

United States Dressage Federation, Inc.
2011-2012 Preliminary Budget
(April 1, 2011 - March 31, 2012)
As of October 28, 2010

	Budget	Budget	Budget	Preliminary	Preliminary	Preliminary	
	Revenue	Expense	Net Profit	Revenue	Expense	Net Profit	
	2010-2011	2010-2011	2010-2011	2011-2012	2011-2012	2011-2012	
	4/1/10-3/31/11	4/1/10-3/31/11	4/1/10-3/31/11	4/1/11-3/31/12	4/1/11-3/31/12	4/1/11-3/31/12	
DRAFT II							
Adult Clinics	37,500	46,458	(8,958)	35,750	45,537	(9,787)	
Adult Programs Committee	0	8,021	(8,021)	0	8,034	(8,034)	
Annual Convention	102,750	154,401	(51,651)	84,700	134,275	(49,575)	
Audit Committee	0	4,306	(4,306)	0	4,455	(4,455)	
Bylaws	0	3,970	(3,970)	0	4,122	(4,122)	
Competition/Awards	154,275	199,387	(45,112)	171,675	205,190	(33,515)	
Development	70,800	53,142	17,658	30,800	22,362	8,438	
Education & Sport Programs	0	71,658	(71,658)	15,000	77,111	(62,111)	
Executive Board	0	76,932	(76,932)	0	86,130	(86,130)	
FEI Jr/Yng Rider & Yth Clinics	35,500	40,752	(5,252)	28,054	39,987	(11,933)	
FEI Jr/Yng Rider Committee	33,200	48,473	(15,273)	33,000	49,553	(16,553)	
Freestyle Committee	0	3,732	(3,732)	0	3,920	(3,920)	
General Office	74,350	1,360,461	(1,286,111)	69,350	1,376,536	(1,307,186)	
GMO Committee	700	5,712	(5,012)	700	5,985	(5,285)	
Historical Recognition /HOF	0	42,607	(42,607)	0	30,562	(30,562)	
Instructor / Trainer	24,580	40,839	(16,259)	24,580	41,787	(17,207)	
Judge Education	3,850	34,645	(30,795)	650	28,555	(27,905)	
Marketing	20,000	192,139	(172,139)	15,500	177,165	(161,665)	
Membership	2,012,395	309,159	1,703,236	2,111,860	312,094	1,799,766	
Merchandise	149,000	149,687	(687)	120,000	114,266	5,734	
Nominating	0	19,007	(19,007)	0	18,313	(18,313)	
Para Equestrian Dressage	0	3,609	(3,609)	0	0	0	
Publications	483,831	566,557	(82,726)	462,367	557,742	(95,375)	
Regional Championships	283,900	238,816	45,084	288,180	279,655	8,525	
Sport Horse	54,715	51,417	3,298	54,715	60,416	(5,701)	
Symposium	119,450	95,549	23,901	103,500	100,924	2,576	
Technical Delegates	1,000	5,352	(4,352)	2,500	5,682	(3,182)	
Trainer's Conference	45,000	37,534	7,466	35,000	31,843	3,157	
University	3,400	10,703	(7,303)	3,400	11,172	(7,772)	
Youth Programs Committee	4,000	35,033	(31,033)	4,000	34,395	(30,395)	
Young Rider Graduate	0	0	0	24,125	23,638	487	
Capital Expenditures	0	39,988	(39,988)	0	10,000	(10,000)	
Investments	73,850	0	73,850	64,750	0	64,750	
Total Profit/(Loss)	3,788,046	3,950,046	(162,000)	3,784,156	3,901,406	(117,250)	
Depreciation/Amortization			162,000			182,000	
Investment Income						(64,750)	
Remaining Budget overage/(shortfall)			\$0			\$0	

United States Dressage Federation
Adult Clinics
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	
	4/1/10-3/31/11	4/1/11-3/31/12	
Revenue			14
Sponsorship	10,000.00	10,000.00	Platinum Performance - tentative
Rider Fees	10,000.00	10,000.00	8 riders x \$250 x 5 clinics
Audit Fees	17,500.00	15,750.00	45 auditors @ 5 clinics
			Members \$70/ 2 days; \$40/1 day; \$90 walk ins
Total Revenue	37,500.00	35,750.00	Non Members \$80/ 2 days; 45 1/ day; 90 walk ins
Expenses			
Administrative	11,795.00	12,385.00	
Benefits/Insurance	2,510.00	2,761.00	
Payroll Taxes	1,221.00	991.00	
401 (k)	472.00	495.00	
Printing	500.00	500.00	
Office Supplies	100.00	100.00	
Postage & Shipping	750.00	750.00	\$150 x 5 clinics
Telephone	100.00	50.00	
Advertising	2,560.00	3,055.00	Connection Ad
Volunteer Expense	200.00	200.00	
Equipment & Facilities	6,000.00	4,000.00	Tents, heaters, chairs, port-a-potties, facility (5 x \$800)
Instructor Fees	15,000.00	15,000.00	\$3,000 x 5 clinics
Instructor Expenses	4,250.00	4,250.00	\$850 (\$500 travel, \$200 hotel, \$150 food) x 5 clinics
Insurance	1,000.00	1,000.00	\$200 x 5 clinics
Total Expenses	46,458.00	45,537.00	
Profit/ (Loss) - Adult Clinics	(8,958.00)	(9,787.00)	

