

USA Swimming
Income Statement - By Category
For the Periods Ended December 31, 2017

	Quarter Actual	2017 Actual	2017 Budget	Favorable (Unfavorable)	Percentage
REVENUE:					
Membership	\$3,986	\$22,483,811	\$23,255,000	(\$771,189)	-3.32%
USOC Partnership	1,129,727	5,134,700	4,969,700	165,000	3.32%
Marketing Partner Revenue	1,396,531	4,775,148	6,084,500	(1,309,352)	-21.52%
Events and Registration	(98,929)	978,254	1,098,500	(120,246)	-10.95%
Publications and Fulfillment	38,506	117,052	169,000	(51,948)	-30.74%
Foundation and Swim-A-Thon	257,500	792,500	775,500	17,000	2.19%
Investment Income	750,567	1,001,643	1,005,500	(3,857)	-0.38%
Imputed Prepaid Rent Interest Income	43,595	174,382	174,300	82	0.05%
Other Income	47,751	157,363	261,000	(103,637)	-39.71%
Total Revenue	3,569,233	35,614,853	37,793,000	(2,178,147)	-5.76%
EXPENSES:					
Salaries and Wages	2,790,752	9,172,363	9,062,074	(110,289)	-1.22%
Employee Benefits	455,257	1,996,232	2,159,938	163,706	7.58%
Employment Taxes	116,810	517,695	543,788	26,093	4.80%
Total Payroll and Benefits	3,362,819	11,686,290	11,765,800	79,510	0.68%
Travel and Hospitality	822,584	5,662,014	5,871,529	209,515	3.57%
Professional Fees & Honoraria	971,839	3,152,391	3,576,133	423,742	11.85%
Direct Athlete Support	626,981	3,008,501	3,488,900	480,399	13.77%
Insurance	169,596	2,955,177	3,442,500	487,323	14.16%
Television and Video Production	351,252	1,580,082	1,743,000	162,918	9.35%
Grants	393,524	1,248,225	1,290,500	42,275	3.28%
Dues, Fees & Tickets	354,343	1,169,639	1,038,121	(131,519)	-12.67%
Depreciation and Amortization	283,406	927,080	1,051,113	124,033	11.80%
Supplies and Expense	250,519	819,474	921,664	102,190	11.09%
Gear, Equipment, & Signage	104,028	784,027	640,883	(143,144)	-22.34%
Rent and Lease Expense	256,950	696,905	829,892	132,987	16.02%
Printing and Duplication	219,721	649,404	833,845	184,441	22.12%
Awards	40,963	548,297	482,706	(65,591)	-13.59%
Information Technology Expenses	129,485	534,801	447,400	(87,401)	-19.54%
Apparel	149,588	481,676	642,991	161,315	25.09%
Protocol & Gifts	10,552	188,994	186,328	(2,666)	-1.43%
Telephone and Internet Service	38,923	118,230	154,805	36,575	23.63%
Advertising	11,322	84,650	265,250	180,600	68.09%
Miscellaneous Expenses	8,857	66,807	49,290	(17,517)	-35.54%
Contingency	0	0	223,550	223,550	100.00%
Total Expenses	8,557,254	36,362,665	38,946,200	2,583,535	6.63%
OPERATING INCOME (LOSS)	(\$4,988,020)	(\$747,813)	(\$1,153,200)	\$405,387	-35.15%
Investment Gains (Losses)	554,846	3,816,462	573,000	3,243,462	566.05%
Foundation Endowment Donation	0	(1,000,000)	(1,000,000)	0	0.00%
NET SURPLUS (DEFICIT)	(\$4,433,174)	\$2,068,649	(\$1,580,200)	\$3,648,849	-230.91%