

USAFencing
USFA- Budget vs Actual
As of January 31, 2017

As of Date:

01/31/2017

	Month Ending 01/31/2017		Year To Date 01/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	54,553	59,000	1,090,775	1,112,000	(21,225)
Non-Competitive Membership Revenue	8,500	10,000	86,846	135,000	(48,154)
Supporting Membership Revenue	1,225	1,500	7,358	10,500	(3,143)
Professional Membership Revenue	4,985	5,000	268,287	277,000	(8,712)
Other Membership Revenue	648	1,000	34,150	39,500	(5,350)
Membership Revenue- Admin	410	0	2,550	0	2,550
Total Member Fees Revenue	<u>70,321</u>	<u>76,500</u>	<u>1,489,966</u>	<u>1,574,000</u>	<u>(84,034)</u>
National Registration Revenue	377,845	352,320	1,740,500	1,644,305	96,195
Bid Fee Revenue	5,940	100	6,440	100	6,340
Other Event Revenue					
410415 - Event vendors	10,358	8,500	35,533	34,000	1,533
410480 - Rebates	22,695	24,270	96,660	99,270	(2,610)
Total Other Event Revenue	<u>33,053</u>	<u>32,770</u>	<u>132,193</u>	<u>133,270</u>	<u>(1,077)</u>
Insurance Revenue	3,600	2,000	175,025	185,600	(10,575)
International Programs Fee Revenue					
International Registration Fees	23,952	21,300	63,712	67,300	(3,588)
International Licensing Fee Revenue	4,030	785	44,880	34,540	10,340
Cadre to World Cup Fee	50,250	50,250	202,750	193,250	9,500
Total International Programs Fee Revenue	<u>78,232</u>	<u>72,335</u>	<u>311,342</u>	<u>295,090</u>	<u>16,252</u>
USFA-Marketing Revenue					
Magazine Revenue	128	325	1,199	2,800	(1,601)
Marketing Revenue	5,860	690	44,599	2,690	41,909
Total Marketing Revenue	<u>5,988</u>	<u>1,015</u>	<u>45,798</u>	<u>5,490</u>	<u>40,308</u>
Development Revenue	(2,454)	415	47,882	60,975	(13,093)
Royalties & Partnerships Revenue	5,621	4,900	27,515	30,000	(2,485)
Sponsorship Revenue					
410410 - Sponsorship revenue	13,500	12,000	38,561	37,000	1,561
410495 - VIK - Tournament Equipment	0	0	240,900	240,900	0
Total Sponsorship Revenue	<u>13,500</u>	<u>12,000</u>	<u>279,461</u>	<u>277,900</u>	<u>1,561</u>
USOC Funding					
410492 - VIK - Airline Tickets	8,679	8,981	69,335	69,336	(1)
410700 - Grants	3,337	0	10,338	3,000	7,338
410710 - Base Funding	469,787	469,787	626,391	626,391	0
Total USOC Funding	<u>481,803</u>	<u>478,768</u>	<u>706,064</u>	<u>698,727</u>	<u>7,337</u>

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Other Income					
410031 - Club Banner	1,360	200	1,560	1,200	360
410140 - Ticket Sales	7,405	7,405	32,022	30,655	1,367
410150 - FOC Exam	700	500	6,850	4,000	2,850
410910 - NOC/ROC	1,585	1,400	19,710	19,400	310
410920 - Regional Youth Circuit	1,940	2,700	10,950	10,700	250
410930 - Super Youth Circuit	9,180	6,800	28,045	24,550	3,495
410940 - Regional Jr/Cadet Circuit	0	1,200	17,870	18,850	(980)
410620 - Interest Earned	25	0	138	0	138
410651 - Prior Year Income	85	0	185	0	185
410600 - Miscellaneous Revenue- Other	1,252	345	32,619	10,845	21,774
Total Other Income	23,532	20,550	149,949	120,200	29,749
Total USFA- Total Income	1,096,981	1,053,673	5,112,135	5,025,657	86,478
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	2,435	2,191	18,964	17,446	1,518
500460 - Postage and Shipping	2,147	1,624	19,893	17,564	2,329
500480 - Printing	2,862	1,765	24,629	20,915	3,715
500140 - Equipment/Copier	60	83	359	498	(139)
500142 - Leased equipment	508	669	3,641	4,014	(373)
Total Operating Expenses	8,012	6,332	67,486	60,437	7,050
USFA- Compensation Expense	84,391	86,997	508,713	548,365	(39,652)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,031	3,032	18,190	18,190	0
General Liability Insurance expense	20,577	20,576	123,458	123,458	0
Other Insurance expense	303	304	9,955	8,748	1,207
Total USFA- Insurance Expense	23,911	23,912	151,603	150,396	1,207
Rent Expense	2,739	3,464	18,693	21,054	(2,361)
Administration Fees					
Data Center & Software	12,917	11,397	78,652	71,082	7,570
Paypal & bank fees	23,531	20,092	130,951	118,980	11,971
Background Checks	982	1,000	28,743	29,000	(257)
Company Software	4,064	3,020	38,352	43,210	(4,858)
Center for Safe Sport					
500145 - Center for Safe Sport	23,400	23,400	23,400	23,400	0
Total USFA - Center for Safe Sport	23,400	23,400	23,400	23,400	0
Total Administration Fees	64,894	58,909	300,098	285,672	14,426
Event Expense					
500160 - Freight	7,334	12,625	42,495	39,625	2,870
500549 - Venue Rental	73,944	74,981	140,969	141,031	(63)
500550 - Venue Decorator	23,494	24,500	93,201	67,500	25,702
500552 - Venue Security	2,016	9,000	16,610	17,800	(1,190)
500553 - Venue Electric	4,200	8,950	25,069	23,450	1,619
500554 - Venue Catering	41,557	34,950	147,025	123,790	23,235
500555 - Local Organizing Committee	600	2,400	27,935	31,035	(3,100)
500558 - Venue - Phone/AV/Internet	29,884	28,150	42,733	43,150	(417)
500559 - Production/Staging	1,848	950	5,140	2,950	2,190
500620 - Trophies & Medals	5,632	1,082	8,238	6,220	2,018
Total Event Expense	190,509	197,588	549,415	496,551	52,864

