

USAFencing  
USFA- Budget vs Actual  
As of February 28, 2019

As of Date:

02/28/2019

Department Group:

Active

	Month Ending 02/28/2019		Year To Date 02/28/2019		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Net Income</b>					
<b>Total Income</b>					
<b>Membership Revenue</b>					
Competitive Membership Revenue	52,990	50,250	1,349,528	1,399,700	(50,173)
Non-Competitive Membership Revenue	7,530	7,000	98,474	105,000	(6,526)
Supporting Membership Revenue	5,560	4,750	48,451	46,250	2,202
Coach Membership Revenue	4,380	6,250	270,101	277,950	(7,850)
Club Membership Revenue	3,800	1,500	43,957	45,400	(1,442)
Admin Membership Revenue	1,500	1,375	52,488	52,375	113
<b>Total Membership Revenue</b>	<b>75,760</b>	<b>71,125</b>	<b>1,862,999</b>	<b>1,926,675</b>	<b>(63,676)</b>
<b>Membership Programs</b>					
410310 - Insurance Revenue Club	1,090	4,750	241,959	251,650	(9,691)
410320 - Insurance Revenue Third Party	0	0	125	0	125
410031 - Club Banner	0	0	4,350	3,000	1,350
411001 - All American	575	500	575	500	75
411000 - All-Academic Team	720	700	720	700	20
<b>Total Membership Programs</b>	<b>2,385</b>	<b>5,950</b>	<b>247,729</b>	<b>255,850</b>	<b>(8,121)</b>
<b>Event Revenues</b>					
410120 - National Registration Fee	528,755	500,000	2,426,160	2,410,000	16,160
410416 - Event Incentives	10,000	10,000	37,000	37,000	0
410415 - Event Vendors	16,907	10,000	73,213	46,000	27,213
410480 - Hotel Rebates	26,590	28,000	151,853	151,700	153
<b>Total Event Revenues</b>	<b>582,252</b>	<b>548,000</b>	<b>2,688,226</b>	<b>2,644,700</b>	<b>43,526</b>
<b>Regional Revenues</b>					
Regional Bid Fees	225	1,275	5,925	5,700	225
Regional Circuit Fees	149,117	131,850	555,153	524,600	30,553
<b>Total Regional Revenues</b>	<b>149,342</b>	<b>133,125</b>	<b>561,078</b>	<b>530,300</b>	<b>30,778</b>
<b>Ticket Revenue</b>					
410144 - Tickets - National Events	14,815	0	28,266	0	28,266
410146 - Tickets - US International Events	(845)	0	1,626	8,500	(6,874)
<b>Total Ticket Revenue</b>	<b>13,970</b>	<b>0</b>	<b>29,892</b>	<b>8,500</b>	<b>21,392</b>
<b>Recognized International Events</b>					
<b>Asian Events</b>					
410950 - International Regional Circuit	1,080	1,000	4,968	4,750	218
410960 - International Regional Surcharge	5,830	5,500	36,795	35,000	1,795
<b>Total Asian Events</b>	<b>6,910</b>	<b>6,500</b>	<b>41,763</b>	<b>39,750</b>	<b>2,013</b>
<b>Total Recognized International Events</b>	<b>6,910</b>	<b>6,500</b>	<b>41,763</b>	<b>39,750</b>	<b>2,013</b>
<b>Magazine and Communications Revenue</b>					
Magazine Revenue	336	250	4,316	4,050	266
Communications Revenue	2,992	2,350	14,937	13,200	1,737
<b>Total Magazine and Communications Revenue</b>	<b>3,328</b>	<b>2,600</b>	<b>19,253</b>	<b>17,250</b>	<b>2,003</b>
<b>Marketing Revenue</b>					
410495 - VIK - Tournament Equipment	101,100	101,100	547,400	547,400	0
410410 - Sponsorship Revenue	32,188	30,000	42,685	45,000	(2,315)
410451 - Corporate Partnership	600	0	5,400	0	5,400
410458 - Merchandise Retail Operations	15,730	14,250	29,180	26,750	2,430
<b>Total Marketing Revenue</b>	<b>149,618</b>	<b>145,350</b>	<b>624,665</b>	<b>619,150</b>	<b>5,515</b>

