

USAFencing - USFA- Budget to Actual by Department

As of July 31, 2014

As of Date: 07/31/2014
 Department Group: Active--Active

USFA- Budget vs Actual (2)

	Member Services		National Events		Marketing and Communicatio		Executive office		General Admin		Board and committee		Sports Performance		Development		All Departments	
	Year To Date		Year To Date		Year To Date		Year To Date		Year To Date		Year To Date		Year To Date		Year To Date		Year To Date	
	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Working Budget	Actual	Working Budget	
Net Income																		
USFA- Total Income																		
Member Fees Revenue																		
Competitive Membership Revenue	1,200,235	1,310,130	(340)	0	0	0	0	0	0	0	0	0	0	0	0	1,199,895	1,310,130	
Non-Competitive Membership Revenue	54,287	60,000	0	0	0	0	0	0	0	0	0	0	0	0	0	54,287	60,000	
Supporting Membership Revenue	10,832	13,600	0	0	0	0	0	0	0	0	0	0	0	0	0	10,832	13,600	
Professional Membership Revenue	207,895	133,750	0	0	0	0	0	0	0	0	0	0	0	0	0	207,895	133,750	
Other Membership Revenue	27,900	27,500	3,500	3,000	0	0	0	0	0	0	0	0	0	0	0	31,400	30,500	
Membership Revenue- Admin	3,710	8,950	(23)	0	0	0	0	0	0	0	0	(8)	0	0	0	3,679	8,950	
Total Member Fees Revenue	1,504,859	1,553,930	3,137	3,000	0	0	0	0	0	0	0	(8)	0	0	0	1,507,988	1,556,930	
National Registration Revenue	0	0	2,846,572	2,975,525	0	0	0	0	0	0	0	0	0	0	0	2,846,572	2,975,525	
Bid Fee Revenue	0	0	6,220	5,000	0	0	0	0	0	0	0	0	0	0	0	6,220	5,000	
Other Event Revenue																		
410415 - Event vendors	0	0	70,466	50,600	0	0	0	0	0	0	0	0	0	0	0	70,466	50,600	
410480 - Rebates	0	0	243,997	126,000	0	0	0	0	0	0	0	0	8,953	15,750	0	252,949	141,750	
Total Other Event Revenue	0	0	314,463	176,600	0	0	0	0	0	0	0	0	8,953	15,750	0	323,415	192,350	
Insurance Revenue	156,400	147,700	0	0	0	0	0	0	0	0	0	0	0	0	0	156,400	147,700	
International Programs Fee Revenue																		
International Registration Fees	0	0	0	0	0	0	0	0	0	0	0	94,186	62,237	0	94,186	62,237		
International Licensing Fee Revenue	0	0	0	0	0	0	0	0	0	0	0	47,677	34,540	0	47,678	34,540		
USFA- Other International Program Revenue	0	0	0	0	0	0	0	0	0	0	0	7,425	0	0	7,425	0		
Cadre to World Cup Fee	0	0	0	0	0	0	0	0	0	0	0	164,850	150,000	0	164,850	150,000		
Total International Programs Fee Revenue	0	0	0	0	0	0	0	0	0	0	0	314,138	246,777	0	314,139	246,777		
USFA-Marketing Revenue																		
Magazine Revenue	0	0	0	14,431	13,200	0	0	0	0	0	0	0	0	0	0	14,430	13,200	
Marketing Revenue	259	0	0	10,433	14,850	0	0	0	0	(520)	0	19,257	0	0	0	29,430	14,850	
Total Marketing Revenue	259	0	0	24,864	28,050	0	0	0	0	(520)	0	19,257	0	0	0	43,860	28,050	
Development Revenue	23,578	31,500	0	1,500	0	0	0	0	0	29,023	15,000	11,143	0	0	0	65,243	46,500	
