

USAW - Kansas
Cash Balances
 August 31, 2012

Checking/Savings	
Kids Division cash	
Checking CCNB	68,284.05
Savings CCNB	14,392.47
CD CCNB	53,521.06
Middle School Duals	439.66
	<u>136,637.24</u>
District cash	
District 1	11,746.77
District 1 CD	5,000.00
District 2	6,203.10
District 3	2,272.27
District 4	2,238.51
	<u>27,460.65</u>
All Other Divisions	
H.C.U. (checking)	-14,128.84
H.C.U. (savings)	25.00
H.C.U. (money market)	78,254.02
H.C.U. (CD)	51,383.55
Vanguard Money Market	1,057.32
College Fund (checking)	1,321.87
College Fund (savings)	22,773.73
Senior Natls (checking)	605.45
	<u>141,292.10</u>
Total Checking/Savings	<u>305,389.99</u>

	<u>Kids</u>	<u>Districts</u>	<u>Others</u>	<u>Total</u>
Changes in Cash Positions				
Beginning Balances	111,020.51	39,202.74	141,897.08	292,120.33
Revenues	148,610.44	9,040.52	301,969.02	459,619.98
Expenses	-142,841.71	-20,782.61	-282,726.00	-446,350.32
Transfers	19,848.00	0.00	-19,848.00	0.00
Ending Balances	<u>136,637.24</u>	<u>27,460.65</u>	<u>141,292.10</u>	<u>305,389.99</u>

USAW - Kansas
Profit & Loss by Class
September 2011 through August 2012

	Kids	Junior/ Cadet	Coaches	Officials	Women	Senior Classic	H.S. Nationals	Elite Athlete	So. Plains Tourn.	Hall of Fame	College	Clock & Equip	Office	TOTAL
Income														
USAW fees recd														
Competitors													323,120.00	323,120.00
Coaches													64,365.00	64,365.00
Clubs													9,500.00	9,500.00
Additional insured													2,900.00	2,900.00
Sanctions													4,270.00	4,270.00
Additional card fees													4,990.19	4,990.19
USAW fees recd - Other											535.00		360.00	895.00
Total USAW fees recd											535.00		409,505.19	410,040.19
Entry fees	70,898.09	46,645.39			3,668.50		1,472.16		36,850.44					159,534.58
Camp fees	13,090.00													13,090.00
Certification fees	560.00			140.00										700.00
Gate receipts	31,510.99								3,968.44					35,479.43
Affiliate programs													2,650.10	2,650.10
Programs/brackets	2,219.71													2,219.71
Dues	4,160.00													4,160.00
Advertising	1,230.00												300.00	1,530.00
MdseSold	3,310.27	20,357.05					70.00						600.00	24,337.32
Clocks												8,873.06		8,873.06
Concessions	6,621.61													6,621.61
Interest income	203.71												1,335.54	1,562.58
Contribution income	7,670.33								3,510.00		23.33		645.00	33,962.83
Other Income	22,546.00										22,137.50			22,546.00
Total Income	164,020.71	67,002.44		140.00	3,668.50		1,542.16		44,328.88		22,695.83	8,873.06	415,035.83	727,307.41
Cost of Goods Sold														
USAW fees paid														
Competitors													193,872.00	193,872.00
Coaches													36,780.00	36,780.00
Clubs													10,450.00	10,450.00
Additional insured													2,900.00	2,900.00
Sanctions													4,880.00	4,880.00
Total USAW fees paid													248,882.00	248,882.00
Cost of mdse sold	6,369.75	10,436.31			1,999.37									18,805.43
Total COGS	6,369.75	10,436.31			1,999.37								248,882.00	267,687.43
Gross Profit	157,650.96	56,566.13		140.00	1,669.13		1,542.16		44,328.88		22,695.83	8,873.06	166,153.83	459,619.98
Expense														
Meals	7,926.71	11,316.05	200.00	248.37	527.95	408.02	439.61		7,973.84				415.90	29,456.45
Lodging	23,004.63	21,909.51	214.49		1,285.84		2,326.52		7,378.18				554.40	56,673.57
Travel	10,913.48	25,722.68	1,324.55	7,393.10	890.19		1,516.80		685.51		273.06		893.56	49,612.93
Rent	18,900.00	400.00			300.00				6,500.00					26,100.00
Wrestlers' gear	13,974.25	8,810.20			629.30		1,438.20							24,851.95
Shirts & other gear	648.70	17,031.10		287.56	1,567.55	526.00	1,530.87		2,313.39		1,000.00			24,905.17
Coaches	5,725.00	9,137.00												14,862.00
Officials	14,665.00			3,728.10	400.00				5,115.00					23,908.10
Tournament exp	13,775.32				810.79				3,909.31					18,495.42
Awards	10,763.52	260.00				493.25		3,000.00	1,976.55				660.00	17,153.32
Entry fees paid	5,100.00	8,792.50			75.00				4,713.00					18,680.50
Sanctions	35.00													35.00
Membership fees	1,288.00													1,288.00
Licenses												613.71	40.00	653.71
Clinics/tapes	3,000.00							1,000.00						4,000.00
Printing	6,080.06										59.00			6,139.06
Insurance												869.00		869.00
Supplies	518.08						28.01		1,278.04		1,285.55	574.25	1,051.73	4,735.66
Equipment												52,182.50	6,000.00	58,182.50
Postage	343.09				110.00		106.75		21.04		52.98		1,295.66	1,929.52
Telephone													240.00	240.00
Meetings	1,937.80								217.46				157.14	2,312.40
Rulesbooks	1,125.00													1,125.00
Internet	345.85						49.95						1,405.46	1,801.26
Contract labor									150.00				22,076.00	22,226.00
Bank fees	103.37	243.43							879.15		26.31		1,259.90	2,512.16
Misc	1,500.00												-349.82	1,150.18
Grants & scholarships	21,951.46									3,000.00			7,500.00	32,451.46
Total Expense	163,624.32	103,622.47	1,739.04	11,657.13	6,596.62	1,427.27	7,436.71	4,000.00	43,110.47	3,000.00	2,423.84	54,512.52	43,199.93	446,350.32
Net Ordinary Income	-5,973.36	-47,056.34	-1,739.04	-11,517.13	-4,927.49	-1,427.27	-5,894.55	-4,000.00	1,218.41	-3,000.00	20,271.99	-45,639.46	122,953.90	13,269.66

