

USAFencing
USFA- Budget vs Actual (2)
As of September 30, 2020

As of Date:

09/30/2020

	Month Ending 09/30/2020		Year To Date 09/30/2020	
	Actual	Working Budget	Actual	Working Budget
Net Income				
Total Income				
Membership Revenue				
Competitive Membership Revenue	182,292	182,292	501,022	501,022
Non-Competitive Membership Revenue	13,070	13,070	34,020	34,030
Supporting Membership Revenue	2,250	2,250	11,945	11,945
Coach Membership Revenue	15,060	15,060	179,585	179,585
Club Membership Revenue	3,550	3,550	15,900	15,900
Admin Membership Revenue	4,880	4,880	19,370	19,370
Total Membership Revenue	221,102	221,102	761,842	761,852
Membership Programs				
410310 - Insurance Revenue Club	29,722	29,721	158,557	158,556
410031 - Club Store/Banner	200	200	3,550	3,550
Total Membership Programs	29,922	29,921	162,107	162,106
Regional Revenues				
Regional Circuit Fees	31,056	31,056	31,056	31,056
Total Regional Revenues	31,056	31,056	31,056	31,056
Magazine and Communications Revenue				
Magazine Revenue	704	704	2,384	2,384
Communications Revenue	375	376	2,527	2,528
Total Magazine and Communications Revenue	1,079	1,080	4,911	4,912
Marketing Revenue				
410410 - Sponsorship Revenue	134	134	134	134
Total Marketing Revenue	134	134	134	134
USOC Funding				
410710 - Base Funding	0	0	245,064	245,064
Total USOC Funding	0	0	245,064	245,064
Development Revenue				
410510 - Donations - CFC	0	0	32	0
410520 - Donations - General	5,089	5,088	13,551	13,551
Total Development Revenue	5,089	5,088	13,583	13,551
Investment Income				
410620 - Interest Earned	64	65	135	135
410625 - Interest Investments	0	0	1	1
410626 - Realized Gain(Loss) Investments	5,062	5,062	8,625	8,625
410627 - Unrealized Gain(Loss) Investments	(27,569)	(27,569)	38,048	38,048
410628 - Dividends Investments	1,044	1,044	1,339	1,339
Total Investment Income	(21,399)	(21,398)	48,148	48,148

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Other Income				
410150 - RC Exam	625	625	1,350	1,350
410600 - Miscellaneous Revenue	25	25	819	119
410651 - Prior Year Income	0	0	112	0
Total Other Income	650	650	2,281	1,469
Total Income	267,633	267,633	1,269,126	1,268,292
Total Expenses				
Operating Expenses				
500120 - Depreciation- Furn, Fix, Bldg	1,778	1,778	3,556	3,556
500122 - Amoritization	814	814	1,629	1,629
500440 - Phone	2,435	2,436	4,183	4,182
500460 - Postage and Shipping	2,018	2,018	2,552	2,553
500480 - Printing	967	966	2,908	2,908
500140 - Equipment/Copier	62	63	125	126
500142 - Leased Equipment	563	562	1,498	1,498
500602 - Company Software/Hardware	1,290	1,290	18,580	18,581
500548 - Rent - Office	4,757	4,757	6,891	6,891
500546 - Rent - Public Storage	320	320	640	640
500543 - Rent - Storage Tournament Equipment	1,300	1,300	2,600	2,600
Total Operating Expenses	16,304	16,304	45,162	45,164
Administration Fees				
Data Center & Software	13,250	13,250	26,500	26,499
Braintree & Bank Fees	12,278	12,278	25,476	25,405
Total Administration Fees	25,528	25,528	51,976	51,904
Compensation Expense	86,281	86,281	181,042	181,042
Insurance Expense				
Athlete Accident Insurance Expense	2,958	2,959	5,917	5,918
General Liability Insurance expense	28,068	28,067	56,136	56,135
Other Insurance expense	2,269	2,269	4,537	4,537
Total Insurance Expense	33,295	33,295	66,590	66,590
Membership Expenses				
Background Checks	6,570	6,570	13,050	13,050
Total Membership Expenses	6,570	6,570	13,050	13,050
Event Expense				
500620 - Trophies & Medals	88	89	89	89
Total Event Expense	88	89	89	89

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Travel Expense				
500200 - Ground Transportation	2	1	1	1
Total Travel Expense	2	1	1	1
Professional Services Expense				
500108 - Legal Fees	3,000	3,000	6,000	6,000
500562 - Contract Labor	17,794	17,794	34,919	34,919
500780 - Consulting Fees	20,000	20,000	20,000	20,000
Total Professional Services Expense	40,794	40,794	60,919	60,919
Magazine and Communications Expense				
Magazine Expense	1,500	1,500	3,000	3,000
Communications Expense	535	535	4,970	4,970
Total Magazine and Communications Expense	2,035	2,035	7,970	7,970
Direct Athlete Support				
500268 - Direct Athlete Support	3,000	3,000	6,000	6,000
Total Direct Athlete Support	3,000	3,000	6,000	6,000
National Team Support				
500730 - Coaches Salaries	21,950	21,950	43,900	43,900
Total National Team Support	21,950	21,950	43,900	43,900
Other Expenses				
500130 - Dues and Fees - Other	65	65	109	109
500340 - Meals	55	55	55	55
500600 - Supply	1,892	1,892	5,037	5,037
500430 - Prior Year Adjustments	15	15	814	814
500360 - Miscellaneous	100	100	100	100
500800 - Dues/Memberships/Subscriptions	3,142	3,142	3,162	3,162
500355 - Merchandise/Apparel	0	0	342	342
Total Other Expenses	5,269	5,269	9,619	9,619
Total Total Expenses	241,116	241,116	486,318	486,248
Total USFA- Net Income	26,517	26,517	782,808	782,044