

USAFencing
USFA- Budget vs Actual (2)
As of April 30, 2022

As of Date:
04/30/2022

	Month Ending 04/30/2022		Year To Date 04/30/2022			Prior Year To Date 04/30/2021	Fiscal Year 2018/19 Year to Date 04/30/2019
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Actual
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	20,690	12,390	1,321,631	1,162,230	159,401	777,371	1,425,055
Non-Competitive Membership Revenue	2,372	2,125	114,859	91,715	23,144	77,442	108,877
Access Membership Revenue	5,458	180	97,133	43,920	53,213	20,818	49,794
Coach Membership Revenue	590	2,358	243,525	240,486	3,039	215,955	276,911
Club Membership Revenue	300	255	31,057	37,950	(6,893)	21,700	44,658
Admin Membership Revenue	1,490	760	44,685	42,315	2,370	28,840	54,978
Total Membership Revenue	30,900	18,068	1,852,890	1,618,616	234,274	1,142,126	1,960,273
Membership Programs							
410310 - Premium Club	575	1,360	238,273	208,590	29,683	187,326	246,863
410320 - Insurance Revenue Third Party	0	0	0	0	0	0	125
410031 - Club Store/Banner	55	0	4,440	4,000	440	3,880	4,500
411000 - All-Academic Team	0	19,000	0	21,800	(21,801)	12,120	22,260
411001 - All American	11,940	12,000	21,720	14,200	7,521	5,850	14,875
Total Membership Programs	12,570	32,360	264,433	248,590	15,843	209,176	288,623
Event Revenues							
410120 - National Registration Fee	681,282	180,000	3,351,642	3,598,073	(246,431)	315,680	3,459,150
410100 - National Registration - COVID Fee	38,385	0	231,435	0	231,435	28,545	0
410125 - Registration- Processing Fees	330	0	7,966	0	7,966	0	0
410416 - Event Incentives	48,270	0	107,270	164,141	(56,871)	113,695	39,000
410415 - Event Vendors	6,500	0	34,000	61,500	(27,500)	4,500	102,422
410480 - Hotel Rebates	12,343	0	145,669	194,610	(48,941)	0	199,126
410417 - Event No Show Fee	750	0	3,250	0	3,250	0	0
Total Event Revenues	787,860	180,000	3,881,232	4,018,324	(137,092)	462,420	3,799,698
Regional Revenues							
Regional Bid Fees	6,825	2,350	14,166	8,500	5,666	18,454	15,300
Regional Circuit Fees	18,839	14,200	467,969	370,250	97,719	246,221	437,807
Total Regional Revenues	25,664	16,550	482,135	378,750	103,385	264,675	453,107
Ticket Revenue							
410144 - Tickets - National Events	0	0	0	21,500	(21,500)	0	32,922
410146 - Tickets - US International Events	0	0	0	17,000	(17,000)	0	15,780
410140 - Ticket Sales	0	0	0	30,000	(30,000)	0	0
Total Ticket Revenue	0	0	0	68,500	(68,500)	0	48,702
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	0	0	0	0	0	0	6,822
410960 - International Regional Surcharge	0	0	0	0	0	0	49,665
Total Asian Events	0	0	0	0	0	0	56,487
Total Recognized International Events	0	0	0	0	0	0	56,487
Magazine and Communications Revenue							
Magazine Revenue	240	0	5,412	2,700	2,712	5,084	4,996
Communications Revenue	3,409	2,550	30,736	22,950	7,786	22,615	23,598
Total Magazine and Communications Revenue	3,649	2,550	36,148	25,650	10,498	27,699	28,594
Marketing Revenue							
410449 - VIK - Merchandise	0	0	0	25,000	(25,000)	8,608	0
410495 - VIK - Tournament Equipment	109,100	84,000	698,100	756,000	(57,900)	97,900	793,100
410496 - VIK - Medical Services	0	0	0	0	0	5,340	0
410498 - VIK- Other	0	0	55,789	0	55,789	0	0
410410 - Sponsorship Revenue	0	20,000	18,912	105,000	(86,088)	1,425	98,268
410451 - Corporate Partnership	0	0	0	0	0	0	6,180
