

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

	Month Ending 04/30/2021		Year To Date 04/30/2021	
	Actual	Working Budget	Actual	Working Budget
Net Income				
Total Income				
Membership Revenue				
Competitive Membership Revenue	57,260	37,925	796,783	706,284
Non-Competitive Membership Revenue	7,492	5,000	77,442	66,880
Supporting Membership Revenue	4,258	6,250	20,818	20,840
Coach Membership Revenue	6,430	4,500	215,955	209,630
Club Membership Revenue	750	0	21,700	19,350
Admin Membership Revenue	1,940	500	28,840	24,180
Total Membership Revenue	78,130	54,175	1,161,538	1,047,164
Membership Programs				
410310 - Insurance Revenue Club	2,405	0	187,326	181,496
410031 - Club Store/Banner	55	0	3,880	3,715
411000 - All-Academic Team	7,680	5,000	12,120	10,000
411001 - All American	5,220	0	5,850	0
Total Membership Programs	15,360	5,000	209,176	195,211
Event Revenues				
410120 - National Registration Fee	315,350	438,710	315,680	438,710
410100 - National Registration - COVID Fee	28,545	38,000	28,545	38,000
410416 - Event Incentives	113,695	0	113,695	0
410415 - Event Vendors	4,500	4,500	4,500	4,500
410480 - Hotel Rebates	0	15,000	0	15,000
Total Event Revenues	462,090	496,210	462,420	496,210
Regional Revenues				
Regional Bid Fees	0	2,516	18,454	2,516
Regional Circuit Fees	46,466	34,174	170,014	121,945
Total Regional Revenues	46,466	36,690	188,468	124,461
Magazine and Communications Revenue				
Magazine Revenue	500	0	5,084	3,400
Communications Revenue	4,643	2,000	22,615	18,852
Total Magazine and Communications Revenue	5,143	2,000	27,699	22,252
Marketing Revenue				
410449 - VIK - Merchandise	0	0	8,608	8,608
410495 - VIK - Tournament Equipment	97,900	107,500	97,900	107,500
410410 - Sponsorship Revenue	269	0	1,425	657
Total Marketing Revenue	98,169	107,500	107,933	116,765
USOC Funding				
410492 - VIK - Airline Tickets	42,523	20,000	56,712	20,000
410700 - Grants	0	0	15,134	13,500
410710 - Base Funding	(80,572)	0	561,597	642,169

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Total USOC Funding	(38,049)	20,000	633,443	675,669
International Programs Revenue				
International Registration Fees	(30)	0	3,420	0
Cadre to World Cup Fee	1,590	0	1,590	0
Total International Programs Revenue	1,560	0	5,010	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	6,213	0	42,664	39,898
410525 - Donations - CC Fees	63	0	811	362
410558 - Donations - Major Gift	0	0	20,000	10,000
Total Development Revenue	6,276	0	63,508	50,260
Investment Income				
410620 - Interest Earned	90	330	525	1,603
410625 - Interest Investments	12	20	14	81
410626 - Realized Gain(Loss) Investments	64,986	665	167,346	76,876
410627 - Unrealized Gain(Loss) Investments	(12,927)	1,250	198,030	133,055
410628 - Dividends Investments	182	500	11,715	11,373
Total Investment Income	52,343	2,765	377,630	222,988
Other Income				
410150 - RC Exam	725	0	3,975	2,400
410155 - Wheelchair Exam	75	0	125	25
410600 - Miscellaneous Revenue	75	50	281,454	180,144
410651 - Prior Year Income	0	0	435	0
Total Other Income	875	50	285,989	182,569
Total Income	728,363	724,390	3,634,614	3,245,349
Total Expenses				
Operating Expenses				
500120 - Depreciation- Furn, Fix, Bldg	1,661	2,750	15,416	19,773
500122 - Amortization	814	3,330	7,330	17,393
500440 - Phone	2,200	2,785	19,304	17,937
500460 - Postage and Shipping	2,339	1,400	10,322	8,268
500480 - Printing	6,282	275	17,734	10,506
500140 - Equipment/Copier	81	75	664	639
500142 - Leased Equipment	563	630	5,967	6,045
500602 - Company Software/Hardware	3,647	1,296	42,822	35,867

