

USAFencing

USFA- Budget to Actual Monthly- year to date

As of January 31, 2014

As of Date:

1/31/2014

USFA- Budget vs Actual (2)

	Month Ending 01/31/2014		Year To Date 01/31/2014		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	59,590	66,050	1,022,203	1,130,800	-108,597
Non-Competitive Membership Revenue	4,100	7,500	42,820	42,500	320
Supporting Membership Revenue	975	3,500	8,625	13,600	-4,975
Professional Membership Revenue	6,040	5,000	199,882	129,380	70,502
Other Membership Revenue	600	500	28,900	29,500	-600
Membership Revenue- Admin	0	100	582	400	182
Total Member Fees Revenue	71,305	82,650	1,303,012	1,346,180	-43,168
National Registration Revenue	242,060	260,395	1,105,570	1,124,780	-19,210
Bid Fee Revenue	60	60	840	660	180
Other Event Revenue					
410415 - Event vendors	5,662	7,300	26,733	26,600	133
410480 - Rebates	8,625	11,000	26,640	31,500	-4,860
Total Other Event Revenue	14,287	18,300	53,373	58,100	-4,727
Insurance Revenue	2,800	100	148,000	147,400	600
International Programs Fee Revenue					
International Registration Fees	4,050	3,750	36,240	26,250	9,990
International Licensing Fee Revenue	3,310	0	38,908	31,260	7,648
USFA- Other International Program Revenue	0	0	6,775	0	6,775
Cadre to World Cup Fee	-4,250	0	175,850	150,000	25,850
Total International Programs Fee Revenue	3,110	3,750	257,773	207,510	50,263
USFA-Marketing Revenue					
Magazine Revenue	107	100	4,907	7,600	-2,693
Marketing Revenue	4,233	1,000	22,735	3,450	19,285
Total Marketing Revenue	4,340	1,100	27,642	11,050	16,592
Development Revenue	3,957	15,500	33,660	36,500	-2,840
Royalties & Partnerships Revenue	10,118	400	43,980	39,400	4,580
Sponsorship Revenue					
410410 - Sponsorship revenue	0	0	25,000	25,000	0
410449 - VIK - Merchandise	0	0	0	5,000	-5,000
410494 - VIK - Apparel	0	0	0	5,000	-5,000
410495 - VIK - Tournament Equipment	73,500	73,500	276,000	276,000	0
410496 - VIK - NYU Medical Services	0	1,000	0	6,000	-6,000
Total Sponsorship Revenue	73,500	74,500	301,000	317,000	-16,000
USOC Funding					
410492 - VIK - Airline Tickets	0	11,000	26,800	48,000	-21,200
410700 - USOC Grants	0	0	15,000	15,000	0
410710 - Base Funding	0	0	141,000	141,000	0
410760 - Wheelchair Funding	0	0	15,000	15,000	0
Total USOC Funding	0	11,000	197,800	219,000	-21,200
USFF Grant	0	0	63,925	65,000	-1,075
Other Income					
410031 - Club Banner	0	0	1,440	3,000	-1,560
410150 - FOC Exam	325	500	4,400	3,000	1,400
410910 - NOC/ROC	1,525	1,700	11,890	10,200	1,690
410920 - Regional Youth Circuit	1,642	750	5,552	4,500	1,052
410620 - Interest Earned	57	0	373	0	373
410651 - Prior Year Income	3,495	0	3,976	0	3,976
410930 - Super Youth Circuit	1,925	1,900	15,680	11,400	4,280
410600 - Miscellaneous Revenue- Other	70	0	5,480	0	5,480
Total Other Income	9,039	4,850	48,791	32,100	16,691
Total USFA- Total Income	434,576	472,605	3,585,366	3,604,680	-19,314
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	2,395	2,805	12,348	18,179	-5,831
500460 - Postage and Shipping	2,315	575	8,619	3,450	5,169
500480 - Printing	1,891	10,975	33,624	50,200	-16,576
500060 - Bad debt expense	0	0	451	0	452
500140 - Equipment/Copier	97	974	1,021	5,843	-4,822
500142 - Leased equipment	0	0	5,315	0	5,315
Total Operating Expenses	6,698	15,329	61,378	77,672	-16,293
USFA- Compensation Expense	66,885	66,886	434,424	434,428	-5
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,387	2,300	13,887	13,800	87

