



	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
	07/31/2020	07/31/2020	Year To Date	07/31/2020	07/31/2020	Year To Date	Year To Date	07/31/2020	Year To Date	07/31/2020
	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget
<b>Marketing Revenue</b>										
410449 - VIK - Merchandise	0	0	25,000	0	0	0	0	0	0	25,000
410495 - VIK - Tournament Equipment	0	0	919,800	0	0	0	0	0	0	919,800
410410 - Sponsorship Revenue	15,000	0	138,000	0	0	0	0	0	220,000	373,000
410450 - Royalties & Partnerships	0	0	0	0	0	7,500	0	0	0	7,500
410451 - Corporate Partnership	0	0	2,400	0	0	0	0	0	0	2,400
410458 - Merchandise Retail Operations	0	0	6,000	0	0	0	0	0	0	6,000
<b>Total Marketing Revenue</b>	<b>15,000</b>	<b>0</b>	<b>1,091,200</b>	<b>0</b>	<b>0</b>	<b>7,500</b>	<b>0</b>	<b>0</b>	<b>220,000</b>	<b>1,333,700</b>
Coach Education Revenues	0	0	0	0	0	0	26,000	0	0	26,000
<b>USOC Funding</b>										
410492 - VIK - Airline Tickets	0	800	5,000	1,000	100	400	0	0	50,000	57,300
410700 - Grants	0	0	0	0	0	5,000	0	0	25,000	30,000
410710 - Base Funding	0	0	0	0	0	0	839,000	0	0	839,000
<b>Total USOC Funding</b>	<b>0</b>	<b>800</b>	<b>5,000</b>	<b>1,000</b>	<b>100</b>	<b>5,400</b>	<b>839,000</b>	<b>0</b>	<b>75,000</b>	<b>926,300</b>
<b>International Programs Revenue</b>										
International Registration Fees	0	0	0	0	0	0	54,330	0	158,500	212,830
Cadre to World Cup Fee	0	0	0	0	0	0	206,750	0	0	206,750
<b>Total International Programs Revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>261,080</b>	<b>0</b>	<b>158,500</b>	<b>419,580</b>
<b>International Licensing Fees</b>										
410210 - FIE License Fee	0	0	0	0	0	0	20,000	0	0	20,000
410235 - European Federation License	0	0	0	0	0	0	10,000	0	0	10,000
<b>Total International Licensing Fees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>30,000</b>	<b>0</b>	<b>0</b>	<b>30,000</b>
<b>US Fencing Foundation Grant</b>										
410820 - USFF Grants	0	0	0	0	0	0	0	100,000	0	100,000
<b>Total US Fencing Foundation Grant</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>100,000</b>	<b>0</b>	<b>100,000</b>
<b>Development Revenue</b>										
410520 - Development General/ Annual Giving	0	0	0	0	0	0	0	140,650	80,000	220,650
410540 - Donations Restricted	0	0	0	0	0	0	0	80,000	0	80,000
410550 - Restr. Int'l Donations- Other	0	0	0	0	0	0	0	0	5,000	5,000
410558 - Donation - Major Gift	0	0	0	0	0	0	0	10,000	0	10,000
<b>Total Development Revenue</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>230,650</b>	<b>85,000</b>	<b>315,650</b>
<b>Investment Income</b>										
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	12,000	0	0	0	0	12,000
410628 - Dividends Investments	0	0	0	0	1,200	0	0	0	0	1,200
<b>Total Investment Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>18,630</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>18,630</b>
<b>Other Income</b>										
410497 - VIK- Services	0	0	0	0	10,000	0	0	0	0	10,000
410150 - RC Exam	0	0	0	0	0	14,900	0	0	0	14,900
410442 - Merchandise/Apparel	0	0	0	0	0	0	14,400	0	52,000	66,400
410600 - Miscellaneous Revenue	0	0	5,000	0	0	3,500	0	250	56,412	65,162
