

USAFencing
USFA- Budget vs Actual
As of March 31, 2018

As of Date:

03/31/2018

	Month Ending 03/31/2018		Year To Date 03/31/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	46,020	43,850	1,328,808	1,381,950	(53,143)
Non-Competitive Membership Revenue	7,550	5,500	107,627	117,000	(9,373)
Supporting Membership Revenue	175	350	6,267	9,375	(3,107)
Coach Membership Revenue	3,085	3,200	260,848	331,160	(70,312)
Club Membership Revenue	1,250	1,250	41,327	44,750	(3,423)
Admin Membership Revenue	1,290	0	53,060	37,650	15,410
Total Membership Revenue	59,370	54,150	1,797,937	1,921,885	(123,948)
Membership Programs					
410310 - Insurance Revenue Club	3,275	3,000	211,550	219,125	(7,575)
410320 - Insurance Revenue Third Party	0	0	125	0	125
410031 - Club Banner	110	110	3,865	1,870	1,995
411001 - All American	1,575	0	2,125	0	2,125
411000 - All-Academic Team	1,590	1,800	2,250	2,400	(150)
Total Membership Programs	6,550	4,910	219,915	223,395	(3,480)
Event Revenues					
410120 - National Registration Fee	478,575	450,650	2,703,612	2,506,665	196,947
410416 - Event Incentives	0	0	5,000	5,000	0
410415 - Event Vendors	10,629	10,000	69,040	46,200	22,840
410480 - Hotel Rebates	17,920	20,000	136,810	145,000	(8,190)
Total Event Revenues	507,124	480,650	2,914,462	2,702,865	211,597
Regional Revenues					
Regional Bid Fees	3,300	3,000	9,075	8,000	1,075
Regional Circuit Fees	14,140	12,750	116,571	113,150	3,421
Total Regional Revenues	17,440	15,750	125,646	121,150	4,496
Ticket Revenue					
410140 - Ticket Sales	14,778	12,000	20,703	19,500	1,203
Total Ticket Revenue	14,778	12,000	20,703	19,500	1,203
Magazine and Communications Revenue					
Magazine Revenue	420	0	5,582	1,500	4,082
Communications Revenue	4,686	1,000	17,962	10,000	7,962
Total Magazine and Communications Revenue	5,106	1,000	23,544	11,500	12,044
Marketing Revenue					
410495 - VIK - Tournament Equipment	151,000	151,000	692,000	692,000	0
410410 - Sponsorship Revenue	71,660	85,500	145,288	159,500	(14,212)
410451 - Corporate Partnership	0	0	5,500	4,000	1,500
410458 - Merchandise Retail Operations	6,150	4,250	30,390	20,500	9,890
Total Marketing Revenue	228,810	240,750	873,178	876,000	(2,822)
International Programs Revenue					
International Registration Fees	38,715	36,000	123,683	113,250	10,433
International Licensing Fees	510	0	46,250	42,750	3,500
Cadre to World Cup Fee	9,240	7,100	188,270	210,000	(21,730)
Total International Programs Revenue	48,465	43,100	358,203	366,000	(7,797)

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USOC Funding					
410492 - VIK - Airline Tickets	7,166	7,166	71,011	71,011	0
410700 - Grants	25,000	25,000	37,500	36,500	1,000
410710 - Base Funding	0	0	563,742	563,742	0
Total USOC Funding	32,166	32,166	672,253	671,253	1,000
US Fencing Foundation Grant					
410820 - USFF Grants	0	0	66,817	66,817	0
Total US Fencing Foundation Grant	0	0	66,817	66,817	0
Development Revenue					
410510 - Donations CFC	0	415	2,115	3,320	(1,205)
410520 - Development General/ Annual Giving	6,785	8,102	41,093	62,827	(21,734)
410540 - Donations Restricted	0	0	12,850	0	12,850
Total Development Revenue	6,785	8,517	56,058	66,147	(10,089)
Investment Income					
410620 - Interest Earned	17	20	162	160	2
410625 - Interest Investments	0	0	136	0	136
410626 - Realized Gain(Loss) Investments	0	0	9,446	0	9,446
410627 - Unrealized Gain(Loss) Investments	0	0	26,654	0	26,654
410628 - Dividends Investments	0	0	2,040	0	2,040
Total Investment Income	17	20	38,438	160	38,278
Other Income					
410497 - VIK- Services	0	0	46,495	46,495	0
410150 - RC Exam	175	1,000	12,625	9,600	3,025
410442 - Merchandise/Apparel	6,284	4,700	29,738	32,900	(3,162)
410600 - Miscellaneous Revenue	3,490	3,200	28,243	4,950	23,293
410651 - Prior Year Income	0	0	9,850	0	9,850
Total Other Income	9,949	8,900	126,951	93,945	33,006
Total Income	936,560	901,913	7,294,105	7,140,617	153,488

