\$ 41,087.42	\$ 222,000.00	\$ 149,625.00	\$ 72,375.00	\$ (31,287.58)
43 NAC E - Cincinnati	\$ 234,116.19	\$ 144,710.58	\$ 89,405.61	\$ 203,000.00	\$ 132,231.00	\$ 70,769.00	\$ 18,636.61
44 NAC F - Virginia Beach	\$ 217,124.44	\$ 164,759.51	\$ 52,364.93	\$ 212,000.00	\$ 142,296.00	\$ 69,704.00	\$ (17,339.07)
45 Junior Olympics	\$ 283,132.20	\$ 187,555.52	\$ 95,576.68	\$ 250,000.00	\$ 154,504.00	\$ 95,496.00	\$ 80.68
46 Summer Nationals Anaheim	\$ 28,192.98	\$ 27,972.98	\$ 220.00	\$ -	\$ -	\$ -	\$ 220.00
47 RYC, SYC, ROC Sanction Revenue	\$ 54,627.01	\$ -	\$ 54,627.01	\$ 38,000.00	\$ 1,700.00	\$ 36,300.00	\$ 18,327.01
48 Sub-Total National Events:	\$ 1,807,971.42	\$ 1,233,319.84	\$ 574,651.58	\$ 1,642,000.00	\$ 993,084.00	\$ 648,916.00	\$ (74,264.42)
49 Staff Salaries/Expenses	\$ -	\$ 131,864.70	\$ (131,864.70)	\$ -	\$ 123,910.99	\$ (123,910.99)	\$ (7,953.71)
50 Events Administration	\$ 1,311.27	\$ 90,077.36	\$ (88,766.09)	\$ -	\$ 57,666.70	\$ (57,666.70)	\$ (31,099.39)
51 Total National Events:	\$ 1,809,282.69	\$ 1,455,261.90	\$ 354,020.79	\$ 1,642,000.00	\$ 1,174,661.69	\$ 467,338.31	\$ (113,317.52)
52							
53 Business Development							
54 Marketing / Media							
55 American Fencing Magazine	\$ 16,051.00	\$ 48,587.53	\$ (32,536.53)	\$ 26,025.00	\$ 42,825.00	\$ (16,800.00)	\$ (15,736.53)
56 Marketing / Bus. Development	\$ 230,118.74	\$ -	\$ 230,118.74	\$ 247,937.50	\$ -	\$ 247,937.50	\$ (17,818.76)
57 Media/Marketing Admin	\$ -	\$ 19,416.00	\$ (19,416.00)	\$ -	\$ 16,666.70	\$ (16,666.70)	\$ (2,749.30)
58 Staff Salaries/Expenses	\$ -	\$ 68,802.77	\$ (68,802.77)	\$ -	\$ 116,252.95	\$ (116,252.95)	\$ 47,450.18
59 Merchandise	\$ 7,267.21	\$ -	\$ 7,267.21	\$ 32,500.00	\$ 19,500.00	\$ 13,000.00	\$ (5,732.79)
60 Donations	\$ 19,616.71	\$ 4,300.05	\$ 15,316.66	\$ 58,333.30	\$ 41,666.70	\$ 16,666.60	\$ (1,349.94)
61 Sponsorship Fulfillment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
62 Total Business Development	\$ 273,053.66	\$ 141,106.35	\$ 131,947.31	\$ 364,795.80	\$ 236,911.35	\$ 127,884.45	\$ 4,062.86
63							
64 Summer Programs							
65 Coaching Development Program	\$ 9,908.24	\$ 21,046.38	\$ (11,138.14)	\$ -	\$ -	\$ -	\$ (11,138.14)
66 Future Stars	\$ -	\$ -	\$ -	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ 20,000.00
67 Total Summer Programs	\$ 9,908.24	\$ 21,046.38	\$ (11,138.14)	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ 8,861.86
68							