United States Dressage Federation, Inc.
 Adult Programs Committee
 Budget

	Budget	Preliminary	
	2010 -2011	Budget	
	4/1/10-3/31/11	2011-2012	Comments:
		4/1/11-3/31/12	22
Revenue	0.00	0.00	
Expenses			
Administrative	5,495.00	5,770.00	
Benefits/Insurance	837.00	921.00	
Payroll Taxes	569.00	462.00	
401 (k)	220.00	231.00	
Printing	50.00	50.00	Guidelines
Office Supplies	50.00	50.00	
Postage & Shipping	300.00	300.00	Awards
Telephone	500.00	250.00	
Total Expenses	8,021.00	8,034.00	
Profit/ (Loss) - Adult Programs	(8,021.00)	(8,034.00)	

United States Dressage Federation, Inc.
Annual Convention
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	19
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue	<i>Jacksonville</i>	<i>San Diego</i>	
Sponsorship	25,000.00	12,500.00	(\$25,000 Adequan - tentative)
Registration	55,000.00	45,000.00	
Program Advertising	500.00	500.00	
Banquet/Gala	22,250.00	26,700.00	300 @ \$89
Total Revenue	102,750.00	84,700.00	
Expenses			
Administrative	22,000.00	23,100.00	
Benefits/Insurance	2,294.00	4,453.00	
Payroll Taxes	2,277.00	1,848.00	
401 (k)	880.00	924.00	
Contract Labor	18,000.00	0.00	
Printing	7,000.00	5,000.00	
Office Supplies	1,000.00	1,000.00	Name badges; supplies
Postage & Shipping	7,500.00	10,000.00	
Telephone	500.00	500.00	
Advertising	1,700.00	1,700.00	Non Connection Advertising
Staff Travel	10,000.00	12,000.00	Air fare, rooms, meals
Volunteer Expense	500.00	500.00	
Photographer	500.00	500.00	
Equipment & Facilities	25,000.00	20,000.00	
Speaker Fees	1,500.00	1,000.00	
Speaker Expenses	4,500.00	2,500.00	
Special Functions/Breaks	8,000.00	8,000.00	
Courtesies	250.00	250.00	
Insurance	500.00	500.00	
Awards Banquet/Gala	40,000.00	40,000.00	
Site Selection	500.00	500.00	
Total Expenses	154,401.00	134,275.00	
Profit / (Loss) - Convention	(51,651.00)	(49,575.00)	

United States Dressage Federation, Inc.
 Audit Committee
 Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	46
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue	0.00	0.00	
Expenses			
Administrative	3,050.00	3,203.00	
Benefits/Insurance	498.00	548.00	
Payroll Taxes	316.00	256.00	
401 (k)	122.00	128.00	
Meeting Expense	250.00	250.00	
Office Supplies	20.00	20.00	
Telephone	50.00	50.00	
Total Expenses	4,306.00	4,455.00	
Profit/(Loss) - Audit	(4,306.00)	(4,455.00)	

United States Dressage Federation, Inc.
Bylaws
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	26
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue	0.00	0.00	
Expenses			
Administrative	2,950.00	3,098.00	
Benefits/Insurance	547.00	602.00	
Payroll Taxes	305.00	248.00	
401 (k)	118.00	124.00	
Telephone	50.00	50.00	
Total Expenses	3,970.00	4,122.00	
Profit/ (Loss) - Bylaws	(3,970.00)	(4,122.00)	

United States Dressage Federation, Inc.
Competition / Awards
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	2
Revenue	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Competition Recognition Fees	50,000.00	55,000.00	
Competition Managers Clinic	1,500.00	1,500.00	30 @ \$50
Score Checks	17,500.00	20,000.00	
Horse Performance Certificates	6,000.00	5,000.00	
All Breed Certificates	25,575.00	25,575.00	
Competition Penalty Fee	1,000.00	1,500.00	
Prize List Violation	500.00	500.00	
Late & Incomplete Results	500.00	6,000.00	
Historical Year End Report	2,000.00	2,000.00	\$20 each
Rider Award Processing Fee	5,000.00	20,000.00	\$25 fee
Award Replacement	200.00	100.00	
Sponsorship	44,500.00	34,500.00	Dover 22,000; (Adequan 10,000 - tentative), Paddock 2,500
Total Revenue	154,275.00	171,675.00	
Expenses			
Administrative	132,669.00	139,302.00	
Benefits/Insurance	17,420.00	19,162.00	
Payroll Taxes	12,463.00	11,144.00	
401 (k)	5,307.00	5,572.00	
Printing	1,300.00	1,300.00	
Office Supplies	2,000.00	2,000.00	
Postage & Shipping	7,600.00	6,000.00	
Telephone	1,400.00	1,000.00	
Advertising	810.00	810.00	All breeds
All Breed Medals	4,800.00	4,800.00	
Rider Medals & Patches	4,000.00	5,000.00	
HOY Gift Certificates, Coolers	0.00	0.00	Coolers embroidery & Gift Certificates donated
Plaques	8,600.00	8,600.00	
Horse Performance Certificates	418.00	100.00	
Trophy Fund	600.00	400.00	
Total Expenses	199,387.00	205,190.00	
Profit / (Loss) - Comp/Awards	(45,112.00)	(33,515.00)	