<b>Total Other Income</b>	<b>0</b>	<b>0</b>	<b>5,000</b>	<b>0</b>	<b>10,000</b>	<b>18,400</b>	<b>14,400</b>	<b>250</b>	<b>108,412</b>	<b>156,462</b>
Board Approved Use of Reserves	0	0	0	0	0	0	0	0	375,000	375,000
<b>Total Income</b>	<b>2,371,500</b>	<b>6,029,015</b>	<b>1,128,150</b>	<b>1,000</b>	<b>28,730</b>	<b>38,300</b>	<b>1,170,480</b>	<b>330,900</b>	<b>1,162,412</b>	<b>12,260,487</b>

	Member Services Year To Date 07/31/2020	National Events Year To Date 07/31/2020	Marketing and Communications Year To Date 07/31/2020	Executive office Year To Date 07/31/2020	General Admin Year To Date 07/31/2020	Board and Committee Year To Date 07/31/2020	Sports Performance Year To Date 07/31/2020	Development Year To Date 07/31/2020	US International Events Year To Date 07/31/2020	All Departments Year To Date 07/31/2020
	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget
<b>Total Expenses</b>										
<b>Operating Expenses</b>										
500120 - Depreciation- Furn, Fix, Bldg	0	0	0	0	29,000	0	0	0	0	29,000
500122 - Amortization	0	0	0	0	40,000	0	0	0	0	40,000
500440 - Phone	250	3,600	4,000	1,200	16,250	2,400	11,704	2,400	0	41,804
500460 - Postage and Shipping	4,750	7,950	1,250	0	4,000	250	5,750	2,000	2,600	28,550
500480 - Printing	16,000	1,250	2,200	0	1,500	750	100	3,000	17,500	42,300
500140 - Equipment/Copier	0	0	0	0	900	0	0	0	0	900
500142 - Leased Equipment	0	0	0	0	9,000	0	0	0	0	9,000
500602 - Company Software/Hardware	2,000	1,000	1,000	0	23,750	11,000	8,700	3,000	1,000	51,450
500548 - Rent - Office	0	0	0	0	55,000	0	0	0	0	55,000
500546 - Rent - Public Storage	0	0	0	0	3,500	0	0	0	0	3,500
500543 - Rent - Storage Tournament Equipment	0	9,000	0	0	0	0	0	0	0	9,000
<b>Total Operating Expenses</b>	<b>23,000</b>	<b>22,800</b>	<b>8,450</b>	<b>1,200</b>	<b>182,900</b>	<b>14,400</b>	<b>26,254</b>	<b>10,400</b>	<b>21,100</b>	<b>310,504</b>
<b>Administration Fees</b>										
Data Center & Software	81,780	43,200	0	0	0	0	29,400	0	0	154,380
Braintree & Bank Fees	0	0	0	0	295,000	2,900	0	1,000	200	299,100
<b>Total Administration Fees</b>	<b>81,780</b>	<b>43,200</b>	<b>0</b>	<b>0</b>	<b>295,000</b>	<b>2,900</b>	<b>29,400</b>	<b>1,000</b>	<b>200</b>	<b>453,480</b>
<b>Compensation Expense</b>	<b>277,500</b>	<b>255,600</b>	<b>252,475</b>	<b>172,000</b>	<b>218,000</b>	<b>0</b>	<b>316,000</b>	<b>150,000</b>	<b>0</b>	<b>1,641,575</b>
<b>Insurance Expense</b>										
Athlete Accident Insurance Expense	46,463	0	0	0	0	0	0	0	0	46,463
General Liability Insurance expense	412,450	0	0	0	0	0	0	0	0	412,450
Other Insurance expense	8,850	0	5,000	0	4,300	200	18,938	50	0	37,338
<b>Total Insurance Expense</b>	<b>467,763</b>	<b>0</b>	<b>5,000</b>	<b>0</b>	<b>4,300</b>	<b>200</b>	<b>18,938</b>	<b>50</b>	<b>0</b>	<b>496,251</b>
<b>Membership Expenses</b>										
Background Checks	55,000	200	0	0	400	0	0	0	0	55,600
Rebates Expense	86,000	0	0	0	0	0	0	0	0	86,000
<b>Total Membership Expenses</b>	<b>141,000</b>	<b>200</b>	<b>0</b>	<b>0</b>	<b>400</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>141,600</b>
<b>Center for Safe Sport</b>										
500145 - Center for Safe Sport	34,000	0	0	0	0	0	0	0	0	34,000
