

USAFencing
USFA- Budget vs Actual (2)
As of March 31, 2015

As of Date:

03/31/2015

	Month Ending 03/31/2015		Year To Date 03/31/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	50,170	48,960	1,143,624	1,238,585	(94,961)
Non-Competitive Membership Revenue	8,810	4,800	94,443	115,200	(20,757)
Supporting Membership Revenue	220	1,000	9,134	13,320	(4,186)
Professional Membership Revenue	2,085	2,000	214,736	240,500	(25,764)
Other Membership Revenue	200	0	32,300	31,750	550
Membership Revenue- Admin	50	925	240	7,200	(6,960)
Total Member Fees Revenue	61,535	57,685	1,494,477	1,646,555	(152,078)
National Registration Revenue	212,812	235,085	1,760,601	1,688,763	71,838
Bid Fee Revenue	4,280	0	6,640	700	5,940
Other Event Revenue					
410415 - Event vendors	2,000	9,000	32,100	52,300	(20,200)
410480 - Rebates	20,025	7,300	145,040	62,250	82,790
Total Other Event Revenue	22,025	16,300	177,140	114,550	62,590
Insurance Revenue	1,400	20	154,150	154,720	(570)
International Programs Fee Revenue					
International Registration Fees	3,680	3,000	124,028	92,500	31,528
International Licensing Fee Revenue	290	785	36,970	36,110	860
USFA- Other International Program Revenue	0	0	10,190	3,400	6,790
Cadre to World Cup Fee	2,000	0	173,800	155,000	18,800
Total International Programs Fee Revenue	5,970	3,785	344,988	287,010	57,978
USFA-Marketing Revenue					
Magazine Revenue	25	3,100	1,862	9,600	(7,738)
Marketing Revenue	1,216	600	50,125	3,800	46,325
Total Marketing Revenue	1,241	3,700	51,987	13,400	38,587
Development Revenue	1,127	7,000	30,531	44,000	(13,469)
Royalties & Partnerships Revenue	186	4,000	45,071	45,550	(479)
Sponsorship Revenue					
410410 - Sponsorship revenue	0	0	64,500	115,250	(50,750)
410449 - VIK - Merchandise	0	0	1,080	6,080	(5,000)
410495 - VIK - Tournament Equipment	74,300	74,300	510,300	510,300	0
411000 - All-Academic Team	200	0	200	0	200
Total Sponsorship Revenue	74,500	74,300	576,080	631,630	(55,550)
USOC Funding					
410492 - VIK - Airline Tickets	0	7,500	0	47,000	(47,000)
410700 - Grants	0	0	100,693	20,000	80,693
410710 - Base Funding	0	0	24,891	25,000	(109)
410760 - Wheelchair Funding	0	0	17,922	18,000	(78)
Total USOC Funding	0	7,500	143,506	110,000	33,506
USFF Grant	0	0	67,690	65,000	2,690
Other Income					
410031 - Club Banner	0	0	920	3,500	(2,580)
410140 - Ticket Sales	0	0	10,039	10,500	(461)

USAFencing
USFA- Budget vs Actual (2)
As of March 31, 2015

As of Date:

03/31/2015

	Month Ending 03/31/2015		Year To Date 03/31/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
410150 - FOC Exam	1,125	400	8,150	2,800	5,350
410910 - NOC/ROC	2,335	3,000	12,720	17,400	(4,680)
410920 - Regional Youth Circuit	3,236	1,500	12,710	7,500	5,210
410930 - Super Youth Circuit	1,420	1,900	30,015	20,900	9,115
410940 - Regional Jr/Cadet Circuit	0	0	5,005	0	5,005
410620 - Interest Earned	699	0	5,936	0	5,936
410651 - Prior Year Income	1,109	0	14,619	0	14,619
410600 - Miscellaneous Revenue- Other	8,192	0	33,272	2,000	31,272
Total Other Income	18,116	6,800	133,386	64,600	68,786
Total USFA- Total Income	403,192	416,175	4,986,247	4,866,478	119,769