United States Dressage Federation, Inc.
Development
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	6
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Benefit Classes/Annual Campaign	800.00	800.00	
Statue Campaign	25,000.00	0.00	
Circle Of Friends	45,000.00	30,000.00	
Total Revenue	70,800.00	30,800.00	
Expenses			
Administrative	12,000.00	12,600.00	
Benefits/Insurance	1,920.00	750.00	
Payroll Taxes	1,242.00	1,008.00	
401 (k)	480.00	504.00	
Printing	3,000.00	3,000.00	
Office Supplies	500.00	500.00	
Postage & Shipping	3,000.00	2,000.00	
Telephone	100.00	100.00	
Advertising	1,500.00	1,000.00	2 Connection Ads
Statue	25,000.00	0.00	
Donor recognition/courtesies	4,000.00	500.00	
Benefit Event	400.00	400.00	
Total Expenses	53,142.00	22,362.00	
Profit / (Loss) - Development	17,658.00	8,438.00	

United States Dressage Federation, Inc.
Education and Sport Programs
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	44
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Sponsorships	0.00	15,000.00	Nutrena 15,000
Total Revenue	0.00	15,000.00	
Expenses			
Administrative	24,499.00	33,792.00	
Benefits/Insurance	12,443.00	13,687.00	
Payroll Taxes	2,536.00	2,704.00	
401 (k)	980.00	1,028.00	
Printing	250.00	250.00	
Postage & Shipping	100.00	100.00	
Telephone	100.00	50.00	
Miscellaneous	250.00	250.00	
Online Education Services	30,000.00	25,000.00	New e-Track initiative
Office Supplies	500.00	250.00	
Total Expenses	71,658.00	77,111.00	
Profit/(Loss) - EduSporProg	(71,658.00)	(62,111.00)	

United States Dressage Federation, Inc.
Executive Board
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	15
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue	0.00	0.00	Lexington, Spring; San Diego, Fall
Expenses			
Administrative	30,000.00	31,500.00	
Benefits/Insurance	4,977.00	5,475.00	
Payroll Taxes	3,105.00	2,520.00	
401 (k)	1,200.00	1,260.00	
Contract Labor	4,000.00	0.00	
Printing	1,000.00	1,250.00	C&C Handbook, Board Books (Spring/Fall) BOG Reports
Office Supplies	400.00	500.00	Includes binders, tabs, paper (Spring/Fall)
Postage & Shipping	500.00	625.00	Board books (spring/fall) ground, Misc. mailings
Telephone	1,750.00	2,500.00	Long distance; conference calls
Staff Travel	4,500.00	0.00	Air, lodging, meals, car
Courtesies	250.00	250.00	
Miscellaneous	250.00	250.00	
Board Travel	15,000.00	25,000.00	Air, lodging, meals, car (Spring/Fall) 3 new members
Meeting Expense	10,000.00	15,000.00	Meeting rooms, food, equipment, group function (includes planning meeting food)
Total Expenses	76,932.00	86,130.00	
Profit / (Loss) - Executive Board	(76,932.00)	(86,130.00)	

United States Dressage Federation, Inc.
FEI Junior Young Rider and Youth Clinics
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	43
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Sponsorship	10,000.00	10,000.00	(Platinum Performance - tentative)
Grant Funding	13,000.00	10,000.00	
Registration - Riders	9,000.00	6,666.00	Based on 5 Clinics
Clinic Audit Fees	3,500.00	1,388.00	Based on 5 Clinics
Total Revenue	35,500.00	28,054.00	
Expenses			
Administrative	9,107.00	9,562.00	
Benefits/Insurance	2,738.00	3,012.00	
Payroll Taxes	943.00	765.00	
401 (k)	364.00	382.00	
Printing & Supplies	350.00	200.00	
Postage	400.00	50.00	
Telephone	150.00	150.00	
Volunteer Expense	100.00	100.00	Picture frames
Advertising	2,000.00	1,666.00	Connection
Equipment & Facilities	3,000.00	2,500.00	Chairs, AV, tables, equipment rental (\$500 x 5)
Instructor Fees	15,000.00	15,000.00	Day Fees
Instructor Expenses	5,000.00	5,000.00	Meals, lodging, air fare (\$1,000 x 5)
Insurance	1,600.00	1,600.00	
Total Expenses	40,752.00	39,987.00	
Profit / (Loss) - FEI Jr & Yth Clinics	(5,252.00)	(11,933.00)	

United States Dressage Federation, Inc.
FEI Junior Young Rider Committee
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	18
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Sponsorship	25,000.00	25,000.00	(Platinum Performance - tentative)
NAYRC Declaration Fee/Late Fee	8,000.00	8,000.00	
Waiver Fee	200.00	0.00	
Total Revenue	33,200.00	33,000.00	
Expenses			
Administrative	17,870.00	18,764.00	
Benefits/Insurance	2,488.00	2,737.00	
Payroll Taxes	1,850.00	1,501.00	
401 (k)	715.00	751.00	
Printing & Supplies	150.00	150.00	
Office Supplies	50.00	50.00	
Postage	50.00	50.00	
Telephone	300.00	250.00	
Staff Travel	0.00	0.00	
Trophy Maintenance	0.00	200.00	
Sponsorship Expense	0.00	100.00	
Sponsor - NAJYRC	25,000.00	25,000.00	Pending Sponsorship
Total Expenses	48,473.00	49,553.00	
Profit / (Loss) - FEI Jr Committee	(15,273.00)	(16,553.00)	

