USAFencing
USFA- Budget vs Actual (2)
As of November 30, 2024

11/30/2024
Depts 100000 thru 800000
USAFencing

As of Date:
Department Group:
Location:

	Month Ending 11/30/2024		Year To Date 11/30/2024			Prior Year To Date 11/30/2023	
	Actual	Working Budget	Actual	Working Budget	Budget Diff	Actual	Year Comparison
Net Income							
Total Income							
Membership Revenue							
Competitive Membership Revenue	74,254	120,248	1,779,396	1,471,321	308,075	1,590,516	109.86 %
Non-Competitive Membership Revenue	0	0	0	0	0	18,568	0.00 %
Access Membership Revenue	33,183	45,875	388,957	307,986	80,971	328,288	108.57 %
Coach Membership Revenue	9,848	9,441	346,096	292,487	53,610	278,013	145.40 %
Club Membership Revenue	0	0	0	4,000	(4,000)	425	0.00 %
Admin Membership Revenue	25,004	6,694	157,819	90,390	67,427	78,727	284.43 %
Total Membership Revenue	142,289	182,258	2,672,268	2,166,184	506,083	2,294,537	119.54 %
Membership Programs							
410310 - Premium Club	2,892	30,000	259,628	244,425	15,204	276,716	29.46 %
410031 - Club Store/Banner	0	0	6,185	5,249	936	5,870	65.44 %
Total Membership Programs	2,892	30,000	265,813	249,674	16,140	282,586	29.86 %
Event Revenues							
410120 - National Registration Fee	759,470	717,000	1,569,822	1,393,500	176,322	1,450,880	0.00 %
410125 - Registration- Processing Fees	0	0	195	0	195	1,848	0.00 %
410416 - Event Incentives	0	0	15,730	27,350	(11,620)	175,650	0.00 %
410415 - Event Vendors	9,500	8,000	19,000	16,000	3,000	28,500	0.00 %
410480 - Hotel Rebates	37,222	35,000	65,779	60,000	5,779	68,956	0.00 %
410417 - Event No Show Fee	4,750	0	7,250	0	7,250	4,750	0.00 %
Total Event Revenues	810,942	760,000	1,677,776	1,496,850	180,926	1,730,584	0.00 %
Regional Revenues							
Regional Bid Fees	147	0	494	0	493	0	0.00 %
Regional Circuit Fees	57,867	59,238	406,839	359,033	47,806	470,199	170.71 %
Total Regional Revenues	58,014	59,238	407,333	359,033	48,299	470,199	170.92 %
Ticket Revenue							
410146 - Tickets - US International Events	0	0	0	0	0	12,468	0.00 %
410140 - Ticket Sales	0	0	759	0	760	0	0.00 %
Total Ticket Revenue	0	0	759	0	760	12,468	0.00 %
Recognized International Events							
Asian Events							
410950 - International Regional Circuit	1,806	0	6,888	2,500	4,388	2,094	61.44 %
410960 - International Regional Surcharge	10,780	0	36,510	16,000	20,510	25,401	34.93 %
Total Asian Events	12,586	0	43,398	18,500	24,898	27,495	38.51 %
Total Recognized International Events	12,586	0	43,398	18,500	24,898	27,495	38.51 %
Magazine and Communications Revenue							
Magazine Revenue	72	0	72	0	72	44	0.00 %
Communications Revenue	3,180	7,500	17,360	30,000	(12,640)	11,527	141.07 %
Total Magazine and Communications Revenue	3,252	7,500	17,432	30,000	(12,568)	11,571	141.07 %
Sponsorship							
410495 - VIK - Tournament Equipment	125,100	126,700	256,600	247,000	9,600	298,500	0.00 %
410410 - Sponsorship Revenue	33,257	33,633	170,045	134,434	35,611	93,544	150.17 %
410450 - Royalties & Partnerships	0	0	10,919	0	10,919	0	0.00 %
410458 - Merchandise Retail Operations	41,517	0	41,517	0	41,517	0	0.00 %
410499 - VIK- Hotel	0	25,000	0	100,000	(100,000)	0	0.00 %
Total Marketing Revenue	199,874	185,333	479,081	481,434	(2,353)	392,044	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	(500)	2,166	58,799	99,730	(40,931)	45,752	100.66 %
410710 - Base Funding	82,250	81,250	328,000	325,000	3,000	329,000	101.23 %
Total USOC Funding	81,750	83,416	386,799	424,730	(37,931)	374,752	101.22 %
International Programs Revenue							
International Registration Fees	53,905	67,560	286,481	116,960	169,521	363,416	144.67 %
Cadre to World Cup Fee	10,380	0	10,380	0	10,380	100	0.00 %
Total International Programs Revenue	64,285	67,560	296,861	116,960	179,901	363,516	144.67 %

