

USAFencing
USFA- Budget vs Actual (2)
As of September 30, 2021

	Month Ending 09/30/2021		Year To Date 09/30/2021		Prior Year To Date 09/30/2020	Fiscal Year 2018/19 Year to Date 09/30/2018
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
Net Income						
Total Income						
Membership Revenue						
Competitive Membership Revenue	225,304	166,750	892,831	782,870	501,022	954,469
Non-Competitive Membership Revenue	18,850	13,600	66,397	46,750	34,020	55,634
Supporting Membership Revenue	14,155	5,850	41,930	9,720	11,945	10,776
Coach Membership Revenue	23,710	21,815	202,460	209,195	179,585	240,071
Club Membership Revenue	10,320	5,160	19,840	26,640	15,900	31,737
Admin Membership Revenue	7,030	6,130	16,995	31,830	19,370	40,978
Total Membership Revenue	299,369	219,305	1,240,453	1,107,005	761,842	1,333,665
Membership Programs						
410310 - Premium Club	22,055	23,800	212,705	189,550	158,557	224,044
410031 - Club Store/Banner	285	400	2,060	3,400	3,550	3,975
411000 - All-Academic Team	(30)	0	0	0	0	0
411001 - All American	0	0	390	0	0	0
Total Membership Programs	22,310	24,200	215,155	192,950	162,107	228,019
Event Revenues						
410120 - National Registration Fee	0	0	100,225	321,000	0	(185)
410480 - Hotel Rebates	0	0	4,896	11,050	0	0
410417 - Event No Show Fee	0	0	250	0	0	0
Total Event Revenues	0	0	105,371	332,050	0	(185)
Regional Revenues						
Regional Bid Fees	0	0	(76)	0	0	0
Regional Circuit Fees	87,970	46,900	148,480	95,450	66,512	116,546
Total Regional Revenues	87,970	46,900	148,404	95,450	66,512	116,546
Magazine and Communications Revenue						
Magazine Revenue	1,056	300	3,052	1,000	2,384	2,792
Communications Revenue	879	2,550	1,136	5,100	2,527	3,829
Total Magazine and Communications Revenue	1,935	2,850	4,188	6,100	4,911	6,621
Marketing Revenue						
410495 - VIK - Tournament Equipment	0	0	62,700	84,000	0	0
410410 - Sponsorship Revenue	203	0	423	0	134	99
410451 - Corporate Partnership	0	0	0	0	0	4,800
Total Marketing Revenue	203	0	63,123	84,000	134	4,899
Coach Education Revenues						
410195 - Online Courses	0	5,636	0	10,272	0	0
Total Coach Education Revenues	0	5,636	0	10,272	0	0
USOC Funding						
410492 - VIK - Airline Tickets	0	0	0	0	0	29,597
410700 - Grants	42,211	0	42,211	6,600	2,774	0
410710 - Base Funding	277,041	277,041	277,041	277,041	245,064	167,964
Total USOC Funding	319,252	277,041	319,252	283,641	247,838	197,561
International Programs Revenue						
International Registration Fees	0	0	0	2,250	0	20,970
Cadre to World Cup Fee	480	0	480	17,500	0	128,419
Total International Programs Revenue	480	0	480	19,750	0	149,389
International Licensing Fees						
410210 - FIE License Fee	0	5,160	0	5,160	0	10,960
410235 - European Federation License	0	1,800	0	3,600	0	7,250
410240 - IWAS License Fee	0	0	0	0	0	60
Total International Licensing Fees	0	6,960	0	8,760	0	18,270
US Fencing Foundation Grant						
410820 - USFF Grants	118,720	0	118,720	0	0	0
Total US Fencing Foundation Grant	118,720	0	118,720	0	0	0
Development Revenue						
410510 - Donations - CFC	0	0	0	0	33	1,317
410520 - Donations - General	5,108	7,000	14,517	14,000	13,551	6,859
410525 - Donations - CC Fees	1	35	186	70	0	0
410540 - Donations - Restricted	300	0	300	0	0	11,835
410558 - Donations - Major Gift	0	5,000	0	5,000	0	10,000
Total Development Revenue	5,409	12,035	15,003	19,070	13,584	30,011
Investment Income						
410620 - Interest Earned	136	70	265	140	134	36
410625 - Interest Investments	0	12	1	25	1	55
410626 - Realized Gain(Loss) Investments	16,374	1,500	22,274	3,000	8,625	1,287
410627 - Unrealized Gain(Loss) Investments	(50,444)	1,200	11,304	2,400	38,048	9,488
410628 - Dividends Investments	1,224	1,000	1,708	2,000	1,339	1,038
Total Investment Income	(32,710)	3,782	35,552	7,565	48,147	11,904
Other Income						

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410150 - RC Exam	900	0	2,275	0	1,350	2,700
410442 - Merchandise/Apparel	0	4,500	0	4,500	0	9,045
410600 - Miscellaneous Revenue	500	100	873	58,920	819	2,276
410651 - Prior Year Income	0	0	0	0	112	0
Total Other Income	1,400	4,600	3,148	63,420	2,281	14,021
Total Income	824,338	603,309	2,268,849	2,230,033	1,307,356	2,110,721
Total Expenses						
Operating Expenses						
500120 - Depreciation- Furn, Fix, Bldg	780	1,449	1,560	2,898	3,556	4,884
500122 - Amortization	114	115	229	230	1,629	6,870
500440 - Phone	(4,331)	2,984	2,412	7,241	4,182	5,199
500460 - Postage and Shipping	1,829	1,135	2,997	3,220	2,553	3,800
500480 - Printing	980	3,175	4,515	4,350	2,907	2,956
500140 - Equipment/Copier	0	75	81	150	126	120
500142 - Leased Equipment	611	768	1,426	1,333	1,498	1,272
500602 - Company Software/Hardware	11,421	2,374	28,631	20,214	18,580	16,670
500548 - Rent - Office	5,597	5,598	11,194	11,196	6,890	4,612
500546 - Rent - Public Storage	347	340	694	680	640	544
500543 - Rent - Storage Tournament Equipment	2,600	1,300	3,900	2,600	2,600	1,233
Total Operating Expenses	19,948	19,313	57,639	54,112	45,161	48,160
Administration Fees						
Data Center & Software	13,250	12,408	26,500	24,816	26,500	25,700
Braintree & Bank Fees	48,814	38,085	82,934	89,170	25,460	88,878
Total Administration Fees	62,064	50,493	109,434	113,986	51,960	114,578
Compensation Expense	103,544	129,421	198,465	258,842	181,042	237,246
Insurance Expense						
Athlete Accident Insurance Expense	4,036	3,000	8,073	6,000	5,918	6,983
General Liability Insurance expense	26,770	28,000	53,540	56,000	56,135	62,330
Other Insurance expense	2,801	2,400	5,659	6,243	4,538	649
Total Insurance Expense	33,607	33,400	67,272	68,243	66,591	69,962
Membership Expenses						
Background Checks	9,900	10,000	18,463	15,500	13,050	16,042
Rebates Expense	0	0	(254)	0	0	0
Total Membership Expenses	9,900	10,000	18,209	15,500	13,050	16,042
Center for Safe Sport						
500145 - Center for Safe Sport	7,020	0	7,020	0	0	0
Total USFA - Center for Safe Sport	7,020	0	7,020	0	0	0
Event Expense						
500160 - Freight	0	0	17,234	19,000	0	752
500549 - Venue Rental	0	0	22,500	40,000	0	2,723
500550 - Venue Decorator	0	0	14,963	25,000	0	0
500552 - Venue Security	0	0	3,673	2,000	0	0
500553 - Venue Electric	0	0	5,420	5,000	0	0