Royalties & Partnerships Revenue	0	0	0	79,725	94,800	0	0	0	0	0	0	0	0	0	0	79,725	94,800	
Sponsorship Revenue																		
410410 - Sponsorship revenue	0	0	3,064	60,000	90,000	0	0	0	0	0	0	28,000	31,250	0	91,064	121,250		
410449 - VIK - Merchandise	0	0	0	34,361	106,555	0	0	0	0	0	0	0	0	0	34,362	106,555		
410494 - VIK - Apparel	0	0	0	30,000	30,000	0	0	0	0	0	0	0	0	0	30,000	30,000		
410495 - VIK - Tournament Equipment	0	0	0	646,000	646,000	0	0	0	0	0	0	0	0	0	646,000	646,000		
410496 - VIK - Medical Services	0	0	0	0	12,000	0	0	0	0	0	0	0	0	0	0	12,000	0	
410497 - VIK - Services	0	0	0	0	0	0	0	208,387	0	0	0	0	0	0	208,387	0		
411000 - All-Academic Team	6,850	0	0	0	0	0	0	0	0	0	0	0	0	0	6,850	0		
411002 - Connor Porter Mem. Scholarship	(1,419)	0	0	0	0	0	0	0	0	0	0	0	0	0	(1,420)	0		
Total Sponsorship Revenue	5,431	0	3,064	770,361	884,555	0	0	208,387	0	0	0	28,000	31,250	0	1,015,243	915,805		
USOC Funding																		
410492 - VIK - Airline Tickets	0	0	121,777	51,000	3,426	4,200	6,858	4,800	2,622	0	25,268	0	82,243	54,000	0	242,194	114,000	
410700 - USOC Grants	0	0	0	0	0	0	0	0	0	0	0	15,000	63,000	0	15,000	63,000		
410710 - Base Funding	0	0	0	0	0	0	0	0	0	0	0	825,187	741,000	0	825,187	741,000		
410760 - Wheelchair Funding	0	0	0	0	0	0	0	0	0	0	0	30,000	39,000	0	30,000	39,000		
Total USOC Funding	0	0	121,777	51,000	3,426	4,200	6,858	4,800	2,622	0	25,268	0	952,430	897,000	0	1,112,381	957,000	
USFF Grant	0	0	0	63,925	65,000	0	0	0	0	0	0	0	0	0	0	63,925	65,000	
Other Income																		
410031 - Club Banner	1,480	3,000	0	0	0	0	0	0	0	0	0	0	0	0	1,480	3,000		
410110 - Hall of Fame Tickets	0	0	0	0	0	0	0	0	0	1,800	0	0	0	0	1,800	0		
410140 - Ticket Sales	0	0	0	0	0	0	0	0	0	0	0	0	3,000	0	0	3,000		
410150 - FOC Exam	0	0	0	0	0	0	0	0	0	10,325	6,000	0	0	0	10,325	6,000		
410910 - NOC/ROC	0	0	19,380	20,400	0	0	0	0	0	0	0	0	0	0	19,380	20,400		
410920 - Regional Youth Circuit	0	0	12,491	9,000	0	0	0	0	0	0	0	0	0	0	12,491	9,000		
410930 - Super Youth Circuit	0	0	26,935	22,800	0	0	0	0	0	0	0	0	0	0	26,935	22,800		
410620 - Interest Earned	0	0	5,886	0	0	0	0	0	573	0	0	0	0	0	6,459	0		
410651 - Prior Year Income	0	0	12,498	0	110	0	0	0	50	0	0	0	0	0	12,659	0		
410600 - Miscellaneous Revenue- Other	8,629	0	3,664	0	0	0	500	0	5,103	0	2,470	0	(7,252)	0	13,114	0		

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	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Working Budget	Actual	Working Budget	
Total Other Income	10,109	3,000	80,854	52,200	110	0	500	0	5,726	0	14,595	6,000	(7,252)	3,000	0	104,643	64,200	
Total USFA- Total Income	1,700,636	1,736,130	3,376,087	3,263,325	943,911	1,076,605	7,358	4,800	216,735	0	68,366	21,000	1,326,661	1,193,777	0	7,639,754	7,295,637	
