

USA Weightlifting  
2020 Budget - Summary

Description	Athlete Development & Programs	Olympics	Coaching Education	Membership Services	Events	Governance	National Headquarters	Total Budget	2019 Actual (Estimate)	Difference Increase (Decrease)
<b>REVENUE:</b>										
USOC	153,000	0	0	153,000	7,000	0	0	313,000	330,570	(17,570)
Investment Income	0	0	0	0	0	0	0	0	0	0
Merchandise Sales	0	0	0	7,000	0	0	0	7,000	17,779	(10,779)
Sponsorship/ Contribution	17,000	400,000	0	0	300,000	0	0	717,000	370,786	346,214
Membership Fee Income	0	0	264,690	2,131,722	0	0	0	2,396,412	2,908,549	(512,137)
Coaching Course Income	0	0	2,250,000	0	0	0	0	2,250,000	2,211,436	38,564
Event Revenue	87,500	0	0	0	844,000	0	0	931,500	1,657,594	(726,094)
Investments Gain/Loss	0	0	0	0	0	0	0	0	0	0
Marketing Income	0	0	0	30,000	30,500	0	0	60,500	346,899	(286,399)
Non-Cash Revenues	0	0	0	0	0	0	0	0	0	0
Other Income	0	0	0	30,000	0	0	0	30,000	150,083	(120,083)
<b>Total Revenue</b>	<b>257,500</b>	<b>400,000</b>	<b>2,514,690</b>	<b>2,351,722</b>	<b>1,181,500</b>	<b>0</b>	<b>0</b>	<b>6,705,412</b>	<b>7,993,695</b>	<b>(1,288,284)</b>
<b>EXPENSES:</b>										
Advertising & Promotion	0	0	50,000	200,000	10,000	0	2,000	262,000	104,982	157,018
Airfare and Accommodations	960,000	580,000	28,000	14,000	215,000	10,600	18,000	1,825,600	2,243,105	(417,505)
Apparel & Outfitting	2,500	10,000	4,000	1,000	3,000	0	0	20,500	3,621	16,879
Athlete Incentives	600,000	150,000	0	0	0	0	0	750,000	770,875	(20,875)
Athlete Performance Planning	35,000	0	0	0	0	0	0	35,000	57,165	(22,165)
Bad Debt Expense	0	0	0	0	0	0	20,000	20,000	0	20,000
Contract Services/Casual Labor	75,000	0	571,500	15,000	130,000	0	24,000	815,500	990,769	(175,269)
Contributions/Donations/Grants	0	0	0	0	0	0	1,000	1,000	750	250
Discounts & Allowances	0	0	0	0	0	0	0	0	0	0
Dues, Fees & Subscriptions	185,000	0	4,000	40,000	45,000	0	33,500	307,500	450,971	(143,471)
Background Screening	1,500	0	0	37,337	0	0	500	39,337	37,033	2,304
Gifts & Awards	9,700	0	0	1,000	30,000	5,000	1,000	46,700	56,748	(10,048)
Insurance	2,000	0	0	145,000	3,300	0	16,500	166,800	170,731	(3,931)
Internet/ Transaction Fees	0	0	20,000	150,000	0	0	0	170,000	252,801	(82,801)
IT Support	0	0	0	0	0	0	15,500	15,500	15,552	(52)
Legal & Professional Fees	45,000	0	0	45,000	0	10,000	95,000	195,000	218,457	(23,457)
Media Services	25,000	0	10,000	25,000	110,000	0	4,000	174,000	267,993	(93,993)
Employee Education & Other Expense	0	0	0	0	4,000	0	0	4,000	3,925	75
Salaries & Wages	0	0	0	0	0	0	825,000	825,000	798,261	26,739
Payroll Taxes	0	0	0	0	0	0	66,000	66,000	62,517	3,483
Employee Benefits	0	0	0	0	0	0	95,000	95,000	177,783	(82,783)
Postage & Shipping	33,000	5,000	2,000	4,000	20,000	0	6,500	70,500	88,917	(18,417)
Printing & Publications	0	0	1,000	3,000	5,000	0	1,000	10,000	8,010	1,990

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Rebates	0	0	319,500	41,722	80,000	0	0	441,222	778,482	(337,261)
Rent	5,000	0	0	2,500	90,000	0	21,500	119,000	243,989	(124,989)
Small Equipment	0	0	0	1,500	0	0	500	2,000	4,112	(2,112)
Supplies & Materials	25,000	5,000	3,000	3,000	40,000	100	6,500	82,600	116,310	(33,710)
Telephone	2,500	0	2,000	2,000	4,000	0	4,000	14,500	15,031	(531)
Event Emergency Fund	0	0	0	0	0	0	100,000	100,000	0	100,000
VIK Donations	0	0	0	0	0	0	0	0	0	0
Royalty Payments	0	0	0	0	0	0	0	0	480	(480)
<b>Total Expenses</b>	<b>2,006,200</b>	<b>750,000</b>	<b>1,015,000</b>	<b>731,059</b>	<b>789,300</b>	<b>25,700</b>	<b>1,357,000</b>	<b>6,674,259</b>	<b>7,939,371</b>	<b>(1,265,112)</b>
<b>NET INCOME (LOSS)</b>	<b>(1,748,700)</b>	<b>(350,000)</b>	<b>1,499,690</b>	<b>1,620,663</b>	<b>392,200</b>	<b>(25,700)</b>	<b>(1,357,000)</b>	<b>31,153</b>	<b>54,325</b>	<b>(23,172)</b>

