USAFencing
USFA- Budget vs Actual
As of February 29, 2020

As of Date: 02/29/2020

	Month Ending 02/29/2020		Year To Date 02/29/2020		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	50,600	47,900	1,411,581	1,395,125	16,456
Non-Competitive Membership Revenue	7,830	7,500	102,313	102,250	63
Supporting Membership Revenue	3,410	1,500	58,327	54,750	3,577
Coach Membership Revenue	5,100	4,000	284,995	280,750	4,245
Club Membership Revenue	500	500	44,200	42,750	1,450
Admin Membership Revenue	1,630	1,625	45,130	44,375	755
Total Membership Revenue	69,070	63,025	1,946,546	1,920,000	26,546
Membership Programs					
410310 - Insurance Revenue Club	2,300	4,000	252,717	261,625	(8,908)
410320 - Insurance Revenue Third Party	0	0	575	0	575
410031 - Club Store/Banner	0	0	110	0	110
411000 - All-Academic Team	1,860	1,750	1,860	1,750	110
411001 - All American	1,475	1,250	1,475	1,250	225
Total Membership Programs	5,635	7,000	256,737	264,625	(7,888)
Event Revenues					
410120 - National Registration Fee	774,995	755,000	2,815,980	2,873,240	(57,260)
410416 - Event Incentives	0	0	13,000	13,000	0
410415 - Event Vendors	10,614	9,000	61,721	49,000	12,721
410480 - Hotel Rebates	34,385	31,000	155,794	158,000	(2,206)
Total Event Revenues	819,994	795,000	3,046,495	3,093,240	(46,745)
Regional Revenues					
Regional Bid Fees	525	675	7,050	6,950	100
Regional Circuit Fees	46,314	39,600	402,885	388,900	13,985
Total Regional Revenues	46,839	40,275	409,935	395,850	14,085
Ticket Revenue					
410144 - Tickets - National Events	7,225	5,000	20,891	16,050	4,841
410146 - Tickets - US International Events	0	0	2,315	3,500	(1,185)
Total Ticket Revenue	7,225	5,000	23,206	19,550	3,656
Recognized International Events					
Asian Events					
410950 - International Regional Circuit	0	0	4,452	4,725	(273)
410960 - International Regional Surcharge	0	0	39,575	39,500	75
Total Asian Events	0	0	44,027	44,225	(198)
Total Recognized International Events	0	0	44,027	44,225	(198)
Magazine and Communications Revenue					
Magazine Revenue	440	425	4,202	4,125	77
Communications Revenue	3,523	3,500	22,474	21,950	524
Total Magazine and Communications Revenue	3,963	3,925	26,676	26,075	601
Marketing Revenue					
410495 - VIK - Tournament Equipment	176,600	176,600	685,600	685,600	0
410410 - Sponsorship Revenue	30,000	30,000	44,883	50,000	(5,117)
Total Marketing Revenue	206,600	206,600	730,483	735,600	(5,117)

