

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

As of Date:

	Month Ending 11/30/2016		Year To Date 11/30/2016		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	71,687	89,000	994,944	1,007,000	(12,056)
Non-Competitive Membership Revenue	10,980	12,000	77,616	116,000	(38,384)
Supporting Membership Revenue	175	1,000	6,183	8,000	(1,818)
Professional Membership Revenue	7,300	12,000	256,387	266,000	(9,612)
Other Membership Revenue	1,650	3,000	32,852	37,500	(4,648)
Membership Revenue- Admin	530	0	1,790	0	1,790
Total Member Fees Revenue	92,322	117,000	1,369,772	1,434,500	(64,728)
National Registration Revenue	552,555	413,770	985,190	886,485	98,705
Other Event Revenue					
410415 - Event vendors	7,658	8,500	17,217	17,000	217
410480 - Rebates	34,725	35,000	61,425	55,000	6,425
Total Other Event Revenue	42,383	43,500	78,642	72,000	6,642
Insurance Revenue	7,200	10,000	167,825	180,000	(12,175)
International Programs Fee Revenue					
International Registration Fees	2,605	9,000	31,105	37,000	(5,895)
International Licensing Fee Revenue	8,470	2,785	36,560	30,970	5,590
Cadre to World Cup Fee	7,250	23,000	157,250	134,500	22,750
Total International Programs Fee Revenue	18,325	34,785	224,915	202,470	22,445
USFA-Marketing Revenue					
Magazine Revenue	0	325	1,035	2,150	(1,115)
Marketing Revenue	7,367	200	34,361	1,800	32,561
Total Marketing Revenue	7,367	525	35,396	3,950	31,446
Development Revenue	9,485	6,415	30,625	47,645	(17,020)
Royalties & Partnerships Revenue	5,932	4,900	17,313	15,100	2,213
Sponsorship Revenue					
410410 - Sponsorship revenue	34	0	12,561	12,500	61
410495 - VIK - Tournament Equipment	80,300	80,300	154,600	154,600	0
Total Sponsorship Revenue	80,334	80,300	167,161	167,100	61
USOC Funding					
410492 - VIK - Airline Tickets	10,380	10,379	50,578	50,577	1
410700 - Grants	4,000	0	4,000	0	4,000
410710 - Base Funding	78,302	78,302	78,302	78,302	0
Total USOC Funding	92,682	88,681	132,880	128,879	4,001
Other Income					
410031 - Club Banner	50	200	150	800	(650)
410140 - Ticket Sales	25	0	24,617	23,250	1,367

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410150 - FOC Exam	1,600	500	4,725	3,000	1,725
410910 - NOC/ROC	5,530	5,500	16,910	9,500	7,410
410920 - Regional Youth Circuit	834	3,000	6,870	5,800	1,070
410930 - Super Youth Circuit	9,860	2,000	17,270	9,500	7,770
410940 - Regional Jr/Cadet Circuit	3,025	500	15,295	6,000	9,295
410620 - Interest Earned	24	0	89	0	89
410600 - Miscellaneous Revenue- Other	2,570	3,625	21,306	4,000	17,306
Total Other Income	23,518	15,325	107,232	61,850	45,382
Total USFA- Total Income	932,103	815,201	3,316,951	3,199,979	116,972

USFA- Total Expenses

Operating Expenses

500440 - Phone	1,772	2,216	13,510	11,414	2,097
500460 - Postage and Shipping	1,886	2,399	15,336	16,421	(1,086)
500480 - Printing	3,790	2,990	20,375	18,660	1,716
500140 - Equipment/Copier	60	83	240	3,832	(3,592)
500142 - Leased equipment	503	669	2,383	2,676	(293)
Total Operating Expenses	8,011	8,357	51,844	53,003	(1,158)

USFA- Compensation Expense	82,593	92,595	327,922	406,779	(78,858)
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USFA- Insurance Expense

Athlete Accident Insurance Expense	3,032	3,032	12,126	12,127	0
General Liability Insurance expense	20,576	20,576	82,305	82,305	0
Other Insurance expense	475	304	1,423	1,216	207
Total USFA- Insurance Expense	24,083	23,912	95,854	95,648	207

Rent Expense	2,352	3,464	12,576	14,126	(1,550)
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Administration Fees

