

USAFencing
 USFA- Budget vs Actual
 As of November 30, 2018

As of Date:

11/30/2018

	Month Ending 11/30/2018		Year To Date 11/30/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	96,725	125,175	1,195,476	1,229,875	(34,400)
Non-Competitive Membership Revenue	7,055	6,250	76,759	85,000	(8,241)
Supporting Membership Revenue	10,240	10,000	38,006	35,000	3,007
Coach Membership Revenue	4,635	11,400	257,681	257,200	481
Club Membership Revenue	3,100	3,500	38,107	40,900	(2,793)
Admin Membership Revenue	2,380	2,250	47,718	42,250	5,468
Total Membership Revenue	124,135	158,575	1,653,747	1,690,225	(36,478)
Membership Programs					
410310 - Insurance Revenue Club	1,090	6,175	234,874	237,400	(2,526)
410320 - Insurance Revenue Third Party	0	0	125	0	125
410031 - Club Banner	110	0	4,140	3,000	1,140
Total Membership Programs	1,200	6,175	239,139	240,400	(1,261)
Event Revenues					
410120 - National Registration Fee	559,970	575,000	1,026,005	1,053,500	(27,495)
410416 - Event Incentives	5,000	5,000	5,000	5,000	0
410415 - Event Vendors	15,452	7,000	30,153	15,500	14,653
410480 - Hotel Rebates	37,292	35,000	70,713	67,500	3,213
Total Event Revenues	617,714	622,000	1,131,871	1,141,500	(9,629)
Regional Revenues					
Regional Bid Fees	375	375	375	375	0
Regional Circuit Fees	70,619	69,550	237,704	229,150	8,554
Total Regional Revenues	70,994	69,925	238,079	229,525	8,554
Ticket Revenue					
410144 - Tickets - National Events	4,202	0	6,031	0	6,031
Total Ticket Revenue	4,202	0	6,031	0	6,031
Recognized International Events					
Asian Events					
410950 - International Regional Circuit	2,298	2,250	3,866	3,750	116
410960 - International Regional Surcharge	16,005	16,000	27,170	27,000	170
Total Asian Events	18,303	18,250	31,036	30,750	286
Total Recognized International Events	18,303	18,250	31,036	30,750	286
Magazine and Communications Revenue					
Magazine Revenue	336	0	3,556	2,850	706
Communications Revenue	2,575	2,625	7,819	7,500	319
Total Magazine and Communications Revenue	2,911	2,625	11,375	10,350	1,025
Marketing Revenue					
410495 - VIK - Tournament Equipment	107,500	107,500	208,600	208,600	0
410410 - Sponsorship Revenue	138	0	288	0	288
410451 - Corporate Partnership	0	0	4,800	0	4,800
410458 - Merchandise Retail Operations	4,250	4,250	8,500	8,500	0
Total Marketing Revenue	111,888	111,750	222,188	217,100	5,088

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Coach Education Revenues					
410190 - Clinics	0	0	550	600	(50)
410195 - Online Courses	0	0	0	250	(250)
Total Coach Education Revenues	0	0	550	850	(300)
USOC Funding					
410492 - VIK - Airline Tickets	0	0	29,381	29,381	0
410700 - Grants	0	0	12,069	10,000	2,069
410710 - Base Funding	0	0	335,928	335,928	0
Total USOC Funding	0	0	377,378	375,309	2,069
International Programs Revenue					
International Registration Fees	8,255	8,000	40,260	38,790	1,470
Cadre to World Cup Fee	21,495	18,740	187,904	155,440	32,464
Total International Programs Revenue	29,750	26,740	228,164	194,230	33,934
International Licensing Fees					
410210 - FIE License Fee	9,680	9,500	20,640	22,690	(2,050)
410235 - European Federation License	2,850	2,800	10,100	9,750	350
410240 - IWAS License Fee	30	0	90	0	90
Total International Licensing Fees	12,560	12,300	30,830	32,440	(1,610)
US Fencing Foundation Grant					
410820 - USFF Grants	0	0	97,570	97,570	0
Total US Fencing Foundation Grant	0	0	97,570	97,570	0
Development Revenue					
410510 - Donations CFC	0	250	1,318	1,000	317
410520 - Development General/ Annual Giving	2,240	10,000	10,673	27,925	(17,252)
410540 - Donations Restricted	0	0	12,585	0	12,585
410558 - Donation - Major Gift	0	0	10,000	10,000	0
Total Development Revenue	2,240	10,250	34,576	38,925	(4,350)
Investment Income					
410620 - Interest Earned	28	20	93	80	14
410625 - Interest Investments	43	15	128	60	68
410626 - Realized Gain(Loss) Investments	(442)	415	1,542	1,660	(118)
410627 - Unrealized Gain(Loss) Investments	15,947	830	(11,985)	3,320	(15,305)
410628 - Dividends Investments	380	100	1,611	400	1,211
Total Investment Income	15,956	1,380	(8,611)	5,520	(14,130)
Other Income					
410150 - RC Exam	1,625	1,625	4,325	4,250	75
410155 - Wheelchair Exam	75	0	75	0	75
410442 - Merchandise/Apparel	5,848	2,500	22,097	17,650	4,447
410600 - Miscellaneous Revenue	2,460	50	5,191	100	5,091
Total Other Income	10,008	4,175	31,688	22,000	9,688
Total Income	1,021,861	1,044,145	4,325,611	4,326,694	(1,083)

