

USAFencing
USFA- Budget vs Actual (2)
As of June 30, 2016

As of Date:

06/30/2016

	Month Ending 06/30/2016		Year To Date 06/30/2016		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	4,427	4,100	1,174,752	1,277,380	(102,628)
Non-Competitive Membership Revenue	852	1,000	112,827	120,000	(7,173)
Supporting Membership Revenue	43	0	10,139	11,550	(1,411)
Professional Membership Revenue	788	500	262,612	283,150	(20,538)
Other Membership Revenue	50	100	34,750	34,500	250
Membership Revenue- Admin	10	0	1,308	150	1,158
Total Member Fees Revenue	6,170	5,700	1,596,388	1,726,730	(130,342)
National Registration Revenue	(146)	0	2,250,918	2,153,595	97,323
Bid Fee Revenue	241	600	11,000	6,500	4,500
Other Event Revenue					
410415 - Event vendors	0	0	49,276	47,000	2,276
410480 - Rebates	0	0	169,510	171,000	(1,490)
Total Other Event Revenue	0	0	218,786	218,000	786
Insurance Revenue	350	0	155,725	163,450	(7,725)
International Programs Fee Revenue					
International Registration Fees	0	0	135,522	112,400	23,122
International Licensing Fee Revenue	0	785	38,110	38,465	(355)
USFA- Other International Program Revenue	0	0	9,290	8,020	1,270
Cadre to World Cup Fee	0	0	176,280	144,000	32,280
Total International Programs Fee Revenue	0	785	359,202	302,885	56,317
USFA-Marketing Revenue					
Magazine Revenue	0	500	2,938	5,500	(2,562)
Marketing Revenue	(642)	2,200	55,404	15,200	40,204
Total Marketing Revenue	(642)	2,700	58,342	20,700	37,642
Development Revenue	6,178	6,666	141,254	138,626	2,628
Royalties & Partnerships Revenue	0	1,000	41,582	54,750	(13,168)
Sponsorship Revenue					
410410 - Sponsorship revenue	0	0	161,000	131,500	29,500
410495 - VIK - Tournament Equipment	0	0	579,600	579,600	0
411000 - All-Academic Team	0	0	11,900	0	11,900
411002 - Connor Porter Mem. Scholarship	4,000	0	4,000	0	4,000
Total Sponsorship Revenue	4,000	0	756,500	711,100	45,400
USOC Funding					
410492 - VIK - Airline Tickets	11,666	400	107,177	58,090	49,087
410700 - Grants	0	0	86,033	52,000	34,033
410710 - Base Funding	0	0	24,791	24,791	0
Total USOC Funding	11,666	400	218,001	134,881	83,120
USFF Grant	0	0	100,236	96,700	3,536
Other Income					
410031 - Club Banner	0	0	840	1,500	(660)
410110 - Hall of Fame Tickets	40	0	40	0	40
410140 - Ticket Sales	0	0	24,198	23,000	1,198

410150 - FOC Exam	825	0	15,076	6,000	9,076
410910 - NOC/ROC	0	0	31,940	20,400	11,540
410920 - Regional Youth Circuit	0	0	18,516	12,500	6,016
410930 - Super Youth Circuit	0	0	35,635	27,000	8,635
410940 - Regional Jr/Cadet Circuit	0	0	19,365	3,700	15,665
410620 - Interest Earned	18	0	2,627	0	2,627
410651 - Prior Year Income	0	0	12,635	0	12,635
410600 - Miscellaneous Revenue- Other	25	0	66,363	11,200	55,163
Total Other Income	908	0	227,235	105,300	121,935
Total USFA- Total Income	28,725	17,851	6,135,169	5,833,217	301,952

USFA- Total Expenses

Operating Expenses					
500440 - Phone	3,617	2,273	27,683	24,928	2,755
500460 - Postage and Shipping	1,537	3,081	29,577	26,540	3,036
500480 - Printing	3,266	3,545	33,725	55,000	(21,275)
500060 - Bad debt expense	0	0	11,110	0	11,110
500140 - Equipment/Copier	60	67	3,958	1,013	2,946
500142 - Leased equipment	807	488	8,626	5,359	3,266
Total Operating Expenses	9,287	9,454	114,679	112,840	1,838

USFA- Compensation Expense	66,566	69,831	837,298	829,836	7,462
USFA- Insurance Expense					
Athlete Accident Insurance Expense	2,890	2,890	31,790	31,790	0
General Liability Insurance expense	20,541	20,541	225,949	225,951	(2)
Other Insurance expense	9,451	350	26,160	6,550	19,610
Total USFA- Insurance Expense	32,882	23,781	283,899	264,291	19,608
Rent Expense	3,320	2,724	34,937	28,609	6,328
Administration Fees					
Data Center & Software	12,917	12,923	142,087	142,147	(60)
Paypal & bank fees	1,733	2,212	162,811	150,890	11,921
Background Checks	463	0	52,762	60,400	(7,638)
Company Software	1,433	1,275	48,671	37,125	11,546
Total Administration Fees	16,546	16,410	406,331	390,562	15,769

