

USAFencing
USFA- Budget vs Actual (2)
As of August 31, 2022
As of Date:

08/31/2022

	Month Ending 08/31/2022		Year To Date 08/31/2022			Prior Year To Date 08/31/2021	Fiscal Year 2018/19 Year to Date 08/31/2019
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Actual
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	497,707	786,052	497,707	786,052	(288,345)	667,527	2,287,909
Non-Competitive Membership Revenue	26,065	59,430	26,065	59,430	(33,365)	47,547	153,064
Access Membership Revenue	220,508	32,000	220,508	32,000	188,508	27,775	80,431
Coach Membership Revenue	8,409	189,240	8,409	189,240	(180,831)	178,750	504,621
Club Membership Revenue	5,850	9,720	5,850	9,720	(3,870)	9,520	73,107
Admin Membership Revenue	9,460	5,020	9,460	5,020	4,440	9,965	85,508
Total Membership Revenue	767,999	1,081,462	767,999	1,081,462	(313,463)	941,084	3,184,640
Membership Programs							
410310 - Premium Club	207,198	330,675	207,198	330,675	(123,477)	190,650	459,906
410320 - Insurance Revenue Third Party	0	0	0	0	0	0	700
410031 - Club Store/Banner	2,885	1,775	2,885	1,775	1,110	1,775	4,610
411000 - All-Academic Team	0	100	0	100	(100)	30	23,940
411001 - All American	30	600	30	600	(570)	390	15,750
Total Membership Programs	210,113	333,150	210,113	333,150	(123,037)	192,845	504,906
Event Revenues							
410120 - National Registration Fee	0	0	0	0	0	100,225	5,074,900
410125 - Registration- Processing Fees	847	0	847	0	847	0	0
410416 - Event Incentives	0	0	0	0	0	0	46,500
410415 - Event Vendors	0	0	0	0	0	0	104,585
410480 - Hotel Rebates	0	0	0	0	0	4,896	299,925
410417 - Event No Show Fee	0	0	0	0	0	250	0
Total Event Revenues	847	0	847	0	847	105,371	5,525,910
Regional Revenues							
Regional Bid Fees	24	0	24	0	24	(76)	15,225
Regional Circuit Fees	90,482	46,500	90,482	46,500	43,982	60,510	534,513
Total Regional Revenues	90,506	46,500	90,506	46,500	44,006	60,434	549,738
Ticket Revenue							
410144 - Tickets - National Events	0	0	0	0	0	0	61,176
410146 - Tickets - US International Events	0	0	0	0	0	0	15,780
410110 - Tickets - Hall of Fame	0	0	0	0	0	0	4,325
Total Ticket Revenue	0	0	0	0	0	0	81,281
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	0	0	0	0	0	0	7,866
410960 - International Regional Surcharge	0	0	0	0	0	0	68,915
Total Asian Events	0	0	0	0	0	0	76,781
Total Recognized International Events	0	0	0	0	0	0	76,781
Magazine and Communications Revenue							
Magazine Revenue	708	387	708	387	321	1,996	8,566
Communications Revenue	687	257	687	257	430	257	31,262
Total Magazine and Communications Revenue	1,395	644	1,395	644	751	2,253	39,828
Marketing Revenue							
410495 - VIK - Tournament Equipment	0	62,700	0	62,700	(62,700)	62,700	926,200
410410 - Sponsorship Revenue	10,000	220	10,000	220	9,780	220	122,339
410451 - Corporate Partnership	0	0	0	0	0	0	6,180
410458 - Merchandise Retail Operations	0	0	0	0	0	0	70,171
Total Marketing Revenue	10,000	62,920	10,000	62,920	(52,920)	62,920	1,124,890
Coach Education Revenues							
410190 - Clinics	0	0	0	0	0	0	3,236
Total Coach Education Revenues	0	0	0	0	0	0	3,236
USOC Funding							
410492 - VIK - Airline Tickets	0	0	0	0	0	0	124,315
410700 - Grants	0	80,000	0	80,000	(80,000)	0	45,267
410710 - Base Funding	81,250	81,250	81,250	81,250	0	0	1,027,784
Total USOC Funding	81,250	161,250	81,250	161,250	(80,000)	0	1,197,366
International Programs Revenue							
International Registration Fees	49,750	0	49,750	0	49,750	0	145,697
Cadre to World Cup Fee	11,190	6,250	11,190	6,250	4,940	0	296,114
Total International Programs Revenue	60,940	6,250	60,940	6,250	54,690	0	441,811
International Licensing Fees							
410210 - FIE License Fee	0	18,900	0	18,900	(18,900)	0	37,360
410235 - European Federation License	950	0	950	0	950	0	16,200
410240 - IWAS License Fee	12	0	12	0	12	0	420

