

USAFencing
USFA- Budget vs Actual (2)
As of September 30, 2024

As of Date:

Department Group:

Location:

	Month Ending 09/30/2024		Year To Date 09/30/2024			Prior Year To Date 09/30/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	190,359	252,545	1,605,797	1,177,798	428,000	1,390,390	16.16 %
Non-Competitive Membership Revenue	0	0	0	0	0	18,253	0.00 %
Access Membership Revenue	75,552	79,178	310,708	192,520	118,187	247,581	39.24 %
Coach Membership Revenue	26,333	29,267	319,467	264,935	54,532	255,530	9.94 %
Club Membership Revenue	0	4,000	0	4,000	(4,000)	425	0.00 %
Admin Membership Revenue	34,050	16,225	110,318	71,725	38,592	63,253	47.47 %
Total Membership Revenue	326,294	381,215	2,346,290	1,710,978	635,311	1,975,432	19.07 %
Membership Programs							
410310 - Premium Club	20,619	70,000	249,509	144,425	105,085	266,548	14.28 %
410031 - Club Store/Banner	515	787	5,820	4,462	1,358	5,645	11.54 %
411001 - All American	0	0	0	0	0	(266)	0.00 %
Total Membership Programs	21,134	70,787	255,329	148,887	106,443	271,927	14.19 %
Event Revenues							
410120 - National Registration Fee	0	0	0	0	0	3,665	0.00 %
Total Event Revenues	0	0	0	0	0	3,665	0.00 %
Regional Revenues							
Regional Bid Fees	137	0	136	0	136	0	0.00 %
Regional Circuit Fees	116,463	117,069	261,859	235,336	26,523	311,574	49.49 %
Total Regional Revenues	116,600	117,069	261,995	235,336	26,659	311,574	49.55 %
Ticket Revenue							
410140 - Ticket Sales	0	0	760	0	760	0	0.00 %
Total Ticket Revenue	0	0	760	0	760	0	0.00 %
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	768	0	4,170	1,250	2,920	1,176	61.44 %
410960 - International Regional Surcharge	2,794	0	19,680	8,000	11,679	7,810	34.93 %
Total Asian Events	3,562	0	23,850	9,250	14,599	8,986	38.51 %
Total Recognized International Events	3,562	0	23,850	9,250	14,599	8,986	38.51 %
Magazine and Communications Revenue							
Magazine Revenue	0	0	0	0	0	12	0.00 %
Communications Revenue	10,580	7,500	10,804	15,000	(4,195)	1,804	70.53 %
Total Magazine and Communications Revenue	10,580	7,500	10,804	15,000	(4,195)	1,816	70.53 %
Sponsorship							
410410 - Sponsorship Revenue	53,916	33,634	90,584	67,167	23,416	80,000	80.27 %
410499 - VIK- Hotel	0	25,000	0	50,000	(50,000)	0	0.00 %
Total Marketing Revenue	53,916	58,634	90,584	117,167	(26,584)	80,000	46.02 %
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	2,332	2,166	2,331	95,249	(92,917)	0	2.45 %
410710 - Base Funding	82,250	81,250	164,500	162,500	2,000	164,500	50.62 %
Total USOC Funding	84,582	83,416	166,831	257,749	(90,917)	164,500	32.82 %
International Programs Revenue							
International Registration Fees	48,018	0	154,107	11,000	143,107	130,710	436.53 %
Cadre to World Cup Fee	7,535	0	7,535	0	7,535	100	0.00 %
Total International Programs Revenue	55,553	0	161,642	11,000	150,642	130,810	505.03 %
International Licensing Fees							
410210 - FIE License Fee	5,788	0	9,973	0	9,973	9,490	0.00 %
410235 - European Federation License	4,185	0	4,509	0	4,509	6,350	0.00 %
Total International Licensing Fees	9,973	0	14,482	0	14,482	15,840	0.00 %
Development Revenue							
410540 - Donations - Restricted	0	0	51,969	0	51,969	0	0.00 %
Total Development Revenue	0	0	51,969	0	51,969	0	0.00 %
Investment Income							
410620 - Interest Earned	0	0	0	0	0	501	0.00 %
410625 - Interest Investments	255	180	518	360	158	298	70.83 %
410626 - Realized Gain(Loss) Investments	5,222	2,500	6,525	5,000	1,525	7,748	104.44 %
410627 - Unrealized Gain(Loss) Investments	24,594	4,200	57,605	8,400	49,205	(113,466)	292.79 %
410628 - Dividends Investments	2,234	2,200	3,434	3,100	334	3,620	72.06 %

