

USAFencing
USFA- Budget
As of July 31, 2019

As of Date:
Department Group:

	07/31/2019									
	Active									
	Member Services	National Events	Marketing and Communications	Executive Office	General Admin	Board and Committee	Sports Performance	Development	US International Events	All Departments
	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date
	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019
	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget
Net Income										
Total Income										
Membership Revenue										
Competitive Membership Revenue	1,411,800	0	0	0	0	0	0	0	0	1,411,800
International License	95,000	0	0	0	0	0	0	0	0	95,000
Non-Competitive Membership Revenue	105,000	0	0	0	0	0	0	0	0	105,000
Supporting Membership Revenue	10,000	0	0	0	0	0	0	0	0	10,000
Coach Membership Revenue	280,000	0	0	0	0	0	0	0	0	280,000
Club Membership Revenue	46,000	0	0	0	0	0	0	0	0	46,000
Admin Membership Revenue	44,000	0	0	0	0	0	0	0	0	44,000
Total Membership Revenue	1,991,800	0	0	0	0	0	0	0	0	1,991,800
Membership Programs										
410310 - Insurance Revenue Club	216,125	0	0	0	0	0	0	0	0	216,125
410031 - Club Banner	3,000	0	0	0	0	0	0	0	0	3,000
411001 - All American	10,625	0	0	0	0	0	0	0	0	10,625
411000 - All-Academic Team	16,200	0	0	0	0	0	0	0	0	16,200
Total Membership Programs	245,950	0	0	0	0	0	0	0	0	245,950
Event Revenues										
410120 - National Registration Fee	0	4,590,000	0	0	0	0	0	0	0	4,590,000
410416 - Event Incentives	0	17,500	0	0	0	0	0	0	0	17,500
410415 - Event Vendors	0	65,200	0	0	0	0	0	0	1,000	66,200
410480 - Hotel Rebates	0	262,000	0	0	0	0	0	0	14,000	276,000
Total Event Revenues	0	4,934,700	0	0	0	0	0	0	15,000	4,949,700
Regional Revenues										
Regional Bid Fees	0	11,250	0	0	0	0	0	0	0	11,250
Regional Circuit Fees	0	196,200	0	0	0	0	0	0	0	196,200
Total Regional Revenues	0	207,450	0	0	0	0	0	0	0	207,450
Recognized International Events										
Asian Events	0	40,000	0	0	0	0	0	0	0	40,000
Total Recognized International Events	0	40,000	0	0	0	0	0	0	0	40,000
Magazine and Communications Revenue										
Magazine Revenue	0	0	4,200	0	0	0	0	0	0	4,200
Communications Revenue	0	0	16,500	0	0	0	0	0	0	16,500
Total Magazine and Communications Revenue	0	0	20,700	0	0	0	0	0	0	20,700
Marketing Revenue										
410449 - VIK - Merchandise	0	0	10,000	0	0	0	0	0	0	10,000
410495 - VIK - Tournament Equipment	0	0	815,200	0	0	0	0	0	0	815,200
410410 - Sponsorship Revenue	10,000	0	135,000	0	0	0	0	0	70,000	215,000
410450 - Royalties & Partnerships	0	0	0	0	0	7,500	0	0	0	7,500
410458 - Merchandise Retail Operations	0	0	61,750	0	0	0	0	0	0	61,750
410459 - Affinity Program	0	0	11,000	0	0	0	0	0	0	11,000
Total Marketing Revenue	10,000	0	1,032,950	0	0	7,500	0	0	70,000	1,120,450

	Member Services	National Events	Marketing and	Executive Office	General Admin	Board and	Sports	Development	US International	All Departments
	Year To Date	Year To Date	Communications	Year To Date	Year To Date	Committee	Performance	Year To Date	Events	Year To Date
