

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

As of Date:

06/30/2018

	Month Ending 06/30/2018		Year To Date 06/30/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	20,735	2,000	1,390,632	1,398,700	(8,068)
Non-Competitive Membership Revenue	1,633	0	114,483	119,000	(4,517)
Supporting Membership Revenue	30	0	6,982	9,675	(2,694)
Coach Membership Revenue	(19,385)	0	248,488	331,660	(83,172)
Club Membership Revenue	100	0	41,977	44,750	(2,773)
Admin Membership Revenue	8,405	0	63,975	38,650	25,326
Total Membership Revenue	11,518	2,000	1,866,537	1,942,435	(75,899)
Membership Programs					
410310 - Insurance Revenue Club	475	0	213,450	219,125	(5,675)
410320 - Insurance Revenue Third Party	0	0	125	0	126
410031 - Club Banner	0	0	3,865	2,980	885
411001 - All American	25	0	11,350	5,000	6,350
411000 - All-Academic Team	60	0	17,820	13,200	4,620
Total Membership Programs	560	0	246,610	240,305	6,306
Event Revenues					
410120 - National Registration Fee	0	0	3,129,051	3,029,378	99,673
410416 - Event Incentives	0	0	27,897	27,896	1
410415 - Event Vendors	0	0	78,848	56,200	22,648
410480 - Hotel Rebates	0	0	157,690	165,000	(7,310)
Total Event Revenues	0	0	3,393,486	3,278,474	115,012
Regional Revenues					
Regional Bid Fees	0	0	14,775	8,000	6,775
Regional Circuit Fees	625	0	141,263	120,950	20,313
Total Regional Revenues	625	0	156,038	128,950	27,088
Ticket Revenue					
410140 - Ticket Sales	0	0	20,703	19,500	1,203
Total Ticket Revenue	0	0	20,703	19,500	1,203
Magazine and Communications Revenue					
Magazine Revenue	148	0	6,190	4,000	2,190
Communications Revenue	831	625	24,869	17,875	6,994
Total Magazine and Communications Revenue	979	625	31,059	21,875	9,184
Marketing Revenue					
410495 - VIK - Tournament Equipment	0	0	799,500	799,500	0
410410 - Sponsorship Revenue	137	0	145,504	147,000	(1,496)
410451 - Corporate Partnership	0	0	5,500	4,000	1,500
410458 - Merchandise Retail Operations	0	0	35,249	24,750	10,499
Total Marketing Revenue	137	0	985,753	975,250	10,503

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International Programs Revenue					
International Registration Fees	0	0	126,203	120,650	5,553
International Licensing Fees	0	0	47,420	45,250	2,170
Other International Program Revenue	3,625	0	4,625	0	4,625
Cadre to World Cup Fee	0	0	189,956	210,000	(20,044)
Total International Programs Revenue	3,625	0	368,204	375,900	(7,696)
USOC Funding					
410492 - VIK - Airline Tickets	12,420	12,421	146,667	146,667	0
410700 - Grants	0	0	37,500	37,500	0
410710 - Base Funding	0	0	731,706	731,706	0
Total USOC Funding	12,420	12,421	915,873	915,873	0
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	213	0	2,383	3,000	(616)
410520 - Development General/ Annual Giving	825	1,000	47,511	62,327	(14,817)
410540 - Donations Restricted	1,750	0	14,600	0	14,600
Total Development Revenue	2,788	1,000	64,494	65,327	(833)
Investment Income					
410620 - Interest Earned	16	25	212	225	(13)
410625 - Interest Investments	30	0	228	0	228
410626 - Realized Gain(Loss) Investments	2,170	0	20,660	0	20,660
410627 - Unrealized Gain(Loss) Investments	1,194	0	24,757	0	24,757
410628 - Dividends Investments	674	0	3,638	0	3,638
Total Investment Income	4,084	25	49,495	225	49,270
Other Income					
410497 - VIK- Services	0	0	89,130	89,130	0
410150 - RC Exam	525	325	18,650	13,575	5,075
410442 - Merchandise/Apparel	145	0	30,638	32,900	(2,262)
410600 - Miscellaneous Revenue	0	0	32,001	4,950	27,052
410651 - Prior Year Income	0	0	9,850	0	9,849
Total Other Income	670	325	180,269	140,555	39,714
Total Income	37,406	16,396	8,345,338	8,171,486	173,852

