

USAFencing
USFA- Budget vs Actual (2)
As of August 31, 2024

As of Date: 08/31/2024
Department Group: Depts 100000 thru 800000
Location: USAFencing

	Month Ending 08/31/2024		Year To Date 08/31/2024			Prior Year To Date 08/31/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	1,415,439	925,253	1,415,439	925,253	490,186	1,173,455	20.62 %
Non-Competitive Membership Revenue	0	0	0	0	0	18,253	
Access Membership Revenue	235,154	113,342	235,154	113,342	121,813	183,096	28.43 %
Coach Membership Revenue	293,135	235,668	293,135	235,668	57,466	233,611	25.48 %
Club Membership Revenue	0	0	0	0	0	425	
Admin Membership Revenue	123,595	55,500	123,595	55,500	68,095	49,172	151.35 %
Total Membership Revenue	2,067,323	1,329,763	2,067,323	1,329,763	737,560	1,658,012	24.69 %
Membership Programs							
410310 - Premium Club	228,891	74,425	228,891	74,425	154,466	253,946	(9.87) %
410031 - Club Store/Banner	5,305	3,675	5,305	3,675	1,630	5,420	(2.12) %
411001 - All American	0	0	0	0	0	(266)	(100.00) %
Total Membership Programs	234,196	78,100	234,196	78,100	156,096	259,100	(9.61) %
Event Revenues							
410120 - National Registration Fee	0	0	0	0	0	3,665	
Total Event Revenues	0	0	0	0	0	3,665	
Regional Revenues							
Regional Circuit Fees	145,396	118,267	145,396	118,267	27,129	171,391	(15.17) %
Total Regional Revenues	145,396	118,267	145,396	118,267	27,129	171,391	(15.17) %
Ticket Revenue							
410140 - Ticket Sales	760	0	760	0	760	0	
Total Ticket Revenue	760	0	760	0	760	0	
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	3,402	1,250	3,402	1,250	2,152	0	100.00 %
410960 - International Regional Surcharge	16,885	8,000	16,885	8,000	8,885	0	
Total Asian Events	20,287	9,250	20,287	9,250	11,037	0	
Total Recognized International Events	20,287	9,250	20,287	9,250	11,037	0	100.00 %
Magazine and Communications Revenue							
Communications Revenue	224	7,500	224	7,500	(7,276)	1,477	(84.83) %
Total Magazine and Communications Revenue	224	7,500	224	7,500	(7,276)	1,477	(84.83) %
Sponsorship							
410410 - Sponsorship Revenue	36,667	33,533	36,667	33,533	3,134	80,000	(54.17) %
410499 - VIK- Hotel	0	25,000	0	25,000	(25,000)	0	0.00 %
Total Marketing Revenue	36,667	58,533	36,667	58,533	(21,866)	80,000	(54.17) %
USOC Funding							
410700 - Grants	0	93,083	0	93,083	(93,083)	0	0.00 %
410710 - Base Funding	82,250	81,250	82,250	81,250	1,000	82,250	0.00 %
Total USOC Funding	82,250	174,333	82,250	174,333	(92,083)	82,250	0.00 %
International Programs Revenue							
International Registration Fees	106,089	11,000	106,089	11,000	95,089	98,641	7.55 %
Cadre to World Cup Fee	0	0	0	0	0	100	(100.00) %
Total International Programs Revenue	106,089	11,000	106,089	11,000	95,089	98,741	7.44 %
International Licensing Fees							
410210 - FIE License Fee	4,185	0	4,185	0	4,185	5,360	(21.92) %
410235 - European Federation License	324	0	324	0	324	0	
Total International Licensing Fees	4,509	0	4,509	0	4,509	5,360	(15.88) %
Development Revenue							
410540 - Donations - Restricted	51,969	0	51,969	0	51,968	0	100.00 %
Total Development Revenue	51,969	0	51,969	0	51,968	0	
Investment Income							
410620 - Interest Earned	0	0	0	0	1	178	
