

USAFencing  
USFA- Budget vs Actual (2)  
As of December 31, 2015  
As of Date:

	Month Ending		Year To Date		
	12/31/2015		12/31/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	44,770	59,800	1,002,494	1,063,880	(61,386)
Non-Competitive Membership Revenue	4,480	5,000	84,093	86,500	(2,407)
Supporting Membership Revenue	445	1,000	6,552	9,000	(2,448)
Professional Membership Revenue	4,285	5,500	241,489	261,650	(20,161)
Other Membership Revenue	600	1,000	31,800	32,100	(300)
Membership Revenue- Admin	30	25	220	100	120
Total Member Fees Revenue	<u>54,610</u>	<u>72,325</u>	<u>1,366,648</u>	<u>1,453,230</u>	<u>(86,582)</u>
National Registration Revenue	344,111	284,000	1,094,801	1,026,640	68,161
Bid Fee Revenue	0	100	140	600	(460)
Other Event Revenue					
410415 - Event vendors	7,539	6,700	22,918	19,500	3,418
410480 - Rebates	23,050	28,000	71,775	83,000	(11,225)
Total Other Event Revenue	<u>30,589</u>	<u>34,700</u>	<u>94,693</u>	<u>102,500</u>	<u>(7,807)</u>
Insurance Revenue	1,125	3,000	149,775	151,000	(1,225)
International Programs Fee Revenue					
International Registration Fees	42,168	52,000	111,952	102,400	9,552
International Licensing Fee Revenue	2,970	785	34,500	33,755	745
USFA- Other International Program Revenue	0	0	9,290	8,020	1,270
Cadre to World Cup Fee	44,250	0	187,250	96,000	91,250
Total International Programs Fee Revenue	<u>89,388</u>	<u>52,785</u>	<u>342,992</u>	<u>240,175</u>	<u>102,817</u>
USFA-Marketing Revenue					
Magazine Revenue	148	500	2,400	2,500	(100)
Marketing Revenue	6,055	6,700	42,386	9,000	33,386
Total Marketing Revenue	<u>6,203</u>	<u>7,200</u>	<u>44,786</u>	<u>11,500</u>	<u>33,286</u>
Development Revenue	76,870	45,716	101,027	81,130	19,897
Royalties & Partnerships Revenue	4,250	5,250	12,897	23,750	(10,853)
Sponsorship Revenue					
410410 - Sponsorship revenue	72,500	25,000	130,500	87,000	43,500
410495 - VIK - Tournament Equipment	102,300	102,300	284,900	284,900	0
Total Sponsorship Revenue	<u>174,800</u>	<u>127,300</u>	<u>415,400</u>	<u>371,900</u>	<u>43,500</u>
USOC Funding					
410492 - VIK - Airline Tickets	0	3,599	37,590	41,200	(3,609)
410700 - Grants	36,352	40,000	86,033	52,000	34,033
410710 - Base Funding	0	24,791	0	24,791	(24,792)
Total USOC Funding	<u>36,352</u>	<u>68,390</u>	<u>123,623</u>	<u>117,991</u>	<u>5,633</u>
USFF Grant	0	0	68,736	65,000	3,736
Other Income					
410031 - Club Banner	120	150	840	750	90
410140 - Ticket Sales	6,174	15,000	24,198	23,000	1,198
410150 - FOC Exam	1,400	500	6,826	3,500	3,325
410910 - NOC/ROC	235	1,200	18,265	10,200	8,065
410920 - Regional Youth Circuit	2,330	1,500	8,512	6,000	2,512
410930 - Super Youth Circuit	7,810	8,000	17,360	17,000	360
410940 - Regional Jr/Cadet Circuit	2,680	200	10,390	3,200	7,190
410620 - Interest Earned	214	0	2,067	0	2,067
410651 - Prior Year Income	179	0	12,167	0	12,168
410600 - Miscellaneous Revenue- Other	3,381	2,200	24,921	2,200	22,721
Total Other Income	<u>24,523</u>	<u>28,750</u>	<u>125,546</u>	<u>65,850</u>	<u>59,696</u>
Total USFA- Total Income	<u>842,821</u>	<u>729,516</u>	<u>3,941,064</u>	<u>3,711,266</u>	<u>229,799</u>
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	2,077	2,523	11,502	11,615	(113)
500460 - Postage and Shipping	8,111	2,031	21,191	15,119	6,072
500480 - Printing	8,945	9,045	23,451	35,730	(12,278)
500060 - Bad debt expense	9,000	0	9,715	0	9,715
500140 - Equipment/Copier	2,610	67	3,060	607	2,452
500142 - Leased equipment	750	488	4,694	2,436	2,258
Total Operating Expenses	<u>31,493</u>	<u>14,154</u>	<u>73,613</u>	<u>65,507</u>	<u>8,106</u>
USFA- Compensation Expense	73,895	72,831	374,068	360,466	13,602
USFA- Insurance Expense					

