

USAFencing
USFA- Budget vs Actual
As of January 31, 2019

As of Date:

01/31/2019

| | Month Ending 01/31/2019 | | Year To Date 01/31/2019 | | |
|--|----------------------------|----------------|----------------------------|------------------|-----------------|
| | Actual | Working Budget | Actual | Working Budget | Budget Diff |
| Net Income | | | | | |
| Total Income | | | | | |
| Membership Revenue | | | | | |
| Competitive Membership Revenue | 61,615 | 56,200 | 1,296,538 | 1,349,450 | (52,913) |
| Non-Competitive Membership Revenue | 11,150 | 9,000 | 90,944 | 97,000 | (6,056) |
| Supporting Membership Revenue | 3,310 | 2,000 | 42,891 | 41,000 | 1,892 |
| Coach Membership Revenue | 5,305 | 6,900 | 265,721 | 271,600 | (5,880) |
| Club Membership Revenue | 1,000 | 1,500 | 40,157 | 43,900 | (3,742) |
| Admin Membership Revenue | 1,970 | 1,500 | 50,988 | 48,250 | 2,738 |
| Total Membership Revenue | 84,350 | 77,100 | 1,787,239 | 1,851,200 | (63,961) |
| Membership Programs | | | | | |
| 410310 - Insurance Revenue Club | 4,360 | 4,750 | 240,869 | 246,900 | (6,031) |
| 410320 - Insurance Revenue Third Party | 0 | 0 | 125 | 0 | 125 |
| 410031 - Club Banner | 210 | 0 | 4,350 | 3,000 | 1,350 |
| Total Membership Programs | 4,570 | 4,750 | 245,344 | 249,900 | (4,556) |
| Event Revenues | | | | | |
| 410120 - National Registration Fee | 462,595 | 450,000 | 1,897,405 | 1,910,000 | (12,595) |
| 410416 - Event Incentives | 22,000 | 22,000 | 27,000 | 27,000 | 0 |
| 410415 - Event Vendors | 13,952 | 10,500 | 56,307 | 36,000 | 20,307 |
| 410480 - Hotel Rebates | 32,440 | 34,500 | 125,262 | 123,700 | 1,562 |
| Total Event Revenues | 530,987 | 517,000 | 2,105,974 | 2,096,700 | 9,274 |
| Regional Revenues | | | | | |
| Regional Bid Fees | 4,575 | 3,300 | 5,700 | 4,425 | 1,275 |
| Regional Circuit Fees | 99,870 | 94,600 | 404,302 | 389,750 | 14,552 |
| Total Regional Revenues | 104,445 | 97,900 | 410,002 | 394,175 | 15,827 |
| Ticket Revenue | | | | | |
| 410144 - Tickets - National Events | 4,205 | 0 | 13,452 | 0 | 13,452 |
| 410146 - Tickets - US International Events | 2,470 | 8,500 | 2,470 | 8,500 | (6,030) |
| Total Ticket Revenue | 6,675 | 8,500 | 15,922 | 8,500 | 7,422 |
| Recognized International Events | | | | | |
| Asian Events | | | | | |
| 410950 - International Regional Circuit | (204) | 0 | 3,888 | 3,750 | 138 |
| 410960 - International Regional Surcharge | 1,430 | 1,000 | 30,965 | 30,000 | 965 |
| Total Asian Events | 1,226 | 1,000 | 34,853 | 33,750 | 1,103 |
| Total Recognized International Events | 1,226 | 1,000 | 34,853 | 33,750 | 1,103 |
| Magazine and Communications Revenue | | | | | |
| Magazine Revenue | 260 | 250 | 3,980 | 3,575 | 405 |
| Communications Revenue | 3,332 | 2,375 | 11,915 | 11,000 | 915 |
| Total Magazine and Communications Revenue | 3,592 | 2,625 | 15,895 | 14,575 | 1,320 |

