

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

As of Date:

	Month Ending 07/31/2017		Year To Date 07/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Member Fees Revenue					
Competitive Membership Revenue	13,427	26,400	1,259,922	1,252,650	7,272
Non-Competitive Membership Revenue	0	0	100,112	154,500	(54,388)
Supporting Membership Revenue	0	0	8,125	10,625	(2,500)
Coach Membership Revenue	0	0	287,964	289,000	(1,036)
Club Membership Revenue	0	0	36,191	40,700	(4,509)
Admin Membership Revenue	50	0	3,680	0	3,680
Total Member Fees Revenue	13,477	26,400	1,695,994	1,747,475	(51,481)
National Registration Revenue	1,249,405	1,076,225	4,269,690	3,764,290	505,400
Bid Fee Revenue	0	0	13,800	10,300	3,500
Other Event Revenue					
410415 - Event vendors	16,558	15,000	81,765	74,500	7,265
410480 - Rebates	90,575	90,000	269,795	262,770	7,025
Total Other Event Revenue	107,133	105,000	351,560	337,270	14,290
Insurance Revenue	0	0	180,400	187,600	(7,200)
International Programs Fee Revenue					
International Registration Fees	50	0	109,737	102,300	7,437
International Licensing Fee Revenue	0	785	48,050	39,250	8,800
Cadre to World Cup Fee	30,750	11,400	246,602	220,150	26,452
Total International Programs Fee Revenue	30,800	12,185	404,389	361,700	42,689
Marketing and Communications Revenue					
Magazine Revenue	6,470	2,825	7,801	7,000	801
Communications Revenue	3,996	1,700	18,394	12,400	5,994
Total Marketing and Communications Revenue	10,466	4,525	26,195	19,400	6,795
Development Revenue	12,471	13,950	109,704	117,000	(7,296)
Royalties & Partnerships Revenue	31,406	37,000	82,072	87,500	(5,428)
Sponsorship Revenue					
410495 - VIK - Tournament Equipment	100,800	100,800	698,400	698,400	0
410497 - VIK- Services	126,945	0	126,945	0	126,945
410410 - Sponsorship revenue	35,125	30,000	184,266	184,000	266
411000 - All-Academic Team	(30)	0	14,130	15,000	(870)
411001 - All American	0	0	8,025	6,250	1,775
Total Sponsorship Revenue	262,840	130,800	1,031,766	903,650	128,116
USOC Funding					
410492 - VIK - Airline Tickets	738	822	117,629	117,629	0
410700 - Grants	0	2,000	10,338	20,000	(9,663)
410710 - Base Funding	0	0	740,298	740,298	0
Total USOC Funding	738	2,822	868,265	877,927	(9,663)
USFF Grant	0	0	67,588	67,588	0

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Other Income					
410031 - Club Banner	0	0	2,320	1,800	520
410110 - Hall of Fame Tickets	4,846	6,000	7,129	6,000	1,130
410140 - Ticket Sales	0	0	32,022	30,655	1,367
410150 - FOC Exam	1,250	0	15,025	6,000	9,025
410910 - NOC/ROC	0	0	35,615	27,400	8,215
410920 - Regional Youth Circuit	0	0	20,583	17,700	2,883
410930 - Super Youth Circuit	0	0	37,225	27,550	9,675
410940 - Regional Jr/Cadet Circuit	0	0	27,993	22,850	5,143
410620 - Interest Earned	16	0	253	0	253
410651 - Prior Year Income	0	0	20,090	0	20,090
410600 - Miscellaneous Revenue	40,718	34,155	80,705	50,100	30,605
410442 - Merchandise/Apparel	11,500	11,400	53,502	53,390	111
Total Other Income	58,330	51,555	332,462	243,445	89,017
Total Income	1,777,066	1,460,462	9,433,885	8,725,145	708,739
Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	8,572	4,301	33,710	29,446	4,264
500122 - Amortization	2,896	2,896	24,547	24,554	(7)
500440 - Phone	4,647	4,031	36,720	36,632	88
500460 - Postage and Shipping	2,779	2,201	28,831	23,785	5,046
500480 - Printing	4,177	1,790	37,148	29,125	8,023
500060 - Bad debt expense	5,376	0	5,375	0	5,376
500140 - Equipment/Copier	60	87	729	1,000	(272)
500142 - Leased equipment	558	671	7,478	8,030	(552)
Total Operating Expenses	29,065	15,977	174,538	152,572	21,966
Compensation Expense	198,470	149,680	1,220,575	1,219,470	1,105
Insurance Expense					
Athlete Accident Insurance Expense	3,032	3,031	36,380	36,380	0
General Liability Insurance expense	20,576	20,577	246,916	246,916	0
Other Insurance expense	16,623	304	71,455	18,996	52,459
Total Insurance Expense	40,231	23,912	354,751	302,292	52,459
Rent Expense	3,872	3,482	38,130	42,256	(4,126)
Administration Fees					
Data Center & Software	12,850	21,143	168,803	142,828	25,975
Braintree & Bank Fees	13,248	14,762	212,334	181,655	30,680
Background Checks	5,500	0	40,530	35,075	5,454
Company Software	3,809	3,380	56,883	58,465	(1,582)
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	35,407	39,285	501,950	441,423	60,527
Event Expense					
500160 - Freight	23,623	16,000	147,060	100,625	46,435
500549 - Venue Rental	17,944	23,400	240,823	234,481	6,342
500550 - Venue Decorator	24,357	25,000	196,726	161,500	35,226
500552 - Venue Security	2,737	2,000	25,483	25,725	(242)
500553 - Venue Electric	6,560	6,000	48,496	42,800	5,696
500554 - Venue Catering	118,937	107,300	357,451	302,590	54,861
500555 - Local Organizing Committee	0	1,000	29,735	35,635	(5,900)
500557 - Venue- EMT	0	0	1,515	4,250	(2,735)
500558 - Venue - Phone/AV/Internet	13,466	6,750	80,610	63,725	16,886
500559 - Production/Staging	14,823	3,000	27,502	5,950	21,551
500620 - Trophies & Medals	3,181	5,140	14,301	17,584	(3,283)
Total Event Expense	225,628	195,590	1,169,702	994,865	174,837

