

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

	Month Ending 06/30/2021		Year To Date 06/30/2021	
	Actual	Working Budget	Actual	Working Budget
Net Income				
Total Income				
Membership Revenue				
Competitive Membership Revenue	24,362	25,900	849,048	767,709
Non-Competitive Membership Revenue	2,355	3,000	82,933	74,880
Supporting Membership Revenue	443	1,250	22,830	28,340
Coach Membership Revenue	3,368	1,200	225,616	214,430
Club Membership Revenue	650	0	22,750	19,350
Admin Membership Revenue	1,020	100	31,640	24,780
Total Membership Revenue	32,198	31,450	1,234,817	1,129,489
Membership Programs				
410310 - Insurance Revenue Club	0	0	187,326	181,496
410031 - Club Store/Banner	0	0	3,880	3,715
411000 - All-Academic Team	1,890	0	23,940	15,000
411001 - All American	1,590	0	13,770	0
Total Membership Programs	3,480	0	228,916	200,211
Event Revenues				
410120 - National Registration Fee	444,438	438,710	1,193,663	1,365,777
410100 - National Registration - COVID Fee	31,300	38,000	85,285	118,340
410416 - Event Incentives	25,511	39,095	239,598	132,915
410415 - Event Vendors	4,500	4,500	13,500	13,500
410480 - Hotel Rebates	15,231	20,000	39,172	60,000
Total Event Revenues	520,980	540,305	1,571,218	1,690,532
Regional Revenues				
Regional Bid Fees	8,400	3,117	26,854	6,549
Regional Circuit Fees	(772)	16,500	258,622	156,120
Total Regional Revenues	7,628	19,617	285,476	162,669
Magazine and Communications Revenue				
Magazine Revenue	872	0	6,540	3,400
Communications Revenue	2,285	5,000	28,525	25,852
Total Magazine and Communications Revenue	3,157	5,000	35,065	29,252
Marketing Revenue				
410449 - VIK - Merchandise	0	0	8,608	8,608
410495 - VIK - Tournament Equipment	101,100	101,100	300,100	316,100
410496 - VIK - Medical Services	1,080	0	6,420	0
410498 - VIK- Other	9,436	0	9,436	0
410410 - Sponsorship Revenue	587	0	2,012	657
410454 - Loyalty Rewards	0	0	1,218	0
410458 - Merchandise Retail Operations	0	6,000	0	6,000
Total Marketing Revenue	112,203	107,100	327,794	331,365

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USOC Funding				
410492 - VIK - Airline Tickets	0	12,100	75,213	72,100
410700 - Grants	0	0	17,908	13,500
410710 - Base Funding	0	0	561,597	642,169
Total USOC Funding	0	12,100	654,718	727,769
International Programs Revenue				
International Registration Fees	0	0	3,390	0
Cadre to World Cup Fee	0	0	1,590	0
Total International Programs Revenue	0	0	4,980	0
US Fencing Foundation Grant				
410820 - USFF Grants	0	0	111,800	111,800
Total US Fencing Foundation Grant	0	0	111,800	111,800
Development Revenue				
410510 - Donations - CFC	0	0	33	0
410520 - Donations - General	6,005	5,000	55,784	49,898
410525 - Donations - CC Fees	495	0	1,495	362
410558 - Donations - Major Gift	5,000	0	25,000	10,000
Total Development Revenue	11,500	5,000	82,312	60,260
Investment Income				
410620 - Interest Earned	147	330	779	2,263
410625 - Interest Investments	0	20	26	121
410626 - Realized Gain(Loss) Investments	20,402	665	190,246	78,206
410627 - Unrealized Gain(Loss) Investments	(12,607)	1,250	252,668	135,555
410628 - Dividends Investments	4,492	500	17,449	12,373
Total Investment Income	12,434	2,765	461,168	228,518
Other Income				
410150 - RC Exam	650	0	5,650	2,400
410155 - Wheelchair Exam	0	0	125	25
410600 - Miscellaneous Revenue	7,600	50	(1,888)	180,244
410651 - Prior Year Income	0	0	435	0
410705 - Paycheck Protection Program	0	0	190,417	0
410707 - Employer Retention Credit	0	0	181,983	0
Total Other Income	8,250	50	376,722	182,669
Total Income	711,830	723,387	5,374,986	4,854,534
Total Expenses				
Operating Expenses				
500120 - Depreciation- Furn, Fix, Bldg	1,661	2,750	18,738	25,273

