

USAFencing
USFA- Budget vs Actual
As of May 31, 2019

As of Date:

05/31/2019

	Month Ending 05/31/2019		Year To Date 05/31/2019		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	18,212	8,000	1,443,267	1,471,300	(28,034)
Non-Competitive Membership Revenue	1,322	0	110,199	105,000	5,200
Supporting Membership Revenue	95	0	49,889	46,250	3,639
Coach Membership Revenue	2,160	0	279,071	280,950	(1,879)
Club Membership Revenue	50	0	44,708	45,400	(693)
Admin Membership Revenue	890	0	55,868	54,150	1,719
Total Membership Revenue	22,729	8,000	1,983,002	2,003,050	(20,049)
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	1,740	0	24,000	19,700	4,300
411001 - All American	900	0	15,775	11,750	4,025
Total Membership Programs	2,640	0	291,263	287,575	3,689
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	(6,579)	0	93,791	66,000	27,791
410480 - Hotel Rebates	1,163	0	200,289	201,200	(911)
Total Event Revenues	(5,416)	0	3,792,230	3,746,700	45,530
Regional Revenues					
Regional Bid Fees	(75)	0	15,225	11,250	3,975
Regional Circuit Fees	(1,498)	0	436,309	404,900	31,409
Total Regional Revenues	(1,573)	0	451,534	416,150	35,384
Ticket Revenue					
410144 - Tickets - National Events	375	0	33,297	0	33,297
410146 - Tickets - US International Events	0	0	15,780	18,500	(2,720)
Total Ticket Revenue	375	0	49,077	18,500	30,577
Recognized International Events					
Asian Events					
410950 - International Regional Circuit	0	0	6,042	6,000	42
410960 - International Regional Surcharge	990	0	50,655	40,000	10,655
Total Asian Events	990	0	56,697	46,000	10,697
Total Recognized International Events	990	0	56,697	46,000	10,697
Magazine and Communications Revenue					
Magazine Revenue	176	0	5,172	4,050	1,122
Communications Revenue	3,979	3,100	27,477	24,500	2,977
Total Magazine and Communications Revenue	4,155	3,100	32,649	28,550	4,099
Marketing Revenue					
410495 - VIK - Tournament Equipment	0	0	793,100	793,100	0
410410 - Sponsorship Revenue	(6,289)	0	91,979	95,000	(3,021)
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	(6,289)	0	930,430	930,750	(320)

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Coach Education Revenues					
410190 - Clinics	0	0	1,775	1,785	(10)
410195 - Online Courses	0	0	0	250	(250)
Total Coach Education Revenues	0	0	1,775	2,035	(260)
USOC Funding					
410492 - VIK - Airline Tickets	27,865	27,866	97,143	97,143	0
410700 - Grants	0	0	42,069	16,000	26,069
410710 - Base Funding	0	0	849,820	849,820	0
Total USOC Funding	27,865	27,866	989,032	962,963	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	80	0	26,720	26,120	600
410235 - European Federation License	0	0	11,950	11,950	0
410240 - IWAS License Fee	0	0	420	0	420
Total International Licensing Fees	80	0	39,090	38,070	1,020
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	0	0	2,775	2,750	25
410520 - Development General/ Annual Giving	455	3,000	26,765	76,375	(49,610)
410540 - Donations Restricted	0	0	24,435	7,500	16,935
410558 - Donation - Major Gift	0	0	10,000	10,000	0
Total Development Revenue	455	3,000	63,975	96,625	(32,650)
Investment Income					
410620 - Interest Earned	953	20	2,350	200	2,150
410625 - Interest Investments	25	15	277	150	127
410626 - Realized Gain(Loss) Investments	2,096	415	7,083	4,150	2,933
410627 - Unrealized Gain(Loss) Investments	(35,660)	830	7,497	8,300	(803)
410628 - Dividends Investments	439	100	5,902	1,000	4,902
Total Investment Income	(32,147)	1,380	23,109	13,800	9,309
Other Income					
410150 - RC Exam	825	750	13,725	12,000	1,725
410155 - Wheelchair Exam	0	0	125	0	125
410442 - Merchandise/Apparel	0	0	36,637	32,150	4,487
410600 - Miscellaneous Revenue	1,199	0	9,625	250	9,375
Total Other Income	2,024	750	60,112	44,400	15,712
Total Income	15,888	44,096	9,217,546	9,074,363	143,183

