

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

Total

	<u>Jan - Jun 17</u>	<u>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
4047.0 · Media Agreement	158,800.00	150,000.00
4065.0 · Special Grant	21,250.00	
4070.0 · Media Insurance Reimbursement	0.00	2,929.00
4080.0 · Communications Support Program	0.00	7,200.00
4080.5 · Royalties	36.72	
Total 4000.0 · USOC	<u>210,086.72</u>	<u>185,129.00</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	29,180.28	25,000.00
4210.4 · Comm on Licensed Merch Sales	8,504.78	
Total 4210.0 · Sales	<u>37,685.06</u>	<u>25,000.00</u>
4230.0 · Sales-Cost of Goods	<u>-2,202.19</u>	<u>-20,000.00</u>
Total 4200.0 · Marketing	<u>35,482.87</u>	<u>5,000.00</u>
4300.0 · Sponsorship/Contributions		
4312.0 · Give Direct Campaign		
4312.1 · GDC General Fund	707.60	
4312.2 · GDC Masters	50.00	
4312.3 · GDC University	150.00	
4312.4 · GDC Juniors	150.00	
4312.5 · GDC Youth	416.20	
4312.6 · GDC Foundations	240.41	
4312.7 · GDC Senior Programs	10.00	
4312.0 · Give Direct Campaign - Other	0.00	8,448.00
Total 4312.0 · Give Direct Campaign	<u>1,724.21</u>	<u>8,448.00</u>
4325.0 · Misc Contributions	12,870.58	17,933.00
4355.0 · Event Sponsorship	0.00	100,000.00
Total 4300.0 · Sponsorship/Contributions	<u>14,594.79</u>	<u>126,381.00</u>
4400.0 · Membership Fee Income		
4410.0 · Active Membership	846,934.60	1,250,000.00
4415.0 · Club Membership	110,339.00	199,000.00
4420.0 · Coaching Recertification	116,876.00	117,000.00
4425.0 · IWF Referee Fees	2,100.00	1,000.00
4430.0 · Masters Rebate Program	9,160.00	17,140.00
4435.0 · MHF - Manual Handling Fee	40.00	

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	<u>Jan - Jun 17</u>	<u>Budget</u>
4440.0 · Sanction Fees	28,075.00	45,000.00
4455.0 · Coaches Liability Insurance	17,180.00	19,500.00
4460.0 · Background Screening	11,660.00	30,000.00
Total 4400.0 · Membership Fee Income	1,142,364.60	1,678,640.00
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	1,065,831.00	2,100,000.00
4515.0 · USOTC Room & Board Revenue	4,500.00	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	1,070,831.00	2,144,565.00
4600.0 · Event Revenue		
4610.0 · Bid Fees	1,500.00	6,000.00
4620.0 · Ticket Sales	61,825.00	28,000.00
4630.0 · Individual Entry Fees	261,484.00	267,230.00
4631.0 · Team Entry Fees	4,645.00	
4632.0 · Event T-Shirt - Poster Sales	46.00	
4633.0 · Event Shuttle Service	2,380.00	
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	148,793.51	82,500.00
4650.0 · USAW Hosted International Event		
4653.0 · Pan American Championships		
4653.1 · Pan Am Accreditation Fees Reven	37,375.00	
4653.3 · Pan Am Accommodations Revenue	188,110.62	
Total 4653.0 · Pan American Championships	225,485.62	
Total 4650.0 · USAW Hosted International Event	225,485.62	
Total 4600.0 · Event Revenue	706,159.13	383,730.00
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
Total 4700.0 · Investments Gain/Loss	46,224.83	115,000.00
4800.0 · Marketing Income		
4810.0 · Magazine Sales	25.00	
4830.0 · Self funded Athl & UnOff Delega	139,895.45	
4833.0 · Athlete Devel Camp-Athlete Fee	3,836.00	
4835.0 · Membership Camps @ OTC		
4835.1 · OTC Masters Camp	14,555.00	
4835.0 · Membership Camps @ OTC - Other	25,110.00	40,000.00
Total 4835.0 · Membership Camps @ OTC	39,665.00	40,000.00
4800.0 · Marketing Income - Other	925.72	

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Total

	<u>Jan - Jun 17</u>	<u>Budget</u>
Total 4800.0 · Marketing Income	184,347.17	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
4999.0 · Other Income	300.00	
Total Income	3,419,199.03	4,772,445.00
Gross Profit	3,419,199.03	4,772,445.00
Expense		
5001-15 · Advertising & Promotion	3,742.63	84,300.00
5004-15 · Airfare and Accommodations		
.1 · Airfare	274,312.53	299,580.00
.2 · Ground Transportation	27,663.46	40,375.00
.3 · Meal per diems & reimb only	35,028.17	60,625.00
.4 · Lodging & Meals	262,469.66	167,550.00
5004-15 · Airfare and Accommodations - Other	-4,737.24	
Total 5004-15 · Airfare and Accommodations	594,736.58	568,130.00
5007-15 · Apparel & Outfitting	1,776.21	4,000.00
5010-15 · Athlete Incentives	286,000.00	489,850.00
5011-15 · High Performance Assistance	23,791.00	250,000.00
5016-15 · Contract Services/Casual Labor	384,174.39	853,050.00
5017-15 · Contributions/Donations/Grants	21,050.00	
5025-15 · Discounts & Allowances	3,634.35	500.00
5028-15 · Dues, Fees & Subscriptions	55,182.15	116,975.00
5030-15 · Background Screening	9,763.50	25,621.00
5031-15 · Education	146.71	
5034-15 · Gifts & Awards	24,492.52	13,975.00
5040-15 · Insurance	169,573.85	270,000.00
5043-15 · Internet / Transaction Fees	93,935.85	175,250.00
5046-15 · IT Support	7,968.00	12,000.00
5049-15 · Legal & Professional fees	108,417.10	110,516.00
5050-15 · Media Services	4,918.96	
5052-15 · Other Expense	1,669.92	
5055-15 · Personnel expense		
.5 · Salaries and wages	360,469.61	690,000.00
.6 · Payroll taxes	29,265.53	57,553.00
.7 · Employee Benefits-Insurance	59,371.91	89,916.00
.8 · CONOEL Retirement Contribution	22,015.68	52,200.00
Total 5055-15 · Personnel expense	471,122.73	889,669.00
5056-15 · Employee Relocation Expense	2,395.02	

