

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

As of Date:

05/31/2017

	Month Ending 05/31/2017		Year To Date 05/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	18,705	6,750	1,240,359	1,223,750	16,609
Non-Competitive Membership Revenue	1,502	1,250	100,449	153,500	(53,051)
Supporting Membership Revenue	(46)	0	8,065	10,625	(2,561)
Professional Membership Revenue	1,776	1,000	286,745	288,500	(1,754)
Other Membership Revenue	50	0	35,591	40,700	(5,109)
Membership Revenue- Admin	160	0	3,500	0	3,500
<b>Total Member Fees Revenue</b>	<b>22,147</b>	<b>9,000</b>	<b>1,674,709</b>	<b>1,717,075</b>	<b>(42,366)</b>
National Registration Revenue	0	0	3,020,285	2,688,065	332,220
Bid Fee Revenue	0	50	13,780	10,300	3,480
Other Event Revenue					
410415 - Event vendors	0	0	65,207	59,500	5,707
410480 - Rebates	0	0	179,220	172,770	6,450
<b>Total Other Event Revenue</b>	<b>0</b>	<b>0</b>	<b>244,427</b>	<b>232,270</b>	<b>12,157</b>
Insurance Revenue	400	0	179,100	187,600	(8,500)
International Programs Fee Revenue					
International Registration Fees	795	0	104,952	97,300	7,652
International Licensing Fee Revenue	210	785	47,970	37,680	10,290
Cadre to World Cup Fee	(251)	0	215,602	204,250	11,352
<b>Total International Programs Fee Revenue</b>	<b>755</b>	<b>785</b>	<b>368,524</b>	<b>339,230</b>	<b>29,294</b>
USFA-Marketing Revenue					
Magazine Revenue	0	75	1,331	3,850	(2,519)
Marketing Revenue	3,398	2,700	55,397	8,990	46,407
<b>Total Marketing Revenue</b>	<b>3,398</b>	<b>2,775</b>	<b>56,728</b>	<b>12,840</b>	<b>43,888</b>
Development Revenue	9,046	3,915	84,088	99,135	(15,047)
Royalties & Partnerships Revenue	0	400	50,666	50,100	566
Sponsorship Revenue					
410410 - Sponsorship revenue	0	0	136,379	141,500	(5,121)
410495 - VIK - Tournament Equipment	0	0	597,600	597,600	0
411000 - All-Academic Team	4,885	4,000	14,160	11,485	2,675
411001 - All American	675	1,250	8,025	6,250	1,775
<b>Total Sponsorship Revenue</b>	<b>5,560</b>	<b>5,250</b>	<b>756,164</b>	<b>756,835</b>	<b>(671)</b>

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USOC Funding					
410492 - VIK - Airline Tickets	12,562	12,562	107,348	107,348	0
410700 - Grants	0	0	10,338	18,000	(7,663)
410710 - Base Funding	0	0	740,298	740,298	0
Total USOC Funding	12,562	12,562	857,984	865,646	(7,663)
USFF Grant	0	0	67,588	67,588	0
Other Income					
410031 - Club Banner	0	0	2,320	1,800	520
410140 - Ticket Sales	0	0	32,022	30,655	1,367
410150 - FOC Exam	1,900	0	12,850	6,000	6,850
410910 - NOC/ROC	3,215	0	35,615	27,400	8,215
410920 - Regional Youth Circuit	256	0	20,583	17,700	2,883
410930 - Super Youth Circuit	7,030	0	37,225	27,550	9,675
410940 - Regional Jr/Cadet Circuit	0	0	27,998	22,850	5,148
410620 - Interest Earned	21	0	218	0	219
410651 - Prior Year Income	19,905	0	20,090	0	20,090
410600 - Miscellaneous Revenue- Other	141	0	39,788	15,945	23,843
Total Other Income	32,468	0	228,709	149,900	78,810
Total USFA- Total Income	86,336	34,737	7,602,752	7,176,584	426,168
USFA- Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,581	2,582	22,556	22,563	(6)
500122 - Amoritization	2,896	2,896	18,755	18,762	(8)
500440 - Phone	3,350	2,366	29,522	26,860	2,662
500460 - Postage and Shipping	444	549	25,519	21,085	4,434
500480 - Printing	160	1,440	29,041	26,095	2,946
500140 - Equipment/Copier	59	83	609	830	(221)
500142 - Leased equipment	569	669	6,170	6,690	(519)
Total Operating Expenses	10,059	10,585	132,172	122,885	9,288
USFA- Compensation Expense	97,244	101,031	920,821	966,158	(45,338)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,031	3,032	30,317	30,317	0
General Liability Insurance expense	20,577	20,576	205,763	205,763	0
Other Insurance expense	303	304	21,835	18,388	3,446
Total USFA- Insurance Expense	23,911	23,912	257,915	254,468	3,446
Rent Expense	3,949	3,464	30,793	34,910	(4,116)
Administration Fees					
Data Center & Software	12,850	9,135	143,103	110,050	33,053
Paypal & bank fees	23,511	7,363	195,073	164,530	30,543
Background Checks	53	750	32,184	32,900	(717)
Company Software	1,570	1,620	47,844	50,965	(3,120)
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	37,984	18,868	441,604	381,845	59,759

