

USAFencing
USFA- Budget vs Actual (2)
As of June 30, 2022

As of Date:
06/30/2022

	Month Ending 06/30/2022		Year To Date 06/30/2022			Prior Year To Date 06/30/2021	Fiscal Year 2018/19 Year to Date 06/30/2019
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Actual
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	19,335	5,497	1,357,421	1,181,682	175,739	849,048	1,450,310
Non-Competitive Membership Revenue	5,330	680	125,499	93,500	31,999	82,933	111,071
Access Membership Revenue	5,130	2,880	112,023	46,800	65,223	22,830	53,219
Coach Membership Revenue	580	1,742	244,985	244,091	894	225,616	281,126
Club Membership Revenue	0	0	31,107	37,950	(6,843)	22,750	44,758
Admin Membership Revenue	790	304	46,835	43,251	3,584	31,640	56,278
Total Membership Revenue	31,165	11,103	1,917,870	1,647,274	270,596	1,234,817	1,996,762
Membership Programs							
410310 - Premium Club	575	0	239,998	208,590	31,408	187,326	246,863
410320 - Insurance Revenue Third Party	0	0	0	0	0	0	125
410031 - Club Store/Banner	0	0	4,440	4,000	440	3,880	4,500
411000 - All-Academic Team	0	0	0	23,500	(23,501)	23,940	24,000
411001 - All American	420	0	48,450	15,100	33,351	13,770	15,750
Total Membership Programs	995	0	292,888	251,190	41,698	228,916	291,238
Event Revenues							
410120 - National Registration Fee	0	0	3,351,404	3,598,073	(246,669)	1,193,663	3,459,150
410100 - National Registration - COVID Fee	0	0	231,435	0	231,435	85,285	0
410125 - Registration- Processing Fees	630	0	8,597	0	8,597	0	0
410416 - Event Incentives	1,925	0	109,195	164,141	(54,946)	239,598	39,000
410415 - Event Vendors	0	0	34,000	61,500	(27,500)	13,500	95,843
410480 - Hotel Rebates	0	0	170,330	194,610	(24,280)	39,172	199,620
410417 - Event No Show Fee	0	0	3,250	0	3,250	0	0
Total Event Revenues	2,555	0	3,908,211	4,018,324	(110,113)	1,571,218	3,793,613
Regional Revenues							
Regional Bid Fees	0	0	14,241	8,500	5,741	26,854	15,225
Regional Circuit Fees	8,023	2,900	475,676	376,050	99,626	258,622	437,174
Total Regional Revenues	8,023	2,900	489,917	384,550	105,367	285,476	452,399
Ticket Revenue							
410144 - Tickets - National Events	0	0	0	21,500	(21,500)	0	38,466
410146 - Tickets - US International Events	0	0	0	17,000	(17,000)	0	15,780
410140 - Ticket Sales	0	0	0	30,000	(30,000)	0	0
410110 - Tickets - Hall of Fame	0	0	0	0	0	0	4,215
Total Ticket Revenue	0	0	0	68,500	(68,500)	0	58,461
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	0	0	0	0	0	0	6,822
410955 - International Regional Event Fee	840	0	840	0	840	0	0
410960 - International Regional Surcharge	0	0	0	0	0	0	51,215
Total Asian Events	840	0	840	0	840	0	58,037
Total Recognized International Events	840	0	840	0	840	0	58,037
Magazine and Communications Revenue							
Magazine Revenue	200	0	5,856	3,100	2,756	6,540	5,348
Communications Revenue	785	2,550	29,497	28,050	1,447	28,525	29,283
Total Magazine and Communications Revenue	985	2,550	35,353	31,150	4,203	35,065	34,631
Marketing Revenue							
410449 - VIK - Merchandise	0	0	0	25,000	(25,000)	8,608	0
410495 - VIK - Tournament Equipment	0	0	698,100	756,000	(57,900)	300,100	793,100
410496 - VIK - Medical Services	0	0	0	0	0	6,420	0
410498 - VIK- Other	10,598	0	66,387	0	66,387	9,436	0
410410 - Sponsorship Revenue	0	15,000	18,912	120,000	(101,088)	2,012	92,190
410451 - Corporate Partnership	0	0	0	0	0	0	6,180
410454 - Loyalty Rewards	0	0	0	0	0	1,218	0
410458 - Merchandise Retail Operations	0	0	0	15,000	(15,000)	0	39,171
