

USA Weightlifting
Budget vs. Actual - Total
January through December 2017

Total

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4035.0 · Int'l Relations	5,000.00			
4045.0 · Matching Challenge Grant	25,000.00	25,000.00	0.00	100.0%
4047.0 · Media Agreement	158,800.00	150,000.00	8,800.00	105.87%
4065.0 · Special Grant	42,500.00			
4070.0 · Media Insurance Reimbursement	0.00	2,929.00	-2,929.00	0.0%
4080.0 · Communications Support Program	0.00	7,200.00	-7,200.00	0.0%
4080.5 · Royalties	36.72			
Total 4000.0 · USOC	<u>231,336.72</u>	<u>185,129.00</u>	<u>46,207.72</u>	<u>124.96%</u>
4100.0 · Investment Income				
4130.0 · Securities Acct Interest	8,807.92			
Total 4100.0 · Investment Income	<u>8,807.92</u>			
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	38,145.28	25,000.00	13,145.28	152.58%
4210.4 · Comm on Licensed Merch Sales	12,029.13			
4210.0 · Sales - Other	215.00			
Total 4210.0 · Sales	<u>50,389.41</u>	<u>25,000.00</u>	<u>25,389.41</u>	<u>201.56%</u>
4230.0 · Sales-Cost of Goods	-7,587.51	-20,000.00	12,412.49	37.94%
Total 4200.0 · Marketing	<u>42,801.90</u>	<u>5,000.00</u>	<u>37,801.90</u>	<u>856.04%</u>
4300.0 · Sponsorship/Contributions				
4312.0 · GiveDirect Campaign				
4312.1 · GDC General Fund	2,093.60			
4312.2 · GDC Masters	100.00			
4312.3 · GDC University	175.00			
4312.4 · GDC Juniors	200.00			
4312.5 · GDC Youth	1,651.80			
4312.6 · GDC Foundations	430.05			
4312.7 · GDC Senior Programs	280.20			

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4312.0 · GiveDirect Campaign - Other	0.00	8,448.00	-8,448.00	0.0%
Total 4312.0 · GiveDirect Campaign	4,930.65	8,448.00	-3,517.35	58.37%
4325.0 · Misc Contributions	21,789.15	17,933.00	3,856.15	121.5%
4355.0 · Event Sponsorship	141,747.45	100,000.00	41,747.45	141.75%
Total 4300.0 · Sponsorship/Contributions	168,467.25	126,381.00	42,086.25	133.3%
4400.0 · Membership Fee Income				
4410.0 · Active Membership	1,616,875.20	1,250,000.00	366,875.20	129.35%
4415.0 · Club Membership	211,232.00	199,000.00	12,232.00	106.15%
4420.0 · Coaching Recertification	229,736.00	117,000.00	112,736.00	196.36%
4425.0 · IWF Referee Fees	2,100.00	1,000.00	1,100.00	210.0%
4430.0 · Masters Rebate Program	17,610.00	17,140.00	470.00	102.74%
4435.0 · MHF - Manual Handling Fee	100.00			
4440.0 · Sanction Fees	50,950.00	45,000.00	5,950.00	113.22%
4455.0 · Coaches Liability Insurance	22,705.00	19,500.00	3,205.00	116.44%
4460.0 · Background Screening	21,420.00	30,000.00	-8,580.00	71.4%
Total 4400.0 · Membership Fee Income	2,172,728.20	1,678,640.00	494,088.20	129.43%
4500.0 · Coaching Course Income				
4510.0 · Course Revenues	1,901,261.30	2,100,000.00	-198,738.70	90.54%
4515.0 · USOTC Room & Board Revenue	3,690.00	28,485.00	-24,795.00	12.95%
4520.0 · Cancellation Fee, Coaching Cour	200.00	1,350.00	-1,150.00	14.82%
4530.0 · Late Fee, Coaching Course	0.00	11,700.00	-11,700.00	0.0%
4540.0 · Retest Fee, Coaching Course	500.00	2,430.00	-1,930.00	20.58%
4545.0 · Change Fee from Clubs & Instruc	0.00	500.00	-500.00	0.0%
4546.0 · No Show/ Transfer Fee	0.00	100.00	-100.00	0.0%
Total 4500.0 · Coaching Course Income	1,905,651.30	2,144,565.00	-238,913.70	88.86%
4600.0 · Event Revenue				
4610.0 · Bid Fees	1,500.00	6,000.00	-4,500.00	25.0%
4620.0 · Ticket Sales	110,730.00	28,000.00	82,730.00	395.46%
4630.0 · Individual Entry Fees	421,616.00	267,230.00	154,386.00	157.77%
4631.0 · Team Entry Fees	7,285.00			
4632.0 · Event T-Shirt - Poster Sales	46.00			