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International Licensing Fees							
410210 - FIE License Fee	6,160	12,000	21,853	18,000	3,853	37,268	96.47 %
410235 - European Federation License	1,445	4,000	11,280	8,000	3,279	8,050	104.63 %
Total International Licensing Fees	7,605	16,000	33,133	26,000	7,132	45,318	99.73 %
Investment Income							
410620 - Interest Earned	0	0	0	0	0	1,321	0.00 %
410625 - Interest Investments	349	180	1,187	720	467	610	141.67 %
410626 - Realized Gain(Loss) Investments	827	2,500	17,858	10,000	7,858	9,029	208.88 %
410627 - Unrealized Gain(Loss) Investments	76,866	4,200	90,495	16,800	73,695	(45,552)	585.57 %
410628 - Dividends Investments	1,194	900	5,640	5,100	540	5,706	203.09 %
Total Investment Income	79,236	7,780	115,180	32,620	82,560	(28,886)	404.82 %
Other Income							
410497 - VIK- Services	0	417	(1,517)	1,668	(3,185)	0	0.00 %
410150 - RC Exam	2,225	2,450	8,325	15,350	(7,025)	8,200	45.89 %
410155 - Wheelchair Exam	50	100	175	425	(250)	225	33.33 %
410442 - Merchandise Revenue	0	4,583	28,845	18,334	10,512	210	4.25 %
410600 - Miscellaneous Revenue	0	0	538	1,700	(1,162)	156,931	0.00 %
Total Other Income	2,275	7,550	36,366	37,477	(1,110)	165,566	21.72 %
Total Income	1,465,000	1,406,635	6,432,199	5,439,462	992,737	6,141,950	47.44 %
Total Expenses							
Operating Expenses							
500120 - Depreciation- Furn, Fix, Bldg	751	1,048	3,890	4,192	(303)	4,651	109.24 %
500440 - Phone	1,905	2,625	12,045	12,900	(855)	11,487	74.79 %
500460 - Postage and Shipping	1,322	5,453	43,966	21,327	22,639	10,860	97.01 %
500480 - Printing	4,013	2,353	25,223	28,674	(3,450)	15,110	39.83 %
500060 - Bad Debt Expense	0	0	305	0	305	0	0.00 %
500140 - Equipment/Copier	32,423	85	32,835	7,840	24,994	259	121.12 %
500142 - Leased Equipment	2,586	2,000	7,121	8,000	(879)	7,620	87.21 %
500602 - Company Software/Hardware	8,112	11,635	63,884	56,540	7,344	28,863	179.46 %
500548 - Rent - Office	0	6,330	6,659	25,321	(18,662)	26,637	0.00 %
500543 - Rent - Storage Tournament Equipment	1,500	1,500	6,000	6,000	0	6,000	100.00 %
Total Operating Expenses	52,612	33,029	201,928	170,794	31,133	111,487	89.48 %
Administration Fees							
Data Center & Software	10,750	10,808	43,000	93,232	(50,232)	43,000	99.46 %
Braintree & Bank Fees	24,803	25,083	127,781	129,388	(1,606)	265,074	111.96 %
Total Administration Fees	35,553	35,891	170,781	222,620	(51,838)	308,074	108.01 %
Compensation Expense	137,955	183,298	761,822	733,192	28,629	722,136	84.32 %
Insurance Expense							
Athlete Accident Insurance Expense	993	6,600	3,972	26,400	(22,428)	32,344	0.00 %
General Liability Insurance expense	0	26,000	79,774	104,000	(24,226)	77,004	102.27 %
Other Insurance expense	5,597	6,950	21,860	27,800	(5,940)	18,445	57.44 %
Total Insurance Expense	6,590	39,550	105,606	158,200	(52,594)	127,793	77.33 %
Membership Expenses							
Background Checks	5,730	6,630	32,068	38,310	(6,242)	38,220	116.60 %
Rebates Expense	0	7,396	18,054	75,249	(57,194)	(105)	0.00 %
Total Membership Expenses	5,730	14,026	50,122	113,559	(63,436)	38,115	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	10,753	20,000	30,911	40,000	(9,089)	49,965	0.00 %
500549 - Venue Rental	12,500	58,000	119,050	156,250	(37,200)	139,877	0.00 %
500550 - Venue Decorator	40,115	40,000	111,494	90,000	21,494	84,522	0.00 %
500552 - Venue Security	0	5,000	15,669	20,000	(4,331)	19,751	0.00 %
500553 - Venue Electric	0	10,000	22,801	18,000	4,800	19,386	0.00 %
500554 - Venue Catering	59,186	55,000	101,211	103,500	(2,288)	131,022	0.00 %
500557 - Venue EMT	4,720	3,000	7,990	7,500	490	5,620	0.00 %
500558 - Venue Phone/AV/Internet	4,193	12,500	23,274	25,500	(2,226)	29,335	0.00 %
500559 - Production/Staging	10,290	5,500	20,270	11,000	9,270	18,578	0.00 %
500560 - Temporary Labor - Events	6,899	10,000	6,900	35,000	(28,101)	14,712	0.00 %

