

USAFencing

USFA- Budget by department

As of July 31, 2014

As of Date:

07/31/2014

Department Group:

Active--Active

USFA- Budget vs Actual (2)

	Member Services Year Ending 07/31/2014 Budget	National Events Year Ending 07/31/2014 Budget	Marketing and Communications Year Ending 07/31/2014 Budget	Executive office Year Ending 07/31/2014 Budget	General Admin Year Ending 07/31/2014 Budget	Board and committee (All) Year Ending 07/31/2014 Budget	Sports Performance Year Ending 07/31/2014 Budget	All Departments Year Ending 07/31/2014 Budget
Net Income								
USFA- Total Income								
Member Fees Revenue								
Competitive Membership Revenue	1,310,130	0	0	0	0	0	0	1,310,130
Non-Competitive Membership Revenue	60,000	0	0	0	0	0	0	60,000
Supporting Membership Revenue	13,600	0	0	0	0	0	0	13,600
Professional Membership Revenue	133,750	0	0	0	0	0	0	133,750
Other Membership Revenue	27,500	3,000	0	0	0	0	0	30,500
Membership Revenue- Admin	8,950	0	0	0	0	0	0	8,950
Total Member Fees Revenue	1,553,930	3,000	0	0	0	0	0	1,556,930
National Registration Revenue								
National Registration Revenue	0	2,990,525	0	0	0	0	0	2,990,525
Bid Fee Revenue	0	5,000	0	0	0	0	0	5,000
Other Event Revenue								
410415 - Event vendors	0	80,600	0	0	0	0	0	80,600
410480 - Rebates	0	177,500	0	0	0	0	15,750	193,250
Total Other Event Revenue	0	258,100	0	0	0	0	15,750	273,850
Insurance Revenue								
Insurance Revenue	147,700	0	0	0	0	0	0	147,700
International Programs Fee Revenue								
International Registration Fees	0	0	0	0	0	0	62,237	62,237
International Licensing Fee Revenue	0	0	0	0	0	0	34,540	34,540
Cadre to World Cup Fee	0	0	0	0	0	0	150,000	150,000
Total International Programs Fee Revenue	0	0	0	0	0	0	246,777	246,777
USFA-Marketing Revenue								
Magazine Revenue	0	0	20,700	0	0	0	0	20,700
Marketing Revenue	0	0	19,850	0	0	0	0	19,850
Total Marketing Revenue	0	0	40,550	0	0	0	0	40,550
Development Revenue								
Development Revenue	31,500	0	0	0	0	0	0	31,500
Royalties & Partnerships Revenue								
Royalties & Partnerships Revenue	0	0	94,800	0	0	0	0	94,800
Sponsorship Revenue								
410410 - Sponsorship revenue	0	0	90,000	0	0	0	31,250	121,250
410449 - VIK - Merchandise	0	0	106,555	0	0	0	0	106,555
410494 - VIK- Apparel	0	0	30,000	0	0	0	0	30,000
410495 - VIK - Tournament Equipment	0	0	606,000	0	0	0	40,000	646,000
410496 - VIK - NYU Medical Services	0	0	12,000	0	0	0	0	12,000
Total Sponsorship Revenue	0	0	844,555	0	0	0	71,250	915,805
USOC Funding								
410492 - VIK - Airline Tickets	0	51,000	4,200	4,800	0	0	0	60,000
410700 - USOC Grants	0	0	0	0	0	0	88,000	88,000
410710 - Base Funding	0	0	0	0	0	0	741,000	741,000
410760 - Wheelchair Funding	0	0	0	0	0	0	39,000	39,000
Total USOC Funding	0	51,000	4,200	4,800	0	0	868,000	928,000
USFF Grant								
USFF Grant	0	0	65,000	0	0	0	0	65,000
Other Income								
410031 - Club Banner	3,000	0	0	0	0	0	0	3,000
410140 - Ticket Sales	0	0	0	0	0	0	3,000	3,000
410150 - FOC Exam	0	0	0	0	0	6,000	0	6,000
410910 - NOC/ROC	0	20,400	0	0	0	0	0	20,400

410920 - Regional Youth Circuit	0	9,000	0	0	0	0	0	9,000
410930 - Super Youth Circuit	0	22,800	0	0	0	0	0	22,800
Total Other Income	3,000	52,200	0	0	0	6,000	3,000	64,200
Total USFA- Total Income	1,736,130	3,359,825	1,049,105	4,800	0	6,000	1,204,777	7,360,637

USFA- Total Expenses

Operating Expenses

500120 - Depreciation- Furn, Fix, Bldg	0	0	0	0	45,183	0	0	45,183
500440 - Phone	0	0	0	0	33,339	3,025	0	36,364
500460 - Postage and Shipping	0	1,500	0	0	5,400	0	0	6,900
500480 - Printing	44,650	0	50,800	0	2,100	0	2,500	100,050
500140 - Equipment/Copier	0	0	0	0	11,685	0	0	11,685
Total Operating Expenses	44,650	1,500	50,800	0	97,707	3,025	2,500	200,182

USFA- Compensation Expense	169,982	185,762	69,448	241,975	155,778	0	250,730	1,073,675
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USFA- Insurance Expense

Athlete Accident Insurance Expense	75,000	0	0	0	0	0	0	75,000
General Liability Insurance expense	102,000	0	0	0	0	0	0	102,000
Other Insurance expense	27,220	0	0	0	0	0	1,020	28,240
Total USFA- Insurance Expense	204,220	0	0	0	0	0	1,020	205,240