Event Expense					
500160 - Freight	8,680	0	109,634	103,130	6,504
500549 - Venue Rental	0	0	184,429	210,001	(25,572)
500550 - Venue Decorator	0	0	178,269	132,000	46,269
500552 - Venue Security	0	0	26,797	17,000	9,797
500553 - Venue Electric	0	0	42,174	28,000	14,174
500554 - Venue Catering	0	0	216,521	208,350	8,171
500555 - Local Organizing Committee	0	0	3,800	4,000	(200)
500557 - Venue- EMT	0	0	7,049	20,500	(13,451)
500558 - Venue - Phone/AV/Internet	0	1,000	47,559	56,844	(9,285)
500559 - Production/Staging	0	0	14,589	13,200	1,389
500620 - Trophies & Medals	1,074	425	18,109	17,667	442
Total Event Expense	9,754	1,425	848,930	810,692	38,238

Professional Services Expense					
500106 - Audit fees	0	0	10,975	7,950	3,025
500107 - Tax return fees	0	0	0	2,950	(2,950)
500108 - Legal fees	0	337	3,240	3,706	(466)
500562 - Contract labor	16,855	9,455	228,773	196,771	32,002
500756 - Professional Service Fees	0	500	450	7,000	(6,550)
500780 - Consulting Fees	2,530	6,610	18,419	62,186	(43,767)
Total Professional Services Expense	19,385	16,902	261,857	280,563	(18,706)

Travel Expense

500020 - Air	51,121	57,650	867,692	1,006,639	(138,946)
500021 - VIK - Air	11,666	400	106,825	58,080	48,744
500022 - Baggage Fees	746	3,000	10,771	13,300	(2,529)
500200 - Ground Transportation	17,200	4,932	181,020	112,052	68,969
500240 - Hotel	10,429	30,085	680,773	567,680	113,092
Total Travel Expense	<u>91,162</u>	<u>96,067</u>	<u>1,847,081</u>	<u>1,757,751</u>	<u>89,330</u>
Per Diem & Honorarium	28,776	26,880	561,259	527,940	33,319
International Programs Expense					
Direct Athlete Support	0	0	92,800	135,500	(42,700)
International License Expense	0	308	15,806	15,092	714
Coaches Salaries	17,800	23,300	208,944	246,300	(37,356)
International Programs Other	1,860	1,668	46,178	51,744	(5,566)
Total International Programs Expense	<u>19,660</u>	<u>25,276</u>	<u>363,728</u>	<u>448,636</u>	<u>(84,908)</u>
Marketing Expense					
Magazine Expense	0	750	11,937	45,750	(33,813)
Marketing Expense	3,371	2,000	67,477	61,514	5,963
Website Expense	0	1,208	24,000	29,788	(5,788)
Broadcasting	0	0	81,100	82,000	(900)
Total Marketing Expense Group	<u>3,371</u>	<u>3,958</u>	<u>184,514</u>	<u>219,052</u>	<u>(34,538)</u>
Division Rebates	0	0	42,870	45,000	(2,130)
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	0	0	579,600	579,600	0
Total Sponsorship Expense	<u>0</u>	<u>0</u>	<u>579,600</u>	<u>579,600</u>	<u>0</u>
Other Expenses					
500130 - Dues and Fees - Other	1,110	1,200	71,319	40,675	30,644
500335 - Entertainment	0	500	455	4,000	(3,545)
500340 - Meals	4,425	4,505	56,752	61,683	(4,931)
500600 - Supply	11,359	2,212	92,354	51,756	40,598
500751 - Hall of Fame	1,000	0	1,726	0	1,726
500292 - Chase LOC Interest	0	185	0	2,035	(2,035)
500290 - Interest Expense - Other	0	50	0	550	(550)
500430 - Prior Year Adjustments	0	0	11,169	0	11,169
500360 - Miscellaneous	6,037	255	34,956	27,235	7,721
500799 - Employee Development	0	250	692	3,250	(2,557)
500800 - Dues/Memberships/Subscriptions	130	120	5,273	2,803	2,469
Total Other Expenses	<u>24,061</u>	<u>9,277</u>	<u>274,696</u>	<u>193,987</u>	<u>80,709</u>
Total USFA- Total Expenses	<u>324,770</u>	<u>301,985</u>	<u>6,641,679</u>	<u>6,489,359</u>	<u>152,319</u>
Total USFA- Net Income	<u>(296,045)</u>	<u>(284,134)</u>	<u>(506,510)</u>	<u>(656,142)</u>	<u>149,632</u>

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