USA Weightlifting  
2020 Budget - Detailed

Acct	Description	Athlete Development & Programs	Olympics	Coaching Education	Membership Services	Events	Governance	National Headquarters	Total Budget	2019 Actual (Estimate)	Difference Increase (Decrease)	Notes
<b>REVENUE:</b>												
	USOC											
4025	High Performance Support	143,000							143,000	143,820	(820)	
4035	International Relations	10,000							10,000	25,000	(15,000)	
4045	Matching Challenge Grant								0	4,750	(4,750)	
4047	Media Agreement				150,000				150,000	157,000	(7,000)	
4050	Olympic Team Trials					7,000			7,000	0	7,000	
4065	Special Grant								0	0	0	
4070	Media Insurance Reimbursement				3,000				3,000	0	3,000	
4080	Communications Support Program								0	0	0	
	Investment Income								0	0	0	
4102	USOF								0	0	0	
4120	Oppenheimer								0	0	0	
4130	Securities Acct Interest								0	0	0	
	Merchandise Sales								0	0	0	
4210.1	Non Taxable				14,000				14,000	24,528	(10,528)	
4210.2	Taxable								0	319	(319)	
4210.4	Commission on Licensed Merchandise								0	2,053	(2,053)	
4220	Shipping								0	0	0	
4230	Less: Cost of Goods Sold				(7,000)				(7,000)	(9,121)	2,121	
	Sponsorship/ Contribution								0	0	0	
4305	Apparel								0	0	0	
4312	Give Direct Campaign	2,000							2,000	2,123	(123)	
4325	Misc. Contributions	10,000	0						10,000	13,298	(3,298)	
4355	Event Sponsorship		400,000			300,000			700,000	349,125	350,875	
4360	Royalties	5,000							5,000	6,240	(1,240)	
	Membership Fee Income								0	0	0	
4410	Active Membership				1,800,000				1,800,000	1,883,065	(83,065)	
4415	Club Membership				180,000				180,000	224,591	(44,591)	
4420	Coaching Recertification			264,690					264,690	264,690	0	
4425	IWF Referee Fees								0	0	0	
4430	Masters rebate Program				21,722				21,722	24,303	(2,582)	
4435	MHF - Manual Handling Fee								0	0	0	
4440	Sanction Fees				48,000				48,000	50,738	(2,738)	
4443	Local Entry Fees				20,000				20,000	384,204	(364,204)	
4455	Coaches Liability Insurance				22,000				22,000	36,758	(14,758)	
4460	Background Screening				40,000				40,000	40,200	(200)	
	Coaching Course Income								0	0	0	
4490	LWC Rebate								0	2,377	(2,377)	Actual includes transfer of LWC bank accts to USAW
4510	Course Revenues			2,250,000					2,250,000	2,209,059	40,941	
4515	USOTC Room & Board Revenue								0	0	0	
4520	Cancellation Fee								0	0	0	
4530	Late fee								0	0	0	
4540	Retest Fee								0	0	0	
4545	Change Fee								0	0	0	
4546	No Show/ Transfer fee								0	0	0	
	Event Revenue								0	0	0	
4610	Bid Fees								0	0	0	

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Acct	Description	Athlete Development & Programs	Olympics	Coaching Education	Membership Services	Events	Governance	National Headquarters	Total Budget	2019 Actual (Estimate)	Difference Increase (Decrease)	Notes
4620	Ticket Sales	5,500				128,000			133,500	152,664	(19,164)	
4630	Individual Entry Fees	60,000				650,000			710,000	972,185	(262,185)	
4631	Team Entry Fees					6,000			6,000	6,908	(908)	
4632	T-Shirt - Poster sales								0	0	0	
4633	Event Shuttle Service								0	0	0	
4635	Spnsr/Vendor/Exhib/Hotel Rebate	10,000				60,000			70,000	91,008	(21,008)	
4650	International Events	12,000							12,000	434,830	(422,830)	
4700	Investments Income Gain/(Loss)								0	0	0	
	Marketing Income								0	0	0	
4810	Magazine Sales								0	0	0	
4815	Miscellaneous					500			500	0	500	
4820	Community Develop training Program								0	0	0	
4821	OTC Meal Ticket Income								0	0	0	
4830	Self Funded Athl & Runoff Delegate					30,000			30,000	251,207	(221,207)	
4833	Athlete Development Camps								0	0	0	20 athletes per month @ \$179
4835	Membership Camps				30,000				30,000	95,693	(65,693)	
4838	Athlete Invoiced for Drug Test								0	0	0	
4840	Vendor Rebate Program								0	0	0	
	Non-Cash Revenues								0	0	0	
4725	Unrealized Gain/Loss on Investment			N/A	N/A	N/A	N/A	N/A	0	0	0	
4910	VIK Donations								0	0	0	
4920	VIK United								0	0	0	
4935	VIK - USOC Rent								0	0	0	
4999	Other Income				30,000				30,000	150,083	(120,083)	
	<b>Total Revenue</b>	<b>257,500</b>	<b>400,000</b>	<b>2,514,690</b>	<b>2,351,722</b>	<b>1,181,500</b>	<b>0</b>	<b>0</b>	<b>6,705,412</b>	<b>7,993,695</b>	<b>(1,288,284)</b>	