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4633.0 · Event Shuttle Service	2,380.00			
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	82,331.83	82,500.00	-168.17	99.8%
4650.0 · USAW Hosted International Event				
4653.0 · Pan American Championships				
4653.1 · Pan Am Accreditation Fees Reven	41,625.00			
4653.2 · Pan Am Airfare Revenue	866.20			
4653.3 · Pan Am Accommodations Revenue	173,825.00			
Total 4653.0 · Pan American Championships	<u>216,316.20</u>			
Total 4650.0 · USAW Hosted International Event	<u>216,316.20</u>			
Total 4600.0 · Event Revenue	<u>842,205.03</u>	<u>383,730.00</u>	<u>458,475.03</u>	<u>219.48%</u>
4700.0 · Investments Gain/Loss				
4710.0 · Realized Loss on Investments	-3,024.33			
4720.0 · Realized Gain on Investments	49,249.16			
4700.0 · Investments Gain/Loss - Other	0.00	115,000.00	-115,000.00	0.0%
Total 4700.0 · Investments Gain/Loss	<u>46,224.83</u>	<u>115,000.00</u>	<u>-68,775.17</u>	<u>40.2%</u>
4800.0 · Marketing Income				
4810.0 · Magazine Sales	65.00			
4830.0 · Self funded Athl & UnOff Delega	162,836.68			
4833.0 · Athlete Devel Camp-Athlete Fee	2,492.00			
4835.0 · Membership Camps @ OTC				
4835.1 · OTC Masters Camp	37,085.00	40,000.00	-2,915.00	92.71%
4835.0 · Membership Camps @ OTC - Other	0.00	0.00	0.00	0.0%
Total 4835.0 · Membership Camps @ OTC	<u>37,085.00</u>	<u>40,000.00</u>	<u>-2,915.00</u>	<u>92.71%</u>
4800.0 · Marketing Income - Other	7,883.90			
Total 4800.0 · Marketing Income	<u>210,362.58</u>	<u>40,000.00</u>	<u>170,362.58</u>	<u>525.91%</u>
4900.0 · Non-Cash Revenues				
4910.0 · VIK Donations	0.00	0.00	0.00	0.0%
4920.0 · VIK United	0.00	30,000.00	-30,000.00	0.0%
4935.0 · VIK - USOC Rent	0.00	4,000.00	-4,000.00	0.0%
4940.0 · VIK Apparel Sponsor	0.00	60,000.00	-60,000.00	0.0%

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Total 4900.0 · Non-Cash Revenues	0.00	94,000.00	-94,000.00	0.0%
4999.0 · Other Income	1,320.00			
Total Income	<u>5,629,905.73</u>	<u>4,772,445.00</u>	<u>857,460.73</u>	<u>117.97%</u>
Gross Profit	5,629,905.73	4,772,445.00	857,460.73	117.97%
Expense				
5001-15 · Advertising & Promotion	68,798.09	84,300.00	-15,501.91	81.61%
5004-15 · Airfare and Accommodations				
.1 · Airfare	421,017.65	299,580.00	121,437.65	140.54%
.2 · Ground Transportation	54,782.07	40,375.00	14,407.07	135.68%
.3 · Meal per diems & reimb only	86,336.95	60,625.00	25,711.95	142.41%
.4 · Lodging & Meals	683,686.77	167,550.00	516,136.77	408.05%
5004-15 · Airfare and Accommodations - Other	9,369.24			
Total 5004-15 · Airfare and Accommodations	<u>1,255,192.68</u>	<u>568,130.00</u>	<u>687,062.68</u>	<u>220.93%</u>
5007-15 · Apparel & Outfitting	12,107.70	4,000.00	8,107.70	302.69%
5010-15 · Athlete Incentives	570,750.00	489,850.00	80,900.00	116.52%
5011-15 · High Performance Assistance	68,187.16	250,000.00	-181,812.84	27.28%
5016-15 · Contract Services/Casual Labor	785,402.86	853,050.00	-67,647.14	92.07%
5017-15 · Contributions/Donations/Grants	34,560.54			
5025-15 · Discounts & Allowances	3,634.35	500.00	3,134.35	726.87%
5028-15 · Dues, Fees & Subscriptions	162,403.88	116,975.00	45,428.88	138.84%
5030-15 · Background Screening	21,336.50	25,621.00	-4,284.50	83.28%
5031-15 · Education	146.71			
5034-15 · Gifts & Awards	70,553.69	13,975.00	56,578.69	504.86%
5040-15 · Insurance	224,268.38	270,000.00	-45,731.62	83.06%
5043-15 · Internet / Transaction Fees	190,758.18	175,250.00	15,508.18	108.85%
5046-15 · IT Support	23,681.69	12,000.00	11,681.69	197.35%
5049-15 · Legal & Professional fees	209,196.28	110,516.00	98,680.28	189.29%
5050-15 · Media Services	7,185.50			
5052-15 · Other Expense	1,669.92			
5055-15 · Personnel expense				
.5 · Salaries and wages	751,210.11	690,000.00	61,210.11	108.87%