Row #	USA Fencing August 1, 2011 through May 31, 2012			Budget August 1, 2011 through May 31 2012			Variance YTD
	Revenue	Expense	Net	Revenue	Expense	Net	
1 Member Services							
69 International							
70 International Office Admin	\$ 27,751.13	\$ 199,605.70	\$ (171,854.57)	\$ 56,500.00	\$ 52,820.55	\$ 3,679.45	\$ (175,534.02)
71 Staff Salaries/Expenses	\$	\$ 173,006.40	\$ (173,006.40)	\$ -	\$ 186,478.12	\$ (186,478.12)	\$ 13,471.72
72 Total International Admin:	\$ 27,751.13	\$ 372,612.10	\$ (344,860.97)	\$ 56,500.00	\$ 239,298.67	\$ (182,798.67)	\$ (162,062.30)
73							
74 Junior Programs							
75 Referees to World Cups	\$ 62,532.12	\$ 112,526.55	\$ (49,994.43)	\$ 55,800.00	\$ 90,000.00	\$ (34,200.00)	\$ (15,794.43)
76 Pan Am Youth Cancun	\$ 6,870.06	\$ 8,513.73	\$ (1,643.67)	\$ -	\$ -	\$ -	\$ (1,643.67)
77 Jr/Cdt World Championships	\$ 1,476.99	\$ 156,185.19	\$ (154,708.20)	\$ -	\$ 200,000.00	\$ (200,000.00)	\$ 45,291.80
78 Jr World Cups	\$ 41,895.00	\$ 42,719.37	\$ (824.37)	\$ 41,895.00	\$ 48,000.00	\$ (6,105.00)	\$ 5,280.63
79 European Cadet Circuit	\$ 31,605.00	\$ 26,215.47	\$ 5,389.53	\$ 31,605.00	\$ 36,000.00	\$ (4,395.00)	\$ 9,784.53
80 Jr World Cup Phoenix	\$ 8,075.00	\$ 10,000.11	\$ (1,925.11)	\$ 10,000.00	\$ 18,000.00	\$ (8,000.00)	\$ 6,074.89
81 Total Junior Programs	\$ 152,454.17	\$ 356,160.42	\$ (203,706.25)	\$ 139,300.00	\$ 392,000.00	\$ (252,700.00)	\$ 48,993.75
82 Senior Programs							
83 Pan Am Games	\$ -	\$ 2,412.34	\$ (2,412.34)	\$ -	\$ 5,000.00	\$ (5,000.00)	\$ 2,587.66
84 2012 Team World Championships-Kiev	\$ -	\$ 22,621.47	\$ (22,621.47)	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ (2,621.47)
85 Pan Am Zonal Championship 2012-Mexico	\$ 977.94	\$ 977.94	\$ -	\$ -	\$ -	\$ -	\$ -
86 Sr World Championships 2011-Catania	\$	\$ 160,707.23	\$ (160,707.23)	\$ -	\$ 140,000.00	\$ (140,000.00)	\$ (20,707.23)
87 M/W Sabre Senior World Cup	\$ 5,531.78	\$ 5,603.64	\$ (71.86)	\$	\$ -	\$ -	\$ (71.86)
88 Olympic Prep	\$ -	\$ 16,836.23	\$ (16,836.23)	\$ -	\$ 110,666.68	\$ (110,666.68)	\$ 93,830.45
89 Performance Enhancement/Medical	\$	\$ 38,650.37	\$ (38,650.37)	\$ -	\$ 28,628.60	\$ (28,628.60)	\$ (10,021.77)
90 OTC/Resident Program	\$ 14,810.47	\$ 121,875.04	\$ (107,064.57)	\$ 8,333.30	\$ 55,000.00	\$ (46,666.70)	\$ (60,397.87)
91 Direct Athlete Support	\$ -	\$ 33,500.00	\$ (33,500.00)	\$ -	\$ -	\$ -	\$ (33,500.00)
92 Total Seniors Programs	\$ 21,320.19	\$ 403,184.26	\$ (381,864.07)	\$ 8,333.30	\$ 359,295.28	\$ (350,961.98)	\$ (30,902.09)
93 Veterans Programs							
