

USAFencing
USFA- Budget vs Actual (2)
As of May 31, 2016
As of Date:

	Month Ending 05/31/2016		Year To Date 05/31/2016		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	7,892	10,400	1,170,325	1,273,280	(102,955)
Non-Competitive Membership Revenue	1,276	1,500	111,975	119,000	(7,025)
Supporting Membership Revenue	54	0	10,097	11,550	(1,453)
Professional Membership Revenue	2,199	1,500	261,824	282,650	(20,826)
Other Membership Revenue	300	100	34,700	34,400	300
Membership Revenue- Admin	0	0	1,297	150	1,147
Total Member Fees Revenue	11,721	13,500	1,590,218	1,721,030	(130,812)
National Registration Revenue	(170)	0	2,251,063	2,153,595	97,468
Bid Fee Revenue	100	800	10,760	5,900	4,860
Other Event Revenue					
410415 - Event vendors	0	0	49,276	47,000	2,276
410480 - Rebates	0	0	169,510	171,000	(1,490)
Total Other Event Revenue	0	0	218,786	218,000	786
Insurance Revenue	1,050	2,000	155,375	163,450	(8,075)
International Programs Fee Revenue					
International Registration Fees	1,740	0	135,522	112,400	23,122
International Licensing Fee Revenue	240	785	38,110	37,680	430
USFA- Other International Program Rever	0	0	9,290	8,020	1,270
Cadre to World Cup Fee	0	0	176,280	144,000	32,280
Total International Programs Fee Revenue	1,980	785	359,202	302,100	57,102
USFA-Marketing Revenue					
Magazine Revenue	72	500	2,938	5,000	(2,062)
Marketing Revenue	3,328	1,200	56,046	13,000	43,046
Total Marketing Revenue	3,400	1,700	58,984	18,000	40,984
Development Revenue	4,582	6,666	135,076	131,960	3,116
Royalties & Partnerships Revenue	0	5,000	41,582	53,750	(12,168)
Sponsorship Revenue					
410410 - Sponsorship revenue	25,000	25,000	161,000	131,500	29,500
410495 - VIK - Tournament Equipment	0	0	579,600	579,600	0
411000 - All-Academic Team	10,850	0	11,900	0	11,900
Total Sponsorship Revenue	35,850	25,000	752,500	711,100	41,400
USOC Funding					
410492 - VIK - Airline Tickets	29,264	16,490	95,511	57,690	37,821
410700 - Grants	0	0	86,033	52,000	34,033
410710 - Base Funding	0	0	24,791	24,791	0
Total USOC Funding	29,264	16,490	206,335	134,481	71,854
USFF Grant	0	0	100,236	96,700	3,536

Other Income					
410031 - Club Banner	0	150	840	1,500	(660)
410140 - Ticket Sales	0	0	24,199	23,000	1,198
410150 - FOC Exam	2,075	500	14,250	6,000	8,251
410910 - NOC/ROC	0	0	31,940	20,400	11,540
410920 - Regional Youth Circuit	0	0	18,516	12,500	6,016
410930 - Super Youth Circuit	2,575	0	35,635	27,000	8,635
410940 - Regional Jr/Cadet Circuit	3,860	0	19,365	3,700	15,665
410620 - Interest Earned	19	0	2,609	0	2,609
410651 - Prior Year Income	0	0	12,636	0	12,635
410600 - Miscellaneous Revenue- Other	1,187	0	66,337	11,200	55,138
Total Other Income	9,716	650	226,327	105,300	121,027
Total USFA- Total Income	97,493	72,591	6,106,444	5,815,366	291,078

USFA- Total Expenses

Operating Expenses

500440 - Phone	4,275	2,273	24,066	22,655	1,411
500460 - Postage and Shipping	559	974	27,940	23,459	4,480
500480 - Printing	516	1,545	30,459	51,455	(20,996)
500060 - Bad debt expense	23	0	11,110	0	11,110
500140 - Equipment/Copier	60	67	3,899	945	2,954
500142 - Leased equipment	681	488	7,819	4,873	2,946
Total Operating Expenses	6,114	5,347	105,293	103,387	1,905

USFA- Compensation Expense	69,838	71,341	770,731	760,005	10,727
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USFA- Insurance Expense

Athlete Accident Insurance Expense	2,890	2,890	28,900	28,900	0
General Liability Insurance expense	20,541	20,541	205,408	205,410	(2)
Other Insurance expense	307	350	16,085	6,200	9,885
Total USFA- Insurance Expense	23,738	23,781	250,393	240,510	9,883
Rent Expense	3,320	2,724	31,617	25,885	5,732

Administration Fees

Data Center & Software	12,917	12,923	129,170	129,224	(54)
Paypal & bank fees	22,506	15,885	161,078	148,678	12,400
Background Checks	2,854	500	52,289	60,400	(8,111)
Company Software	1,369	1,275	47,238	35,850	11,388
Total Administration Fees	39,646	30,583	389,775	374,152	15,623

