

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

As of Date:

Department Group:

Location:

	Month Ending		Year To Date			Prior Year To Date	
	12/31/2024		12/31/2024			12/31/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	45,978	63,604	1,825,374	1,534,925	290,449	1,634,509	109.86 %
Non-Competitive Membership Revenue	0	0	0	0	0	18,568	0.00 %
Access Membership Revenue	20,410	28,488	409,367	336,474	72,893	348,434	108.57 %
Coach Membership Revenue	8,302	6,562	354,398	299,049	55,349	283,054	145.40 %
Club Membership Revenue	0	0	0	4,000	(4,000)	425	0.00 %
Admin Membership Revenue	35,600	2,843	193,418	93,233	100,185	82,166	284.43 %
Total Membership Revenue	110,290	101,497	2,782,557	2,267,681	514,876	2,367,156	119.54 %
Membership Programs							
410310 - Premium Club	1,990	13,050	261,619	257,475	4,143	281,030	29.46 %
410031 - Club Store/Banner	140	0	6,325	5,249	1,076	5,870	65.44 %
Total Membership Programs	2,130	13,050	267,944	262,724	5,219	286,900	29.86 %
Event Revenues							
410120 - National Registration Fee	432,525	292,625	2,002,347	1,686,125	316,223	2,095,197	0.00 %
410125 - Registration- Processing Fees	0	0	195	0	194	1,848	0.00 %
410416 - Event Incentives	37,000	30,000	52,730	57,350	(4,620)	175,650	0.00 %
410415 - Event Vendors	0	0	19,000	16,000	3,000	28,500	0.00 %
410480 - Hotel Rebates	11,080	11,400	76,859	71,400	5,459	86,512	0.00 %
410417 - Event No Show Fee	0	0	7,000	0	7,000	11,250	0.00 %
Total Event Revenues	480,605	334,025	2,158,131	1,830,875	327,256	2,398,957	0.00 %
Regional Revenues							
Regional Bid Fees	0	4,975	493	4,975	(4,481)	1,791	0.00 %
Regional Circuit Fees	67,922	45,551	474,761	404,584	70,177	519,816	170.71 %
Total Regional Revenues	67,922	50,526	475,254	409,559	65,696	521,607	170.92 %
Ticket Revenue							
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	760	0	760	12,468	0.00 %
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	1,062	0	7,950	2,500	5,450	4,116	61.44 %
410960 - International Regional Surcharge	7,425	0	43,934	16,000	27,934	35,837	34.93 %
Total Asian Events	8,487	0	51,884	18,500	33,384	39,953	38.51 %
Total Recognized International Events	8,487	0	51,884	18,500	33,384	39,953	38.51 %
Magazine and Communications Revenue							
Magazine Revenue	0	0	0	0	0	56	0.00 %
Communications Revenue	988	7,500	18,420	37,500	(19,080)	12,322	141.07 %
Total Magazine and Communications Revenue	988	7,500	18,420	37,500	(19,080)	12,378	141.07 %
Sponsorship							
410495 - VIK - Tournament Equipment	15,800	75,500	272,400	322,500	(50,100)	404,400	0.00 %
410410 - Sponsorship Revenue	35,757	33,634	205,803	168,068	37,735	143,544	150.17 %
410450 - Royalties & Partnerships	157	0	11,076	0	11,077	0	0.00 %
410458 - Merchandise Retail Operations	26,326	0	94,889	0	94,888	0	0.00 %
410499 - VIK- Hotel	0	25,000	0	125,000	(125,000)	0	0.00 %
Total Marketing Revenue	78,040	134,134	584,168	615,568	(31,400)	547,944	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	25,630	2,165	84,429	101,896	(17,466)	60,751	100.66 %
410710 - Base Funding	82,250	81,250	410,250	406,250	4,000	408,250	101.23 %
Total USOC Funding	107,880	83,415	494,679	508,146	(13,466)	469,001	101.22 %
International Programs Revenue							
International Registration Fees	23,545	59,080	320,406	176,040	144,366	373,227	144.67 %
Cadre to World Cup Fee	0	0	0	0	0	100	0.00 %
Total International Programs Revenue	23,545	59,080	320,406	176,040	144,366	373,327	144.67 %
International Licensing Fees							

410210 - FIE License Fee	1,201	6,000	23,055	24,000	(946)	41,348	96.47 %
410235 - European Federation License	2,819	4,000	14,098	12,000	2,098	10,000	104.63 %
Total International Licensing Fees	4,020	10,000	37,153	36,000	1,152	51,348	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	6,917	0.00 %
410625 - Interest Investments	0	180	1,187	900	287	774	141.67 %
410626 - Realized Gain(Loss) Investments	0	2,500	17,858	12,500	5,358	19,929	208.88 %
410627 - Unrealized Gain(Loss) Investments	0	4,200	90,495	21,000	69,495	28,107	585.57 %
410628 - Dividends Investments	0	6,000	5,640	11,100	(5,460)	14,904	203.09 %
Total Investment Income	0	12,880	115,180	45,500	69,680	70,631	404.82 %

Other Income

410497 - VIK- Services	0	417	1,517	2,085	(568)	0	0.00 %
410150 - RC Exam	1,575	2,250	9,900	17,600	(7,700)	9,450	45.89 %
410155 - Wheelchair Exam	0	100	175	525	(350)	225	33.33 %
410442 - Merchandise Revenue	0	4,584	1,799	22,916	(21,117)	211	4.25 %
410600 - Miscellaneous Revenue	0	0	537	1,700	(1,163)	156,931	0.00 %
Total Other Income	1,575	7,351	13,928	44,826	(30,898)	166,817	21.72 %
Total Income	885,482	813,458	7,320,464	6,252,919	1,067,545	7,318,894	47.44 %

Total Expenses

Operating Expenses

500120 - Depreciation- Furn, Fix, Bldg	751	1,048	4,640	5,240	(600)	5,814	109.24 %
500440 - Phone	2,617	2,725	13,778	15,625	(1,846)	13,499	74.79 %
500460 - Postage and Shipping	494	1,899	44,460	23,226	21,234	11,959	97.01 %
500480 - Printing	4,543	2,566	29,766	31,239	(1,474)	20,122	39.83 %
500060 - Bad Debt Expense	0	0	305	0	305	0	0.00 %
500140 - Equipment/Copier	103	85	32,938	7,925	25,013	343	121.12 %
500142 - Leased Equipment	5,121	2,000	12,241	10,000	2,241	8,293	87.21 %
500602 - Company Software/Hardware	11,741	11,635	75,626	68,175	7,451	36,442	179.46 %
500548 - Rent - Office	0	6,330	6,659	31,651	(24,992)	33,297	0.00 %
500543 - Rent - Storage Tournament Equipment	1,500	1,500	7,500	7,500	0	7,500	100.00 %
Total Operating Expenses	26,870	29,788	227,913	200,581	27,332	137,269	89.48 %

Administration Fees

Data Center & Software	10,750	10,808	53,750	104,040	(50,290)	65,000	99.46 %
Braintree & Bank Fees	30,419	21,021	158,233	150,408	7,825	306,771	111.96 %
Total Administration Fees	41,169	31,829	211,983	254,448	(42,465)	371,771	108.01 %

Compensation Expense

	164,560	183,298	844,028	916,491	(72,463)	852,011	84.32 %
--	---------	---------	---------	---------	----------	---------	---------

Insurance Expense

Athlete Accident Insurance Expense	993	6,600	4,966	33,000	(28,035)	35,571	0.00 %
General Liability Insurance expense	26,592	26,000	132,956	130,000	2,957	128,341	102.27 %
Other Insurance expense	5,571	6,950	27,431	34,750	(7,319)	26,427	57.44 %
Total Insurance Expense	33,156	39,550	165,353	197,750	(32,397)	190,339	77.33 %

Membership Expenses

Background Checks	4,290	6,180	36,358	44,490	(8,132)	44,505	116.60 %
Rebates Expense	26,277	4,192	44,331	79,441	(35,110)	(105)	0.00 %
Total Membership Expenses	30,567	10,372	80,689	123,931	(43,242)	44,400	46.65 %

Center for Safe Sport

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

Event Expense

500160 - Freight	14,051	17,500	44,962	57,500	(12,538)	78,033	0.00 %
500549 - Venue Rental	121,347	60,000	240,397	216,250	24,147	163,353	0.00 %
500550 - Venue Decorator	25,000	20,000	136,495	110,000	26,495	84,534	0.00 %
500552 - Venue Security	11,503	5,000	27,171	25,000	2,171	27,252	0.00 %
500553 - Venue Electric	12,880	5,000	35,681	23,000	12,681	19,385	0.00 %
500554 - Venue Catering	27,018	20,000	128,230	123,500	4,729	165,649	0.00 %
500557 - Venue EMT	2,025	0	10,015	7,500	2,515	12,070	0.00 %
500558 - Venue Phone/AV/Internet	22,362	8,000	45,636	33,500	12,137	30,056	0.00 %
500559 - Production/Staging	4,630	2,500	24,900	13,500	11,400	23,148	0.00 %
500560 - Temporary Labor - Events	17,819	4,000	24,718	39,000	(14,282)	20,915	0.00 %
500561 - Contract Labor - Events	0	0	45,988	2,100	43,888	1,200	0.00 %
500603 - Event Software	0	0	0	3,000	(3,001)	2,278	0.00 %