United States Dressage Federation, Inc.
Freestyle Committee
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	<i>30</i>
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
			Includes Pas de Deux and Quadrille
Revenue	0.00	0.00	
Expenses			
Administrative	2,700.00	2,835.00	
Benefits/Insurance	495.00	545.00	
Payroll Taxes	279.00	227.00	
401 (k)	108.00	113.00	
Printing	50.00	50.00	
Office Supplies	25.00	25.00	
Postage & Shipping	25.00	25.00	
Telephone	50.00	100.00	
Total Expenses	3,732.00	3,920.00	
Profit / (Loss) - Freestyle	(3,732.00)	(3,920.00)	

United States Dressage Federation, Inc.
General Office
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	<i>10</i>
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
NSF Handling Fees	100.00	100.00	
Finance Charge	1,000.00	1,000.00	
Postage & Shipping	1,000.00	1,000.00	
Custom Reports	750.00	750.00	
RC Qualified Ride Fee	55,000.00	55,000.00	Nat'l Championship deferred allocation per BOG motion
Building Maintenance Fund	15,000.00	10,000.00	
Miscellaneous Income	1,500.00	1,500.00	
Total Revenue	74,350.00	69,350.00	
Expenses			
Administrative	504,846.00	558,992.00	
Benefits/Insurance	97,209.00	109,334.00	
Payroll Taxes	51,251.00	43,719.00	
401 (k)	20,193.00	20,860.00	
Contract Labor	37,989.00	40,000.00	
Printing	4,000.00	3,500.00	
Supplies	8,000.00	4,000.00	
Postage & Shipping	5,000.00	3,500.00	
Telephone	15,000.00	10,000.00	
Employment Ads	2,000.00	1,000.00	
Staff Travel	1,000.00	500.00	
Executive Director Travel	2,500.00	2,500.00	
WEG Support	30,000.00	0.00	
WEG Member Hospitality	20,000.00	0.00	
Equipment Rental	23,000.00	20,000.00	Office Ware, Pitney Bowes
Dues & Subscriptions	3,500.00	5,000.00	AHC, Animal Welfare,USEF KY/NE License , ELCR
Legal Services	5,000.00	5,000.00	
Professional Services	1,650.00	4,500.00	American Funds, 5500, CTCorp, Background checks
Audit	9,750.00	9,750.00	Audit, 990, 990T
Payroll Service	10,000.00	10,000.00	

United States Dressage Federation, Inc.
General Office
Budget

	Budget	Budget	
	2010 -2011	2011-2012	<i>10</i>
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Courtesies	3,000.00	3,000.00	Office functions; cards
Volunteer Recognition	250.00	250.00	Includes outgoing chair plaques
Miscellaneous Office Expense	5,000.00	4,000.00	Shred it; Stanguard
Insurance	33,000.00	30,000.00	Commercial, D&O, WC, Auto
Bank Service Charge	65,000.00	65,000.00	Acct analysis; Merchant fees
Line Of Credit Expense	5,000.00	2,500.00	
Investment Service Charge	20,000.00	25,000.00	Smith Barney
Depreciation/Amortization Expense	185,000.00	182,000.00	
Computer Repair, Maint & Service	10,000.00	10,000.00	MAS90 ; computer/equipment
Event registration	14,450.00	14,320.00	
Budget reserve	45,673.00	55,311.00	1.5%
Building repairs/maintenance	15,000.00	10,000.00	
Interest Expense	7,200.00	0.00	Loan paid off
Utilities	45,000.00	42,000.00	Electric, gas, water, sewage, KHP security
Grounds	15,000.00	15,000.00	Dumpster, lawn, security
Janitorial	20,000.00	20,000.00	Cleaning, pest control, cleaning supplies
HVAC Maintenance	5,000.00	5,000.00	5705-10
Computer Equipment Expense	5,000.00	7,500.00	
Website Development	0.00	25,000.00	
Internet	10,000.00	8,500.00	T-1 Line
Total Expenses	1,360,461.00	1,376,536.00	
Profit / (Loss) - General Office	(1,286,111.00)	(1,307,186.00)	

United States Dressage Federation, Inc.
GMO Committee
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	16
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Ruth Arvanette Investment Fund	700.00	700.00	
Total Revenue	700.00	700.00	
Expenses			
Administrative	3,300.00	3,465.00	
Benefits/Insurance	663.00	729.00	
Payroll Taxes	342.00	277.00	
401 (k)	132.00	139.00	
Printing	25.00	25.00	
Postage & Shipping	150.00	150.00	GMO awards
R. Arvanette Scholarship	700.00	700.00	1 recipient annually
New award	0.00	100.00	New Award proposal
Awards	400.00	400.00	\$180 Reg. VOY; \$200 Web & Newsletter Award
Total Expenses	5,712.00	5,985.00	
Profit / (Loss) - GMO	(5,012.00)	(5,285.00)	

United States Dressage Federation, Inc.
 Historical Recognition Committee / Hall Of Fame
 Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	32
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue	0.00	0.00	
Expenses			
Administrative	12,770.00	13,409.00	
Benefits/Insurance	1,899.00	2,089.00	
Payroll Taxes	1,322.00	1,073.00	
401 (k)	511.00	536.00	
Printing	50.00	50.00	HOF/LAA material copies
Office Supplies	30.00	30.00	GMO Project Binders (decrease per actual)
Postage & Shipping	1,000.00	1,000.00	Art exchange
Telephone	150.00	100.00	
Photography & Video	625.00	625.00	New Hall of Fame, Lifetime Achievement interviews
Hall Of Fame Portraits	1,500.00	1,500.00	Portraits from Prophet Rock Studio and Copyright
Lifetime Achievement	150.00	150.00	Fantasy Glass
Case goods Hardware	1,000.00	1,000.00	Pedestals, hooks, hanging lines, headsets
Interactive Displays	20,000.00	4,000.00	Content development and displays
Storyboards/Displays	1,600.00	5,000.00	HOF displays
Total Expenses	42,607.00	30,562.00	
Profit / (Loss) - Historical	(42,607.00)	(30,562.00)	

