

USAFencing
USFA- Budget vs Actual
As of June 30, 2019

As of Date:

06/30/2019

	Month Ending		Year To Date		
	06/30/2019		06/30/2019		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	7,043	0	1,450,310	1,471,300	(20,991)
Non-Competitive Membership Revenue	872	0	111,071	107,000	4,072
Supporting Membership Revenue	3,330	0	53,219	46,750	6,469
Coach Membership Revenue	2,055	0	281,126	280,950	176
Club Membership Revenue	50	0	44,758	45,400	(643)
Admin Membership Revenue	410	0	56,278	54,150	2,129
Total Membership Revenue	13,760	0	1,996,762	2,005,550	(8,789)
Membership Programs					
410310 - Insurance Revenue Club	0	0	246,863	252,125	(5,261)
410320 - Insurance Revenue Third Party	0	0	125	0	125
410031 - Club Store/Banner	0	0	4,500	4,000	500
411000 - All-Academic Team	0	0	24,000	22,200	1,800
411001 - All American	(25)	0	15,750	13,750	2,000
Total Membership Programs	(25)	0	291,238	292,075	(836)
Event Revenues					
410120 - National Registration Fee	0	0	3,459,150	3,440,500	18,650
410416 - Event Incentives	0	0	39,000	39,000	0
410415 - Event Vendors	0	0	95,843	66,000	29,843
410480 - Hotel Rebates	0	0	200,290	201,200	(910)
Total Event Revenues	0	0	3,794,283	3,746,700	47,583
Regional Revenues					
Regional Bid Fees	0	0	15,225	11,250	3,975
Regional Circuit Fees	865	0	437,174	404,900	32,274
Total Regional Revenues	865	0	452,399	416,150	36,249
Ticket Revenue					
410144 - Tickets - National Events	5,170	0	38,466	0	38,466
410146 - Tickets - US International Events	0	0	15,780	18,500	(2,720)
410110 - Tickets - Hall of Fame	4,215	4,500	4,215	4,500	(285)
Total Ticket Revenue	9,385	4,500	58,461	23,000	35,461
Recognized International Events					
Asian Events					
410950 - International Regional Circuit	0	0	6,822	6,000	822
410960 - International Regional Surcharge	560	0	51,215	40,000	11,215
Total Asian Events	560	0	58,037	46,000	12,037
Total Recognized International Events	560	0	58,037	46,000	12,037
Magazine and Communications Revenue					
Magazine Revenue	176	0	5,348	4,050	1,298
Communications Revenue	1,706	600	29,283	25,100	4,183
Total Magazine and Communications Revenue	1,882	600	34,631	29,150	5,481

