

UNITED STATES JUDO FEDERATION, INC.

MEETING OF THE BOARD OF DIRECTORS

Sunday, October 8, 2022 @ 0900 Pacific

In-person at City College of San Francisco and Teleconference

Registration of Delegates and Distribution of Delegate Packets (immediately prior to meeting)

I. CALL TO ORDER, SEATING OF DELEGATES (Executive Committee acts as a committee on credentials) - 9:15 PM Pacific

A. Attendance:

Yudanshakai	Delegates	Observers
50th State	Ed Hanashiro & Gene Nakashima	<ul style="list-style-type: none">● Jennifer Badertscher● Josh Kindelberger● Dr. David Matsumoto● Dr. Charles Medani● Hayward Nishioka● Barb Shimizu● Jesse Stroup● Ron Suggs● Al Theda● Laney Theda● Hannah Tsutsui Chairperson: Mitchell Palacio Parliamentarian: Rob Schab
Arizona		
Central Coast	Dan Kikuchi	
Chicago		
Chuka	Tom Jay	
Daiheigen	Bryan Matsuoka & Joe Miller	
Florida		
Florida State		
Ganbaru		
Hawaii	Richard Nakatsu	
Hawaii State		
Hokka	Harvey Takeda & Mac Takeda	
Hudson	Boris Munoz	
Intermountain	Rome Acopan & Noble Morinaka	
Konan	Chris Reid	
Makoto		
Nanka	Keith Chu & Gary Goltz	
Niagara	Janet Johnson	
Northwest	Julie Koyama & Rod Conduragis,	
Pacific Southwest		

Rokushu		
San Joaquin	Larry Tsutsui & Krista Tsutsui	
Shinnanbu		
Shufu	Eric Spears & Roy Englert	
Southern Pacific		

B. Welcome by the Chairperson

II. MOMENT OF SILENCE FOR THOSE WHO HAVE PASSED SINCE OUR LAST MEETING

III. ADOPTION OF AGENDA - Motion by M. Takeda, Second by E. Spears, Motion, Second, Pass (MSP)

IV. MINUTES FOR REVIEW & APPROVAL

A. August 7, 2022, Board of Directors Meeting - MSP

V. REPORTS

A. President

i. 2022 4th Quarter: Building Relationships and Collaboration

1. Development Committee Organizational Goals

- Committee Leaderships transition – Spring meeting – 2023
- Mentee becomes chairperson and the previous chair becomes emeritus as a mentor

2. Learning Management System. Learn.usjf.com

- New USJF Jr. Rank Requirements
- Koka Kids - 5 online books
- Aligned with SHAPE standards and Jr. rank requirements created by Janet Johnson, Chair, Kevin Tamai, Jennifer Badertscher, and Ryan Shinokawa

3. Presidents Ad Hoc Committee: Janet Johnson, Chair, Dr. David Matsumoto, and two other members

- Sr. Rank Requirements: Matching skill sets with outcomes

4. Yudanshakai Presidents Committee

5. Development - Kindelberger

- Integration with Teacher, Coach, and High-Performance Programs

- Roadmap of online resources

ii. Board of Examiners Chairperson – Mac Takeda

1. Board of Examiners report:

- Special Needs Judo Program in progress
- Ne Waza tournaments haven't been tried yet
- New form to record FAQ and upload to website in progress
- Shodan cheatsheet is in the minutes and will be posted to the website soon
- Incorporation of actions since 2016
- Motion to make ambassador program permanent option as a path to shodan

2. Promotion Committee - Hayward Nishioka, Chairperson, and David Matsumoto, Acting Chairperson

B. Treasurer Report, Ed Hanashiro - see attached reports

C. Executive Director, Robert Fukuda

i. Membership total: 6796 as of 9/2/22

i. Insurance - increase in premium is primarily due to increase in membership

VI. BOARD RATIFICATION OF ACTIONS OF THE CORPORATION SINCE PREVIOUS MEETING - Motion, J. Koyama, Second E. Spears, Pass

VII. UNFINISHED BUSINESS

A. Motion: Nage-no-Kata fee update (second reading) - \$50 certification fee for existing USJF members and \$100 certification fee for non-USJF members - Motion, M. Takeda, Second, B. Munoz, Pass

VIII. NEW BUSINESS

A. Motion: Creation of a USJF Mascot to be initially used for Koka Kids Development Program. National Contest with first place prize of \$500.00 (Submitted by President Palacio) -MSP

B. Motion: Change the name of the USJF Jr. Nationals to USJF Summer National Championship. (Submitted by President Palacio) - MSP

C. Addition to Treasurer Report: Motion: \$10,000 from the fiscal year 2021-2022 allocated for the USJF Club Banner be added to fiscal year 2022-2023 Budget from the Fiscal year 2021- 2022 surplus. - MSP

1. Rationale: Due to logistics issues, we could not complete the project on time. (Submitted by President Palacio)

D. Motion: Discuss - USA Judo Proposal Letter from Mark Hill (Submitted by President Palacio) - MSP

1. Discussion: Look at regulations and restrictions by USOC and send USJF proposal ideas to kristatsutsui@gmail.com by Saturday, October 22nd

E. Location for USJF Spring 2023 In-person Meeting could potentially be in Shufu or Florida. Fall 2023 in Boise, Idaho co-hosted by Intermountain and Daiheigen

IX. ANNOUNCEMENTS

- A. Gary Goltz - Polic Judo program in Nanka
- B. Boris Munoz - July 2023 Hudson is hosting Summer Nationals in New York and YMCA
- C. Tom Sheehan - Endowment committee announcement
- D. Eric Spears - History of Judo Book available for purchase and to have attendees sign
- E. Karen Nagai - 2022 National Kata conference in St. Louis, Missouri - Oct 28th-30th

X. ADJOURNMENT - 11:46 AM Pacific MSP

XI. REMINDERS

- A. All committee members and other interested USJF members are welcome to attend USJF committee and board meetings. USJF meetings are open. Committee Chairpersons and Yudanshakai Presidents should, as a matter of course, routinely communicate all USJF meeting schedules and related National Office information/notices to all dojos.
- B. In accordance with the USJF by-laws, the deadline for member agenda item requests is 45 days prior to the meeting.

United States Judo Federation, Inc.

2022 Fall Board of Directors Meeting

City College of San Francisco

October 8, 2022

Yudanshakai Delegate & Vote Counts

<i>Yudanshakai</i>	<i>Total</i>	<i>Delegates</i>	<i>Alternates</i>	<i>Votes</i>
50th State	1246	4	4	8
Arizona	4			no votes
At Large	192			no votes
Central Coast	355	3	3	3
Chicago	137	1	1	1
Chuka	48			no votes
Daiheigen	297	2	2	2
Florida	76			no votes
Florida State	46			no votes
Ganbaru	126	1	1	1
Hawaii	390	3	3	3
Hawaii State	51	1	1	no votes
Hokka	283	2	2	2
Hudson	423	3	3	3
Intermountain	109	1	1	1
Konan	269	2	2	2
Makoto	39			no votes
Nanka	889	4	4	6
Niagara	75	1	1	no votes
Northwest	827	4	4	6
Pacific Southwest	169	1	1	1
Rokushu	117	1	1	1
San Joaquin	210	2	2	2
Shinnanbu	13			no votes
Shufu	357	3	3	3
Southern Pacific	48			no votes
TOTALS	6,796	39	39	45

Membership Totals Through September 7, 2022



*Hall of Fame Mission:
Acknowledge outstanding judoka who have made major
significant contributions to the sport of judo and/or
achieved the highest level of success*

9/28/22

The Hall of Fame Committee Report

The Hall of Fame Committee has continued to meet to refine its US Judo Hall of Fame (HoF) and Lifetime Achievement Award (LAA) processes. The process worked well last term.

The HoF Committee has been expanded by one person who was nominated by President Palacio for a two year term. We are honored to have Hector Estevez Sensei join the committee.

Last years nominations were very slim. One person, Brian Olson was missed as part of the 2010 award and therefore was acknowledged and awarded his Hall of Fame Status. Only one new member was inducted in 2021. Four Lifetime Achievement awards were also awarded. The committee hopes that nominations in future years will be sent in for review and evaluation.

The website has been updated.

Respectfully Submitted,
Neil Simon, Chair

USJF Hall of Fame Members

Neil Simon, Chairperson and Secretary

Members: Robert Brink - Mitchell Palacio - Noboru Saito - Mark Muranaka – Hector Estevez

Temporary ex-officio committee status: Kevin Asano



UNITED STATES JUDO FEDERATION

Life Membership Committee Chairperson

Tom Sheehan

Mailing Address: 5895 Horstmeyer Rd. Lansing, MI 48911-6492

Home Phone: 517-393-2445 Cell: 517-290-1218

Email: t_j_sheehan@yahoo.com

LIFE MEMBERSHIP YEAR END REPORT 2021-2022

We added 55 new Regular Life Members resulting in a .20% increase in regular memberships. As for the President Life Memberships, we received one upgrades to charter member, one to Executive level and two to Executive VIP in President Club Life Members. With the high number of upgrades that we had last year we had a 60% decrease in the President Life membership.

Also there was an over site from last year with Mr. Robert Brink's generous donation to the Fukuda endowment fund that wasn't recorded with him becoming a Presidential Sponsor. This will be put in this year's total for the donations.

With this year coming out of COVID-19 on clubs and Yudanshakais, National membership was down. Overall I think it's a lot better than I expected.

As a result, the income going into the USJF Endowment Funds after the expense of paying for plaques, engraving, cards, lapel pins, patches and postage was \$137,160.00.

2020-2021 Life Membership awards go to:

Yudanshakai:

1st. Northwest

2nd. Konan

3rd. 50 state & Chicago

Club:

1st. Shojin - Konan

Respectfully submitted
Tom Sheehan



Neil Simon, Self Defense Committee Chairperson
29255 Laurel Woods Drive, Ste 202
Southfield, Michigan 48034
Committee members: John Schaedler (Vice Char), Don Flagg, John
Floyd, Mac Takeda, Peter Ocello, Keith Watanabe
Committee Consultants/Advisors: Kristofer Larson, ,

September 28, 2022

Report from the Self Defense Committee

Our team continues meeting on a regular basis (average is about every three weeks). We have rethought the certification process and have decided to use a programmed learning approach to help reduce expenses. We have re-written our presentation slides and workbook. We are expecting the course to take about 8 hours.

The course will still focus on the USJF Self Defense basics as well as have components for actual physical training. Our main focus of the training involves the use of the self defense katas. We choose those because this is a judo self defense course and our self defense techniques are found in our katas.

We are just starting the process of segmenting and sequencing the materials for a programmed learning approach. We will then have the script the materials and then record and edit our work. We will also have to refine our certification process to align with the USJF office activities.

Our hope is to get back the individuals whose certifications lapsed as well as draw in new people.

