

USAFencing  
 USFA- Budget vs Actual  
 As of April 30, 2018  
 As of Date:

04/30/2018

	Month Ending 04/30/2018		Year To Date 04/30/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	29,502	10,500	1,358,309	1,393,450	(35,141)
Non-Competitive Membership Revenue	3,963	1,500	111,590	118,500	(6,910)
Supporting Membership Revenue	202	300	6,470	9,675	(3,206)
Coach Membership Revenue	3,155	500	264,003	331,660	(67,657)
Club Membership Revenue	350	0	41,677	44,750	(3,073)
Admin Membership Revenue	1,310	0	54,370	38,650	15,721
Total Membership Revenue	38,482	12,800	1,836,419	1,936,685	(100,267)
Membership Programs					
410310 - Insurance Revenue Club	475	0	212,025	219,125	(7,100)
410320 - Insurance Revenue Third Party	0	0	125	0	126
410031 - Club Banner	0	110	3,865	2,980	885
411001 - All American	8,650	5,000	10,775	5,000	5,775
411000 - All-Academic Team	13,590	10,800	15,840	13,200	2,640
Total Membership Programs	22,715	15,910	242,630	240,305	2,326
Event Revenues					
410120 - National Registration Fee	425,440	412,486	3,129,051	3,028,173	100,878
410416 - Event Incentives	22,896	22,896	27,897	27,896	1
410415 - Event Vendors	11,809	10,000	80,848	56,200	24,648
410480 - Hotel Rebates	20,550	20,000	157,360	165,000	(7,640)
Total Event Revenues	480,695	465,382	3,395,156	3,277,269	117,887
Regional Revenues					
Regional Bid Fees	5,700	0	14,775	8,000	6,775
Regional Circuit Fees	15,695	7,800	132,266	120,950	11,316
Total Regional Revenues	21,395	7,800	147,041	128,950	18,091
Ticket Revenue					
410140 - Ticket Sales	0	0	20,703	19,500	1,203
Total Ticket Revenue	0	0	20,703	19,500	1,203
Magazine and Communications Revenue					
Magazine Revenue	212	0	5,794	4,000	1,794
Communications Revenue	2,999	2,250	20,962	14,750	6,212
Total Magazine and Communications Revenue	3,211	2,250	26,756	18,750	8,006
Marketing Revenue					
410495 - VIK - Tournament Equipment	107,500	107,500	799,500	799,500	0
410410 - Sponsorship Revenue	36	0	145,324	147,000	(1,676)
410451 - Corporate Partnership	0	0	5,500	4,000	1,500
410458 - Merchandise Retail Operations	4,859	4,250	35,249	24,750	10,499
Total Marketing Revenue	112,395	111,750	985,573	975,250	10,323
International Programs Revenue					
International Registration Fees	2,460	0	126,143	120,650	5,493
International Licensing Fees	800	500	47,050	45,250	1,800
Cadre to World Cup Fee	1,686	0	189,956	210,000	(20,044)
Total International Programs Revenue	4,946	500	363,149	375,900	(12,751)

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<b>USOC Funding</b>					
410492 - VIK - Airline Tickets	12,781	12,781	83,792	83,792	0
410700 - Grants	0	0	37,500	37,500	0
410710 - Base Funding	167,964	167,964	731,706	731,706	0
<b>Total USOC Funding</b>	<b>180,745</b>	<b>180,745</b>	<b>852,998</b>	<b>852,998</b>	<b>0</b>
<b>US Fencing Foundation Grant</b>					
410820 - USFF Grants	0	0	66,817	66,817	0
<b>Total US Fencing Foundation Grant</b>	<b>0</b>	<b>0</b>	<b>66,817</b>	<b>66,817</b>	<b>0</b>
<b>Development Revenue</b>					
410510 - Donations CFC	56	0	2,172	3,000	(829)
410520 - Development General/ Annual Giving	2,730	2,500	43,822	60,327	(16,504)
410540 - Donations Restricted	0	0	12,850	0	12,850
<b>Total Development Revenue</b>	<b>2,786</b>	<b>2,500</b>	<b>58,844</b>	<b>63,327</b>	<b>(4,483)</b>
<b>Investment Income</b>					
410620 - Interest Earned	15	20	177	180	(3)
410625 - Interest Investments	17	0	168	0	168
410626 - Realized Gain(Loss) Investments	6,054	0	17,068	0	17,068
410627 - Unrealized Gain(Loss) Investments	(780)	0	19,713	0	19,713
410628 - Dividends Investments	140	0	2,746	0	2,746
<b>Total Investment Income</b>	<b>5,446</b>	<b>20</b>	<b>39,872</b>	<b>180</b>	<b>39,692</b>
<b>Other Income</b>					
410497 - VIK- Services	0	0	46,495	46,495	0
410150 - RC Exam	1,800	1,750	14,425	11,350	3,075
410442 - Merchandise/Apparel	755	0	30,493	32,900	(2,407)
410600 - Miscellaneous Revenue	1,551	0	29,794	4,950	24,843
410651 - Prior Year Income	0	0	9,849	0	9,850
<b>Total Other Income</b>	<b>4,106</b>	<b>1,750</b>	<b>131,056</b>	<b>95,695</b>	<b>35,361</b>
<b>Total Income</b>	<b>876,922</b>	<b>801,407</b>	<b>8,167,014</b>	<b>8,051,626</b>	<b>115,388</b>

