

USAFencing
 USFA- Budget vs Actual
 As of June 30, 2017

As of Date:

06/30/2017

	Month Ending 06/30/2017		Year To Date 06/30/2017		
	Actual	Working Budget	Actual	Working Budget	Budget Diff
Net Income					
USFA- Total Income					
Member Fees Revenue					
Competitive Membership Revenue	6,137	2,500	1,246,496	1,226,250	20,246
Non-Competitive Membership Revenue	(338)	1,000	100,112	154,500	(54,389)
Supporting Membership Revenue	0	0	8,125	10,625	(2,500)
Professional Membership Revenue	1,219	500	287,964	289,000	(1,035)
Other Membership Revenue	600	0	36,190	40,700	(4,510)
Membership Revenue- Admin	130	0	3,630	0	3,630
Total Member Fees Revenue	7,748	4,000	1,682,517	1,721,075	(38,558)
National Registration Revenue	0	0	3,020,285	2,688,065	332,220
Bid Fee Revenue	20	0	13,800	10,300	3,500
Other Event Revenue					
410415 - Event vendors	0	0	65,207	59,500	5,707
410480 - Rebates	0	0	179,220	172,770	6,450
Total Other Event Revenue	0	0	244,427	232,270	12,157
Insurance Revenue	1,300	0	180,400	187,600	(7,200)
International Programs Fee Revenue					
International Registration Fees	275	0	105,227	97,300	7,927
International Licensing Fee Revenue	80	785	48,050	38,465	9,585
Cadre to World Cup Fee	250	0	215,852	204,250	11,602
Total International Programs Fee Revenue	605	785	369,129	340,015	29,114
USFA-Marketing Revenue					
Magazine Revenue	0	325	1,331	4,175	(2,844)
Marketing Revenue	1,002	2,200	56,400	11,190	45,210
Total Marketing Revenue	1,002	2,525	57,731	15,365	42,366
Development Revenue	13,080	3,915	97,167	103,050	(5,883)
Royalties & Partnerships Revenue	0	400	50,667	50,500	167
Sponsorship Revenue					
410410 - Sponsorship revenue	12,763	12,500	149,141	154,000	(4,859)
410495 - VIK - Tournament Equipment	0	0	597,600	597,600	0
411000 - All-Academic Team	0	3,515	14,160	15,000	(840)
411001 - All American	0	0	8,025	6,250	1,775
Total Sponsorship Revenue	12,763	16,015	768,926	772,850	(3,924)
USOC Funding					
410492 - VIK - Airline Tickets	9,541	9,542	116,890	116,890	0
410700 - Grants	0	0	10,337	18,000	(7,663)
410710 - Base Funding	0	0	740,298	740,298	0
Total USOC Funding	9,541	9,542	867,525	875,188	(7,663)
USFF Grant	0	0	67,588	67,588	0

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Other Income					
410031 - Club Banner	0	0	2,320	1,800	520
410110 - Hall of Fame Tickets	2,284	0	2,284	0	2,284
410140 - Ticket Sales	0	0	32,022	30,655	1,367
410150 - FOC Exam	925	0	13,775	6,000	7,775
410910 - NOC/ROC	0	0	35,615	27,400	8,215
410920 - Regional Youth Circuit	0	0	20,583	17,700	2,883
410930 - Super Youth Circuit	0	0	37,225	27,550	9,675
410940 - Regional Jr/Cadet Circuit	0	0	27,998	22,850	5,148
410620 - Interest Earned	19	0	238	0	238
410651 - Prior Year Income	0	0	20,090	0	20,090
410600 - Miscellaneous Revenue- Other	752	0	40,540	15,945	24,595
Total Other Income	3,980	0	232,690	149,900	82,790
Total USFA- Total Income	50,039	37,182	7,652,852	7,213,766	439,086
USFA- Total Expenses					
Operating Expenses					
500120 - Depreciation- Furn, Fix, Bldg	2,582	2,582	25,138	25,145	(7)
500122 - Amortization	2,896	2,896	21,651	21,658	(8)
500440 - Phone	2,550	2,291	32,072	29,151	2,922
500460 - Postage and Shipping	534	499	26,053	21,584	4,469
500480 - Printing	3,929	1,240	32,970	27,335	5,635
500140 - Equipment/Copier	60	83	669	913	(245)
500142 - Leased equipment	749	669	6,920	7,359	(439)
Total Operating Expenses	13,300	10,260	145,473	133,145	12,327
USFA- Compensation Expense	101,284	103,632	1,022,105	1,069,790	(47,685)
USFA- Insurance Expense					
Athlete Accident Insurance Expense	3,032	3,032	33,348	33,349	0
General Liability Insurance expense	20,576	20,576	226,340	226,339	0
Other Insurance expense	1,207	304	23,042	18,692	4,350
Total USFA- Insurance Expense	24,815	23,912	282,730	278,380	4,350
Rent Expense	3,465	3,864	34,258	38,774	(4,516)
Administration Fees					
Data Center & Software	12,850	11,635	155,953	121,685	34,268
Paypal & bank fees	3,849	2,363	198,921	166,893	32,029
Background Checks	2,846	2,175	35,030	35,075	(45)
Company Software	5,229	4,120	53,074	55,085	(2,011)
Center for Safe Sport					
500145 - Center for Safe Sport	0	0	23,400	23,400	0
Total USFA - Center for Safe Sport	0	0	23,400	23,400	0
Total Administration Fees	24,774	20,293	466,378	402,138	64,241