	Month Ending 09/30/2024		Year To Date 09/30/2024			Prior Year To Date 09/30/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
Total Investment Income	32,305	9,080	68,082	16,860	51,222	(101,299)	191.61 %
Other Income							
410497 - VIK- Services	0	417	0	834	(834)	0	0.00 %
410150 - RC Exam	1,675	4,250	3,825	9,250	(5,425)	5,125	18.11 %
410155 - Wheelchair Exam	25	75	25	250	(225)	150	10.00 %
410442 - Merchandise Revenue	195	4,583	195	9,167	(8,972)	147	2.13 %
410600 - Miscellaneous Revenue	0	0	0	1,700	(1,700)	1,675	0.00 %
Total Other Income	1,895	9,325	4,045	21,201	(17,156)	7,097	8.94 %
Total Income	716,394	737,026	3,456,663	2,543,428	913,235	2,870,548	28.17 %
Total Expenses							
Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	1,244	1,048	2,487	2,096	391	2,326	59.32 %
500440 - Phone	2,262	2,725	5,088	7,250	(2,162)	5,902	31.20 %
500460 - Postage and Shipping	2,767	1,797	40,994	13,022	27,971	2,903	21.25 %
500480 - Printing	3,947	1,708	5,927	16,411	(10,483)	248	24.05 %
500140 - Equipment/Copier	103	7,585	309	7,670	(7,362)	0	1.34 %
500142 - Leased Equipment	1,744	2,000	2,730	4,000	(1,269)	3,843	43.61 %
500602 - Company Software/Hardware	20,880	11,635	32,484	33,270	(786)	14,842	62.76 %
500548 - Rent - Office	0	6,330	6,659	12,661	(6,002)	13,319	0.00 %
500543 - Rent - Storage Tournament Equipment	1,500	1,500	3,000	3,000	0	4,500	50.00 %
Total Operating Expenses	34,447	36,328	99,678	99,380	298	47,883	34.66 %
Administration Fees							
Data Center & Software	10,750	10,808	21,500	71,616	(50,116)	21,500	15.01 %
Braintree & Bank Fees	26,110	40,828	76,164	80,984	(4,820)	156,198	32.24 %
Total Administration Fees	36,860	51,636	97,664	152,600	(54,936)	177,698	24.15 %
Compensation Expense	154,561	183,298	309,516	366,596	(57,080)	354,593	42.16 %
Insurance Expense							
Athlete Accident Insurance Expense	0	6,600	0	13,200	(13,200)	12,945	0.00 %
General Liability Insurance expense	26,592	26,000	53,182	52,000	1,183	51,336	51.14 %
Other Insurance expense	3,992	6,950	7,053	13,900	(6,847)	7,267	28.72 %
Total Insurance Expense	30,584	39,550	60,235	79,100	(18,864)	71,548	38.66 %
Membership Expenses							
Background Checks	9,060	10,590	19,410	23,910	(4,500)	23,820	37.89 %
Rebates Expense	0	15,401	18,054	56,204	(38,150)	(105)	0.00 %
Total Membership Expenses	9,060	25,991	37,464	80,114	(42,650)	23,715	11.31 %
Center for Safe Sport							
500145 - Center for Safe Sport	0	6,318	6,318	6,318	0	6,318	0.00 %
Total USFA - Center for Safe Sport	0	6,318	6,318	6,318	0	6,318	0.00 %
Event Expense							
500160 - Freight	0	0	50	0	49	2,058	0.00 %
500549 - Venue Rental	0	29,250	29,250	29,250	0	0	0.00 %
500553 - Venue Electric	0	0	0	0	0	(817)	0.00 %
500554 - Venue Catering	0	2,500	0	3,500	(3,500)	0	0.00 %
500558 - Venue Phone/AV/Internet	0	0	720	500	220	720	0.00 %
500620 - Trophies & Medals	1,265	0	1,265	0	1,265	3,117	0.00 %
Total Event Expense	1,265	31,750	31,285	33,250	(1,966)	5,078	3.81 %
Travel Expense							
500020 - Air	79,576	21,100	108,837	67,450	41,387	144,407	117.98 %
500022 - Baggage Fees	495	540	1,534	1,880	(346)	(50)	26.34 %
500200 - Ground Transportation	7,371	2,700	14,952	17,700	(2,748)	5,234	41.64 %
500240 - Hotel	50,687	17,500	82,514	58,900	23,614	130,658	86.06 %
Total Travel Expense	138,129	41,840	207,837	145,930	61,907	280,249	94.65 %
Per Diem & Honorarium							
500420 - Per Diem	2,000	450	2,450	4,800	(2,350)	2,220	41.67 %
500220 - Honorarium	3,865	1,000	3,865	16,250	(12,385)	3,800	23.78 %
Total Per Diem & Honorarium	5,865	1,450	6,315	21,050	(14,735)	6,020	27.86 %
Professional Services Expense							
500107 - Tax Return Fee	0	0	0	10	(10)	10	0.00 %
500108 - Legal Fees	17,187	5,833	85,810	11,666	74,144	6,000	147.32 %
500654 - VIK- Services	0	417	0	834	(834)	0	0.00 %
500562 - Contract Labor	49,106	28,300	113,476	75,600	37,876	35,028	64.96 %
500755 - Research Studies	5,000	0	10,000	0	10,000	10,000	0.00 %
500756 - Professional Service Fees	0	5,500	0	11,001	(11,000)	0	0.00 %
500780 - Consulting Fees	320	5,440	640	10,880	(10,240)	10,890	2.94 %
Total Professional Services Expense	71,613	45,490	209,926	109,991	99,936	61,928	65.11 %

