

USAFencing
USFA- Budget vs Actual (2)
As of January 31, 2016

As of Date:

	Month Ending 01/31/2016		Year To Date 01/31/2016		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	58,650	79,800	1,061,144	1,143,680	(82,536)
Non-Competitive Membership Revenue	9,750	10,000	93,843	96,500	(2,657)
Supporting Membership Revenue	2,435	1,000	8,987	10,000	(1,013)
Professional Membership Revenue	5,555	8,250	247,044	269,900	(22,856)
Other Membership Revenue	650	1,000	32,450	33,100	(650)
Membership Revenue- Admin	37	25	258	125	133
Total Member Fees Revenue	77,077	100,075	1,443,726	1,553,305	(109,579)
National Registration Revenue	284,340	261,870	1,379,115	1,288,510	90,605
Bid Fee Revenue	100	100	240	700	(460)
Other Event Revenue					
410415 - Event vendors	5,940	6,700	28,858	26,200	2,658
410480 - Rebates	19,650	21,500	91,425	104,500	(13,075)
Total Other Event Revenue	25,590	28,200	120,283	130,700	(10,417)
Insurance Revenue	2,100	3,000	151,875	154,000	(2,125)
International Programs Fee Revenue					
International Registration Fees	5,659	9,000	117,611	111,400	6,211
International Licensing Fee Revenue	1,250	785	35,750	34,540	1,210
USFA- Other International Program Revenue	0	0	9,290	8,020	1,270
Cadre to World Cup Fee	(3,970)	18,000	183,280	114,000	69,280
Total International Programs Fee Revenue	2,939	27,785	345,931	267,960	77,971
USFA-Marketing Revenue					
Magazine Revenue	187	500	2,587	3,000	(413)
Marketing Revenue	3,918	700	46,304	9,700	36,604
Total Marketing Revenue	4,105	1,200	48,891	12,700	36,191
Development Revenue	14,512	15,416	115,539	96,546	18,993
Royalties & Partnerships Revenue	2,844	5,250	19,990	29,000	(9,010)
Sponsorship Revenue					
410410 - Sponsorship revenue	0	19,500	130,500	106,500	24,000
410495 - VIK - Tournament Equipment	74,300	74,300	359,200	359,200	0
Total Sponsorship Revenue	74,300	93,800	489,700	465,700	24,000
USOC Funding					
410492 - VIK - Airline Tickets	0	0	37,591	41,200	(3,609)
410700 - Grants	0	0	86,033	52,000	34,033
410710 - Base Funding	0	0	24,791	24,791	0
Total USOC Funding	0	0	148,415	117,991	30,424
USFF Grant	31,500	31,700	100,236	96,700	3,536
Other Income					
410031 - Club Banner	0	150	840	900	(60)
410140 - Ticket Sales	0	0	24,198	23,000	1,198
410150 - FOC Exam	1,650	500	8,475	4,000	4,476
410910 - NOC/ROC	860	1,200	19,125	11,400	7,725
410920 - Regional Youth Circuit	2,064	2,500	10,576	8,500	2,076
410930 - Super Youth Circuit	5,265	5,000	22,625	22,000	625
410940 - Regional Jr/Cadet Circuit	755	500	11,145	3,700	7,445
410620 - Interest Earned	215	0	2,282	0	2,281
410651 - Prior Year Income	360	0	12,528	0	12,528
410600 - Miscellaneous Revenue- Other	25	0	24,946	2,200	22,746
Total Other Income	11,194	9,850	136,740	75,700	61,040
Total USFA- Total Income	530,601	578,246	4,500,681	4,289,512	211,169
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	1,903	2,148	13,405	13,763	(358)
500460 - Postage and Shipping	2,408	1,481	23,650	16,599	7,051
500480 - Printing	82	3,045	25,304	38,775	(13,471)
500060 - Bad debt expense	141	0	9,856	0	9,856
500140 - Equipment/Copier	60	67	3,120	675	2,445
500142 - Leased equipment	503	488	5,196	2,924	2,273
Total Operating Expenses	5,097	7,229	80,531	72,736	7,796
USFA- Compensation Expense	74,946	72,831	449,015	433,297	15,718
USFA- Insurance Expense					