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2020 Budget - Detailed

Acct	Description	Athlete Development & Programs	Olympics	Coaching Education	Membership Services	Events	Governance	National Headquarters	Total Budget	2019 Actual (Estimate)	Difference Increase (Decrease)	Notes
<b>EXPENSES:</b>												
5001-15	Advertising & Promotion			50,000	200,000	10,000		2,000	262,000	104,982	157,018	
	Airfare and Accommodations							0	0	22,273	(22,273)	
5004-15.1	Airfare	400,000	170,000	17,000	10,000	37,500	5,000	8,500	648,000	635,433	12,567	
5004-15.2	Ground Transportation	10,000	35,000	2,000	2,000	11,500	100	3,500	64,100	133,544	(69,444)	
5004-15.3	Meal per diems & reimb only		65,000	2,000	2,000	61,000	500	2,500	133,000	243,309	(110,309)	
5004-15.4	Lodging & Meals	550,000	310,000	7,000		105,000	5,000	3,500	980,500	1,208,546	(228,046)	
5007-15	Apparel & Outfitting	2,500	10,000	4,000	1,000	3,000			20,500	3,621	16,879	
5010-15	Athlete Incentives	600,000	150,000						750,000	770,875	(20,875)	
5011-15	High Performance Assistance	35,000				0			35,000	57,165	(22,165)	
5013-15	Bad Debt Expense							20,000	20,000	0	20,000	
5016-15	Contract Services/Casual Labor	75,000		571,500	15,000	130,000		24,000	815,500	990,769	(175,269)	
5017-15	Contributions/Donations/Grants							1,000	1,000	750	250	
5025-15	Discounts & Allowances								0	0	0	
5028-15	Dues, Fees & Subscriptions	185,000		4,000	40,000	45,000	0	33,500	307,500	450,971	(143,471)	Includes Safe Sport
5030-15	Background Screening	1,500			37,337			500	39,337	37,033	2,304	
5031-15	Education					2,000			2,000	1,898	102	
5034-15	Gifts & Awards	9,700			1,000	30,000	5,000	1,000	46,700	56,748	(10,048)	
5040-15	Insurance	2,000			145,000	3,300		16,500	166,800	170,731	(3,931)	
5043-15	Internet/ Transaction Fees			20,000	150,000				170,000	252,801	(82,801)	
5046-15	IT Support							15,500	15,500	15,552	(52)	
5049-15	Legal & Professional Fees	45,000			45,000		10,000	95,000	195,000	218,457	(23,457)	
5050-15	Media Services	25,000		10,000	25,000	110,000		4,000	174,000	267,993	(93,993)	
5025-15	Other Expense					2,000			2,000	2,027	(27)	
	Personnel Expense								0	0	0	
5055-15.5	Salaries & Wages							825,000	825,000	798,261	26,739	
5055-15.6	Payroll Taxes							66,000	66,000	62,517	3,483	
5055-15.7	Employee Benefits-Insurance							95,000	95,000	111,675	(16,675)	
5055-15.8	CONOEL Retirement Contribution							62,000	0	64,209	(64,209)	
5031-15	Education								0	1,898	(1,898)	
5056-15	Employee Relocation Expense								0	0	0	
5058-15	Postage & Shipping	33,000	5,000	2,000	4,000	20,000		6,500	70,500	88,917	(18,417)	
5061-15	Printing & Publications			1,000	3,000	5,000		1,000	10,000	8,010	1,990	
5064-15	Rebates					80,000			80,000	0	80,000	
5064-15.10	LWC Rebates				20,000				20,000	18,675	1,325	
5064-15.11	Masters Program				21,722				21,722	17,925	3,797	
5064-15.12	Course Hosting			319,500					319,500	286,545	32,955	
5064-15	Other (Local Entry Fees)								0	455,337	(455,337)	
5067-15	Rent	5,000			2,500	90,000		21,500	119,000	243,989	(124,989)	
5070-15	Small Equipment				1,500			500	2,000	4,112	(2,112)	
5073-15	Supplies & Materials	25,000	5,000	3,000	3,000	40,000	100	6,500	82,600	116,310	(33,710)	
5076-15	Telephone	2,500		2,000	2,000	4,000		4,000	14,500	15,031	(531)	



