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

As of Date: 12/31/2019

	Month Ending 12/31/2019		Year To Date 12/31/2019		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	53,980	54,000	1,295,626	1,295,525	101
Non-Competitive Membership Revenue	4,600	5,750	84,673	84,750	(77)
Supporting Membership Revenue	1,325	1,500	51,692	50,250	1,442
Coach Membership Revenue	4,350	4,000	274,870	272,250	2,620
Club Membership Revenue	400	1,100	40,550	41,750	(1,201)
Admin Membership Revenue	1,130	3,250	41,860	43,875	(2,015)
Total Membership Revenue	65,785	69,600	1,789,271	1,788,400	871
Membership Programs					
410310 - Insurance Revenue Club	1,150	4,500	249,842	252,625	(2,783)
410320 - Insurance Revenue Third Party	0	0	575	0	575
410031 - Club Store/Banner	0	0	110	0	110
Total Membership Programs	1,150	4,500	250,527	252,625	(2,098)
Event Revenues					
410120 - National Registration Fee	497,510	578,600	1,587,140	1,666,000	(78,860)
410416 - Event Incentives	8,000	8,000	13,000	13,000	0
410415 - Event Vendors	14,114	12,000	40,493	31,000	9,493
410480 - Hotel Rebates	28,597	32,000	96,937	97,000	(63)
Total Event Revenues	548,221	630,600	1,737,570	1,807,000	(69,430)
Regional Revenues					
Regional Bid Fees	3,000	2,900	3,225	3,050	175
Regional Circuit Fees	45,961	39,100	297,981	293,800	4,181
Total Regional Revenues	48,961	42,000	301,206	296,850	4,356
Ticket Revenue					
410144 - Tickets - National Events	1,355	1,500	9,270	7,050	2,220
410146 - Tickets - US International Events	2,315	3,500	2,314	3,500	(1,186)
Total Ticket Revenue	3,670	5,000	11,584	10,550	1,034
Recognized International Events					
Asian Events					
410950 - International Regional Circuit	1,794	1,500	4,764	4,250	514
410960 - International Regional Surcharge	13,670	11,375	39,575	37,125	2,450
Total Asian Events	15,464	12,875	44,339	41,375	2,964
Total Recognized International Events	15,464	12,875	44,339	41,375	2,964

	Month Ending 12/31/2019		Year To Date 12/31/2019		
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Magazine and Communications Revenue					
Magazine Revenue	144	0	3,486	2,450	1,036
Communications Revenue	2,329	2,375	9,268	9,375	(107)
Total Magazine and Communications Revenue	2,473	2,375	12,754	11,825	929
Marketing Revenue					
410495 - VIK - Tournament Equipment	94,700	94,700	309,700	309,700	0
410410 - Sponsorship Revenue	10,180	20,000	12,304	20,000	(7,696)
Total Marketing Revenue	104,880	114,700	322,004	329,700	(7,696)
USOC Funding					
410492 - VIK - Airline Tickets	(349)	0	39,223	39,573	(349)
410700 - Grants	28,000	15,000	28,000	15,000	13,000
410710 - Base Funding	0	0	355,928	355,928	0
Total USOC Funding	27,651	15,000	423,151	410,501	12,651
International Programs Revenue					
International Registration Fees	30,134	20,000	75,349	54,040	21,309
Cadre to World Cup Fee	39,250	7,500	204,310	165,250	39,060
Total International Programs Revenue	69,384	27,500	279,659	219,290	60,369
International Licensing Fees					
410210 - FIE License Fee	1,650	1,000	21,570	20,000	1,570
410235 - European Federation License	850	750	10,600	9,750	850
410240 - IWAS License Fee	60	0	60	0	60
Total International Licensing Fees	2,560	1,750	32,230	29,750	2,480
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	538	0	1,136	0	1,135
410520 - Development General/ Annual Giving	9,667	37,500	23,891	87,500	(63,609)
410540 - Donations Restricted	2,550	0	3,520	0	3,520
410550 - Restrc. Int'l Donations- Other	0	5,000	0	5,000	(5,000)
410558 - Donation - Major Gift	0	0	10,000	10,000	0
Total Development Revenue	12,755	42,500	38,547	102,500	(63,954)
Investment Income					
410620 - Interest Earned	521	20	3,908	100	3,808
410625 - Interest Investments	131	15	366	75	291
410626 - Realized Gain(Loss) Investments	6,785	415	39,078	2,075	37,003
410627 - Unrealized Gain(Loss) Investments	17,148	1,000	23,615	5,000	18,615
410628 - Dividends Investments	3,667	100	6,316	500	5,816
Total Investment Income	28,252	1,550	73,283	7,750	65,533
Other Income					
410497 - VIK- Services	0	0	618	0	618
410150 - RC Exam	1,500	1,250	8,400	7,400	1,000
410442 - Merchandise/Apparel	7,975	5,800	24,045	21,200	2,845
410600 - Miscellaneous Revenue	363	50	2,725	150	2,576
Total Other Income	9,838	7,100	35,788	28,750	7,039
Total Income	941,044	977,050	5,422,473	5,406,866	15,608

