

USAFencing - USFA- Budget to Actual Monthly- year to date  
As of December 31, 2014

As of Date:

USFA- Budget vs Actual (2)

	Month Ending 12/31/2014		Year To Date 12/31/2014		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	52,770	99,440	985,584	1,042,235	(56,651)
Non-Competitive Membership Revenue	4,125	9,600	68,003	100,800	(32,797)
Supporting Membership Revenue	265	1,000	6,764	10,320	(3,556)
Professional Membership Revenue	2,395	2,000	204,361	234,500	(30,139)
Other Membership Revenue	950	500	31,350	31,000	350
Membership Revenue- Admin	7	925	77	4,425	(4,348)
<b>Total Member Fees Revenue</b>	<b>60,512</b>	<b>113,465</b>	<b>1,296,139</b>	<b>1,423,280</b>	<b>(127,141)</b>
National Registration Revenue	274,080	252,148	964,485	899,433	65,052
Bid Fee Revenue	20	100	2,240	600	1,640
Other Event Revenue					
410415 - Event vendors	5,800	9,000	18,300	25,300	(7,000)
410480 - Rebates	23,985	15,300	81,725	39,600	42,125
<b>Total Other Event Revenue</b>	<b>29,785</b>	<b>24,300</b>	<b>100,025</b>	<b>64,900</b>	<b>35,125</b>
Insurance Revenue	2,450	3,950	148,900	146,800	2,100
International Programs Fee Revenue					
International Registration Fees	52,714	43,500	111,553	82,400	29,153
International Licensing Fee Revenue	2,590	2,785	33,230	33,755	(525)
USFA- Other International Program Revenue	0	0	10,190	3,400	6,790
Cadre to World Cup Fee	26,500	24,500	163,050	129,000	34,050
<b>Total International Programs Fee Revenue</b>	<b>81,804</b>	<b>70,785</b>	<b>318,023</b>	<b>248,555</b>	<b>69,468</b>
USFA-Marketing Revenue					
Magazine Revenue	125	3,100	1,575	6,300	(4,725)
Marketing Revenue	8,142	1,600	42,164	3,200	38,964
<b>Total Marketing Revenue</b>	<b>8,267</b>	<b>4,700</b>	<b>43,739</b>	<b>9,500</b>	<b>34,239</b>
Development Revenue	9,514	6,000	22,059	24,000	(1,941)
Royalties & Partnerships Revenue	4,370	4,000	27,384	25,300	2,084
Sponsorship Revenue					
410410 - Sponsorship revenue	35,000	64,000	60,000	109,000	(49,000)
410449 - VIK - Merchandise	0	5,000	0	5,000	(5,000)
410495 - VIK - Tournament Equipment	102,300	102,300	284,900	284,900	0
<b>Total Sponsorship Revenue</b>	<b>137,300</b>	<b>171,300</b>	<b>344,900</b>	<b>398,900</b>	<b>(54,000)</b>
USOC Funding					
410492 - VIK - Airline Tickets	0	12,000	0	17,000	(17,000)
410700 - Grants	61,960	5,000	76,960	10,000	66,960
410710 - Base Funding	24,891	25,000	24,891	25,000	(109)
410760 - Wheelchair Funding	17,922	18,000	17,922	18,000	(78)
<b>Total USOC Funding</b>	<b>104,773</b>	<b>60,000</b>	<b>119,773</b>	<b>70,000</b>	<b>49,773</b>
USFF Grant	0	0	67,690	65,000	2,690
Other Income					
410031 - Club Banner	0	500	720	2,500	(1,780)
410140 - Ticket Sales	10,039	7,500	10,040	10,500	(460)
410150 - FOC Exam	1,100	0	5,600	1,600	4,000
410910 - NOC/ROC	1,665	1,200	8,635	10,200	(1,565)
410920 - Regional Youth Circuit	1,474	1,000	5,892	4,000	1,892

