

Line #	2010 Budget Programmatic Summary	2010 Budget	Programs Net Budget
1			
2			
3	<u>MEMBERSHIP</u>		
4	Membership Fee Revenue	262,500	
5	Club Membership Fee Revenue	17,800	
6	Club Tournament Processing Fees	123,775	
7	Total Membership Revenue	404,075	
8			
9	Membership Services Expense	248,615	155,460
10			
11	<u>MAGAZINE</u>		
12	Magazine Advertising Revenue	90,420	
13	Magazine Production Cost	111,000	-20,580
14			
15	<u>WEBSITE</u>		
16	Website Advertising Revenue	20,300	
17	Web Master/Migration Expense	12,000	8,300
18			
19	<u>MARKETING/MEDIA</u>		
20	USOC Media Revenue	7,200	
21	USOC Content License Agreement Revenue	75,000	
22	Total Media Revenue	82,200	
23			
24	Marketing/Media Expense	40,100	42,100
25			
26	<u>USATT ASSOCIATION REVENUE</u>		
27	<u>Fee Revenue</u>		
28	Equipment Supplier Pool Fees	18,000	
29	Sanction Fees	27,000	
30	Investment Income	7,000	52,000
31			
32	<u>USATT TOURNAMENTS</u>		
33	U.S. Open Revenue	159,840	
34	U.S. Open Expenses	133,925	25,915
35			
36	Nationals Revenue	152,900	
37	Nationals Expenses	128,000	24,900
38			
39	<u>USATT ASSOCIATION OPERATIONS</u>		
40	<u>Operations Expense</u>		
41	National Office	-246,270	
42	Board of Directors	-39,100	
43	Advisory & Standing Committees	-15,200	-300,570
44			
45			
46	National Scholastic Coordinator	0	0
47			
48			
49	Sub-total of USATT operations		-12,475

50				
51			2010	Programs
52		2010 Budget Programmatic Summary	Budget	Net Budget
53				
54				
55		<u>ATHLETE PROGRAMS</u>		
56		<u>Funding</u>		
57		USOC Athlete Base Funding	65,800	
58		USOC Paralympics Funding	33,000	
59		USOC United Airlines VIK	4,200	
60		ITTF/NATTU Development Support	14,000	
61		Total Athlete Funding	117,000	
62				
63		<u>Expense</u>		
64		Juniors & Cadets Camps/Competitions	142,450	
65		National Team	35,100	
66		Paralympic Team	28,000	
67		Coaching Fees	42,300	
68		Total Athlete Program Expense	247,850	-130,850
69				
70				
71		Elite Athlete Support	-1,275	
72		Coaching Development	-33,600	
73		AAU Junior Olympics	-3,000	-37,875
74				
75				
76		<u>FUNDRAISING/SPONSORSHIP</u>		
77		<u>Revenue</u>		
78		Fundraising/Contributions	42,200	
79		Sponsor Revenue	114,000	
80		Total Fundraising/Sponsorship Revenue	156,200	
81				
82		Fundraising Expense	0	156,200
83				
84				
85		Sub-total of athlete programs		-12,525
86				
87				
88		NET BUDGET DEFICIT FOR YEAR 2010		-25,000
89				
90				
91				
92		TOTAL REVENUE		1,234,935
93		TOTAL EXPENSE		1,259,935
94				
95		NET BUDGET DEFICIT		-25,000
96				
97				
98				
99				
100				

101			2010	Programs
102		2010 Proposed Programmatic Budget Detail	Budget	Net Budget
103				
104		<u>410100 · Membership Fees</u>		
105		410101 · Adult 1-Yr Memberships	142,000.00	
106		410106 · Household 1-Yr Memberships	6,500.00	
107		410102 · Junior 1-Yr Memberships	17,000.00	
108		410103 · Collegiate 1-Yr Memberships	13,000.00	
109		410200 · Adult 3-Yr Memberships	38,000.00	
110		410202 · Household 3-Yr Memberships	6,000.00	
111		410201 · Junior 3-Yr Memberships	4,000.00	
