

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

As of Date:

08/31/2018

	Month Ending 08/31/2018		Year To Date 08/31/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	726,905	703,075	726,905	703,075	23,830
International License					
410065 - International Competitive License	17,925	17,500	17,925	17,500	425
Total International License	17,925	17,500	17,925	17,500	425
Non-Competitive Membership Revenue	39,214	42,500	39,214	42,500	(3,287)
Supporting Membership Revenue	4,311	5,000	4,311	5,000	(689)
Coach Membership Revenue	211,124	198,200	211,124	198,200	12,925
Club Membership Revenue	25,687	25,800	25,687	25,800	(113)
Admin Membership Revenue	15,642	15,500	15,642	15,500	142
Total Membership Revenue	1,040,808	1,007,575	1,040,808	1,007,575	33,233
Membership Programs					
410310 - Insurance Revenue Club	195,704	183,750	195,704	183,750	11,954
410031 - Club Banner	2,015	2,000	2,015	2,000	15
Total Membership Programs	197,719	185,750	197,719	185,750	11,969
Regional Revenues					
Regional Circuit Fees	60,265	52,960	60,265	52,960	7,305
Total Regional Revenues	60,265	52,960	60,265	52,960	7,305
Magazine and Communications Revenue					
Magazine Revenue	1,864	1,750	1,864	1,750	114
Communications Revenue	1,101	1,125	1,101	1,125	(24)
Total Magazine and Communications Revenue	2,965	2,875	2,965	2,875	90
Marketing Revenue					
410410 - Sponsorship Revenue	30	0	30	0	30
Total Marketing Revenue	30	0	30	0	30
International Programs Revenue					
International Registration Fees	10,590	10,150	10,590	10,150	440
International Licensing Fees	11,830	11,570	11,830	11,570	260
Cadre to World Cup Fee	53,820	53,520	53,820	53,520	300
Total International Programs Revenue	76,240	75,240	76,240	75,240	1,000
USOC Funding					
410492 - VIK - Airline Tickets	13,144	13,145	13,144	13,145	0
410710 - Base Funding	175,964	175,964	175,964	175,964	0
Total USOC Funding	189,108	189,109	189,108	189,109	0
Development Revenue					
410510 - Donations CFC	575	250	575	250	324
410520 - Development General/ Annual Giving	4,705	8,000	4,705	8,000	(3,295)
410540 - Donations Restricted	11,835	0	11,835	0	11,835
Total Development Revenue	17,115	8,250	17,115	8,250	8,864

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Investment Income					
410620 - Interest Earned	13	20	13	20	(7)
410625 - Interest Investments	28	15	28	15	13
410626 - Realized Gain(Loss) Investments	730	415	730	415	315
410627 - Unrealized Gain(Loss) Investments	8,693	830	8,693	830	7,863
410628 - Dividends Investments	238	100	238	100	138
Total Investment Income	9,702	1,380	9,702	1,380	8,322
Other Income					
410150 - RC Exam	1,225	1,500	1,225	1,500	(275)
410442 - Merchandise/Apparel	4,340	4,200	4,340	4,200	140
410600 - Miscellaneous Revenue	1,612	0	1,612	0	1,612
Total Other Income	7,177	5,700	7,177	5,700	1,477
Total Income	1,601,129	1,528,839	1,601,129	1,528,839	72,290