94 World Vet Championships	\$ -	\$ 15,239.41	\$ (15,239.41)	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ 4,760.59
95 Total Veterans Programs	\$ -	\$ 15,239.41	\$ (15,239.41)	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ 4,760.59
96 Wheelchair Programs							
97 USOC HPP Grant - Wheelchair	\$	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
98 Wheelchair Internatonal	\$ 27,963.16	\$ 55,052.22	\$ (27,089.06)	\$ 25,000.00	\$ 40,000.00	\$ (15,000.00)	\$ (12,089.06)
99 Other Wheelchair	\$	\$ -	\$ -	\$	\$ -	\$ -	\$ -
100 Total Wheelchair	\$ 27,963.16	\$ 55,052.22	\$ (27,089.06)	\$ 25,000.00	\$ 40,000.00	\$ (15,000.00)	\$ (12,089.06)
101 Weapons Squads							
102 USOC HPP Grant							
103 Total Men's Epee Squad	\$ 70,703.42	\$ 88,804.86	\$ (18,101.44)	\$ 63,450.94	\$ 92,000.00	\$ (28,549.06)	\$ 10,447.62
104 Total Men's Foil Squad	\$ 106,448.02	\$ 95,545.91	\$ 10,902.11	\$ 86,020.32	\$ 100,833.30	\$ (14,812.98)	\$ 25,715.09
105 Total Men's Sabre Squad	\$ 107,378.46	\$ 124,198.66	\$ (16,820.20)	\$ 122,228.45	\$ 113,999.94	\$ 8,228.51	\$ (25,048.71)
106 Total Women's Epee Squad	\$ 66,742.76	\$ 61,139.54	\$ 5,603.22	\$ 79,485.63	\$ 70,000.00	\$ 9,485.63	\$ (3,882.41)
107 Total Women's Foil Squad	\$ 99,648.92	\$ 112,564.04	\$ (12,915.12)	\$ 104,124.38	\$ 112,833.30	\$ (8,708.92)	\$ (4,206.20)
108 Total Women's Sabre Squad	\$ 129,668.42	\$ 117,282.59	\$ 12,385.83	\$ 109,659.07	\$ 128,999.94	\$ (19,340.87)	\$ 31,726.70
109 Total Weapons Squads	\$ 580,590.00	\$ 599,535.60	\$ (18,945.60)	\$ 564,968.79	\$ 618,666.48	\$ (53,697.69)	\$ 34,752.09
110							
111 Total International	\$ 810,078.65	\$ 1,801,784.01	\$ (991,705.36)	\$ 794,102.09	\$ 1,669,260.43	\$ (875,158.34)	\$ (116,547.02)
112							
113 Grand Total	\$ 4,120,800.33	\$ 4,420,187.57	\$ (299,387.24)	\$ 4,143,727.79	\$ 4,134,030.38	\$ 9,697.41	\$ (309,084.65)

Row #	Projected June 1 through July 31, 2012			Projected August 1, 2011 through July 31, 2012			Budget August 1, 2011 through July 31, 2012			Variance	
	Revenue	Expense	Net	Revenue	Expense	Net	Revenue	Expense	Net		
1	Member Services										
2	Membership										
3											
4	Club Development Grants		\$ -	\$ -		\$ -	\$ -		\$ -	\$ -	
5	Coaches College	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
6	Insurance	\$ 1,515.70	\$ 5,833.34	\$ (4,317.64)	\$ 150,265.70	\$ 37,276.07	\$ 112,989.63	\$ 153,150.00	\$ 35,000.00	\$ 118,150.00	\$ (5,160.37)