	07/31/2019	07/31/2019	Year To Date	07/31/2019	07/31/2019	Year To Date	Year To Date	07/31/2019	07/31/2019	07/31/2019
	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget
International Programs Revenue										
International Registration Fees	0	0	0	0	0	0	40,335	0	50,200	90,535
International Licensing Fees	0	0	0	0	0	0	42,980	0	0	42,980
Cadre to World Cup Fee	0	0	0	0	0	0	170,000	0	0	170,000
Total International Programs Revenue	0	0	0	0	0	0	253,315	0	50,200	303,515
Coach Education Revenues	0	0	0	0	0	0	21,250	0	0	21,250
USOC Funding										
410492 - VIK - Airline Tickets	0	22,500	6,000	1,000	1,000	7,350	100	0	4,500	42,450
410700 - Grants	0	0	0	0	0	3,000	0	0	3,000	6,000
410710 - Base Funding	0	0	0	0	0	0	760,000	0	0	760,000
Total USOC Funding	0	22,500	6,000	1,000	1,000	10,350	760,100	0	7,500	808,450
US Fencing Foundation Grant	0	0	0	0	0	0	0	135,500	0	135,500
Development Revenue	0	0	0	0	0	0	10,000	186,000	80,000	276,000
Investment Income										
410620 - Interest Earned	0	0	0	0	250	0	0	0	0	250
410625 - Interest Investments	0	0	0	0	180	0	0	0	0	180
410626 - Realized Gain(Loss) Investments	0	0	0	0	5,000	0	0	0	0	5,000
410627 - Unrealized Gain(Loss) Investments	0	0	0	0	10,000	0	0	0	0	10,000
410628 - Dividends Investments	0	0	0	0	1,200	0	0	0	0	1,200
Total Investment Income	0	0	0	0	16,630	0	0	0	0	16,630
Other Income										
410497 - VIK- Services	0	0	0	0	25,000	0	0	0	0	25,000
410150 - RC Exam	0	0	0	0	0	13,500	0	0	0	13,500
410442 - Merchandise/Apparel	0	0	0	0	0	0	14,400	0	2,000	16,400
410110 - Hall of Fame Tickets	0	0	0	0	0	7,000	0	0	0	7,000
410140 - Ticket Sales	0	0	0	0	0	0	0	0	28,500	28,500
410600 - Miscellaneous Revenue	0	183,500	0	0	0	3,500	0	250	9,200	196,450
Total Other Income	0	183,500	0	0	25,000	24,000	14,400	250	39,700	286,850
Total Income	2,247,750	5,388,150	1,059,650	1,000	42,630	41,850	1,059,065	321,750	262,400	10,424,245

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	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date
	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019
	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget
Total Expenses										
Operating Expenses										
500120 - Depreciation- Furn, Fix, Bldg	0	0	0	0	27,000	0	0	0	0	27,000
500122 - Amortization	0	0	0	0	40,000	0	0	0	0	40,000
500440 - Phone	250	3,400	3,500	1,200	16,250	2,425	13,040	900	0	40,965
500460 - Postage and Shipping	5,000	7,700	500	0	4,000	350	3,000	2,000	2,600	25,150
500480 - Printing	10,250	1,250	2,000	0	500	950	800	6,000	6,500	28,250
500140 - Equipment/Copier	0	0	0	0	850	0	0	0	0	850
500142 - Leased Equipment	0	0	0	0	8,000	0	0	0	0	8,000
500602 - Company Software/Hardware	1,000	500	0	0	23,000	10,500	0	2,000	1,000	38,000
500548 - Rent - Office	0	0	0	0	30,000	0	0	0	0	30,000
500546 - Rent - Public Storage	0	0	0	0	3,200	0	0	0	0	3,200
500543 - Rent - Storage Tournament Equipment	0	9,000	0	0	0	0	0	0	0	9,000
