

# USAFencing - USFA- Budget to Actual Monthly- year to date

As of January 31, 2015

As of Date:

01/31/2015

Department Group:

Active--Active

## USFA- Budget vs Actual (2)

	Month Ending 01/31/2015		Year To Date 01/31/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	64,450	72,860	1,050,034	1,115,095	(65,061)
Non-Competitive Membership Revenue	9,880	4,800	77,883	105,600	(27,717)
Supporting Membership Revenue	1,755	1,000	8,519	11,320	(2,801)
Professional Membership Revenue	4,730	2,000	209,091	236,500	(27,409)
Other Membership Revenue	600	500	31,950	31,500	450
Membership Revenue- Admin	40	925	120	5,350	(5,230)
<b>Total Member Fees Revenue</b>	<b>81,455</b>	<b>82,085</b>	<b>1,377,597</b>	<b>1,505,365</b>	<b>(127,768)</b>
National Registration Revenue	247,070	261,870	1,211,555	1,161,303	50,252
Bid Fee Revenue	80	100	2,320	700	1,620
Other Event Revenue					
410415 - Event vendors	5,800	9,000	24,100	34,300	(10,200)
410480 - Rebates	19,710	7,300	105,440	46,900	58,540
<b>Total Other Event Revenue</b>	<b>25,510</b>	<b>16,300</b>	<b>129,540</b>	<b>81,200</b>	<b>48,340</b>
Insurance Revenue	3,150	3,950	152,050	150,750	1,300
International Programs Fee Revenue					
International Registration Fees	6,396	3,000	117,949	85,400	32,549
International Licensing Fee Revenue	2,070	785	35,300	34,540	760
USFA- Other International Program Revenue	0	0	10,190	3,400	6,790
Cadre to World Cup Fee	(2,000)	16,000	161,050	145,000	16,050
<b>Total International Programs Fee Revenue</b>	<b>6,466</b>	<b>19,785</b>	<b>324,489</b>	<b>268,340</b>	<b>56,149</b>
USFA-Marketing Revenue					
Magazine Revenue	162	100	1,737	6,400	(4,663)
Marketing Revenue	3,516	0	45,680	3,200	42,480
<b>Total Marketing Revenue</b>	<b>3,678</b>	<b>100</b>	<b>47,417</b>	<b>9,600</b>	<b>37,817</b>
Development Revenue	5,470	7,000	27,529	31,000	(3,471)
Royalties & Partnerships Revenue	17,500	16,250	44,885	41,550	3,335
Sponsorship Revenue					
410410 - Sponsorship revenue	0	5,000	60,000	114,000	(54,000)
410449 - VIK - Merchandise	0	0	0	5,000	(5,000)
410495 - VIK - Tournament Equipment	74,300	74,300	359,200	359,200	0
<b>Total Sponsorship Revenue</b>	<b>74,300</b>	<b>79,300</b>	<b>419,200</b>	<b>478,200</b>	<b>(59,000)</b>
USOC Funding					
410492 - VIK - Airline Tickets	0	14,500	0	31,500	(31,500)
410700 - Grants	0	10,000	76,960	20,000	56,960
410710 - Base Funding	0	0	24,891	25,000	(109)
410760 - Wheelchair Funding	0	0	17,922	18,000	(78)
<b>Total USOC Funding</b>	<b>0</b>	<b>24,500</b>	<b>119,773</b>	<b>94,500</b>	<b>25,273</b>
USFF Grant	0	0	67,690	65,000	2,690
Other Income					

410031 - Club Banner	80	500	800	3,000	(2,200)
410140 - Ticket Sales	0	0	10,039	10,500	(461)
410150 - FOC Exam	825	400	6,425	2,000	4,425
410910 - NOC/ROC	1,750	1,200	10,385	11,400	(1,015)
410920 - Regional Youth Circuit	2,510	500	8,402	4,500	3,902
410930 - Super Youth Circuit	6,555	2,000	23,440	15,150	8,290
410940 - Regional Jr/Cadet Circuit	1,080	0	5,005	0	5,005
410620 - Interest Earned	95	0	3,901	0	3,901
410651 - Prior Year Income	9,525	0	13,510	0	13,510
410600 - Miscellaneous Revenue- Other	2,269	0	24,820	2,000	22,820
Total Other Income	24,689	4,600	106,727	48,550	58,177
Total USFA- Total Income	489,368	515,840	4,030,772	3,936,058	94,714

