

USAFencing
USFA- Budget vs Actual (2)
As of January 31, 2026

As of Date:

Department group:

Location:

	Month Ending 01/31/2026		Year To Date 01/31/2026			Prior Year To Date 01/31/2025	
	Actual	25/26 Amended Budget	Actual	25/26 Amended Budget	Budget Diff	Actual	Year Comparison
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	43,008	54,963	1,930,656	1,947,895	(17,239)	1,876,399	200.27 %
Non-Competitive Membership Revenue	0	0	29	29	0	0	0.00 %
Access Membership Revenue	46,513	44,274	509,257	513,527	(4,270)	444,710	165.25 %
Coach Membership Revenue	9,625	9,838	373,723	374,212	(489)	363,592	179.80 %
Admin Membership Revenue	23,025	17,464	207,147	179,765	27,382	215,376	155.05 %
Total Membership Revenue	122,171	126,539	3,020,812	3,015,428	5,384	2,900,077	183.22 %
Membership Programs							
410310 - Premium Club	2,788	13,050	278,910	325,534	(46,624)	263,902	169.38 %
410031 - Club Store/Banner	0	0	7,150	6,925	225	6,475	486.67 %
Total Membership Programs	2,788	13,050	286,060	332,459	(46,399)	270,377	172.42 %
Event Revenues							
410120 - National Registration Fee	1,022,975	1,052,375	2,576,295	2,572,825	3,470	2,684,792	0.00 %
410125 - Registration- Processing Fees	0	0	0	1,093	(1,093)	194	0.00 %
410416 - Event Incentives	125,000	115,000	287,635	265,000	22,635	72,730	0.00 %
410415 - Event Vendors	18,750	11,000	46,750	34,500	12,250	30,000	0.00 %
410480 - Hotel Rebates	63,385	66,000	136,035	111,020	25,015	116,847	0.00 %
410417 - Event No Show Fee	0	0	0	0	0	11,000	0.00 %
Total Event Revenues	1,230,110	1,244,375	3,046,715	2,984,438	62,277	2,915,563	0.00 %
Regional Revenues							
Regional Bid Fees	0	0	30,654	45,654	(15,000)	844	0.00 %
Regional Circuit Fees	73,450	77,500	655,482	636,932	18,550	546,680	173.21 %
Total Regional Revenues	73,450	77,500	686,136	682,586	3,550	547,524	173.21 %
Ticket Revenue							
410111 - Tickets - Vet Dinner	0	0	0	0	0	9,292	0.00 %
410146 - Tickets - US International Events	9,311	10,000	9,311	10,000	(689)	0	0.00 %
410140 - Ticket Sales	0	0	0	0	0	760	0.00 %
Total Ticket Revenue	9,311	10,000	9,311	10,000	(689)	10,052	0.00 %
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	9	0	3,825	63	3,762	7,614	129.94 %
410960 - International Regional Surcharge	0	0	110	110	0	43,935	0.00 %
Total Asian Events	9	0	3,935	173	3,762	51,549	129.94 %
Total Recognized International Events	9	0	3,935	173	3,762	51,549	129.94 %
Magazine and Communications Revenue							
Magazine Revenue	0	0	572	572	0	228	142.42 %
Communications Revenue	11,690	5,417	31,185	27,445	3,740	33,612	22.45 %
Total Magazine and Communications Revenue	11,690	5,417	31,757	28,017	3,740	33,840	24.16 %
Sponsorship							
410449 - VIK - Merchandise	0	20,833	0	62,499	(62,499)	136,029	0.00 %
410495 - VIK - Tournament Equipment	34,000	41,000	80,000	87,400	(7,400)	295,400	0.00 %
410410 - Sponsorship Revenue	68,100	89,858	431,254	456,485	(25,231)	244,061	66.40 %
420001 - Sponsorship Income	0	2,500	0	5,000	(5,000)	0	0.00 %
410450 - Royalties & Partnerships	328	150	1,060	765	295	11,265	0.00 %
410453 - Fencing Photos	0	0	3,508	0	3,508	0	0.00 %
410458 - Merchandise Retail Operations	120,962	69,000	242,961	205,628	37,333	121,752	(4.41) %
Total Marketing Revenue	223,390	223,341	758,783	817,777	(58,994)	808,507	35.48 %
USOC Funding							
410700 - Grants	11,875	50,386	152,226	162,368	(10,142)	126,578	80.00 %
410710 - Base Funding	114,584	102,917	604,167	595,002	9,165	508,166	100.00 %
Total USOC Funding	126,459	153,303	756,393	757,370	(977)	634,744	98.80 %
International Programs Revenue							
International Registration Fees	70,026	85,800	337,561	419,770	(82,209)	347,577	58.04 %
Total International Programs Revenue	70,026	85,800	337,561	419,770	(82,209)	347,577	58.04 %
International Licensing Fees							
410210 - FIE License Fee	6,880	0	34,160	41,120	(6,960)	27,215	83.33 %
410235 - European Federation License	1,795	0	17,820	22,235	(4,415)	16,373	261.05 %
Total International Licensing Fees	8,675	0	51,980	63,355	(11,375)	43,588	136.27 %

Investment Income							
410620 - Interest Earned	262	0	3,350	1,718	1,632	0	73.23 %
410625 - Interest Investments	403	167	2,912	2,018	894	1,997	87.78 %
410626 - Realized Gain(Loss) Investments	51,560	2,500	90,649	16,344	74,305	69,452	576.90 %
410627 - Unrealized Gain(Loss) Investments	(5,094)	2,500	132,343	130,572	1,771	38,942	206.94 %
410628 - Dividends Investments	1,230	1,250	23,211	8,972	14,239	17,806	260.96 %
Total Investment Income	48,361	6,417	252,465	159,624	92,841	128,197	217.07 %
Other Income							
410497 - VIK- Services	0	417	637	1,888	(1,251)	1,517	0.00 %
410150 - RC Exam	1,950	2,250	12,875	13,000	(125)	12,200	100.00 %
410155 - Wheelchair Exam	75	50	225	200	25	325	0.00 %
410442 - Merchandise Revenue	0	0	0	0	0	1,799	0.00 %
410600 - Miscellaneous Revenue	1,148	0	3,139	1,396	1,743	1,642	0.00 %
410707 - Employer Retention Credit	0	0	9,129	0	9,129	0	0.00 %
Total Other Income	3,173	2,717	26,005	16,484	9,521	17,483	81.33 %
Total Income	1,929,613	1,948,459	9,267,913	9,287,481	(19,568)	8,709,078	52.10 %

Total Expenses

Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	744	1,333	4,466	6,231	(1,766)	5,391	100.03 %
500440 - Phone	2,115	2,136	11,747	11,954	(207)	15,238	75.51 %
500460 - Postage and Shipping	1,430	3,098	22,534	26,813	(4,278)	45,267	56.03 %
500480 - Printing	6,493	6,171	23,065	26,914	(3,850)	31,435	374.81 %
500060 - Bad Debt Expense	0	0	250	250	0	16,967	0.00 %
500140 - Equipment/Copier	3,613	1,438	4,137	9,820	(5,682)	33,041	0.00 %
500142 - Leased Equipment	2,551	1,818	11,766	10,479	1,286	14,242	100.03 %
500602 - Company Software/Hardware	8,908	17,912	98,719	111,775	(13,056)	100,950	314.54 %
500548 - Rent - Office	7,180	6,618	43,788	41,809	1,979	30,774	75.30 %
500543 - Rent - Storage Tournament Equipment	1,500	1,500	8,490	9,990	(1,500)	7,500	37.59 %
Total Operating Expenses	34,534	42,024	228,962	256,035	(27,074)	300,805	137.28 %

Administration Fees

Data Center & Software	10,750	60,751	64,500	111,496	(46,996)	64,500	99.99 %
Braintree & Bank Fees	66,657	20,813	320,491	207,393	113,099	182,645	586.61 %
Total Administration Fees	77,407	81,564	384,991	318,889	66,103	247,145	337.32 %

