

USAFencing - USFA- Budget to Actual by Department  
As of June 30, 2014

As of Date: 06/30/2014  
Department Group: Active-Active

USFA- Budget vs Actual (2)

	Member Services		National Events		Marketing and Communicatio		Executive office		General Admin		Board and committee		Sports Performance		All Departments	
	Year To Date		Year To Date		Year To Date		Year To Date		Year To Date		Year To Date		Year To Date		Year To Date	
	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget
Net Income																
USFA- Total Income																
Member Fees Revenue																
Competitive Membership Revenue	1,193,471	1,306,880	(340)	0	0	0	0	0	0	0	0	0	0	0	1,193,131	1,306,880
Non-Competitive Membership Revenue	54,287	57,500	0	0	0	0	0	0	0	0	0	0	0	0	54,287	57,500
Supporting Membership Revenue	10,831	13,600	0	0	0	0	0	0	0	0	0	0	0	0	10,831	13,600
Professional Membership Revenue	207,896	133,250	0	0	0	0	0	0	0	0	0	0	0	0	207,896	133,250
Other Membership Revenue	27,900	27,500	3,500	3,000	0	0	0	0	0	0	0	0	0	0	31,400	30,500
Membership Revenue- Admin	3,710	8,950	(8)	0	0	0	0	0	0	0	0	0	(8)	0	3,694	8,950
<b>Total Member Fees Revenue</b>	<b>1,498,095</b>	<b>1,547,680</b>	<b>3,152</b>	<b>3,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(8)</b>	<b>0</b>	<b>1,501,239</b>	<b>1,550,680</b>
National Registration Revenue																
Bid Fee Revenue	0	0	2,853,807	1,857,375	0	0	0	0	0	0	0	0	0	0	2,853,807	1,857,375
Other Event Revenue	0	0	6,380	4,600	0	0	0	0	0	0	0	0	0	0	6,380	4,600
410415 - Event vendors																
410480 - Rebates	0	0	67,466	42,100	0	0	0	0	0	0	0	0	0	0	67,466	42,100
<b>Total Other Event Revenue</b>	<b>0</b>	<b>0</b>	<b>209,937</b>	<b>98,100</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>630</b>	<b>15,750</b>	<b>143,101</b>	<b>71,750</b>
Insurance Revenue																
International Programs Fee Revenue	156,400	147,700	0	0	0	0	0	0	0	0	0	0	0	0	156,400	147,700
International Registration Fees																
International Licensing Fee Revenue	0	0	0	0	0	0	0	0	0	0	0	0	94,186	62,237	94,186	62,237
USFA- Other International Program Revenue	0	0	0	0	0	0	0	0	0	0	0	0	42,577	34,540	42,578	34,540
Cadre to World Cup Fee	0	0	0	0	0	0	0	0	0	0	0	0	7,425	0	7,425	0
<b>Total International Programs Fee Revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>309,038</b>	<b>246,777</b>	<b>309,039</b>	<b>246,777</b>
USFA-Marketing Revenue																
Magazine Revenue	0	0	0	0	14,069	13,100	0	0	0	0	0	0	0	0	14,068	13,100
Marketing Revenue	259	0	0	0	10,223	12,950	0	0	0	0	(520)	0	19,257	0	29,220	12,950
<b>Total Marketing Revenue</b>	<b>259</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>24,292</b>	<b>26,050</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(520)</b>	<b>0</b>	<b>19,257</b>	<b>0</b>	<b>43,288</b>	<b>26,050</b>
Development Revenue																
Royalties & Partnerships Revenue	20,773	29,000	0	0	1,500	0	0	0	0	0	26,973	15,000	9,747	0	58,992	44,000
Sponsorship Revenue																
410410 - Sponsorship revenue	0	0	0	0	60,000	80,000	0	0	0	0	0	0	28,000	31,250	88,000	111,250
410449 - VIK - Merchandise	0	0	0	0	26,135	10,000	0	0	0	0	0	0	0	0	26,135	10,000
410494 - VIK - Apparel	0	0	0	0	0	30,000	0	0	0	0	0	0	0	0	0	30,000
410495 - VIK - Tournament Equipment	0	0	0	0	646,000	544,500	0	0	0	0	0	0	0	0	646,000	544,500
