

USAFencing

USFA- Budget to Actual Monthly- year to date

As of April 30, 2014

As of Date:

USFA- Budget vs Actual (2)

	Month Ending 04/30/2014		Year To Date 04/30/2014		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
<b>Net Income</b>					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	34,856	39,670	1,167,269	1,263,960	-96,691
Non-Competitive Membership Revenue	1,846	1,250	52,841	53,750	-909
Supporting Membership Revenue	153	0	10,283	13,600	-3,317
Professional Membership Revenue	-5,549	500	202,068	132,250	69,818
Other Membership Revenue	600	0	30,800	30,500	300
Membership Revenue- Admin	3,125	1,350	3,717	5,700	-1,983
<b>Total Member Fees Revenue</b>	<b>35,031</b>	<b>42,770</b>	<b>1,466,978</b>	<b>1,499,760</b>	<b>-32,782</b>
National Registration Revenue	182,740	217,870	1,815,742	1,857,375	-41,633
Bid Fee Revenue	5,020	3,180	5,880	3,900	1,980
Other Event Revenue					
410415 - Event vendors	5,117	5,500	41,536	42,100	-564
410480 - Rebates	6,600	9,000	83,620	56,750	26,870
<b>Total Other Event Revenue</b>	<b>11,717</b>	<b>14,500</b>	<b>125,156</b>	<b>98,850</b>	<b>26,306</b>
Insurance Revenue	2,450	100	154,650	147,700	6,950
International Programs Fee Revenue					
International Registration Fees	3,130	0	48,598	32,237	16,361
International Licensing Fee Revenue	1,380	0	42,448	34,540	7,908
USFA- Other International Program Revenue	0	0	7,425	0	7,425
Cadre to World Cup Fee	0	0	164,850	150,000	14,850
<b>Total International Programs Fee Revenue</b>	<b>4,510</b>	<b>0</b>	<b>263,321</b>	<b>216,777</b>	<b>46,544</b>
USFA-Marketing Revenue					
Magazine Revenue	2,243	1,600	7,340	11,400	-4,060
Marketing Revenue	320	2,400	25,318	9,150	16,168
<b>Total Marketing Revenue</b>	<b>2,563</b>	<b>4,000</b>	<b>32,658</b>	<b>20,550</b>	<b>12,108</b>
Development Revenue	2,195	3,500	38,626	43,000	-4,374
Royalties & Partnerships Revenue	527	22,400	60,247	69,100	-8,853
Sponsorship Revenue					
410410 - Sponsorship revenue	0	0	28,000	46,250	-18,250
410449 - VIK - Merchandise	23,975	0	25,055	5,000	20,055
410494 - VIK - Apparel	0	9,000	0	26,000	-26,000
410495 - VIK - Tournament Equipment	77,500	77,500	504,500	504,500	0
410496 - VIK - NYU Medical Services	0	1,000	0	9,000	-9,000
411000 - All-Academic Team	850	0	1,050	0	1,050
411002 - Connor Porter Mem. Scholarship	0	0	-1,420	0	-1,420
<b>Total Sponsorship Revenue</b>	<b>102,325</b>	<b>87,500</b>	<b>557,185</b>	<b>590,750</b>	<b>-33,565</b>
USOC Funding					
410492 - VIK - Airline Tickets	36,716	11,000	123,328	81,000	42,328
410700 - USOC Grants	0	0	15,000	51,000	-36,000
410710 - Base Funding	0	0	592,200	591,000	1,200
410760 - Wheelchair Funding	0	0	22,500	33,000	-10,500
<b>Total USOC Funding</b>	<b>36,716</b>	<b>11,000</b>	<b>753,028</b>	<b>756,000</b>	<b>-2,972</b>
USFF Grant	0	0	63,925	65,000	-1,075
Other Income					
410031 - Club Banner	0	0	1,530	3,000	-1,470
410150 - FOC Exam	2,300	500	7,575	4,500	3,075
410910 - NOC/ROC	2,925	1,700	19,380	15,300	4,080
410920 - Regional Youth Circuit	1,076	750	10,675	6,750	3,925
410620 - Interest Earned	44	0	462	0	462
410651 - Prior Year Income	21	0	3,997	0	3,997
410930 - Super Youth Circuit	3,175	1,900	23,875	17,100	6,775
410600 - Miscellaneous Revenue- Other	405	0	8,402	0	8,402
<b>Total Other Income</b>	<b>9,946</b>	<b>4,850</b>	<b>75,896</b>	<b>46,650</b>	<b>29,246</b>
<b>Total USFA- Total Income</b>	<b>395,740</b>	<b>411,670</b>	<b>5,413,292</b>	<b>5,415,412</b>	<b>-2,120</b>
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	2,278	3,095	20,234	27,364	-7,130
500460 - Postage and Shipping	583	575	12,684	5,175	7,509
500480 - Printing	1,194	3,025	46,579	67,575	-20,996
500060 - Bad debt expense	0	0	451	0	451
500140 - Equipment/Copier	215	974	1,433	8,764	-7,331
500142 - Leased equipment	798	0	8,962	0	8,962
<b>Total Operating Expenses</b>	<b>5,068</b>	<b>7,669</b>	<b>90,343</b>	<b>108,878</b>	<b>-18,535</b>
USFA- Compensation Expense	66,230	68,611	638,089	643,570	-5,481
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,300	2,300	20,787	20,700	87
General Liability Insurance expense	13,993	12,800	125,936	115,200	10,736
Other Insurance expense	1,138	1,518	14,042	19,482	-5,440

