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04/05/23

Cash Basis

United States Judo Federation
Income & Expenditures Budget vs. Actual
September 2022 through March 2023

	Sep '22 - Mar 23	Budget
Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	170,251.25	0.00
1100b · Registration - 8 month	5,665.00	0.00
1100c · Registration - 4 month	7,190.00	0.00
1100d · Registration - 1 month	5,850.00	0.00
1100e · Family Plan - 3 members	8,472.50	0.00
1100f · Family Plan - 4 members	3,400.00	0.00
1100g · Family Plan - 5 members	1,200.00	0.00
1100h · Family Plan - 6 members	460.00	0.00
1100i · Family Plan - 7 plus members	530.00	0.00
1100ydk · Yudanshakai fee portion	-45,403.75	0.00
1100 · REGISTRATION - Jrs./Srs. - Other	385.00	201,362.60
Total 1100 · REGISTRATION - Jrs./Srs.	158,000.00	201,362.60
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	360.00	0.00
1110 · REGISTRATION - Booster - Other	645.00	602.60
Total 1110 · REGISTRATION - Booster	1,005.00	602.60
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	-3,132.50	0.00
1120 · REGISTRATION - USJF Secondary - Other	5,897.50	1,510.85
Total 1120 · REGISTRATION - USJF Secondary	2,765.00	1,510.85
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	-3,552.50	0.00
1200 · REGISTRATION - Life (Active) - Other	15,925.00	7,901.25
Total 1200 · REGISTRATION - Life (Active)	12,372.50	7,901.25
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	-530.00	0.00
1250 · MAKE-UP FEES - Other	1,615.00	481.25
Total 1250 · MAKE-UP FEES	1,085.00	481.25
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	6,445.20	0.00
1301 · New PCLM-Restricted	160.55	0.00
Total 1300a · RESTRICTED LIFE FUNDS	6,605.75	0.00
1400 · YUDANSHAKAI FEE	4,500.00	2,231.25

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	Sep '22 - Mar 23	Budget
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	-5,980.00	0.00
1500 · CLUBS FEE - Other	11,905.00	2,668.75
Total 1500 · CLUBS FEE	5,925.00	2,668.75
3100 · PROMOTIONS	5,825.00	7,315.00
3200 · SANCTIONS	905.00	816.70
4000 · MERCHANDISE		
4003 · USJF History Book	0.00	0.00
Total 4000 · MERCHANDISE	0.00	0.00
4700 · DEVELOPMENT		
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	895.00	758.35
4701B · Nat'l Teachers Certificates	455.00	0.00
Total 4701 · Teachers Institute	1,350.00	758.35
4704 · Kata Dev't and Certification		
4704B · Kata Certification	0.00	0.00
4704C · Nat'l Kata Certification Test	0.00	0.00
4704 · Kata Dev't and Certification - Other	0.00	140.00
Total 4704 · Kata Dev't and Certification	0.00	140.00
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	865.00	0.00
4706B · Coach Certification	245.00	0.00
4706C · Manuals	175.00	0.00
4706 · Coach Development - Other	60.00	1,254.20
Total 4706 · Coach Development	1,345.00	1,254.20
4711 · Self-Defense		
4711A · Self-Defense Clinics	0.00	0.00
4711B · Self-Defense Certificates	120.00	17.50
4711 · Self-Defense - Other	0.00	17.50
Total 4711 · Self-Defense	120.00	35.00
4700 · DEVELOPMENT - Other	60.00	2,266.85
Total 4700 · DEVELOPMENT	2,875.00	4,454.40

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	Sep '22 - Mar 23	Budget
6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	555.76	0.00
Total 6002 · Reserve Interest Income	555.76	0.00
6003 · Operational Interest Income		
6003a · Interest Income-Key Bank MMA	0.00	0.00
6003c · Interest Income-Umpqua MMA	0.00	0.00
6003 · Operational Interest Income - Other	0.00	0.00
Total 6003 · Operational Interest Income	0.00	0.00
Total 6000 · INTEREST INCOME	555.76	0.00
6001 · Endowment Interest Account	0.00	0.00
Total Income	202,419.01	229,344.65
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	0.00	0.00
7011 · Taxes		
7011A · Corporate Filing Fee	0.00	350.00
7011B · State Tax	0.00	43.75
7011C · Employment Tax (FICA, SSS, etc.	8,710.93	18,746.60
Total 7011 · Taxes	8,710.93	19,140.35
7020 · Insurance		
7021 · Excess Medical Insurance	27,194.00	12,546.35
7022 · Liability Insurance Premium	50,651.00	40,910.95
7023 · Worker's Comp Premium	371.94	
7025 · D&O Insurance	4,276.00	1,864.35
7026 · Business Insurance Premium	638.00	646.95
Total 7020 · Insurance	83,130.94	55,968.60
7030 · Professional Fees		
7032 · Accounting Fees	1,709.97	0.00
Total 7030 · Professional Fees	1,709.97	0.00
7040 · BOD Meeting Expense	1,139.47	4,666.70
7050 · Office Facility Expenses		
7051 · Rent	9,000.00	7,875.00
7052 · Electricity	2,601.89	4,200.00
Total 7050 · Office Facility Expenses	11,601.89	12,075.00