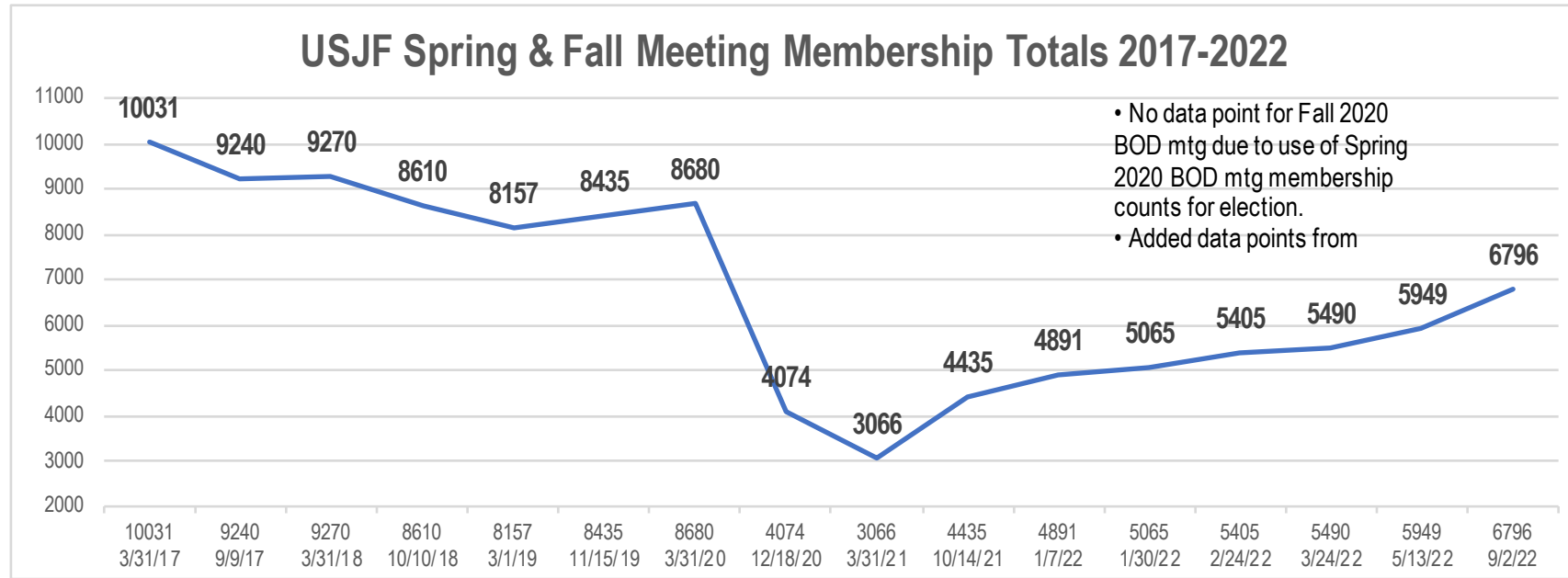
We also have 11 new CEU's in the process of development.

We are still working on creating our own data base that will eventually key into the National Office database.

Respectfully submitted on behalf of the Self Defense Committee,

Neil Simon, Chair

Date	3/31/17	9/9/17	3/31/18	#####	3/1/19	#####	3/31/20	#####	3/31/21	#####	1/7/22	1/30/22	2/24/22	3/24/22	5/13/22	9/2/22
Total	10031	9240	9270	8610	8157	8435	8680	4074	3066	4435	4891	5065	5405	5490	5949	6796



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

	Sep '22 - Aug 23	Budget
Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	0.00	0.00
1100b · Registration - 8 month	0.00	0.00
1100c · Registration - 4 month	0.00	0.00
1100d · Registration - 1 month	0.00	0.00
1100e · Family Plan - 3 members	0.00	0.00
1100f · Family Plan - 4 members	0.00	0.00
1100g · Family Plan - 5 members	0.00	0.00
1100h · Family Plan - 6 members	0.00	0.00
1100i · Family Plan - 7 plus members	0.00	0.00
1100ydk · Yudanshakai fee portion	0.00	0.00
1100 · REGISTRATION - Jrs./Srs. - Other	0.00	0.00
Total 1100 · REGISTRATION - Jrs./Srs.	0.00	0.00
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	0.00	0.00
1110 · REGISTRATION - Booster - Other	0.00	0.00
Total 1110 · REGISTRATION - Booster	0.00	0.00
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	0.00	0.00
1120 · REGISTRATION - USJF Secondary - Other	0.00	0.00
Total 1120 · REGISTRATION - USJF Secondary	0.00	0.00
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	0.00	0.00
1200 · REGISTRATION - Life (Active) - Other	0.00	0.00
Total 1200 · REGISTRATION - Life (Active)	0.00	0.00
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	0.00	0.00
1250 · MAKE-UP FEES - Other	0.00	0.00
Total 1250 · MAKE-UP FEES	0.00	0.00
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	0.00	0.00
1301 · New PCLM-Restricted	0.00	0.00
Total 1300a · RESTRICTED LIFE FUNDS	0.00	0.00
1400 · YUDANSHAKAI FEE	0.00	0.00
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	0.00	0.00
1500 · CLUBS FEE - Other	0.00	0.00
Total 1500 · CLUBS FEE	0.00	0.00
3100 · PROMOTIONS	0.00	0.00
3200 · SANCTIONS	0.00	0.00
4000 · MERCHANDISE		
4003 · USJF History Book	0.00	0.00
Total 4000 · MERCHANDISE	0.00	0.00
4700 · DEVELOPMENT		

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

	Sep '22 - Aug 23	Budget
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	0.00	0.00
4701B · Nat'l Teachers Certificates	0.00	0.00
Total 4701 · Teachers Institute	0.00	0.00
4704 · Kata Dev't and Certification		
4704B · Kata Certification	0.00	0.00
4704C · Nat'l Kata Certification Test	0.00	0.00
Total 4704 · Kata Dev't and Certification	0.00	0.00
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	0.00	0.00
4706B · Coach Certification	0.00	0.00
4706C · Manuals	0.00	0.00
Total 4706 · Coach Development	0.00	0.00
4711 · Self-Defense		
4711A · Self-Defense Clinics	0.00	0.00
4711B · Self-Defense Certificates	0.00	0.00
Total 4711 · Self-Defense	0.00	0.00
4700 · DEVELOPMENT - Other	0.00	0.00
Total 4700 · DEVELOPMENT	0.00	0.00
6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	0.00	0.00
Total 6002 · Reserve Interest Income	0.00	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	0.00	0.00
6001 · Endowment Interest Account	0.00	0.00
Total Income	0.00	0.00
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	0.00	0.00
7011 · Taxes		
7011A · Corporate Filing Fee	0.00	0.00
7011B · State Tax	0.00	0.00
7011C · Employment Tax (FICA, SSS, etc.	0.00	0.00
Total 7011 · Taxes	0.00	0.00
7020 · Insurance		
7021 · Excess Medical Insurance	10,877.60	0.00
7022 · Liability Insurance Premium	20,350.40	0.00
7025 · D&O Insurance	0.00	0.00
7026 · Business Insurance Premium	0.00	0.00
Total 7020 · Insurance	31,228.00	0.00

United States Judo Federation

Income & Expenditures Budget vs. Actual

September 2022 through August 2023

	Sep '22 - Aug 23	Budget
7030 · Professional Fees		
7032 · Accounting Fees	0.00	0.00
Total 7030 · Professional Fees	0.00	0.00
7040 · BOD Meeting Expense	0.00	0.00
7050 · Office Facility Expenses		
7051 · Rent	1,125.00	0.00
7052 · Electricity	0.00	0.00
Total 7050 · Office Facility Expenses	1,125.00	0.00
7060 · Employee Wages		
7061 · Executive Director	0.00	0.00
7062 · Administrative Manager	0.00	0.00
7063 · Administrative Assistant	0.00	0.00
7064 · Administrative (part-time)	0.00	0.00
7066 · Website personal (part time)	0.00	0.00
Total 7060 · Employee Wages	0.00	0.00
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	0.00	0.00
7072 · Retirement (IRA)	0.00	0.00
7073 · Employee Training	0.00	0.00
Total 7070 · Employee Benefits	0.00	0.00
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	0.00	0.00
7110C · Ink & Toner	0.00	0.00
Total 7110 · Printing	0.00	0.00
7112 · Bank Charges	0.00	0.00
7113 · Credit Card charges	0.00	0.00
7114 · Paypal Fees	0.00	0.00
7130 · Postage		
7131 · USPS	0.00	0.00
7132 · NonUSPS Services	0.00	0.00
Total 7130 · Postage	0.00	0.00
7140 · Telephone	0.00	0.00
7150 · Machine Maintenance	0.00	0.00
7160 · Supplies/Software		
7161 · Office Expense	0.00	0.00
7162 · Software	0.00	0.00
7163 · Software-other	0.00	0.00
Total 7160 · Supplies/Software	0.00	0.00
Total 7100 · Office Expense	0.00	0.00
7200 · Office Travel		
7202 · National Meetings	0.00	0.00
Total 7200 · Office Travel	0.00	0.00
7300 · President's Expenses		
7303 · Pres. Expenses	0.00	0.00

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

	Sep '22 - Aug 23	Budget
7304 · Pres. Memorial Contributions	0.00	0.00
7300 · President's Expenses - Other	0.00	0.00
Total 7300 · President's Expenses	0.00	0.00
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	0.00	0.00
7502B · Life Membership-Garnet Pins	0.00	0.00
7502C · Life Membership-Lapel Pins	0.00	0.00
7502D · Life Membership-Patches	0.00	0.00
Total 7502 · Life Membership Development	0.00	0.00
7506 · Public Relations Committee	0.00	0.00
7507 · Marketing Committee Expense	0.00	0.00
7520 · Hall of Fame Committee Expenses	0.00	0.00
Total 7500 · Committees	0.00	0.00
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	32,353.00	0.00
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
9100 · Development Committee		
9119 · NTIS Misc Programs	0.00	0.00
9169 · NCDS Misc Programs	0.00	0.00
9175 · Self-Defense Curriculum/Materia	0.00	0.00
Total 9100 · Development Committee	0.00	0.00
Total 9000 · DEVELOPMENT EXPENSES	0.00	0.00
Total Expense	32,353.00	0.00
Net Ordinary Income	-32,353.00	0.00
Net Income	-32,353.00	0.00

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

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	0.00	0.0%
1100b · Registration - 8 month	0.00	0.0%
1100c · Registration - 4 month	0.00	0.0%
1100d · Registration - 1 month	0.00	0.0%
1100e · Family Plan - 3 members	0.00	0.0%
1100f · Family Plan - 4 members	0.00	0.0%
1100g · Family Plan - 5 members	0.00	0.0%
1100h · Family Plan - 6 members	0.00	0.0%
1100i · Family Plan - 7 plus members	0.00	0.0%
1100ydk · Yudanshakai fee portion	0.00	0.0%
1100 · REGISTRATION - Jrs./Srs. - Other	0.00	0.0%
Total 1100 · REGISTRATION - Jrs./Srs.	0.00	0.0%
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	0.00	0.0%
1110 · REGISTRATION - Booster - Other	0.00	0.0%
Total 1110 · REGISTRATION - Booster	0.00	0.0%
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	0.00	0.0%
1120 · REGISTRATION - USJF Secondary - Other	0.00	0.0%
Total 1120 · REGISTRATION - USJF Secondary	0.00	0.0%
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	0.00	0.0%
1200 · REGISTRATION - Life (Active) - Other	0.00	0.0%
Total 1200 · REGISTRATION - Life (Active)	0.00	0.0%
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	0.00	0.0%
1250 · MAKE-UP FEES - Other	0.00	0.0%
Total 1250 · MAKE-UP FEES	0.00	0.0%
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	0.00	0.0%
1301 · New PCLM-Restricted	0.00	0.0%
Total 1300a · RESTRICTED LIFE FUNDS	0.00	0.0%
1400 · YUDANSHAKAI FEE	0.00	0.0%
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	0.00	0.0%
1500 · CLUBS FEE - Other	0.00	0.0%
Total 1500 · CLUBS FEE	0.00	0.0%
3100 · PROMOTIONS	0.00	0.0%
3200 · SANCTIONS	0.00	0.0%
4000 · MERCHANDISE		
4003 · USJF History Book	0.00	0.0%
Total 4000 · MERCHANDISE	0.00	0.0%
4700 · DEVELOPMENT		

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

	\$ Over Budget	% of Budget
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	0.00	0.0%
4701B · Nat'l Teachers Certificates	0.00	0.0%
Total 4701 · Teachers Institute	0.00	0.0%
4704 · Kata Dev't and Certification		
4704B · Kata Certification	0.00	0.0%
4704C · Nat'l Kata Certification Test	0.00	0.0%
Total 4704 · Kata Dev't and Certification	0.00	0.0%
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	0.00	0.0%
4706B · Coach Certification	0.00	0.0%
4706C · Manuals	0.00	0.0%
Total 4706 · Coach Development	0.00	0.0%
4711 · Self-Defense		
4711A · Self-Defense Clinics	0.00	0.0%
4711B · Self-Defense Certificates	0.00	0.0%
Total 4711 · Self-Defense	0.00	0.0%
4700 · DEVELOPMENT - Other	0.00	0.0%
Total 4700 · DEVELOPMENT	0.00	0.0%
6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	0.00	0.0%
Total 6002 · Reserve Interest Income	0.00	0.0%
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	0.00	0.0%
6001 · Endowment Interest Account	0.00	0.0%
Total Income	0.00	0.0%
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	0.00	0.0%
7011 · Taxes		
7011A · Corporate Filing Fee	0.00	0.0%
7011B · State Tax	0.00	0.0%
7011C · Employment Tax (FICA, SSS, etc.	0.00	0.0%
Total 7011 · Taxes	0.00	0.0%
7020 · Insurance		
7021 · Excess Medical Insurance	10,877.60	100.0%
7022 · Liability Insurance Premium	20,350.40	100.0%
7025 · D&O Insurance	0.00	0.0%
7026 · Business Insurance Premium	0.00	0.0%
Total 7020 · Insurance	31,228.00	100.0%

