

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

As of Date:

11/30/2017

|  | Month Ending<br>11/30/2017 |                | Year To Date<br>11/30/2017 |                |             |
|--|----------------------------|----------------|----------------------------|----------------|-------------|
|  | Actual                     | Working Budget | Actual                     | Working Budget | Budget Diff |
| Net Income                                 |                            |                |                            |                |             |
| Total Income                               |                            |                |                            |                |             |
| Member Fees Revenue                        |                            |                |                            |                |             |
| Competitive Membership Revenue             | 88,765                     | 89,510         | 1,117,393                  | 1,122,905      | (5,513)     |
| Non-Competitive Membership Revenue         | 6,833                      | 7,500          | 74,317                     | 85,000         | (10,683)    |
| Supporting Membership Revenue              | 225                        | 300            | 5,402                      | 6,550          | (1,147)     |
| Coach Membership Revenue                   | 9,100                      | 10,400         | 243,548                    | 309,720        | (66,172)    |
| Club Membership Revenue                    | 5,377                      | 2,750          | 35,677                     | 37,750         | (2,073)     |
| Admin Membership Revenue                   | 3,110                      | 1,000          | 45,930                     | 32,650         | 13,280      |
| Total Member Fees Revenue                  | 113,410                    | 111,460        | 1,522,267                  | 1,594,575      | (72,308)    |
| National Registration Revenue              | 508,410                    | 426,365        | 975,275                    | 867,845        | 107,430     |
| Other Event Revenue                        |                            |                |                            |                |             |
| 410416 - Event Incentives                  | 5,000                      | 5,000          | 5,000                      | 5,000          | 0           |
| 410415 - Event Vendors                     | 9,232                      | 7,000          | 21,963                     | 15,500         | 6,463       |
| 410480 - Hotel Rebates                     | 35,085                     | 30,000         | 57,990                     | 50,000         | 7,990       |
| Total Other Event Revenue                  | 49,317                     | 42,000         | 84,953                     | 70,500         | 14,453      |
| Insurance Revenue                          | 6,175                      | 7,400          | 199,900                    | 204,675        | (4,775)     |
| International Programs Fee Revenue         |                            |                |                            |                |             |
| International Registration Fees            | 7,305                      | 7,000          | 36,745                     | 35,250         | 1,495       |
| International Licensing Fee Revenue        | 1,510                      | 6,000          | 35,240                     | 36,500         | (1,260)     |
| Cadre to World Cup Fee                     | 250                        | 5,900          | 144,280                    | 139,980        | 4,300       |
| Total International Programs Fee Revenue   | 9,065                      | 18,900         | 216,265                    | 211,730        | 4,535       |
| Marketing and Communications Revenue       |                            |                |                            |                |             |
| Magazine Revenue                           | 300                        | 50             | 4,262                      | 1,150          | 3,112       |
| Communications Revenue                     | 2,871                      | 2,500          | 4,270                      | 5,000          | (730)       |
| Total Marketing and Communications Revenue | 3,171                      | 2,550          | 8,532                      | 6,150          | 2,382       |
| Development Revenue                        | 3,699                      | 7,690          | 31,713                     | 28,935         | 2,778       |
| Royalties & Partnerships Revenue           | 4,250                      | 4,250          | 14,000                     | 12,500         | 1,500       |
| Sponsorship Revenue                        |                            |                |                            |                |             |
| 410495 - VIK - Tournament Equipment        | 101,100                    | 101,100        | 202,200                    | 202,200        | 0           |
| 410410 - Sponsorship revenue               | 98                         | 0              | 17,900                     | 17,500         | 400         |
| Total Sponsorship Revenue                  | 101,198                    | 101,100        | 220,100                    | 219,700        | 400         |

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| USOC Funding                               |                            |                |                            |                |             |
