

**USAFencing**

**USFA- Budget to Actual Monthly- year to date**

As of October 31, 2013

As of Date:

**10/31/2013**

**USFA- Budget vs Actual (2)**

	Month Ending 10/31/2013		Year To Date 10/31/2013		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Net Income</b>					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	159,045	143,950	853,488	886,950	-33,462
Non-Competitive Membership Revenue	9,485	5,000	32,860	25,000	7,860
Supporting Membership Revenue	750	1,500	6,900	6,900	0
Professional Membership Revenue	18,760	9,570	178,967	109,440	69,527
Other Membership Revenue	4,350	1,250	25,900	26,750	-850
Membership Revenue- Admin	20	100	70	100	-30
<b>Total Member Fees Revenue</b>	<b>192,410</b>	<b>161,370</b>	<b>1,098,185</b>	<b>1,055,140</b>	<b>43,045</b>
National Registration Revenue					
Bid Fee Reveue	317,265	308,660	317,265	308,660	8,605
Other Event Revenue	360	200	620	280	340
410415 - Event vendors					
410480 - Rebates	1,460	8,300	9,929	8,300	1,629
<b>Total Other Event Revenue</b>	<b>8,385</b>	<b>11,000</b>	<b>8,220</b>	<b>11,000</b>	<b>-2,780</b>
<b>Insurance Revenue</b>	<b>10,850</b>	<b>14,000</b>	<b>132,950</b>	<b>140,000</b>	<b>-7,050</b>
International Programs Fee Revenue					
International Registration Fees	6,660	3,750	18,090	15,000	3,090
International Licensing Fee Revenue	9,550	3,280	30,250	24,700	5,550
USFA- Other International Program Revenue	0	0	6,775	0	6,775
Cadre to World Cup Fee	48,750	15,000	140,600	82,500	58,100
<b>Total International Programs Fee Revenue</b>	<b>64,960</b>	<b>22,030</b>	<b>195,715</b>	<b>122,200</b>	<b>73,515</b>
USFA-Marketing Revenue					
Magazine Revenue	4,572	3,100	4,667	6,300	-1,633
Marketing Revenue	2,400	400	7,731	2,600	5,131
<b>Total Marketing Revenue</b>	<b>6,972</b>	<b>3,500</b>	<b>12,398</b>	<b>8,900</b>	<b>3,498</b>
Development Revenue					
Royalties & Partnerships Revenue	12,465	1,500	23,098	4,500	18,598
Sponsorship Revenue	287	400	18,286	19,200	-914
410494 - VIK- Apparel					
410495 - VIK - Tournament Equipment	0	0	0	5,000	-5,000
410496 - VIK - NYU Medical Services	67,500	67,500	67,500	67,500	0
411002 - Connor Porter Mem. Scholarship	0	1,000	0	3,000	-3,000
<b>Total Sponsorship Revenue</b>	<b>66,919</b>	<b>68,500</b>	<b>66,919</b>	<b>75,500</b>	<b>-8,581</b>
USOC Funding					
410492 - VIK - Airline Tickets	0	5,000	0	15,000	-15,000
410700 - USOC Grants	0	0	7,500	7,500	0
410710 - Base Funding	0	0	70,500	70,500	0
410760 - Wheelchair Funding	0	0	7,500	7,500	0
<b>Total USOC Funding</b>	<b>0</b>	<b>5,000</b>	<b>85,500</b>	<b>100,500</b>	<b>-15,000</b>
Other Income					
410031 - Club Banner	1,190	500	1,240	2,500	-1,260
410150 - FOC Exam	2,375	500	2,375	1,500	875
410910 - NOC/ROC	3,000	1,700	5,620	5,100	520
410920 - Regional Youth Circuit	958	750	1,442	2,250	-808
410620 - Interest Earned	87	0	216	0	216
410651 - Prior Year Income	0	0	158	0	158
410930 - Super Youth Circuit	3,710	1,900	6,195	5,700	495
410600 - Miscellaneous Revenue- Other	125	0	592	0	592
<b>Total Other Income</b>	<b>11,445</b>	<b>5,350</b>	<b>17,838</b>	<b>17,050</b>	<b>788</b>
<b>Total USFA- Total Income</b>	<b>693,778</b>	<b>609,810</b>	<b>1,986,923</b>	<b>1,871,230</b>	<b>115,693</b>
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	1,421	3,095	6,309	9,374	-3,066
500460 - Postage and Shipping	3,710	575	4,884	1,725	3,160
500480 - Printing	15,428	6,825	29,193	32,225	-3,032
500140 - Equipment/Copier	98	974	293	2,921	-2,628
500142 - Leased equipment	2,448	0	3,494	0	3,493
<b>Total Operating Expenses</b>	<b>23,105</b>	<b>11,469</b>	<b>44,173</b>	<b>46,245</b>	<b>-2,073</b>
USFA- Compensation Expense					
USFA- Insurance Expense	72,121	78,819	243,971	240,496	3,475
Athlete Accident Insurance Expense	2,300	2,300	6,900	6,900	0
General Liability Insurance expense	13,993	12,800	41,979	38,400	3,579

