

USAFencing
USFA- Budget vs Actual (2)
As of April 30, 2016

As of Date:

04/30/2016

	Month Ending 04/30/2016		Year To Date 04/30/2016		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	15,509	13,000	1,162,433	1,262,880	(100,447)
Non-Competitive Membership Revenue	2,046	3,000	110,699	117,500	(6,801)
Supporting Membership Revenue	176	0	10,043	11,550	(1,507)
Professional Membership Revenue	3,301	1,750	259,625	281,150	(21,525)
Other Membership Revenue	600	200	34,400	34,300	100
Membership Revenue- Admin	885	0	1,297	150	1,147
Total Member Fees Revenue	22,517	17,950	1,578,497	1,707,530	(129,033)
National Registration Revenue	244,727	235,085	2,251,233	2,153,595	97,638
Bid Fee Revenue	0	4,400	10,660	5,100	5,560
Other Event Revenue					
410415 - Event vendors	5,939	6,700	49,276	47,000	2,276
410480 - Rebates	29,470	14,500	169,510	171,000	(1,490)
Total Other Event Revenue	35,409	21,200	218,786	218,000	786
Insurance Revenue	350	2,000	154,325	161,450	(7,125)
International Programs Fee Revenue					
International Registration Fees	3,495	0	133,782	112,400	21,382
International Licensing Fee Revenue	400	785	37,870	36,895	975
USFA- Other International Program Revenue	0	0	9,290	8,020	1,270
Cadre to World Cup Fee	(500)	0	176,280	144,000	32,280
Total International Programs Fee Revenue	3,395	785	357,222	301,315	55,907
USFA-Marketing Revenue					
Magazine Revenue	55	500	2,866	4,500	(1,634)
Marketing Revenue	4,278	700	54,139	11,800	42,339
Total Marketing Revenue	4,333	1,200	57,005	16,300	40,705
Development Revenue	5,960	15,416	130,494	125,294	5,200
Royalties & Partnerships Revenue	4,250	5,250	41,583	48,750	(7,167)
Sponsorship Revenue					
410410 - Sponsorship revenue	0	0	136,000	106,500	29,500
410495 - VIK - Tournament Equipment	69,300	69,300	579,600	579,600	0
411000 - All-Academic Team	900	0	1,050	0	1,050
Total Sponsorship Revenue	70,200	69,300	716,650	686,100	30,550
USOC Funding					
410492 - VIK - Airline Tickets	28,126	0	66,246	41,200	25,046
410700 - Grants	0	0	86,033	52,000	34,033
410710 - Base Funding	0	0	24,791	24,791	0
Total USOC Funding	28,126	0	177,070	117,991	59,079
USFF Grant	0	0	100,236	96,700	3,536
Other Income					
410031 - Club Banner	0	150	840	1,350	(510)
410140 - Ticket Sales	0	0	24,198	23,000	1,199
410150 - FOC Exam	1,675	500	12,176	5,500	6,675
410910 - NOC/ROC	5,040	3,000	31,940	20,400	11,540

410920 - Regional Youth Circuit	3,548	1,000	18,516	12,500	6,016
410930 - Super Youth Circuit	1,895	0	33,060	27,000	6,060
410940 - Regional Jr/Cadet Circuit	2,680	0	15,505	3,700	11,805
410620 - Interest Earned	16	0	2,591	0	2,591
410651 - Prior Year Income	0	0	12,635	0	12,635
410600 - Miscellaneous Revenue- Other	7,060	4,000	65,150	11,200	53,951
Total Other Income	21,914	8,650	216,611	104,650	111,962
Total USFA- Total Income	441,181	381,236	6,010,372	5,742,775	267,598

USFA- Total Expenses

Operating Expenses					
500440 - Phone	2,403	2,273	19,791	20,382	(591)
500460 - Postage and Shipping	1,776	1,106	27,381	22,485	4,896
500480 - Printing	1,184	2,545	29,943	49,910	(19,967)
500060 - Bad debt expense	304	0	11,087	0	11,087
500140 - Equipment/Copier	60	67	3,839	878	2,962
500142 - Leased equipment	670	488	7,137	4,385	2,751
Total Operating Expenses	6,397	6,479	99,178	98,040	1,138