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Professional Services Expense					
500106 - Audit fees	0	0	10,485	10,485	0
500107 - Tax return fees	0	0	3,250	3,100	150
500108 - Legal fees	0	0	844	0	844
500562 - Contract labor	26,262	24,970	257,259	257,166	94
500756 - Professional Service Fees	0	4,500	0	5,500	(5,500)
500780 - Consulting Fees	0	163	17,230	10,862	6,368
Total Professional Services Expense	26,262	29,633	289,068	287,113	1,956
Travel Expense					
500020 - Air	191,258	170,750	1,061,373	1,053,317	8,055
500021 - VIK - Air	739	822	117,629	117,631	(2)
500022 - Baggage Fees	6,863	5,965	21,275	21,290	(15)
500200 - Ground Transportation	26,905	20,525	192,953	140,450	52,503
500240 - Hotel	234,061	212,916	1,005,761	928,684	77,076
Total Travel Expense	459,826	410,978	2,398,991	2,261,372	137,617
Per Diem & Honorarium	267,964	228,700	931,884	897,835	34,050
International Programs Expense					
Direct Athlete Support	366	0	108,166	107,800	366
International License Expense	0	308	16,948	15,400	1,548
Coaches Salaries	23,800	23,100	273,100	268,400	4,700
International Programs Other	3,270	3,300	64,081	68,146	(4,065)
Total International Programs Expense	27,436	26,708	462,295	459,746	2,549
Magazine and Communications Expense					
Magazine Expense	6,740	33,500	32,645	61,000	(28,355)
Communications Expense	4,895	0	29,652	18,820	10,832
Website Expense	0	500	24,000	25,500	(1,500)
Broadcasting	0	0	79,072	72,875	6,197
Total Magazine and Communications Expense	11,635	34,000	165,369	178,195	(12,826)
Rebates Expense	15,477	21,100	61,144	67,350	(6,206)
Sponsorship Expense					
500650 - VIK- Tournament Equipment	100,800	100,800	698,400	698,400	0
500654 - VIK- Services	126,945	0	126,945	0	126,945
500760 - Sponsorship Fulfillment	0	0	11,926	10,000	1,926
500761 - Scholarship Expense	0	2,000	0	2,000	(2,000)
Total Sponsorship Expense	227,745	102,800	837,271	710,400	126,871
Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	(24,786)	0	(24,787)	0	(24,787)
500130 - Dues and Fees - Other	472	2,720	41,595	47,545	(5,950)
500335 - Entertainment	250	400	5,028	4,500	528
500340 - Meals	14,448	8,478	89,788	73,409	16,379
500600 - Supply	3,646	3,480	72,329	49,415	22,914
500430 - Prior Year Adjustments	15,015	0	36,010	5,400	30,611
500360 - Miscellaneous	1,001	4,290	20,406	25,675	(5,270)
500799 - Employee Development	34	500	654	1,500	(846)
500800 - Dues/Memberships/Subscriptions	(153)	2,163	8,720	5,700	3,020
500810 - Tickets	0	0	20,433	19,750	683
500715 - Event Fee Refunds	64,535	64,625	134,175	132,905	1,270
500355 - Merchandise/Apparel	19,466	16,000	105,263	94,457	10,807
Total Other Expenses	93,928	102,656	509,614	460,256	49,359
Total Total Expenses	1,662,946	1,384,501	9,115,282	8,475,145	640,138
Total USFA- Net Income	114,120	75,961	318,603	250,000	68,602