United States Dressage Federation, Inc.
Investments
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	<i>10</i>
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
General Investment Interest	60,000.00	50,000.00	
Nat'l Champ. Invest Interest	6,000.00	6,000.00	
Nat'l Champ. Contribution	0.00	0.00	Per BOG Motion
Educ. Endowment Interest	7,150.00	8,000.00	
Ruth Arvanette Interest	500.00	750.00	
Investment Income	200.00	0.00	
Total Revenue - Investments	73,850.00	64,750.00	

United States Dressage Federation, Inc.
Instructor / Trainer Committee
Budget

	Budget	Preliminary	
	Budget	Budget	
	2010 -2011	2011-2012	<i>21</i>
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Certified Instructor Annual Fee	7,200.00	7,200.00	
Associate Instructor Fee	250.00	250.00	
T-2 Certificate Testing Fee	5,880.00	5,880.00	
3-4 Certificate Testing Fee	1,800.00	1,800.00	
Re-testing Fees	1,050.00	1,050.00	
Sponsorship	7,500.00	7,500.00	
Workshop Recognition Fee	900.00	900.00	
Total Revenue	24,580.00	24,580.00	
Expenses			
Administrative	11,795.00	12,385.00	
Benefits/Insurance	1,651.00	1,816.00	
Payroll Taxes	1,221.00	991.00	
401 (k)	472.00	495.00	
Printing	200.00	200.00	
Office Supplies	200.00	200.00	
Postage & Shipping	500.00	500.00	
Telephone	100.00	500.00	
Staff Travel	3,000.00	3,000.00	3 test @ \$1,000; includes rental car
Volunteer Expense	300.00	300.00	
Equipment/Facilities	1,000.00	1,000.00	Facilities were previously donated
Examiner Fees	13,500.00	13,500.00	\$4,500 @ 3 tests
Examiner Expenses	6,000.00	6,000.00	\$2,000 (600 hotel, 1,000 travel 400 Meals) @ 3 tests
Certified Instructor Education	100.00	100.00	Annual Convention
Miscellaneous	100.00	100.00	
Courtesies	100.00	100.00	
Insurance	600.00	600.00	\$200 per test @ 3 tests
Total Expenses	40,839.00	41,787.00	
Profit/(Loss) - Instructor/Trainer	(16,259.00)	(17,207.00)	

United States Dressage Federation, Inc.
Judge Education
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	25
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			Includes Test Writing
Edgar Hotz Grant	3,200.00	0.00	
Application Fee	150.00	150.00	
L Recognition Fee	500.00	500.00	\$50/\$75 application fee @ 8 programs
Total Revenue	3,850.00	650.00	
Expenses			
Administrative	20,479.00	21,500.00	
Benefits/Insurance	3,477.00	3,825.00	
Payroll Taxes	2,120.00	1,720.00	
401 (k)	819.00	860.00	
Printing	100.00	100.00	
Office Supplies	50.00	50.00	
Postage & Shipping	250.00	350.00	Exams, Part. Packets, , Standing Comm. & CE Program
Telephone	150.00	150.00	Conference calls
Production-Educational Materials	4,000.00	0.00	Move to Education Programs Dept.
Program Organizer Grant	3,200.00	0.00	
Total Expenses	34,645.00	28,555.00	
Profit / (Loss) - Judge Education	(30,795.00)	(27,905.00)	

United States Dressage Federation, Inc.
Marketing
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	11
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
List Rental	18,000.00	13,000.00	Declining demand
Marketplace	1,600.00	1,000.00	Declining demand
Royalties	400.00	1,500.00	New test cycle
Total Revenue	20,000.00	15,500.00	
Expenses			
Administrative	110,311.00	115,827.00	
Benefits/Insurance	21,899.00	24,089.00	
Payroll Taxes	11,417.00	9,266.00	
401 (k)	4,412.00	4,633.00	
Printing	500.00	500.00	
Office Supplies	250.00	250.00	
Postage & Shipping	1,500.00	1,000.00	Includes supplies for booth requests
Telephone	250.00	250.00	
Staff Travel	500.00	500.00	1 trip - Linda sponsor trips
Market Research	5,000.00	0.00	In-house
Market new Membership type	35,000.00	20,000.00	Education membership
Miscellaneous	100.00	100.00	
Public Relations	1,000.00	750.00	Premiums (Pins, Pens, Buttons..)
Total Expenses	192,139.00	177,165.00	
Profit/ (Loss) - Marketing	(172,139.00)	(161,665.00)	