| | Month Ending 01/31/2019 | | Year To Date 01/31/2019 | | |
|---|----------------------------|------------------|----------------------------|------------------|-----------------|
| | Actual | Working Budget | Actual | Working Budget | Budget Diff |
| Marketing Revenue | | | | | |
| 410495 - VIK - Tournament Equipment | 136,600 | 136,600 | 446,300 | 446,300 | 0 |
| 410410 - Sponsorship Revenue | 10,059 | 15,000 | 10,497 | 15,000 | (4,503) |
| 410451 - Corporate Partnership | 0 | 0 | 4,800 | 0 | 4,800 |
| 410458 - Merchandise Retail Operations | 1,974 | 1,500 | 13,450 | 12,000 | 1,450 |
| Total Marketing Revenue | 148,633 | 153,100 | 475,047 | 473,300 | 1,747 |
| Coach Education Revenues | | | | | |
| 410190 - Clinics | 400 | 650 | 1,325 | 1,600 | (275) |
| 410195 - Online Courses | 0 | 0 | 0 | 250 | (250) |
| Total Coach Education Revenues | 400 | 650 | 1,325 | 1,850 | (525) |
| USOC Funding | | | | | |
| 410492 - VIK - Airline Tickets | 0 | 0 | 29,381 | 29,381 | 0 |
| 410700 - Grants | 0 | 0 | 20,069 | 16,000 | 4,069 |
| 410710 - Base Funding | 335,928 | 335,928 | 671,856 | 671,856 | 0 |
| Total USOC Funding | 335,928 | 335,928 | 721,306 | 717,237 | 4,069 |
| International Programs Revenue | | | | | |
| International Registrations Fees | 35,075 | 31,700 | 84,305 | 77,990 | 6,315 |
| Cadre to World Cup Fee | 20,025 | 2,500 | 246,839 | 185,475 | 61,364 |
| Total International Programs Revenue | 55,100 | 34,200 | 331,144 | 263,465 | 67,679 |
| International Licensing Fees | | | | | |
| 410210 - FIE License Fee | 2,560 | 1,500 | 24,800 | 26,190 | (1,390) |
| 410235 - European Federation License | 750 | 1,200 | 11,900 | 11,950 | (50) |
| 410240 - IWAS License Fee | 90 | 0 | 360 | 0 | 360 |
| Total International Licensing Fees | 3,400 | 2,700 | 37,060 | 38,140 | (1,080) |
| US Fencing Foundation Grant | | | | | |
| 410820 - USFF Grants | 0 | 0 | 97,570 | 97,570 | 0 |
| Total US Fencing Foundation Grant | 0 | 0 | 97,570 | 97,570 | 0 |
| Development Revenue | | | | | |
| 410510 - Donations CFC | 0 | 250 | 2,032 | 2,250 | (219) |
| 410520 - Development General/ Annual Giving | 1,185 | 7,500 | 17,481 | 57,100 | (39,619) |
| 410540 - Donations Restricted | 7,500 | 7,500 | 23,935 | 7,500 | 16,435 |
| 410558 - Donation - Major Gift | 0 | 0 | 10,000 | 10,000 | 0 |
| Total Development Revenue | 8,685 | 15,250 | 53,448 | 76,850 | (23,403) |
| Investment Income | | | | | |
| 410620 - Interest Earned | 16 | 20 | 136 | 120 | 17 |
| 410625 - Interest Investments | 36 | 15 | 205 | 90 | 115 |
| 410626 - Realized Gain(Loss) Investments | 650 | 415 | 3,114 | 2,490 | 624 |
| 410627 - Unrealized Gain(Loss) Investments | 41,962 | 830 | (18,489) | 4,980 | (23,469) |
| 410628 - Dividends Investments | 273 | 100 | 3,901 | 600 | 3,301 |
| Total Investment Income | 42,937 | 1,380 | (11,133) | 8,280 | (19,412) |
| Other Income | | | | | |
| 410150 - RC Exam | 1,400 | 1,000 | 8,500 | 7,500 | 1,000 |
| 410155 - Wheelchair Exam | 0 | 0 | 125 | 0 | 125 |
| 410442 - Merchandise/Apparel | 4,483 | 4,000 | 29,050 | 26,150 | 2,900 |
| 410600 - Miscellaneous Revenue | 805 | 50 | 6,468 | 200 | 6,268 |
| Total Other Income | 6,688 | 5,050 | 44,143 | 33,850 | 10,293 |
| Total Income | 1,337,616 | 1,257,133 | 6,365,139 | 6,359,342 | 5,797 |