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	Sep '22 - Mar 23	Budget
7060 · Employee Wages		
7061 · Executive Director	25,666.73	42,058.35
7062 · Administrative Manager	20,077.12	32,080.45
7063 · Administrative Assistant	34,637.62	42,466.70
7064 · Administrative (part-time)	0.00	8,372.00
7066 · Website personal (part time)	2,500.00	18,083.35
Total 7060 · Employee Wages	82,881.47	143,060.85
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	1,500.00	11,077.50
7072 · Retirement (IRA)	0.00	3,498.25
7073 · Employee Training	0.00	875.00
Total 7070 · Employee Benefits	1,500.00	15,450.75
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	0.00	656.25
7110C · Ink & Toner	0.00	1,645.00
Total 7110 · Printing	0.00	2,301.25
7112 · Bank Charges	0.00	291.70
7113 · Credit Card charges	0.00	1,458.35
7114 · Paypal Fees	4,896.74	3,500.00
7130 · Postage		
7131 · USPS	1,036.10	2,030.00
7132 · NonUSPS Services	80.26	116.70
Total 7130 · Postage	1,116.36	2,146.70
7140 · Telephone	1,489.13	1,586.70
7150 · Machine Maintenance	0.00	875.00
7160 · Supplies/Software		
7161 · Office Expense	1,635.52	2,800.00
7162 · Software	0.00	0.00
7163 · Software-other	0.00	0.00
7160 · Supplies/Software - Other	96.01	
Total 7160 · Supplies/Software	1,731.53	2,800.00
Total 7100 · Office Expense	9,233.76	14,959.70
7200 · Office Travel		
7202 · National Meetings	1,183.09	10,120.85
Total 7200 · Office Travel	1,183.09	10,120.85

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	Sep '22 - Mar 23	Budget
7300 · President's Expenses		
7303 · Pres. Expenses	0.00	3,500.00
7304 · Pres. Memorial Contributions	0.00	0.00
7300 · President's Expenses - Other	0.00	0.00
Total 7300 · President's Expenses	0.00	3,500.00
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	-3.00	0.00
7502B · Life Membership-Garnet Pins	-388.75	0.00
7502C · Life Membership-Lapel Pins	-20.75	0.00
7502D · Life Membership-Patches	-20.35	0.00
Total 7502 · Life Membership Development	-432.85	0.00
7506 · Public Relations Committee	0.00	0.00
7507 · Marketing Committee Expense	90.00	5,833.35
7511 · Teachers Committtee Expenses	0.00	9,916.70
7513 · Kata Committee Expenses	0.00	1,166.70
7514 · Nat'l Referee Committee Exp	0.00	1,166.70
7515 · National Jr. Youth Committee	0.00	1,166.70
7516 · Nat'l Coaching Committee	0.00	2,916.70
7520 · Hall of Fame Committee Expenses	0.00	0.00
7500 · Committees - Other	0.00	0.00
Total 7500 · Committees	-342.85	22,166.85
7600 · Fund Raising Expenses		
7630 · G. Balch Endowment Fund Raising	0.00	0.00
Total 7600 · Fund Raising Expenses	0.00	0.00
Total 7000 · OPERATIONS	200,748.67	301,109.65
8000 · AWARDS		
8001 · Athlete/Scholar	0.00	0.00
8004 · Jeremy Glick Memorial Spirit	0.00	0.00
Total 8000 · AWARDS	0.00	0.00
9000 · DEVELOPMENT EXPENSES		
9050 · Minor Assistance Program	0.00	0.00

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	Sep '22 - Mar 23	Budget
9100 · Development Committee		
9110 · National Teachers Inst (NTIS)	0.00	0.00
9111 · NTIS;Manual/Resouce	6,875.00	
9119 · NTIS Misc Programs	1,514.17	0.00
9169 · NCDS Misc Programs	0.00	0.00
9175 · Self-Defense Curriculum/Materia	0.00	1,166.70
Total 9100 · Development Committee	8,389.17	1,166.70
Total 9000 · DEVELOPMENT EXPENSES	8,389.17	1,166.70
Total Expense	209,137.84	302,276.35
Net Ordinary Income	-6,718.83	-72,931.70
Net Income	-6,718.83	-72,931.70

