

USAFencing  
USFA- Budget vs Actual  
As of January 31, 2018

As of Date:

01/31/2018

	Month Ending 01/31/2018		Year To Date 01/31/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Net Income</b>					
<b>Total Income</b>					
Membership Revenue					
Competitive Membership Revenue	66,965	71,835	1,231,413	1,280,275	(48,863)
Non-Competitive Membership Revenue	10,540	11,500	92,647	104,000	(11,353)
Supporting Membership Revenue	290	1,500	5,917	8,550	(2,632)
Coach Membership Revenue	5,280	3,200	251,958	324,760	(72,802)
Club Membership Revenue	2,100	1,750	39,127	42,000	(2,873)
Admin Membership Revenue	2,200	2,000	49,980	35,650	14,330
<b>Total Membership Revenue</b>	<b>87,375</b>	<b>91,785</b>	<b>1,671,042</b>	<b>1,795,235</b>	<b>(124,193)</b>
Membership Programs					
410310 - Insurance Revenue Club	3,800	4,100	204,950	213,525	(8,575)
410320 - Insurance Revenue Third Party	0	0	125	0	125
410031 - Club Banner	220	110	3,755	1,650	2,105
<b>Total Membership Programs</b>	<b>4,020</b>	<b>4,210</b>	<b>208,830</b>	<b>215,175</b>	<b>(6,345)</b>
<b>Event Revenues</b>					
410120 - National Registration Fee	429,627	391,950	1,758,047	1,607,295	150,752
410416 - Event Incentives	0	0	5,000	5,000	0
410415 - Event Vendors	11,908	6,000	42,903	28,200	14,703
410480 - Hotel Rebates	21,710	25,000	89,790	95,000	(5,210)
<b>Total Event Revenues</b>	<b>463,245</b>	<b>422,950</b>	<b>1,895,740</b>	<b>1,735,495</b>	<b>160,245</b>
<b>Regional Revenues</b>					
Regional Bid Fees	450	0	450	0	450
Regional Circuit Fees	21,225	15,000	92,153	84,900	7,253
<b>Total Regional Revenues</b>	<b>21,675</b>	<b>15,000</b>	<b>92,603</b>	<b>84,900</b>	<b>7,703</b>
<b>Magazine and Communications Revenue</b>					
Magazine Revenue	408	250	4,874	1,450	3,424
Communications Revenue	684	1,250	4,953	7,750	(2,797)
<b>Total Magazine and Communications Revenue</b>	<b>1,092</b>	<b>1,500</b>	<b>9,827</b>	<b>9,200</b>	<b>627</b>
<b>Marketing Revenue</b>					
410495 - VIK - Tournament Equipment	136,600	136,600	439,900	439,900	0
410410 - Sponsorship Revenue	12,954	14,000	43,439	44,000	(561)
410451 - Corporate Partnership	0	0	5,500	4,000	1,500
410458 - Merchandise Retail Operations	1,500	1,500	12,000	12,000	0
<b>Total Marketing Revenue</b>	<b>151,054</b>	<b>152,100</b>	<b>500,839</b>	<b>499,900</b>	<b>939</b>
<b>International Programs Revenue</b>					
International Registration Fees	33,703	25,500	79,688	66,250	13,438
International Licensing Fees	5,160	1,750	43,400	41,750	1,650
Cadre to World Cup Fee	13,750	28,570	190,280	191,150	(870)
<b>Total International Programs Revenue</b>	<b>52,613</b>	<b>55,820</b>	<b>313,368</b>	<b>299,150</b>	<b>14,218</b>
<b>USOC Funding</b>					
410492 - VIK - Airline Tickets	311	312	59,788	59,788	0
410700 - Grants	0	0	5,000	4,000	1,000
410710 - Base Funding	335,928	335,928	563,742	563,742	0
<b>Total USOC Funding</b>	<b>336,239</b>	<b>336,240</b>	<b>628,530</b>	<b>627,530</b>	<b>1,000</b>