410458 - Merchandise Retail Operations	0	5,000	0	15,000	(15,000)	0	39,171
Total Marketing Revenue	109,100	109,000	772,801	901,000	(128,199)	113,273	936,719
Coach Education Revenues							
410190 - Clinics	0	0	0	0	0	0	1,775
410195 - Online Courses	0	4,636	50	44,724	(44,674)	0	0
Total Coach Education Revenues	0	4,636	50	44,724	(44,674)	0	1,775
USOC Funding							
410492 - VIK - Airline Tickets	0	0	480	0	480	56,712	69,278
410700 - Grants	14,500	0	90,932	11,600	79,332	17,908	42,069
410710 - Base Funding	0	200,000	796,176	954,082	(157,906)	561,597	849,820
Total USOC Funding	14,500	200,000	887,588	965,682	(78,094)	636,217	961,167
International Programs Revenue							
International Registration Fees	0	2,700	20,570	174,330	(153,760)	3,420	129,197
Cadre to World Cup Fee	3,660	0	200,024	191,500	8,524	1,590	226,804
Total International Programs Revenue	3,660	2,700	220,594	365,830	(145,236)	5,010	356,001
International Licensing Fees							
410210 - FIE License Fee	0	0	19,453	20,640	(1,187)	0	26,640
410235 - European Federation License	0	0	9,600	9,000	600	0	11,950
410240 - IWAS License Fee	21	0	22	0	22	0	420
Total International Licensing Fees	21	0	29,075	29,640	(565)	0	39,010
US Fencing Foundation Grant							
410820 - USFF Grants	625	0	119,345	100,000	19,345	111,800	97,570
Total US Fencing Foundation Grant	625	0	119,345	100,000	19,345	111,800	97,570
Development Revenue							
410510 - Donations - CFC	0	0	237	0	237	33	2,775
410520 - Donations - General	10,463	5,000	59,231	78,000	(18,769)	48,049	26,310
410525 - Donations - CC Fees	(33)	25	279	365	(86)	811	0
410540 - Donations - Restricted	207	0	2,493	0	2,493	0	24,435
410550 - Restrict. Int'l Donations- Other	0	0	0	15,000	(15,000)	0	0

410558 - Donations - Major Gift	0	0	0	20,000	(20,000)	20,000	10,000
Total Development Revenue	10,637	5,025	62,240	113,365	(51,125)	68,893	63,520
Investment Income							
410620 - Interest Earned	135	70	1,496	630	866	525	1,397
410625 - Interest Investments	5	13	12	113	(101)	14	252
410626 - Realized Gain(Loss) Investments	3,255	1,500	79,507	13,500	66,007	167,346	4,987
410627 - Unrealized Gain(Loss) Investments	(57,319)	1,200	(97,133)	10,800	(107,933)	198,030	43,157
410628 - Dividends Investments	461	1,000	17,305	9,000	8,305	11,715	5,463
Total Investment Income	(53,463)	3,783	1,187	34,043	(32,856)	377,630	55,256
Other Income							
410150 - RC Exam	1,425	0	12,650	0	12,650	3,975	12,900
410155 - Wheelchair Exam	25	0	75	0	75	125	125
410442 - Merchandise/Apparel	(60)	0	28,860	31,500	(2,640)	0	36,637
410600 - Miscellaneous Revenue	1,229	100	5,406	323,620	(318,214)	(9,591)	8,426
410651 - Prior Year Income	0	0	2,343	0	2,343	435	0
410705 - Paycheck Protection Program	0	0	264,667	0	264,667	190,417	0
410707 - Employer Retention Credit	0	0	0	0	0	181,983	0
Total Other Income	2,619	100	314,001	355,120	(41,119)	367,344	58,088
Total Income	948,342	574,772	8,923,719	9,267,834	(344,115)	3,786,263	9,204,590
Total Expenses							
Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	779	1,449	7,018	13,041	(6,022)	15,416	22,636
500122 - Amortization	115	115	1,031	1,035	(4)	7,331	30,917
500440 - Phone	1,545	2,934	28,509	30,279	(1,771)	19,427	27,341
500460 - Postage and Shipping	415	1,060	14,067	20,640	(6,573)	10,322	17,468
500480 - Printing	491	875	21,595	21,275	321	17,734	19,505
