

USA Weightlifting Budget vs. Actual - Total

	Jan - Mar 17	Budget
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4035.0 · Int'l Relations	5,000.00	
4045.0 · Matching Challenge Grant	0.00	25,000.00
4047.0 · Media Agreement	8,800.00	150,000.00
4070.0 · Media Insurance Reimbursement	0.00	2,929.00
4080.0 · Communications Support Program	0.00	7,200.00
Total 4000.0 · USOC	13,800.00	185,129.00
4100.0 · Investment Income		
4130.0 · Securities Acct Interest	2,223.83	
Total 4100.0 · Investment Income	2,223.83	
4200.0 · Marketing		
4210.0 · Sales		
4210.1 · Non Taxable Out of State	24,861.20	25,000.00
4210.4 · Comm on Licensed Merch Sales	3,192.24	
4210.0 · Sales - Other	84.99	
Total 4210.0 · Sales	28,138.43	25,000.00
4230.0 · Sales-Cost of Goods	-3,128.01	-20,000.00
Total 4200.0 · Marketing	25,010.42	5,000.00
4300.0 · Sponsorship/Contributions		
4312.0 · Give Direct Campaign		
4312.1 · GDC General Fund	462.40	
4312.2 · GDC Masters	50.00	
4312.3 · GDC University	50.00	
4312.4 · GDC Juniors	50.00	
4312.5 · GDC Youth	70.20	
4312.6 · GDC Foundations	115.41	
4312.0 · Give Direct Campaign - Other	0.00	8,448.00
Total 4312.0 · Give Direct Campaign	798.01	8,448.00
4325.0 · Misc Contributions	3,622.98	17,933.00
4355.0 · Event Sponsorship	0.00	100,000.00
Total 4300.0 · Sponsorship/Contributions	4,420.99	126,381.00
4400.0 · Membership Fee Income		
4410.0 · Active Membership	434,225.00	1,250,000.00
4415.0 · Club Membership	57,345.00	199,000.00
4420.0 · Coaching Recertification	49,676.00	117,000.00
4425.0 · IWF Referee Fees	1,300.00	1,000.00
4430.0 · Masters Rebate Program	5,045.00	17,140.00
4435.0 · MHF - Manual Handling Fee	10.00	
4440.0 · Sanction Fees	16,425.00	45,000.00
4455.0 · Coaches Liability Insurance	11,375.00	19,500.00

USA Weightlifting Budget vs. Actual - Total

January through March 2017	Jan - Mar 17	Budget
4460.0 · Background Screening	6,140.00	30,000.00
Total 4400.0 · Membership Fee Income	581,541.00	1,678,640.00
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	622,710.00	2,100,000.00
4515.0 · USOTC Room & Board Revenue	2,835.00	28,485.00
4520.0 · Cancellation Fee, Coaching Cour	0.00	1,350.00
4530.0 · Late Fee, Coaching Course	0.00	11,700.00
4540.0 · Retest Fee, Coaching Course	500.00	2,430.00
4545.0 · Change Fee from Clubs & Instruc	0.00	500.00
4546.0 · No Show/ Transfer Fee	0.00	100.00
Total 4500.0 · Coaching Course Income	626,045.00	2,144,565.00
4600.0 · Event Revenue		
4610.0 · Bid Fees	1,500.00	6,000.00
4620.0 · Ticket Sales	21,780.00	28,000.00
4630.0 · Individual Entry Fees	135,763.00	267,230.00
4631.0 · Team Entry Fees	2,840.00	
4632.0 · Event T-Shirt - Poster Sales	46.00	
4633.0 · Event Shuttle Service	2,380.00	
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	104,695.63	82,500.00
Total 4600.0 · Event Revenue	269,004.63	383,730.00
4700.0 · Investments Gain/Loss		
4710.0 · Realized Loss on Investments	-776.00	
4720.0 · Realized Gain on Investments	35,121.01	
4700.0 · Investments Gain/Loss - Other	0.00	115,000.00
Total 4700.0 · Investments Gain/Loss	34,345.01	115,000.00
4800.0 · Marketing Income		
4830.0 · Self funded Athl & UnOff Delega	59,635.94	
4835.0 · Membership Camps @ OTC		
4835.1 · OTC Masters Camp	2,590.00	
4835.0 · Membership Camps @ OTC - Other	22,520.00	40,000.00
Total 4835.0 · Membership Camps @ OTC	25,110.00	40,000.00
Total 4800.0 · Marketing Income	84,745.94	40,000.00
4900.0 · Non-Cash Revenues		
4910.0 · VIK Donations	0.00	0.00
4920.0 · VIK United	0.00	30,000.00
4935.0 · VIK - USOC Rent	0.00	4,000.00
4940.0 · VIK Apparel Sponsor	0.00	60,000.00
Total 4900.0 · Non-Cash Revenues	0.00	94,000.00
Total Income	1,641,136.82	4,772,445.00
Gross Profit	1,641,136.82	4,772,445.00
Expense		
5001-15 · Advertising & Promotion	1,871.25	84,300.00