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

	\$ Over Budget	% of Budget
7030 · Professional Fees		
7032 · Accounting Fees	0.00	0.0%
Total 7030 · Professional Fees	0.00	0.0%
7040 · BOD Meeting Expense	0.00	0.0%
7050 · Office Facility Expenses		
7051 · Rent	1,125.00	100.0%
7052 · Electricity	0.00	0.0%
Total 7050 · Office Facility Expenses	1,125.00	100.0%
7060 · Employee Wages		
7061 · Executive Director	0.00	0.0%
7062 · Administrative Manager	0.00	0.0%
7063 · Administrative Assistant	0.00	0.0%
7064 · Administrative (part-time)	0.00	0.0%
7066 · Website personal (part time)	0.00	0.0%
Total 7060 · Employee Wages	0.00	0.0%
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	0.00	0.0%
7072 · Retirement (IRA)	0.00	0.0%
7073 · Employee Training	0.00	0.0%
Total 7070 · Employee Benefits	0.00	0.0%
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	0.00	0.0%
7110C · Ink & Toner	0.00	0.0%
Total 7110 · Printing	0.00	0.0%
7112 · Bank Charges	0.00	0.0%
7113 · Credit Card charges	0.00	0.0%
7114 · Paypal Fees	0.00	0.0%
7130 · Postage		
7131 · USPS	0.00	0.0%
7132 · NonUSPS Services	0.00	0.0%
Total 7130 · Postage	0.00	0.0%
7140 · Telephone	0.00	0.0%
7150 · Machine Maintenance	0.00	0.0%
7160 · Supplies/Software		
7161 · Office Expense	0.00	0.0%
7162 · Software	0.00	0.0%
7163 · Software-other	0.00	0.0%
Total 7160 · Supplies/Software	0.00	0.0%
Total 7100 · Office Expense	0.00	0.0%
7200 · Office Travel		
7202 · National Meetings	0.00	0.0%
Total 7200 · Office Travel	0.00	0.0%
7300 · President's Expenses		
7303 · Pres. Expenses	0.00	0.0%

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

	\$ Over Budget	% of Budget
7304 · Pres. Memorial Contributions	0.00	0.0%
7300 · President's Expenses - Other	0.00	0.0%
Total 7300 · President's Expenses	0.00	0.0%
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	0.00	0.0%
7502B · Life Membership-Garnet Pins	0.00	0.0%
7502C · Life Membership-Lapel Pins	0.00	0.0%
7502D · Life Membership-Patches	0.00	0.0%
Total 7502 · Life Membership Development	0.00	0.0%
7506 · Public Relations Committee	0.00	0.0%
7507 · Marketing Committee Expense	0.00	0.0%
7520 · Hall of Fame Committee Expenses	0.00	0.0%
Total 7500 · Committees	0.00	0.0%
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	32,353.00	100.0%
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%
9100 · Development Committee		
9119 · NTIS Misc Programs	0.00	0.0%
9169 · NCDS Misc Programs	0.00	0.0%
9175 · Self-Defense Curriculum/Materia	0.00	0.0%
Total 9100 · Development Committee	0.00	0.0%
Total 9000 · DEVELOPMENT EXPENSES	0.00	0.0%
Total Expense	32,353.00	100.0%
Net Ordinary Income	-32,353.00	100.0%
Net Income	-32,353.00	100.0%

United States Judo Federation

Income & Expenditures Budget vs. Actual

September 2021 through August 2022

	Sep '21 - Aug 22	Budget
Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	286,987.50	236,366.00
1100b · Registration - 8 month	2,695.00	4,243.00
1100c · Registration - 4 month	8,595.00	10,260.00
1100d · Registration - 1 month	5,453.75	4,303.00
1100e · Family Plan - 3 members	9,167.50	6,566.00
1100f · Family Plan - 4 members	7,635.00	5,537.00
1100g · Family Plan - 5 members	3,095.00	4,277.00
1100h · Family Plan - 6 members	1,185.00	1,637.00
1100i · Family Plan - 7 plus members	590.00	454.00
1100j · Minor Assistance Registration	0.00	0.00
1100ydk · Yudanshakai fee portion	-71,940.00	-60,746.00
1100 · REGISTRATION - Jrs./Srs. - Other	4,735.00	0.00
Total 1100 · REGISTRATION - Jrs./Srs.	258,198.75	212,897.00
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	435.00	543.00
1110 · REGISTRATION - Booster - Other	892.81	1,222.00
Total 1110 · REGISTRATION - Booster	1,327.81	1,765.00
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	-5,180.00	-5,310.00
1120 · REGISTRATION - USJF Secondary - Other	9,590.00	9,750.00
Total 1120 · REGISTRATION - USJF Secondary	4,410.00	4,440.00
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	-5,985.00	-6,330.00
1200 · REGISTRATION - Life (Active) - Other	27,015.00	29,069.00
Total 1200 · REGISTRATION - Life (Active)	21,030.00	22,739.00
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	-760.00	-549.00
1250 · MAKE-UP FEES - Other	2,410.00	1,706.00
Total 1250 · MAKE-UP FEES	1,650.00	1,157.00
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	15,937.70	15,276.00
1301 · New PCLM-Restricted	1,352.37	2,318.00
1300a · RESTRICTED LIFE FUNDS - Other	0.00	0.00
Total 1300a · RESTRICTED LIFE FUNDS	17,290.07	17,594.00
1400 · YUDANSHAKAI FEE	3,825.00	5,400.00
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	-3,070.00	4,183.00
1500 · CLUBS FEE - Other	8,395.00	11,811.40
Total 1500 · CLUBS FEE	5,325.00	15,994.40
3100 · PROMOTIONS	15,750.00	17,100.00
3200 · SANCTIONS	1,120.00	1,020.00
3300 · Returned check fee payment	0.00	0.00
4000 · MERCHANDISE		

United States Judo Federation

Income & Expenditures Budget vs. Actual

September 2021 through August 2022

	Sep '21 - Aug 22	Budget
4003 · USJF History Book	15.00	15.00
4005 · Miscellaneous Items	0.00	0.00
Total 4000 · MERCHANDISE	15.00	15.00
4700 · DEVELOPMENT		
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	980.00	1,346.00
4701B · Nat'l Teachers Certificates	620.00	883.00
4701C · National Judo Conference	0.00	0.00
4701D · Manuals	0.00	0.00
4701 · Teachers Institute - Other	0.00	0.00
Total 4701 · Teachers Institute	1,600.00	2,229.00
4702 · Referee Dev't Certification		
4702A · Referee Clinics	0.00	0.00
Total 4702 · Referee Dev't Certification	0.00	0.00
4704 · Kata Dev't and Certification		
4704A · Clinics	0.00	0.00
4704B · Kata Certification	140.00	240.00
4704C · Nat'l Kata Certification Test	100.00	171.00
4704 · Kata Dev't and Certification - Other	0.00	0.00
Total 4704 · Kata Dev't and Certification	240.00	411.00
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	2,016.00	1,947.00
4706B · Coach Certification	755.00	746.00
4706C · Manuals	679.00	650.00
Total 4706 · Coach Development	3,450.00	3,343.00
4711 · Self-Defense		
4711B · Self-Defense Certificates	30.00	51.40
Total 4711 · Self-Defense	30.00	51.40
4700 · DEVELOPMENT - Other	223.00	142.00
Total 4700 · DEVELOPMENT	5,543.00	6,176.40
5000 · MISCELLANEOUS		
5001 · Credit Card Fees	0.00	0.00
5000 · MISCELLANEOUS - Other	0.00	0.00
Total 5000 · MISCELLANEOUS	0.00	0.00
6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	15.72	27.00
6002 · Reserve Interest Income - Other	3.12	0.00
Total 6002 · Reserve Interest Income	18.84	27.00
6003 · Operational Interest Income		
6003a · Interest Income-Key Bank MMA	0.00	0.00
6003c · Interest Income-Umpqua MMA	5.32	9.00
6003 · Operational Interest Income - Other	0.00	0.00
Total 6003 · Operational Interest Income	5.32	9.00
Total 6000 · INTEREST INCOME	24.16	36.00

United States Judo Federation

Income & Expenditures Budget vs. Actual

September 2021 through August 2022

	Sep '21 - Aug 22	Budget
6001 · Endowment Interest Account	0.00	5,208.00
6204 · Transfer from Reserve for Defic	0.00	0.00
6205 · Transfer of Gen. Endow. for Dev	0.00	0.00
6206 · Transfer from reserve fund book	0.00	0.00
6208 · Transfer from reserve funds	0.00	0.00
Total Income	335,508.79	311,541.80
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	1,750.00	0.00
7011 · Taxes		
7011A · Corporate Filing Fee	0.00	600.00
7011B · State Tax	26.26	75.00
7011C · Employment Tax (FICA, SSS, etc.	36,727.77	29,513.00
Total 7011 · Taxes	36,754.03	30,188.00
7020 · Insurance		
7021 · Excess Medical Insurance	27,179.16	36,094.00
7022 · Liability Insurance Premium	44,390.98	54,720.00
7025 · D&O Insurance	1,598.00	4,542.00
7026 · Business Insurance Premium	787.68	1,109.00
Total 7020 · Insurance	73,955.82	96,465.00
7030 · Professional Fees		
7032 · Accounting Fees	2,442.00	0.00
Total 7030 · Professional Fees	2,442.00	0.00
7040 · BOD Meeting Expense	0.00	7,999.98
7050 · Office Facility Expenses		
7051 · Rent	12,900.00	12,900.00
7052 · Electricity	6,484.40	7,200.00
Total 7050 · Office Facility Expenses	19,384.40	20,100.00
7060 · Employee Wages		
7061 · Executive Director	54,990.59	72,100.00
7062 · Administrative Manager	40,251.31	48,755.00
7063 · Administrative Assistant	45,079.87	60,820.00
7064 · Administrative (part-time)	0.00	15,080.00
7066 · Website personal (part time)	22,577.50	31,000.00
Total 7060 · Employee Wages	162,899.27	227,755.00
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	4,500.00	17,259.00
7072 · Retirement (IRA)	2,791.41	5,450.00
7073 · Employee Training	0.00	1,500.00
Total 7070 · Employee Benefits	7,291.41	24,209.00
7080 · Depreciation	0.00	0.00
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	0.00	1,125.00
7110B · Plastic Membership Cards	0.00	0.00
7110C · Ink & Toner	419.88	6,720.00

United States Judo Federation

Income & Expenditures Budget vs. Actual

September 2021 through August 2022

	Sep '21 - Aug 22	Budget
Total 7110 · Printing	419.88	7,845.00
7112 · Bank Charges	100.00	500.00
7113 · Credit Card charges	908.99	2,500.00
7114 · Paypal Fees	7,437.73	6,000.00
7120 · Equipment	0.00	0.00
7130 · Postage		
7131 · USPS	1,403.10	3,630.00
7132 · NonUSPS Services	0.00	650.00
Total 7130 · Postage	1,403.10	4,280.00
7140 · Telephone	5,765.54	2,720.00
7150 · Machine Maintenance	0.00	1,500.00
7160 · Supplies/Software		
7161 · Office Expense	3,187.24	4,999.98
7163 · Software-other	0.00	0.00
Total 7160 · Supplies/Software	3,187.24	4,999.98
Total 7100 · Office Expense	19,222.48	30,344.98
7200 · Office Travel		
7202 · National Meetings	0.00	18,150.00
Total 7200 · Office Travel	0.00	18,150.00
7300 · President's Expenses		
7301 · Pres. Travel	0.00	0.00
7302 · Pres. Awards	0.00	0.00
7303 · Pres. Expenses	0.00	0.00
7304 · Pres. Memorial Contributions	300.00	0.00
7306 · Presidential Honorarium Accrual	0.00	0.00
7300 · President's Expenses - Other	0.00	4,000.00
Total 7300 · President's Expenses	300.00	4,000.00
7320 · Secretary Expenses	0.00	0.00
7400 · Public Relations		
7460 · Archivist/Historian	0.00	0.00
7499 · Miscellaneous Public Relations	0.00	0.00
Total 7400 · Public Relations	0.00	0.00
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	-735.15	0.00
7502B · Life Membership-Garnet Pins	-917.45	0.00
7502C · Life Membership-Lapel Pins	-74.30	0.00
7502D · Life Membership-Patches	-41.20	0.00
7502 · Life Membership Development - Other	-0.83	
Total 7502 · Life Membership Development	-1,768.93	0.00
7503 · National Office Oversight	0.00	0.00
7507 · Marketing Committee Expense	0.00	10,150.00
7520 · Hall of Fame Committee Expenses	3,500.00	0.00
Total 7500 · Committees	1,731.07	10,150.00
Total 7000 · OPERATIONS	325,730.48	469,361.96

