

USAFencing

USFA- Budget to Actual Monthly- year to date

As of March 31, 2014

As of Date:

USFA- Budget vs Actual (2)

	Month Ending 03/31/2014		Year To Date 03/31/2014		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	67,360	39,790	1,132,413	1,224,290	-91,877
Non-Competitive Membership Revenue	3,960	5,000	50,995	52,500	-1,505
Supporting Membership Revenue	335	0	10,130	13,600	-3,470
Professional Membership Revenue	4,225	1,000	207,617	131,750	75,867
Other Membership Revenue	250	500	30,200	30,500	-300
Membership Revenue- Admin	0	2,600	592	4,350	-3,758
Total Member Fees Revenue	76,130	48,890	1,431,947	1,456,990	-25,043
National Registration Revenue					
Bid Fee Revenue	20	60	860	720	140
Other Event Revenue					
410415 - Event vendors	4,570	4,500	36,420	36,600	-180
410480 - Rebates	0	9,000	31,860	47,750	-15,890
Total Other Event Revenue	4,570	13,500	68,280	84,350	-16,070
Insurance Revenue					
International Programs Fee Revenue	2,100	100	152,200	147,600	4,600
International Registration Fees	4,313	0	45,468	32,237	13,231
International Licensing Fee Revenue	320	0	41,067	34,540	6,527
USFA- Other International Program Revenue	0	0	7,425	0	7,425
Cadre to World Cup Fee	-1,750	0	164,850	150,000	14,850
Total International Programs Fee Revenue	2,883	0	258,810	216,777	42,033
USFA-Marketing Revenue					
Magazine Revenue	190	2,100	5,098	9,800	-4,702
Marketing Revenue	198	1,900	24,997	6,750	18,247
Total Marketing Revenue	388	4,000	30,095	16,550	13,545
Development Revenue					
Royalties & Partnerships Revenue	1,398	1,500	36,431	39,500	-3,069
Sponsorship Revenue	15,940	6,900	60,247	46,700	13,547
410410 - Sponsorship revenue					
410449 - VIK - Merchandise	0	20,000	28,000	46,250	-18,250
410494 - VIK - Apparel	0	0	0	5,000	-5,000
410495 - VIK - Tournament Equipment	0	0	0	17,000	-17,000
410496 - VIK - NYU Medical Services	67,500	67,500	427,000	427,000	0
411000 - All-Academic Team	0	1,000	0	8,000	-8,000
411002 - Connor Porter Mem. Scholarship	200	0	200	0	200
Total Sponsorship Revenue	67,700	88,500	453,780	503,250	-49,470
USOC Funding					
410492 - VIK - Airline Tickets	0	11,000	58,095	70,000	-11,905
410700 - USOC Grants	0	0	15,000	51,000	-36,000
410710 - Base Funding	0	0	592,200	591,000	1,200
410760 - Wheelchair Funding	0	0	22,500	33,000	-10,500
Total USOC Funding	0	11,000	687,795	745,000	-57,205
USFF Grant					
	0	0	63,925	65,000	-1,075
Other Income					
410031 - Club Banner	50	0	1,530	3,000	-1,470
410150 - FOC Exam	450	500	5,275	4,000	1,275
410910 - NOC/ROC	1,515	1,700	16,455	13,600	2,855
410920 - Regional Youth Circuit	2,054	750	9,599	6,000	3,599
410620 - Interest Earned	32	0	418	0	418
410651 - Prior Year Income	0	0	3,976	0	3,976
410930 - Super Youth Circuit	0	1,900	20,700	15,200	5,500
410600 - Miscellaneous Revenue- Other	17	0	7,997	0	7,997
Total Other Income	4,118	4,850	65,950	41,800	24,150
Total USFA- Total Income	435,907	406,815	4,943,562	5,003,742	-60,180
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	1,600	2,995	18,029	24,269	-6,239
500460 - Postage and Shipping	1,451	575	12,102	4,600	7,501
500480 - Printing	1,328	11,325	45,385	64,550	-19,165
500060 - Bad debt expense	0	0	451	0	451
500140 - Equipment/Copier	98	974	1,217	7,790	-6,573
500142 - Leased equipment	1,055	0	8,165	0	8,165
Total Operating Expenses	5,532	15,869	85,349	101,209	-15,860
USFA- Compensation Expense					
	65,546	68,611	571,859	574,959	-3,100
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,300	2,300	18,487	18,400	87
General Liability Insurance expense	13,993	12,800	111,943	102,400	9,543
Other Insurance expense	1,139	1,518	12,903	17,964	-5,061
Total USFA- Insurance Expense	17,432	16,618	143,333	138,764	4,569

