

USAFencing
 USFA- Budget vs Actual
 As of July 31, 2018

As of Date:

07/31/2018

	Month Ending 07/31/2018		Year To Date 07/31/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	6,665	0	1,397,297	1,410,700	(13,403)
Non-Competitive Membership Revenue	10	0	114,493	119,000	(4,507)
Supporting Membership Revenue	0	0	6,981	9,675	(2,694)
Coach Membership Revenue	20	0	248,508	331,660	(83,152)
Club Membership Revenue	0	0	41,977	44,750	(2,773)
Admin Membership Revenue	50	0	64,025	38,650	25,375
Total Membership Revenue	6,745	0	1,873,281	1,954,435	(81,154)
Membership Programs					
410310 - Insurance Revenue Club	0	0	213,450	219,125	(5,675)
410320 - Insurance Revenue Third Party	0	0	125	0	125
410031 - Club Banner	0	0	3,865	2,980	885
411001 - All American	0	0	11,350	5,000	6,350
411000 - All-Academic Team	0	0	17,820	13,200	4,620
Total Membership Programs	0	0	246,610	240,305	6,305
Event Revenues					
410120 - National Registration Fee	1,421,850	1,338,510	4,550,902	4,368,747	182,155
410416 - Event Incentives	0	0	27,896	27,896	0
410415 - Event Vendors	19,408	15,000	98,258	71,200	27,058
410480 - Hotel Rebates	66,314	80,000	223,673	245,000	(21,327)
Total Event Revenues	1,507,572	1,433,510	4,900,729	4,712,843	187,886
Regional Revenues					
Regional Bid Fees	0	0	14,775	8,000	6,775
Regional Circuit Fees	7,990	0	149,253	120,950	28,303
Total Regional Revenues	7,990	0	164,028	128,950	35,078
Ticket Revenue					
410140 - Ticket Sales	0	0	20,703	19,500	1,203
410110 - Tickets - Hall of Fame	2,995	6,000	2,995	6,000	(3,005)
Total Ticket Revenue	2,995	6,000	23,698	25,500	(1,802)
Magazine and Communications Revenue					
Magazine Revenue	12	0	6,202	4,000	2,202
Communications Revenue	175	625	25,045	18,500	6,545
Total Magazine and Communications Revenue	187	625	31,247	22,500	8,747
Marketing Revenue					
410495 - VIK - Tournament Equipment	120,300	120,300	919,800	919,800	0
410410 - Sponsorship Revenue	30,166	30,000	175,669	177,000	(1,331)
410451 - Corporate Partnership	500	0	6,000	4,000	2,000
410458 - Merchandise Retail Operations	32,580	37,750	67,830	62,500	5,330
Total Marketing Revenue	183,546	188,050	1,169,299	1,163,300	5,999

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International Programs Revenue					
International Registration Fees	0	0	126,203	120,650	5,553
International Licensing Fees	3,680	0	51,100	45,250	5,850
Other International Program Revenue	750	0	5,375	0	5,375
Cadre to World Cup Fee	0	0	189,956	210,000	(20,044)
Total International Programs Revenue	4,430	0	372,634	375,900	(3,266)
USOC Funding					
410492 - VIK - Airline Tickets	(23)	(23)	146,644	146,644	0
410700 - Grants	9,687	10,000	47,187	47,500	(313)
410710 - Base Funding	0	0	731,706	731,706	0
Total USOC Funding	9,664	9,977	925,537	925,850	(313)
US Fencing Foundation Grant					
410820 - USFF Grants	0	0	66,817	66,817	0
Total US Fencing Foundation Grant	0	0	66,817	66,817	0
Development Revenue					
410510 - Donations CFC	0	0	2,383	3,000	(616)
410520 - Development General/ Annual Giving	9,245	1,000	56,756	63,327	(6,572)
410540 - Donations Restricted	(9,150)	0	5,450	0	5,450
Total Development Revenue	95	1,000	64,589	66,327	(1,738)
Investment Income					
410620 - Interest Earned	14	25	225	250	(24)
410625 - Interest Investments	34	0	262	0	262
410626 - Realized Gain(Loss) Investments	459	0	21,119	0	21,119
410627 - Unrealized Gain(Loss) Investments	9,118	0	33,875	0	33,875
410628 - Dividends Investments	176	0	3,814	0	3,814
Total Investment Income	9,801	25	59,295	250	59,046
Other Income					
410497 - VIK- Services	22,730	22,730	111,861	111,860	0
410150 - RC Exam	1,400	325	20,050	13,900	6,150
410442 - Merchandise/Apparel	4,463	0	35,101	32,900	2,201
410600 - Miscellaneous Revenue	32,276	0	64,277	4,950	59,327
410651 - Prior Year Income	22,176	0	32,025	0	32,026
Total Other Income	83,045	23,055	263,314	163,610	99,704
Total Income	1,816,070	1,662,242	10,161,078	9,846,587	314,492