United States Judo Federation
Income & Expenditures Budget vs. Actual
September 2021 through August 2022

	Sep '21 - Aug 22	Budget
8000 · AWARDS		
8001 · Athlete/Scholar	1,750.00	0.00
Total 8000 · AWARDS	1,750.00	0.00
9000 · DEVELOPMENT EXPENSES		
9050 · Minor Assistance Program	0.00	0.00
9100 · Development Committee		
9119 · NTIS Misc Programs	0.00	0.00
9129 · SRDS Misc Programs	0.00	0.00
9130 · Kata Dev & Cert Program (KDCS)	0.00	0.00
9149 · RCDS Misc Programs	0.00	0.00
9150 · Jr Youth Dev Programs (JYDS)	0.00	0.00
9175 · Self-Defense Curriculum/Materia	0.00	0.00
Total 9100 · Development Committee	0.00	0.00
9000 · DEVELOPMENT EXPENSES - Other	0.00	0.00
Total 9000 · DEVELOPMENT EXPENSES	0.00	0.00
Total Expense	327,480.48	469,361.96
Net Ordinary Income	8,028.31	-157,820.16
Net Income	8,028.31	-157,820.16

United States Judo Federation

Income & Expenditures Budget vs. Actual

September 2021 through August 2022

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	50,621.50	121.42%
1100b · Registration - 8 month	-1,548.00	63.52%
1100c · Registration - 4 month	-1,665.00	83.77%
1100d · Registration - 1 month	1,150.75	126.74%
1100e · Family Plan - 3 members	2,601.50	139.62%
1100f · Family Plan - 4 members	2,098.00	137.89%
1100g · Family Plan - 5 members	-1,182.00	72.36%
1100h · Family Plan - 6 members	-452.00	72.39%
1100i · Family Plan - 7 plus members	136.00	129.96%
1100j · Minor Assistance Registration	0.00	0.0%
1100ydk · Yudanshakai fee portion	-11,194.00	118.43%
1100 · REGISTRATION - Jrs./Srs. - Other	4,735.00	100.0%
Total 1100 · REGISTRATION - Jrs./Srs.	45,301.75	121.28%
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	-108.00	80.11%
1110 · REGISTRATION - Booster - Other	-329.19	73.06%
Total 1110 · REGISTRATION - Booster	-437.19	75.23%
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	130.00	97.55%
1120 · REGISTRATION - USJF Secondary - Other	-160.00	98.36%
Total 1120 · REGISTRATION - USJF Secondary	-30.00	99.32%
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	345.00	94.55%
1200 · REGISTRATION - Life (Active) - Other	-2,054.00	92.93%
Total 1200 · REGISTRATION - Life (Active)	-1,709.00	92.48%
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	-211.00	138.43%
1250 · MAKE-UP FEES - Other	704.00	141.27%
Total 1250 · MAKE-UP FEES	493.00	142.61%
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	661.70	104.33%
1301 · New PCLM-Restricted	-965.63	58.34%
1300a · RESTRICTED LIFE FUNDS - Other	0.00	0.0%
Total 1300a · RESTRICTED LIFE FUNDS	-303.93	98.27%
1400 · YUDANSHAKAI FEE	-1,575.00	70.83%
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	-7,253.00	-73.39%
1500 · CLUBS FEE - Other	-3,416.40	71.08%
Total 1500 · CLUBS FEE	-10,669.40	33.29%
3100 · PROMOTIONS	-1,350.00	92.11%
3200 · SANCTIONS	100.00	109.8%
3300 · Returned check fee payment	0.00	0.0%
4000 · MERCHANDISE		

United States Judo Federation
Income & Expenditures Budget vs. Actual
September 2021 through August 2022

	\$ Over Budget	% of Budget
4003 · USJF History Book	0.00	100.0%
4005 · Miscellaneous Items	0.00	0.0%
Total 4000 · MERCHANDISE	0.00	100.0%
4700 · DEVELOPMENT		
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	-366.00	72.81%
4701B · Nat'l Teachers Certificates	-263.00	70.22%
4701C · National Judo Conference	0.00	0.0%
4701D · Manuals	0.00	0.0%
4701 · Teachers Institute - Other	0.00	0.0%
Total 4701 · Teachers Institute	-629.00	71.78%
4702 · Referee Dev't Certification		
4702A · Referee Clinics	0.00	0.0%
Total 4702 · Referee Dev't Certification	0.00	0.0%
4704 · Kata Dev't and Certification		
4704A · Clinics	0.00	0.0%
4704B · Kata Certification	-100.00	58.33%
4704C · Nat'l Kata Certification Test	-71.00	58.48%
4704 · Kata Dev't and Certification - Other	0.00	0.0%
Total 4704 · Kata Dev't and Certification	-171.00	58.39%
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	69.00	103.54%
4706B · Coach Certification	9.00	101.21%
4706C · Manuals	29.00	104.46%
Total 4706 · Coach Development	107.00	103.2%
4711 · Self-Defense		
4711B · Self-Defense Certificates	-21.40	58.37%
Total 4711 · Self-Defense	-21.40	58.37%
4700 · DEVELOPMENT - Other	81.00	157.04%
Total 4700 · DEVELOPMENT	-633.40	89.75%
5000 · MISCELLANEOUS		
5001 · Credit Card Fees	0.00	0.0%
5000 · MISCELLANEOUS - Other	0.00	0.0%
Total 5000 · MISCELLANEOUS	0.00	0.0%
6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	-11.28	58.22%
6002 · Reserve Interest Income - Other	3.12	100.0%
Total 6002 · Reserve Interest Income	-8.16	69.78%
6003 · Operational Interest Income		
6003a · Interest Income-Key Bank MMA	0.00	0.0%
6003c · Interest Income-Umpqua MMA	-3.68	59.11%
6003 · Operational Interest Income - Other	0.00	0.0%
Total 6003 · Operational Interest Income	-3.68	59.11%
Total 6000 · INTEREST INCOME	-11.84	67.11%

United States Judo Federation

Income & Expenditures Budget vs. Actual

September 2021 through August 2022

	\$ Over Budget	% of Budget
6001 · Endowment Interest Account	-5,208.00	0.0%
6204 · Transfer from Reserve for Defic	0.00	0.0%
6205 · Transfer of Gen. Endow. for Dev	0.00	0.0%
6206 · Transfer from reserve fund book	0.00	0.0%
6208 · Transfer from reserve funds	0.00	0.0%
Total Income	23,966.99	107.69%
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	1,750.00	100.0%
7011 · Taxes		
7011A · Corporate Filing Fee	-600.00	0.0%
7011B · State Tax	-48.74	35.01%
7011C · Employment Tax (FICA, SSS, etc.	7,214.77	124.45%
Total 7011 · Taxes	6,566.03	121.75%
7020 · Insurance		
7021 · Excess Medical Insurance	-8,914.84	75.3%
7022 · Liability Insurance Premium	-10,329.02	81.12%
7025 · D&O Insurance	-2,944.00	35.18%
7026 · Business Insurance Premium	-321.32	71.03%
Total 7020 · Insurance	-22,509.18	76.67%
7030 · Professional Fees		
7032 · Accounting Fees	2,442.00	100.0%
Total 7030 · Professional Fees	2,442.00	100.0%
7040 · BOD Meeting Expense	-7,999.98	0.0%
7050 · Office Facility Expenses		
7051 · Rent	0.00	100.0%
7052 · Electricity	-715.60	90.06%
Total 7050 · Office Facility Expenses	-715.60	96.44%
7060 · Employee Wages		
7061 · Executive Director	-17,109.41	76.27%
7062 · Administrative Manager	-8,503.69	82.56%
7063 · Administrative Assistant	-15,740.13	74.12%
7064 · Administrative (part-time)	-15,080.00	0.0%
7066 · Website personal (part time)	-8,422.50	72.83%
Total 7060 · Employee Wages	-64,855.73	71.52%
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	-12,759.00	26.07%
7072 · Retirement (IRA)	-2,658.59	51.22%
7073 · Employee Training	-1,500.00	0.0%
Total 7070 · Employee Benefits	-16,917.59	30.12%
7080 · Depreciation	0.00	0.0%
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	-1,125.00	0.0%
7110B · Plastic Membership Cards	0.00	0.0%
7110C · Ink & Toner	-6,300.12	6.25%

United States Judo Federation

Income & Expenditures Budget vs. Actual

September 2021 through August 2022

	\$ Over Budget	% of Budget
Total 7110 · Printing	-7,425.12	5.35%
7112 · Bank Charges	-400.00	20.0%
7113 · Credit Card charges	-1,591.01	36.36%
7114 · Paypal Fees	1,437.73	123.96%
7120 · Equipment	0.00	0.0%
7130 · Postage		
7131 · USPS	-2,226.90	38.65%
7132 · NonUSPS Services	-650.00	0.0%
Total 7130 · Postage	-2,876.90	32.78%
7140 · Telephone	3,045.54	211.97%
7150 · Machine Maintenance	-1,500.00	0.0%
7160 · Supplies/Software		
7161 · Office Expense	-1,812.74	63.75%
7163 · Software-other	0.00	0.0%
Total 7160 · Supplies/Software	-1,812.74	63.75%
Total 7100 · Office Expense	-11,122.50	63.35%
7200 · Office Travel		
7202 · National Meetings	-18,150.00	0.0%
Total 7200 · Office Travel	-18,150.00	0.0%
7300 · President's Expenses		
7301 · Pres. Travel	0.00	0.0%
7302 · Pres. Awards	0.00	0.0%
7303 · Pres. Expenses	0.00	0.0%
7304 · Pres. Memorial Contributions	300.00	100.0%
7306 · Presidential Honorarium Accrual	0.00	0.0%
7300 · President's Expenses - Other	-4,000.00	0.0%
Total 7300 · President's Expenses	-3,700.00	7.5%
7320 · Secretary Expenses	0.00	0.0%
7400 · Public Relations		
7460 · Archivist/Historian	0.00	0.0%
7499 · Miscellaneous Public Relations	0.00	0.0%
Total 7400 · Public Relations	0.00	0.0%
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	-735.15	100.0%
7502B · Life Membership-Garnet Pins	-917.45	100.0%
7502C · Life Membership-Lapel Pins	-74.30	100.0%
7502D · Life Membership-Patches	-41.20	100.0%
7502 · Life Membership Development - Other		
Total 7502 · Life Membership Development	-1,768.93	100.0%
7503 · National Office Oversight	0.00	0.0%
7507 · Marketing Committee Expense	-10,150.00	0.0%
7520 · Hall of Fame Committee Expenses	3,500.00	100.0%
Total 7500 · Committees	-8,418.93	17.06%
Total 7000 · OPERATIONS	-143,631.48	69.4%

United States Judo Federation
Income & Expenditures Budget vs. Actual
September 2021 through August 2022

