

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

As of Date:

05/31/2018

	Month Ending 05/31/2018		Year To Date 05/31/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	11,588	3,250	1,369,897	1,396,700	(26,803)
Non-Competitive Membership Revenue	1,260	500	112,850	119,000	(6,150)
Supporting Membership Revenue	482	0	6,952	9,675	(2,724)
Coach Membership Revenue	3,870	0	267,873	331,660	(63,787)
Club Membership Revenue	200	0	41,877	44,750	(2,873)
Admin Membership Revenue	1,200	0	55,570	38,650	16,921
Total Membership Revenue	18,600	3,750	1,855,019	1,940,435	(85,417)
Membership Programs					
410310 - Insurance Revenue Club	950	0	212,975	219,125	(6,150)
410320 - Insurance Revenue Third Party	0	0	125	0	126
410031 - Club Banner	0	0	3,865	2,980	885
411001 - All American	550	0	11,325	5,000	6,325
411000 - All-Academic Team	1,920	0	17,760	13,200	4,560
Total Membership Programs	3,420	0	246,050	240,305	5,746
Event Revenues					
410120 - National Registration Fee	0	0	3,129,051	3,029,378	99,673
410416 - Event Incentives	0	0	27,897	27,896	1
410415 - Event Vendors	(2,000)	0	78,848	56,200	22,648
410480 - Hotel Rebates	329	0	157,690	165,000	(7,310)
Total Event Revenues	(1,671)	0	3,393,486	3,278,474	115,012
Regional Revenues					
Regional Bid Fees	0	0	14,775	8,000	6,775
Regional Circuit Fees	8,372	0	140,638	120,950	19,688
Total Regional Revenues	8,372	0	155,413	128,950	26,463
Ticket Revenue					
410140 - Ticket Sales	0	0	20,703	19,500	1,203
Total Ticket Revenue	0	0	20,703	19,500	1,203
Magazine and Communications Revenue					
Magazine Revenue	248	0	6,042	4,000	2,042
Communications Revenue	3,077	1,250	24,038	16,000	8,038
Total Magazine and Communications Revenue	3,325	1,250	30,080	20,000	10,080
Marketing Revenue					
410495 - VIK - Tournament Equipment	0	0	799,500	799,500	0
410410 - Sponsorship Revenue	43	0	145,367	147,000	(1,633)
410451 - Corporate Partnership	0	0	5,500	4,000	1,500
410458 - Merchandise Retail Operations	0	0	35,249	24,750	10,499
Total Marketing Revenue	43	0	985,616	975,250	10,366
International Programs Revenue					
International Registration Fees	60	0	126,203	120,650	5,553
International Licensing Fees	370	0	47,420	45,250	2,170
Other International Program Revenue	1,000	0	1,000	0	1,000
Cadre to World Cup Fee	0	0	189,956	210,000	(20,044)
Total International Programs Revenue	1,430	0	364,579	375,900	(11,321)

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USOC Funding					
410492 - VIK - Airline Tickets	50,454	50,454	134,246	134,246	0
410700 - Grants	0	0	37,500	37,500	0
410710 - Base Funding	0	0	731,706	731,706	0
Total USOC Funding	50,454	50,454	903,452	903,452	0
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	2,172	3,000	(828)
410520 - Development General/ Annual Giving	2,863	1,000	46,685	61,327	(14,642)
410540 - Donations Restricted	0	0	12,850	0	12,850
Total Development Revenue	2,863	1,000	61,707	64,327	(2,620)
Investment Income					
410620 - Interest Earned	18	20	195	200	(4)
410625 - Interest Investments	30	0	198	0	198
410626 - Realized Gain(Loss) Investments	1,422	0	18,490	0	18,490
410627 - Unrealized Gain(Loss) Investments	3,850	0	23,563	0	23,563
410628 - Dividends Investments	218	0	2,964	0	2,964
Total Investment Income	5,538	20	45,410	200	45,211
Other Income					
410497 - VIK- Services	42,635	42,635	89,130	89,130	0
410150 - RC Exam	3,700	1,900	18,125	13,250	4,875
410442 - Merchandise/Apparel	0	0	30,493	32,900	(2,407)
410600 - Miscellaneous Revenue	2,208	0	32,002	4,950	27,051
410651 - Prior Year Income	0	0	9,850	0	9,850
Total Other Income	48,543	44,535	179,600	140,230	39,369
Total Income	140,917	101,009	8,307,932	8,153,840	154,092

