

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

As of Date:

	Month Ending 10/31/2015		Year To Date 10/31/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	118,785	133,600	884,469	920,480	(36,011)
Non-Competitive Membership Revenue	11,200	15,000	70,973	72,500	(1,527)
Supporting Membership Revenue	665	1,000	5,777	7,000	(1,223)
Professional Membership Revenue	17,925	21,750	228,429	247,650	(19,221)
Other Membership Revenue	4,200	2,000	29,900	30,100	(200)
Membership Revenue- Admin	60	25	110	50	60
Total Member Fees Revenue	152,835	173,375	1,219,658	1,277,780	(58,122)
National Registration Revenue	405,535	362,640	405,535	362,640	42,895
Bid Fee Revenue	0	100	120	400	(280)
Other Event Revenue					
410415 - Event vendors	7,439	7,700	8,440	7,700	740
410480 - Rebates	20,630	20,000	20,630	20,000	630
Total Other Event Revenue	28,069	27,700	29,070	27,700	1,370
Insurance Revenue	11,900	10,000	143,750	145,000	(1,250)
International Programs Fee Revenue					
International Registration Fees	31,853	31,400	60,024	47,400	12,624
International Licensing Fee Revenue	5,690	785	29,360	32,185	(2,825)
USFA- Other International Program Revenue	0	0	9,290	8,020	1,270
Cadre to World Cup Fee	20,500	30,000	112,500	78,000	34,500
Total International Programs Fee Revenue	58,043	62,185	211,174	165,605	45,569
USFA-Marketing Revenue					
Magazine Revenue	262	500	2,102	1,500	602
Marketing Revenue	12,680	700	33,038	1,600	31,438
Total Marketing Revenue	12,942	1,200	35,140	3,100	32,040
Development Revenue	8,509	15,416	20,571	28,748	(8,177)
Royalties & Partnerships Revenue	4,397	5,250	4,397	9,250	(4,853)
Sponsorship Revenue					
410410 - Sponsorship revenue	13,000	17,000	33,000	37,000	(4,000)
410495 - VIK - Tournament Equipment	102,300	102,300	102,300	102,300	0
Total Sponsorship Revenue	115,300	119,300	135,300	139,300	(4,000)
USOC Funding					
410492 - VIK - Airline Tickets	1,221	1,185	37,043	37,601	(558)
410700 - Grants	27,351	0	49,682	12,000	37,682
Total USOC Funding	28,572	1,185	86,725	49,601	37,124
USFF Grant	0	0	68,736	65,000	3,736
Other Income					
410031 - Club Banner	40	150	720	450	270
410140 - Ticket Sales	18,025	8,000	18,024	8,000	10,024
410150 - FOC Exam	1,000	500	3,900	2,500	1,401
410910 - NOC/ROC	5,585	3,000	10,505	5,500	5,005
410920 - Regional Youth Circuit	2,836	1,500	4,908	2,500	2,408

410930 - Super Youth Circuit	4,995	6,000	7,860	9,000	(1,140)
410940 - Regional Jr/Cadet Circuit	4,885	500	7,710	2,500	5,210
410620 - Interest Earned	496	0	1,466	0	1,465
410651 - Prior Year Income	70	0	70	0	70
410600 - Miscellaneous Revenue- Other	18,896	0	20,886	0	20,886
Total Other Income	<u>56,828</u>	<u>19,650</u>	<u>76,049</u>	<u>30,450</u>	<u>45,599</u>
Total USFA- Total Income	<u>882,930</u>	<u>798,001</u>	<u>2,436,225</u>	<u>2,304,574</u>	<u>131,651</u>

USFA- Total Expenses

Operating Expenses

500440 - Phone	1,876	2,273	7,262	6,819	443
500460 - Postage and Shipping	2,591	2,031	10,197	9,438	759
500480 - Printing	1,738	13,545	10,423	21,640	(11,217)
500060 - Bad debt expense	715	0	715	0	715
500140 - Equipment/Copier	59	338	180	473	(293)
500142 - Leased equipment	646	487	3,441	1,462	1,980
Total Operating Expenses	<u>7,625</u>	<u>18,674</u>	<u>32,218</u>	<u>39,832</u>	<u>(7,613)</u>

USFA- Compensation Expense	78,035	74,497	226,829	214,804	12,024
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USFA- Insurance Expense

Athlete Accident Insurance Expense	2,890	2,890	8,670	8,670	0
General Liability Insurance expense	20,541	20,541	61,622	61,623	0
Other Insurance expense	396	350	1,201	1,050	151
Total USFA- Insurance Expense	<u>23,827</u>	<u>23,781</u>	<u>71,493</u>	<u>71,343</u>	<u>151</u>

Rent Expense	3,321	2,557	10,049	7,411	2,637
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Administration Fees