	Month Ending		Year To Date		
	05/31/2019		05/31/2019		
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Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,657	2,250	25,294	24,700	593
500122 - Amoritization	3,436	3,330	34,352	34,020	333
500440 - Phone	4,609	3,954	31,951	31,831	119
500460 - Postage and Shipping	519	805	17,987	19,945	(1,958)
500480 - Printing	793	1,100	20,298	20,495	(196)
500140 - Equipment/Copier	100	70	639	700	(61)
500142 - Leased Equipment	543	665	6,491	6,650	(159)
500602 - Company Software/Hardware	830	900	43,803	44,975	(1,172)
500548 - Rent - Office	2,416	2,500	22,793	25,000	(2,208)
500546 - Rent - Public Storage	272	265	2,772	2,650	123
500543 - Rent - Storage Tournament Equipment	975	750	10,506	7,750	2,755
Total Operating Expenses	17,150	16,589	216,886	218,716	(1,831)
Administration Fees					
Data Center & Software	12,850	12,865	128,500	128,650	(150)
Braintree & Bank Fees	29,657	29,925	336,246	338,100	(1,854)
Total Administration Fees	42,507	42,790	464,746	466,750	(2,004)
Compensation Expense	111,916	113,835	1,217,527	1,266,337	(48,810)
Insurance Expense					
Athlete Accident Insurance Expense	3,492	3,687	34,916	36,870	(1,953)
General Liability Insurance expense	31,165	31,245	311,650	312,450	(801)
Other Insurance expense	662	608	22,454	23,340	(885)
Total Insurance Expense	35,319	35,540	369,020	372,660	(3,639)
Membership Expenses					
Background Checks	2,384	2,500	41,307	42,350	(1,043)
Rebates Expense	0	0	75,012	75,750	(738)
Total Membership Expenses	2,384	2,500	116,319	118,100	(1,781)
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	0	0	255,004	239,750	15,253
500550 - Venue Decorator	0	0	267,572	254,200	13,372
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	442	0	90,830	91,500	(669)
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	0	0	7,825	7,600	225
500754 - Broadcasting	0	0	74,568	72,000	2,568
Total Event Expense	442	0	1,358,123	1,321,950	36,173

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Travel Expense					
500020 - Air	14,373	6,725	1,074,049	991,265	82,783
500021 - VIK - Air	27,865	27,866	97,143	97,143	0
500022 - Baggage Fees	2,815	325	21,864	15,725	6,139
500200 - Ground Transportation	12,143	6,080	172,739	173,890	(1,150)
500240 - Hotel	13,700	4,375	767,569	752,325	15,244
Total Travel Expense	70,896	45,371	2,133,364	2,030,348	103,016
Per Diem & Honorarium					
500420 - Per Diem	19,150	18,800	226,520	247,400	(20,881)
500220 - Honorarium	9,568	9,050	512,868	508,050	4,818
Total Per Diem & Honorarium	28,718	27,850	739,388	755,450	(16,063)
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	2,083	2,083	25,045	24,056	990
500562 - Contract Labor	20,340	16,683	206,948	198,030	8,918
500756 - Professional Service Fees	12,000	12,000	29,375	29,250	125
500780 - Consulting Fees	0	167	2,500	3,335	(835)
Total Professional Services Expense	34,423	30,933	277,788	268,496	9,293
Magazine and Communications Expense					
Magazine Expense	0	0	21,619	21,900	(282)
Communications Expense	339	795	36,319	38,950	(2,631)
Total Magazine and Communications Expense	339	795	57,938	60,850	(2,913)
Marketing Expense					
500650 - VIK- Tournament Equipment	0	0	793,100	793,100	0
500750 - Advertizing and Promotions	465	0	985	0	985
Total Marketing Expense	465	0	794,085	793,100	985
Direct Athlete Support					
500268 - Direct Athlete Support	2,700	4,300	140,992	146,825	(5,833)
Total Direct Athlete Support	2,700	4,300	140,992	146,825	(5,833)
National Team Support					
500730 - Coaches Salaries	26,350	25,050	252,250	250,500	1,750
Total National Team Support	26,350	25,050	252,250	250,500	1,750
International Programs Expense					
International License Expense	0	0	18,064	16,780	1,284
International Programs Other	523	2,850	49,939	59,095	(9,156)
Total International Programs Expense	523	2,850	68,003	75,875	(7,872)
Other Expenses					
500130 - Dues and Fees - Other	6,799	1,725	40,057	34,605	5,452
500335 - Entertainment	0	0	2,774	2,900	(126)
500340 - Meals	2,057	1,050	76,973	72,200	4,773
500600 - Supply	5,825	2,975	61,191	46,820	14,371
500430 - Prior Year Adjustments	1,448	0	11,065	850	10,215
500360 - Miscellaneous	706	250	12,440	11,015	1,425
500799 - Employee Development	3,750	0	11,844	1,600	10,244
500800 - Dues/Memberships/Subscriptions	1,086	407	11,219	4,803	6,416
500715 - Event Fee Refunds	570	570	72,465	72,465	0
500355 - Merchandise/Apparel	(3,320)	0	69,966	46,605	23,361
Total Other Expenses	18,921	6,977	369,994	293,863	76,131
Total Total Expenses	393,053	355,380	8,604,503	8,467,820	136,682
Total USFA- Net Income	(377,165)	(311,284)	613,043	606,543	6,500