

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

As of Date:

08/31/2017

	Month Ending 08/31/2017		Year To Date 08/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	668,513	684,510	668,513	684,510	(15,998)
Non-Competitive Membership Revenue	37,714	40,000	37,714	40,000	(2,286)
Supporting Membership Revenue	3,807	4,000	3,807	4,000	(192)
Professional Membership Revenue	185,923	219,880	185,923	219,880	(33,957)
Other Membership Revenue	20,300	18,500	20,300	18,500	1,800
Membership Revenue- Admin	29,290	21,400	29,290	21,400	7,890
Total Member Fees Revenue	945,547	988,290	945,547	988,290	(42,743)
Insurance Revenue	136,125	126,470	136,125	126,470	9,655
International Programs Fee Revenue					
International Registration Fees	15,100	12,600	15,100	12,600	2,500
International Licensing Fee Revenue	15,720	13,500	15,720	13,500	2,220
Cadre to World Cup Fee	88,000	76,500	88,000	76,500	11,500
Total International Programs Fee Revenue	118,820	102,600	118,820	102,600	16,220
USFA-Marketing Revenue					
Magazine Revenue	2,486	950	2,486	950	1,536
Marketing Revenue	3,024	5,750	3,024	5,750	(2,726)
Total Marketing Revenue	5,510	6,700	5,510	6,700	(1,190)
Development Revenue	8,838	8,415	8,838	8,415	423
Royalties & Partnerships Revenue	1,500	1,500	1,500	1,500	0
Sponsorship Revenue					
410410 - Sponsorship revenue	108	0	108	0	108
Total Sponsorship Revenue	108	0	108	0	108
USOC Funding					
410492 - VIK - Airline Tickets	7,979	7,979	7,979	7,979	0
410710 - Base Funding	113,907	113,907	113,907	113,907	0
Total USOC Funding	121,886	121,886	121,886	121,886	0
Other Income					
410031 - Club Banner	1,935	165	1,935	165	1,770
410150 - FOC Exam	400	750	400	750	(350)
410910 - NOC/ROC	925	450	925	450	475
410920 - Regional Youth Circuit	284	800	284	800	(516)
410930 - Super Youth Circuit	0	2,000	0	2,000	(2,000)
410940 - Regional Jr/Cadet Circuit	975	500	975	500	475
410620 - Interest Earned	18	20	18	20	(2)
410651 - Prior Year Income	935	0	935	0	935
410600 - Miscellaneous Revenue- Other	357	3,000	357	3,000	(2,643)
Total Other Income	5,829	7,685	5,829	7,685	(1,856)
Total USFA- Total Income	1,344,163	1,363,546	1,344,163	1,363,546	(19,383)

	Month Ending 08/31/2017		Year To Date 08/31/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
USFA- Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	1,977	1,977	1,977	1,977	0
500122 - Amortization	3,321	3,321	3,321	3,321	0
500440 - Phone	2,283	2,866	2,283	2,866	(583)
500460 - Postage and Shipping	1,188	775	1,188	775	413
500480 - Printing	2,163	2,100	2,163	2,100	63
500140 - Equipment/Copier	60	83	60	83	(23)
500142 - Leased equipment	503	708	503	708	(205)
Total Operating Expenses	11,495	11,830	11,495	11,830	(335)
USFA- Compensation Expense	91,490	91,491	91,490	91,491	(1)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,511	3,515	3,511	3,515	(5)
General Liability Insurance expense	26,898	26,900	26,898	26,900	(1)
Other Insurance expense	355	355	355	355	0
Total USFA- Insurance Expense	30,764	30,770	30,764	30,770	(6)
Rent Expense	3,482	3,494	3,482	3,494	(12)
Administration Fees					
Data Center & Software	12,850	12,852	12,850	12,852	(2)
Paypal & bank fees	14,672	15,000	14,672	15,000	(328)
Background Checks	9,845	16,350	9,845	16,350	(6,505)
Company Software	14,578	13,645	14,578	13,645	933
Total Administration Fees	51,945	57,847	51,945	57,847	(5,902)
Event Expense					
500549 - Venue Rental	1,239	1,000	1,239	1,000	238
Total Event Expense	1,239	1,000	1,239	1,000	238
Professional Services Expense					
500108 - Legal fees	2,083	2,083	2,083	2,083	1
500562 - Contract labor	12,549	12,608	12,549	12,608	(59)
500780 - Consulting Fees	0	167	0	167	(167)
Total Professional Services Expense	14,632	14,858	14,632	14,858	(225)
Travel Expense					
500020 - Air	14,840	11,300	14,840	11,300	3,540
500021 - VIK - Air	7,979	7,979	7,979	7,979	0
500022 - Baggage Fees	100	650	100	650	(550)
500200 - Ground Transportation	314	550	314	550	(236)
500240 - Hotel	25,785	27,050	25,785	27,050	(1,265)
Total Travel Expense	49,018	47,529	49,018	47,529	1,489
International Programs Expense					
International License Expense	7,472	7,500	7,472	7,500	(28)
Coaches Salaries	23,800	23,800	23,800	23,800	0
International Programs Other	0	400	0	400	(400)
Total International Programs Expense	31,272	31,700	31,272	31,700	(428)
Marketing Expense					
Magazine Expense	500	500	500	500	0
Marketing Expense	2,541	2,295	2,541	2,295	245
Total Marketing Expense Group	3,041	2,795	3,041	2,795	245

	Month Ending 08/31/2017		Year To Date 08/31/2017		
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Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	(7,000)	(7,000)	(7,000)	(7,000)	0
500130 - Dues and Fees - Other	1,116	250	1,116	250	867
500335 - Entertainment	36	0	36	0	36
500340 - Meals	800	925	800	925	(126)
500600 - Supply	2,042	1,325	2,042	1,325	718
500430 - Prior Year Adjustments	(2,021)	0	(2,021)	0	(2,021)
500360 - Miscellaneous	854	1,985	854	1,985	(1,131)
500800 - Dues/Memberships/Subscriptions	1,265	1,117	1,265	1,117	148
Total Other Expenses	(2,908)	(1,398)	(2,908)	(1,398)	(1,509)
Total USFA- Total Expenses	285,470	291,916	285,470	291,916	(6,446)
Total USFA- Net Income	1,058,693	1,071,630	1,058,693	1,071,630	(12,937)