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Marketing Revenue					
410495 - VIK - Tournament Equipment	0	0	793,100	793,100	0
410410 - Sponsorship Revenue	211	0	92,190	95,000	(2,810)
410451 - Corporate Partnership	0	0	6,180	5,400	780
410458 - Merchandise Retail Operations	0	0	39,171	37,250	1,921
Total Marketing Revenue	211	0	930,641	930,750	(109)
Coach Education Revenues					
410190 - Clinics	0	0	1,775	1,785	(10)
Total Coach Education Revenues	0	0	1,775	1,785	(10)
USOC Funding					
410492 - VIK - Airline Tickets	13,857	13,857	111,000	111,000	0
410700 - Grants	0	0	42,069	16,000	26,069
410710 - Base Funding	0	0	849,820	849,820	0
Total USOC Funding	13,857	13,857	1,002,889	976,820	26,069
International Programs Revenue					
International Registration Fees	0	0	129,197	127,150	2,047
Cadre to World Cup Fee	0	0	226,804	214,475	12,329
Total International Programs Revenue	0	0	356,001	341,625	14,376
International Licensing Fees					
410210 - FIE License Fee	400	0	27,120	26,120	1,000
410235 - European Federation License	0	0	11,950	11,950	0
410240 - IWAS License Fee	0	0	420	0	420
Total International Licensing Fees	400	0	39,490	38,070	1,420
US Fencing Foundation Grant					
410820 - USFF Grants	0	0	97,570	97,570	0
Total US Fencing Foundation Grant	0	0	97,570	97,570	0
Development Revenue					
410510 - Donations CFC	95	0	2,871	2,750	121
410520 - Development General/ Annual Giving	395	3,500	27,160	79,875	(52,715)
410540 - Donations Restricted	450	0	24,885	7,500	17,385
410558 - Donation - Major Gift	0	0	10,000	10,000	0
Total Development Revenue	940	3,500	64,916	100,125	(35,209)
Investment Income					
410620 - Interest Earned	983	25	3,332	225	3,107
410625 - Interest Investments	30	15	307	165	142
410626 - Realized Gain(Loss) Investments	4,925	415	12,008	4,565	7,443
410627 - Unrealized Gain(Loss) Investments	36,242	830	43,739	9,130	34,609
410628 - Dividends Investments	652	100	6,554	1,100	5,454
Total Investment Income	42,832	1,385	65,940	15,185	50,755
Other Income					
410150 - RC Exam	1,475	1,500	15,200	13,500	1,700
410155 - Wheelchair Exam	0	0	125	0	125
410442 - Merchandise/Apparel	0	0	36,637	32,150	4,488
410600 - Miscellaneous Revenue	561	1,500	10,186	1,750	8,435
Total Other Income	2,036	3,000	62,148	47,400	14,748
Total Income	86,703	26,842	9,307,181	9,107,955	199,226

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Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,657	2,250	27,951	26,950	1,002
500122 - Amoritization	3,436	3,330	37,788	37,350	437
500440 - Phone	2,774	2,949	34,725	34,780	(54)
500460 - Postage and Shipping	3,521	775	21,508	20,720	787
500480 - Printing	3,849	3,550	24,147	24,045	102
500140 - Equipment/Copier	60	75	699	775	(76)
500142 - Leased Equipment	283	665	6,774	7,315	(540)
500602 - Company Software/Hardware	1,734	1,200	45,537	46,175	(638)
500548 - Rent - Office	2,416	2,500	25,208	27,500	(2,292)
500546 - Rent - Public Storage	272	265	3,045	2,915	129
500543 - Rent - Storage Tournament Equipment	975	750	11,480	8,500	2,981
Total Operating Expenses	21,977	18,309	238,862	237,025	1,838
Administration Fees					
Data Center & Software	12,850	12,865	141,350	141,515	(165)
Braintree & Bank Fees	5,185	5,075	341,432	343,175	(1,743)
Total Administration Fees	18,035	17,940	482,782	484,690	(1,908)
Compensation Expense	112,466	114,324	1,329,992	1,380,661	(50,669)
Insurance Expense					
Athlete Accident Insurance Expense	3,492	3,687	38,409	40,557	(2,149)
General Liability Insurance expense	31,165	31,245	342,814	343,695	(880)
Other Insurance expense	1,445	5,758	23,900	29,098	(5,198)
Total Insurance Expense	36,102	40,690	405,123	413,350	(8,227)
Membership Expenses					
Background Checks	2,376	2,300	43,683	44,650	(967)
Rebates Expense	0	0	75,012	75,750	(738)
Total Membership Expenses	2,376	2,300	118,695	120,400	(1,705)
Center for Safe Sport					
500145 - Center for Safe Sport	0	0	28,080	28,000	80
Total USFA - Center for Safe Sport	0	0	28,080	28,000	80
Event Expense					
500160 - Freight	0	0	155,890	156,250	(360)
500549 - Venue Rental	7,000	3,000	262,004	242,750	19,253
500550 - Venue Decorator	300	200	267,872	254,400	13,472
500552 - Venue Security	0	0	57,628	55,200	2,428
500553 - Venue Electric	0	0	51,889	56,500	(4,611)
500554 - Venue Catering	0	0	259,102	255,750	3,353
500557 - Venue EMT	0	0	15,572	11,500	4,071
500558 - Venue Phone/AV/Internet	6,326	6,250	97,156	97,750	(593)
500559 - Production/Staging	0	0	65,720	64,300	1,420
500560 - Temporary Labor - Events	0	0	33,844	34,700	(856)
500561 - Contract Labor - Events	0	0	9,729	9,750	(21)
500603 - Event Software	0	0	12,950	12,950	0
500620 - Trophies & Medals	3,349	3,150	11,173	10,750	423
500754 - Broadcasting	0	0	74,568	72,000	2,568
Total Event Expense	16,975	12,600	1,375,097	1,334,550	40,547