	Month Ending 02/28/2019		Year To Date 02/28/2019		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Coach Education Revenues</b>					
410190 - Clinics	450	250	1,775	1,600	175
410195 - Online Courses	0	0	0	250	(250)
<b>Total Coach Education Revenues</b>	<b>450</b>	<b>250</b>	<b>1,775</b>	<b>1,850</b>	<b>(75)</b>
<b>USOC Funding</b>					
410492 - VIK - Airline Tickets	11,496	11,496	40,877	40,877	0
410700 - Grants	0	0	20,069	16,000	4,069
410710 - Base Funding	0	0	671,856	671,856	0
<b>Total USOC Funding</b>	<b>11,496</b>	<b>11,496</b>	<b>732,802</b>	<b>728,733</b>	<b>4,069</b>
<b>International Programs Revenue</b>					
International Registration Fees	3,501	3,000	87,807	82,900	4,907
Cadre to World Cup Fee	(9,525)	15,000	237,314	208,475	28,839
<b>Total International Programs Revenue</b>	<b>(6,024)</b>	<b>18,000</b>	<b>325,121</b>	<b>291,375</b>	<b>33,746</b>
<b>International Licensing Fees</b>					
410210 - FIE License Fee	1,360	1,430	26,160	26,120	40
410235 - European Federation License	0	0	11,900	11,950	(50)
410240 - IWAS License Fee	0	0	360	0	360
<b>Total International Licensing Fees</b>	<b>1,360</b>	<b>1,430</b>	<b>38,420</b>	<b>38,070</b>	<b>350</b>
<b>US Fencing Foundation Grant</b>					
410820 - USFF Grants	0	0	97,570	97,570	0
<b>Total US Fencing Foundation Grant</b>	<b>0</b>	<b>0</b>	<b>97,570</b>	<b>97,570</b>	<b>0</b>
<b>Development Revenue</b>					
410510 - Donations CFC	0	250	2,031	2,500	(469)
410520 - Development General/ Annual Giving	5,699	7,275	23,180	64,375	(41,195)
410540 - Donations Restricted	0	0	23,935	7,500	16,435
410558 - Donation - Major Gift	0	0	10,000	10,000	0
<b>Total Development Revenue</b>	<b>5,699</b>	<b>7,525</b>	<b>59,146</b>	<b>84,375</b>	<b>(25,229)</b>
<b>Investment Income</b>					
410620 - Interest Earned	37	20	173	140	33
410625 - Interest Investments	16	15	221	105	116
410626 - Realized Gain(Loss) Investments	(1,733)	415	1,381	2,905	(1,524)
410627 - Unrealized Gain(Loss) Investments	30,200	830	11,711	5,810	5,901
410628 - Dividends Investments	358	100	4,259	700	3,559
<b>Total Investment Income</b>	<b>28,878</b>	<b>1,380</b>	<b>17,745</b>	<b>9,660</b>	<b>8,085</b>
<b>Other Income</b>					
410150 - RC Exam	975	1,000	9,475	8,500	975
410155 - Wheelchair Exam	0	0	125	0	125
410442 - Merchandise/Apparel	875	0	29,925	26,150	3,775
410600 - Miscellaneous Revenue	634	50	7,103	250	6,853
<b>Total Other Income</b>	<b>2,484</b>	<b>1,050</b>	<b>46,628</b>	<b>34,900</b>	<b>11,728</b>
<b>Total Income</b>	<b>1,027,908</b>	<b>953,781</b>	<b>7,394,812</b>	<b>7,328,708</b>	<b>66,104</b>

	Month Ending 02/28/2019		Year To Date 02/28/2019		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Total Expenses</b>					
<b>Operating Expenses</b>					
500120 - Depreciation- Furn, Fix, Bldg	2,552	2,250	17,427	17,350	76
500122 - Amoritization	3,436	3,330	24,046	24,030	16
500440 - Phone	2,698	2,584	20,203	21,799	(1,596)
500460 - Postage and Shipping	835	1,825	14,046	15,540	(1,493)
500480 - Printing	1,147	675	14,787	13,320	1,467
500140 - Equipment/Copier	60	70	420	490	(71)
500142 - Leased Equipment	592	665	4,428	4,655	(227)
500602 - Company Software/Hardware	2,169	1,400	38,796	37,720	1,076
500548 - Rent - Office	2,525	2,500	16,360	17,500	(1,140)
500546 - Rent - Public Storage	272	265	1,904	1,855	49
500543 - Rent - Storage Tournament Equipment	975	750	6,852	5,500	1,352
<b>Total Operating Expenses</b>	<b>17,261</b>	<b>16,314</b>	<b>159,269</b>	<b>159,759</b>	<b>(491)</b>
<b>Administration Fees</b>					
Data Center & Software	12,850	12,865	89,950	90,055	(105)
Braintree & Bank Fees	26,080	24,300	257,353	254,575	2,778
<b>Total Administration Fees</b>	<b>38,930</b>	<b>37,165</b>	<b>347,303</b>	<b>344,630</b>	<b>2,673</b>
<b>Compensation Expense</b>	<b>121,402</b>	<b>125,619</b>	<b>810,686</b>	<b>873,261</b>	<b>(62,575)</b>
<b>Insurance Expense</b>					
Athlete Accident Insurance Expense	3,492	3,687	24,442	25,809	(1,367)
General Liability Insurance expense	31,165	31,245	218,154	218,715	(560)
Other Insurance expense	753	1,228	9,417	10,491	(1,075)
<b>Total Insurance Expense</b>	<b>35,410</b>	<b>36,160</b>	<b>252,013</b>	<b>255,015</b>	<b>(3,002)</b>
<b>Membership Expenses</b>					
Background Checks	2,437	2,550	32,784	33,750	(966)
Rebates Expense	(67)	0	70,746	71,250	(504)
<b>Total Membership Expenses</b>	<b>2,370</b>	<b>2,550</b>	<b>103,530</b>	<b>105,000</b>	<b>(1,470)</b>
<b>Event Expense</b>					
500160 - Freight	14,848	18,000	89,258	98,250	(8,991)
500549 - Venue Rental	25,000	25,000	158,492	149,250	9,241
500550 - Venue Decorator	31,561	30,000	174,642	163,000	11,642
500552 - Venue Security	2,711	6,000	33,038	30,200	2,838
500553 - Venue Electric	4,400	6,000	26,220	30,000	(3,780)
500554 - Venue Catering	37,517	37,000	181,658	175,000	6,658
500557 - Venue EMT	5,640	2,500	12,075	7,500	4,575
500558 - Venue Phone/AV/Internet	10,511	8,000	44,384	42,500	1,884
500559 - Production/Staging	17,513	19,000	37,520	40,500	(2,980)
500560 - Temporary Labor - Events	0	0	21,805	22,000	(194)
500561 - Contract Labor - Events	8,514	8,500	9,729	9,750	(21)
500603 - Event Software	1,850	1,850	8,950	9,250	(300)
500620 - Trophies & Medals	620	800	4,452	5,200	(749)
500754 - Broadcasting	3,293	0	6,068	3,000	3,068
<b>Total Event Expense</b>	<b>163,978</b>	<b>162,650</b>	<b>808,291</b>	<b>785,400</b>	<b>22,891</b>
<b>Travel Expense</b>					
500020 - Air	144,364	129,250	735,262	684,115	51,147
500021 - VIK - Air	11,496	11,496	40,877	40,877	0
500022 - Baggage Fees	1,854	1,925	11,203	9,725	1,478
500200 - Ground Transportation	21,901	25,375	108,498	112,500	(4,002)
500240 - Hotel	89,149	87,615	469,723	475,715	(5,991)
<b>Total Travel Expense</b>	<b>268,764</b>	<b>255,661</b>	<b>1,365,563</b>	<b>1,322,932</b>	<b>42,632</b>

