

Row #		Revenue	Expense	Net
1	Member Services			
2	Membership			
3	Club Development Grants		\$	-
4	Coaches College		\$	-
5	Insurance	\$ 146,595.00	\$ 40,000.00	\$ 106,595.00
6	Membership Revenue	\$ 1,321,323.00		\$ 1,321,323.00
7	Online Registration Fees		\$ 72,500.00	\$ (72,500.00)
8	Rebates to Divs/Secs		\$ 67,000.00	\$ (67,000.00)
9	USFF Administrative Fee	\$ 1,000.00		\$ 1,000.00
10	Operational/Administrative Fees		\$ 43,420.00	\$ (43,420.00)
11	Staff Salaries/Expenses		\$ 151,225.37	\$ (151,225.37)
12	Total Membership	\$ 1,468,918.00	\$ 374,145.37	\$ 1,094,772.63
13				
14	Executive Director	\$ -	\$ 228,374.72	\$ (228,374.72)
15				
16	Administrative			
17	Insurance, Supplies, CC Fees, Etc.		\$ 292,577.20	\$ (292,577.20)
18	Staff Salaries/Expenses		\$ 158,871.01	\$ (158,871.01)
19	USFF Grant	\$ 66,000.00		\$ 66,000.00
20	Total Administrative	\$ 66,000.00	\$ 451,448.21	\$ (385,448.21)
21	Volunteer Administration			
22	BOD		\$ 24,921.00	\$ (24,921.00)
23	FIE International Influence		\$ 15,981.00	\$ (15,981.00)
24	FOC		\$ 18,966.00	\$ (18,966.00)
25	Legal Committee		\$ 4,000.00	\$ (4,000.00)
26	Sport Science		\$ 5,000.00	\$ (5,000.00)
27	Tech Committee (armorers)		\$ 6,122.00	\$ (6,122.00)
28	Tournament Committee		\$ 7,775.00	\$ (7,775.00)
29	ROC		\$ 1,500.00	\$ (1,500.00)
30	Total Volunteer Administration	\$ -	\$ 84,265.00	\$ (84,265.00)
31				
32	Event Services			
33	National Events			

34	NAC A	\$	215,833.33	\$	126,184.00	\$	89,649.33
35	NAC B	\$	214,750.00	\$	123,474.00	\$	91,276.00
36	NAC C	\$	238,375.00	\$	149,625.00	\$	88,750.00
37	NAC D	\$	167,500.00	\$	132,231.00	\$	35,269.00
38	NAC E	\$	183,650.00	\$	153,309.00	\$	30,341.00
39	NAC F	\$	-	\$	-	\$	-
40	Junior Olympics	\$	262,000.00	\$	154,504.00	\$	107,496.00
41	Summer Nationals	\$	790,000.00	\$	368,421.00	\$	421,579.00
42	RYC, SYC, ROC Sanction Revenue	\$	38,000.00	\$	1,700.00	\$	36,300.00
43	Total National Events	\$	2,110,108.33	\$	1,209,448.00	\$	900,660.33
44	Staff Salaries/Expenses			\$	195,607.94	\$	(195,607.94)
45	Events Administration			\$	42,700.00	\$	(42,700.00)
46	Total Event Services	\$	2,110,108.33	\$	1,447,755.94	\$	662,352.40
47							
48	Business Development						
49	Marketing / Media						
50	American Fencing Magazine	\$	82,359.60	\$	68,000.00	\$	14,359.60
51	Marketing / Bus. Development	\$	191,500.00			\$	191,500.00
52	Media/Marketing Admin			\$	43,840.00	\$	(43,840.00)
53	Staff Salaries/Expenses			\$	88,554.46	\$	(88,554.46)
54	Merchandise	\$	-			\$	-
55	Donations	\$	10,000.00			\$	10,000.00
56	Sponsorship Fulfillment						
57	Total Business Development	\$	283,859.60	\$	200,394.46	\$	83,465.14
58							
59	International						
60	International Office Admin	\$	61,460.00	\$	45,000.00	\$	16,460.00
61	Staff Salaries/Expenses			\$	223,235.70	\$	(223,235.70)
62	Referees to World Cups	\$	60,000.00	\$	122,500.00	\$	(62,500.00)
63	Olympic prep			\$	25,000.00	\$	(25,000.00)
64	Junior Programs						
65	Jr/Cdt World Championships	\$	-	\$	138,585.00	\$	(138,585.00)
66	Jr World Cup Phoenix	\$	3,900.00	\$	8,754.00	\$	(4,854.00)
67	Total Junior Programs	\$	3,900.00	\$	147,339.00	\$	(143,439.00)

68 Senior Programs				
69	Pan Am Zonal Qualifiers 2010	\$	-	\$ 63,112.15 \$ (63,112.15)
70	Pan Am Zonal Qualifiers 2011 Reno	\$	39,500.00	\$ 45,010.00 \$ (5,510.00)
71	Sr World Championships 2010	\$	-	\$ 125,714.36 \$ (125,714.36)
72	Senior World Cup New York	\$	52,000.00	\$ 156,800.00 \$ (104,800.00)
73	Direct Athlete Support	\$	-	\$ 13,000.00 \$ (13,000.00)
74	Total Seniors Programs	\$	91,500.00	\$ 403,636.51 \$ (312,136.51)
75 Veterans Programs				
76	World Vet Championships 2010	\$	-	\$ 6,170.00 \$ (6,170.00)
77	Total Veterans Programs	\$	-	\$ 6,170.00 \$ (6,170.00)
78 Wheelchair Programs				
79	USOC HPP Grant - Wheelchair	\$	25,000.00	\$ 25,000.00
80	Wheelchair World Championships			\$ 41,580.00 \$ (41,580.00)
81	Other Wheelchair	\$	8,000.00	\$ 15,050.00 \$ (7,050.00)
82	Total Wheelchair	\$	33,000.00	\$ 56,630.00 \$ (23,630.00)
83 Weapons Squads				
84	USOC HPP Grant			
85	Total Men's Epee Squad	\$	113,898.68	\$ 132,000.00 \$ (18,101.32)
86	Total Men's Foil Squad	\$	122,034.30	\$ 190,000.00 \$ (67,965.70)
87	Total Men's Sabre Squad	\$	170,848.02	\$ 200,000.00 \$ (29,151.98)
88	Total Women's Epee Squad	\$	113,898.68	\$ 140,000.00 \$ (26,101.32)
89	Total Women's Foil Squad	\$	146,441.16	\$ 200,000.00 \$ (53,558.84)
90	Total Women's Sabre Squad	\$	146,441.16	\$ 200,000.00 \$ (53,558.84)
91	Total Weapons Squads	\$	813,562.00	\$ 1,062,000.00 \$ (248,438.00)
92	Pending cuts to squad budgets			\$ -
93	Total International	\$	1,063,422.00	\$ 2,091,511.21 \$ (1,028,089.21)
94				
95	Grand Total	\$	4,992,307.93	\$ 4,877,894.91 \$ 114,413.02