Total USFA- Insurance Expense	17,431	16,618	160,765	155,382	5,383
Rent Expense	3,334	4,692	32,692	42,228	-9,536
Administration Fees					
Data Center & Software	12,917	12,917	116,253	116,253	0
Paypal & bank fees	9,595	12,825	121,221	125,875	-4,654
Background Checks	1,335	950	57,180	27,550	29,630
Company Software	3,738	861	24,340	7,988	16,353
Total Administration Fees	27,585	27,553	318,994	277,666	41,329
Event Expense					
500160 - Freight	14,405	15,000	73,611	85,000	-11,390
500549 - Venue Rental	31,350	7,000	116,859	109,000	7,859
500550 - Venue Decorator	15,389	13,500	129,193	115,060	14,133
500552 - Venue Security	2,334	4,500	14,001	37,760	-23,759
500553 - Venue Electric	4,854	4,370	32,171	24,000	8,171
500554 - Venue Catering	30,662	17,500	180,775	162,500	18,275
500555 - Local Organizing Committee	1,000	500	1,500	3,500	-2,000
500556 - Venue - Copier	0	600	498	4,600	-4,102
500557 - Venue- EMT	1,827	0	11,505	3,800	7,706
500558 - Venue - Phone/AV/Internet	9,585	4,995	41,247	32,470	8,776
500559 - Production/Staging	12,032	1,000	15,910	6,715	9,195
500620 - Trophies & Medals	0	1,800	13,802	10,000	3,802
Total Event Expense	123,438	70,765	631,072	594,405	36,666
Professional Services Expense					
500106 - Audit fees	0	0	7,550	7,500	50
500107 - Tax return fees	0	0	0	2,500	-2,500
500108 - Legal fees	0	200	232	1,800	-1,568
500562 - Contract labor	9,384	16,000	109,960	96,925	13,035
500564 - Non 1099 Payments	49	0	441	2,000	-1,559
500756 - Professional Service Fees	7,645	475	7,645	3,800	3,845
500780 - Consulting Fees	2,500	2,750	41,376	43,475	-2,099
Total Professional Services Expense	19,578	19,425	167,204	158,000	9,204
Travel Expense					
500020 - Air	97,842	114,328	572,718	632,447	-59,729
500021 - VIK - Air	36,715	6,750	119,672	42,750	76,922
500200 - Ground Transportation	18,718	17,629	87,637	97,322	-9,685
500240 - Hotel	53,029	100,575	377,447	451,527	-74,080
Total Travel Expense	206,304	239,282	1,157,474	1,224,046	-66,572
Per Diem & Honorarium	62,654	55,455	386,352	382,226	4,126
International Programs Expense					
Direct Athlete Support	0	0	166,000	168,000	-2,000
International License Expense	1,400	950	16,078	11,850	4,228
Coaches Salaries	21,833	20,000	187,198	180,000	7,198
International Programs Other	4,157	7,690	27,939	41,700	-13,761
Total International Programs Expense	27,390	28,640	397,215	401,550	-4,335
Marketing Expense					
Magazine Expense	25	0	23,437	20,890	2,548
Marketing Expense	3,399	9,870	29,798	37,153	-7,356
Website Expense	0	0	24,000	25,275	-1,275
Broadcasting	0	0	0	9,500	-9,500
Total Marketing Expense Group	3,424	9,870	77,235	92,818	-15,583
Development Expense	0	0	956	800	156
Division Rebates	6,903	0	34,368	39,981	-5,613
Sponsorship Expense					
500650 - VIK - Tournament Equipment expense	77,500	77,500	504,500	504,500	0
500651 - VIK - Apparel expense	0	9,000	0	26,000	-26,000
500652 - VIK - Merchandise expense	23,975	0	25,055	5,000	20,054
500653 - VIK- NYU Medical Services expense	0	1,000	0	9,000	-9,000
500761 - Scholarship Expense	0	0	580	0	581
Total Sponsorship Expense	101,475	87,500	530,135	544,500	-14,365
Other Expenses					
500130 - Dues and Fees - Other	940	0	24,962	8,400	16,562
500335 - Entertainment	0	237	0	2,133	-2,133
500340 - Meals	21,125	4,308	42,695	24,050	18,645
500600 - Supply	2,560	5,077	20,941	24,373	-3,432
500292 - Chase LOC Interest	186	213	1,817	1,917	-101
500290 - Interest Expense - Other	0	42	41	378	-336
500430 - Prior Year Adjustments	0	0	5,882	0	5,882
500360 - Miscellaneous	1,903	3,425	10,309	10,750	-442
500800 - Dues/Memberships/Subscriptions	92	190	7,350	1,710	5,641
Total Other Expenses	26,806	13,492	113,997	73,711	40,286
Total USFA- Total Expenses	697,620	649,572	4,736,891	4,739,761	-2,870
<b>Total USFA- Net Income</b>	<b>-301,880</b>	<b>-237,902</b>	<b>676,401</b>	<b>675,651</b>	<b>750</b>