

USAFencing  
 USFA- Budget vs Actual  
 As of September 30, 2018

As of Date:

09/30/2018

	Month Ending 09/30/2018		Year To Date 09/30/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Net Income</b>					
<b>Total Income</b>					
<b>Membership Revenue</b>					
Competitive Membership Revenue	204,959	203,575	956,993	945,050	11,943
Non-Competitive Membership Revenue	16,420	22,500	55,634	65,000	(9,367)
Supporting Membership Revenue	6,465	5,000	10,776	10,000	777
Coach Membership Revenue	25,487	24,200	240,091	230,200	9,891
Club Membership Revenue	6,050	6,800	31,737	32,600	(863)
Admin Membership Revenue	7,942	8,250	41,000	31,750	9,250
<b>Total Membership Revenue</b>	<b>267,323</b>	<b>270,325</b>	<b>1,336,231</b>	<b>1,314,600</b>	<b>21,631</b>
<b>Membership Programs</b>					
410310 - Insurance Revenue Club	28,340	26,250	224,044	221,000	3,044
410031 - Club Banner	705	250	3,975	2,250	1,725
<b>Total Membership Programs</b>	<b>29,045</b>	<b>26,500</b>	<b>228,019</b>	<b>223,250</b>	<b>4,769</b>
<b>Regional Revenues</b>					
Regional Circuit Fees	55,107	53,700	115,712	111,575	4,137
<b>Total Regional Revenues</b>	<b>55,107</b>	<b>53,700</b>	<b>115,712</b>	<b>111,575</b>	<b>4,137</b>
<b>Magazine and Communications Revenue</b>					
Magazine Revenue	928	700	2,792	2,450	342
Communications Revenue	2,728	2,625	3,829	3,750	79
<b>Total Magazine and Communications Revenue</b>	<b>3,656</b>	<b>3,325</b>	<b>6,621</b>	<b>6,200</b>	<b>421</b>
<b>Marketing Revenue</b>					
410410 - Sponsorship Revenue	69	0	99	0	99
410451 - Corporate Partnership	4,800	0	4,800	0	4,800
<b>Total Marketing Revenue</b>	<b>4,869</b>	<b>0</b>	<b>4,899</b>	<b>0</b>	<b>4,899</b>
<b>USOC Funding</b>					
410492 - VIK - Airline Tickets	16,452	16,452	29,597	29,597	0
410710 - Base Funding	0	0	167,964	167,964	0
<b>Total USOC Funding</b>	<b>16,452</b>	<b>16,452</b>	<b>197,561</b>	<b>197,561</b>	<b>0</b>
<b>International Programs Revenue</b>					
International Registration Fees	7,530	10,000	18,120	20,150	(2,030)
Cadre to World Cup Fee	44,250	44,500	98,070	98,020	50
<b>Total International Programs Revenue</b>	<b>51,780</b>	<b>54,500</b>	<b>116,190</b>	<b>118,170</b>	<b>(1,980)</b>
<b>International Licensing Fees</b>					
410210 - FIE License Fee	3,360	4,000	10,480	11,120	(640)
410235 - European Federation License	2,500	2,500	7,150	6,950	200
410240 - IWAS License Fee	0	0	60	0	60
<b>Total International Licensing Fees</b>	<b>5,860</b>	<b>6,500</b>	<b>17,690</b>	<b>18,070</b>	<b>(380)</b>

	Month Ending 09/30/2018		Year To Date 09/30/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Development Revenue</b>					
410510 - Donations CFC	743	250	1,317	500	817
410520 - Development General/ Annual Giving	2,184	7,500	6,889	15,500	(8,611)
410540 - Donations Restricted	0	0	11,835	0	11,835
410558 - Donation - Major Gift	10,000	10,000	10,000	10,000	0
<b>Total Development Revenue</b>	<b>12,927</b>	<b>17,750</b>	<b>30,041</b>	<b>26,000</b>	<b>4,041</b>
<b>Investment Income</b>					
410620 - Interest Earned	23	20	36	40	(4)
410625 - Interest Investments	27	15	55	30	25
410626 - Realized Gain(Loss) Investments	557	415	1,287	830	457
410627 - Unrealized Gain(Loss) Investments	795	830	9,488	1,660	7,828
410628 - Dividends Investments	800	100	1,038	200	838
<b>Total Investment Income</b>	<b>2,202</b>	<b>1,380</b>	<b>11,904</b>	<b>2,760</b>	<b>9,144</b>
<b>Other Income</b>					
410150 - RC Exam	1,475	750	2,700	2,250	450
410442 - Merchandise/Apparel	4,705	4,200	9,045	8,400	645
410600 - Miscellaneous Revenue	590	0	2,202	0	2,202
<b>Total Other Income</b>	<b>6,770</b>	<b>4,950</b>	<b>13,947</b>	<b>10,650</b>	<b>3,297</b>
<b>Total Income</b>	<b>455,991</b>	<b>455,382</b>	<b>2,078,815</b>	<b>2,028,836</b>	<b>49,979</b>

	Month Ending		Year To Date		
	09/30/2018		09/30/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,442	2,500	4,884	5,000	(116)
500122 - Amoritization	3,435	3,450	6,871	6,900	(29)
500440 - Phone	2,543	3,294	5,199	6,233	(1,034)
500460 - Postage and Shipping	2,766	2,065	3,800	3,465	335
500480 - Printing	1,713	1,725	2,955	3,170	(215)
500140 - Equipment/Copier	60	70	120	140	(20)
500142 - Leased Equipment	745	665	1,272	1,330	(58)
500602 - Company Software/Hardware	2,740	2,200	16,670	16,050	621
500548 - Rent - Office	2,305	2,500	4,612	5,000	(389)
500546 - Rent - Public Storage	272	265	544	530	14
500543 - Rent - Storage Tournament Equipment	702	750	1,233	1,500	(267)
Total Operating Expenses	19,723	19,484	48,160	49,318	(1,158)
Administration Fees					
Data Center & Software	12,850	12,865	25,700	25,730	(30)
Braintree & Bank Fees	38,292	37,950	88,878	88,750	128
Total Administration Fees	51,142	50,815	114,578	114,480	98
Compensation Expense	112,454	124,643	237,246	249,437	(12,191)
Insurance Expense					
Athlete Accident Insurance Expense	3,492	3,687	6,984	7,374	(390)
General Liability Insurance expense	31,165	31,245	62,330	62,490	(160)
Other Insurance expense	324	358	649	716	(67)
Total Insurance Expense	34,981	35,290	69,963	70,580	(617)
Membership Expenses					
Background Checks	10,334	10,050	16,042	16,050	(8)
Total Membership Expenses	10,334	10,050	16,042	16,050	(8)
Event Expense					
500160 - Freight	0	0	751	750	1
500549 - Venue Rental	0	0	2,724	2,750	(26)
Total Event Expense	0	0	3,475	3,500	(25)
Travel Expense					
500020 - Air	51,232	50,475	78,784	78,500	284
500021 - VIK - Air	16,452	16,452	29,597	29,597	0
500022 - Baggage Fees	374	100	774	1,100	(326)
500200 - Ground Transportation	2,139	2,035	3,136	3,125	11
500240 - Hotel	5,102	6,350	18,888	18,175	713
Total Travel Expense	75,299	75,412	131,179	130,497	682
Per Diem & Honorarium					
500420 - Per Diem	950	700	1,800	1,400	400
500220 - Honorarium	1,475	1,575	3,450	3,750	(300)
Total Per Diem & Honorarium	2,425	2,275	5,250	5,150	100

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Professional Services Expense					
500108 - Legal Fees	2,084	2,083	4,167	4,166	1
500562 - Contract Labor	17,248	17,083	31,766	30,216	1,550
500780 - Consulting Fees	2,500	2,667	2,500	2,834	(334)
Total Professional Services Expense	21,832	21,833	38,433	37,216	1,217
Magazine and Communications Expense					
Communications Expense	920	795	1,625	1,590	35
Total Magazine and Communications Expense	920	795	1,625	1,590	35
Marketing Expense					
500750 - Advertizing and Promotions	0	0	400	0	400
Total Marketing Expense	0	0	400	0	400
Direct Athlete Support					
500268 - Direct Athlete Support	4,300	4,300	8,600	8,600	0
Total Direct Athlete Support	4,300	4,300	8,600	8,600	0
National Team Support					
500730 - Coaches Salaries	24,300	25,050	48,600	50,100	(1,500)
Total National Team Support	24,300	25,050	48,600	50,100	(1,500)
International Programs Expense					
International License Expense	1,195	5,190	13,147	13,910	(763)
International Programs Other	82	0	695	600	96
Total International Programs Expense	1,277	5,190	13,842	14,510	(667)
Other Expenses					
500130 - Dues and Fees - Other	687	540	1,323	1,380	(58)
500340 - Meals	3,977	4,000	5,757	5,775	(18)
500600 - Supply	6,979	7,015	8,414	8,615	(201)
500430 - Prior Year Adjustments	797	0	1,598	0	1,599
500360 - Miscellaneous	217	810	1,519	2,750	(1,232)
500799 - Employee Development	249	0	7,999	0	7,999
500800 - Dues/Memberships/Subscriptions	1,181	657	1,311	1,014	297
500355 - Merchandise/Apparel	2,241	2,000	10,353	8,900	1,453
Total Other Expenses	16,328	15,022	38,274	28,434	9,839
Total Total Expenses	375,315	390,159	775,667	779,462	(3,795)
Total USFA- Net Income	80,676	65,223	1,303,148	1,249,374	53,774