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Event Expense					
500160 - Freight	0	0	123,438	84,625	38,812
500549 - Venue Rental	16,260	0	222,878	211,081	11,798
500550 - Venue Decorator	0	0	172,369	136,500	35,869
500552 - Venue Security	0	0	22,746	23,725	(980)
500553 - Venue Electric	0	0	41,937	36,800	5,137
500554 - Venue Catering	0	0	238,514	195,290	43,224
500555 - Local Organizing Committee	0	0	29,735	34,635	(4,900)
500557 - Venue- EMT	0	0	1,514	4,250	(2,735)
500558 - Venue - Phone/AV/Internet	0	0	67,145	56,975	10,169
500559 - Production/Staging	0	0	12,679	2,950	9,729
500620 - Trophies & Medals	60	60	11,119	12,444	(1,324)
Total Event Expense	16,320	60	944,074	799,275	144,799
Professional Services Expense					
500106 - Audit fees	0	0	10,485	10,485	0
500107 - Tax return fees	0	0	3,250	3,100	150
500108 - Legal fees	0	0	844	0	844
500562 - Contract labor	14,373	15,966	228,653	232,196	(3,543)
500756 - Professional Service Fees	0	0	0	1,000	(1,000)
500780 - Consulting Fees	0	167	17,230	10,699	6,531
Total Professional Services Expense	14,373	16,133	260,462	257,480	2,982
Travel Expense					
500020 - Air	55,176	55,554	868,914	882,567	(13,653)
500021 - VIK - Air	9,541	9,541	116,890	116,892	(2)
500022 - Baggage Fees	1,265	2,000	14,412	15,325	(913)
500200 - Ground Transportation	8,541	2,916	166,048	119,925	46,122
500240 - Hotel	52,225	32,862	771,492	715,768	55,724
Total Travel Expense	126,748	102,873	1,937,756	1,850,477	87,278
Per Diem & Honorarium	29,925	27,225	663,920	669,135	(5,215)
International Programs Expense					
Direct Athlete Support	0	0	107,800	107,800	0
International License Expense	0	308	16,949	15,092	1,857
Coaches Salaries	28,800	23,300	249,300	245,300	4,000
International Programs Other	1,459	0	60,810	64,846	(4,035)
Total International Programs Expense	30,259	23,608	434,859	433,038	1,822
Marketing Expense					
Magazine Expense	500	0	24,405	27,500	(3,095)
Marketing Expense	1,762	5,000	110,555	60,377	50,177
Website Expense	0	1,000	24,000	25,000	(1,000)
Broadcasting	0	0	79,071	72,875	6,197
Total Marketing Expense Group	2,262	6,000	238,031	185,752	52,279
Rebates Expense	0	0	45,667	46,250	(583)
Sponsorship Expense					
500650 - VIK- Tournament Equipment	0	0	597,600	597,600	0
500760 - Sponsorship Fulfillment	0	0	11,926	10,000	1,926
Total Sponsorship Expense	0	0	609,526	607,600	1,926

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Other Expenses					
500130 - Dues and Fees - Other	3,285	4,625	41,123	49,225	(8,102)
500335 - Entertainment	0	0	4,778	4,100	678
500340 - Meals	4,840	3,952	75,339	64,930	10,408
500600 - Supply	12,150	1,950	68,683	45,935	22,748
500430 - Prior Year Adjustments	0	0	20,996	5,400	15,596
500360 - Miscellaneous	32,426	410	51,195	21,385	29,810
500799 - Employee Development	221	250	620	1,000	(380)
500800 - Dues/Memberships/Subscriptions	270	167	8,872	3,537	5,335
500810 - Tickets	0	0	20,433	19,750	683
500715 - Event Fee Refunds	285	0	64,920	63,780	1,140
Total Other Expenses	53,477	11,354	356,959	279,042	77,916
Total USFA- Total Expenses	441,002	349,214	7,442,198	7,050,276	391,921
Total USFA- Net Income	(390,963)	(312,032)	210,654	163,490	47,164