

USAFencing
USFA- Budget vs Actual (2)
As of December 31, 2025

As of Date:
Department group:
Location:

	Month Ending 12/31/2025		Year To Date 12/31/2025			Prior Year To Date 12/31/2024	
	Actual	25/26 Amended Budget	Actual	25/26 Amended Budget	Budget Diff	Actual	Year Comparison
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	57,029	52,448	1,887,647	1,892,932	(5,285)	1,825,374	200.27 %
Non-Competitive Membership Revenue	0	0	29	29	0	0	0.00 %
Access Membership Revenue	26,131	25,529	462,745	469,253	(6,508)	409,367	165.25 %
Coach Membership Revenue	8,468	8,883	364,098	364,374	(276)	354,398	179.80 %
Admin Membership Revenue	35,292	17,128	184,122	162,301	21,821	193,418	155.05 %
Total Membership Revenue	126,920	103,988	2,898,641	2,888,889	9,752	2,782,557	183.22 %
Membership Programs							
410310 - Premium Club	796	13,050	276,122	312,484	(36,362)	261,619	169.38 %
410031 - Club Store/Banner	225	0	7,150	6,925	225	6,325	486.67 %
Total Membership Programs	1,021	13,050	283,272	319,409	(36,137)	267,944	172.42 %
Event Revenues							
410120 - National Registration Fee	0	0	1,553,320	1,520,450	32,870	2,006,362	0.00 %
410125 - Registration- Processing Fees	0	0	0	1,093	(1,093)	195	0.00 %
410416 - Event Incentives	0	0	162,635	150,000	12,635	52,730	0.00 %
410415 - Event Vendors	0	0	28,000	23,500	4,500	19,000	0.00 %
410480 - Hotel Rebates	0	0	72,650	45,020	27,630	76,859	0.00 %
410417 - Event No Show Fee	0	0	0	0	0	6,750	0.00 %
Total Event Revenues	0	0	1,816,605	1,740,063	76,542	2,161,896	0.00 %
Regional Revenues							
Regional Bid Fees	0	0	30,654	45,654	(15,000)	493	0.00 %
Regional Circuit Fees	78,721	57,500	593,723	559,432	34,291	469,074	173.21 %
Total Regional Revenues	78,721	57,500	624,377	605,086	19,291	469,567	173.21 %
Ticket Revenue							
410140 - Ticket Sales	0	0	0	0	0	760	0.00 %
Total Ticket Revenue	0	0	0	0	0	760	0.00 %
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	2,331	0	3,816	63	3,753	7,950	129.94 %
410960 - International Regional Surcharge	0	0	110	110	0	43,934	0.00 %
Total Asian Events	2,331	0	3,926	173	3,753	51,884	129.94 %
Total Recognized International Events	2,331	0	3,926	173	3,753	51,884	129.94 %
Magazine and Communications Revenue							
Magazine Revenue	0	0	572	572	0	0	142.42 %
Communications Revenue	664	5,417	19,495	22,028	(2,533)	18,420	22.45 %
Total Magazine and Communications Revenue	664	5,417	20,067	22,600	(2,533)	18,420	24.16 %
Sponsorship							
410449 - VIK - Merchandise	0	20,833	0	41,666	(41,666)	0	0.00 %
410495 - VIK - Tournament Equipment	0	0	46,000	46,400	(400)	272,400	0.00 %
410410 - Sponsorship Revenue	69,766	74,698	363,154	366,627	(3,473)	195,386	66.40 %
420001 - Sponsorship Income	0	0	0	2,500	(2,500)	0	0.00 %
410450 - Royalties & Partnerships	154	150	732	615	117	11,077	0.00 %
410453 - Fencing Photos	3,508	0	3,508	0	3,508	0	0.00 %
410458 - Merchandise Retail Operations	11,311	34,000	121,999	136,628	(14,629)	94,888	(4.41) %
Total Marketing Revenue	84,739	129,681	535,393	594,436	(59,043)	573,751	35.48 %
USOC Funding							
410700 - Grants	5,563	0	140,351	111,982	28,369	120,328	80.00 %
410710 - Base Funding	97,917	99,167	489,583	492,085	(2,502)	410,250	100.00 %
Total USOC Funding	103,480	99,167	629,934	604,067	25,867	530,578	98.80 %
International Programs Revenue							
International Registration Fees	15,230	48,900	267,535	333,970	(66,435)	320,462	58.04 %
Total International Programs Revenue	15,230	48,900	267,535	333,970	(66,435)	320,462	58.04 %
International Licensing Fees							
410210 - FIE License Fee	3,600	7,200	27,280	41,120	(13,840)	23,454	83.33 %
410235 - European Federation License	1,390	4,800	16,025	22,235	(6,210)	14,098	261.05 %
Total International Licensing Fees	4,990	12,000	43,305	63,355	(20,050)	37,552	136.27 %
Investment Income							
410620 - Interest Earned	611	0	3,088	1,718	1,370	0	73.23 %