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500122 - Amoritization	814	3,330	8,959	24,053
500440 - Phone	1,952	1,585	24,388	21,107
500460 - Postage and Shipping	2,750	1,225	13,862	10,418
500480 - Printing	2,368	25	23,411	11,556
500140 - Equipment/Copier	81	75	826	789
500142 - Leased Equipment	611	770	7,418	7,380
500602 - Company Software/Hardware	1,440	1,296	45,724	38,459
500548 - Rent - Office	5,598	5,598	61,366	62,614
500546 - Rent - Public Storage	320	330	3,520	3,580
500543 - Rent - Storage Tournament Equipment	1,300	1,300	14,550	14,550
Total Operating Expenses	18,895	18,284	222,762	219,779
Administration Fees				
Data Center & Software	13,250	14,368	145,750	152,458
Braintree & Bank Fees	34,421	17,000	204,903	138,111
Total Administration Fees	47,671	31,368	350,653	290,569
Compensation Expense	110,995	103,540	1,143,053	1,126,919
Insurance Expense				
Athlete Accident Insurance Expense	2,959	4,065	32,545	39,184
General Liability Insurance expense	28,067	38,250	308,746	369,838
Other Insurance expense	3,219	2,269	42,349	35,840
Total Insurance Expense	34,245	44,584	383,640	444,862
Membership Expenses				
Background Checks	3,510	350	40,830	27,000
Rebates Expense	0	3,000	22,146	33,426
Total Membership Expenses	3,510	3,350	62,976	60,426
Center for Safe Sport				
500145 - Center for Safe Sport	7,020	7,187	21,060	28,581
Total USFA - Center for Safe Sport	7,020	7,187	21,060	28,581
Event Expense				
500160 - Freight	11,221	10,000	45,334	45,613
500549 - Venue Rental	44,695	32,000	201,308	193,180
500550 - Venue Decorator	15,461	20,000	55,313	60,000
500552 - Venue Security	11,699	20,000	33,487	60,000
500553 - Venue Electric	3,118	6,000	12,208	21,000
500554 - Venue Catering	27,594	22,000	75,605	60,000
500557 - Venue EMT	0	2,100	4,680	6,200
500558 - Venue Phone/AV/Internet	10,724	6,000	32,172	23,000

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500559 - Production/Staging	3,082	2,000	10,116	5,000
500560 - Temporary Labor - Events	12,841	4,500	24,581	13,500
500561 - Contract Labor - Events	0	0	3,054	0
500603 - Event Software	2,200	1,850	6,600	5,550
500604 - Event Technology	230	0	230	0
500620 - Trophies & Medals	0	800	3,010	6,961
Total Event Expense	142,865	127,250	507,698	500,004
Travel Expense				
500020 - Air	104,289	54,500	260,728	265,300
500021 - VIK - Air	0	100	75,757	14,100
500022 - Baggage Fees	1,217	1,980	4,923	5,790
500200 - Ground Transportation	21,398	14,550	66,246	48,227
500240 - Hotel	105,514	160,660	420,084	512,526
Total Travel Expense	232,418	231,790	827,738	845,943
Per Diem & Honorarium				
500420 - Per Diem	30,755	70,800	93,292	210,850
500220 - Honorarium	57,438	67,500	153,587	192,275
Total Per Diem & Honorarium	88,193	138,300	246,879	403,125
Professional Services Expense				
500106 - Audit Fee	0	0	11,500	11,500
500107 - Tax Return Fee	0	0	3,400	0
500108 - Legal Fees	3,000	8,000	35,400	48,000
500562 - Contract Labor	36,558	29,950	247,686	241,685
500756 - Professional Service Fees	4,000	0	4,000	0
500780 - Consulting Fees	0	0	20,000	20,000
Total Professional Services Expense	43,558	37,950	321,986	321,185
Magazine and Communications Expense				
Magazine Expense	1,500	1,500	16,313	14,811
Communications Expense	515	875	34,322	36,325
Total Magazine and Communications Expense	2,015	2,375	50,635	51,136
Marketing Expense				
500266 - Reimbursement - Awards	0	0	900	750
500650 - VIK- Tournament Equipment	101,100	101,100	300,100	316,100
500652 - VIK- Merchandise	0	0	8,609	8,608
500653 - VIK- Medical Services expense	1,080	0	6,420	0
500659 - VIK- Other expense	9,436	0	9,436	0
500750 - Advertising and Promotions	0	0	190	0
Total Marketing Expense	111,616	101,100	325,655	325,458

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Direct Athlete Support				
500268 - Direct Athlete Support	2,800	18,147	138,721	152,561
Total Direct Athlete Support	2,800	18,147	138,721	152,561
National Team Support				
500730 - Coaches Salaries	21,950	21,950	241,450	241,450
Total National Team Support	21,950	21,950	241,450	241,450
International Programs Expense				
International Programs Other	0	400	7,154	11,640
Total International Programs Expense	0	400	7,154	11,640
Other Expenses				
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	274	275
500130 - Dues and Fees - Other	2,212	0	24,362	6,809
500340 - Meals	2,723	1,700	28,226	30,605
500600 - Supply	5,993	2,835	38,402	14,854
500430 - Prior Year Adjustments	653	0	(20,155)	6,609
500360 - Miscellaneous	29,319	40,950	98,071	137,615
500800 - Dues/Memberships/Subscriptions	199	290	5,149	4,792
500715 - Event Fee Refunds	3,105	8,774	22,038	27,315
500355 - Merchandise/Apparel	1,090	2,000	6,869	21,479
Total Other Expenses	45,294	56,549	203,236	250,353
Total Total Expenses	913,045	944,124	5,055,296	5,273,991
Total USFA- Net Income	(201,215)	(220,737)	319,690	(419,457)