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 Total
 Accrual Basis

USA Weightlifting Budget vs. Actual - Total

	Jan - Mar 17	Budget
5004-15 · Airfare and Accommodations		
.1 · Airfare	101,088.65	299,580.00
.2 · Ground Transportation	10,999.64	40,375.00
.3 · Meal per diems & reimb only	11,918.89	60,625.00
.4 · Lodging & Meals	124,069.26	167,550.00
5004-15 · Airfare and Accommodations - Other	1,718.76	
Total 5004-15 · Airfare and Accommodations	249,795.20	568,130.00
5007-15 · Apparel & Outfitting	1,467.00	4,000.00
5010-15 · Athlete Incentives	149,700.00	489,850.00
5011-15 · High Performance Assistance	3,270.00	250,000.00
5016-15 · Contract Services/Casual Labor	213,094.88	853,050.00
5025-15 · Discounts & Allowances	730.00	500.00
5028-15 · Dues, Fees & Subscriptions	31,031.62	116,975.00
5030-15 · Background Screening	4,249.00	25,621.00
5034-15 · Gifts & Awards	12,949.04	13,975.00
5040-15 · Insurance	116,358.32	270,000.00
5043-15 · Internet / Transaction Fees	41,242.23	175,250.00
5046-15 · IT Support	4,704.00	12,000.00
5049-15 · Legal & Professional fees	36,370.65	110,516.00
5050-15 · Media Services	4,185.15	
5055-15 · Personnel expense		
.5 · Salaries and wages	142,375.96	690,000.00
.6 · Payroll taxes	12,497.29	57,553.00
.7 · Employee Benefits-Insurance	25,699.17	89,916.00
.8 · CONOEL Retirement Contribution	8,219.12	52,200.00
Total 5055-15 · Personnel expense	188,791.54	889,669.00
5056-15 · Employee Relocation Expense	3,358.82	
5058-15 · Postage & Shipping	20,404.26	88,768.00
5061-15 · Printing & Publications	16,219.51	10,227.00
5064-15 · Rebates		
.10 · LWC Rebates	0.00	180,000.00
.11 · Masters Program	0.00	19,000.00
.12 · Course Hosting	79,520.00	339,700.00
5064-15 · Rebates - Other	6,500.00	
Total 5064-15 · Rebates	86,020.00	538,700.00
5067-15 · Rent	59,971.81	55,600.00
5070-15 · Small Equipment	22,693.43	11,000.00
5073-15 · Supplies & Materials	10,326.30	35,318.00
5076-15 · Telephone	3,079.67	9,575.00
5080-15 · Event Emergency Fund	0.00	50,000.00
Total Expense	1,281,883.68	4,663,024.00
Net Ordinary Income	359,253.14	109,421.00
Net Income	359,253.14	109,421.00

USA Weightlifting Budget vs. Actual - Total

	\$ Over Budget	% of Budget
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4035.0 · Int'l Relations		
4045.0 · Matching Challenge Grant	-25,000.00	0.0%
4047.0 · Media Agreement	-141,200.00	5.87%
4070.0 · Media Insurance Reimbursement	-2,929.00	0.0%
4080.0 · Communications Support Program	-7,200.00	0.0%
Total 4000.0 · USOC	-171,329.00	7.45%
4100.0 · Investment Income		
4130.0 · Securities Acct Interest		
Total 4100.0 · Investment Income		
4200.0 · Marketing		
4210.0 · Sales		
4210.1 · Non Taxable Out of State	-138.80	99.45%
4210.4 · Comm on Licensed Merch Sales		
4210.0 · Sales - Other		
Total 4210.0 · Sales	3,138.43	112.55%
4230.0 · Sales-Cost of Goods	16,871.99	15.64%
Total 4200.0 · Marketing	20,010.42	500.21%
4300.0 · Sponsorship/Contributions		
4312.0 · Give Direct Campaign		
4312.1 · GDC General Fund		
4312.2 · GDC Masters		
4312.3 · GDC University		
4312.4 · GDC Juniors		
4312.5 · GDC Youth		
4312.6 · GDC Foundations		
4312.0 · Give Direct Campaign - Other	-8,448.00	0.0%
Total 4312.0 · Give Direct Campaign	-7,649.99	9.45%
4325.0 · Misc Contributions	-14,310.02	20.2%
4355.0 · Event Sponsorship	-100,000.00	0.0%
Total 4300.0 · Sponsorship/Contributions	-121,960.01	3.5%
4400.0 · Membership Fee Income		
4410.0 · Active Membership	-815,775.00	34.74%
4415.0 · Club Membership	-141,655.00	28.82%
4420.0 · Coaching Recertification	-67,324.00	42.46%
4425.0 · IWF Referee Fees	300.00	130.0%
4430.0 · Masters Rebate Program	-12,095.00	29.43%
4435.0 · MHF - Manual Handling Fee		
4440.0 · Sanction Fees	-28,575.00	36.5%
4455.0 · Coaches Liability Insurance	-8,125.00	58.33%

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Total
Accrual Basis

USA Weightlifting Budget vs. Actual - Total

	January through March 2017	\$ Over Budget	% of Budget
Ordinary Income/Expense			
4460.0 · Background Screening		-23,860.00	20.47%
Total 4400.0 · Membership Fee Income		-1,097,099.00	34.64%
4500.0 · Coaching Course Income			
4510.0 · Course Revenues		-1,477,290.00	29.65%
4515.0 · USOTC Room & Board Revenue		-25,650.00	9.95%
4520.0 · Cancellation Fee, Coaching Cour		-1,350.00	0.0%
4530.0 · Late Fee, Coaching Course		-11,700.00	0.0%
4540.0 · Retest Fee, Coaching Course		-1,930.00	20.58%
4545.0 · Change Fee from Clubs & Instruc		-500.00	0.0%
4546.0 · No Show/ Transfer Fee		-100.00	0.0%
Total 4500.0 · Coaching Course Income		-1,518,520.00	29.19%
4600.0 · Event Revenue			
4610.0 · Bid Fees		-4,500.00	25.0%
4620.0 · Ticket Sales		-6,220.00	77.79%
4630.0 · Individual Entry Fees		-131,467.00	50.8%
4631.0 · Team Entry Fees			
4632.0 · Event T-Shirt - Poster Sales			
4633.0 · Event Shuttle Service			
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate		22,195.63	126.9%
Total 4600.0 · Event Revenue		-114,725.37	70.1%
4700.0 · Investments Gain/Loss			
4710.0 · Realized Loss on Investments			
4720.0 · Realized Gain on Investments			
4700.0 · Investments Gain/Loss - Other		-115,000.00	0.0%
Total 4700.0 · Investments Gain/Loss		-80,654.99	29.87%
4800.0 · Marketing Income			
4830.0 · Self funded Athl & UnOff Delega			
4835.0 · Membership Camps @ OTC			
4835.1 · OTC Masters Camp			
4835.0 · Membership Camps @ OTC - Other		-17,480.00	56.3%
Total 4835.0 · Membership Camps @ OTC		-14,890.00	62.78%
Total 4800.0 · Marketing Income		44,745.94	211.87%
4900.0 · Non-Cash Revenues			
4910.0 · VIK Donations		0.00	0.0%
4920.0 · VIK United		-30,000.00	0.0%
4935.0 · VIK - USOC Rent		-4,000.00	0.0%
4940.0 · VIK Apparel Sponsor		-60,000.00	0.0%
Total 4900.0 · Non-Cash Revenues		-94,000.00	0.0%
Total Income		-3,131,308.18	34.39%
Gross Profit		-3,131,308.18	34.39%
Expense			
5001-15 · Advertising & Promotion		-82,428.75	2.22%

