USAFencing
USFA- Budget vs Actual
As of April 30, 2020

As of Date: 04/30/2020

	Month Ending 04/30/2020		Year To Date 04/30/2020		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
Total Income					
Membership Revenue					
Competitive Membership Revenue	20,185	19,790	1,452,181	1,450,055	2,126
Non-Competitive Membership Revenue	110	0	105,023	104,750	273
Supporting Membership Revenue	75	0	58,627	57,475	1,152
Coach Membership Revenue	180	0	286,640	282,150	4,490
Club Membership Revenue	0	0	44,200	42,750	1,450
Admin Membership Revenue	30	0	45,780	44,975	805
Total Membership Revenue	20,580	19,790	1,992,451	1,982,155	10,296
Membership Programs					
410310 - Insurance Revenue Club	0	0	252,717	259,625	(6,908)
410320 - Insurance Revenue Third Party	0	0	575	0	575
410031 - Club Store/Banner	0	0	110	0	110
411000 - All-Academic Team	12,060	12,000	15,810	15,600	210
411001 - All American	8,100	8,100	10,950	10,725	225
Total Membership Programs	20,160	20,100	280,162	285,950	(5,788)
Event Revenues					
410120 - National Registration Fee	327,405	327,405	3,761,082	3,759,955	1,127
410416 - Event Incentives	0	0	13,000	13,000	0
410415 - Event Vendors	0	0	61,721	61,250	471
410480 - Hotel Rebates	0	0	157,705	154,925	2,780
Total Event Revenues	327,405	327,405	3,993,508	3,989,130	4,378
Regional Revenues					
Regional Bid Fees	4,650	4,375	12,675	12,450	225
Regional Circuit Fees	2,764	2,575	418,767	417,585	1,182
Total Regional Revenues	7,414	6,950	431,442	430,035	1,407
Ticket Revenue					
410144 - Tickets - National Events	0	0	20,891	20,350	541
410146 - Tickets - US International Events	0	0	2,315	2,300	15
Total Ticket Revenue	0	0	23,206	22,650	556
Recognized International Events					
Asian Events					
410950 - International Regional Circuit	0	0	5,454	5,725	(271)
410960 - International Regional Surcharge	0	0	39,575	39,500	75
Total Asian Events	0	0	45,029	45,225	(196)
Total Recognized International Events	0	0	45,029	45,225	(196)
Magazine and Communications Revenue					
Magazine Revenue	12	0	4,390	4,125	265
Communications Revenue	800	800	23,128	22,750	378
Total Magazine and Communications Revenue	812	800	27,518	26,875	643

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Marketing Revenue					
410495 - VIK - Tournament Equipment	0	0	801,400	801,400	0
410410 - Sponsorship Revenue	289	250	47,434	46,500	934
Total Marketing Revenue	289	250	848,834	847,900	934
USOC Funding					
410492 - VIK - Airline Tickets	0	0	47,863	47,864	0
410700 - Grants	0	0	31,501	31,500	0
410710 - Base Funding	245,064	245,064	846,056	846,056	0
Total USOC Funding	245,064	245,064	925,420	925,420	0
International Programs Revenue					
International Registration Fees	(6,411)	(3,355)	76,748	76,095	653
Cadre to World Cup Fee	0	0	230,310	229,050	1,260
Total International Programs Revenue	(6,411)	(3,355)	307,058	305,145	1,913
International Licensing Fees					
410210 - FIE License Fee	0	0	28,690	28,000	690
410235 - European Federation License	0	0	11,250	10,900	350
410240 - IWAS License Fee	0	0	210	0	210
Total International Licensing Fees	0	0	40,150	38,900	1,250
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	597	600	1,743	1,730	13
410520 - Donations - General	13,875	13,750	53,649	53,425	224
410540 - Donations - Restricted	1,000	1,000	10,580	10,470	110
410558 - Donations - Major Gift	10,000	10,000	30,000	30,000	0
Total Development Revenue	25,472	25,350	95,972	95,625	347
Investment Income					
410620 - Interest Earned	95	90	5,176	5,065	111
410625 - Interest Investments	9	10	537	495	42
410626 - Realized Gain(Loss) Investments	105	100	47,512	47,300	212
410627 - Unrealized Gain(Loss) Investments	86,536	86,500	(108,767)	(109,125)	358
410628 - Dividends Investments	267	265	8,851	7,490	1,361
Total Investment Income	87,012	86,965	(46,691)	(48,775)	2,084
Other Income					
410497 - VIK- Services	0	0	617	0	618
410150 - RC Exam	625	625	13,100	12,700	400
410442 - Merchandise/Apparel	0	0	27,825	27,350	475
410600 - Miscellaneous Revenue	8,939	10,000	25,730	23,760	1,969
Total Other Income	9,564	10,625	67,272	63,810	3,462
Total Income	737,361	739,944	9,101,891	9,080,045	21,846