General Liability Insurance expense	13,993	12,800	83,957	76,800	7,158
Other Insurance expense	3,639	6,318	9,333	14,928	-5,596
Total USFA- Insurance Expense	20,019	21,418	107,177	105,528	1,649
Rent Expense	4,068	4,692	25,464	28,152	-2,688
Administration Fees					
Data Center & Software	12,917	12,917	77,502	77,502	0
Paypal & bank fees	10,847	13,775	91,519	92,150	-630
Background Checks	6,823	1,900	46,338	22,800	23,538
Company Software	3,006	861	14,298	5,405	8,893
Total Administration Fees	33,593	29,453	229,657	197,857	31,801
Event Expense					
500160 - Freight	3,510	6,000	29,739	26,000	3,739
500549 - Venue Rental	3,880	0	71,576	63,000	8,576
500550 - Venue Decorator	13,729	16,000	78,768	72,060	6,708
500552 - Venue Security	4,917	10,500	10,936	31,360	-20,424
500553 - Venue Electric	3,570	2,800	19,278	14,030	5,248
500554 - Venue Catering	16,251	16,500	92,425	90,500	1,925
500555 - Local Organizing Committee	0	500	0	2,000	-2,000
500556 - Venue - Copier	0	500	498	2,500	-2,002
500557 - Venue- EMT	1,409	0	7,064	1,900	5,164
500558 - Venue - Phone/AV/Internet	6,444	4,995	26,804	17,485	9,318
500559 - Production/Staging	3,354	1,000	3,354	3,715	-361
500620 - Trophies & Medals	5,363	800	6,503	5,750	753
Total Event Expense	62,427	59,595	346,945	330,300	16,644
Professional Services Expense					
500106 - Audit fees	0	0	6,000	7,500	-1,500
500108 - Legal fees	0	200	0	1,200	-1,200
500562 - Contract labor	11,927	7,200	64,700	54,800	9,901
500564 - Non 1099 Payments	49	0	294	2,000	-1,706
500756 - Professional Service Fees	0	475	0	2,375	-2,375
500780 - Consulting Fees	15,865	17,750	32,391	35,225	-2,835
Total Professional Services Expense	27,841	25,625	103,385	103,100	285
Travel Expense					
500020 - Air	71,925	62,652	307,766	378,128	-70,361
500021 - VIK - Air	0	6,750	23,144	22,500	643
500200 - Ground Transportation	12,651	17,842	45,933	61,204	-15,271
500240 - Hotel	45,437	44,912	221,245	250,126	-28,881
Total Travel Expense	130,013	132,156	598,088	711,958	-113,870
Per Diem & Honorarium	57,515	52,236	219,782	228,471	-8,688
International Programs Expense					
Direct Athlete Support	0	0	166,000	168,000	-2,000
International License Expense	0	2,050	14,679	9,000	5,678
Coaches Salaries	21,833	20,000	121,699	120,000	1,699
International Programs Other	4,220	3,850	10,111	26,220	-16,108
Total International Programs Expense	26,053	25,900	312,489	323,220	-10,731
Marketing Expense					
Magazine Expense	3,744	2,000	8,832	11,195	-2,363
Marketing Expense	1,890	2,785	20,493	20,526	-34
Website Expense	0	0	24,000	24,000	0
Total Marketing Expense Group	5,634	4,785	53,325	55,721	-2,397
Development Expense	956	0	956	800	156
Division Rebates	0	4,631	28,842	39,981	-11,139
Sponsorship Expense					
500650 - VIK - Tournament Equipment expense	73,500	73,500	276,000	276,000	0
500651 - VIK - Apparel expense	0	0	0	5,000	-5,000
500652 - VIK - Merchandise expense	0	0	0	5,000	-5,000
500653 - VIK - NYU Medical Services expense	0	1,000	0	6,000	-6,000
500761 - Scholarship Expense	0	0	580	0	581
Total Sponsorship Expense	73,500	74,500	276,580	292,000	-15,419
Other Expenses					
500130 - Dues and Fees - Other	1,282	0	12,307	2,000	10,306
500335 - Entertainment	0	237	0	1,422	-1,422
500340 - Meals	1,687	2,133	18,577	12,781	5,796
500600 - Supply	1,996	2,477	12,505	14,242	-1,737
500292 - Chase LOC Interest	200	213	1,260	1,278	-18
500290 - Interest Expense - Other	0	42	42	252	-210
500430 - Prior Year Adjustments	0	0	9,048	0	9,048
500360 - Miscellaneous	533	725	6,205	5,970	235
500800 - Dues/Memberships/Subscriptions	1,410	190	5,054	1,140	3,914
Total Other Expenses	7,108	6,017	64,998	39,085	25,912
Total USFA- Total Expenses	522,310	523,223	2,863,490	2,968,273	-104,783
Total USFA- Net Income	-87,734	-50,618	721,876	636,407	85,469