

		Year to Date	Year to Date	Annual Budget	Year to Date	Y/T/D Budget	Annual Budget
		06/30/2008	6/30/2009	Year 2009	6/30/2010	June 2010	Year 2010
						** Q&A at end	
3000	Membership Income						
3012	Active Membership	643,755.00	788,736.00	860,465.00	757,090.00	** 764,955.00	868,800.00
3020	Supporting Members	22,075.00	26,907.25	39,980.00	15,747.75	21,055.00	28,000.00
3034	Club Members	44,650.00	44,025.00	49,875.00	44,925.00	43,925.00	47,000.00
3035	Club Add'l Insurance	24,400.00	21,950.00	23,900.00	20,350.00	21,550.00	24,000.00
3036	Ski Schools & Camps	985.00	1,164.00	1,800.00	980.00	1,100.00	1,300.00
3038	Non Sanctioned Clubs Ins.	0.00	1,300.00	0.00	2,025.00	** 1,750.00	1,800.00
3039	Prior Year Members	315.00	1,055.00	660.00	0.00	400.00	500.00
Total	Membership Income	736,180.00	885,137.25	976,680.00	841,117.75	854,735.00	971,400.00
5000	Membership Expense						
5010	Insurance - Membership	217,532.72	238,556.50	318,316.00	214,204.96	223,889.00	300,077.00
5014	Materials - Club Renewal	602.40	78.42	250.00	134.65	120.00	200.00
5016	Materials - Club Fulfillment	813.64	86.34	500.00	0.00	45.00	50.00
5020	Member Fulfillment Materials	25,935.21	26,087.87	27,000.00	22,386.32	23,000.00	23,000.00
5022	Member Develop/Solicit	2,501.67	7,796.99	2,000.00	0.00	0.00	0.00
5030	Member Renewal Materials	8,928.70	8,652.89	14,000.00	6,723.85	8,172.00	10,000.00
5031	Member Renewal Postage	0.00	0.00	0.00	5,146.73	9,000.00	14,000.00
5032	Member Fulfillment Postage	6,225.23	7,999.81	13,000.00	6,489.30	6,415.00	12,000.00
5034	Travel (Membership)	0.00	151.92	1,000.00	0.00	0.00	750.00
5040	Ski School & Camps Expense	1.20	8.55	50.00	21.92	25.00	50.00
5048	Overhead Allocation	27,532.51	33,016.00	56,433.00	41,716.00	** 34,115.00	56,075.00
5049	Labor Allocation	67,140.14	61,532.00	121,866.00	46,410.00	** 52,558.00	120,532.00
Total	Membership Expense	357,213.42	383,967.29	554,415.00	343,233.73	357,339.00	536,734.00
	Net Membership	378,966.58	501,169.96	422,265.00	497,884.02	497,396.00	434,666.00

