

USAFencing
USFA- Budget vs Actual (2)
As of July 31, 2015

As of Date:

07/31/2015

	Month Ending 07/31/2015		Year To Date 07/31/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	2,146	1,300	1,172,999	1,295,545	(122,546)
Non-Competitive Membership Revenue	260	0	98,970	120,000	(21,030)
Supporting Membership Revenue	0	0	9,261	14,320	(5,059)
Professional Membership Revenue	(35)	0	217,948	242,500	(24,552)
Other Membership Revenue	0	0	32,600	31,750	850
Membership Revenue- Admin	0	0	232	8,950	(8,718)
Total Member Fees Revenue	2,371	1,300	1,532,010	1,713,065	(181,055)
National Registration Revenue	892,138	999,673	2,950,080	2,945,056	5,024
Bid Fee Revenue	500	300	10,660	5,000	5,660
Other Event Revenue					
410415 - Event vendors	12,000	14,600	53,600	75,900	(22,300)
410480 - Rebates	89,460	70,000	258,818	139,550	119,268
Total Other Event Revenue	101,460	84,600	312,418	215,450	96,968
Insurance Revenue	(350)	0	154,225	154,720	(495)
International Programs Fee Revenue					
International Registration Fees	0	0	124,488	101,500	22,988
International Licensing Fee Revenue	4,080	785	42,720	39,250	3,470
USFA- Other International Program Revenue	0	0	10,190	3,400	6,790
Cadre to World Cup Fee	0	0	170,550	155,000	15,550
Total International Programs Fee Revenue	4,080	785	347,948	299,150	48,798
USFA-Marketing Revenue					
Magazine Revenue	0	100	4,555	13,000	(8,445)
Marketing Revenue	2,503	2,000	58,304	11,160	47,144
Total Marketing Revenue	2,503	2,100	62,859	24,160	38,699
Development Revenue	13,791	7,000	69,708	70,000	(292)
Royalties & Partnerships Revenue	17,500	16,250	80,345	82,050	(1,705)
Sponsorship Revenue					
410410 - Sponsorship revenue	10,000	40,000	99,500	185,250	(85,750)
410449 - VIK - Merchandise	0	5,000	21,309	106,555	(85,246)
410494 - VIK- Apparel	30,000	30,000	30,000	30,000	0
410495 - VIK - Tournament Equipment	0	0	680,400	680,400	0
411000 - All-Academic Team	0	0	8,800	0	8,800
411002 - Connor Porter Mem. Scholarship	0	0	4,000	0	4,000
Total Sponsorship Revenue	40,000	75,000	844,009	1,002,205	(158,196)
USOC Funding					
410492 - VIK - Airline Tickets	2,458	14,500	52,837	70,000	(17,163)
410700 - Grants	(5,570)	0	125,757	20,000	105,757
410710 - Base Funding	552,848	523,010	577,739	548,010	29,729
410760 - Wheelchair Funding	0	12,000	17,922	30,000	(12,078)
Total USOC Funding	549,736	549,510	774,255	668,010	106,245
USFF Grant	0	0	67,690	65,000	2,690
Other Income					
410031 - Club Banner	0	0	920	3,500	(2,580)
410110 - Hall of Fame Tickets	1,902	0	2,022	0	2,022
410140 - Ticket Sales	0	800	10,040	11,300	(1,260)
410150 - FOC Exam	875	1,000	12,325	5,000	7,325
410910 - NOC/ROC	0	0	16,625	20,400	(3,775)
410920 - Regional Youth Circuit	0	0	16,268	9,000	7,268
410930 - Super Youth Circuit	0	0	34,350	22,800	11,550
410940 - Regional Jr/Cadet Circuit	0	0	5,005	0	5,005
410620 - Interest Earned	508	0	8,269	0	8,269

