

USAFencing
 USFA- Budget vs Actual
 As of April 30, 2017

As of Date:

04/30/2017

	Month Ending 04/30/2017		Year To Date 04/30/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	22,330	12,250	1,221,654	1,217,000	4,654
Non-Competitive Membership Revenue	2,191	2,250	98,947	152,250	(53,303)
Supporting Membership Revenue	103	0	8,110	10,625	(2,515)
Professional Membership Revenue	2,423	2,500	284,971	287,500	(2,529)
Other Membership Revenue	(50)	200	35,540	40,700	(5,160)
Membership Revenue- Admin	60	0	3,340	0	3,340
Total Member Fees Revenue	27,057	17,200	1,652,562	1,708,075	(55,513)
National Registration Revenue	431,565	354,060	3,020,285	2,687,625	332,660
Bid Fee Revenue	280	4,750	13,780	10,250	3,530
Other Event Revenue					
410415 - Event vendors	7,958	8,500	65,207	59,500	5,707
410480 - Rebates	15,315	26,000	179,220	172,770	6,450
Total Other Event Revenue	23,273	34,500	244,427	232,270	12,157
Insurance Revenue	0	0	178,700	187,600	(8,900)
International Programs Fee Revenue					
International Registration Fees	5,385	0	104,157	97,300	6,857
International Licensing Fee Revenue	400	785	47,760	36,895	10,865
Cadre to World Cup Fee	1,102	0	215,852	204,250	11,602
Total International Programs Fee Revenue	6,887	785	367,769	338,445	29,324
USFA-Marketing Revenue					
Magazine Revenue	0	325	1,331	3,775	(2,444)
Marketing Revenue	4,794	700	51,999	6,290	45,709
Total Marketing Revenue	4,794	1,025	53,330	10,065	43,265
Development Revenue	6,908	3,915	75,042	95,220	(20,178)
Royalties & Partnerships Revenue	0	4,900	46,166	49,700	(3,534)
Sponsorship Revenue					
410410 - Sponsorship revenue	7	0	136,378	141,500	(5,122)
410495 - VIK - Tournament Equipment	69,300	69,300	597,600	597,600	0
411000 - All-Academic Team	8,790	7,000	9,275	7,485	1,790
411001 - All American	6,750	4,400	7,350	5,000	2,350
Total Sponsorship Revenue	84,847	80,700	750,603	751,585	(982)
USOC Funding					
410492 - VIK - Airline Tickets	7,085	7,085	94,788	94,786	2
410700 - Grants	0	0	10,337	18,000	(7,663)
410710 - Base Funding	113,907	113,907	740,298	740,298	0
Total USOC Funding	120,992	120,992	845,423	853,084	(7,661)
USFF Grant	0	0	67,588	67,588	0

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Other Income					
410031 - Club Banner	0	200	2,320	1,800	520
410140 - Ticket Sales	0	0	32,022	30,655	1,367
410150 - FOC Exam	1,175	0	10,950	6,000	4,950
410910 - NOC/ROC	1,895	2,000	32,400	27,400	5,000
410920 - Regional Youth Circuit	2,412	2,500	20,327	17,700	2,627
410930 - Super Youth Circuit	0	0	30,195	27,550	2,645
410940 - Regional Jr/Cadet Circuit	4,425	3,000	27,998	22,850	5,148
410620 - Interest Earned	16	0	197	0	197
410651 - Prior Year Income	0	0	185	0	185
410600 - Miscellaneous Revenue- Other	728	0	39,647	15,945	23,702
Total Other Income	10,651	7,700	196,241	149,900	46,341
Total USFA- Total Income	717,254	630,527	7,511,916	7,141,407	370,509
USFA- Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,581	2,582	19,975	19,981	(6)
500122 - Amortization	2,897	2,896	15,858	15,866	(8)
500440 - Phone	2,666	2,316	26,173	24,494	1,679
500460 - Postage and Shipping	1,260	999	25,075	20,536	4,539
500480 - Printing	306	740	28,882	24,655	4,227
500140 - Equipment/Copier	60	83	549	747	(198)
500142 - Leased equipment	721	669	5,602	6,021	(419)
Total Operating Expenses	10,491	10,285	122,114	112,300	9,814
USFA- Compensation Expense	98,658	100,964	823,577	865,127	(41,550)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,032	3,032	27,285	27,285	0
General Liability Insurance expense	20,576	20,576	185,187	185,186	0
Other Insurance expense	5,263	3,729	21,530	18,085	3,447
Total USFA- Insurance Expense	28,871	27,337	234,002	230,556	3,447
Rent Expense	2,889	3,464	26,845	31,446	(4,602)
Administration Fees					
Data Center & Software	25,767	9,135	130,253	100,915	29,338
Paypal & bank fees	18,983	17,362	171,562	157,167	14,394
Background Checks	1,165	750	32,130	32,150	(19)
Company Software	3,014	2,370	46,275	49,345	(3,070)
Center for Safe Sport					
500145 - Center for Safe Sport	0	0	23,400	23,400	0
Total USFA - Center for Safe Sport	0	0	23,400	23,400	0
Total Administration Fees	48,929	29,617	403,620	362,977	40,643
Event Expense					
500160 - Freight	15,768	12,000	122,874	84,625	38,248
500549 - Venue Rental	15,600	20,000	206,618	211,081	(4,462)
500550 - Venue Decorator	28,714	18,000	172,369	136,500	35,869
500552 - Venue Security	(7)	1,000	22,746	23,725	(980)
500553 - Venue Electric	6,519	4,250	41,937	36,800	5,137
500554 - Venue Catering	28,669	26,000	233,436	195,290	38,146
500555 - Local Organizing Committee	1,800	1,800	29,735	34,635	(4,900)
500557 - Venue- EMT	0	0	1,515	4,250	(2,735)
500558 - Venue - Phone/AV/Internet	11,406	6,000	67,144	56,975	10,169
500559 - Production/Staging	0	0	12,679	2,950	9,730
500620 - Trophies & Medals	1,619	2,100	11,059	12,384	(1,325)
Total Event Expense	110,088	91,150	922,112	799,215	122,897