#### USFA- Total Expenses

Operating Expenses					
500440 - Phone	1,793	2,450	12,841	14,685	(1,845)
500460 - Postage and Shipping	1,359	950	14,630	5,650	8,980
500480 - Printing	3,328	3,142	24,429	36,350	(11,921)
500060 - Bad debt expense	0	0	23	0	23
500140 - Equipment/Copier	87	100	533	1,000	(467)
500142 - Leased equipment	502	550	8,181	3,300	4,881
Total Operating Expenses	7,069	7,192	60,637	60,985	(349)
USFA- Compensation Expense	74,309	77,687	455,974	450,435	5,539
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,200	2,369	28,666	14,214	14,452
General Liability Insurance expense	14,539	13,184	87,239	79,104	8,135
Other Insurance expense	334	1,595	3,660	14,570	(10,911)
Total USFA- Insurance Expense	17,073	17,148	119,565	107,888	11,676
Rent Expense	2,424	2,780	17,656	18,784	(1,127)
Administration Fees					
Data Center & Software	12,917	12,922	77,502	77,517	(15)
Paypal & bank fees	17,613	9,900	110,017	90,600	19,416
Background Checks	5,483	2,000	22,770	36,000	(13,229)
Company Software	2,539	2,000	22,865	16,100	6,765
Total Administration Fees	38,552	26,822	233,154	220,217	12,937
Event Expense					
500160 - Freight	20,050	9,000	72,071	43,700	28,371
500549 - Venue Rental	45,000	1	119,903	121,001	(1,098)
500550 - Venue Decorator	20,034	15,000	69,112	113,050	(43,939)
500552 - Venue Security	900	1,200	7,038	10,200	(3,161)
500553 - Venue Electric	0	4,000	6,907	16,000	(9,093)
500554 - Venue Catering	5,598	21,000	146,643	128,700	17,942
500555 - Local Organizing Committee	0	0	500	1,500	(1,000)
500557 - Venue- EMT	910	3,000	8,427	10,500	(2,072)
500558 - Venue - Phone/AV/Internet	15,640	5,000	31,908	67,500	(35,593)
500559 - Production/Staging	0	600	67,230	36,860	30,370
500620 - Trophies & Medals	1,035	1,500	8,771	26,500	(17,728)
Total Event Expense	109,167	60,301	538,510	575,511	(37,001)
Professional Services Expense					
500106 - Audit fees	0	0	7,500	7,750	(250)
500562 - Contract labor	10,218	10,935	95,118	62,085	33,032
500564 - Non 1099 Payments	0	0	98	2,000	(1,902)
500756 - Professional Service Fees	0	500	0	1,500	(1,500)
500780 - Consulting Fees	0	0	2,200	5,700	(3,500)

Total Professional Services Expense	10,218	11,435	104,916	79,035	25,880
Travel Expense					
500020 - Air	137,001	65,265	456,161	384,496	71,666
500021 - VIK - Air	0	14,500	0	31,500	(31,500)
500022 - Baggage Fees	1,105	4,000	5,167	14,749	(9,582)
500200 - Ground Transportation	8,174	12,452	65,547	76,550	(11,004)
500240 - Hotel	98,651	49,367	279,023	280,330	(1,307)
Total Travel Expense	244,931	145,584	805,898	787,625	18,273
Per Diem & Honorarium	57,254	60,480	264,568	286,350	(21,781)
International Programs Expense					
Direct Athlete Support	0	0	108,400	108,400	0
International License Expense	0	308	19,835	13,552	6,282
Coaches Salaries	19,550	19,550	128,715	128,715	0
International Programs Other	8,081	5,400	22,048	21,615	434
Total International Programs Expense	27,631	25,258	278,998	272,282	6,716
Marketing Expense					
Magazine Expense	0	16,500	17,373	39,500	(22,127)
Marketing Expense	535	0	16,278	8,100	8,178
Website Expense	0	1,000	24,000	25,000	(1,000)
Broadcasting	0	0	103,070	47,000	56,070
Total Marketing Expense Group	535	17,500	160,721	119,600	41,121
Division Rebates	0	0	33,050	15,000	18,050
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	74,300	74,300	359,200	359,200	0
500652 - VIK- Merchandise expense	0	0	0	5,000	(5,000)
Total Sponsorship Expense	74,300	74,300	359,200	364,200	(5,000)
Other Expenses					
500130 - Dues and Fees - Other	7,997	17,900	34,776	64,000	(29,224)
500335 - Entertainment	0	0	550	1,000	(450)
500340 - Meals	4,009	1,546	30,415	20,756	9,658
500600 - Supply	2,053	2,895	44,522	15,070	29,452
500751 - Hall of Fame	0	0	13	0	13
500292 - Chase LOC Interest	145	210	931	1,260	(328)
500290 - Interest Expense - Other	0	50	0	300	(300)
500430 - Prior Year Adjustments	3,133	0	6,680	0	6,679
500360 - Miscellaneous	3,987	345	8,609	2,440	6,170
500799 - Employee Development	0	550	2,500	2,100	400
500800 - Dues/Memberships/Subscriptions	1,273	1,120	4,893	2,205	2,688
Total Other Expenses	22,597	24,616	133,889	109,131	24,758
Total USFA- Total Expenses	686,060	551,103	3,566,736	3,467,043	99,692
Total USFA- Net Income	(196,692)	(35,263)	464,036	469,015	(4,979)