

USAFencing
USFA- Budget vs Actual (2)
As of November 30, 2015
As of Date:

	Month Ending 11/30/2015		Year To Date 11/30/2015		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	73,255	83,600	957,724	1,004,080	(46,356)
Non-Competitive Membership Revenue	8,640	9,000	79,613	81,500	(1,887)
Supporting Membership Revenue	330	1,000	6,107	8,000	(1,893)
Professional Membership Revenue	8,775	8,500	237,204	256,150	(18,946)
Other Membership Revenue	1,300	1,000	31,200	31,100	100
Membership Revenue- Admin	80	25	190	75	115
Total Member Fees Revenue	<u>92,380</u>	<u>103,125</u>	<u>1,312,038</u>	<u>1,380,905</u>	<u>(68,867)</u>
National Registration Revenue	345,640	380,000	750,665	742,640	8,025
Bid Fee Revenue	20	100	140	500	(360)
Other Event Revenue					
410415 - Event vendors	6,939	5,100	15,379	12,800	2,579
410480 - Rebates	28,095	35,000	48,725	55,000	(6,275)
Total Other Event Revenue	<u>35,034</u>	<u>40,100</u>	<u>64,104</u>	<u>67,800</u>	<u>(3,696)</u>
Insurance Revenue	4,900	3,000	148,650	148,000	650
International Programs Fee Revenue					
International Registration Fees	9,760	3,000	69,784	50,400	19,384
International Licensing Fee Revenue	2,170	785	31,530	32,970	(1,440)
USFA- Other International Program Revenue	0	0	9,290	8,020	1,270
Cadre to World Cup Fee	30,500	18,000	143,000	96,000	47,000
Total International Programs Fee Revenue	<u>42,430</u>	<u>21,785</u>	<u>253,604</u>	<u>187,390</u>	<u>66,214</u>
USFA-Marketing Revenue					
Magazine Revenue	150	500	2,252	2,000	252
Marketing Revenue	3,293	700	36,331	2,300	34,031
Total Marketing Revenue	<u>3,443</u>	<u>1,200</u>	<u>38,583</u>	<u>4,300</u>	<u>34,283</u>
Development Revenue	3,585	6,666	24,156	35,414	(11,258)
Royalties & Partnerships Revenue	4,250	9,250	8,647	18,500	(9,853)
Sponsorship Revenue					
410410 - Sponsorship revenue	25,000	25,000	58,000	62,000	(4,000)
410495 - VIK - Tournament Equipment	80,300	80,300	182,600	182,600	0
Total Sponsorship Revenue	<u>105,300</u>	<u>105,300</u>	<u>240,600</u>	<u>244,600</u>	<u>(4,000)</u>
USOC Funding					
410492 - VIK - Airline Tickets	548	0	37,591	37,601	(10)
410700 - Grants	0	0	49,681	12,000	37,681
Total USOC Funding	<u>548</u>	<u>0</u>	<u>87,272</u>	<u>49,601</u>	<u>37,671</u>
USFF Grant	0	0	68,736	65,000	3,736
Other Income					
410031 - Club Banner	0	150	720	600	120
410140 - Ticket Sales	0	0	18,024	8,000	10,025
410150 - FOC Exam	1,525	500	5,426	3,000	2,425
410910 - NOC/ROC	7,525	3,500	18,030	9,000	9,030
410920 - Regional Youth Circuit	1,274	2,000	6,182	4,500	1,682
410930 - Super Youth Circuit	1,690	0	9,550	9,000	550
410940 - Regional Jr/Cadet Circuit	0	500	7,710	3,000	4,710
410620 - Interest Earned	387	0	1,853	0	1,853
410651 - Prior Year Income	11,918	0	11,988	0	11,988
410600 - Miscellaneous Revenue- Other	654	0	21,540	0	21,540
Total Other Income	<u>24,973</u>	<u>6,650</u>	<u>101,023</u>	<u>37,100</u>	<u>63,923</u>
Total USFA- Total Income	<u>662,503</u>	<u>677,176</u>	<u>3,098,218</u>	<u>2,981,750</u>	<u>116,468</u>
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	2,085	2,273	9,426	9,092	334
500460 - Postage and Shipping	1,675	3,649	13,078	13,088	(9)
500480 - Printing	2,509	5,045	14,507	26,685	(12,178)
500060 - Bad debt expense	0	0	715	0	715
500140 - Equipment/Copier	270	68	450	540	(90)
500142 - Leased equipment	502	487	3,944	1,949	1,995
Total Operating Expenses	<u>7,041</u>	<u>11,522</u>	<u>42,120</u>	<u>51,354</u>	<u>(9,233)</u>
USFA- Compensation Expense	73,345	72,831	300,173	287,635	12,538
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,890	2,890	11,560	11,560	0

