

USAFencing  
USFA- Budget vs Actual  
As of February 28, 2017

As of Date:

02/28/2017

	Month Ending 02/28/2017		Year To Date 02/28/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	51,126	49,500	1,141,901	1,161,500	(19,599)
Non-Competitive Membership Revenue	7,170	7,500	94,016	142,500	(48,484)
Supporting Membership Revenue	500	125	7,858	10,625	(2,768)
Professional Membership Revenue	5,615	4,500	273,902	281,500	(7,597)
Other Membership Revenue	1,000	500	35,150	40,000	(4,850)
Membership Revenue- Admin	310	0	2,860	0	2,860
Total Member Fees Revenue	65,721	62,125	1,555,687	1,636,125	(80,438)
National Registration Revenue	448,110	397,080	2,188,610	2,041,385	147,225
Bid Fee Revenue	540	1,600	6,980	1,700	5,280
Other Event Revenue					
410415 - Event vendors	8,958	8,500	44,491	42,500	1,991
410480 - Rebates	36,975	27,000	133,635	126,270	7,365
Total Other Event Revenue	45,933	35,500	178,126	168,770	9,356
Insurance Revenue	2,075	2,000	177,100	187,600	(10,500)
International Programs Fee Revenue					
International Registration Fees	3,825	0	67,537	67,300	237
International Licensing Fee Revenue	1,600	785	46,480	35,325	11,155
Cadre to World Cup Fee	(1,000)	1,000	201,750	194,250	7,500
Total International Programs Fee Revenue	4,425	1,785	315,767	296,875	18,892
USFA-Marketing Revenue					
Magazine Revenue	48	325	1,247	3,125	(1,878)
Marketing Revenue	1,365	2,700	45,964	5,390	40,574
Total Marketing Revenue	1,413	3,025	47,211	8,515	38,696
Development Revenue	3,977	6,415	51,859	67,390	(15,531)
Royalties & Partnerships Revenue	11,936	4,900	39,451	34,900	4,551
Sponsorship Revenue					
410410 - Sponsorship revenue	30,261	30,000	68,822	67,000	1,822
410495 - VIK - Tournament Equipment	76,800	76,800	426,000	426,000	0
Total Sponsorship Revenue	107,061	106,800	494,822	493,000	1,822
USOC Funding					
410492 - VIK - Airline Tickets	7,858	7,855	77,193	77,191	2
410700 - Grants	0	0	10,337	3,000	7,337
410710 - Base Funding	0	0	626,391	626,391	0
Total USOC Funding	7,858	7,855	713,921	706,582	7,339

	Month Ending		Year To Date		
	02/28/2017		02/28/2017		Budget Diff
	Actual	Working Budget	Actual	Working Budget	
Other Income					
410031 - Club Banner	100	200	1,660	1,400	260
410140 - Ticket Sales	0	0	32,022	30,655	1,367
410150 - FOC Exam	1,250	500	8,100	4,500	3,600
410910 - NOC/ROC	4,440	500	24,150	19,900	4,250
410920 - Regional Youth Circuit	3,515	2,000	14,465	12,700	1,765
410930 - Super Youth Circuit	0	1,000	28,045	25,550	2,495
410940 - Regional Jr/Cadet Circuit	3,290	0	21,160	18,850	2,310
410620 - Interest Earned	22	0	161	0	161
410651 - Prior Year Income	0	0	185	0	185
410600 - Miscellaneous Revenue- Other	6,127	5,000	38,746	15,845	22,902
Total Other Income	18,744	9,200	168,694	129,400	39,295
Total USFA- Total Income	717,793	638,285	5,938,228	5,772,242	165,987