USA Weightlifting  
Athlete Development Programs  
2020 Budget

Acct	Description	Actual at 8/31/2019	Athlete Development	Olympics	2020 Budget	Notes
<b>REVENUE:</b>						
4025	High Performance Support	107,865	143,000		143,000	USOC
4035	International Relations	25,000	10,000		10,000	
4210	Merchandise Sales	1,497			0	
4312	Give Direct Campaign	1,415	2,000		2,000	
4325	Misc. Contributions	8,818	10,000		10,000	Foundation Contribution
4355	Event Sponsorship	1,500		400,000	400,000	Tokyo Strong
4360	Royalties	4,160	5,000		5,000	
4515	USOTC Room & Board Revenue				0	
4610	Bid Fees				0	
4620	Ticket Sales	5,521	5,500		5,500	
4630	Individual Entry Fees	57,710	60,000		60,000	
4631	Team Entry Fees				0	
4645	Vendor Exhibit & Hotel Rebate	7,002	10,000		10,000	
4650	International Events	434,830	12,000		12,000	Arnold International
4830	Self Funded Athl & UnOff Delegate	144,601			0	
4833	Athlete Development Camps	0			0	
4835	Membership Camps @ OTC				0	
4999	Sale of Uesaka Equip	100,000			0	
	<b>Total Revenue</b>	<b>899,919</b>	<b>257,500</b>	<b>400,000</b>	<b>657,500</b>	

<b>EXPENSES:</b>						
5001-15	Advertising & Promotion	2,382				
	Airfare and Accommodations					
5004-15.1	Airfare	350,403	400,000	170,000	570,000	
5004-15.2	Ground Transportation	65,527	10,000	35,000	45,000	
5004-15.3	Meal per diems & reimb only	71,762		65,000	65,000	
5004-15.4	Lodging & Meals	646,553	550,000	310,000	860,000	
	Other	12,473			0	
5007-15	Apparel & Outfitting	1,887	2,500	10,000	12,500	
5010-15	Athlete Incentives	511,417	600,000	150,000	750,000	

USA Weightlifting  
Athlete Development Programs  
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Acct	Description	Actual at 8/31/2019	Athlete Development	Olympics	2020 Budget	Notes
5011-15	High Performance Assistance	34,060	35,000		35,000	
5016-15	Contract Services/Casual Labor	73,353	75,000		75,000	
5017-15	Contributions/Donations/Grants	0			0	
5025-15	Discounts & Allowances	0			0	
5028-15	Dues, Fees & Subscriptions	185,711	185,000		185,000	
5030-15	Background Screening	1,252	1,500		1,500	
5031-15	Education	15			0	
5034-15	Gifts & Awards	9,755	9,700		9,700	
5040-15	Insurance	4,875	2,000		2,000	
5043-15	Internet/ Transaction Fees	34			0	
5049-15	Legal & Professional Fees	43,191	45,000		45,000	
5050-15	Media Services	20,498	25,000		25,000	
5058-15	Postage & Shipping	31,725	33,000	5,000	38,000	
5061-15	Printing & Publications	0			0	
5064-15.12	Rebates	0			0	
5067-15	Rent	36,408	5,000		5,000	
5070-15	Small Equipment	901			0	
5073-15	Supplies & Materials	24,378	25,000	5,000	30,000	
5076-15	Telephone	2,510	2,500		2,500	
5085-15	Royalty Payment	320			0	
5099-15	Other	52			0	
	<b>Total Expenses</b>	<b>2,131,440</b>	<b>2,006,200</b>	<b>750,000</b>	<b>2,756,200</b>	
	<b>NET INCOME (LOSS)</b>	<b>(1,231,520)</b>	<b>(1,748,700)</b>	<b>(350,000)</b>	<b>(2,098,700)</b>	



USA Weightlifting  
Coaching Education  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
<b>REVENUE:</b>				
4355	Sponsorship/Contributions	8,000		Not planning on Symposium for 2020 so the IWF grant goes away
	Membership Fee Income			
4420	Coaching Recertification	176,460	264,690	Straight line assumption through 8/31 (22,057.50 monthly x 12) I believe with the sport80 gap close this will be closer to \$300 next year. 2019 budget called for \$260 which we are on track for. So this is a flat estimate and conservative
	Coaching Course Income			
4510	Course Revenues	1,472,706	2,250,000	scales the projection back 9% from that and does not reflect the moving target
4515	USOTC Room & Board Revenue			
4520	Cancellation Fee			
4530	Late fee			
4540	Retest Fee			
4545	Change Fee			
4645	Sponsor/Vendor/Exhibit/Hotel Rebate			
4546	No Show/ Transfer fee			
	<b>Total Revenue</b>	<b>1,657,166</b>	<b>2,514,690</b>	
<b>EXPENSES:</b>				
5001-15	Advertising & Promotion	19,200	50,000	carried over from 2019 budget
	Airfare and Accommodations			
5004-15.1	Airfare	17,309	17,000	2019 \$34M for symposium speakers, reduced by 50% for CE staff to attend events, speaking engagements and other travel (women's weekends etc.)
5004-15.2	Ground Transportation	5,172	2,000	2019 \$4M for symposium speakers, reduced by 50% for CE staff to attend events, speaking engagements and other travel
5004-15.3	Meal per diems & reimb only	12,332	2,000	2019 \$4M for symposium speakers, reduced by 50% for CE staff to attend events, speaking engagements and other travel
5004-15.4	Lodging & Meals	17,458	7,000	2019 \$15M for symposium speakers, reduced by 50% for CE staff to attend events, speaking engagements and other travel
5007-15	Apparel & Outfitting	200	4,000	200 shirts at \$20 carried over from 2019, we did not complete the instructor outfitting project in 2019