| | Month Ending 01/31/2019 | | Year To Date 01/31/2019 | | |
|--|----------------------------|----------------|----------------------------|----------------|-----------------|
| | Actual | Working Budget | Actual | Working Budget | Budget Diff |
| Total Expenses | | | | | |
| Operating Expenses | | | | | |
| 500120 - Depreciation- Furn, Fix, Bldg | 2,553 | 2,550 | 14,873 | 15,100 | (226) |
| 500122 - Amoritization | 3,435 | 3,450 | 20,612 | 20,700 | (89) |
| 500440 - Phone | 3,565 | 3,254 | 17,504 | 19,085 | (1,581) |
| 500460 - Postage and Shipping | 1,874 | 2,775 | 13,212 | 13,715 | (503) |
| 500480 - Printing | 2,092 | 1,825 | 13,639 | 12,645 | 994 |
| 500060 - Bad Debt Expense | 0 | 400 | 0 | 400 | (400) |
| 500140 - Equipment/Copier | 60 | 70 | 360 | 420 | (60) |
| 500142 - Leased Equipment | 591 | 665 | 3,836 | 3,990 | (153) |
| 500602 - Company Software/Hardware | 8,624 | 8,800 | 36,627 | 36,320 | 307 |
| 500548 - Rent - Office | 2,305 | 2,500 | 13,835 | 15,000 | (1,166) |
| 500546 - Rent - Public Storage | 272 | 265 | 1,632 | 1,590 | 42 |
| 500543 - Rent - Storage Tournament Equipment | 1,002 | 1,000 | 5,877 | 4,750 | 1,127 |
| Total Operating Expenses | 26,373 | 27,554 | 142,007 | 143,715 | (1,708) |
| Administration Fees | | | | | |
| Data Center & Software | 12,850 | 12,865 | 77,100 | 77,190 | (90) |
| Braintree & Bank Fees | 40,723 | 40,550 | 231,273 | 230,275 | 999 |
| Total Administration Fees | 53,573 | 53,415 | 308,373 | 307,465 | 909 |
| Compensation Expense | 118,380 | 125,982 | 689,284 | 747,642 | (58,359) |
| Insurance Expense | | | | | |
| Athlete Accident Insurance Expense | 3,491 | 3,687 | 20,950 | 22,122 | (1,171) |
| General Liability Insurance expense | 31,165 | 31,245 | 186,990 | 187,470 | (481) |
| Other Insurance expense | 1,478 | 1,358 | 8,663 | 8,863 | (200) |
| Total Insurance Expense | 36,134 | 36,290 | 216,603 | 218,455 | (1,852) |
| Membership Expenses | | | | | |
| Background Checks | 1,446 | 1,550 | 30,347 | 31,200 | (852) |
| Rebates Expense | 25,576 | 26,000 | 70,813 | 71,250 | (437) |
| Total Membership Expenses | 27,022 | 27,550 | 101,160 | 102,450 | (1,289) |
| Event Expense | | | | | |
| 500160 - Freight | 46,045 | 42,000 | 74,411 | 80,250 | (5,840) |
| 500549 - Venue Rental | 54,850 | 55,000 | 133,491 | 124,250 | 9,241 |
| 500550 - Venue Decorator | 21,869 | 56,000 | 143,080 | 133,000 | 10,081 |
| 500552 - Venue Security | 9,700 | 6,200 | 30,328 | 24,200 | 6,127 |
| 500553 - Venue Electric | 7,490 | 8,000 | 21,820 | 24,000 | (2,180) |
| 500554 - Venue Catering | 49,642 | 42,500 | 144,142 | 138,000 | 6,142 |
| 500557 - Venue EMT | 2,445 | 1,000 | 6,434 | 5,000 | 1,435 |
| 500558 - Venue Phone/AV/Internet | 16,349 | 17,000 | 33,873 | 34,500 | (628) |
| 500559 - Production/Staging | 12,769 | 14,000 | 20,007 | 21,500 | (1,492) |
| 500560 - Temporary Labor - Events | 8,222 | 9,000 | 21,806 | 22,000 | (195) |
| 500561 - Contract Labor - Events | 1,215 | 1,250 | 1,215 | 1,250 | (35) |
| 500603 - Event Software | 1,850 | 1,850 | 7,100 | 7,400 | (300) |
| 500620 - Trophies & Medals | 1,495 | 2,050 | 3,831 | 4,400 | (569) |
| 500754 - Broadcasting | 2,775 | 3,000 | 2,775 | 3,000 | (225) |
| Total Event Expense | 236,716 | 258,850 | 644,313 | 622,750 | 21,562 |