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410625 - Interest Investments	0	167	1,993	1,851	142	1,657	87.78 %
410626 - Realized Gain(Loss) Investments	0	2,500	9,620	13,844	(4,224)	43,362	576.90 %
410627 - Unrealized Gain(Loss) Investments	0	2,500	164,701	128,072	36,629	12,218	206.94 %
410628 - Dividends Investments	0	1,250	7,153	7,722	(569)	16,763	260.96 %
Total Investment Income	611	6,417	186,555	153,207	33,348	74,000	217.07 %
Other Income							
410497 - VIK- Services	0	417	637	1,471	(834)	1,517	0.00 %
410150 - RC Exam	1,625	1,500	10,925	10,750	175	9,900	100.00 %
410155 - Wheelchair Exam	50	50	150	150	0	175	0.00 %
410442 - Merchandise Revenue	0	0	0	0	0	1,799	0.00 %
410600 - Miscellaneous Revenue	595	0	1,991	1,396	595	538	0.00 %
410707 - Employer Retention Credit	0	0	9,128	0	9,128	0	0.00 %
Total Other Income	2,270	1,967	22,831	13,767	9,064	13,929	81.33 %
Total Income	420,977	478,087	7,332,441	7,339,022	(6,581)	7,303,300	52.10 %
Total Expenses							
Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	745	1,333	3,721	4,898	(1,176)	4,641	100.03 %
500440 - Phone	1,560	2,031	9,632	9,818	(186)	12,756	75.51 %
500460 - Postage and Shipping	698	1,733	21,105	23,715	(2,611)	44,460	56.03 %
500480 - Printing	2,062	3,875	16,571	20,743	(4,172)	29,766	374.81 %
500060 - Bad Debt Expense	0	0	250	250	0	15,977	0.00 %
500140 - Equipment/Copier	113	6,438	524	8,382	(7,857)	32,938	0.00 %
500142 - Leased Equipment	2,636	1,818	9,214	8,661	553	12,241	100.03 %
500602 - Company Software/Hardware	10,157	18,412	89,811	93,863	(4,052)	73,957	314.54 %
500548 - Rent - Office	7,180	6,472	36,608	35,191	1,417	24,444	75.30 %
500543 - Rent - Storage Tournament Equipment	0	1,500	6,990	8,490	(1,500)	7,500	37.59 %
Total Operating Expenses	25,151	43,612	194,426	214,011	(19,584)	258,680	137.28 %
Administration Fees							
Data Center & Software	10,750	10,751	53,750	50,745	3,005	53,750	99.99 %
Braintree & Bank Fees	48,073	15,587	253,835	186,580	67,255	158,233	586.61 %
Total Administration Fees	58,823	26,338	307,585	237,325	70,260	211,983	337.32 %
Compensation Expense	176,054	185,120	922,009	941,821	(19,812)	840,718	58.77 %
Insurance Expense							
Athlete Accident Insurance Expense	993	1,867	8,465	10,210	(1,745)	9,966	452.93 %
General Liability Insurance expense	27,937	27,937	139,685	139,685	(1)	132,956	100.00 %
Other Insurance expense	20,024	11,291	44,103	41,242	2,862	27,941	78.98 %
Total Insurance Expense	48,954	41,095	192,253	191,137	1,116	170,863	105.05 %
Membership Expenses							
Background Checks	6,180	5,973	42,785	39,503	3,282	36,357	114.09 %
Rebates Expense	0	0	54,798	54,798	0	44,331	0.00 %
Total Membership Expenses	6,180	5,973	97,583	94,301	3,282	80,688	114.09 %
Center for Safe Sport							
500145 - Center for Safe Sport	6,318	8,000	12,636	14,318	(1,682)	6,318	0.00 %
Total USFA - Center for Safe Sport	6,318	8,000	12,636	14,318	(1,682)	6,318	0.00 %
Event Expense							
500160 - Freight	1,500	1,000	32,394	47,250	(14,856)	46,482	0.00 %
500549 - Venue Rental	1,700	0	19,090	19,890	(800)	211,147	0.00 %
500550 - Venue Decorator	0	0	66,769	66,307	462	136,494	0.00 %
500552 - Venue Security	4,522	0	21,108	21,586	(478)	27,171	0.00 %
500553 - Venue Electric	0	0	16,971	16,311	660	35,681	0.00 %
500554 - Venue Catering	0	0	103,349	103,768	(419)	128,230	10.37 %
500557 - Venue EMT	0	0	9,330	9,900	(570)	10,015	0.00 %
500558 - Venue Phone/AV/Internet	30	0	46,298	40,938	5,360	45,636	25.78 %
500559 - Production/Staging	0	0	7,070	8,000	(930)	24,900	0.00 %
500560 - Temporary Labor - Events	0	0	19,056	20,681	(1,625)	70,706	0.00 %
500561 - Contract Labor - Events	0	0	1,200	1,000	200	0	0.00 %
500620 - Trophies & Medals	0	0	11,792	11,613	179	6,433	1.45 %
500754 - Broadcasting	11,250	23,750	111,431	135,231	(23,800)	0	59.03 %
Total Event Expense	19,002	24,750	465,858	502,475	(36,617)	742,895	14.40 %
Travel Expense							
500020 - Air	160,306	43,167	621,568	468,015	153,553	584,236	66.62 %
500022 - Baggage Fees	1,078	4,180	7,231	15,214	(7,983)	8,318	2.96 %
500200 - Ground Transportation	20,113	15,725	77,312	84,608	(7,296)	108,937	35.22 %