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Accrual Basis

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.6 · Payroll taxes	57,995.74	57,553.00	442.74	100.77%
.7 · Employee Benefits-Insurance	111,815.21	89,916.00	21,899.21	124.36%
.8 · CONOEL Retirement Contribution	52,017.85	52,200.00	-182.15	99.65%
Total 5055-15 · Personnel expense	973,038.91	889,669.00	83,369.91	109.37%
5056-15 · Employee Relocation Expense	3,380.38			
5058-15 · Postage & Shipping	83,689.30	88,768.00	-5,078.70	94.28%
5061-15 · Printing & Publications	20,319.68	10,227.00	10,092.68	198.69%
5064-15 · Rebates				
.10 · LWC Rebates	115,350.00	180,000.00	-64,650.00	64.08%
.11 · Masters Program	9,160.00	19,000.00	-9,840.00	48.21%
.12 · Course Hosting	264,251.76	339,700.00	-75,448.24	77.79%
5064-15 · Rebates - Other	28,500.00			
Total 5064-15 · Rebates	417,261.76	538,700.00	-121,438.24	77.46%
5067-15 · Rent	258,324.88	55,600.00	202,724.88	464.61%
5070-15 · Small Equipment	25,343.13	11,000.00	14,343.13	230.39%
5073-15 · Supplies & Materials	70,467.41	35,318.00	35,149.41	199.52%
5076-15 · Telephone	22,089.01	9,575.00	12,514.01	230.7%
5080-15 · Event Emergency Fund	0.00	50,000.00	-50,000.00	0.0%
5085-15 · Royalty Payments	27,500.00			
Total Expense	5,611,248.57	4,663,024.00	948,224.57	120.34%
Net Ordinary Income	18,657.16	109,421.00	-90,763.84	17.05%
Net Income	18,657.16	109,421.00	-90,763.84	17.05%

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through December 2017

Athlete Development Programs

	Jan - Dec 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	30.00			
4210.4 · Comm on Licensed Merch Sales	8,401.29			
Total 4210.0 · Sales	<u>8,431.29</u>			
Total 4200.0 · Marketing	8,431.29			
4300.0 · Sponsorship/Contributions				
4312.0 · GiveDirect Campaign				
4312.1 · GDC General Fund	2,093.60			
4312.2 · GDC Masters	100.00			
4312.3 · GDC University	175.00			
4312.4 · GDC Juniors	200.00			
4312.5 · GDC Youth	1,651.80			
4312.6 · GDC Foundations	430.05			
4312.7 · GDC Senior Programs	280.20			
4312.0 · GiveDirect Campaign - Other	0.00	8,448.00	-8,448.00	0.0%
Total 4312.0 · GiveDirect Campaign	4,930.65	8,448.00	-3,517.35	58.37%
4325.0 · Misc Contributions	21,455.61	17,933.00	3,522.61	119.64%
4355.0 · Event Sponsorship	55,072.45			
Total 4300.0 · Sponsorship/Contributions	81,458.71	26,381.00	55,077.71	308.78%
4400.0 · Membership Fee Income				
4460.0 · Background Screening	20.00			
Total 4400.0 · Membership Fee Income	20.00			
4500.0 · Coaching Course Income				
4515.0 · USOTC Room & Board Revenue	0.00	360.00	-360.00	0.0%
Total 4500.0 · Coaching Course Income	0.00	360.00	-360.00	0.0%
4600.0 · Event Revenue				
4620.0 · Ticket Sales	3,645.00			

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through December 2017

Athlete Development Programs

	Jan - Dec 17	Budget	\$ Over Budget	% of Budget
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	22,732.10			
4650.0 · USAW Hosted International Event				
4653.0 · Pan American Championships				
4653.1 · Pan Am Accreditation Fees Reven	41,625.00			
4653.2 · Pan Am Airfare Revenue	866.20			
4653.3 · Pan Am Accommodations Revenue	173,825.00			
Total 4653.0 · Pan American Championships	216,316.20			
Total 4650.0 · USAW Hosted International Event	216,316.20			
Total 4600.0 · Event Revenue	242,693.30			
4800.0 · Marketing Income				
4830.0 · Self funded Athl & UnOff Delega	162,310.92			
4833.0 · Athlete Devel Camp-Athlete Fee	2,492.00			
Total 4800.0 · Marketing Income	164,802.92			
4999.0 · Other Income	700.00			
Total Income	498,106.22	26,741.00	471,365.22	1,862.71%
Gross Profit	498,106.22	26,741.00	471,365.22	1,862.71%
Expense				
5001-15 · Advertising & Promotion	6,115.11			
5004-15 · Airfare and Accommodations				
.1 · Airfare	305,138.80	230,880.00	74,258.80	132.16%
.2 · Ground Transportation	18,386.58	22,675.00	-4,288.42	81.09%
.3 · Meal per diems & reimb only	26,113.64	45,575.00	-19,461.36	57.3%
.4 · Lodging & Meals	565,010.81	102,050.00	462,960.81	553.66%
5004-15 · Airfare and Accommodations - Other	2,325.00			
Total 5004-15 · Airfare and Accommodations	916,974.83	401,180.00	515,794.83	228.57%
5007-15 · Apparel & Outfitting	7,556.71	2,000.00	5,556.71	377.84%
5010-15 · Athlete Incentives	570,750.00	480,000.00	90,750.00	118.91%
5011-15 · High Performance Assistance	68,187.16	250,000.00	-181,812.84	27.28%
5016-15 · Contract Services/Casual Labor	56,999.65	550.00	56,449.65	10,363.57%
5017-15 · Contributions/Donations/Grants	32,966.64			