United States Dressage Federation, Inc.
Membership
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	<i>1</i>
Revenue	4/1/10-3/31/11	4/1/11-3/31/12	Comments: Includes Mbr. Committee
Group Member Dues	464,900.00	462,593.00	
Participating Membership	1,098,989.00	1,143,258.00	
Business Membership	42,369.00	44,460.00	
Education Membership	0.00	89,500.00	
Late GMO Penalty	150.00	150.00	
Affidavit	1,000.00	1,000.00	
Horse Registration Fees	337,382.00	308,849.00	
HID: Name Change/Transfers	2,000.00	1,800.00	
Lifetime: Name Change/Transfers	30,400.00	28,000.00	
All-Breeds Declaration "Change" Fee	500.00	500.00	
Non Member Rider Fee	32,305.00	30,000.00	
Duplicates	300.00	150.00	
Non-Member Cards	500.00	0.00	
Lease Agreements	1,600.00	1,600.00	64 @ \$25 each
Total Revenue	2,012,395.00	2,111,860.00	
Expenses			
Administrative	134,671.00	141,405.00	
Benefits/Insurance	10,577.00	11,635.00	
Payroll Taxes	13,938.00	11,312.00	
401 (k)	5,387.00	5,656.00	
Printing	15,000.00	12,500.00	
Office Supplies	500.00	500.00	
Postage & Shipping	17,500.00	17,500.00	
Telephone	1,000.00	800.00	
Advertising	1,125.00	1,125.00	5 Connection ads
Group Member Dues Refund	500.00	700.00	
Upgrade Refund	2,500.00	2,500.00	
Dues allocated to Publications	106,461.00	106,461.00	
Total Expenses	309,159.00	312,094.00	
Profit / (Loss) - Membership	1,703,236.00	1,799,766.00	

United States Dressage Federation, Inc.
Merchandise
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	4
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Merchandise Sales	144,000.00	110,000.00	New Test cycle
Sponsorship	5,000.00	5,000.00	Attwood
Postage & Shipping	10,000.00	10,000.00	
Less Discounts	(10,000.00)	(5,000.00)	Member discount, Trade discounts
Total Revenue	149,000.00	120,000.00	
Cost of Goods Sold			
Cost of Goods Sold	82,000.00	60,000.00	
Total Cost of Goods Sold	82,000.00	60,000.00	
Gross Profit	67,000.00	60,000.00	
Expenses			
Administrative	33,251.00	34,914.00	
Benefits/Insurance	7,465.00	8,212.00	
Payroll Taxes	3,441.00	2,793.00	
401 (k)	1,330.00	1,397.00	
Inventory Write Off	1,000.00	250.00	
Office Supplies	250.00	250.00	
Telephone	250.00	150.00	
Advertising	1,500.00	0.00	
Staff Travel	1,000.00	0.00	
Bank Service Fees	6,000.00	3,600.00	
Equipment & Facilities	10,000.00	500.00	Merchandising
Insurance	2,000.00	2,000.00	Inventory
Miscellaneous	200.00	200.00	
Total Expenses	67,687.00	54,266.00	
Profit/ (Loss) - Merchandise	(687.00)	5,734.00	

United States Dressage Federation, Inc.
Nominating
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	33
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue	0.00	0.00	
Expenses			
Administrative	12,000.00	12,600.00	
Benefits/Insurance	1,660.00	1,826.00	
Payroll Taxes	1,242.00	1,008.00	
401 (k)	480.00	504.00	
Printing	25.00	25.00	Bylaws, P&P documents to new members
Office Supplies	25.00	25.00	
Postage & Shipping	500.00	300.00	
Telephone	25.00	25.00	
Advertising	500.00	500.00	Connection
Volunteer Expense	50.00	0.00	
Ballots	2,500.00	1,500.00	Printing and mailing
Total Expenses	19,007.00	18,313.00	
Profit / (Loss) - Nominating	(19,007.00)	(18,313.00)	

United States Dressage Federation, Inc.
Para Equestrian Dressage
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	36
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
			Discontinued
Revenue	0.00	0.00	
Expenses			
Administrative	2,400.00	0.00	
Benefits/Insurance	415.00	0.00	
Payroll Taxes	248.00	0.00	
401 (k)	96.00	0.00	
Printing	50.00	0.00	
Postage & Shipping	50.00	0.00	
Development of Educational Material	300.00	0.00	
Telephone	50.00	0.00	
Total Expenses	3,609.00	0.00	
Profit/(Loss) - Para Equestrian	(3,609.00)	0.00	

United States Dressage Federation, Inc.
Publications
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	3
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Connection Ads	390,000.00	330,000.00	
Discounts	(66,000.00)	(40,000.00)	Full Business Members and Ad Agency 15%; Sponsors 20%
In House Connection Ads	17,370.00	13,406.00	
Comp & Mbr Guide Ads	12,000.00	12,000.00	
Comp & Mbr Guide Processing Fee	24,000.00	0.00	Discontinued
RC & BC Trade Ads	0.00	40,500.00	Tentative
Member Dues Allocated	106,461.00	106,461.00	
Total Revenue	483,831.00	462,367.00	
Expenses			
Administrative	65,380.00	68,649.00	
Benefits/Insurance	10,550.00	11,605.00	
Payroll Taxes	6,767.00	5,492.00	
401 (k)	2,615.00	2,746.00	
Contract Labor	64,572.00	68,000.00	
Commissions	67,200.00	63,000.00	Connection; Competition & Membership Guide
Supplies	500.00	500.00	
Postage & Shipping	2,000.00	1,000.00	Media Kits
Telephone	200.00	150.00	
Staff Travel	2,500.00	2,000.00	AHP
Bad Debts	1,500.00	2,000.00	
Connection Online	45,000.00	25,000.00	
Print/Mail USDF Connection	250,273.00	240,000.00	
Print/Mail Comp & Mbr Guide	24,000.00	43,000.00	Increased distribution (\$1.44 x 30,000 members)
USDF Connection Production	23,000.00	24,000.00	
Dues / Subscriptions	500.00	600.00	AHP
Total Expenses	566,557.00	557,742.00	
Profit/ (Loss) - Publications	(82,726.00)	(95,375.00)	