410496 - VIK - Medical Services	0	0	0	0	0	11,000	0	0	0	0	0	0	0	0	0	11,000
411000 - All-Academic Team	6,850	0	0	0	0	0	0	0	0	0	0	0	0	0	6,850	0
411002 - Connor Porter Mem. Scholarship	(1,420)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1,419)	0
<b>Total Sponsorship Revenue</b>	<b>5,430</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>732,135</b>	<b>675,500</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>28,000</b>	<b>31,250</b>	<b>765,566</b>	<b>706,750</b>
USOC Funding																
410492 - VIK - Airline Tickets	0	0	121,778	46,750	3,425	3,850	6,858	4,400	2,622	0	25,268	0	82,242	48,000	242,194	103,000
410700 - USOC Grants	0	0	0	0	0	0	0	0	0	0	0	0	15,000	63,000	15,000	63,000
410710 - Base Funding	0	0	0	0	0	0	0	0	0	0	0	0	592,200	591,000	592,200	591,000
410760 - Wheelchair Funding	0	0	0	0	0	0	0	0	0	0	0	0	22,500	39,000	22,500	39,000
<b>Total USOC Funding</b>	<b>0</b>	<b>0</b>	<b>121,778</b>	<b>46,750</b>	<b>3,425</b>	<b>3,850</b>	<b>6,858</b>	<b>4,400</b>	<b>2,622</b>	<b>0</b>	<b>25,268</b>	<b>0</b>	<b>711,942</b>	<b>741,000</b>	<b>871,894</b>	<b>796,000</b>
USFF Grant																
Other Income	0	0	0	63,925	65,000	0	0	0	0	0	0	0	0	0	63,925	65,000
410031 - Club Banner																
410110 - Hall of Fame Tickets	1,480	3,000	0	0	0	0	0	0	0	0	0	0	0	0	1,480	3,000
410140 - Ticket Sales	0	0	0	0	0	0	0	0	0	0	1,120	0	0	0	1,120	0
410150 - FOC Exam	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3,000
410910 - NOC/ROC	0	0	0	0	0	0	0	0	0	0	9,550	5,500	0	0	9,550	5,500
410920 - Regional Youth Circuit	0	0	19,380	18,700	0	0	0	0	0	0	0	0	0	0	19,380	18,700
410620 - Interest Earned	0	0	12,491	8,250	0	0	0	0	0	0	0	0	0	0	12,491	8,250
	0	0	5,317	0	0	0	0	0	546	0	0	0	0	0	5,863	0

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410651 - Prior Year Income	0	0	12,498	0	110	0	0	0	50	0	0	0	0	0	12,659	0
410930 - Super Youth Circuit	0	0	26,935	20,900	0	0	0	0	0	0	0	0	0	0	26,935	20,900
410600 - Miscellaneous Revenue- Other	8,794	0	3,524	0	0	0	500	0	5,103	0	2,470	0	0	0	20,391	0
Total Other Income	10,274	3,000	80,145	47,850	110	0	500	0	5,699	0	13,140	5,500	0	3,000	109,869	59,350
<b>Total USFA- Total Income</b>	<b>1,691,231</b>	<b>1,727,380</b>	<b>3,275,199</b>	<b>2,057,675</b>	<b>889,707</b>	<b>844,300</b>	<b>7,358</b>	<b>4,400</b>	<b>8,321</b>	<b>0</b>	<b>64,861</b>	<b>20,500</b>	<b>1,078,606</b>	<b>1,037,777</b>	<b>7,015,285</b>	<b>5,692,032</b>
<b>USFA- Total Expenses</b>																
<b>Operating Expenses</b>																
500440 - Phone	0	1,550	2,559	2,000	1,697	7,000	318	2,000	17,598	16,034	663	2,875	2,760	2,000	25,597	33,459
500460 - Postage and Shipping	1,926	0	5,727	1,375	801	0	24	0	4,017	4,950	256	0	4,764	0	17,515	6,325
500480 - Printing	32,066	43,700	936	0	14,042	35,000	70	0	260	1,925	0	0	704	2,500	48,078	83,125
500060 - Bad debt expense	0	0	472	0	0	0	0	0	0	0	0	0	0	0	472	0
500140 - Equipment/Copier	0	0	0	0	0	0	0	0	1,629	10,711	0	0	0	0	1,629	10,711
500142 - Leased equipment	0	0	0	0	0	0	0	0	10,818	0	0	0	0	0	10,818	0
Total Operating Expenses	33,992	45,250	9,694	3,375	16,540	42,000	412	2,000	34,322	33,620	919	2,875	8,228	4,500	104,119	133,620
USFA- Compensation Expense	107,637	114,254	162,888	165,467	67,879	68,871	140,720	139,961	145,951	147,964	0	0	167,870	167,658	792,946	804,175
<b>USFA- Insurance Expense</b>																