	\$ Over Budget	% of Budget
8000 · AWARDS		
8001 · Athlete/Scholar	1,750.00	100.0%
Total 8000 · AWARDS	1,750.00	100.0%
9000 · DEVELOPMENT EXPENSES		
9050 · Minor Assistance Program	0.00	0.0%
9100 · Development Committee		
9119 · NTIS Misc Programs	0.00	0.0%
9129 · SRDS Misc Programs	0.00	0.0%
9130 · Kata Dev & Cert Program (KDCS)	0.00	0.0%
9149 · RCDS Misc Programs	0.00	0.0%
9150 · Jr Youth Dev Programs (JYDS)	0.00	0.0%
9175 · Self-Defense Curriculum/Materia	0.00	0.0%
Total 9100 · Development Committee	0.00	0.0%
9000 · DEVELOPMENT EXPENSES - Other	0.00	0.0%
Total 9000 · DEVELOPMENT EXPENSES	0.00	0.0%
Total Expense	-141,881.48	69.77%
Net Ordinary Income	165,848.47	-5.09%
Net Income	165,848.47	-5.09%

United States Judo Federation

Income & Expenditures Prev Year Comparison

September 2021 through August 2022

	Sep '21 - Aug 22	Sep '20 - Aug 21
Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	286,987.50	174,346.25
1100b · Registration - 8 month	2,695.00	330.00
1100c · Registration - 4 month	8,595.00	2,560.00
1100d · Registration - 1 month	5,453.75	1,175.00
1100e · Family Plan - 3 members	9,167.50	5,577.50
1100f · Family Plan - 4 members	7,635.00	2,920.00
1100g · Family Plan - 5 members	3,095.00	2,187.50
1100h · Family Plan - 6 members	1,185.00	460.00
1100i · Family Plan - 7 plus members	590.00	495.00
1100ydk · Yudanshakai fee portion	-71,940.00	-44,256.25
1100 · REGISTRATION - Jrs./Srs. - Other	4,735.00	1,137.50
Total 1100 · REGISTRATION - Jrs./Srs.	258,198.75	146,932.50
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	435.00	0.00
1110 · REGISTRATION - Booster - Other	892.81	1,115.00
Total 1110 · REGISTRATION - Booster	1,327.81	1,115.00
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	-5,180.00	-6,230.00
1120 · REGISTRATION - USJF Secondary - Other	9,590.00	11,217.50
Total 1120 · REGISTRATION - USJF Secondary	4,410.00	4,987.50
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	-5,985.00	-6,195.00
1200 · REGISTRATION - Life (Active) - Other	27,015.00	27,667.50
Total 1200 · REGISTRATION - Life (Active)	21,030.00	21,472.50
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	-760.00	-1,210.00
1250 · MAKE-UP FEES - Other	2,410.00	3,505.00
Total 1250 · MAKE-UP FEES	1,650.00	2,295.00
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	15,937.70	12,192.26
1301 · New PCLM-Restricted	1,352.37	17,292.82
Total 1300a · RESTRICTED LIFE FUNDS	17,290.07	29,485.08
1400 · YUDANSHAKAI FEE	3,825.00	5,400.00
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	-3,070.00	-1,445.00
1500 · CLUBS FEE - Other	8,395.00	1,745.00
Total 1500 · CLUBS FEE	5,325.00	300.00
3100 · PROMOTIONS	15,750.00	20,085.00
3200 · SANCTIONS	1,120.00	140.00
4000 · MERCHANDISE		
4003 · USJF History Book	15.00	25.00
4006 · Shipping Income/ Fee	10.00	0.00
Total 4000 · MERCHANDISE	25.00	25.00

United States Judo Federation

Income & Expenditures Prev Year Comparison

September 2021 through August 2022

	Sep '21 - Aug 22	Sep '20 - Aug 21
4700 · DEVELOPMENT		
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	980.00	0.00
4701B · Nat'l Teachers Certificates	620.00	0.00
Total 4701 · Teachers Institute	1,600.00	0.00
4704 · Kata Dev't and Certification		
4704B · Kata Certification	140.00	0.00
4704C · Nat'l Kata Certification Test	100.00	0.00
Total 4704 · Kata Dev't and Certification	240.00	0.00
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	2,016.00	1,931.00
4706B · Coach Certification	755.00	680.00
4706C · Manuals	679.00	389.00
Total 4706 · Coach Development	3,450.00	3,000.00
4711 · Self-Defense		
4711A · Self-Defense Clinics	0.00	30.00
4711B · Self-Defense Certificates	30.00	200.00
Total 4711 · Self-Defense	30.00	230.00
4712 · Virtual Work Outs	0.00	115.00
4700 · DEVELOPMENT - Other	223.00	642.00
Total 4700 · DEVELOPMENT	5,543.00	3,987.00
6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	15.72	885.63
6002 · Reserve Interest Income - Other	3.12	0.00
Total 6002 · Reserve Interest Income	18.84	885.63
6003 · Operational Interest Income		
6003a · Interest Income-Key Bank MMA	0.00	9.05
6003c · Interest Income-Umpqua MMA	5.32	6.13
6003 · Operational Interest Income - Other	0.00	163.83
Total 6003 · Operational Interest Income	5.32	179.01
Total 6000 · INTEREST INCOME	24.16	1,064.64
6001 · Endowment Interest Account		
6001a · Interest income-Balch #0133	154.32	741.70
6001b · Interest Income-Fukuda #0132	157.20	1,303.56
6001c · Interest Income-General #0130a	2,167.48	15,946.93
6001d · Interest Income-Kitaura #0134	0.98	395.06
6001e · Interest Income-Lee #0140	0.54	221.27
6001f · Interest Income-Palacio #0131	0.40	110.49
6001h · Interest income-Saito #144	337.66	1,036.17
6001i · Interest income-Fitzsimmons#145	54.40	385.11
6001j · Interest income-Osako #146	165.18	660.41
6001k · Interest Income-Koiwai #147	0.12	78.94
6001 · Endowment Interest Account - Other	0.00	175.35
Total 6001 · Endowment Interest Account	3,038.28	21,054.99

United States Judo Federation

Income & Expenditures Prev Year Comparison

September 2021 through August 2022

	Sep '21 - Aug 22	Sep '20 - Aug 21
6500 · RESTRICTED-ENDOWMENT FUNDING		
6501 · Gen'l Endowment Donations	9,028.11	2,410.45
6502 · George Balch Scholarship	494.00	890.46
6503 · Tamo Kitaura Ref Grant	604.50	954.00
6504 · B. Palacio Scholarship Fund	4,079.50	4,166.49
6505 · Keiko Fukuda Scholarship	768.25	101,389.99
6506 · Elizabeth Lee Scholarship	872.75	398.00
6507 · Noboru Saito Scholarship	1,747.00	1,764.30
6508 · Dr. J. Fitzsimmons Schol. Fund	182.00	151.00
6509 · Osako Scholarship Fund	462.00	148.99
6510 · Dr. Eichi Koiwai	182.00	98.00
6500 · RESTRICTED-ENDOWMENT FUNDING - Other	15.00	0.00
Total 6500 · RESTRICTED-ENDOWMENT FUNDING	18,435.11	112,371.68
Total Income	356,992.18	370,715.89
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	1,750.00	1,750.00
7011 · Taxes		
7011A · Corporate Filing Fee	0.00	418.00
7011B · State Tax	26.26	80.00
7011C · Employment Tax (FICA, SSS, etc.	36,727.77	18,580.19
Total 7011 · Taxes	36,754.03	19,078.19
7020 · Insurance		
7021 · Excess Medical Insurance	27,179.16	30,078.00
7022 · Liability Insurance Premium	44,390.98	33,713.00
7025 · D&O Insurance	1,598.00	1,514.00
7026 · Business Insurance Premium	787.68	923.91
7028 · Event Medical Liability	3,231.25	1,534.27
Total 7020 · Insurance	77,187.07	67,763.18
7030 · Professional Fees		
7032 · Accounting Fees	2,442.00	11,088.31
Total 7030 · Professional Fees	2,442.00	11,088.31
7050 · Office Facility Expenses		
7051 · Rent	12,900.00	12,240.00
7052 · Electricity	6,484.40	5,010.82
Total 7050 · Office Facility Expenses	19,384.40	17,250.82
7060 · Employee Wages		
7061 · Executive Director	54,990.59	74,549.34
7062 · Administrative Manager	40,251.31	47,617.44
7063 · Administrative Assistant	45,079.87	19,747.44
7066 · Website personal (part time)	22,577.50	15,540.00
7067 · Admin Assist Temp Contract	0.00	18,878.66
Total 7060 · Employee Wages	162,899.27	176,332.88
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	4,500.00	10,600.00
7072 · Retirement (IRA)	2,791.41	5,168.02

United States Judo Federation

Income & Expenditures Prev Year Comparison

September 2021 through August 2022

	Sep '21 - Aug 22	Sep '20 - Aug 21
7073 · Employee Training	0.00	116.48
7074 · Background Check & Drug Testing	0.00	1,043.19
Total 7070 · Employee Benefits	7,291.41	16,927.69
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	0.00	0.00
7110C · Ink & Toner	419.88	2,562.80
7110E · Promotion Covers	6,050.00	712.00
Total 7110 · Printing	6,469.88	3,274.80
7112 · Bank Charges	100.00	190.00
7113 · Credit Card charges	908.99	1,767.53
7114 · Paypal Fees	7,437.73	4,842.13
7130 · Postage		
7131 · USPS	1,403.10	2,320.32
7132 · NonUSPS Services	0.00	179.14
Total 7130 · Postage	1,403.10	2,499.46
7140 · Telephone	5,765.54	4,745.57
7150 · Machine Maintenance	0.00	1,202.25
7160 · Supplies/Software		
7161 · Office Expense	3,187.24	3,114.84
7162 · Software	0.00	67.96
7163 · Software-other	0.00	33.98
Total 7160 · Supplies/Software	3,187.24	3,216.78
Total 7100 · Office Expense	25,272.48	21,738.52
7300 · President's Expenses		
7304 · Pres. Memorial Contributions	300.00	250.00
Total 7300 · President's Expenses	300.00	250.00
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	-735.15	-374.95
7502B · Life Membership-Garnet Pins	-917.45	0.00
7502C · Life Membership-Lapel Pins	-74.30	0.00
7502D · Life Membership-Patches	-41.20	0.00
7502 · Life Membership Development - Other	-0.83	0.00
Total 7502 · Life Membership Development	-1,768.93	-374.95
7506 · Public Relations Committee	0.00	1,140.00
7520 · Hall of Fame Committee Expenses	3,500.00	9,277.40
Total 7500 · Committees	1,731.07	10,042.45
7600 · Fund Raising Expenses		
7630 · G. Balch Endowment Fund Raising	0.00	500.00
Total 7600 · Fund Raising Expenses	0.00	500.00
Total 7000 · OPERATIONS	335,011.73	342,722.04
8000 · AWARDS		
8001 · Athlete/Scholar	1,750.00	1,700.00
8002 · Hall of Fame	320.56	371.50

United States Judo Federation
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September 2021 through August 2022

	Sep '21 - Aug 22	Sep '20 - Aug 21
8004 · Jeremy Glick Memorial Spirit	0.00	170.00
Total 8000 · AWARDS	2,070.56	2,241.50
9000 · DEVELOPMENT EXPENSES		
9050 · Minor Assistance Program	0.00	150.00
9100 · Development Committee		
9119 · NTIS Misc Programs	0.00	6,217.99
9169 · NCDS Misc Programs	0.00	1,500.00
Total 9100 · Development Committee	0.00	7,717.99
9193 · COVID-19 Program	0.00	595.00
9200 · Funding from Endowment		
9201 · George Balch Scholarship Fund	2,000.00	0.00
9206 · General Endowment Funding	0.00	0.00
9207 · Noboru Saito Scholarship Fund	500.00	0.00
Total 9200 · Funding from Endowment	2,500.00	0.00
Total 9000 · DEVELOPMENT EXPENSES	2,500.00	8,462.99
Total Expense	339,582.29	353,426.53
Net Ordinary Income	17,409.89	17,289.36
Net Income	17,409.89	17,289.36