112		410300 · Life 70+ Yr Old Memberships	6,000.00	
113		410301 · Millennium Life Memberships	5,000.00	
114		410207 · Recreational / Non-Players	25,000.00	
115		Total Membership Fee Revenue	262,500.00	
116				
117		<u>410500 · Club Membership Fees</u>		
118		410501 · Club 1-Yr Memberships	4,800.00	
119		410502 · Club 3-Yr Memberships	6,000.00	
120		410550 · Tournament Passes	4,000.00	
121		410560 · Labels	1,500.00	
122		410570 · Umpire/Coaching Fees	1,500.00	
123		Total Club Membership Fee Revenue	17,800.00	
124				
125		410950 · Club Tournament Processing Fees	123,775.00	
126				
127		Total Membership Revenue	404,075.00	404,075.00
128				
129		<u>507000 · Member Services Expense</u>		
130		507023 · Members-Sports Accident Ins.	6,500.00	
131		507001 · Insurance-Club Liability	12,000.00	
132		507002 · Copy & Printing	6,000.00	
133		507003 · Postage & Delivery	10,000.00	
134		507004 · Office Supplies/Expense	4,000.00	
135		507007 · Computer/Website Services	1,500.00	
136		TECHNOLOGY SERVICES i.e. RailStation, HangAStar, Cvent	0.00	
137		507008 · Telephone	1,500.00	
138		507010 · Salaries	93,365.00	
139		507015 · Bonus	4,500.00	
140		507011 · Payroll Taxes	7,300.00	
141		507012 · Health/Dental/Vision/LT Disability	16,500.00	
142		507095 · HSA Employers Contribution	6,250.00	
143		507014 · SIMPLE IRA Employer Match	2,000.00	
144		507018 · Club Membership Discounts (15%)	18,500.00	
145		507020 · Credit Card Merchant Fees	10,500.00	
146		507100 · Ratings Contractor	40,000.00	
147		507101 · Tournament Web Results/Media	2,500.00	
148		507102 · Email Blasts	700.00	
149		507022 · Bad Debts	0.00	
150		507150 · Member/Club Contingency Expense	5,000.00	
151		Total Member Services Expense	248,615.00	-248,615.00

152				
153		<u>460100 - USA Table Tennis Magazine Revenue</u>		
154		460101 - Jan/Feb Issue	15,000.00	
155		460102 - March/April Issue	15,800.00	
156		460103 - May/June Issue	15,800.00	
157		460104 - July/August Issue	15,800.00	
158		460105 - Sept/Oct Issue	15,800.00	
159		460106 - Nov/Dec Issue	15,800.00	
160		460109 - Sponsor Ads Credit	-4,080.00	
161		460108 - Magazine Subscriptions/Sales	500.00	
162		Total Table Tennis Magazine Revenue	90,420.00	90,420.00
163				
164				
165		<u>508000 - Table Tennis Magazine Expenses</u>		
166		508100 - Jan/Feb Issue	18,500.00	
167		508200 - March/April Issue	18,500.00	
168		508300 - May/June Issue	18,500.00	
169		508400 - July/August Issue	18,500.00	
170		508500 - Sept/October Issue	18,500.00	
171		508600 - November/December Issue	18,500.00	
172		Total Table Tennis Magazine Expenses	111,000.00	-111,000.00
173				
174				
175		<u>460200 - Website Advertising Revenue</u>		
176		Website Banner Ads	22,000.00	
177		Sponsor Web Ads Credit	-1,700.00	
178		Total Website Advertising Revenue	20,300.00	20,300.00
179				
180				
181		<u>508700 - Website Expenses</u>		
182		508700 - Webmaster	6,000.00	
183		508702 - Website Migration	2,000.00	
184		508700 - Part-Time Webmaster	4,000.00	
