

USAFencing
USFA- Budget vs Actual
As of September 30, 2017

As of Date:

09/30/2017

	Month Ending 09/30/2017		Year To Date 09/30/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	226,865	226,435	895,378	910,945	(15,568)
Non-Competitive Membership Revenue	18,910	25,000	56,624	65,000	(8,376)
Supporting Membership Revenue	955	1,750	4,762	5,750	(987)
Coach Membership Revenue	34,505	53,120	220,428	273,000	(52,572)
Other Membership Revenue	5,250	9,000	25,550	27,500	(1,950)
Membership Revenue- Admin	8,980	6,750	38,270	28,150	10,120
Total Member Fees Revenue	295,465	322,055	1,241,012	1,310,345	(69,333)
Insurance Revenue	33,250	41,305	169,375	167,775	1,600
International Programs Fee Revenue					
International Registration Fees	8,175	8,150	23,275	20,750	2,525
International Licensing Fee Revenue	14,470	14,000	30,190	27,500	2,690
Cadre to World Cup Fee	21,500	23,050	109,500	99,550	9,950
Total International Programs Fee Revenue	44,145	45,200	162,965	147,800	15,165
USFA-Marketing Revenue					
Magazine Revenue	984	500	3,470	1,450	2,020
Marketing Revenue	5,849	6,250	8,873	12,000	(3,127)
Total Marketing Revenue	6,833	6,750	12,343	13,450	(1,107)
Development Revenue	15,137	9,415	23,975	17,830	6,145
Royalties & Partnerships Revenue	4,000	2,500	5,500	4,000	1,500
Sponsorship Revenue					
410410 - Sponsorship revenue	17,648	17,500	17,755	17,500	255
Total Sponsorship Revenue	17,648	17,500	17,755	17,500	255
USOC Funding					
410492 - VIK - Airline Tickets	10,661	10,661	18,641	18,640	0
410710 - Base Funding	0	0	113,907	113,907	0
Total USOC Funding	10,661	10,661	132,548	132,547	0
Other Income					
410031 - Club Banner	365	110	2,300	275	2,025
410150 - FOC Exam	1,975	1,550	2,375	2,300	75
410910 - NOC/ROC	3,620	8,500	4,545	8,950	(4,405)
410920 - Regional Youth Circuit	5,014	2,200	5,298	3,000	2,298
410930 - Super Youth Circuit	4,600	5,200	4,600	7,200	(2,600)
410940 - Regional Jr/Cadet Circuit	11,355	7,200	12,330	7,700	4,630
410620 - Interest Earned	18	20	36	40	(3)
410651 - Prior Year Income	145	0	1,080	0	1,080
410600 - Miscellaneous Revenue- Other	(15)	0	342	0	342
Total Other Income	27,077	24,780	32,906	29,465	3,442
Total USFA- Total Income	454,216	480,166	1,798,379	1,840,712	(42,333)

	Month Ending 09/30/2017		Year To Date 09/30/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
USFA- Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,123	2,125	4,101	4,102	(2)
500122 - Amorization	3,321	3,333	6,641	6,654	(13)
500440 - Phone	2,183	2,821	4,466	5,687	(1,221)
500460 - Postage and Shipping	1,938	1,400	3,126	2,175	951
500480 - Printing	3,707	4,075	5,870	6,175	(305)
500140 - Equipment/Copier	59	83	120	166	(46)
500142 - Leased equipment	772	708	1,273	1,416	(142)
Total Operating Expenses	14,103	14,545	25,597	26,375	(778)
USFA- Compensation Expense	157,430	157,433	248,922	248,924	(3)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,511	3,510	7,020	7,025	(4)
General Liability Insurance expense	26,898	26,900	53,798	53,800	(3)
Other Insurance expense	355	355	709	710	0
Total USFA- Insurance Expense	30,764	30,765	61,527	61,535	(7)
Rent Expense	2,573	2,694	6,055	6,188	(133)
Administration Fees					
Data Center & Software	12,850	12,852	25,700	25,704	(4)
Braintree & Bank Fees	32,000	26,285	50,574	41,285	9,289
Background Checks	7,878	11,625	17,723	27,975	(10,252)
Company Software	1,521	1,095	16,101	14,740	1,360
Total Administration Fees	54,249	51,857	110,098	109,704	393
Event Expense					
500160 - Freight	240	0	239	0	240
500549 - Venue Rental	0	0	1,238	1,000	238
Total Event Expense	240	0	1,477	1,000	478
Professional Services Expense					
500108 - Legal fees	2,083	2,083	4,167	4,166	1
500562 - Contract labor	16,413	16,608	28,962	29,216	(254)
500780 - Consulting Fees	0	167	0	334	(334)
Total Professional Services Expense	18,496	18,858	33,129	33,716	(587)
Travel Expense					
500020 - Air	87,757	43,500	102,597	54,800	47,796
500021 - VIK - Air	10,661	10,661	18,640	18,640	0
500022 - Baggage Fees	0	50	100	700	(600)
500200 - Ground Transportation	1,273	10,650	1,603	11,200	(9,597)
500240 - Hotel	15,570	44,925	41,356	71,975	(30,619)
Total Travel Expense	115,261	109,786	164,296	157,315	6,980
Per Diem & Honorarium	3,296	3,296	3,296	3,296	0
International Programs Expense					
International License Expense	4,905	5,000	12,376	12,500	(123)
Coaches Salaries	23,800	23,800	47,600	47,600	0
International Programs Other	2,601	1,536	2,601	1,536	1,065
Total International Programs Expense	31,306	30,336	62,577	61,636	942
Marketing Expense					
Magazine Expense	500	500	1,000	1,000	0
Marketing Expense	2,834	3,945	5,375	6,240	(866)
Total Marketing Expense Group	3,334	4,445	6,375	7,240	(866)

	Month Ending 09/30/2017		Year To Date 09/30/2017		
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Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	(4,000)	(4,000)	(11,000)	(11,000)	0
500130 - Dues and Fees - Other	97	0	1,214	250	964
500335 - Entertainment	136	0	172	0	172
500340 - Meals	3,640	4,175	4,438	5,100	(661)
500600 - Supply	4,627	2,725	6,670	4,050	2,619
500430 - Prior Year Adjustments	1,617	0	(404)	0	(403)
500360 - Miscellaneous	190	325	1,044	2,310	(1,266)
500799 - Employee Development	0	125	0	125	(125)
500800 - Dues/Memberships/Subscriptions	412	167	1,676	1,284	392
500715 - Event Fee Refunds	1,000	0	1,000	0	1,000
Total Other Expenses	7,719	3,517	4,810	2,119	2,692
Total USFA- Total Expenses	438,771	427,532	728,159	719,048	9,111
Total USFA- Net Income	15,446	52,634	1,070,220	1,121,664	(51,444)