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Total	<u>Jan - Jun 17</u>	<u>Budget</u>
5058-15 · Postage & Shipping	44,778.02	88,768.00
5061-15 · Printing & Publications	29,427.89	10,227.00
5064-15 · Rebates		
.10 · LWC Rebates	41,539.00	180,000.00
.11 · Masters Program	5,050.00	19,000.00
.12 · Course Hosting	150,646.76	339,700.00
5064-15 · Rebates - Other	<u>6,500.00</u>	
Total 5064-15 · Rebates	203,735.76	538,700.00
5067-15 · Rent	177,830.29	55,600.00
5070-15 · Small Equipment	24,747.81	11,000.00
5073-15 · Supplies & Materials	26,749.62	35,318.00
5076-15 · Telephone	13,791.70	9,575.00
5080-15 · Event Emergency Fund	0.00	50,000.00
5085-15 · Royalty Payments	<u>27,500.00</u>	
Total Expense	<u>2,817,052.56</u>	<u>4,663,024.00</u>
Net Ordinary Income	<u>602,146.47</u>	<u>109,421.00</u>
Net Income	<u><u>602,146.47</u></u>	<u><u>109,421.00</u></u>

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

Total

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4035.0 · Int'l Relations		
4045.0 · Matching Challenge Grant	0.00	100.0%
4047.0 · Media Agreement	8,800.00	105.87%
4065.0 · Special Grant		
4070.0 · Media Insurance Reimbursement	-2,929.00	0.0%
4080.0 · Communications Support Program	-7,200.00	0.0%
4080.5 · Royalties		
Total 4000.0 · USOC	<u>24,957.72</u>	<u>113.48%</u>
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	4,180.28	116.72%
4210.4 · Comm on Licensed Merch Sales		
Total 4210.0 · Sales	<u>12,685.06</u>	<u>150.74%</u>
4230.0 · Sales-Cost of Goods	17,797.81	11.01%
Total 4200.0 · Marketing	<u>30,482.87</u>	<u>709.66%</u>
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		
4312.7 · GDC Senior Programs		
4312.0 · Give Direct Campaign - Other	-8,448.00	0.0%
Total 4312.0 · Give Direct Campaign	<u>-6,723.79</u>	<u>20.41%</u>
4325.0 · Misc Contributions	-5,062.42	71.77%
4355.0 · Event Sponsorship	-100,000.00	0.0%
Total 4300.0 · Sponsorship/Contributions	<u>-111,786.21</u>	<u>11.55%</u>
4400.0 · Membership Fee Income		
4410.0 · Active Membership	-403,065.40	67.76%
4415.0 · Club Membership	-88,661.00	55.45%
4420.0 · Coaching Recertification	-124.00	99.89%
4425.0 · IWF Referee Fees	1,100.00	210.0%
4430.0 · Masters Rebate Program	-7,980.00	53.44%
4435.0 · MHF - Manual Handling Fee		

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Total

	\$ Over Budget	% of Budget
Ordinary Income/Expense		
4400.0 · Sanction Fees	-16,925.00	62.39%
4455.0 · Coaches Liability Insurance	-2,320.00	88.1%
4460.0 · Background Screening	-18,340.00	38.87%
Total 4400.0 · Membership Fee Income	-536,275.40	68.05%
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	-1,034,169.00	50.75%
4515.0 · USOTC Room & Board Revenue	-23,985.00	15.8%
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	-1,073,734.00	49.93%
4600.0 · Event Revenue		
4610.0 · Bid Fees	-4,500.00	25.0%
4620.0 · Ticket Sales	33,825.00	220.8%
4630.0 · Individual Entry Fees	-5,746.00	97.85%
4631.0 · Team Entry Fees		
4632.0 · Event T-Shirt - Poster Sales		
4633.0 · Event Shuttle Service		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	66,293.51	180.36%
4650.0 · USAW Hosted International Event		
4653.0 · Pan American Championships		
4653.1 · Pan Am Accreditation Fees Reven		
4653.3 · Pan Am Accommodations Revenue		
Total 4653.0 · Pan American Championships		
Total 4650.0 · USAW Hosted International Event		
Total 4600.0 · Event Revenue	322,429.13	184.03%
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	-68,775.17	40.2%
4800.0 · Marketing Income		
4810.0 · Magazine Sales		
4830.0 · Self funded Athl & UnOff Delega		
4833.0 · Athlete Devel Camp-Athlete Fee		
4835.0 · Membership Camps @ OTC		
4835.1 · OTC Masters Camp		
4835.0 · Membership Camps @ OTC - Other	-14,890.00	62.78%
Total 4835.0 · Membership Camps @ OTC	-335.00	99.16%
4800.0 · Marketing Income - Other		

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Budget vs. Actual - Total
January through June 2017

Total

	\$ Over Budget	% of Budget
Ordinary Income	144,347.17	460.87%
4900.0 · Marketing Income		
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%
4999.0 · Other Income		
Total Income	-1,353,245.97	71.65%
Gross Profit	-1,353,245.97	71.65%
Expense		
5001-15 · Advertising & Promotion	-80,557.37	4.44%
5004-15 · Airfare and Accommodations		
.1 · Airfare	-25,267.47	91.57%
.2 · Ground Transportation	-12,711.54	68.52%
.3 · Meal per diems & reimb only	-25,596.83	57.78%
.4 · Lodging & Meals	94,919.66	156.65%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	26,606.58	104.68%
5007-15 · Apparel & Outfitting	-2,223.79	44.41%
5010-15 · Athlete Incentives	-203,850.00	58.39%
5011-15 · High Performance Assistance	-226,209.00	9.52%
5016-15 · Contract Services/Casual Labor	-468,875.61	45.04%
5017-15 · Contributions/Donations/Grants		
5025-15 · Discounts & Allowances	3,134.35	726.87%
5028-15 · Dues, Fees & Subscriptions	-61,792.85	47.17%
5030-15 · Background Screening	-15,857.50	38.11%
5031-15 · Education		
5034-15 · Gifts & Awards	10,517.52	175.26%
5040-15 · Insurance	-100,426.15	62.81%
5043-15 · Internet / Transaction Fees	-81,314.15	53.6%
5046-15 · IT Support	-4,032.00	66.4%
5049-15 · Legal & Professional fees	-2,098.90	98.1%
5050-15 · Media Services		
5052-15 · Other Expense		
5055-15 · Personnel expense		
.5 · Salaries and wages	-329,530.39	52.24%
.6 · Payroll taxes	-28,287.47	50.85%
.7 · Employee Benefits-Insurance	-30,544.09	66.03%
.8 · CONOEL Retirement Contribution	-30,184.32	42.18%
Total 5055-15 · Personnel expense	-418,546.27	52.96%
5056-15 · Employee Relocation Expense		