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Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	170,251.25	100.0%
1100b · Registration - 8 month	5,665.00	100.0%
1100c · Registration - 4 month	7,190.00	100.0%
1100d · Registration - 1 month	5,850.00	100.0%
1100e · Family Plan - 3 members	8,472.50	100.0%
1100f · Family Plan - 4 members	3,400.00	100.0%
1100g · Family Plan - 5 members	1,200.00	100.0%
1100h · Family Plan - 6 members	460.00	100.0%
1100i · Family Plan - 7 plus members	530.00	100.0%
1100ydk · Yudanshakai fee portion	-45,403.75	100.0%
1100 · REGISTRATION - Jrs./Srs. - Other	-200,977.60	0.2%
Total 1100 · REGISTRATION - Jrs./Srs.	-43,362.60	78.5%
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	360.00	100.0%
1110 · REGISTRATION - Booster - Other	42.40	107.0%
Total 1110 · REGISTRATION - Booster	402.40	166.8%
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	-3,132.50	100.0%
1120 · REGISTRATION - USJF Secondary - Other	4,386.65	390.3%
Total 1120 · REGISTRATION - USJF Secondary	1,254.15	183.0%
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	-3,552.50	100.0%
1200 · REGISTRATION - Life (Active) - Other	8,023.75	201.6%
Total 1200 · REGISTRATION - Life (Active)	4,471.25	156.6%
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	-530.00	100.0%
1250 · MAKE-UP FEES - Other	1,133.75	335.6%
Total 1250 · MAKE-UP FEES	603.75	225.5%
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	6,445.20	100.0%
1301 · New PCLM-Restricted	160.55	100.0%
Total 1300a · RESTRICTED LIFE FUNDS	6,605.75	100.0%
1400 · YUDANSHAKAI FEE	2,268.75	201.7%

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	\$ Over Budget	% of Budget
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	-5,980.00	100.0%
1500 · CLUBS FEE - Other	9,236.25	446.1%
Total 1500 · CLUBS FEE	3,256.25	222.0%
3100 · PROMOTIONS	-1,490.00	79.6%
3200 · SANCTIONS	88.30	110.8%
4000 · MERCHANDISE		
4003 · USJF History Book	0.00	0.0%
Total 4000 · MERCHANDISE	0.00	0.0%
4700 · DEVELOPMENT		
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	136.65	118.0%
4701B · Nat'l Teachers Certificates	455.00	100.0%
Total 4701 · Teachers Institute	591.65	178.0%
4704 · Kata Dev't and Certification		
4704B · Kata Certification	0.00	0.0%
4704C · Nat'l Kata Certification Test	0.00	0.0%
4704 · Kata Dev't and Certification - Other	-140.00	0.0%
Total 4704 · Kata Dev't and Certification	-140.00	0.0%
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	865.00	100.0%
4706B · Coach Certification	245.00	100.0%
4706C · Manuals	175.00	100.0%
4706 · Coach Development - Other	-1,194.20	4.8%
Total 4706 · Coach Development	90.80	107.2%
4711 · Self-Defense		
4711A · Self-Defense Clinics	0.00	0.0%
4711B · Self-Defense Certificates	102.50	685.7%
4711 · Self-Defense - Other	-17.50	0.0%
Total 4711 · Self-Defense	85.00	342.9%
4700 · DEVELOPMENT - Other	-2,206.85	2.6%
Total 4700 · DEVELOPMENT	-1,579.40	64.5%

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6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	555.76	100.0%
Total 6002 · Reserve Interest Income	555.76	100.0%
6003 · Operational Interest Income		
6003a · Interest Income-Key Bank MMA	0.00	0.0%
6003c · Interest Income-Umpqua MMA	0.00	0.0%
6003 · Operational Interest Income - Other	0.00	0.0%
Total 6003 · Operational Interest Income	0.00	0.0%
Total 6000 · INTEREST INCOME	555.76	100.0%
6001 · Endowment Interest Account	0.00	0.0%
Total Income	-26,925.64	88.3%
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	0.00	0.0%
7011 · Taxes		
7011A · Corporate Filing Fee	-350.00	0.0%
7011B · State Tax	-43.75	0.0%
7011C · Employment Tax (FICA, SSS, etc.	-10,035.67	46.5%
Total 7011 · Taxes	-10,429.42	45.5%
7020 · Insurance		
7021 · Excess Medical Insurance	14,647.65	216.7%
7022 · Liability Insurance Premium	9,740.05	123.8%
7023 · Worker's Comp Premium		
7025 · D&O Insurance	2,411.65	229.4%
7026 · Business Insurance Premium	-8.95	98.6%
Total 7020 · Insurance	27,162.34	148.5%
7030 · Professional Fees		
7032 · Accounting Fees	1,709.97	100.0%
Total 7030 · Professional Fees	1,709.97	100.0%
7040 · BOD Meeting Expense	-3,527.23	24.4%
7050 · Office Facility Expenses		
7051 · Rent	1,125.00	114.3%
7052 · Electricity	-1,598.11	61.9%
Total 7050 · Office Facility Expenses	-473.11	96.1%