USA Weightlifting Budget vs. Actual - Total

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income		
5004-15 · Airfare and Accommodations		
.1 · Airfare	-198,491.35	33.74%
.2 · Ground Transportation	-29,375.36	27.24%
.3 · Meal per diems & reimb only	-48,706.11	19.66%
.4 · Lodging & Meals	-43,480.74	74.05%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	-318,334.80	43.97%
5007-15 · Apparel & Outfitting	-2,533.00	36.68%
5010-15 · Athlete Incentives	-340,150.00	30.56%
5011-15 · High Performance Assistance	-246,730.00	1.31%
5016-15 · Contract Services/Casual Labor	-639,955.12	24.98%
5025-15 · Discounts & Allowances	230.00	146.0%
5028-15 · Dues, Fees & Subscriptions	-85,943.38	26.53%
5030-15 · Background Screening	-21,372.00	16.58%
5034-15 · Gifts & Awards	-1,025.96	92.66%
5040-15 · Insurance	-153,641.68	43.1%
5043-15 · Internet / Transaction Fees	-134,007.77	23.53%
5046-15 · IT Support	-7,296.00	39.2%
5049-15 · Legal & Professional fees	-74,145.35	32.91%
5050-15 · Media Services		
5055-15 · Personnel expense		
.5 · Salaries and wages	-547,624.04	20.63%
.6 · Payroll taxes	-45,055.71	21.71%
.7 · Employee Benefits-Insurance	-64,216.83	28.58%
.8 · CONOEL Retirement Contribution	-43,980.88	15.75%
Total 5055-15 · Personnel expense	-700,877.46	21.22%
5056-15 · Employee Relocation Expense		
5058-15 · Postage & Shipping	-68,363.74	22.99%
5061-15 · Printing & Publications	5,992.51	158.6%
5064-15 · Rebates		
.10 · LWC Rebates	-180,000.00	0.0%
.11 · Masters Program	-19,000.00	0.0%
.12 · Course Hosting	-260,180.00	23.41%
5064-15 · Rebates - Other		
Total 5064-15 · Rebates	-452,680.00	15.97%
5067-15 · Rent	4,371.81	107.86%
5070-15 · Small Equipment	11,693.43	206.3%
5073-15 · Supplies & Materials	-24,991.70	29.24%
5076-15 · Telephone	-6,495.33	32.16%
5080-15 · Event Emergency Fund	-50,000.00	0.0%
Total Expense	-3,381,140.32	27.49%
Net Ordinary Income	249,832.14	328.32%
Net Income	249,832.14	328.32%

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through March 2017 Mar 17

Budget

Ordinary Income/Expense

Income

4000.0 · USOC

4035.0 · Int'l Relations

5,000.00

Total 4000.0 · USOC

5,000.00

4300.0 · Sponsorship/Contributions

4312.0 · Give Direct Campaign

4312.1 · GDC General Fund

462.40

4312.2 · GDC Masters

50.00

4312.3 · GDC University

50.00

4312.4 · GDC Juniors

50.00

4312.5 · GDC Youth

70.20

4312.6 · GDC Foundations

115.41

4312.0 · Give Direct Campaign - Other

0.00

8,448.00

Total 4312.0 · Give Direct Campaign

798.01

8,448.00

4325.0 · Misc Contributions

3,622.98

17,933.00

Total 4300.0 · Sponsorship/Contributions

4,420.99

26,381.00

4500.0 · Coaching Course Income

4515.0 · USOTC Room & Board Revenue

0.00

360.00

Total 4500.0 · Coaching Course Income

0.00

360.00

4600.0 · Event Revenue

4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate

14,062.50

Total 4600.0 · Event Revenue

14,062.50

4800.0 · Marketing Income

4830.0 · Self funded Athl & UnOff Delega

59,635.94

Total 4800.0 · Marketing Income

59,635.94

Total Income

83,119.43

26,741.00

Gross Profit

83,119.43

26,741.00

Expense

5004-15 · Airfare and Accommodations

.1 · Airfare

54,250.13

230,880.00

.2 · Ground Transportation

488.37

22,675.00

.3 · Meal per diems & reimb only

772.98

45,575.00

.4 · Lodging & Meals

81,246.86

102,050.00

Total 5004-15 · Airfare and Accommodations

136,758.34

401,180.00

5007-15 · Apparel & Outfitting

229.30

2,000.00

5010-15 · Athlete Incentives

149,700.00

480,000.00

5011-15 · High Performance Assistance

3,270.00

250,000.00

5016-15 · Contract Services/Casual Labor

0.00

550.00

5028-15 · Dues, Fees & Subscriptions

16,300.00

46,015.00

5030-15 · Background Screening

0.00

621.00

5034-15 · Gifts & Awards

1,532.18

519.00

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Accrual Basis

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through March 2017 Mar 17

Budget

	2017 Mar 17	Budget
5040-15 · Insurance	51.83	
5049-15 · Legal & Professional fees	915.00	9,016.00
5058-15 · Postage & Shipping	367.72	4,068.00
5061-15 · Printing & Publications	199.85	127.00
5064-15 · Rebates		
.12 · Course Hosting	0.00	700.00
Total 5064-15 · Rebates	0.00	700.00
5067-15 · Rent	3,167.50	
5070-15 · Small Equipment	0.00	1,000.00
5073-15 · Supplies & Materials	0.00	468.00
5076-15 · Telephone	718.26	2,050.00
Total Expense	313,209.98	1,198,314.00
Net Ordinary Income	-230,090.55	-1,171,573.00
Net Income	-230,090.55	-1,171,573.00