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Total		<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income		-	-
5055-15 Postage & Shipping		-43,989.98	50.44%
5061-15 Printing & Publications		19,200.89	287.75%
5064-15 Rebates			
.10 LWC Rebates		-138,461.00	23.08%
.11 Masters Program		-13,950.00	26.58%
.12 Course Hosting		-189,053.24	44.35%
5064-15 Rebates - Other			
Total 5064-15 Rebates		<u>-334,964.24</u>	<u>37.82%</u>
5067-15 Rent		122,230.29	319.84%
5070-15 Small Equipment		13,747.81	224.98%
5073-15 Supplies & Materials		-8,568.38	75.74%
5076-15 Telephone		4,216.70	144.04%
5080-15 Event Emergency Fund		-50,000.00	0.0%
5085-15 Royalty Payments			
Total Expense		<u>-1,845,971.44</u>	<u>60.41%</u>
Net Ordinary Income		<u>492,725.47</u>	<u>550.3%</u>
Net Income		<u><u>492,725.47</u></u>	<u><u>550.3%</u></u>

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through June 2017

Athlete Development Programs

	Jan - Jun 17	Budget
Ordinary Income/Expense		
Income		
4200.0 · Marketing		
4210.0 · Sales		
4210.4 · Comm on Licensed Merch Sales	5,002.58	
Total 4210.0 · Sales	<u>5,002.58</u>	
Total 4200.0 · Marketing	5,002.58	
4300.0 · Sponsorship/Contributions		
4312.0 · Give Direct Campaign		
4312.1 · GDC General Fund	707.60	
4312.2 · GDC Masters	50.00	
4312.3 · GDC University	150.00	
4312.4 · GDC Juniors	150.00	
4312.5 · GDC Youth	416.20	
4312.6 · GDC Foundations	240.41	
4312.7 · GDC Senior Programs	10.00	
4312.0 · Give Direct Campaign - Other	0.00	8,448.00
Total 4312.0 · Give Direct Campaign	1,724.21	8,448.00
4325.0 · Misc Contributions	12,855.09	17,933.00
Total 4300.0 · Sponsorship/Contributions	<u>14,579.30</u>	<u>26,381.00</u>
4500.0 · Coaching Course Income		
4515.0 · USOTC Room & Board Revenue	0.00	360.00
Total 4500.0 · Coaching Course Income	<u>0.00</u>	<u>360.00</u>
4600.0 · Event Revenue		
4620.0 · Ticket Sales	50.00	
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	25,850.00	
4650.0 · USAW Hosted International Event		
4653.0 · Pan American Championships		
4653.1 · Pan Am Accreditation Fees Reven	37,375.00	
4653.3 · Pan Am Accommodations Revenue	188,110.62	
Total 4653.0 · Pan American Championships	<u>225,485.62</u>	
Total 4650.0 · USAW Hosted International Event	<u>225,485.62</u>	
Total 4600.0 · Event Revenue	251,385.62	
4800.0 · Marketing Income		
4830.0 · Self funded Athl & UnOff Delega	137,419.69	
4833.0 · Athlete Devel Camp-Athlete Fee	3,836.00	
Total 4800.0 · Marketing Income	<u>141,255.69</u>	
Total Income	<u>412,223.19</u>	<u>26,741.00</u>
Gross Profit	412,223.19	26,741.00
Expense		
5004-15 · Airfare and Accommodations		
.1 · Airfare	193,166.88	230,880.00

USA Weightlifting
Budget vs. Actual - Athlete Development Programs

January through June 2017

Athlete Development Programs

	<u>Jan - Jun 17</u>	<u>Budget</u>
.2 · Ground Transportation	3,077.57	22,675.00
.3 · Meal per diems & reimb only	5,923.56	45,575.00
.4 · Lodging & Meals	197,732.04	102,050.00
5004-15 · Airfare and Accommodations - Other	<u>-6,456.00</u>	
Total 5004-15 · Airfare and Accommodations	393,444.05	401,180.00
5007-15 · Apparel & Outfitting	538.51	2,000.00
5010-15 · Athlete Incentives	286,000.00	480,000.00
5011-15 · High Performance Assistance	23,791.00	250,000.00
5016-15 · Contract Services/Casual Labor	8,250.00	550.00
5017-15 · Contributions/Donations/Grants	21,050.00	
5028-15 · Dues, Fees & Subscriptions	32,884.00	46,015.00
5030-15 · Background Screening	0.00	621.00
5034-15 · Gifts & Awards	5,530.19	519.00
5040-15 · Insurance	1,624.83	
5043-15 · Internet / Transaction Fees	6.75	
5049-15 · Legal & Professional fees	16,426.75	9,016.00
5058-15 · Postage & Shipping	3,389.48	4,068.00
5061-15 · Printing & Publications	392.11	127.00
5064-15 · Rebates		
.12 · Course Hosting	<u>0.00</u>	<u>700.00</u>
Total 5064-15 · Rebates	0.00	700.00
5067-15 · Rent	41,182.50	
5070-15 · Small Equipment	1,112.53	1,000.00
5073-15 · Supplies & Materials	1,143.63	468.00
5076-15 · Telephone	<u>1,080.70</u>	<u>2,050.00</u>
Total Expense	<u>837,847.03</u>	<u>1,198,314.00</u>
Net Ordinary Income	<u>-425,623.84</u>	<u>-1,171,573.00</u>
Net Income	<u><u>-425,623.84</u></u>	<u><u>-1,171,573.00</u></u>