185		Total Website Expenses	12,000.00	-12,000.00
186				
187				
188		<u>480100 - Marketing/Media Revenue</u>		
189		480110 - USOC Media Services	7,200.00	
190		480107 - USOC Content License Agreement	75,000.00	
191		Total Marketing/Media Revenue	82,200.00	82,200.00
192				
193				
194		<u>509000 - Marketing/Media Expenses</u>		
195		509001 - Marketing Coordinator/Communications Director	30,000.00	
196		509011 - Supplies	400.00	
197		509012 - Media Liability Insurance	2,500.00	
198		509030 - Media Services	7,200.00	
199		USATT Logo Redesign	0.00	
200		USATT Web Site Makeover	0.00	
201		Total Marketing & Fundraising Expense	40,100.00	-40,100.00
202				
203				

204	470100 - USATT Fees Revenue			
205	470101 - Equipment Approval Fees		0.00	
206	470106 - Equipment Supplier Pool		18,000.00	
207	470102 - Sanction Fees		27,000.00	
208	470103 - Penalty Fees		0.00	
209	470107 - Merchandise Sales		0.00	
210	Total USATT Fees Revenue		45,000.00	45,000.00
211				
212				
213	490300 - Investment Income			
214	490301 - Dividends/Interest		7,000.00	
215	490302 - Finance Charge		0.00	
216	490303 - Unrealized Gain/Loss on Investments		0.00	
217	Total Other Income		7,000.00	7,000.00
218				
219				
220	420100 - US Open Revenue			
221	420101 - Entry Fees		107,000.00	
222	420114 - International Veterans Entry Fees		0.00	
223	420116 - Tournament Processing Fees		6,340.00	
224	420102 - Sponsorships		16,000.00	
225	420118 - Hosting City Sponsorship		15,000.00	
226	420104 - Exhibitors		5,000.00	
227	420105 - Program Ads		0.00	
228	420106 - T-Shirts		1,500.00	
229	420108 - Event Tickets		7,000.00	
230	420109 - Merchandise		500.00	
231	420113 - Hotel Commission/Rebates		0.00	
232	420117 - Late Fees		1,500.00	
233	Total US Open Revenue		159,840.00	159,840.00
234				
235	505000 - U.S. Open Expenses			
236	505001 - Prize Money		35,000.00	
237	505022 - Trophies/Awards		4,000.00	
238	505002 - T-Shirts		3,275.00	
239	505021 - Programs		1,650.00	
240	505065 - Shuttle Bus		0.00	
241	505033 - Supplies/Shipping		7,000.00	
242	505057 - Contracted Services		7,500.00	
243	505070 - Tournament Contractor		15,000.00	
244	505051 - Equipment Rental		2,000.00	
245	505053 - Facility		7,500.00	
246	505066 - Tables, Pipe & Drape		6,000.00	
247	505055 - Media			
248	505074 - Promotional Merchandise		2,500.00	
249	505058 - Sponsors/Exhibitors Expense		6,500.00	
250	505010 - Headquarters Staff			
251	505011 - Travel		2,500.00	
252	505012 - Room & Board \$40/per diem		2,000.00	
253	Total 505010 - Headquarters Staff		4,500.00	
254	505030 - Operations Staff			
255	505031 - Travel		5,500.00	

256	505032 · Room & Board \$40/per diem	7,500.00	
257	Total 505030 · Operations Staff	13,000.00	
258	<u>505045 · Officials</u>		
259	505046 · Travel	7,500.00	
260	505047 · Room & Board \$50/per diem	11,000.00	
261	Total 505045 · Officials	18,500.00	
262	505076 · International Veterans	0.00	
263	Total U.S. Open Expenses	133,925.00	-133,925.00
264			
265			
266	<u>430100 · US Nationals Revenue</u>		
267	430101 · Entry Fees	110,000.00	