500060 - Bad Debt Expense	0	0	0	0	0	0	0
500140 - Equipment/Copier	439	75	970	675	295	664	539
500142 - Leased Equipment	1,984	565	9,681	5,694	3,987	5,967	5,950
500602 - Company Software/Hardware	7,814	2,009	87,082	38,612	48,469	42,822	42,972
500548 - Rent - Office	6,129	6,129	49,751	52,506	(2,755)	50,172	20,376
500546 - Rent - Public Storage	0	340	2,082	3,060	(978)	2,880	2,501
500543 - Rent - Storage Tournament Equipment	1,300	2,800	11,952	13,200	(1,248)	11,950	9,530
Total Operating Expenses	21,011	18,351	233,738	200,017	33,721	184,685	199,735
Administration Fees							
Data Center & Software	0	12,408	121,290	111,672	9,619	119,250	115,650
Braintree & Bank Fees	29,475	31,585	329,229	282,165	47,064	128,905	306,590
Total Administration Fees	29,475	43,993	450,519	393,837	56,683	248,155	422,240
Compensation Expense	106,787	246,607	1,118,245	1,646,657	(528,412)	927,651	1,105,610
Insurance Expense							
Athlete Accident Insurance Expense	4,036	3,000	36,327	27,000	9,326	26,628	31,425
General Liability Insurance expense	26,770	28,000	240,928	252,000	(11,071)	252,610	280,485
Other Insurance expense	7,951	3,012	46,443	36,156	10,287	36,861	21,792
Total Insurance Expense	38,757	34,012	323,698	315,156	8,542	316,099	333,702
Membership Expenses							
Background Checks	3,870	3,550	59,893	35,950	23,943	34,770	38,922
Rebates Expense	0	4,500	27,496	57,500	(30,004)	22,146	75,012
Total Membership Expenses	3,870	8,050	87,389	93,450	(6,061)	56,916	113,934
Center for Safe Sport							
500145 - Center for Safe Sport	0	7,000	20,358	21,000	(642)	14,040	28,080
Total USFA - Center for Safe Sport	0	7,000	20,358	21,000	(642)	14,040	28,080
Event Expense							
500160 - Freight	36,565	6,680	192,618	141,040	51,578	13,658	155,891
500549 - Venue Rental	55,705	14,000	329,056	440,630	(111,574)	45,500	255,003
500550 - Venue Decorator	45,221	12,500	213,723	240,500	(26,777)	20,094	267,572
500552 - Venue Security	9,162	1,000	66,240	56,000	10,240	7,327	57,628
500553 - Venue Electric	0	2,000	34,544	66,000	(31,456)	9,089	51,889
500554 - Venue Catering	14,057	7,000	204,882	259,500	(54,619)	18,649	259,103
500557 - Venue EMT	0	0	5,037	10,000	(4,962)	4,680	15,571
500558 - Venue Phone/AV/Internet	10,060	7,000	67,430	103,300	(35,871)	10,725	90,389
500559 - Production/Staging	4,300	0	12,737	39,000	(26,263)	4,155	65,720
500560 - Temporary Labor - Events	5,555	1,200	39,698	41,400	(1,701)	6,999	33,844
500561 - Contract Labor - Events	0	0	3,113	13,750	(10,637)	2,135	9,729
500603 - Event Software	600	0	3,766	13,100	(9,335)	2,200	12,950
500620 - Trophies & Medals	1,193	340	19,965	10,060	9,905	2,902	7,825
500754 - Broadcasting	0	0	0	75,000	(75,000)	0	74,568
Total Event Expense	182,418	51,720	1,192,809	1,509,280	(316,472)	148,113	1,357,682
Travel Expense							
500020 - Air	168,226	66,050	849,786	1,187,963	(338,176)	117,038	1,059,676
500021 - VIK - Air	0	0	0	0	0	56,712	69,277
500022 - Baggage Fees	2,096	4,110	9,464	45,680	(36,215)	2,411	19,049
500200 - Ground Transportation	23,635	14,750	157,220	246,610	(89,391)	23,156	160,597
500240 - Hotel	140,788	40,500	969,615	847,552	122,063	188,896	753,869
Total Travel Expense	334,745	125,410	1,986,085	2,327,805	(341,719)	388,213	2,062,468
Per Diem & Honorarium							