	Month Ending 12/31/2019		Year To Date 12/31/2019		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,080	2,160	9,960	10,800	(840)
500122 - Amoritization	3,010	3,330	15,050	16,650	(1,600)
500440 - Phone	1,566	2,474	13,176	15,105	(1,928)
500460 - Postage and Shipping	1,367	1,850	8,475	9,650	(1,176)
500480 - Printing	2,246	2,800	17,506	17,450	56
500140 - Equipment/Copier	0	70	248	350	(102)
500142 - Leased Equipment	600	750	3,487	3,750	(263)
500602 - Company Software/Hardware	4,031	1,120	35,737	31,350	4,387
500548 - Rent - Office	2,416	3,075	12,079	15,375	(3,296)
500546 - Rent - Public Storage	295	290	1,180	1,450	(270)
500543 - Rent - Storage Tournament Equipment	0	750	6,500	3,750	2,750
Total Operating Expenses	17,611	18,669	123,398	125,680	(2,282)
Administration Fees					
Data Center & Software	15,350	12,865	76,750	66,825	9,925
Braintree & Bank Fees	32,653	33,800	207,855	209,850	(1,994)
Total Administration Fees	48,003	46,665	284,605	276,675	7,931
Compensation Expense	131,374	127,744	645,929	642,305	3,623
Insurance Expense					
Athlete Accident Insurance Expense	3,555	3,870	17,772	19,350	(1,578)
General Liability Insurance expense	31,797	31,870	158,987	159,350	(363)
Other Insurance expense	2,092	2,338	18,273	19,282	(1,009)
Total Insurance Expense	37,444	38,078	195,032	197,982	(2,950)
Membership Expenses					
Background Checks	6,065	6,050	44,889	44,350	539
Rebates Expense	0	0	47,370	47,500	(130)
Total Membership Expenses	6,065	6,050	92,259	91,850	409
Event Expense					
500160 - Freight	20,105	22,000	36,232	43,000	(6,768)
500549 - Venue Rental	6,177	9,003	60,589	58,603	1,986
500550 - Venue Decorator	67,406	69,500	112,354	112,500	(146)
500552 - Venue Security	8,148	10,500	23,961	23,500	461
500553 - Venue Electric	6,075	7,550	19,392	20,750	(1,358)
500554 - Venue Catering	40,410	38,000	106,435	105,000	1,435
500557 - Venue EMT	1,452	2,000	3,203	2,000	1,203
500558 - Venue Phone/AV/Internet	4,968	8,250	18,043	20,850	(2,807)
500559 - Production/Staging	12,210	16,200	25,562	26,200	(638)
500560 - Temporary Labor - Events	5,616	4,200	10,376	8,400	1,976
500561 - Contract Labor - Events	3,000	3,000	3,000	3,000	0
500603 - Event Software	2,604	1,850	6,304	5,550	754
500604 - Event Technology	0	0	1,620	0	1,620
500620 - Trophies & Medals	1,883	1,400	7,672	5,661	2,011
500754 - Broadcasting	7,879	8,000	7,879	8,000	(121)
Total Event Expense	187,933	201,453	442,622	443,014	(392)