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500240 - Hotel	53,808	50,583	447,620	509,669	(62,049)	303,447	35.27 %
Total Travel Expense	235,305	113,655	1,153,731	1,077,506	76,225	1,004,938	49.04 %
Per Diem & Honorarium							
500420 - Per Diem	32,262	37,917	151,501	200,356	(48,855)	166,010	1.23 %
500220 - Honorarium	21,880	22,288	246,343	262,789	(16,446)	251,589	3.19 %
Total Per Diem & Honorarium	54,142	60,205	397,844	463,145	(65,301)	417,599	2.54 %
Professional Services Expense							
500106 - Audit Fee	0	0	18,000	18,000	0	15,750	0.00 %
500107 - Tax Return Fee	0	1,500	0	1,500	(1,500)	0	0.00 %
500108 - Legal Fees	37,173	20,417	69,905	64,732	5,173	198,583	264.71 %
500654 - VIK- Services	0	417	637	1,471	(834)	1,517	0.00 %
500562 - Contract Labor	41,372	44,852	217,419	240,547	(23,128)	191,419	105.71 %
500755 - Research Studies	0	0	0	0	0	25,000	0.00 %
500756 - Professional Service Fees	0	8,166	13,169	27,203	(14,034)	0	1,090.70 %
500780 - Consulting Fees	332	820	12,664	12,639	25	1,600	13.15 %
500721 - Membership Development	0	0	3,500	1,000	2,500	0	0.00 %
Total Professional Services Expense	78,877	76,172	335,294	367,092	(31,798)	433,869	97.39 %
Magazine and Communications Expense							
Magazine Expense	1,650	6,160	8,750	16,120	(7,370)	6,600	76.74 %
Communications Expense	42,794	29,000	68,924	61,151	7,773	32,624	111.83 %
Total Magazine and Communications Expense	44,444	35,160	77,674	77,271	403	39,224	94.36 %
Marketing Expense							
500266 - Reimbursement	1,700	2,550	11,900	12,750	(850)	0	60.00 %
500650 - VIK- Tournament Equipment	0	0	46,000	46,400	(400)	272,400	0.00 %
500652 - VIK- Merchandise	0	20,833	0	41,666	(41,666)	0	0.00 %
500750 - Advertising and Promotions	1,000	0	8,657	7,657	999	10,000	0.00 %
500760 - Sponsorship Fulfillment	0	20,000	7,751	26,154	(18,402)	20,529	0.00 %
Total Marketing Expense	2,700	43,383	74,308	134,627	(60,319)	302,929	58.25 %
Direct Athlete Support							
500268 - Direct Athlete Support	5,800	21,250	23,500	55,900	(32,400)	11,700	89.58 %
Total Direct Athlete Support	5,800	21,250	23,500	55,900	(32,400)	11,700	89.58 %
National Team Support							
500730 - Coaches Salaries	37,000	38,750	171,800	175,300	(3,500)	151,400	98.81 %
Total National Team Support	37,000	38,750	171,800	175,300	(3,500)	151,400	98.81 %
International Programs Expense							
International License Expense	4,757	6,950	25,976	33,573	(7,597)	20,347	20.42 %
International Programs Other	3,182	8,300	58,692	56,298	2,394	21,963	47.99 %
Total International Programs Expense	7,939	15,250	84,668	89,871	(5,203)	42,310	40.31 %
Other Expenses							
500130 - Dues and Fees - Other	215	1,825	5,575	3,875	1,700	17,050	29.17 %
500335 - Entertainment	1,650	246	13,591	12,188	1,403	1,982	(39,905.70) %
500340 - Meals	3,312	6,033	34,438	37,595	(3,157)	37,307	177.91 %
500600 - Supply	1,655	1,850	37,613	40,161	(2,548)	26,716	(634.82) %
500430 - Prior Year Adjustments	0	0	42,964	42,965	(1)	(38,067)	0.00 %
500360 - Miscellaneous	8,911	12,836	39,100	40,196	(1,097)	12,992	9.20 %
500799 - Employee Development	49	1,877	117	3,822	(3,704)	1,933	0.00 %
500800 - Dues/Memberships/Subscriptions	18,554	9,110	51,884	45,665	6,219	25,418	49.72 %
500810 - Tickets	0	0	0	0	0	12,646	0.00 %
500715 - Event Fee Refunds	285	0	5,930	9,733	(3,803)	17,188	14.39 %
500355 - Merchandise/Apparel	11,969	5,667	19,994	16,544	3,450	105,458	8.44 %
Total Other Expenses	46,600	39,444	251,206	252,744	(1,538)	220,623	323.97 %
Total Total Expenses	853,289	778,157	4,762,375	4,888,844	(126,468)	4,936,737	60.21 %
Total USFA- Net Income	(432,312)	(300,070)	2,570,066	2,450,178	119,888	2,366,563	(107.06) %