	Month Ending 02/29/2020		Year To Date 02/29/2020		
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USOC Funding					
410492 - VIK - Airline Tickets	0	0	41,158	41,158	0
410700 - Grants	0	0	28,000	18,000	10,000
410710 - Base Funding	0	0	600,992	600,992	0
Total USOC Funding	0	0	670,150	660,150	10,000
International Programs Revenue					
International Registration Fees	1,665	2,430	90,199	86,380	3,819
Cadre to World Cup Fee	(40,000)	(2,750)	209,310	208,050	1,260
Total International Programs Revenue	(38,335)	(320)	299,509	294,430	5,079
International Licensing Fees					
410210 - FIE License Fee	800	500	28,450	26,500	1,950
410235 - European Federation License	0	0	11,250	10,400	850
410240 - IWAS License Fee	0	0	210	0	210
Total International Licensing Fees	800	500	39,910	36,900	3,010
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	11	0	1,146	0	1,146
410520 - Development General/ Annual Giving	12,045	10,000	43,005	50,875	(7,870)
410540 - Donations Restricted	560	0	9,580	0	9,580
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	12,616	10,000	63,731	65,875	(2,144)
Investment Income					
410620 - Interest Earned	437	425	4,848	4,750	98
410625 - Interest Investments	53	50	499	470	29
410626 - Realized Gain(Loss) Investments	827	825	47,399	47,200	199
410627 - Unrealized Gain(Loss) Investments	(65,100)	(65,100)	(55,368)	(55,625)	257
410628 - Dividends Investments	478	475	7,208	7,125	83
Total Investment Income	(63,305)	(63,325)	4,586	3,920	666
Other Income					
410497 - VIK- Services	0	0	618	0	618
410150 - RC Exam	1,325	1,325	11,625	11,075	550
410442 - Merchandise/Apparel	310	250	27,825	27,500	325
410600 - Miscellaneous Revenue	278	50	4,849	14,250	(9,401)
Total Other Income	1,913	1,625	44,917	52,825	(7,908)
Total Income	1,073,015	1,069,305	7,677,468	7,683,265	(5,797)

	Month Ending 02/29/2020		Year To Date 02/29/2020		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,438	2,160	14,838	15,120	(281)
500122 - Amoritization	3,010	3,330	21,069	23,310	(2,241)
500440 - Phone	1,638	1,909	16,506	16,428	78
500460 - Postage and Shipping	2,449	3,005	12,602	14,370	(1,768)
500480 - Printing	1,794	1,825	19,908	19,835	72
500140 - Equipment/Copier	60	70	308	490	(181)
500142 - Leased Equipment	792	750	4,869	5,250	(381)
500602 - Company Software/Hardware	4,646	4,370	51,999	50,155	1,843
500548 - Rent - Office	2,391	2,750	16,885	19,575	(2,689)
500546 - Rent - Public Storage	295	290	1,770	2,030	(260)
500543 - Rent - Storage Tournament Equipment	1,300	1,300	9,100	9,100	0
Total Operating Expenses	20,813	21,759	169,854	175,663	(5,808)
Administration Fees					
Data Center & Software	15,350	15,365	107,450	107,555	(105)
Braintree & Bank Fees	33,365	33,450	290,545	294,425	(3,880)
Total Administration Fees	48,715	48,815	397,995	401,980	(3,985)
Compensation Expense	132,391	132,391	970,570	975,143	(4,573)
Insurance Expense					
Athlete Accident Insurance Expense	3,555	3,870	24,881	27,090	(2,209)
General Liability Insurance expense	31,797	31,870	222,582	223,090	(508)
Other Insurance expense	3,779	3,998	34,932	35,541	(609)
Total Insurance Expense	39,131	39,738	282,395	285,721	(3,326)
Membership Expenses					
Background Checks	6,240	6,000	55,292	55,070	222
Rebates Expense	0	0	53,376	53,500	(124)
Total Membership Expenses	6,240	6,000	108,668	108,570	98
Event Expense					
500160 - Freight	15,570	22,375	73,707	87,875	(14,168)
500549 - Venue Rental	79,385	79,200	195,895	190,803	5,092
500550 - Venue Decorator	26,728	25,000	169,820	169,500	319
500552 - Venue Security	7,555	7,875	31,325	33,875	(2,549)
500553 - Venue Electric	11,832	8,000	34,566	28,750	5,816
500554 - Venue Catering	44,855	43,750	167,972	166,750	1,222
500557 - Venue EMT	0	0	3,203	2,000	1,203
500558 - Venue Phone/AV/Internet	24,038	20,775	57,981	57,625	356
500559 - Production/Staging	426	425	40,228	37,125	3,102
500560 - Temporary Labor - Events	0	2,075	16,428	14,675	1,754
500561 - Contract Labor - Events	7,770	6,700	21,880	20,200	1,680
500603 - Event Software	1,850	1,850	9,250	9,250	0
500620 - Trophies & Medals	538	800	8,953	8,136	817
500754 - Broadcasting	0	0	7,879	8,000	(121)
Total Event Expense	220,547	218,825	839,087	834,564	4,523
Travel Expense					
500020 - Air	145,748	129,845	838,945	790,550	48,395
500021 - VIK - Air	0	0	41,158	40,693	465
500022 - Baggage Fees	2,012	1,850	11,221	9,985	1,236
500200 - Ground Transportation	35,833	30,495	134,921	126,405	8,516
500240 - Hotel	144,752	135,825	571,516	550,745	20,770
Total Travel Expense	328,345	298,015	1,597,761	1,518,378	79,382

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Per Diem & Honorarium					
500420 - Per Diem	50,928	50,925	221,882	223,195	(1,312)
500220 - Honorarium	90,619	86,150	411,817	397,450	14,367
Total Per Diem & Honorarium	141,547	137,075	633,699	620,645	13,055
Professional Services Expense					
500106 - Audit Fee	1,126	1,050	11,126	11,050	76
500107 - Tax Return Fee	3,250	3,250	3,250	3,250	0
500108 - Legal Fees	2,500	2,500	22,050	22,100	(50)
500654 - VIK- Services	0	0	618	0	618
500562 - Contract Labor	33,188	31,128	212,935	255,001	(42,066)
500756 - Professional Service Fees	0	0	38,375	38,375	0
500780 - Consulting Fees	0	0	3,242	2,500	742
Total Professional Services Expense	40,064	37,928	291,596	332,276	(40,680)
Magazine and Communications Expense					
Magazine Expense	12,600	11,225	21,860	20,975	885
Communications Expense	912	935	31,789	29,995	1,794
Total Magazine and Communications Expense	13,512	12,160	53,649	50,970	2,679
Marketing Expense					
500650 - VIK- Tournament Equipment	176,600	176,600	685,600	685,600	0
500750 - Advertizing and Promotions	0	0	621	0	620
500760 - Sponsorship Fufillment	0	0	1,000	1,000	0
Total Marketing Expense	176,600	176,600	687,221	686,600	620
Direct Athlete Support					
500268 - Direct Athlete Support	171,242	171,242	188,942	188,942	0
Total Direct Athlete Support	171,242	171,242	188,942	188,942	0
National Team Support					
500730 - Coaches Salaries	21,950	21,950	153,650	153,650	0
Total National Team Support	21,950	21,950	153,650	153,650	0
International Programs Expense					
International License Expense	0	0	18,374	18,300	75
International Programs Other	610	630	36,704	36,220	484
Total International Programs Expense	610	630	55,078	54,520	559
Development Expense	149	0	149	0	149
Other Expenses					
500130 - Dues and Fees - Other	1,424	1,400	15,986	15,165	820
500335 - Entertainment	75	50	3,236	2,350	887
500340 - Meals	7,992	6,525	48,248	45,160	3,087
500600 - Supply	4,213	4,325	41,938	41,550	388
500430 - Prior Year Adjustments	1,500	0	13,516	5,675	7,842
500360 - Miscellaneous	1,217	1,000	7,937	6,925	1,012
500799 - Employee Development	284	300	6,299	5,825	474
500800 - Dues/Memberships/Subscriptions	0	0	4,525	4,490	35
500810 - Tickets	(992)	0	(992)	0	(992)
500715 - Event Fee Refunds	14,165	14,165	62,905	62,905	0
500355 - Merchandise/Apparel	605	325	20,584	22,450	(1,866)
Total Other Expenses	30,483	28,090	224,182	212,495	11,687
Total Total Expenses	1,392,339	1,351,218	6,654,496	6,600,117	54,380
Total USFA- Net Income	(319,324)	(281,913)	1,022,972	1,083,148	(60,176)