

USAFencing
USFA- Budget vs Actual (2)
As of May 31, 2015
As of Date:

| | Month Ending 05/31/2015 | | Year To Date 05/31/2015 | | |
|---|----------------------------|----------------|----------------------------|----------------|-------------|
| | Actual | Working Budget | Actual | Working Budget | Budget Diff |
| Net Income | | | | | |
| USFA- Total Income | | | | | |
| Member Fees Revenue | | | | | |
| Competitive Membership Revenue | 9,789 | 24,160 | 1,167,647 | 1,292,305 | (124,658) |
| Non-Competitive Membership Revenue | 1,276 | 0 | 97,994 | 120,000 | (22,006) |
| Supporting Membership Revenue | 49 | 0 | 9,234 | 14,320 | (5,086) |
| Professional Membership Revenue | 1,794 | 0 | 217,367 | 242,500 | (25,133) |
| Other Membership Revenue | 50 | 0 | 32,550 | 31,750 | 800 |
| Membership Revenue- Admin | 0 | 825 | 240 | 8,950 | (8,710) |
| Total Member Fees Revenue | 12,958 | 24,985 | 1,525,032 | 1,709,825 | (184,793) |
| National Registration Revenue | (255) | 0 | 2,057,153 | 1,945,383 | 111,770 |
| Bid Fee Revenue | 1,400 | 400 | 10,160 | 4,300 | 5,860 |
| Other Event Revenue | | | | | |
| 410415 - Event vendors | 0 | 0 | 41,600 | 61,300 | (19,700) |
| 410480 - Rebates | 0 | 0 | 169,358 | 69,550 | 99,808 |
| Total Other Event Revenue | 0 | 0 | 210,958 | 130,850 | 80,108 |
| Insurance Revenue | 0 | 0 | 154,150 | 154,720 | (570) |
| International Programs Fee Revenue | | | | | |
| International Registration Fees | 80 | 3,000 | 124,488 | 98,500 | 25,988 |
| International Licensing Fee Revenue | 1,190 | 785 | 38,640 | 37,680 | 960 |
| USFA- Other International Program Revenue | 0 | 0 | 10,190 | 3,400 | 6,790 |
| Cadre to World Cup Fee | (1,250) | 0 | 170,550 | 155,000 | 15,550 |
| Total International Programs Fee Revenue | 20 | 3,785 | 343,868 | 294,580 | 49,288 |
| USFA-Marketing Revenue | | | | | |
| Magazine Revenue | 2,651 | 100 | 4,553 | 9,800 | (5,247) |
| Marketing Revenue | 2,839 | 2,000 | 53,973 | 6,560 | 47,413 |
| Total Marketing Revenue | 5,490 | 2,100 | 58,526 | 16,360 | 42,166 |
| Development Revenue | 5,303 | 7,000 | 41,177 | 57,000 | (15,823) |
| Royalties & Partnerships Revenue | 0 | 0 | 62,571 | 61,800 | 771 |
| Sponsorship Revenue | | | | | |
| 410410 - Sponsorship revenue | 25,000 | 25,000 | 89,500 | 145,250 | (55,750) |
| 410449 - VIK - Merchandise | 20,229 | 0 | 21,309 | 100,475 | (79,166) |
| 410495 - VIK - Tournament Equipment | 0 | 0 | 579,600 | 579,600 | 0 |
| 411000 - All-Academic Team | 7,150 | 0 | 8,800 | 0 | 8,800 |
| Total Sponsorship Revenue | 52,379 | 25,000 | 699,209 | 825,325 | (126,116) |
| USOC Funding | | | | | |
| 410492 - VIK - Airline Tickets | 20,392 | 1,000 | 36,596 | 54,500 | (17,904) |
| 410700 - Grants | 6,595 | 0 | 131,327 | 20,000 | 111,327 |
| 410710 - Base Funding | 0 | 0 | 24,891 | 25,000 | (109) |
| 410760 - Wheelchair Funding | 0 | 0 | 17,922 | 18,000 | (78) |
| Total USOC Funding | 26,987 | 1,000 | 210,736 | 117,500 | 93,236 |
| USFF Grant | 0 | 0 | 67,690 | 65,000 | 2,690 |
| Other Income | | | | | |
| 410031 - Club Banner | 0 | 0 | 920 | 3,500 | (2,580) |