USFA- Total Expenses

Operating Expenses					
500440 - Phone	2,257	2,450	18,025	19,585	(1,560)
500460 - Postage and Shipping	1,071	950	17,573	7,800	9,772
500480 - Printing	412	3,142	26,770	42,633	(15,863)
500060 - Bad debt expense	0	0	22	0	23
500140 - Equipment/Copier	85	100	704	1,200	(497)
500142 - Leased equipment	738	550	11,141	4,400	6,741
Total Operating Expenses	4,563	7,192	74,235	75,618	(1,384)
USFA- Compensation Expense	76,220	78,279	611,260	607,314	3,947
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,200	2,369	33,066	18,952	14,114
General Liability Insurance expense	14,540	13,184	116,319	105,472	10,847
Other Insurance expense	334	1,595	7,570	17,760	(10,190)
Total USFA- Insurance Expense	17,074	17,148	156,955	142,184	14,771
Rent Expense	2,701	2,780	23,335	24,344	(1,008)
Administration Fees					
Data Center & Software	12,917	12,924	103,336	103,364	(28)
Paypal & bank fees	9,746	9,500	126,860	109,800	17,059
Background Checks	305	2,000	25,764	40,000	(14,236)
Company Software	3,295	2,000	28,765	20,100	8,665
Total Administration Fees	26,263	26,424	284,725	273,264	11,460
Event Expense					
500160 - Freight	20,947	8,000	111,982	66,700	45,282
500549 - Venue Rental	13,000	20,000	163,603	166,501	(2,898)
500550 - Venue Decorator	14,510	18,000	94,233	146,050	(51,817)
500552 - Venue Security	845	2,000	12,007	14,200	(2,193)
500553 - Venue Electric	2,940	4,000	17,855	24,000	(6,145)
500554 - Venue Catering	22,983	25,000	193,440	179,700	13,740
500555 - Local Organizing Committee	0	0	500	2,000	(1,500)
500557 - Venue- EMT	0	3,000	10,123	16,500	(6,377)
500558 - Venue - Phone/AV/Internet	8,848	8,000	46,694	84,500	(37,805)
500559 - Production/Staging	0	2,600	75,265	40,060	35,205
500620 - Trophies & Medals	2,407	3,900	12,061	31,900	(19,840)
Total Event Expense	86,480	94,500	737,763	772,111	(34,348)
Professional Services Expense					

USAFencing
USFA- Budget vs Actual (2)
As of March 31, 2015

As of Date:

03/31/2015

	Month Ending 03/31/2015		Year To Date 03/31/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
500106 - Audit fees	350	0	7,850	7,750	100
500107 - Tax return fees	0	2,750	950	2,750	(1,800)
500562 - Contract labor	11,907	13,385	119,983	91,955	28,028
500564 - Non 1099 Payments	0	0	98	2,000	(1,902)
500756 - Professional Service Fees	0	0	0	1,500	(1,500)
500780 - Consulting Fees	0	0	2,200	8,200	(6,000)
Total Professional Services Expense	12,257	16,135	131,081	114,155	16,926
Travel Expense					
500020 - Air	90,756	68,045	625,905	524,916	100,990
500021 - VIK - Air	0	7,500	0	47,000	(47,000)
500022 - Baggage Fees	585	4,000	6,962	22,749	(15,788)
500200 - Ground Transportation	7,756	12,202	90,540	112,668	(22,129)
500240 - Hotel	33,733	45,317	376,395	376,372	23
Total Travel Expense	132,830	137,064	1,099,802	1,083,705	16,096
Per Diem & Honorarium	53,675	54,145	381,517	396,915	(15,397)
International Programs Expense					
Direct Athlete Support	0	0	74,950	108,400	(33,450)
International License Expense	0	308	22,115	14,168	7,947
Coaches Salaries	19,550	19,550	167,815	167,815	0
International Programs Other	6,895	2,380	32,133	29,035	3,098
Total International Programs Expense	26,445	22,238	297,013	319,418	(22,405)
Marketing Expense					
Magazine Expense	12,452	19,750	35,545	59,250	(23,705)
Marketing Expense	23,645	0	41,270	10,100	31,169
Website Expense	0	1,000	24,000	26,000	(2,000)
Broadcasting	0	0	103,070	47,000	56,070
Total Marketing Expense Group	36,097	20,750	203,885	142,350	61,534
Division Rebates	4,647	0	36,899	30,000	6,899
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	74,300	74,300	510,300	510,300	0
500652 - VIK- Merchandise expense	0	0	1,080	6,080	(5,000)
Total Sponsorship Expense	74,300	74,300	511,380	516,380	(5,000)
Other Expenses					
500130 - Dues and Fees - Other	2,419	1,000	45,482	72,800	(27,317)
500335 - Entertainment	0	0	550	1,500	(950)
500340 - Meals	976	1,996	46,766	28,931	17,835
500600 - Supply	1,318	2,895	56,276	22,060	34,216
500751 - Hall of Fame	0	0	13	0	13
500292 - Chase LOC Interest	123	210	1,196	1,680	(484)
500290 - Interest Expense - Other	0	50	0	400	(400)
500430 - Prior Year Adjustments	905	0	8,916	0	8,917
500360 - Miscellaneous	2,130	345	12,023	3,035	8,987
500799 - Employee Development	0	250	2,500	2,600	(100)
500800 - Dues/Memberships/Subscriptions	269	120	6,731	2,445	4,286
Total Other Expenses	8,140	6,866	180,453	135,451	45,003
Total USFA- Total Expenses	561,692	557,821	4,730,303	4,633,209	97,094

USAFencing
 USFA- Budget vs Actual (2)
 As of March 31, 2015
 As of Date:

03/31/2015

Total USFA- Net Income

Month Ending 03/31/2015		Year To Date 03/31/2015		
Actual	Working Budget	Actual	Working Budget	Budget Diff
(158,500)	(141,646)	255,944	233,269	22,675