		Year to Date	Year to Date	Annual Budget	Actual YTD	Y/T/D Budget	Annual Budget
		06/30/2008	6/30/2009	Year 2009	6/30/2010	June 2010	Year 2010
3100	Marketing/Partnership Income					** Q&A at end	
3110	Sponsorship Income	362,777.50	165,977.50	335,000.00	132,375.00	** 152,777.00	355,000.00
3111	Distributed to - 3156 Magazine Ads	-56,990.00	-55,040.00	-120,000.00	-44,000.00	** -50,170.00	-110,000.00
	Distributed to - 3158 Reg. Guide Ads	-38,470.00	-34,470.00	-38,470.00	-34,480.00	-34,500.00	-34,500.00
	Distributed to - 3280 Grassroots	0.00	0.00	-13,000.00	0.00	0.00	-13,000.00
	Distributed to - 3525 Natl Exhibits	0.00	0.00	-11,000.00	0.00	0.00	-11,000.00
	Distributed to - 4022 Teams	0.00	0.00	-1,500.00	0.00	0.00	-1,500.00
	Distributed to - 8070 Admin. Travel	0.00	0.00	0.00	-429.76	0.00	0.00
3112	Licensing Income	0.00	0.00	0.00	0.00	0.00	0.00
3116	Royalties Income	4,111.95	4,276.14	8,500.00	4,138.02	5,406.00	9,000.00
Total	Marketing/Partnership Income	271,429.45	80,743.64	159,530.00	57,603.26	73,513.00	194,000.00
5100	Marketing/Partnership Exp.						
5110	Solicitation Costs	0.00	0.00	500.00	0.00	400.00	500.00
5112	Licensing Expense	0.00	0.00	0.00	0.00	0.00	0.00
5114	Marketing Fulfillment Costs	0.00	1,576.64	1,500.00	0.00	450.00	1,000.00
5116	Travel (Marketing/Partnership)	1,213.39	172.97	2,337.00	1,560.89	1,262.00	2,300.00
5118	Overhead Allocation	18,769.03	22,507.00	38,469.00	28,439.00	23,257.00	38,227.00
5119	Labor Allocation	45,769.71	41,947.00	83,078.00	31,639.00	35,827.00	82,167.00
Total	Marketing/Partnership Exp.	65,752.13	66,203.61	125,884.00	61,638.89	61,196.00	124,194.00
	Net Marketing/Partnership	205,677.32	14,540.03	33,646.00	-4,035.63	12,317.00	69,806.00
3150	Publication Income						
3152	Ads/Dockside	3,350.00	660.00	5,500.00	890.00	1,070.00	2,000.00
3154	Ads/Magazine Direct Sales	7,520.00	5,948.00	13,000.00	2,538.00	4,000.00	10,000.00
3156	Ads/Magazine Sponsorship	56,990.00	55,040.00	120,000.00	44,000.00	** 50,170.00	110,000.00
3158	Ads/Regional Guide Sponsorship	38,470.00	34,470.00	38,470.00	34,480.00	34,500.00	34,500.00
3160	Ads/Regional Guide Direct Sales	900.00	1,500.00	900.00	0.00	1,000.00	1,000.00
3162	Magazine & Guide Sales	185.50	215.00	400.00	296.00	195.00	350.00
3164	Regional Guide Production	38,360.68	31,073.06	38,361.00	23,440.28	27,000.00	27,000.00
3166	Web Site & Misc. Productions	15.00	0.00	50.00	0.00	0.00	0.00
Total	Publication Income	145,791.18	128,906.06	216,681.00	105,644.28	117,935.00	184,850.00

		Year to Date 06/30/2008	Year to Date 6/30/2009	Annual Budget Year 2009	Year to Date 6/30/2010	Y/T/D Budget June 2010	Annual Budget Year 2010
						** Q&A at end	
5150	Publication Expense						
5152	Magazine Postage	7,410.79	11,635.22	24,000.00	11,830.55	11,958.00	26,400.00
5154	Magazine Production	45,257.89	48,971.92	117,500.00	38,813.96	47,372.00	109,000.00
5155	Multimedia Liability Insurance	0.00	0.00	0.00	2,500.00	2,500.00	2,500.00
5156	Publications/Booklets Expense	0.00	77.06	300.00	0.00	200.00	300.00
5158	Regional Guide-Regions Distribution	27,374.88	22,038.27	22,500.00	20,785.06	22,500.00	22,500.00
5160	Regional Guide Production	31,498.41	26,522.87	29,000.00	19,123.48	22,000.00	22,000.00
5162	Regional Guide Postage	4,565.59	4,635.50	7,700.00	4,340.11	5,000.00	5,000.00
5164	Travel (Communications)	643.53	21.00	2,800.00	1,246.33	500.00	5,000.00
5166	Website Development	1,147.00	42.00	1,000.00	777.24	1,400.00	1,500.00
5168	Overhead Allocation	29,547.41	35,432.00	60,563.00	44,770.00	36,612.00	60,179.00
5169	Labor Allocation	72,053.68	66,036.00	130,784.00	49,808.00	56,403.00	129,353.00
Total	Publication Expense	219,499.18	215,411.84	396,147.00	193,994.73	206,445.00	383,732.00
	Net Publication	-73,708.00	-86,505.78	-179,466.00	-88,350.45	-88,510.00	-198,882.00
3200	Special Income						
3210	Interest Income	6,444.39	2,561.83	7,500.00	3,970.30	6,000.00	12,000.00
3217	Rental Income AWSEF	0.00	15,500.68	31,000.00	15,498.68	15,500.00	31,000.00
3218	Misc. Special Income	525.00	560.00	900.00	199.56	350.00	800.00
Total	Special Income	6,969.39	18,622.51	39,400.00	19,668.54	21,850.00	43,800.00
	Net Special Income	6,969.39	18,622.51	39,400.00	19,668.54	21,850.00	43,800.00
NOTE:		SEE Page 7 for Jr. U.S.Open					
3230	Lake Property Income						
3234	Lake Management Income	0.00	0.00	0.00	0.00	0.00	0.00
Total	Lake Property Income	0.00	0.00	0.00	0.00	0.00	0.00
5230	Lake Property Expense						
5234	Lake Management Expense	1,288.31	0.00	0.00	0.00	0.00	0.00

