

USAFencing
USFA- Budget
As of July 31, 2016

As of Date:
Department Group:

07/31/2016
Active--Active

	Member Services Year To Date 07/31/2016 Working Budget	National Events Year To Date 07/31/2016 Working Budget	Marketing and Communications Year To Date 07/31/2016 Working Budget	Executive office Year To Date 07/31/2016 Working Budget	General Admin Year To Date 07/31/2016 Working Budget	Board and committee Year To Date 07/31/2016 Working Budget	Sports Performance Year To Date 07/31/2016 Working Budget	Development Year To Date 07/31/2016 Working Budget	US International Events Year To Date 07/31/2016 Working Budget	All Departments Year To Date 07/31/2016 Working Budget
Net Income										
USFA- Total Income										
Member Fees Revenue										
Competitive Membership Revenue	1,277,380	0	0	0	0	0	0	0	0	1,277,380
Non-Competitive Membership Revenue	120,000	0	0	0	0	0	0	0	0	120,000
Supporting Membership Revenue	11,550	0	0	0	0	0	0	0	0	11,550
Professional Membership Revenue	283,150	0	0	0	0	0	0	0	0	283,150
Other Membership Revenue	34,500	0	0	0	0	0	0	0	0	34,500
Membership Revenue- Admin	150	0	0	0	0	0	0	0	0	150
Total Member Fees Revenue	1,726,730	0	0	0	0	0	0	0	0	1,726,730
National Registration Revenue	0	3,090,298	0	0	0	0	0	0	0	3,090,298
Bid Fee Revenue	0	6,800	0	0	0	0	0	0	0	6,800
Other Event Revenue										
410415 - Event vendors	0	60,600	0	0	0	0	0	0	1,000	61,600
410480 - Rebates	0	240,500	0	0	0	0	0	0	5,500	246,000
Total Other Event Revenue	0	301,100	0	0	0	0	0	0	6,500	307,600
Insurance Revenue	163,450	0	0	0	0	0	0	0	0	163,450
International Programs Fee Revenue										
International Registration Fees	0	0	0	0	0	0	40,000	0	27,400	67,400
International Licensing Fee Revenue	0	0	0	0	0	0	39,250	0	0	39,250
Cadre to World Cup Fee	0	0	0	0	0	0	144,000	0	0	144,000
Total International Programs Fee Revenue	0	0	0	0	0	0	223,250	0	27,400	250,650
USFA-Marketing Revenue										
Magazine Revenue	0	0	6,000	0	0	0	0	0	0	6,000
Marketing Revenue	0	0	11,400	0	0	0	0	0	0	11,400
Total Marketing Revenue	0	0	17,400	0	0	0	0	0	0	17,400
Development Revenue	0	0	0	0	0	0	0	125,000	0	125,000
Royalties & Partnerships Revenue	0	0	91,000	0	0	0	0	0	0	91,000
Sponsorship Revenue										
410410 - Sponsorship revenue	0	0	95,000	0	0	0	0	0	21,500	116,500
410449 - VIK - Merchandise	0	0	96,555	0	0	0	0	0	0	96,555
410494 - VIK- Apparel	0	0	30,000	0	0	0	0	0	0	30,000
410495 - VIK - Tournament Equipment	0	0	646,400	0	0	0	0	0	0	646,400
410497 - VIK- Services	0	0	200,000	0	0	0	0	0	0	200,000
Total Sponsorship Revenue	0	0	1,067,955	0	0	0	0	0	21,500	1,089,455
USOC Funding										
410492 - VIK - Airline Tickets	0	0	0	2,000	50,000	0	0	0	0	52,000
410700 - Grants	0	0	0	0	0	5,000	0	0	0	5,000
410710 - Base Funding	0	0	0	0	0	0	515,000	0	0	515,000
Total USOC Funding	0	0	0	2,000	50,000	5,000	515,000	0	0	572,000
USFF Grant	0	0	0	0	0	0	0	65,000	0	65,000
Other Income										
410031 - Club Banner	1,500	0	0	0	0	0	0	0	0	1,500
410140 - Ticket Sales	0	0	0	0	0	800	0	0	8,000	8,800
410150 - FOC Exam	0	0	0	0	0	6,000	0	0	0	6,000
410910 - NOC/ROC	0	20,400	0	0	0	0	0	0	0	20,400
410920 - Regional Youth Circuit	0	12,500	0	0	0	0	0	0	0	12,500
410930 - Super Youth Circuit	0	27,000	0	0	0	0	0	0	0	27,000
410940 - Regional Jr/Cadet Circuit	0	3,700	0	0	0	0	0	0	0	3,700
410600 - Miscellaneous Revenue- Other	0	9,000	0	0	0	2,200	0	0	0	11,200
Total Other Income	1,500	72,600	0	0	0	9,000	0	0	8,000	91,100
Total USFA- Total Income	1,891,680	3,470,798	1,176,355	2,000	50,000	14,000	738,250	190,000	63,400	7,596,483
USFA- Total Expenses										
Operating Expenses										
500120 - Depreciation- Furn, Fix, Bldg	0	0	0	0	41,000	0	0	0	0	41,000
500122 - Amoritization	0	0	0	0	6,000	0	0	0	0	6,000