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	06/30/2018		06/30/2018		
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Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,386	2,400	30,697	30,402	295
500122 - Amortization	3,321	3,333	36,527	36,651	(124)
500440 - Phone	3,062	2,696	27,942	25,476	2,466
500460 - Postage and Shipping	2,584	2,120	23,136	22,400	736
500480 - Printing	4,974	4,850	26,269	23,550	2,719
500140 - Equipment/Copier	60	83	3,420	913	2,507
500142 - Leased Equipment	771	708	6,871	7,788	(916)
500602 - Company Software/Hardware	1,745	845	45,632	39,100	6,531
500548 - Rent - Office	2,305	2,344	26,510	26,984	(474)
500546 - Rent - Public Storage	249	250	2,739	2,750	(11)
500543 - Rent - Storage Tournament Equipment	1,062	0	6,987	800	6,187
Total Operating Expenses	22,519	19,629	236,730	216,814	19,916
Administration Fees					
Data Center & Software	12,850	12,852	141,350	141,372	(22)
Braintree & Bank Fees	3,695	4,175	207,835	208,225	(390)
Total Administration Fees	16,545	17,027	349,185	349,597	(412)
Compensation Expense	100,245	100,245	1,229,135	1,229,143	(8)
Insurance Expense					
Athlete Accident Insurance Expense	3,510	3,510	38,615	38,615	0
General Liability Insurance expense	26,899	26,900	295,884	295,900	(16)
Other Insurance expense	355	355	32,344	26,455	5,890
Total Insurance Expense	30,764	30,765	366,843	360,970	5,874
Membership Expenses					
Background Checks	140	150	44,982	47,375	(2,393)
Rebates Expense	0	0	59,995	64,020	(4,025)
Total Membership Expenses	140	150	104,977	111,395	(6,418)
Center for Safe Sport					
500145 - Center for Safe Sport	0	0	23,400	23,400	0
Total USFA - Center for Safe Sport	0	0	23,400	23,400	0
Event Expense					
500160 - Freight	200	0	165,956	152,737	13,218
500549 - Venue Rental	0	0	258,511	245,145	13,366
500550 - Venue Decorator	0	0	182,425	177,500	4,926
500552 - Venue Security	0	0	33,502	25,000	8,502
500553 - Venue Electric	0	0	51,952	53,500	(1,549)
500554 - Venue Catering	892	900	282,174	240,650	41,524
500555 - Local Organizing Committee	0	0	2,500	3,500	(1,000)
500557 - Venue EMT	0	0	16,953	16,000	954
500558 - Venue Phone/AV/Internet	0	0	87,418	92,115	(4,698)
500559 - Production/Staging	0	0	42,280	49,631	(7,351)
500560 - Temporary Labor - Events	0	0	28,376	26,350	2,027
500561 - Contract Labor - Events	0	0	5,248	5,250	(3)
500603 - Event Software	0	0	15,028	11,350	3,678
500604 - Event Technology	0	0	16,624	16,200	424
500620 - Trophies & Medals	115	125	6,568	13,340	(6,772)
500754 - Broadcasting	0	0	76,041	74,000	2,041
Total Event Expense	1,207	1,025	1,271,556	1,202,268	69,287

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Travel Expense					
500020 - Air	26,719	28,125	997,495	947,255	50,240
500021 - VIK - Air	12,421	12,421	146,666	146,667	0
500022 - Baggage Fees	3,218	1,625	17,095	15,595	1,500
500200 - Ground Transportation	12,202	11,575	194,624	174,850	19,773
500240 - Hotel	48,378	51,825	817,289	810,775	6,515
Total Travel Expense	102,938	105,571	2,173,169	2,095,142	78,028
Per Diem & Honorarium					
500420 - Per Diem	21,775	23,000	233,706	244,575	(10,869)
500220 - Honorarium	4,050	2,275	499,084	445,420	53,664
Total Per Diem & Honorarium	25,825	25,275	732,790	689,995	42,795
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	4,058	2,083	29,570	22,913	6,657
500654 - VIK- Services	0	0	89,130	89,130	0
500562 - Contract Labor	16,130	13,108	198,389	176,503	21,886
500780 - Consulting Fees	0	0	7,500	7,500	0
Total Professional Services Expense	20,188	15,191	337,964	307,796	30,168
Magazine and Communications Expense					
Magazine Expense	7,220	7,250	32,483	31,850	633
Communications Expense	605	645	36,445	37,845	(1,401)
Total Magazine and Communications Expense	7,825	7,895	68,928	69,695	(768)
Marketing Expense					
500650 - VIK- Tournament Equipment	0	0	799,500	799,500	0
500750 - Advertizing and Promotions	0	0	4,430	0	4,430
Total Marketing Expense	0	0	803,930	799,500	4,430
Direct Athlete Support					
500268 - Direct Athlete Support	3,355	4,000	90,539	91,500	(960)
Total Direct Athlete Support	3,355	4,000	90,539	91,500	(960)
National Team Support					
500730 - Coaches Salaries	24,300	24,300	267,300	267,300	0
Total National Team Support	24,300	24,300	267,300	267,300	0
International Programs Expense					
International License Expense	0	0	18,861	13,750	5,111
International Programs Other	1,940	1,550	53,059	52,870	188
Total International Programs Expense	1,940	1,550	71,920	66,620	5,299
Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	(233)	0	(11,037)	(11,000)	(36)
500130 - Dues and Fees - Other	1,987	1,700	31,067	30,650	416
500335 - Entertainment	84	100	3,948	3,750	198
500340 - Meals	6,051	5,485	78,223	68,680	9,544
500600 - Supply	3,580	3,325	50,444	36,025	14,419
500430 - Prior Year Adjustments	(570)	0	35,177	3,550	31,627
500360 - Miscellaneous	3,189	2,850	17,614	18,195	(582)
500799 - Employee Development	0	0	190	190	0
500800 - Dues/Memberships/Subscriptions	380	400	9,911	7,415	2,496
500715 - Event Fee Refunds	630	0	84,760	84,380	380
500355 - Merchandise/Apparel	0	0	62,160	48,385	13,775
Total Other Expenses	15,098	13,860	362,457	290,220	72,237
Total Total Expenses	372,889	366,483	8,490,823	8,171,355	319,468
Total USFA- Net Income	(335,483)	(350,087)	(145,485)	131	(145,616)