

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

As of Date:

10/31/2017

	Month Ending 10/31/2017		Year To Date 10/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Member Fees Revenue					
Competitive Membership Revenue	133,250	122,450	1,028,628	1,033,395	(4,767)
Non-Competitive Membership Revenue	10,860	12,500	67,484	77,500	(10,016)
Supporting Membership Revenue	415	500	5,177	6,250	(1,073)
Coach Membership Revenue	14,020	26,320	234,448	299,320	(64,872)
Club Membership Revenue	4,750	7,500	30,300	35,000	(4,700)
Admin Membership Revenue	4,550	3,500	42,820	31,650	11,170
Total Member Fees Revenue	<u>167,845</u>	<u>172,770</u>	<u>1,408,857</u>	<u>1,483,115</u>	<u>(74,258)</u>
National Registration Revenue	466,865	441,480	466,865	441,480	25,385
Other Event Revenue					
410415 - Event vendors	12,731	8,500	12,731	8,500	4,231
410480 - Rebates	22,905	20,000	22,905	20,000	2,905
Total Other Event Revenue	<u>35,636</u>	<u>28,500</u>	<u>35,636</u>	<u>28,500</u>	<u>7,136</u>
Insurance Revenue	24,350	29,500	193,725	197,275	(3,550)
International Programs Fee Revenue					
International Registration Fees	6,165	7,500	29,440	28,250	1,190
International Licensing Fee Revenue	3,540	3,000	33,730	30,500	3,230
Cadre to World Cup Fee	34,530	34,530	144,030	134,080	9,950
Total International Programs Fee Revenue	<u>44,235</u>	<u>45,030</u>	<u>207,200</u>	<u>192,830</u>	<u>14,370</u>
Marketing and Communications Revenue					
Magazine Revenue	492	150	3,962	1,100	2,862
Communications Revenue	0	0	1,399	2,500	(1,101)
Total Marketing and Communications Revenue	<u>492</u>	<u>150</u>	<u>5,361</u>	<u>3,600</u>	<u>1,761</u>
Development Revenue	4,040	3,415	28,014	21,245	6,769
Royalties & Partnerships Revenue	4,250	4,250	9,750	8,250	1,500
Sponsorship Revenue					
410495 - VIK - Tournament Equipment	101,100	101,100	101,100	101,100	0
410410 - Sponsorship revenue	47	0	17,802	17,500	302
Total Sponsorship Revenue	<u>101,147</u>	<u>101,100</u>	<u>118,902</u>	<u>118,600</u>	<u>302</u>
USOC Funding					
410492 - VIK - Airline Tickets	17,993	17,993	36,633	36,633	0
410710 - Base Funding	113,907	113,907	227,814	227,814	0
Total USOC Funding	<u>131,900</u>	<u>131,900</u>	<u>264,447</u>	<u>264,447</u>	<u>0</u>
USFF Grant	66,817	66,817	66,817	66,817	0