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through March 2017

Per Budget % of Budget

Ordinary Income/Expense

Income

4000.0 · USOC

4035.0 · Int'l Relations

Total 4000.0 · USOC

4300.0 · Sponsorship/Contributions

4312.0 · Give Direct Campaign

4312.1 · GDC General Fund

4312.2 · GDC Masters

4312.3 · GDC University

4312.4 · GDC Juniors

4312.5 · GDC Youth

4312.6 · GDC Foundations

4312.0 · Give Direct Campaign - Other

-8,448.00

0.0%

Total 4312.0 · Give Direct Campaign

-7,649.99

9.45%

4325.0 · Misc Contributions

-14,310.02

20.2%

Total 4300.0 · Sponsorship/Contributions

-21,960.01

16.76%

4500.0 · Coaching Course Income

4515.0 · USOTC Room & Board Revenue

-360.00

0.0%

Total 4500.0 · Coaching Course Income

-360.00

0.0%

4600.0 · Event Revenue

4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate

Total 4600.0 · Event Revenue

4800.0 · Marketing Income

4830.0 · Self funded Athl & UnOff Delega

Total 4800.0 · Marketing Income

Total Income

56,378.43

310.83%

Gross Profit

56,378.43

310.83%

Expense

5004-15 · Airfare and Accommodations

.1 · Airfare

-176,629.87

23.5%

.2 · Ground Transportation

-22,186.63

2.15%

.3 · Meal per diems & reimb only

-44,802.02

1.7%

.4 · Lodging & Meals

-20,803.14

79.62%

Total 5004-15 · Airfare and Accommodations

-264,421.66

34.09%

5007-15 · Apparel & Outfitting

-1,770.70

11.47%

5010-15 · Athlete Incentives

-330,300.00

31.19%

5011-15 · High Performance Assistance

-246,730.00

1.31%

5016-15 · Contract Services/Casual Labor

-550.00

0.0%

5028-15 · Dues, Fees & Subscriptions

-29,715.00

35.42%

5030-15 · Background Screening

-621.00

0.0%

5034-15 · Gifts & Awards

1,013.18

295.22%

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Accrual Basis

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through March 2017

	2017 Budget	% of Budget
Ordinary Income		
5049-15 · Legal & Professional fees	-8,101.00	10.15%
5058-15 · Postage & Shipping	-3,700.28	9.04%
5061-15 · Printing & Publications	72.85	157.36%
5064-15 · Rebates		
.12 · Course Hosting	-700.00	0.0%
Total 5064-15 · Rebates	-700.00	0.0%
5067-15 · Rent		
5070-15 · Small Equipment	-1,000.00	0.0%
5073-15 · Supplies & Materials	-468.00	0.0%
5076-15 · Telephone	-1,331.74	35.04%
Total Expense	-885,104.02	26.14%
Net Ordinary Income	941,482.45	19.64%
Net Income	941,482.45	19.64%

USA Weightlifting
Budget vs. Actual - Coaching Education

January through March 2017 Jan - Mar 17 Budget

Ordinary Income/Expense		
Income		
4400.0 · Membership Fee Income		
4420.0 · Coaching Recertification	46,736.00	117,000.00
Total 4400.0 · Membership Fee Income	<u>46,736.00</u>	<u>117,000.00</u>
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	622,710.00	2,100,000.00
4515.0 · USOTC Room & Board Revenue	2,835.00	28,125.00
4520.0 · Cancellation Fee, Coaching Cour	0.00	1,350.00
4530.0 · Late Fee, Coaching Course	0.00	11,700.00
4540.0 · Retest Fee, Coaching Course	500.00	2,430.00
4545.0 · Change Fee from Clubs & Instruc	0.00	500.00
4546.0 · No Show/ Transfer Fee	0.00	100.00
Total 4500.0 · Coaching Course Income	<u>626,045.00</u>	<u>2,144,205.00</u>
Total Income	<u>672,781.00</u>	<u>2,261,205.00</u>
Gross Profit	672,781.00	2,261,205.00
Expense		
5001-15 · Advertising & Promotion	0.00	4,300.00
5004-15 · Airfare and Accommodations		
.1 · Airfare	2,051.27	12,200.00
.2 · Ground Transportation	1,371.64	2,000.00
.3 · Meal per diems & reimb only	1,003.99	5,000.00
.4 · Lodging & Meals	4,485.19	18,800.00
5004-15 · Airfare and Accommodations - Other	1,295.16	
Total 5004-15 · Airfare and Accommodations	<u>10,207.25</u>	<u>38,000.00</u>
5016-15 · Contract Services/Casual Labor	142,775.00	645,000.00
5025-15 · Discounts & Allowances	0.00	500.00
5028-15 · Dues, Fees & Subscriptions	-60.00	960.00
5043-15 · Internet / Transaction Fees	0.00	68,250.00
5049-15 · Legal & Professional fees	1,600.00	
5050-15 · Media Services	2,000.00	
5056-15 · Employee Relocation Expense	3,343.77	
5058-15 · Postage & Shipping	0.00	6,100.00
5061-15 · Printing & Publications	27.01	
5064-15 · Rebates		
.12 · Course Hosting	79,520.00	339,000.00
Total 5064-15 · Rebates	<u>79,520.00</u>	<u>339,000.00</u>
5073-15 · Supplies & Materials	119.20	5,100.00
5076-15 · Telephone	560.42	525.00
Total Expense	<u>240,092.65</u>	<u>1,107,735.00</u>
Net Ordinary Income	<u>432,688.35</u>	<u>1,153,470.00</u>
Net Income	<u><u>432,688.35</u></u>	<u><u>1,153,470.00</u></u>