410470 - USOC Joint Marketing	61	0	61	0	61	0	0
Total Marketing Revenue	10,659	15,000	783,460	916,000	(132,540)	327,794	930,641
Coach Education Revenues							
410190 - Clinics	0	1,000	0	1,000	(1,000)	0	1,775
410195 - Online Courses	0	3,640	50	53,000	(52,950)	0	0
Total Coach Education Revenues	0	4,640	50	54,000	(53,950)	0	1,775
USOC Funding							
410492 - VIK - Airline Tickets	0	0	480	0	480	75,213	111,000
410700 - Grants	0	0	90,932	11,600	79,332	17,908	42,069
410710 - Base Funding	243,750	0	1,039,926	954,082	85,844	561,597	849,820
Total USOC Funding	243,750	0	1,131,338	965,682	165,656	654,718	1,002,889

	Month Ending 06/30/2022		Year To Date 06/30/2022			Prior Year To Date 06/30/2021	Fiscal Year 2018/19 Year to Date 06/30/2019
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Actual
International Programs Revenue							
International Registration Fees	2,280	0	22,850	177,030	(154,180)	3,390	129,197
Other International Program Revenue	0	0	130	0	130	0	0
Cadre to World Cup Fee	14,710	0	215,904	191,500	24,404	1,590	226,804
Total International Programs Revenue	16,990	0	238,884	368,530	(129,646)	4,980	356,001
International Licensing Fees							
410210 - FIE License Fee	(33)	0	21,816	20,640	1,176	0	27,120
410235 - European Federation License	0	0	9,600	9,000	600	0	11,950
410240 - IWAS License Fee	168	0	190	0	190	0	420
Total International Licensing Fees	135	0	31,606	29,640	1,966	0	39,490
US Fencing Foundation Grant							
410820 - USFF Grants	0	0	119,345	100,000	19,345	111,800	97,570
Total US Fencing Foundation Grant	0	0	119,345	100,000	19,345	111,800	97,570
Development Revenue							
410510 - Donations - CFC	0	0	334	0	334	33	2,871
410520 - Donations - General	11,108	6,000	78,340	89,000	(10,660)	55,784	27,160
410525 - Donations - CC Fees	(7)	30	302	420	(118)	1,495	0
410540 - Donations - Restricted	604	0	3,196	0	3,196	0	24,935
410550 - Restrict. Int'l Donations- Other	0	0	0	15,000	(15,000)	0	0
410558 - Donations - Major Gift	0	0	0	25,000	(25,000)	25,000	10,000
Total Development Revenue	11,705	6,030	82,172	129,420	(47,248)	82,312	64,966
Investment Income							
410620 - Interest Earned	6	70	1,524	770	754	779	3,332
410625 - Interest Investments	40	12	68	138	(70)	26	307
410626 - Realized Gain(Loss) Investments	8,111	1,500	89,030	16,500	72,530	190,246	12,008
410627 - Unrealized Gain(Loss) Investments	(110,931)	1,200	(216,354)	13,200	(229,554)	252,668	43,739
410628 - Dividends Investments	3,497	1,000	21,495	11,000	10,495	17,449	6,554
Total Investment Income	(99,277)	3,782	(104,237)	41,608	(145,845)	461,168	65,940
Other Income							
410150 - RC Exam	1,525	0	16,250	0	16,250	5,650	15,200
410155 - Wheelchair Exam	0	0	75	0	75	125	125
410442 - Merchandise/Apparel	0	0	28,860	31,500	(2,640)	0	36,637
410600 - Miscellaneous Revenue	402	100	1,896	323,820	(321,924)	(1,888)	10,186
410651 - Prior Year Income	0	0	2,344	0	2,344	435	0
410705 - Paycheck Protection Program	0	0	264,667	0	264,667	190,417	0
410707 - Employer Retention Credit	0	0	0	0	0	181,983	0
Total Other Income	1,927	100	314,092	355,320	(41,228)	376,722	62,148
Total Income	230,452	46,105	9,241,789	9,361,188	(119,399)	5,374,986	9,306,561
Total Expenses							
Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	0	1,449	7,798	15,939	(8,141)	18,738	27,951
500122 - Amortization	0	115	1,146	1,265	(119)	8,959	37,788
500440 - Phone	2,821	5,184	32,488	38,397	(5,909)	24,388	34,725
500460 - Postage and Shipping	2,182	2,285	16,512	24,235	(7,724)	13,862	21,508