Athlete Accident Insurance Expense	2,890	2,890	17,340	17,340	0
General Liability Insurance expense	20,541	20,541	123,245	123,246	(1)
Other Insurance expense	3,798	3,050	5,630	4,800	830
Total USFA- Insurance Expense	27,229	26,481	146,215	145,386	829
Rent Expense	2,762	2,724	18,433	14,989	3,444
Administration Fees					
Data Center & Software	12,917	12,922	77,502	77,532	(30)
Paypal & bank fees	17,625	10,385	108,967	100,550	8,417
Background Checks	3,736	10,000	40,948	57,400	(16,452)
Company Software	6,195	2,705	31,997	27,000	4,996
Total Administration Fees	40,473	36,012	259,414	262,482	(3,069)
Event Expense					
500160 - Freight	9,755	9,790	59,362	57,935	1,428
500549 - Venue Rental	23,500	25,000	134,591	166,500	(31,909)
500550 - Venue Decorator	26,584	15,000	109,033	78,000	31,032
500552 - Venue Security	8,110	1,500	14,778	10,500	4,278
500553 - Venue Electric	5,343	4,000	28,033	16,000	12,034
500554 - Venue Catering	31,312	25,000	127,982	131,100	(3,118)
500555 - Local Organizing Committee	500	1,000	3,300	3,000	300
500557 - Venue- EMT	0	3,000	3,619	15,500	(11,882)
500558 - Venue - Phone/AV/Internet	5,411	6,000	24,973	40,844	(15,870)
500559 - Production/Staging	0	0	10,920	13,200	(2,280)
500620 - Trophies & Medals	2,452	1,457	11,610	11,651	(42)
Total Event Expense	112,967	91,747	528,201	544,230	(16,029)
Professional Services Expense					
500106 - Audit fees	0	0	8,025	7,950	75
500107 - Tax return fees	0	0	0	2,950	(2,950)
500108 - Legal fees	0	337	3,240	2,021	1,219
500562 - Contract labor	17,052	14,335	116,698	124,496	(7,797)
500756 - Professional Service Fees	0	500	0	4,500	(4,500)
500780 - Consulting Fees	3,948	6,610	3,948	26,636	(22,688)
Total Professional Services Expense	21,000	21,782	131,911	168,553	(36,641)
Travel Expense					
500020 - Air	143,133	137,130	485,719	531,759	(46,041)
500021 - VIK - Air	0	0	37,238	41,189	(3,951)
500022 - Baggage Fees	463	1,000	4,036	5,050	(1,014)
500200 - Ground Transportation	12,647	13,295	91,747	67,068	24,679
500240 - Hotel	65,206	63,132	347,385	301,288	46,097
Total Travel Expense	221,449	214,557	966,125	946,354	19,770
Per Diem & Honorarium	62,384	72,800	307,573	301,930	5,643
International Programs Expense					
Direct Athlete Support	92,800	135,500	92,800	135,500	(42,700)
International License Expense	1,075	308	14,697	13,552	1,145
Coaches Salaries	17,800	23,300	119,944	129,800	(9,855)
International Programs Other	6,513	8,190	26,285	27,750	(1,466)
Total International Programs Expense	118,188	167,298	253,726	306,602	(52,876)
Marketing Expense					
Magazine Expense	0	750	11,937	14,000	(2,063)
Marketing Expense	14,715	28,664	33,334	49,914	(16,579)
Website Expense	0	1,208	24,000	26,748	(2,748)
Broadcasting	0	0	81,100	82,000	(900)
Total Marketing Expense Group	14,715	30,622	150,371	172,662	(22,290)
Division Rebates	0	30,000	33,051	30,000	3,051
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	74,300	74,300	359,200	359,200	0
Total Sponsorship Expense	74,300	74,300	359,200	359,200	0
Other Expenses					
500130 - Dues and Fees - Other	8,610	12,800	46,539	28,900	17,638
500335 - Entertainment	0	0	0	2,500	(2,500)
500340 - Meals	1,009	1,356	17,377	16,842	536
500600 - Supply	4,975	9,562	67,202	36,244	30,957
500292 - Chase LOC Interest	0	185	0	1,110	(1,110)
500290 - Interest Expense - Other	0	50	0	300	(300)
500430 - Prior Year Adjustments	0	0	5,725	0	5,725
500360 - Miscellaneous	2,953	255	11,205	26,150	(14,944)
500799 - Employee Development	0	250	531	1,750	(1,219)
500800 - Dues/Memberships/Subscriptions	820	1,120	4,216	2,203	2,012
Total Other Expenses	18,367	25,578	152,795	115,999	36,795
Total USFA- Total Expenses	793,877	873,961	3,836,561	3,874,420	(37,859)
Total USFA- Net Income	(263,276)	(295,715)	664,120	415,092	249,028

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