

USAFencing
USFA- Budget vs Actual
As of July 31, 2024
As of Date:
Department Group:
Location:

	Member Services Year To Date 07/31/2024 Working Budget	National Events Year To Date 07/31/2024 Working Budget	Marketing and Communications Year To Date 07/31/2024 Working Budget	Executive Office Year To Date 07/31/2024 Working Budget	General Admin Year To Date 07/31/2024 Working Budget	Board and Committee Year To Date 07/31/2024 Working Budget	Sports Performance Year To Date 07/31/2024 Working Budget	Development Year To Date 07/31/2024 Working Budget	US International Events Year To Date 07/31/2024 Working Budget	All Departments Year To Date 07/31/2024 Working Budget
Net Income										
Total Income										
Membership Revenue										
Competitive Membership Revenue	1,632,602	0	0	0	0	0	0	0	0	1,632,602
Access Membership Revenue	430,031	0	0	0	0	0	0	0	0	430,031
Coach Membership Revenue	295,054	0	0	0	0	0	0	0	0	295,054
Club Membership Revenue	30,000	0	0	0	0	0	0	0	0	30,000
Admin Membership Revenue	42,000	0	0	0	230,635	0	0	0	0	272,635
Total Membership Revenue	2,429,687	0	0	0	230,635	0	0	0	0	2,660,322
Membership Programs										
410310 - Premium Club	342,615	0	0	0	0	0	0	0	0	342,615
410031 - Club Store/Banner	5,250	0	0	0	0	0	0	0	0	5,250
411000 - All-Academic Team	17,508	0	0	0	0	0	0	0	0	17,508
411001 - All American	17,508	0	0	0	0	0	0	0	0	17,508
Total Membership Programs	382,881	0	0	0	0	0	0	0	0	382,881
Event Revenues										
410120 - National Registration Fee	0	5,647,375	0	0	0	0	0	0	0	5,647,375
410416 - Event Incentives	0	493,276	0	0	0	0	0	0	50,000	543,276
410415 - Event Vendors	0	71,500	0	0	0	0	0	0	0	71,500
410480 - Hotel Rebates	0	411,100	0	0	0	0	0	0	53,200	464,300
Total Event Revenues	0	6,623,251	0	0	0	0	0	0	103,200	6,726,451
Regional Revenues										
Regional Bid Fees	0	11,900	0	0	0	0	0	0	0	11,900
Regional Circuit Fees	0	712,994	0	0	0	0	0	0	0	712,994
Total Regional Revenues	0	724,894	0	0	0	0	0	0	0	724,894
Ticket Revenue										
410146 - Tickets - US International Events	0	0	0	0	0	0	0	0	15,000	15,000
410110 - Tickets - Hall of Fame	0	0	0	0	0	0	0	9,200	0	9,200
Total Ticket Revenue	0	0	0	0	0	0	0	9,200	15,000	24,200
Magazine and Communications Revenue										
Communications Revenue	0	0	60,000	0	0	0	0	0	0	60,000
Total Magazine and Communications Revenue	0	0	60,000	0	0	0	0	0	0	60,000
Marketing Revenue										
410495 - VIK - Tournament Equipment	0	0	917,600	0	0	0	0	0	0	917,600
410410 - Sponsorship Revenue	3,000	0	300,000	0	0	0	0	0	0	303,000
410458 - Merchandise Retail Operations	69,450	0	11,500	0	0	0	0	0	0	80,950
Total Marketing Revenue	72,450	0	1,229,100	0	0	0	0	0	0	1,301,550
USOC Funding										
410700 - Grants	40,000	0	10,000	0	0	15,000	81,273	160,000	0	306,273
410710 - Base Funding	0	0	0	0	0	0	990,000	0	0	990,000
Total USOC Funding	40,000	0	10,000	0	0	15,000	1,071,273	160,000	0	1,296,273
International Programs Revenue										
International Registration Fees	0	0	0	0	0	0	284,045	0	123,500	407,545
Total International Programs Revenue	0	0	0	0	0	0	284,045	0	123,500	407,545
International Licensing Fees										
410210 - FIE License Fee	0	0	0	0	0	0	24,000	0	0	24,000
410235 - European Federation License	0	0	0	0	0	0	12,000	0	0	12,000
Total International Licensing Fees	0	0	0	0	0	0	36,000	0	0	36,000
US Fencing Foundation Grant										
410820 - USFF Grants	5,000	0	0	0	60,000	0	0	356,000	0	421,000
Total US Fencing Foundation Grant	5,000	0	0	0	60,000	0	0	356,000	0	421,000
Development Revenue										
410520 - Donations - General	0	0	0	0	0	0	0	0	10,000	10,000
Total Development Revenue	0	0	0	0	0	0	0	0	10,000	10,000