<b>Total USFA - Center for Safe Sport</b>	<b>34,000</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>34,000</b>
<b>Event Expense</b>										
500160 - Freight	0	173,000	0	0	0	0	5,500	0	41,000	219,500
500549 - Venue Rental	1,250	190,602	0	0	0	3,000	0	2,000	25,002	221,854
500550 - Venue Decorator	0	280,000	0	0	0	0	0	0	80,000	360,000
500552 - Venue Security	0	67,000	0	0	0	0	0	0	40,000	107,000
500553 - Venue Electric	0	64,500	0	0	0	0	0	0	23,000	87,500
500554 - Venue Catering	5,750	351,000	0	0	0	17,250	0	8,000	106,000	488,000
500557 - Venue EMT	0	26,600	0	0	0	0	0	0	10,000	36,600
500558 - Venue Phone/AV/Internet	1,500	64,600	0	0	0	5,800	0	0	51,000	122,900
500559 - Production/Staging	0	34,000	0	0	0	0	0	0	84,000	118,000
500560 - Temporary Labor - Events	0	36,000	0	0	0	0	0	0	29,000	65,000
500561 - Contract Labor - Events	0	0	0	0	0	0	0	0	40,000	40,000
500603 - Event Software	0	19,700	0	0	0	0	0	0	10,000	29,700
500604 - Event Technology	0	2,000	0	0	0	0	0	0	0	2,000
500620 - Trophies & Medals	1,000	13,400	0	0	0	1,000	0	0	17,250	32,650
500754 - Broadcasting	0	0	0	0	0	0	0	0	229,000	229,000
<b>Total Event Expense</b>	<b>9,500</b>	<b>1,322,402</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>27,050</b>	<b>5,500</b>	<b>10,000</b>	<b>785,252</b>	<b>2,159,704</b>

	Member Services Year To Date 07/31/2020	National Events Year To Date 07/31/2020	Marketing and Communications Year To Date 07/31/2020	Executive office Year To Date 07/31/2020	General Admin Year To Date 07/31/2020	Board and Committee Year To Date 07/31/2020	Sports Performance Year To Date 07/31/2020	Development Year To Date 07/31/2020	US International Events Year To Date 07/31/2020	All Departments Year To Date 07/31/2020
	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget	2019-20 Budget
<b>Travel Expense</b>										
500020 - Air	1,500	372,500	6,475	4,000	500	42,100	839,706	6,000	100,000	1,372,781
500021 - VIK - Air	0	800	5,000	1,000	100	500	0	0	27,000	34,400
500022 - Baggage Fees	150	11,925	600	0	50	450	6,770	400	6,000	26,345
500200 - Ground Transportation	750	135,900	1,500	1,200	350	8,750	77,790	1,500	65,750	293,490
500240 - Hotel	2,000	526,230	11,500	5,000	500	36,350	425,560	6,300	127,000	1,140,440
<b>Total Travel Expense</b>	<b>4,400</b>	<b>1,047,355</b>	<b>25,075</b>	<b>11,200</b>	<b>1,500</b>	<b>88,150</b>	<b>1,349,826</b>	<b>14,200</b>	<b>325,750</b>	<b>2,867,456</b>
<b>Per Diem &amp; Honorarium</b>										
500420 - Per Diem	0	269,860	0	0	0	7,600	254,155	0	72,807	604,422
500220 - Honorarium	0	637,000	0	0	0	5,000	108,025	4,000	57,750	811,775
<b>Total Per Diem &amp; Honorarium</b>	<b>0</b>	<b>906,860</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12,600</b>	<b>362,180</b>	<b>4,000</b>	<b>130,557</b>	<b>1,416,197</b>
<b>Professional Services Expense</b>										
500106 - Audit Fee	0	0	0	0	11,000	0	0	0	0	11,000
500107 - Tax Return Fee	0	0	0	0	3,750	0	0	0	0	3,750
500108 - Legal Fees	0	0	0	0	30,000	0	0	5,000	0	35,000
500654 - VIK- Services	0	0	0	0	10,000	0	0	0	0	10,000
500562 - Contract Labor	0	44,000	7,500	0	15,000	14,200	132,496	5,000	5,000	223,196
500780 - Consulting Fees	0	0	0	0	2,000	5,000	0	0	0	7,000
