

# Year End Financial Projections

# 2012 Revenue

Account	Actual	Budget	Var \$	Var %
Futures	2,928,853	2,548,100	380,753	15%
Events	1,384,892	1,317,375	67,517	5%
Membership	1,216,181	1,106,623	109,558	10%
Marketing	577,097	454,500	122,597	27%
USOC Funding	574,200	674,700	(100,500)	-15%
VIK	413,602	413,680	(78)	0%
Foundation's Net Asset	155,236	0	155,236	
Ticket Sales <small>(London, Olympic Celebration)</small>	141,923	8,000	133,923	1674%
Donations	134,548	214,850	(80,302)	-37%
Grant Revenue	109,460	225,960	(116,500)	-52%
Other	517,129	443,405	73,724	17%
<b>Total</b>	<b>8,153,121</b>	<b>7,407,193</b>	<b>745,928</b>	<b>10%</b>

# 2012 Expenses

Account	Actual	Budget	Var \$	Var %
Payroll & Benefits	1,836,247	1,861,318	(25,071)	-1%
Travel (Air, Ground, Lodging)	1,310,147	1,087,035	223,112	21%**
Facility and Equipment Rental	701,635	702,116	(481)	0%
Coaches, Regional Directors	610,617	574,203	36,414	6%
VIK	413,602	413,680	(78)	0%
Contract Labor	378,946	342,486	36,460	11%
Stipends	373,603	330,200	43,403	13%
Meals	281,622	303,454	(21,832)	-7%
Tournament Fees	224,179	169,375	54,804	32%
Umpires	198,007	232,010	(34,003)	-15%
Insurance	150,209	152,666	(2,457)	-2%
Credit Card Fees	141,528	118,167	23,361	20%
Tickets	99,686	8,440	91,246	1081%
Other	1,206,045	1,139,276	66,769	6%
<b>Total</b>	<b>7,926,073</b>	<b>7,434,426</b>	<b>491,647</b>	<b>7%</b>
<b>Net Income</b>	<b>227,048</b>	<b>27,233</b>	<b>254,281</b>	

\*\* WNT \$121K (\$45K was FIH Champions Challenge); JWNT \$24K; \$100K Futures (FEC \$52K)