

USAFencing  
USFA- Budget vs Actual  
As of October 31, 2016

As of Date:

	Month Ending 10/31/2016		Year To Date 10/31/2016		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	107,645	131,000	923,257	918,000	5,257
Non-Competitive Membership Revenue	8,740	23,000	66,636	104,000	(37,364)
Supporting Membership Revenue	510	1,000	6,008	7,000	(993)
Professional Membership Revenue	20,545	24,000	249,087	254,000	(4,912)
Other Membership Revenue	5,100	4,000	31,202	34,500	(3,298)
Membership Revenue- Admin	510	0	1,260	0	1,260
<b>Total Member Fees Revenue</b>	<b>143,050</b>	<b>183,000</b>	<b>1,277,450</b>	<b>1,317,500</b>	<b>(40,050)</b>
National Registration Revenue	432,635	472,715	432,635	472,715	(40,080)
Other Event Revenue					
410415 - Event vendors	9,558	8,500	9,559	8,500	1,059
410480 - Rebates	26,700	20,000	26,700	20,000	6,700
<b>Total Other Event Revenue</b>	<b>36,258</b>	<b>28,500</b>	<b>36,259</b>	<b>28,500</b>	<b>7,759</b>
Insurance Revenue	24,075	20,000	160,625	170,000	(9,375)
International Programs Fee Revenue					
International Registration Fees	8,070	6,000	28,500	28,000	500
International Licensing Fee Revenue	180	5,785	28,090	28,185	(95)
Cadre to World Cup Fee	32,000	18,750	150,000	111,500	38,500
<b>Total International Programs Fee Revenue</b>	<b>40,250</b>	<b>30,535</b>	<b>206,590</b>	<b>167,685</b>	<b>38,905</b>
USFA-Marketing Revenue					
Magazine Revenue	160	325	1,035	1,825	(790)
Marketing Revenue	6,643	200	26,995	1,600	25,395
<b>Total Marketing Revenue</b>	<b>6,803</b>	<b>525</b>	<b>28,030</b>	<b>3,425</b>	<b>24,605</b>
Development Revenue	2,918	16,415	21,139	41,230	(20,091)
Royalties & Partnerships Revenue	6,010	4,900	11,382	10,200	1,182
Sponsorship Revenue					
410410 - Sponsorship revenue	26	0	12,526	12,500	26
410495 - VIK - Tournament Equipment	74,300	74,300	74,300	74,300	0
<b>Total Sponsorship Revenue</b>	<b>74,326</b>	<b>74,300</b>	<b>86,826</b>	<b>86,800</b>	<b>26</b>
USOC Funding					
410492 - VIK - Airline Tickets	13,807	14,206	40,198	40,198	0
<b>Total USOC Funding</b>	<b>13,807</b>	<b>14,206</b>	<b>40,198</b>	<b>40,198</b>	<b>0</b>
Other Income					
410031 - Club Banner	0	200	100	600	(500)
410140 - Ticket Sales	2,410	1,125	24,592	23,250	1,342
410150 - FOC Exam	850	1,000	3,125	2,500	625
410910 - NOC/ROC	2,280	4,000	11,380	4,000	7,380

	Month Ending		Year To Date		
	10/31/2016		10/31/2016		
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410920 - Regional Youth Circuit	3,194	2,000	6,036	2,800	3,236
410930 - Super Youth Circuit	575	5,000	7,410	7,500	(90)
410940 - Regional Jr/Cadet Circuit	4,795	4,000	12,270	5,500	6,770
410620 - Interest Earned	26	0	65	0	65
410600 - Miscellaneous Revenue- Other	17,130	125	18,737	375	18,362
Total Other Income	31,260	17,450	83,715	46,525	37,190
Total USFA- Total Income	811,392	862,546	2,384,849	2,384,778	71

USFA- Total Expenses

Operating Expenses

500440 - Phone	2,158	2,216	11,740	9,198	2,541
500460 - Postage and Shipping	5,833	4,349	13,449	14,022	(573)
500480 - Printing	5,740	5,040	16,585	15,670	915
500140 - Equipment/Copier	60	83	180	3,749	(3,569)
500142 - Leased equipment	584	669	1,881	2,007	(126)
Total Operating Expenses	14,375	12,357	43,835	44,646	(812)

USFA- Compensation Expense	79,119	135,278	245,327	314,184	(68,856)
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USFA- Insurance Expense