USA Weightlifting

Budget vs. Actual - Coaching Education

January through March 2017 \$ Over Budget

% of Budget

Ordinary Income/Expense		
Income		
4400.0 · Membership Fee Income		
4420.0 · Coaching Recertification	-70,264.00	39.95%
Total 4400.0 · Membership Fee Income	-70,264.00	39.95%
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	-1,477,290.00	29.65%
4515.0 · USOTC Room & Board Revenue	-25,290.00	10.08%
4520.0 · Cancellation Fee, Coaching Cour	-1,350.00	0.0%
4530.0 · Late Fee, Coaching Course	-11,700.00	0.0%
4540.0 · Retest Fee, Coaching Course	-1,930.00	20.58%
4545.0 · Change Fee from Clubs & Instruc	-500.00	0.0%
4546.0 · No Show/ Transfer Fee	-100.00	0.0%
Total 4500.0 · Coaching Course Income	-1,518,160.00	29.2%
Total Income	-1,588,424.00	29.75%
Gross Profit	-1,588,424.00	29.75%
Expense		
5001-15 · Advertising & Promotion	-4,300.00	0.0%
5004-15 · Airfare and Accommodations		
.1 · Airfare	-10,148.73	16.81%
.2 · Ground Transportation	-628.36	68.58%
.3 · Meal per diems & reimb only	-3,996.01	20.08%
.4 · Lodging & Meals	-14,314.81	23.86%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	-27,792.75	26.86%
5016-15 · Contract Services/Casual Labor	-502,225.00	22.14%
5025-15 · Discounts & Allowances	-500.00	0.0%
5028-15 · Dues, Fees & Subscriptions	-1,020.00	-6.25%
5043-15 · Internet / Transaction Fees	-68,250.00	0.0%
5049-15 · Legal & Professional fees		
5050-15 · Media Services		
5056-15 · Employee Relocation Expense		
5058-15 · Postage & Shipping	-6,100.00	0.0%
5061-15 · Printing & Publications		
5064-15 · Rebates		
.12 · Course Hosting	-259,480.00	23.46%
Total 5064-15 · Rebates	-259,480.00	23.46%
5073-15 · Supplies & Materials	-4,980.80	2.34%
5076-15 · Telephone	35.42	106.75%
Total Expense	-867,642.35	21.67%
Net Ordinary Income	-720,781.65	37.51%
Net Income	-720,781.65	37.51%

USA Weightlifting Budget vs. Actual - Membership Services

	January through March 2017 Jan - Mar 17	Budget
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4045.0 · Matching Challenge Grant	0.00	25,000.00
4047.0 · Media Agreement	8,800.00	150,000.00
4070.0 · Media Insurance Reimbursement	0.00	2,929.00
4080.0 · Communications Support Program	0.00	7,200.00
Total 4000.0 · USOC	8,800.00	185,129.00
4200.0 · Marketing		
4210.0 · Sales		
4210.1 · Non Taxable Out of State	10,609.95	
4210.4 · Comm on Licensed Merch Sales	770.59	
4210.0 · Sales - Other	84.99	
Total 4210.0 · Sales	11,465.53	
4230.0 · Sales-Cost of Goods	-1,128.54	
Total 4200.0 · Marketing	10,336.99	
4400.0 · Membership Fee Income		
4410.0 · Active Membership	434,225.00	1,250,000.00
4415.0 · Club Membership	57,345.00	199,000.00
4420.0 · Coaching Recertification	2,940.00	
4425.0 · IWF Referee Fees	1,300.00	1,000.00
4430.0 · Masters Rebate Program	5,045.00	17,140.00
4435.0 · MHF - Manual Handling Fee	10.00	
4440.0 · Sanction Fees	16,425.00	45,000.00
4455.0 · Coaches Liability Insurance	11,375.00	19,500.00
4460.0 · Background Screening	6,140.00	30,000.00
Total 4400.0 · Membership Fee Income	534,805.00	1,561,640.00
4600.0 · Event Revenue		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	12,000.00	
Total 4600.0 · Event Revenue	12,000.00	
4800.0 · Marketing Income		
4835.0 · Membership Camps @ OTC		
4835.1 · OTC Masters Camp	2,590.00	
4835.0 · Membership Camps @ OTC - Other	22,520.00	40,000.00
Total 4835.0 · Membership Camps @ OTC	25,110.00	40,000.00
Total 4800.0 · Marketing Income	25,110.00	40,000.00
Total Income	591,051.99	1,786,769.00
Gross Profit	591,051.99	1,786,769.00
Expense		
5001-15 · Advertising & Promotion	1,000.00	
5004-15 · Airfare and Accommodations		
.1 · Airfare	11,694.78	2,000.00

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Accrual Basis Membership Services

USA Weightlifting

Budget vs. Actual - Membership Services

	January through March 2017	Jan - Mar 17	Budget
.2 · Ground Transportation		71.69	100.00
.3 · Meal per diems & reimb only		0.00	500.00
.4 · Lodging & Meals		166.72	2,000.00
Total 5004-15 · Airfare and Accommodations		11,933.19	4,600.00
5016-15 · Contract Services/Casual Labor		6,250.00	
5028-15 · Dues, Fees & Subscriptions		3,331.00	
5030-15 · Background Screening		4,249.00	25,000.00
5040-15 · Insurance		106,867.23	205,000.00
5043-15 · Internet / Transaction Fees		40,991.94	82,000.00
5049-15 · Legal & Professional fees		8,033.00	
5050-15 · Media Services		1,250.93	
5058-15 · Postage & Shipping		1,398.82	
5061-15 · Printing & Publications		1,714.51	
5064-15 · Rebates			
.10 · LWC Rebates		0.00	180,000.00
.11 · Masters Program		0.00	19,000.00
Total 5064-15 · Rebates		0.00	199,000.00
5067-15 · Rent		50.00	
5073-15 · Supplies & Materials		1,050.00	250.00
5076-15 · Telephone		150.75	
Total Expense		188,270.37	515,850.00
Net Ordinary Income		402,781.62	1,270,919.00
Net Income		402,781.62	1,270,919.00

USA Weightlifting

Budget vs. Actual - Membership Services

January through March 2017 \$ Over Budget % of Budget

Ordinary Income/Expense

Income

4000.0 · USOC

4045.0 · Matching Challenge Grant	-25,000.00	0.0%
4047.0 · Media Agreement	-141,200.00	5.87%
4070.0 · Media Insurance Reimbursement	-2,929.00	0.0%
4080.0 · Communications Support Program	-7,200.00	0.0%

Total 4000.0 · USOC -176,329.00 4.75%

4200.0 · Marketing

4210.0 · Sales

4210.1 · Non Taxable Out of State		
4210.4 · Comm on Licensed Merch Sales		
4210.0 · Sales - Other		