United States Judo Federation

Income & Expenditures Prev Year Comparison

September 2021 through August 2022

	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	112,641.25	64.61%
1100b · Registration - 8 month	2,365.00	716.67%
1100c · Registration - 4 month	6,035.00	235.74%
1100d · Registration - 1 month	4,278.75	364.15%
1100e · Family Plan - 3 members	3,590.00	64.37%
1100f · Family Plan - 4 members	4,715.00	161.47%
1100g · Family Plan - 5 members	907.50	41.49%
1100h · Family Plan - 6 members	725.00	157.61%
1100i · Family Plan - 7 plus members	95.00	19.19%
1100ydk · Yudanshakai fee portion	-27,683.75	-62.55%
1100 · REGISTRATION - Jrs./Srs. - Other	3,597.50	316.26%
Total 1100 · REGISTRATION - Jrs./Srs.	111,266.25	75.73%
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	435.00	100.0%
1110 · REGISTRATION - Booster - Other	-222.19	-19.93%
Total 1110 · REGISTRATION - Booster	212.81	19.09%
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	1,050.00	16.85%
1120 · REGISTRATION - USJF Secondary - Other	-1,627.50	-14.51%
Total 1120 · REGISTRATION - USJF Secondary	-577.50	-11.58%
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	210.00	3.39%
1200 · REGISTRATION - Life (Active) - Other	-652.50	-2.36%
Total 1200 · REGISTRATION - Life (Active)	-442.50	-2.06%
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	450.00	37.19%
1250 · MAKE-UP FEES - Other	-1,095.00	-31.24%
Total 1250 · MAKE-UP FEES	-645.00	-28.11%
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	3,745.44	30.72%
1301 · New PCLM-Restricted	-15,940.45	-92.18%
Total 1300a · RESTRICTED LIFE FUNDS	-12,195.01	-41.36%
1400 · YUDANSHAKAI FEE	-1,575.00	-29.17%
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	-1,625.00	-112.46%
1500 · CLUBS FEE - Other	6,650.00	381.09%
Total 1500 · CLUBS FEE	5,025.00	1,675.0%
3100 · PROMOTIONS	-4,335.00	-21.58%
3200 · SANCTIONS	980.00	700.0%
4000 · MERCHANDISE		
4003 · USJF History Book	-10.00	-40.0%
4006 · Shipping Income/ Fee	10.00	100.0%
Total 4000 · MERCHANDISE	0.00	0.0%

United States Judo Federation

Income & Expenditures Prev Year Comparison

September 2021 through August 2022

	<u>\$ Change</u>	<u>% Change</u>
4700 · DEVELOPMENT		
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	980.00	100.0%
4701B · Nat'l Teachers Certificates	620.00	100.0%
Total 4701 · Teachers Institute	<u>1,600.00</u>	<u>100.0%</u>
4704 · Kata Dev't and Certification		
4704B · Kata Certification	140.00	100.0%
4704C · Nat'l Kata Certification Test	100.00	100.0%
Total 4704 · Kata Dev't and Certification	<u>240.00</u>	<u>100.0%</u>
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	85.00	4.4%
4706B · Coach Certification	75.00	11.03%
4706C · Manuals	290.00	74.55%
Total 4706 · Coach Development	<u>450.00</u>	<u>15.0%</u>
4711 · Self-Defense		
4711A · Self-Defense Clinics	-30.00	-100.0%
4711B · Self-Defense Certificates	-170.00	-85.0%
Total 4711 · Self-Defense	<u>-200.00</u>	<u>-86.96%</u>
4712 · Virtual Work Outs	-115.00	-100.0%
4700 · DEVELOPMENT - Other	<u>-419.00</u>	<u>-65.27%</u>
Total 4700 · DEVELOPMENT	<u>1,556.00</u>	<u>39.03%</u>
6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	-869.91	-98.23%
6002 · Reserve Interest Income - Other	3.12	100.0%
Total 6002 · Reserve Interest Income	<u>-866.79</u>	<u>-97.87%</u>
6003 · Operational Interest Income		
6003a · Interest Income-Key Bank MMA	-9.05	-100.0%
6003c · Interest Income-Umpqua MMA	-0.81	-13.21%
6003 · Operational Interest Income - Other	-163.83	-100.0%
Total 6003 · Operational Interest Income	<u>-173.69</u>	<u>-97.03%</u>
Total 6000 · INTEREST INCOME	<u>-1,040.48</u>	<u>-97.73%</u>
6001 · Endowment Interest Account		
6001a · Interest income-Balch #0133	-587.38	-79.19%
6001b · Interest Income-Fukuda #0132	-1,146.36	-87.94%
6001c · Interest Income-General #0130a	-13,779.45	-86.41%
6001d · Interest Income-Kitaura #0134	-394.08	-99.75%
6001e · Interest Income-Lee #0140	-220.73	-99.76%
6001f · Interest Income-Palacio #0131	-110.09	-99.64%
6001h · Interest income-Saito #144	-698.51	-67.41%
6001i · Interest income-Fitzsimmons#145	-330.71	-85.87%
6001j · Interest income-Osako #146	-495.23	-74.99%
6001k · Interest Income-Koiwai #147	-78.82	-99.85%
6001 · Endowment Interest Account - Other	-175.35	-100.0%
Total 6001 · Endowment Interest Account	<u>-18,016.71</u>	<u>-85.57%</u>

United States Judo Federation

Income & Expenditures Prev Year Comparison

September 2021 through August 2022

	<u>\$ Change</u>	<u>% Change</u>
6500 · RESTRICTED-ENDOWMENT FUNDING		
6501 · Gen'l Endowment Donations	6,617.66	274.54%
6502 · George Balch Scholarship	-396.46	-44.52%
6503 · Tamo Kitaura Ref Grant	-349.50	-36.64%
6504 · B. Palacio Scholarship Fund	-86.99	-2.09%
6505 · Keiko Fukuda Scholarship	-100,621.74	-99.24%
6506 · Elizabeth Lee Scholarship	474.75	119.28%
6507 · Noboru Saito Scholarship	-17.30	-0.98%
6508 · Dr. J. Fitzsimmons Schol. Fund	31.00	20.53%
6509 · Osako Scholarship Fund	313.01	210.09%
6510 · Dr. Eichi Koiwai	84.00	85.71%
6500 · RESTRICTED-ENDOWMENT FUNDING - Other	15.00	100.0%
Total 6500 · RESTRICTED-ENDOWMENT FUNDING	-93,936.57	-83.6%
Total Income	-13,723.71	-3.7%
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	0.00	0.0%
7011 · Taxes		
7011A · Corporate Filing Fee	-418.00	-100.0%
7011B · State Tax	-53.74	-67.18%
7011C · Employment Tax (FICA, SSS, etc.	18,147.58	97.67%
Total 7011 · Taxes	17,675.84	92.65%
7020 · Insurance		
7021 · Excess Medical Insurance	-2,898.84	-9.64%
7022 · Liability Insurance Premium	10,677.98	31.67%
7025 · D&O Insurance	84.00	5.55%
7026 · Business Insurance Premium	-136.23	-14.75%
7028 · Event Medical Liability	1,696.98	110.61%
Total 7020 · Insurance	9,423.89	13.91%
7030 · Professional Fees		
7032 · Accounting Fees	-8,646.31	-77.98%
Total 7030 · Professional Fees	-8,646.31	-77.98%
7050 · Office Facility Expenses		
7051 · Rent	660.00	5.39%
7052 · Electricity	1,473.58	29.41%
Total 7050 · Office Facility Expenses	2,133.58	12.37%
7060 · Employee Wages		
7061 · Executive Director	-19,558.75	-26.24%
7062 · Administrative Manager	-7,366.13	-15.47%
7063 · Administrative Assistant	25,332.43	128.28%
7066 · Website personal (part time)	7,037.50	45.29%
7067 · Admin Assist Temp Contract	-18,878.66	-100.0%
Total 7060 · Employee Wages	-13,433.61	-7.62%
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	-6,100.00	-57.55%
7072 · Retirement (IRA)	-2,376.61	-45.99%

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Income & Expenditures Prev Year Comparison

September 2021 through August 2022

	\$ Change	% Change
7073 · Employee Training	-116.48	-100.0%
7074 · Background Check & Drug Testing	-1,043.19	-100.0%
Total 7070 · Employee Benefits	-9,636.28	-56.93%
7100 · Office Expense		
7110 · Printing		
7110A · Reproduction	0.00	0.0%
7110C · Ink & Toner	-2,142.92	-83.62%
7110E · Promotion Covers	5,338.00	749.72%
Total 7110 · Printing	3,195.08	97.57%
7112 · Bank Charges	-90.00	-47.37%
7113 · Credit Card charges	-858.54	-48.57%
7114 · Paypal Fees	2,595.60	53.61%
7130 · Postage		
7131 · USPS	-917.22	-39.53%
7132 · NonUSPS Services	-179.14	-100.0%
Total 7130 · Postage	-1,096.36	-43.86%
7140 · Telephone	1,019.97	21.49%
7150 · Machine Maintenance	-1,202.25	-100.0%
7160 · Supplies/Software		
7161 · Office Expense	72.40	2.32%
7162 · Software	-67.96	-100.0%
7163 · Software-other	-33.98	-100.0%
Total 7160 · Supplies/Software	-29.54	-0.92%
Total 7100 · Office Expense	3,533.96	16.26%
7300 · President's Expenses		
7304 · Pres. Memorial Contributions	50.00	20.0%
Total 7300 · President's Expenses	50.00	20.0%
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	-360.20	-96.07%
7502B · Life Membership-Garnet Pins	-917.45	-100.0%
7502C · Life Membership-Lapel Pins	-74.30	-100.0%
7502D · Life Membership-Patches	-41.20	-100.0%
7502 · Life Membership Development - Other	-0.83	-100.0%
Total 7502 · Life Membership Development	-1,393.98	-371.78%
7506 · Public Relations Committee	-1,140.00	-100.0%
7520 · Hall of Fame Committee Expenses	-5,777.40	-62.27%
Total 7500 · Committees	-8,311.38	-82.76%
7600 · Fund Raising Expenses		
7630 · G. Balch Endowment Fund Raising	-500.00	-100.0%
Total 7600 · Fund Raising Expenses	-500.00	-100.0%
Total 7000 · OPERATIONS	-7,710.31	-2.25%
8000 · AWARDS		
8001 · Athlete/Scholar	50.00	2.94%
8002 · Hall of Fame	-50.94	-13.71%

United States Judo Federation

Income & Expenditures Prev Year Comparison

September 2021 through August 2022

	<u>\$ Change</u>	<u>% Change</u>
8004 · Jeremy Glick Memorial Spirit	-170.00	-100.0%
Total 8000 · AWARDS	-170.94	-7.63%
9000 · DEVELOPMENT EXPENSES		
9050 · Minor Assistance Program	-150.00	-100.0%
9100 · Development Committee		
9119 · NTIS Misc Programs	-6,217.99	-100.0%
9169 · NCDS Misc Programs	-1,500.00	-100.0%
Total 9100 · Development Committee	-7,717.99	-100.0%
9193 · COVID-19 Program	-595.00	-100.0%
9200 · Funding from Endowment		
9201 · George Balch Scholarship Fund	2,000.00	100.0%
9206 · General Endowment Funding	0.00	0.0%
9207 · Noboru Saito Scholarship Fund	500.00	100.0%
Total 9200 · Funding from Endowment	2,500.00	100.0%
Total 9000 · DEVELOPMENT EXPENSES	-5,962.99	-70.46%
Total Expense	-13,844.24	-3.92%
Net Ordinary Income	120.53	0.7%
Net Income	<u>120.53</u>	<u>0.7%</u>

United States Judo Federation
Income & Expenditures Prev Year Comparison
September 2021 through August 2022

Ordinary Income/Expense

Income

1100 · REGISTRATION - Jrs./Srs.

1100a · Registration -12 month

1100b · Registration - 8 month

1100c · Registration - 4 month

1100d · Registration - 1 month

1100e · Family Plan - 3 members

1100f · Family Plan - 4 members

1100g · Family Plan - 5 members

1100h · Family Plan - 6 members

1100i · Family Plan - 7 plus members

1100ydk · Yudanshakai fee portion

1100 · REGISTRATION - Jrs./Srs. - Other

Total 1100 · REGISTRATION - Jrs./Srs.

