

# USAFencing - USFA- Budget to Actual Monthly- year to date

As of September 30, 2014

As of Date:

## USFA- Budget vs Actual (2)

	Month Ending 09/30/2014		Year To Date 09/30/2014		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	207,215	209,890	743,052	680,140	62,912
Non-Competitive Membership Revenue	18,270	19,200	33,675	62,400	(28,725)
Supporting Membership Revenue	1,510	2,000	5,534	7,320	(1,786)
Professional Membership Revenue	38,830	36,000	180,411	216,000	(35,589)
Other Membership Revenue	8,800	5,000	26,950	25,000	1,950
Membership Revenue- Admin	10	825	10	1,650	(1,640)
Total Member Fees Revenue	<u>274,635</u>	<u>272,915</u>	<u>989,632</u>	<u>992,510</u>	<u>(2,878)</u>
Bid Fee Revenue	1,800	0	2,060	100	1,960
Insurance Revenue	35,075	23,200	134,125	123,400	10,725
International Programs Fee Revenue					
International Registration Fees	6,707	3,000	21,117	13,000	8,117
International Licensing Fee Revenue	7,630	7,850	24,230	25,400	(1,170)
USFA- Other International Program Revenue	7,110	0	10,190	0	10,190
Cadre to World Cup Fee	8,900	19,000	87,800	88,000	(200)
Total International Programs Fee Revenue	<u>30,347</u>	<u>29,850</u>	<u>143,337</u>	<u>126,400</u>	<u>16,937</u>
USFA-Marketing Revenue					
Magazine Revenue	370	3,000	1,135	3,000	(1,865)
Marketing Revenue	17,263	1,600	27,293	1,600	25,693
Total Marketing Revenue	<u>17,633</u>	<u>4,600</u>	<u>28,428</u>	<u>4,600</u>	<u>23,828</u>
Development Revenue	2,841	5,000	8,951	5,000	3,951
Royalties & Partnerships Revenue	428	400	4,908	4,800	108
Other Income					
410031 - Club Banner	490	500	490	1,000	(510)
410150 - FOC Exam	2,250	400	3,300	800	2,500
410910 - NOC/ROC	2,475	2,500	2,475	2,500	(25)
410920 - Regional Youth Circuit	978	500	978	500	478
410930 - Super Youth Circuit	2,865	2,500	2,865	2,500	365
410620 - Interest Earned	843	0	1,684	0	1,684
410651 - Prior Year Income	237	0	276	0	276
410600 - Miscellaneous Revenue- Other	7,410	0	9,788	0	9,788
Total Other Income	<u>17,548</u>	<u>6,400</u>	<u>21,856</u>	<u>7,300</u>	<u>14,556</u>
Total USFA- Total Income	<u>380,307</u>	<u>342,365</u>	<u>1,333,297</u>	<u>1,264,110</u>	<u>69,187</u>
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	1,755	2,450	4,691	4,885	(195)
500460 - Postage and Shipping	1,537	675	2,961	1,600	1,362
500480 - Printing	258	4,142	1,313	8,283	(6,971)
500140 - Equipment/Copier	89	100	179	200	(21)
500142 - Leased equipment	1,595	550	3,641	1,100	2,541
Total Operating Expenses	<u>5,234</u>	<u>7,917</u>	<u>12,785</u>	<u>16,068</u>	<u>(3,284)</u>

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USFA- Compensation Expense	73,995	68,251	127,642	121,898	5,744
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,200	2,369	4,400	4,738	(338)
General Liability Insurance expense	14,540	13,184	29,080	26,368	2,712
Other Insurance expense	333	1,595	667	3,190	(2,523)
Total USFA- Insurance Expense	17,073	17,148	34,147	34,296	(149)
Rent Expense	1,695	3,383	5,264	6,766	(1,502)
Administration Fees					
Data Center & Software	12,917	12,918	25,834	25,835	(1)
Paypal & bank fees	24,277	23,400	49,503	49,200	303
Background Checks	3,391	10,000	11,017	25,000	(13,983)
Company Software	333	250	9,421	8,600	822
Total Administration Fees	40,918	46,568	95,775	108,635	(12,859)
Event Expense					
500558 - Venue - Phone/AV/Internet	0	1,000	0	1,000	(1,000)
Total Event Expense	0	1,000	0	1,000	(1,000)
Professional Services Expense					
500562 - Contract labor	6,810	8,000	14,227	17,000	(2,774)
500564 - Non 1099 Payments	49	0	98	0	98
500756 - Professional Service Fees	0	500	0	500	(500)
500780 - Consulting Fees	0	5,700	0	6,700	(6,700)
Total Professional Services Expense	6,859	14,200	14,325	24,200	(9,876)
Travel Expense					
500020 - Air	56,921	29,625	88,617	44,750	43,867
500200 - Ground Transportation	2,530	2,866	3,330	3,084	246
500240 - Hotel	(1,274)	13,175	18,320	15,475	2,846
Total Travel Expense	58,177	45,666	110,267	63,309	46,959
Per Diem & Honorarium	11,570	8,620	16,670	9,120	7,550
International Programs Expense					
International License Expense	3,888	3,080	13,469	12,320	1,149
Coaches Salaries	21,833	28,333	43,666	56,666	(13,000)
International Programs Other	10,975	450	10,975	450	10,525
Total International Programs Expense	36,696	31,863	68,110	69,436	(1,326)
Marketing Expense					
Magazine Expense	0	0	4,838	3,000	1,838
Marketing Expense	395	500	3,160	1,000	2,159
Total Marketing Expense Group	395	500	7,998	4,000	3,997
Division Rebates	6	0	6	0	6
Other Expenses					
500130 - Dues and Fees - Other	8,488	9,100	8,837	9,100	(262)
500340 - Meals	4,977	4,459	7,456	6,256	1,199
500600 - Supply	2,974	1,070	3,330	1,790	1,540

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500751 - Hall of Fame	0	0	13	0	13
500292 - Chase LOC Interest	164	210	332	420	(87)
500290 - Interest Expense - Other	0	50	0	100	(100)
500430 - Prior Year Adjustments	70	0	70	0	70
500360 - Miscellaneous	805	250	1,412	500	911
500799 - Employee Development	0	250	0	500	(500)
500800 - Dues/Memberships/Subscriptions	119	300	1,942	420	1,522
Total Other Expenses	17,597	15,689	23,392	19,086	4,306
Total USFA- Total Expenses	270,215	260,805	516,381	477,814	38,566
Total USFA- Net Income	110,092	81,560	816,916	786,296	30,620