Compensation Expense

185,965	204,843	1,107,974	1,146,664	(38,690)	1,000,721	58.77 %
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Insurance Expense

Athlete Accident Insurance Expense	993	1,867	9,459	12,077	(2,619)	10,959	452.93 %
General Liability Insurance expense	27,937	27,937	167,621	167,622	(1)	159,548	100.00 %
Other Insurance expense	9,154	11,291	53,257	52,533	724	34,554	78.98 %
Total Insurance Expense	38,084	41,095	230,337	232,232	(1,896)	205,061	105.05 %

Membership Expenses

Background Checks	6,000	5,907	48,785	45,410	3,375	40,348	114.09 %
Rebates Expense	0	0	54,798	54,798	0	44,331	0.00 %
Total Membership Expenses	6,000	5,907	103,583	100,208	3,375	84,679	114.09 %

Center for Safe Sport

500145 - Center for Safe Sport	0	0	12,636	14,318	(1,682)	6,318	0.00 %
Total USFA - Center for Safe Sport	0	0	12,636	14,318	(1,682)	6,318	0.00 %

Event Expense

500160 - Freight	47,511	56,000	79,905	103,250	(23,345)	70,633	0.00 %
500549 - Venue Rental	114,615	92,764	133,705	112,654	21,051	249,310	0.00 %
500550 - Venue Decorator	49,425	90,000	116,194	156,307	(40,112)	187,106	0.00 %
500552 - Venue Security	24,174	35,000	45,282	56,586	(11,305)	39,722	0.00 %
500553 - Venue Electric	16,368	22,500	33,339	38,811	(5,471)	41,431	0.00 %
500554 - Venue Catering	94,354	93,500	197,703	197,268	435	188,501	10.37 %
500557 - Venue EMT	6,316	9,000	15,647	18,900	(3,254)	12,215	0.00 %
500558 - Venue Phone/AV/Internet	46,844	81,500	93,141	122,438	(29,296)	52,629	25.78 %
500559 - Production/Staging	17,014	18,500	24,084	26,500	(2,416)	33,330	0.00 %
500560 - Temporary Labor - Events	21,326	30,000	40,383	50,681	(10,299)	104,788	0.00 %
500561 - Contract Labor - Events	800	9,700	2,000	10,700	(8,700)	0	0.00 %
500603 - Event Software	0	500	0	500	(500)	0	0.00 %
500620 - Trophies & Medals	3,722	3,750	15,514	15,363	151	7,400	1.45 %
500754 - Broadcasting	33,438	53,750	144,868	188,981	(44,112)	0	59.03 %
Total Event Expense	475,907	596,464	941,765	1,098,939	(157,173)	987,065	14.40 %