1110 · REGISTRATION - Booster

1110a · Booster Rebate

1110 · REGISTRATION - Booster - Other

Total 1110 · REGISTRATION - Booster

1120 · REGISTRATION - USJF Secondary

1120ydk · Yudanshakai fee portion

1120 · REGISTRATION - USJF Secondary - Other

Total 1120 · REGISTRATION - USJF Secondary

1200 · REGISTRATION - Life (Active)

1200ydk · Yudanshakai fee portion

1200 · REGISTRATION - Life (Active) - Other

Total 1200 · REGISTRATION - Life (Active)

1250 · MAKE-UP FEES

1250ydk · Yudanshakai fee portion

1250 · MAKE-UP FEES - Other

Total 1250 · MAKE-UP FEES

1300a · RESTRICTED LIFE FUNDS

1300 · New life membership-Restricted

1301 · New PCLM-Restricted

Total 1300a · RESTRICTED LIFE FUNDS

1400 · YUDANSHAKAI FEE

1500 · CLUBS FEE

1500ydk · Yudanshakai fee portion

1500 · CLUBS FEE - Other

Total 1500 · CLUBS FEE

3100 · PROMOTIONS

3200 · SANCTIONS

4000 · MERCHANDISE

4003 · USJF History Book

4006 · Shipping Income/ Fee

Total 4000 · MERCHANDISE

United States Judo Federation
Income & Expenditures Prev Year Comparison
September 2021 through August 2022

4700 · DEVELOPMENT

4701 · Teachers Institute

4701A · Nat'l Teachers Clinics

4701B · Nat'l Teachers Certificates

Total 4701 · Teachers Institute

4704 · Kata Dev't and Certification

4704B · Kata Certification

4704C · Nat'l Kata Certification Test

Total 4704 · Kata Dev't and Certification

4706 · Coach Development

4706A · Nat'l Coach Dev't Clinics

4706B · Coach Certification

4706C · Manuals

Total 4706 · Coach Development

4711 · Self-Defense

4711A · Self-Defense Clinics

4711B · Self-Defense Certificates

Total 4711 · Self-Defense

4712 · Virtual Work Outs

4700 · DEVELOPMENT - Other

Total 4700 · DEVELOPMENT

6000 · INTEREST INCOME

6002 · Reserve Interest Income

6002a · Interest Income-Raymond James

6002 · Reserve Interest Income - Other

Total 6002 · Reserve Interest Income

6003 · Operational Interest Income

6003a · Interest Income-Key Bank MMA

6003c · Interest Income-Umpqua MMA

6003 · Operational Interest Income - Other

Total 6003 · Operational Interest Income

Total 6000 · INTEREST INCOME

6001 · Endowment Interest Account

6001a · Interest income-Balch #0133

6001b · Interest Income-Fukuda #0132

6001c · Interest Income-General #0130a

6001d · Interest Income-Kitaura #0134

6001e · Interest Income-Lee #0140

6001f · Interest Income-Palacio #0131

6001h · Interest income-Saito #144

6001i · Interest income-Fitzsimmons#145

6001j · Interest income-Osako #146

6001k · Interest Income-Koiwai #147

6001 · Endowment Interest Account - Other

Total 6001 · Endowment Interest Account

United States Judo Federation
Income & Expenditures Prev Year Comparison
September 2021 through August 2022

6500 · RESTRICTED-ENDOWMENT FUNDING

6501 · Gen'l Endowment Donations

6502 · George Balch Scholarship

6503 · Tamo Kitaura Ref Grant

6504 · B. Palacio Scholarship Fund

6505 · Keiko Fukuda Scholarship

6506 · Elizabeth Lee Scholarship

6507 · Noboru Saito Scholarship

6508 · Dr. J. Fitzsimmons Schol. Fund

6509 · Osako Scholarship Fund

6510 · Dr. Eichi Koiwai

6500 · RESTRICTED-ENDOWMENT FUNDING - Other

Total 6500 · RESTRICTED-ENDOWMENT FUNDING

Total Income

Expense

7000 · OPERATIONS

7010 · USJI Dues

7011 · Taxes

7011A · Corporate Filing Fee

7011B · State Tax

7011C · Employment Tax (FICA, SSS, etc.

Total 7011 · Taxes

7020 · Insurance

7021 · Excess Medical Insurance

7022 · Liability Insurance Premium

7025 · D&O Insurance

7026 · Business Insurance Premium

7028 · Event Medical Liability

Total 7020 · Insurance

7030 · Professional Fees

7032 · Accounting Fees

Total 7030 · Professional Fees

7050 · Office Facility Expenses

7051 · Rent

7052 · Electricity

Total 7050 · Office Facility Expenses

7060 · Employee Wages

7061 · Executive Director

7062 · Administrative Manager

7063 · Administrative Assistant

7066 · Website personal (part time)

7067 · Admin Assist Temp Contract

Total 7060 · Employee Wages

7070 · Employee Benefits

7071 · Medical Expense Reimbursement

7072 · Retirement (IRA)

United States Judo Federation
Income & Expenditures Prev Year Comparison
September 2021 through August 2022

7073 · Employee Training
7074 · Background Check & Drug Testing
Total 7070 · Employee Benefits
7100 · Office Expense
7110 · Printing
7110A · Reproduction
7110C · Ink & Toner
7110E · Promotion Covers
Total 7110 · Printing
7112 · Bank Charges
7113 · Credit Card charges
7114 · Paypal Fees
7130 · Postage
7131 · USPS
7132 · NonUSPS Services
Total 7130 · Postage
7140 · Telephone
7150 · Machine Maintenance
7160 · Supplies/Software
7161 · Office Expense
7162 · Software
7163 · Software-other
Total 7160 · Supplies/Software
Total 7100 · Office Expense
7300 · President's Expenses
7304 · Pres. Memorial Contributions
Total 7300 · President's Expenses
7500 · Committees
7502 · Life Membership Development
7502A · Life Membership-Plaques/Engrave
7502B · Life Membership-Garnet Pins
7502C · Life Membership-Lapel Pins
7502D · Life Membership-Patches
7502 · Life Membership Development - Other
Total 7502 · Life Membership Development
7506 · Public Relations Committee
7520 · Hall of Fame Committee Expenses
Total 7500 · Committees
7600 · Fund Raising Expenses
7630 · G. Balch Endowment Fund Raising
Total 7600 · Fund Raising Expenses
Total 7000 · OPERATIONS
8000 · AWARDS
8001 · Athlete/Scholar
8002 · Hall of Fame

United States Judo Federation
Income & Expenditures Prev Year Comparison
September 2021 through August 2022

8004 · Jeremy Glick Memorial Spirit

Total 8000 · AWARDS

9000 · DEVELOPMENT EXPENSES

9050 · Minor Assistance Program

9100 · Development Committee

9119 · NTIS Misc Programs

9169 · NCDS Misc Programs

Total 9100 · Development Committee

9193 · COVID-19 Program

9200 · Funding from Endowment

9201 · George Balch Scholarship Fund

9206 · General Endowment Funding

9207 · Noboru Saito Scholarship Fund

Total 9200 · Funding from Endowment

Total 9000 · DEVELOPMENT EXPENSES

Total Expense

Net Ordinary Income

Net Income

United States Judo Federation

Income & Expenditures YTD Comparison

September 2021 through August 2022

S

	Sep '21 - Aug 22	Sep '21 - Aug 22
Ordinary Income/Expense		
Income		
1100 · REGISTRATION - Jrs./Srs.		
1100a · Registration -12 month	286,987.50	286,987.50
1100b · Registration - 8 month	2,695.00	2,695.00
1100c · Registration - 4 month	8,595.00	8,595.00
1100d · Registration - 1 month	5,453.75	5,453.75
1100e · Family Plan - 3 members	9,167.50	9,167.50
1100f · Family Plan - 4 members	7,635.00	7,635.00
1100g · Family Plan - 5 members	3,095.00	3,095.00
1100h · Family Plan - 6 members	1,185.00	1,185.00
1100i · Family Plan - 7 plus members	590.00	590.00
1100ydk · Yudanshakai fee portion	-71,940.00	-71,940.00
1100 · REGISTRATION - Jrs./Srs. - Other	4,735.00	4,735.00
Total 1100 · REGISTRATION - Jrs./Srs.	258,198.75	258,198.75
1110 · REGISTRATION - Booster		
1110a · Booster Rebate	435.00	435.00
1110 · REGISTRATION - Booster - Other	892.81	892.81
Total 1110 · REGISTRATION - Booster	1,327.81	1,327.81
1120 · REGISTRATION - USJF Secondary		
1120ydk · Yudanshakai fee portion	-5,180.00	-5,180.00
1120 · REGISTRATION - USJF Secondary - Other	9,590.00	9,590.00
Total 1120 · REGISTRATION - USJF Secondary	4,410.00	4,410.00
1200 · REGISTRATION - Life (Active)		
1200ydk · Yudanshakai fee portion	-5,985.00	-5,985.00
1200 · REGISTRATION - Life (Active) - Other	27,015.00	27,015.00
Total 1200 · REGISTRATION - Life (Active)	21,030.00	21,030.00
1250 · MAKE-UP FEES		
1250ydk · Yudanshakai fee portion	-760.00	-760.00
1250 · MAKE-UP FEES - Other	2,410.00	2,410.00
Total 1250 · MAKE-UP FEES	1,650.00	1,650.00
1300a · RESTRICTED LIFE FUNDS		
1300 · New life membership-Restricted	15,937.70	15,937.70
1301 · New PCLM-Restricted	1,352.37	1,352.37
Total 1300a · RESTRICTED LIFE FUNDS	17,290.07	17,290.07
1400 · YUDANSHAKAI FEE	3,825.00	3,825.00
1500 · CLUBS FEE		
1500ydk · Yudanshakai fee portion	-3,070.00	-3,070.00
1500 · CLUBS FEE - Other	8,395.00	8,395.00
Total 1500 · CLUBS FEE	5,325.00	5,325.00
3100 · PROMOTIONS	15,750.00	15,750.00
3200 · SANCTIONS	1,120.00	1,120.00
4000 · MERCHANDISE		
4003 · USJF History Book	15.00	15.00
4006 · Shipping Income/ Fee	10.00	10.00
Total 4000 · MERCHANDISE	25.00	25.00

United States Judo Federation

Income & Expenditures YTD Comparison

September 2021 through August 2022

S

	Sep '21 - Aug 22	Sep '21 - Aug 22
4700 · DEVELOPMENT		
4701 · Teachers Institute		
4701A · Nat'l Teachers Clinics	980.00	980.00
4701B · Nat'l Teachers Certificates	620.00	620.00
Total 4701 · Teachers Institute	1,600.00	1,600.00
4704 · Kata Dev't and Certification		
4704B · Kata Certification	140.00	140.00
4704C · Nat'l Kata Certification Test	100.00	100.00
Total 4704 · Kata Dev't and Certification	240.00	240.00
4706 · Coach Development		
4706A · Nat'l Coach Dev't Clinics	2,016.00	2,016.00
4706B · Coach Certification	755.00	755.00
4706C · Manuals	679.00	679.00
Total 4706 · Coach Development	3,450.00	3,450.00
4711 · Self-Defense		
4711B · Self-Defense Certificates	30.00	30.00
Total 4711 · Self-Defense	30.00	30.00
4700 · DEVELOPMENT - Other	223.00	223.00
Total 4700 · DEVELOPMENT	5,543.00	5,543.00
6000 · INTEREST INCOME		
6002 · Reserve Interest Income		
6002a · Interest Income-Raymond James	15.72	15.72
6002 · Reserve Interest Income - Other	3.12	3.12
Total 6002 · Reserve Interest Income	18.84	18.84
6003 · Operational Interest Income		
6003c · Interest Income-Umpqua MMA	5.32	5.32
Total 6003 · Operational Interest Income	5.32	5.32
Total 6000 · INTEREST INCOME	24.16	24.16
6001 · Endowment Interest Account		
6001a · Interest income-Balch #0133	154.32	154.32
6001b · Interest Income-Fukuda #0132	157.20	157.20
6001c · Interest Income-General #0130a	2,167.48	2,167.48
6001d · Interest Income-Kitaura #0134	0.98	0.98
6001e · Interest Income-Lee #0140	0.54	0.54
6001f · Interest Income-Palacio #0131	0.40	0.40
6001h · Interest income-Saito #144	337.66	337.66
6001i · Interest income-Fitzsimmons#145	54.40	54.40
6001j · Interest income-Osako #146	165.18	165.18
6001k · Interest Income-Koiwai #147	0.12	0.12
Total 6001 · Endowment Interest Account	3,038.28	3,038.28
6500 · RESTRICTED-ENDOWMENT FUNDING		
6501 · Gen'l Endowment Donations	9,028.11	9,028.11
6502 · George Balch Scholarship	494.00	494.00
6503 · Tamo Kitaura Ref Grant	604.50	604.50
6504 · B. Palacio Scholarship Fund	4,079.50	4,079.50

United States Judo Federation

Income & Expenditures YTD Comparison

September 2021 through August 2022

S

	Sep '21 - Aug 22	Sep '21 - Aug 22
6505 · Keiko Fukuda Scholarship	768.25	768.25
6506 · Elizabeth Lee Scholarship	872.75	872.75
6507 · Noboru Saito Scholarship	1,747.00	1,747.00
6508 · Dr. J. Fitzsimmons Schol. Fund	182.00	182.00
6509 · Osako Scholarship Fund	462.00	462.00
6510 · Dr. Eichi Koiwai	182.00	182.00
6500 · RESTRICTED-ENDOWMENT FUNDING - Other	15.00	15.00
Total 6500 · RESTRICTED-ENDOWMENT FUNDING	18,435.11	18,435.11
Total Income	356,992.18	356,992.18
Expense		
7000 · OPERATIONS		
7010 · USJI Dues	1,750.00	1,750.00
7011 · Taxes		
7011B · State Tax	26.26	26.26
7011C · Employment Tax (FICA, SSS, etc.	36,727.77	36,727.77
Total 7011 · Taxes	36,754.03	36,754.03
7020 · Insurance		
7021 · Excess Medical Insurance	27,179.16	27,179.16
7022 · Liability Insurance Premium	44,390.98	44,390.98
7025 · D&O Insurance	1,598.00	1,598.00
7026 · Business Insurance Premium	787.68	787.68
7028 · Event Medical Liability	3,231.25	3,231.25
Total 7020 · Insurance	77,187.07	77,187.07
7030 · Professional Fees		
7032 · Accounting Fees	2,442.00	2,442.00
Total 7030 · Professional Fees	2,442.00	2,442.00
7050 · Office Facility Expenses		
7051 · Rent	12,900.00	12,900.00
7052 · Electricity	6,484.40	6,484.40
Total 7050 · Office Facility Expenses	19,384.40	19,384.40
7060 · Employee Wages		
7061 · Executive Director	54,990.59	54,990.59
7062 · Administrative Manager	40,251.31	40,251.31
7063 · Administrative Assistant	45,079.87	45,079.87
7066 · Website personal (part time)	22,577.50	22,577.50
Total 7060 · Employee Wages	162,899.27	162,899.27
7070 · Employee Benefits		
7071 · Medical Expense Reimbursement	4,500.00	4,500.00
7072 · Retirement (IRA)	2,791.41	2,791.41
Total 7070 · Employee Benefits	7,291.41	7,291.41
7100 · Office Expense		
7110 · Printing		
7110C · Ink & Toner	419.88	419.88
7110E · Promotion Covers	6,050.00	6,050.00
Total 7110 · Printing	6,469.88	6,469.88

United States Judo Federation

Income & Expenditures YTD Comparison

September 2021 through August 2022

S

	Sep '21 - Aug 22	Sep '21 - Aug 22
7112 · Bank Charges	100.00	100.00
7113 · Credit Card charges	908.99	908.99
7114 · Paypal Fees	7,437.73	7,437.73
7130 · Postage		
7131 · USPS	1,403.10	1,403.10
Total 7130 · Postage	1,403.10	1,403.10
7140 · Telephone	5,765.54	5,765.54
7160 · Supplies/Software		
7161 · Office Expense	3,187.24	3,187.24
Total 7160 · Supplies/Software	3,187.24	3,187.24
Total 7100 · Office Expense	25,272.48	25,272.48
7300 · President's Expenses		
7304 · Pres. Memorial Contributions	300.00	300.00
Total 7300 · President's Expenses	300.00	300.00
7500 · Committees		
7502 · Life Membership Development		
7502A · Life Membership-Plaques/Engrave	-735.15	-735.15
7502B · Life Membership-Garnet Pins	-917.45	-917.45
7502C · Life Membership-Lapel Pins	-74.30	-74.30
7502D · Life Membership-Patches	-41.20	-41.20
7502 · Life Membership Development - Other	-0.83	-0.83
Total 7502 · Life Membership Development	-1,768.93	-1,768.93
7520 · Hall of Fame Committee Expenses	3,500.00	3,500.00
Total 7500 · Committees	1,731.07	1,731.07
Total 7000 · OPERATIONS	335,011.73	335,011.73
8000 · AWARDS		
8001 · Athlete/Scholar	1,750.00	1,750.00
8002 · Hall of Fame	320.56	320.56
Total 8000 · AWARDS	2,070.56	2,070.56
9000 · DEVELOPMENT EXPENSES		
9200 · Funding from Endowment		
9201 · George Balch Scholarship Fund	2,000.00	2,000.00
9207 · Noboru Saito Scholarship Fund	500.00	500.00
Total 9200 · Funding from Endowment	2,500.00	2,500.00
Total 9000 · DEVELOPMENT EXPENSES	2,500.00	2,500.00
Total Expense	339,582.29	339,582.29
Net Ordinary Income	17,409.89	17,409.89
Net Income	17,409.89	17,409.89



September 14, 2022

Mr. Peter Mantel, President, US Judo Association

Mr. Mitchell Palaccio, President, US Judo Federation

Mr. Robert Fukuda, Executive Director, US Judo Federation

Dear Gentleman,

I hope this letter finds you well in the ever-changing and challenging world of judo and amateur sport. My congratulations and best wishes to Peter on his new appointment as President of the USJA.

As you may know, my term as USA Judo President will be coming to a close at the end of this year. I hope that I have been able to be of service, at least in some small way, during the eight years I've served on USA Judo's Board. One of the things I am most proud of is the effort our three organizations put into the American Judo Alliance (AJA) Agreement that was finalized in March of 2018. As a result of that agreement, we were able to collaborate on a number of initiatives including the American Judo Development Model and reciprocity with event participation, coach certification and disciplinary actions. The term for the AJA Agreement was for five years and for successive five-year periods unless notice is given 120 days prior to the expiration of each five-year term. Given that March 14, 2018, was when the agreement was fully executed, the inaugural five-year term will expire on March 14, 2023. If any of the organizations wants to withdraw from the agreement under this provision, the 120-day advance notice deadline will be Friday, November 11, 2022. The agreement also provides that any party can withdraw from the agreement upon the giving of sixty days' notice. USA Judo is now confronted with the difficult decision of whether or not it should renew its involvement in the American Judo Alliance Agreement.

The administrative burden imposed on our organization as the National Governing Body of our sport has increased exponentially during this period and our duty to oversee compliance has stretched our resources almost to a breaking point. The mandates issued by the US Olympic & Paralympic Committee and the US Center for SafeSport are directed in such a way that parts of AJA are no longer tenable without significant changes in how we work together. The US Center for SafeSport is requiring more adult members to complete SafeSport Certification Training and require our organizations, clubs and events to cross-reference certifications, banned member lists, etc. that can only be efficiently and effectively done using technology. It is USA Judo, as the National Governing Body, that has been charged with the duty to oversee and to the extent possible, ensure the compliance of these mandates. How our organizations are trying to do this now is inefficient, costly and frankly ineffective. For the betterment of our sport and to assist our members at every level, we need to provide technology-based solutions that can make compliance as easy as possible. These reporting and compliance requirements are not going away.

Additionally, insurance premiums for General Liability and D&O insurance coverages are seemingly out of control. USA Judo's current insurer is looking to raise our total annual premium \$100,000; more than a 100% increase for the second year in a row. This is not sustainable long term. I understand you are experiencing the same dramatic increases in costs of your coverages and share our concerns. We clearly have

an opportunity to reduce the total aggregate premiums our organizations are paying by rethinking the concept of three separate underwritings if we rethink how we are aligned.

As painful as it is, USA Judo, in this environment of increased and oppressive governance and compliance requirements, has no choice but to consider the implication of risk and liability when it comes to our organization's reciprocity as it pertains to event participation, coaching certifications, etc. We believe there is a solution that benefits each of our organizations and more importantly provides a vehicle for our sport to grow and prosper. After much discussion among the USA Judo Board of Directors and staff, it seems that the only way to effectively manage these requirements while serving our beloved judo community will be to combine our operations under one organization and membership and data management platform. This is not something that USA Judo, or for that matter, any of us necessarily wants to do, but the financial circumstances and regulatory and compliance environment seem to require it. We all value the history, culture and legacy of your organizations and want to preserve these as best we can. By becoming "one country" with centralized operations we clearly can better meet our regulatory and compliance obligations while hopefully eliminating the expense and administrative burdens our duplicitous efforts currently create. Doing so will allow us all to have permissioned information that can be shared between organizations and in the process can reduce duplicitous actions, like insurance, that will save our sport time and money that can be reinvested into the growth and development of Judo in America.

From the many discussions I've had with members of the USJA and USJF, the general consensus seems to be that combining of organizations, members, programs and resources is the reasonable thing to do. Also, from these discussions and those with the leadership from your organizations, I understand that investing trust is a difficult challenge. I've asked your leadership on multiple occasions what it would take to merge organizations, I've often been answered with "I'll need to discuss that with the Board", or "I don't know" or "I've never really thought of that". So, we continue to operate our separate organizations lacking maximum effort and efficiency with redundancy and extra expense that stall the growth and mutual prosperity of our sport while similar disciplines, like Brazilian Jiu Jitsu, grow and prosper. It has become clear to the leadership of USA Judo that we can no longer operate in the same manner we have been for the last several decades if we want judo to survive and thrive in the United States. I would like to think you share this thought.

Doing nothing is not an option. While none of the details are written in stone on the how we do this, it is important now that we agree, if we can, on the "what" and we can work together on the "how". It would be our hope that we can make this transition as easy and beneficial as possible for all involved. In short, our proposal is:

- All national judo organizations merge into one organization, USA Judo, where board representation will be made available for all three organizations
- All national judo organizations agree to have one membership database resulting in:
 - One USA Judo Membership with affiliated department/brand notifications (ATJA, USJA, USJF) – (for example, any USJA member who is in original data migration who is NOT already a USA Judo Member will be labeled as a USJA affiliated member and revenue share would go to the USJA) Upon renewal of membership, any member can add/remove any affiliated department/brand recognition

- Portion of membership and event sanction revenues to be shared with affiliated departments/brands for following membership types:
 - Individual Memberships
 - Club memberships
- One shared database will allow for recording and reviewing all necessary certifications including, but not limited to SafeSport, Background Screening, Concussion training, coach certifications, club certifications, etc.
- Sanctioning of ALL events would come through the USA Judo Membership Portal that would also have an API to the Smoothcomp competition management system
- Other existing and subsequent APIs created by USA Judo, USJA, USJF or ATJA could also be available to the merged members of all organizations
- All insurance payments for the following policies will be paid for by USA Judo:
 - General Liability (including SAM) for clubs and events
 - Participant Accident Insurance for individual members
 - D&O – if merged board is implemented
- Revenue share formula will be designed annually and paid monthly based upon the following:
 - Expense incurred by USA Judo (insurance, platform, SafeSport, etc.) – monthly payment projections tied to membership and event revenues. Once break-even or estimated break-even achieved, net revenues would be split based on:
 - Brand Affiliation
 - Number of individual members and/or percentage of total membership

We ask that you please discuss this merger proposal with your leadership and determine if there is a basis for us to move forward with more discussion on this subject or not. If we don't hear from your organization by October 15, we will presume that there is no interest in continuing any merger discussion by your organization. While the USA Judo Board will discuss and determine next steps, I think it highly unlikely that USA Judo will renew its involvement in the American Judo Alliance for the reasons and pressures detailed above. We need to redefine our relationship and a merger seems to make the most sense.

I recognize this is a very difficult decision. I also understand we are in very difficult times with challenges that our sport and organizations have never faced before. I hope that you will receive this proposal in the spirit in which it is intended, to grow together for mutual benefit of our sport and its members.

Please feel free to contact me at any time to further discuss our proposal of merging all American Judo Organizations. I may be reached at 817-919-4783 or mark@markchill.net.

Thank you for your consideration.

Very Respectfully,



Mark C. Hill
President