USAFencing
USFA- Budget vs Actual
As of January 31, 2020

As of Date: 01/31/2020

	Month Ending 01/31/2020		Year To Date 01/31/2020		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	65,355	60,500	1,360,981	1,356,025	4,956
Non-Competitive Membership Revenue	9,810	10,000	94,483	94,750	(267)
Supporting Membership Revenue	3,225	3,000	54,917	53,250	1,667
Coach Membership Revenue	5,025	4,500	279,895	276,750	3,145
Club Membership Revenue	3,150	500	43,700	42,250	1,450
Admin Membership Revenue	1,640	1,750	43,500	45,625	(2,126)
Total Membership Revenue	88,205	80,250	1,877,476	1,868,650	8,826
Membership Programs					
410310 - Insurance Revenue Club	575	5,000	250,417	257,625	(7,208)
410320 - Insurance Revenue Third Party	0	0	575	0	575
410031 - Club Store/Banner	0	0	110	0	110
Total Membership Programs	575	5,000	251,102	257,625	(6,523)
Event Revenues					
410120 - National Registration Fee	453,845	452,240	2,040,985	2,118,240	(77,255)
410416 - Event Incentives	0	0	13,000	13,000	0
410415 - Event Vendors	10,614	9,000	51,107	40,000	11,107
410480 - Hotel Rebates	25,038	27,500	121,975	127,000	(5,025)
Total Event Revenues	489,497	488,740	2,227,067	2,298,240	(71,173)
Regional Revenues					
Regional Bid Fees	3,300	2,975	6,525	6,100	425
Regional Circuit Fees	58,590	51,000	356,571	344,800	11,771
Total Regional Revenues	61,890	53,975	363,096	350,900	12,196
Ticket Revenue					
410144 - Tickets - National Events	4,396	4,000	13,666	11,050	2,616
410146 - Tickets - US International Events	0	0	2,314	3,500	(1,186)
Total Ticket Revenue	4,396	4,000	15,980	14,550	1,430
Recognized International Events					
Asian Events					
410950 - International Regional Circuit	(312)	0	4,452	4,250	202
410960 - International Regional Surcharge	0	0	39,575	37,125	2,450
Total Asian Events	(312)	0	44,027	41,375	2,652
Total Recognized International Events	(312)	0	44,027	41,375	2,652
Magazine and Communications Revenue					
Magazine Revenue	276	0	3,762	2,450	1,312
Communications Revenue	9,684	5,625	18,951	15,000	3,951
Total Magazine and Communications Revenue	9,960	5,625	22,713	17,450	5,263
Marketing Revenue					
410495 - VIK - Tournament Equipment	107,500	107,500	509,000	509,000	0
410410 - Sponsorship Revenue	2,579	0	14,884	20,000	(5,116)
Total Marketing Revenue	110,079	107,500	523,884	529,000	(5,116)