Total 4210.0 · Sales

4230.0 · Sales-Cost of Goods

Total 4200.0 · Marketing

4400.0 · Membership Fee Income

4410.0 · Active Membership	-815,775.00	34.74%
4415.0 · Club Membership	-141,655.00	28.82%
4420.0 · Coaching Recertification		
4425.0 · IWF Referee Fees	300.00	130.0%
4430.0 · Masters Rebate Program	-12,095.00	29.43%
4435.0 · MHF - Manual Handling Fee		
4440.0 · Sanction Fees	-28,575.00	36.5%
4455.0 · Coaches Liability Insurance	-8,125.00	58.33%
4460.0 · Background Screening	-23,860.00	20.47%

Total 4400.0 · Membership Fee Income -1,026,835.00 34.25%

4600.0 · Event Revenue

4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate

Total 4600.0 · Event Revenue

4800.0 · Marketing Income

4835.0 · Membership Camps @ OTC

4835.1 · OTC Masters Camp		
4835.0 · Membership Camps @ OTC - Other	-17,480.00	56.3%

Total 4835.0 · Membership Camps @ OTC -14,890.00 62.78%

Total 4800.0 · Marketing Income -14,890.00 62.78%

Total Income -1,195,717.01 33.08%

Gross Profit -1,195,717.01 33.08%

Expense

5001-15 · Advertising & Promotion

5004-15 · Airfare and Accommodations

.1 · Airfare	9,694.78	584.74%
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Membership Services
Accrual Basis

USA Weightlifting

Budget vs. Actual - Membership Services

January through March 2017 **\$ Over Budget** **% of Budget**

	\$ Over Budget	% of Budget
Ordinary Income/Expense		
2000-15 · Ground Transportation	-28.31	71.69%
.3 · Meal per diems & reimb only	-500.00	0.0%
.4 · Lodging & Meals	-1,833.28	8.34%
Total 5004-15 · Airfare and Accommodations	7,333.19	259.42%
5016-15 · Contract Services/Casual Labor		
5028-15 · Dues, Fees & Subscriptions		
5030-15 · Background Screening	-20,751.00	17.0%
5040-15 · Insurance	-98,132.77	52.13%
5043-15 · Internet / Transaction Fees	-41,008.06	49.99%
5049-15 · Legal & Professional fees		
5050-15 · Media Services		
5058-15 · Postage & Shipping		
5061-15 · Printing & Publications		
5064-15 · Rebates		
.10 · LWC Rebates	-180,000.00	0.0%
.11 · Masters Program	-19,000.00	0.0%
Total 5064-15 · Rebates	-199,000.00	0.0%
5067-15 · Rent		
5073-15 · Supplies & Materials	800.00	420.0%
5076-15 · Telephone		
Total Expense	-327,579.63	36.5%
Net Ordinary Income	-868,137.38	31.69%
Net Income	-868,137.38	31.69%

USA Weightlifting Budget vs. Actual - Events

	Jan - Mar 17	Budget
Ordinary Income/Expense		
Income		
4200.0 · Marketing		
4210.0 · Sales		
4210.1 · Non Taxable Out of State	14,251.25	25,000.00
4210.4 · Comm on Licensed Merch Sales	2,421.65	
Total 4210.0 · Sales	16,672.90	25,000.00
4230.0 · Sales-Cost of Goods	-1,999.47	-20,000.00
Total 4200.0 · Marketing	14,673.43	5,000.00
4300.0 · Sponsorship/Contributions		
4355.0 · Event Sponsorship	0.00	100,000.00
Total 4300.0 · Sponsorship/Contributions	0.00	100,000.00
4600.0 · Event Revenue		
4610.0 · Bid Fees	1,500.00	6,000.00
4620.0 · Ticket Sales	21,780.00	28,000.00
4630.0 · Individual Entry Fees	135,763.00	267,230.00
4631.0 · Team Entry Fees	2,840.00	
4632.0 · Event T-Shirt - Poster Sales	46.00	
4633.0 · Event Shuttle Service	2,380.00	
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	77,707.41	82,500.00
Total 4600.0 · Event Revenue	242,016.41	383,730.00
Total Income	256,689.84	488,730.00
Gross Profit	256,689.84	488,730.00
Expense		
5001-15 · Advertising & Promotion	871.25	80,000.00
5004-15 · Airfare and Accommodations		
.1 · Airfare	15,042.03	20,000.00
.2 · Ground Transportation	8,636.44	13,000.00
.3 · Meal per diems & reimb only	9,909.71	1,800.00
.4 · Lodging & Meals	31,029.08	36,700.00
5004-15 · Airfare and Accommodations - Other	423.60	
Total 5004-15 · Airfare and Accommodations	65,040.86	71,500.00
5007-15 · Apparel & Outfitting	1,237.70	2,000.00
5016-15 · Contract Services/Casual Labor	59,328.14	205,000.00
5028-15 · Dues, Fees & Subscriptions	2,586.59	4,000.00
5034-15 · Gifts & Awards	8,472.44	10,956.00
5043-15 · Internet / Transaction Fees	250.29	
5049-15 · Legal & Professional fees	296.25	
5050-15 · Media Services	934.22	
5058-15 · Postage & Shipping	15,858.77	28,000.00
5061-15 · Printing & Publications	13,429.65	
5064-15 · Rebates	6,500.00	

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Events
Accrual Basis

USA Weightlifting Budget vs. Actual - Events

	January through March 2017	Jan - Mar 17	Budget
5067-15 · Rent		53,670.07	43,600.00
5070-15 · Small Equipment		22,226.50	
5073-15 · Supplies & Materials		6,517.91	24,000.00
5076-15 · Telephone		656.10	
5080-15 · Event Emergency Fund		0.00	50,000.00
Total Expense		257,876.74	519,056.00
Net Ordinary Income		-1,186.90	-30,326.00
Net Income		-1,186.90	-30,326.00