USFA- Compensation Expense	72,840	72,831	700,893	682,664	18,230
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,890	2,890	26,010	26,010	0
General Liability Insurance expense	20,541	20,541	184,868	184,869	(2)
Other Insurance expense	2,646	350	15,778	5,850	9,929
Total USFA- Insurance Expense	26,077	23,781	226,656	216,729	9,927
Rent Expense	2,762	2,724	28,298	23,161	5,136
Administration Fees					
Data Center & Software	12,917	12,923	116,253	116,301	(48)
Paypal & bank fees	13,104	12,085	138,572	132,793	5,779
Background Checks	1,281	500	49,397	59,900	(10,503)
Company Software	4,243	2,525	45,868	34,575	11,293
Total Administration Fees	31,545	28,033	350,090	343,569	6,521

Event Expense					
500160 - Freight	17,975	23,535	100,954	103,130	(2,176)
500549 - Venue Rental	29,877	26,500	184,429	210,001	(25,571)
500550 - Venue Decorator	14,448	15,000	178,269	132,000	46,269
500552 - Venue Security	7,762	1,500	26,797	17,000	9,796
500553 - Venue Electric	4,131	4,000	42,174	28,000	14,175
500554 - Venue Catering	31,794	29,250	216,521	208,350	8,171
500555 - Local Organizing Committee	0	0	3,800	4,000	(200)
500557 - Venue- EMT	0	0	7,049	20,500	(13,451)
500558 - Venue - Phone/AV/Internet	12,201	4,000	47,559	55,844	(8,286)
500559 - Production/Staging	3,369	0	14,589	13,200	1,389
500620 - Trophies & Medals	2,350	2,505	17,035	16,817	218
Total Event Expense	123,907	106,290	839,176	808,842	30,334

Professional Services Expense					
500106 - Audit fees	2,950	0	10,975	7,950	3,025
500107 - Tax return fees	0	0	0	2,950	(2,950)
500108 - Legal fees	0	337	3,240	3,032	208
500562 - Contract labor	31,242	17,455	194,833	177,861	16,972
500756 - Professional Service Fees	450	500	450	6,000	(5,550)
500780 - Consulting Fees	2,805	6,610	9,558	48,966	(39,408)
Total Professional Services Expense	37,447	24,902	219,056	246,759	(27,703)

Travel Expense					
500020 - Air	172,159	117,680	807,109	844,689	(37,579)
500021 - VIK - Air	28,127	0	65,894	41,189	24,704

500022 - Baggage Fees	3,626	3,100	9,621	10,300	(679)
500200 - Ground Transportation	35,316	12,369	158,976	98,970	60,006
500240 - Hotel	125,082	88,162	633,784	501,955	131,829
Total Travel Expense	364,310	221,311	1,675,384	1,497,103	178,281
Per Diem & Honorarium	64,753	55,650	506,564	480,510	26,054
International Programs Expense					
Direct Athlete Support	0	0	92,800	135,500	(42,700)
International License Expense	0	308	15,805	14,476	1,329
Coaches Salaries	17,800	23,300	173,345	199,700	(26,355)
International Programs Other	7,089	4,206	39,384	40,716	(1,332)
Total International Programs Expense	24,889	27,814	321,334	390,392	(69,058)
Marketing Expense					
Magazine Expense	0	750	11,937	27,750	(15,812)
Marketing Expense	10,235	3,600	62,357	56,014	6,342
Website Expense	0	208	24,000	28,372	(4,372)
Broadcasting	0	0	81,100	82,000	(900)
Total Marketing Expense Group	10,235	4,558	179,394	194,136	(14,742)
Division Rebates	6,483	0	42,870	40,000	2,870
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	69,300	69,300	579,600	579,600	0
Total Sponsorship Expense	69,300	69,300	579,600	579,600	0
Other Expenses					
500130 - Dues and Fees - Other	7,377	0	68,107	30,225	37,882
500335 - Entertainment	0	500	455	3,000	(2,545)
500340 - Meals	27,663	29,805	49,490	55,470	(5,980)
500600 - Supply	4,313	3,862	75,526	48,182	27,345
500292 - Chase LOC Interest	0	185	0	1,665	(1,665)
500290 - Interest Expense - Other	0	50	0	450	(450)
500430 - Prior Year Adjustments	5,127	0	11,152	0	11,152
500360 - Miscellaneous	15,135	255	29,888	26,820	3,068
500799 - Employee Development	0	250	692	2,500	(1,808)
500800 - Dues/Memberships/Subscriptions	20	120	5,123	2,563	2,560
Total Other Expenses	59,635	35,027	240,433	170,875	69,559
Total USFA- Total Expenses	900,580	678,700	6,008,926	5,772,380	236,547
Total USFA- Net Income	(459,399)	(297,464)	1,446	(29,605)	31,051