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Professional Services Expense					
500106 - Audit fees	0	0	10,485	10,485	0
500107 - Tax return fees	0	0	3,250	3,100	150
500108 - Legal fees	0	0	844	0	844
500562 - Contract labor	14,737	16,066	200,183	202,564	(2,381)
500756 - Professional Service Fees	0	0	0	1,000	(1,000)
500780 - Consulting Fees	0	167	17,230	10,365	6,865
Total Professional Services Expense	14,737	16,233	231,992	227,514	4,478
Travel Expense					
500020 - Air	110,930	117,850	730,328	737,815	(7,487)
500021 - VIK - Air	7,085	7,086	94,788	94,789	(1)
500022 - Baggage Fees	1,516	2,850	10,824	12,725	(1,901)
500200 - Ground Transportation	14,619	12,216	147,802	108,893	38,909
500240 - Hotel	79,610	57,024	677,065	661,106	15,959
Total Travel Expense	213,760	197,026	1,660,807	1,615,328	45,479
Per Diem & Honorarium	91,693	86,450	621,382	626,685	(5,302)
International Programs Expense					
Direct Athlete Support	0	0	107,800	107,800	0
International License Expense	0	308	16,949	14,476	2,473
Coaches Salaries	23,100	23,100	198,900	198,900	0
International Programs Other	8,529	9,206	51,626	59,866	(8,240)
Total International Programs Expense	31,629	32,614	375,275	381,042	(5,767)
Marketing Expense					
Magazine Expense	1,390	4,950	23,906	27,500	(3,595)
Marketing Expense	6,032	2,300	73,790	55,377	18,414
Website Expense	0	0	24,000	24,000	0
Broadcasting	0	0	76,825	72,875	3,949
Total Marketing Expense Group	7,422	7,250	198,521	179,752	18,768
Division Rebates	0	0	33,159	33,750	(591)
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	69,300	69,300	597,600	597,600	0
500760 - Sponsorship Fulfillment	0	0	11,926	10,000	1,926
Total Sponsorship Expense	69,300	69,300	609,526	607,600	1,926
Other Expenses					
500130 - Dues and Fees - Other	616	0	35,763	39,450	(3,687)
500335 - Entertainment	36	0	4,778	4,100	679
500340 - Meals	13,890	13,102	69,132	59,626	9,505
500600 - Supply	4,537	1,750	53,008	43,285	9,723
500430 - Prior Year Adjustments	6,212	0	26,520	5,400	21,120
500360 - Miscellaneous	1,014	1,250	17,289	20,315	(3,027)
500799 - Employee Development	0	250	200	500	(300)
500800 - Dues/Memberships/Subscriptions	2,368	167	7,917	3,203	4,715
500810 - Tickets	0	0	20,433	19,750	683
500715 - Event Fee Refunds	21,060	21,060	63,590	63,340	250
Total Other Expenses	49,733	37,579	298,630	258,969	39,661
Club Rebates					
500525 - Club Rebates	0	0	12,508	12,500	8
Total Club Rebates	0	0	12,508	12,500	8
Total USFA- Total Expenses	778,200	709,269	6,574,070	6,344,761	229,309
Total USFA- Net Income	(60,946)	(78,742)	937,846	796,646	141,200