Athlete Accident Insurance Expense	2,890	2,890	14,450	14,450	0
General Liability Insurance expense	20,541	20,541	102,704	102,705	(1)
Other Insurance expense	324	350	1,832	1,750	82
<b>Total USFA- Insurance Expense</b>	<b>23,755</b>	<b>23,781</b>	<b>118,986</b>	<b>118,905</b>	<b>81</b>
Rent Expense	2,811	2,427	15,671	12,265	3,406
Administration Fees					
Data Center & Software	12,917	12,922	64,585	64,610	(25)
Paypal & bank fees	9,671	18,079	91,342	90,165	1,177
Background Checks	6,521	1,000	37,212	47,400	(10,188)
Company Software	2,406	2,525	24,552	24,295	257
<b>Total Administration Fees</b>	<b>31,515</b>	<b>34,526</b>	<b>217,691</b>	<b>226,470</b>	<b>(8,779)</b>
Event Expense					
500160 - Freight	21,410	17,780	49,607	48,145	1,462
500549 - Venue Rental	21,383	43,000	111,091	141,500	(30,409)
500550 - Venue Decorator	36,687	25,000	82,449	63,000	19,449
500552 - Venue Security	782	4,000	6,668	9,000	(2,332)
500553 - Venue Electric	10,778	4,000	22,691	12,000	10,691
500554 - Venue Catering	35,124	44,750	93,725	106,100	(12,375)
500555 - Local Organizing Committee	1,800	1,000	2,800	2,000	800
500557 - Venue- EMT	0	5,000	3,618	12,500	(8,882)
500558 - Venue - Phone/AV/Internet	8,721	19,000	19,562	34,844	(15,282)
500559 - Production/Staging	10,720	8,600	10,920	13,200	(2,280)
500620 - Trophies & Medals	2,597	5,983	8,723	10,194	(1,472)
<b>Total Event Expense</b>	<b>150,002</b>	<b>178,113</b>	<b>411,854</b>	<b>452,483</b>	<b>(40,630)</b>
Professional Services Expense					
500106 - Audit fees	2,025	0	8,025	7,950	75
500107 - Tax return fees	0	0	0	2,950	(2,950)
500108 - Legal fees	0	337	3,240	1,685	1,556
500562 - Contract labor	34,319	34,038	99,647	110,161	(10,514)
500756 - Professional Service Fees	0	500	0	4,000	(4,000)
500780 - Consulting Fees	0	6,610	0	20,026	(20,026)
<b>Total Professional Services Expense</b>	<b>36,344</b>	<b>41,485</b>	<b>110,912</b>	<b>146,772</b>	<b>(35,859)</b>
Travel Expense					
500020 - Air	74,680	87,982	342,585	394,628	(52,042)
500021 - VIK - Air	0	3,599	37,239	41,189	(3,951)
500022 - Baggage Fees	1,722	1,300	3,572	4,050	(478)
500200 - Ground Transportation	46,225	19,420	79,101	53,773	25,327
500240 - Hotel	93,575	62,970	282,178	238,156	44,023
<b>Total Travel Expense</b>	<b>216,202</b>	<b>175,271</b>	<b>744,675</b>	<b>731,796</b>	<b>12,879</b>
Per Diem & Honorarium	48,598	64,000	245,189	229,130	16,059
International Programs Expense					
International License Expense	1,106	308	13,622	13,244	378
Coaches Salaries	17,800	21,300	102,144	106,500	(4,356)
International Programs Other	4,503	2,240	19,772	19,560	212
<b>Total International Programs Expense</b>	<b>23,409</b>	<b>23,848</b>	<b>135,538</b>	<b>139,304</b>	<b>(3,766)</b>
Marketing Expense					
Magazine Expense	477	750	11,938	13,250	(1,312)
Marketing Expense - Other	3,007	5,500	18,571	21,250	(2,679)
Website Expense	0	208	24,000	25,540	(1,540)
Broadcasting	69,100	67,000	81,100	82,000	(900)
<b>Total Marketing Expense Group</b>	<b>72,584</b>	<b>73,458</b>	<b>135,609</b>	<b>142,040</b>	<b>(6,431)</b>
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	102,300	102,300	284,900	284,900	0
<b>Total Sponsorship Expense</b>	<b>102,300</b>	<b>102,300</b>	<b>284,900</b>	<b>284,900</b>	<b>0</b>
Other Expenses					
500130 - Dues and Fees - Other	12,013	7,600	37,929	16,100	21,829
500335 - Entertainment	0	1,500	0	2,500	(2,500)
500340 - Meals	7,092	3,527	16,368	15,486	882
500600 - Supply	7,988	3,863	62,227	26,682	35,546
500292 - Chase LOC Interest	0	185	0	925	(925)
500290 - Interest Expense - Other	0	50	0	250	(250)
500430 - Prior Year Adjustments	340	0	5,725	0	5,725
500360 - Miscellaneous	3,296	25,160	8,252	25,895	(17,644)
500799 - Employee Development	0	250	531	1,500	(969)
500800 - Dues/Memberships/Subscriptions	324	423	3,396	1,083	2,313
<b>Total Other Expenses</b>	<b>31,053</b>	<b>42,558</b>	<b>134,428</b>	<b>90,421</b>	<b>44,007</b>
<b>Total USFA- Total Expenses</b>	<b>843,961</b>	<b>848,752</b>	<b>3,003,134</b>	<b>3,000,459</b>	<b>2,675</b>
<b>Total USFA- Net Income</b>	<b>(1,140)</b>	<b>(119,236)</b>	<b>937,930</b>	<b>710,807</b>	<b>227,123</b>