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500561 - Contract Labor - Events	0	0	45,987	2,100	43,888	1,200	0.00 %
500603 - Event Software	0	1,500	0	3,000	(3,000)	2,205	0.00 %
500604 - Event Technology	0	0	0	0	0	1,073	0.00 %
500620 - Trophies & Medals	1,468	1,000	5,468	2,000	3,467	5,056	126.32 %
Total Event Expense	150,124	221,500	511,025	513,850	(2,826)	522,302	0.49 %
Travel Expense							
500020 - Air	158,657	231,350	409,457	410,200	(742)	470,940	71.50 %
500022 - Baggage Fees	1,356	6,640	4,031	12,580	(8,550)	5,718	12.20 %
500200 - Ground Transportation	26,539	35,525	80,249	80,125	125	137,266	27.40 %
500240 - Hotel	145,608	154,075	355,843	323,700	32,142	491,798	45.78 %
Total Travel Expense	332,160	427,590	849,580	826,605	22,975	1,105,722	54.61 %
Per Diem & Honorarium							
500420 - Per Diem	51,412	101,525	109,878	164,000	(54,121)	147,330	3.47 %
500220 - Honorarium	83,767	109,450	181,902	221,800	(39,899)	199,850	4.02 %
Total Per Diem & Honorarium	135,179	210,975	291,780	385,800	(94,020)	347,180	3.81 %
Professional Services Expense							
500106 - Audit Fee	7,875	0	15,750	7,350	8,400	7,375	0.00 %
500107 - Tax Return Fee	0	0	0	10	(10)	10	0.00 %
500108 - Legal Fees	21,870	5,833	77,011	23,333	53,678	12,490	294.64 %
500654 - VIK- Services	0	417	(1,517)	1,668	(3,185)	0	0.00 %
500562 - Contract Labor	28,328	30,150	165,836	138,550	27,286	109,800	149.71 %
500755 - Research Studies	5,000	0	25,000	0	25,000	20,000	0.00 %
500756 - Professional Service Fees	0	5,500	0	22,002	(22,001)	0	0.00 %
500780 - Consulting Fees	320	440	1,280	11,760	(10,480)	20,967	72.73 %
Total Professional Services Expense	63,393	42,340	283,360	204,673	78,688	170,642	136.82 %
Magazine and Communications Expense							
Magazine Expense	0	1,650	4,950	6,600	(1,650)	6,600	0.00 %
Communications Expense	14,185	8,434	24,869	32,733	(7,865)	8,808	33.36 %
Total Magazine and Communications Expense	14,185	10,084	29,819	39,333	(9,515)	15,408	27.90 %
Marketing Expense							
500650 - VIK- Tournament Equipment	125,100	126,700	256,600	247,000	9,600	298,500	0.00 %
500750 - Advertising and Promotions	0	500	10,000	2,000	8,000	0	400.00 %
500760 - Sponsorship Fufillment	10,331	0	20,332	13,000	7,332	0	0.00 %
Total Marketing Expense	135,431	127,200	286,932	262,000	24,932	298,500	3.31 %
Direct Athlete Support							
500268 - Direct Athlete Support	2,400	18,200	9,600	26,300	(16,700)	17,900	88.89 %
Total Direct Athlete Support	2,400	18,200	9,600	26,300	(16,700)	17,900	88.89 %
National Team Support							
500730 - Coaches Salaries	38,700	29,800	122,100	149,200	(27,100)	110,900	93.29 %
Total National Team Support	38,700	29,800	122,100	149,200	(27,100)	110,900	93.29 %
International Programs Expense							
International License Expense	4,266	7,500	20,257	38,450	(18,192)	19,324	44.15 %
International Programs Other	2,684	7,728	18,339	21,878	(3,539)	22,751	86.28 %
Total International Programs Expense	6,950	15,228	38,596	60,328	(21,731)	42,075	60.61 %
Development Expense	0	4,000	0	15,000	(15,000)	0	0.00 %
Other Expenses							
500130 - Dues and Fees - Other	10,724	375	15,941	4,600	11,341	10,768	140.14 %
500335 - Entertainment	0	0	1,736	0	1,736	4,407	0.00 %
500340 - Meals	4,461	11,250	24,221	28,180	(3,959)	30,860	66.07 %
500600 - Supply	3,104	9,275	23,603	22,600	1,003	27,691	61.00 %
500430 - Prior Year Adjustments	250	0	250	0	250	24,266	0.00 %
500360 - Miscellaneous	2,502	37,433	9,455	64,133	(54,678)	16,562	32.12 %
500799 - Employee Development	0	2,500	1,658	9,000	(7,342)	267	0.00 %
500800 - Dues/Memberships/Subscriptions	3,458	750	19,670	3,000	16,669	7,024	119.01 %
500810 - Tickets	0	0	11,270	0	11,270	510	0.00 %
500715 - Event Fee Refunds	3,943	5,000	17,188	12,500	4,688	15,925	0.00 %
500355 - Merchandise/Apparel	15,753	2,250	79,531	34,017	45,515	35,624	146.39 %
Total Other Expenses	44,195	68,833	204,523	178,030	26,493	173,904	78.84 %
Total Total Expenses	1,161,157	1,481,544	3,923,892	4,065,802	(141,910)	4,118,456	45.09 %
Total USFA- Net Income	303,844	(74,909)	2,508,307	1,373,660	1,134,647	2,023,494	61.36 %

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