7	Membership Revenue	\$ 234,810.34	\$ -	\$ 234,810.34	\$ 1,191,971.22	\$ -	\$ 1,191,971.22	\$ 1,165,000.00	\$ -	\$ 1,165,000.00	\$ 26,971.22
8	Online Registration Fees	\$ -	\$ 11,903.30	\$ (11,903.30)	\$ -	\$ 82,562.41	\$ (82,562.41)	\$ -	\$ 72,500.00	\$ (72,500.00)	\$ (10,062.41)
9	Rebates to Divs/Secs	\$ -	\$ 3,000.00	\$ (3,000.00)	\$ -	\$ 37,611.00	\$ (37,611.00)	\$ -	\$ 67,000.00	\$ (67,000.00)	\$ 29,389.00
10	USFF Administrative Fee	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,000.00	\$ -	\$ 1,000.00	\$ (1,000.00)
11	Operational/Administrative Fees	\$ 274.25	\$ 2,958.32	\$ (2,684.07)	\$ 8,792.01	\$ 38,033.11	\$ (29,241.10)	\$ 8,300.00	\$ 44,745.00	\$ (36,445.00)	\$ 7,203.90
12	Staff Salaries/Expenses	\$ -	\$ 24,640.22	\$ (24,640.22)	\$ -	\$ 140,903.15	\$ (140,903.15)	\$ -	\$ 161,571.28	\$ (161,571.28)	\$ 20,668.13
13	Total Membership	\$ 236,600.29	\$ 48,335.18	\$ 188,265.11	\$ 1,351,028.93	\$ 336,385.74	\$ 1,014,643.19	\$ 1,327,450.00	\$ 380,816.28	\$ 946,633.72	\$ 68,009.47
14	Executive Director										
15	Staff Salaries/Expenses	\$ -	\$ 37,576.97	\$ (37,576.97)	\$ -	\$ 249,557.24	\$ (249,557.24)	\$ -	\$ 251,116.09	\$ (251,116.09)	\$ 1,558.85
16	Executive Director Search	\$ -	\$ -	\$ -	\$ -	\$ 15,000.00	\$ (15,000.00)	\$ -	\$ -	\$ -	\$ (15,000.00)
17	Total Executive Director	\$ -	\$ 37,576.97	\$ (37,576.97)	\$ -	\$ 264,557.24	\$ (264,557.24)	\$ -	\$ 251,116.09	\$ (251,116.09)	\$ (13,441.15)
18	Administrative										
19	Insurance, Supplies, CC Fees, Etc.	\$ -	\$ 63,109.90	\$ (63,109.90)	\$ 4,023.28	\$ 285,941.98	\$ (281,918.70)	\$ -	\$ 292,020.00	\$ (292,020.00)	\$ 10,101.30
20	Staff Salaries/Expenses	\$ -	\$ 19,676.50	\$ (19,676.50)	\$ -	\$ 147,869.76	\$ (147,869.76)	\$ -	\$ 174,937.96	\$ (174,937.96)	\$ 27,068.20
21	USFF Grant	\$ -	\$ -	\$ -	\$ 63,000.00	\$ -	\$ 63,000.00	\$ 62,000.00	\$ -	\$ 62,000.00	\$ 1,000.00
22	Total Administrative	\$ -	\$ 82,786.40	\$ (82,786.40)	\$ 67,023.28	\$ 433,811.74	\$ (366,788.46)	\$ 62,000.00	\$ 466,957.96	\$ (404,957.96)	\$ 38,169.50
23	Volunteer Administration										
24	BOD	\$ -	\$ 4,166.70	\$ (4,166.70)	\$ 6,943.90	\$ 28,020.14	\$ (21,076.24)	\$ -	\$ 25,000.00	\$ (25,000.00)	\$ 3,923.76
25	Elections	\$ -	\$ -	\$ -	\$ -	\$ 8,487.75	\$ (8,487.75)	\$ -	\$ 10,000.00	\$ (10,000.00)	\$ 1,512.25
26	FIE International Influence	\$ -	\$ 2,000.00	\$ (2,000.00)	\$ 23,093.48	\$ 94,060.14	\$ (70,966.66)	\$ 50,000.00	\$ 95,000.00	\$ (45,000.00)	\$ (25,966.66)
27	FOC	\$ 1,666.70	\$ -	\$ 1,666.70	\$ 8,654.49	\$ 9,759.31	\$ (1,104.82)	\$ 10,000.00	\$ 25,000.00	\$ (15,000.00)	\$ 13,895.18
