

US Chess Budget
FY 2020-2021
 (approved by EB 5/28/2020)

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| Operating Revenue | |
| Membership | |
| Regular | \$465,500 |
| Senior | \$96,600 |
| Family | \$59,682 |
| Young Adult | \$133,700 |
| Youth | \$123,290 |
| Scholastic | \$360,679 |
| Sustaining | \$1,358 |
| Life | \$49,000 |
| Trial | \$8,400 |
| Affiliate | \$37,820 |
| Group Memberships | \$101,500 |
| Membership Total | \$1,437,528 |
| Royalty Payments | |
| Royalty and Licensing | \$130,000 |
| Commissions | \$31,500 |
| Royalty Total | \$161,500 |
| Communications | |
| TLAs/Advertising | \$76,038 |
| Subscriptions | \$12,551 |
| Communications Total | \$88,589 |
| Other Services | |
| Ratings Fees | \$92,500 |
| FIDE Income | \$29,102 |
| Mailing Lists and Other | \$64,060 |
| Other Services Total | \$185,662 |
| Other Income | |
| Reserve Fund | \$30,000 |
| Unrestricted Donations | \$95,000 |
| Other Income Total | \$125,000 |
| Events | |
| National Events | \$625,900 |
| International Events | \$0 |
| Events Total | \$625,900 |
| Total Operating Revenue | \$2,624,179 |
| Restricted Income | |
| LMA | \$0 |
| Women's Program | \$165,000 |
| Endowment Fund | |
| Other Program Support | \$3,800 |
| Total Restricted Income | \$165,000 |
| Total Revenue | \$2,789,179.40 |
| Operating Expenses | |
| Membership | |
| Membership Promotions | \$43,332 |
| Subtotal Membership Promotions | \$43,332.00 |
| Communications | |
| Magazine Expenses | |
| Magazine Printing | \$128,000 |
| Magazine Mailing | \$132,000 |
| Print Contracts | \$140,500 |
| Print Other | \$3,750.00 |
| Subtotal Magazine Expenses | \$404,250.00 |
| Online/Digital Expenses | |
| Podcasts | \$3,360 |
| Web Site Development & Hosting | \$45,000 |
| Digital Media Contracts | \$15,000 |
| Subtotal Digital Expenses | \$63,360 |
| Marketing & PR Expenses | |
| Public Relations & Photography | \$2,500 |
| Marketing | \$500 |

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| Subtotal Marketing/PR Expenses | \$3,000 |
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| Communications Personnel Expenses | |
| Salary | \$238,135 |
| Benefits | \$42,014 |
| Taxes | \$18,610 |
| Subtotal Personnel Expenses | \$298,759.20 |
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| Subtotal Communications | \$769,369.20 |
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| Admin Payroll | |
| Admin/Program/Fundraising Salary | \$374,079.16 |
| Benefits Admin/Program/Fundraising | \$41,915.19 |
| Payroll Taxes | \$27,963 |
| Subtotal Admin Payroll | \$443,958 |
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| Corporate Payroll Expenses | |
| Cafeteria Plan | \$24,000 |
| 401K Profit Sharing | \$26,128 |
| 401K Employer Match | \$15,000 |
| 401K Admin Fee | \$3,820 |
| Workers Compensation | \$15,000 |
| Subtotal Corporate Payroll | \$83,947.72 |
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| Admin & General | |
| Travel (air, food, lodging, car, mileage) | \$14,500 |
| Postage | \$50,000 |
| Supplies | \$21,000 |
| Professional Fees | \$73,500 |
| IT Operations | \$90,000 |
| Contractors | \$7,000 |
| Utilities | \$16,200 |
| General Liability Insurance | \$13,200 |
| Maintenance & Repairs | \$13,800 |
| Property Taxes | \$1,500 |
| Computer Software & Maintenance | \$7,200 |
| Lease - Equipt. | \$6,000 |
| Depr. & Amortization | \$33,600 |
| Bank Charges | \$1,200 |
| Credit Card Charges | \$95,000 |
| Miscellaneous Expenses | \$12,000 |
| Subtotal Admin & General | \$455,700 |
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| Program Expenses | |
| Events | |
| National Events | \$480,860 |
| International Events | \$0 |
| Subtotal Events | \$480,860.00 |
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| Governance | |
| US Chess Governance | \$25,700 |
| FIDE Governance and Fees | \$75,000 |
| Subtotal Governance | \$100,700.00 |
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| Womens | |
| Womens Program Activities | \$150,000 |
| Subtotal Womens | \$150,000 |
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| Other Programs | |
| At Risk Youth | \$3,000 |
| Subtotal At-Risk Youth | \$3,000 |
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| Programs Payroll | |
| Salary | \$258,710 |
| Benefits | \$57,122 |
| Taxes | \$19,791.31 |
| Subtotal Programs Payroll | \$335,624 |
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| Programs Subtotal | \$1,070,184 |
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| Fundraising Expenses | |
| Printing and Mailing | \$16,700 |
| Travel | \$3,400 |
| Other Development | \$10,500 |
| Fundraising Subtotal | \$30,600 |
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| Expenses Total | \$2,897,090.18 |
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| Net Income/(Loss) | (\$107,910.78) |