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500548 - Rent - Office	5,597	5,598	50,172	51,418
500546 - Rent - Public Storage	320	330	2,880	2,920
500543 - Rent - Storage Tournament Equipment	1,300	1,300	11,950	11,950
Total Operating Expenses	24,804	19,769	184,561	182,716
Administration Fees				
Data Center & Software	13,250	14,368	119,250	123,722
Braintree & Bank Fees	34,531	17,000	128,482	104,111
Total Administration Fees	47,781	31,368	247,732	227,833
Compensation Expense	107,163	103,540	926,151	919,839
Insurance Expense				
Athlete Accident Insurance Expense	2,959	4,065	26,628	31,054
General Liability Insurance expense	28,068	38,250	252,610	293,338
Other Insurance expense	2,397	4,513	36,862	31,122
Total Insurance Expense	33,424	46,828	316,100	355,514
Membership Expenses				
Background Checks	5,370	900	34,770	25,750
Rebates Expense	4,869	13,100	22,146	30,426
Total Membership Expenses	10,239	14,000	56,916	56,176
Center for Safe Sport				
500145 - Center for Safe Sport	0	0	14,040	21,394
Total USFA - Center for Safe Sport	0	0	14,040	21,394
Event Expense				
500160 - Freight	13,879	26,000	13,657	25,613
500549 - Venue Rental	44,500	44,500	45,500	45,500
500550 - Venue Decorator	20,094	20,000	20,094	20,000
500552 - Venue Security	7,327	20,000	7,327	20,000
500553 - Venue Electric	9,090	10,000	9,089	10,000
500554 - Venue Catering	18,648	18,000	18,649	18,000
500557 - Venue EMT	4,680	2,000	4,680	2,000
500558 - Venue Phone/AV/Internet	10,725	10,000	10,725	10,000
500559 - Production/Staging	4,155	2,000	4,155	2,000
500560 - Temporary Labor - Events	7,000	4,500	6,999	4,500
500561 - Contract Labor - Events	2,135	0	2,135	0
500603 - Event Software	2,200	1,850	2,200	1,850
500620 - Trophies & Medals	132	3,100	2,392	5,361
Total Event Expense	144,565	161,950	147,602	164,824
Travel Expense				

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500020 - Air	25,863	70,400	115,451	158,950
500021 - VIK - Air	42,523	12,000	56,712	12,000
500022 - Baggage Fees	1,575	2,440	2,411	2,440
500200 - Ground Transportation	18,590	16,650	22,926	22,852
500240 - Hotel	102,137	162,316	187,841	241,116
Total Travel Expense	190,688	263,806	385,341	437,358
Per Diem & Honorarium				
500420 - Per Diem	28,225	85,700	35,599	92,950
500220 - Honorarium	42,250	63,350	44,050	65,300
Total Per Diem & Honorarium	70,475	149,050	79,649	158,250
Professional Services Expense				
500106 - Audit Fee	0	0	11,500	11,500
500107 - Tax Return Fee	3,400	0	3,400	0
500108 - Legal Fees	3,000	8,000	27,000	32,000
500562 - Contract Labor	25,202	21,250	185,094	186,485
500780 - Consulting Fees	0	0	20,000	20,000
Total Professional Services Expense	31,602	29,250	246,994	249,985
Magazine and Communications Expense				
Magazine Expense	1,500	1,500	13,313	11,811
Communications Expense	535	875	33,339	34,575
Total Magazine and Communications Expense	2,035	2,375	46,652	46,386
Marketing Expense				
500266 - Reimbursement - Awards	0	0	900	750
500650 - VIK- Tournament Equipment	97,900	107,500	97,900	107,500
500652 - VIK- Merchandise	0	0	8,608	8,608
500750 - Advertising and Promotions	190	0	190	0
Total Marketing Expense	98,090	107,500	107,598	116,858
Direct Athlete Support				
500268 - Direct Athlete Support	3,400	3,100	132,521	131,314
Total Direct Athlete Support	3,400	3,100	132,521	131,314
National Team Support				
500730 - Coaches Salaries	21,950	21,950	197,550	197,550
Total National Team Support	21,950	21,950	197,550	197,550
International Programs Expense				
International Programs Other	(235)	4,200	6,221	11,240
Total International Programs Expense	(235)	4,200	6,221	11,240
Other Expenses				

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500125 - Loss(Gain) on Disposal of Fixed Asset	0	0	275	275
500130 - Dues and Fees - Other	6,329	5,000	15,352	6,635
500340 - Meals	1,772	5,015	22,759	27,255
500600 - Supply	15,731	1,200	29,178	8,933
500430 - Prior Year Adjustments	65	0	(21,060)	6,609
500360 - Miscellaneous	32,081	45,950	37,439	61,115
500800 - Dues/Memberships/Subscriptions	1,359	20	4,601	4,482
500715 - Event Fee Refunds	8,017	8,774	8,358	8,774
500355 - Merchandise/Apparel	2,256	10,790	5,779	17,479
Total Other Expenses	67,610	76,749	102,681	141,557
Total Total Expenses	853,591	1,035,435	3,198,309	3,418,794
Total USFA- Net Income	(125,228)	(311,045)	436,305	(173,445)