USAFencing
USFA- Budget vs Actual (2)
As of May 31, 2025
As of Date:
Department group:
Location:

	Month Ending 05/31/2025		Year To Date 05/31/2025			Prior Year To Date 05/31/2024	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	11,092	12,434	1,977,840	1,770,795	207,045	1,792,486	109.86 %
Non-Competitive Membership Revenue	0	0	0	0	0	18,598	0.00 %
Access Membership Revenue	17,460	340	523,171	464,146	59,025	457,124	108.57 %
Coach Membership Revenue	3,722	2,474	386,385	324,412	61,973	311,337	145.40 %
Club Membership Revenue	0	0	0	4,000	(4,000)	425	0.00 %
Admin Membership Revenue	30,848	1,528	320,417	107,707	212,710	109,788	284.43 %
Total Membership Revenue	63,122	16,776	3,207,813	2,671,060	536,753	2,689,758	119.54 %
Membership Programs							
410310 - Premium Club	883	0	269,941	270,525	(584)	285,608	29.46 %
410031 - Club Store/Banner	75	0	6,775	5,249	1,526	6,235	65.44 %
411000 - All-Academic Team	12,845	15,000	27,370	35,000	(7,630)	21,035	0.00 %
411001 - All American	9,765	11,000	21,175	28,000	(6,825)	16,520	0.00 %
Total Membership Programs	23,568	26,000	325,261	338,774	(13,513)	329,398	29.86 %
Event Revenues							
410120 - National Registration Fee	281,400	270,000	5,379,614	4,629,625	749,989	5,060,972	0.00 %
410125 - Registration- Processing Fees	0	0	195	0	195	1,879	0.00 %
410416 - Event Incentives	0	0	72,730	77,350	(4,620)	290,635	0.00 %
410415 - Event Vendors	0	0	63,000	48,000	15,000	65,965	0.00 %
410480 - Hotel Rebates	5,000	9,500	212,763	207,600	5,163	261,125	0.00 %
410417 - Event No Show Fee	2,500	0	20,750	0	20,750	18,000	0.00 %
Total Event Revenues	288,900	279,500	5,749,052	4,962,575	786,477	5,698,576	0.00 %
Regional Revenues							
Regional Bid Fees	0	0	22,893	23,700	(807)	14,964	0.00 %
Regional Circuit Fees	(14,998)	0	659,033	653,297	5,736	762,564	170.71 %
Total Regional Revenues	(14,998)	0	681,926	676,997	4,929	777,528	170.92 %
Ticket Revenue							
410111 - Tickets - Vet Dinner	0	0	15,268	7,000	8,268	0	0.00 %
410144 - Tickets - National Events	0	0	0	0	0	6,122	0.00 %
410146 - Tickets - US International Events	0	0	0	0	0	32,231	0.00 %
410140 - Ticket Sales	0	0	770	0	769	0	0.00 %
Total Ticket Revenue	0	0	16,038	7,000	9,037	38,353	0.00 %
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	0	0	7,614	3,750	3,864	15,485	61.44 %
410960 - International Regional Surcharge	0	0	43,934	24,000	19,935	35,837	34.93 %
Total Asian Events	0	0	51,548	27,750	23,799	51,322	38.51 %
Total Recognized International Events	0	0	51,548	27,750	23,799	51,322	38.51 %
Magazine and Communications Revenue							
Magazine Revenue	60	0	636	0	636	56	0.00 %
Communications Revenue	4,991	7,500	59,208	75,000	(15,792)	72,400	141.07 %
Total Magazine and Communications Revenue	5,051	7,500	59,844	75,000	(15,156)	72,456	141.07 %
Sponsorship							
410449 - VIK - Merchandise	0	0	136,029	0	136,029	0	0.00 %
410495 - VIK - Tournament Equipment	24,800	75,500	389,800	866,400	(476,600)	924,600	0.00 %
410410 - Sponsorship Revenue	59,924	33,633	438,892	344,235	94,657	299,614	150.17 %
420001 - Sponsorship Income	0	0	500	0	500	0	0.00 %
410450 - Royalties & Partnerships	0	0	35,147	0	35,147	0	0.00 %
