

**USA Wrestling - Kansas, Inc.**  
**Summary of Revenues and Expenditures**  
**for the Fiscal Year Ending August 31, 2008**

	<b>Actual</b>	<b>Budget</b>
<b>Revenues</b>		
Net Operating Revenue		
Competitors' Cards	\$ 83,106.50	
Coaches' Cards	27,555.00	
Club Charters	1,870.00	
Event Sanctions	1,260.00	
	113,791.50	
Other Income		
Clocks	8,450.00	
Affiliate Programs	364.00	
Interest Income	2,658.77	
Merchandise sales, net of cost	(819.81)	
	124,444.46	110,000.00
<b>Total Revenues thru State Office</b>	<b>124,444.46</b>	<b>110,000.00</b>
 <b>Expenditures out of Membership Revenue</b>		
Kids Division (excluding Districts)	\$ 31,916.46	24,000.00
Districts	(7,270.69)	
Junior & Cadet Division	36,468.21	37,500.00
Coaches	1,461.00	2,500.00
Officials	10,606.93	13,000.00
Women	14,091.03	12,000.00
Senior Classic	1,500.00	1,500.00
Southern Plains Juniors	(2,863.40)	-
High School Nationals	9,904.14	7,000.00
Developmental Program	3,000.00	4,000.00
Elite Athlete	4,500.00	7,500.00
Hall of Fame	3,454.94	3,000.00
Grants, scholarships & promotions	11,500.00	6,500.00
State Office	17,218.10	16,000.00
	135,486.72	134,500.00
<b>Total Expenditures</b>	<b>135,486.72</b>	<b>134,500.00</b>
<b>Net Increase in Cash</b>	<b>(11,042.26)</b>	
 <b>Cash Balances, All Divisions</b>		
Beginning Balance, 01-Sep-07	152,726.03	
Ending Balance, 31-Aug-08	\$ 141,683.77	