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Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	1,622	2,500	32,318	32,902	(584)
500122 - Amoritization	3,321	3,333	39,848	39,984	(136)
500440 - Phone	5,738	3,959	33,681	29,435	4,246
500460 - Postage and Shipping	2,296	3,440	25,431	25,240	191
500480 - Printing	1,071	1,750	27,341	25,425	1,916
500140 - Equipment/Copier	60	87	3,480	1,000	2,480
500142 - Leased Equipment	522	712	7,393	8,500	(1,107)
500602 - Company Software/Hardware	7,979	7,480	53,610	46,580	7,030
500548 - Rent - Office	2,306	2,344	28,816	29,328	(512)
500546 - Rent - Public Storage	272	250	3,011	3,000	11
500543 - Rent - Storage Tournament Equipment	972	0	7,959	800	7,159
Total Operating Expenses	26,159	25,855	262,888	242,194	20,694
Administration Fees					
Data Center & Software	12,850	12,852	154,200	154,224	(24)
Braintree & Bank Fees	19,957	19,425	227,792	227,650	142
Total Administration Fees	32,807	32,277	381,992	381,874	118
Compensation Expense	146,552	146,553	1,375,688	1,375,696	(8)
Insurance Expense					
Athlete Accident Insurance Expense	3,511	3,510	42,125	42,125	0
General Liability Insurance expense	27,286	27,300	323,171	323,200	(29)
Other Insurance expense	15,387	9,355	47,731	35,810	11,921
Total Insurance Expense	46,184	40,165	413,027	401,135	11,892
Membership Expenses					
Background Checks	16,508	16,180	61,490	61,880	(390)
Rebates Expense	16,512	16,380	76,507	80,400	(3,893)
Total Membership Expenses	33,020	32,560	137,997	142,280	(4,283)
Center for Safe Sport					
500145 - Center for Safe Sport	0	0	23,400	23,400	0
Total USFA - Center for Safe Sport	0	0	23,400	23,400	0
Event Expense					
500160 - Freight	20,364	12,000	186,319	164,737	21,582
500549 - Venue Rental	8,345	2,500	266,856	247,645	19,211
500550 - Venue Decorator	57,059	45,200	239,484	222,700	16,785
500552 - Venue Security	19,000	20,000	52,503	45,000	7,502
500553 - Venue Electric	9,073	10,000	61,024	63,500	(2,476)
500554 - Venue Catering	140,431	116,600	422,605	357,250	65,355
500555 - Local Organizing Committee	2,500	2,500	5,000	6,000	(1,000)
500557 - Venue EMT	6,045	6,000	22,999	22,000	999
500558 - Venue Phone/AV/Internet	19,051	16,050	106,468	108,165	(1,697)
500559 - Production/Staging	15,794	18,625	58,075	68,256	(10,181)
500560 - Temporary Labor - Events	(1,780)	645	26,596	26,995	(399)
500561 - Contract Labor - Events	0	0	5,247	5,250	(3)
500603 - Event Software	3,750	2,250	18,778	13,600	5,178
500604 - Event Technology	4,155	4,155	20,779	20,355	424
500620 - Trophies & Medals	3,014	3,250	9,581	16,590	(7,008)
500754 - Broadcasting	0	0	76,042	74,000	2,041
Total Event Expense	306,801	259,775	1,578,356	1,462,043	116,313

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Travel Expense					
500020 - Air	139,106	130,525	1,136,601	1,077,780	58,821
500021 - VIK - Air	(23)	(23)	146,644	146,644	0
500022 - Baggage Fees	4,642	8,125	21,797	23,720	(1,923)
500200 - Ground Transportation	34,850	28,255	229,477	203,105	26,373
500240 - Hotel	180,723	245,215	997,684	1,057,490	(59,807)
Total Travel Expense	359,298	412,097	2,532,203	2,508,739	23,464
Per Diem & Honorarium					
500420 - Per Diem	63,030	81,575	296,736	326,150	(29,414)
500220 - Honorarium	189,317	195,050	688,401	640,470	47,931
Total Per Diem & Honorarium	252,347	276,625	985,137	966,620	18,517
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	2,087	31,653	25,000	6,653
500654 - VIK- Services	22,730	22,730	111,860	111,860	0
500562 - Contract Labor	18,078	18,683	216,467	195,186	21,281
500780 - Consulting Fees	0	5,000	7,500	12,500	(5,000)
Total Professional Services Expense	42,892	48,500	380,855	356,296	24,559
Magazine and Communications Expense					
Magazine Expense	0	1,125	32,483	33,475	(992)
Communications Expense	1,105	1,600	37,550	39,445	(1,895)
Total Magazine and Communications Expense	1,105	2,725	70,033	72,920	(2,887)
Marketing Expense					
500650 - VIK- Tournament Equipment	120,300	120,300	919,800	919,800	0
500750 - Advertizing and Promotions	0	0	4,430	0	4,430
Total Marketing Expense	120,300	120,300	924,230	919,800	4,430
Direct Athlete Support					
500268 - Direct Athlete Support	4,000	4,000	94,539	95,500	(960)
Total Direct Athlete Support	4,000	4,000	94,539	95,500	(960)
National Team Support					
500730 - Coaches Salaries	24,300	24,300	291,600	291,600	0
Total National Team Support	24,300	24,300	291,600	291,600	0
International Programs Expense					
International License Expense	0	0	18,861	13,750	5,111
International Programs Other	0	0	53,059	53,370	(312)
Total International Programs Expense	0	0	71,920	67,120	4,799
Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	(11,037)	(11,000)	(36)
500130 - Dues and Fees - Other	9,057	10,375	40,124	41,025	(902)
500335 - Entertainment	0	100	3,948	3,850	98
500340 - Meals	22,920	4,670	101,158	73,350	27,808
500600 - Supply	10,601	8,150	61,045	45,300	15,746
500430 - Prior Year Adjustments	323	300	35,500	4,650	30,849
500360 - Miscellaneous	2,133	6,525	19,746	24,120	(4,373)
500799 - Employee Development	0	0	190	190	0
500800 - Dues/Memberships/Subscriptions	20	130	9,931	7,545	2,386
500715 - Event Fee Refunds	38,690	38,405	123,450	123,450	0
500355 - Merchandise/Apparel	16,918	25,275	79,078	76,890	2,188
Total Other Expenses	100,662	93,930	463,133	389,370	73,764
Total Total Expenses	1,496,427	1,519,662	9,986,998	9,696,587	290,412
Total USFA- Net Income	319,643	142,580	174,080	150,000	24,080