USA Weightlifting  
Coaching Education  
2020 Budget

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5016-15	Contract Services/Casual Labor	395,662	571,500	Assumed 14.2% of average registration cost of \$493 (not \$499) due to accomodations/re-take discounts and other promotional enrollments from programs and colleges.
5025-15	Discounts & Allowances			
5028-15	Dues, Fees & Subscriptions	3,295	4,000	estimate based on actual expenses incurred in 2019 that were not budgeted
5031-15	Education			
5034-15	Gift & Awards			
5040-15	Insurance			
5043-15	Internet/ Transaction Fees	18	20,000	2019 budget broke this out at \$3M Moodle, \$5M service contract, \$7M hosting. The increase to 20M allows us to maintain the Moodle platform and redesign L1 to the same updated L2 framework. It also provides cushion to develop modular (smaller) online courses
5049-15	Legal & Professional Fees			
5050-15	Media Services	6,717	10,000	2019 Budget 2M, 2019 expenses through august for some L2 photo shoots, this amount for 2020 will allow us to re-shoot all L1 content for a course refresh following the Olympics to roll out in 2021
5056-15	Employee Relocation Expense			
5058-15	Postage & Shipping	1,509	2,000	estimate based on actual expenses incurred in 2019 that were under-budgeted
5061-15	Printing & Publications	643	1,000	carried over from 2019 budget
5064-15	Rebates			
5064-15.12	Course Hosting	191,030	319,500	Assumed 14.2% of average registration cost of \$493 (not \$499) due to accomodations/re-take discounts and other promotional enrollments from programs and colleges.
5067-15	Rent	6,414		New line item incurred in 2019, not previously budgeted, assuming this was from the Symposium we do not need to budget this for 2020
5070-15	Small Equipment	141		
5073-15	Supplies & Materials	1,540	3,000	Actual by 8/31/19 was significantly lower than the \$6,500 previously budgeted for assumed symposium costs. \$3,000 here is a 50% reduction and provided for cushion
5076-15	Telephone	1,471	2,000	

USA Weightlifting  
Coaching Education  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
5101-15	Staff Honorariums	7,975		Without estimating how many courses Anna/Mike/JP will do this number is effectively covered in the contractor services line for budgeting purposes. Depending on our activity this line will be a direct reduction from there.
	<b>Total Expenses</b>	<b>688,086</b>	<b>1,015,000</b>	
<b>NET INCOME (LOSS)</b>		<b>969,080</b>	<b>1,499,690</b>	

USA Weightlifting  
Membership  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
<b>REVENUE:</b>				
	USOC			
4035	International Relations			
4045	Matching Challenge Grant	1,750	0	
4047	Media Agreement	150,000	150,000	Tier 1
4050	Olympic Team Trials			
4070	Media Insurance Reimbursement		3,000	Anti-defamation insurance we must carry because of DMA
4080	Communications Support Program			
4080.5	Royalties			
4130	Securities Acct Interest			
	Merchandise Sales			
4210.1	Non Taxable	15,991	14,000	
4210.4	Commission on Licensed Merchandise	96	0	
4230	Less: Cost of Goods Sold	(4,979)	(7,000)	
	Membership Fee Income			
4410	Active Membership	1,255,377	1,800,000	10% less of current numbers using the price of annual memberships
4415	Club Membership	149,728	180,000	10% less of current numbers using the price of annual club memberships
4420	Coaching Recertification			
4425	IWF Referee Fees			
4430	Masters rebate Program	16,202	21,722	10% less of current masters memberships
4435	MHF - Manual Handling Fee			
4440	Sanction Fees	33,825	48,000	
4443	Local Entry Fees	256,136	20,000	We will only be collecting the \$2 processing fee per registration
4455	Coaches Liability Insurance	24,505	22,000	
4460	Background Screening	26,800	40,000	Background Screening Price to increase to \$35, 10% less than what we processed in 2019