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US Fencing Foundation Grant					
410820 - USFF Grants	0	0	66,817	66,817	0
Total US Fencing Foundation Grant	0	0	66,817	66,817	0
Development Revenue					
410510 - Donations CFC	15	415	2,056	2,490	(434)
410520 - Development General/ Annual Giving	2,950	2,500	31,811	47,225	(15,415)
410540 - Donations Restricted	(1,500)	0	15,850	0	15,850
Total Development Revenue	1,465	2,915	49,717	49,715	1
Investment Income					
410620 - Interest Earned	22	20	126	120	7
410625 - Interest Investments	19	0	117	0	117
410626 - Realized Gain(Loss) Investments	701	0	8,462	0	8,462
410627 - Unrealized Gain(Loss) Investments	20,440	0	44,518	0	44,518
410628 - Dividends Investments	113	0	2,064	0	2,064
Total Investment Income	21,295	20	55,287	120	55,168
Other Income					
410497 - VIK- Services	46,495	46,495	46,495	46,495	0
410150 - RC Exam	2,175	1,000	9,700	7,600	2,100
410442 - Merchandise/Apparel	4,925	4,500	22,219	27,000	(4,781)
410140 - Ticket Sales	5,925	7,500	5,925	7,500	(1,575)
410600 - Miscellaneous Revenue	11,125	50	32,512	200	32,312
410651 - Prior Year Income	6,655	0	9,850	0	9,849
Total Other Income	77,300	59,545	126,701	88,795	37,905
Total Income	1,217,373	1,142,085	5,619,301	5,472,032	147,268

	Month Ending 01/31/2018		Year To Date 01/31/2018		
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<b>Total Expenses</b>					
<b>Operating Expenses</b>					
500120 - Depreciation- Furn, Fix, Bldg	2,809	3,000	15,169	15,627	(458)
500122 - Amortization	3,321	3,333	19,924	19,986	(62)
500440 - Phone	2,417	2,321	13,630	14,696	(1,065)
500460 - Postage and Shipping	2,445	2,235	12,117	10,940	1,176
500480 - Printing	1,388	1,375	11,529	10,600	929
500140 - Equipment/Copier	60	83	2,255	498	1,758
500142 - Leased Equipment	506	708	3,661	4,248	(588)
500602 - Company Software/Hardware	3,072	1,895	32,045	28,570	3,475
500548 - Rent - Office	2,324	2,444	13,943	14,664	(720)
500546 - Rent - Public Storage	249	250	1,494	1,500	(6)
500543 - Rent - Storage Tournament Equipment	1,221	0	2,238	800	1,438
<b>Total Operating Expenses</b>	<b>19,812</b>	<b>17,644</b>	<b>128,005</b>	<b>122,129</b>	<b>5,877</b>
<b>Administration Fees</b>					
Data Center & Software	12,850	12,852	77,100	77,112	(12)
Braintree & Bank Fees	28,601	31,500	139,885	127,260	12,625
<b>Total Administration Fees</b>	<b>41,451</b>	<b>44,352</b>	<b>216,985</b>	<b>204,372</b>	<b>12,613</b>
<b>Compensation Expense</b>	<b>106,183</b>	<b>106,183</b>	<b>670,503</b>	<b>670,507</b>	<b>(5)</b>
<b>Insurance Expense</b>					
Athlete Accident Insurance Expense	3,510	3,510	21,062	21,065	(2)
General Liability Insurance expense	26,899	26,900	161,392	161,400	(9)
Other Insurance expense	5,355	355	22,863	12,055	10,809
<b>Total Insurance Expense</b>	<b>35,764</b>	<b>30,765</b>	<b>205,317</b>	<b>194,520</b>	<b>10,798</b>
<b>Membership Expenses</b>					
Background Checks	4,551	3,050	36,103	42,875	(6,772)
Rebates Expense	23,223	27,000	55,743	59,520	(3,777)
<b>Total Membership Expenses</b>	<b>27,774</b>	<b>30,050</b>	<b>91,846</b>	<b>102,395</b>	<b>(10,549)</b>
<b>Center for Safe Sport</b>					
500145 - Center for Safe Sport	23,400	23,400	23,400	23,400	0
<b>Total USFA - Center for Safe Sport</b>	<b>23,400</b>	<b>23,400</b>	<b>23,400</b>	<b>23,400</b>	<b>0</b>
<b>Event Expense</b>					
500160 - Freight	36,640	26,000	84,828	74,000	10,828
500549 - Venue Rental	47,363	42,500	138,572	125,500	13,071
500550 - Venue Decorator	21,556	23,000	95,293	96,000	(707)
500552 - Venue Security	4,830	2,000	17,379	12,000	5,380
500553 - Venue Electric	7,515	8,000	26,099	28,000	(1,902)
500554 - Venue Catering	43,451	33,000	153,027	123,750	29,277
500555 - Local Organizing Committee	0	0	1,000	2,000	(1,000)
500557 - Venue EMT	4,806	2,000	11,189	10,000	1,190
500558 - Venue Phone/AV/Internet	25,650	23,115	45,862	48,615	(2,753)
500559 - Production/Staging	11,389	19,500	11,390	20,900	(9,511)
500560 - Temporary Labor - Events	6,106	5,750	16,237	12,950	3,287
500561 - Contract Labor - Events	5,248	5,250	5,247	5,250	(3)
500603 - Event Software	1,850	1,250	7,795	5,600	2,195
500604 - Event Technology	4,156	4,000	10,390	10,200	190
500620 - Trophies & Medals	699	2,050	2,822	6,450	(3,628)
500754 - Broadcasting	3,621	4,000	3,620	4,000	(379)
<b>Total Event Expense</b>	<b>224,880</b>	<b>201,415</b>	<b>630,750</b>	<b>585,215</b>	<b>45,535</b>