United States Dressage Federation, Inc.
Regional Championships
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	23
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Sponsorship	82,400.00	82,400.00	Great American, Hodges \$2,400
Sponsorship	0.00	3,780.00	Saddle Pad reimburse from GAIG
Qualified Ride Fees	200,000.00	200,000.00	
Region Change Fee	1,500.00	2,000.00	
Total Revenue	283,900.00	288,180.00	
Expenses			
Administrative	42,921.00	45,067.00	
Benefits/Insurance	6,636.00	7,300.00	
Payroll Taxes	4,442.00	3,605.00	
401 (k)	1,717.00	1,803.00	
Printing	150.00	150.00	
Office Supplies	500.00	400.00	
Postage & Shipping	4,500.00	4,500.00	
Telephone	500.00	600.00	
Staff Travel	9,000.00	9,000.00	
Certificates, Ribbons & Prizes	20,000.00	20,000.00	Ribbons, pins, certificates
Awards	0.00	35,000.00	Jackets & Coolers (no sponsor)
Saddle Pads	0.00	3,780.00	Saddle Pads
Advertising	1,000.00	1,000.00	Connection
Sponsorship Expense	500.00	500.00	Banners
Prize Money	133,450.00	133,450.00	
Grant Expense	13,500.00	13,500.00	
Total Expenses	238,816.00	279,655.00	
Profit/ (Loss) - Regional Championship	45,084.00	8,525.00	

United States Dressage Federation, Inc.
Sport Horse
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	12
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Sponsorship	49,100.00	49,100.00	GAIC \$20,000; Support Sponsors \$12,500; Hodges \$1,600, Arenus \$15,000
Breeder's Championship Recognition	5,500.00	5,500.00	
Seminar Recognition Fee	115.00	115.00	2 Seminars
Total Revenue	54,715.00	54,715.00	
Expenses			
Administrative	25,015.00	26,266.00	
Benefits/Insurance	4,862.00	5,348.00	
Payroll Taxes	2,589.00	2,101.00	
401 (k)	1,001.00	1,051.00	
Printing	50.00	50.00	
Office Supplies	50.00	50.00	
Postage & Shipping	1,200.00	1,200.00	
Seminar AV Development	400.00	400.00	Video
Telephone	250.00	250.00	
Advertising	1,000.00	1,000.00	Connection
Banners	1,000.00	1,000.00	
Staff Travel	1,500.00	1,500.00	
Certificates/Coolers/ Plaques/Ribbons	12,500.00	20,200.00	Awards \$12,500, Coolers \$5,500 and Lead shanks \$2,200)
Total Expenses	51,417.00	60,416.00	
Profit / (Loss) - Sport Horse	3,298.00	(5,701.00)	

United States Dressage Federation, Inc.
Symposium
Budget

	Budget	Preliminary	
	Budget	Budget	
	2010 -2011	2011-2012	8
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue	<i>Jacksonville</i>	<i>San Diego</i>	
Registration	104,650.00	87,000.00	300 attendees @ \$290
Sponsorship	10,000.00	7,500.00	(\$10,000 Adequan - tentative)
Trade Fair	0.00	4,000.00	
Bus Transportation	4,800.00	5,000.00	
Total Revenue	119,450.00	103,500.00	
Expenses			
Administrative	11,790.00	12,380.00	
Benefits/Insurance	917.00	1,009.00	
Payroll Taxes	1,220.00	990.00	
401 (k)	472.00	495.00	
Contract Labor	14,000.00	0.00	
Printing	150.00	200.00	
Office Supplies	150.00	100.00	Name tags, ribbons and supplies
Postage & Shipping	350.00	350.00	
Telephone	150.00	150.00	
Advertising	3,500.00	2,000.00	
Staff Travel	5,500.00	6,500.00	
Equipment & Facilities	26,000.00	35,000.00	Facility, footing, box lunches, demo rider, stalls, EMT
Bus Transportation	4,800.00	5,000.00	
Photographer	1,000.00	1,000.00	
Instructor Fees	20,000.00	25,000.00	
Instructor Expenses	4,800.00	5,000.00	
Trade Fair	0.00	5,000.00	
Insurance	750.00	750.00	
Total Expenses	95,549.00	100,924.00	
Profit / (Loss) - Symposium	23,901.00	2,576.00	

United States Dressage Federation, Inc.
 Technical Delegates
 Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	37
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
TD Apprentice Clinic	1,000.00	2,500.00	\$125 @ 20 attendees
Total Revenue	1,000.00	2,500.00	
Expenses			
Administrative	3,250.00	3,413.00	
Benefits/Insurance	581.00	639.00	
Payroll Taxes	336.00	273.00	
401 (k)	130.00	137.00	
Printing	20.00	20.00	
Office Supplies	30.00	30.00	
Postage & Shipping	50.00	50.00	
Clinic Expense	250.00	500.00	Clinic lunch (20 x \$25)
TD Clinic Resource Book	170.00	170.00	
TD Clinic AV	85.00	0.00	
Telephone	50.00	50.00	
Clinician Fee and Expenses	400.00	400.00	\$200 Fee; \$50 per diem; \$150 hotel
Total Expenses	5,352.00	5,682.00	
Profit/(Loss) - Technical Delegates	(4,352.00)	(3,182.00)	