USFA- Total Expenses																		
Operating Expenses																		
500120 - Depreciation- Furn, Fix, Bldg	0	0	0	0	0	0	0	0	47,507	45,183	0	0	0	0	0	47,507	45,183	
500440 - Phone	0	1,705	2,646	2,200	1,697	7,700	318	2,200	18,772	17,334	845	3,025	6,161	2,200	0	30,439	36,364	
500460 - Postage and Shipping	1,936	0	5,981	1,500	815	0	24	0	4,436	5,400	280	0	5,070	0	0	18,540	6,900	
500480 - Printing	32,066	44,650	937	0	22,590	35,000	70	0	260	2,100	140	0	751	2,500	0	56,815	84,250	
500060 - Bad debt expense	0	0	4,146	0	0	0	0	0	0	0	0	0	0	0	0	4,146	0	
500140 - Equipment/Copier	0	0	0	0	0	0	0	0	1,719	11,685	0	0	1,016	0	0	2,736	11,685	
500142 - Leased equipment	0	0	0	0	0	0	0	0	11,589	0	0	0	0	0	0	11,589	0	
Total Operating Expenses	34,002	46,355	13,710	3,700	25,102	42,700	412	2,200	84,283	81,702	1,265	3,025	12,998	4,700	0	171,772	184,382	
USFA- Compensation Expense	116,416	122,092	187,505	182,901	76,118	74,919	156,101	149,866	162,767	160,393	0	0	183,265	179,052	0	882,171	869,223	
USFA- Insurance Expense																		
Athlete Accident Insurance Expense	27,917	27,600	0	0	0	0	0	0	0	0	0	0	0	0	0	27,917	27,600	
General Liability Insurance expense	169,372	153,600	0	0	0	0	0	0	0	0	0	0	0	0	0	169,372	153,600	
Other Insurance expense	0	9,360	475	0	0	0	0	0	16,189	13,656	0	0	2,586	1,020	0	19,250	24,036	
Total USFA- Insurance Expense	197,289	190,560	475	0	0	0	0	0	16,189	13,656	0	0	2,586	1,020	0	216,539	205,236	
Rent Expense	0	0	8,514	10,200	0	0	0	0	35,908	46,104	0	0	210	0	0	44,633	56,304	
Administration Fees																		
Data Center & Software	82,152	82,152	43,401	43,401	0	0	0	0	0	0	0	0	29,451	29,451	0	155,004	155,004	
Paypal & bank fees	0	0	893	0	35	0	0	0	155,250	154,850	339	0	918	0	0	157,434	154,850	
Background Checks	59,117	30,400	21	0	0	0	0	0	390	0	0	0	10	0	0	59,539	30,400	
Company Software	0	0	17,814	0	0	0	0	0	8,484	10,571	6	0	808	0	0	27,152	10,571	
Total Administration Fees	141,269	112,552	62,129	43,401	35	0	40	0	164,124	165,421	345	0	31,187	29,451	0	399,129	350,825	
Event Expense																		
500160 - Freight	0	0	90,547	98,000	0	0	0	0	0	0	0	0	7,431	4,600	0	97,978	102,600	
500549 - Venue Rental	0	0	117,859	109,000	0	0	0	0	0	0	0	0	43,200	20,000	0	161,058	129,000	
500550 - Venue Decorator	0	0	154,536	134,060	0	0	0	0	0	0	0	0	7,593	2,500	0	162,129	136,560	
500552 - Venue Security	0	0	20,732	47,760	0	0	0	0	0	0	0	0	0	5,000	0	20,732	52,760	
500553 - Venue Electric	0	0	36,981	29,000	0	0	0	0	0	0	0	0	0	0	0	36,981	29,000	
500554 - Venue Catering	2,052	0	270,886	255,500	0	0	0	0	0	0	505	0	7,027	12,000	0	280,472	267,500	
500555 - Local Organizing Committee	0	0	1,700	4,000	0	0	0	0	0	0	0	0	1,000	1,000	0	2,700	5,000	
500556 - Venue - Copier	0	0	498	5,400	0	0	0	0	0	0	0	0	0	0	0	498	5,400	