500480 - Printing	2,004	2,925	24,223	25,875	(1,652)	23,411	24,147
500060 - Bad Debt Expense	0	0	0	0	0	0	0
500140 - Equipment/Copier	1,918	75	3,128	825	2,303	826	699
500142 - Leased Equipment	606	768	12,030	7,027	5,004	7,418	6,774
500602 - Company Software/Hardware	12,777	2,375	110,384	42,996	67,387	45,724	45,537
500548 - Rent - Office	6,128	6,129	62,007	64,764	(2,756)	61,366	25,208
500546 - Rent - Public Storage	0	340	2,082	3,740	(1,658)	3,520	3,045
500543 - Rent - Storage Tournament Equipment	0	1,300	13,252	15,800	(2,548)	14,550	11,480
Total Operating Expenses	28,436	22,945	285,050	240,863	44,187	222,762	238,862
Administration Fees							
Data Center & Software	11,622	12,408	143,663	136,488	7,174	145,750	141,350
Braintree & Bank Fees	7,936	5,585	372,637	317,435	55,203	204,903	341,435
Total Administration Fees	19,558	17,993	516,300	453,923	62,377	350,653	482,785
Compensation Expense	181,802	164,407	1,406,133	1,975,471	(569,339)	1,143,053	1,329,993
Insurance Expense							
Athlete Accident Insurance Expense	4,037	3,000	44,399	33,000	11,399	32,545	38,408
General Liability Insurance expense	26,769	28,000	294,468	308,000	(13,532)	308,746	342,814
Other Insurance expense	2,423	3,360	62,799	42,348	20,451	42,349	23,901
Total Insurance Expense	33,229	34,360	401,666	383,348	18,318	383,640	405,123

	Month Ending 06/30/2022		Year To Date 06/30/2022		Prior Year To Date 06/30/2021	Fiscal Year 2018/19 Year to Date 06/30/2019	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Actual
Membership Expenses							
Background Checks	3,930	2,200	67,423	40,650	26,773	40,830	43,682
Rebates Expense	(57)	0	31,354	57,500	(26,146)	22,146	75,012
Total Membership Expenses	3,873	2,200	98,777	98,150	627	62,976	118,694
Center for Safe Sport							
500145 - Center for Safe Sport	6,318	0	26,676	21,000	5,676	21,060	28,080
Total USFA - Center for Safe Sport	6,318	0	26,676	21,000	5,676	21,060	28,080
Event Expense							
500160 - Freight	0	180	194,032	142,720	51,313	45,334	155,891
500549 - Venue Rental	2,000	0	331,269	440,630	(109,362)	201,308	262,003
500550 - Venue Decorator	0	0	243,496	240,500	2,996	55,313	267,872
500552 - Venue Security	0	0	66,241	56,000	10,241	33,487	57,628
500553 - Venue Electric	0	0	41,544	66,000	(24,456)	12,208	51,889
500554 - Venue Catering	0	0	230,425	259,500	(29,075)	75,605	259,103
500557 - Venue EMT	0	0	9,257	10,000	(743)	4,680	15,571
500558 - Venue Phone/AV/Internet	392	0	73,133	103,300	(30,167)	32,172	97,156
500559 - Production/Staging	0	0	12,737	39,000	(26,263)	10,116	65,721
500560 - Temporary Labor - Events	0	0	39,698	41,400	(1,701)	24,581	33,843
500561 - Contract Labor - Events	0	500	3,113	14,250	(11,138)	3,054	9,729
500603 - Event Software	0	0	3,766	13,100	(9,334)	6,600	12,950
500604 - Event Technology	0	0	0	0	0	230	0
500620 - Trophies & Medals	0	40	19,965	10,140	9,825	3,010	11,174
500754 - Broadcasting	0	0	0	75,000	(75,000)	0	74,568
Total Event Expense	2,392	720	1,268,676	1,511,540	(242,864)	507,698	1,375,098
Travel Expense							
500020 - Air	175,273	81,800	1,244,790	1,330,894	(86,103)	260,549	1,101,663
500021 - VIK - Air	0	0	0	0	0	75,757	111,000
500022 - Baggage Fees	695	7,370	10,863	56,650	(45,787)	4,923	22,965
500200 - Ground Transportation	11,124	11,125	178,721	262,160	(83,440)	66,246	177,512
500240 - Hotel	(39,351)	63,850	980,671	926,852	53,819	420,084	799,089
Total Travel Expense	147,741	164,145	2,415,045	2,576,556	(161,511)	827,559	2,212,229
Per Diem & Honorarium							