Total		Lake Property Expense	1,288.31	0.00	0.00	0.00	0.00	0.00
		Net Lake Property	-1,288.31	0.00	0.00	0.00	0.00	0.00
		Year to Date	Year to Date	Annual Budget	Year to Date	Y/T/D Budget	Annual Budget	
		06/30/2008	6/30/2009	Year 2009	6/30/2010	June 2010	Year 2010	
						**	Q&A at end	
3260	Sport Development Income							
3262	Clinic Fees	8,410.00	11,490.00	16,000.00	13,588.40	**	11,380.00	16,000.00
3266	Educational Manuals & Videos	84.90	25.00	315.00	25.00		120.00	200.00
3272	Waterways Income	7,750.00	3,898.26	3,898.00	0.00		0.00	0.00
3276	Instructor Certification & Development	2,945.00	3,175.00	3,800.00	2,355.00	**	2,490.00	3,800.00
3280	Grassroots Programs	629.15	15,700.00	40,000.00	15.00		16,000.00	40,000.00
Total	Sport Development Income	19,819.05	34,288.26	64,013.00	15,983.40		29,990.00	60,000.00
5260	Sport Development Expense							
5262	Officials Clinics	5,959.11	5,160.65	7,000.00	6,675.07		5,250.00	7,000.00
5266	Educational Manuals & Videos	0.00	0.00	300.00	0.00		100.00	100.00
5268	Sport Discipline Grants	76,221.00	93,546.00	93,544.00	89,939.00		89,939.00	89,939.00
5270	AAC Travel Expense	0.00	0.00	1,500.00	281.68		282.00	1,500.00
5272	Waterways Expense	2,673.46	650.00	898.00	0.00		0.00	0.00
5276	Instructor Certification Expense	75.66	256.18	200.00	109.22		140.00	200.00
5280	Grassroots Programs	2,271.16	2,178.68	39,305.00	1,801.40		15,700.00	40,000.00
5282	Promotion/Mkting (Sport Development)	0.00	4,091.68	10,000.00	4,166.66		4,653.00	10,000.00
5284	Travel (Sport Development)	60.00	0.00	1,026.00	0.00		0.00	1,026.00
5288	Overhead Allocation	17,099.13	20,504.00	35,048.00	25,909.00		21,187.00	34,826.00
5289	Labor Allocation	41,697.56	38,215.00	75,686.00	28,823.00		32,640.00	74,857.00
Total	Sport Development Expense	146,057.08	164,602.19	264,507.00	157,705.03		169,891.00	259,448.00
	Net Sport Development	-126,238.03	-130,313.93	-200,494.00	-141,721.63		-139,901.00	-199,448.00
3300	Competition Admin. Support							
3310	Event Sanctioning Income	77,230.00	76,930.00	92,000.00	74,848.50		72,580.00	92,000.00
3320	Rule Books & Manuals	114.00	153.00	200.00	69.00		148.00	200.00
3330	OLR Fees & Misc. Comp. Income	309.81	765.00	600.00	973.00		730.00	800.00
Total	Competition Support Income	77,653.81	77,848.00	92,800.00	75,890.50		73,458.00	93,000.00

		Year to Date 06/30/2008	Year to Date 6/30/2009	Annual Budget Year 2009	Year to Date 6/30/2010	Y/T/D Budget June 2010	Annual Budget Year 2010
						** Q&A at end	
5300	Competition Admin. Expense						
5310	Manuals & Materials Expense	7.33	0.00	100.00	0.00	0.00	0.00
5314	Rule Books Costs	0.00	69.07	200.00	29.83	65.00	100.00
5316	Safety Manual Expenses	0.00	0.00	0.00	0.00	0.00	0.00
5318	Event Sanctioning Expense	244.25	339.01	1,000.00	17.68	365.00	500.00
5320	Misc. Competition Expense	281.51	467.23	1,000.00	211.88	505.00	1,000.00
5348	Overhead Allocation	6,762.36	8,109.00	13,858.00	10,246.00	8,380.00	13,723.00
5349	Labor Allocation	16,490.58	15,113.00	29,933.00	11,399.00	12,908.00	29,604.00
Total	Competition Support Expense	23,786.03	24,097.31	46,091.00	21,904.39	22,223.00	44,927.00
	Net Competition	53,867.78	53,750.69	46,709.00	53,986.11	51,235.00	48,073.00
3360	Approved Towboat Testing						
3362	Approved Test Fees	23,500.00	0.00	53,500.00	1,000.00	1,000.00	35,500.00
3366	Speed Control Testing	0.00	0.00	0.00	0.00	0.00	0.00
Total	Approved Towboat Income	23,500.00	0.00	53,500.00	1,000.00	1,000.00	35,500.00
5360	Approved Towboat Expense						
5362	Towboat - Honorarium	200.00	0.00	1,500.00	0.00	0.00	1,500.00
5364	Towboat - Misc. Expense	3.40	0.00	500.00	0.00	0.00	500.00
5366	Towboat - Room & Board	1,019.53	2.46	3,000.00	63.13	65.00	3,000.00
5368	Towboat - Site Rent & Set-Up	0.00	0.00	2,500.00	0.00	0.00	2,500.00
5370	Towboat - Technical Equipment	185.86	10.04	300.00	0.00	0.00	300.00
5372	Towboat - Travel	1,277.02	0.00	3,000.00	37.43	40.00	3,000.00
5374	Speed Control Testing Expense	0.00	0.00	0.00	0.00	0.00	0.00
5378	Overhead Allocation	2,180.53	2,615.00	4,469.00	3,304.00	2,701.00	4,441.00
5379	Labor Allocation	5,317.37	4,873.00	9,651.00	3,675.00	4,163.00	9,546.00
Total	Approved Towboat Expense	10,183.71	7,500.50	24,920.00	7,079.56	6,969.00	24,787.00
	Net Approved Boat Testing	13,316.29	-7,500.50	28,580.00	-6,079.56	-5,969.00	10,713.00

		Year to Date 06/30/2008	Year to Date 6/30/2009	Annual Budget Year 2009	Year to Date 6/30/2010	Y/T/D Budget June 2010	Annual Budget Year 2010
						** Q&A at end	
3500	National Tournaments Income						
3510	Banquet Income	0.00	0.00	50.00	90.00	0.00	0.00
3515	Entry Fee	3,458.00	4,575.00	108,442.00	420.00	0.00	23,550.00
3516	USAWS Admin. & Late Fees	0.00	0.00	8,530.00	0.00	0.00	2,000.00
3520	Exhibit Direct Sales	0.00	0.00	1,900.00	0.00	0.00	1,300.00
3525	Exhibit Sponsorships	0.00	0.00	11,000.00	0.00	0.00	11,000.00
Total	Nat'l Tournaments Income	3,458.00	4,575.00	129,922.00	510.00	0.00	37,850.00
5500	National Tournament Expense						
5510	Awards Expense	357.42	6,036.90	8,000.00	5,656.97	6,120.00	9,400.00
5512	Banquet Expense	0.00	0.00	820.00	0.00	0.00	820.00
5514	Additional Sport Division Expense	307.60	0.00	406.00	0.00	0.00	0.00
5515	AWSA Admin Fee	0.00	0.00	0.00	0.00	0.00	0.00
5516	LOC Share of Entry Fees	0.00	0.00	81,500.00	0.00	0.00	0.00
5518	LOC Share of Exhibits	0.00	0.00	3,214.00	0.00	0.00	3,282.00
5526	Exhibits Expenses	0.00	0.00	4,561.00	0.00	0.00	4,861.00
5528	Miscellaneous Expense	0.00	0.00	560.00	0.00	0.00	200.00
5532	Officials Lunches	0.00	0.00	300.00	0.00	0.00	300.00
5534	Officials Rooms	0.00	0.00	1,000.00	0.00	0.00	2,000.00
5536	Officials Shirts	0.00	3,230.00	4,800.00	-0.43	3,000.00	4,500.00
5540	Refund Entry Fees	0.00	0.00	3,739.00	0.00	0.00	0.00
5542	Site Set-Up	0.00	620.10	461.00	0.00	650.00	650.00
5546	Travel Expense (Staff)	84.06	0.00	0.00	0.00	0.00	0.00
5548	TV Production Expense	1,527.00	0.00	2,500.00	0.00	0.00	2,500.00
5552	VIP Reception Expense	0.00	0.00	400.00	0.00	0.00	0.00
5558	Overhead Allocation	7,342.01	8,804.00	15,049.00	11,125.00	9,096.00	14,953.00
5559	Labor Allocation	17,904.06	16,409.00	32,498.00	12,377.00	14,014.00	32,142.00
Total	National Tournament Expense	27,522.15	35,100.00	159,808.00	29,158.54	32,880.00	75,608.00