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through June 2017

Athlete Development Programs

	\$ Over Budget	% of Budget
Ordinary Income/Expense		
Income		
4200.0 · Marketing		
4210.0 · Sales		
4210.4 · Comm on Licensed Merch Sales		
Total 4210.0 · Sales		
Total 4200.0 · Marketing		
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		
4312.7 · GDC Senior Programs		
4312.0 · Give Direct Campaign - Other	-8,448.00	0.0%
Total 4312.0 · Give Direct Campaign	-6,723.79	20.41%
4325.0 · Misc Contributions	-5,077.91	71.68%
Total 4300.0 · Sponsorship/Contributions	-11,801.70	55.26%
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		
4620.0 · Ticket Sales		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate		
4650.0 · USAW Hosted International Event		
4653.0 · Pan American Championships		
4653.1 · Pan Am Accreditation Fees Reven		
4653.3 · Pan Am Accommodations Revenue		
Total 4653.0 · Pan American Championships		
Total 4650.0 · USAW Hosted International Event		
Total 4600.0 · Event Revenue		
4800.0 · Marketing Income		
4830.0 · Self funded Athl & UnOff Delega		
4833.0 · Athlete Devel Camp-Athlete Fee		
Total 4800.0 · Marketing Income		
Total Income	385,482.19	1,541.54%
Gross Profit	385,482.19	1,541.54%
Expense		
5004-15 · Airfare and Accommodations		
.1 · Airfare	-37,713.12	83.67%

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through June 2017

Athlete Development Programs

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
2000-15 · Ground Transportation	-19,597.43	13.57%
.3 · Meal per diems & reimb only	-39,651.44	13.0%
.4 · Lodging & Meals	95,682.04	193.76%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	-7,735.95	98.07%
5007-15 · Apparel & Outfitting	-1,461.49	26.93%
5010-15 · Athlete Incentives	-194,000.00	59.58%
5011-15 · High Performance Assistance	-226,209.00	9.52%
5016-15 · Contract Services/Casual Labor	7,700.00	1,500.0%
5017-15 · Contributions/Donations/Grants		
5028-15 · Dues, Fees & Subscriptions	-13,131.00	71.46%
5030-15 · Background Screening	-621.00	0.0%
5034-15 · Gifts & Awards	5,011.19	1,065.55%
5040-15 · Insurance		
5043-15 · Internet / Transaction Fees		
5049-15 · Legal & Professional fees	7,410.75	182.2%
5058-15 · Postage & Shipping	-678.52	83.32%
5061-15 · Printing & Publications	265.11	308.75%
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	112.53	111.25%
5073-15 · Supplies & Materials	675.63	244.37%
5076-15 · Telephone	-969.30	52.72%
Total Expense	-360,466.97	69.92%
Net Ordinary Income	745,949.16	36.33%
Net Income	745,949.16	36.33%

USA Weightlifting
Budget vs. Actual - Coaching Education
January through June 2017

Coaching Education

	<u>Jan - Jun 17</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
4400.0 · Membership Fee Income		
4420.0 · Coaching Recertification	113,936.00	117,000.00
Total 4400.0 · Membership Fee Income	<u>113,936.00</u>	<u>117,000.00</u>
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	1,065,831.00	2,100,000.00
4515.0 · USOTC Room & Board Revenue	4,500.00	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>1,070,831.00</u>	<u>2,144,205.00</u>
4600.0 · Event Revenue		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	12,000.00	
Total 4600.0 · Event Revenue	<u>12,000.00</u>	
Total Income	<u>1,196,767.00</u>	<u>2,261,205.00</u>
Gross Profit	1,196,767.00	2,261,205.00
Expense		
5001-15 · Advertising & Promotion	0.00	4,300.00
5004-15 · Airfare and Accommodations		
.1 · Airfare	2,851.75	12,200.00
.2 · Ground Transportation	1,326.92	2,000.00
.3 · Meal per diems & reimb only	963.68	5,000.00
.4 · Lodging & Meals	4,728.77	18,800.00
5004-15 · Airfare and Accommodations - Other	1,295.16	
Total 5004-15 · Airfare and Accommodations	<u>11,166.28</u>	<u>38,000.00</u>
5016-15 · Contract Services/Casual Labor	274,800.00	645,000.00
5025-15 · Discounts & Allowances	0.00	500.00
5028-15 · Dues, Fees & Subscriptions	-90.00	960.00
5031-15 · Education	67.71	
5043-15 · Internet / Transaction Fees	0.00	68,250.00
5049-15 · Legal & Professional fees	25,841.25	
5050-15 · Media Services	2,037.12	
5056-15 · Employee Relocation Expense	1,598.39	
5058-15 · Postage & Shipping	24.71	6,100.00
5061-15 · Printing & Publications	162.84	
5064-15 · Rebates		
.12 · Course Hosting	150,646.76	339,000.00
Total 5064-15 · Rebates	<u>150,646.76</u>	<u>339,000.00</u>
5073-15 · Supplies & Materials	247.20	5,100.00

USA Weightlifting
Budget vs. Actual - Coaching Education
January through June 2017

Coaching Education

	<u>Jan - Jun 17</u>	<u>Budget</u>
5076-15 · Telephone	939.19	525.00
5085-15 · Royalty Payments	27,500.00	
Total Expense	<u>494,941.45</u>	<u>1,107,735.00</u>
Net Ordinary Income	<u>701,825.55</u>	<u>1,153,470.00</u>
Net Income	<u><u>701,825.55</u></u>	<u><u>1,153,470.00</u></u>

USA Weightlifting
Budget vs. Actual - Coaching Education
January through June 2017

Coaching Education

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
Income		
4400.0 · Membership Fee Income		
4420.0 · Coaching Recertification	-3,064.00	97.38%
Total 4400.0 · Membership Fee Income	-3,064.00	97.38%
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	-1,034,169.00	50.75%
4515.0 · USOTC Room & Board Revenue	-23,625.00	16.0%
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	-1,073,374.00	49.94%
4600.0 · Event Revenue		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate		
Total 4600.0 · Event Revenue		
Total Income	-1,064,438.00	52.93%
Gross Profit	-1,064,438.00	52.93%
Expense		
5001-15 · Advertising & Promotion	-4,300.00	0.0%
5004-15 · Airfare and Accommodations		
.1 · Airfare	-9,348.25	23.38%
.2 · Ground Transportation	-673.08	66.35%
.3 · Meal per diems & reimb only	-4,036.32	19.27%
.4 · Lodging & Meals	-14,071.23	25.15%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	-26,833.72	29.39%
5016-15 · Contract Services/Casual Labor	-370,200.00	42.61%
5025-15 · Discounts & Allowances	-500.00	0.0%
5028-15 · Dues, Fees & Subscriptions	-1,050.00	-9.38%
5031-15 · Education		
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	-6,075.29	0.41%
5061-15 · Printing & Publications		
5064-15 · Rebates		
.12 · Course Hosting	-188,353.24	44.44%
Total 5064-15 · Rebates	-188,353.24	44.44%
5073-15 · Supplies & Materials	-4,852.80	4.85%