410625 - Interest Investments	263	180	263	180	83	179	
410626 - Realized Gain(Loss) Investments	1,303	2,500	1,303	2,500	(1,198)	1,165	
410627 - Unrealized Gain(Loss) Investments	33,011	4,200	33,011	4,200	28,812	(40,968)	
410628 - Dividends Investments	1,200	900	1,200	900	300	1,168	
Total Investment Income	35,777	7,780	35,777	7,780	27,998	(38,278)	
Other Income							
410497 - VIK- Services	0	417	0	417	(418)	0	0.00 %
410150 - RC Exam	2,150	5,000	2,150	5,000	(2,850)	2,875	(25.22) %
410155 - Wheelchair Exam	0	175	0	175	(175)	125	(100.00) %
410442 - Merchandise Revenue	0	4,584	0	4,584	(4,583)	522	(100.00) %
410600 - Miscellaneous Revenue	0	1,700	0	1,700	(1,700)	1,588	(100.00) %
Total Other Income	2,150	11,876	2,150	11,876	(9,726)	5,110	(57.93) %
Total Income	2,787,597	1,806,402	2,787,597	1,806,402	981,195	2,326,828	19.80 %
Total Expenses							
Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	1,244	1,048	1,244	1,048	196	1,162	7.06 %
500440 - Phone	2,823	4,525	2,823	4,525	(1,702)	3,688	(23.45) %
500460 - Postage and Shipping	38,227	11,225	38,227	11,225	27,002	658	5,709.57 %
500480 - Printing	1,980	14,704	1,980	14,704	(12,723)	0	
500140 - Equipment/Copier	206	85	206	85	121	0	
500142 - Leased Equipment	986	2,000	986	2,000	(1,014)	871	13.20 %
500602 - Company Software/Hardware	11,584	21,635	11,584	21,635	(10,052)	7,800	48.51 %
500548 - Rent - Office	6,659	6,330	6,659	6,330	329	6,659	0.00 %
500543 - Rent - Storage Tournament Equipment	1,500	1,500	1,500	1,500	0	1,500	0.00 %
Total Operating Expenses	65,209	63,052	65,209	63,052	2,157	22,338	191.92 %

Administration Fees							
Data Center & Software	10,750	60,808	10,750	60,808	(50,058)	10,750	0.00 %
Braintree & Bank Fees	50,050	40,156	50,050	40,156	9,895	72,219	(30.70) %
Total Administration Fees	60,800	100,964	60,800	100,964	(40,163)	82,969	(26.72) %
Compensation Expense	154,955	183,298	154,955	183,298	(28,343)	206,828	(25.08) %
Insurance Expense							
Athlete Accident Insurance Expense	0	6,600	0	6,600	(6,600)	0	0.00 %
General Liability Insurance expense	26,591	26,000	26,591	26,000	591	25,668	92,326.00 %
Other Insurance expense	3,061	6,950	3,061	6,950	(3,889)	1,525	153,564.00 %
Total Insurance Expense	29,652	39,550	29,652	39,550	(9,898)	27,193	245,890.00 %
Membership Expenses							
Background Checks	10,350	13,320	10,350	13,320	(2,970)	13,230	(288,000.00) %
Rebates Expense	18,054	40,803	18,054	40,803	(22,749)	(105)	1,815,900.00 %
Total Membership Expenses	28,404	54,123	28,404	54,123	(25,719)	13,125	1,527,900.00 %
Center for Safe Sport							
500145 - Center for Safe Sport	6,318	0	6,318	0	6,318	0	631,800.00 %
Total USFA - Center for Safe Sport	6,318	0	6,318	0	6,318	0	631,800.00 %
Event Expense							
500160 - Freight	49	0	49	0	49	0	4,925.00 %
500553 - Venue Electric	0	0	0	0	0	(817)	81,705.00 %
500554 - Venue Catering	0	1,000	0	1,000	(1,000)	0	0.00 %
500558 - Venue Phone/AV/Internet	720	500	720	500	220	0	72,000.00 %
500620 - Trophies & Medals	0	0	0	0	0	3,117	(311,712.00) %
Total Event Expense	769	1,500	769	1,500	(731)	2,300	(153,082.00) %
Travel Expense							
500020 - Air	26,114	46,350	26,114	46,350	(20,236)	37,345	(1,123,007.00) %
500022 - Baggage Fees	969	1,340	969	1,340	(372)	(50)	101,827.00 %
500200 - Ground Transportation	7,581	15,000	7,581	15,000	(7,418)	1,331	625,025.00 %
500240 - Hotel	31,515	41,400	31,515	41,400	(9,885)	43,656	(1,214,130.00) %
Total Travel Expense	66,179	104,090	66,179	104,090	(37,911)	82,282	(1,610,285.00) %
Per Diem & Honorarium							
500420 - Per Diem	450	4,350	450	4,350	(3,900)	1,620	(72.22) %
500220 - Honorarium	0	15,250	0	15,250	(15,250)	2,325	(100.00) %
Total Per Diem & Honorarium	450	19,600	450	19,600	(19,150)	3,945	(88.59) %
Professional Services Expense							
500107 - Tax Return Fee	0	10	0	10	(10)	10	(100.00) %
500108 - Legal Fees	68,623	5,833	68,623	5,833	62,790	0	
500654 - VIK- Services	0	417	0	417	(417)	0	
500562 - Contract Labor	64,370	47,300	64,370	47,300	17,070	25,905	148.48 %
500755 - Research Studies	5,000	0	5,000	0	5,000	5,000	0.00 %
500756 - Professional Service Fees	0	5,500	0	5,500	(5,501)	0	
500780 - Consulting Fees	320	5,440	320	5,440	(5,120)	10,320	(96.90) %
Total Professional Services Expense	138,313	64,500	138,313	64,500	73,812	41,235	235.43 %
Magazine and Communications Expense							
Magazine Expense	1,650	1,650	1,650	1,650	0	1,650	0.00 %
Communications Expense	3,803	7,934	3,803	7,934	(4,130)	871	336.62 %
Total Magazine and Communications Expense	5,453	9,584	5,453	9,584	(4,130)	2,521	116.30 %
Marketing Expense							
500750 - Advertising and Promotions	8,000	500	8,000	500	7,500	0	
500760 - Sponsorship Fulfillment	8,000	8,000	8,000	8,000	0	0	
Total Marketing Expense	16,000	8,500	16,000	8,500	7,500	0	
Direct Athlete Support							
500268 - Direct Athlete Support	2,400	2,700	2,400	2,700	(300)	4,400	(45.45) %
Total Direct Athlete Support	2,400	2,700	2,400	2,700	(300)	4,400	(45.45) %
National Team Support							
500730 - Coaches Salaries	27,800	59,800	27,800	59,800	(32,000)	29,300	(5.12) %
Total National Team Support	27,800	59,800	27,800	59,800	(32,000)	29,300	(5.12) %
International Programs Expense							
International License Expense	7,000	8,000	7,000	8,000	(1,000)	8,187	(14.50) %
International Programs Other	5,530	4,300	5,530	4,300	1,230	7,420	(25.47) %
Total International Programs Expense	12,530	12,300	12,530	12,300	230	15,607	(19.72) %
Other Expenses							
500130 - Dues and Fees - Other	750	3,575	750	3,575	(2,825)	1,427	(47.44) %
500340 - Meals	5,932	6,650	5,932	6,650	(718)	5,036	17.79 %
500600 - Supply	556	1,775	556	1,775	(1,219)	(309)	(279.94) %
500430 - Prior Year Adjustments	0	0	0	0	0	24,266	(100.00) %
500360 - Miscellaneous	872	9,733	872	9,733	(8,862)	1,130	(22.83) %
500799 - Employee Development	1,443	3,250	1,443	3,250	(1,807)	28	5,053.57 %
500800 - Dues/Memberships/Subscriptions	394	750	394	750	(356)	1,883	(79.08) %
500810 - Tickets	11,270	0	11,270	0	11,270	510	2,109.80 %
500715 - Event Fee Refunds	13,245	0	13,245	0	13,245	4,222	213.71 %
500355 - Merchandise/Apparel	14,448	8,266	14,448	8,266	6,182	23,258	(37.88) %
Total Other Expenses	48,910	33,999	48,910	33,999	14,910	61,451	(20.41) %
Total Total Expenses	664,142	757,560	664,142	757,560	(93,418)	595,494	11.53 %
Total USFA- Net Income	2,123,455	1,048,842	2,123,455	1,048,842	1,074,613	1,731,334	22.65 %