USA Weightlifting  
Membership  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
	Coaching Course Income			
4520	Cancellation Fee			
	Event Revenue			
4635	Sponsor/Vendor/Exhibit/Hotel Rebate			
4835	Membership Camps	63,795	30,000	Women's Camp to invite international participants
4840	Vendor Rebate Program			unknown
	Other	42	30,000	Grand Central New York Fundraiser
	<b>Total Revenue</b>	<b>1,989,268</b>	<b>2,351,722</b>	
<b>EXPENSES:</b>				
5001-15	Advertising & promotion	24,237	200,000	80k - Olympic Media, \$12.5 GoodSport / Revenue Camps, Tokyo Strong mktg, International Weightlifting Day, Club Competitions, Try Weightlifting, Membership Month, Membership general mktg, Olympics, Post-Olympics Push
	Airfare and Accommodations			
5004-15.1	Airfare	4,417	10,000	
5004-15.2	Ground Transportation	2,593	2,000	
5004-15.3	Meal per diems & reimb only	3,791	2,000	
5004-15.4	Lodging & Meals	58		
5007-15	Apparel & Outfitting	1,310	1,000	
5016-15	Contract Services/Casual Labor	9,950	15,000	
5028-15	Dues, Fees & Subscriptions	38,602	40,000	
5030-15	Background Screening	23,067	37,337	Cost per Background screening increase, assuming 10% downgrade in screenings
5034-15	Gifts & Awards	239	1,000	
5040-15	Insurance	95,922	145,000	
5043-15	Internet/ Transaction Fees	168,500	150,000	
5049-15	Legal & Professional Fees	37,993	45,000	

USA Weightlifting  
Membership  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
5050-15	Media Services	23,982	25,000	
5058-15	Postage & Shipping	946	4,000	
5061-15	Printing & Publications	634	3,000	
5064-15	Rebates			
5064-15.10	LWC Rebates	12,450	20,000	
5064-15.11	Masters Program	11,950	21,722	
5064-15.12	Other	223,558	0	This account was used to pay out local meet registrations in 2019
5067-15	Rent	1,500	2,500	
5070-15	Small Equipment		1,500	
5073-15	Supplies & Materials	1,058	3,000	
5076-15	Telephone	1,102	2,000	
	<b>Total Expenses</b>	<b>687,857</b>	<b>731,059</b>	
	<b>NET INCOME (LOSS)</b>	<b>1,301,411</b>	<b>1,620,663</b>	

USA Weightlifting  
Events  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
<b>REVENUE:</b>				
	USOC			
4045	Matching Challenge Grant			
4047	Media Agreement	7,000	7,000	
	Sponsorship/ Contribution			
4340	Sponsorship other			
4355	Event Sponsorship	223,250	300,000	
	Event Revenue			
4610	Bid Fees			
4620	Ticket Sales	96,255	128,000	
4630	Individual Entry Fees	590,011	650,000	
4631	Team Entry Fees	4,605	6,000	
4632	T-Shirt - Poster sales			
4230	Less: Cost of Goods Sold			
4633	Event Shuttle Service			
4645	Sponsor/Vendor/Exhibit/Hotel Rebate	56,670	60,000	
	Other Revenue	349	500	
	Marketing Income			
4830	Self Funded Athl & Runoff Delegate	22,870	30,000	
4838	Athlete Invoiced for Drug Test			
	Non-Cash Revenues			
4910	VIK Donations			
	<b>Total Revenue</b>	<b>1,001,010</b>	<b>1,181,500</b>	
<b>EXPENSES:</b>				
5001-15	Advertising & Promotion	22,719	10,000	
	Airfare and Accommodations - Events			
5004-15.1	Airfare	43,808	37,500	
5004-15.2	Ground Transportation	13,336	11,500	
5004-15.3	Meal per diems & reimb only	71,353	61,000	
5004-15.4	Lodging & Meals	120,185	105,000	
5007-15	Apparel & Outfitting	3,594	3,000	

USA Weightlifting  
Events  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
5011-15	High Performance Assistance	4,050		
5016-15	Contract Services/Casual Labor	149,279	130,000	
5028-15	Dues, Fees & Subscriptions	49,794	45,000	
5031-15	Education	1,250	2,000	
5034-15	Gifts & Awards	19,910	30,000	
5040-15	Insurance	2,008	3,300	
5043-15	Internet/ Transaction Fees			
5046-15	IT Support			
5049-15	Legal & Professional Fees	106		
5050-15	Media Services	124,253	110,000	
5052-15	Other Expense	1,300	2,000	
5058-15	Postage & Shipping	20,620	20,000	
5061-15	Printing & Publications	3,348	5,000	
5064-15	Rebates	80,000	80,000	
5067-15	Rent	103,103	90,000	
5070-15	Small Equipment			
5073-15	Supplies & Materials	42,868	40,000	
5076-15	Telephone	2,475	4,000	
5080-15	Event Emergency Fund			
	VIK			
	<b>Total Expenses</b>	<b>879,359</b>	<b>789,300</b>	
	<b>NET INCOME (LOSS)</b>	<b>121,652</b>	<b>392,200</b>	



Governance  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
	<b>Total Revenue</b>	<b>0</b>	<b>0</b>	
<b>EXPENSES:</b>				
	Airfare and Accommodations			
5004-15.1	Airfare	2,983	5,000	
5004-15.2	Ground Transportation	34	100	
5004-15.3	Meal per diems & reimb only	298	500	
5004-15.4	Lodging & Meals	2,623	5,000	
5016-15	Contract Services/Casual Labor	9,440		
5034-15	Gifts & Awards	3,519	5,000	
5040-15	Insurance			
5049-15	Legal & Professional Fees	1,500	10,000	
5058-15	Postage & Shipping			
5061-15	Printing & Publications			
5073-15	Supplies & Materials	16	100	
	<b>Total Expenses</b>	<b>20,412</b>	<b>25,700</b>	
<b>NET INCOME (LOSS)</b>		<b>(20,412)</b>	<b>(25,700)</b>	