	Month Ending 02/28/2019		Year To Date 02/28/2019		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Per Diem & Honorarium					
500420 - Per Diem	30,298	35,325	141,436	152,250	(10,814)
500220 - Honorarium	67,313	68,425	345,406	349,100	(3,695)
Total Per Diem & Honorarium	97,611	103,750	486,842	501,350	(14,509)
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	2,683	2,083	18,795	17,807	988
500562 - Contract Labor	21,399	17,233	142,812	139,981	2,831
500756 - Professional Service Fees	125	0	17,375	17,250	125
500780 - Consulting Fees	0	167	2,500	2,834	(334)
Total Professional Services Expense	24,207	19,483	195,402	191,697	3,705
Magazine and Communications Expense					
Magazine Expense	0	0	21,619	21,900	(281)
Communications Expense	4,543	4,545	34,410	36,565	(2,155)
Total Magazine and Communications Expense	4,543	4,545	56,029	58,465	(2,436)
Marketing Expense					
500650 - VIK- Tournament Equipment	101,100	101,100	547,400	547,400	0
500750 - Advertizing and Promotions	0	0	520	0	520
Total Marketing Expense	101,100	101,100	547,920	547,400	520
Direct Athlete Support					
500268 - Direct Athlete Support	108,592	108,725	133,492	133,925	(433)
Total Direct Athlete Support	108,592	108,725	133,492	133,925	(433)
National Team Support					
500730 - Coaches Salaries	29,900	25,050	175,700	175,350	350
Total National Team Support	29,900	25,050	175,700	175,350	350
International Programs Expense					
International License Expense	582	0	18,040	16,280	1,761
International Programs Other	8,622	8,885	41,383	40,915	467
Total International Programs Expense	9,204	8,885	59,423	57,195	2,228
Other Expenses					
500130 - Dues and Fees - Other	1,169	825	20,804	22,105	(1,300)
500335 - Entertainment	0	0	653	675	(23)
500340 - Meals	6,960	4,575	40,394	33,940	6,454
500600 - Supply	5,594	2,600	42,531	34,700	7,831
500430 - Prior Year Adjustments	0	0	8,982	850	8,133
500360 - Miscellaneous	(1,125)	340	7,392	7,190	201
500799 - Employee Development	10	0	8,084	1,000	7,084
500800 - Dues/Memberships/Subscriptions	504	357	6,623	4,142	2,481
500715 - Event Fee Refunds	6,995	6,995	43,675	43,675	0
500355 - Merchandise/Apparel	3,124	1,680	40,262	35,605	4,657
Total Other Expenses	23,231	17,372	219,400	183,882	35,518
Total Total Expenses	1,046,503	1,025,029	5,720,863	5,695,261	25,601
Total USFA- Net Income	(18,595)	(71,248)	1,673,949	1,633,447	40,502