

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

As of Date:

10/31/2018

	Month Ending 10/31/2018		Year To Date 10/31/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	144,434	159,650	1,101,427	1,104,700	(3,274)
Non-Competitive Membership Revenue	14,070	13,750	69,704	78,750	(9,046)
Supporting Membership Revenue	16,990	0	27,766	10,000	17,767
Coach Membership Revenue	13,075	15,600	253,166	245,800	7,366
Club Membership Revenue	3,270	4,800	35,007	37,400	(2,393)
Admin Membership Revenue	4,370	4,750	45,370	40,000	5,370
Total Membership Revenue	196,209	198,550	1,532,440	1,516,650	15,790
Membership Programs					
410310 - Insurance Revenue Club	9,740	10,225	233,784	231,225	2,559
410320 - Insurance Revenue Third Party	125	0	125	0	125
410031 - Club Banner	55	50	4,030	3,000	1,030
Total Membership Programs	9,920	10,275	237,939	234,225	3,714
Event Revenues					
410120 - National Registration Fee	466,220	478,500	466,220	478,500	(12,280)
410415 - Event Vendors	14,702	8,500	14,701	8,500	6,201
410480 - Hotel Rebates	33,420	32,500	33,420	32,500	920
Total Event Revenues	514,342	519,500	514,341	519,500	(5,159)
Regional Revenues					
Regional Circuit Fees	48,157	48,025	163,869	159,600	4,269
Total Regional Revenues	48,157	48,025	163,869	159,600	4,269
Ticket Revenue					
410144 - Tickets - National Events	1,525	0	1,525	0	1,525
410140 - Ticket Sales	305	0	305	0	305
Total Ticket Revenue	1,830	0	1,830	0	1,830
Recognized International Events					
Asian Events					
410950 - International Regional Circuit	1,614	1,500	1,614	1,500	114
410960 - International Regional Surcharge	11,165	10,000	11,165	10,000	1,165
Total Asian Events	12,779	11,500	12,779	11,500	1,279
Total Recognized International Events	12,779	11,500	12,779	11,500	1,279
Magazine and Communications Revenue					
Magazine Revenue	428	400	3,220	2,850	370
Communications Revenue	1,414	1,125	5,244	4,875	369
Total Magazine and Communications Revenue	1,842	1,525	8,464	7,725	739
Marketing Revenue					
410495 - VIK - Tournament Equipment	101,100	101,100	101,100	101,100	0
410410 - Sponsorship Revenue	51	0	150	0	150
410451 - Corporate Partnership	0	0	4,800	0	4,800
410458 - Merchandise Retail Operations	4,250	4,250	4,250	4,250	0
Total Marketing Revenue	105,401	105,350	110,300	105,350	4,950
Coach Education Revenues					
410190 - Clinics	550	750	550	750	(200)
410195 - Online Courses	0	250	0	250	(250)
Total Coach Education Revenues	550	1,000	550	1,000	(450)

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USOC Funding					
410492 - VIK - Airline Tickets	(216)	0	29,381	29,597	(216)
410700 - Grants	12,069	10,000	12,069	10,000	2,069
410710 - Base Funding	167,964	167,964	335,928	335,928	0
Total USOC Funding	179,817	177,964	377,378	375,525	1,853
International Programs Revenue					
International Registration Fees	11,035	9,340	32,005	29,490	2,515
Cadre to World Cup Fee	37,990	32,490	166,409	130,510	35,899
Total International Programs Revenue	49,025	41,830	198,414	160,000	38,414
International Licensing Fees					
410210 - FIE License Fee	0	6,690	10,960	17,810	(6,850)
410235 - European Federation License	0	2,500	7,250	9,450	(2,200)
410240 - IWAS License Fee	0	0	60	0	60
Total International Licensing Fees	0	9,190	18,270	27,260	(8,990)
US Fencing Foundation Grant					
410820 - USFF Grants	97,570	97,570	97,570	97,570	0
Total US Fencing Foundation Grant	97,570	97,570	97,570	97,570	0
Development Revenue					
410510 - Donations CFC	0	250	1,317	750	567
410520 - Development General/ Annual Giving	1,574	2,425	8,463	17,925	(9,462)
410540 - Donations Restricted	750	0	12,585	0	12,585
410558 - Donation - Major Gift	0	0	10,000	10,000	0
Total Development Revenue	2,324	2,675	32,365	28,675	3,690
Investment Income					
410620 - Interest Earned	30	20	66	60	6
410625 - Interest Investments	30	15	85	45	40
410626 - Realized Gain(Loss) Investments	697	415	1,984	1,245	739
410627 - Unrealized Gain(Loss) Investments	(37,420)	830	(27,932)	2,490	(30,422)
410628 - Dividends Investments	193	100	1,231	300	931
Total Investment Income	(36,470)	1,380	(24,566)	4,140	(28,706)
Other Income					
410150 - RC Exam	0	750	2,700	3,000	(300)
410442 - Merchandise/Apparel	7,205	6,750	16,250	15,150	1,100
410600 - Miscellaneous Revenue	454	50	2,730	50	2,680
Total Other Income	7,659	7,550	21,680	18,200	3,480
Total Income	1,190,955	1,233,884	3,303,623	3,266,920	36,703