USA Weightlifting Budget vs. Actual - Events

	\$ Over Budget	% of Budget
Ordinary Income/Expense		
Income		
4200.0 · Marketing		
4210.0 · Sales		
4210.1 · Non Taxable Out of State	-10,748.75	57.01%
4210.4 · Comm on Licensed Merch Sales		
Total 4210.0 · Sales	-8,327.10	66.69%
4230.0 · Sales-Cost of Goods	18,000.53	10.0%
Total 4200.0 · Marketing	9,673.43	293.47%
4300.0 · Sponsorship/Contributions		
4355.0 · Event Sponsorship	-100,000.00	0.0%
Total 4300.0 · Sponsorship/Contributions	-100,000.00	0.0%
4600.0 · Event Revenue		
4610.0 · Bid Fees	-4,500.00	25.0%
4620.0 · Ticket Sales	-6,220.00	77.79%
4630.0 · Individual Entry Fees	-131,467.00	50.8%
4631.0 · Team Entry Fees		
4632.0 · Event T-Shirt - Poster Sales		
4633.0 · Event Shuttle Service		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	-4,792.59	94.19%
Total 4600.0 · Event Revenue	-141,713.59	63.07%
Total Income	-232,040.16	52.52%
Gross Profit	-232,040.16	52.52%
Expense		
5001-15 · Advertising & Promotion	-79,128.75	1.09%
5004-15 · Airfare and Accommodations		
.1 · Airfare	-4,957.97	75.21%
.2 · Ground Transportation	-4,363.56	66.43%
.3 · Meal per diems & reimb only	8,109.71	550.54%
.4 · Lodging & Meals	-5,670.92	84.55%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	-6,459.14	90.97%
5007-15 · Apparel & Outfitting	-762.30	61.89%
5016-15 · Contract Services/Casual Labor	-145,671.86	28.94%
5028-15 · Dues, Fees & Subscriptions	-1,413.41	64.67%
5034-15 · Gifts & Awards	-2,483.56	77.33%
5043-15 · Internet / Transaction Fees		
5049-15 · Legal & Professional fees		
5050-15 · Media Services		
5058-15 · Postage & Shipping	-12,141.23	56.64%
5061-15 · Printing & Publications		
5064-15 · Rebates		

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 Events
 Accrual Basis

USA Weightlifting Budget vs. Actual - Events

	\$ Over Budget	% of Budget
Ordinary Income	10,070.07	123.1%
5070-15 · Small Equipment		
5073-15 · Supplies & Materials	-17,482.09	27.16%
5076-15 · Telephone		
5080-15 · Event Emergency Fund	-50,000.00	0.0%
Total Expense	-261,179.26	49.68%
Net Ordinary Income	29,139.10	3.91%
Net Income	29,139.10	3.91%

USA Weightlifting Budget vs. Actual - Governance

	January through March 2017	Mar 17	Budget	\$ Over Budget
Ordinary Income/Expense				
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	3,681.30		12,000.00	-8,318.70
.2 · Ground Transportation	238.52		500.00	-261.48
.3 · Meal per diems & reimb only	32.64		5,000.00	-4,967.36
.4 · Lodging & Meals	6,473.34		5,000.00	1,473.34
Total 5004-15 · Airfare and Accommodations	10,425.80		22,500.00	-12,074.20
5040-15 · Insurance	0.00		7,500.00	-7,500.00
5049-15 · Legal & Professional fees	1,500.00		5,000.00	-3,500.00
5058-15 · Postage & Shipping	0.00		500.00	-500.00
Total Expense	11,925.80		35,500.00	-23,574.20
Net Ordinary Income	-11,925.80		-35,500.00	23,574.20
Net Income	-11,925.80		-35,500.00	23,574.20

USA Weightlifting
Budget vs. Actual - Governance
January through March 2017 of Budget

Ordinary Income/Expense	
Expense	
5004-15 · Airfare and Accommodations	
.1 · Airfare	30.68%
.2 · Ground Transportation	47.7%
.3 · Meal per diems & reimb only	0.65%
.4 · Lodging & Meals	129.47%
Total 5004-15 · Airfare and Accommodations	46.34%
5040-15 · Insurance	0.0%
5049-15 · Legal & Professional fees	30.0%
5058-15 · Postage & Shipping	0.0%
Total Expense	33.59%
Net Ordinary Income	33.59%
Net Income	33.59%

USA Weightlifting

Budget vs. Actual - Organizational Development

	January through March 2017	Budget	\$ Over Budget
Ordinary Income/Expense			
Expense			
5004-15 · Airfare and Accommodations			
.1 · Airfare	9,228.87	12,000.00	-2,771.13
.2 · Ground Transportation	0.00	100.00	-100.00
.3 · Meal per diems & reimb only	0.00	750.00	-750.00
.4 · Lodging & Meals	0.00	500.00	-500.00
Total 5004-15 · Airfare and Accommodations	9,228.87	13,350.00	-4,121.13
5016-15 · Contract Services/Casual Labor	0.00	500.00	-500.00
5028-15 · Dues, Fees & Subscriptions	600.00	1,000.00	-400.00
5034-15 · Gifts & Awards	2,880.61	500.00	2,380.61
5049-15 · Legal & Professional fees	0.00	1,500.00	-1,500.00
5058-15 · Postage & Shipping	0.00	100.00	-100.00
5061-15 · Printing & Publications	39.90	100.00	-60.10
5073-15 · Supplies & Materials	0.00	500.00	-500.00
5076-15 · Telephone	137.43	1,000.00	-862.57
Total Expense	12,886.81	18,550.00	-5,663.19
Net Ordinary Income	-12,886.81	-18,550.00	5,663.19
Net Income	-12,886.81	-18,550.00	5,663.19

USA Weightlifting

Budget vs. Actual - Organizational Development

January through March 2017 of Budget

Ordinary Income/Expense

Expense

5004-15 · Airfare and Accommodations

.1 · Airfare	76.91%
.2 · Ground Transportation	0.0%
.3 · Meal per diems & reimb only	0.0%
.4 · Lodging & Meals	0.0%

