

| Row # | USA Fencing August 1, 2011 through February 29, 2012 | | | Budget August 1, 2011 through February 29, 2012 | | | Variance YTD |
|-------|---|------------------------|------------------------|--|------------------------|------------------------|------------------------|
| | Revenue | Expense | Net | Revenue | Expense | Net | |
| 61 | | | | | | | |
| 62 | Summer Programs | | | | | | |
| 63 | Coaching Development Program | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| 64 | Future Stars | \$ 589.54 | \$ 10,923.34 | \$ (10,333.80) | \$ - | \$ 17,142.84 | \$ (17,142.84) |
| 65 | Total Summer Programs | \$ 589.54 | \$ 10,923.34 | \$ (10,333.80) | \$ - | \$ 17,142.84 | \$ (17,142.84) |
| 66 | | | | | | | |
| 67 | International | | | | | | |
| 68 | International Office Admin | \$ 28,278.23 | \$ 165,118.38 | \$ (136,840.15) | \$ 45,250.00 | \$ 37,205.16 | \$ 8,044.84 |
| 69 | Staff Salaries/Expenses | | \$ 133,420.53 | \$ (133,420.53) | | \$ 133,458.61 | \$ (133,458.61) |
| 70 | Total International Admin: | \$ 28,278.23 | \$ 298,538.91 | \$ (270,260.68) | \$ 45,250.00 | \$ 170,663.77 | \$ (125,413.77) |
| 71 | | | | | | | |
| 72 | Junior Programs | | | | | | |
| 73 | Referees to World Cups | \$ 54,820.00 | \$ 108,209.37 | \$ (53,389.37) | \$ 55,800.00 | \$ 90,000.00 | \$ (34,200.00) |
| 74 | Team Rio | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| 75 | Jr/Cdt World Championships | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| 76 | Jr World Cups | \$ 41,895.00 | \$ 41,004.45 | \$ 890.55 | \$ 41,895.00 | \$ 48,000.00 | \$ (6,105.00) |
| 77 | European Cadet Circuit | \$ 31,605.00 | \$ 24,820.53 | \$ 6,784.47 | \$ 31,605.00 | \$ 36,000.00 | \$ (4,395.00) |
| 78 | Jr World Cup Phoenix | \$ 8,075.00 | \$ 6,688.72 | \$ 1,386.28 | \$ 10,000.00 | \$ 18,000.00 | \$ (8,000.00) |
| 79 | Total Junior Programs | \$ 136,395.00 | \$ 180,723.07 | \$ (44,328.07) | \$ 139,300.00 | \$ 192,000.00 | \$ (52,700.00) |
| 80 | Senior Programs | | | | | | |
| 81 | Pan Am Games | \$ - | \$ 2,412.34 | \$ (2,412.34) | \$ - | \$ 5,000.00 | \$ (5,000.00) |
| 82 | 2012 Team World Championships-Kiev | \$ - | \$ 7,039.10 | \$ (7,039.10) | \$ - | \$ - | \$ - |
| 83 | Pan Am Zonal Championship 2012-Mexico | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| 84 | Sr World Championships 2011-Catania | \$ - | \$ 160,707.23 | \$ (160,707.23) | \$ - | \$ 140,000.00 | \$ (140,000.00) |
| 85 | M/W Sabre Senior World Cup | \$ 898.88 | \$ 970.74 | \$ (71.86) | \$ - | \$ - | \$ - |
| 86 | Olympic Prep | \$ - | \$ 13,309.40 | \$ (13,309.40) | \$ - | \$ 32,166.67 | \$ (32,166.67) |
| 87 | Performance Enhancement/Medical | | \$ 8,948.95 | \$ (8,948.95) | \$ - | \$ 7,371.44 | \$ - |
