

USAFencing
USFA- Budget vs Actual (2)
As of January 31, 2022
As of Date: 01/31/2022

	Month Ending 01/31/2022		Year To Date 01/31/2022		Prior Year To Date 01/31/2021	Fiscal Year 2018/19 Year to Date 01/31/2019
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
Net Income						
Total Income						
Membership Revenue						
Competitive Membership Revenue	58,805	49,390	1,194,001	1,060,690	615,751	1,296,538
Non-Competitive Membership Revenue	7,880	9,350	97,407	76,415	56,640	90,944
Access Membership Revenue	7,140	2,970	74,285	37,890	14,730	42,891
Coach Membership Revenue	4,745	4,636	231,110	231,010	200,385	265,721
Club Membership Revenue	440	865	30,267	33,960	19,300	40,157
Admin Membership Revenue	1,980	1,440	26,845	39,315	23,910	50,988
Total Membership Revenue	80,990	68,651	1,653,915	1,479,280	930,716	1,787,239
Membership Programs						
410310 - Premium Club	1,842	3,655	235,215	203,660	180,607	240,869
410320 - Insurance Revenue Third Party	0	0	0	0	0	125
410031 - Club Store/Banner	55	100	2,645	4,000	3,770	4,350
411000 - All-Academic Team	0	0	0	0	0	0
411001 - All American	0	0	390	0	0	0
Total Membership Programs	1,897	3,755	238,250	207,660	184,377	245,344
Event Revenues						
410120 - National Registration Fee	536,845	467,000	1,669,127	2,139,498	0	1,897,405
410100 - National Registration - COVID Fee	44,280	0	120,820	0	0	0
410125 - Registration- Processing Fees	0	0	288	0	0	0
410416 - Event Incentives	50,000	65,000	50,000	136,286	0	27,000
410415 - Event Vendors	7,500	9,000	16,500	43,500	0	56,307
410480 - Hotel Rebates	27,697	28,900	101,975	121,110	0	125,262
410417 - Event No Show Fee	0	0	1,750	0	0	0
Total Event Revenues	666,322	569,900	1,960,460	2,440,394	0	2,105,974
Regional Revenues						
Regional Bid Fees	5,925	3,100	6,366	3,925	18,454	5,700
Regional Circuit Fees	58,351	39,700	326,801	278,650	97,996	406,036
Total Regional Revenues	64,276	42,800	333,167	282,575	116,450	411,736
Ticket Revenue						
410144 - Tickets - National Events	0	3,500	0	6,500	0	13,452
410146 - Tickets - US International Events	0	0	0	3,000	0	2,470
410140 - Ticket Sales	0	0	0	30,000	0	0
Total Ticket Revenue	0	3,500	0	39,500	0	15,922
Recognized International Events						
Asian Events						
410950 - International Regional Circuit	0	0	0	0	0	4,140
410960 - International Regional Surcharge	0	0	0	0	0	30,965
Total Asian Events	0	0	0	0	0	35,105
Total Recognized International Events	0	0	0	0	0	35,105
Magazine and Communications Revenue						
Magazine Revenue	424	0	4,580	2,300	3,756	3,980
Communications Revenue	1,366	2,550	8,450	15,300	7,189	12,945
Total Magazine and Communications Revenue	1,790	2,550	13,030	17,600	10,945	16,925
Marketing Revenue						
410449 - VIK - Merchandise	0	0	0	15,000	8,608	0
410495 - VIK - Tournament Equipment	99,500	84,000	377,200	504,000	0	446,300
410498 - VIK- Other	55,790	0	55,790	0	0	0
410410 - Sponsorship Revenue	0	30,000	18,912	40,000	956	10,497
410451 - Corporate Partnership	0	0	0	0	0	4,800
410458 - Merchandise Retail Operations	0	5,000	0	10,000	0	13,450
Total Marketing Revenue	155,290	119,000	451,902	569,000	9,564	475,047
Coach Education Revenues						
410190 - Clinics	0	0	0	0	0	1,325
410195 - Online Courses	0	4,636	50	30,816	0	0
Total Coach Education Revenues	0	4,636	50	30,816	0	1,325
USOC Funding						
410492 - VIK - Airline Tickets	0	0	479	0	0	29,381
410700 - Grants	0	5,000	56,267	11,600	17,908	20,069
410710 - Base Funding	0	200,000	554,082	754,082	365,128	671,856
Total USOC Funding	0	205,000	610,828	765,682	383,036	721,306

