

USAFencing
USFA- Budget vs Actual (2)
As of October 31, 2021

	Month Ending 10/31/2021		Year To Date 10/31/2021		Prior Year To Date 10/31/2020	Fiscal Year 2018/19 Year to Date 10/31/2018
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
Net Income						
Total Income						
Membership Revenue						
Competitive Membership Revenue	121,360	117,890	1,014,191	900,760	554,850	1,098,751
Non-Competitive Membership Revenue	11,830	11,900	78,227	58,650	42,890	69,704
Supporting Membership Revenue	11,090	15,300	53,020	25,020	12,660	27,766
Coach Membership Revenue	11,795	10,925	214,255	220,120	190,220	253,046
Club Membership Revenue	7,680	2,750	27,520	29,390	17,750	35,007
Admin Membership Revenue	3,910	3,225	20,905	35,055	21,650	45,338
Total Membership Revenue	167,665	161,990	1,408,118	1,268,995	840,020	1,529,612
Membership Programs						
410310 - Premium Club	10,675	8,245	223,380	197,795	172,967	233,784
410320 - Insurance Revenue Third Party	0	0	0	0	0	125
410031 - Club Store/Banner	200	200	2,260	3,600	3,660	4,030
411000 - All-Academic Team	0	0	0	0	0	0
411001 - All American	0	0	390	0	0	0
Total Membership Programs	10,875	8,445	226,030	201,395	176,627	237,939
Event Revenues						
410120 - National Registration Fee	477,285	424,220	577,510	745,220	0	466,035
410100 - National Registration - COVID Fee	39,795	0	39,795	0	0	0
410416 - Event Incentives	0	45,000	0	45,000	0	0
410415 - Event Vendors	4,500	16,500	4,500	16,500	0	14,701
410480 - Hotel Rebates	32,674	30,500	37,570	41,550	0	33,420
410417 - Event No Show Fee	0	0	250	0	0	0
Total Event Revenues	554,254	516,220	659,625	848,270	0	514,156
Regional Revenues						
Regional Bid Fees	0	0	(76)	0	0	0
Regional Circuit Fees	55,229	43,400	203,709	138,850	91,541	167,039
Total Regional Revenues	55,229	43,400	203,633	138,850	91,541	167,039
Ticket Revenue						
410144 - Tickets - National Events	0	1,000	0	1,000	0	1,830
410146 - Tickets - US International Events	0	3,000	0	3,000	0	0
410140 - Ticket Sales	0	30,000	0	30,000	0	0
Total Ticket Revenue	0	34,000	0	34,000	0	1,830
Recognized International Events						
Asian Events						
410950 - International Regional Circuit	0	0	0	0	0	1,614
410960 - International Regional Surcharge	0	0	0	0	0	11,165
Total Asian Events	0	0	0	0	0	12,779
Total Recognized International Events	0	0	0	0	0	12,779
Magazine and Communications Revenue						
Magazine Revenue	544	300	3,596	1,300	2,920	3,220
Communications Revenue	757	2,550	1,894	7,650	2,987	5,244
Total Magazine and Communications Revenue	1,301	2,850	5,490	8,950	5,907	8,464
Marketing Revenue						
410449 - VIK - Merchandise	0	10,000	0	10,000	0	0
410495 - VIK - Tournament Equipment	107,500	168,000	170,200	252,000	0	101,100
410410 - Sponsorship Revenue	15,000	10,000	15,423	10,000	134	150
410451 - Corporate Partnership	0	0	0	0	0	4,800
410458 - Merchandise Retail Operations	0	5,000	0	5,000	0	4,250
Total Marketing Revenue	122,500	193,000	185,623	277,000	134	110,300
Coach Education Revenues						
410190 - Clinics	0	0	0	0	0	550
410195 - Online Courses	0	5,636	0	15,908	0	0
Total Coach Education Revenues	0	5,636	0	15,908	0	550
USOC Funding						
410492 - VIK - Airline Tickets	0	0	0	0	0	29,381
410700 - Grants	14,057	0	56,267	6,600	2,774	12,069
410710 - Base Funding	0	0	277,041	277,041	265,128	335,928
Total USOC Funding	14,057	0	333,308	283,641	267,902	377,378
International Programs Revenue						
International Registration Fees	13,890	93,700	13,890	95,950	0	32,005
Cadre to World Cup Fee	77,255	0	77,735	17,500	0	166,409
Total International Programs Revenue	91,145	93,700	91,625	113,450	0	198,414
International Licensing Fees						
410210 - FIE License Fee	5,840	5,160	5,840	10,320	0	10,960
410235 - European Federation License	3,650	1,800	3,650	5,400	0	7,250
410240 - IWAS License Fee	0	0	0	0	0	60
Total International Licensing Fees	9,490	6,960	9,490	15,720	0	18,270
US Fencing Foundation Grant						
410820 - USFF Grants	0	0	118,720	0	0	97,570
Total US Fencing Foundation Grant	0	0	118,720	0	0	97,570
Development Revenue						
410510 - Donations - CFC	0	0	0	0	32	1,317

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410520 - Donations - General	4,401	8,000	18,917	22,000	16,767	8,433
410525 - Donations - CC Fees	2	40	188	110	266	0
410540 - Donations - Restricted	0	0	300	0	0	12,585
410550 - Restr. Int'l Donations- Other	0	15,000	0	15,000	0	0
410558 - Donations - Major Gift	0	5,000	0	10,000	0	10,000
Total Development Revenue	4,403	28,040	19,405	47,110	17,065	32,335
Investment Income						
410620 - Interest Earned	196	70	462	210	199	66
410625 - Interest Investments	1	13	2	38	1	85
410626 - Realized Gain(Loss) Investments	2,080	1,500	24,354	4,500	46,483	1,984
410627 - Unrealized Gain(Loss) Investments	48,219	1,200	59,523	3,600	(11,138)	(27,932)
410628 - Dividends Investments	297	1,000	2,005	3,000	1,507	1,231
Total Investment Income	50,793	3,783	86,346	11,348	37,052	(24,566)
Other Income						
410150 - RC Exam	2,025	0	4,300	0	1,725	2,700
410442 - Merchandise/Apparel	3,800	9,500	3,800	14,000	0	16,250
410600 - Miscellaneous Revenue	(4,221)	100	(3,348)	59,020	868	2,730
410651 - Prior Year Income	0	0	0	0	112	0
Total Other Income	1,604	9,600	4,752	73,020	2,705	21,680
Total Income	1,083,316	1,107,624	3,352,165	3,337,657	1,438,953	3,303,750
Total Expenses						
Operating Expenses						
500120 - Depreciation- Furn, Fix, Bldg	780	1,449	2,340	4,347	5,333	7,326
500122 - Amortization	115	115	343	345	2,444	10,306
500440 - Phone	3,167	3,684	5,580	10,925	7,118	7,580
500460 - Postage and Shipping	1,536	4,610	4,533	7,830	4,230	7,122
500480 - Printing	7,431	4,375	11,946	8,725	5,855	8,737
500140 - Equipment/Copier	81	75	162	225	189	179
500142 - Leased Equipment	612	565	2,038	1,898	2,177	1,852
500602 - Company Software/Hardware	4,071	2,157	33,060	22,371	19,870	21,371
500548 - Rent - Office	5,597	5,598	16,792	16,794	14,269	6,917
500546 - Rent - Public Storage	347	340	1,041	1,020	960	816
500543 - Rent - Storage Tournament Equipment	0	1,300	3,900	3,900	3,900	2,646
Total Operating Expenses	23,737	24,268	81,735	78,380	66,345	74,852
Administration Fees						
Data Center & Software	13,250	12,408	39,750	37,224	39,750	38,550
Braintree & Bank Fees	35,872	38,385	118,447	127,555	34,481	126,821
Total Administration Fees	49,122	50,793	158,197	164,779	74,231	165,371
Compensation Expense	166,752	174,421	365,218	433,263	267,407	348,704
Insurance Expense						
Athlete Accident Insurance Expense	4,036	3,000	12,108	9,000	8,876	10,475
General Liability Insurance expense	26,770	28,000	80,310	84,000	84,203	93,495
Other Insurance expense	3,606	2,832	9,265	9,075	6,807	973
Total Insurance Expense	34,412	33,832	101,683	102,075	99,886	104,943
Membership Expenses						
Background Checks	10,260	5,050	28,723	20,550	17,430	21,809
Rebates Expense	0	0	(254)	0	15,426	45,237
Total Membership Expenses	10,260	5,050	28,469	20,550	32,856	67,046
Center for Safe Sport						
500145 - Center for Safe Sport	0	7,000	7,020	7,000	7,020	0
Total USFA - Center for Safe Sport	0	7,000	7,020	7,000	7,020	0
Event Expense						
500160 - Freight	2,231	15,000	19,465	34,000	0	5,933
500549 - Venue Rental	25,000	66,000	47,500	106,000	0	31,822
500550 - Venue Decorator	32,479	43,000	47,442	68,000	0	27,540
500552 - Venue Security	0	11,000	3,673	13,000	0	5,796