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Travel Expense					
500020 - Air	27,614	27,150	1,101,664	1,019,315	82,348
500021 - VIK - Air	13,857	13,857	110,999	111,000	0
500022 - Baggage Fees	1,102	400	22,966	16,125	6,841
500200 - Ground Transportation	4,771	3,750	177,511	177,640	(129)
500240 - Hotel	43,444	56,025	811,013	808,550	2,463
Total Travel Expense	90,788	101,182	2,224,153	2,132,630	91,523
Per Diem & Honorarium					
500420 - Per Diem	24,550	22,750	251,070	269,450	(18,381)
500220 - Honorarium	3,600	3,050	516,467	511,100	5,368
Total Per Diem & Honorarium	28,150	25,800	767,537	780,550	(13,013)
Professional Services Expense					
500106 - Audit Fee	0	0	10,670	10,575	95
500107 - Tax Return Fee	0	0	3,250	3,250	0
500108 - Legal Fees	10,483	2,083	35,529	26,139	9,390
500562 - Contract Labor	20,403	20,183	227,351	218,213	9,138
500756 - Professional Service Fees	3,350	0	32,725	29,250	3,475
500780 - Consulting Fees	0	167	2,500	3,502	(1,002)
Total Professional Services Expense	34,236	22,433	312,025	290,929	21,096
Magazine and Communications Expense					
Magazine Expense	0	0	21,619	21,900	(281)
Communications Expense	785	795	37,104	39,745	(2,641)
Total Magazine and Communications Expense	785	795	58,723	61,645	(2,922)
Marketing Expense					
500650 - VIK- Tournament Equipment	0	0	793,100	793,100	0
500750 - Advertizing and Promotions	0	0	985	0	985
Total Marketing Expense	0	0	794,085	793,100	985
Direct Athlete Support					
500268 - Direct Athlete Support	3,000	4,300	143,992	151,125	(7,133)
Total Direct Athlete Support	3,000	4,300	143,992	151,125	(7,133)
National Team Support					
500730 - Coaches Salaries	21,550	25,050	273,800	275,550	(1,750)
Total National Team Support	21,550	25,050	273,800	275,550	(1,750)
International Programs Expense					
International License Expense	0	0	18,064	16,780	1,284
International Programs Other	2,491	3,450	52,430	62,545	(10,115)
Total International Programs Expense	2,491	3,450	70,494	79,325	(8,831)
Other Expenses					
500130 - Dues and Fees - Other	3,775	2,100	43,831	36,705	7,126
500335 - Entertainment	0	250	2,774	3,150	(376)
500340 - Meals	1,479	1,475	78,452	73,715	4,737
500600 - Supply	6,264	3,475	67,455	49,795	17,660
500430 - Prior Year Adjustments	0	0	11,065	850	10,215
500360 - Miscellaneous	899	725	13,339	11,740	1,599
500799 - Employee Development	60	0	11,904	1,600	10,304
500800 - Dues/Memberships/Subscriptions	20	407	11,239	5,210	6,029
500715 - Event Fee Refunds	370	0	72,835	72,465	370
500355 - Merchandise/Apparel	(207)	3,775	69,759	50,380	19,379
Total Other Expenses	12,660	12,207	382,653	305,610	77,043
Total Total Expenses	401,591	401,380	9,006,093	8,869,140	136,954
Total USFA- Net Income	(314,888)	(374,538)	301,088	238,815	62,273