	Month Ending		Year To Date		
	03/31/2018		03/31/2018		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	4,421	3,375	22,507	22,002	504
500122 - Amoritization	3,321	3,333	26,565	26,652	(87)
500440 - Phone	2,386	2,696	18,186	20,043	(1,857)
500460 - Postage and Shipping	3,337	3,200	18,515	15,715	2,801
500480 - Printing	7,608	6,275	20,197	17,375	2,822
500140 - Equipment/Copier	60	83	3,241	664	2,576
500142 - Leased Equipment	772	708	4,935	5,664	(729)
500602 - Company Software/Hardware	1,370	395	39,842	29,860	9,982
500548 - Rent - Office	2,305	2,444	18,537	19,552	(1,015)
500546 - Rent - Public Storage	249	250	1,992	2,000	(8)
500543 - Rent - Storage Tournament Equipment	500	0	3,710	800	2,910
Total Operating Expenses	26,329	22,759	178,227	160,327	17,899
Administration Fees					
Data Center & Software	12,850	12,852	102,800	102,816	(16)
Braintree & Bank Fees	11,580	13,375	165,210	154,425	10,786
Total Administration Fees	24,430	26,227	268,010	257,241	10,770
Compensation Expense	150,095	150,096	927,881	927,887	(6)
Insurance Expense					
Athlete Accident Insurance Expense	3,510	3,510	28,084	28,085	(2)
General Liability Insurance expense	26,899	26,900	215,188	215,200	(11)
Other Insurance expense	355	355	26,198	17,765	8,433
Total Insurance Expense	30,764	30,765	269,470	261,050	8,420
Membership Expenses					
Background Checks	2,353	1,050	42,130	47,475	(5,345)
Rebates Expense	(81)	0	55,549	59,520	(3,971)
Total Membership Expenses	2,272	1,050	97,679	106,995	(9,316)
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
Event Expense					
500160 - Freight	33,028	34,000	135,800	121,000	14,799
500549 - Venue Rental	60,320	55,000	228,488	214,000	14,488
500550 - Venue Decorator	42,279	42,000	171,575	166,500	5,075
500552 - Venue Security	11,629	7,000	29,009	21,000	8,009
500553 - Venue Electric	23,052	16,500	49,150	50,500	(1,349)
500554 - Venue Catering	50,690	52,000	251,388	211,500	39,887
500555 - Local Organizing Committee	1,500	1,500	2,500	3,500	(1,000)
500557 - Venue EMT	3,636	2,000	14,826	14,000	826
500558 - Venue Phone/AV/Internet	35,995	33,500	81,857	86,365	(4,508)
500559 - Production/Staging	16,367	10,000	29,637	36,900	(7,263)
500560 - Temporary Labor - Events	4,839	5,000	24,730	21,350	3,380
500561 - Contract Labor - Events	0	0	5,247	5,250	(3)
500603 - Event Software	3,928	3,250	13,178	10,100	3,078
500604 - Event Technology	2,078	2,000	14,546	14,200	346
500620 - Trophies & Medals	726	4,000	4,941	11,250	(6,309)
500754 - Broadcasting	72,421	70,000	76,041	74,000	2,042
Total Event Expense	362,488	337,750	1,132,913	1,061,415	71,498

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Travel Expense					
500020 - Air	115,849	107,650	787,136	737,530	49,605
500021 - VIK - Air	7,167	3,760	71,011	67,605	3,407
500022 - Baggage Fees	1,456	2,250	10,087	12,515	(2,429)
500200 - Ground Transportation	27,402	26,525	145,359	136,645	8,714
500240 - Hotel	107,441	107,340	588,404	575,770	12,634
Total Travel Expense	259,315	247,525	1,601,997	1,530,065	71,931
Per Diem & Honorarium					
500420 - Per Diem	37,740	34,525	181,763	188,450	(6,687)
500220 - Honorarium	73,388	65,650	408,363	371,620	36,744
Total Per Diem & Honorarium	111,128	100,175	590,126	560,070	30,057
Professional Services Expense					
500106 - Audit Fee	0	0	10,125	8,500	1,625
500107 - Tax Return Fee	0	0	3,250	3,250	0
500108 - Legal Fees	2,084	2,083	21,345	16,664	4,681
500654 - VIK- Services	0	0	46,495	46,495	0
500562 - Contract Labor	33,320	30,608	144,080	131,654	12,426
500780 - Consulting Fees	0	167	7,500	8,836	(1,336)
Total Professional Services Expense	35,404	32,858	232,795	215,399	17,396
Magazine and Communications Expense					
Magazine Expense	0	0	25,264	24,600	663
Communications Expense	1,627	1,895	34,549	32,210	2,340
Total Magazine and Communications Expense	1,627	1,895	59,813	56,810	3,003
Marketing Expense					
500650 - VIK- Tournament Equipment	151,000	151,000	692,000	692,000	0
500750 - Advertizing and Promotions	90	0	2,165	1,500	665
Total Marketing Expense	151,090	151,000	694,165	693,500	665
Direct Athlete Support					
500268 - Direct Athlete Support	3,000	500	79,485	77,000	2,484
Total Direct Athlete Support	3,000	500	79,485	77,000	2,484
National Team Support					
500730 - Coaches Salaries	24,300	24,300	194,400	194,400	0
Total National Team Support	24,300	24,300	194,400	194,400	0
International Programs Expense					
International License Expense	228	0	18,861	13,750	5,111
International Programs Other	6,200	6,100	39,534	37,375	2,160
Total International Programs Expense	6,428	6,100	58,395	51,125	7,271
Other Expenses					
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	(10,803)	(11,000)	197
500130 - Dues and Fees - Other	3,923	5,950	16,617	15,925	691
500335 - Entertainment	2,699	2,850	3,864	3,650	215
500340 - Meals	18,297	18,905	47,501	39,355	8,146
500600 - Supply	8,664	8,325	43,552	25,950	17,602
500430 - Prior Year Adjustments	11,767	1,000	28,333	1,300	27,032
500360 - Miscellaneous	2	1,500	9,528	23,626	(14,098)
500799 - Employee Development	0	125	190	500	(310)
500800 - Dues/Memberships/Subscriptions	97	167	7,352	3,936	3,416
500715 - Event Fee Refunds	7,455	4,890	69,045	69,045	0
500355 - Merchandise/Apparel	1,269	2,250	45,896	24,760	21,137
Total Other Expenses	54,173	45,962	261,075	197,047	64,028
Total Total Expenses	1,242,843	1,178,962	6,669,831	6,373,731	296,100
Total USFA- Net Income	(306,283)	(277,049)	624,274	766,886	(142,613)