#### USFA- Total Expenses

Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	15,220	15,225	15,219	15,225	(6)
500122 - Amoritization	11,341	11,350	11,342	11,350	(8)
500440 - Phone	1,757	2,516	20,720	19,962	758
500460 - Postage and Shipping	2,028	974	21,922	18,538	3,384
500480 - Printing	1,383	2,240	26,012	23,155	2,857
500140 - Equipment/Copier	60	83	419	581	(162)
500142 - Leased equipment	502	669	4,143	4,683	(540)
Total Operating Expenses	32,291	33,057	99,777	93,494	6,283
USFA- Compensation Expense	83,207	88,105	591,920	636,471	(44,550)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,032	3,032	21,222	21,221	0
General Liability Insurance expense	20,576	20,576	144,034	144,034	0
Other Insurance expense	5,941	5,304	15,896	14,052	1,844
Total USFA- Insurance Expense	29,549	28,912	181,152	179,307	1,844
Rent Expense	3,093	3,464	21,786	24,518	(2,732)
Administration Fees					
Data Center & Software	12,917	9,635	91,569	82,145	9,424
Paypal & bank fees	15,061	14,363	146,012	133,343	12,669
Background Checks	932	900	29,676	29,900	(224)
Company Software	2,041	2,120	40,392	44,105	(3,712)
Center for Safe Sport					
500145 - Center for Safe Sport	0	0	23,400	23,400	0
Total USFA - Center for Safe Sport	0	0	23,400	23,400	0
Total Administration Fees	30,951	27,018	331,049	312,893	18,157
Event Expense					
500160 - Freight	18,850	10,000	63,490	46,625	16,865
500549 - Venue Rental	30,000	30,000	170,969	171,031	(63)
500550 - Venue Decorator	19,469	20,000	112,670	87,500	25,170
500552 - Venue Security	0	800	16,610	18,600	(1,990)
500553 - Venue Electric	4,530	4,550	29,599	26,950	2,649
500554 - Venue Catering	26,309	16,500	173,334	140,290	33,045
500555 - Local Organizing Committee	0	0	27,935	31,035	(3,100)
500557 - Venue- EMT	1,515	1,750	1,515	1,750	(236)
500558 - Venue - Phone/AV/Internet	8,975	4,250	51,708	47,400	4,309
500559 - Production/Staging	7,539	0	12,679	2,950	9,729
500620 - Trophies & Medals	482	760	8,720	6,980	1,740
Total Event Expense	117,669	88,610	669,229	581,111	88,118

Month Ending

Year To Date

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Professional Services Expense					
500106 - Audit fees	850	850	10,485	10,485	0
500107 - Tax return fees	3,250	3,100	3,250	3,100	150
500108 - Legal fees	0	0	834	0	834
500562 - Contract labor	22,216	19,766	153,636	150,822	2,813
500756 - Professional Service Fees	0	0	0	1,000	(1,000)
500780 - Consulting Fees	1,100	1,667	15,470	10,031	5,439
Total Professional Services Expense	27,416	25,383	183,675	175,438	8,236
Travel Expense					
500020 - Air	69,813	82,157	534,321	519,441	14,881
500021 - VIK - Air	7,857	7,856	77,193	77,193	(1)
500022 - Baggage Fees	1,015	1,275	7,648	6,525	1,124
500200 - Ground Transportation	14,774	15,003	109,685	75,009	34,676
500240 - Hotel	64,403	62,209	475,626	493,983	(18,358)
Total Travel Expense	157,862	168,500	1,204,473	1,172,151	32,322
Per Diem & Honorarium	76,580	82,930	441,163	449,535	(8,372)
International Programs Expense					
Direct Athlete Support	0	0	107,800	107,800	0
International License Expense	1,058	308	14,751	13,860	891
Coaches Salaries	23,100	23,100	152,700	152,700	0
International Programs Other	1,737	6,300	38,767	47,040	(8,272)
Total International Programs Expense	25,895	29,708	314,018	321,400	(7,381)
Marketing Expense					
Magazine Expense	10,327	15,100	10,977	15,750	(4,773)
Marketing Expense	7,325	3,770	62,292	50,577	11,715
Website Expense	0	0	24,000	24,000	0
Broadcasting	0	0	6,825	3,375	3,450
Total Marketing Expense Group	17,652	18,870	104,094	93,702	10,392
Division Rebates	0	0	33,159	33,750	(591)
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	76,800	76,800	426,000	426,000	0
500760 - Sponsorship Fulfillment	0	0	1,926	0	1,926
Total Sponsorship Expense	76,800	76,800	427,926	426,000	1,926
Other Expenses					
500130 - Dues and Fees - Other	885	115	27,164	29,245	(2,082)
500335 - Entertainment	241	0	4,465	4,100	365
500340 - Meals	1,840	4,015	49,581	40,457	9,124
500600 - Supply	4,216	4,330	45,381	37,385	7,996
500430 - Prior Year Adjustments	(890)	0	17,637	5,400	12,237
500360 - Miscellaneous	821	2,265	13,242	13,065	177
500800 - Dues/Memberships/Subscriptions	329	267	6,476	2,869	3,607
500810 - Tickets	30	0	20,433	19,750	683
500715 - Event Fee Refunds	5,580	5,580	38,385	38,100	285
Total Other Expenses	13,052	16,572	222,764	190,371	32,392
Club Rebates					
500525 - Club Rebates	0	0	12,508	12,500	8
Total Club Rebates	0	0	12,508	12,500	8
Total USFA- Total Expenses	692,017	687,929	4,838,693	4,702,641	136,052
Total USFA- Net Income	25,776	(49,644)	1,099,535	1,069,601	29,934