**USAW - Kansas**  
**Profit & Loss by Class**  
September 2007 through August 2008

	Total Kids	Junior/ Cadet	Coaches	Officials	Women	Senior Classic	High School Nationals	Elite	Southern Plains Jrs	Hall of Fame	Office	TOTAL
<b>Income</b>												
USAW fees recd											330,001.50	330,001.50
Entry fees	51,877.52	27,390.00			8,400.00		41,059.39		19,345.00	2,220.00		150,291.91
Camp fees	18,749.00											18,749.00
Certification fees	984.00											984.00
Gate receipts	26,468.13								700.00			27,168.13
Affiliate programs											364.00	364.00
Rebates	1,830.00											1,830.00
Programs sales	2,849.95											2,849.95
Dues	3,430.00											3,430.00
Advertising	1,607.50											1,607.50
Merchandise sales	1,879.45	20,699.66							280.00		500.00	23,359.11
Clocks											8,450.00	8,450.00
Concessions	4,992.50											4,992.50
Interest income	1,475.96						0.88				2,658.77	4,135.61
Contribution Income	8,753.61									1,150.00	969.33	10,872.94
<b>Total Income</b>	<b>124,897.62</b>	<b>48,089.66</b>			<b>8,400.00</b>		<b>41,060.27</b>		<b>20,325.00</b>	<b>3,370.00</b>	<b>342,943.60</b>	<b>589,086.15</b>
USAW fees paid											216,210.00	216,210.00
Cost of mdse sold	6,167.80	7,475.75									1,319.81	14,963.36
<b>Total COGS</b>	<b>6,167.80</b>	<b>7,475.75</b>									<b>217,529.81</b>	<b>231,173.36</b>
<b>Gross Profit</b>	<b>118,729.82</b>	<b>40,613.91</b>			<b>8,400.00</b>		<b>41,060.27</b>		<b>20,325.00</b>	<b>3,370.00</b>	<b>125,413.79</b>	<b>357,912.79</b>
<b>Expense</b>												
Meals	7,834.90	809.07	96.75		629.40		1,080.62		1,474.49	1,607.12	96.77	13,629.12
Lodging	18,277.18	30,077.71		280.00	5,635.30		12,277.30		1,006.34	88.72	1,371.33	69,013.88
Travel	7,433.84	9,268.38	1,364.25	7,134.05	5,620.50		28,445.30		1,861.27	20.10	209.58	61,357.27
Rent	19,150.00	600.00			1,750.00				5,000.00			26,500.00
Wrestlers' gear	9,039.56	11,940.93			4,626.90		1,158.55					26,765.94
Shirts & other gear	4,118.15	14,191.15		942.88	2,584.51		1,005.00		70.00	272.00		23,183.69
Coaches	3,750.00	6,591.00										10,341.00
Officials	9,700.00			2,250.00	400.00							12,350.00
Tournament exp	478.00				22.50				2,521.25			3,021.75
Awards	8,975.00	315.00			390.00		1,740.00	6,000.00	1,194.00		630.00	19,244.00
Entry fees paid	14,210.00	3,000.00			795.00		4,485.00		3,360.00			25,850.00
Sanction fees paid					35.00							35.00
Membership fees	900.00						360.00			4,500.00	50.00	5,810.00
Licenses											52.50	52.50
Clinics/tapes	4,990.00					1,500.00		1,500.00				7,990.00
Printing & copies	8,595.02	18.26							383.75			8,997.03
Insurance											2,597.00	2,597.00
Supplies	3,202.66	57.69					115.00		574.97	35.00	1,787.15	5,772.47
Equipment											869.14	869.14
Postage	961.90	13.44					40.75		15.53	82.00	1,416.10	2,529.72
Telephone							95.64				342.73	438.37
Meetings	1,831.33										120.73	1,952.06
Promotions		156.25					156.25					312.50
Rulesbooks	1,125.00											1,125.00
Internet											854.73	854.73
Contract labor										220.00	5,663.00	5,883.00
Bank fees	108.60	43.24					5.00				128.48	285.32
Miscellaneous	-179.55				1.92						1,998.19	1,820.56
Grants & scholarships	18,874.00										11,500.00	30,374.00
<b>Total Expense</b>	<b>143,375.59</b>	<b>77,082.12</b>	<b>1,461.00</b>	<b>10,606.93</b>	<b>22,491.03</b>	<b>1,500.00</b>	<b>50,964.41</b>	<b>7,500.00</b>	<b>17,461.60</b>	<b>6,824.94</b>	<b>29,687.43</b>	<b>368,955.05</b>
<b>Net Income</b>	<b>-24,645.77</b>	<b>-36,468.21</b>	<b>-1,461.00</b>	<b>-10,606.93</b>	<b>-14,091.03</b>	<b>-1,500.00</b>	<b>-9,904.14</b>	<b>-7,500.00</b>	<b>2,863.40</b>	<b>-3,454.94</b>	<b>95,726.36</b>	<b>-11,042.26</b>
<b>Cash Balances</b>	<b>97,057.59</b>				<b>53.13</b>		<b>858.13</b>				<b>43,714.92</b>	<b>141,683.77</b>

**USAW - Kansas Kids  
Profit & Loss by Class**  
September 2007 through August 2008

		Executive Director	State Tourn	Southern Plains	Folkstyle Nationals	Freestyle Nationals	Schoolboy Duals	Middle School Duals	Treasurer	Official	Freestyle & Districts	Scholarships	Districts	Total	
<b>Income</b>															
	USAW fees recd														
	Competitors														
	Coaches														
	Clubs														
	Additional insured														
	Sanctions														
	Additional card fees														
	<b>Total USAW fees recd</b>														
	Entry fees		21,826.00			773.40	3,140.00	18,250.00					7,888.12	51,877.52	
	Camp fees			18,749.00										18,749.00	
	Certification fees									984.00				984.00	
	Gate receipts		26,468.13											26,468.13	
	Affiliate programs														
	Rebates		1,830.00											1,830.00	
	Programs sales		2,849.95											2,849.95	
	Dues												3,430.00	3,430.00	
	Advertising	-312.50	1,920.00											1,607.50	
	Merchandise sales												1,879.45	1,879.45	
	Clocks														
	Concessions		4,992.50											4,992.50	
	Interest income								1,473.34	2.62				1,475.96	
	Contribution Income		2,714.00						3.00				6,036.61	8,753.61	
	<b>Total Income</b>	-312.50	62,600.58	18,749.00		773.40	3,140.00	18,250.00	1,476.34	986.62			19,234.18	124,897.62	
<b>Cost of Goods Sold</b>															
	USAW fees paid														
	Competitors														
	Coaches														
	Clubs														
	Additional insured														
	Sanctions														
	<b>Total USAW fees paid</b>														
	Cost of mdse sold									1,247.48			4,920.32	6,167.80	
	<b>Total COGS</b>									1,247.48			4,920.32	6,167.80	
	<b>Gross Profit</b>	-312.50	62,600.58	18,749.00		773.40	3,140.00	18,250.00	1,476.34	-260.86			14,313.86	118,729.82	