410458 - Merchandise Retail Operations	10,296	4,167	279,007	41,667	237,341	0	0.00 %
410499 - VIK- Hotel	0	25,000	0	250,000	(250,000)	0	0.00 %
Total Marketing Revenue	95,020	138,300	1,279,375	1,502,302	(222,926)	1,224,214	27.58 %
Coach Education Revenues							
410190 - Clinics	0	0	0	0	0	200	0.00 %
Total Coach Education Revenues	0	0	0	0	0	200	0.00 %
USOC Funding							
410700 - Grants	0	2,166	132,828	145,725	(12,898)	178,274	100.66 %
410710 - Base Funding	97,917	77,187	899,833	792,187	107,646	820,166	101.23 %
Total USOC Funding	97,917	79,353	1,032,661	937,912	94,748	998,440	101.22 %
International Programs Revenue							
International Registration Fees	16,495	242,480	351,590	524,295	(172,705)	441,641	144.67 %
Cadre to World Cup Fee	0	0	0	0	0	26,940	0.00 %
Total International Programs Revenue	16,495	242,480	351,590	524,295	(172,705)	468,581	144.67 %
International Licensing Fees							
410210 - FIE License Fee	960	0	31,119	24,000	7,119	49,691	96.47 %
410235 - European Federation License	100	0	17,668	12,000	5,668	11,550	104.63 %
Total International Licensing Fees	1,060	0	48,787	36,000	12,787	61,241	99.73 %

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Development Revenue							
410520 - Donations - General	0	0	0	0	0	208	0.00 %
Total Development Revenue	0	0	0	0	0	208	0.00 %
Investment Income							
410620 - Interest Earned	16	0	16	0	16	31,639	0.00 %
410625 - Interest Investments	246	180	3,101	1,800	1,301	2,229	141.67 %
410626 - Realized Gain(Loss) Investments	(212)	2,500	72,534	25,000	47,534	30,439	208.88 %
410627 - Unrealized Gain(Loss) Investments	86,366	4,200	46,054	42,000	4,054	123,982	585.57 %
410628 - Dividends Investments	1,260	600	25,531	15,100	10,431	22,820	203.09 %
Total Investment Income	87,676	7,480	147,236	83,900	63,336	211,109	404.82 %
Other Income							
410497 - VIK- Services	0	417	1,517	4,170	(2,653)	0	0.00 %
410150 - RC Exam	1,950	2,500	21,025	32,350	(11,325)	19,950	45.89 %
410155 - Wheelchair Exam	0	100	425	1,025	(600)	275	33.33 %
410442 - Merchandise Revenue	0	417	1,799	4,167	(2,367)	210	46.80 %
410600 - Miscellaneous Revenue	16,204	0	19,646	1,700	17,945	181,946	0.00 %
Total Other Income	18,154	3,434	44,412	43,412	1,000	202,381	41.57 %
Total Income	681,965	800,823	12,995,543	11,886,977	1,108,566	12,823,765	47.44 %
Total Expenses							
Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	813	1,048	8,641	10,480	(1,839)	11,626	109.24 %
500440 - Phone	3,404	2,795	28,219	30,240	(2,020)	34,380	74.79 %
500460 - Postage and Shipping	2,637	2,825	52,135	32,509	19,626	18,788	97.01 %
500480 - Printing	751	1,967	36,755	40,918	(4,164)	51,419	39.83 %
500060 - Bad Debt Expense	0	0	3,061	0	3,062	0	0.00 %
500140 - Equipment/Copier	103	85	33,327	15,850	17,477	783	121.12 %
500142 - Leased Equipment	0	2,000	20,158	20,000	157	20,548	87.21 %
500602 - Company Software/Hardware	6,614	11,435	158,758	153,108	5,651	100,771	179.46 %
500548 - Rent - Office	6,472	6,472	56,948	64,014	(7,066)	68,880	0.00 %
500543 - Rent - Storage Tournament Equipment	3,000	1,500	10,500	15,000	(4,500)	16,500	100.00 %
Total Operating Expenses	23,794	30,127	408,502	382,119	26,384	323,695	89.48 %