	Month Ending 01/31/2020		Year To Date 01/31/2020		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
USOC Funding					
410492 - VIK - Airline Tickets	1,934	1,934	41,158	41,158	0
410700 - Grants	0	0	28,000	18,000	10,000
410710 - Base Funding	245,064	245,064	600,992	600,992	0
Total USOC Funding	246,998	246,998	670,150	660,150	10,000
International Programs Revenue					
International Registration Fees	13,185	10,150	88,534	64,190	24,344
Cadre to World Cup Fee	45,000	31,250	249,310	196,500	52,810
Total International Programs Revenue	58,185	41,400	337,844	260,690	77,154
International Licensing Fees					
410210 - FIE License Fee	6,080	4,600	27,650	24,600	3,050
410235 - European Federation License	650	250	11,250	10,000	1,250
410240 - IWAS License Fee	150	0	210	0	210
Total International Licensing Fees	6,880	4,850	39,110	34,600	4,510
US Fencing Foundation Grant					
410820 - USFF Grants	0	0	70,560	70,000	560
Total US Fencing Foundation Grant	0	0	70,560	70,000	560
Development Revenue					
410510 - Donations CFC	0	0	1,135	0	1,135
410520 - Development General/ Annual Giving	7,069	10,000	30,960	97,500	(66,540)
410540 - Donations Restricted	5,500	0	9,020	0	9,020
410550 - Restrc. Int'l Donations- Other	0	0	0	5,000	(5,000)
410558 - Donation - Major Gift	0	0	10,000	10,000	0
Total Development Revenue	12,569	10,000	51,115	112,500	(61,385)
Investment Income					
410620 - Interest Earned	503	20	4,411	120	4,291
410625 - Interest Investments	80	15	446	90	356
410626 - Realized Gain(Loss) Investments	7,494	415	46,572	2,490	44,082
410627 - Unrealized Gain(Loss) Investments	(13,883)	1,000	9,732	6,000	3,732
410628 - Dividends Investments	414	100	6,730	600	6,130
Total Investment Income	(5,392)	1,550	67,891	9,300	58,591
Other Income					
410497 - VIK- Services	0	0	618	0	618
410150 - RC Exam	1,900	1,750	10,300	9,150	1,150
410442 - Merchandise/Apparel	3,470	0	27,515	23,200	4,315
410600 - Miscellaneous Revenue	1,845	14,050	4,571	14,200	(9,629)
Total Other Income	7,215	15,800	43,004	46,550	(3,546)
Total Income	1,090,745	1,065,688	6,605,019	6,571,580	33,439

	Month Ending 01/31/2020		Year To Date 01/31/2020		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,438	2,160	12,400	12,960	(561)
500122 - Amoritization	3,010	3,330	18,059	19,980	(1,920)
500440 - Phone	1,869	2,774	15,046	17,879	(2,833)
500460 - Postage and Shipping	1,678	2,475	10,152	12,050	(1,898)
500480 - Printing	704	700	18,114	18,150	(36)
500140 - Equipment/Copier	0	70	249	420	(172)
500142 - Leased Equipment	590	750	4,076	4,500	(423)
500602 - Company Software/Hardware	9,242	7,745	44,979	39,095	5,883
500548 - Rent - Office	2,415	4,675	14,494	20,050	(5,556)
500546 - Rent - Public Storage	295	290	1,475	1,740	(265)
500543 - Rent - Storage Tournament Equipment	1,300	750	7,800	4,500	3,300
Total Operating Expenses	23,541	25,719	146,844	151,324	(4,481)
Administration Fees					
Data Center & Software	15,350	15,365	92,100	92,190	(90)
Braintree & Bank Fees	49,219	48,125	257,124	257,975	(850)
Total Administration Fees	64,569	63,490	349,224	350,165	(940)
Compensation Expense	192,251	192,253	838,180	838,188	(8)
Insurance Expense					
Athlete Accident Insurance Expense	3,555	3,870	21,326	23,220	(1,894)
General Liability Insurance expense	31,797	31,870	190,785	191,220	(435)
Other Insurance expense	12,879	3,540	31,153	22,822	8,330
Total Insurance Expense	48,231	39,280	243,264	237,262	6,001
Membership Expenses					
Background Checks	4,164	4,050	49,052	48,400	652
Rebates Expense	6,006	6,000	53,376	53,500	(124)
Total Membership Expenses	10,170	10,050	102,428	101,900	528
Event Expense					
500160 - Freight	21,905	23,500	58,137	65,500	(7,362)
500549 - Venue Rental	55,921	53,000	116,510	111,603	4,906
500550 - Venue Decorator	30,737	32,000	143,091	144,500	(1,408)
500552 - Venue Security	(190)	2,500	23,771	26,000	(2,229)
500553 - Venue Electric	0	0	19,392	20,750	(1,358)
500554 - Venue Catering	16,681	18,000	123,116	123,000	116
500557 - Venue EMT	0	0	3,203	2,000	1,203
500558 - Venue Phone/AV/Internet	15,901	16,000	33,944	36,850	(2,906)
500559 - Production/Staging	14,485	10,500	40,047	36,700	3,346
500560 - Temporary Labor - Events	6,052	4,200	16,428	12,600	3,829
500561 - Contract Labor - Events	3,406	7,000	14,110	13,500	610
500603 - Event Software	1,850	1,850	8,154	7,400	754
500604 - Event Technology	0	0	1,620	0	1,620
500620 - Trophies & Medals	1,345	1,000	9,016	6,661	2,355
500754 - Broadcasting	0	0	7,879	8,000	(121)
Total Event Expense	168,093	169,550	618,418	615,064	3,355