268	430116 · Team Events-Juniors/Cadets	2,000.00	
269	430117 · Club Team League Finals	1,000.00	
270	430111 · International Veterans Entry Fees	0.00	
271	430114 · Tournament Processing Fees	6,400.00	
272	430102 · Sponsorships	16,000.00	
273	430104 · Exhibitors	6,000.00	
274	430105 · Program Ads	0.00	
275	430106 · T-Shirts	1,500.00	
276	430108 · Event Tickets	6,500.00	
277	430109 · Merchandise	500.00	
278	430112 · Hotel Commission/Rebates	1,500.00	
279	430115 · Late Fees	1,500.00	
280	Total US Nationals Revenue	152,900.00	152,900.00
281			
282	<u>506000 · U.S. Nationals Expenses</u>		
283	506001 · Prize Money	32,000.00	
284	506022 · Trophies/Awards	3,800.00	
285	506002 · T-Shirts	3,000.00	
286	506021 · Programs	1,600.00	
287	506040 · Shuttle Bus	6,000.00	
288	506033 · Supplies/Shipping	6,000.00	
289	506072 · Contracted Services	8,000.00	
290	506073 · Tournament Contractor	15,000.00	
291	506055 · Equipment Rental	1,500.00	
292	506057 · Facility	7,100.00	
293	506071 · Tables, Pipe & Drape	6,000.00	
294	506059 · Media		
295	506074 · Promotional Merchandise	1,000.00	
296	506058 · Sponsors/Exhibitors Expense	5,600.00	
297	<u>506010 · Headquarters Staff</u>		
298	506011 · Travel	2,200.00	
299	506012 · Room & Board \$40/per diem	1,700.00	
300	Total 506010 · Headquarters Staff	3,900.00	
301	<u>506030 · Operations Staff</u>		
302	506031 · Travel	5,000.00	
303	506032 · Room & Board \$40/per diem	7,500.00	
304	Total 506030 · Operations Staff	12,500.00	
305	<u>506045 · Officials</u>		
306	506046 · Travel	7,000.00	

307	506047 · Room & Board \$40/per diem	8,000.00	
308	Total 506045 · Officials	15,000.00	
309	506075 · Hall of Fame	0.00	
310	506076 · International Veterans	0.00	
311	Total U.S. Nationals Expenses	128,000.00	-128,000.00
312			
313			
314	<u>510000 · Headquarters Expense</u>		
315	510017 · Audit & Tax Preparation	6,000.00	
316	510001 · Bank Charges & Fees	500.00	
317	510035 · Building Maintenance Fees	6,300.00	
318	510008 · Business Fees/Tax	300.00	
319	510004 · Computer Services/Supplies	500.00	
320	510032 · Depreciation	3,000.00	
321	510007 · Dues and Subscriptions	700.00	
322	510028 · Equipment Rental	300.00	
323	510009 · Food/Room	550.00	
324	510024 · Health/Dental/Vision	17,750.00	
325	510101 · HSA Employers Contribution	6,250.00	
326	510027 · Insurance- Commercial Liability	2,500.00	
327	510025 · Insurance - Long-Term Disability	750.00	
328	510026 · Insurance - Workers Comp	900.00	
329	510016 · Legal	100.00	
330	510012 · Office Supplies/Expense	4,000.00	
331	510020 · Salaries	169,550.00	
332	510003 · Bonus	3,000.00	
333	510013 · Payroll Taxes	13,270.00	
334	510038 · SIMPLE IRA Employer Match	3,400.00	
335	510019 · Payroll Service	1,300.00	
336	510014 · Postage & Delivery	700.00	
337	510015 · Printing	350.00	
338	510011 · Repairs & Maintenance	100.00	
339	510036 · Storage Rental	1,400.00	
340	510021 · Telephone	800.00	
341	510022 · Travel	2,000.00	
342	Total Headquarters Expense	246,270.00	-246,270.00
343			
344			