Other Insurance expense	1,139	1,518	3,416	5,574	-2,158
Total USFA- Insurance Expense	17,432	16,618	52,295	50,874	1,421
Rent Expense	4,128	4,692	13,713	14,076	-363
Administration Fees					
Data Center & Software	12,917	12,917	38,751	38,751	0
Paypal & bank fees	20,934	17,575	59,866	57,000	2,866
Background Checks	4,611	4,750	34,495	15,200	19,295
Company Software	3,007	861	5,259	2,822	2,438
Total Administration Fees	41,469	36,103	138,371	113,773	24,599
Event Expense					
500160 - Freight	9,849	6,000	9,849	6,000	3,849
500549 - Venue Rental	13,000	13,000	13,000	13,000	0
500550 - Venue Decorator	621	14,260	16,087	14,260	1,827
500552 - Venue Security	736	5,900	736	5,900	-5,164
500553 - Venue Electric	0	5,500	0	5,500	-5,500
500554 - Venue Catering	19,691	17,500	19,691	17,500	2,191
500555 - Local Organizing Committee	0	500	0	500	-500
500556 - Venue - Copier	498	800	498	800	-302
500558 - Venue - Phone/AV/Internet	2,916	2,500	2,916	2,500	415
500559 - Production/Staging	0	715	0	715	-715
500620 - Trophies & Medals	0	950	1,140	950	190
Total Event Expense	47,311	67,625	63,917	67,625	-3,709
Professional Services Expense					
500108 - Legal fees	0	200	0	600	-600
500562 - Contract labor	11,930	7,000	19,050	18,000	1,050
500564 - Non 1099 Payments	49	5,000	147	15,000	-14,853
500756 - Professional Service Fees	0	475	0	950	-950
500780 - Consulting Fees	11,525	250	11,525	750	10,775
Total Professional Services Expense	23,504	12,925	30,722	35,300	-4,578
Travel Expense					
500020 - Air	53,969	57,165	135,879	186,722	-50,842
500021 - VIK - Air	0	750	0	2,250	-2,250
500200 - Ground Transportation	7,338	10,000	9,481	17,702	-8,221
500240 - Hotel	28,769	41,508	80,737	105,818	-25,081
Total Travel Expense	90,076	109,423	226,097	312,492	-86,394
Per Diem & Honorarium	48,920	49,717	62,950	75,103	-12,153
International Programs Expense					
Direct Athlete Support	33,200	33,600	99,600	100,800	-1,200
International License Expense	6,785	950	13,285	3,950	9,334
Coaches Salaries	22,050	20,000	69,500	60,000	9,500
International Programs Other	346	3,850	5,784	14,670	-8,886
Total International Programs Expense	62,381	58,400	188,169	179,420	8,748
Marketing Expense					
Magazine Expense	0	0	4,789	9,195	-4,405
Marketing Expense	9,243	1,835	11,653	12,077	-424
Website Expense	0	2,850	0	8,550	-8,550
Total Marketing Expense Group	9,243	4,685	16,442	29,822	-13,379
Development Expense	0	1,900	0	5,700	-5,700
Division Rebates	0	6,603	0	25,474	-25,474
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	67,500	67,500	67,500	67,500	0
500651 - VIK- Apparel expense	0	0	0	5,000	-5,000
500653 - VIK- NYU Medical Services expense	0	1,000	0	3,000	-3,000
Total Sponsorship Expense	67,500	68,500	67,500	75,500	-8,000
Other Expenses					
500130 - Dues and Fees - Other	0	0	949	0	949
500335 - Entertainment	0	237	0	711	-711
500340 - Meals	8,123	3,180	15,325	6,880	8,446
500600 - Supply	4,613	2,477	7,835	7,048	786
500292 - Chase LOC	0	213	0	639	-639
500290 - Interest Expense - Other	207	42	692	126	566
500430 - Prior Year Adjustments	2,233	0	2,233	0	2,233
500360 - Miscellaneous	105	630	3,495	3,890	-395
500800 - Dues/Memberships/Subscriptions	514	190	1,083	570	513
Total Other Expenses	15,795	6,969	31,612	19,864	11,748
Total USFA- Total Expenses	522,985	534,448	1,179,932	1,291,764	-111,832
<b>Total USFA- Net Income</b>	<b>170,793</b>	<b>75,362</b>	<b>806,991</b>	<b>579,466</b>	<b>227,525</b>