

USAFencing
 USFA- Budget vs Actual (2)
 As of February 29, 2016

As of Date:
 Department Group:

02/29/2016
 Active

	Member Services		National Events		Marketing and Communicati		Executive office		General Admin		Board and committee		Sports Performance		Development		US International Events		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	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	
	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	02/29/2016	
	Actual	Working Budget	Actual	Working Budget	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	1,109,359	1,197,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,109,359	1,197,480	
Non-Competitive Membership Revenue	101,383	105,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	101,383	105,500	
Supporting Membership Revenue	9,600	11,000	0	0	0	0	0	0	(9)	0	0	0	0	0	0	0	0	0	9,592	11,000	
Professional Membership Revenue	252,685	274,900	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	252,684	274,900	
Other Membership Revenue	33,150	33,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	33,150	33,600	
Membership Revenue- Admin	355	150	0	0	0	0	0	0	0	0	(3)	0	0	0	0	0	0	0	353	150	
Total Member Fees Revenue	1,506,532	1,622,630	0	0	0	0	0	0	(9)	0	(3)	0	0	0	0	0	0	0	1,506,521	1,622,630	
National Registration Revenue	0	0	1,733,541	1,628,510	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,733,540	1,628,510	
Bid Fee Revenue	0	0	1,460	700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1,460	700	
Other Event Revenue																					
410415 - Event vendors	0	0	36,697	34,200	0	0	0	0	0	0	0	0	0	0	0	0	0	1,000	36,697	35,200	
410480 - Rebates	0	0	109,680	117,000	0	0	0	0	0	0	0	0	0	0	0	0	10,470	13,500	120,150	130,500	
Total Other Event Revenue	0	0	146,377	151,200	0	0	0	0	0	0	0	0	0	0	0	0	10,470	14,500	156,847	165,700	
Insurance Revenue	152,925	157,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	152,925	157,000	
International Programs Fee Revenue																					
International Registration Fees	240	0	0	0	0	0	0	0	0	0	0	62,721	40,000	0	0	55,896	72,400	118,858	112,400		
International Licensing Fee Revenue	0	0	0	0	0	0	0	0	0	0	0	36,910	35,325	0	0	0	0	36,910	35,325		
USFA- Other International Program Revenue	0	0	0	0	0	0	0	0	0	0	0	9,290	8,020	0	0	0	0	9,290	8,020		
Cadre to World Cup Fee	0	0	0	0	0	0	0	0	0	0	0	176,780	144,000	0	0	0	0	176,780	144,000		
Total International Programs Fee Revenue	240	0	0	0	0	0	0	0	0	0	0	285,701	227,345	0	0	55,896	72,400	341,838	299,745		
USFA-Marketing Revenue																					
Magazine Revenue	75	0	0	0	2,686	3,500	0	0	0	0	0	0	0	0	0	0	0	0	2,761	3,500	
Marketing Revenue	293	0	0	0	3,384	4,400	0	0	0	0	0	40,738	0	0	0	2,060	6,000	46,475	10,400		
Total Marketing Revenue	368	0	0	0	6,070	7,900	0	0	0	0	0	40,738	0	0	0	2,060	6,000	49,236	13,900		
Development Revenue	0	0	0	0	0	0	0	0	0	1,568	0	0	0	0	49,925	59,162	65,900	44,050	117,393	103,212	
Royalties & Partnerships Revenue	0	0	0	0	24,240	38,250	0	0	0	0	0	0	0	0	0	0	0	0	24,240	38,250	
Sponsorship Revenue																					
410410 - Sponsorship revenue	0	0	0	0	45,000	60,000	0	0	0	0	0	0	0	0	0	0	0	91,000	46,500	136,000	106,500
410495 - VIK - Tournament Equipment	0	0	0	0	436,000	436,000	0	0	0	0	0	0	0	0	0	0	0	0	436,000	436,000	
Total Sponsorship Revenue	0	0	0	0	481,000	496,000	0	0	0	0	0	0	0	0	0	0	0	91,000	46,500	572,000	542,500