Total Operating Expenses	16,500	21,850	6,000	1,200	152,800	14,225	16,840	10,900	10,100	250,415
Administration Fees										
Data Center & Software	81,780	43,200	0	0	0	0	29,400	0	0	154,380
Braintree & Bank Fees	0	0	0	0	263,558	950	0	1,000	2,000	267,508
Total Administration Fees	81,780	43,200	0	0	263,558	950	29,400	1,000	2,000	421,888
Compensation Expense										
265,000	220,000	245,000	179,000	205,000	0	300,000	172,000	0	1,586,000	
Insurance Expense										
Athlete Accident Insurance Expense	44,250	0	0	0	0	0	0	0	0	44,250
General Liability Insurance expense	338,940	0	0	0	0	0	0	0	0	338,940
Other Insurance expense	6,850	0	5,000	0	4,300	200	15,790	50	0	32,190
Total Insurance Expense	390,040	0	5,000	0	4,300	200	15,790	50	0	415,380
Membership Expenses										
Background Checks	40,000	200	0	0	400	0	0	0	0	40,600
Rebates Expense	80,000	0	0	0	0	0	0	0	0	80,000
Total Membership Expenses	120,000	200	0	0	400	0	0	0	0	120,600
Center for Safe Sport										
500145 - Center for Safe Sport	28,000	0	0	0	0	0	0	0	0	28,000
Total USFA - Center for Safe Sport	28,000	0	0	0	0	0	0	0	0	28,000
Event Expense										
500160 - Freight	0	141,000	0	0	0	0	0	0	22,000	163,000
500549 - Venue Rental	0	202,000	0	0	0	1,000	0	2,000	45,500	250,500
500550 - Venue Decorator	0	217,000	0	0	0	0	0	0	29,000	246,000
500552 - Venue Security	0	50,000	0	0	0	0	0	0	8,200	58,200
500553 - Venue Electric	0	48,500	0	0	0	0	0	0	10,000	58,500
500554 - Venue Catering	7,000	330,000	0	0	0	18,250	0	8,000	20,000	383,250
500555 - Local Organizing Committee	0	2,500	0	0	0	0	0	0	3,000	5,500
500557 - Venue EMT	0	22,000	0	0	0	0	0	0	2,000	24,000
500558 - Venue Phone/AV/Internet	1,500	60,100	0	0	0	5,500	0	0	30,000	97,100
500559 - Production/Staging	0	63,500	0	0	0	0	0	0	19,000	82,500
500560 - Temporary Labor - Events	0	32,500	0	0	0	0	0	0	0	32,500
500561 - Contract Labor - Events	0	31,500	0	0	0	0	0	0	0	31,500
500603 - Event Software	0	15,800	0	0	0	0	0	0	0	15,800
500620 - Trophies & Medals	1,000	13,800	0	0	0	1,000	0	0	2,250	18,050
500754 - Broadcasting	0	0	0	0	0	0	0	0	79,000	79,000
Total Event Expense	9,500	1,230,200	0	0	0	25,750	0	10,000	269,950	1,545,400

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	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date	Year To Date
	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019	07/31/2019
	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget	2018-19 Budget
Travel Expense										
500020 - Air	1,200	294,300	6,000	3,000	500	36,450	789,000	4,800	47,000	1,182,250
500021 - VIK - Air	0	32,345	6,000	1,000	1,000	7,350	100	0	4,500	52,295
500022 - Baggage Fees	150	11,625	600	0	50	650	8,960	400	2,000	24,435
500200 - Ground Transportation	500	126,500	1,500	1,200	350	8,550	67,355	1,200	24,750	231,905
500240 - Hotel	2,500	510,750	11,000	5,000	500	34,650	410,430	6,300	57,000	1,038,130
Total Travel Expense	4,350	975,520	25,100	10,200	2,400	87,650	1,275,845	12,700	135,250	2,529,015
Per Diem & Honorarium										