500557 - Venue- EMT	0	0	30,477	22,800	0	0	0	0	0	0	0	0	0	0	0	30,476	22,800	
500558 - Venue - Phone/AV/Internet	0	0	42,340	45,470	1,126	0	0	0	0	0	2,916	0	4,285	7,500	0	50,666	52,970	
500559 - Production/Staging	0	0	25,815	14,015	0	0	0	0	0	0	0	0	1,417	0	0	27,232	14,015	
500620 - Trophies & Medals	342	0	17,581	16,000	0	0	0	0	0	0	1,036	0	3,115	7,000	0	22,074	23,000	
Total Event Expense	2,394	0	809,952	781,005	1,126	0	0	0	0	0	4,457	0	75,068	59,600	0	892,996	840,605	
Professional Services Expense																		
500106 - Audit fees	0	0	0	0	0	0	0	0	7,550	7,500	0	0	0	0	0	7,550	7,500	
500107 - Tax return fees	0	0	0	0	0	0	0	0	2,500	2,500	0	0	0	0	0	2,500	2,500	
500108 - Legal fees	0	0	0	0	0	0	0	0	232	2,400	0	0	0	0	0	232	2,400	
500562 - Contract labor	0	0	51,574	49,925	0	12,500	671	10,706	23,105	30,000	1,080	0	61,363	53,000	3,750	137,795	159,881	
500564 - Non 1099 Payments	0	0	0	0	0	0	0	2,000	588	0	0	0	0	0	0	588	2,000	
500756 - Professional Service Fees	0	0	0	0	0	4,750	0	0	0	0	8,045	0	0	0	0	8,045	4,750	
500780 - Consulting Fees	0	0	0	20,000	22,500	11,300	11,000	11,000	0	3,000	38,225	38,225	0	0	0	69,525	74,725	
Total Professional Services Expense	0	0	51,574	49,925	20,000	39,750	11,971	23,706	33,975	45,400	47,350	38,225	61,363	53,000	3,750	226,235	253,766	
Travel Expense																		
500020 - Air	0	0	200,780	287,630	27	2,000	2,040	4,560	1,393	4,400	29,609	24,880	566,518	538,515	0	800,366	861,985	
500021 - VIK - Air	0	0	121,777	0	3,426	4,200	5,752	4,800	1,666	0	23,674	0	140,259	54,000	0	296,555	63,000	
500200 - Ground Transportation	0	0	94,587	66,800	1,879	500	1,263	1,140	457	0	3,677	5,022	42,550	67,150	0	144,412	140,612	
500240 - Hotel	0	0	385,910	343,500	1,284	2,500	201	8,340	1,172	3,200	22,597	20,853	304,877	288,590	0	716,041	666,983	
Total Travel Expense	0	0	803,054	697,930	6,616	9,200	9,256	18,840	4,688	7,600	79,557	50,755	1,054,204	948,255	0	1,957,374	1,732,580	
Per Diem & Honorarium	0	0	434,907	420,480	150	0	0	0	0	0	700	0	186,300	147,995	0	622,058	568,475	
International Programs Expense																		

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	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Actual	Working Budget	Working Budget	Actual	Working Budget	
Direct Athlete Support	0	0	0	0	0	0	0	0	0	0	0	0	166,000	168,000	0	166,000	168,000	
International License Expense	0	0	0	0	0	0	0	0	0	0	0	0	17,998	14,800	0	17,998	14,800	
Coaches Salaries	0	0	0	0	0	0	0	0	0	0	0	0	256,697	240,000	0	256,697	240,000	
International Programs Other	0	0	0	0	0	0	0	0	0	0	0	0	40,038	90,050	0	40,038	90,050	
Total International Programs Expense	0	0	0	0	0	0	0	0	0	0	0	0	480,733	512,850	0	480,733	512,850	
Marketing Expense																		