USA Weightlifting
Budget vs. Actual - Athlete Development Programs
January through December 2017

Athlete Development Programs

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5028-15 · Dues, Fees & Subscriptions	121,731.42	46,015.00	75,716.42	264.55%
5030-15 · Background Screening	325.00	621.00	-296.00	52.34%
5034-15 · Gifts & Awards	28,268.89	519.00	27,749.89	5,446.8%
5040-15 · Insurance	2,915.08			
5043-15 · Internet / Transaction Fees	89.54			
5049-15 · Legal & Professional fees	18,483.00	9,016.00	9,467.00	205.0%
5050-15 · Media Services	713.91			
5058-15 · Postage & Shipping	15,994.07	4,068.00	11,926.07	393.17%
5061-15 · Printing & Publications	1,768.33	127.00	1,641.33	1,392.39%
5064-15 · Rebates				
.12 · Course Hosting	490.00	700.00	-210.00	70.0%
Total 5064-15 · Rebates	490.00	700.00	-210.00	70.0%
5067-15 · Rent	55,715.22			
5070-15 · Small Equipment	2,011.62	1,000.00	1,011.62	201.16%
5073-15 · Supplies & Materials	15,635.89	468.00	15,167.89	3,341.0%
5076-15 · Telephone	3,666.08	2,050.00	1,616.08	178.83%
Total Expense	<u>1,927,358.15</u>	<u>1,198,314.00</u>	<u>729,044.15</u>	<u>160.84%</u>
Net Ordinary Income	<u>-1,429,251.93</u>	<u>-1,171,573.00</u>	<u>-257,678.93</u>	<u>121.99%</u>
Net Income	<u><u>-1,429,251.93</u></u>	<u><u>-1,171,573.00</u></u>	<u><u>-257,678.93</u></u>	<u><u>121.99%</u></u>

USA Weightlifting Budget vs. Actual - Coaching Education

January through December 2017

Coaching Education

	Jan - Dec 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4400.0 · Membership Fee Income				
4420.0 · Coaching Recertification	229,736.00	117,000.00	112,736.00	196.36%
Total 4400.0 · Membership Fee Income	229,736.00	117,000.00	112,736.00	196.36%
4500.0 · Coaching Course Income				
4510.0 · Course Revenues	1,901,261.30	2,100,000.00	-198,738.70	90.54%
4515.0 · USOTC Room & Board Revenue	3,690.00	28,125.00	-24,435.00	13.12%
4520.0 · Cancellation Fee, Coaching Cour	100.00	1,350.00	-1,250.00	7.41%
4530.0 · Late Fee, Coaching Course	0.00	11,700.00	-11,700.00	0.0%
4540.0 · Retest Fee, Coaching Course	500.00	2,430.00	-1,930.00	20.58%
4545.0 · Change Fee from Clubs & Instruc	0.00	500.00	-500.00	0.0%
4546.0 · No Show/ Transfer Fee	0.00	100.00	-100.00	0.0%
Total 4500.0 · Coaching Course Income	1,905,551.30	2,144,205.00	-238,653.70	88.87%
4600.0 · Event Revenue				
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	12,000.00			
Total 4600.0 · Event Revenue	12,000.00			
4999.0 · Other Income	615.00			
Total Income	2,147,902.30	2,261,205.00	-113,302.70	94.99%
Gross Profit	2,147,902.30	2,261,205.00	-113,302.70	94.99%
Expense				
5001-15 · Advertising & Promotion	15,000.00	4,300.00	10,700.00	348.84%
5004-15 · Airfare and Accommodations				
.1 · Airfare	6,736.61	12,200.00	-5,463.39	55.22%
.2 · Ground Transportation	2,371.96	2,000.00	371.96	118.6%
.3 · Meal per diems & reimb only	2,355.05	5,000.00	-2,644.95	47.1%
.4 · Lodging & Meals	13,091.09	18,800.00	-5,708.91	69.63%
5004-15 · Airfare and Accommodations - Other	959.56			
Total 5004-15 · Airfare and Accommodations	25,514.27	38,000.00	-12,485.73	67.14%
5016-15 · Contract Services/Casual Labor	501,810.00	645,000.00	-143,190.00	77.8%