28	Legal Committee	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,000.00	\$ (4,000.00)	\$ 4,000.00
29	Sport Science	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
30	Tech Committee (armorers)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000.00	\$ (5,000.00)	\$ 5,000.00
31	Tournament Committee	\$ -	\$ -	\$ -	\$ -	\$ 772.12	\$ (772.12)	\$ -	\$ 7,500.00	\$ (7,500.00)	\$ 6,727.88
32	ROC	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,500.00	\$ (1,500.00)	\$ 1,500.00
33	Total Volunteer Administration	\$ 1,666.70	\$ 6,166.70	\$ (4,500.00)	\$ 38,691.87	\$ 141,099.46	\$ (102,407.59)	\$ 60,000.00	\$ 173,000.00	\$ (113,000.00)	\$ 10,592.41
34	Event Services										
35	National Events										
36	NAC A - Richmond	\$ -	\$ -	\$ -	\$ 260,772.10	\$ 174,541.01	\$ 86,231.09	\$ 230,000.00	\$ 123,474.00	\$ 106,526.00	\$ (20,294.91)
37	NAC B - Austin	\$ -	\$ -	\$ -	\$ 285,149.66	\$ 183,282.16	\$ 101,867.50	\$ 261,000.00	\$ 126,184.00	\$ 134,816.00	\$ (32,948.50)
38	Dec NAC - Kansas City	\$ -	\$ -	\$ -	\$ 225,136.79	\$ 171,865.45	\$ 53,271.34	\$ 226,000.00	\$ 141,570.00	\$ 84,430.00	\$ (31,158.66)
39	NAC D - Portland	\$ -	\$ -	\$ -	\$ 219,720.05	\$ 178,632.63	\$ 41,087.42	\$ 222,000.00	\$ 149,625.00	\$ 72,375.00	\$ (31,287.58)
40	NAC E - Cincinnati	\$ -	\$ -	\$ -	\$ 234,116.19	\$ 144,710.58	\$ 89,405.61	\$ 203,000.00	\$ 132,231.00	\$ 70,769.00	\$ 18,636.61
41	NAC F - Virginia Beach	\$ -	\$ -	\$ -	\$ 217,124.44	\$ 164,759.51	\$ 52,364.93	\$ 212,000.00	\$ 163,796.00	\$ 48,204.00	\$ 4,160.93
42	Junior Olympics	\$ -	\$ -	\$ -	\$ 283,132.20	\$ 187,555.52	\$ 95,576.68	\$ 250,000.00	\$ 154,504.00	\$ 95,496.00	\$ 80.68
43	Summer Nationals Anaheim	\$ 862,827.48	\$ 363,211.52	\$ 499,615.96	\$ 891,020.46	\$ 391,184.50	\$ 499,835.96	\$ 940,000.00	\$ 360,685.00	\$ 579,315.00	\$ (79,475.04)
44	RYC, SYC, ROC Sanction Revenue	\$ -	\$ -	\$ -	\$ 54,627.01	\$ -	\$ 54,627.01	\$ 38,000.00	\$ 1,700.00	\$ 36,300.00	\$ 18,327.01
45	Sub-Total National Events:	\$ 862,827.48	\$ 363,211.52	\$ 499,615.96	\$ 2,670,798.90	\$ 1,596,531.36	\$ 1,074,267.54	\$ 2,582,000.00	\$ 1,353,769.00	\$ 1,228,231.00	\$ (153,963.46)
46	Staff Salaries/Expenses	\$ -	\$ 25,685.74	\$ (25,685.74)	\$ -	\$ 157,550.44	\$ (157,550.44)	\$ -	\$ 152,410.93	\$ (152,410.93)	\$ (5,139.51)
47	Events Administration	\$ -	\$ 21,832.60	\$ (21,832.60)	\$ 1,311.27	\$ 111,909.96	\$ (110,598.69)	\$ -	\$ 69,200.00	\$ (69,200.00)	\$ (41,398.69)