	Month Ending 04/30/2018		Year To Date 04/30/2018		
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<b>Total Expenses</b>					
<b>Operating Expenses</b>					
500120 - Depreciation- Furn, Fix, Bldg	2,814	3,000	25,319	25,002	318
500122 - Amoritization	3,320	3,333	29,886	29,985	(99)
500440 - Phone	2,746	2,381	20,932	20,614	317
500460 - Postage and Shipping	1,874	1,875	20,389	20,205	184
500480 - Printing	489	475	20,687	17,950	2,737
500140 - Equipment/Copier	60	83	3,300	747	2,553
500142 - Leased Equipment	663	708	5,598	6,372	(774)
500602 - Company Software/Hardware	2,694	2,295	42,536	37,360	5,176
500548 - Rent - Office	3,362	3,544	21,899	22,296	(397)
500546 - Rent - Public Storage	249	250	2,241	2,250	(9)
500543 - Rent - Storage Tournament Equipment	500	0	4,210	800	3,410
<b>Total Operating Expenses</b>	<b>18,771</b>	<b>17,944</b>	<b>196,997</b>	<b>183,581</b>	<b>13,416</b>
<b>Administration Fees</b>					
Data Center & Software	12,850	12,852	115,650	115,668	(18)
Braintree & Bank Fees	13,432	15,100	178,643	169,525	9,118
<b>Total Administration Fees</b>	<b>26,282</b>	<b>27,952</b>	<b>294,293</b>	<b>285,193</b>	<b>9,100</b>
<b>Compensation Expense</b>	<b>100,643</b>	<b>100,644</b>	<b>1,028,523</b>	<b>1,028,531</b>	<b>(8)</b>
<b>Insurance Expense</b>					
Athlete Accident Insurance Expense	3,510	3,510	31,594	31,595	(1)
General Liability Insurance expense	26,899	26,900	242,087	242,100	(13)
Other Insurance expense	5,436	5,355	31,635	25,745	5,890
<b>Total Insurance Expense</b>	<b>35,845</b>	<b>35,765</b>	<b>305,316</b>	<b>299,440</b>	<b>5,876</b>
<b>Membership Expenses</b>					
Background Checks	2,712	2,750	44,842	47,225	(2,383)
Rebates Expense	4,446	0	59,995	59,520	475
<b>Total Membership Expenses</b>	<b>7,158</b>	<b>2,750</b>	<b>104,837</b>	<b>106,745</b>	<b>(1,908)</b>
<b>Center for Safe Sport</b>					
500145 - Center for Safe Sport	0	0	23,400	23,400	0
<b>Total USFA - Center for Safe Sport</b>	<b>0</b>	<b>0</b>	<b>23,400</b>	<b>23,400</b>	<b>0</b>
<b>Event Expense</b>					
500160 - Freight	29,956	30,737	165,755	152,737	13,018
500549 - Venue Rental	30,024	30,895	258,511	245,145	13,366
500550 - Venue Decorator	10,850	11,000	182,426	177,500	4,926
500552 - Venue Security	4,493	4,000	33,502	25,000	8,502
500553 - Venue Electric	2,580	3,000	51,951	53,500	(1,549)
500554 - Venue Catering	29,894	29,000	281,282	239,750	41,533
500555 - Local Organizing Committee	0	0	2,500	3,500	(1,000)
500557 - Venue EMT	2,128	2,000	16,954	16,000	953
500558 - Venue Phone/AV/Internet	5,558	7,000	87,415	92,115	(4,699)
500559 - Production/Staging	12,644	12,731	42,280	49,631	(7,352)
500560 - Temporary Labor - Events	0	0	24,730	21,350	3,381
500561 - Contract Labor - Events	0	0	5,248	5,250	(3)
500603 - Event Software	1,850	1,250	15,028	11,350	3,678
500604 - Event Technology	2,078	2,000	16,624	16,200	424
500620 - Trophies & Medals	1,512	1,965	6,453	13,215	(6,762)
500754 - Broadcasting	0	0	76,041	74,000	2,041
<b>Total Event Expense</b>	<b>133,567</b>	<b>135,578</b>	<b>1,266,700</b>	<b>1,196,243</b>	<b>70,457</b>
<b>Travel Expense</b>					
500020 - Air	171,727	174,475	958,863	901,030	57,833
500021 - VIK - Air	12,781	12,781	83,792	83,792	0
500022 - Baggage Fees	2,428	2,150	12,515	12,785	(270)
500200 - Ground Transportation	28,300	26,265	173,659	158,440	15,219
500240 - Hotel	165,194	183,440	753,602	740,760	12,842
<b>Total Travel Expense</b>	<b>380,430</b>	<b>399,111</b>	<b>1,982,431</b>	<b>1,896,807</b>	<b>85,624</b>
<b>Per Diem &amp; Honorarium</b>					
500420 - Per Diem	21,265	26,700	203,029	212,950	(9,921)
500220 - Honorarium	80,976	74,450	489,339	439,120	50,219
<b>Total Per Diem &amp; Honorarium</b>	<b>102,241</b>	<b>101,150</b>	<b>692,368</b>	<b>652,070</b>	<b>40,298</b>