Total International Licensing Fees	962	18,900	962	18,900	(17,938)	0	53,980
US Fencing Foundation Grant							
410820 - USFF Grants	0	0	0	0	0	0	97,570
Total US Fencing Foundation Grant	0	0	0	0	0	0	97,570
Development Revenue							
410510 - Donations - CFC	0	0	0	0	0	0	2,871
410520 - Donations - General	13,314	6,000	13,314	6,000	7,314	9,409	41,293
410525 - Donations - CC Fees	(15)	100	(15)	100	(115)	185	0
410540 - Donations - Restricted	21,000	0	21,000	0	21,000	0	23,335
410558 - Donations - Major Gift	0	0	0	0	0	0	10,000
Total Development Revenue	34,299	6,100	34,299	6,100	28,199	9,594	77,499
Investment Income							
410620 - Interest Earned	75	173	75	173	(98)	128	5,064
410625 - Interest Investments	82	1	82	1	81	1	441
410626 - Realized Gain(Loss) Investments	(1,492)	5,248	(1,492)	5,248	(6,740)	5,900	43,414
410627 - Unrealized Gain(Loss) Investments	(75,809)	2,624	(75,809)	2,624	(78,433)	61,748	10,435
410628 - Dividends Investments	917	900	917	900	17	484	7,472
Total Investment Income	(76,227)	8,946	(76,227)	8,946	(85,173)	68,261	66,826
Other Income							
410497 - VIK- Services	0	0	0	0	0	0	100,000
410150 - RC Exam	2,200	1,225	2,200	1,225	975	1,375	19,100
410155 - Wheelchair Exam	25	0	25	0	25	0	125
410442 - Merchandise/Apparel	740	0	740	0	740	0	40,667
410600 - Miscellaneous Revenue	359	0	359	0	359	374	18,321
410651 - Prior Year Income	0	0	0	0	0	0	4,035
Total Other Income	3,324	1,225	3,324	1,225	2,099	1,749	182,248
Total Income	1,185,408	1,727,347	1,185,408	1,727,347	(541,939)	1,444,511	13,208,510
Total Expenses							
Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	1,586	676	1,586	676	911	780	32,578
500122 - Amortization	0	0	0	0	0	115	44,233
500440 - Phone	2,712	2,665	2,712	2,665	46	6,743	43,987
500460 - Postage and Shipping	667	550	667	550	117	1,168	26,464
500480 - Printing	7,803	2,849	7,803	2,849	4,955	3,535	29,253
500140 - Equipment/Copier	0	82	0	82	(82)	81	759
500142 - Leased Equipment	908	1,722	908	1,722	(814)	815	8,020
500602 - Company Software/Hardware	5,892	4,467	5,892	4,467	1,424	17,210	73,875
500548 - Rent - Office	6,128	6,128	6,128	6,128	1	5,597	30,039
500546 - Rent - Public Storage	0	0	0	0	0	347	3,634
500543 - Rent - Storage Tournament Equipment	1,500	1,300	1,500	1,300	200	1,300	15,096
Total Operating Expenses	27,196	20,439	27,196	20,439	6,758	37,691	307,938
Administration Fees							
Data Center & Software	10,750	13,658	10,750	13,658	(2,908)	13,250	199,550
Braintree & Bank Fees	67,201	35,418	67,201	35,418	31,782	34,120	420,738
Total Administration Fees	77,951	49,076	77,951	49,076	28,874	47,370	620,288
Compensation Expense	149,116	187,694	149,116	187,694	(38,578)	94,922	1,679,456
Insurance Expense							
Athlete Accident Insurance Expense	6,468	4,036	6,468	4,036	2,432	4,036	45,454
General Liability Insurance expense	102,446	26,770	102,446	26,770	75,676	26,770	405,776
Other Insurance expense	327	6,153	327	6,153	(5,825)	2,858	28,185
Total Insurance Expense	109,241	36,959	109,241	36,959	72,283	33,664	479,415
Membership Expenses							
Background Checks	9,330	8,460	9,330	8,460	870	8,563	54,930
Rebates Expense	0	0	0	0	0	(254)	99,225
Total Membership Expenses	9,330	8,460	9,330	8,460	870	8,309	154,155
Center for Safe Sport							
500145 - Center for Safe Sport	0	0	0	0	0	0	28,080
Total USFA - Center for Safe Sport	0	0	0	0	0	0	28,080
Event Expense							
500160 - Freight	(2,799)	2,500	(2,799)	2,500	(5,299)	17,234	194,660
500549 - Venue Rental	2	0	2	0	1	22,500	255,003
500550 - Venue Decorator	0	0	0	0	0	14,963	305,944
500552 - Venue Security	0	0	0	0	0	3,673	67,494
500553 - Venue Electric	0	0	0	0	0	5,421	58,632
500554 - Venue Catering	0	0	0	0	0	11,972	390,916
500557 - Venue EMT	0	0	0	0	0	0	27,676
500558 - Venue Phone/AV/Internet	0	0	0	0	0	12,058	112,107
500559 - Production/Staging	(137)	0	(137)	0	(136)	0	78,746