500554 - Venue Catering	0	1,500	11,973	22,000	0	0
500557 - Venue EMT	0	0	0	2,000	0	0
500558 - Venue Phone/AV/Internet	0	1,000	12,058	11,300	0	0
500560 - Temporary Labor - Events	0	0	0	3,000	0	0
500561 - Contract Labor - Events	0	0	562	4,500	0	0
500603 - Event Software	0	0	861	0	0	0
500620 - Trophies & Medals	0	40	251	2,080	88	0
Total Event Expense	0	2,540	89,495	135,880	88	3,475
Travel Expense						
500020 - Air	6,640	7,800	31,971	56,550	374	77,809
500021 - VIK - Air	0	0	0	0	0	29,597
500022 - Baggage Fees	70	0	874	3,165	0	774
500200 - Ground Transportation	1,453	1,625	16,424	16,860	2	3,136
500240 - Hotel	(1,779)	5,250	28,867	126,327	920	18,888
Total Travel Expense	6,384	14,675	78,136	202,902	1,296	130,204
Per Diem & Honorarium						
500420 - Per Diem	0	0	13,254	29,623	0	1,800
500220 - Honorarium	0	0	17,003	40,994	0	3,450
Total Per Diem & Honorarium	0	0	30,257	70,617	0	5,250
Professional Services Expense						
500108 - Legal Fees	3,000	3,500	6,417	7,000	6,000	4,167
500562 - Contract Labor	19,366	22,201	33,794	43,802	35,421	31,766
500756 - Professional Service Fees	0	0	0	5,000	0	0
500780 - Consulting Fees	0	0	0	0	20,000	2,500

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Total Professional Services Expense	22,366	25,701	40,211	55,802	61,421	38,433
Magazine and Communications Expense						
Magazine Expense	1,500	100	3,000	19,700	3,000	0
Communications Expense	10,535	975	12,070	1,950	4,970	1,625
Total Magazine and Communications Expense	12,035	1,075	15,070	21,650	7,970	1,625
Marketing Expense						
500650 - VIK- Tournament Equipment	0	0	62,700	84,000	0	0
500750 - Advertising and Promotions	0	25	0	50	0	400
Total Marketing Expense	0	25	62,700	84,050	0	400
Direct Athlete Support						
500268 - Direct Athlete Support	2,800	14,300	5,600	17,100	6,000	8,600
Total Direct Athlete Support	2,800	14,300	5,600	17,100	6,000	8,600
National Team Support						
500730 - Coaches Salaries	15,550	21,950	31,100	43,900	43,900	48,600
Total National Team Support	15,550	21,950	31,100	43,900	43,900	48,600
International Programs Expense						
International License Expense	0	5,625	36	6,525	0	13,147
International Programs Other	0	0	0	5,320	0	1,784
Total International Programs Expense	0	5,625	36	11,845	0	14,931
Other Expenses						
500130 - Dues and Fees - Other	382	45	533	5,890	109	1,323
500335 - Entertainment	100	0	100	0	0	0
500340 - Meals	1,316	1,175	9,861	7,115	55	5,757
500600 - Supply	477	1,470	3,424	14,965	5,036	8,414
500430 - Prior Year Adjustments	0	0	22	0	814	1,598
500360 - Miscellaneous	3,075	425	3,657	2,010	100	1,519
500799 - Employee Development	0	0	485	0	0	7,999
500800 - Dues/Memberships/Subscriptions	0	20	204	1,040	3,163	1,311
500810 - Tickets	0	0	0	2,500	0	0
500715 - Event Fee Refunds	2,660	0	3,345	4,815	0	0
500355 - Merchandise/Apparel	0	3,600	11,784	14,200	342	10,353
Total Other Expenses	8,010	6,735	33,415	52,535	9,619	38,274
Total Total Expenses	303,228	335,253	844,059	1,206,964	488,098	775,780
Total USFA- Net Income	521,110	268,056	1,424,790	1,023,069	819,258	1,334,941