| 410140 - Ticket Sales | 0 | 0 | 10,040 | 10,500 | (460) |
| 410150 - FOC Exam | 1,625 | 400 | 10,825 | 3,600 | 7,225 |
| 410910 - NOC/ROC | 0 | 0 | 16,625 | 20,400 | (3,775) |
| 410920 - Regional Youth Circuit | 48 | 0 | 16,182 | 9,000 | 7,182 |
| 410930 - Super Youth Circuit | 2,705 | 0 | 34,350 | 22,800 | 11,550 |
| 410940 - Regional Jr/Cadet Circuit | 0 | 0 | 5,005 | 0 | 5,005 |
| 410620 - Interest Earned | 687 | 0 | 7,259 | 0 | 7,259 |
| 410651 - Prior Year Income | 1,499 | 0 | 16,118 | 0 | 16,118 |
| 410600 - Miscellaneous Revenue- Other | 4,519 | 0 | 38,240 | 8,000 | 30,240 |
| Total Other Income | 11,083 | 400 | 155,564 | 77,800 | 77,764 |
| Total USFA- Total Income | 115,365 | 64,670 | 5,596,794 | 5,460,443 | 136,351 |
| USFA- Total Expenses | | | | | |
| Operating Expenses | | | | | |
| 500440 - Phone | 3,018 | 2,450 | 24,541 | 24,485 | 56 |
| 500460 - Postage and Shipping | 1,337 | 925 | 21,504 | 9,675 | 11,830 |
| 500480 - Printing | 272 | 3,142 | 27,382 | 48,917 | (21,535) |
| 500060 - Bad debt expense | 0 | 0 | 23 | 0 | 23 |
| 500140 - Equipment/Copier | 97 | 100 | 971 | 1,400 | (429) |
| 500142 - Leased equipment | 939 | 550 | 13,033 | 5,500 | 7,533 |
| Total Operating Expenses | 5,663 | 7,167 | 87,454 | 89,977 | (2,522) |
| USFA- Compensation Expense | 66,291 | 112,329 | 774,549 | 797,917 | (23,368) |
| USFA- Insurance Expense | | | | | |
| Athlete Accident Insurance Expense | 2,200 | 2,369 | 37,466 | 23,690 | 13,776 |
| General Liability Insurance expense | 14,540 | 13,184 | 145,399 | 131,840 | 13,558 |

| | | | | | |
|--|-----------|-----------|-----------|-----------|----------|
| Other Insurance expense | 334 | 1,595 | 10,688 | 20,950 | (10,261) |
| Total USFA- Insurance Expense | 17,074 | 17,148 | 193,553 | 176,480 | 17,073 |
| Rent Expense | 3,469 | 2,780 | 30,501 | 29,904 | 596 |
| Administration Fees | | | | | |
| Data Center & Software | 12,917 | 12,926 | 129,170 | 129,215 | (45) |
| Paypal & bank fees | 22,380 | 15,400 | 158,582 | 136,800 | 21,782 |
| Background Checks | 478 | 0 | 27,174 | 41,040 | (13,865) |
| Company Software | 369 | 0 | 32,580 | 22,100 | 10,480 |
| Total Administration Fees | 36,144 | 28,326 | 347,506 | 329,155 | 18,352 |
| Event Expense | | | | | |
| 500160 - Freight | 0 | 0 | 126,923 | 72,700 | 54,222 |
| 500549 - Venue Rental | 0 | 0 | 174,538 | 181,501 | (6,962) |
| 500550 - Venue Decorator | 0 | 0 | 110,127 | 164,050 | (53,924) |
| 500552 - Venue Security | 0 | 0 | 12,733 | 16,200 | (3,467) |
| 500553 - Venue Electric | 0 | 0 | 23,554 | 28,000 | (4,445) |
| 500554 - Venue Catering | 0 | 0 | 215,847 | 204,700 | 11,147 |
| 500555 - Local Organizing Committee | 0 | 0 | 500 | 2,000 | (1,500) |
| 500557 - Venue- EMT | 0 | 0 | 10,123 | 19,500 | (9,377) |
| 500558 - Venue - Phone/AV/Internet | 0 | 0 | 50,835 | 92,500 | (41,665) |
| 500559 - Production/Staging | 0 | 0 | 78,826 | 40,660 | 38,166 |
| 500620 - Trophies & Medals | 35 | 0 | 14,255 | 33,400 | (19,145) |
| Total Event Expense | 35 | 0 | 818,261 | 855,211 | (36,950) |
| Professional Services Expense | | | | | |
| 500106 - Audit fees | 0 | 0 | 7,850 | 7,750 | 100 |
| 500107 - Tax return fees | 2,750 | 0 | 3,700 | 2,750 | 950 |
| 500562 - Contract labor | 8,323 | 10,005 | 146,218 | 113,345 | 32,873 |
| 500564 - Non 1099 Payments | 0 | 0 | 98 | 2,000 | (1,902) |
| 500756 - Professional Service Fees | 0 | 0 | 1,000 | 2,000 | (1,000) |
| 500780 - Consulting Fees | 125 | 0 | 3,824 | 8,200 | (4,376) |
| Total Professional Services Expense | 11,198 | 10,005 | 162,690 | 136,045 | 26,645 |
| Travel Expense | | | | | |
| 500020 - Air | 30,313 | 86,175 | 825,402 | 744,347 | 81,055 |
| 500021 - VIK - Air | 20,392 | 1,000 | 36,596 | 54,500 | (17,904) |
| 500022 - Baggage Fees | 255 | 0 | 8,529 | 30,750 | (22,221) |
| 500200 - Ground Transportation | 2,920 | 6,966 | 107,732 | 136,312 | (28,579) |
| 500240 - Hotel | 26,431 | 33,875 | 516,967 | 501,132 | 15,834 |
| Total Travel Expense | 80,311 | 128,016 | 1,495,226 | 1,467,041 | 28,185 |
| Per Diem & Honorarium | 12,110 | 26,020 | 472,387 | 515,180 | (42,793) |
| International Programs Expense | | | | | |
| Direct Athlete Support | 0 | 0 | 74,949 | 108,400 | (33,451) |
| International License Expense | 0 | 308 | 22,116 | 14,784 | 7,332 |
| Coaches Salaries | 23,300 | 19,550 | 210,665 | 206,915 | 3,750 |
| International Programs Other | 3,661 | 9,645 | 44,635 | 44,026 | 609 |
| Total International Programs Expense | 26,961 | 29,503 | 352,365 | 374,125 | (21,760) |
| Marketing Expense | | | | | |
| Magazine Expense | 0 | 0 | 44,754 | 59,250 | (14,496) |
| Marketing Expense | 5,029 | 0 | 51,595 | 15,300 | 36,295 |
| Website Expense | 0 | 0 | 24,000 | 26,000 | (2,000) |
| Broadcasting | 0 | 0 | 103,070 | 47,000 | 56,070 |
| Total Marketing Expense Group | 5,029 | 0 | 223,419 | 147,550 | 75,869 |
| Division Rebates | 5,961 | 0 | 42,860 | 30,000 | 12,860 |
| Sponsorship Expense | | | | | |
| 500650 - VIK- Tournament Equipment expense | 0 | 0 | 579,600 | 579,600 | 0 |
| 500652 - VIK- Merchandise expense | 20,230 | 0 | 21,309 | 100,475 | (79,165) |
| Total Sponsorship Expense | 20,230 | 0 | 600,909 | 680,075 | (79,165) |
| Other Expenses | | | | | |
| 500130 - Dues and Fees - Other | 3,783 | 7,200 | 56,822 | 80,000 | (23,179) |
| 500335 - Entertainment | 0 | 0 | 550 | 2,000 | (1,450) |
| 500340 - Meals | 819 | 2,289 | 59,004 | 35,615 | 23,389 |
| 500600 - Supply | 221 | 720 | 62,347 | 26,175 | 36,172 |
| 500751 - Hall of Fame | 0 | 0 | 13 | 0 | 12 |
| 500292 - Chase LOC Interest | 189 | 210 | 1,385 | 2,100 | (715) |
| 500290 - Interest Expense - Other | 0 | 50 | 0 | 500 | (500) |
| 500430 - Prior Year Adjustments | 0 | 0 | 8,916 | 0 | 8,917 |
| 500360 - Miscellaneous | 10,353 | 250 | 31,345 | 3,630 | 27,715 |
| 500799 - Employee Development | 0 | 250 | 2,500 | 3,400 | (900) |
| 500800 - Dues/Memberships/Subscriptions | 20 | 120 | 6,771 | 2,685 | 4,086 |
| Total Other Expenses | 15,385 | 11,089 | 229,653 | 156,105 | 73,547 |
| Total USFA- Total Expenses | 305,861 | 372,383 | 5,831,333 | 5,784,765 | 46,569 |
| Total USFA- Net Income | (190,496) | (307,713) | (234,539) | (324,322) | 89,783 |