48	Total National Events:	\$ 862,827.48	\$ 410,729.86	\$ 452,097.62	\$ 2,672,110.17	\$ 1,865,991.76	\$ 806,118.41	\$ 2,582,000.00	\$ 1,575,379.93	\$ 1,006,620.07	\$ (200,501.66)
49	Business Development										
50	Marketing / Media										
51	American Fencing Magazine	\$ 3,675.00	\$ 14,275.00	\$ (10,600.00)	\$ 19,726.00	\$ 62,862.53	\$ (43,136.53)	\$ 34,700.00	\$ 57,100.00	\$ (22,400.00)	\$ (20,736.53)
52	Marketing / Bus. Development	\$ 42,262.50	\$ -	\$ 42,262.50	\$ 272,381.24	\$ -	\$ 272,381.24	\$ 290,500.00	\$ -	\$ 290,500.00	\$ (18,118.76)
53	Media/Marketing Admin	\$ -	\$ 1,190.48	\$ (1,190.48)	\$ -	\$ 20,606.48	\$ (20,606.48)	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ (606.48)
54	Staff Salaries/Expenses	\$ -	\$ 10,870.92	\$ (10,870.92)	\$ -	\$ 79,673.69	\$ (79,673.69)	\$ -	\$ 143,237.08	\$ (143,237.08)	\$ 63,563.39
55	Merchandise	\$ 6,500.00	\$ 3,900.00	\$ 2,600.00	\$ 13,767.21	\$ 3,900.00	\$ 9,867.21	\$ 39,000.00	\$ 23,400.00	\$ 15,600.00	\$ (5,732.79)
56	Donations	\$ 7,500.00	\$ -	\$ 7,500.00	\$ 27,116.71	\$ 4,300.05	\$ 22,816.66	\$ 40,000.00	\$ 20,000.00	\$ 20,000.00	\$ 2,816.66
57	Sponsorship Fulfillment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000.00	\$ 30,000.00	\$ -	\$ -
58	Total Business Development	\$ 59,937.50	\$ 30,236.40	\$ 29,701.10	\$ 332,991.16	\$ 171,342.75	\$ 161,648.41	\$ 434,200.00	\$ 293,737.08	\$ 140,462.92	\$ 21,185.49
59	Summer Programs										
60	Coaching Development Program	\$ 10,091.76	\$ 3,953.62	\$ 6,138.14	\$ 20,000.00	\$ 25,000.00	\$ (5,000.00)	\$ 20,000.00	\$ 25,000.00	\$ (5,000.00)	\$ -
61	Future Stars	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ 20,000.00
62	Total Summer Programs	\$ 10,091.76	\$ 3,953.62	\$ 6,138.14	\$ 20,000.00	\$ 25,000.00	\$ (5,000.00)	\$ 20,000.00	\$ 45,000.00	\$ (25,000.00)	\$ 20,000.00
63											
64											

Row #	Projected June 1 through July 31, 2012			Projected August 1, 2011 through July 31, 2012			Budget August 1, 2011 through July 31, 2012			Variance
	Revenue	Expense	Net	Revenue	Expense	Net	Revenue	Expense	Net	
1 Member Services										
69 International										
70 International Office Admin	\$ -	\$ 10,000.00	\$ (10,000.00)	\$ 27,751.13	\$ 209,605.70	\$ (181,854.57)	\$ 64,000.00	\$ 64,000.00	\$ -	\$ (181,854.57)
71 Staff Salaries/Expenses	\$ -	\$ 20,186.79	\$ (20,186.79)	\$ -	\$ 193,193.19	\$ (193,193.19)	\$ -	\$ 230,992.97	\$ (230,992.97)	\$ 37,799.78
