

USAFencing
 USFA- Budget vs Actual
 As of December 31, 2016

As of Date:

12/31/2016

	Month Ending 12/31/2016		Year To Date 12/31/2016		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	41,278	46,000	1,036,222	1,053,000	(16,778)
Non-Competitive Membership Revenue	730	9,000	78,346	125,000	(46,654)
Supporting Membership Revenue	(50)	1,000	6,133	9,000	(2,868)
Professional Membership Revenue	6,915	6,000	263,302	272,000	(8,697)
Other Membership Revenue	650	1,000	33,502	38,500	(4,998)
Membership Revenue- Admin	350	0	2,140	0	2,140
Total Member Fees Revenue	49,873	63,000	1,419,645	1,497,500	(77,855)
National Registration Revenue	376,940	405,500	1,362,770	1,291,985	70,785
Bid Fee Revenue	500	0	500	0	500
Other Event Revenue					
410415 - Event vendors	7,958	8,500	25,175	25,500	(325)
410480 - Rebates	12,540	20,000	73,965	75,000	(1,035)
Total Other Event Revenue	20,498	28,500	99,140	100,500	(1,360)
Insurance Revenue	3,600	3,600	171,425	183,600	(12,175)
International Programs Fee Revenue					
International Registration Fees	8,655	9,000	39,760	46,000	(6,240)
International Licensing Fee Revenue	4,290	2,785	40,850	33,755	7,095
Cadre to World Cup Fee	(4,750)	8,500	152,500	143,000	9,500
Total International Programs Fee Revenue	8,195	20,285	233,110	222,755	10,355
USFA-Marketing Revenue					
Magazine Revenue	36	325	1,071	2,475	(1,404)
Marketing Revenue	4,378	200	38,739	2,000	36,739
Total Marketing Revenue	4,414	525	39,810	4,475	35,335
Development Revenue	19,216	25,415	50,337	73,060	(22,723)
Royalties & Partnerships Revenue	4,579	10,000	21,893	25,100	(3,207)
Sponsorship Revenue					
410410 - Sponsorship revenue	12,500	12,500	25,061	25,000	61
410495 - VIK - Tournament Equipment	86,300	86,300	240,900	240,900	0
Total Sponsorship Revenue	98,800	98,800	265,961	265,900	61
USOC Funding					
410492 - VIK - Airline Tickets	10,079	10,079	60,656	60,657	(1)
410700 - Grants	600	3,000	4,600	3,000	1,600
410710 - Base Funding	0	0	78,302	78,302	0
Total USOC Funding	10,679	13,079	143,558	141,959	1,599

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Other Income					
410031 - Club Banner	50	200	200	1,000	(800)
410140 - Ticket Sales	0	0	24,617	23,250	1,368
410150 - FOC Exam	1,425	500	6,150	3,500	2,650
410910 - NOC/ROC	1,215	1,250	18,125	18,000	125
410920 - Regional Youth Circuit	2,140	1,200	9,010	8,000	1,010
410930 - Super Youth Circuit	1,595	1,500	18,865	17,750	1,115
410940 - Regional Jr/Cadet Circuit	2,575	2,500	17,870	17,650	220
410620 - Interest Earned	25	0	114	0	113
410600 - Miscellaneous Revenue- Other	10,060	6,500	31,367	10,500	20,867
Total Other Income	19,085	13,650	126,318	99,650	26,668
Total USFA- Total Income	616,379	682,354	3,934,467	3,906,484	27,983
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	2,552	2,216	16,529	13,630	2,899
500460 - Postage and Shipping	2,410	4,959	17,745	21,380	(3,634)
500480 - Printing	1,391	4,740	21,768	23,400	(1,633)
500140 - Equipment/Copier	60	83	299	3,915	(3,615)
500142 - Leased equipment	750	669	3,133	3,345	(212)
Total Operating Expenses	7,163	12,667	59,474	65,670	(6,195)
USFA- Compensation Expense	96,401	90,220	424,323	461,368	(37,046)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,032	3,032	15,158	15,159	0
General Liability Insurance expense	20,576	20,576	102,881	102,881	0
Other Insurance expense	8,229	7,229	9,652	8,444	1,207
Total USFA- Insurance Expense	31,837	30,837	127,691	126,484	1,207
Rent Expense	2,352	3,464	14,928	17,590	(2,662)
Administration Fees					
Data Center & Software	12,967	9,397	65,735	59,685	6,050
Paypal & bank fees	12,371	11,363	107,420	98,888	8,534
Background Checks	1,978	2,200	27,762	28,000	(239)
Company Software	5,418	8,270	34,287	40,190	(5,903)
Total Administration Fees	32,734	31,230	235,204	226,763	8,442
Event Expense					
500160 - Freight	15,160	11,000	35,161	25,000	10,161
500549 - Venue Rental	29,750	29,750	67,025	66,050	975
500550 - Venue Decorator	11,382	11,000	69,707	43,000	26,707
500552 - Venue Security	6,256	4,000	14,594	8,800	5,794
500553 - Venue Electric	2,700	2,500	20,869	14,500	6,369
500554 - Venue Catering	28,994	32,000	105,468	87,090	18,378
500555 - Local Organizing Committee	26,835	26,835	27,335	28,635	(1,300)
500558 - Venue - Phone/AV/Internet	6,043	5,000	12,849	15,000	(2,151)
500559 - Production/Staging	2,266	2,000	3,292	2,000	1,292
500620 - Trophies & Medals	916	1,360	2,606	5,138	(2,532)
Total Event Expense	130,302	125,445	358,906	295,213	63,693