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Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,439	2,450	19,716	20,600	(884)
500122 - Amoritization	3,010	3,050	27,089	28,850	(1,761)
500440 - Phone	2,491	2,654	21,847	24,411	(2,564)
500460 - Postage and Shipping	0	350	17,142	19,570	(2,428)
500480 - Printing	8,973	9,150	31,554	30,360	1,194
500140 - Equipment/Copier	0	70	369	630	(261)
500142 - Leased Equipment	65	75	6,047	6,575	(528)
500602 - Company Software/Hardware	1,796	1,820	55,168	54,770	398
500548 - Rent - Office	0	0	19,288	19,400	(112)
500546 - Rent - Public Storage	295	290	2,360	2,610	(250)
500543 - Rent - Storage Tournament Equipme	1,300	1,300	11,700	11,700	0
Total Operating Expenses	20,369	21,209	212,280	219,476	(7,196)
Administration Fees					
Data Center & Software	13,250	13,325	133,950	134,205	(255)
Braintree & Bank Fees	3,805	3,835	306,183	310,215	(4,032)
Total Administration Fees	17,055	17,160	440,133	444,420	(4,287)
Compensation Expense	117,876	117,877	1,226,303	1,230,877	(4,574)
Insurance Expense					
Athlete Accident Insurance Expense	3,554	3,870	31,990	34,830	(2,840)
General Liability Insurance expense	31,798	31,870	286,177	286,830	(653)
Other Insurance expense	1,738	1,858	42,010	40,912	1,098
Total Insurance Expense	37,090	37,598	360,177	362,572	(2,395)
Membership Expenses					
Background Checks	2,700	2,750	62,767	62,525	242
Rebates Expense	2,268	2,250	55,644	55,750	(106)
Total Membership Expenses	4,968	5,000	118,411	118,275	136
Center for Safe Sport					
500145 - Center for Safe Sport	14,040	14,050	14,040	14,050	(10)
Total USFA - Center for Safe Sport	14,040	14,050	14,040	14,050	(10)
Event Expense					
500160 - Freight	0	0	127,697	127,625	72
500549 - Venue Rental	0	1	196,494	196,154	340
500550 - Venue Decorator	8,000	8,000	231,064	231,550	(486)
500552 - Venue Security	0	0	32,968	35,125	(2,157)
500553 - Venue Electric	300	0	38,866	39,375	(509)
500554 - Venue Catering	0	0	163,580	161,850	1,730
500557 - Venue EMT	0	0	3,202	3,250	(48)
500558 - Venue Phone/AV/Internet	2,584	0	65,462	66,825	(1,363)
500559 - Production/Staging	0	0	47,736	47,875	(139)
500560 - Temporary Labor - Events	0	0	18,496	17,775	721
500561 - Contract Labor - Events	13,975	13,975	45,791	45,475	315
500603 - Event Software	1,850	2,150	12,950	13,250	(300)
500620 - Trophies & Medals	1,451	1,450	11,680	12,100	(420)
500754 - Broadcasting	0	0	43,379	43,000	380
Total Event Expense	28,160	25,576	1,039,365	1,041,229	(1,864)

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Travel Expense					
500020 - Air	7,907	13,375	893,654	897,845	(4,191)
500021 - VIK - Air	0	0	47,864	47,864	0
500022 - Baggage Fees	130	150	12,285	11,455	829
500200 - Ground Transportation	1,483	1,550	154,569	156,440	(1,871)
500240 - Hotel	(5,686)	(5,675)	582,560	585,080	(2,520)
Total Travel Expense	3,834	9,400	1,690,932	1,698,684	(7,753)
Per Diem & Honorarium					
500420 - Per Diem	900	900	248,901	250,905	(2,003)
500220 - Honorarium	600	600	431,399	431,300	99
Total Per Diem & Honorarium	1,500	1,500	680,300	682,205	(1,904)
Professional Services Expense					
500106 - Audit Fee	0	0	11,127	11,050	76
500107 - Tax Return Fee	0	0	3,250	3,250	0
500108 - Legal Fees	2,500	2,500	27,050	27,100	(50)
500654 - VIK- Services	0	0	617	0	618
500562 - Contract Labor	24,080	26,100	271,104	273,687	(2,583)
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	26,580	28,600	354,765	355,962	(1,197)
Magazine and Communications Expense					
Magazine Expense	1,500	1,625	36,513	36,025	487
Communications Expense	555	575	36,072	34,330	1,743
Total Magazine and Communications Expense	2,055	2,200	72,585	70,355	2,230
Marketing Expense					
500650 - VIK- Tournament Equipment	0	0	801,400	801,400	0
500750 - Advertizing and Promotions	0	0	620	0	620
500760 - Sponsorship Fufillment	0	0	1,000	1,000	0
Total Marketing Expense	0	0	803,020	802,400	620
Direct Athlete Support					
500268 - Direct Athlete Support	3,000	3,000	196,242	196,242	0
Total Direct Athlete Support	3,000	3,000	196,242	196,242	0
National Team Support					
500730 - Coaches Salaries	21,950	21,950	197,550	197,550	0
Total National Team Support	21,950	21,950	197,550	197,550	0
International Programs Expense					
International License Expense	0	0	18,375	18,300	74
International Programs Other	0	0	37,521	37,695	(174)
Total International Programs Expense	0	0	55,896	55,995	(100)

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Development Expense	0	0	149	0	149
Other Expenses					
500130 - Dues and Fees - Other	225	210	28,142	27,080	1,063
500335 - Entertainment	2,885	2,900	8,182	7,900	282
500340 - Meals	6,094	6,000	60,489	60,370	118
500600 - Supply	3,223	3,160	47,079	47,450	(370)
500430 - Prior Year Adjustments	648	650	16,904	17,755	(851)
500360 - Miscellaneous	7	0	8,496	8,650	(154)
500799 - Employee Development	0	0	7,799	6,250	1,548
500800 - Dues/Memberships/Subscriptions	20	25	4,565	4,540	25
500810 - Tickets	0	0	(992)	0	(992)
500715 - Event Fee Refunds	313,845	313,335	978,187	977,582	605
500355 - Merchandise/Apparel	6,105	6,175	35,420	36,225	(804)
Total Other Expenses	333,052	332,455	1,194,271	1,193,802	470
Total Total Expenses	631,529	637,575	8,656,419	8,684,094	(27,675)
Total USFA- Net Income	105,832	102,369	445,472	395,951	49,521