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500440 - Phone	0	2,800	2,880	1,200	15,900	600	2,400	1,500	0	27,280
500460 - Postage and Shipping	8,000	4,552	1,000	0	4,544	0	0	0	750	18,846
500480 - Printing	37,000	225	2,500	0	300	500	0	10,000	2,500	53,025
500140 - Equipment/Copier	0	0	0	0	1,080	0	0	0	0	1,080
500142 - Leased equipment	0	0	0	0	6,024	0	0	0	0	6,024
Total Operating Expenses	45,000	7,577	6,380	1,200	74,848	1,100	2,400	11,500	3,250	153,255
USFA- Compensation Expense	135,312	163,908	166,230	122,070	275,627	0	153,724	87,140	0	1,104,011
USFA- Insurance Expense										
Athlete Accident Insurance Expense	67,192	0	0	0	0	0	0	0	0	67,192
General Liability Insurance expense	179,627	0	0	0	0	0	0	0	0	179,627
Other Insurance expense	0	0	2,700	0	4,200	0	0	0	0	6,900
Total USFA- Insurance Expense	246,819	0	2,700	0	4,200	0	0	0	0	253,719
Rent Expense	0	5,300	0	0	26,400	0	0	0	130	31,830
Administration Fees										
Data Center & Software	82,152	43,470	0	0	0	0	29,448	0	0	155,070
Paypal & bank fees	0	0	0	0	149,660	0	5,000	0	1,000	155,660
Background Checks	60,000	200	0	0	200	0	0	0	0	60,400
Company Software	0	20,000	0	0	10,000	5,500	12,000	9,750	0	57,250
Total Administration Fees	142,152	63,670	0	0	159,860	5,500	46,448	9,750	1,000	428,380
Event Expense										
500160 - Freight	0	101,000	0	0	0	0	0	0	13,000	114,000
500549 - Venue Rental	0	141,001	0	0	0	0	0	1,000	50,000	192,001
500550 - Venue Decorator	0	133,000	0	0	0	0	0	0	11,000	144,000
500552 - Venue Security	0	24,500	0	0	0	0	0	0	1,500	26,000
500553 - Venue Electric	0	34,000	0	0	0	0	0	0	0	34,000
500554 - Venue Catering	0	233,000	0	0	0	3,200	0	8,000	15,000	259,200
500555 - Local Organizing Committee	0	3,500	0	0	0	0	0	0	1,000	4,500
500557 - Venue- EMT	0	22,500	0	0	0	0	0	0	4,500	27,000
500558 - Venue - Phone/AV/Internet	0	41,000	0	0	0	3,000	0	0	5,000	49,000
500559 - Production/Staging	0	4,200	0	0	0	0	0	0	4,000	8,200
500620 - Trophies & Medals	0	18,750	0	0	0	400	0	0	1,580	20,730
Total Event Expense	0	756,451	0	0	0	6,600	0	9,000	106,580	878,631
Professional Services Expense										
500106 - Audit fees	0	0	0	0	7,950	0	0	0	0	7,950
500107 - Tax return fees	0	0	0	0	2,950	0	0	0	0	2,950
500108 - Legal fees	0	0	0	0	4,043	0	0	0	0	4,043
500562 - Contract labor	0	72,380	0	0	6,000	11,500	93,600	0	8,550	192,030
500756 - Professional Service Fees	0	0	5,000	0	0	0	0	2,500	0	7,500
500780 - Consulting Fees	0	0	0	0	10,352	5,000	18,000	0	0	33,352
Total Professional Services Expense	0	72,380	5,000	0	31,295	16,500	111,600	2,500	8,550	247,825
Travel Expense										
500020 - Air	1,000	289,500	6,300	2,800	1,200	40,720	772,500	3,750	26,500	1,144,270
500021 - VIK - Air	0	0	0	2,000	0	0	0	0	0	2,000
500022 - Baggage Fees	0	10,000	750	0	0	0	6,800	0	500	18,050
500200 - Ground Transportation	160	53,450	1,090	600	0	5,675	50,225	500	3,500	115,200
500240 - Hotel	900	302,290	9,370	4,680	500	23,330	284,125	2,750	27,000	654,945
Total Travel Expense	2,060	655,240	17,510	10,080	1,700	69,725	1,113,650	7,000	57,500	1,934,465
Per Diem & Honorarium	0	423,760	0	0	0	20,000	217,920	0	17,400	679,080
International Programs Expense										
Direct Athlete Support	0	0	0	0	0	0	135,500	0	0	135,500
International License Expense	0	0	0	0	0	0	15,400	0	0	15,400
Coaches Salaries	0	0	0	0	0	0	269,600	0	0	269,600
International Programs Other	0	0	0	0	0	0	52,344	0	0	52,344
Total International Programs Expense	0	0	0	0	0	0	472,844	0	0	472,844
Marketing Expense										
Magazine Expense	0	0	55,750	0	0	0	0	18,000	0	73,750

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Marketing Expense	0	0	13,000	0	0	0	9,950	6,000	3,000	31,950
Website Expense	0	0	28,000	0	0	0	0	2,500	0	30,500
Broadcasting	0	0	0	0	0	0	0	0	15,000	15,000
Total Marketing Expense Group	0	0	96,750	0	0	0	9,950	26,500	18,000	151,200
Division Rebates	50,000	0	0	0	0	0	0	0	0	50,000
Sponsorship Expense										
500650 - VIK- Tournament Equipment expense	0	0	646,400	0	0	0	0	0	0	646,400
500651 - VIK- Apparel expense	0	0	30,000	0	0	0	0	0	0	30,000
500652 - VIK- Merchandise expense	0	0	96,555	0	0	0	0	0	0	96,555
500760 - Sponsorship Fulfillment	0	0	10,000	0	0	0	0	0	0	10,000
500654 - VIK- Services	0	0	200,000	0	0	0	0	0	0	200,000
Total Sponsorship Expense	0	0	982,955	0	0	0	0	0	0	982,955
Other Expenses										
500130 - Dues and Fees - Other	0	0	0	0	0	8,100	15,350	0	12,200	35,650
500335 - Entertainment	0	0	0	0	0	0	0	4,000	0	4,000
500340 - Meals	0	12,500	1,950	3,600	3,000	15,100	5,300	1,750	1,150	44,350
500600 - Supply	0	16,500	0	1,200	4,200	3,550	3,000	3,000	1,200	32,650
500292 - Chase LOC Interest	0	0	0	0	2,220	0	0	0	0	2,220
500290 - Interest Expense - Other	0	0	0	0	600	0	0	0	0	600
500360 - Miscellaneous	0	0	0	0	1,920	475	0	0	0	2,395
500799 - Employee Development	0	500	0	0	3,000	0	0	0	0	3,500
500800 - Dues/Memberships/Subscriptions	0	100	0	1,000	1,723	100	0	0	0	2,923
Total Other Expenses	0	29,600	1,950	5,800	16,663	27,325	23,650	8,750	14,550	128,288
Total USFA- Total Expenses	621,343	2,177,886	1,279,475	139,150	590,593	146,750	2,152,186	162,140	226,960	7,496,483
Total USFA- Net Income	1,270,337	1,292,912	(103,120)	(137,150)	(540,593)	(132,750)	(1,413,936)	27,860	(163,560)	100,000

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