USOC Funding																					
410492 - VIK - Airline Tickets	0	0	12,113	12,113	0	0	1,190	1,200	0	0	4,588	4,588	16,646	16,646	439	438	2,616	6,215	37,590	41,200	
410700 - Grants	0	0	0	0	0	0	0	0	0	3,000	5,000	46,681	12,000	0	0	36,352	35,000	86,033	52,000		
410710 - Base Funding	0	0	0	0	0	0	0	0	0	0	0	24,791	24,791	0	0	0	0	24,791	24,791		
Total USOC Funding	0	0	12,113	12,113	0	0	1,190	1,200	0	7,588	9,588	88,118	53,437	439	438	38,968	41,215	148,414	117,991		
USFF Grant	0	0	0	0	0	0	0	0	0	0	0	0	0	100,236	96,700	0	0	100,236	96,700		
Other Income																					
410031 - Club Banner	840	1,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	840	1,050	
410140 - Ticket Sales	0	0	0	0	0	0	0	0	0	0	0	735	0	0	23,463	23,000	0	24,199	23,000		
410150 - FOC Exam	0	0	0	0	0	0	0	0	0	9,101	4,500	0	0	0	0	0	0	9,100	4,500		
410910 - NOC/ROC	0	0	22,975	14,400	0	0	0	0	0	0	0	0	0	0	0	0	0	22,975	14,400		
410920 - Regional Youth Circuit	0	0	12,750	10,000	0	0	0	0	0	0	0	0	0	0	0	0	0	12,750	10,000		
410930 - Super Youth Circuit	0	0	31,165	27,000	0	0	0	0	0	0	0	0	0	0	0	0	0	31,165	27,000		
410940 - Regional Jr/Cadet Circuit	0	0	12,590	3,700	0	0	0	0	0	0	0	0	0	0	0	0	0	12,590	3,700		
410620 - Interest Earned	0	0	2,281	0	0	0	0	142	0	0	0	46	0	0	0	0	0	0	2,470	0	
410651 - Prior Year Income	0	0	1,262	0	0	0	0	0	0	70	0	11,196	0	0	0	0	0	0	12,528	0	
410600 - Miscellaneous Revenue- Other	33,899	0	6,516	0	0	0	0	2,392	0	0	2,200	10,576	0	457	0	559	0	54,399	2,200		
Total Other Income	34,739	1,050	89,539	55,100	0	0	0	2,534	0	9,171	6,700	22,553	0	457	0	24,022	23,000	183,016	85,850		
Total USFA- Total Income	1,694,804	1,780,680	1,983,030	1,847,623	511,310	542,150	1,190	1,200	2,525	0	18,324	16,288	437,110	280,782	151,057	156,300	288,316	247,665	5,087,666	4,872,688	
USFA- Total Expenses																					
Operating Expenses																					
500440 - Phone	0	0	1,719	1,631	960	1,680	22	700	9,408	9,275	918	350	2,251	1,400	0	650	4	250	15,283	15,936	
500460 - Postage and Shipping	8,366	7,250	5,866	2,402	163	400	46	0	2,147	2,796	37	0	3,252	0	366	3,500	4,436	1,750	24,677	18,099	
500480 - Printing	14,613	30,000	1,634	145	734	0	0	0	1,084	175	0	0	65	0	1,750	5,000	7,238	6,500	27,118	41,820	

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	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget
500060 - Bad debt expense	0	0	10,131	0	0	0	0	0	100	0	0	0	0	0	0	0	0	0	10,231	0
500140 - Equipment/Copier	0	0	3,300	0	0	0	0	0	419	743	0	0	0	0	0	0	0	0	3,719	742
500142 - Leased equipment	0	0	0	0	0	0	0	0	5,699	3,411	0	0	0	0	0	0	0	0	5,699	3,411
Total Operating Expenses	22,979	37,250	22,650	4,178	1,857	2,080	68	700	18,857	16,400	955	350	5,568	1,400	2,116	9,150	11,678	8,500	86,727	80,008
USFA- Compensation Expense	89,103	78,754	95,071	92,469	38,996	37,716	66,841	65,010	98,981	99,591	0	0	83,674	82,644	50,345	49,944	0	0	523,011	506,128
USFA- Insurance Expense																				
Athlete Accident Insurance Expense	20,230	20,230	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	20,230	20,230
General Liability Insurance expense	143,786	143,787	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	143,786	143,787
Other Insurance expense	0	0	0	0	3,492	2,700	0	0	2,145	2,450	0	0	282	0	0	0	18	0	5,937	5,150
Total USFA- Insurance Expense	164,016	164,017	0	0	3,492	2,700	0	0	2,145	2,450	0	0	282	0	0	0	18	0	169,953	169,167