General Liability Insurance expense	20,541	20,541	82,164	82,164	0
Other Insurance expense	307	350	1,507	1,400	107
Total USFA- Insurance Expense	<u>23,738</u>	<u>23,781</u>	<u>95,231</u>	<u>95,124</u>	<u>107</u>
Rent Expense	2,811	2,427	12,860	9,838	3,022
Administration Fees					
Data Center & Software	12,917	12,922	51,668	51,688	(20)
Paypal & bank fees	17,039	9,137	81,671	72,086	9,585
Background Checks	6,842	16,200	30,690	46,400	(15,710)
Company Software	3,778	4,025	22,147	21,770	377
Total Administration Fees	<u>40,576</u>	<u>42,284</u>	<u>186,176</u>	<u>191,944</u>	<u>(5,768)</u>
Event Expense					
500160 - Freight	11,609	7,685	28,196	30,365	(2,169)
500549 - Venue Rental	24,211	23,000	89,710	98,500	(8,790)
500550 - Venue Decorator	25,288	17,000	45,761	38,000	7,761
500552 - Venue Security	4,698	2,000	5,885	5,000	885
500553 - Venue Electric	5,994	4,000	11,914	8,000	3,914
500554 - Venue Catering	28,279	24,000	58,601	61,350	(2,749)
500555 - Local Organizing Committee	0	0	1,000	1,000	0
500557 - Venue- EMT	3,618	3,000	3,619	7,500	(3,881)
500558 - Venue - Phone/AV/Internet	4,096	5,000	10,841	15,844	(5,003)
500559 - Production/Staging	0	0	200	4,600	(4,400)
500620 - Trophies & Medals	1,029	1,023	6,124	4,211	1,913
Total Event Expense	<u>108,822</u>	<u>86,708</u>	<u>261,851</u>	<u>274,370</u>	<u>(12,519)</u>
Professional Services Expense					
500106 - Audit fees	0	7,950	6,000	7,950	(1,950)
500107 - Tax return fees	0	2,950	0	2,950	(2,950)
500108 - Legal fees	2,940	337	3,240	1,347	1,893
500562 - Contract labor	22,064	22,538	65,329	76,123	(10,795)
500756 - Professional Service Fees	0	500	0	3,500	(3,500)
500780 - Consulting Fees	0	6,610	0	13,416	(13,416)
Total Professional Services Expense	<u>25,004</u>	<u>40,885</u>	<u>74,569</u>	<u>105,286</u>	<u>(30,718)</u>
Travel Expense					
500020 - Air	77,734	140,016	267,905	306,646	(38,740)
500021 - VIK - Air	547	0	37,239	37,591	(352)
500022 - Baggage Fees	968	1,050	1,851	2,750	(899)
500200 - Ground Transportation	10,442	16,869	32,874	34,353	(1,479)
500240 - Hotel	63,497	66,822	188,604	175,186	13,418
Total Travel Expense	<u>153,188</u>	<u>224,757</u>	<u>528,473</u>	<u>556,526</u>	<u>(28,052)</u>
Per Diem & Honorarium	100,273	68,160	196,590	165,130	31,460
International Programs Expense					
International License Expense	1,072	308	12,517	12,936	(419)
Coaches Salaries	17,800	21,300	84,344	85,200	(856)
International Programs Other	1,098	11,020	15,269	17,320	(2,051)
Total International Programs Expense	<u>19,970</u>	<u>32,628</u>	<u>112,130</u>	<u>115,456</u>	<u>(3,326)</u>
Marketing Expense					
Magazine Expense	11,311	11,250	11,461	12,500	(1,039)
Marketing Expense	5,287	0	15,564	15,750	(186)
Website Expense	24,000	24,208	24,000	25,332	(1,332)
Broadcasting	0	0	12,000	15,000	(3,000)
Total Marketing Expense Group	<u>40,598</u>	<u>35,458</u>	<u>63,025</u>	<u>68,582</u>	<u>(5,557)</u>
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	80,300	80,300	182,600	182,600	0
Total Sponsorship Expense	<u>80,300</u>	<u>80,300</u>	<u>182,600</u>	<u>182,600</u>	<u>0</u>
Other Expenses					
500130 - Dues and Fees - Other	9,601	1,000	25,916	8,500	17,416
500335 - Entertainment	0	500	0	1,000	(1,000)
500340 - Meals	2,051	2,055	9,276	11,958	(2,682)
500600 - Supply	11,687	8,363	54,239	22,819	31,420
500292 - Chase LOC Interest	0	185	0	740	(740)
500290 - Interest Expense - Other	0	50	0	200	(200)
500430 - Prior Year Adjustments	(114)	0	5,385	0	5,385
500360 - Miscellaneous	1,093	255	4,956	735	4,220
500799 - Employee Development	531	500	531	1,250	(719)
500800 - Dues/Memberships/Subscriptions	1,020	120	3,072	660	2,412
Total Other Expenses	<u>25,869</u>	<u>13,028</u>	<u>103,375</u>	<u>47,862</u>	<u>55,512</u>
Total USFA- Total Expenses	<u>701,535</u>	<u>734,789</u>	<u>2,159,173</u>	<u>2,151,707</u>	<u>7,466</u>
Total USFA- Net Income	<u>(39,032)</u>	<u>(57,593)</u>	<u>939,045</u>	<u>830,043</u>	<u>109,002</u>

Created on: