

USAFencing
USFA- Budget vs Actual (2)
As of December 31, 2020

As of Date:

12/31/2020

	Month Ending 12/31/2020		Year To Date 12/31/2020	
	Actual	Working Budget	Actual	Working Budget
Net Income				
Total Income				
Membership Revenue				
Competitive Membership Revenue	13,062	13,062	613,284	613,284
Non-Competitive Membership Revenue	2,780	2,780	51,220	51,230
Supporting Membership Revenue	180	180	13,215	13,215
Coach Membership Revenue	1,680	1,680	196,730	196,730
Club Membership Revenue	300	300	18,750	18,750
Admin Membership Revenue	360	360	22,980	22,980
Total Membership Revenue	18,362	18,362	916,179	916,189
Membership Programs				
410310 - Insurance Revenue Club	2,080	2,080	178,997	178,996
410031 - Club Store/Banner	0	0	3,715	3,715
Total Membership Programs	2,080	2,080	182,712	182,711
Regional Revenues				
Regional Circuit Fees	(33,364)	(33,364)	19,423	19,423
Total Regional Revenues	(33,364)	(33,364)	19,423	19,423
Magazine and Communications Revenue				
Magazine Revenue	212	212	3,400	3,400
Communications Revenue	0	0	6,476	6,477
Total Magazine and Communications Revenue	212	212	9,876	9,877
Marketing Revenue				
410449 - VIK - Merchandise	8,608	8,608	8,608	8,608
410410 - Sponsorship Revenue	274	274	657	657
Total Marketing Revenue	8,882	8,882	9,265	9,265
USOC Funding				
410700 - Grants	13,500	13,500	13,500	13,500
410710 - Base Funding	0	0	365,128	365,128
Total USOC Funding	13,500	13,500	378,628	378,628
US Fencing Foundation Grant				
410820 - USFF Grants	111,800	111,800	111,800	111,800
Total US Fencing Foundation Grant	111,800	111,800	111,800	111,800
Development Revenue				
410510 - Donations - CFC	0	0	32	0
410520 - Donations - General	7,480	7,480	24,899	24,898
410525 - Donations - CC Fees	96	95	362	362
410558 - Donations - Major Gift	10,000	10,000	10,000	10,000
Total Development Revenue	17,576	17,575	35,293	35,260

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Investment Income				
410620 - Interest Earned	35	35	283	283
410625 - Interest Investments	0	0	1	1
410626 - Realized Gain(Loss) Investments	26,781	26,781	74,216	74,216
410627 - Unrealized Gain(Loss) Investments	22,265	22,265	128,055	128,055
410628 - Dividends Investments	7,302	7,302	9,373	9,373
Total Investment Income	56,383	56,383	211,928	211,928
Other Income				
410150 - RC Exam	425	425	2,400	2,400
410155 - Wheelchair Exam	25	25	25	25
410600 - Miscellaneous Revenue	(10,765)	(10,765)	(9,774)	(10,473)
410651 - Prior Year Income	0	0	112	0
Total Other Income	(10,315)	(10,315)	(7,237)	(8,048)
Total Income	185,116	185,115	1,867,867	1,867,033
Total Expenses				
Operating Expenses				
500120 - Depreciation- Furn, Fix, Bldg	1,661	1,661	8,772	8,773
500122 - Amoritization	815	814	4,073	4,073
500440 - Phone	1,403	1,404	10,347	10,347
500460 - Postage and Shipping	1,059	1,059	5,442	5,443
500480 - Printing	3,713	3,713	10,156	10,156
500140 - Equipment/Copier	81	81	339	339
500142 - Leased Equipment	563	563	3,515	3,515
500602 - Company Software/Hardware	2,090	2,090	23,501	23,503
500548 - Rent - Office	7,378	7,379	29,026	29,026
500546 - Rent - Public Storage	320	320	1,600	1,600
500543 - Rent - Storage Tournament Equipment	1,300	1,300	6,750	6,750
Total Operating Expenses	20,383	20,384	103,521	103,525
Administration Fees				
Data Center & Software	13,250	13,251	66,250	66,250
Braintree & Bank Fees	4,368	4,367	44,183	44,111
Total Administration Fees	17,618	17,618	110,433	110,361
Compensation Expense	96,477	96,475	453,910	453,909
Insurance Expense				
Athlete Accident Insurance Expense	2,958	2,959	14,794	14,794
General Liability Insurance expense	28,068	28,068	140,339	140,338
Other Insurance expense	6,914	6,915	15,990	15,990
Total Insurance Expense	37,940	37,942	171,123	171,122

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Membership Expenses				
Background Checks	2,280	2,280	22,950	22,950
Rebates Expense	0	0	15,426	15,426
Total Membership Expenses	2,280	2,280	38,376	38,376
Center for Safe Sport				
500145 - Center for Safe Sport	0	0	7,020	7,020
Total USFA - Center for Safe Sport	0	0	7,020	7,020
Event Expense				
500160 - Freight	(386)	(387)	(387)	(387)
500549 - Venue Rental	0	0	1,000	1,000
500620 - Trophies & Medals	0	0	2,260	2,261
Total Event Expense	(386)	(387)	2,873	2,874
Travel Expense				
500200 - Ground Transportation	0	0	2	2
Total Travel Expense	0	0	2	2
Professional Services Expense				
500106 - Audit Fee	0	0	11,500	11,500
500108 - Legal Fees	3,000	3,000	15,000	15,000
500562 - Contract Labor	21,096	21,097	102,484	102,485
500780 - Consulting Fees	0	0	20,000	20,000
Total Professional Services Expense	24,096	24,097	148,984	148,985
Magazine and Communications Expense				
Magazine Expense	937	937	5,812	5,811
Communications Expense	535	535	30,575	30,575
Total Magazine and Communications Expense	1,472	1,472	36,387	36,386
Marketing Expense				
500266 - Reimbursement - Awards	750	750	750	750
500652 - VIK- Merchandise	8,609	8,608	8,609	8,608
Total Marketing Expense	9,359	9,358	9,359	9,358
Direct Athlete Support				
500268 - Direct Athlete Support	3,000	3,000	117,821	117,822
Total Direct Athlete Support	3,000	3,000	117,821	117,822
National Team Support				
500730 - Coaches Salaries	21,950	21,950	109,750	109,750
Total National Team Support	21,950	21,950	109,750	109,750

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Other Expenses				
500125 - Loss(Gain) on Disposal of Fixed Asset	274	275	275	275
500130 - Dues and Fees - Other	116	116	948	950
500340 - Meals	0	0	77	77
500600 - Supply	166	166	7,132	7,133
500430 - Prior Year Adjustments	0	0	6,609	6,609
500360 - Miscellaneous	453	453	716	715
500800 - Dues/Memberships/Subscriptions	20	20	3,222	3,222
500355 - Merchandise/Apparel	2,097	2,097	2,439	2,439
Total Other Expenses	3,126	3,127	21,418	21,420
Total Total Expenses	237,315	237,316	1,330,977	1,330,910
Total USFA- Net Income	(52,199)	(52,201)	536,890	536,123