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<b>Other Income</b>					
410031 - Club Banner	330	110	2,630	385	2,245
410150 - FOC Exam	2,450	1,800	4,825	4,100	725
410910 - NOC/ROC	6,155	2,500	10,700	11,450	(750)
410920 - Regional Youth Circuit	978	3,200	6,276	6,200	76
410930 - Super Youth Circuit	1,645	1,000	6,245	8,200	(1,955)
410940 - Regional Jr/Cadet Circuit	3,260	4,500	15,590	12,200	3,390
410620 - Interest Earned	23	20	61	60	0
410651 - Prior Year Income	1,880	0	2,959	0	2,960
410600 - Miscellaneous Revenue	747	50	1,089	50	1,039
410442 - Merchandise/Apparel	5,861	4,500	13,336	13,500	(165)
Total Other Income	23,329	17,680	63,711	56,145	7,565
Total Income	1,070,906	1,042,592	2,869,285	2,882,304	(13,020)
<b>Total Expenses</b>					
<b>Operating Expenses</b>					
500120 - Depreciation- Furn, Fix, Bldg	2,437	2,525	6,538	6,627	(89)
500122 - Amoritization	3,321	3,333	9,962	9,987	(25)
500440 - Phone	1,971	2,521	6,437	7,608	(1,171)
500460 - Postage and Shipping	2,645	2,090	5,771	4,965	806
500480 - Printing	1,743	1,675	7,613	7,850	(237)
500140 - Equipment/Copier	1,956	83	2,076	249	1,827
500142 - Leased equipment	543	708	1,816	2,124	(308)
Total Operating Expenses	14,616	12,935	40,213	39,410	803
Compensation Expense	110,008	110,008	358,930	358,932	(2)
<b>Insurance Expense</b>					
Athlete Accident Insurance Expense	3,511	3,510	10,531	10,535	(4)
General Liability Insurance expense	26,898	26,900	80,696	80,700	(4)
Other Insurance expense	5,629	5,780	6,339	6,490	(151)
Total Insurance Expense	36,038	36,190	97,566	97,725	(159)
Rent Expense	2,573	2,694	8,627	8,882	(255)
<b>Administration Fees</b>					
Data Center & Software	12,850	12,852	38,550	38,556	(6)
Braintree & Bank Fees	21,888	22,300	72,462	63,685	8,777
Background Checks	40	10,000	17,763	35,475	(17,712)
Company Software	8,558	7,995	24,658	22,735	1,923
Total Administration Fees	43,336	53,147	153,433	160,451	(7,018)
<b>Event Expense</b>					
500160 - Freight	11,024	16,000	11,264	16,000	(4,736)
500549 - Venue Rental	46,302	47,000	47,541	48,000	(459)
500550 - Venue Decorator	30,629	30,000	30,629	30,000	629
500552 - Venue Security	10,972	6,000	10,971	6,000	4,971
500553 - Venue Electric	9,727	10,000	9,727	10,000	(273)
500554 - Venue Catering	44,873	30,000	44,874	30,000	14,874
500555 - Local Organizing Committee	0	2,000	0	2,000	(2,000)
500557 - Venue- EMT	2,866	4,000	2,865	4,000	(1,135)
500558 - Venue - Phone/AV/Internet	9,554	9,000	9,555	9,000	555
500620 - Trophies & Medals	580	800	579	800	(221)
Total Event Expense	166,527	154,800	168,005	155,800	12,205

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Professional Services Expense					
500106 - Audit fees	8,000	8,000	8,000	8,000	0
500108 - Legal fees	2,083	2,083	6,250	6,249	1
500562 - Contract labor	18,747	18,758	48,699	47,974	725
500780 - Consulting Fees	2,500	2,667	2,500	3,001	(501)
Total Professional Services Expense	31,330	31,508	65,449	65,224	225
Travel Expense					
500020 - Air	89,560	105,650	192,157	158,750	33,407
500021 - VIK - Air	17,993	17,993	36,633	36,633	0
500022 - Baggage Fees	2,632	2,765	2,731	3,465	(734)
500200 - Ground Transportation	17,710	18,415	19,314	29,615	(10,302)
500240 - Hotel	99,176	87,550	140,532	159,525	(18,992)
Total Travel Expense	227,071	232,373	391,367	387,988	3,379
Per Diem & Honorarium	96,557	85,200	99,852	88,496	11,356
International Programs Expense					
International License Expense	1,220	1,250	13,597	13,750	(153)
Coaches Salaries	25,300	25,300	72,900	72,900	0
International Programs Other	14,538	13,640	17,139	15,176	1,963
Total International Programs Expense	41,058	40,190	103,636	101,826	1,810
Magazine and Communications Expense					
Magazine Expense	500	500	1,500	1,500	0
Communications Expense	630	645	2,235	1,885	350
Total Magazine and Communications Expense	1,130	1,145	3,735	3,385	350
Rebates Expense	32,520	32,520	32,520	32,520	0
Sponsorship Expense					
500650 - VIK- Tournament Equipment	101,100	101,100	101,100	101,100	0
Total Sponsorship Expense	101,100	101,100	101,100	101,100	0
Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	(11,000)	(11,000)	0
500130 - Dues and Fees - Other	1,325	0	2,540	250	2,289
500335 - Entertainment	262	200	433	200	234
500340 - Meals	2,190	1,425	6,629	6,525	103
500600 - Supply	4,354	3,825	11,023	7,775	3,249
500430 - Prior Year Adjustments	7,050	0	6,647	0	6,647
500360 - Miscellaneous	2,368	9,400	3,412	11,710	(8,298)
500799 - Employee Development	0	125	0	250	(250)
500800 - Dues/Memberships/Subscriptions	208	167	1,884	1,451	433
500715 - Event Fee Refunds	16,245	16,245	17,245	17,245	0
500355 - Merchandise/Apparel	16,648	9,820	20,417	14,820	5,597
Total Other Expenses	50,650	41,207	59,230	49,226	10,004
Total Total Expenses	954,514	935,017	1,683,663	1,650,965	32,698
Total USFA- Net Income	116,392	107,575	1,185,622	1,231,339	(45,717)