| 88 | OTC/Resident Program | \$ 14,119.07 | \$ 94,441.40 | \$ (80,322.33) | \$ 5,833.31 | \$ 47,500.00 | \$ (41,666.69) |
| 89 | Direct Athlete Support | \$ - | \$ 33,500.00 | \$ (33,500.00) | \$ - | \$ - | \$ - |
| 90 | Total Seniors Programs | \$ 15,017.95 | \$ 321,329.16 | \$ (306,311.21) | \$ 5,833.31 | \$ 232,038.11 | \$ (226,204.80) |
| 91 | Veterans Programs | | | | | | |
| 92 | World Vet Championships 2010 | \$ - | \$ 15,239.41 | \$ (15,239.41) | \$ - | \$ 20,000.00 | \$ (20,000.00) |
| 93 | Total Veterans Programs | \$ - | \$ 15,239.41 | \$ (15,239.41) | \$ - | \$ 20,000.00 | \$ (20,000.00) |
| 94 | Wheelchair Programs | | | | | | |
| 95 | USOC HPP Grant - Wheelchair | | \$ - | \$ - | \$ - | \$ - | \$ - |
| 96 | Wheelchair World Championships | \$ 19,274.80 | \$ 51,619.37 | \$ (32,344.57) | \$ 18,750.00 | \$ 40,000.00 | \$ (21,250.00) |
| 97 | Other Wheelchair | | \$ - | \$ - | | \$ - | \$ - |
| 98 | Total Wheelchair | \$ 19,274.80 | \$ 51,619.37 | \$ (32,344.57) | \$ 18,750.00 | \$ 40,000.00 | \$ (21,250.00) |
| 99 | Weapons Squads | | | | | | |
| 100 | USOC HPP Grant | | | | | | |
| 101 | Total Men's Epee Squad | \$ 56,094.78 | \$ 53,336.46 | \$ 2,758.32 | \$ 50,760.75 | \$ 54,000.00 | \$ (3,239.25) |
| 102 | Total Men's Foil Squad | \$ 83,444.34 | \$ 44,191.90 | \$ 39,252.44 | \$ 68,816.26 | \$ 42,083.31 | \$ 26,732.95 |
| 103 | Total Men's Sabre Squad | \$ 85,585.50 | \$ 80,846.77 | \$ 4,738.73 | \$ 97,782.76 | \$ 60,999.93 | \$ 36,782.83 |
| 104 | Total Women's Epee Squad | \$ 53,424.84 | \$ 29,090.95 | \$ 24,333.89 | \$ 63,588.50 | \$ 53,000.00 | \$ 10,588.50 |
| 105 | Total Women's Foil Squad | \$ 79,066.68 | \$ 36,918.41 | \$ 42,148.27 | \$ 83,299.50 | \$ 40,083.31 | \$ 43,216.19 |
| 106 | Total Women's Sabre Squad | \$ 101,821.86 | \$ 73,135.49 | \$ 28,686.37 | \$ 87,727.27 | \$ 79,999.93 | \$ 7,727.34 |
| 107 | Total Weapons Squads | \$ 459,438.00 | \$ 317,519.98 | \$ 141,918.02 | \$ 451,975.04 | \$ 330,166.48 | \$ 121,808.56 |
| 108 | | | | | | | |
| 109 | Total International | \$ 658,403.98 | \$ 1,184,969.90 | \$ (526,565.92) | \$ 661,108.35 | \$ 984,868.36 | \$ (323,760.01) |
| 110 | | | | | | | |
| 111 | Grand Total | \$ 3,247,106.80 | \$ 3,061,689.72 | \$ 185,417.08 | \$ 3,342,024.52 | \$ 2,749,168.27 | \$ 592,856.25 |
| | | | | | | | |
| | | 3247106.8 | 3061689.72 | | 3342024.52 | 2776501.58 | 565522.94 |
| | | -3247106.8 | -3061689.72 | | 1971894.28 | 2528498.75 | 556604.47 |
| | | 0 | 0 | | 5313918.8 | 5305000.33 | 8918.47 |

| Row # | Projected March 1, 2012 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 | Club Development Grants | | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | |
| 4 | Coaches College | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | |
| 5 | Insurance | \$ 10,649.88 | \$ 14,583.31 | \$ (3,933.43) | \$ 154,429.88 | \$ 33,392.55 | \$ 121,037.33 | \$ 153,150.00 | \$ 35,000.00 | \$ 118,150.00 | \$ 2,887.33 |
| 6 | Membership Revenue | \$ 311,263.21 | | \$ 311,263.21 | \$ 1,165,191.54 | \$ - | \$ 1,165,191.54 | \$ 1,165,000.00 | \$ - | \$ 1,165,000.00 | \$ 191.54 |
| 7 | Online Registration Fees | | \$ 35,853.21 | \$ (35,853.21) | \$ - | \$ 74,557.57 | \$ (74,557.57) | \$ - | \$ 72,500.00 | \$ (72,500.00) | \$ (2,057.57) |
| 8 | Rebates to Divs/Secs | | \$ 14,100.00 | \$ (14,100.00) | \$ - | \$ 40,635.00 | \$ (40,635.00) | \$ - | \$ 67,000.00 | \$ (67,000.00) | \$ 26,365.00 |
| 9 | USFF Administrative Fee | | | \$ - | \$ - | \$ - | \$ - | \$ 1,000.00 | \$ - | \$ 1,000.00 | \$ (1,000.00) |
| 10 | Operational/Administrative Fees | \$ 8,587.86 | \$ 13,442.98 | \$ (4,855.12) | \$ 9,930.62 | \$ 53,904.21 | \$ (43,973.59) | \$ 8,300.00 | \$ 44,745.00 | \$ (36,445.00) | \$ (7,528.59) |
| 11 | Staff Salaries/Expenses | | \$ 66,255.62 | \$ (66,255.62) | \$ - | \$ 143,933.74 | \$ (143,933.74) | \$ - | \$ 161,571.28 | \$ (161,571.28) | \$ 17,637.54 |
| 12 | Total Membership | \$ 330,500.95 | \$ 144,235.12 | \$ 186,265.83 | \$ 1,329,552.04 | \$ 346,423.07 | \$ 983,128.97 | \$ 1,327,450.00 | \$ 380,816.28 | \$ 946,633.72 | \$ 36,495.25 |
| 13 | | | | | | | | | | | |
| 14 | Executive Director | | | | | | | | | | |
| 15 | Staff Salaries/Expenses | \$ - | \$ 103,696.42 | \$ (103,696.42) | \$ - | \$ 249,447.38 | \$ (249,447.38) | \$ - | \$ 251,116.09 | \$ (251,116.09) | \$ 1,668.71 |
| 16 | Executive Director Search | \$ - | \$ 25,000.00 | \$ (25,000.00) | \$ - | \$ 25,000.00 | \$ (25,000.00) | \$ - | \$ - | \$ - | \$ (25,000.00) |
| 17 | Total Executive Director | \$ - | \$ 128,696.42 | \$ (128,696.42) | \$ - | \$ 274,447.38 | \$ (274,447.38) | \$ - | \$ 251,116.09 | \$ (251,116.09) | \$ (23,331.29) |
| 17 | | | | | | | | | | | |
| 18 | Administrative | | | | | | | | | | |
| 19 | Insurance, Supplies, CC Fees, Etc. | \$ - | \$ 146,770.89 | \$ (146,770.89) | \$ 3,690.26 | \$ 308,159.22 | \$ (304,468.96) | \$ - | \$ 292,020.00 | \$ (292,020.00) | \$ (12,448.96) |
| 20 | Staff Salaries/Expenses | \$ - | \$ 50,681.89 | \$ (50,681.89) | \$ - | \$ 147,252.26 | \$ (147,252.26) | \$ - | \$ 174,937.96 | \$ (174,937.96) | \$ 27,685.70 |
| 21 | USFF Grant | \$ - | \$ - | \$ - | \$ 63,000.00 | \$ - | \$ 63,000.00 | \$ 62,000.00 | \$ - | \$ 62,000.00 | \$ 1,000.00 |
| 22 | Total Administrative | \$ - | \$ 197,452.78 | \$ (197,452.78) | \$ 66,690.26 | \$ 455,411.48 | \$ (388,721.22) | \$ 62,000.00 | \$ 466,957.96 | \$ (404,957.96) | \$ 16,236.74 |
| 23 | Volunteer Administration | | | | | | | | | | |