USA Weightlifting Budget vs. Actual - Coaching Education

January through December 2017

Coaching Education

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5025-15 · Discounts & Allowances	0.00	500.00	-500.00	0.0%
5028-15 · Dues, Fees & Subscriptions	0.00	960.00	-960.00	0.0%
5030-15 · Background Screening	18.50			
5031-15 · Education	67.71			
5043-15 · Internet / Transaction Fees	0.00	68,250.00	-68,250.00	0.0%
5049-15 · Legal & Professional fees	36,841.25			
5050-15 · Media Services	2,037.12			
5056-15 · Employee Relocation Expense	1,598.39			
5058-15 · Postage & Shipping	24.71	6,100.00	-6,075.29	0.41%
5061-15 · Printing & Publications	204.00			
5064-15 · Rebates				
.12 · Course Hosting	263,761.76	339,000.00	-75,238.24	77.81%
Total 5064-15 · Rebates	<u>263,761.76</u>	<u>339,000.00</u>	<u>-75,238.24</u>	<u>77.81%</u>
5073-15 · Supplies & Materials	328.86	5,100.00	-4,771.14	6.45%
5076-15 · Telephone	2,541.15	525.00	2,016.15	484.03%
5085-15 · Royalty Payments	27,500.00			
Total Expense	<u>877,247.72</u>	<u>1,107,735.00</u>	<u>-230,487.28</u>	<u>79.19%</u>
Net Ordinary Income	<u>1,270,654.58</u>	<u>1,153,470.00</u>	<u>117,184.58</u>	<u>110.16%</u>
Net Income	<u><u>1,270,654.58</u></u>	<u><u>1,153,470.00</u></u>	<u><u>117,184.58</u></u>	<u><u>110.16%</u></u>

USA Weightlifting
Budget vs. Actual - Membership Services
January through December 2017

Membership Services

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4045.0 · Matching Challenge Grant	25,000.00	25,000.00	0.00	100.0%
4047.0 · Media Agreement	158,800.00	150,000.00	8,800.00	105.87%
4070.0 · Media Insurance Reimbursement	0.00	2,929.00	-2,929.00	0.0%
4080.0 · Communications Support Program	0.00	7,200.00	-7,200.00	0.0%
4080.5 · Royalties	36.72			
Total 4000.0 · USOC	<u>183,836.72</u>	<u>185,129.00</u>	<u>-1,292.28</u>	<u>99.3%</u>
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	23,464.03			
4210.4 · Comm on Licensed Merch Sales	1,084.85			
4210.0 · Sales - Other	215.00			
Total 4210.0 · Sales	<u>24,763.88</u>			
4230.0 · Sales-Cost of Goods	<u>-7,587.51</u>			
Total 4200.0 · Marketing	<u>17,176.37</u>			
4400.0 · Membership Fee Income				
4410.0 · Active Membership	1,616,875.20	1,250,000.00	366,875.20	129.35%
4415.0 · Club Membership	211,232.00	199,000.00	12,232.00	106.15%
4425.0 · IWF Referee Fees	2,100.00	1,000.00	1,100.00	210.0%
4430.0 · Masters Rebate Program	17,610.00	17,140.00	470.00	102.74%
4435.0 · MHF - Manual Handling Fee	40.00			
4440.0 · Sanction Fees	50,950.00	45,000.00	5,950.00	113.22%
4455.0 · Coaches Liability Insurance	22,705.00	19,500.00	3,205.00	116.44%
4460.0 · Background Screening	21,400.00	30,000.00	-8,600.00	71.33%
Total 4400.0 · Membership Fee Income	<u>1,942,912.20</u>	<u>1,561,640.00</u>	<u>381,272.20</u>	<u>124.42%</u>
4500.0 · Coaching Course Income				
4520.0 · Cancellation Fee, Coaching Cour	100.00			
Total 4500.0 · Coaching Course Income	<u>100.00</u>			

USA Weightlifting
Budget vs. Actual - Membership Services
January through December 2017

Membership Services

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
4800.0 · Marketing Income				
4810.0 · Magazine Sales	65.00			
4835.0 · Membership Camps @ OTC				
4835.1 · OTC Masters Camp	37,085.00	40,000.00	-2,915.00	92.71%
4835.0 · Membership Camps @ OTC - Other	0.00	0.00	0.00	0.0%
Total 4835.0 · Membership Camps @ OTC	<u>37,085.00</u>	<u>40,000.00</u>	<u>-2,915.00</u>	<u>92.71%</u>
4800.0 · Marketing Income - Other	6,958.18			
Total 4800.0 · Marketing Income	<u>44,108.18</u>	<u>40,000.00</u>	<u>4,108.18</u>	<u>110.27%</u>
Total Income	<u>2,188,133.47</u>	<u>1,786,769.00</u>	<u>401,364.47</u>	<u>122.46%</u>
Gross Profit	<u>2,188,133.47</u>	<u>1,786,769.00</u>	<u>401,364.47</u>	<u>122.46%</u>
Expense				
5001-15 · Advertising & Promotion	12,294.05			
5004-15 · Airfare and Accommodations				
.1 · Airfare	1,963.08	2,000.00	-36.92	98.15%
.2 · Ground Transportation	527.60	100.00	427.60	527.6%
.3 · Meal per diems & reimb only	1,745.85	500.00	1,245.85	349.17%
.4 · Lodging & Meals	9,860.51	2,000.00	7,860.51	493.03%
Total 5004-15 · Airfare and Accommodations	<u>14,097.04</u>	<u>4,600.00</u>	<u>9,497.04</u>	<u>306.46%</u>
5016-15 · Contract Services/Casual Labor	16,500.00			
5025-15 · Discounts & Allowances	0.00			
5028-15 · Dues, Fees & Subscriptions	16,244.81			
5030-15 · Background Screening	20,993.00	25,000.00	-4,007.00	83.97%
5040-15 · Insurance	208,522.64	205,000.00	3,522.64	101.72%
5043-15 · Internet / Transaction Fees	189,428.27	82,000.00	107,428.27	231.01%
5049-15 · Legal & Professional fees	23,505.00			
5050-15 · Media Services	2,145.00			
5058-15 · Postage & Shipping	5,006.89			
5061-15 · Printing & Publications	5,676.77			
5064-15 · Rebates				
.10 · LWC Rebates	115,350.00	180,000.00	-64,650.00	64.08%

