

USAFencing  
 USFA- Budget vs Actual  
 As of March 31, 2017

03/31/2017

As of Date:

	Month Ending 03/31/2017		Year To Date 03/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Net Income</b>					
<b>USFA- Total Income</b>					
<b>Member Fees Revenue</b>					
Competitive Membership Revenue	57,423	43,250	1,199,324	1,204,750	(5,426)
Non-Competitive Membership Revenue	2,740	7,500	96,756	150,000	(53,244)
Supporting Membership Revenue	150	0	8,008	10,625	(2,618)
Professional Membership Revenue	8,645	3,500	282,547	285,000	(2,452)
Other Membership Revenue	440	500	35,590	40,500	(4,910)
Membership Revenue- Admin	420	0	3,280	0	3,280
<b>Total Member Fees Revenue</b>	<b>69,818</b>	<b>54,750</b>	<b>1,625,505</b>	<b>1,690,875</b>	<b>(65,370)</b>
National Registration Revenue	400,110	291,800	2,588,720	2,333,185	255,535
Bid Fee Revenue	6,520	3,800	13,500	5,500	8,000
<b>Other Event Revenue</b>					
410415 - Event vendors	11,158	8,500	57,249	51,000	6,249
410480 - Rebates	30,270	20,500	163,905	146,770	17,135
<b>Total Other Event Revenue</b>	<b>41,428</b>	<b>29,000</b>	<b>221,154</b>	<b>197,770</b>	<b>23,384</b>
Insurance Revenue	1,600	0	178,700	187,600	(8,900)
<b>International Programs Fee Revenue</b>					
International Registration Fees	31,235	30,000	98,772	97,300	1,472
International Licensing Fee Revenue	880	785	47,360	36,110	11,250
Cadre to World Cup Fee	13,000	10,000	214,750	204,250	10,500
<b>Total International Programs Fee Revenue</b>	<b>45,115</b>	<b>40,785</b>	<b>360,882</b>	<b>337,660</b>	<b>23,222</b>
<b>USFA-Marketing Revenue</b>					
Magazine Revenue	84	325	1,331	3,450	(2,119)
Marketing Revenue	1,241	200	47,204	5,590	41,614
<b>Total Marketing Revenue</b>	<b>1,325</b>	<b>525</b>	<b>48,535</b>	<b>9,040</b>	<b>39,495</b>
Development Revenue	16,275	23,915	68,135	91,305	(23,170)
Royalties & Partnerships Revenue	6,715	9,900	46,166	44,800	1,366
<b>Sponsorship Revenue</b>					
410410 - Sponsorship revenue	66,500	74,500	135,322	141,500	(6,178)
410495 - VIK - Tournament Equipment	102,300	102,300	528,300	528,300	0
411000 - All-Academic Team	485	485	485	485	0
411001 - All American	600	600	600	600	0
<b>Total Sponsorship Revenue</b>	<b>169,885</b>	<b>177,885</b>	<b>664,707</b>	<b>670,885</b>	<b>(6,178)</b>

	Month Ending		Year To Date		
	03/31/2017		03/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
USOC Funding					
410492 - VIK - Airline Tickets	10,509	10,509	87,702	87,701	1
410700 - Grants	0	15,000	10,337	18,000	(7,663)
410710 - Base Funding	0	0	626,391	626,391	0
Total USOC Funding	10,509	25,509	724,430	732,092	(7,662)
USFF Grant	67,588	67,588	67,588	67,588	0
Other Income					
410031 - Club Banner	660	200	2,320	1,600	720
410140 - Ticket Sales	0	0	32,022	30,655	1,367
410150 - FOC Exam	1,675	1,500	9,775	6,000	3,775
410910 - NOC/ROC	6,355	5,500	30,505	25,400	5,105
410920 - Regional Youth Circuit	2,980	2,500	17,915	15,200	2,715
410930 - Super Youth Circuit	2,150	2,000	30,195	27,550	2,645
410940 - Regional Jr/Cadet Circuit	2,413	1,000	23,573	19,850	3,723
410620 - Interest Earned	21	0	181	0	182
410651 - Prior Year Income	0	0	185	0	185
410600 - Miscellaneous Revenue- Other	172	100	38,919	15,945	22,973
Total Other Income	16,426	12,800	185,590	142,200	43,390
Total USFA- Total Income	853,314	738,257	6,793,612	6,510,500	283,112
USFA- Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,175	2,174	17,394	17,399	(5)
500122 - Amoritization	1,620	1,620	12,962	12,970	(8)
500440 - Phone	2,786	2,216	23,507	22,178	1,329
500460 - Postage and Shipping	1,351	999	23,272	19,537	3,735
500480 - Printing	2,131	760	28,142	23,915	4,228
500140 - Equipment/Copier	69	83	489	664	(175)
500142 - Leased equipment	738	669	4,882	5,352	(471)
Total Operating Expenses	10,870	8,521	110,648	102,015	8,633
USFA- Compensation Expense	132,999	127,692	724,918	764,163	(39,243)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,032	3,032	24,254	24,253	0
General Liability Insurance expense	20,576	20,576	164,610	164,610	0
Other Insurance expense	372	304	16,268	14,356	1,912
Total USFA- Insurance Expense	23,980	23,912	205,132	203,219	1,912
Rent Expense	2,170	3,464	23,956	27,982	(4,027)
Administration Fees					
Data Center & Software	12,917	9,635	104,486	91,780	12,706
Paypal & bank fees	6,567	6,462	152,579	139,805	12,775
Background Checks	1,290	1,500	30,965	31,400	(435)
Company Software	2,868	2,870	43,261	46,975	(3,714)
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	23,642	20,467	354,691	333,360	21,332