Travel Expense

500020 - Air	263,151	369,600	884,467	837,615	46,852	795,285	66.62 %
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500022 - Baggage Fees	2,655	8,430	9,886	23,644	(13,758)	10,592	2.96 %
500200 - Ground Transportation	43,132	58,700	116,876	143,308	(26,433)	141,526	35.22 %
500240 - Hotel	272,764	247,083	724,616	756,752	(32,136)	612,574	35.27 %
Total Travel Expense	581,702	683,813	1,735,845	1,761,319	(25,475)	1,559,977	49.04 %
Per Diem & Honorarium							
500420 - Per Diem	120,582	139,842	272,083	340,198	(68,115)	242,385	1.23 %
500220 - Honorarium	209,533	182,788	455,874	445,577	10,298	362,049	3.19 %
Total Per Diem & Honorarium	330,115	322,630	727,957	785,775	(57,817)	604,434	2.54 %
Professional Services Expense							
500106 - Audit Fee	0	4,000	18,000	22,000	(4,000)	18,750	0.00 %
500107 - Tax Return Fee	0	2,400	0	3,900	(3,900)	0	0.00 %
500108 - Legal Fees	(111,489)	20,417	(41,583)	85,149	(126,732)	201,583	264.71 %
500654 - VIK- Services	0	417	638	1,888	(1,251)	1,517	0.00 %
500562 - Contract Labor	55,717	55,427	273,135	295,974	(22,839)	264,889	105.71 %
500755 - Research Studies	0	0	0	0	0	25,000	0.00 %
500756 - Professional Service Fees	10,720	3,167	23,889	30,370	(6,480)	0	1,090.70 %
500780 - Consulting Fees	7,833	820	20,497	13,459	7,038	1,920	13.15 %
500721 - Membership Development	0	0	3,500	1,000	2,500	0	0.00 %
Total Professional Services Expense	(37,219)	86,648	298,076	453,740	(155,664)	513,659	97.39 %
Magazine and Communications Expense							
Magazine Expense	2,290	6,160	11,040	22,280	(11,240)	8,250	76.74 %
Communications Expense	2,509	35,000	71,434	96,151	(24,718)	49,700	111.83 %
Total Magazine and Communications Expense	4,799	41,160	82,474	118,431	(35,958)	57,950	94.36 %
Marketing Expense							
500266 - Reimbursement	2,937	2,550	14,836	15,300	(464)	1,700	60.00 %
500650 - VIK- Tournament Equipment	34,000	41,000	80,000	87,400	(7,400)	295,400	0.00 %
500652 - VIK- Merchandise	0	20,833	0	62,499	(62,499)	136,029	0.00 %
500750 - Advertising and Promotions	0	0	8,656	7,657	1,000	10,000	0.00 %
500760 - Sponsorship Fulfillment	18,750	25,000	26,502	51,154	(24,653)	20,528	0.00 %
Total Marketing Expense	55,687	89,383	129,994	224,010	(94,016)	463,657	58.25 %
Direct Athlete Support							
500268 - Direct Athlete Support	3,000	21,250	26,500	77,150	(50,650)	15,200	89.58 %
Total Direct Athlete Support	3,000	21,250	26,500	77,150	(50,650)	15,200	89.58 %
National Team Support							
500730 - Coaches Salaries	40,500	38,750	212,300	214,050	(1,750)	180,700	98.81 %
Total National Team Support	40,500	38,750	212,300	214,050	(1,750)	180,700	98.81 %
International Programs Expense							
International License Expense	2,423	1,390	28,399	34,963	(6,564)	23,122	20.42 %
International Programs Other	3,251	11,500	61,942	67,798	(5,855)	32,967	47.99 %
Total International Programs Expense	5,674	12,890	90,341	102,761	(12,419)	56,089	40.31 %
Development Expense	10,000	0	10,000	0	10,000	0	0.00 %
Other Expenses							
500130 - Dues and Fees - Other	2,110	925	7,686	4,800	2,885	19,635	29.17 %
500335 - Entertainment	1,138	5,000	14,729	17,188	(2,458)	1,982	(39,905.70) %
500340 - Meals	26,278	25,810	60,715	63,405	(2,690)	43,591	177.91 %
500600 - Supply	12,015	13,905	50,894	54,066	(3,172)	28,959	(634.82) %
500430 - Prior Year Adjustments	0	0	72,965	42,965	29,999	(38,067)	0.00 %
500360 - Miscellaneous	11,641	64,391	50,739	104,587	(53,847)	19,886	9.20 %
500799 - Employee Development	553	3,627	671	7,449	(6,779)	11,040	0.00 %
500800 - Dues/Memberships/Subscriptions	13,774	6,510	65,298	52,175	13,124	26,873	49.72 %
500810 - Tickets	173	0	173	0	173	12,646	0.00 %
500715 - Event Fee Refunds	15,043	19,500	20,973	29,233	(8,261)	57,053	14.39 %
500355 - Merchandise/Apparel	3,459	5,667	23,453	22,211	1,242	114,981	8.44 %
Total Other Expenses	86,184	145,335	368,296	398,079	(29,784)	298,579	323.97 %
Total Total Expenses	1,898,339	2,413,756	6,692,031	7,302,600	(610,570)	6,582,039	60.21 %
Total USFA- Net Income	31,274	(465,297)	2,575,882	1,984,881	591,001	2,127,039	(107.06) %