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Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,990	3,000	28,310	28,002	308
500122 - Amortization	3,321	3,333	33,207	33,318	(112)
500440 - Phone	3,868	2,166	24,880	22,780	2,100
500460 - Postage and Shipping	163	600	20,552	20,805	(253)
500480 - Printing	608	750	21,295	18,700	2,595
500140 - Equipment/Copier	60	83	3,360	830	2,530
500142 - Leased Equipment	502	708	6,100	7,080	(979)
500602 - Company Software/Hardware	1,351	895	43,887	38,255	5,632
500548 - Rent - Office	2,306	2,344	24,205	24,640	(436)
500546 - Rent - Public Storage	249	250	2,490	2,500	(10)
500543 - Rent - Storage Tournament Equipment	1,715	0	5,925	800	5,125
Total Operating Expenses	17,133	14,129	214,211	197,710	16,500
Administration Fees					
Data Center & Software	12,850	12,852	128,500	128,520	(20)
Braintree & Bank Fees	25,497	26,525	204,140	196,050	8,090
Total Administration Fees	38,347	39,377	332,640	324,570	8,070
Compensation Expense	100,367	100,366	1,128,890	1,128,898	(8)
Insurance Expense					
Athlete Accident Insurance Expense	3,511	3,510	35,104	35,105	0
General Liability Insurance expense	26,898	26,900	268,986	269,000	(15)
Other Insurance expense	355	355	31,990	26,100	5,890
Total Insurance Expense	30,764	30,765	336,080	330,205	5,875
Membership Expenses					
Background Checks	0	0	44,842	47,225	(2,383)
Rebates Expense	0	0	59,995	64,020	(4,025)
Total Membership Expenses	0	0	104,837	111,245	(6,408)
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	0	0	165,755	152,737	13,018
500549 - Venue Rental	0	0	258,511	245,145	13,366
500550 - Venue Decorator	0	0	182,426	177,500	4,926
500552 - Venue Security	0	0	33,502	25,000	8,502
500553 - Venue Electric	0	0	51,951	53,500	(1,549)
500554 - Venue Catering	0	0	281,282	239,750	41,533
500555 - Local Organizing Committee	0	0	2,500	3,500	(1,000)
500557 - Venue EMT	0	0	16,954	16,000	953
500558 - Venue Phone/AV/Internet	0	0	87,417	92,115	(4,697)
500559 - Production/Staging	0	0	42,280	49,631	(7,352)
500560 - Temporary Labor - Events	0	0	28,377	26,350	2,027
500561 - Contract Labor - Events	0	0	5,247	5,250	(3)
500603 - Event Software	0	0	15,028	11,350	3,678
500604 - Event Technology	0	0	16,624	16,200	424
500620 - Trophies & Medals	0	0	6,453	13,215	(6,762)
500754 - Broadcasting	0	0	76,042	74,000	2,042
Total Event Expense	0	0	1,270,349	1,201,243	69,106

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Travel Expense					
500020 - Air	12,538	12,225	970,775	913,255	57,520
500021 - VIK - Air	50,454	50,454	134,245	134,246	0
500022 - Baggage Fees	1,362	1,260	13,877	14,045	(169)
500200 - Ground Transportation	8,762	5,335	182,422	163,775	18,647
500240 - Hotel	15,311	17,590	768,912	758,350	10,562
Total Travel Expense	88,427	86,864	2,070,231	1,983,671	86,560
Per Diem & Honorarium					
500420 - Per Diem	8,901	9,225	211,930	222,175	(10,244)
500220 - Honorarium	5,695	4,025	495,035	443,145	51,889
Total Per Diem & Honorarium	14,596	13,250	706,965	665,320	41,645
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	2,083	25,511	20,830	4,682
500654 - VIK- Services	42,635	42,635	89,130	89,130	0
500562 - Contract Labor	16,338	15,633	179,190	163,395	15,795
500780 - Consulting Fees	0	0	7,500	7,500	0
Total Professional Services Expense	61,057	60,351	314,706	292,605	22,102
Magazine and Communications Expense					
Magazine Expense	0	0	25,263	24,600	663
Communications Expense	645	645	35,840	36,750	(911)
Total Magazine and Communications Expense	645	645	61,103	61,350	(248)
Marketing Expense					
500650 - VIK- Tournament Equipment	0	0	799,500	799,500	0
500750 - Advertising and Promotions	2,265	0	4,430	0	4,430
Total Marketing Expense	2,265	0	803,930	799,500	4,430
Direct Athlete Support					
500268 - Direct Athlete Support	3,700	4,000	87,185	87,500	(315)
Total Direct Athlete Support	3,700	4,000	87,185	87,500	(315)
National Team Support					
500730 - Coaches Salaries	24,300	24,300	243,000	243,000	0
Total National Team Support	24,300	24,300	243,000	243,000	0
International Programs Expense					
International License Expense	0	0	18,861	13,750	5,111
International Programs Other	2,225	2,415	51,118	51,870	(752)
Total International Programs Expense	2,225	2,415	69,979	65,620	4,359
Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	(10,803)	(11,000)	197
500130 - Dues and Fees - Other	2,683	2,625	29,078	28,950	129
500335 - Entertainment	0	0	3,865	3,650	214
500340 - Meals	1,225	925	72,172	63,255	8,917
500600 - Supply	1,002	1,525	46,864	32,700	14,165
500430 - Prior Year Adjustments	4,383	0	35,747	3,550	32,196
500360 - Miscellaneous	2,758	3,135	14,424	17,845	(3,420)
500799 - Employee Development	0	0	190	190	0
500800 - Dues/Memberships/Subscriptions	404	637	9,531	7,015	2,516
500715 - Event Fee Refunds	955	0	84,130	84,380	(250)
500355 - Merchandise/Apparel	2,154	0	62,160	36,110	26,050
Total Other Expenses	15,564	8,847	347,358	266,645	80,714
Total Total Expenses	399,390	385,309	8,114,864	7,782,482	332,382
Total USFA- Net Income	(258,473)	(284,300)	193,068	371,358	(178,290)