Investment Income										
410625 - Interest Investments	0	0	0	0	2,160	0	0	0	0	2,160
410626 - Realized Gain(Loss) Investments	0	0	0	0	30,000	0	0	0	0	30,000
410627 - Unrealized Gain(Loss) Investments	0	0	0	0	50,400	0	0	0	0	50,400
410628 - Dividends Investments	0	0	0	0	16,700	0	0	0	0	16,700
Total Investment Income	0	0	0	0	99,260	0	0	0	0	99,260
Other Income										
410150 - RC Exam	0	0	0	0	0	15,250	0	0	0	15,250
410155 - Wheelchair Exam	0	0	0	0	0	200	0	0	0	200
410442 - Merchandise/Apparel	0	0	0	0	0	0	0	0	5,000	5,000
410600 - Miscellaneous Revenue	0	0	0	0	0	0	630,850	216,000	0	846,850
Total Other Income	0	0	0	0	0	15,450	0	630,850	221,000	867,300
Total Income	2,930,018	7,348,145	1,299,100	0	389,895	30,450	1,391,318	1,156,050	472,700	15,017,676

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	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget
Total Expenses										
Operating Expenses										
500120 - Depreciation- Furn, Fix, Bldg	0	0	0	0	676	0	0	0	0	676
500440 - Phone	600	2,640	1,800	1,500	14,400	0	23,740	1,200	0	45,880
500460 - Postage and Shipping	7,259	4,200	300	0	2,400	0	7,200	3,920	1,250	26,529
500480 - Printing	21,542	7,000	600	0	1,669	0	0	800	5,250	36,861
500140 - Equipment/Copier	0	0	0	0	984	0	0	0	0	984
500142 - Leased Equipment	0	0	0	0	7,344	0	0	0	0	7,344
500602 - Company Software/Hardware	44,399	0	2,360	0	76,760	3,000	0	0	0	126,519
500548 - Rent - Office	0	0	0	0	83,760	0	0	0	0	83,760
500543 - Rent - Storage Tournament Equipment	0	1,500	0	0	0	0	0	0	0	1,500
Total Operating Expenses	73,800	15,340	5,060	1,500	187,993	3,000	30,940	5,920	6,500	330,053
Administration Fees										
Data Center & Software	188,376	36,120	0	0	0	0	25,200	0	0	249,696
Braintree & Bank Fees	0	0	0	0	443,700	0	0	1,200	0	444,900
Total Administration Fees	188,376	36,120	0	0	443,700	0	25,200	1,200	0	694,596
Compensation Expense	268,080	365,184	323,829	272,548	338,312	0	485,507	250,537	0	2,303,997
Insurance Expense										
Athlete Accident Insurance Expense	77,089	0	0	0	0	0	0	0	0	77,089
Other Insurance expense	249,578	1,656	6,000	0	126,671	0	51,657	0	0	435,562
Total Insurance Expense	326,667	1,656	6,000	0	126,671	0	51,657	0	0	512,651
Membership Expenses										
Background Checks	65,230	0	0	0	0	0	0	0	0	65,230
Rebates Expense	50,000	0	0	0	0	0	0	0	0	50,000
Total Membership Expenses	115,230	0	0	0	0	0	0	0	0	115,230
Center for Safe Sport										
500145 - Center for Safe Sport	28,636	0	0	0	0	0	0	0	0	28,636
Total USFA - Center for Safe Sport	28,636	0	0	0	0	0	0	0	0	28,636
Event Expense										
500160 - Freight	0	195,000	0	0	0	0	0	0	26,000	221,000
500549 - Venue Rental	2,500	536,237	2,000	0	2,000	0	0	13,000	42,000	597,737
500550 - Venue Decorator	0	330,000	0	0	0	0	0	1,000	50,000	381,000
500552 - Venue Security	0	59,000	0	0	0	0	0	0	15,000	74,000
500553 - Venue Electric	0	78,000	0	0	0	0	0	0	20,000	98,000
500554 - Venue Catering	3,000	410,000	0	0	0	17,750	0	78,000	75,000	583,750
500557 - Venue EMT	0	22,500	0	0	0	0	0	0	7,500	30,000
500558 - Venue Phone/AV/Internet	0	98,000	0	0	0	2,500	0	18,100	60,000	178,600
500559 - Production/Staging	0	56,000	0	0	0	0	0	0	0	56,000
500560 - Temporary Labor - Events	0	101,500	0	0	0	0	0	0	10,000	111,500
500561 - Contract Labor - Events	0	600	0	0	0	6,000	0	0	0	6,600
500603 - Event Software	0	12,750	0	0	0	0	0	0	0	12,750
500620 - Trophies & Medals	0	21,600	2,000	0	0	0	0	1,250	2,500	27,350
500754 - Broadcasting	0	0	0	0	0	0	0	0	70,000	70,000
Total Event Expense	5,500	1,921,187	4,000	0	2,000	26,250	0	111,350	378,000	2,448,287
Travel Expense										
500020 - Air	11,000	485,500	16,562	10,000	7,200	47,000	1,160,850	12,512	65,000	1,815,624