<b>Total Professional Services Expense</b>	<b>0</b>	<b>44,000</b>	<b>7,500</b>	<b>0</b>	<b>71,750</b>	<b>19,200</b>	<b>132,496</b>	<b>10,000</b>	<b>5,000</b>	<b>289,946</b>
<b>Magazine and Communications Expense</b>										
Magazine Expense	0	0	36,500	0	0	0	0	0	0	36,500
Communications Expense	0	0	39,000	0	0	0	0	0	31,750	70,750
<b>Total Magazine and Communications Expense</b>	<b>0</b>	<b>0</b>	<b>75,500</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>31,750</b>	<b>107,250</b>
<b>Marketing Expense</b>										
500650 - VIK- Tournament Equipment	0	0	919,800	0	0	0	0	0	0	919,800
500652 - VIK- Merchandise	0	0	25,000	0	0	0	0	0	0	25,000
500750 - Advertizing and Promotions	0	4,000	0	0	0	0	0	0	0	4,000
500760 - Sponsorship Fulfillment	10,000	0	40,000	0	0	0	0	80,000	0	130,000
<b>Total Marketing Expense</b>	<b>10,000</b>	<b>4,000</b>	<b>984,800</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>80,000</b>	<b>0</b>	<b>1,078,800</b>
<b>Direct Athlete Support</b>										
500268 - Direct Athlete Support	0	0	0	0	0	0	243,000	0	0	243,000
<b>Total Direct Athlete Support</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>243,000</b>	<b>0</b>	<b>0</b>	<b>243,000</b>
<b>National Team Support</b>										
500730 - Coaches Salaries	0	0	0	0	0	0	339,000	0	0	339,000
<b>Total National Team Support</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>339,000</b>	<b>0</b>	<b>0</b>	<b>339,000</b>
<b>International Programs Expense</b>										
International License Expense	0	0	0	0	0	0	14,280	0	0	14,280
International Programs Other	0	0	0	0	0	0	66,120	0	0	66,120
<b>Total International Programs Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>80,400</b>	<b>0</b>	<b>0</b>	<b>80,400</b>
<b>Other Expenses</b>										
500130 - Dues and Fees - Other	0	300	500	400	1,000	10,000	19,320	450	7,500	39,470
500335 - Entertainment	0	0	0	0	0	200	0	1,200	6,500	7,900
500340 - Meals	750	11,250	2,750	3,000	2,750	11,200	19,820	1,200	60,500	113,220
500600 - Supply	750	25,215	3,000	1,000	7,500	4,580	4,700	1,000	14,600	62,345
500751 - Hall of Fame	0	0	0	0	0	1,500	0	0	0	1,500
500430 - Prior Year Adjustments	0	2,500	0	0	1,000	0	0	0	0	3,500
500360 - Miscellaneous	2,000	1,400	1,000	0	5,500	650	14,650	0	24,049	49,249
500799 - Employee Development	0	1,000	0	300	500	0	0	2,500	0	4,300
500800 - Dues/Memberships/Subscriptions	0	600	0	1,000	2,250	250	500	3,400	0	8,000
500810 - Tickets	0	0	0	0	0	0	14,250	0	0	14,250
500715 - Event Fee Refunds	0	171,559	0	0	0	0	0	0	0	171,559
500355 - Merchandise/Apparel	0	0	0	0	300	0	112,731	1,500	11,500	126,031
<b>Total Other Expenses</b>	<b>3,500</b>	<b>213,824</b>	<b>7,250</b>	<b>5,700</b>	<b>20,800</b>	<b>28,380</b>	<b>185,971</b>	<b>11,250</b>	<b>124,649</b>	<b>601,324</b>
<b>Total Total Expenses</b>	<b>1,052,443</b>	<b>3,860,241</b>	<b>1,366,050</b>	<b>190,100</b>	<b>794,650</b>	<b>192,880</b>	<b>3,088,965</b>	<b>290,900</b>	<b>1,424,258</b>	<b>12,260,487</b>
<b>Total USFA- Net Income</b>	<b>1,319,057</b>	<b>2,168,774</b>	<b>(237,900)</b>	<b>(189,100)</b>	<b>(765,920)</b>	<b>(154,580)</b>	<b>(1,918,485)</b>	<b>40,000</b>	<b>(261,846)</b>	<b>0</b>