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Travel Expense					
500020 - Air	126,896	122,200	481,251	470,075	11,176
500021 - VIK - Air	(349)	0	39,224	39,573	(349)
500022 - Baggage Fees	2,829	2,310	6,491	6,270	221
500200 - Ground Transportation	24,349	27,650	69,889	70,100	(211)
500240 - Hotel	122,738	123,565	329,492	330,730	(1,238)
Total Travel Expense	276,463	275,725	926,347	916,748	9,599
Per Diem & Honorarium					
500420 - Per Diem	50,487	54,320	118,895	123,070	(4,175)
500220 - Honorarium	91,182	91,450	236,949	236,475	475
Total Per Diem & Honorarium	141,669	145,770	355,844	359,545	(3,700)
Professional Services Expense					
500106 - Audit Fee	0	0	7,500	7,500	0
500108 - Legal Fees	7,050	2,500	17,050	12,500	4,550
500654 - VIK- Services	0	0	618	0	617
500562 - Contract Labor	23,965	18,458	155,298	139,355	15,943
500756 - Professional Service Fees	10,000	10,000	26,375	26,375	0
500780 - Consulting Fees	0	0	3,242	2,500	742
Total Professional Services Expense	41,015	30,958	210,083	188,230	21,852
Magazine and Communications Expense					
Magazine Expense	1,560	1,625	7,760	8,125	(365)
Communications Expense	805	1,075	29,985	30,375	(390)
Total Magazine and Communications Expense	2,365	2,700	37,745	38,500	(755)
Marketing Expense					
500650 - VIK- Tournament Equipment	94,700	94,700	309,700	309,700	0
Total Marketing Expense	94,700	94,700	309,700	309,700	0
Direct Athlete Support					
500268 - Direct Athlete Support	2,400	2,400	13,400	13,400	0
Total Direct Athlete Support	2,400	2,400	13,400	13,400	0
National Team Support					
500730 - Coaches Salaries	21,950	21,950	106,550	106,550	0
Total National Team Support	21,950	21,950	106,550	106,550	0
International Programs Expense					
International License Expense	0	0	13,668	13,150	518
International Programs Other	1,888	2,750	24,946	26,030	(1,084)
Total International Programs Expense	1,888	2,750	38,614	39,180	(566)
Development Expense	0	0	9	0	10
Other Expenses					
500130 - Dues and Fees - Other	3,581	6,175	8,153	10,420	(2,268)
500335 - Entertainment	2,000	2,000	3,161	2,300	862
500340 - Meals	15,945	11,525	34,760	26,775	7,984
500600 - Supply	6,203	5,875	31,562	29,890	1,672
500430 - Prior Year Adjustments	740	0	9,644	1,675	7,969
500360 - Miscellaneous	2,054	1,250	7,405	7,850	(445)
500799 - Employee Development	5,260	25	5,944	150	5,795
500800 - Dues/Memberships/Subscriptions	2,239	1,487	3,286	2,585	700
500715 - Event Fee Refunds	11,265	11,510	33,995	34,847	(852)
500355 - Merchandise/Apparel	(25)	1,250	16,991	23,900	(6,909)
Total Other Expenses	49,262	41,097	154,901	140,392	14,508
Total Total Expenses	1,060,142	1,056,709	3,937,038	3,889,751	47,287
Total USFA- Net Income	(119,098)	(79,659)	1,485,435	1,517,115	(31,680)