International Programs Revenue

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International Registration Fees	3,090	9,900	18,680	125,650	0	84,305
Cadre to World Cup Fee	34,205	48,000	183,170	161,500	0	246,839
Total International Programs Revenue	37,295	57,900	201,850	287,150	0	331,144
International Licensing Fees						
410210 - FIE License Fee	3,200	0	17,635	20,640	0	24,800
410235 - European Federation License	1,050	0	8,700	9,000	0	11,900
410240 - IWAS License Fee	0	0	0	0	0	360
Total International Licensing Fees	4,250	0	26,335	29,640	0	37,060
US Fencing Foundation Grant						
410820 - USFF Grants	0	0	118,720	100,000	111,800	97,570
Total US Fencing Foundation Grant	0	0	118,720	100,000	111,800	97,570
Development Revenue						
410510 - Donations - CFC	72	0	172	0	32	2,032
410520 - Donations - General	13,893	6,000	41,567	58,000	33,135	17,481
410525 - Donations - CC Fees	0	30	318	290	370	0
410540 - Donations - Restricted	512	0	2,157	0	0	23,935
410550 - Restrct. Int'l Donations- Other	0	0	0	15,000	0	0
410558 - Donations - Major Gift	0	0	0	25,000	10,000	10,000
Total Development Revenue	14,477	6,030	44,214	98,290	43,537	53,448
Investment Income						
410620 - Interest Earned	189	70	1,050	420	326	136
410625 - Interest Investments	1	12	5	75	1	205
410626 - Realized Gain(Loss) Investments	393	1,500	64,094	9,000	86,001	3,114
410627 - Unrealized Gain(Loss) Investments	(77,316)	1,200	(12,831)	7,200	108,749	(18,489)
410628 - Dividends Investments	190	1,000	15,031	6,000	9,545	3,901
Total Investment Income	(76,543)	3,782	67,349	22,695	204,622	(11,133)
Other Income						
410150 - RC Exam	850	0	8,650	0	2,725	8,500
410155 - Wheelchair Exam	0	0	25	0	50	125
410442 - Merchandise/Apparel	2,560	4,500	24,800	27,500	0	29,050
410600 - Miscellaneous Revenue	344	100	2,917	323,320	(9,565)	6,468
410651 - Prior Year Income	2,343	0	2,344	0	112	0
410705 - Paycheck Protection Program	0	0	264,667	0	0	0
Total Other Income	6,097	4,600	303,403	350,820	(6,678)	44,143
Total Income	956,141	1,092,104	6,023,473	6,721,102	1,988,369	6,368,155
Total Expenses						
Operating Expenses						
500120 - Depreciation- Furn, Fix, Bldg	780	1,449	4,679	8,694	10,434	14,873
500122 - Amortization	114	115	688	690	4,887	20,612
500440 - Phone	5,009	2,484	18,577	18,377	11,695	17,504
500460 - Postage and Shipping	1,124	1,510	10,572	14,360	5,726	13,212
500480 - Printing	3,164	1,075	18,149	14,200	10,596	13,639
500060 - Bad Debt Expense	0	0	1	0	0	0
500140 - Equipment/Copier	82	75	366	450	420	360
500142 - Leased Equipment	611	565	4,086	3,796	4,077	3,836
500602 - Company Software/Hardware	5,096	4,008	40,735	32,091	26,917	36,627
500548 - Rent - Office	6,128	6,129	34,115	34,119	34,623	13,835
500546 - Rent - Public Storage	347	340	2,082	2,040	1,920	1,632
500543 - Rent - Storage Tournament Equipment	1,300	1,300	7,800	7,800	8,050	5,877
Total Operating Expenses	23,755	19,050	141,850	136,617	119,345	142,007
Administration Fees						
Data Center & Software	15,067	12,408	81,317	74,448	79,500	77,100
Braintree & Bank Fees	40,266	40,785	229,389	201,010	51,088	231,273
Total Administration Fees	55,333	53,193	310,706	275,458	130,588	308,373
Compensation Expense	95,012	129,421	828,177	1,071,236	607,906	689,284
Insurance Expense						
Athlete Accident Insurance Expense	4,037	3,000	24,217	18,000	17,752	20,950
General Liability Insurance expense	26,769	28,000	160,619	168,000	168,407	186,990
Other Insurance expense	12,921	3,216	30,431	23,723	18,382	8,663
Total Insurance Expense	43,727	34,216	215,267	209,723	204,541	216,603
Membership Expenses						
Background Checks	30	1,550	42,732	28,100	24,150	30,347
Rebates Expense	(96)	8,000	(350)	53,000	17,277	70,813
Total Membership Expenses	(66)	9,550	42,382	81,100	41,427	101,160