Athlete Accident Insurance Expense	25,387	25,300	0	0	0	0	0	0	0	0	0	0	0	0	25,387	25,300
General Liability Insurance expense	153,922	140,800	0	0	0	0	0	0	0	0	0	0	0	0	153,923	140,800
Other Insurance expense	0	8,980	475	0	0	0	0	0	15,027	12,518	0	0	2,586	1,020	18,087	22,518
Total USFA- Insurance Expense	179,309	175,080	475	0	0	0	0	0	15,027	12,518	0	0	2,586	1,020	197,397	188,618
Rent Expense	0	0	7,077	9,350	0	0	0	0	32,915	42,262	0	0	210	0	40,202	51,612
<b>Administration Fees</b>																
Data Center & Software	75,306	75,306	39,785	39,784	0	0	0	0	0	0	0	0	26,997	26,997	142,087	142,087
Paypal & bank fees	0	0	0	0	35	0	0	0	147,502	144,400	313	0	918	0	148,768	144,400
Background Checks	58,336	29,450	21	0	0	0	0	0	390	0	0	0	10	0	58,757	29,450
Company Software	0	0	16,914	0	0	0	40	0	7,761	9,710	6	0	207	0	24,929	9,710
Total Administration Fees	133,642	104,756	56,720	39,784	35	0	40	0	155,653	154,110	319	0	28,132	26,997	374,541	325,647
<b>Event Expense</b>																
500160 - Freight	0	0	82,893	85,000	0	0	0	0	0	0	0	0	7,431	4,600	90,324	89,600
500549 - Venue Rental	0	0	117,858	109,000	0	0	0	0	0	0	0	0	43,200	20,000	161,059	129,000
500550 - Venue Decorator	0	0	150,756	115,060	0	0	0	0	0	0	0	0	7,593	2,500	158,348	117,560
500552 - Venue Security	0	0	14,000	37,760	0	0	0	0	0	0	0	0	0	5,000	14,000	42,760
500553 - Venue Electric	0	0	32,171	24,000	0	0	0	0	0	0	0	0	0	0	32,171	24,000
500554 - Venue Catering	0	0	229,420	162,500	0	0	0	0	0	(591)	0	7,027	12,000	235,857	174,500	
500555 - Local Organizing Committee	0	0	1,700	3,500	0	0	0	0	0	0	0	1,000	1,000	2,700	4,500	
500556 - Venue - Copier	0	0	498	4,600	0	0	0	0	0	0	0	0	0	0	498	4,600
500557 - Venue- EMT	0	0	11,506	3,800	0	0	0	0	0	0	0	0	0	0	11,505	3,800
500558 - Venue - Phone/AV/Internet	0	0	38,852	32,470	1,126	0	0	0	0	2,916	0	4,285	7,500	47,178	39,970	
500559 - Production/Staging	0	0	25,910	12,715	0	0	0	0	0	0	0	1,417	0	27,327	12,715	
500620 - Trophies & Medals	0	0	17,474	10,000	0	0	0	0	0	1,036	0	3,115	7,000	21,626	17,000	
Total Event Expense	0	0	723,038	600,405	1,126	0	0	0	0	3,361	0	75,068	59,600	802,593	660,005	
<b>Professional Services Expense</b>																
500106 - Audit fees	0	0	0	0	0	0	0	0	7,550	7,500	0	0	0	0	7,550	7,500
500107 - Tax return fees	0	0	0	0	0	0	0	0	2,500	2,500	0	0	0	0	2,500	2,500
500108 - Legal fees	0	0	0	0	0	0	0	0	232	2,200	0	0	0	0	232	2,200
500562 - Contract labor	0	0	50,328	33,925	0	12,500	672	0	21,185	27,500	990	0	56,563	50,000	129,737	123,925
500564 - Non 1099 Payments	0	0	0	0	0	0	0	2,000	539	0	0	0	0	0	539	2,000
500756 - Professional Service Fees	0	0	0	0	0	4,275	0	0	0	0	8,045	0	0	0	8,045	4,275
500780 - Consulting Fees	0	0	0	20,000	20,000	3,300	3,000	0	2,750	31,913	33,225	0	0	0	55,213	58,975
Total Professional Services Expense	0	0	50,328	33,925	20,000	36,775	3,972	5,000	32,006	42,450	40,948	33,225	56,563	50,000	203,816	201,375
<b>Travel Expense</b>																
500020 - Air	0	0	193,150	207,380	27	2,000	1,848	4,180	1,393	3,400	28,308	22,180	478,737	505,143	703,463	744,283
500021 - VIK - Air	0	0	121,778	0	3,426	3,850	5,752	4,400	1,666	0	23,675	0	82,242	48,000	238,539	56,250

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500200 - Ground Transportation	0	0	68,609	47,300	1,309	500	1,217	1,045	411	0	3,127	5,022	38,912	63,903	113,585	117,770
500240 - Hotel	0	0	259,115	213,500	97	2,000	201	7,645	1,172	3,200	16,252	18,078	266,760	277,802	543,597	522,225
Total Travel Expense	0	0	642,652	468,180	4,859	8,350	9,018	17,270	4,642	6,600	71,362	45,280	866,651	894,848	1,599,184	1,440,528
Per Diem & Honorarium	0	0	404,472	271,480	150	0	0	0	0	0	0	0	144,241	139,526	548,863	411,006
International Programs Expense																
Direct Athlete Support	0	0	0	0	0	0	0	0	0	0	0	0	166,000	168,000	166,000	168,000
International License Expense	0	0	0	0	0	0	0	0	0	0	0	0	16,078	13,750	16,079	13,750
Coaches Salaries	0	0	0	0	0	0	0	0	0	0	0	0	230,864	220,000	230,864	220,000
International Programs Other	0	0	0	0	0	0	0	0	0	0	0	0	40,038	49,900	40,038	49,900
Total International Programs Expense	0	0	0	0	0	0	0	0	0	0	0	0	452,980	451,650	452,981	451,650
Marketing Expense																
Magazine Expense	3	0	0	0	30,639	30,085	0	0	0	0	0	0	25	0	30,666	30,085
Marketing Expense	0	0	2,172	0	5,660	11,065	0	0	337	0	0	0	26,849	42,675	35,018	53,740
Website Expense	0	0	0	0	24,000	26,000	0	0	0	0	0	0	0	0	24,000	26,000
Broadcasting	0	0	0	0	19,000	20,000	0	0	0	0	0	0	0	0	19,000	20,000
Total Marketing Expense Group	3	0	2,172	0	79,299	87,150	0	0	337	0	0	0	26,874	42,675	108,684	129,825
Development Expense	957	800	0	0	0	0	0	0	0	0	0	0	0	0	956	800
Division Rebates	39,312	39,981	0	0	0	0	0	0	0	0	0	0	0	0	39,312	39,981
Sponsorship Expense																
500650 - VIK- Tournament Equipment expense	0	0	0	0	646,000	544,500	0	0	0	0	0	0	0	0	646,000	544,500
500651 - VIK- Apparel expense	0	0	0	0	0	30,000	0	0	0	0	0	0	0	0	0	30,000
500652 - VIK- Merchandise expense	0	0	0	0	26,135	10,000	0	0	0	0	0	0	0	0	26,135	10,000
500653 - VIK- Medical Services expense	0	0	0	0	0	11,000	0	0	0	0	0	0	0	0	0	11,000
500760 - Sponsorship Fulfillment	0	0	0	0	0	10,000	0	0	0	0	0	0	0	0	0	10,000
500761 - Scholarship Expense	580	0	0	0	0	0	0	0	0	0	0	0	0	0	581	0
Total Sponsorship Expense	580	0	0	0	672,135	605,500	0	0	0	0	0	0	0	0	672,716	605,500
Other Expenses																
500130 - Dues and Fees - Other	0	0	100	0	420	0	0	0	195	0	29	10,075	27,582	13,900	28,325	23,975
500335 - Entertainment	0	0	0	0	0	2,607	0	0	0	0	0	0	0	0	0	2,607
500340 - Meals	0	0	5,357	5,760	842	2,125	1,160	4,180	3,959	2,400	10,592	8,158	28,390	12,050	50,302	34,673
500600 - Supply	335	0	18,229	3,990	0	2,133	0	1,650	4,030	2,597	718	0	5,591	21,817	28,903	32,187
500751 - Hall of Fame	0	0	0	0	0	0	0	0	0	0	384	0	0	0	384	0
500292 - Chase LOC Interest	0	0	0	0	0	0	0	2,171	2,343	0	0	0	0	0	2,170	2,343
500290 - Interest Expense - Other	0	0	42	0	0	0	0	0	0	462	0	0	0	0	42	462
500430 - Prior Year Adjustments	0	0	3,918	0	(4,859)	0	347	0	385	0	0	0	6,522	0	6,312	0
500360 - Miscellaneous	70	0	536	0	348	0	96	0	3,589	0	610	475	8,339	11,750	13,590	12,225
500800 - Dues/Memberships/Subscriptions	159	0	700	0	1,000	0	1,160	0	798	2,090	721	0	2,853	0	7,391	2,090
Total Other Expenses	564	0	28,882	9,750	(2,249)	6,865	2,763	5,830	15,127	9,892	13,054	18,708	79,277	59,517	137,419	110,562
Total USFA- Total Expenses	495,996	480,121	2,088,398	1,601,716	859,774	855,511	156,925	170,061	435,980	449,416	129,963	100,088	1,908,680	1,897,991	6,075,719	5,554,904
Total USFA- Net Income	1,195,235	1,247,259	1,186,801	455,959	29,933	(11,211)	(149,567)	(165,661)	(427,659)	(449,416)	(65,102)	(79,588)	(830,074)	(860,214)	939,566	137,128