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Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,442	2,500	7,326	7,500	(173)
500122 - Amoritization	3,435	3,450	10,306	10,350	(44)
500440 - Phone	2,382	2,869	7,580	8,752	(1,172)
500460 - Postage and Shipping	3,322	3,150	7,122	7,515	(393)
500480 - Printing	5,781	4,700	8,737	7,870	866
500140 - Equipment/Copier	60	70	179	210	(30)
500142 - Leased Equipment	579	665	1,852	1,995	(143)
500602 - Company Software/Hardware	4,701	4,700	21,371	20,750	621
500548 - Rent - Office	2,306	2,500	6,917	7,500	(583)
500546 - Rent - Public Storage	272	265	816	795	21
500543 - Rent - Storage Tournament Equipment	1,413	750	2,646	2,250	396
Total Operating Expenses	26,693	25,619	74,852	75,487	(634)
Administration Fees					
Data Center & Software	12,850	12,865	38,550	38,595	(45)
Braintree & Bank Fees	37,942	38,550	126,821	127,300	(479)
Total Administration Fees	50,792	51,415	165,371	165,895	(524)
Compensation Expense	111,458	125,645	348,704	375,082	(26,378)
Insurance Expense					
Athlete Accident Insurance Expense	3,492	3,687	10,475	11,061	(586)
General Liability Insurance expense	31,164	31,245	93,495	93,735	(241)
Other Insurance expense	325	358	973	1,074	(100)
Total Insurance Expense	34,981	35,290	104,943	105,870	(927)
Membership Expenses					
Background Checks	5,767	6,200	21,809	22,250	(441)
Rebates Expense	45,237	45,250	45,237	45,250	(13)
Total Membership Expenses	51,004	51,450	67,046	67,500	(454)
Event Expense					
500160 - Freight	5,181	9,000	5,933	9,750	(3,818)
500549 - Venue Rental	29,099	20,000	31,822	22,750	9,073
500550 - Venue Decorator	27,540	28,000	27,540	28,000	(460)
500552 - Venue Security	5,796	6,000	5,796	6,000	(204)
500553 - Venue Electric	5,425	6,000	5,425	6,000	(575)
500554 - Venue Catering	30,815	32,500	30,815	32,500	(1,686)
500558 - Venue Phone/AV/Internet	2,603	3,000	2,603	3,000	(396)
500560 - Temporary Labor - Events	4,710	5,000	4,711	5,000	(290)
500603 - Event Software	1,550	1,850	1,550	1,850	(300)
500620 - Trophies & Medals	621	800	620	800	(179)
Total Event Expense	113,340	112,150	116,815	115,650	1,165
Travel Expense					
500020 - Air	100,434	100,375	178,243	178,225	17
500021 - VIK - Air	(216)	0	29,381	29,597	(215)
500022 - Baggage Fees	1,803	1,725	2,577	2,825	(248)
500200 - Ground Transportation	15,632	15,075	18,767	18,200	567
500240 - Hotel	76,284	81,250	95,173	101,225	(6,052)
Total Travel Expense	193,937	198,425	324,141	330,072	(5,931)

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Per Diem & Honorarium					
500420 - Per Diem	19,080	23,275	20,880	24,675	(3,795)
500220 - Honorarium	66,664	71,025	70,115	74,775	(4,660)
Total Per Diem & Honorarium	85,744	94,300	90,995	99,450	(8,455)
Professional Services Expense					
500106 - Audit Fee	8,000	8,000	8,000	8,000	0
500108 - Legal Fees	2,471	2,083	6,637	6,249	388
500562 - Contract Labor	21,159	23,333	52,925	53,549	(624)
500780 - Consulting Fees	0	167	2,500	3,001	(501)
Total Professional Services Expense	31,630	33,583	70,062	70,799	(737)
Magazine and Communications Expense					
Magazine Expense	21,492	21,750	21,492	21,750	(259)
Communications Expense	745	795	2,370	2,385	(15)
Total Magazine and Communications Expense	22,237	22,545	23,862	24,135	(274)
Marketing Expense					
500650 - VIK- Tournament Equipment	101,100	101,100	101,100	101,100	0
500750 - Advertizing and Promotions	0	0	400	0	400
Total Marketing Expense	101,100	101,100	101,500	101,100	400
Direct Athlete Support					
500268 - Direct Athlete Support	4,300	4,300	12,900	12,900	0
Total Direct Athlete Support	4,300	4,300	12,900	12,900	0
National Team Support					
500730 - Coaches Salaries	24,300	25,050	72,900	75,150	(2,250)
Total National Team Support	24,300	25,050	72,900	75,150	(2,250)
International Programs Expense					
International License Expense	1,172	1,596	14,319	15,506	(1,186)
International Programs Other	14,749	15,475	16,534	15,475	1,058
Total International Programs Expense	15,921	17,071	30,853	30,981	(128)
Other Expenses					
500130 - Dues and Fees - Other	3,643	1,400	4,965	2,780	2,186
500340 - Meals	6,606	6,625	12,363	12,400	(37)
500600 - Supply	3,168	3,900	11,583	12,615	(1,033)
500430 - Prior Year Adjustments	2,641	850	4,239	850	3,390
500360 - Miscellaneous	1,117	1,275	2,635	4,025	(1,390)
500799 - Employee Development	0	0	7,999	0	7,999
500800 - Dues/Memberships/Subscriptions	180	407	1,491	1,421	70
500715 - Event Fee Refunds	11,955	11,955	11,955	11,955	0
500355 - Merchandise/Apparel	21,799	14,900	32,152	23,800	8,352
Total Other Expenses	51,109	41,312	89,382	69,846	19,537
Total Total Expenses	918,546	939,255	1,694,326	1,719,917	(25,590)
Total USFA- Net Income	272,409	294,629	1,609,297	1,547,003	62,294