United States Dressage Federation, Inc.
Trainer's Conference
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	7
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
	<i>1 FEI</i>	<i>1 FEI</i>	
Revenue			
Sponsorship	17,500.00	7,500.00	
Registration	27,500.00	27,500.00	100 attendees @ \$275
Total Revenue	45,000.00	35,000.00	
Expenses			
Administrative	5,495.00	5,770.00	
Benefits/Insurance	1,300.00	1,430.00	
Payroll Taxes	569.00	462.00	
401 (k)	220.00	231.00	
Contract Labor	6,000.00	0.00	
Printing	250.00	250.00	
Office Supplies	100.00	100.00	
Postage & Shipping	300.00	300.00	
Telephone	150.00	150.00	
Advertising	1,250.00	1,250.00	Connection, Florida Omnibus
Staff Travel	2,000.00	2,000.00	2 Staff
Volunteer Expense	200.00	200.00	
Equipment & Facilities	8,500.00	8,500.00	Food, site, table/chairs, port-a -potties
Instructor Fees	8,000.00	8,000.00	
Instructor Expenses	2,500.00	2,500.00	Air, hotel, food
Miscellaneous	100.00	100.00	
Insurance	600.00	600.00	
Total Expenses	37,534.00	31,843.00	
Profit/(Loss) - TC	7,466.00	3,157.00	

United States Dressage Federation, Inc.
University
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	27
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
University Recognition	450.00	450.00	Affiliate fee \$25 - \$35; Non Affiliate \$25-\$50
Online Renewal	450.00	450.00	\$25 annual online courses renewal fee
University Credits	2,500.00	2,500.00	
Total Revenue	3,400.00	3,400.00	
Expenses			
Administrative	6,790.00	7,130.00	
Benefits/Insurance	2,488.00	2,737.00	
Payroll Taxes	703.00	570.00	
401 (k)	272.00	285.00	
Printing	200.00	200.00	Brochures and banners; comp recogn packet
Office Supplies	50.00	50.00	Folders, envelopes, paper
Postage & Shipping	200.00	200.00	
Total Expenses	10,703.00	11,172.00	
Profit/ (Loss) - University	(7,303.00)	(7,772.00)	

United States Dressage Federation, Inc.
Youth Programs Committee
Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	13
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Silent Auction	4,000.00	4,000.00	
Total Revenue	4,000.00	4,000.00	
Expenses			
Administrative	18,957.00	19,905.00	
Benefits/Insurance	456.00	502.00	
Payroll Taxes	1,962.00	1,592.00	
401 (k)	758.00	796.00	
Printing	250.00	200.00	
Postage	300.00	200.00	
Office Supplies	400.00	100.00	
Telephone	450.00	600.00	
Advertising	1,500.00	0.00	
Certificates, Medals & Plaques	5,000.00	5,000.00	Team Champ \$3,500, Shining Star \$1,500, HS Pin Program
Scholarship Expense	3,500.00	4,000.00	4 scholarships
Youth Program Advisory Sub Committee	500.00	500.00	
USEF Council Representative Stipend	500.00	500.00	
Youth Volunteer of the Year Award	500.00	500.00	
Total Expenses	35,033.00	34,395.00	
Profit / (Loss) - Youth Programs	(31,033.00)	(30,395.00)	

United States Dressage Federation, Inc.
 Young Rider Graduate Program
 Budget

	Budget	Preliminary	
	2010 -2011	2011-2012	<i>20</i>
	4/1/10-3/31/11	4/1/11-3/31/12	Comments:
Revenue			
Funding	0.00	18,500.00	(\$15,000 TDF, \$3,500 USEF - tentative)
Program Fee	0.00	5,625.00	25 @ \$225
Total Revenue	0.00	24,125.00	
Expenses			
Administrative	0.00	7,500.00	
Benefits/Insurance	0.00	438.00	
Payroll Taxes	0.00	600.00	
401 (k)	0.00	300.00	
Printing	0.00	40.00	
Office Supplies	0.00	200.00	
Postage & Shipping	0.00	200.00	
Telephone	0.00	150.00	
Staff Travel	0.00	1,200.00	
Certificates, Medals & Plaques	0.00	360.00	
Equipment & Facilities	0.00	6,400.00	
Speaker Expenses	0.00	1,000.00	
Participant Expenses	0.00	4,000.00	
Advertising	0.00	1,000.00	
Insurance	0.00	250.00	
Total Expenses	0.00	23,638.00	
Profit/(Loss) - Y R Grad	0.00	487.00	

United States Dressage Federation, Inc.
Capital Investments
Budget

		Preliminary	
	Budget	Budget	
	2010 -2011	2011-2012	
	4/1/10-3/31/11	4/1/11-3/31/12	Comments
Capital Investments			
Workstation replacements	2,500.00	0.00	
Monitor replacements	2,304.00	0.00	
Printer replacements	1,344.00	0.00	
Software Upgrades	1,920.00	0.00	
Laptop	1,280.00	0.00	
Hardware	640.00	0.00	
Video Projects	10,000.00	10,000.00	2011 Symposium & TC
Phone	20,000.00	0.00	System replacement
Total Capital Investments	39,988.00	10,000.00	