

USAFencing
USFA- Budget vs Actual
As of September 30, 2016

As of Date:

	Month Ending 09/30/2016		Year To Date 09/30/2016		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	199,285	181,000	815,612	787,000	28,612
Non-Competitive Membership Revenue	18,920	28,000	57,896	81,000	(23,104)
Supporting Membership Revenue	1,575	1,000	5,498	6,000	(503)
Professional Membership Revenue	42,175	36,000	228,542	230,000	(1,457)
Other Membership Revenue	7,890	7,000	26,102	30,500	(4,398)
Membership Revenue- Admin	500	0	750	0	750
Total Member Fees Revenue	<u>270,345</u>	<u>253,000</u>	<u>1,134,400</u>	<u>1,134,500</u>	<u>(100)</u>
Insurance Revenue	33,200	36,000	136,550	150,000	(13,450)
International Programs Fee Revenue					
International Registration Fees	3,780	15,000	20,430	22,000	(1,570)
International Licensing Fee Revenue	12,250	7,850	27,910	22,400	5,510
Cadre to World Cup Fee	15,500	64,250	118,000	92,750	25,250
Total International Programs Fee Revenue	<u>31,530</u>	<u>87,100</u>	<u>166,340</u>	<u>137,150</u>	<u>29,190</u>
USFA-Marketing Revenue					
Magazine Revenue	220	325	875	1,500	(625)
Marketing Revenue	10,927	1,200	20,353	1,400	18,953
Total Marketing Revenue	<u>11,147</u>	<u>1,525</u>	<u>21,228</u>	<u>2,900</u>	<u>18,328</u>
Development Revenue	10,117	6,415	18,220	24,815	(6,595)
Royalties & Partnerships Revenue	5,373	4,900	5,373	5,300	73
Sponsorship Revenue					
410410 - Sponsorship revenue	12,500	0	12,500	0	12,500
Total Sponsorship Revenue	<u>12,500</u>	<u>0</u>	<u>12,500</u>	<u>0</u>	<u>12,500</u>

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USOC Funding					
410492 - VIK - Airline Tickets	11,732	0	26,391	0	26,391
Total USOC Funding	11,732	0	26,391	0	26,391
Other Income					
410031 - Club Banner	(50)	200	100	400	(300)
410140 - Ticket Sales	2,495	1,125	86,428	86,375	53
410150 - FOC Exam	850	1,000	2,275	1,500	775
410910 - NOC/ROC	8,670	0	9,100	0	9,100
410920 - Regional Youth Circuit	2,176	800	2,842	800	2,042
410930 - Super Youth Circuit	5,055	2,500	6,835	2,500	4,335
410940 - Regional Jr/Cadet Circuit	7,045	1,000	7,475	1,500	5,975
410620 - Interest Earned	22	0	40	0	40
410600 - Miscellaneous Revenue- Other	519	125	1,607	250	1,357
Total Other Income	26,782	6,750	116,702	93,325	23,377
Total USFA- Total Income	412,726	395,690	1,637,704	1,547,990	89,714
USFA- Total Expenses					
Operating Expenses					
500440 - Phone	2,742	2,316	9,582	6,982	2,600
500460 - Postage and Shipping	3,705	2,924	7,615	9,673	(2,057)
500480 - Printing	1,783	7,840	10,846	10,630	215
500140 - Equipment/Copier	60	83	120	3,666	(3,546)
500142 - Leased equipment	738	669	1,297	1,338	(41)
Total Operating Expenses	9,028	13,832	29,460	32,289	(2,829)
USFA- Compensation Expense	109,649	88,980	166,208	178,906	(12,698)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,031	3,032	6,063	6,064	0
General Liability Insurance expense	20,577	20,576	41,153	41,152	0
Other Insurance expense	339	304	644	608	36
Total USFA- Insurance Expense	23,947	23,912	47,860	47,824	36
Rent Expense	3,936	3,464	7,872	6,948	924
Administration Fees					

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Data Center & Software	12,917	12,897	25,834	31,494	(5,660)
Paypal & bank fees	27,947	15,937	60,292	43,800	16,492
Background Checks	6,453	5,823	13,681	23,629	(9,948)
Company Software	1,431	2,770	13,524	18,040	(4,515)
Total Administration Fees	48,748	37,427	113,331	116,963	(3,631)
Event Expense					
500160 - Freight	1,267	0	4,637	0	4,636
500549 - Venue Rental	4,175	1,500	4,975	2,500	2,475
500552 - Venue Security	147	0	147	0	147
500554 - Venue Catering	2,203	500	8,813	500	8,313
500558 - Venue - Phone/AV/Internet	350	0	1,170	0	1,170
Total Event Expense	8,142	2,000	19,742	3,000	16,741
Professional Services Expense					
500562 - Contract labor	12,187	16,366	40,881	48,782	(7,901)
500780 - Consulting Fees	1,100	4,767	1,540	4,934	(3,394)
Total Professional Services Expense	13,287	21,133	42,421	53,716	(11,295)
Travel Expense					
500020 - Air	50,974	46,600	89,780	85,100	4,680
500021 - VIK - Air	11,733	0	26,391	0	26,391
500022 - Baggage Fees	142	0	1,520	0	1,520
500200 - Ground Transportation	4,023	2,766	10,723	4,732	5,991
500240 - Hotel	14,653	15,380	116,160	152,386	(36,225)
Total Travel Expense	81,525	64,746	244,574	242,218	2,357
Per Diem & Honorarium	5,700	14,640	12,630	19,640	(7,010)
International Programs Expense					
International License Expense	2,247	3,080	9,088	12,320	(3,233)
Coaches Salaries	24,600	25,500	49,200	51,000	(1,800)
International Programs Other	911	2,950	1,080	4,390	(3,310)
Total International Programs Expense	27,758	31,530	59,368	67,710	(8,343)

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Marketing Expense					
Magazine Expense	0	500	150	1,000	(850)
Marketing Expense	7,396	2,650	39,387	39,082	305
Website Expense	0	75	0	150	(150)
Total Marketing Expense Group	<u>7,396</u>	<u>3,225</u>	<u>39,537</u>	<u>40,232</u>	<u>(695)</u>
Sponsorship Expense					
500760 - Sponsorship Fulfillment	0	0	1,926	0	1,926
Total Sponsorship Expense	<u>0</u>	<u>0</u>	<u>1,926</u>	<u>0</u>	<u>1,926</u>
Other Expenses					
500130 - Dues and Fees - Other	686	4,200	1,697	5,450	(3,752)
500335 - Entertainment	0	2,500	0	3,900	(3,900)
500340 - Meals	10,421	3,919	17,945	8,787	9,157
500600 - Supply	6,241	4,265	25,830	21,210	4,619
500430 - Prior Year Adjustments	2,673	1,000	3,592	2,000	1,593
500360 - Miscellaneous	153	860	6,575	9,540	(2,966)
500799 - Employee Development	0	125	0	250	(250)
500800 - Dues/Memberships/Subscriptions	122	167	142	334	(192)
500810 - Tickets	59	0	116,188	84,000	32,189
Total Other Expenses	<u>20,355</u>	<u>17,036</u>	<u>171,969</u>	<u>135,471</u>	<u>36,498</u>
Total USFA- Total Expenses	<u>359,471</u>	<u>321,925</u>	<u>956,898</u>	<u>944,917</u>	<u>11,981</u>
Total USFA- Net Income	<u>53,255</u>	<u>73,765</u>	<u>680,806</u>	<u>603,073</u>	<u>77,733</u>

Created on: