

USAFencing
USFA- Budget vs Actual (2)
As of February 28, 2025

As of Date:
Department Group:
Location:

	Month Ending 02/28/2025		Year To Date 02/28/2025			Prior Year To Date 02/29/2024	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	42,413	72,807	1,918,812	1,691,520	227,292	1,733,734	109.86 %
Non-Competitive Membership Revenue	0	0	0	0	0	18,598	0.00 %
Access Membership Revenue	29,039	45,777	473,749	439,492	34,257	420,153	108.57 %
Coach Membership Revenue	6,650	7,684	370,242	314,634	55,607	298,760	145.40 %
Club Membership Revenue	0	0	0	4,000	(4,000)	425	0.00 %
Admin Membership Revenue	18,815	3,688	234,190	101,522	132,669	93,171	284.43 %
Total Membership Revenue	96,917	129,956	2,996,993	2,551,168	445,825	2,564,841	119.54 %
Membership Programs							
410310 - Premium Club	4,360	0	268,263	270,525	(2,262)	283,618	29.46 %
410031 - Club Store/Banner	0	0	6,475	5,249	1,226	6,160	65.44 %
411000 - All-Academic Team	0	0	0	0	0	1,575	0.00 %
411001 - All American	0	0	0	0	0	1,295	0.00 %
Total Membership Programs	4,360	0	274,738	275,774	(1,036)	292,648	29.86 %
Event Revenues							
410120 - National Registration Fee	920,635	690,750	3,597,136	3,068,875	528,261	3,500,727	0.00 %
410125 - Registration- Processing Fees	0	0	195	0	195	1,878	0.00 %
410416 - Event Incentives	0	0	72,730	77,350	(4,620)	232,636	0.00 %
410415 - Event Vendors	11,000	8,000	41,000	32,000	9,000	48,465	0.00 %
410480 - Hotel Rebates	37,477	32,500	154,325	138,100	16,224	155,733	0.00 %
410417 - Event No Show Fee	2,000	0	13,250	0	13,250	13,250	0.00 %
Total Event Revenues	971,112	731,250	3,878,636	3,316,325	562,310	3,952,689	0.00 %
Regional Revenues							
Regional Bid Fees	21,900	5,850	22,743	21,200	1,544	8,164	0.00 %
Regional Circuit Fees	57,082	68,286	598,961	532,480	66,481	666,974	170.71 %
Total Regional Revenues	78,982	74,136	621,704	553,680	68,025	675,138	170.92 %
Ticket Revenue							
410111 - Tickets - Vet Dinner	0	0	15,268	7,000	8,268	0	0.00 %
410144 - Tickets - National Events	0	0	0	0	0	6,122	0.00 %
410146 - Tickets - US International Events	0	0	0	0	0	12,468	0.00 %
410140 - Ticket Sales	0	0	760	0	760	0	0.00 %
Total Ticket Revenue	0	0	16,028	7,000	9,028	18,590	0.00 %
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	0	1,250	7,614	3,750	3,864	15,485	61.44 %
410960 - International Regional Surcharge	0	8,000	43,934	24,000	19,934	35,837	34.93 %
Total Asian Events	0	9,250	51,548	27,750	23,798	51,322	38.51 %
Total Recognized International Events	0	9,250	51,548	27,750	23,798	51,322	38.51 %
Magazine and Communications Revenue							
Magazine Revenue	96	0	324	0	324	56	0.00 %
Communications Revenue	7,985	7,500	41,598	52,500	(10,902)	39,949	141.07 %
Total Magazine and Communications Revenue	8,081	7,500	41,922	52,500	(10,578)	40,005	141.07 %
Sponsorship							
410449 - VIK - Merchandise	0	0	136,029	0	136,029	0	0.00 %
410495 - VIK - Tournament Equipment	24,800	113,900	320,200	550,300	(230,100)	637,000	0.00 %
410410 - Sponsorship Revenue	32,424	33,633	288,984	235,335	53,650	204,794	150.17 %
410450 - Royalties & Partnerships	246	0	11,511	0	11,510	0	0.00 %
410458 - Merchandise Retail Operations	60,503	0	182,256	0	182,256	0	0.00 %
410499 - VIK- Hotel	0	25,000	0	175,000	(175,000)	0	0.00 %
Total Marketing Revenue	117,973	172,533	938,980	960,635	(21,655)	841,794	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	0	2,166	126,578	139,227	(12,650)	121,951	100.66 %
410710 - Base Funding	97,917	77,188	606,083	560,625	45,459	573,417	101.23 %
Total USOC Funding	97,917	79,354	732,661	699,852	32,809	695,368	101.22 %
International Programs Revenue							
International Registration Fees	(13,244)	49,000	334,333	269,000	65,332	389,674	144.67 %
Cadre to World Cup Fee	4,435	0	4,435	0	4,435	34,930	0.00 %
Total International Programs Revenue	(8,809)	49,000	338,768	269,000	69,767	424,604	144.67 %
International Licensing Fees							

410210 - FIE License Fee	1,360	0	28,574	24,000	4,575	45,653	96.47 %
410235 - European Federation License	490	0	16,863	12,000	4,863	11,500	104.63 %
Total International Licensing Fees	1,850	0	45,437	36,000	9,438	57,153	99.73 %

Development Revenue

410520 - Donations - General	0	0	0	0	0	207	0.00 %
Total Development Revenue	0	0	0	0	0	207	0.00 %

Investment Income

410620 - Interest Earned	0	0	0	0	0	21,243	0.00 %
410625 - Interest Investments	273	180	2,270	1,260	1,010	1,403	141.67 %
410626 - Realized Gain(Loss) Investments	467	2,500	69,919	17,500	52,419	33,115	208.88 %
410627 - Unrealized Gain(Loss) Investments	(5,668)	4,200	33,274	29,400	3,874	82,453	585.57 %
410628 - Dividends Investments	1,124	900	18,930	12,900	6,030	16,944	203.09 %
Total Investment Income	(3,804)	7,780	124,393	61,060	63,333	155,158	404.82 %

Other Income

410497 - VIK- Services	0	417	1,517	2,919	(1,402)	0	0.00 %
410150 - RC Exam	1,550	2,500	13,750	25,100	(11,350)	13,150	45.89 %
410155 - Wheelchair Exam	0	100	325	725	(400)	250	33.33 %
410442 - Merchandise Revenue	0	4,583	1,799	32,084	(30,284)	210	4.25 %
410600 - Miscellaneous Revenue	314	0	1,957	1,700	256	156,931	0.00 %
Total Other Income	1,864	7,600	19,348	62,528	(43,180)	170,541	21.72 %
Total Income	1,366,443	1,268,359	10,081,156	8,873,272	1,207,884	9,940,258	47.44 %

Total Expenses

Operating Expenses

500120 - Depreciation- Furn, Fix, Bldg	812	1,048	6,204	7,336	(1,132)	8,138	109.24 %
500440 - Phone	2,529	2,725	17,767	21,145	(3,378)	19,172	74.79 %
500460 - Postage and Shipping	1,426	1,412	46,693	26,264	20,429	15,361	97.01 %
500480 - Printing	956	1,230	32,391	35,265	(2,873)	28,724	39.83 %
500060 - Bad Debt Expense	19	0	1,314	0	1,314	0	0.00 %
500140 - Equipment/Copier	81	7,585	33,121	15,595	17,526	498	121.12 %
500142 - Leased Equipment	3,364	2,000	17,606	14,000	3,606	12,988	87.21 %
500602 - Company Software/Hardware	10,713	25,135	111,653	106,348	5,305	49,908	179.46 %
500548 - Rent - Office	0	6,472	30,774	44,596	(13,822)	46,615	0.00 %
500543 - Rent - Storage Tournament Equipment	0	1,500	7,500	10,500	(3,000)	10,500	100.00 %
Total Operating Expenses	19,900	49,107	305,023	281,049	23,975	191,904	89.48 %