| 410492 - VIK - Airline Tickets             | 18,991                     | 18,991         | 55,624                     | 55,624         | 0           |
| 410710 - Base Funding                      | 0                          | 0              | 227,814                    | 227,814        | 0           |
| Total USOC Funding                         | 18,991                     | 18,991         | 283,438                    | 283,438        | 0           |
| USFF Grant                                 | 0                          | 0              | 66,817                     | 66,817         | 0           |
| Other Income                               |                            |                |                            |                |             |
| 410620 - Interest Earned                   | 22                         | 20             | 83                         | 80             | 3           |
| 410625 - Interest Investments              | 0                          | 0              | 39                         | 0              | 39          |
| 410626 - Realized Gain(Loss) Investments   | 0                          | 0              | 2,484                      | 0              | 2,484       |
| 410627 - Unrealized Gain(Loss) Investments | 0                          | 0              | 17,449                     | 0              | 17,449      |
| 410628 - Dividends Investments             | 0                          | 0              | 754                        | 0              | 754         |
| 410910 - NOC/ROC                           | 6,740                      | 6,500          | 17,440                     | 17,950         | (510)       |
| 410920 - Regional Youth Circuit            | 1,488                      | 1,000          | 7,764                      | 7,200          | 564         |
| 410930 - Super Youth Circuit               | 10,425                     | 10,000         | 16,670                     | 18,200         | (1,530)     |
| 410940 - Regional Jr/Cadet Circuit         | 2,600                      | 3,000          | 18,190                     | 15,200         | 2,990       |
| 410031 - Club Banner                       | 110                        | 110            | 2,740                      | 495            | 2,245       |
| 410150 - RC Exam                           | 1,625                      | 1,250          | 6,450                      | 5,350          | 1,100       |
| 410651 - Prior Year Income                 | 235                        | 0              | 3,195                      | 0              | 3,194       |
| 410600 - Miscellaneous Revenue             | 133                        | 50             | 18,346                     | 100            | 18,247      |
| 410442 - Merchandise/Apparel               | 2,169                      | 4,500          | 15,504                     | 18,000         | (2,496)     |
| Total Other Income                         | 25,547                     | 26,430         | 127,108                    | 82,575         | 44,533      |
| Total Income                               | 843,233                    | 767,136        | 3,750,368                  | 3,649,440      | 100,928     |
| Total Expenses                             |                            |                |                            |                |             |
| Operating Expenses                         |                            |                |                            |                |             |
| 500120 - Depreciation- Furn, Fix, Bldg     | 2,893                      | 3,000          | 9,430                      | 9,627          | (198)       |
| 500122 - Amortization                      | 3,320                      | 3,333          | 13,282                     | 13,320         | (37)        |
| 500440 - Phone                             | 2,444                      | 2,396          | 8,881                      | 10,004         | (1,123)     |
| 500460 - Postage and Shipping              | 1,503                      | 1,775          | 7,374                      | 6,740          | 634         |
| 500480 - Printing                          | 694                        | 375            | 8,308                      | 8,225          | 82          |
| 500140 - Equipment/Copier                  | 60                         | 83             | 2,135                      | 332            | 1,804       |
| 500142 - Leased equipment                  | 568                        | 708            | 2,384                      | 2,832          | (448)       |
| Total Operating Expenses                   | 11,482                     | 11,670         | 51,794                     | 51,080         | 714         |
| Compensation Expense                       | 97,292                     | 97,168         | 456,222                    | 456,100        | 122         |
| Insurance Expense                          |                            |                |                            |                |             |
| Athlete Accident Insurance Expense         | 3,511                      | 3,510          | 14,042                     | 14,045         | (3)         |
| General Liability Insurance expense        | 26,898                     | 26,900         | 107,594                    | 107,600        | (6)         |