500604 - Event Technology	0	0	0	0	0	2,073	0.00 %
500620 - Trophies & Medals	966	500	6,433	2,500	3,934	5,467	126.32 %
Total Event Expense	259,601	142,500	770,626	656,350	114,276	635,413	0.49 %
Travel Expense							
500020 - Air	174,223	155,050	581,662	565,250	16,412	648,799	71.04 %
500022 - Baggage Fees	4,406	4,440	8,437	17,020	(8,583)	6,934	12.20 %
500200 - Ground Transportation	26,540	17,450	108,974	97,575	11,399	163,823	27.40 %
500240 - Hotel	35,715	81,775	303,257	405,475	(102,218)	621,918	45.78 %
Total Travel Expense	240,884	258,715	1,002,330	1,085,320	(82,990)	1,441,474	54.40 %
Per Diem & Honorarium							
500420 - Per Diem	57,031	54,350	166,610	218,350	(51,740)	205,855	3.47 %
500220 - Honorarium	69,697	50,100	251,139	271,900	(20,761)	279,924	4.02 %
Total Per Diem & Honorarium	126,728	104,450	417,749	490,250	(72,501)	485,779	3.81 %
Professional Services Expense							
500106 - Audit Fee	0	4,000	15,750	11,350	4,400	7,375	0.00 %
500107 - Tax Return Fee	0	0	0	10	(10)	10	0.00 %
500108 - Legal Fees	126,573	5,833	203,583	29,167	174,416	15,490	294.64 %
500654 - VIK- Services	0	417	1,517	2,085	(568)	0	0.00 %
500562 - Contract Labor	25,582	30,150	191,419	168,700	22,719	149,067	149.71 %
500755 - Research Studies	0	0	25,000	0	25,000	20,000	0.00 %
500756 - Professional Service Fees	0	5,501	0	27,501	(27,502)	0	0.00 %
500780 - Consulting Fees	320	440	1,600	12,200	(10,600)	21,487	72.73 %
Total Professional Services Expense	152,475	46,341	438,869	251,013	187,855	213,429	136.82 %
Magazine and Communications Expense							
Magazine Expense	1,650	1,650	6,600	8,250	(1,650)	8,250	0.00 %
Communications Expense	7,755	8,383	32,624	41,117	(8,492)	10,370	33.36 %
Total Magazine and Communications Expense	9,405	10,033	39,224	49,367	(10,142)	18,620	27.90 %
Marketing Expense							
500650 - VIK- Tournament Equipment	15,800	75,500	272,400	322,500	(50,100)	404,400	0.00 %
500750 - Advertising and Promotions	0	500	10,000	2,500	7,500	0	400.00 %
500760 - Sponsorship Fulfillment	197	0	20,529	13,000	7,529	1,411	0.00 %
Total Marketing Expense	15,997	76,000	302,929	338,000	(35,071)	405,811	3.31 %
Direct Athlete Support							
500268 - Direct Athlete Support	2,100	38,200	11,700	64,500	(52,800)	22,200	88.89 %
Total Direct Athlete Support	2,100	38,200	11,700	64,500	(52,800)	22,200	88.89 %
National Team Support							
500730 - Coaches Salaries	29,300	29,800	151,400	179,000	(27,600)	136,900	93.29 %
Total National Team Support	29,300	29,800	151,400	179,000	(27,600)	136,900	93.29 %
International Programs Expense							
International License Expense	90	0	20,347	38,450	(18,103)	20,582	44.15 %
International Programs Other	4,999	6,700	23,337	28,578	(5,241)	26,252	86.28 %
Total International Programs Expense	5,089	6,700	43,684	67,028	(23,344)	46,834	60.61 %
Development Expense	0	0	0	15,000	(15,000)	0	0.00 %
Other Expenses							
500130 - Dues and Fees - Other	1,109	730	17,051	5,330	11,721	12,391	140.14 %
500335 - Entertainment	246	3,000	1,982	3,000	(1,018)	4,426	0.00 %
500340 - Meals	11,964	7,400	37,185	35,580	1,605	36,906	66.07 %
500600 - Supply	3,113	1,775	26,716	24,375	2,341	34,600	61.00 %
500430 - Prior Year Adjustments	0	0	250	0	250	24,267	0.00 %
500360 - Miscellaneous	3,777	13,233	13,187	77,367	(64,179)	19,801	32.12 %
500799 - Employee Development	275	3,500	1,933	12,500	(10,567)	266	0.00 %
500800 - Dues/Memberships/Subscriptions	5,749	1,750	25,418	4,750	20,668	10,099	119.01 %
500810 - Tickets	1,376	0	12,647	0	12,646	510	0.00 %
500715 - Event Fee Refunds	0	3,000	17,187	15,500	1,688	22,718	0.00 %
500355 - Merchandise/Apparel	25,997	2,250	105,529	36,266	69,262	53,168	146.39 %
Total Other Expenses	53,606	36,638	259,085	214,668	44,417	219,152	78.84 %
Total Total Expenses	1,191,507	1,050,532	4,973,880	5,116,333	(142,453)	5,234,038	45.05 %
Total USFA- Net Income	(306,025)	(237,074)	2,346,585	1,136,586	1,209,999	2,084,856	61.60 %