USA Weightlifting
Budget vs. Actual - Coaching Education
 January through June 2017

Coaching Education

	\$ Over Budget	% of Budget
Ordinary Income	414.19	178.89%
5075-15 Telephone		
5085-15 Royalty Payments		
Total Expense	-612,793.55	44.68%
Net Ordinary Income	-451,644.45	60.85%
Net Income	-451,644.45	60.85%

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

Membership Services

	Jan - Jun 17	Budget
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4045.0 · Matching Challenge Grant	25,000.00	25,000.00
4047.0 · Media Agreement	158,800.00	150,000.00
4070.0 · Media Insurance Reimbursement	0.00	2,929.00
4080.0 · Communications Support Program	0.00	7,200.00
4080.5 · Royalties	36.72	
Total 4000.0 · USOC	183,836.72	185,129.00
4200.0 · Marketing		
4210.0 · Sales		
4210.1 · Non Taxable Out of State	14,929.03	
4210.4 · Comm on Licensed Merch Sales	1,080.55	
Total 4210.0 · Sales	16,009.58	
4230.0 · Sales-Cost of Goods	-2,202.19	
Total 4200.0 · Marketing	13,807.39	
4400.0 · Membership Fee Income		
4410.0 · Active Membership	846,934.60	1,250,000.00
4415.0 · Club Membership	110,339.00	199,000.00
4420.0 · Coaching Recertification	2,940.00	
4425.0 · IWF Referee Fees	2,100.00	1,000.00
4430.0 · Masters Rebate Program	9,160.00	17,140.00
4435.0 · MHF - Manual Handling Fee	20.00	
4440.0 · Sanction Fees	28,075.00	45,000.00
4455.0 · Coaches Liability Insurance	17,180.00	19,500.00
4460.0 · Background Screening	11,660.00	30,000.00
Total 4400.0 · Membership Fee Income	1,028,408.60	1,561,640.00
4800.0 · Marketing Income		
4810.0 · Magazine Sales	25.00	
4835.0 · Membership Camps @ OTC		
4835.1 · OTC Masters Camp	14,555.00	
4835.0 · Membership Camps @ OTC - Other	25,110.00	40,000.00
Total 4835.0 · Membership Camps @ OTC	39,665.00	40,000.00
Total 4800.0 · Marketing Income	39,690.00	40,000.00
Total Income	1,265,742.71	1,786,769.00
Gross Profit	1,265,742.71	1,786,769.00
Expense		
5001-15 · Advertising & Promotion	1,000.00	
5004-15 · Airfare and Accommodations		
.1 · Airfare	12,820.66	2,000.00
.2 · Ground Transportation	400.37	100.00
.3 · Meal per diems & reimb only	258.37	500.00

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

Membership Services

	<u>Jan - Jun 17</u>	<u>Budget</u>
.4 · Lodging & Meals	976.58	2,000.00
Total 5004-15 · Airfare and Accommodations	14,455.98	4,600.00
5016-15 · Contract Services/Casual Labor	43,850.00	
5025-15 · Discounts & Allowances	0.00	
5028-15 · Dues, Fees & Subscriptions	6,705.75	
5030-15 · Background Screening	9,763.50	25,000.00
5034-15 · Gifts & Awards	410.00	
5040-15 · Insurance	157,756.78	205,000.00
5043-15 · Internet / Transaction Fees	92,968.48	82,000.00
5049-15 · Legal & Professional fees	14,850.00	
5050-15 · Media Services	1,349.08	
5058-15 · Postage & Shipping	3,075.77	
5061-15 · Printing & Publications	4,892.97	
5064-15 · Rebates		
.10 · LWC Rebates	41,539.00	180,000.00
.11 · Masters Program	5,050.00	19,000.00
Total 5064-15 · Rebates	46,589.00	199,000.00
5067-15 · Rent	50.00	
5073-15 · Supplies & Materials	1,060.81	250.00
5076-15 · Telephone	255.75	
Total Expense	399,033.87	515,850.00
Net Ordinary Income	866,708.84	1,270,919.00
Net Income	866,708.84	1,270,919.00

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

Membership Services

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4045.0 · Matching Challenge Grant	0.00	100.0%
4047.0 · Media Agreement	8,800.00	105.87%
4070.0 · Media Insurance Reimbursement	-2,929.00	0.0%
4080.0 · Communications Support Program	-7,200.00	0.0%
4080.5 · Royalties		
Total 4000.0 · USOC	<u>-1,292.28</u>	<u>99.3%</u>
4200.0 · Marketing		
4210.0 · Sales		
4210.1 · Non Taxable Out of State		
4210.4 · Comm on Licensed Merch Sales		
Total 4210.0 · Sales		
4230.0 · Sales-Cost of Goods		
Total 4200.0 · Marketing		
4400.0 · Membership Fee Income		
4410.0 · Active Membership	-403,065.40	67.76%
4415.0 · Club Membership	-88,661.00	55.45%
4420.0 · Coaching Recertification		
4425.0 · IWF Referee Fees	1,100.00	210.0%
4430.0 · Masters Rebate Program	-7,980.00	53.44%
4435.0 · MHF - Manual Handling Fee		
4440.0 · Sanction Fees	-16,925.00	62.39%
4455.0 · Coaches Liability Insurance	-2,320.00	88.1%
4460.0 · Background Screening	-18,340.00	38.87%
Total 4400.0 · Membership Fee Income	<u>-533,231.40</u>	<u>65.85%</u>
4800.0 · Marketing Income		
4810.0 · Magazine Sales		
4835.0 · Membership Camps @ OTC		
4835.1 · OTC Masters Camp		
4835.0 · Membership Camps @ OTC - Other	-14,890.00	62.78%
Total 4835.0 · Membership Camps @ OTC	<u>-335.00</u>	<u>99.16%</u>
Total 4800.0 · Marketing Income	<u>-310.00</u>	<u>99.23%</u>
Total Income	<u>-521,026.29</u>	<u>70.84%</u>
Gross Profit	-521,026.29	70.84%
Expense		
5001-15 · Advertising & Promotion		
5004-15 · Airfare and Accommodations		
.1 · Airfare	10,820.66	641.03%
.2 · Ground Transportation	300.37	400.37%
.3 · Meal per diems & reimb only	-241.63	51.67%

