

USAFencing

USFA- Budget to Actual Monthly- year to date

As of December 31, 2013

12/31/2013

As of Date:

USFA- Budget vs Actual (2)

	Month Ending 12/31/2013		Year To Date 12/31/2013		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	43,510	64,850	962,613	1,064,750	-102,137
Non-Competitive Membership Revenue	2,025	2,500	38,720	35,000	3,720
Supporting Membership Revenue	320	1,250	7,650	10,100	-2,450
Professional Membership Revenue	5,600	5,370	193,842	124,380	69,462
Other Membership Revenue	550	1,000	28,300	29,000	-700
Membership Revenue- Admin	510	100	582	300	282
Total Member Fees Revenue	52,515	75,070	1,231,707	1,263,530	-31,823
National Registration Revenue					
Bid Fee Revenue	80	20	780	600	180
Other Event Revenue					
410415 - Event vendors	6,571	9,500	21,071	27,300	-6,229
410480 - Rebates	795	12,000	18,015	33,000	-14,985
Total Other Event Revenue	7,366	21,500	39,086	60,300	-21,214
Insurance Revenue					
International Programs Fee Revenue	2,800	3,650	145,200	147,300	-2,100
International Registration Fees					
International Registration Fees	8,910	3,750	32,190	22,500	9,690
International Licensing Fee Revenue					
International Licensing Fee Revenue	3,998	3,280	35,597	31,260	4,337
USFA- Other International Program Revenue					
USFA- Other International Program Revenue	0	0	6,775	0	6,775
Cadre to World Cup Fee					
Cadre to World Cup Fee	31,750	37,500	180,100	150,000	30,100
Total International Programs Fee Revenue	44,658	44,530	254,662	203,760	50,902
USFA-Marketing Revenue					
Magazine Revenue					
Magazine Revenue	62	3,100	4,801	10,500	-5,699
Marketing Revenue					
Marketing Revenue	5,972	700	18,502	4,950	13,552
Total Marketing Revenue	6,034	3,800	23,303	15,450	7,853
Development Revenue					
Development Revenue	4,913	15,000	29,704	21,000	8,704
Royalties & Partnerships Revenue					
Royalties & Partnerships Revenue	15,282	19,400	33,861	39,000	-5,139
Sponsorship Revenue					
410410 - Sponsorship revenue	0	0	25,000	25,000	0
410449 - VIK - Merchandise	0	5,000	0	5,000	-5,000
410494 - VIK - Apparel	0	0	0	5,000	-5,000
410495 - VIK - Tournament Equipment	67,500	67,500	202,500	202,500	0
410496 - VIK - NYU Medical Services	0	1,000	0	5,000	-5,000
411002 - Connor Porter Mem. Scholarship	0	0	-580	0	-580
Total Sponsorship Revenue	67,500	73,500	226,920	242,500	-15,580
USOC Funding					
410492 - VIK - Airline Tickets	0	11,000	26,799	37,000	-10,201
410700 - USOC Grants	0	0	15,000	15,000	0
410710 - Base Funding	0	0	141,000	141,000	0
410760 - Wheelchair Funding	0	0	15,000	15,000	0
Total USOC Funding	0	11,000	197,799	208,000	-10,201
USFF Grant					
USFF Grant	0	0	63,925	65,000	-1,075
Other Income					
410031 - Club Banner	120	0	1,440	3,000	-1,560
410150 - FOC Exam	650	500	4,075	2,500	1,575
410910 - NOC/ROC	1,200	1,700	10,365	8,500	1,865
410920 - Regional Youth Circuit	874	750	3,910	3,750	160
410620 - Interest Earned	51	0	316	0	316
410651 - Prior Year Income	272	0	481	0	481
410930 - Super Youth Circuit	5,950	1,900	13,755	9,500	4,255
410600 - Miscellaneous Revenue- Other	3,244	0	5,410	0	5,410
Total Other Income	12,361	4,850	39,752	27,250	12,502
Total USFA- Total Income	518,934	512,435	3,150,209	3,088,075	62,134
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	1,571	2,905	9,938	15,374	-5,436
500460 - Postage and Shipping	722	575	6,602	2,875	3,727
500480 - Printing	2,667	3,975	31,734	43,025	-11,291
500060 - Bad debt expense	451	0	451	0	451
500140 - Equipment/Copier	97	974	923	4,869	-3,945
500142 - Leased equipment	1,004	0	5,315	0	5,315
Total Operating Expenses	6,512	8,429	54,963	66,143	-11,179
USFA- Compensation Expense					
USFA- Compensation Expense	63,387	71,278	367,539	403,488	-35,949

USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,300	2,300	11,500	11,500	0
General Liability Insurance expense	13,993	12,800	69,965	64,000	5,965
Other Insurance expense	1,139	1,518	5,694	8,610	-2,917
Total USFA- Insurance Expense	17,432	16,618	87,159	84,110	3,048
Rent Expense	3,961	4,692	21,395	23,460	-2,065
Administration Fees					
Data Center & Software	12,917	12,917	64,585	64,585	0
Paypal & bank fees	12,194	11,875	80,673	78,375	2,298
Background Checks	80	2,850	39,515	20,900	18,616
Company Software	3,025	861	11,291	4,544	6,747
Total Administration Fees	28,216	28,503	196,064	168,404	27,661
Event Expense					
500160 - Freight	7,900	9,000	26,229	20,000	6,229
500549 - Venue Rental	34,696	30,000	67,696	63,000	4,696
500550 - Venue Decorator	28,260	18,300	65,039	46,060	18,979
500552 - Venue Security	3,662	9,260	6,019	20,860	-14,841
500553 - Venue Electric	15,708	2,800	15,708	11,230	4,478
500554 - Venue Catering	28,083	24,000	76,175	59,000	17,175
500555 - Local Organizing Committee	0	500	0	1,500	-1,500
500556 - Venue - Copier	0	600	498	2,000	-1,502
500557 - Venue- EMT	5,655	1,900	5,655	1,900	3,755
500558 - Venue - Phone/AV/Internet	16,562	4,995	20,359	12,490	7,869
500559 - Production/Staging	0	1,000	0	2,715	-2,715
500620 - Trophies & Medals	0	3,050	1,140	4,950	-3,810
Total Event Expense	140,526	105,405	284,518	245,705	38,813
Professional Services Expense					
500106 - Audit fees	0	0	6,000	7,500	-1,500
500108 - Legal fees	0	200	0	1,000	-1,000
500562 - Contract labor	10,591	9,300	52,774	34,100	18,674
500564 - Non 1099 Payments	49	0	245	12,000	-11,755
500756 - Professional Service Fees	0	475	0	1,900	-1,900
500780 - Consulting Fees	2,500	250	16,525	4,250	12,275
Total Professional Services Expense	13,140	10,225	75,544	60,750	14,794
Travel Expense					
500020 - Air	44,068	73,272	233,832	322,476	-88,645
500021 - VIK - Air	0	6,750	23,144	15,750	7,394
500200 - Ground Transportation	12,429	13,380	32,832	43,362	-10,530
500240 - Hotel	37,590	65,421	175,157	220,214	-45,056
Total Travel Expense	94,087	158,823	464,965	601,802	-136,837
Per Diem & Honorarium	49,817	51,161	160,108	176,234	-16,127
International Programs Expense					
Direct Athlete Support	33,200	33,600	166,000	168,000	-2,000
International License Expense	0	950	14,678	6,950	7,728
Coaches Salaries	18,750	20,000	96,366	100,000	-3,634
International Programs Other	0	3,850	5,892	22,370	-16,478
Total International Programs Expense	51,950	58,400	282,936	297,320	-14,384
Marketing Expense					
Magazine Expense	0	0	4,790	9,195	-4,405
Marketing Expense	2,861	3,497	18,602	17,741	861
Website Expense	0	1,275	24,000	25,275	-1,275
Total Marketing Expense Group	2,861	4,772	47,392	52,211	-4,819
Development Expense					
Development Expense	0	1,900	0	9,500	-9,500
Division Rebates	0	4,289	28,842	35,351	-6,508
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	67,500	67,500	202,500	202,500	0
500651 - VIK- Apparel expense	0	0	0	5,000	-5,000
500652 - VIK- Merchandise expense	0	5,000	0	5,000	-5,000
500653 - VIK- NYU Medical Services expense	0	1,000	0	5,000	-5,000
Total Sponsorship Expense	67,500	73,500	202,500	217,500	-15,000
Other Expenses					
500130 - Dues and Fees - Other	8,685	2,000	11,025	2,000	9,025
500335 - Entertainment	0	237	0	1,185	-1,185
500340 - Meals	2,134	1,580	16,889	10,648	6,241
500600 - Supply	920	2,477	10,510	11,765	-1,256
500292 - Chase LOC Interest	199	213	1,059	1,065	-5
500290 - Interest Expense - Other	0	42	42	210	-169
500430 - Prior Year Adjustments	2,197	0	6,929	0	6,930
500360 - Miscellaneous	2,166	630	5,673	5,245	428
500800 - Dues/Memberships/Subscriptions	940	190	3,643	950	2,693
Total Other Expenses	17,241	7,369	55,770	33,068	22,702
Total USFA- Total Expenses	556,630	605,364	2,329,695	2,475,046	-145,350
Total USFA- Net Income	-37,696	-92,929	820,514	613,029	207,485