Data Center & Software	12,917	12,922	38,751	38,766	(15)
Paypal & bank fees	23,779	12,791	64,631	62,949	1,683
Background Checks	6,432	19,200	23,849	30,200	(6,351)
Company Software	4,260	7,025	18,369	17,745	624
Total Administration Fees	<u>47,388</u>	<u>51,938</u>	<u>145,600</u>	<u>149,660</u>	<u>(4,059)</u>

Event Expense

500160 - Freight	16,587	22,680	16,587	22,680	(6,093)
500549 - Venue Rental	65,498	75,500	65,498	75,500	(10,002)
500550 - Venue Decorator	20,474	21,000	20,474	21,000	(527)
500552 - Venue Security	1,187	3,000	1,187	3,000	(1,812)
500553 - Venue Electric	5,920	4,000	5,920	4,000	1,920
500554 - Venue Catering	30,322	37,350	30,322	37,350	(7,028)
500555 - Local Organizing Committee	1,000	1,000	1,000	1,000	0
500557 - Venue- EMT	0	4,500	0	4,500	(4,500)
500558 - Venue - Phone/AV/Internet	6,745	9,844	6,745	10,844	(4,099)
500559 - Production/Staging	200	4,600	200	4,600	(4,400)
500620 - Trophies & Medals	1,297	3,188	5,096	3,188	1,908
Total Event Expense	<u>149,230</u>	<u>186,662</u>	<u>153,029</u>	<u>187,662</u>	<u>(34,633)</u>

Professional Services Expense

500106 - Audit fees	6,000	0	6,000	0	6,000
500108 - Legal fees	0	337	300	1,010	(711)
500562 - Contract labor	24,125	30,588	41,747	53,585	(11,838)
500756 - Professional Service Fees	(65)	500	0	3,000	(3,000)
500780 - Consulting Fees	0	4,306	0	6,806	(6,806)
Total Professional Services Expense	<u>30,060</u>	<u>35,731</u>	<u>48,047</u>	<u>64,401</u>	<u>(16,355)</u>

Travel Expense

500020 - Air	92,739	89,395	189,863	166,630	23,233
500021 - VIK - Air	869	1,185	36,691	37,591	(900)
500022 - Baggage Fees	695	1,600	833	1,700	(866)

500200 - Ground Transportation	18,429	13,620	22,024	17,484	4,540
500240 - Hotel	94,572	78,830	124,807	108,364	16,443
Total Travel Expense	<u>207,304</u>	<u>184,630</u>	<u>374,218</u>	<u>331,769</u>	<u>42,450</u>
Per Diem & Honorarium	76,475	78,550	96,317	96,970	(654)
International Programs Expense					
International License Expense	0	308	11,444	12,628	(1,183)
Coaches Salaries	25,300	21,300	66,545	63,900	2,644
International Programs Other	1,739	3,600	8,636	6,300	2,337
Total International Programs Expense	<u>27,039</u>	<u>25,208</u>	<u>86,625</u>	<u>82,828</u>	<u>3,798</u>
Marketing Expense					
Magazine Expense	0	750	150	1,250	(1,100)
Marketing Expense	3,468	9,250	6,891	15,750	(8,860)
Website Expense	0	1,124	0	1,124	(1,124)
Broadcasting	12,000	15,000	12,000	15,000	(3,000)
Total Marketing Expense Group	<u>15,468</u>	<u>26,124</u>	<u>19,041</u>	<u>33,124</u>	<u>(14,084)</u>
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	102,300	102,300	102,300	102,300	0
Total Sponsorship Expense	<u>102,300</u>	<u>102,300</u>	<u>102,300</u>	<u>102,300</u>	<u>0</u>
Other Expenses					
500130 - Dues and Fees - Other	5,567	7,500	16,315	7,500	8,815
500335 - Entertainment	0	500	0	500	(500)
500340 - Meals	3,492	3,708	7,225	9,902	(2,677)
500600 - Supply	32,152	3,862	42,035	14,457	27,577
500292 - Chase LOC Interest	0	185	0	555	(555)
500290 - Interest Expense - Other	0	50	0	150	(150)
500430 - Prior Year Adjustments	3,526	0	5,499	0	5,499
500360 - Miscellaneous	2,368	160	3,862	480	3,382
500799 - Employee Development	0	250	0	750	(750)
500800 - Dues/Memberships/Subscriptions	1,614	120	2,052	540	1,512
Total Other Expenses	<u>48,719</u>	<u>16,335</u>	<u>76,988</u>	<u>34,834</u>	<u>42,153</u>
Total USFA- Total Expenses	<u>816,791</u>	<u>826,987</u>	<u>1,442,754</u>	<u>1,416,938</u>	<u>25,815</u>
Total USFA- Net Income	<u>66,139</u>	<u>(28,986)</u>	<u>993,471</u>	<u>887,636</u>	<u>105,836</u>

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