500560 - Temporary Labor - Events	0	0	0	0	0	0	43,527
500561 - Contract Labor - Events	0	0	0	0	0	562	11,729
500603 - Event Software	917	0	917	0	917	861	16,700
500620 - Trophies & Medals	0	0	0	0	0	251	13,789
500754 - Broadcasting	0	0	0	0	0	0	74,568
Total Event Expense	(2,017)	2,500	(2,017)	2,500	(4,517)	89,495	1,651,491
Travel Expense							
500020 - Air	30,554	4,800	30,554	4,800	25,753	25,331	1,313,795
500021 - VIK - Air	0	0	0	0	0	0	124,316
500022 - Baggage Fees	580	230	580	230	350	804	30,219
500200 - Ground Transportation	10,377	650	10,377	650	9,727	14,971	215,238
500240 - Hotel	(50,133)	1,500	(50,133)	1,500	(51,633)	30,646	1,048,895
Total Travel Expense	(8,622)	7,180	(8,622)	7,180	(15,803)	71,752	2,732,463
Per Diem & Honorarium							
500420 - Per Diem	20,992	0	20,992	0	20,993	13,604	332,684
500220 - Honorarium	7,775	3,750	7,775	3,750	4,025	17,753	730,151
Total Per Diem & Honorarium	28,767	3,750	28,767	3,750	25,018	31,357	1,062,835
Professional Services Expense							
500106 - Audit Fee	0	0	0	0	0	0	10,670
500107 - Tax Return Fee	172	0	172	0	172	0	3,250
500108 - Legal Fees	15,232	3,000	15,232	3,000	12,232	3,417	40,112
500654 - VIK- Services	0	0	0	0	0	0	100,000
500562 - Contract Labor	16,943	5,706	16,943	5,706	11,236	14,428	305,745
500756 - Professional Service Fees	0	0	0	0	0	0	27,475
500780 - Consulting Fees	640	4,400	640	4,400	(3,760)	0	4,000
Total Professional Services Expense	32,987	13,106	32,987	13,106	19,880	17,845	491,252
Magazine and Communications Expense							
Magazine Expense	58	20,937	58	20,937	(20,879)	1,500	24,619
Communications Expense	1,367	1,635	1,367	1,635	(268)	1,535	38,674
Total Magazine and Communications Expense	1,425	22,572	1,425	22,572	(21,147)	3,035	63,293
Marketing Expense							
500650 - VIK- Tournament Equipment	0	62,700	0	62,700	(62,700)	62,700	926,200
500750 - Advertising and Promotions	0	300	0	300	(300)	0	1,900
Total Marketing Expense	0	63,000	0	63,000	(63,000)	62,700	928,100
Direct Athlete Support							
500268 - Direct Athlete Support	2,700	2,000	2,700	2,000	700	2,800	148,792
Total Direct Athlete Support	2,700	2,000	2,700	2,000	700	2,800	148,792
National Team Support							
500730 - Coaches Salaries	32,600	30,750	32,600	30,750	1,850	15,550	318,900
Total National Team Support	32,600	30,750	32,600	30,750	1,850	15,550	318,900
International Programs Expense							
International License Expense	(3,104)	7,875	(3,104)	7,875	(10,979)	36	27,174
International Programs Other	5,850	0	5,850	0	5,850	0	55,719
Total International Programs Expense	2,746	7,875	2,746	7,875	(5,129)	36	82,893
Other Expenses							
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	0	0	0	0	(345)
500130 - Dues and Fees - Other	223	719	223	719	(496)	151	46,634
500335 - Entertainment	5	0	5	0	6	0	3,234
500340 - Meals	3,984	300	3,984	300	3,683	8,546	96,371
500600 - Supply	1,440	820	1,440	820	620	2,946	90,555
500430 - Prior Year Adjustments	0	22	0	22	(22)	22	17,631
500360 - Miscellaneous	749	4,950	749	4,950	(4,201)	582	16,698
500799 - Employee Development	0	2,000	0	2,000	(2,000)	485	22,688
500800 - Dues/Memberships/Subscriptions	(154)	2,101	(154)	2,101	(2,255)	204	13,295
500715 - Event Fee Refunds	17,537	0	17,537	0	17,538	685	104,745
500355 - Merchandise/Apparel	37,028	3,250	37,028	3,250	33,778	11,784	97,817
Total Other Expenses	60,812	14,162	60,812	14,162	46,651	25,405	509,323
Total Total Expenses	524,232	469,523	524,232	469,523	54,710	541,931	11,258,674
Total USFA- Net Income	661,176	1,257,824	661,176	1,257,824	(596,648)	902,580	1,949,836