	Month Ending 08/31/2018		Year To Date 08/31/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,442	2,250	2,442	2,250	192
500122 - Amoritization	3,436	3,330	3,436	3,330	105
500440 - Phone	2,656	2,864	2,656	2,864	(207)
500460 - Postage and Shipping	1,034	1,400	1,034	1,400	(366)
500480 - Printing	1,242	1,445	1,242	1,445	(203)
500060 - Bad Debt Expense	1,507	0	1,507	0	1,507
500140 - Equipment/Copier	60	70	60	70	(10)
500142 - Leased Equipment	527	665	527	665	(138)
500602 - Company Software/Hardware	13,931	13,850	13,931	13,850	81
500548 - Rent - Office	2,306	2,500	2,306	2,500	(194)
500546 - Rent - Public Storage	272	265	272	265	7
500543 - Rent - Storage Tournament Equipment	531	750	531	750	(219)
Total Operating Expenses	29,944	29,389	29,944	29,389	555
Administration Fees					
Data Center & Software	12,850	12,865	12,850	12,865	(15)
Braintree & Bank Fees	50,586	50,800	50,586	50,800	(214)
Total Administration Fees	63,436	63,665	63,436	63,665	(229)
Compensation Expense	124,792	124,793	124,792	124,793	(1)
Insurance Expense					
Athlete Accident Insurance Expense	3,492	3,687	3,492	3,687	(195)
General Liability Insurance expense	31,165	31,245	31,165	31,245	(80)
Other Insurance expense	325	358	325	358	(34)
Total Insurance Expense	34,982	35,290	34,982	35,290	(309)
Membership Expenses					
Background Checks	5,708	6,000	5,708	6,000	(291)
Total Membership Expenses	5,708	6,000	5,708	6,000	(291)
Event Expense					
500160 - Freight	752	750	752	750	2
500549 - Venue Rental	2,723	2,750	2,723	2,750	(27)
Total Event Expense	3,475	3,500	3,475	3,500	(25)
Travel Expense					
500020 - Air	29,580	29,725	29,580	29,725	(145)
500021 - VIK - Air	13,145	13,145	13,145	13,145	0
500022 - Baggage Fees	400	1,780	400	1,780	(1,380)
500200 - Ground Transportation	996	950	996	950	47
500240 - Hotel	13,787	10,675	13,787	10,675	3,111
Total Travel Expense	57,908	56,275	57,908	56,275	1,633
Per Diem & Honorarium					
500420 - Per Diem	850	1,900	850	1,900	(1,050)
500220 - Honorarium	1,975	2,475	1,975	2,475	(500)
Total Per Diem & Honorarium	2,825	4,375	2,825	4,375	(1,550)

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Professional Services Expense					
500108 - Legal Fees	2,083	2,083	2,083	2,083	1
500562 - Contract Labor	14,518	13,133	14,518	13,133	1,385
500780 - Consulting Fees	0	167	0	167	(167)
Total Professional Services Expense	16,601	15,383	16,601	15,383	1,219
Magazine and Communications Expense					
Communications Expense	705	795	705	795	(90)
Total Magazine and Communications Expense	705	795	705	795	(90)
Marketing Expense					
500750 - Advertizing and Promotions	400	0	400	0	400
Total Marketing Expense	400	0	400	0	400
Direct Athlete Support					
500268 - Direct Athlete Support	4,300	0	4,300	0	4,300
Total Direct Athlete Support	4,300	0	4,300	0	4,300
National Team Support					
500730 - Coaches Salaries	24,300	25,050	24,300	25,050	(750)
Total National Team Support	24,300	25,050	24,300	25,050	(750)
International Programs Expense					
International License Expense	11,952	8,720	11,952	8,720	3,231
International Programs Other	614	600	614	600	14
Total International Programs Expense	12,566	9,320	12,566	9,320	3,245
Other Expenses					
500130 - Dues and Fees - Other	635	725	635	725	(90)
500340 - Meals	1,781	1,575	1,781	1,575	206
500600 - Supply	1,435	1,600	1,435	1,600	(165)
500430 - Prior Year Adjustments	801	0	801	0	801
500360 - Miscellaneous	1,301	1,740	1,301	1,740	(439)
500799 - Employee Development	7,750	0	7,750	0	7,750
500800 - Dues/Memberships/Subscriptions	130	357	130	357	(227)
500355 - Merchandise/Apparel	8,112	6,900	8,112	6,900	1,212
Total Other Expenses	21,945	12,897	21,945	12,897	9,048
Total Total Expenses	403,887	386,732	403,887	386,732	17,155
Total USFA- Net Income	1,197,242	1,142,107	1,197,242	1,142,107	55,135