Administration Fees

Data Center & Software	10,750	10,808	75,250	125,656	(50,406)	97,750	99.46 %
Braintree & Bank Fees	19,352	9,015	201,997	185,451	16,545	388,848	111.96 %
Total Administration Fees	30,102	19,823	277,247	311,107	(33,861)	486,598	108.01 %

Compensation Expense

161,305	183,298	1,164,117	1,283,087	(118,970)	1,176,093	84.32 %
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Insurance Expense

Athlete Accident Insurance Expense	993	6,600	11,952	46,200	(34,248)	45,253	75.76 %
General Liability Insurance expense	26,591	26,000	186,139	182,000	4,139	179,677	102.27 %
Other Insurance expense	8,201	7,350	42,246	49,050	(6,804)	39,036	57.44 %
Total Insurance Expense	35,785	39,950	240,337	277,250	(36,913)	263,966	89.97 %

Membership Expenses

Background Checks	4,860	6,090	45,207	54,810	(9,603)	54,975	116.60 %
Rebates Expense	11,625	6,145	55,956	93,110	(37,153)	(9)	0.00 %
Total Membership Expenses	16,485	12,235	101,163	147,920	(46,756)	54,966	46.65 %

Center for Safe Sport

500145 - Center for Safe Sport	6,318	0	12,636	12,636	0	12,636	0.00 %
Total USFA - Center for Safe Sport	6,318	0	12,636	12,636	0	12,636	0.00 %

Event Expense

500160 - Freight	17,276	20,000	87,910	93,500	(5,590)	109,253	0.00 %
500549 - Venue Rental	85,600	55,600	364,160	305,563	58,597	346,840	0.00 %
500550 - Venue Decorator	46,127	60,000	233,234	221,000	12,233	252,220	0.00 %
500552 - Venue Security	0	20,000	39,721	55,000	(15,278)	65,939	0.00 %
500553 - Venue Electric	5,327	5,000	46,758	38,000	8,758	36,203	0.00 %
500554 - Venue Catering	38,810	45,750	227,312	214,250	13,061	248,808	0.00 %
500557 - Venue EMT	2,745	3,000	14,960	13,500	1,461	17,622	0.00 %
500558 - Venue Phone/AV/Internet	17,496	26,000	70,124	75,500	(5,377)	58,728	0.00 %
500559 - Production/Staging	8,430	15,000	41,760	36,500	5,260	46,218	0.00 %
500560 - Temporary Labor - Events	29,866	20,000	83,846	69,000	14,847	83,537	0.00 %
500561 - Contract Labor - Events	0	0	45,988	3,600	42,387	1,500	0.00 %
500603 - Event Software	0	1,500	0	6,000	(6,000)	2,351	0.00 %
500604 - Event Technology	0	0	0	0	0	5,073	0.00 %
500620 - Trophies & Medals	1,728	1,000	9,127	6,250	2,878	10,488	126.32 %
Total Event Expense	253,405	272,850	1,264,900	1,137,663	127,237	1,284,780	0.49 %

Travel Expense

500020 - Air	193,673	217,038	988,646	979,486	9,160	1,041,145	71.04 %
500022 - Baggage Fees	874	5,560	11,537	28,220	(16,684)	10,298	12.20 %
500200 - Ground Transportation	20,232	30,550	161,758	157,875	3,884	216,259	27.40 %
500240 - Hotel	131,097	148,000	743,243	686,525	56,717	997,028	45.78 %
Total Travel Expense	345,876	401,148	1,905,184	1,852,106	53,077	2,264,730	54.40 %
Per Diem & Honorarium							
500420 - Per Diem	77,126	82,575	319,585	378,850	(59,264)	326,222	3.47 %
500220 - Honorarium	94,841	97,150	456,890	469,250	(12,361)	452,035	4.02 %
Total Per Diem & Honorarium	171,967	179,725	776,475	848,100	(71,625)	778,257	3.81 %
Professional Services Expense							
500106 - Audit Fee	4,325	0	23,075	11,350	11,725	14,750	0.00 %
500107 - Tax Return Fee	0	0	0	10	(10)	10	0.00 %
500108 - Legal Fees	24,753	5,834	226,336	40,833	185,504	23,467	208.93 %
500654 - VIK- Services	0	417	1,517	2,919	(1,402)	0	0.00 %
500562 - Contract Labor	39,865	11,800	309,576	197,300	112,275	252,041	149.71 %
500755 - Research Studies	0	0	25,000	0	25,000	30,000	0.00 %
500756 - Professional Service Fees	0	5,500	0	38,502	(38,502)	0	0.00 %
500780 - Consulting Fees	320	440	2,240	13,080	(10,840)	49,128	72.73 %
Total Professional Services Expense	69,263	23,991	587,744	303,994	283,750	369,396	127.27 %
Magazine and Communications Expense							
Magazine Expense	1,650	1,650	9,900	11,550	(1,650)	11,550	0.00 %
Communications Expense	7,155	8,433	56,854	57,984	(1,129)	16,713	33.36 %
Total Magazine and Communications Expense	8,805	10,083	66,754	69,534	(2,779)	28,263	27.90 %
Marketing Expense							
500266 - Reimbursement	2,550	0	4,250	0	4,250	0	0.00 %
500650 - VIK- Tournament Equipment	24,800	113,900	320,200	550,300	(230,100)	637,000	0.00 %
500652 - VIK- Merchandise	0	0	136,029	0	136,029	0	0.00 %
500750 - Advertising and Promotions	0	500	10,000	3,500	6,500	25	400.00 %
500760 - Sponsorship Fulfillment	23,500	0	44,029	23,000	21,029	37,135	0.00 %
500761 - Scholarship Expense	0	15,000	0	15,000	(15,000)	0	0.00 %
Total Marketing Expense	50,850	129,400	514,508	591,800	(77,292)	674,160	3.31 %
Direct Athlete Support							
500268 - Direct Athlete Support	20,809	2,700	36,008	69,900	(33,892)	69,593	88.89 %
Total Direct Athlete Support	20,809	2,700	36,008	69,900	(33,892)	69,593	88.89 %
National Team Support							
500730 - Coaches Salaries	29,300	29,800	210,000	240,100	(30,100)	192,500	93.29 %
Total National Team Support	29,300	29,800	210,000	240,100	(30,100)	192,500	93.29 %
International Programs Expense							
International License Expense	2,645	0	25,766	38,950	(13,184)	22,926	44.15 %
International Programs Other	5,125	7,025	38,093	42,673	(4,580)	34,857	86.28 %
Total International Programs Expense	7,770	7,025	63,859	81,623	(17,764)	57,783	60.61 %
Development Expense	0	4,000	0	19,000	(19,000)	0	0.00 %
Other Expenses							
500130 - Dues and Fees - Other	3,362	175	22,997	5,680	17,316	21,805	140.14 %
500335 - Entertainment	350	0	2,332	3,000	(667)	4,426	0.00 %
500340 - Meals	7,541	11,720	51,000	56,280	(5,280)	50,201	66.07 %
500600 - Supply	8,447	9,275	37,406	43,925	(6,519)	44,848	61.00 %
500430 - Prior Year Adjustments	18,644	0	(21,507)	0	(21,507)	24,266	0.00 %
500360 - Miscellaneous	3,454	7,734	23,340	94,333	(70,994)	21,924	32.12 %
500799 - Employee Development	250	1,750	11,290	14,750	(3,460)	517	0.00 %
500800 - Dues/Memberships/Subscriptions	10,494	750	37,367	7,750	29,617	14,196	119.01 %
500810 - Tickets	0	0	12,646	0	12,647	510	0.00 %
500715 - Event Fee Refunds	3,210	0	60,263	20,500	39,762	43,158	0.00 %
500355 - Merchandise/Apparel	21,032	2,250	136,083	40,766	95,317	86,021	146.39 %
Total Other Expenses	76,784	33,654	373,217	286,984	86,232	311,872	78.84 %
Total Total Expenses	1,304,724	1,398,789	7,899,172	7,813,853	85,319	8,217,497	45.05 %
Total USFA- Net Income	61,719	(130,430)	2,181,984	1,059,419	1,122,565	1,722,761	61.60 %