Rent Expense	3,334	4,692	29,358	37,536	-8,178
Administration Fees					
Data Center & Software	12,917	12,917	103,336	103,336	0
Paypal & bank fees	9,888	10,450	111,626	113,050	-1,424
Background Checks	7,076	1,900	55,845	26,600	29,245
Company Software	3,089	861	20,603	7,127	13,476
Total Administration Fees	32,970	26,128	291,410	250,113	41,297
Event Expense					
500160 - Freight	518	22,000	59,206	70,000	-10,794
500549 - Venue Rental	13,558	20,000	85,509	102,000	-16,491
500550 - Venue Decorator	17,570	13,500	113,803	101,560	12,244
500552 - Venue Security	0	950	11,667	33,260	-21,594
500553 - Venue Electric	4,695	2,800	23,337	19,630	3,707
500554 - Venue Catering	27,338	17,500	150,114	145,000	5,114
500555 - Local Organizing Committee	0	500	500	3,000	-2,500
500556 - Venue - Copier	0	600	498	4,000	-3,502
500557 - Venue- EMT	0	0	9,678	3,800	5,878
500558 - Venue - Phone/AV/Internet	1,321	4,995	31,661	27,475	4,187
500559 - Production/Staging	0	1,000	3,878	5,715	-1,837
500620 - Trophies & Medals	3,826	1,550	11,240	8,200	3,039
Total Event Expense	68,826	85,395	501,091	523,640	-22,549
Professional Services Expense					
500106 - Audit fees	0	0	7,550	7,500	50
500107 - Tax return fees	0	2,500	0	2,500	-2,500
500108 - Legal fees	0	200	232	1,600	-1,368
500562 - Contract labor	22,681	9,425	100,575	80,925	19,650
500564 - Non 1099 Payments	49	0	392	2,000	-1,608
500756 - Professional Service Fees	0	475	0	3,325	-3,325
500780 - Consulting Fees	2,500	250	38,875	35,725	3,151
Total Professional Services Expense	25,230	12,850	147,624	133,575	14,050
Travel Expense					
500020 - Air	75,115	62,988	475,715	518,119	-42,405
500021 - VIK - Air	0	6,750	54,439	36,000	18,439
500200 - Ground Transportation	9,240	9,029	68,612	79,693	-11,081
500240 - Hotel	46,396	41,343	324,220	350,952	-26,732
Total Travel Expense	130,751	120,110	922,986	984,764	-61,779
Per Diem & Honorarium	45,255	44,070	323,697	326,771	-3,073
International Programs Expense					
Direct Athlete Support	0	0	166,000	168,000	-2,000
International License Expense	0	950	14,678	10,900	3,778
Coaches Salaries	21,833	20,000	165,365	160,000	5,365
International Programs Other	6,179	3,850	23,782	34,010	-10,228
Total International Programs Expense	28,012	24,800	369,825	372,910	-3,085
Marketing Expense					
Magazine Expense	2,600	2,000	23,413	20,890	2,523
Marketing Expense	3,107	3,497	26,398	27,283	-885
Website Expense	0	1,275	24,000	25,275	-1,275
Broadcasting	0	9,500	0	9,500	-9,500
Total Marketing Expense Group	5,707	16,272	73,811	82,948	-9,137
Development Expense	0	0	957	800	156
Division Rebates	0	0	27,465	39,981	-12,516
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	67,500	67,500	427,000	427,000	0
500651 - VIK- Apparel expense	0	0	0	17,000	-17,000
500652 - VIK- Merchandise expense	0	0	0	5,000	-5,000
500653 - VIK- NYU Medical Services expense	0	1,000	0	8,000	-8,000
500761 - Scholarship Expense	0	0	580	0	580
Total Sponsorship Expense	67,500	68,500	427,580	457,000	-29,420
Other Expenses					
500130 - Dues and Fees - Other	179	0	24,021	8,400	15,622
500335 - Entertainment	0	237	0	1,896	-1,896
500340 - Meals	1,500	2,536	21,571	19,742	1,828
500600 - Supply	3,453	2,477	18,381	19,296	-914
500292 - Chase LOC Interest	174	213	1,630	1,704	-75
500290 - Interest Expense - Other	0	42	41	336	-294
500430 - Prior Year Adjustments	-3,507	0	5,857	0	5,857
500360 - Miscellaneous	1,372	725	8,406	7,325	1,080
500800 - Dues/Memberships/Subscriptions	820	190	7,259	1,520	5,739
Total Other Expenses	3,991	6,420	87,166	60,219	26,947
Total USFA- Total Expenses	500,086	510,335	4,003,511	4,085,189	-81,678
Total USFA- Net Income	-64,179	-103,520	940,051	918,553	21,498