

USAFencing
USFA- Budget vs Actual
As of April 30, 2019

As of Date:

04/30/2019

	Month Ending 04/30/2019		Year To Date 04/30/2019		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	16,747	13,000	1,425,055	1,463,300	(38,246)
Non-Competitive Membership Revenue	2,503	0	108,877	105,000	3,878
Supporting Membership Revenue	274	0	49,794	46,250	3,544
Coach Membership Revenue	2,795	0	276,911	280,950	(4,039)
Club Membership Revenue	300	0	44,658	45,400	(743)
Admin Membership Revenue	990	625	54,978	54,150	829
Total Membership Revenue	23,609	13,625	1,960,273	1,995,050	(34,778)
Membership Programs					
410310 - Insurance Revenue Club	1,635	0	246,863	252,125	(5,261)
410320 - Insurance Revenue Third Party	0	0	125	0	125
410031 - Club Store/Banner	39	0	4,500	4,000	500
411000 - All-Academic Team	19,380	13,500	22,260	16,200	6,060
411001 - All American	12,575	9,000	14,875	11,000	3,875
Total Membership Programs	33,629	22,500	288,623	283,325	5,299
Event Revenues					
410120 - National Registration Fee	373,610	390,000	3,458,750	3,440,500	18,250
410416 - Event Incentives	2,000	2,000	39,000	39,000	0
410415 - Event Vendors	14,854	10,000	100,369	66,000	34,369
410480 - Hotel Rebates	14,535	15,000	199,127	201,200	(2,073)
Total Event Revenues	404,999	417,000	3,797,246	3,746,700	50,546
Regional Revenues					
Regional Bid Fees	7,350	3,975	15,300	11,250	4,050
Regional Circuit Fees	15,460	7,000	437,807	402,900	34,907
Total Regional Revenues	22,810	10,975	453,107	414,150	38,957
Ticket Revenue					
410144 - Tickets - National Events	1,415	0	32,922	0	32,922
410146 - Tickets - US International Events	0	0	14,935	18,500	(3,565)
Total Ticket Revenue	1,415	0	47,857	18,500	29,357
Recognized International Events					
Asian Events					
410950 - International Regional Circuit	(1,536)	0	6,042	6,000	42
410960 - International Regional Surcharge	110	0	49,665	40,000	9,665
Total Asian Events	(1,426)	0	55,707	46,000	9,707
Total Recognized International Events	(1,426)	0	55,707	46,000	9,707
Magazine and Communications Revenue					
Magazine Revenue	276	0	4,996	4,050	946
Communications Revenue	3,864	2,600	23,498	20,900	2,598
Total Magazine and Communications Revenue	4,140	2,600	28,494	24,950	3,544