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Center for Safe Sport						
500145 - Center for Safe Sport	0	7,000	14,040	14,000	7,020	0
Total USFA - Center for Safe Sport	0	7,000	14,040	14,000	7,020	0
Event Expense						
500160 - Freight	21,803	20,180	82,341	72,360	(387)	74,411
500549 - Venue Rental	138,930	113,000	212,886	307,775	1,000	133,491
500550 - Venue Decorator	66,843	30,000	141,740	140,500	0	143,080
500552 - Venue Security	10,152	7,000	27,463	35,000	0	30,328
500553 - Venue Electric	0	7,000	16,909	38,000	0	21,820
500554 - Venue Catering	39,669	30,000	125,233	169,000	0	144,142
500557 - Venue EMT	0	2,000	0	8,000	0	6,434
500558 - Venue Phone/AV/Internet	11,376	6,000	41,954	47,300	0	33,873
500559 - Production/Staging	1,068	5,000	1,068	21,000	0	20,007
500560 - Temporary Labor - Events	0	4,500	29,643	26,000	0	21,806
500561 - Contract Labor - Events	0	0	3,113	13,250	0	1,215
500603 - Event Software	300	1,850	2,866	8,400	0	7,100
500620 - Trophies & Medals	1,207	840	3,686	7,240	2,260	3,831
500754 - Broadcasting	0	0	0	5,000	0	2,775
Total Event Expense	291,348	227,370	688,902	898,825	2,873	644,313
Travel Expense						
500020 - Air	122,950	177,050	379,767	743,000	1,802	590,898
500021 - VIK - Air	0	0	0	0	0	29,381
500022 - Baggage Fees	1,923	5,160	4,734	29,195	0	9,348
500200 - Ground Transportation	31,431	19,250	88,880	167,110	3	86,597
500240 - Hotel	208,461	89,750	438,144	555,327	920	380,575
Total Travel Expense	364,765	291,210	911,525	1,494,632	2,725	1,096,799
Per Diem & Honorarium						
500420 - Per Diem	48,493	56,930	147,061	301,683	0	111,138
500220 - Honorarium	72,784	77,520	212,525	342,134	0	278,093
Total Per Diem & Honorarium	121,277	134,450	359,586	643,817	0	389,231
Professional Services Expense						
500106 - Audit Fee	12,500	0	12,500	12,000	11,500	10,670
500107 - Tax Return Fee	0	0	0	4,000	0	3,250
500108 - Legal Fees	6,000	3,500	13,917	21,000	18,000	16,112
500562 - Contract Labor	23,159	21,618	160,145	132,524	121,407	121,413
500756 - Professional Service Fees	0	5,000	48,750	15,000	0	12,000
500780 - Consulting Fees	11,750	0	57,500	60,000	20,000	2,500
Total Professional Services Expense	53,409	30,118	292,812	244,524	170,907	165,945
Magazine and Communications Expense						
Magazine Expense	1,500	100	10,500	39,600	8,812	21,619
Communications Expense	350	975	37,120	30,850	31,110	29,867
Total Magazine and Communications Expense	1,850	1,075	47,620	70,450	39,922	51,486
Marketing Expense						
500266 - Reimbursement - Awards	5,000	0	5,000	0	750	0
500650 - VIK- Tournament Equipment	99,500	84,000	377,200	504,000	0	446,300
500652 - VIK- Merchandise	0	0	0	15,000	8,608	0
500659 - VIK- Other expense	55,789	0	55,790	0	0	0
500750 - Advertising and Promotions	0	25	405	150	0	520
Total Marketing Expense	160,289	84,025	438,395	519,150	9,358	446,820
Direct Athlete Support						
500268 - Direct Athlete Support	2,700	3,000	15,200	144,450	122,922	24,900
Total Direct Athlete Support	2,700	3,000	15,200	144,450	122,922	24,900
National Team Support						
500730 - Coaches Salaries	24,000	14,300	98,950	101,100	131,700	145,800
Total National Team Support	24,000	14,300	98,950	101,100	131,700	145,800
International Programs Expense						
International License Expense	841	0	3,241	23,400	0	17,458
International Programs Other	18,175	4,800	23,519	31,600	0	32,761
Total International Programs Expense	19,016	4,800	26,760	55,000	0	50,219
Development Expense	0	200	0	400	0	0
Other Expenses						
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	0	0	274	0
500130 - Dues and Fees - Other	3,718	533	10,370	7,634	3,197	19,635

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	01/31/2022		01/31/2022		01/31/2021	01/31/2019
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
500335 - Entertainment	0	0	2,627	0	0	653
500340 - Meals	7,594	2,860	25,487	69,155	78	33,434
500600 - Supply	1,374	8,020	34,302	53,038	7,601	36,936
500430 - Prior Year Adjustments	0	2,500	(67,502)	2,500	(21,420)	8,983
500360 - Miscellaneous	12,391	425	27,364	9,410	878	8,517
500799 - Employee Development	0	1,100	10,561	13,950	0	13,324
500800 - Dues/Memberships/Subscriptions	1,948	20	7,208	1,420	3,223	6,120
500810 - Tickets	0	0	0	2,500	0	0
500715 - Event Fee Refunds	3,775	7,005	13,470	31,634	0	36,680
500355 - Merchandise/Apparel	18,205	0	52,210	50,500	2,438	37,137
Total Other Expenses	49,005	22,463	116,097	241,741	(3,731)	201,419
Total Total Expenses	1,305,420	1,065,441	4,548,269	6,202,223	1,587,503	4,674,359
Total USFA- Net Income	(349,279)	26,663	1,475,204	518,879	400,866	1,693,796