Rent Expense	0	0	4,640	2,800	0	0	0	0	16,555	14,783	0	0	0	0	0	0	0	0	130	21,194
Administration Fees																				
Data Center & Software	47,922	47,922	25,317	25,355	0	0	0	0	0	0	0	0	17,180	17,178	0	0	0	0	90,419	90,455
Paypal & bank fees	22	0	0	0	0	0	0	0	115,118	100,823	273	0	44	2,912	401	0	2,345	7,000	118,205	110,735
Background Checks	44,909	58,000	0	200	0	0	0	0	220	200	0	0	0	0	0	0	0	0	45,130	58,400
Company Software	1,000	0	6,305	8,650	265	0	0	0	13,261	10,000	5,080	3,500	3,305	0	5,295	7,375	160	0	34,670	29,525
Total Administration Fees	93,853	105,922	31,622	34,205	265	0	0	0	128,599	111,023	5,353	3,500	20,529	20,090	5,696	7,375	2,505	7,000	288,424	289,115
Event Expense																				
500160 - Freight	0	0	49,677	43,425	0	0	0	0	0	0	0	0	0	0	0	0	13,808	20,000	63,486	63,425
500549 - Venue Rental	0	0	105,582	115,500	0	0	0	0	0	0	1,010	0	1,877	0	0	0	42,488	68,000	150,956	183,500
500550 - Venue Decorator	0	0	122,505	82,000	0	0	0	0	0	0	0	0	0	0	0	0	24,247	19,000	146,753	101,000
500552 - Venue Security	0	0	16,696	12,000	0	0	0	0	0	0	0	0	0	0	0	0	1,187	1,500	17,883	13,500
500553 - Venue Electric	0	0	28,682	20,000	0	0	0	0	0	0	0	0	0	0	0	0	5,920	0	34,602	20,000
500554 - Venue Catering	0	0	136,703	123,600	0	0	0	0	0	0	921	2,000	0	0	2,945	1,500	17,094	30,000	157,663	157,100
500555 - Local Organizing Committee	0	0	2,800	3,000	0	0	0	0	0	0	0	0	0	0	0	0	1,000	1,000	3,800	4,000
500557 - Venue- EMT	0	0	5,579	11,000	0	0	0	0	0	0	0	0	0	0	0	0	0	7,500	5,579	18,500
500558 - Venue - Phone/AV/Internet	0	0	26,000	27,844	0	0	0	0	0	595	2,000	0	0	0	0	0	5,552	18,000	32,147	47,844
500559 - Production/Staging	0	0	300	1,200	0	0	0	0	0	0	0	0	0	0	0	0	10,920	12,000	11,220	13,200
500620 - Trophies & Medals	0	0	11,534	7,053	0	0	0	0	0	0	0	200	224	0	0	0	2,928	5,580	14,685	12,833
Total Event Expense	0	0	506,058	446,622	0	0	0	0	2,526	4,200	2,101	0	2,945	1,500	125,144	182,580	638,774	634,902		
Professional Services Expense																				
500106 - Audit fees	0	0	0	0	0	0	0	0	8,025	7,950	0	0	0	0	0	0	0	0	8,025	7,950
500107 - Tax return fees	0	0	0	0	0	0	0	0	0	2,950	0	0	0	0	0	0	0	0	0	2,950
500108 - Legal fees	0	0	0	0	3,240	0	0	0	0	2,358	0	0	0	0	0	0	0	0	3,240	2,358
500582 - Contract labor	1,426	0	33,852	45,880	0	0	0	0	4,666	3,730	1,380	7,500	77,756	66,791	0	0	18,565	20,550	137,644	144,451
500756 - Professional Service Fees	0	0	0	0	0	2,500	0	0	0	0	0	0	0	0	0	2,500	0	0	0	5,000
500780 - Consulting Fees	0	0	0	0	0	0	0	0	3,948	30,746	0	5,000	0	0	0	0	0	0	3,948	35,746
Total Professional Services Expense	1,426	0	33,852	45,880	3,240	2,500	0	0	16,639	47,734	1,380	12,500	77,756	66,791	0	2,500	18,565	20,550	152,857	198,455
Travel Expense																				
500020 - Air	425	500	133,911	158,487	2,830	2,800	853	1,600	357	800	14,948	21,843	369,784	397,552	865	1,262	42,346	47,285	566,320	632,129
500021 - VIK - Air	0	0	11,761	12,113	0	0	1,190	1,200	0	0	4,588	4,577	16,646	16,646	438	438	6,215	37,239	41,189	
500022 - Baggage Fees	150	0	2,818	5,000	0	350	0	50	0	55	0	1,424	0	175	0	376	800	5,048	6,150	
500200 - Ground Transportation	169	80	49,497	32,200	521	582	823	350	290	0	3,356	3,340	26,744	24,000	232	280	29,568	17,500	111,199	78,332
500240 - Hotel	645	450	191,441	166,890	1,714	5,480	2,009	2,730	381	357	11,989	14,884	140,759	118,800	783	1,570	66,969	47,400	416,689	358,561