USAW - Kansas Kids Division
Profit & Loss by Class
September 2011 through August 2012

	Executive Director	State Tourn.	Senior Classic	Southern Plains	Folkstyle Camps	S.B. Duals	M.S. Duals	Elemen. Duals	Treas.	Official (Kids)	FS/GR Clinics	Grants	Districts	Total Kids
Income														
Entry fees		28,920.00				5,900.00	29,628.09						6,450.00	70,898.09
Camp fees				13,090.00										13,090.00
Certification fees										560.00				560.00
Gate receipts		29,355.58	843.41				1,312.00							31,510.99
Affiliate programs														
Programs/brackets		2,219.71												2,219.71
Dues													4,160.00	4,160.00
Advertising		980.00							250.00					1,230.00
MdseSold							1,449.00						1,861.27	3,310.27
Clocks														
Concessions		6,621.61												6,621.61
Interest income									203.71					203.71
Contribution Income				3,350.00		1,381.33							2,939.00	7,670.33
Other Income		22,365.00		181.00										22,546.00
Total Income	0.00	90,461.90	843.41	16,621.00	0.00	7,281.33	32,389.09	0.00	453.71	560.00	0.00	0.00	15,410.27	164,020.71
Cost of mdse sold													6,369.75	6,369.75
Gross Profit	0.00	90,461.90	843.41	16,621.00	0.00	7,281.33	32,389.09	0.00	453.71	560.00	0.00	0.00	9,040.52	157,650.96
Expense														
Meals				4,019.18		3,062.53	845.00							7,926.71
Lodging	-67.79	3,541.59		8,685.00		1,477.32	9,368.51							23,004.63
Travel		2,187.87		3,193.61		1,983.33	3,548.67							10,913.48
Rent		17,400.00	1,500.00											18,900.00
Wrestlers' gear				442.75		4,268.00	9,263.50							13,974.25
Shirts & other gear		648.70												648.70
Coaches				4,375.00		750.00	600.00							5,725.00
Officials		9,325.00					1,800.00						3,540.00	14,665.00
Tournament exp		2,936.48		4,000.00			1,365.80						5,473.04	13,775.32
Awards	1,650.00	7,832.50					1,281.02							10,763.52
Entry fees paid						1,500.00	3,600.00							5,100.00
Sanctions		35.00												35.00
Membership fees							1,288.00							1,288.00
Licenses														
Clinics/tapes					1,600.00						1,300.00		100.00	3,000.00
Printing	723.72	5,269.96											86.38	6,080.06
Insurance														
Supplies				376.38		13.89							127.81	518.08
Equipment														
Postage	132.00						68.47						142.62	343.09
Telephone														
Meetings	1,607.82												329.98	1,937.80
Rulesbooks	1,125.00													1,125.00
Internet		345.85												345.85
Contract labor														
Bank fees				55.00			13.45		3.60				31.32	103.37
Misc								1,500.00						1,500.00
Grants & scholarships												11,000.00	10,951.46	21,951.46
Total Expense	5,170.75	49,522.95	1,500.00	25,146.92	1,600.00	13,123.54	32,973.95	1,500.00	3.60	0.00	1,300.00	11,000.00	20,782.61	163,624.32
Net Ordinary Income	-5,170.75	40,938.95	-656.59	-8,525.92	-1,600.00	-5,842.21	-584.86	-1,500.00	450.11	560.00	-1,300.00	-11,000.00	-11,742.09	-5,973.36