

USAFencing
USFA- Budget vs Actual (2)
As of September 30, 2015

As of Date:

09/30/2015

	Month Ending 09/30/2015		Year To Date 09/30/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	168,695	197,600	765,684	786,880	(21,196)
Non-Competitive Membership Revenue	18,290	17,000	59,773	57,500	2,273
Supporting Membership Revenue	981	2,000	5,112	6,000	(888)
Professional Membership Revenue	31,055	46,900	210,504	225,900	(15,396)
Other Membership Revenue	5,850	6,600	25,700	28,100	(2,400)
Membership Revenue- Admin	40	25	50	25	25
Total Member Fees Revenue	224,911	270,125	1,066,823	1,104,405	(37,582)
Bid Fee Revenue	100	100	120	300	(180)
Other Event Revenue					
410415 - Event vendors	1,000	0	1,000	0	1,000
Total Other Event Revenue	1,000	0	1,000	0	1,000
Insurance Revenue					
International Programs Fee Revenue	31,150	35,000	131,850	135,000	(3,150)
International Registration Fees					
International Registration Fees	20,031	6,000	28,171	16,000	12,171
International Licensing Fee Revenue	12,950	7,850	23,670	31,400	(7,730)
USFA- Other International Program Revenue	1,270	0	9,290	8,020	1,270
Cadre to World Cup Fee	63,000	48,000	92,000	48,000	44,000
Total International Programs Fee Revenue	97,251	61,850	153,131	103,420	49,711
USFA-Marketing Revenue					
Magazine Revenue	350	500	1,841	1,000	841
Marketing Revenue	14,950	700	20,357	900	19,457
Total Marketing Revenue	15,300	1,200	22,198	1,900	20,298
Development Revenue					
Royalties & Partnerships Revenue	3,632	6,666	12,063	13,332	(1,269)
Sponsorship Revenue	0	4,000	0	4,000	(4,000)
410410 - Sponsorship revenue					
410410 - Sponsorship revenue	20,000	20,000	20,000	20,000	0
Total Sponsorship Revenue	20,000	20,000	20,000	20,000	0
USOC Funding					
410492 - VIK - Airline Tickets	18,248	18,442	35,822	36,416	(594)
410700 - Grants	10,330	0	22,330	12,000	10,330
Total USOC Funding	28,578	18,442	58,152	48,416	9,736
USFF Grant	68,736	65,000	68,736	65,000	3,736
Other Income					
410031 - Club Banner	640	150	680	300	380
410150 - FOC Exam	1,801	1,000	2,901	2,000	901
410910 - NOC/ROC	4,920	2,500	4,920	2,500	2,420
410920 - Regional Youth Circuit	1,748	1,000	2,072	1,000	1,072
410930 - Super Youth Circuit	2,865	3,000	2,865	3,000	(135)
410940 - Regional Jr/Cadet Circuit	2,825	2,000	2,825	2,000	825
410620 - Interest Earned	493	0	952	0	952
410600 - Miscellaneous Revenue- Other	1,078	0	1,990	0	1,990
Total Other Income	16,370	9,650	19,205	10,800	8,405
Total USFA- Total Income	507,028	492,033	1,553,278	1,506,573	46,705

USFA- Total Expenses					
Operating Expenses					
500440 - Phone	2,406	2,273	5,386	4,546	840
500460 - Postage and Shipping	(163)	2,508	5,954	7,407	(1,453)
500480 - Printing	4,854	5,045	6,595	8,095	(1,500)
500140 - Equipment/Copier	60	67	120	135	(15)
500142 - Leased equipment	1,455	487	2,796	975	1,822
Total Operating Expenses	8,612	10,380	20,851	21,158	(306)
USFA- Compensation Expense	95,499	87,981	147,824	140,307	7,517
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,890	2,890	5,780	5,780	0
General Liability Insurance expense	20,541	20,541	41,082	41,082	(1)
Other Insurance expense	499	350	805	700	105
Total USFA- Insurance Expense	23,930	23,781	47,667	47,562	104
Rent Expense	3,268	2,427	6,727	4,854	1,874
Administration Fees					
Data Center & Software	12,917	12,922	25,834	25,844	(10)
Paypal & bank fees	14,289	23,896	40,853	50,158	(9,306)
Background Checks	40	3,000	4,726	11,000	(6,274)
Company Software	1,014	1,400	12,120	10,720	1,401
Total Administration Fees	28,260	41,218	83,533	97,722	(14,190)
Event Expense					
500558 - Venue - Phone/AV/Internet	0	1,000	0	1,000	(1,000)
500620 - Trophies & Medals	3,800	0	3,800	0	3,800
Total Event Expense	3,800	1,000	3,800	1,000	2,800
Professional Services Expense					
500108 - Legal fees	0	337	300	673	(374)
500562 - Contract labor	10,731	12,997	17,621	22,997	(5,375)
500756 - Professional Service Fees	65	0	65	2,500	(2,435)
500780 - Consulting Fees	0	2,500	0	2,500	(2,500)
Total Professional Services Expense	10,796	15,834	17,986	28,670	(10,684)
Travel Expense					
500020 - Air	66,556	74,035	95,801	77,235	18,566
500021 - VIK - Air	18,248	18,432	35,822	36,406	(584)
500022 - Baggage Fees	84	100	138	100	39
500200 - Ground Transportation	2,064	3,814	3,596	3,864	(269)
500240 - Hotel	24,660	25,544	30,234	29,534	701
Total Travel Expense	111,612	121,925	165,591	147,139	18,453
Per Diem & Honorarium	15,992	18,420	19,642	18,420	1,221
International Programs Expense					
International License Expense	0	3,080	11,445	12,320	(875)
Coaches Salaries	20,300	21,300	41,244	42,600	(1,356)
International Programs Other	5,957	2,700	6,897	2,700	4,197
Total International Programs Expense	26,257	27,080	59,586	57,620	1,966
Marketing Expense					
Magazine Expense	0	500	150	500	(350)
Marketing Expense	578	3,000	3,423	6,500	(3,076)
Total Marketing Expense Group	578	3,500	3,573	7,000	(3,426)
Other Expenses					
500130 - Dues and Fees - Other	10,175	0	10,936	0	10,936
500340 - Meals	2,791	4,417	3,733	6,195	(2,462)
500600 - Supply	1,451	1,713	9,884	10,594	(712)

500292 - Chase LOC Interest	0	185	0	370	(370)
500290 - Interest Expense - Other	0	50	0	100	(100)
500430 - Prior Year Adjustments	1,973	0	1,972	0	1,973
500360 - Miscellaneous	1,064	160	1,495	320	1,174
500799 - Employee Development	0	250	0	500	(500)
500800 - Dues/Memberships/Subscriptions	119	300	139	420	(281)
Total Other Expenses	<u>17,573</u>	<u>7,075</u>	<u>28,159</u>	<u>18,499</u>	<u>9,658</u>
Total USFA- Total Expenses	<u>346,177</u>	<u>360,621</u>	<u>604,939</u>	<u>589,951</u>	<u>14,987</u>
Total USFA- Net Income	<u>160,851</u>	<u>131,412</u>	<u>948,339</u>	<u>916,622</u>	<u>31,718</u>

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