Total Travel Expense	1,389	1,030	389,428	374,690	5,065	9,212	4,875	5,880	1,078	1,157	34,936	44,644	555,357	556,998	2,493	3,550	141,875	119,200	1,136,495	1,116,361
Per Diem & Honorarium	510	0	233,899	216,740	0	0	0	0	0	0	1,400	12,000	117,096	103,200	0	0	32,706	33,400	385,612	365,340
International Programs Expense																				
Direct Athlete Support	0	0	0	0	0	0	0	0	0	0	0	0	92,800	135,500	0	0	0	0	92,800	135,500
International License Expense	0	0	0	0	0	0	0	0	0	0	0	0	15,805	13,860	0	0	0	0	15,806	13,860
Coaches Salaries	0	0	0	0	0	0	0	0	0	0	0	0	137,745	153,100	0	0	0	0	137,744	153,100
International Programs Other	0	0	(145)	0	0	0	0	0	0	0	110	0	31,102	33,060	0	0	0	90	31,067	33,150
Total International Programs Expense	0	0	(145)	0	0	0	0	0	0	0	110	0	277,452	335,520	0	0	0	90	277,417	335,610
Marketing Expense																				
Magazine Expense	0	0	0	0	11,937	22,000	0	0	0	0	0	0	0	0	0	4,250	0	0	11,938	26,250
Marketing Expense	1,139	0	745	0	23,612	34,164	0	0	0	0	0	0	7,178	3,750	0	8,000	4,004	5,500	36,678	51,414
Website Expense	0	0	0	0	24,000	26,000	0	0	0	0	0	0	0	0	0	956	0	0	24,000	26,956
Broadcasting	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	81,100	82,000	81,100	82,000	

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	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget
Total Marketing Expense Group	1,139	0	745	0	59,549	82,164	0	0	0	0	0	0	7,178	3,750	0	13,206	85,104	87,500	153,716	186,620
Division Rebates	36,387	40,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	36,387	40,000
Sponsorship Expense																				
500650 - VIK- Tournament Equipment expense	0	0	0	0	436,000	436,000	0	0	0	0	0	0	0	0	0	0	0	0	436,000	436,000
Total Sponsorship Expense	0	0	0	0	436,000	436,000	0	0	0	0	0	0	0	0	0	0	0	0	436,000	436,000
Other Expenses																				
500130 - Dues and Fees - Other	0	0	0	0	5,000	0	212	0	40	0	8,950	8,100	26,991	1,300	189	325	18,170	19,500	59,553	29,225
500335 - Entertainment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	455	2,500	0	0	455	2,500
500340 - Meals	200	0	2,624	3,500	624	800	231	2,100	1,588	1,822	5,278	8,536	5,468	3,050	238	950	4,236	2,150	20,485	22,909
500600 - Supply	65	0	15,469	9,000	117	0	0	700	2,320	2,425	673	2,200	34,324	21,770	85	1,162	15,237	3,200	68,292	40,457
500292 - Chase LOC Interest	0	0	0	0	0	0	0	0	0	1,295	0	0	0	0	0	0	0	0	0	1,295
500290 - Interest Expense - Other	0	0	0	0	0	0	0	0	0	350	0	0	0	0	0	0	0	0	0	350
500430 - Prior Year Adjustments	20	0	2,915	0	0	0	0	0	625	0	300	0	1,866	0	0	0	0	0	5,725	0
500360 - Miscellaneous	(412)	0	3,526	0	34	0	0	0	3,278	1,120	613	190	2,333	0	354	0	3,278	25,000	13,004	26,310
500799 - Employee Development	0	0	0	250	0	0	0	0	531	1,750	0	0	0	0	0	0	0	0	531	2,000
500800 - Dues/Memberships/Subscriptions	0	0	199	100	0	0	1,000	1,000	1,542	1,123	244	100	1,764	0	325	0	0	0	5,073	2,323
Total Other Expenses	(127)	0	24,733	12,850	5,775	800	1,443	3,800	9,924	9,885	16,058	19,126	72,746	26,120	1,646	4,937	40,921	49,850	173,118	127,369
Total USFA- Total Expenses	410,675	426,973	1,342,553	1,230,434	554,239	573,172	73,227	75,390	292,778	303,023	62,718	96,320	1,219,739	1,196,513	65,241	92,162	458,516	508,800	4,479,685	4,502,788
Total USFA- Net Income	1,284,129	1,353,707	640,477	617,189	(42,929)	(31,022)	(72,037)	(74,190)	(290,259)	(303,023)	(44,394)	(80,032)	(782,629)	(915,731)	85,816	64,138	(170,200)	(261,135)	607,981	369,900