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Marketing Revenue					
410495 - VIK - Tournament Equipment	94,700	94,700	793,100	793,100	0
410410 - Sponsorship Revenue	197	0	98,269	95,000	3,269
410451 - Corporate Partnership	180	0	6,180	5,400	780
410458 - Merchandise Retail Operations	4,269	4,250	39,171	37,250	1,921
Total Marketing Revenue	99,346	98,950	936,720	930,750	5,970
Coach Education Revenues					
410190 - Clinics	0	0	1,775	1,785	(10)
410195 - Online Courses	0	0	0	250	(250)
Total Coach Education Revenues	0	0	1,775	2,035	(260)
USOC Funding					
410492 - VIK - Airline Tickets	2,876	0	69,277	66,402	2,875
410700 - Grants	22,000	0	42,069	16,000	26,069
410710 - Base Funding	177,964	177,964	849,820	849,820	0
Total USOC Funding	202,840	177,964	961,166	932,222	28,944
International Programs Revenue					
International Registration Fees	2,070	1,750	129,197	127,150	2,047
Cadre to World Cup Fee	0	0	226,054	214,475	11,579
Total International Programs Revenue	2,070	1,750	355,251	341,625	13,626
International Licensing Fees					
410210 - FIE License Fee	80	0	26,640	26,120	520
410235 - European Federation License	0	0	11,950	11,950	0
410240 - IWAS License Fee	0	0	420	0	420
Total International Licensing Fees	80	0	39,010	38,070	940
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	74	250	2,775	2,750	25
410520 - Development General/ Annual Giving	1,345	2,500	26,310	73,375	(47,065)
410540 - Donations Restricted	500	0	24,435	7,500	16,935
410558 - Donation - Major Gift	0	0	10,000	10,000	0
Total Development Revenue	1,919	2,750	63,520	93,625	(30,105)
Investment Income					
410620 - Interest Earned	560	20	1,397	180	1,217
410625 - Interest Investments	17	15	252	135	117
410626 - Realized Gain(Loss) Investments	1,734	415	4,987	3,735	1,252
410627 - Unrealized Gain(Loss) Investments	25,769	830	43,157	7,470	35,687
410628 - Dividends Investments	299	100	5,463	900	4,563
Total Investment Income	28,379	1,380	55,256	12,420	42,836
Other Income					
410150 - RC Exam	1,900	750	12,900	11,250	1,650
410155 - Wheelchair Exam	0	0	125	0	125
410442 - Merchandise/Apparel	220	0	36,638	32,150	4,488
410600 - Miscellaneous Revenue	827	0	8,425	250	8,175
Total Other Income	2,947	750	58,088	43,650	14,438
Total Income	826,757	750,244	9,199,663	9,020,642	179,021

	Month Ending		Year To Date		
	04/30/2019		04/30/2019		
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Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,657	2,250	22,636	22,450	187
500122 - Amoritization	3,436	3,330	30,917	30,690	227
500440 - Phone	4,028	4,284	27,341	28,977	(1,636)
500460 - Postage and Shipping	1,862	1,525	17,468	19,190	(1,722)
500480 - Printing	1,763	1,550	19,505	19,995	(490)
500140 - Equipment/Copier	60	70	539	630	(91)
500142 - Leased Equipment	707	665	5,949	5,985	(36)
500602 - Company Software/Hardware	2,337	2,300	42,973	43,775	(803)
500548 - Rent - Office	1,600	2,500	20,376	22,500	(2,123)
500546 - Rent - Public Storage	272	265	2,501	2,385	115
500543 - Rent - Storage Tournament Equipment	1,686	750	9,530	7,000	2,531
Total Operating Expenses	20,408	19,489	199,735	203,577	(3,841)
Administration Fees					
Data Center & Software	12,850	12,865	115,650	115,785	(135)
Braintree & Bank Fees	23,785	24,425	306,590	308,175	(1,585)
Total Administration Fees	36,635	37,290	422,240	423,960	(1,720)
Compensation Expense	121,331	125,048	1,105,610	1,154,301	(48,691)
Insurance Expense					
Athlete Accident Insurance Expense	3,492	3,687	31,425	33,183	(1,758)
General Liability Insurance expense	31,165	31,245	280,484	281,205	(721)
Other Insurance expense	3,259	2,678	21,793	21,932	(140)
Total Insurance Expense	37,916	37,610	333,702	336,320	(2,619)
Membership Expenses					
Background Checks	4,187	4,050	38,922	39,850	(927)
Rebates Expense	4,266	4,500	75,012	75,750	(738)
Total Membership Expenses	8,453	8,550	113,934	115,600	(1,665)
Center for Safe Sport					
500145 - Center for Safe Sport	0	0	28,080	28,000	80
Total USFA - Center for Safe Sport	0	0	28,080	28,000	80
Event Expense					
500160 - Freight	36,574	17,000	155,890	146,250	9,640
500549 - Venue Rental	5,121	5,000	255,004	239,750	15,254
500550 - Venue Decorator	29,199	29,000	267,572	254,200	13,371
500552 - Venue Security	8,125	7,000	57,628	55,200	2,429
500553 - Venue Electric	6,536	6,000	51,889	56,500	(4,612)
500554 - Venue Catering	27,688	31,250	259,102	255,750	3,353
500557 - Venue EMT	1,650	2,000	15,572	11,500	4,072
500558 - Venue Phone/AV/Internet	4,214	8,000	90,389	91,500	(1,112)
500559 - Production/Staging	15,675	11,000	65,720	64,300	1,421
500560 - Temporary Labor - Events	3,572	4,500	33,844	34,700	(856)
500561 - Contract Labor - Events	0	0	9,729	9,750	(21)
500603 - Event Software	2,150	1,850	12,950	12,950	0
500620 - Trophies & Medals	2,531	800	7,824	7,600	224
500754 - Broadcasting	0	0	74,568	72,000	2,568
Total Event Expense	143,035	123,400	1,357,681	1,311,950	45,731

