

USAFencing
USFA- Budget vs Actual
As of August 31, 2021

	Month Ending 08/31/2021		Year To Date 08/31/2021		Prior Year To Date 08/31/2020	Fiscal Year 2018/19 Year to Date 08/31/2018
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
Net Income						
Total Income						
Membership Revenue						
Competitive Membership Revenue	667,527	616,120	667,527	616,120	318,730	750,959
Non-Competitive Membership Revenue	47,547	33,150	47,547	33,150	20,950	39,214
Supporting Membership Revenue	27,775	3,870	27,775	3,870	9,695	4,311
Coach Membership Revenue	178,750	187,380	178,750	187,380	164,525	214,584
Club Membership Revenue	9,520	21,480	9,520	21,480	12,350	25,687
Admin Membership Revenue	9,965	25,700	9,965	25,700	14,490	33,087
Total Membership Revenue	941,084	887,700	941,084	887,700	540,740	1,067,842
Membership Programs						
410310 - Premium Club	190,650	165,750	190,650	165,750	128,835	195,704
410031 - Club Store/Banner	1,775	3,000	1,775	3,000	3,350	3,270
411000 - All-Academic Team	30	0	30	0	0	0
411001 - All American	390	0	390	0	0	0
Total Membership Programs	192,845	168,750	192,845	168,750	132,185	198,974
Event Revenues						
410120 - National Registration Fee	100,225	321,000	100,225	321,000	0	0
410480 - Hotel Rebates	4,896	11,050	4,896	11,050	0	0
410417 - Event No Show Fee	250	0	250	0	0	0
Total Event Revenues	105,371	332,050	105,371	332,050	0	0
Regional Revenues						
Regional Bid Fees	(76)	0	(76)	0	0	0
Regional Circuit Fees	60,510	48,550	60,510	48,550	0	60,475
Total Regional Revenues	60,434	48,550	60,434	48,550	0	60,475
Magazine and Communications Revenue						
Magazine Revenue	1,996	700	1,996	700	1,680	1,864
Communications Revenue	257	2,550	257	2,550	2,152	1,101
Total Magazine and Communications Revenue	2,253	3,250	2,253	3,250	3,832	2,965
Marketing Revenue						
410495 - VIK - Tournament Equipment	62,700	84,000	62,700	84,000	0	0
410410 - Sponsorship Revenue	220	0	220	0	0	30

USAFencing
USFA- Budget vs Actual
As of August 31, 2021

	Month Ending 08/31/2021		Year To Date 08/31/2021		Prior Year To Date 08/31/2020	Fiscal Year 2018/19 Year to Date 08/31/2018
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
Total Marketing Revenue	62,920	84,000	62,920	84,000	0	30
Coach Education Revenues						
410195 - Online Courses	0	4,636	0	4,636	0	0
Total Coach Education Revenues	0	4,636	0	4,636	0	0
USOC Funding						
410492 - VIK - Airline Tickets	0	0	0	0	0	13,144
410700 - Grants	0	6,600	0	6,600	2,774	0
410710 - Base Funding	0	0	0	0	245,064	167,964
Total USOC Funding	0	6,600	0	6,600	247,838	181,108
International Programs Revenue						
International Registration Fees	0	2,250	0	2,250	0	13,440
Cadre to World Cup Fee	0	17,500	0	17,500	0	76,310
Total International Programs Revenue	0	19,750	0	19,750	0	89,750
International Licensing Fees						
410210 - FIE License Fee	0	0	0	0	0	7,600
410235 - European Federation License	0	1,800	0	1,800	0	4,750
410240 - IWAS License Fee	0	0	0	0	0	60
Total International Licensing Fees	0	1,800	0	1,800	0	12,410
Development Revenue						
410510 - Donations - CFC	0	0	0	0	32	575
410520 - Donations - General	9,409	7,000	9,409	7,000	8,463	4,690
410525 - Donations - CC Fees	185	35	185	35	0	0
410540 - Donations - Restricted	0	0	0	0	0	11,835
Total Development Revenue	9,594	7,035	9,594	7,035	8,495	17,100
Investment Income						
410620 - Interest Earned	128	70	128	70	70	13
410625 - Interest Investments	1	13	1	13	1	28
410626 - Realized Gain(Loss) Investments	5,900	1,500	5,900	1,500	3,563	730
410627 - Unrealized Gain(Loss) Investments	61,748	1,200	61,748	1,200	65,617	8,693
410628 - Dividends Investments	484	1,000	484	1,000	295	238