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410651 - Prior Year Income	22,016	0	38,134	0	38,134
410600 - Miscellaneous Revenue- Other	91,402	0	131,606	8,000	123,606
Total Other Income	116,703	1,800	275,564	80,000	195,564
Total USFA- Total Income	1,740,432	1,738,318	7,481,771	7,323,866	157,905
USFA- Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	28,258	53,263	28,257	53,263	(25,006)
500122 - Amoritzation	6,124	0	6,125	0	6,125
500440 - Phone	3,953	2,450	31,114	29,385	1,729
500460 - Postage and Shipping	1,662	1,350	23,826	11,700	12,126
500480 - Printing	225	2,642	30,037	53,700	(23,663)
500060 - Bad debt expense	880	0	902	0	902
500140 - Equipment/Copier	60	100	1,091	1,600	(509)
500142 - Leased equipment	1,426	750	16,023	6,800	9,223
Total Operating Expenses	42,588	60,555	137,375	156,448	(19,073)
USFA- Compensation Expense	90,928	114,643	931,368	990,836	(59,468)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,200	2,369	41,866	28,428	13,438
General Liability Insurance expense	14,540	13,184	174,478	158,208	16,270
Other Insurance expense	1,665	1,595	13,479	24,140	(10,661)
Total USFA- Insurance Expense	18,405	17,148	229,823	210,776	19,047
Rent Expense	2,685	2,780	36,721	35,464	1,257
Administration Fees					
Data Center & Software	12,917	12,928	155,004	155,070	(66)
Paypal & bank fees	16,482	10,300	177,649	148,850	28,799
Background Checks	5,262	0	34,347	41,040	(6,693)
Company Software	2,286	2,000	35,720	24,100	11,620
Total Administration Fees	36,947	25,228	402,720	369,060	33,660
Event Expense					
500160 - Freight	32,084	21,000	159,006	93,700	65,306
500549 - Venue Rental	4,366	0	178,904	181,501	(2,597)
500550 - Venue Decorator	39,633	25,000	149,759	189,050	(39,290)
500552 - Venue Security	4,554	8,000	17,287	24,200	(6,913)
500553 - Venue Electric	11,999	4,000	35,771	32,000	3,770
500554 - Venue Catering	109,408	71,200	325,255	275,900	49,355
500555 - Local Organizing Committee	1,000	0	1,500	2,000	(500)
500556 - Venue - Copier	0	500	0	500	(500)
500557 - Venue- EMT	9,489	15,000	19,612	34,500	(14,887)
500558 - Venue - Phone/AV/Internet	6,918	11,000	57,753	104,500	(46,747)
500559 - Production/Staging	5,249	6,600	84,075	47,260	36,815
500620 - Trophies & Medals	4,274	6,000	18,845	39,400	(20,556)
Total Event Expense	228,974	168,300	1,047,767	1,024,511	23,256
Professional Services Expense					
500106 - Audit fees	0	0	7,850	7,750	100
500107 - Tax return fees	0	0	3,700	2,750	950
500562 - Contract labor	24,745	10,770	180,010	133,120	46,890
500564 - Non 1099 Payments	0	0	98	2,000	(1,902)
500756 - Professional Service Fees	0	500	1,000	2,500	(1,500)
500780 - Consulting Fees	0	0	3,824	8,200	(4,376)
Total Professional Services Expense	24,745	11,270	196,482	156,320	40,162
Travel Expense					
500020 - Air	133,163	105,364	1,004,969	863,416	141,554
500021 - VIK - Air	2,458	14,500	52,837	70,000	(17,163)
500022 - Baggage Fees	5,924	8,000	14,653	38,750	(24,097)

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500200 - Ground Transportation	24,969	23,377	135,244	161,100	(25,857)
500240 - Hotel	231,720	134,245	748,998	646,709	102,289
Total Travel Expense	398,234	285,486	1,956,701	1,779,975	176,726
Per Diem & Honorarium	200,122	156,330	675,669	679,730	(4,060)
International Programs Expense					
Direct Athlete Support	0	0	74,950	108,400	(33,451)
International License Expense	0	308	22,115	15,400	6,716
Coaches Salaries	20,300	19,550	251,265	246,015	5,250
International Programs Other	2,490	2,994	46,004	47,020	(1,017)
Total International Programs Expense	22,790	22,852	394,334	416,835	(22,502)
Marketing Expense					
Magazine Expense	0	0	44,754	67,500	(22,746)
Marketing Expense	4,905	2,600	60,739	19,900	40,840
Website Expense	0	0	24,000	27,000	(3,000)
Broadcasting	0	0	103,070	47,000	56,070
Total Marketing Expense Group	4,905	2,600	232,563	161,400	71,164
Division Rebates	18,184	19,021	61,044	49,021	12,023
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	0	0	680,400	680,400	0
500651 - VIK- Apparel expense	30,000	30,000	30,000	30,000	0
500652 - VIK- Merchandise expense	0	5,000	21,310	106,555	(85,246)
500760 - Sponsorship Fulfillment	10,000	10,000	10,000	10,000	0
Total Sponsorship Expense	40,000	45,000	741,710	826,955	(85,246)
Other Expenses					
500130 - Dues and Fees - Other	9,303	10,800	70,697	90,800	(20,103)
500335 - Entertainment	0	0	550	3,000	(2,450)
500340 - Meals	19,037	3,218	80,169	43,660	36,509
500600 - Supply	2,893	3,860	70,558	35,605	34,954
500751 - Hall of Fame	1,336	0	1,349	0	1,349
500292 - Chase LOC Interest	0	210	1,327	2,520	(1,193)
500290 - Interest Expense - Other	0	50	0	600	(600)
500430 - Prior Year Adjustments	0	0	12,412	0	12,412
500360 - Miscellaneous	124	250	33,662	4,225	29,437
500799 - Employee Development	0	550	2,500	4,200	(1,700)
500800 - Dues/Memberships/Subscriptions	439	120	7,230	2,925	4,305
Total Other Expenses	33,132	19,058	280,454	187,535	92,920
Total USFA- Total Expenses	1,162,639	950,271	7,324,731	7,044,866	279,866
Total USFA- Net Income	577,793	788,047	157,040	279,000	(121,961)