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Travel Expense					
500020 - Air	193,691	173,500	1,059,507	982,340	77,167
500021 - VIK - Air	2,875	0	69,277	66,402	2,875
500022 - Baggage Fees	4,812	3,800	19,049	15,650	3,399
500200 - Ground Transportation	20,287	24,430	160,598	168,310	(7,713)
500240 - Hotel	138,603	144,525	753,868	747,000	6,869
Total Travel Expense	360,268	346,255	2,062,299	1,979,702	82,597
Per Diem & Honorarium					
500420 - Per Diem	26,760	39,250	207,370	231,600	(24,230)
500220 - Honorarium	76,607	76,950	503,300	504,600	(1,300)
Total Per Diem & Honorarium	103,367	116,200	710,670	736,200	(25,530)
Professional Services Expense					
500106 - Audit Fee	0	0	10,670	10,575	95
500107 - Tax Return Fee	0	0	3,250	3,250	0
500108 - Legal Fees	2,083	2,083	22,962	21,973	989
500562 - Contract Labor	21,698	20,583	186,608	181,347	5,260
500756 - Professional Service Fees	0	0	17,375	17,250	125
500780 - Consulting Fees	0	167	2,500	3,168	(668)
Total Professional Services Expense	23,781	22,833	243,365	237,563	5,801
Magazine and Communications Expense					
Magazine Expense	0	0	21,618	21,900	(281)
Communications Expense	785	795	35,981	38,155	(2,175)
Total Magazine and Communications Expense	785	795	57,599	60,055	(2,456)
Marketing Expense					
500650 - VIK- Tournament Equipment	94,700	94,700	793,100	793,100	0
500750 - Advertizing and Promotions	0	0	520	0	520
Total Marketing Expense	94,700	94,700	793,620	793,100	520
Direct Athlete Support					
500268 - Direct Athlete Support	2,400	4,300	138,292	142,525	(4,233)
Total Direct Athlete Support	2,400	4,300	138,292	142,525	(4,233)
National Team Support					
500730 - Coaches Salaries	21,900	25,050	225,900	225,450	450
Total National Team Support	21,900	25,050	225,900	225,450	450
International Programs Expense					
International License Expense	23	0	18,063	16,780	1,284
International Programs Other	6,617	10,950	49,417	54,745	(5,328)
Total International Programs Expense	6,640	10,950	67,480	71,525	(4,044)
Other Expenses					
500130 - Dues and Fees - Other	7,594	6,550	33,258	32,755	503
500335 - Entertainment	121	225	2,774	2,900	(126)
500340 - Meals	17,488	18,120	74,915	71,200	3,715
500600 - Supply	11,786	1,950	55,366	43,845	11,521
500430 - Prior Year Adjustments	635	0	9,618	850	8,768
500360 - Miscellaneous	4,739	2,800	11,733	10,765	968
500799 - Employee Development	0	0	8,094	1,600	6,494
500800 - Dues/Memberships/Subscriptions	158	407	10,133	4,396	5,737
500715 - Event Fee Refunds	13,850	13,850	71,895	71,895	0
500355 - Merchandise/Apparel	26,672	8,000	73,286	46,605	26,681
Total Other Expenses	83,043	51,902	351,072	286,811	64,261
Total Total Expenses	1,064,662	1,024,372	8,211,279	8,106,639	104,641
Total USFA- Net Income	(237,905)	(274,128)	988,384	914,003	74,381