345	<u>511000 · Board of Directors Expense</u>		
346	511011 · Board Representation	0.00	
347	511003 · D&O/Travel Accident Ins.	2,300.00	
348	511001 · Food/Room	7,800.00	
349	511002 · Gifts	0.00	
350	511004 · Postage & Delivery	200.00	
351	511006 · Supplies	500.00	
352	511007 · Telephone	1,500.00	
353	511008 · Travel	16,800.00	
354	511009 · Professional Fees	6,500.00	
355	511012 · General Assembly	3,500.00	
356	Total Board of Directors Expense	39,100.00	-39,100.00
357			
358			

359	<u>512000 - Advisory & Standing Committees Expense</u>			
360	512011 - Clubs Advisory Committee		450.00	
361	512012 - Coaching Advisory Committee		450.00	
362	512014 - Editorial Advisory Committee		450.00	
363	512015 - Officials & Rules Advisory Comm		9,000.00	
364	512016 - Tournaments Advisory Committee		450.00	
365	512045 - Ethics & Grievance Committee		450.00	
366	512050 - Nominating & Election		450.00	
367	512055 - USOC/ITTF Representation		3,500.00	
368	Total Committees Expense		15,200.00	-15,200.00
369				
370				
371	National Scholastic Coordinator		0.00	0.00
372				
373				
374	<u>Athlete Funding</u>			
375	480101 - USOC Base Funding		65,800.00	
376	480104 - USOC Paralympic Funding		33,000.00	
377	490135 - United Airlines VIK		4,200.00	
378	450140 - ITTF/NATTU Development Support		14,000.00	
379	Total Athlete Funding		117,000.00	117,000.00
380				
381				
382	<u>501201 - Junior & Cadets</u>			
383	501229 - Summer Training Camp		24,800.00	
384	501251 - Pan Am Youth Champs/Argentina		26,000.00	
385	501259 - Pan Am Pre Cadet Championships			
386	501228 - N.A. Championships Jrs & Cadets		10,000.00	
387	501253 - ITTF Cadet Challenge Nov. 1-7		9,600.00	
388	501233 - World Junior Championships Dec.4-11		12,000.00	
389	501245 - Women's Development		2,000.00	
390	501256 - 2010 YOG Qualif- Pan Am- ESA - Feb 1-3, 2010		5,250.00	
391	2010 YOG Qualif. Tourn #1- Manama, BRN- Feb 6-7			
392	Egypt Junior Open- Cairo, EGY- Feb 9-13			
393	2010 YOG Qualif. Tourn #2- Cairo EGY - Feb 14-15			
394	Training camp- June 6-12			
395	ITTF proposal for Charles Hungary Feb. 1-15		4,280.00	
396	Hungary- WJC, Feb. 18-21,Tata, 2010			
397	501261 - Sweden Safir- Feb 24-28, 2010 +AUT WSA ITF invite		5,720.00	
398	501235 - US Trials- Texas WU, Fort Worth, March 4-5		4,000.00	
399	2010 YOG Qualif Tourn #3- Lignano, ITA, March 23-24			
400	501262 - Italy- WJC- Lignano, ITA- March 25-28,		7,400.00	
401	501262 - Austria- WJC-Linz- Apr. 1-3, 2010		4,600.00	
402	New Zealand- WJC, Auckland, NZL- Apr 8-11			
403	2010 YOG Qualif. Tourn #4- Auckland, NZL-Apr 10-11			
404	501262 - Germany- WJC- Seligenstadt, GER- Apr. 8-11,		5,400.00	
405	501262 - France- WJC- Vern sur Seiche, FRA- Apr. 14-18		4,900.00	
406	VEN WJC- Valencia, VEN- Apr 19-23			
407	2010 YOG Qualif Tourn #5- Valencia, VEN- Apr. 24-25			
408	501262 - Argentina WJC-Buenos Aires, ARG- June 22-26		6,600.00	
409	US Open- June 30, July 3			
410	501263 - NATTU program WJC training camp-		2,300.00	

411	Korea WJC-July 28-Aug.1,			