Data Center & Software	13,217	9,397	52,768	50,288	2,480
Paypal & bank fees	15,470	18,363	95,050	87,525	7,525
Background Checks	6,592	2,811	25,783	32,263	(6,480)
Company Software	3,340	4,020	28,870	36,080	(7,210)
Total Administration Fees	38,619	34,591	202,471	206,156	(3,685)

Event Expense

500160 - Freight	8,336	5,000	20,001	14,000	6,001
500549 - Venue Rental	12,300	12,300	37,275	36,300	975
500550 - Venue Decorator	19,406	18,000	58,324	32,000	26,325
500552 - Venue Security	5,554	800	8,338	4,800	3,537
500553 - Venue Electric	6,246	6,000	18,169	12,000	6,169
500554 - Venue Catering	37,101	27,420	76,474	55,090	21,384
500555 - Local Organizing Committee	0	0	500	1,800	(1,300)
500558 - Venue - Phone/AV/Internet	4,158	5,000	6,468	10,000	(3,531)
500559 - Production/Staging	1,026	0	1,026	0	1,026
500620 - Trophies & Medals	754	2,600	1,690	3,778	(2,089)
Total Event Expense	94,881	77,120	228,265	169,768	58,497

Professional Services Expense

500106 - Audit fees	5,000	5,000	8,000	8,000	0
500108 - Legal fees	834	0	834	0	834
500562 - Contract labor	26,377	20,616	88,063	87,964	99

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	11/30/2016		11/30/2016		
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500756 - Professional Service Fees	0	1,000	0	1,000	(1,000)
500780 - Consulting Fees	1,650	723	4,840	7,474	(2,634)
Total Professional Services Expense	33,861	27,339	101,737	104,438	(2,701)
Travel Expense					
500020 - Air	84,896	107,400	263,820	286,100	(22,280)
500021 - VIK - Air	10,380	1,500	50,578	1,900	48,678
500022 - Baggage Fees	815	1,000	3,845	2,050	1,795
500200 - Ground Transportation	17,658	11,316	45,814	27,964	17,850
500240 - Hotel	69,103	57,000	250,900	274,766	(23,866)
Total Travel Expense	182,852	178,216	614,957	592,780	22,177
Per Diem & Honorarium	83,263	76,740	176,490	187,390	(10,900)
International Programs Expense					
International License Expense	2,177	308	13,627	12,936	691
Coaches Salaries	20,100	25,500	89,400	102,000	(12,600)
International Programs Other	1,518	7,060	14,406	16,750	(2,344)
Total International Programs Expense	23,795	32,868	117,433	131,686	(14,253)
Marketing Expense					
Magazine Expense	0	1,500	150	3,000	(2,850)
Marketing Expense	2,699	1,000	47,919	45,582	2,337
Website Expense	24,000	24,075	24,000	24,300	(300)
Total Marketing Expense Group	26,699	26,575	72,069	72,882	(813)
Division Rebates	0	0	29,226	31,900	(2,674)
Sponsorship Expense					
500650 - VIK- Tournament Equipment expense	80,300	80,300	154,600	154,600	0
500760 - Sponsorship Fulfillment	0	0	1,926	0	1,926
500761 - Scholarship Expense	0	2,000	0	2,000	(2,000)
Total Sponsorship Expense	80,300	82,300	156,526	156,600	(74)
Other Expenses					
500130 - Dues and Fees - Other	2,737	3,000	6,199	11,680	(5,481)
500335 - Entertainment	0	0	0	6,400	(6,400)
500340 - Meals	2,131	1,718	23,309	14,849	8,460
500600 - Supply	3,808	1,890	33,539	26,165	7,373
500430 - Prior Year Adjustments	2,086	0	14,598	5,000	9,598
500360 - Miscellaneous	745	610	9,153	10,910	(1,756)
500799 - Employee Development	0	125	0	500	(500)
500800 - Dues/Memberships/Subscriptions	1,319	1,167	3,981	1,668	2,313
500810 - Tickets	0	0	20,403	19,750	653
500715 - Event Fee Refunds	8,865	8,770	17,080	16,985	95
Total Other Expenses	21,691	17,280	128,262	113,907	14,355
Total USFA- Total Expenses	703,000	681,357	2,315,632	2,337,063	(21,430)
Total USFA- Net Income	229,103	133,844	1,001,319	862,916	138,403

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