

USA Weightlifting
2018 Budget - Summary

Description	Athlete Development & Programs	Coaching Education	Membership Services	Events	Governance	Organizational Development	National Headquarters	Total Budget	2017 Actual (Estimate)	Difference Increase (Decrease)	Notes
REVENUE:											
USOC	0	0	177,930	0	0	0	0	177,930	220,724	(42,794)	
Investment Income	0	0	0	0	0	0	10,000	10,000	11,744	(1,744)	
Merchandise Sales	8,600	0	14,000	20,000	0	0	0	42,600	48,891	(6,291)	
Sponsorship/ Contribution	26,000	0	0	0	0	0	0	26,000	25,771	229	
Membership Fee Income	0	235,000	1,857,000	0	0	0	0	2,092,000	2,233,136	(141,136)	
Coaching Course Income	0	2,000,000	0	0	0	0	0	2,000,000	2,161,116	(161,116)	
Event Revenue	51,500	0	0	634,353	0	0	0	685,853	1,060,538	(374,685)	
Investments Gain/Loss	0	0	0	0	0	0	50,000	50,000	61,633	(11,633)	
Marketing Income	291,460	0	30,000	0	0	0	0	321,460	244,117	77,343	
Non-Cash Revenues	0	0	0	0	0	0	0	0	0	0	
Other Income								0	1,600	(1,600)	
Total Revenue	377,560	2,235,000	2,078,930	654,353	0	0	60,000	5,405,843	6,069,270	(663,428)	
EXPENSES:											
Advertising & Promotion	5,000	20,000	250,000	50,000	0	0	0	325,000	87,579	237,421	
Airfare and Accommodations	777,490	29,100	4,600	147,800	37,500	19,000	21,250	1,036,740	1,472,455	(435,715)	
Apparel & Outfitting	945	0	0	0	0	0	0	945	16,023	(15,078)	
Athlete Incentives	569,000	0	0	0	0	0	0	569,000	588,800	(19,800)	
Athlete Performance Planning	150,000	0	0	0	0	0	0	150,000	58,311	91,689	
Bad Debt Expense	0	0	0	0	0	0	0	0	0	0	
Contract Services/Casual Labor	30,000	500,000	17,000	146,500	0	0	25,000	718,500	786,120	(67,620)	
Contributions/Donations/Grants	0	0	0	0	0	0	1,500	1,500	29,525	(28,025)	
Discounts & Allowances	0	0	0	0	0	0	5,000	5,000	4,846	154	
Dues, Fees & Subscriptions	71,800	0	15,000	0	0	5,000	17,000	108,800	124,023	(15,223)	
Background Screening	620	0	25,000	0	0	0	0	25,620	20,952	4,668	
Gifts & Awards	1,000	0	2,000	13,000	4,000	2,000	10,000	32,000	81,381	(49,381)	
Insurance	2,000	0	272,000	0	0	0	16,000	290,000	297,056	(7,056)	
Internet/ Transaction Fees	12	0	100,000	16,200	0	0	25	116,237	189,525	(73,288)	
IT Support	0	0	0	0	0	0	20,000	20,000	20,229	(229)	
Legal & Professional Fees	20,000	25,000	0	24,700	2,000	0	90,000	161,700	229,275	(67,575)	
Media Services	0	2,000	0	0	0	0	50	2,050	7,351	(5,301)	
Other Expense	0	0	0	0	0	0	0	0	2,227	(2,227)	
Salaries & Wages	0	0	0	0	0	0	777,171	777,171	706,519	70,651	
Payroll Taxes	0	0	0	0	0	0	61,198	61,198	55,635	5,563	
Employee Benefits	0	0	0	0	0	0	179,500	179,500	166,666	12,834	
Postage & Shipping	12,000	50	5,000	66,000	500	500	12,500	96,550	97,767	(1,217)	
Printing & Publications	775	300	3,000	4,500	100	0	4,800	13,475	19,528	(6,053)	
Rebates	0	275,000	198,000	14,500	0	0	0	487,500	362,361	125,139	
Rent	0	0	0	100,000	0	0	18,300	118,300	314,098	(195,798)	
Small Equipment	3,300	0	850	20,000	0	0	3,100	27,250	36,897	(9,647)	
Supplies & Materials	2,575	500	5,000	15,000	500	0	10,750	34,325	69,241	(34,916)	
Telephone	3,025	2,100	0	0	0	500	3,800	9,425	23,013	(13,588)	
Event Emergency Fund	0	0	0	35,000	0	0	0	35,000	0	35,000	
VIK Donations	0	0	0	0	0	0	0	0	0	0	
Royalty Payments	0	0	0	0	0	0	0	0	27,500	(27,500)	
Total Expenses	1,649,542	854,050	897,450	653,200	44,600	27,000	1,276,943	5,402,785	5,894,903	(492,118)	
NET INCOME (LOSS)	(1,271,982)	1,380,950	1,181,480	1,153	(44,600)	(27,000)	(1,216,943)	3,057	174,367	(171,310)	