USA Weightlifting
Budget vs. Actual - Membership Services
 January through December 2017

Membership Services

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
.11 · Masters Program	9,160.00	19,000.00	-9,840.00	48.21%
Total 5064-15 · Rebates	124,510.00	199,000.00	-74,490.00	62.57%
5067-15 · Rent	50.00			
5070-15 · Small Equipment	864.92			
5073-15 · Supplies & Materials	3,964.76	250.00	3,714.76	1,585.9%
5076-15 · Telephone	420.00			
Total Expense	<u>644,223.15</u>	<u>515,850.00</u>	<u>128,373.15</u>	<u>124.89%</u>
Net Ordinary Income	<u>1,543,910.32</u>	<u>1,270,919.00</u>	<u>272,991.32</u>	<u>121.48%</u>
Net Income	<u><u>1,543,910.32</u></u>	<u><u>1,270,919.00</u></u>	<u><u>272,991.32</u></u>	<u><u>121.48%</u></u>

USA Weightlifting Budget vs. Actual - Events January through December 2017

Events

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	14,651.25	25,000.00	-10,348.75	58.61%
4210.4 · Comm on Licensed Merch Sales	2,542.99			
Total 4210.0 · Sales	<u>17,194.24</u>	<u>25,000.00</u>	<u>-7,805.76</u>	<u>68.78%</u>
4230.0 · Sales-Cost of Goods	0.00	-20,000.00	20,000.00	0.0%
Total 4200.0 · Marketing	<u>17,194.24</u>	<u>5,000.00</u>	<u>12,194.24</u>	<u>343.89%</u>
4300.0 · Sponsorship/Contributions				
4355.0 · Event Sponsorship	86,675.00	100,000.00	-13,325.00	86.68%
Total 4300.0 · Sponsorship/Contributions	<u>86,675.00</u>	<u>100,000.00</u>	<u>-13,325.00</u>	<u>86.68%</u>
4400.0 · Membership Fee Income				
4435.0 · MHF - Manual Handling Fee	60.00			
Total 4400.0 · Membership Fee Income	<u>60.00</u>			
4600.0 · Event Revenue				
4610.0 · Bid Fees	1,500.00	6,000.00	-4,500.00	25.0%
4620.0 · Ticket Sales	107,085.00	28,000.00	79,085.00	382.45%
4630.0 · Individual Entry Fees	421,616.00	267,230.00	154,386.00	157.77%
4631.0 · Team Entry Fees	7,285.00			
4632.0 · Event T-Shirt - Poster Sales	46.00			
4633.0 · Event Shuttle Service	2,380.00			
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	30,046.73	82,500.00	-52,453.27	36.42%
Total 4600.0 · Event Revenue	<u>569,958.73</u>	<u>383,730.00</u>	<u>186,228.73</u>	<u>148.53%</u>
4800.0 · Marketing Income				
4830.0 · Self funded Athl & UnOff Delega	525.76			
Total 4800.0 · Marketing Income	<u>525.76</u>			
4999.0 · Other Income	5.00			
Total Income	<u>674,418.73</u>	<u>488,730.00</u>	<u>185,688.73</u>	<u>137.99%</u>
Gross Profit	<u>674,418.73</u>	<u>488,730.00</u>	<u>185,688.73</u>	<u>137.99%</u>