500420 - Per Diem	46,933	26,330	287,045	472,163	(185,118)	35,800	207,370
500220 - Honorarium	73,625	26,420	407,787	565,004	(157,217)	44,050	503,300
Total Per Diem & Honorarium	120,558	52,750	694,832	1,037,167	(342,335)	79,850	710,670
Professional Services Expense							
500106 - Audit Fee	0	0	12,500	12,000	500	11,500	10,670
500107 - Tax Return Fee	0	0	0	4,000	(4,000)	3,400	3,250
500108 - Legal Fees	3,000	3,500	22,917	31,500	(8,583)	27,000	22,962
500562 - Contract Labor	47,746	21,618	252,862	197,778	55,084	185,595	186,608
500756 - Professional Service Fees	10,833	5,000	67,890	20,000	47,890	0	12,125

500780 - Consulting Fees	3,000	0	97,300	60,000	37,300	20,000	2,500
Total Professional Services Expense	64,579	30,118	453,469	325,278	128,191	247,495	238,115
Magazine and Communications Expense							
Magazine Expense	1,500	100	15,000	41,400	(26,400)	13,313	21,618
Communications Expense	6,792	975	44,612	33,775	10,838	33,215	35,980
Total Magazine and Communications Expense	8,292	1,075	59,612	75,175	(15,562)	46,528	57,598
Marketing Expense							
500266 - Reimbursement - Awards	0	0	5,000	0	5,000	900	0
500650 - VIK- Tournament Equipment	109,100	84,000	698,100	756,000	(57,900)	97,900	793,100
500652 - VIK- Merchandise	0	0	0	25,000	(25,000)	8,608	0
500653 - VIK- Medical Services expense	0	0	0	0	0	5,340	0
500659 - VIK- Other expense	0	0	55,790	0	55,789	0	0
500750 - Advertising and Promotions	0	25	405	225	180	190	520
Total Marketing Expense	109,100	84,025	759,295	781,225	(21,931)	112,938	793,620
Direct Athlete Support							
500268 - Direct Athlete Support	49,550	3,000	68,050	153,450	(85,400)	132,521	138,292
Total Direct Athlete Support	49,550	3,000	68,050	153,450	(85,400)	132,521	138,292
National Team Support							
500730 - Coaches Salaries	37,800	0	208,150	112,000	96,150	197,550	225,900
Total National Team Support	37,800	0	208,150	112,000	96,150	197,550	225,900
International Programs Expense							
International License Expense	0	0	4,591	23,400	(18,809)	0	18,064
International Programs Other	6,025	5,525	30,871	50,805	(19,933)	7,154	49,417
Total International Programs Expense	6,025	5,525	35,462	74,205	(38,742)	7,154	67,481
Development Expense	0	200	0	600	(600)	0	0
Other Expenses							
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	0	0	0	275	0
500130 - Dues and Fees - Other	1,625	45	28,498	11,517	16,980	20,861	33,258
500335 - Entertainment	65	0	2,738	2,000	738	0	2,774
500340 - Meals	19,888	2,110	56,179	95,925	(39,746)	22,908	74,915
500600 - Supply	6,323	1,770	51,047	75,973	(24,926)	29,178	55,366
500430 - Prior Year Adjustments	75	0	(67,392)	2,500	(69,892)	(21,060)	9,618
500360 - Miscellaneous	5,305	1,625	67,570	13,985	53,585	38,279	11,733
500799 - Employee Development	0	100	10,710	15,300	(4,589)	0	13,344
500800 - Dues/Memberships/Subscriptions	1,081	520	10,217	3,360	6,856	4,601	10,133
500810 - Tickets	0	0	0	2,500	(2,500)	0	0
500715 - Event Fee Refunds	85,949	2,700	133,797	53,513	80,284	8,358	71,895
500355 - Merchandise/Apparel	(1,496)	1,100	60,934	58,700	2,234	5,779	73,286
Total Other Expenses	118,815	9,970	354,298	335,273	19,024	109,179	356,322
Total Total Expenses	1,231,782	721,806	8,046,009	9,401,575	(1,355,565)	3,217,087	8,211,449
Total USFA- Net Income	(283,440)	(147,034)	877,710	(133,741)	1,011,451	569,176	993,141