**USAW - Kansas Kids**  
**Profit & Loss by Class**  
September 2007 through August 2008

	Executive Director	State Tourn	Southern Plains	Folkstyle Nationals	Freestyle Nationals	Schoolboy Duals	Middle School Duals	Treasurer	Official	Freestyle & Districts	Scholarships	Districts	Total
<b>Gross Profit</b>	-312.50	62,600.58	18,749.00		773.40	3,140.00	18,250.00	1,476.34	-260.86			14,313.86	118,729.82
<b>Expense</b>													
Meals		220.27	5,643.06		548.70	1,422.87							7,834.90
Lodging	652.40	2,815.62	5,409.17	212.78	1,339.21	1,184.00	6,664.00						18,277.18
Travel		1,644.85	100.00		1,391.48	1,753.77	2,081.20		462.54				7,433.84
Rent		16,400.00	2,750.00										19,150.00
Wrestlers' gear			654.00			2,730.00	5,655.56						9,039.56
Shirts & other gear		1,902.35		375.00	190.80		1,650.00						4,118.15
Coaches			3,250.00			500.00							3,750.00
Officials		6,200.00				150.00						3,350.00	9,700.00
Tournament exp		383.00										95.00	478.00
Awards	1,665.00	7,310.00											8,975.00
Entry fees paid			10,010.00			1,500.00	2,700.00						14,210.00
Sanction fees paid													
Membership fees							900.00						900.00
Licenses													
Clinics/tapes										4,750.00		240.00	4,990.00
Printing & copies	1,454.06	7,065.96	75.00										8,595.02
Insurance													
Supplies		2,840.42	104.08					171.63	31.20			55.33	3,202.66
Equipment													
Postage	273.79	343.57							239.14			105.40	961.90
Telephone													
Meetings	1,558.97											272.36	1,831.33
Promotions													
Rulesbooks	1,125.00												1,125.00
Internet													
Contract labor													
Bank fees			105.00					3.60					108.60
Miscellaneous									19.37			-198.92	-179.55
Grants & scholarships	750.00		4,000.00								11,000.00	3,124.00	18,874.00
<b>Total Expense</b>	<b>7,479.22</b>	<b>47,126.04</b>	<b>32,100.31</b>	<b>587.78</b>	<b>3,470.19</b>	<b>9,240.64</b>	<b>19,650.76</b>	<b>175.23</b>	<b>752.25</b>	<b>4,750.00</b>	<b>11,000.00</b>	<b>7,043.17</b>	<b>143,375.59</b>
<b>Net Income</b>	<b>-7,791.72</b>	<b>15,474.54</b>	<b>-13,351.31</b>	<b>-587.78</b>	<b>-2,696.79</b>	<b>-6,100.64</b>	<b>-1,400.76</b>	<b>1,301.11</b>	<b>-1,013.11</b>	<b>-4,750.00</b>	<b>-11,000.00</b>	<b>7,270.69</b>	<b>-24,645.77</b>
<b>Cash Balances</b>			<b>2,300.92</b>		<b>303.21</b>			<b>65,870.13</b>	<b>215.16</b>			<b>28,368.17</b>	<b>97,057.59</b>