USA Weightlifting
Budget vs. Actual - Events
January through December 2017

Events	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Expense				
5001-15 · Advertising & Promotion	35,388.93	80,000.00	-44,611.07	44.24%
5004-15 · Airfare and Accommodations				
.1 · Airfare	53,974.24	20,000.00	33,974.24	269.87%
.2 · Ground Transportation	31,610.56	13,000.00	18,610.56	243.16%
.3 · Meal per diems & reimb only	50,807.27	1,800.00	49,007.27	2,822.63%
.4 · Lodging & Meals	75,839.78	36,700.00	39,139.78	206.65%
5004-15 · Airfare and Accommodations - Other	6,084.68			
Total 5004-15 · Airfare and Accommodations	<u>218,316.53</u>	<u>71,500.00</u>	<u>146,816.53</u>	<u>305.34%</u>
5007-15 · Apparel & Outfitting	4,176.59	2,000.00	2,176.59	208.83%
5016-15 · Contract Services/Casual Labor	188,616.32	205,000.00	-16,383.68	92.01%
5028-15 · Dues, Fees & Subscriptions	3,440.70	4,000.00	-559.30	86.02%
5034-15 · Gifts & Awards	30,450.57	10,956.00	19,494.57	277.94%
5040-15 · Insurance	260.00			
5043-15 · Internet / Transaction Fees	1,225.38			
5049-15 · Legal & Professional fees	25,440.58			
5050-15 · Media Services	2,259.49			
5052-15 · Other Expense	1,397.50			
5058-15 · Postage & Shipping	50,486.49	28,000.00	22,486.49	180.31%
5061-15 · Printing & Publications	5,588.09			
5064-15 · Rebates	28,500.00			
5067-15 · Rent	183,461.00	43,600.00	139,861.00	420.78%
5070-15 · Small Equipment	20,238.65			
5073-15 · Supplies & Materials	40,721.87	24,000.00	16,721.87	169.67%
5076-15 · Telephone	11,773.82			
5080-15 · Event Emergency Fund	0.00	50,000.00	-50,000.00	0.0%
Total Expense	<u>851,742.51</u>	<u>519,056.00</u>	<u>332,686.51</u>	<u>164.1%</u>
Net Ordinary Income	<u>-177,323.78</u>	<u>-30,326.00</u>	<u>-146,997.78</u>	<u>584.73%</u>
Net Income	<u><u>-177,323.78</u></u>	<u><u>-30,326.00</u></u>	<u><u>-146,997.78</u></u>	<u><u>584.73%</u></u>

USA Weightlifting
Budget vs. Actual - Governance
January through December 2017

Governance	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4035.0 · Int'l Relations	5,000.00			
Total 4000.0 · USOC	<u>5,000.00</u>			
Total Income	<u>5,000.00</u>			
Gross Profit	5,000.00			
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	26,748.23	12,000.00	14,748.23	222.9%
.2 · Ground Transportation	323.02	500.00	-176.98	64.6%
.3 · Meal per diems & reimb only	1,537.60	5,000.00	-3,462.40	30.75%
.4 · Lodging & Meals	<u>13,283.54</u>	<u>5,000.00</u>	<u>8,283.54</u>	<u>265.67%</u>
Total 5004-15 · Airfare and Accommodations	41,892.39	22,500.00	19,392.39	186.19%
5028-15 · Dues, Fees & Subscriptions	400.00			
5034-15 · Gifts & Awards	3,018.38			
5040-15 · Insurance	32.50	7,500.00	-7,467.50	0.43%
5049-15 · Legal & Professional fees	1,500.00	5,000.00	-3,500.00	30.0%
5058-15 · Postage & Shipping	107.90	500.00	-392.10	21.58%
5061-15 · Printing & Publications	39.90			
5073-15 · Supplies & Materials	<u>374.53</u>			
Total Expense	<u>47,365.60</u>	<u>35,500.00</u>	<u>11,865.60</u>	<u>133.42%</u>
Net Ordinary Income	<u>-42,365.60</u>	<u>-35,500.00</u>	<u>-6,865.60</u>	<u>119.34%</u>
Net Income	<u><u>-42,365.60</u></u>	<u><u>-35,500.00</u></u>	<u><u>-6,865.60</u></u>	<u><u>119.34%</u></u>

USA Weightlifting
Budget vs. Actual - Organizational Development
January through December 2017

Organizational Development	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	14,886.77	12,000.00	2,886.77	124.06%
.2 · Ground Transportation	897.08	100.00	797.08	897.08%
.3 · Meal per diems & reimb only	688.26	750.00	-61.74	91.77%
.4 · Lodging & Meals	2,896.35	500.00	2,396.35	579.27%
Total 5004-15 · Airfare and Accommodations	<u>19,368.46</u>	<u>13,350.00</u>	<u>6,018.46</u>	<u>145.08%</u>
5016-15 · Contract Services/Casual Labor	0.00	500.00	-500.00	0.0%
5017-15 · Contributions/Donations/Grants	500.00			
5028-15 · Dues, Fees & Subscriptions	4,270.00	1,000.00	3,270.00	427.0%
5034-15 · Gifts & Awards	941.59	500.00	441.59	188.32%
5046-15 · IT Support	3,425.69			
5049-15 · Legal & Professional fees	0.00	1,500.00	-1,500.00	0.0%
5058-15 · Postage & Shipping	329.25	100.00	229.25	329.25%
5061-15 · Printing & Publications	2,282.57	100.00	2,182.57	2,282.57%
5073-15 · Supplies & Materials	0.00	500.00	-500.00	0.0%
5076-15 · Telephone	183.18	1,000.00	-816.82	18.32%
Total Expense	<u>31,300.74</u>	<u>18,550.00</u>	<u>12,750.74</u>	<u>168.74%</u>
Net Ordinary Income	<u>-31,300.74</u>	<u>-18,550.00</u>	<u>-12,750.74</u>	<u>168.74%</u>
Net Income	<u><u>-31,300.74</u></u>	<u><u>-18,550.00</u></u>	<u><u>-12,750.74</u></u>	<u><u>168.74%</u></u>

USA Weightlifting
Budget vs. Actual - National Headquarters
January through December 2017