Administration Fees							
Data Center & Software	10,750	10,808	107,500	158,080	(50,580)	130,000	99.46 %
Braintree & Bank Fees	32,362	18,693	286,041	246,029	40,011	450,894	111.96 %
Total Administration Fees	43,112	29,501	393,541	404,109	(10,569)	580,894	108.01 %
Compensation Expense	229,880	183,298	1,701,880	1,832,982	(131,100)	1,716,089	84.32 %
Insurance Expense							
Athlete Accident Insurance Expense	994	6,600	14,931	66,000	(51,070)	64,652	75.76 %
General Liability Insurance expense	26,591	26,000	265,913	260,000	5,914	256,681	102.27 %
Other Insurance expense	8,200	6,950	63,346	69,900	(6,554)	56,347	57.44 %
Total Insurance Expense	35,785	39,550	344,190	395,900	(51,710)	377,680	89.97 %
Membership Expenses							
Background Checks	4,980	3,960	59,068	67,860	(8,793)	69,135	116.60 %
Rebates Expense	11,119	3,255	67,075	103,527	(36,452)	10,776	0.00 %
Total Membership Expenses	16,099	7,215	126,143	171,387	(45,245)	79,911	46.65 %
Center for Safe Sport							
500145 - Center for Safe Sport	0	0	18,954	20,636	(1,682)	18,954	0.00 %
Total USFA - Center for Safe Sport	0	0	18,954	20,636	(1,682)	18,954	0.00 %
Event Expense							
500160 - Freight	23,902	32,500	164,296	176,000	(11,704)	214,251	0.00 %
500549 - Venue Rental	30,000	35,000	521,876	417,163	104,713	467,140	0.00 %
500550 - Venue Decorator	124,539	35,000	392,947	356,000	36,946	382,633	0.00 %
500552 - Venue Security	14,820	10,000	127,067	90,000	37,068	123,064	0.00 %
500553 - Venue Electric	0	7,500	73,302	70,500	2,802	89,899	0.00 %
500554 - Venue Catering	10,416	35,000	380,044	349,250	30,793	404,375	0.00 %
500557 - Venue EMT	2,095	0	20,972	21,500	(527)	33,046	0.00 %
500558 - Venue Phone/AV/Internet	1,090	20,500	109,497	124,500	(15,004)	177,423	0.00 %
500559 - Production/Staging	3,174	5,000	59,567	55,000	4,567	87,170	0.00 %
500560 - Temporary Labor - Events	8,640	4,000	112,598	103,000	9,598	223,262	0.00 %
500561 - Contract Labor - Events	0	3,000	45,987	8,100	37,888	2,100	0.00 %
500603 - Event Software	0	0	0	9,000	(9,000)	3,925	0.00 %
500604 - Event Technology	0	0	0	0	0	6,073	0.00 %
500620 - Trophies & Medals	2,531	2,000	19,318	24,250	(4,932)	19,438	126.32 %
500754 - Broadcasting	0	5,000	36,000	5,000	31,000	68,000	0.00 %
Total Event Expense	221,207	194,500	2,063,471	1,809,263	254,208	2,301,799	0.49 %
Travel Expense							
500020 - Air	200,675	202,550	1,540,101	1,555,324	(15,224)	1,604,947	63.47 %
500022 - Baggage Fees	2,105	5,360	19,345	47,030	(27,684)	16,880	12.20 %

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500200 - Ground Transportation	44,290	63,800	273,697	281,875	(8,179)	337,883	27.40 %
500240 - Hotel	213,736	260,275	1,313,625	1,300,680	12,946	1,524,803	45.78 %
Total Travel Expense	460,806	531,985	3,146,768	3,184,909	(38,141)	3,484,513	51.08 %
Per Diem & Honorarium							
500420 - Per Diem	51,225	72,575	507,140	629,400	(122,261)	525,670	3.47 %
500220 - Honorarium	45,575	26,950	682,910	710,100	(27,189)	680,343	4.02 %
Total Per Diem & Honorarium	96,800	99,525	1,190,050	1,339,500	(149,450)	1,206,013	3.81 %
Professional Services Expense							
500106 - Audit Fee	0	0	23,075	11,350	11,725	23,125	0.00 %