500553 - Venue Electric	6,465	12,000	11,886	17,000	0	5,425
500554 - Venue Catering	31,699	57,000	43,672	79,000	0	30,815
500557 - Venue EMT	0	2,000	0	4,000	0	0
500558 - Venue Phone/AV/Internet	11,526	16,000	23,582	27,300	0	2,603
500559 - Production/Staging	0	12,000	0	12,000	0	0
500560 - Temporary Labor - Events	0	9,500	0	12,500	0	4,711
500561 - Contract Labor - Events	2,550	8,750	3,113	13,250	0	0
500603 - Event Software	1,404	2,850	2,266	2,850	0	1,550
500620 - Trophies & Medals	414	2,140	664	4,220	318	620
500754 - Broadcasting	0	5,000	0	5,000	0	0
Total Event Expense	113,768	262,240	203,263	398,120	318	116,815
Travel Expense						
500020 - Air	72,680	138,550	104,651	195,100	374	178,243
500021 - VIK - Air	0	0	0	0	0	29,381
500022 - Baggage Fees	35	5,730	909	8,895	0	2,577
500200 - Ground Transportation	709	77,900	17,134	94,760	2	18,767
500240 - Hotel	20,633	129,900	49,499	256,227	921	95,173
Total Travel Expense	94,057	352,080	172,193	554,982	1,297	324,141

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Per Diem & Honorarium						
500420 - Per Diem	6,305	90,030	19,558	119,653	0	20,880
500220 - Honorarium	10,775	67,920	27,779	108,914	0	70,115
Total Per Diem & Honorarium	17,080	157,950	47,337	228,567	0	90,995
Professional Services Expense						
500106 - Audit Fee	0	9,000	0	9,000	8,500	8,000
500108 - Legal Fees	0	3,500	6,417	10,500	9,000	6,637
500562 - Contract Labor	35,846	23,868	69,640	67,670	52,000	52,925
500652 - Professional Service Fees	0	5,000	0	10,000	0	0
500780 - Consulting Fees	20,250	0	20,250	0	20,000	2,500
Total Professional Services Expense	56,096	41,368	96,307	97,170	89,500	70,062
Magazine and Communications Expense						
Magazine Expense	3,000	100	6,000	19,800	3,938	21,492
Communications Expense	0	25,975	12,070	27,925	5,505	2,370
Total Magazine and Communications Expense	3,000	26,075	18,070	47,725	9,443	23,862
Marketing Expense						
500650 - VIK- Tournament Equipment	107,500	168,000	170,200	252,000	0	101,100
500652 - VIK- Merchandise	0	10,000	0	10,000	0	0
500750 - Advertising and Promotions	0	25	0	75	0	400
Total Marketing Expense	107,500	178,025	170,200	262,075	0	101,500
Direct Athlete Support						
500268 - Direct Athlete Support	1,800	41,450	7,400	58,550	9,000	12,900
Total Direct Athlete Support	1,800	41,450	7,400	58,550	9,000	12,900
National Team Support						
500730 - Coaches Salaries	17,300	14,300	48,400	58,200	65,850	72,900
Total National Team Support	17,300	14,300	48,400	58,200	65,850	72,900
International Programs Expense						
International License Expense	0	5,625	36	12,150	0	14,319
International Programs Other	698	13,800	698	19,120	0	16,534
Total International Programs Expense	698	19,425	734	31,270	0	30,853
Development Expense	0	200	0	200	0	0
Other Expenses						
500130 - Dues and Fees - Other	764	545	1,297	6,435	466	4,965
500335 - Entertainment	0	0	100	0	0	0
500340 - Meals	3,312	54,295	13,174	61,410	77	12,363
500600 - Supply	17,380	10,870	20,803	25,835	6,291	11,583
500430 - Prior Year Adjustments	(67,523)	0	(67,502)	0	814	4,239
500360 - Miscellaneous	537	6,125	4,195	8,135	105	2,635
500799 - Employee Development	76	2,350	560	2,350	0	7,999
500800 - Dues/Memberships/Subscriptions	1,383	320	1,588	1,360	3,183	1,491
500810 - Tickets	0	0	0	2,500	0	0
500715 - Event Fee Refunds	455	6,363	3,800	11,178	0	11,955
500355 - Merchandise/Apparel	427	29,100	12,211	43,300	341	32,152
Total Other Expenses	(43,189)	109,968	(9,774)	162,503	11,277	89,382
Total Total Expenses	652,393	1,498,445	1,496,452	2,705,409	734,430	1,694,326
Total USFA- Net Income	430,923	(390,821)	1,855,713	632,248	704,523	1,609,424