412	Hong Kong-WJC-Aug 4-8,			
413	501265 · YOG- Singapore Aug-14-26, SIN and training camp		3,300.00	
414	Chile WJC- Sept. 23-26		0.00	
415	501264 · Training camp-for WJTTC		4,300.00	
416	Total Camps & Competitions Expense		142,450.00	-142,450.00
417				
418				
419	<u>501500 · National Team</u>			
420	501556 · Training Camp for WTTC May 14-21, Europe		9,700.00	
421	501535 · World Championships May 23-30, Russia		25,400.00	
422	501554 · World Team Cup Sept.24-26			
423	Total National Team Competitions Expense		35,100.00	-35,100.00
424				
425				
426	<u>501300 · Paralympic Team</u>			
427	501301 · Stipends - Paralympics		8,000.00	
428	501306 · Para World Training Camp-Asia or US (TBD), Oct. 20-29		3,400.00	
429	501307 · Para World TTC-Korea, Oct. 20-29		15,600.00	
430	501350 · Para 2011 US Open Application Fee/Admin		1,000.00	
431	Total Paralympic Team Expense		28,000.00	-28,000.00
432				
433				
434	<u>502000 · Elite Coaching Program</u>			
435	502108 · National Team-Women's Coach		4,500.00	
436	502203 · National Team-Men's Coach		4,000.00	
437	502300 · Paralympic Team Coach		1,700.00	
438	502350 · Junior & Cadet Coaching Fees		32,100.00	
439	Total Elite Coaching Program Expense		42,300.00	-42,300.00
440				
441				
442	<u>501700- Athlete support</u>			
443	501750 · Financial Incentives		0.00	
444	501720 · Sports Accident Insurance		1,275.00	
445	Total Athlete support		1,275.00	-1,275.00
446				
447				
448	<u>502500 · Coaching Development</u>			
449	502501 · Expert Fees		1,080.00	
450	502502 · Supplies		300.00	
451	502503 · Seminar - US Open		0.00	
452	502505 · Seminar - US Nationals		1,500.00	
453	502508 · Seminar - USOC (6 days)		5,720.00	
454				
455				
456	<u>502600 · Junior Coaching Infrastructure</u>		25,000.00	
457				
458	Total Coaching Development Expense		33,600.00	-33,600.00
459				
460				
461				

462	<u>506500 - Special Events</u>			
463	USA/Russia Exchange		0.00	
464	506517 - AAU Junior Olympics		3,000.00	
465	Total Special Events Expense		3,000.00	-3,000.00
466				
467				
468	<u>440100 - Contributions/Fundraising Revenue</u>			
469	440116 - General Fund		0.00	
470	440118 - Combined Federal Campaign		0.00	
471	440127 - General Annual Campaign: Focus on Juniors		40,000.00	
472	440126 - Youth Programs		100.00	
473	440125 - National Team		100.00	
474	440200 - Floormat Fund-Restricted		0.00	
475	440202 - Neng-Chin Shih Fund-Restricted		2,000.00	
476	440204 - Int'l Veterans Championships-Restricted		0.00	
477	440205 - Paralympic Events-Restricted		0.00	
478	440206 - Officials Committee		0.00	
479	Total Contributions/Fundraising Revenue		42,200.00	42,200.00
480				
481				
482	<u>470500 - Sponsor Revenues</u>			
483	470501 - USTTA Foundation Grant		39,000.00	
484	470502 - Corporate Sponsors		25,000.00	
485	470503 - USATT League Sponsorshp		0.00	
486	470504 - Sponsor Acquisition Internal/External (i.e. Nintendo)		50,000.00	
487	Total Sponsor Revenues		114,000.00	114,000.00
488				
489				
490	NET BUDGET DEFICIT FOR YEAR 2010			-25,000.00