	Month Ending 01/31/2020		Year To Date 01/31/2020		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Travel Expense					
500020 - Air	206,912	192,025	691,007	665,825	25,182
500021 - VIK - Air	1,934	1,934	41,158	41,158	0
500022 - Baggage Fees	2,718	1,245	9,209	7,515	1,694
500200 - Ground Transportation	29,189	27,325	99,079	97,650	1,428
500240 - Hotel	91,081	99,725	427,329	428,280	(951)
Total Travel Expense	331,834	322,254	1,267,782	1,240,428	27,353
Per Diem & Honorarium					
500420 - Per Diem	52,060	50,425	170,955	173,295	(2,340)
500220 - Honorarium	84,248	77,600	321,197	314,075	7,123
Total Per Diem & Honorarium	136,308	128,025	492,152	487,370	4,783
Professional Services Expense					
500106 - Audit Fee	2,500	3,500	10,000	11,000	(1,000)
500108 - Legal Fees	2,500	2,500	19,550	15,000	4,550
500654 - VIK- Services	0	0	618	0	617
500562 - Contract Labor	27,310	22,458	182,478	171,213	11,265
500756 - Professional Service Fees	12,000	0	38,375	26,375	12,000
500780 - Consulting Fees	0	0	3,241	2,500	742
Total Professional Services Expense	44,310	28,458	254,262	226,088	28,174
Magazine and Communications Expense					
Magazine Expense	1,500	1,625	9,260	9,750	(490)
Communications Expense	892	1,075	30,877	31,450	(573)
Total Magazine and Communications Expense	2,392	2,700	40,137	41,200	(1,063)
Marketing Expense					
500650 - VIK- Tournament Equipment	107,500	107,500	509,000	509,000	0
500750 - Advertizing and Promotions	620	0	621	0	620
500760 - Sponsorship Fufillment	1,000	1,000	1,000	1,000	0
Total Marketing Expense	109,120	108,500	510,621	510,000	620
Direct Athlete Support					
500268 - Direct Athlete Support	4,300	4,300	17,700	17,700	0
Total Direct Athlete Support	4,300	4,300	17,700	17,700	0
National Team Support					
500730 - Coaches Salaries	21,950	21,950	131,700	131,700	0
Total National Team Support	21,950	21,950	131,700	131,700	0
International Programs Expense					
International License Expense	4,707	1,130	18,374	14,280	4,095
International Programs Other	11,247	11,175	36,194	36,930	(736)
Total International Programs Expense	15,954	12,305	54,568	51,210	3,359
Other Expenses					
500130 - Dues and Fees - Other	4,663	1,600	12,816	10,220	2,596
500335 - Entertainment	0	0	3,161	2,300	861
500340 - Meals	5,055	4,375	39,815	32,425	7,389
500600 - Supply	5,706	3,120	37,553	33,435	4,119
500430 - Prior Year Adjustments	2,373	0	12,018	1,675	10,343
500360 - Miscellaneous	1,578	750	8,706	8,600	105
500799 - Employee Development	70	75	6,014	225	5,790
500800 - Dues/Memberships/Subscriptions	1,240	1,637	4,526	4,222	303
500715 - Event Fee Refunds	14,745	12,940	48,740	47,787	953
500355 - Merchandise/Apparel	2,988	2,600	19,979	26,500	(6,520)
Total Other Expenses	38,418	27,097	193,328	167,389	25,939
Total Total Expenses	1,211,441	1,155,931	5,260,608	5,166,988	93,620

Total USFA- Net Income	(120,696)	(90,243)	1,344,411	1,404,592	(60,181)