| Other Insurance expense                    | 6,315                      | 355            | 12,654                     | 6,845          | 5,808       |
| Total Insurance Expense                    | 36,724                     | 30,765         | 134,290                    | 128,490        | 5,799       |
| Rent Expense                               | 2,573                      | 2,694          | 11,200                     | 11,576         | (375)       |
| Administration Fees                        |                            |                |                            |                |             |
| Data Center & Software                     | 12,850                     | 12,852         | 51,400                     | 51,408         | (8)         |
| Braintree & Bank Fees                      | 18,891                     | 19,375         | 91,353                     | 83,060         | 8,293       |
| Background Checks                          | 4,645                      | 5,050          | 28,807                     | 37,025         | (8,218)     |
| Company Software                           | 3,331                      | 1,645          | 27,989                     | 24,380         | 3,609       |
| Total Administration Fees                  | 39,717                     | 38,922         | 199,549                    | 195,873        | 3,676       |

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| <b>Event Expense</b>                             |                            |                 |                            |                  |                |
| 500160 - Freight                                 | 12,356                     | 16,000          | 23,620                     | 32,000           | (8,380)        |
| 500549 - Venue Rental                            | 30,000                     | 25,000          | 77,541                     | 73,000           | 4,541          |
| 500550 - Venue Decorator                         | 18,260                     | 20,000          | 48,888                     | 50,000           | (1,112)        |
| 500552 - Venue Security                          | 0                          | 1,000           | 10,972                     | 7,000            | 3,972          |
| 500553 - Venue Electric                          | 4,000                      | 4,000           | 13,727                     | 14,000           | (273)          |
| 500554 - Venue Catering                          | 27,433                     | 25,000          | 70,037                     | 55,000           | 15,037         |
| 500555 - Local Organizing Committee              | 0                          | 0               | 0                          | 2,000            | (2,000)        |
| 500557 - Venue- EMT                              | 1,869                      | 2,000           | 4,735                      | 6,000            | (1,266)        |
| 500558 - Venue - Phone/AV/Internet               | 6,600                      | 10,000          | 16,154                     | 19,000           | (2,845)        |
| 500559 - Production/Staging                      | 0                          | 800             | 0                          | 800              | (800)          |
| 500620 - Trophies & Medals                       | 401                        | 2,800           | 981                        | 3,600            | (2,620)        |
| <b>Total Event Expense</b>                       | <b>100,919</b>             | <b>106,600</b>  | <b>266,655</b>             | <b>262,400</b>   | <b>4,254</b>   |
| <b>Professional Services Expense</b>             |                            |                 |                            |                  |                |
| 500106 - Audit fees                              | 2,125                      | 500             | 10,125                     | 8,500            | 1,625          |
| 500108 - Legal fees                              | 2,962                      | 2,083           | 9,211                      | 8,332            | 880            |
| 500562 - Contract labor                          | 17,526                     | 18,358          | 63,945                     | 66,332           | (2,387)        |
| 500756 - Professional Service Fees               | 0                          | 500             | 0                          | 500              | (500)          |
| 500780 - Consulting Fees                         | 0                          | 167             | 2,500                      | 3,168            | (668)          |
| <b>Total Professional Services Expense</b>       | <b>22,613</b>              | <b>21,608</b>   | <b>85,781</b>              | <b>86,832</b>    | <b>(1,050)</b> |
| <b>Travel Expense</b>                            |                            |                 |                            |                  |                |
| 500020 - Air                                     | 118,747                    | 109,700         | 310,904                    | 268,450          | 42,454         |
| 500021 - VIK - Air                               | 18,991                     | 18,991          | 55,624                     | 55,624           | 0              |
| 500022 - Baggage Fees                            | 860                        | 1,050           | 3,726                      | 4,515            | (789)          |