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<b>Event Expense</b>					
500160 - Freight	0	0	122,874	84,625	38,248
500549 - Venue Rental	0	0	206,618	211,081	(4,462)
500550 - Venue Decorator	0	0	172,369	136,500	35,869
500552 - Venue Security	0	0	22,746	23,725	(980)
500553 - Venue Electric	0	0	41,937	36,800	5,137
500554 - Venue Catering	5,078	0	238,514	195,290	43,224
500555 - Local Organizing Committee	0	0	29,735	34,635	(4,900)
500557 - Venue- EMT	0	0	1,514	4,250	(2,735)
500558 - Venue - Phone/AV/Internet	0	0	67,145	56,975	10,169
500559 - Production/Staging	0	0	12,679	2,950	9,729
500620 - Trophies & Medals	0	0	11,059	12,384	(1,325)
<b>Total Event Expense</b>	<b>5,078</b>	<b>0</b>	<b>927,190</b>	<b>799,215</b>	<b>127,974</b>
<b>Professional Services Expense</b>					
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	845
500562 - Contract labor	14,097	13,666	214,280	216,230	(1,950)
500756 - Professional Service Fees	0	0	0	1,000	(1,000)
500780 - Consulting Fees	0	167	17,230	10,532	6,698
<b>Total Professional Services Expense</b>	<b>14,097</b>	<b>13,833</b>	<b>246,089</b>	<b>241,347</b>	<b>4,743</b>
<b>Travel Expense</b>					
500020 - Air	26,125	89,198	813,739	827,013	(13,275)
500021 - VIK - Air	12,562	12,562	107,349	107,351	(1)
500022 - Baggage Fees	1,422	600	13,146	13,325	(179)
500200 - Ground Transportation	9,705	8,116	157,507	117,009	40,498
500240 - Hotel	30,502	21,800	724,267	682,906	41,361
<b>Total Travel Expense</b>	<b>80,316</b>	<b>132,276</b>	<b>1,816,008</b>	<b>1,747,604</b>	<b>68,404</b>
Per Diem & Honorarium	12,612	15,225	633,995	641,910	(7,915)
<b>International Programs Expense</b>					
Direct Athlete Support	0	0	107,800	107,800	0
International License Expense	0	308	16,949	14,784	2,165
Coaches Salaries	21,600	23,100	220,500	222,000	(1,500)
International Programs Other	7,725	4,980	59,352	64,846	(5,494)
<b>Total International Programs Expense</b>	<b>29,325</b>	<b>28,388</b>	<b>404,601</b>	<b>409,430</b>	<b>(4,829)</b>
<b>Marketing Expense</b>					
Magazine Expense	0	0	23,905	27,500	(3,595)
Marketing Expense	17,519	0	108,791	55,377	53,414
Website Expense	0	0	24,000	24,000	0
Broadcasting	2,247	0	79,072	72,875	6,197
<b>Total Marketing Expense Group</b>	<b>19,766</b>	<b>0</b>	<b>235,768</b>	<b>179,752</b>	<b>56,016</b>
Division Rebates	0	0	33,159	33,750	(591)
<b>Sponsorship Expense</b>					
500650 - VIK- Tournament Equipment expense	0	0	597,600	597,600	0
500760 - Sponsorship Fufillment	0	0	11,926	10,000	1,926
<b>Total Sponsorship Expense</b>	<b>0</b>	<b>0</b>	<b>609,526</b>	<b>607,600</b>	<b>1,926</b>

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Other Expenses					
500130 - Dues and Fees - Other	2,076	5,150	37,838	44,600	(6,762)
500335 - Entertainment	0	0	4,779	4,100	679
500340 - Meals	903	1,352	70,499	60,978	9,520
500600 - Supply	485	700	56,532	43,985	12,548
500430 - Prior Year Adjustments	(5,524)	0	20,996	5,400	15,595
500360 - Miscellaneous	1,419	660	18,708	20,975	(2,267)
500799 - Employee Development	199	250	399	750	(351)
500800 - Dues/Memberships/Subscriptions	685	167	8,603	3,370	5,233
500810 - Tickets	0	0	20,433	19,750	683
500715 - Event Fee Refunds	855	0	64,635	63,780	855
Total Other Expenses	1,098	8,279	303,422	267,688	35,733
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	335,439	355,861	7,005,571	6,701,062	304,508
Total USFA- Net Income	(249,103)	(321,124)	597,181	475,522	121,660