72 Total International Admin:	\$ -	\$ 30,186.79	\$ (30,186.79)	\$ 27,751.13	\$ 402,798.89	\$ (375,047.76)	\$ 64,000.00	\$ 294,992.97	\$ (230,992.97)	\$ (144,054.79)
73	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
74 Junior Programs										
75 Referees to World Cups	\$ -	\$ -	\$ -	\$ 62,532.12	\$ 112,526.55	\$ (49,994.43)	\$ 55,800.00	\$ 90,000.00	\$ (34,200.00)	\$ (15,794.43)
76 Pan Am Youth Cancun	\$ -	\$ -	\$ -	\$ 6,870.06	\$ 8,513.73	\$ (1,643.67)	\$ -	\$ -	\$ -	\$ (1,643.67)
77 Jr/Cdt World Championships	\$ -	\$ -	\$ -	\$ 1,476.99	\$ 156,185.19	\$ (154,708.20)	\$ -	\$ 200,000.00	\$ (200,000.00)	\$ 45,291.80
78 Jr World Cups	\$ -	\$ -	\$ -	\$ 41,895.00	\$ 42,719.37	\$ (824.37)	\$ 41,895.00	\$ 48,000.00	\$ (6,105.00)	\$ 5,280.63
79 European Cadet Circuit	\$ -	\$ -	\$ -	\$ 31,605.00	\$ 26,215.47	\$ 5,389.53	\$ 31,605.00	\$ 36,000.00	\$ (4,395.00)	\$ 9,784.53
80 Jr World Cup Phoenix	\$ -	\$ -	\$ -	\$ 8,075.00	\$ 10,000.11	\$ (1,925.11)	\$ 10,000.00	\$ 18,000.00	\$ (8,000.00)	\$ 6,074.89
81 Total Junior Programs	\$ -	\$ -	\$ -	\$ 152,454.17	\$ 356,160.42	\$ (203,706.25)	\$ 139,300.00	\$ 392,000.00	\$ (252,700.00)	\$ 48,993.75
82 Senior Programs										
83 Pan Am Games	\$ -	\$ -	\$ -	\$ -	\$ 2,412.34	\$ (2,412.34)	\$ -	\$ 5,000.00	\$ (5,000.00)	\$ 2,587.66
84 2012 Team World Championships-Kiev	\$ -	\$ -	\$ -	\$ -	\$ 22,621.47	\$ (22,621.47)	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ (2,621.47)
85 Pan Am Zonal Championship 2012-Mexico	\$ 2,281.56	\$ 63,236.61	\$ (60,955.05)	\$ 3,259.50	\$ 64,214.55	\$ (60,955.05)	\$ -	\$ 90,000.00	\$ (90,000.00)	\$ 29,044.95
86 Sr World Championships 2011-Catania	\$ -	\$ -	\$ -	\$ -	\$ 160,707.23	\$ (160,707.23)	\$ -	\$ 140,000.00	\$ (140,000.00)	\$ (20,707.23)
87 M/W Sabre Senior World Cup	\$ 87,225.00	\$ 177,450.96	\$ (90,225.96)	\$ 92,756.78	\$ 183,054.60	\$ (90,297.82)	\$ 25,000.00	\$ 125,000.00	\$ (100,000.00)	\$ 9,702.18
88 Olympic Prep	\$ -	\$ 93,513.77	\$ (93,513.77)	\$ -	\$ 110,350.00	\$ (110,350.00)	\$ -	\$ 163,000.00	\$ (163,000.00)	\$ 52,650.00
89 Performance Enhancement/Medical	\$ -	\$ 3,500.00	\$ (3,500.00)	\$ -	\$ 42,150.37	\$ (42,150.37)	\$ -	\$ 38,000.00	\$ (38,000.00)	\$ (4,150.37)
90 OTC/Resident Program	\$ -	\$ 6,000.00	\$ (6,000.00)	\$ 14,810.47	\$ 127,875.04	\$ (113,064.57)	\$ 10,000.00	\$ 60,000.00	\$ (50,000.00)	\$ (63,064.57)
91 Direct Athlete Support	\$ -	\$ -	\$ -	\$ -	\$ 33,500.00	\$ (33,500.00)	\$ -	\$ -	\$ -	\$ (33,500.00)
