

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

As of November 30, 2014

As of Date:

USFA- Budget vs Actual (2)

	Month Ending		Year To Date		
	11/30/2014		11/30/2014		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	74,210	109,810	932,814	942,795	(9,981)
Non-Competitive Membership Revenue	8,040	9,600	63,878	91,200	(27,322)
Supporting Membership Revenue	330	1,000	6,499	9,320	(2,821)
Professional Membership Revenue	5,710	4,500	201,966	232,500	(30,534)
Other Membership Revenue	900	1,000	30,400	30,500	(100)
Membership Revenue- Admin	10	925	70	3,500	(3,430)
<b>Total Member Fees Revenue</b>	<b>89,200</b>	<b>126,835</b>	<b>1,235,627</b>	<b>1,309,815</b>	<b>(74,188)</b>
National Registration Revenue	370,760	323,780	690,660	647,285	43,375
Bid Fee Revenue	60	100	2,220	500	1,720
Other Event Revenue					
410415 - Event vendors	5,100	9,000	12,500	16,300	(3,800)
410480 - Rebates	42,495	7,300	57,740	24,300	33,440
<b>Total Other Event Revenue</b>	<b>47,595</b>	<b>16,300</b>	<b>70,240</b>	<b>40,600</b>	<b>29,640</b>
Insurance Revenue	3,850	3,950	146,450	142,850	3,600
International Programs Fee Revenue					
International Registration Fees	5,630	3,000	58,839	38,900	19,939
International Licensing Fee Revenue	2,590	2,785	30,640	30,970	(330)
USFA- Other International Program Revenue	0	0	10,190	3,400	6,790
Cadre to World Cup Fee	21,000	7,500	136,550	104,500	32,050
<b>Total International Programs Fee Revenue</b>	<b>29,220</b>	<b>13,285</b>	<b>236,219</b>	<b>177,770</b>	<b>58,449</b>
USFA-Marketing Revenue					
Magazine Revenue	75	100	1,450	3,200	(1,750)
Marketing Revenue	5,112	0	34,022	1,600	32,422
<b>Total Marketing Revenue</b>	<b>5,187</b>	<b>100</b>	<b>35,472</b>	<b>4,800</b>	<b>30,672</b>
Development Revenue	1,682	7,000	12,544	18,000	(5,456)
Royalties & Partnerships Revenue	268	0	23,016	21,300	1,716
Sponsorship Revenue					
410410 - Sponsorship revenue	25,000	25,000	25,000	45,000	(20,000)
410495 - VIK - Tournament Equipment	80,300	80,300	182,600	182,600	0
<b>Total Sponsorship Revenue</b>	<b>105,300</b>	<b>105,300</b>	<b>207,600</b>	<b>227,600</b>	<b>(20,000)</b>
USOC Funding					
410492 - VIK - Airline Tickets	0	0	0	5,000	(5,000)
410700 - Grants	15,000	0	15,000	5,000	10,000
<b>Total USOC Funding</b>	<b>15,000</b>	<b>0</b>	<b>15,000</b>	<b>10,000</b>	<b>5,000</b>
USFF Grant	0	0	67,690	65,000	2,690
Other Income					
410031 - Club Banner	40	500	720	2,000	(1,280)
410140 - Ticket Sales	0	0	0	3,000	(3,000)
410150 - FOC Exam	250	400	4,500	1,600	2,900
410910 - NOC/ROC	3,005	3,500	6,970	9,000	(2,030)
410920 - Regional Youth Circuit	1,994	1,500	4,418	3,000	1,418
410930 - Super Youth Circuit	0	2,000	8,975	8,300	675
410940 - Regional Jr/Cadet Circuit	3,150	0	3,655	0	3,655
410620 - Interest Earned	104	0	2,477	0	2,477
410651 - Prior Year Income	2,494	0	2,771	0	2,771
410600 - Miscellaneous Revenue- Other	1,776	0	16,114	0	16,114
<b>Total Other Income</b>	<b>12,813</b>	<b>7,900</b>	<b>50,600</b>	<b>26,900</b>	<b>23,700</b>
<b>Total USFA- Total Income</b>	<b>680,935</b>	<b>604,550</b>	<b>2,793,338</b>	<b>2,692,420</b>	<b>100,918</b>
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	1,781	2,450	8,454	9,785	(1,330)
500460 - Postage and Shipping	1,189	1,200	11,046	3,750	7,296
500480 - Printing	1,058	3,142	15,065	27,067	(12,002)
500140 - Equipment/Copier	89	100	357	800	(443)
500142 - Leased equipment	1,062	550	6,224	2,200	4,025
<b>Total Operating Expenses</b>	<b>5,179</b>	<b>7,442</b>	<b>41,146</b>	<b>43,602</b>	<b>(2,454)</b>
USFA- Compensation Expense	71,188	72,523	304,717	294,779	9,937
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,200	2,369	24,266	9,476	14,790
General Liability Insurance expense	14,540	13,184	58,159	52,736	5,423