| 500200 - Ground Transportation                   | 25,086                     | 16,685          | 44,617                     | 46,300           | (1,683)        |
| 500240 - Hotel                                   | 90,612                     | 68,920          | 227,417                    | 228,445          | (1,028)        |
| <b>Total Travel Expense</b>                      | <b>254,296</b>             | <b>215,346</b>  | <b>642,288</b>             | <b>603,334</b>   | <b>38,954</b>  |
| Per Diem & Honorarium                            | 95,063                     | 92,050          | 194,914                    | 180,546          | 14,368         |
| <b>International Programs Expense</b>            |                            |                 |                            |                  |                |
| International License Expense                    | 0                          | 0               | 13,597                     | 13,750           | (153)          |
| Coaches Salaries                                 | 24,300                     | 24,300          | 97,200                     | 97,200           | 0              |
| International Programs Other                     | 5,011                      | 2,610           | 22,151                     | 17,786           | 4,364          |
| <b>Total International Programs Expense</b>      | <b>29,311</b>              | <b>26,910</b>   | <b>132,948</b>             | <b>128,736</b>   | <b>4,211</b>   |
| <b>Magazine and Communications Expense</b>       |                            |                 |                            |                  |                |
| Magazine Expense                                 | 500                        | 500             | 2,000                      | 2,000            | 0              |
| Communications Expense                           | 6,605                      | 895             | 8,839                      | 2,780            | 6,060          |
| Website Expense                                  | 24,000                     | 25,000          | 24,000                     | 25,000           | (1,000)        |
| <b>Total Magazine and Communications Expense</b> | <b>31,105</b>              | <b>26,395</b>   | <b>34,839</b>              | <b>29,780</b>    | <b>5,060</b>   |
| Rebates Expense                                  | 0                          | 0               | 32,520                     | 32,520           | 0              |
| <b>Sponsorship Expense</b>                       |                            |                 |                            |                  |                |
| 500650 - VIK- Tournament Equipment               | 101,100                    | 101,100         | 202,200                    | 202,200          | 0              |
| <b>Total Sponsorship Expense</b>                 | <b>101,100</b>             | <b>101,100</b>  | <b>202,200</b>             | <b>202,200</b>   | <b>0</b>       |
| <b>Other Expenses</b>                            |                            |                 |                            |                  |                |
| 500125 - Loss(Gain) on Disposal of Fixed Asset   | 0                          | 0               | (10,803)                   | (11,000)         | 197            |
| 500130 - Dues and Fees - Other                   | 976                        | 1,250           | 3,516                      | 1,500            | 2,016          |
| 500335 - Entertainment                           | 0                          | 0               | 433                        | 200              | 233            |
| 500340 - Meals                                   | 1,845                      | 1,600           | 8,474                      | 8,125            | 349            |
| 500600 - Supply                                  | 1,576                      | 1,525           | 12,757                     | 9,300            | 3,456          |
| 500430 - Prior Year Adjustments                  | 923                        | 0               | 7,570                      | 0                | 7,571          |
| 500360 - Miscellaneous                           | 1,361                      | 8,200           | 4,773                      | 19,910           | (15,137)       |
| 500799 - Employee Development                    | 0                          | 0               | 0                          | 250              | (250)          |
| 500800 - Dues/Memberships/Subscriptions          | 20                         | 167             | 1,904                      | 1,618            | 286            |
| 500715 - Event Fee Refunds                       | 2,565                      | 11,380          | 19,810                     | 28,625           | (8,815)        |
| 500355 - Merchandise/Apparel                     | 6,071                      | 1,800           | 26,488                     | 16,620           | 9,868          |
| <b>Total Other Expenses</b>                      | <b>15,337</b>              | <b>25,922</b>   | <b>74,922</b>              | <b>75,148</b>    | <b>(226)</b>   |
| <b>Total Total Expenses</b>                      | <b>837,532</b>             | <b>797,150</b>  | <b>2,520,122</b>           | <b>2,444,615</b> | <b>75,507</b>  |
| <b>Total USFA- Net Income</b>                    | <b>5,701</b>               | <b>(30,014)</b> | <b>1,230,246</b>           | <b>1,204,825</b> | <b>25,421</b>  |