Total 5004-15 · Airfare and Accommodations 69.13%

5016-15 · Contract Services/Casual Labor 0.0%

5028-15 · Dues, Fees & Subscriptions 60.0%

5034-15 · Gifts & Awards 576.12%

5049-15 · Legal & Professional fees 0.0%

5058-15 · Postage & Shipping 0.0%

5061-15 · Printing & Publications 39.9%

5073-15 · Supplies & Materials 0.0%

5076-15 · Telephone 13.74%

Total Expense 69.47%

Net Ordinary Income 69.47%

Net Income 69.47%

USA Weightlifting Budget vs. Actual - National Headquarters

	January through March 2017	Mar 17 Budget
Ordinary Income/Expense		
Income		
4100.0 · Investment Income		
4130.0 · Securities Acct Interest	2,223.83	
Total 4100.0 · Investment Income	2,223.83	
4600.0 · Event Revenue		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	925.72	
Total 4600.0 · Event Revenue	925.72	
4700.0 · Investments Gain/Loss		
4710.0 · Realized Loss on Investments	-776.00	
4720.0 · Realized Gain on Investments	35,121.01	
4700.0 · Investments Gain/Loss - Other	0.00	115,000.00
Total 4700.0 · Investments Gain/Loss	34,345.01	115,000.00
4900.0 · Non-Cash Revenues		
4910.0 · VIK Donations	0.00	0.00
4920.0 · VIK United	0.00	30,000.00
4935.0 · VIK - USOC Rent	0.00	4,000.00
4940.0 · VIK Apparel Sponsor	0.00	60,000.00
Total 4900.0 · Non-Cash Revenues	0.00	94,000.00
Total Income	37,494.56	209,000.00
Gross Profit	37,494.56	209,000.00
Expense		
5004-15 · Airfare and Accommodations		
.1 · Airfare	5,140.27	10,500.00
.2 · Ground Transportation	192.98	2,000.00
.3 · Meal per diems & reimb only	199.57	2,000.00
.4 · Lodging & Meals	668.07	2,500.00
Total 5004-15 · Airfare and Accommodations	6,200.89	17,000.00
5010-15 · Athlete Incentives	0.00	9,850.00
5016-15 · Contract Services/Casual Labor	4,741.74	2,000.00
5025-15 · Discounts & Allowances	730.00	
5028-15 · Dues, Fees & Subscriptions	8,274.03	65,000.00
5034-15 · Gifts & Awards	63.81	2,000.00
5040-15 · Insurance	9,439.26	57,500.00
5043-15 · Internet / Transaction Fees	0.00	25,000.00
5046-15 · IT Support	4,704.00	12,000.00
5049-15 · Legal & Professional fees	24,026.40	95,000.00
5055-15 · Personnel expense		
.5 · Salaries and wages	142,375.96	690,000.00
.6 · Payroll taxes	12,497.29	57,553.00
.7 · Employee Benefits-Insurance	25,699.17	89,916.00
.8 · CONOEL Retirement Contribution	8,219.12	52,200.00

USA Weightlifting Budget vs. Actual - National Headquarters

	January through March 2017	Mar 17	Budget
Total 5055-15 · Personnel expense	188,791.54		889,669.00
5056-15 · Employee Relocation Expense	15.05		
5058-15 · Postage & Shipping	2,778.95		50,000.00
5061-15 · Printing & Publications	808.59		10,000.00
5067-15 · Rent	3,084.24		12,000.00
5070-15 · Small Equipment	466.93		10,000.00
5073-15 · Supplies & Materials	2,639.19		5,000.00
5076-15 · Telephone	856.71		6,000.00
Total Expense	257,621.33		1,268,019.00
Net Ordinary Income	-220,126.77		-1,059,019.00
Net Income	-220,126.77		-1,059,019.00

USA Weightlifting Budget vs. Actual - National Headquarters

January through March 2017 2017 Budget % of Budget

Ordinary Income/Expense

Income

4100.0 · Investment Income

4130.0 · Securities Acct Interest

Total 4100.0 · Investment Income

4600.0 · Event Revenue

4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate

Total 4600.0 · Event Revenue

4700.0 · Investments Gain/Loss

4710.0 · Realized Loss on Investments

4720.0 · Realized Gain on Investments

4700.0 · Investments Gain/Loss - Other

-115,000.00 0.0%

Total 4700.0 · Investments Gain/Loss

-80,654.99 29.87%

4900.0 · Non-Cash Revenues

4910.0 · VIK Donations

0.00 0.0%

4920.0 · VIK United

-30,000.00 0.0%

4935.0 · VIK - USOC Rent

-4,000.00 0.0%

4940.0 · VIK Apparel Sponsor

-60,000.00 0.0%

Total 4900.0 · Non-Cash Revenues

-94,000.00 0.0%

Total Income

-171,505.44 17.94%

Gross Profit

-171,505.44 17.94%

Expense

5004-15 · Airfare and Accommodations

.1 · Airfare

-5,359.73 48.96%

.2 · Ground Transportation

-1,807.02 9.65%

.3 · Meal per diems & reimb only

-1,800.43 9.98%

.4 · Lodging & Meals

-1,831.93 26.72%

Total 5004-15 · Airfare and Accommodations

-10,799.11 36.48%

5010-15 · Athlete Incentives

-9,850.00 0.0%

5016-15 · Contract Services/Casual Labor

2,741.74 237.09%

5025-15 · Discounts & Allowances

5028-15 · Dues, Fees & Subscriptions

-56,725.97 12.73%

5034-15 · Gifts & Awards

-1,936.19 3.19%

5040-15 · Insurance

-48,060.74 16.42%

5043-15 · Internet / Transaction Fees

-25,000.00 0.0%

5046-15 · IT Support

-7,296.00 39.2%

5049-15 · Legal & Professional fees

-70,973.60 25.29%

5055-15 · Personnel expense

.5 · Salaries and wages

-547,624.04 20.63%

.6 · Payroll taxes

-45,055.71 21.71%

.7 · Employee Benefits-Insurance

-64,216.83 28.58%

.8 · CONOEL Retirement Contribution

-43,980.88 15.75%

USA Weightlifting Budget vs. Actual - National Headquarters

	January through March 2017 Budget	% of Budget
Ordinary Income	-	-
Total Expense	-	-
5055-15 · Personnel expense	-700,877.46	21.22%
5056-15 · Employee Relocation Expense	-	-
5058-15 · Postage & Shipping	-47,221.05	5.56%
5061-15 · Printing & Publications	-9,191.41	8.09%
5067-15 · Rent	-8,915.76	25.7%
5070-15 · Small Equipment	-9,533.07	4.67%
5073-15 · Supplies & Materials	-2,360.81	52.78%
5076-15 · Telephone	-5,143.29	14.28%
Total Expense	-1,010,397.67	20.32%
Net Ordinary Income	838,892.23	20.79%
Net Income	838,892.23	20.79%