| 24 | BOD | \$ - | \$ 10,416.69 | \$ (10,416.69) | \$ 5,194.40 | \$ 32,316.26 | \$ (27,121.86) | \$ - | \$ 25,000.00 | \$ (25,000.00) | \$ (2,121.86) |
| 25 | Elections | \$ - | \$ 10,000.00 | \$ (10,000.00) | \$ - | \$ 10,000.00 | \$ (10,000.00) | \$ - | \$ 10,000.00 | \$ (10,000.00) | \$ - |
| 26 | FIE International Influence | \$ - | \$ 8,333.31 | \$ (8,333.31) | \$ 23,093.48 | \$ 98,373.31 | \$ (75,279.83) | \$ 50,000.00 | \$ 95,000.00 | \$ (45,000.00) | \$ (30,279.83) |
| 27 | FOC | \$ 4,166.69 | \$ 10,416.69 | \$ (6,250.00) | \$ 8,324.88 | \$ 19,864.54 | \$ (11,539.66) | \$ 10,000.00 | \$ 25,000.00 | \$ (15,000.00) | \$ 3,460.34 |
| 28 | Legal Committee | \$ - | \$ 1,666.69 | \$ (1,666.69) | \$ - | \$ 1,666.69 | \$ (1,666.69) | \$ - | \$ 4,000.00 | \$ (4,000.00) | \$ 2,333.31 |
| 29 | Sport Science | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| 30 | Tech Committee (armorers) | \$ - | \$ 2,083.31 | \$ (2,083.31) | \$ - | \$ 2,083.31 | \$ (2,083.31) | \$ - | \$ 5,000.00 | \$ (5,000.00) | \$ 2,916.69 |
| 31 | Tournament Committee | \$ - | \$ 3,125.00 | \$ (3,125.00) | \$ - | \$ 3,897.12 | \$ (3,897.12) | \$ - | \$ 7,500.00 | \$ (7,500.00) | \$ 3,602.88 |
| 32 | ROC | \$ - | \$ 625.00 | \$ (625.00) | \$ - | \$ 625.00 | \$ (625.00) | \$ - | \$ 1,500.00 | \$ (1,500.00) | \$ 875.00 |
| 33 | Total Volunteer Administration | \$ 4,166.69 | \$ 46,666.69 | \$ (42,500.00) | \$ 36,612.76 | \$ 168,826.23 | \$ (132,213.47) | \$ 60,000.00 | \$ 173,000.00 | \$ (113,000.00) | \$ (19,213.47) |
| 34 | | | | | | | | | | | |
| 35 | Event Services | | | | | | | | | | |
| 36 | National Events | | | | | | | | | | |
| 37 | NAC A - Richmond | \$ - | \$ - | \$ - | \$ 260,597.10 | \$ 173,313.21 | \$ 87,283.89 | \$ 230,000.00 | \$ 123,474.00 | \$ 106,526.00 | \$ (19,242.11) |
| 38 | NAC B - Austin | \$ - | \$ - | \$ - | \$ 286,116.06 | \$ 183,334.36 | \$ 102,781.70 | \$ 261,000.00 | \$ 126,184.00 | \$ 134,816.00 | \$ (32,034.30) |
| 39 | Dec NAC - Kansas City | \$ - | \$ - | \$ - | \$ 231,931.79 | \$ 171,796.72 | \$ 60,135.07 | \$ 231,900.00 | \$ 141,570.00 | \$ 84,430.00 | \$ (24,294.93) |
| 40 | NAC D - Portland | \$ - | \$ - | \$ - | \$ 217,040.05 | \$ 179,210.91 | \$ 37,829.14 | \$ 222,000.00 | \$ 149,625.00 | \$ 72,375.00 | \$ (34,545.86) |
| 41 | NAC E - Cincinnati | \$ 228,383.00 | \$ 150,231.00 | \$ 78,152.00 | \$ 238,580.49 | \$ 165,209.99 | \$ 73,370.50 | \$ 203,000.00 | \$ 132,231.00 | \$ 70,769.00 | \$ 2,601.50 |
| 42 | NAC F - Virginia Beach | \$ 212,000.00 | \$ 164,296.00 | \$ 47,704.00 | \$ 214,081.98 | \$ 166,387.17 | \$ 47,694.81 | \$ 212,000.00 | \$ 163,796.00 | \$ 48,204.00 | \$ (509.19) |