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410930 - Super Youth Circuit	7,910	4,850	16,885	13,150	3,735
410940 - Regional Jr/Cadet Circuit	270	0	3,925	0	3,925
410620 - Interest Earned	716	0	3,806	0	3,806
410651 - Prior Year Income	1,214	0	3,984	0	3,984
410600 - Miscellaneous Revenue- Other	6,437	2,000	22,551	2,000	20,551
Total Other Income	30,825	17,050	82,038	43,950	38,088
Total USFA- Total Income	743,700	727,798	3,537,395	3,420,218	117,177
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	2,352	2,450	11,047	12,235	(1,188)
500460 - Postage and Shipping	2,225	950	13,271	4,700	8,572
500480 - Printing	4,085	6,142	21,101	33,208	(12,107)
500140 - Equipment/Copier	89	100	446	900	(455)
500142 - Leased equipment	1,455	550	7,679	2,750	4,930
Total Operating Expenses	10,206	10,192	53,544	53,793	(248)
USFA- Compensation Expense	76,198	77,968	380,915	372,748	8,167
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,200	2,369	26,466	11,845	14,621
General Liability Insurance expense	14,540	13,184	72,700	65,920	6,779
Other Insurance expense	334	6,595	3,134	12,975	(9,841)
Total USFA- Insurance Expense	17,074	22,148	102,300	90,740	11,559
Rent Expense	2,439	2,472	15,232	16,004	(772)
Administration Fees					
Data Center & Software	12,917	12,921	64,585	64,595	(10)
Paypal & bank fees	15,473	11,600	92,403	80,700	11,703
Background Checks	14	2,000	17,287	34,000	(16,712)
Company Software	432	2,000	20,327	14,100	6,226
Total Administration Fees	28,836	28,521	194,602	193,395	1,207
Event Expense					
500160 - Freight	14,845	12,600	52,020	34,700	17,321
500549 - Venue Rental	43,803	80,000	74,903	121,000	(46,097)
500550 - Venue Decorator	17,489	53,050	49,079	98,050	(48,972)
500552 - Venue Security	4,375	4,500	6,138	9,000	(2,862)
500553 - Venue Electric	0	4,000	6,907	12,000	(5,093)
500554 - Venue Catering	94,713	41,700	140,660	107,700	32,961
500555 - Local Organizing Committee	0	1,000	500	1,500	(1,000)
500557 - Venue- EMT	3,250	1,500	7,518	7,500	17
500558 - Venue - Phone/AV/Internet	8,255	44,500	16,267	62,500	(46,232)
500559 - Production/Staging	10,470	35,060	67,230	36,260	30,970
500620 - Trophies & Medals	4,299	18,500	7,737	25,000	(17,264)
Total Event Expense	201,499	296,410	428,959	515,210	(86,251)
Professional Services Expense					
500106 - Audit fees	0	0	7,500	7,750	(250)
500562 - Contract labor	38,607	14,385	84,168	51,150	33,018
500564 - Non 1099 Payments	0	0	98	2,000	(1,902)
500756 - Professional Service Fees	0	0	0	1,000	(1,000)
500780 - Consulting Fees	0	0	2,200	5,700	(3,500)
Total Professional Services Expense	38,607	14,385	93,966	67,600	26,366

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Travel Expense					
500020 - Air	63,517	91,895	319,206	319,231	(24)
500021 - VIK - Air	0	12,000	0	17,000	(17,000)
500022 - Baggage Fees	1,490	3,000	4,062	10,749	(6,687)
500200 - Ground Transportation	25,084	28,887	56,916	64,099	(7,183)
500240 - Hotel	31,704	82,224	176,399	230,963	(54,564)
Total Travel Expense	121,795	218,006	556,583	642,042	(85,458)
Per Diem & Honorarium	68,380	79,330	205,614	225,870	(20,256)
International Programs Expense					
Direct Athlete Support	58,400	35,700	108,400	108,400	0
International License Expense	2,502	308	19,835	13,244	6,591
Coaches Salaries	21,833	21,833	109,165	109,165	0
International Programs Other	997	1,570	13,968	16,215	(2,247)
Total International Programs Expense	83,732	59,411	251,368	247,024	4,344
Marketing Expense					
Magazine Expense	2,600	3,250	17,373	23,000	(5,627)
Marketing Expense	4,297	2,500	15,743	8,100	7,643
Website Expense	0	0	24,000	24,000	0
Broadcasting	91,070	30,000	103,070	47,000	56,070
Total Marketing Expense Group	97,967	35,750	160,186	102,100	58,086
Division Rebates	33,044	15,000	33,050	15,000	18,050
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	102,300	102,300	284,900	284,900	0
500652 - VIK- Merchandise expense	0	5,000	0	5,000	(5,000)
Total Sponsorship Expense	102,300	107,300	284,900	289,900	(5,000)
Other Expenses					
500130 - Dues and Fees - Other	7,236	15,900	26,779	46,100	(19,321)
500335 - Entertainment	0	500	550	1,000	(450)
500340 - Meals	14,051	7,218	26,402	19,209	7,192
500600 - Supply	19,064	2,495	42,469	12,175	30,295
500751 - Hall of Fame	0	0	13	0	13
500292 - Chase LOC Interest	145	210	786	1,050	(264)
500290 - Interest Expense - Other	0	50	0	250	(250)
500430 - Prior Year Adjustments	475	0	3,547	0	3,547
500360 - Miscellaneous	2,144	1,000	4,623	2,095	2,527
500799 - Employee Development	2,500	250	2,500	1,550	950
500800 - Dues/Memberships/Subscriptions	1,324	425	3,620	1,085	2,535
Total Other Expenses	46,939	28,048	111,289	84,514	26,774
Total USFA- Total Expenses	929,016	994,941	2,872,508	2,915,940	(43,432)
Total USFA- Net Income	(185,316)	(267,143)	664,887	504,278	160,609