Other Insurance expense	333	1,595	2,801	6,380	(3,579)
Total USFA- Insurance Expense	<u>17,073</u>	<u>17,148</u>	<u>85,226</u>	<u>68,592</u>	<u>16,634</u>
Rent Expense	3,344	3,383	12,793	13,532	(739)
Administration Fees					
Data Center & Software	12,917	12,920	51,668	51,674	(6)
Paypal & bank fees	11,052	8,600	76,929	69,100	7,829
Background Checks	10	2,000	17,274	32,000	(14,726)
Company Software	2,462	2,000	19,895	12,100	7,795
Total Administration Fees	<u>26,441</u>	<u>25,520</u>	<u>165,766</u>	<u>164,874</u>	<u>892</u>
Event Expense					
500160 - Freight	15,199	10,500	37,175	22,100	15,075
500549 - Venue Rental	30,100	25,000	31,100	41,000	(9,900)
500550 - Venue Decorator	16,458	18,000	30,915	45,000	(14,085)
500552 - Venue Security	238	2,000	1,004	4,500	(3,496)
500553 - Venue Electric	3,842	4,000	3,842	8,000	(4,158)
500554 - Venue Catering	23,867	25,000	45,947	66,000	(20,053)
500555 - Local Organizing Committee	0	0	500	500	0
500557 - Venue- EMT	1,305	3,000	4,268	6,000	(1,733)
500558 - Venue - Phone/AV/Internet	8,012	8,000	8,012	18,000	(9,987)
500559 - Production/Staging	0	600	55,800	1,200	54,600
500620 - Trophies & Medals	0	1,500	3,437	6,500	(3,063)
Total Event Expense	<u>99,021</u>	<u>97,600</u>	<u>222,000</u>	<u>218,800</u>	<u>3,200</u>
Professional Services Expense					
500106 - Audit fees	0	7,750	2,500	7,750	(5,250)
500562 - Contract labor	15,729	10,385	45,562	36,765	8,797
500564 - Non 1099 Payments	0	0	98	2,000	(1,902)
500756 - Professional Service Fees	0	500	0	1,000	(1,000)
500780 - Consulting Fees	0	1,000	2,200	5,700	(3,500)
Total Professional Services Expense	<u>15,729</u>	<u>19,635</u>	<u>50,360</u>	<u>53,215</u>	<u>(2,855)</u>
Travel Expense					
500020 - Air	52,934	96,325	252,977	227,336	25,641
500021 - VIK - Air	0	0	0	5,000	(5,000)
500022 - Baggage Fees	1,202	4,000	2,572	7,749	(5,177)
500200 - Ground Transportation	15,939	17,022	30,671	35,212	(4,541)
500240 - Hotel	38,634	47,617	140,522	148,739	(8,217)
Total Travel Expense	<u>108,709</u>	<u>164,964</u>	<u>426,742</u>	<u>424,036</u>	<u>2,706</u>
Per Diem & Honorarium	49,290	59,570	135,264	146,540	(11,275)
International Programs Expense					
Direct Athlete Support	50,000	59,700	50,000	72,700	(22,700)
International License Expense	1,335	308	17,333	12,936	4,396
Coaches Salaries	21,833	21,833	87,332	87,332	0
International Programs Other	2,079	9,245	12,970	14,645	(1,675)
Total International Programs Expense	<u>75,247</u>	<u>91,086</u>	<u>167,635</u>	<u>187,613</u>	<u>(19,979)</u>
Marketing Expense					
Magazine Expense	0	16,750	4,838	19,750	(14,912)
Marketing Expense	405	500	8,525	5,600	2,925
Website Expense	24,000	24,000	24,000	24,000	0
Broadcasting	12,000	0	12,000	17,000	(5,000)
Total Marketing Expense Group	<u>36,405</u>	<u>41,250</u>	<u>49,363</u>	<u>66,350</u>	<u>(16,987)</u>
Division Rebates	0	0	6	0	6
Sponsorship Expense					
500650 - VIK- Tournament Equipment expenses	80,300	80,300	182,600	182,600	0
Total Sponsorship Expense	<u>80,300</u>	<u>80,300</u>	<u>182,600</u>	<u>182,600</u>	<u>0</u>
Other Expenses					
500130 - Dues and Fees - Other	3,824	5,900	18,637	30,200	(11,563)
500335 - Entertainment	550	0	550	500	50
500340 - Meals	1,150	2,096	12,285	11,991	294
500600 - Supply	16,192	3,345	23,406	9,680	13,725
500751 - Hall of Fame	0	0	12	0	13
500292 - Chase LOC Interest	155	210	641	840	(199)
500290 - Interest Expense - Other	0	50	0	200	(200)
500430 - Prior Year Adjustments	3,001	0	3,072	0	3,072
500360 - Miscellaneous	151	345	2,459	1,095	1,364
500799 - Employee Development	0	250	0	1,300	(1,300)
500800 - Dues/Memberships/Subscriptions	334	120	2,297	660	1,636
Total Other Expenses	<u>25,357</u>	<u>12,316</u>	<u>63,359</u>	<u>56,466</u>	<u>6,892</u>
Total USFA- Total Expenses	<u>613,283</u>	<u>692,737</u>	<u>1,906,977</u>	<u>1,920,999</u>	<u>(14,022)</u>
Total USFA- Net Income	<u>67,652</u>	<u>(88,187)</u>	<u>886,361</u>	<u>771,421</u>	<u>114,941</u>