USA Weightlifting  
National Headquarters  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
<b>REVENUE:</b>				
4065	Special Grant			
4130	Investment Income - Interest)			
4325	Misc. Contributions			Amazon Smile
4645	Sponsor/Vendor/Exhibit/Hotel Rebate			
4700	Investment Gain (Loss)			
	Non-Cash Revenues			
4800	Marketing Income			
4910	VIK Donations			See Expense
4920	VIK United			
4935	VIK - USOC Rent			
4999	Other Income	55		
	<b>Total Revenue</b>	<b>55</b>	<b>0</b>	
<b>EXPENSES:</b>				
5001-15	Advertising & Promotion	1,184	2,000	
	Airfare and Accommodations			
5004-15.1	Airfare	5,612	8,500	
5004-15.2	Ground Transportation	2,327	3,500	
5004-15.3	Meal per diems & reimb only	1,741	2,500	
5004-15.4	Lodging & Meals	2,431	3,500	
	Other			
5010-15	Athlete Incentives			
5013-15	Bad Debt Expense		20,000	
5016-15	Contract Services/Casual Labor	15,891	24,000	
5017-15	Contributions/Donations/Grants	500	1,000	
5025-15	Discounts & Allowances			
5028-15	Dues, Fees & Subscriptions	22,187	33,500	
5030-15	Background Screening	370	500	
5034-15	Gifts & Awards	702	1,000	
5040-15	Insurance	11,016	16,500	
5043-15	Internet Transaction Fees			

USA Weightlifting  
National Headquarters  
2020 Budget

Acct	Description	Actual at 8/31/2019	2020 Budget	Notes
5046-15	IT Support	10,368	15,500	
5049-15	Legal & Professional Fees	62,849	95,000	
5050-15	Media Services	2,701	4,000	
5052-15	Other Expense			
	Personnel Expense			
5055-15.5	Salaries & Wages	524,200	825,000	
5055-15.6	Payroll Taxes	41,678	66,000	
5055-15.7	Employee Benefits-Insurance	74,450	95,000	
5055-15.8	CONOEL Retirement Contribution	42,806	62,000	
5031-15	Education			
5056-15	Employee Relocation Expense			
5058-15	Postage & Shipping	4,211	6,500	
5061-15	Printing & Publications	587	1,000	
5067-15	Rent	14,235	21,500	
5070-15	Small Equipment	240	500	
5073-15	Supplies & Materials	4,421	6,500	
5076-15	Telephone	2,464	4,000	
	VIK Donations			
5080-15	Event Emergency Fund		100,000	
5637	Depreciation			
	<b>Total Expenses</b>	<b>849,169</b>	<b>1,357,000</b>	
	<b>NET INCOME (LOSS)</b>	<b>(849,114)</b>	<b>(1,357,000)</b>	

USA Weightlifting  
2019 Budget - Annualized Income

Acct	Description	Balance at 8/31/2019	Annualized	Notes
<b>REVENUE:</b>				
	USOC			
4025	High Performance Support	107,865	143,820	\$35,955 Quarterly
4035	International Relations	25,000	25,000	Do not annualize
4045	Matching Challenge Grant	4,750	4,750	Do not annualize
4047	Media Agreement	157,000	157,000	Do not annualize
4050	Olympic Team Trials		0	Do not annualize
4065	Special Grant		0	Do not annualize
4070	Media Insurance Reimbursement		0	
4080	Communications Support Program		0	
4080.5	Royalties		0	
	Investment Income		0	
4102	USOF		0	
4120	Oppenheimer		0	
4130	Securities Acct Interest		0	
	Merchandise Sales		0	
4210.1	Non Taxable	16,352	24,528	
4213	Third Party	213	319	
4210.4	Commission on Licensed Merchandise	1,369	2,053	
4220	Shipping		0	
4230	Less: Cost of Goods Sold	(6,081)	(9,121)	
	Sponsorship/ Contribution		0	
4305	Apparel		0	
4312	Give Direct Campaign	1,415	2,123	
4325	Misc. Contributions	8,865	13,298	
4355	Event Sponsorship	232,750	349,125	
4360	Pyrros' Royalties	4160	6,240	
			0	
	Membership Fee Income		0	
4410	Active Membership	1,255,377	1,883,065	
4415	Club Membership	149,728	224,591	