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Professional Services Expense					
500106 - Audit Fee	0	0	10,125	8,500	1,625
500107 - Tax Return Fee	0	0	3,250	3,250	0
500108 - Legal Fees	2,084	2,083	23,428	18,747	4,681
500654 - VIK- Services	0	0	46,495	46,495	0
500562 - Contract Labor	21,893	20,608	166,499	152,762	13,736
500780 - Consulting Fees	0	0	7,500	7,500	0
Total Professional Services Expense	23,977	22,691	257,297	237,254	20,042
Magazine and Communications Expense					
Magazine Expense	0	0	25,263	24,600	664
Communications Expense	645	645	35,195	36,105	(911)
Total Magazine and Communications Expense	645	645	60,458	60,705	(247)
Marketing Expense					
500650 - VIK- Tournament Equipment	107,500	107,500	799,500	799,500	0
500750 - Advertizing and Promotions	0	0	2,165	0	2,165
Total Marketing Expense	107,500	107,500	801,665	799,500	2,165
Direct Athlete Support					
500268 - Direct Athlete Support	4,000	4,000	83,484	83,500	(15)
Total Direct Athlete Support	4,000	4,000	83,484	83,500	(15)
National Team Support					
500730 - Coaches Salaries	24,300	24,300	218,700	218,700	0
Total National Team Support	24,300	24,300	218,700	218,700	0
International Programs Expense					
International License Expense	0	0	18,861	13,750	5,111
International Programs Other	9,974	10,150	48,893	49,455	(563)
Total International Programs Expense	9,974	10,150	67,754	63,205	4,548
Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	(10,803)	(11,000)	198
500130 - Dues and Fees - Other	9,779	9,825	26,395	26,325	70
500335 - Entertainment	0	0	3,864	3,650	214
500340 - Meals	23,446	22,375	70,948	62,330	8,617
500600 - Supply	2,311	2,425	45,862	31,175	14,688
500430 - Prior Year Adjustments	3,032	2,250	31,365	3,550	27,814
500360 - Miscellaneous	2,137	2,000	11,666	14,710	(3,044)
500799 - Employee Development	0	0	190	190	0
500800 - Dues/Memberships/Subscriptions	1,775	1,967	9,127	6,378	2,750
500715 - Event Fee Refunds	14,130	12,610	83,175	83,175	0
500355 - Merchandise/Apparel	14,109	15,250	60,005	36,110	23,895
Total Other Expenses	70,719	68,702	331,794	256,593	75,202
Total Total Expenses	1,046,052	1,058,882	7,716,017	7,391,467	324,550
Total USFA- Net Income	(169,130)	(257,475)	450,997	660,159	(209,162)