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

As of Date:
Department Group:
Location:

	Month Ending 10/31/2024		Year To Date 10/31/2024			Prior Year To Date 10/31/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	99,345	173,275	1,705,142	1,351,073	354,070	1,497,944	109.86 %
Non-Competitive Membership Revenue	0	0	0	0	0	18,568	0.00 %
Access Membership Revenue	45,067	69,591	355,774	262,111	93,663	294,656	108.57 %
Coach Membership Revenue	16,781	18,110	336,249	283,045	53,202	268,668	145.40 %
Club Membership Revenue	0	0	0	4,000	(4,000)	425	0.00 %
Admin Membership Revenue	22,496	11,972	132,813	83,697	49,117	71,245	284.43 %
Total Membership Revenue	183,689	272,948	2,529,978	1,983,926	546,052	2,151,506	119.54 %
Membership Programs							
410310 - Premium Club	7,227	70,000	256,737	214,425	42,312	272,572	29.46 %
410031 - Club Store/Banner	365	787	6,185	5,249	936	5,870	65.44 %
Total Membership Programs	7,592	70,787	262,922	219,674	43,248	278,442	29.86 %
Event Revenues							
410120 - National Registration Fee	810,353	676,500	810,353	676,500	133,852	654,202	0.00 %
410125 - Registration- Processing Fees	195	0	194	0	195	1,848	0.00 %
410416 - Event Incentives	15,730	27,350	15,730	27,350	(11,620)	0	0.00 %
410415 - Event Vendors	9,500	8,000	9,500	8,000	1,500	11,750	0.00 %
410480 - Hotel Rebates	28,557	25,000	28,557	25,000	3,557	12,534	0.00 %
410417 - Event No Show Fee	2,500	0	2,500	0	2,500	2,500	0.00 %
Total Event Revenues	866,835	736,850	866,834	736,850	129,984	682,834	0.00 %
Regional Revenues							
Regional Bid Fees	210	0	347	0	347	0	0.00 %
Regional Circuit Fees	93,540	64,459	348,972	299,795	49,177	394,503	170.71 %
Total Regional Revenues	93,750	64,459	349,319	299,795	49,524	394,503	170.92 %
Ticket Revenue							
410146 - Tickets - US International Events	0	0	0	0	0	12,469	0.00 %
410140 - Ticket Sales	0	0	760	0	760	0	0.00 %
Total Ticket Revenue	0	0	760	0	760	12,469	0.00 %
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	912	1,250	5,082	2,500	2,582	2,094	61.44 %
410960 - International Regional Surcharge	6,050	8,000	25,729	16,000	9,729	13,915	34.93 %
Total Asian Events	6,962	9,250	30,811	18,500	12,311	16,009	38.51 %
Total Recognized International Events	6,962	9,250	30,811	18,500	12,311	16,009	38.51 %
Magazine and Communications Revenue							
Magazine Revenue	0	0	0	0	0	12	0.00 %
Communications Revenue	3,375	7,500	14,180	22,500	(8,320)	9,732	141.07 %
Total Magazine and Communications Revenue	3,375	7,500	14,180	22,500	(8,320)	9,744	141.07 %
Sponsorship							
410495 - VIK - Tournament Equipment	131,500	120,300	131,500	120,300	11,200	173,400	0.00 %
410410 - Sponsorship Revenue	62,113	33,633	136,788	100,801	35,987	92,500	150.17 %
410450 - Royalties & Partnerships	10,920	0	10,919	0	10,919	0	0.00 %
410458 - Merchandise Retail Operations	0	0	0	0	1	0	0.00 %
410499 - VIK- Hotel	0	25,000	0	75,000	(75,000)	0	0.00 %
Total Marketing Revenue	204,533	178,933	279,207	296,101	(16,893)	265,900	28.23 %
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	5,000	2,316	59,300	97,564	(38,265)	0	100.66 %
410710 - Base Funding	81,250	81,250	245,750	243,750	2,000	246,750	101.23 %
Total USOC Funding	86,250	83,566	305,050	341,314	(36,265)	246,750	101.22 %
International Programs Revenue							

