

USAFencing
USFA- Budget vs Actual (2)
As of June 30, 2015

As of Date:

6/30/2015

	Month Ending 06/30/2015		Year To Date 06/30/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	3,206	1,940	1,170,853	1,294,245	(123,392)
Non-Competitive Membership Revenue	716	0	98,710	120,000	(21,290)
Supporting Membership Revenue	27	0	9,261	14,320	(5,059)
Professional Membership Revenue	616	0	217,983	242,500	(24,517)
Other Membership Revenue	50	0	32,600	31,750	850
Membership Revenue- Admin	(8)	0	232	8,950	(8,718)
Total Member Fees Revenue	4,607	1,940	1,529,639	1,711,765	(182,126)
National Registration Revenue	790	0	2,057,943	1,945,383	112,560
Bid Fee Revenue	0	400	10,160	4,700	5,460
Other Event Revenue					
410415 - Event vendors	0	0	41,600	61,300	(19,700)
410480 - Rebates	0	0	169,357	69,550	99,807
Total Other Event Revenue	0	0	210,957	130,850	80,107
Insurance Revenue	425	0	154,575	154,720	(145)
International Programs Fee Revenue					
International Registration Fees	0	3,000	124,488	101,500	22,988
International Licensing Fee Revenue	0	785	38,640	38,465	175
USFA- Other International Program Revenue	0	0	10,190	3,400	6,790
Cadre to World Cup Fee	0	0	170,550	155,000	15,550
Total International Programs Fee Revenue	0	3,785	343,868	298,365	45,503
USFA-Marketing Revenue					
Magazine Revenue	2	3,100	4,556	12,900	(8,344)
Marketing Revenue	1,828	2,600	55,801	9,160	46,641
Total Marketing Revenue	1,830	5,700	60,357	22,060	38,297
Development Revenue	14,739	6,000	55,916	63,000	(7,084)
Royalties & Partnerships Revenue	274	4,000	62,845	65,800	(2,955)
Sponsorship Revenue					
410410 - Sponsorship revenue	0	0	89,500	145,250	(55,750)
410449 - VIK - Merchandise	0	1,080	21,309	101,555	(80,246)
410495 - VIK - Tournament Equipment	100,800	100,800	680,400	680,400	0
411000 - All-Academic Team	0	0	8,800	0	8,800
411002 - Connor Porter Mem. Scholarship	4,000	0	4,000	0	4,000
Total Sponsorship Revenue	104,800	101,880	804,009	927,205	(123,196)
USOC Funding					
410492 - VIK - Airline Tickets	0	1,000	36,596	55,500	(18,904)
410700 - Grants	0	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	0	1,000	210,736	118,500	92,236
USFF Grant	0	0	67,690	65,000	2,690

Other Income					
410031 - Club Banner	0	0	920	3,500	(2,580)
410110 - Hall of Fame Tickets	120	0	120	0	120
410140 - Ticket Sales	0	0	10,040	10,500	(460)
410150 - FOC Exam	625	400	11,450	4,000	7,450
410910 - NOC/ROC	0	0	16,625	20,400	(3,775)
410920 - Regional Youth Circuit	86	0	16,268	9,000	7,268
410930 - Super Youth Circuit	0	0	34,350	22,800	11,550
410940 - Regional Jr/Cadet Circuit	0	0	5,005	0	5,005
410620 - Interest Earned	503	0	7,761	0	7,761
410651 - Prior Year Income	0	0	16,119	0	16,119
410600 - Miscellaneous Revenue- Other	1,964	0	40,204	8,000	32,204
Total Other Income	3,298	400	158,862	78,200	80,662
Total USFA- Total Income	130,763	125,105	5,727,557	5,585,548	142,009

