



<b>USASF</b> Finances 12 months ending December, 2017		<b>2017</b>
<b>Revenue</b>		
Membership Dues	\$	5,365,935.46
Services (regional mtgs, coaches' conference, credentialing)	\$	717,291.05
Sponsorship	\$	337,761.81
Income from World Championship (1)	\$	43,913.40
<b>TOTAL</b>	<b>\$</b>	<b>6,464,901.72</b>
<b>Expenses</b>		
Member Program Expenses (2)	\$	3,519,852.73
Member Specific Services (3)	\$	2,408,542.70
Administrative (4)	\$	780,222.83
<b>Total Operating Expenses</b>	<b>\$</b>	<b>6,708,618.26</b>
<b>Overage</b>	<b>\$</b>	<b>(243,716.54)</b>
Line of Credit increase		34,096.26
Plus: Decrease to prepaids		102,750.97
Plus: Increase in AP/customer's deposits/accrued liabilities		577,125.06
Less: fixed asset purchases (net of depreciation)		(571,240.95)
Less: cash operating reserve		(3,000,000.00)
<b>Net decrease to cash</b>	<b>\$</b>	<b>(3,100,985.20)</b>
Add back: cash on hand at 12/2016	\$	5,387,887.45
<b>Cash on hand at 12/31/2017</b>	<b>\$</b>	<b>2,286,902.25</b>

- (1) Income after Worlds operating costs (including registration, travel, hotel, ground transportation, Disney, production costs, television, insurance, staff, VIP gala, prizes, athletes' party, judges)
- (2) Scholarship expenses, payroll, insurance, program support supplies, travel, regional director exp.
- (3) Costs of regional meetings, travel, communications, website expenses (hosting and video production costs)
- (4) Rent, utilities, phone, payroll, insurance, legal fees, depreciation, bank service charges