	Month Ending 10/31/2024		Year To Date 10/31/2024			Prior Year To Date 10/31/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
International Registration Fees	70,934	38,400	232,576	49,400	183,176	285,326	144.67 %
Cadre to World Cup Fee	0	0	0	0	0	100	0.00 %
Total International Programs Revenue	70,934	38,400	232,576	49,400	183,176	285,426	144.67 %
International Licensing Fees							
410210 - FIE License Fee	5,720	6,000	15,693	6,000	9,693	13,410	96.47 %
410235 - European Federation License	5,325	4,000	9,834	4,000	5,834	7,200	104.63 %
Total International Licensing Fees	11,045	10,000	25,527	10,000	15,527	20,610	99.73 %
Investment Income							
410620 - Interest Earned	0	0	0	0	0	929	0.00 %
410625 - Interest Investments	320	180	838	540	298	430	141.67 %
410626 - Realized Gain(Loss) Investments	10,506	2,500	17,031	7,500	9,531	8,897	208.88 %
410627 - Unrealized Gain(Loss) Investments	(43,976)	4,200	13,629	12,600	1,029	(150,458)	585.57 %
410628 - Dividends Investments	1,012	1,100	4,446	4,200	246	4,559	203.09 %
Total Investment Income	(32,138)	7,980	35,944	24,840	11,104	(135,643)	404.82 %
Other Income							
410497 - VIK- Services	(1,517)	417	(1,517)	1,251	(2,768)	0	0.00 %
410150 - RC Exam	2,275	3,650	6,100	12,900	(6,800)	7,000	45.89 %
410155 - Wheelchair Exam	100	75	125	325	(200)	175	33.33 %
410442 - Merchandise Revenue	28,650	4,583	28,845	13,750	15,095	274	4.25 %
410600 - Miscellaneous Revenue	537	0	538	1,700	(1,162)	156,930	0.00 %
Total Other Income	30,045	8,725	34,091	29,926	4,165	164,379	21.72 %
Total Income	1,532,872	1,489,398	4,967,199	4,032,826	934,373	4,393,129	47.44 %
Total Expenses							
Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	750	1,048	3,139	3,144	(5)	3,488	109.24 %
500440 - Phone	4,169	3,025	9,256	10,275	(1,019)	8,131	74.79 %
500460 - Postage and Shipping	1,650	2,852	42,644	15,874	26,770	9,065	97.01 %
500480 - Printing	15,283	9,909	21,210	26,321	(5,111)	11,370	39.83 %
500060 - Bad Debt Expense	305	0	305	0	305	0	0.00 %
500140 - Equipment/Copier	103	85	412	7,755	(7,343)	0	121.12 %
500142 - Leased Equipment	1,804	2,000	4,534	6,000	(1,466)	4,717	87.21 %
500602 - Company Software/Hardware	23,289	11,635	55,773	44,905	10,868	23,288	179.46 %
500548 - Rent - Office	0	6,331	6,659	18,990	(12,332)	19,978	0.00 %
500543 - Rent - Storage Tournament Equipment	1,500	1,500	4,500	4,500	0	4,500	100.00 %
Total Operating Expenses	48,853	38,385	148,432	137,764	10,667	84,537	89.48 %
Administration Fees							
Data Center & Software	10,750	10,808	32,250	82,424	(50,174)	32,250	99.46 %
Braintree & Bank Fees	26,814	23,320	102,978	104,304	(1,326)	218,795	111.96 %
Total Administration Fees	37,564	34,128	135,228	186,728	(51,500)	251,045	108.01 %
Compensation Expense	231,998	183,298	541,514	549,895	(8,381)	496,295	84.32 %
Insurance Expense							
Athlete Accident Insurance Expense	2,979	6,600	2,979	19,800	(16,820)	19,399	0.00 %
General Liability Insurance expense	26,591	26,000	79,774	78,000	1,774	77,005	102.27 %
Other Insurance expense	9,210	6,950	16,263	20,850	(4,588)	12,856	57.44 %
Total Insurance Expense	38,780	39,550	99,016	118,650	(19,634)	109,260	77.33 %
Membership Expenses							
Background Checks	6,927	7,770	26,337	31,680	(5,342)	31,590	116.60 %
Rebates Expense	0	11,650	18,054	67,853	(49,799)	(105)	0.00 %
Total Membership Expenses	6,927	19,420	44,391	99,533	(55,141)	31,485	46.65 %
Center for Safe Sport							
500145 - Center for Safe Sport	0	0	6,318	6,318	0	6,318	0.00 %
Total USFA - Center for Safe Sport	0	0	6,318	6,318	0	6,318	0.00 %
Event Expense							
500160 - Freight	20,109	20,000	20,159	20,000	158	16,627	0.00 %
500549 - Venue Rental	77,300	69,000	106,550	98,250	8,300	64,085	0.00 %
500550 - Venue Decorator	71,379	50,000	71,379	50,000	21,379	53,466	0.00 %
500552 - Venue Security	15,669	15,000	15,669	15,000	669	17,211	0.00 %