National Office

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4065.0 · Special Grant	42,500.00			
Total 4000.0 · USOC	<u>42,500.00</u>			
4100.0 · Investment Income				
4130.0 · Securities Acct Interest	8,807.92			
Total 4100.0 · Investment Income	<u>8,807.92</u>			
4300.0 · Sponsorship/Contributions				
4325.0 · Misc Contributions	479.61			
Total 4300.0 · Sponsorship/Contributions	<u>479.61</u>			
4600.0 · Event Revenue				
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	17,553.00			
Total 4600.0 · Event Revenue	<u>17,553.00</u>			
4700.0 · Investments Gain/Loss				
4710.0 · Realized Loss on Investments	-3,024.33			
4720.0 · Realized Gain on Investments	49,249.16			
4700.0 · Investments Gain/Loss - Other	0.00	115,000.00	-115,000.00	0.0%
Total 4700.0 · Investments Gain/Loss	<u>46,224.83</u>	<u>115,000.00</u>	<u>-68,775.17</u>	<u>40.2%</u>
4800.0 · Marketing Income	925.72			
4900.0 · Non-Cash Revenues				
4910.0 · VIK Donations	0.00	0.00	0.00	0.0%
4920.0 · VIK United	0.00	30,000.00	-30,000.00	0.0%
4935.0 · VIK - USOC Rent	0.00	4,000.00	-4,000.00	0.0%
4940.0 · VIK Apparel Sponsor	0.00	60,000.00	-60,000.00	0.0%
Total 4900.0 · Non-Cash Revenues	<u>0.00</u>	<u>94,000.00</u>	<u>-94,000.00</u>	<u>0.0%</u>
Total Income	<u>116,491.08</u>	<u>209,000.00</u>	<u>-92,508.92</u>	<u>55.74%</u>
Gross Profit	116,491.08	209,000.00	-92,508.92	55.74%
Expense				
5004-15 · Airfare and Accommodations				

USA Weightlifting
Budget vs. Actual - National Headquarters
January through December 2017

National Office

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
.1 · Airfare	11,569.92	10,500.00	1,069.92	110.19%
.2 · Ground Transportation	665.27	2,000.00	-1,334.73	33.26%
.3 · Meal per diems & reimb only	3,089.28	2,000.00	1,089.28	154.46%
.4 · Lodging & Meals	3,704.69	2,500.00	1,204.69	148.19%
Total 5004-15 · Airfare and Accommodations	19,029.16	17,000.00	2,029.16	111.94%
5007-15 · Apparel & Outfitting	374.40			
5010-15 · Athlete Incentives	0.00	9,850.00	-9,850.00	0.0%
5016-15 · Contract Services/Casual Labor	21,476.89	2,000.00	19,476.89	1,073.85%
5017-15 · Contributions/Donations/Grants	1,093.90			
5025-15 · Discounts & Allowances	3,634.35			
5028-15 · Dues, Fees & Subscriptions	16,316.95	65,000.00	-48,683.05	25.1%
5031-15 · Education	79.00			
5034-15 · Gifts & Awards	7,874.26	2,000.00	5,874.26	393.71%
5040-15 · Insurance	12,538.16	57,500.00	-44,961.84	21.81%
5043-15 · Internet / Transaction Fees	14.99	25,000.00	-24,985.01	0.06%
5046-15 · IT Support	20,256.00	12,000.00	8,256.00	168.8%
5049-15 · Legal & Professional fees	103,426.45	95,000.00	8,426.45	108.87%
5050-15 · Media Services	29.98			
5052-15 · Other Expense	272.42			
5055-15 · Personnel expense				
.5 · Salaries and wages	751,210.11	690,000.00	61,210.11	108.87%
.6 · Payroll taxes	57,995.74	57,553.00	442.74	100.77%
.7 · Employee Benefits-Insurance	111,815.21	89,916.00	21,899.21	124.36%
.8 · CONOEL Retirement Contribution	52,017.85	52,200.00	-182.15	99.65%
Total 5055-15 · Personnel expense	973,038.91	889,669.00	83,369.91	109.37%
5056-15 · Employee Relocation Expense	1,781.99			
5058-15 · Postage & Shipping	11,739.99	50,000.00	-38,260.01	23.48%
5061-15 · Printing & Publications	4,760.02	10,000.00	-5,239.98	47.6%
5067-15 · Rent	19,098.66	12,000.00	7,098.66	159.16%
5070-15 · Small Equipment	2,227.94	10,000.00	-7,772.06	22.28%
5073-15 · Supplies & Materials	9,441.50	5,000.00	4,441.50	188.83%

USA Weightlifting
Budget vs. Actual - National Headquarters
January through December 2017

National Office

	<u>Jan - Dec 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5076-15 · Telephone	3,504.78	6,000.00	-2,495.22	58.41%
Total Expense	1,232,010.70	1,268,019.00	-36,008.30	97.16%
Net Ordinary Income	-1,115,519.62	-1,059,019.00	-56,500.62	105.34%
Net Income	<u>-1,115,519.62</u>	<u>-1,059,019.00</u>	<u>-56,500.62</u>	<u>105.34%</u>