Athlete Accident Insurance Expense	3,032	3,031	9,095	9,095	0
General Liability Insurance expense	20,576	20,577	61,729	61,729	0
Other Insurance expense	304	303	948	912	36
Total USFA- Insurance Expense	23,912	23,911	71,772	71,736	36

Rent Expense	2,352	3,714	10,224	10,662	(438)
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Administration Fees

Data Center & Software	13,717	9,397	39,551	40,891	(1,340)
Paypal & bank fees	19,287	25,363	79,579	69,162	10,417
Background Checks	5,510	5,823	19,192	29,452	(10,261)
Company Software	12,006	14,020	25,529	32,060	(6,530)
Total Administration Fees	50,520	54,603	163,851	171,565	(7,714)

Event Expense

500160 - Freight	7,029	9,000	11,666	9,000	2,665
500549 - Venue Rental	20,000	21,500	24,975	24,000	975
500550 - Venue Decorator	38,918	14,000	38,918	14,000	24,919
500552 - Venue Security	2,637	4,000	2,784	4,000	(1,217)
500553 - Venue Electric	11,923	6,000	11,923	6,000	5,924
500554 - Venue Catering	30,560	27,170	39,373	27,670	11,702
500555 - Local Organizing Committee	500	1,800	500	1,800	(1,300)
500558 - Venue - Phone/AV/Internet	1,141	5,000	2,310	5,000	(2,689)
500620 - Trophies & Medals	935	1,178	936	1,178	(243)
Total Event Expense	113,643	89,648	133,385	92,648	40,736

Professional Services Expense

500106 - Audit fees	3,000	3,000	3,000	3,000	0
500562 - Contract labor	19,831	18,566	60,712	67,348	(6,636)
500780 - Consulting Fees	1,650	1,817	3,190	6,751	(3,561)
Total Professional Services Expense	24,481	23,383	66,902	77,099	(10,197)

Travel Expense

	Month Ending		Year To Date		
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500020 - Air	89,145	94,700	178,925	179,800	(875)
500021 - VIK - Air	13,807	0	40,198	0	40,198
500022 - Baggage Fees	1,510	1,050	3,030	1,050	1,980
500200 - Ground Transportation	17,325	11,916	28,049	16,648	11,401
500240 - Hotel	65,537	65,680	181,797	218,066	(36,269)
Total Travel Expense	187,324	173,346	431,999	415,564	16,435
Per Diem & Honorarium	80,597	91,010	93,227	110,650	(17,423)
International Programs Expense					
International License Expense	2,362	308	11,449	12,628	(1,178)
Coaches Salaries	20,100	25,500	69,300	76,500	(7,200)
International Programs Other	11,808	5,300	12,889	9,690	3,198
Total International Programs Expense	34,270	31,108	93,638	98,818	(5,180)
Marketing Expense					
Magazine Expense	0	500	150	1,500	(1,350)
Marketing Expense	5,833	5,500	45,220	44,582	638
Website Expense	0	75	0	225	(225)
Total Marketing Expense Group	5,833	6,075	45,370	46,307	(937)
Division Rebates	29,226	31,900	29,226	31,900	(2,674)
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	74,300	74,300	74,300	74,300	0
500760 - Sponsorship Fulfillment	0	0	1,926	0	1,926
Total Sponsorship Expense	74,300	74,300	76,226	74,300	1,926
Other Expenses					
500130 - Dues and Fees - Other	1,765	3,230	3,462	8,680	(5,218)
500335 - Entertainment	0	2,500	0	6,400	(6,400)
500340 - Meals	3,234	4,344	21,178	13,131	8,047
500600 - Supply	3,901	3,065	29,731	24,275	5,456
500430 - Prior Year Adjustments	8,919	3,000	12,512	5,000	7,512
500360 - Miscellaneous	1,834	760	8,408	10,300	(1,892)
500799 - Employee Development	0	125	0	375	(375)
500800 - Dues/Memberships/Subscriptions	2,520	167	2,662	501	2,161
500810 - Tickets	0	0	20,403	19,750	653
500715 - Event Fee Refunds	8,215	8,215	8,215	8,215	0
Total Other Expenses	30,388	25,406	106,571	96,627	9,944
Total USFA- Total Expenses	750,340	776,039	1,611,553	1,656,706	(45,154)
Total USFA- Net Income	61,052	86,507	773,296	728,072	45,224

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