		Year to Date 06/30/2008	Year to Date 6/30/2009	Annual Budget Year 2009	Year to Date 6/30/2010	Y/T/D Budget June 2010	Annual Budget Year 2010
						** Q&A at end	
4200	Team Trials Income						
4210	Team Trials Entry Fees	3,780.00	8,320.00	6,090.00	4,010.00	6,000.00	6,000.00
Total	Team Trials Income	3,780.00	8,320.00	6,090.00	4,010.00	6,000.00	6,000.00
6200	Team Trials Expense						
6210	Trials Awards	0.00	0.00	0.00	0.00	0.00	0.00
6214	Trials Misc. Expense	0.00	0.00	0.00	0.00	0.00	0.00
6226	LOC Share Entry Fee (Housing, etc)	0.00	7,900.00	5,800.00	3,800.00	5,800.00	5,800.00
Total	Team Trials Expense	0.00	7,900.00	5,800.00	3,800.00	5,800.00	5,800.00
	Net Team Trials	3,780.00	420.00	290.00	210.00	200.00	200.00
6400	Pan-Am Championships						
6424	Pan-Am Uniforms	0.00	0.00	0.00	0.00	0.00	0.00
Total	Pan-Am Championships	0.00	0.00	0.00	0.00	0.00	0.00
6500	Sr. World Championships						
6532	Sr. Worlds Uniforms	0.00	0.00	0.00	0.00	0.00	0.00
Total	Sr. Worlds Championships	0.00	0.00	0.00	0.00	0.00	0.00
6600	World Championships						
6612	World - Entry Fees	0.00	-2,400.00	0.00	0.00	0.00	0.00
6636	World - Uniforms	0.00	68.72	2,500.00	0.00	0.00	0.00
Total	World Championships	0.00	-2,331.28	2,500.00	0.00	0.00	0.00

3210	Interest Income	Jim: Below expectations? Did we budget too high?								
		(Bobbie): So far that would appear to be the answer. There were changes made to banks and investments that did not work as anticipated. I am still hoping for a pick up before year end.								
3262	Clinic Fees	Jim: Nice! Trending upwards.								
3276	Instructor Certification & Develop.	Jim: Trending downwards, any thoughts?								
		(Brandon): Last year was higher than normal. No answer to the downwards trend. No way to foresee.								
cont.	Questions/Answers/Comments									
4018	Teams - Tees/ETC Income	Tom: I find it interesting that we are 4.5k & 9k behind '08 & '09 respectively in income, but 1k above budget. I don't recall why we budgeted lower. Also it appears our margin has nearly doubled.								
6018	" " " Expense	How did we do that?								
		(Bobbie): Team IP handled the fulfillment for our team merchandise for several years. When they declined continuing this service, the merchandise was brought back into headquarters.								
		This year we got a better price on the tees and we no longer pay Team IP for fulfillment. We are also offering less number of items. Budgeting for 2010 was difficult because of all the changes.								
5536	Officials Shirts	Sara: Is this just a delay in when the expense will hit or did the clubs opt not to have Officials shirts?								
		(Sandy): Just a delay - there should be expense in July.								
7012	Bank Charges	Jim: Why higher compared to prior years?								
		(Bobbie): Due to changing of banks and resulting unforeseen problems related to that.								
7056	R & M Building	Jim: Explanation please?								
		(Bobbie): \$5,627 for outside building lighting not budgeted for.								
7068	Utilities	Tom: We are roughly 1k below budget and '09. How did we do that?								
		(Bobbie): Changed trash pick-up to bi-weekly rather than weekly. (This is sufficient.)								
		Museum lights are only turned on when customer comes in and unless headquarters is expecting company, only lights really necessary are turned on. Outside lighting has been adjusted so all lights are not burning all night, every night.								

8014	Insurance - Workman's Comp.	Jim: We need to explain this to BOD.			
		(Bobbie): Our contract worker failed to obtain insurance as required and as a result USA-WS			
		had to pay workman's comp insurance on the amount paid to that person for year 2009.			
		We have received the certificate of insurance for year 2010.			
					.
					.