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Professional Services Expense					
500106 - Audit fees	1,635	1,635	9,635	9,635	0
500108 - Legal fees	0	0	834	0	834
500562 - Contract labor	21,171	18,666	131,420	124,246	7,174
500756 - Professional Service Fees	0	0	0	1,000	(1,000)
500780 - Consulting Fees	1,430	167	14,370	8,364	6,006
Total Professional Services Expense	24,236	20,468	156,259	143,245	13,014
Travel Expense					
500020 - Air	147,553	128,471	464,508	438,221	26,287
500021 - VIK - Air	8,678	8,982	69,336	69,338	(3)
500022 - Baggage Fees	1,027	1,425	6,633	5,250	1,384
500200 - Ground Transportation	25,654	16,216	94,911	60,006	34,905
500240 - Hotel	96,562	133,562	411,223	431,774	(20,551)
Total Travel Expense	279,474	288,656	1,046,611	1,004,589	42,022
Per Diem & Honorarium	95,714	103,565	364,583	366,605	(2,022)
International Programs Expense					
Direct Athlete Support	107,800	107,800	107,800	107,800	0
International License Expense	65	308	13,692	13,552	140
Coaches Salaries	20,100	25,500	129,600	153,000	(23,400)
International Programs Other	8,755	7,030	37,031	40,740	(3,709)
Total International Programs Expense	136,720	140,638	288,123	315,092	(26,969)
Marketing Expense					
Magazine Expense	500	650	650	650	0
Marketing Expense	3,631	1,675	54,967	46,307	8,660
Website Expense	0	0	24,000	24,000	0
Broadcasting	6,824	3,375	6,824	3,375	3,449
Total Marketing Expense Group	10,955	5,700	86,441	74,332	12,109
Division Rebates	3,933	4,000	33,159	33,750	(591)
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	0	0	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	0	0	242,826	242,900	(74)
Other Expenses					
500130 - Dues and Fees - Other	16,323	14,200	26,279	29,130	(2,851)
500335 - Entertainment	4,192	4,100	4,225	4,100	125
500340 - Meals	21,285	14,809	47,741	36,442	11,299
500600 - Supply	5,351	4,220	41,165	33,055	8,110
500430 - Prior Year Adjustments	0	0	18,527	5,000	13,527
500360 - Miscellaneous	380	660	12,421	10,800	1,621
500799 - Employee Development	0	125	0	750	(750)
500800 - Dues/Memberships/Subscriptions	1,441	2,167	6,146	4,602	1,544
500810 - Tickets	0	0	20,403	19,750	653
500715 - Event Fee Refunds	6,415	6,320	32,805	32,520	285
Total Other Expenses	55,387	46,601	209,712	176,149	33,563
Club Rebates					
500525 - Club Rebates	12,491	12,500	12,491	12,500	(9)
Total Club Rebates	12,491	12,500	12,491	12,500	(9)
Total USFA- Total Expenses	993,366	999,330	4,036,213	3,931,637	104,577
Total USFA- Net Income	103,615	54,343	1,075,922	1,094,020	(18,098)