USFA- Total Expenses

Operating Expenses					
500440 - Phone	2,620	2,450	27,161	26,935	226
500460 - Postage and Shipping	315	675	21,819	10,350	11,469
500480 - Printing	1,001	2,142	28,383	51,058	(22,675)
500060 - Bad debt expense	0	0	23	0	23
500140 - Equipment/Copier	60	100	1,030	1,500	(470)
500142 - Leased equipment	1,565	550	14,599	6,050	8,548
Total Operating Expenses	5,561	5,917	93,015	95,893	(2,879)
USFA- Compensation Expense	65,890	78,274	840,439	876,192	(35,752)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,200	2,369	39,666	26,059	13,607
General Liability Insurance expense	14,539	13,184	159,938	145,024	14,914
Other Insurance expense	664	1,595	11,352	22,545	(11,193)
Total USFA- Insurance Expense	17,403	17,148	210,956	193,628	17,328
Rent Expense	3,535	2,780	34,035	32,684	1,351
Administration Fees					
Data Center & Software	12,917	12,927	142,087	142,142	(55)
Paypal & bank fees	2,585	1,750	161,167	138,550	22,617
Background Checks	1,273	0	28,866	41,040	(12,174)
Company Software	853	0	33,433	22,100	11,333
Total Administration Fees	17,628	14,677	365,553	343,832	21,721

Event Expense

500160 - Freight	0	0	126,922	72,700	54,222
500549 - Venue Rental	0	0	174,539	181,501	(6,962)
500550 - Venue Decorator	0	0	110,126	164,050	(53,924)
500552 - Venue Security	0	0	12,733	16,200	(3,467)
500553 - Venue Electric	217	0	23,772	28,000	(4,228)
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	1,000	50,835	93,500	(42,665)
500559 - Production/Staging	0	0	78,826	40,660	38,166
500620 - Trophies & Medals	315	0	14,570	33,400	(18,830)
Total Event Expense	532	1,000	818,793	856,211	(37,418)

Professional Services Expense

500106 - Audit fees	0	0	7,850	7,750	100
500107 - Tax return fees	0	0	3,700	2,750	950
500562 - Contract labor	8,278	9,005	154,497	122,350	32,147

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	0	0	3,824	8,200	(4,376)
Total Professional Services Expense	8,278	9,005	170,969	145,050	25,919
Travel Expense					
500020 - Air	46,406	13,705	871,806	758,052	113,754
500021 - VIK - Air	0	1,000	36,597	55,500	(18,903)
500022 - Baggage Fees	200	0	8,728	30,750	(22,022)
500200 - Ground Transportation	2,542	1,412	110,275	137,724	(27,448)
500240 - Hotel	12,275	11,332	517,279	512,464	4,814
Total Travel Expense	61,423	27,449	1,544,685	1,494,490	50,195
Per Diem & Honorarium	3,850	8,220	476,237	523,400	(47,163)
International Programs Expense					
Direct Athlete Support	0	0	74,949	108,400	(33,450)
International License Expense	0	308	22,116	15,092	7,023
Coaches Salaries	20,300	19,550	230,965	226,465	4,500
International Programs Other	318	0	44,954	44,026	928
Total International Programs Expense	20,618	19,858	372,984	393,983	(20,999)
Marketing Expense					
Magazine Expense	0	8,250	44,753	67,500	(22,746)
Marketing Expense	4,240	2,000	55,835	17,300	38,535
Website Expense	0	1,000	24,000	27,000	(3,000)
Broadcasting	0	0	103,070	47,000	56,070
Total Marketing Expense Group	4,240	11,250	227,658	158,800	68,859
Division Rebates	0	0	42,860	30,000	12,860
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	100,800	100,800	680,400	680,400	0
500652 - VIK- Merchandise expense	0	1,080	21,309	101,555	(80,246)
Total Sponsorship Expense	100,800	101,880	701,709	781,955	(80,246)
Other Expenses					
500130 - Dues and Fees - Other	4,572	0	61,394	80,000	(18,606)
500335 - Entertainment	0	1,000	550	3,000	(2,450)
500340 - Meals	2,086	4,826	61,090	40,441	20,648
500600 - Supply	5,318	5,570	67,665	31,745	35,920
500751 - Hall of Fame	0	0	13	0	13
500292 - Chase LOC Interest	(58)	210	1,327	2,310	(983)
500290 - Interest Expense - Other	0	50	0	550	(550)
500430 - Prior Year Adjustments	3,495	0	12,412	0	12,412
500360 - Miscellaneous	2,144	345	33,488	3,975	29,513
500799 - Employee Development	0	250	2,500	3,650	(1,150)
500800 - Dues/Memberships/Subscriptions	20	120	6,791	2,805	3,986
Total Other Expenses	17,577	12,371	247,230	168,476	78,753
Total USFA- Total Expenses	327,335	309,829	6,147,123	6,094,594	52,529
Total USFA- Net Income	(196,572)	(184,724)	(419,566)	(509,046)	89,480