500107 - Tax Return Fee	2,384	0	2,385	1,510	874	10	0.00 %
500108 - Legal Fees	32,607	5,833	456,364	58,334	398,031	189,570	208.93 %
500654 - VIK- Services	0	417	1,517	4,170	(2,653)	0	0.00 %
500562 - Contract Labor	43,240	10,550	456,448	242,700	213,748	361,451	149.71 %
500755 - Research Studies	0	0	25,000	0	25,000	50,000	0.00 %
500756 - Professional Service Fees	0	5,500	0	55,003	(55,003)	0	0.00 %
500780 - Consulting Fees	1,821	440	5,213	14,400	(9,187)	50,088	72.73 %
Total Professional Services Expense	80,052	22,740	970,002	387,467	582,535	674,244	127.27 %
Magazine and Communications Expense							
Magazine Expense	0	1,650	13,600	16,500	(2,900)	16,500	0.00 %
Communications Expense	9,070	8,384	112,394	85,183	27,211	26,789	33.36 %
Total Magazine and Communications Expense	9,070	10,034	125,994	101,683	24,311	43,289	27.90 %
Marketing Expense							
500266 - Reimbursement	2,550	0	11,900	0	11,900	0	0.00 %
500650 - VIK- Tournament Equipment	24,800	75,500	389,800	866,400	(476,600)	924,600	0.00 %
500652 - VIK- Merchandise	0	0	136,029	0	136,029	0	0.00 %
500750 - Advertising and Promotions	0	500	10,272	5,000	5,272	275	400.00 %
500760 - Sponsorship Fufillment	23,000	0	69,828	23,000	46,828	57,109	0.00 %
500761 - Scholarship Expense	0	0	0	15,000	(15,000)	0	0.00 %
Total Marketing Expense	50,350	76,000	617,829	909,400	(291,571)	981,984	3.31 %
Direct Athlete Support							
500268 - Direct Athlete Support	26,408	2,700	105,384	78,000	27,383	79,592	88.89 %
Total Direct Athlete Support	26,408	2,700	105,384	78,000	27,383	79,592	88.89 %
National Team Support							
500730 - Coaches Salaries	29,300	29,800	297,900	329,500	(31,600)	275,900	93.29 %
Total National Team Support	29,300	29,800	297,900	329,500	(31,600)	275,900	93.29 %
International Programs Expense							
International License Expense	(274)	0	25,451	38,950	(13,498)	24,236	44.15 %
International Programs Other	7,697	8,470	58,464	64,363	(5,899)	57,655	86.28 %
Total International Programs Expense	7,423	8,470	83,915	103,313	(19,397)	81,891	60.61 %
Development Expense	764	2,000	763	27,000	(26,237)	0	0.00 %
Other Expenses							
500130 - Dues and Fees - Other	1,945	175	43,517	6,205	37,312	24,651	140.14 %
500335 - Entertainment	582	0	3,151	3,000	150	4,584	0.00 %
500340 - Meals	4,061	9,200	76,323	84,930	(8,607)	90,553	66.07 %
500600 - Supply	1,103	4,275	47,537	75,250	(27,713)	60,178	61.00 %
500430 - Prior Year Adjustments	0	0	(20,558)	0	(20,557)	24,266	0.00 %
500360 - Miscellaneous	11,938	12,233	49,622	124,034	(74,411)	32,544	32.12 %
500799 - Employee Development	429	500	11,719	16,250	(4,531)	2,511	0.00 %
500800 - Dues/Memberships/Subscriptions	3,357	750	53,850	10,000	43,849	20,789	119.01 %
500810 - Tickets	0	0	12,666	0	12,667	510	0.00 %
500715 - Event Fee Refunds	313	3,000	90,118	23,500	66,617	54,837	0.00 %
500355 - Merchandise/Apparel	260	2,250	153,685	62,516	91,169	114,359	146.39 %
Total Other Expenses	23,988	32,383	521,630	405,685	115,945	429,782	78.84 %
Total Total Expenses	1,354,838	1,299,828	12,116,916	11,882,853	234,064	12,656,230	44.39 %
Total USFA- Net Income	(672,873)	(499,005)	878,627	4,124	874,503	167,535	65.52 %