

Description	2012 Budget	2013 Budget
<b>Revenues</b>		
Contributions	67,500	60,000
Grants & USOC Funding	2,485,000	2,300,000
Sponsorship	764,600	725,800
Events	202,000	179,000
Dues	1,796,500	1,790,500
Sales	294,350	267,375
Entry Fees & Regatta's	1,116,500	1,179,270
Other	105,000	121,000
Investment Activity	8,328	6,200
<b>Total Revenues</b>	<b>6,839,778</b>	<b>6,629,145</b>
<b>Expenses</b>		
Sales Related	77,625	62,925
Program/Events	2,138,795	1,632,572
Travel	1,380,900	1,417,448
Salaries & Benefits	2,252,173	2,465,340
Occupancy	224,600	241,500
Administrative	635,550	635,568
Depreciation	130,000	132,000
<b>Total Expenses</b>	<b>6,839,643</b>	<b>6,587,353</b>
<b>Net Excess/(Deficit)</b>	<b>135</b>	<b>41,792</b>