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7060 · Employee Wages		
7061 · Executive Director	-16,391.62	61.0%
7062 · Administrative Manager	-12,003.33	62.6%
7063 · Administrative Assistant	-7,829.08	81.6%
7064 · Administrative (part-time)	-8,372.00	0.0%
7066 · Website personal (part time)	-15,583.35	13.8%
Total 7060 · Employee Wages	-60,179.38	57.9%
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	-9,577.50	13.5%
7072 · Retirement (IRA)	-3,498.25	0.0%
7073 · Employee Training	-875.00	0.0%
Total 7070 · Employee Benefits	-13,950.75	9.7%
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	-656.25	0.0%
7110C · Ink & Toner	-1,645.00	0.0%
Total 7110 · Printing	-2,301.25	0.0%
7112 · Bank Charges	-291.70	0.0%
7113 · Credit Card charges	-1,458.35	0.0%
7114 · Paypal Fees	1,396.74	139.9%
7130 · Postage		
7131 · USPS	-993.90	51.0%
7132 · NonUSPS Services	-36.44	68.8%
Total 7130 · Postage	-1,030.34	52.0%
7140 · Telephone	-97.57	93.9%
7150 · Machine Maintenance	-875.00	0.0%
7160 · Supplies/Software		
7161 · Office Expense	-1,164.48	58.4%
7162 · Software	0.00	0.0%
7163 · Software-other	0.00	0.0%
7160 · Supplies/Software - Other		
Total 7160 · Supplies/Software	-1,068.47	61.8%
Total 7100 · Office Expense	-5,725.94	61.7%
7200 · Office Travel		
7202 · National Meetings	-8,937.76	11.7%
Total 7200 · Office Travel	-8,937.76	11.7%

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7300 · President's Expenses		
7303 · Pres. Expenses	-3,500.00	0.0%
7304 · Pres. Memorial Contributions	0.00	0.0%
7300 · President's Expenses - Other	0.00	0.0%
Total 7300 · President's Expenses	-3,500.00	0.0%
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	-3.00	100.0%
7502B · Life Membership-Garnet Pins	-388.75	100.0%
7502C · Life Membership-Lapel Pins	-20.75	100.0%
7502D · Life Membership-Patches	-20.35	100.0%
Total 7502 · Life Membership Development	-432.85	100.0%
7506 · Public Relations Committee	0.00	0.0%
7507 · Marketing Committee Expense	-5,743.35	1.5%
7511 · Teachers Committtee Expenses	-9,916.70	0.0%
7513 · Kata Committee Expenses	-1,166.70	0.0%
7514 · Nat'l Referee Committee Exp	-1,166.70	0.0%
7515 · National Jr. Youth Committee	-1,166.70	0.0%
7516 · Nat'l Coaching Committee	-2,916.70	0.0%
7520 · Hall of Fame Committee Expenses	0.00	0.0%
7500 · Committees - Other	0.00	0.0%
Total 7500 · Committees	-22,509.70	-1.5%
7600 · Fund Raising Expenses		
7630 · G. Balch Endowment Fund Raising	0.00	0.0%
Total 7600 · Fund Raising Expenses	0.00	0.0%
Total 7000 · OPERATIONS	-100,360.98	66.7%
8000 · AWARDS		
8001 · Athlete/Scholar	0.00	0.0%
8004 · Jeremy Glick Memorial Spirit	0.00	0.0%
Total 8000 · AWARDS	0.00	0.0%
9000 · DEVELOPMENT EXPENSES		
9050 · Minor Assistance Program	0.00	0.0%

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9100 · Development Committee		
9110 · National Teachers Inst (NTIS)	0.00	0.0%
9111 · NTIS;Manual/Resouce		
9119 · NTIS Misc Programs	1,514.17	100.0%
9169 · NCDS Misc Programs	0.00	0.0%
9175 · Self-Defense Curriculum/Materia	-1,166.70	0.0%
Total 9100 · Development Committee	7,222.47	719.1%
Total 9000 · DEVELOPMENT EXPENSES	7,222.47	719.1%
Total Expense	-93,138.51	69.2%
Net Ordinary Income	66,212.87	9.2%
Net Income	66,212.87	9.2%