500022 - Baggage Fees	400	14,500	400	0	720	1,200	25,500	1,370	6,000	50,090
500200 - Ground Transportation	800	123,150	7,800	2,400	800	4,750	123,900	31,685	47,500	342,785
500240 - Hotel	2,000	935,500	4,300	6,000	3,500	30,700	563,425	69,000	154,500	1,768,925
Total Travel Expense	14,200	1,558,650	29,062	18,400	12,220	83,650	1,873,675	114,567	273,000	3,977,424
Per Diem & Honorarium										
500420 - Per Diem	0	407,500	0	0	0	3,400	276,550	0	32,500	719,950
500220 - Honorarium	5,000	670,500	2,000	0	0	2,250	117,300	1,000	36,000	834,050
Total Per Diem & Honorarium	5,000	1,078,000	2,000	0	0	5,650	393,850	1,000	68,500	1,554,000
Professional Services Expense										
500106 - Audit Fee	0	0	0	0	11,000	0	0	0	0	11,000
500107 - Tax Return Fee	0	0	0	0	1,100	0	0	0	0	1,100
500108 - Legal Fees	0	0	0	0	54,000	0	0	0	0	54,000
500562 - Contract Labor	105,900	77,950	32,000	0	1,800	0	0	60,000	5,000	282,650
500755 - Research Studies	0	0	0	0	0	0	0	0	0	0
500756 - Professional Service Fees	50,000	0	0	0	0	0	0	0	0	50,000
500780 - Consulting Fees	25,000	0	0	0	6,800	5,000	0	0	0	36,800
Total Professional Services Expense	180,900	77,950	32,000	0	74,700	5,000	0	60,000	5,000	435,550
Magazine and Communications Expense										
Magazine Expense	0	0	19,800	0	0	0	0	0	0	19,800
Communications Expense	0	0	47,000	0	0	0	0	0	0	47,000
Total Magazine and Communications Expense	0	0	66,800	0	0	0	0	0	0	66,800
Marketing Expense										
500266 - Reimbursement - Awards	7,000	0	0	0	0	0	0	0	0	7,000
500650 - VIK- Tournament Equipment	0	0	917,600	0	0	0	0	0	0	917,600
500750 - Advertising and Promotions	0	0	6,000	0	0	0	0	3,500	0	9,500
500760 - Sponsorship Fulfillment	20,000	0	0	0	0	0	0	0	0	20,000
500761 - Scholarship Expense	0	0	15,000	0	0	0	0	0	0	15,000
Total Marketing Expense	27,000	0	938,600	0	0	0	0	3,500	0	969,100

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	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget	Working Budget
Direct Athlete Support										
500268 - Direct Athlete Support	0	0	0	0	0	0	125,200	0	0	125,200
Total Direct Athlete Support	0	0	0	0	0	0	125,200	0	0	125,200
National Team Support										
500730 - Coaches Salaries	0	0	0	0	0	0	333,600	0	0	333,600
Total National Team Support	0	0	0	0	0	0	333,600	0	0	333,600
International Programs Expense										
International License Expense	0	0	0	0	0	500	11,000	0	0	11,500
International Programs Other	0	0	0	0	0	0	46,790	0	0	46,790
Total International Programs Expense	0	0	0	0	0	500	57,790	0	0	58,290
Development Expense	0	0	0	0	0	0	0	0	0	0
Other Expenses										
500130 - Dues and Fees - Other	0	0	2,355	0	2,100	0	17,001	0	0	21,456
500335 - Entertainment	0	0	0	0	2,500	0	0	11,150	5,000	18,650
500340 - Meals	3,500	12,150	5,560	2,400	2,200	23,200	14,300	146,780	4,500	214,590
500600 - Supply	600	55,000	2,700	0	2,340	0	9,000	2,870	10,500	83,010
500360 - Miscellaneous	0	2,500	1,100	0	5,040	11,700	46,798	43,425	10,000	120,563
500799 - Employee Development	4,500	6,000	4,500	1,500	4,500	0	6,000	0	0	27,000
500800 - Dues/Memberships/Subscriptions	0	0	10,980	1,500	150	0	0	165	0	12,795
500810 - Tickets	0	0	0	0	0	0	0	136,000	0	136,000
500715 - Event Fee Refunds	0	29,000	0	0	0	0	0	0	0	29,000
500355 - Merchandise/Apparel	38,950	0	1,500	0	0	0	137,650	45,500	5,000	228,600
Total Other Expenses	47,550	104,650	28,695	5,400	18,830	34,900	230,749	385,890	35,000	891,664
Total Total Expenses	1,280,939	5,158,737	1,436,046	297,848	1,204,426	158,950	3,608,168	933,964	766,000	14,845,078
Total USFA- Net Income	1,649,079	2,189,408	(136,946)	(297,848)	(814,531)	(128,500)	(2,216,850)	222,086	(293,300)	172,598