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

Membership Services

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expenses	-1,023.42	48.83%
Traveling & Meals		
Total 5004-15 · Airfare and Accommodations	9,855.98	314.26%
5016-15 · Contract Services/Casual Labor		
5025-15 · Discounts & Allowances		
5028-15 · Dues, Fees & Subscriptions		
5030-15 · Background Screening	-15,236.50	39.05%
5034-15 · Gifts & Awards		
5040-15 · Insurance	-47,243.22	76.96%
5043-15 · Internet / Transaction Fees	10,968.48	113.38%
5049-15 · Legal & Professional fees		
5050-15 · Media Services		
5058-15 · Postage & Shipping		
5061-15 · Printing & Publications		
5064-15 · Rebates		
.10 · LWC Rebates	-138,461.00	23.08%
.11 · Masters Program	-13,950.00	26.58%
Total 5064-15 · Rebates	-152,411.00	23.41%
5067-15 · Rent		
5073-15 · Supplies & Materials	810.81	424.32%
5076-15 · Telephone		
Total Expense	-116,816.13	77.36%
Net Ordinary Income	-404,210.16	68.2%
Net Income	<u>-404,210.16</u>	<u>68.2%</u>

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

Events

	<u>Jan - Jun 17</u>	<u>Budget</u>
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	<u>16,672.90</u>	25,000.00
4230.0 · Sales-Cost of Goods	0.00	-20,000.00
Total 4200.0 · Marketing	<u>16,672.90</u>	5,000.00
4300.0 · Sponsorship/Contributions		
4355.0 · Event Sponsorship	0.00	100,000.00
Total 4300.0 · Sponsorship/Contributions	<u>0.00</u>	100,000.00
4400.0 · Membership Fee Income		
4435.0 · MHF - Manual Handling Fee	20.00	
Total 4400.0 · Membership Fee Income	<u>20.00</u>	
4600.0 · Event Revenue		
4610.0 · Bid Fees	1,500.00	6,000.00
4620.0 · Ticket Sales	61,775.00	28,000.00
4630.0 · Individual Entry Fees	261,484.00	267,230.00
4631.0 · Team Entry Fees	4,645.00	
4632.0 · Event T-Shirt - Poster Sales	46.00	
4633.0 · Event Shuttle Service	2,380.00	
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	93,390.51	82,500.00
Total 4600.0 · Event Revenue	<u>425,220.51</u>	383,730.00
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	300.00	
Total Income	<u>442,739.17</u>	<u>488,730.00</u>
Gross Profit	442,739.17	488,730.00
Expense		
5001-15 · Advertising & Promotion	2,742.63	80,000.00
5004-15 · Airfare and Accommodations		
.1 · Airfare	37,181.20	20,000.00
.2 · Ground Transportation	22,266.35	13,000.00
.3 · Meal per diems & reimb only	27,345.70	1,800.00
.4 · Lodging & Meals	48,052.28	36,700.00
5004-15 · Airfare and Accommodations - Other	423.60	
Total 5004-15 · Airfare and Accommodations	<u>135,269.13</u>	71,500.00
5007-15 · Apparel & Outfitting	1,237.70	2,000.00
5016-15 · Contract Services/Casual Labor	50,940.68	205,000.00
5028-15 · Dues, Fees & Subscriptions	2,081.46	4,000.00

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

Events

	<u>Jan - Jun 17</u>	<u>Budget</u>
5034-15 · Gifts & Awards	12,114.90	10,956.00
5040-15 · Insurance	260.00	
5043-15 · Internet / Transaction Fees	945.63	
5049-15 · Legal & Professional fees	5,296.25	
5050-15 · Media Services	1,532.76	
5052-15 · Other Expense	1,397.50	
5058-15 · Postage & Shipping	32,964.75	28,000.00
5061-15 · Printing & Publications	22,115.88	
5064-15 · Rebates	6,500.00	
5067-15 · Rent	129,954.79	43,600.00
5070-15 · Small Equipment	22,976.50	
5073-15 · Supplies & Materials	18,118.42	24,000.00
5076-15 · Telephone	9,780.27	
5080-15 · Event Emergency Fund	0.00	50,000.00
Total Expense	<u>456,229.25</u>	<u>519,056.00</u>
Net Ordinary Income	<u>-13,490.08</u>	<u>-30,326.00</u>
Net Income	<u><u>-13,490.08</u></u>	<u><u>-30,326.00</u></u>