500420 - Per Diem	47,271	33,700	345,536	518,463	(172,927)	93,292	251,070
500220 - Honorarium	44,855	4,950	458,342	578,954	(120,611)	153,587	516,468
Total Per Diem & Honorarium	92,126	38,650	803,878	1,097,417	(293,538)	246,879	767,538
Professional Services Expense							
500106 - Audit Fee	0	0	16,053	12,000	4,053	11,500	10,670
500107 - Tax Return Fee	0	0	0	4,000	(4,001)	3,400	3,250
500108 - Legal Fees	7,245	3,500	36,162	38,500	(2,338)	35,400	35,528
500562 - Contract Labor	39,629	25,872	324,594	247,518	77,076	247,686	227,352
500756 - Professional Service Fees	0	0	75,724	20,000	55,724	4,000	27,475
500780 - Consulting Fees	3,320	0	121,899	60,000	61,899	20,000	2,500
Total Professional Services Expense	50,194	29,372	574,432	382,018	192,413	321,986	306,775
Magazine and Communications Expense							
Magazine Expense	1,500	100	18,000	43,100	(25,100)	16,313	21,618
Communications Expense	5,578	975	55,195	35,725	19,471	34,322	37,104
Total Magazine and Communications Expense	7,078	1,075	73,195	78,825	(5,629)	50,635	58,722
Marketing Expense							
500266 - Reimbursement - Awards	0	0	5,000	0	5,000	900	0
500650 - VIK- Tournament Equipment	0	0	698,100	756,000	(57,900)	300,100	793,100
500652 - VIK- Merchandise	0	0	0	25,000	(25,000)	8,608	0
500653 - VIK- Medical Services expense	0	0	0	0	0	6,420	0
500659 - VIK- Other expense	10,598	0	66,387	0	66,387	9,436	0
500750 - Advertising and Promotions	0	25	406	275	130	190	985
Total Marketing Expense	10,598	25	769,893	781,275	(11,383)	325,654	794,085
Direct Athlete Support							
500268 - Direct Athlete Support	1,500	3,000	75,550	159,450	(83,900)	138,722	143,992
Total Direct Athlete Support	1,500	3,000	75,550	159,450	(83,900)	138,722	143,992
National Team Support							
500730 - Coaches Salaries	34,600	0	278,950	112,000	166,950	241,450	273,800
Total National Team Support	34,600	0	278,950	112,000	166,950	241,450	273,800
International Programs Expense							
International License Expense	0	0	4,463	23,400	(18,936)	0	18,064
International Programs Other	7,377	1,000	46,342	54,685	(8,343)	7,154	52,430
Total International Programs Expense	7,377	1,000	50,805	78,085	(27,279)	7,154	70,494
Development Expense	0	0	0	600	(600)	0	0

	Month Ending 06/30/2022		Year To Date 06/30/2022			Prior Year To Date 06/30/2021	Fiscal Year 2018/19 Year to Date 06/30/2019
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Actual
Other Expenses							
500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	0	0	0	274	0
500130 - Dues and Fees - Other	8,764	45	39,104	11,607	27,496	24,362	43,832
500335 - Entertainment	0	0	2,737	2,000	738	0	2,773
500340 - Meals	6,615	2,510	67,122	98,660	(31,539)	28,226	78,453
500600 - Supply	5,327	970	60,211	81,838	(21,627)	38,401	67,454
500430 - Prior Year Adjustments	0	0	(70,240)	2,500	(72,740)	(20,155)	11,066
500360 - Miscellaneous	7,626	1,425	75,199	15,835	59,364	98,072	14,222
500799 - Employee Development	0	500	10,710	16,800	(6,090)	0	17,154
500800 - Dues/Memberships/Subscriptions	14,109	20	27,289	3,400	23,889	5,149	11,238
500810 - Tickets	0	0	0	2,500	(2,500)	0	0
500715 - Event Fee Refunds	902	0	144,552	53,513	91,039	22,037	72,835
500355 - Merchandise/Apparel	11,555	2,500	86,891	61,200	25,691	6,870	69,760
Total Other Expenses	54,898	7,970	443,575	349,853	93,721	203,236	388,787
Total Total Expenses	681,720	487,862	9,488,601	10,300,374	(811,774)	5,055,117	8,995,057
Total USFA- Net Income	(451,268)	(441,757)	(246,812)	(939,186)	692,374	319,869	311,504