	Month Ending 10/31/2024		Year To Date 10/31/2024			Prior Year To Date 10/31/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
500553 - Venue Electric	22,801	8,000	22,800	8,000	14,800	6,699	0.00 %
500554 - Venue Catering	42,026	45,000	42,026	48,500	(6,474)	90,004	0.00 %
500557 - Venue EMT	3,270	4,500	3,270	4,500	(1,230)	0	0.00 %
500558 - Venue Phone/AV/Internet	18,361	12,500	19,081	13,000	6,081	22,999	0.00 %
500559 - Production/Staging	9,980	5,500	9,980	5,500	4,480	14,008	0.00 %
500560 - Temporary Labor - Events	0	25,000	0	25,000	(25,000)	9,399	0.00 %
500561 - Contract Labor - Events	0	2,100	0	2,100	(2,100)	600	0.00 %
500603 - Event Software	0	1,500	0	1,500	(1,500)	1,456	0.00 %
500620 - Trophies & Medals	2,396	1,000	4,000	1,000	3,000	5,055	126.32 %
Total Event Expense	283,291	259,100	314,914	292,350	22,563	301,609	0.49 %
Travel Expense							
500020 - Air	141,887	111,400	250,723	178,850	71,873	330,528	71.43 %
500022 - Baggage Fees	1,140	4,060	2,674	5,940	(3,266)	2,810	12.20 %
500200 - Ground Transportation	38,555	26,900	53,507	44,600	8,907	99,003	27.40 %
500240 - Hotel	127,720	110,725	210,234	169,625	40,609	387,424	45.78 %
Total Travel Expense	309,302	253,085	517,138	399,015	118,123	819,765	54.58 %
Per Diem & Honorarium							
500420 - Per Diem	56,016	57,675	58,466	62,475	(4,008)	92,729	3.47 %
500220 - Honorarium	94,270	96,100	98,135	112,350	(14,215)	116,433	4.02 %
Total Per Diem & Honorarium	150,286	153,775	156,601	174,825	(18,223)	209,162	3.81 %
Professional Services Expense							
500106 - Audit Fee	7,875	7,350	7,875	7,350	525	7,375	0.00 %
500107 - Tax Return Fee	0	0	0	10	(10)	10	0.00 %
500108 - Legal Fees	12,128	5,833	97,939	17,500	80,438	9,490	294.64 %
500654 - VIK- Services	(1,517)	417	(1,517)	1,251	(2,768)	0	0.00 %
500562 - Contract Labor	70,020	32,800	183,496	108,400	75,096	56,237	149.71 %
500755 - Research Studies	10,000	0	20,000	0	20,000	15,000	0.00 %
500756 - Professional Service Fees	0	5,500	0	16,501	(16,501)	0	0.00 %
500780 - Consulting Fees	320	440	960	11,320	(10,360)	16,085	72.73 %
Total Professional Services Expense	98,826	52,340	308,753	162,332	146,420	104,197	136.82 %
Magazine and Communications Expense							
Magazine Expense	3,300	1,650	4,950	4,950	0	4,950	0.00 %
Communications Expense	4,068	8,434	10,685	24,300	(13,615)	6,216	33.36 %
Total Magazine and Communications Expense	7,368	10,084	15,635	29,250	(13,615)	11,166	27.90 %
Marketing Expense							
500650 - VIK- Tournament Equipment	131,500	120,300	131,500	120,300	11,200	173,400	0.00 %
500750 - Advertising and Promotions	0	500	10,000	1,500	8,500	0	400.00 %
500760 - Sponsorship Fufillment	0	0	10,000	13,000	(3,000)	0	0.00 %
Total Marketing Expense	131,500	120,800	151,500	134,800	16,700	173,400	3.31 %
Direct Athlete Support							
500268 - Direct Athlete Support	2,400	2,700	7,200	8,100	(900)	13,900	88.89 %
Total Direct Athlete Support	2,400	2,700	7,200	8,100	(900)	13,900	88.89 %
National Team Support							
500730 - Coaches Salaries	27,800	29,800	83,400	119,400	(36,000)	84,900	93.29 %
Total National Team Support	27,800	29,800	83,400	119,400	(36,000)	84,900	93.29 %
International Programs Expense							
International License Expense	2,216	15,350	15,992	30,950	(14,958)	19,324	44.15 %
International Programs Other	1,626	9,850	15,654	14,150	1,505	10,197	86.28 %
Total International Programs Expense	3,842	25,200	31,646	45,100	(13,453)	29,521	60.61 %
Development Expense	0	2,000	0	11,000	(11,000)	0	0.00 %
Other Expenses							
500130 - Dues and Fees - Other	4,222	175	5,217	4,225	991	9,953	140.14 %
500335 - Entertainment	437	0	1,736	0	1,737	3,000	0.00 %
500340 - Meals	8,371	5,680	19,711	16,930	2,780	25,318	66.07 %
500600 - Supply	14,286	9,275	20,499	13,325	7,174	16,878	61.00 %
500430 - Prior Year Adjustments	0	0	0	0	0	24,267	0.00 %
500360 - Miscellaneous	3,231	8,733	6,908	26,700	(19,792)	10,175	32.12 %
500799 - Employee Development	215	1,250	1,658	6,500	(4,842)	267	0.00 %

	Month Ending 10/31/2024		Year To Date 10/31/2024			Prior Year To Date 10/31/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
500800 - Dues/Memberships/Subscriptions	14,926	750	16,211	2,250	13,961	5,825	119.01 %
500810 - Tickets	0	0	11,270	0	11,271	510	0.00 %
500715 - Event Fee Refunds	0	7,500	13,245	7,500	5,745	4,707	0.00 %
500355 - Merchandise/Apparel	19,961	17,250	63,779	31,767	32,012	34,745	146.39 %
Total Other Expenses	65,649	50,613	160,234	109,197	51,037	135,645	78.84 %
Total Total Expenses	1,444,386	1,274,278	2,721,920	2,584,257	137,663	2,862,205	45.08 %
Total USFA- Net Income	88,486	215,120	2,245,279	1,448,569	796,710	1,530,924	61.40 %