USAFencing
USFA- Budget vs Actual
As of August 31, 2021

	Month Ending 08/31/2021		Year To Date 08/31/2021		Prior Year To Date 08/31/2020	Fiscal Year 2018/19 Year to Date 08/31/2018
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
Total Investment Income	68,261	3,783	68,261	3,783	69,546	9,702
Other Income						
410150 - RC Exam	1,375	0	1,375	0	725	1,225
410442 - Merchandise/Apparel	0	0	0	0	0	4,340
410600 - Miscellaneous Revenue	374	58,820	374	58,820	794	1,686
410651 - Prior Year Income	0	0	0	0	112	0
Total Other Income	1,749	58,820	1,749	58,820	1,631	7,251
Total Income	1,444,511	1,626,724	1,444,511	1,626,724	1,004,267	1,647,607
Total Expenses						
Operating Expenses						
500120 - Depreciation- Furn, Fix, Bldg	780	1,449	780	1,449	1,778	2,442
500122 - Amoritization	115	115	115	115	815	3,435
500440 - Phone	6,743	4,257	6,743	4,257	1,747	2,656
500460 - Postage and Shipping	1,168	2,085	1,168	2,085	535	1,034
500480 - Printing	3,535	1,175	3,535	1,175	1,941	1,243
500140 - Equipment/Copier	81	75	81	75	63	60
500142 - Leased Equipment	815	565	815	565	935	526
500602 - Company Software/Hardware	17,210	17,840	17,210	17,840	17,290	13,931
500548 - Rent - Office	5,597	5,598	5,597	5,598	2,134	2,306
500546 - Rent - Public Storage	347	340	347	340	320	272
500543 - Rent - Storage Tournament Equipment	1,300	1,300	1,300	1,300	1,300	531
Total Operating Expenses	37,691	34,799	37,691	34,799	28,858	28,436
Administration Fees						
Data Center & Software	13,250	12,408	13,250	12,408	13,250	12,850
Braintree & Bank Fees	34,120	51,085	34,120	51,085	13,191	50,587
Total Administration Fees	47,370	63,493	47,370	63,493	26,441	63,437
Compensation Expense	94,922	129,421	94,922	129,421	94,760	124,792
Insurance Expense						

USAFencing
USFA- Budget vs Actual
As of August 31, 2021

	Month Ending 08/31/2021		Year To Date 08/31/2021		Prior Year To Date 08/31/2020	Fiscal Year 2018/19 Year to Date 08/31/2018
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
Athlete Accident Insurance Expense	4,036	3,000	4,036	3,000	2,959	3,492
General Liability Insurance expense	26,770	28,000	26,770	28,000	28,068	31,164
Other Insurance expense	2,858	3,843	2,858	3,843	2,269	325
Total Insurance Expense	33,664	34,843	33,664	34,843	33,296	34,981
Membership Expenses						
Background Checks	8,563	5,500	8,563	5,500	6,480	5,709
Rebates Expense	(254)	0	(254)	0	0	0
Total Membership Expenses	8,309	5,500	8,309	5,500	6,480	5,709
Event Expense						
500160 - Freight	17,234	19,000	17,234	19,000	0	751
500549 - Venue Rental	22,500	40,000	22,500	40,000	0	2,724
500550 - Venue Decorator	14,963	25,000	14,963	25,000	0	0
500552 - Venue Security	3,673	2,000	3,673	2,000	0	0
500553 - Venue Electric	5,421	5,000	5,421	5,000	0	0
500554 - Venue Catering	11,972	20,500	11,972	20,500	0	0
500557 - Venue EMT	0	2,000	0	2,000	0	0
500558 - Venue Phone/AV/Internet	12,058	10,300	12,058	10,300	0	0
500560 - Temporary Labor - Events	0	3,000	0	3,000	0	0
500561 - Contract Labor - Events	562	4,500	562	4,500	0	0
500603 - Event Software	861	0	861	0	0	0
500620 - Trophies & Medals	251	2,040	251	2,040	0	0
Total Event Expense	89,495	133,340	89,495	133,340	0	3,475
Travel Expense						
500020 - Air	25,331	48,750	25,331	48,750	374	26,576
500021 - VIK - Air	0	0	0	0	0	13,145
500022 - Baggage Fees	804	3,165	804	3,165	0	400
500200 - Ground Transportation	14,971	15,235	14,971	15,235	0	996
500240 - Hotel	30,646	121,077	30,646	121,077	921	13,787
Total Travel Expense	71,752	188,227	71,752	188,227	1,295	54,904
Per Diem & Honorarium						