Magazine Expense	3	0	0	0	38,043	37,780	0	0	0	0	0	0	25	0	0	38,071	37,780	
Marketing Expense	0	0	2,172	0	6,555	11,872	0	0	337	0	0	0	29,195	44,510	0	38,259	56,382	
Website Expense	0	0	0	0	24,000	26,000	0	0	0	0	0	0	0	0	0	24,000	26,000	
Broadcasting	0	0	0	0	19,000	20,000	0	0	0	0	0	0	0	0	0	19,000	20,000	
Total Marketing Expense Group	3	0	2,172	0	87,598	95,652	0	0	337	0	0	0	29,220	44,510	0	119,330	140,162	
Development Expense	957	800	0	0	0	0	0	0	0	0	0	0	0	0	0	956	800	
Division Rebates	49,110	49,021	0	0	0	0	0	0	0	0	0	0	0	0	0	49,110	49,021	
Sponsorship Expense																		
500650 - VIK- Tournament Equipment expense	0	0	0	0	646,000	646,000	0	0	0	0	0	0	0	0	0	646,000	646,000	
500651 - VIK- Apparel expense	0	0	0	0	30,000	30,000	0	0	0	0	0	0	0	0	0	30,000	30,000	
500652 - VIK- Merchandise expense	0	0	0	0	34,362	106,555	0	0	0	0	0	0	0	0	0	34,362	106,555	
500653 - VIK- Medical Services expense	0	0	0	0	0	12,000	0	0	0	0	0	0	0	0	0	0	12,000	
500760 - Sponsorship Fulfillment	0	0	0	0	10,000	10,000	0	0	0	0	0	0	0	0	0	10,000	10,000	
500761 - Scholarship Expense	580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	580	0	
500654 - VIK- Services	0	0	0	0	0	0	0	0	208,387	0	0	0	0	0	0	208,387	0	
Total Sponsorship Expense	580	0	0	0	720,362	804,555	0	0	208,387	0	0	0	0	0	0	929,329	804,555	
Other Expenses																		
500130 - Dues and Fees - Other	0	0	420	0	420	0	0	240	0	29	10,075	39,886	13,900	0	0	40,995	23,975	
500335 - Entertainment	0	0	0	0	0	2,844	0	0	0	0	0	0	0	0	0	0	2,844	
500340 - Meals	0	0	8,456	7,760	1,118	2,125	1,221	4,560	3,977	2,900	14,885	8,158	34,983	12,200	0	64,639	37,703	
500600 - Supply	357	0	18,740	4,590	0	2,370	0	1,800	4,383	2,834	718	0	12,621	23,200	0	36,820	34,794	
500751 - Hall of Fame	0	0	0	0	0	712	0	0	0	0	5,669	2,500	0	0	0	5,669	3,212	
500292 - Chase LOC Interest	0	0	0	0	0	0	0	2,337	2,556	0	0	0	0	0	0	2,338	2,556	
500290 - Interest Expense - Other	0	0	42	0	0	0	0	0	0	504	0	0	0	0	0	42	504	
500430 - Prior Year Adjustments	0	0	3,917	0	(4,246)	0	346	0	385	0	0	0	6,522	0	0	6,924	0	
500360 - Miscellaneous	70	0	2,880	0	363	0	97	0	38,717	0	1,070	475	9,214	12,520	0	52,409	12,995	
500800 - Dues/Memberships/Subscriptions	160	0	700	0	1,000	0	1,159	0	817	2,280	721	0	2,853	0	0	7,411	2,280	
Total Other Expenses	587	0	35,155	12,350	(1,345)	8,051	2,823	6,360	50,856	11,074	23,092	21,208	106,079	61,820	0	217,247	120,863	
Total USFA- Total Expenses	542,607	521,380	2,409,147	2,201,892	935,762	1,074,827	180,603	200,972	761,514	531,350	156,766	113,213	2,223,213	2,042,253	3,750	7,209,612	6,689,637	
Total USFA- Net Income	1,158,029	1,214,750	966,940	1,061,433	8,149	1,778	(173,245)	(196,172)	(544,779)	(531,350)	(88,400)	(92,213)	(896,552)	(848,476)	(3,750)	430,142	606,000	