	Month Ending		Year To Date		
	03/31/2017		03/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Event Expense</b>					
500160 - Freight	43,616	26,000	107,106	72,625	34,481
500549 - Venue Rental	20,050	20,050	191,018	191,081	(63)
500550 - Venue Decorator	29,935	31,000	142,606	118,500	24,105
500552 - Venue Security	6,142	4,125	22,752	22,725	28
500553 - Venue Electric	5,819	5,600	35,418	32,550	2,868
500554 - Venue Catering	31,433	29,000	204,767	169,290	35,477
500555 - Local Organizing Committee	0	1,800	27,935	32,835	(4,900)
500557 - Venue- EMT	0	2,500	1,515	4,250	(2,735)
500558 - Venue - Phone/AV/Internet	4,030	3,575	55,738	50,975	4,763
500559 - Production/Staging	0	0	12,679	2,950	9,729
500620 - Trophies & Medals	720	3,304	9,440	10,284	(844)
<b>Total Event Expense</b>	<b>141,745</b>	<b>126,954</b>	<b>810,974</b>	<b>708,065</b>	<b>102,909</b>
<b>Professional Services Expense</b>					
500106 - Audit fees	0	0	10,485	10,485	0
500107 - Tax return fees	0	0	3,250	3,100	150
500108 - Legal fees	10	0	844	0	844
500562 - Contract labor	31,810	35,676	185,446	186,498	(1,052)
500756 - Professional Service Fees	0	0	0	1,000	(1,000)
500780 - Consulting Fees	1,760	167	17,230	10,198	7,032
<b>Total Professional Services Expense</b>	<b>33,580</b>	<b>35,843</b>	<b>217,255</b>	<b>211,281</b>	<b>5,974</b>
<b>Travel Expense</b>					
500020 - Air	84,641	100,524	619,399	619,965	(567)
500021 - VIK - Air	10,509	10,509	87,702	87,703	0
500022 - Baggage Fees	1,660	3,350	9,308	9,875	(567)
500200 - Ground Transportation	22,833	21,668	133,108	96,677	36,430
500240 - Hotel	121,546	110,099	597,170	604,082	(6,911)
<b>Total Travel Expense</b>	<b>241,189</b>	<b>246,150</b>	<b>1,446,687</b>	<b>1,418,302</b>	<b>28,385</b>
Per Diem & Honorarium	88,527	90,700	529,691	540,235	(10,545)
<b>International Programs Expense</b>					
Direct Athlete Support	0	0	107,800	107,800	0
International License Expense	2,198	308	16,948	14,168	2,781
Coaches Salaries	23,100	23,100	175,800	175,800	0
International Programs Other	4,424	3,620	43,192	50,660	(7,468)
<b>Total International Programs Expense</b>	<b>29,722</b>	<b>27,028</b>	<b>343,740</b>	<b>348,428</b>	<b>(4,687)</b>
<b>Marketing Expense</b>					
Magazine Expense	11,538	6,800	22,515	22,550	(35)
Marketing Expense	5,467	2,500	67,759	53,077	14,682
Website Expense	0	0	24,000	24,000	0
Broadcasting	70,000	69,500	76,825	72,875	3,950
<b>Total Marketing Expense Group</b>	<b>87,005</b>	<b>78,800</b>	<b>191,099</b>	<b>172,502</b>	<b>18,597</b>
Division Rebates	0	0	33,159	33,750	(591)
<b>Sponsorship Expense</b>					
500650 - VIK- Tournament Equipment expense	102,300	102,300	528,300	528,300	0
500760 - Sponsorship Fulfillment	10,000	10,000	11,926	10,000	1,926
<b>Total Sponsorship Expense</b>	<b>112,300</b>	<b>112,300</b>	<b>540,226</b>	<b>538,300</b>	<b>1,926</b>

	Month Ending		Year To Date		
	03/31/2017		03/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Other Expenses					
500130 - Dues and Fees - Other	7,983	10,205	35,146	39,450	(4,304)
500335 - Entertainment	278	0	4,743	4,100	643
500340 - Meals	5,661	6,067	55,242	46,525	8,717
500600 - Supply	3,089	4,150	48,471	41,535	6,936
500430 - Prior Year Adjustments	2,671	0	20,308	5,400	14,908
500360 - Miscellaneous	3,032	6,000	16,274	19,065	(2,791)
500799 - Employee Development	200	250	200	250	(50)
500800 - Dues/Memberships/Subscriptions	(925)	167	5,550	3,036	2,515
500810 - Tickets	0	0	20,434	19,750	683
500715 - Event Fee Refunds	3,800	3,800	42,185	41,900	285
Total Other Expenses	25,789	30,639	248,553	221,011	27,542
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	953,518	932,470	5,793,237	5,635,113	158,125
Total USFA- Net Income	(100,204)	(194,213)	1,000,376	875,387	124,988