USAFencing
USFA- Budget vs Actual
As of August 31, 2021

	Month Ending 08/31/2021		Year To Date 08/31/2021		Prior Year To Date 08/31/2020	Fiscal Year 2018/19 Year to Date 08/31/2018
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
500420 - Per Diem	13,254	29,623	13,254	29,623	0	850
500220 - Honorarium	17,003	40,994	17,003	40,994	0	1,975
Total Per Diem & Honorarium	30,257	70,617	30,257	70,617	0	2,825
Professional Services Expense						
500108 - Legal Fees	3,417	3,500	3,417	3,500	3,000	2,083
500562 - Contract Labor	14,428	21,601	14,428	21,601	17,626	14,518
500756 - Professional Service Fees	0	5,000	0	5,000	0	0
Total Professional Services Expense	17,845	30,101	17,845	30,101	20,626	16,601
Magazine and Communications Expense						
Magazine Expense	1,500	19,600	1,500	19,600	1,500	0
Communications Expense	1,535	975	1,535	975	4,435	705
Total Magazine and Communications Expense	3,035	20,575	3,035	20,575	5,935	705
Marketing Expense						
500650 - VIK- Tournament Equipment	62,700	84,000	62,700	84,000	0	0
500750 - Advertising and Promotions	0	25	0	25	0	400
Total Marketing Expense	62,700	84,025	62,700	84,025	0	400
Direct Athlete Support						
500268 - Direct Athlete Support	2,800	2,800	2,800	2,800	3,000	4,300
Total Direct Athlete Support	2,800	2,800	2,800	2,800	3,000	4,300
National Team Support						
500730 - Coaches Salaries	15,550	21,950	15,550	21,950	21,950	24,300
Total National Team Support	15,550	21,950	15,550	21,950	21,950	24,300
International Programs Expense						
International License Expense	36	900	36	900	0	11,952
International Programs Other	0	5,320	0	5,320	0	613
Total International Programs Expense	36	6,220	36	6,220	0	12,565
Other Expenses						
500130 - Dues and Fees - Other	151	5,845	151	5,845	44	636

USAFencing
USFA- Budget vs Actual
As of August 31, 2021

	Month Ending 08/31/2021		Year To Date 08/31/2021		Prior Year To Date 08/31/2020	Fiscal Year 2018/19 Year to Date 08/31/2018
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
500340 - Meals	8,546	5,940	8,546	5,940	0	1,780
500600 - Supply	2,946	13,495	2,946	13,495	3,145	1,436
500430 - Prior Year Adjustments	22	0	22	0	799	801
500360 - Miscellaneous	582	1,585	582	1,585	0	1,301
500799 - Employee Development	485	0	485	0	0	7,750
500800 - Dues/Memberships/Subscriptions	204	1,020	204	1,020	20	130
500810 - Tickets	0	2,500	0	2,500	0	0
500715 - Event Fee Refunds	685	4,815	685	4,815	0	0
500355 - Merchandise/Apparel	11,784	10,600	11,784	10,600	341	8,112
Total Other Expenses	25,405	45,800	25,405	45,800	4,349	21,946
Total Total Expenses	540,831	871,711	540,831	871,711	246,990	399,376
Total USFA- Net Income	903,680	755,013	903,680	755,013	757,277	1,248,231