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Travel Expense					
500020 - Air	146,997	139,520	531,259	519,985	11,274
500021 - VIK - Air	312	312	59,789	59,788	0
500022 - Baggage Fees	1,843	2,375	7,099	8,290	(1,191)
500200 - Ground Transportation	36,031	23,750	98,862	84,200	14,662
500240 - Hotel	119,824	92,850	412,557	373,845	38,712
Total Travel Expense	305,007	258,807	1,109,566	1,046,108	63,457
Per Diem & Honorarium					
500420 - Per Diem	34,363	37,500	117,159	130,530	(13,371)
500220 - Honorarium	68,201	69,854	271,320	253,270	18,050
Total Per Diem & Honorarium	102,564	107,354	388,479	383,800	4,679
Professional Services Expense					
500106 - Audit Fee	0	0	10,125	8,500	1,625
500107 - Tax Return Fee	0	0	3,250	3,250	0
500108 - Legal Fees	2,083	2,083	13,378	12,498	880
500654 - VIK- Services	46,495	46,495	46,495	46,495	0
500562 - Contract Labor	18,465	17,608	91,938	85,938	6,000
500780 - Consulting Fees	0	167	2,500	3,502	(1,002)
Total Professional Services Expense	67,043	66,353	167,686	160,183	7,503
Magazine and Communications Expense					
Magazine Expense	2,329	2,350	25,263	24,600	663
Communications Expense	1,233	1,245	31,978	29,670	2,308
Total Magazine and Communications Expense	3,562	3,595	57,241	54,270	2,971
Marketing Expense					
500650 - VIK- Tournament Equipment	136,600	136,600	439,900	439,900	0
500750 - Advertizing and Promotions	0	0	2,075	750	1,325
Total Marketing Expense	136,600	136,600	441,975	440,650	1,325
Direct Athlete Support					
500268 - Direct Athlete Support	3,300	3,300	3,300	3,300	0
Total Direct Athlete Support	3,300	3,300	3,300	3,300	0
National Team Support					
500730 - Coaches Salaries	24,300	24,300	145,800	145,800	0
Total National Team Support	24,300	24,300	145,800	145,800	0
International Programs Expense					
International License Expense	5,036	0	18,632	13,750	4,882
International Programs Other	8,948	8,934	32,330	30,190	2,140
Total International Programs Expense	13,984	8,934	50,962	43,940	7,022
Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	(10,803)	(11,000)	197
500130 - Dues and Fees - Other	6,751	5,400	11,326	7,700	3,626
500335 - Entertainment	700	500	1,165	800	365
500340 - Meals	12,949	8,400	22,857	17,725	5,132
500600 - Supply	5,629	4,025	27,837	15,150	12,687
500430 - Prior Year Adjustments	8,750	300	16,415	300	16,115
500360 - Miscellaneous	1,186	3,426	9,326	25,456	(16,130)
500799 - Employee Development	0	0	190	250	(60)
500800 - Dues/Memberships/Subscriptions	2,143	567	6,591	3,602	2,989
500715 - Event Fee Refunds	22,815	22,150	50,130	49,465	665
500355 - Merchandise/Apparel	15,196	2,000	43,402	18,870	24,532
Total Other Expenses	76,119	46,768	178,436	128,318	50,118
Total Total Expenses	1,211,743	1,109,820	4,510,251	4,308,907	201,344
Total USFA- Net Income	5,630	32,265	1,109,050	1,163,125	(54,075)