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

Events

	<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	-10,748.75	57.01%
4210.4 · Comm on Licensed Merch Sales		
Total 4210.0 · Sales	<u>-8,327.10</u>	<u>66.69%</u>
4230.0 · Sales-Cost of Goods	<u>20,000.00</u>	<u>0.0%</u>
Total 4200.0 · Marketing	<u>11,672.90</u>	<u>333.46%</u>
4300.0 · Sponsorship/Contributions		
4355.0 · Event Sponsorship	<u>-100,000.00</u>	<u>0.0%</u>
Total 4300.0 · Sponsorship/Contributions	<u>-100,000.00</u>	<u>0.0%</u>
4400.0 · Membership Fee Income		
4435.0 · MHF - Manual Handling Fee		
Total 4400.0 · Membership Fee Income		
4600.0 · Event Revenue		
4610.0 · Bid Fees	-4,500.00	25.0%
4620.0 · Ticket Sales	33,775.00	220.63%
4630.0 · Individual Entry Fees	-5,746.00	97.85%
4631.0 · Team Entry Fees		
4632.0 · Event T-Shirt - Poster Sales		
4633.0 · Event Shuttle Service		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	<u>10,890.51</u>	<u>113.2%</u>
Total 4600.0 · Event Revenue	<u>41,490.51</u>	<u>110.81%</u>
4800.0 · Marketing Income		
4830.0 · Self funded Athl & UnOff Delega		
Total 4800.0 · Marketing Income		
4999.0 · Other Income		
Total Income	<u>-45,990.83</u>	<u>90.59%</u>
Gross Profit	<u>-45,990.83</u>	<u>90.59%</u>
Expense		
5001-15 · Advertising & Promotion	-77,257.37	3.43%
5004-15 · Airfare and Accommodations		
.1 · Airfare	17,181.20	185.91%
.2 · Ground Transportation	9,266.35	171.28%
.3 · Meal per diems & reimb only	25,545.70	1,519.21%
.4 · Lodging & Meals	11,352.28	130.93%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	<u>63,769.13</u>	<u>189.19%</u>
5007-15 · Apparel & Outfitting	-762.30	61.89%
5016-15 · Contract Services/Casual Labor	-154,059.32	24.85%
5028-15 · Dues, Fees & Subscriptions	-1,918.54	52.04%

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

Events	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income	1,158.90	110.58%
5025-15 · Gifts & Awards		
5040-15 · Insurance		
5043-15 · Internet / Transaction Fees		
5049-15 · Legal & Professional fees		
5050-15 · Media Services		
5052-15 · Other Expense		
5058-15 · Postage & Shipping	4,964.75	117.73%
5061-15 · Printing & Publications		
5064-15 · Rebates		
5067-15 · Rent	86,354.79	298.06%
5070-15 · Small Equipment		
5073-15 · Supplies & Materials	-5,881.58	75.49%
5076-15 · Telephone		
5080-15 · Event Emergency Fund	-50,000.00	0.0%
Total Expense	<u>-62,826.75</u>	<u>87.9%</u>
Net Ordinary Income	<u>16,835.92</u>	<u>44.48%</u>
Net Income	<u><u>16,835.92</u></u>	<u><u>44.48%</u></u>

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

Governance

	<u>Jan - Jun 17</u>	<u>Budget</u>	<u>\$ Over 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>		
4800.0 · Marketing Income			
4830.0 · Self funded Athl & UnOff Delega	1,950.00		
Total 4800.0 · Marketing Income	<u>1,950.00</u>		
Total Income	<u>6,950.00</u>		
Gross Profit	6,950.00		
Expense			
5004-15 · Airfare and Accommodations			
.1 · Airfare	10,469.91	12,000.00	-1,530.09
.2 · Ground Transportation	302.52	500.00	-197.48
.3 · Meal per diems & reimb only	32.64	5,000.00	-4,967.36
.4 · Lodging & Meals	9,763.54	5,000.00	4,763.54
Total 5004-15 · Airfare and Accommodations	<u>20,568.61</u>	<u>22,500.00</u>	<u>-1,931.39</u>
5034-15 · Gifts & Awards	356.77		
5040-15 · Insurance	32.50	7,500.00	-7,467.50
5049-15 · Legal & Professional fees	1,500.00	5,000.00	-3,500.00
5058-15 · Postage & Shipping	27.64	500.00	-472.36
5061-15 · Printing & Publications	39.90		
5073-15 · Supplies & Materials	244.54		
Total Expense	<u>22,769.96</u>	<u>35,500.00</u>	<u>-12,730.04</u>
Net Ordinary Income	<u>-15,819.96</u>	<u>-35,500.00</u>	<u>19,680.04</u>
Net Income	<u><u>-15,819.96</u></u>	<u><u>-35,500.00</u></u>	<u><u>19,680.04</u></u>

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

Governance

	% of Budget
Ordinary Income/Expense	
Income	
4000.0 · USOC	
4035.0 · Int'l Relations	
Total 4000.0 · USOC	
4800.0 · Marketing Income	
4830.0 · Self funded Athl & UnOff Delega	
Total 4800.0 · Marketing Income	
Total Income	
Gross Profit	
Expense	
5004-15 · Airfare and Accommodations	
.1 · Airfare	87.25%
.2 · Ground Transportation	60.5%
.3 · Meal per diems & reimb only	0.65%
.4 · Lodging & Meals	195.27%
Total 5004-15 · Airfare and Accommodations	91.42%
5034-15 · Gifts & Awards	
5040-15 · Insurance	0.43%
5049-15 · Legal & Professional fees	30.0%
5058-15 · Postage & Shipping	5.53%
5061-15 · Printing & Publications	
5073-15 · Supplies & Materials	
Total Expense	64.14%
Net Ordinary Income	44.56%
Net Income	44.56%

USA Weightlifting
Budget vs. Actual - Organizational Development

January through June 2017

Organizational Development

	<u>Jan - Jun 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Expense			
5004-15 · Airfare and Accommodations			
.1 · Airfare	8,207.29	12,000.00	-3,792.71
.2 · Ground Transportation	0.00	100.00	-100.00
.3 · Meal per diems & reimb only	0.00	750.00	-750.00
.4 · Lodging & Meals	508.16	500.00	8.16
Total 5004-15 · Airfare and Accommodations	<u>8,715.45</u>	<u>13,350.00</u>	<u>-4,634.55</u>
5016-15 · Contract Services/Casual Labor	0.00	500.00	-500.00
5028-15 · Dues, Fees & Subscriptions	2,000.00	1,000.00	1,000.00
5034-15 · Gifts & Awards	1,335.00	500.00	835.00
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	0.00	100.00	-100.00
5073-15 · Supplies & Materials	0.00	500.00	-500.00
5076-15 · Telephone	137.43	1,000.00	-862.57
Total Expense	<u>12,187.88</u>	<u>18,550.00</u>	<u>-6,362.12</u>
Net Ordinary Income	<u>-12,187.88</u>	<u>-18,550.00</u>	<u>6,362.12</u>
Net Income	<u><u>-12,187.88</u></u>	<u><u>-18,550.00</u></u>	<u><u>6,362.12</u></u>