USA Weightlifting  
2019 Budget - Annualized Income

Acct	Description	Balance at 8/31/2019	Annualized	Notes
4420	Coaching Recertification	176,460	264,690	
4425	IWF Referee Fees	0	0	
4430	Masters rebate Program	16,202	24,303	
4435	MHF - Manual Handling Fee		0	
4440	Sanction Fees	33,825	50,738	
4443	Local Entry Fees	256,136	384,204	
4455	Coaches Liability Insurance	24,505	36,758	
4460	Background Screening	26,800	40,200	
4490	LWC Rebate	1,585	2,377	
	Coaching Course Income		0	
4510	Course Revenues	1,472,706	2,209,059	
4515	USOTC Room & Board Revenue	0	0	
4520	Cancellation Fee	0	0	
4530	Late fee		0	
4540	Retest Fee		0	
4545	Change Fee		0	
4546	No Show/ Transfer fee		0	
	Event Revenue		0	
4610	Bid Fees	0	0	
4620	Ticket Sales	101,776	152,664	
4630	Individual Entry Fees	648,123	972,185	
4631	Team Entry Fees	4,605	6,908	
4632	T-Shirt - Poster sales		0	
4633	Event Shuttle Service		0	
4645	Spnsr/Vendor/Exhib/Hotel Rebate	60,672	91,008	
4650	International Events	434,830	434,830	Do not annualize
4700	Investments Gain/Loss		0	
	Marketing Income		0	
4810	Magazine Sales		0	
4815	Miscellaneous		0	
4820	Community Develop training Program		0	
4821	OTC Meal Ticket Income		0	

USA Weightlifting  
2019 Budget - Annualized Income

Acct	Description	Balance at 8/31/2019	Annualized	Notes
4830	Self Funded Athl & Runoff Delegate	167,471	251,207	
4833	Athlete Development Camp-Athlete Fee		0	
4835	Membership Camps	63,795	95,693	
4838	Athlete Invoiced for Drug Test		0	
4800	Other		0	
	Non-Cash Revenues		0	
4725	Unrealized Gain/Loss on Investment		0	
4910	VIK Donations		0	
4920	VIK United		0	
4935	VIK - USOC Rent		0	
4999	Other Income	100,055	150,083	
	<b>Total Revenue</b>	<b>5,548,308</b>	<b>7,993,695</b>	

USA Weightlifting  
2019 Budget - Annualized Income

Acct	Description	Balance at 8/31/2019	Annualized	Notes
<b>EXPENSES:</b>				
5001-15	Advertising & Promotion	69,988	104,982	
	Airfare and Accommodations	14,849	22,273	
5004-15.1	Airfare	423,622	635,433	
5004-15.2	Ground Transportation	89,030	133,544	
5004-15.3	Meal per diems & reimb only	162,206	243,309	
5004-15.4	Lodging & Meals	805,697	1,208,546	
5007-15	Apparel & Outfitting	2,414	3,621	
5010-15	Athlete Incentives	513,917	770,875	
5011-15	High Performance Assistance	38,110	57,165	
5013-15	Bad Debt Expense		0	
5016-15	Contract Services/Casual Labor	660,513	990,769	
5017-15	Contributions/Donations/Grants	500	750	
5025-15	Discounts & Allowances	0	0	
5028-15	Dues, Fees & Subscriptions	300,647	450,971	
5030-15	Background Screening	24,689	37,033	
5031-15	Education	1,265	1,898	
5034-15	Gifts & Awards	37,832	56,748	
5040-15	Insurance	113,821	170,731	
5043-15	Internet/ Transaction Fees	168,534	252,801	
5046-15	IT Support	10,368	15,552	
5049-15	Legal & Professional Fees	145,638	218,457	
5050-15	Media Services	178,662	267,993	
5025-15	Other Expense	1,352	2,027	
	Personnel Expense			
5055-15.5	Salaries & Wages	532,174	798,261	
5055-15.6	Payroll Taxes	41,678	62,517	
5055-15.7	Employee Benefits-Insurance	74,450	111,675	

USA Weightlifting  
2019 Budget - Annualized Income

Acct	Description	Balance at 8/31/2019	Annualized	Notes
5055-15.8	CONOEL Retirement Contribution	42,806	64,209	
5056-15	Employee Relocation Expense		0	Do not annualize
5058-15	Postage & Shipping	59,278	88,917	
5061-15	Printing & Publications	5,340	8,010	
5064-15	Rebates			
5064-15.10	LWC Rebates	12,450	18,675	
5064-15.11	Masters Program	11,950	17,925	
5064-15.12	Course Hosting	191,030	286,545	
5064-+15	Other	303,558	455,337	
5067-15	Rent	162,659	243,989	
5070-15	Small Equipment	2,742	4,112	
5073-15	Supplies & Materials	77,540	116,310	
5076-15	Telephone	10,021	15,031	
	VIK Donations			
5085-15	Royalty Payments	320	480	Do not annualize
5637	Depreciation		0	
	<b>Total Expenses</b>	<b>5,291,648</b>	<b>7,937,472</b>	
	<b>NET INCOME (LOSS)</b>	<b>256,660</b>	<b>56,223</b>	
	<b>ADJUSTMENTS TO CASH</b>			
5637	Depreciation		0	
	Purchase of Equipment		0	
	<b>INCREASE (DECREASE) TO CASH</b>	<b>256,660</b>	<b>56,223</b>	