

USAFencing - USFA- Budget to Actual Monthly- year to date

As of October 31, 2014

As of Date:

10/31/2014

USFA- Budget vs Actual (2)

	Month Ending		Year To Date		
	10/31/2014		10/31/2014		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	123,690	152,845	866,742	832,985	33,757
Non-Competitive Membership Revenue	14,025	19,200	47,700	81,600	(33,900)
Supporting Membership Revenue	635	1,000	6,169	8,320	(2,151)
Professional Membership Revenue	15,845	12,000	196,256	228,000	(31,744)
Other Membership Revenue	2,550	4,500	29,500	29,500	0
Membership Revenue- Admin	50	925	60	2,575	(2,515)
Total Member Fees Revenue	156,795	190,470	1,146,427	1,182,980	(36,553)
National Registration Revenue	319,900	323,505	319,900	323,505	(3,605)
Bid Fee Revenue	100	300	2,160	400	1,760
Other Event Revenue					
410415 - Event vendors	7,400	7,300	7,400	7,300	100
410480 - Rebates	15,245	17,000	15,245	17,000	(1,755)
Total Other Event Revenue	22,645	24,300	22,645	24,300	(1,655)
Insurance Revenue	8,475	15,500	142,600	138,900	3,700
International Programs Fee Revenue					
International Registration Fees	32,092	22,900	53,209	35,900	17,309
International Licensing Fee Revenue	3,820	2,785	28,050	28,185	(135)
USFA- Other International Program Revenue	0	0	10,190	0	10,190
Cadre to World Cup Fee	27,750	9,000	115,550	97,000	18,550
Total International Programs Fee Revenue	63,662	34,685	206,999	161,085	45,914
USFA-Marketing Revenue					
Magazine Revenue	240	100	1,375	3,100	(1,725)
Marketing Revenue	1,617	0	28,910	1,600	27,310
Total Marketing Revenue	1,857	100	30,285	4,700	25,585
Development Revenue	1,911	6,000	10,862	11,000	(138)
Royalties & Partnerships Revenue	17,839	16,500	22,747	21,300	1,447
Sponsorship Revenue					
410410 - Sponsorship revenue	0	20,000	0	20,000	(20,000)
410495 - VIK - Tournament Equipment	102,300	102,300	102,300	102,300	0
Total Sponsorship Revenue	102,300	122,300	102,300	122,300	(20,000)
USOC Funding					
410492 - VIK - Airline Tickets	0	5,000	0	5,000	(5,000)
410700 - Grants	0	5,000	0	5,000	(5,000)
Total USOC Funding	0	10,000	0	10,000	(10,000)
USFF Grant	67,690	65,000	67,690	65,000	2,690
Other Income					
410031 - Club Banner	190	500	680	1,500	(820)
410140 - Ticket Sales	0	3,000	0	3,000	(3,000)
410150 - FOC Exam	950	400	4,250	1,200	3,050
410910 - NOC/ROC	1,490	3,000	3,965	5,500	(1,535)
410920 - Regional Youth Circuit	1,446	1,000	2,424	1,500	924
410930 - Super Youth Circuit	6,110	3,800	8,975	6,300	2,675
410940 - Regional Jr/Cadet Circuit	505	0	505	0	505
410620 - Interest Earned	716	0	2,373	0	2,373
410651 - Prior Year Income	0	0	276	0	276
410600 - Miscellaneous Revenue- Other	4,551	0	14,339	0	14,339
Total Other Income	15,958	11,700	37,787	19,000	18,787
Total USFA- Total Income	779,132	820,360	2,112,402	2,084,470	27,932
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	1,875	2,450	6,673	7,335	(663)
500460 - Postage and Shipping	6,896	950	9,857	2,550	7,308
500480 - Printing	12,695	15,642	14,007	23,925	(9,918)
500140 - Equipment/Copier	89	500	268	700	(432)
500142 - Leased equipment	1,521	550	5,162	1,650	3,512
Total Operating Expenses	23,076	20,092	35,967	36,160	(193)
USFA- Compensation Expense	105,886	100,358	233,529	222,256	11,272
USFA- Insurance Expense					
Athlete Accident Insurance Expense	17,666	2,369	22,066	7,107	14,959
General Liability Insurance expense	14,540	13,184	43,619	39,552	4,068