| 43 | Junior Olympics | \$ 10,000.00 | \$ - | \$ 10,000.00 | \$ 266,162.43 | \$ 165,759.23 | \$ 100,403.20 | \$ 250,000.00 | \$ 154,504.00 | \$ 95,496.00 | \$ 4,907.20 |
| 44 | Summer Nationals Anaheim | \$ 877,500.00 | \$ 360,685.00 | \$ 516,815.00 | \$ 877,500.00 | \$ 360,685.00 | \$ 516,815.00 | \$ 940,000.00 | \$ 360,685.00 | \$ 579,315.00 | \$ (62,500.00) |
| 45 | RYC, SYC, ROC Sanction Revenue | \$ 9,500.00 | \$ 283.26 | \$ 9,216.74 | \$ 38,649.00 | \$ 283.26 | \$ 38,365.74 | \$ 38,000.00 | \$ 1,700.00 | \$ 36,300.00 | \$ 2,065.74 |
| 46 | Sub-Total National Events: | \$ 1,337,383.00 | \$ 675,495.26 | \$ 661,887.74 | \$ 2,630,658.90 | \$ 1,565,979.85 | \$ 1,064,679.05 | \$ 2,582,000.00 | \$ 1,353,769.00 | \$ 1,228,231.00 | \$ (163,551.95) |
| 47 | Staff Salaries/Expenses | \$ - | \$ 66,631.89 | \$ (66,631.89) | \$ - | \$ 152,863.76 | \$ (152,863.76) | \$ - | \$ 152,410.93 | \$ (152,410.93) | \$ (452.83) |
| 48 | Events Administration | \$ - | \$ 16,556.05 | \$ (16,556.05) | \$ 311.39 | \$ 69,532.54 | \$ (69,221.15) | \$ - | \$ 69,200.00 | \$ (69,200.00) | \$ (21.15) |
| 49 | Total National Events: | \$ 1,337,383.00 | \$ 758,683.20 | \$ 578,699.80 | \$ 2,630,970.29 | \$ 1,788,376.15 | \$ 842,594.14 | \$ 2,582,000.00 | \$ 1,575,379.93 | \$ 1,006,620.07 | \$ (164,025.93) |
| 50 | | | | | | | | | | | |
| 51 | Business Development | | | | | | | | | | |
| 52 | Marketing / Media | | | | | | | | | | |
| 53 | American Fencing Magazine | \$ 17,350.00 | \$ 36,883.31 | \$ (19,533.31) | \$ 27,928.00 | \$ 70,843.07 | \$ (42,915.07) | \$ 34,700.00 | \$ 57,100.00 | \$ (22,400.00) | \$ (20,515.07) |
| 54 | Marketing / Bus. Development | \$ 127,687.50 | \$ 12,500.00 | \$ 115,187.50 | \$ 293,979.43 | \$ 12,500.00 | \$ 281,479.43 | \$ 290,500.00 | \$ - | \$ 290,500.00 | \$ (9,020.57) |
| 55 | Media/Marketing Admin | \$ 4,167.31 | \$ - | \$ 4,167.31 | \$ - | \$ 21,520.78 | \$ (21,520.78) | \$ - | \$ 20,000.00 | \$ (20,000.00) | \$ (1,520.78) |
| 56 | Staff Salaries/Expenses | | \$ 29,117.56 | \$ (29,117.56) | \$ - | \$ 79,302.27 | \$ (79,302.27) | \$ - | \$ 143,237.08 | \$ (143,237.08) | \$ 63,934.81 |
| 57 | Merchandise | \$ 16,250.00 | \$ 9,750.00 | \$ 6,500.00 | \$ 20,417.21 | \$ 9,750.00 | \$ 10,667.21 | \$ 39,000.00 | \$ 23,400.00 | \$ 15,600.00 | \$ (4,932.79) |
| 58 | Donations | \$ 16,666.69 | \$ - | \$ 16,666.69 | \$ 31,968.12 | \$ 6,548.44 | \$ 25,419.68 | \$ 40,000.00 | \$ 20,000.00 | \$ 20,000.00 | \$ 5,419.68 |
| 59 | Sponsorship Fulfillment | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 30,000.00 | \$ 30,000.00 | \$ - | \$ - |
| 60 | Total Business Development | \$ 177,954.19 | \$ 92,418.18 | \$ 85,536.01 | \$ 374,292.76 | \$ 200,464.56 | \$ 173,828.20 | \$ 434,200.00 | \$ 293,737.08 | \$ 140,462.92 | \$ 33,365.28 |