92 Total Seniors Programs	\$ 89,506.56	\$ 343,701.34	\$ (254,194.78)	\$ 110,826.75	\$ 746,885.60	\$ (636,058.85)	\$ 35,000.00	\$ 641,000.00	\$ (606,000.00)	\$ (30,958.85)
93 Veterans Programs										
94 World Vet Championships	\$ -	\$ -	\$ -	\$ -	\$ 15,239.41	\$ (15,239.41)	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ 4,760.59
95 Total Veterans Programs	\$ -	\$ -	\$ -	\$ -	\$ 15,239.41	\$ (15,239.41)	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ 4,760.59
96 Wheelchair Programs										
97 USOC HPP Grant - Wheelchair	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
98 Wheelchair Internatonal	\$ -	\$ -	\$ -	\$ 27,963.16	\$ 55,052.22	\$ (27,089.06)	\$ 25,000.00	\$ 40,000.00	\$ (15,000.00)	\$ (12,089.06)
99 Other Wheelchair	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
100 Total Wheelchair	\$ -	\$ -	\$ -	\$ 27,963.16	\$ 55,052.22	\$ (27,089.06)	\$ 25,000.00	\$ 40,000.00	\$ (15,000.00)	\$ (12,089.06)
101 Weapons Squads										
102 USOC HPP Grant	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
103 Total Men's Epee Squad	\$ -	\$ 15,000.00	\$ (15,000.00)	\$ 70,703.42	\$ 103,804.86	\$ (33,101.44)	\$ 63,450.94	\$ 110,000.00	\$ (46,549.06)	\$ 13,447.62
104 Total Men's Foil Squad	\$ -	\$ 20,000.00	\$ (20,000.00)	\$ 106,448.02	\$ 115,545.91	\$ (9,097.89)	\$ 86,020.32	\$ 132,000.00	\$ (45,979.68)	\$ 36,881.79
105 Total Men's Sabre Squad	\$ -	\$ 19,500.06	\$ (19,500.06)	\$ 107,378.46	\$ 143,698.72	\$ (36,320.26)	\$ 122,228.45	\$ 133,500.00	\$ (11,271.55)	\$ (25,048.71)
106 Total Women's Epee Squad	\$ -	\$ 11,000.00	\$ (11,000.00)	\$ 66,742.76	\$ 72,139.54	\$ (5,396.78)	\$ 79,485.63	\$ 76,000.00	\$ 3,485.63	\$ (8,882.41)
107 Total Women's Foil Squad	\$ -	\$ 19,166.70	\$ (19,166.70)	\$ 99,648.92	\$ 131,730.74	\$ (32,081.82)	\$ 104,124.38	\$ 132,000.00	\$ (27,875.62)	\$ (4,206.20)
108 Total Women's Sabre Squad	\$ -	\$ 18,500.06	\$ (18,500.06)	\$ 129,668.42	\$ 135,782.65	\$ (6,114.23)	\$ 109,659.07	\$ 147,500.00	\$ (37,840.93)	\$ 31,726.70
109 Total Weapons Squads	\$ -	\$ 103,166.82	\$ (103,166.82)	\$ 580,590.00	\$ 702,702.42	\$ (122,112.42)	\$ 564,968.79	\$ 731,000.00	\$ (166,031.21)	\$ 43,918.79
110										
111 Total International	\$ 89,506.56	\$ 477,054.95	\$ (387,548.39)	\$ 899,585.21	\$ 2,278,838.96	\$ (1,379,253.75)	\$ 828,268.79	\$ 2,118,992.97	\$ (1,290,724.18)	\$ (88,529.57)
112										
113 Grand Total	\$ 1,260,630.29	\$ 1,096,840.08	\$ 163,790.21	(0) \$ 5,381,430.62	\$ 5,517,027.65	\$ (135,597.03)	\$ 5,313,918.79	\$ 5,305,000.31	\$ 8,918.48	\$ (144,515.51)