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

Organizational Development

	% of Budget
Ordinary Income/Expense	
Expense	
5004-15 · Airfare and Accommodations	
.1 · Airfare	68.39%
.2 · Ground Transportation	0.0%
.3 · Meal per diems & reimb only	0.0%
.4 · Lodging & Meals	101.63%
Total 5004-15 · Airfare and Accommodations	65.28%
5016-15 · Contract Services/Casual Labor	0.0%
5028-15 · Dues, Fees & Subscriptions	200.0%
5034-15 · Gifts & Awards	267.0%
5049-15 · Legal & Professional fees	0.0%
5058-15 · Postage & Shipping	0.0%
5061-15 · Printing & Publications	0.0%
5073-15 · Supplies & Materials	0.0%
5076-15 · Telephone	13.74%
Total Expense	65.7%
Net Ordinary Income	65.7%
Net Income	65.7%

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

National Office

	<u>Jan - Jun 17</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4065.0 · Special Grant	21,250.00	
Total 4000.0 · USOC	<u>21,250.00</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	15.49	
Total 4300.0 · Sponsorship/Contributions	<u>15.49</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
Total 4700.0 · Investments Gain/Loss	<u>46,224.83</u>	<u>115,000.00</u>
4800.0 · Marketing Income	925.72	
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	<u>0.00</u>	<u>94,000.00</u>
Total Income	<u>94,776.96</u>	<u>209,000.00</u>
Gross Profit	94,776.96	209,000.00
Expense		
5004-15 · Airfare and Accommodations		
.1 · Airfare	9,614.84	10,500.00
.2 · Ground Transportation	289.73	2,000.00
.3 · Meal per diems & reimb only	504.22	2,000.00
.4 · Lodging & Meals	708.29	2,500.00
Total 5004-15 · Airfare and Accommodations	<u>11,117.08</u>	<u>17,000.00</u>
5010-15 · Athlete Incentives	0.00	9,850.00
5016-15 · Contract Services/Casual Labor	6,333.71	2,000.00
5025-15 · Discounts & Allowances	3,634.35	
5028-15 · Dues, Fees & Subscriptions	11,600.94	65,000.00
5031-15 · Education	79.00	
5034-15 · Gifts & Awards	4,745.66	2,000.00
5040-15 · Insurance	9,899.74	57,500.00

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

National Office

	<u>Jan - Jun 17</u>	<u>Budget</u>
5043-15 · Internet / Transaction Fees	14.99	25,000.00
5046-15 · IT Support	7,968.00	12,000.00
5049-15 · Legal & Professional fees	44,502.85	95,000.00
5052-15 · Other Expense	272.42	
5055-15 · Personnel expense		
.5 · Salaries and wages	360,469.61	690,000.00
.6 · Payroll taxes	29,265.53	57,553.00
.7 · Employee Benefits-Insurance	59,371.91	89,916.00
.8 · CONOEL Retirement Contribution	22,015.68	52,200.00
Total 5055-15 · Personnel expense	<u>471,122.73</u>	<u>889,669.00</u>
5056-15 · Employee Relocation Expense	796.63	
5058-15 · Postage & Shipping	5,295.67	50,000.00
5061-15 · Printing & Publications	1,824.19	10,000.00
5067-15 · Rent	6,643.00	12,000.00
5070-15 · Small Equipment	658.78	10,000.00
5073-15 · Supplies & Materials	5,935.02	5,000.00
5076-15 · Telephone	1,598.36	6,000.00
Total Expense	<u>594,043.12</u>	<u>1,268,019.00</u>
Net Ordinary Income	<u>-499,266.16</u>	<u>-1,059,019.00</u>
Net Income	<u>-499,266.16</u>	<u>-1,059,019.00</u>

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

National Office

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4065.0 · Special Grant		
Total 4000.0 · USOC		
4100.0 · Investment Income		
4130.0 · Securities Acct Interest		
Total 4100.0 · Investment Income		
4300.0 · Sponsorship/Contributions		
4325.0 · Misc Contributions		
Total 4300.0 · Sponsorship/Contributions		
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	<u>-68,775.17</u>	<u>40.2%</u>
4800.0 · Marketing Income		
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	<u>-94,000.00</u>	<u>0.0%</u>
Total Income	<u>-114,223.04</u>	<u>45.35%</u>
Gross Profit	-114,223.04	45.35%
Expense		
5004-15 · Airfare and Accommodations		
.1 · Airfare	-885.16	91.57%
.2 · Ground Transportation	-1,710.27	14.49%
.3 · Meal per diems & reimb only	-1,495.78	25.21%
.4 · Lodging & Meals	-1,791.71	28.33%
Total 5004-15 · Airfare and Accommodations	<u>-5,882.92</u>	<u>65.4%</u>
5010-15 · Athlete Incentives	-9,850.00	0.0%
5016-15 · Contract Services/Casual Labor	4,333.71	316.69%
5025-15 · Discounts & Allowances		
5028-15 · Dues, Fees & Subscriptions	-53,399.06	17.85%
5031-15 · Education		
5034-15 · Gifts & Awards	2,745.66	237.28%
5040-15 · Insurance	-47,600.26	17.22%

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

National Office

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income		
5043-15 · Internet / Transaction Fees	-24,985.01	0.06%
5046-15 · IT Support	-4,032.00	66.4%
5049-15 · Legal & Professional fees	-50,497.15	46.85%
5052-15 · Other Expense		
5055-15 · Personnel expense		
.5 · Salaries and wages	-329,530.39	52.24%
.6 · Payroll taxes	-28,287.47	50.85%
.7 · Employee Benefits-Insurance	-30,544.09	66.03%
.8 · CONOEL Retirement Contribution	-30,184.32	42.18%
Total 5055-15 · Personnel expense	<u>-418,546.27</u>	<u>52.96%</u>
5056-15 · Employee Relocation Expense		
5058-15 · Postage & Shipping	-44,704.33	10.59%
5061-15 · Printing & Publications	-8,175.81	18.24%
5067-15 · Rent	-5,357.00	55.36%
5070-15 · Small Equipment	-9,341.22	6.59%
5073-15 · Supplies & Materials	935.02	118.7%
5076-15 · Telephone	-4,401.64	26.64%
Total Expense	<u>-673,975.88</u>	<u>46.85%</u>
Net Ordinary Income	<u>559,752.84</u>	<u>47.14%</u>
Net Income	<u><u>559,752.84</u></u>	<u><u>47.14%</u></u>