500420 - Per Diem	0	173,000	0	0	0	6,735	212,700	0	17,500	409,935
500220 - Honorarium	0	601,000	0	0	0	5,000	86,425	4,000	18,000	714,425
Total Per Diem & Honorarium	0	774,000	0	0	0	11,735	299,125	4,000	35,500	1,124,360
Professional Services Expense										
500106 - Audit Fee	0	0	0	0	10,125	0	0	0	0	10,125
500107 - Tax Return Fee	0	0	0	0	3,500	0	0	0	0	3,500
500108 - Legal Fees	0	0	0	0	25,000	0	0	5,000	0	30,000
500654 - VIK- Services	0	0	0	0	25,000	0	0	0	0	25,000
500562 - Contract Labor	0	44,000	0	0	15,000	16,100	117,996	2,000	17,000	212,096
500756 - Professional Service Fees	0	0	23,500	0	0	0	0	0	0	23,500
500780 - Consulting Fees	0	0	0	0	2,000	5,000	0	0	0	7,000
Total Professional Services Expense	0	44,000	23,500	0	80,625	21,100	117,996	7,000	17,000	311,221
Magazine and Communications Expense										
Magazine Expense	0	0	65,000	0	0	0	0	0	0	65,000
Communications Expense	0	0	37,540	0	0	0	0	0	4,500	42,040
Total Magazine and Communications Expense	0	0	102,540	0	0	0	0	0	4,500	107,040
Marketing Expense										
500650 - VIK- Tournament Equipment	0	0	815,200	0	0	0	0	0	0	815,200
500652 - VIK- Merchandise	0	0	10,000	0	0	0	0	0	0	10,000
500760 - Sponsorship Fulfillment	10,000	0	20,000	0	0	0	0	70,000	0	100,000
Total Marketing Expense	10,000	0	845,200	0	0	0	0	70,000	0	925,200
Direct Athlete Support										
500268 - Direct Athlete Support	0	0	0	0	0	0	119,092	0	0	119,092
Total Direct Athlete Support	0	0	0	0	0	0	119,092	0	0	119,092
National Team Support										
500730 - Coaches Salaries	0	0	0	0	0	0	300,600	0	0	300,600
Total National Team Support	0	0	0	0	0	0	300,600	0	0	300,600
International Programs Expense										
International License Expense	0	0	0	0	0	0	18,356	0	0	18,356
International Programs Other	0	0	0	0	0	0	70,910	0	2,000	72,910
Total International Programs Expense	0	0	0	0	0	0	89,266	0	2,000	91,266
Other Expenses										
500130 - Dues and Fees - Other	0	300	500	400	500	9,725	20,250	0	19,500	51,175
500335 - Entertainment	0	0	1,500	0	0	750	0	1,200	0	3,450
500340 - Meals	750	10,350	4,000	3,000	3,000	9,150	11,455	1,200	6,500	49,405
500600 - Supply	750	22,925	500	1,000	7,500	6,953	12,000	1,000	6,100	58,728
500751 - Hall of Fame	0	0	0	0	0	1,500	0	0	0	1,500
500430 - Prior Year Adjustments	0	0	0	0	1,000	0	0	0	0	1,000
500360 - Miscellaneous	2,000	1,150	0	0	6,000	450	12,080	0	500	22,180
500799 - Employee Development	0	1,000	0	0	0	0	0	0	0	1,000
500800 - Dues/Memberships/Subscriptions	0	600	0	1,000	2,250	250	7,775	4,000	0	15,875
500715 - Event Fee Refunds	0	151,100	0	0	0	0	0	0	0	151,100
500355 - Merchandise/Apparel	0	0	0	0	250	0	40,105	1,500	1,500	43,355
Total Other Expenses	3,500	187,425	6,500	5,400	20,500	28,778	103,665	8,900	34,100	398,768
Total Total Expenses	928,670	3,496,395	1,258,840	195,800	729,583	190,388	2,667,619	296,550	510,400	10,274,245
Total USFA- Net Income	1,319,080	1,891,755	(199,190)	(194,800)	(686,953)	(148,538)	(1,608,554)	25,200	(248,000)	150,000