| | Month Ending 01/31/2019 | | Year To Date 01/31/2019 | | |
|--|----------------------------|------------------|----------------------------|------------------|-----------------|
| | Actual | Working Budget | Actual | Working Budget | Budget Diff |
| Travel Expense | | | | | |
| 500020 - Air | 241,323 | 218,700 | 590,898 | 554,865 | 36,033 |
| 500021 - VIK - Air | 0 | 0 | 29,381 | 29,381 | 0 |
| 500022 - Baggage Fees | 3,189 | 2,325 | 9,348 | 7,800 | 1,548 |
| 500200 - Ground Transportation | 27,837 | 27,625 | 86,597 | 86,875 | (278) |
| 500240 - Hotel | 138,790 | 122,350 | 379,980 | 379,000 | 980 |
| Total Travel Expense | 411,139 | 371,000 | 1,096,204 | 1,057,921 | 38,283 |
| Per Diem & Honorarium | | | | | |
| 500420 - Per Diem | 37,778 | 39,800 | 111,138 | 117,250 | (6,112) |
| 500220 - Honorarium | 78,743 | 78,075 | 278,093 | 280,675 | (2,582) |
| Total Per Diem & Honorarium | 116,521 | 117,875 | 389,231 | 397,925 | (8,694) |
| Professional Services Expense | | | | | |
| 500106 - Audit Fee | 0 | 0 | 10,670 | 10,575 | 95 |
| 500107 - Tax Return Fee | 0 | 0 | 3,250 | 3,250 | 0 |
| 500108 - Legal Fees | 2,083 | 2,083 | 16,112 | 15,724 | 388 |
| 500562 - Contract Labor | 23,622 | 23,183 | 121,413 | 121,248 | 165 |
| 500756 - Professional Service Fees | 12,000 | 12,000 | 17,250 | 17,250 | 0 |
| 500780 - Consulting Fees | 0 | 167 | 2,500 | 2,667 | (167) |
| Total Professional Services Expense | 37,705 | 37,433 | 171,195 | 170,714 | 481 |
| Magazine and Communications Expense | | | | | |
| Magazine Expense | 0 | 0 | 21,619 | 21,750 | (131) |
| Communications Expense | 1,987 | 3,045 | 29,867 | 32,020 | (2,153) |
| Total Magazine and Communications Expense | 1,987 | 3,045 | 51,486 | 53,770 | (2,284) |
| Marketing Expense | | | | | |
| 500650 - VIK- Tournament Equipment | 136,600 | 136,600 | 446,300 | 446,300 | 0 |
| 500750 - Advertizing and Promotions | 120 | 0 | 520 | 0 | 520 |
| Total Marketing Expense | 136,720 | 136,600 | 446,820 | 446,300 | 520 |
| Direct Athlete Support | | | | | |
| 500268 - Direct Athlete Support | 3,700 | 3,700 | 24,900 | 25,200 | (300) |
| Total Direct Athlete Support | 3,700 | 3,700 | 24,900 | 25,200 | (300) |
| National Team Support | | | | | |
| 500730 - Coaches Salaries | 24,300 | 25,050 | 145,800 | 150,300 | (4,500) |
| Total National Team Support | 24,300 | 25,050 | 145,800 | 150,300 | (4,500) |
| International Programs Expense | | | | | |
| International License Expense | 3,127 | 3,100 | 17,458 | 16,280 | 1,178 |
| International Programs Other | 9,911 | 8,735 | 32,761 | 32,010 | 751 |
| Total International Programs Expense | 13,038 | 11,835 | 50,219 | 48,290 | 1,929 |
| Other Expenses | | | | | |
| 500130 - Dues and Fees - Other | 9,935 | 11,550 | 19,635 | 20,730 | (1,095) |
| 500335 - Entertainment | 500 | 500 | 652 | 675 | (23) |
| 500340 - Meals | 12,821 | 7,830 | 33,434 | 27,860 | 5,574 |
| 500600 - Supply | 10,529 | 8,930 | 36,937 | 32,075 | 4,862 |
| 500430 - Prior Year Adjustments | 2,000 | 0 | 8,983 | 850 | 8,133 |
| 500360 - Miscellaneous | 3,781 | 600 | 8,517 | 6,500 | 2,017 |
| 500799 - Employee Development | 75 | 0 | 8,074 | 1,000 | 7,074 |
| 500800 - Dues/Memberships/Subscriptions | 3,050 | 1,920 | 6,119 | 3,785 | 2,334 |
| 500715 - Event Fee Refunds | 7,285 | 7,095 | 36,680 | 36,490 | 190 |
| 500355 - Merchandise/Apparel | 1,227 | 1,200 | 37,137 | 33,925 | 3,212 |
| Total Other Expenses | 51,203 | 39,625 | 196,168 | 163,890 | 32,278 |
| Total Total Expenses | 1,294,511 | 1,275,804 | 4,673,763 | 4,656,787 | 16,976 |
| Total USFA- Net Income | 43,105 | (18,671) | 1,691,376 | 1,702,555 | (11,179) |