Event Expense

500160 - Freight	0	0	100,954	103,130	(2,177)
500549 - Venue Rental	0	0	184,429	210,001	(25,571)
500550 - Venue Decorator	0	0	178,269	132,000	46,269
500552 - Venue Security	0	0	26,797	17,000	9,797
500553 - Venue Electric	0	0	42,174	28,000	14,174
500554 - Venue Catering	0	0	216,521	208,350	8,171
500555 - Local Organizing Committee	0	0	3,800	4,000	(200)
500557 - Venue- EMT	0	0	7,049	20,500	(13,451)
500558 - Venue - Phone/AV/Internet	0	0	47,559	55,844	(8,285)
500559 - Production/Staging	0	0	14,589	13,200	1,389
500620 - Trophies & Medals	0	425	17,034	17,242	(208)
Total Event Expense	0	425	839,175	809,267	29,908

Professional Services Expense

500106 - Audit fees	0	0	10,975	7,950	3,025
500107 - Tax return fees	0	0	0	2,950	(2,950)

500108 - Legal fees	0	337	3,240	3,369	(129)
500562 - Contract labor	19,505	9,455	214,340	187,316	27,023
500756 - Professional Service Fees	0	500	450	6,500	(6,050)
500780 - Consulting Fees	3,911	6,610	13,468	55,576	(42,107)
Total Professional Services Expense	<u>23,416</u>	<u>16,902</u>	<u>242,473</u>	<u>263,661</u>	<u>(21,188)</u>
Travel Expense					
500020 - Air	9,462	104,300	816,571	948,988	(132,417)
500021 - VIK - Air	29,265	16,490	95,159	57,680	37,478
500022 - Baggage Fees	404	0	10,025	10,300	(275)
500200 - Ground Transportation	4,844	8,150	163,821	107,120	56,701
500240 - Hotel	35,806	35,640	669,589	537,595	131,994
Total Travel Expense	<u>79,781</u>	<u>164,580</u>	<u>1,755,165</u>	<u>1,661,683</u>	<u>93,481</u>
Per Diem & Honorarium	25,920	20,550	532,484	501,060	31,424
International Programs Expense					
Direct Athlete Support	0	0	92,800	135,500	(42,700)
International License Expense	0	308	15,805	14,784	1,021
Coaches Salaries	17,800	23,300	191,145	223,000	(31,855)
International Programs Other	4,932	9,360	44,317	50,076	(5,759)
Total International Programs Expense	<u>22,732</u>	<u>32,968</u>	<u>344,067</u>	<u>423,360</u>	<u>(79,293)</u>
Marketing Expense					
Magazine Expense	0	17,250	11,937	45,000	(33,063)
Marketing Expense	1,749	3,500	64,106	59,514	4,592
Website Expense	0	208	24,000	28,580	(4,580)
Broadcasting	0	0	81,100	82,000	(900)
Total Marketing Expense Group	<u>1,749</u>	<u>20,958</u>	<u>181,143</u>	<u>215,094</u>	<u>(33,951)</u>
Division Rebates	0	5,000	42,870	45,000	(2,130)
Sponsorship Expense					
500650 - VIK- Tournament Equipment exp	0	0	579,600	579,600	0
Total Sponsorship Expense	<u>0</u>	<u>0</u>	<u>579,600</u>	<u>579,600</u>	<u>0</u>
Other Expenses					
500130 - Dues and Fees - Other	1,251	9,250	69,357	39,475	29,882
500335 - Entertainment	0	500	455	3,500	(3,045)
500340 - Meals	2,837	1,708	52,327	57,178	(4,850)
500600 - Supply	5,468	1,362	80,995	49,543	31,451
500751 - Hall of Fame	726	0	726	0	726
500292 - Chase LOC Interest	0	185	0	1,850	(1,850)
500290 - Interest Expense - Other	0	50	0	500	(500)
500430 - Prior Year Adjustments	18	0	11,169	0	11,169
500360 - Miscellaneous	(969)	160	28,919	26,980	1,939
500799 - Employee Development	0	500	692	3,000	(2,307)
500800 - Dues/Memberships/Subscription	20	120	5,143	2,683	2,459
Total Other Expenses	<u>9,351</u>	<u>13,835</u>	<u>249,783</u>	<u>184,709</u>	<u>65,074</u>
Total USFA- Total Expenses	<u>305,605</u>	<u>408,994</u>	<u>6,314,569</u>	<u>6,187,373</u>	<u>127,195</u>
Total USFA- Net Income	<u>(208,112)</u>	<u>(336,403)</u>	<u>(208,125)</u>	<u>(372,007)</u>	<u>163,882</u>