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Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,442	2,500	9,768	10,000	(232)
500122 - Amoritization	3,436	3,450	13,741	13,800	(59)
500440 - Phone	4,045	4,150	11,626	12,677	(1,051)
500460 - Postage and Shipping	1,850	1,350	8,972	8,765	207
500480 - Printing	1,702	1,850	10,439	9,720	719
500140 - Equipment/Copier	60	70	240	280	(41)
500142 - Leased Equipment	648	665	2,499	2,660	(160)
500602 - Company Software/Hardware	3,194	2,700	24,565	23,450	1,115
500548 - Rent - Office	2,306	2,500	9,223	10,000	(777)
500546 - Rent - Public Storage	272	265	1,088	1,060	28
500543 - Rent - Storage Tournament Equipment	801	750	3,447	3,000	447
Total Operating Expenses	20,756	20,250	95,608	95,412	196
Administration Fees					
Data Center & Software	12,850	12,865	51,400	51,460	(60)
Braintree & Bank Fees	35,841	35,450	162,663	162,400	263
Total Administration Fees	48,691	48,315	214,063	213,860	203
Compensation Expense	111,174	123,363	459,877	498,445	(38,568)
Insurance Expense					
Athlete Accident Insurance Expense	3,492	3,687	13,967	14,748	(781)
General Liability Insurance expense	31,165	31,245	124,660	124,980	(321)
Other Insurance expense	1,195	358	2,169	1,432	738
Total Insurance Expense	35,852	35,290	140,796	141,160	(364)
Membership Expenses					
Background Checks	4,867	5,050	26,675	27,300	(625)
Rebates Expense	0	0	45,237	45,250	(13)
Total Membership Expenses	4,867	5,050	71,912	72,550	(638)
Event Expense					
500160 - Freight	12,369	13,000	18,302	22,750	(4,448)
500549 - Venue Rental	30,234	30,000	62,056	52,750	9,306
500550 - Venue Decorator	23,692	24,000	51,232	52,000	(768)
500552 - Venue Security	5,380	6,000	11,176	12,000	(824)
500553 - Venue Electric	4,000	4,000	9,425	10,000	(575)
500554 - Venue Catering	31,745	31,000	62,559	63,500	(941)
500557 - Venue EMT	2,064	2,000	2,065	2,000	65
500558 - Venue Phone/AV/Internet	6,600	7,000	9,203	10,000	(797)
500560 - Temporary Labor - Events	4,512	4,000	9,222	9,000	222
500603 - Event Software	1,850	1,850	3,400	3,700	(300)
500620 - Trophies & Medals	443	2,750	1,064	3,550	(2,486)
Total Event Expense	122,889	125,600	239,704	241,250	(1,546)
Travel Expense					
500020 - Air	83,974	82,890	262,216	260,115	2,101
500021 - VIK - Air	0	0	29,382	29,381	0
500022 - Baggage Fees	2,315	1,275	4,893	4,000	893
500200 - Ground Transportation	17,658	20,575	36,425	37,975	(1,550)
500240 - Hotel	75,168	84,500	170,341	186,700	(16,359)
Total Travel Expense	179,115	189,240	503,257	518,171	(14,915)

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Per Diem & Honorarium					
500420 - Per Diem	20,700	21,550	41,580	44,175	(2,595)
500220 - Honorarium	60,677	62,550	130,791	135,050	(4,259)
Total Per Diem & Honorarium	81,377	84,100	172,371	179,225	(6,854)
Professional Services Expense					
500106 - Audit Fee	0	0	8,000	8,000	0
500108 - Legal Fees	5,308	5,309	11,945	11,558	388
500562 - Contract Labor	24,878	25,583	77,803	77,682	121
500780 - Consulting Fees	0	0	2,500	2,500	0
Total Professional Services Expense	30,186	30,892	100,248	99,740	509
Magazine and Communications Expense					
Magazine Expense	127	0	21,619	21,750	(132)
Communications Expense	24,745	25,795	27,115	28,180	(1,065)
Total Magazine and Communications Expense	24,872	25,795	48,734	49,930	(1,197)
Marketing Expense					
500650 - VIK- Tournament Equipment	107,500	107,500	208,600	208,600	0
500750 - Advertizing and Promotions	0	0	400	0	400
Total Marketing Expense	107,500	107,500	209,000	208,600	400
Direct Athlete Support					
500268 - Direct Athlete Support	4,300	4,300	17,200	17,200	0
Total Direct Athlete Support	4,300	4,300	17,200	17,200	0
National Team Support					
500730 - Coaches Salaries	24,300	25,050	97,200	100,200	(3,000)
Total National Team Support	24,300	25,050	97,200	100,200	(3,000)
International Programs Expense					
International License Expense	12	600	14,331	14,166	166
International Programs Other	1,238	950	17,771	17,375	396
Total International Programs Expense	1,250	1,550	32,102	31,541	562
Other Expenses					
500130 - Dues and Fees - Other	2,310	2,275	7,276	6,880	396
500340 - Meals	2,712	2,555	15,076	14,855	220
500600 - Supply	4,587	3,325	16,168	16,065	104
500430 - Prior Year Adjustments	2,278	0	6,518	850	5,667
500360 - Miscellaneous	(97)	800	2,538	4,525	(1,986)
500799 - Employee Development	0	0	7,999	1,000	6,999
500800 - Dues/Memberships/Subscriptions	20	207	1,511	1,628	(118)
500715 - Event Fee Refunds	7,090	7,090	19,045	19,045	0
500355 - Merchandise/Apparel	3,174	3,150	35,326	28,425	6,901
Total Other Expenses	22,074	19,402	111,457	93,273	18,183
Total Total Expenses	819,203	845,697	2,513,529	2,560,557	(47,029)
Total USFA- Net Income	202,658	198,448	1,812,082	1,766,137	45,945