	Month Ending 09/30/2024		Year To Date 09/30/2024			Prior Year To Date 09/30/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
Magazine and Communications Expense							
Magazine Expense	0	1,650	1,650	3,300	(1,650)	3,300	0.00 %
Communications Expense	2,814	7,934	6,617	15,867	(9,251)	2,526	17.73 %
Total Magazine and Communications Expense	2,814	9,584	8,267	19,167	(10,901)	5,826	14.68 %
Marketing Expense							
500750 - Advertising and Promotions	2,000	500	10,000	1,000	9,000	0	200.00 %
500760 - Sponsorship Fulfillment	2,000	5,000	10,000	13,000	(3,000)	0	15.38 %
Total Marketing Expense	4,000	5,500	20,000	14,000	6,000	0	28.57 %
Direct Athlete Support							
500268 - Direct Athlete Support	2,400	2,700	4,800	5,400	(600)	9,300	44.44 %
Total Direct Athlete Support	2,400	2,700	4,800	5,400	(600)	9,300	44.44 %
National Team Support							
500730 - Coaches Salaries	27,800	29,800	55,600	89,600	(34,000)	57,100	31.03 %
Total National Team Support	27,800	29,800	55,600	89,600	(34,000)	57,100	31.03 %
International Programs Expense							
International License Expense	6,776	7,600	13,776	15,600	(1,823)	12,498	43.44 %
International Programs Other	8,499	0	14,029	4,300	9,728	9,683	197.64 %
Total International Programs Expense	15,275	7,600	27,805	19,900	7,905	22,181	76.76 %
Development Expense	0	9,000	0	9,000	(9,000)	0	0.00 %
Other Expenses							
500130 - Dues and Fees - Other	245	475	995	4,050	(3,054)	1,749	6.06 %
500335 - Entertainment	1,299	0	1,299	0	1,298	0	0.00 %
500340 - Meals	3,753	4,600	11,339	11,250	89	8,343	33.36 %
500600 - Supply	5,657	2,275	6,213	4,050	2,163	6,137	139.69 %
500430 - Prior Year Adjustments	0	0	0	0	0	24,266	0.00 %
500360 - Miscellaneous	2,737	8,233	3,609	17,966	(14,358)	2,124	15.23 %
500799 - Employee Development	0	2,000	1,443	5,250	(3,807)	267	0.00 %
500800 - Dues/Memberships/Subscriptions	892	750	1,286	1,500	(213)	3,637	59.51 %
500810 - Tickets	0	0	11,270	0	11,270	510	0.00 %
500715 - Event Fee Refunds	0	0	13,245	0	13,245	4,423	0.00 %
500355 - Merchandise/Apparel	25,252	6,250	39,700	14,517	25,184	26,729	173.95 %
Total Other Expenses	39,835	24,583	90,399	58,583	31,817	78,185	68.00 %
Total Total Expenses	574,508	552,418	1,273,109	1,309,979	(36,869)	1,207,622	43.86 %
Total USFA- Net Income	141,886	184,608	2,183,554	1,233,449	950,104	1,662,926	11.50 %