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Professional Services Expense					
500106 - Audit fees	0	350	8,000	8,350	(350)
500108 - Legal fees	0	0	834	0	834
500562 - Contract labor	22,187	17,616	110,249	105,580	4,669
500756 - Professional Service Fees	0	0	0	1,000	(1,000)
500780 - Consulting Fees	8,100	723	12,940	8,197	4,743
Total Professional Services Expense	30,287	18,689	132,023	123,127	8,896
Travel Expense					
500020 - Air	53,229	64,772	317,049	312,189	4,861
500021 - VIK - Air	10,079	22,260	60,657	60,658	(2)
500022 - Baggage Fees	1,761	1,000	5,607	3,050	2,557
500200 - Ground Transportation	23,300	15,916	69,114	43,880	25,234
500240 - Hotel	64,688	54,386	315,587	329,152	(13,564)
Total Travel Expense	153,057	158,334	768,014	748,929	19,086
Per Diem & Honorarium	91,184	75,650	267,675	263,040	4,634
International Programs Expense					
International License Expense	0	308	13,627	13,244	383
Coaches Salaries	20,100	25,500	109,500	127,500	(18,000)
International Programs Other	13,869	16,960	28,274	33,710	(5,436)
Total International Programs Expense	33,969	42,768	151,401	174,454	(23,053)
Marketing Expense					
Magazine Expense	0	500	150	3,500	(3,350)
Marketing Expense	3,418	2,250	51,337	47,832	3,505
Website Expense	0	175	24,000	24,475	(475)
Total Marketing Expense Group	3,418	2,925	75,487	75,807	(320)
Division Rebates	0	0	29,226	29,750	(524)
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	86,300	86,300	240,900	240,900	0
500760 - Sponsorship Fulfillment	0	0	1,926	0	1,926
500761 - Scholarship Expense	0	0	0	2,000	(2,000)
Total Sponsorship Expense	86,300	86,300	242,826	242,900	(74)
Other Expenses					
500130 - Dues and Fees - Other	3,756	3,250	9,956	14,930	(4,974)
500335 - Entertainment	33	450	32	6,850	(6,818)
500340 - Meals	3,147	3,218	26,457	18,068	8,388
500600 - Supply	2,276	2,890	35,814	29,055	6,760
500430 - Prior Year Adjustments	3,929	0	18,528	5,000	13,527
500360 - Miscellaneous	2,887	410	12,040	11,320	721
500799 - Employee Development	0	1,125	0	1,625	(1,625)
500800 - Dues/Memberships/Subscriptions	724	367	4,705	2,035	2,670
500810 - Tickets	0	0	20,403	19,750	653
500715 - Event Fee Refunds	9,215	9,215	26,295	26,200	95
Total Other Expenses	25,967	20,925	154,230	134,833	19,397
Total USFA- Total Expenses	724,971	699,454	3,041,408	2,985,928	55,481
Total USFA- Net Income	(108,592)	(17,100)	893,059	920,556	(27,497)