Rent Expense

	0	10,200	0	0	46,104	0	0	56,304
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Administration Fees

Data Center & Software	82,152	43,401	0	0	0	0	29,451	155,004
Paypal & bank fees	0	0	0	0	154,850	0	0	154,850
Background Checks	30,400	0	0	0	0	0	0	30,400
Company Software	0	0	0	0	10,571	0	0	10,571
Total Administration Fees	112,552	43,401	0	0	165,421	0	29,451	350,825

Event Expense

500160 - Freight	0	98,000	0	0	0	0	4,600	102,600
500549 - Venue Rental	0	137,500	0	0	0	0	20,000	157,500
500550 - Venue Decorator	0	121,060	0	0	0	0	2,500	123,560
500552 - Venue Security	0	47,760	0	0	0	0	5,000	52,760
500553 - Venue Electric	0	29,000	0	0	0	0	0	29,000
500554 - Venue Catering	0	221,500	0	0	0	0	12,000	233,500
500555 - Local Organizing Committee	0	4,000	0	0	0	0	1,000	5,000
500556 - Venue - Copier	0	5,400	0	0	0	0	0	5,400
500557 - Venue- EMT	0	8,550	0	0	0	0	0	8,550
500558 - Venue - Phone/AV/Internet	0	45,470	0	0	0	0	7,500	52,970
500559 - Production/Staging	0	8,015	0	0	0	0	0	8,015
500620 - Trophies & Medals	0	16,000	0	0	0	0	7,000	23,000
Total Event Expense	0	742,255	0	0	0	0	59,600	801,855

Professional Services Expense

500106 - Audit fees	0	0	0	0	7,500	0	0	7,500
500107 - Tax return fees	0	0	0	0	2,500	0	0	2,500
500108 - Legal fees	0	0	0	0	2,400	0	0	2,400
500562 - Contract labor	0	39,425	0	0	30,000	0	17,000	86,425
500564 - Non 1099 Payments	0	0	0	5,000	0	10,000	0	15,000
500756 - Professional Service Fees	0	0	4,750	0	0	0	0	4,750
500780 - Consulting Fees	0	0	0	0	3,000	0	0	3,000
Total Professional Services Expense	0	39,425	4,750	5,000	45,400	10,000	17,000	121,575

Travel Expense

500020 - Air	0	280,380	0	4,560	4,400	34,880	511,515	835,735
500021 - VIK - Air	0	0	4,200	4,800	0	0	0	9,000
500200 - Ground Transportation	0	59,800	0	1,140	0	5,022	67,150	133,112
500240 - Hotel	0	343,500	0	8,340	3,200	37,078	288,590	680,708
Total Travel Expense	0	683,680	4,200	18,840	7,600	76,980	867,255	1,658,555
Per Diem & Honorarium	0	420,480	0	0	0	0	147,995	568,475

International Programs Expense

Direct Athlete Support	0	0	0	0	0	0	220,000	220,000
International License Expense	0	0	0	0	0	0	14,800	14,800
Coaches Salaries	0	0	0	0	0	0	240,000	240,000
International Programs Other	0	0	0	0	0	0	90,050	90,050
Total International Programs Expense	0	0	0	0	0	0	564,850	564,850

Marketing Expense								
Magazine Expense	0	0	37,780	0	0	0	0	37,780
Marketing Expense	0	0	18,997	0	0	0	44,510	63,507
Website Expense	0	0	34,200	0	0	0	0	34,200
Broadcasting	0	0	28,500	0	0	0	0	28,500
Total Marketing Expense Group	0	0	119,477	0	0	0	44,510	163,987
Development Expense								
Development Expense	22,800	0	0	0	0	0	0	22,800
Division Rebates	49,021	0	0	0	0	0	0	49,021
Sponsorship Expense								
500650 - VIK- Tournament Equipment expense	0	0	606,000	0	0	0	40,000	646,000
500651 - VIK- Apparel expense	0	0	30,000	0	0	0	0	30,000
500652 - VIK- Merchandise expense	0	0	106,555	0	0	0	0	106,555
500653 - VIK- NYU Medical Services expense	0	0	12,000	0	0	0	0	12,000
500760 - Sponsorship Fulfillment	0	0	10,000	0	0	0	0	10,000
Total Sponsorship Expense	0	0	764,555	0	0	0	40,000	804,555
Other Expenses								
500130 - Dues and Fees - Other	0	0	0	0	0	10,075	13,900	23,975
500335 - Entertainment	0	0	2,844	0	0	0	0	2,844
500340 - Meals	0	7,760	0	4,560	2,900	8,158	12,200	35,578
500600 - Supply	0	4,590	2,370	1,800	2,834	0	23,200	34,794
500751 - Hall of Fame	0	0	712	0	0	2,500	0	3,212
500292 - Chase LOC	0	0	0	0	2,556	0	0	2,556
500290 - Interest Expense - Other	0	0	0	0	504	0	0	504
500360 - Miscellaneous	0	0	0	0	0	475	12,520	12,995
500800 - Dues/Memberships/Subscriptions	0	0	0	0	2,280	0	0	2,280
Total Other Expenses	0	12,350	5,926	6,360	11,074	21,208	61,820	118,738
Total USFA- Total Expenses	603,225	2,139,053	1,019,156	272,175	529,084	111,213	2,086,731	6,760,637
Total USFA- Net Income	1,132,905	1,220,772	29,949	-267,375	-529,084	-105,213	-881,954	600,000