Other Insurance expense	1,800	1,595	2,468	4,785	(2,318)
Total USFA- Insurance Expense	34,006	17,148	68,153	51,444	16,709
Rent Expense	4,185	3,383	9,449	10,149	(700)
Administration Fees					
Data Center & Software	12,917	12,919	38,751	38,754	(3)
Paypal & bank fees	16,375	11,300	65,878	60,500	5,378
Background Checks	605	5,000	15,491	30,000	(14,509)
Company Software	8,011	2,250	17,433	10,850	6,584
Total Administration Fees	37,908	31,469	137,553	140,104	(2,550)
Event Expense					
500160 - Freight	21,977	11,600	21,977	11,600	10,376
500549 - Venue Rental	1,000	16,000	1,000	16,000	(15,000)
500550 - Venue Decorator	14,457	27,000	14,457	27,000	(12,543)
500552 - Venue Security	765	2,500	765	2,500	(1,735)
500553 - Venue Electric	0	4,000	0	4,000	(4,000)
500554 - Venue Catering	22,080	41,000	22,080	41,000	(18,920)
500555 - Local Organizing Committee	500	500	500	500	0
500557 - Venue- EMT	2,962	3,000	2,962	3,000	(37)
500558 - Venue - Phone/AV/Internet	0	9,000	0	10,000	(10,000)
500559 - Production/Staging	55,800	600	55,800	600	55,200
500620 - Trophies & Medals	3,438	5,000	3,438	5,000	(1,563)
Total Event Expense	122,979	120,200	122,979	121,200	1,778
Professional Services Expense					
500106 - Audit fees	2,500	0	2,500	0	2,500
500562 - Contract labor	15,607	11,880	29,833	28,880	954
500564 - Non 1099 Payments	0	2,000	98	2,000	(1,902)
500756 - Professional Service Fees	0	0	0	500	(500)
500780 - Consulting Fees	0	1,000	2,200	7,700	(5,500)
Total Professional Services Expense	18,107	14,880	34,631	39,080	(4,448)
Travel Expense					
500020 - Air	111,416	88,741	200,043	133,491	66,551
500021 - VIK - Air	0	5,000	0	5,000	(5,000)
500022 - Baggage Fees	1,370	3,749	1,371	3,749	(2,378)
500200 - Ground Transportation	11,403	15,707	14,732	18,790	(4,058)
500240 - Hotel	81,136	82,047	99,457	97,522	1,936
Total Travel Expense	205,325	195,244	315,603	258,552	57,051
Per Diem & Honorarium	69,555	72,900	85,975	82,020	3,954
International Programs Expense					
Direct Athlete Support	0	40,100	0	40,100	(40,100)
International License Expense	2,528	308	15,997	12,628	3,369
Coaches Salaries	21,833	28,333	65,499	84,999	(19,500)
International Programs Other	1,196	4,950	10,891	5,400	5,492
Total International Programs Expense	25,557	73,691	92,387	143,127	(50,739)
Marketing Expense					
Magazine Expense	0	0	4,838	3,000	1,838
Marketing Expense	781	4,100	6,880	5,100	1,780
Website Expense	0	1,000	0	1,000	(1,000)
Broadcasting	0	17,000	0	17,000	(17,000)
Total Marketing Expense Group	781	22,100	11,718	26,100	(14,382)
Division Rebates	0	0	6	0	6
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	102,300	102,300	102,300	102,300	0
Total Sponsorship Expense	102,300	102,300	102,300	102,300	0
Other Expenses					
500130 - Dues and Fees - Other	5,975	15,200	14,813	24,300	(9,488)
500335 - Entertainment	0	500	0	500	(500)
500340 - Meals	3,679	3,798	11,136	10,055	1,081
500600 - Supply	2,928	4,545	6,994	6,335	659
500751 - Hall of Fame	0	0	13	0	13
500292 - Chase LOC Interest	154	210	486	630	(144)
500290 - Interest Expense - Other	0	50	0	150	(150)
500430 - Prior Year Adjustments	0	0	70	0	70
500360 - Miscellaneous	897	250	2,308	750	1,559
500799 - Employee Development	0	550	0	1,050	(1,050)
500800 - Dues/Memberships/Subscriptions	20	120	1,963	540	1,422
Total Other Expenses	13,653	25,223	37,783	44,310	(6,528)
Total USFA- Total Expenses	763,318	798,988	1,288,033	1,276,802	11,230
Total USFA- Net Income	15,814	21,372	824,369	807,668	16,702

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