

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

Total

	<u>Jan - Sep 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	31,875.00	
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>220,711.72</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	33,725.28	25,000.00
4210.4 · Comm on Licensed Merch Sales	8,540.17	
4210.0 · Sales - Other	130.00	
Total 4210.0 · Sales	<u>42,395.45</u>	<u>25,000.00</u>
4230.0 · Sales-Cost of Goods	-4,042.92	-20,000.00
4200.0 · Marketing - Other	-594.10	
Total 4200.0 · Marketing	<u>37,758.43</u>	<u>5,000.00</u>
4300.0 · Sponsorship/Contributions		
4312.0 · Give Direct Campaign		
4312.1 · GDC General Fund	1,243.40	
4312.2 · GDC Masters	100.00	
4312.3 · GDC University	175.00	
4312.4 · GDC Juniors	200.00	
4312.5 · GDC Youth	1,601.80	
4312.6 · GDC Foundations	315.61	
4312.7 · GDC Senior Programs	280.20	
4312.0 · Give Direct Campaign - Other	0.00	8,448.00
Total 4312.0 · Give Direct Campaign	<u>3,916.01</u>	<u>8,448.00</u>
4325.0 · Misc Contributions	15,412.37	17,933.00
4355.0 · Event Sponsorship	0.00	100,000.00
Total 4300.0 · Sponsorship/Contributions	<u>19,328.38</u>	<u>126,381.00</u>
4400.0 · Membership Fee Income		
4410.0 · Active Membership	1,243,275.20	1,250,000.00
4415.0 · Club Membership	163,671.00	199,000.00
4420.0 · Coaching Recertification	176,336.00	117,000.00
4425.0 · IWF Referee Fees	2,100.00	1,000.00

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	<u>Jan - Sep 17</u>	<u>Budget</u>
4430.0 · Masters Rebate Program	13,465.00	17,140.00
4435.0 · MHF - Manual Handling Fee	50.00	
4440.0 · Sanction Fees	39,100.00	45,000.00
4455.0 · Coaches Liability Insurance	20,755.00	19,500.00
4460.0 · Background Screening	16,100.00	30,000.00
Total 4400.0 · Membership Fee Income	1,674,852.20	1,678,640.00
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	1,508,104.30	2,100,000.00
4515.0 · USOTC Room & Board Revenue	3,690.00	28,485.00
4520.0 · Cancellation Fee, Coaching Cour	200.00	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	1,512,494.30	2,144,565.00
4600.0 · Event Revenue		
4610.0 · Bid Fees	1,500.00	6,000.00
4620.0 · Ticket Sales	82,365.00	28,000.00
4630.0 · Individual Entry Fees	364,268.00	267,230.00
4631.0 · Team Entry Fees	5,855.00	
4632.0 · Event T-Shirt - Poster Sales	46.00	
4633.0 · Event Shuttle Service	2,380.00	
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	176,752.45	82,500.00
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	849,482.65	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	142,560.30	
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

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Total

	Jan - Sep 17	Budget
4835.0 · Membership Camps @ OTC - Other	0.00	0.00
Total 4835.0 · Membership Camps @ OTC	37,085.00	40,000.00
4800.0 · Marketing Income - Other	925.72	
Total 4800.0 · Marketing Income	183,088.02	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	1,200.00	
Total Income	4,553,948.45	4,772,445.00
Gross Profit	4,553,948.45	4,772,445.00
Expense		
5001-15 · Advertising & Promotion	64,748.56	84,300.00
5004-15 · Airfare and Accommodations		
.1 · Airfare	363,764.90	299,580.00
.2 · Ground Transportation	41,710.00	40,375.00
.3 · Meal per diems & reimb only	65,730.56	60,625.00
.4 · Lodging & Meals	628,854.86	167,550.00
5004-15 · Airfare and Accommodations - Other	1,137.76	
Total 5004-15 · Airfare and Accommodations	1,101,198.08	568,130.00
5007-15 · Apparel & Outfitting	4,833.64	4,000.00
5010-15 · Athlete Incentives	441,000.00	489,850.00
5011-15 · High Performance Assistance	38,321.00	250,000.00
5016-15 · Contract Services/Casual Labor	589,462.65	853,050.00
5017-15 · Contributions/Donations/Grants	22,143.90	
5025-15 · Discounts & Allowances	3,634.35	500.00
5028-15 · Dues, Fees & Subscriptions	92,735.10	116,975.00
5030-15 · Background Screening	15,714.00	25,621.00
5031-15 · Education	146.71	
5034-15 · Gifts & Awards	57,080.40	13,975.00
5040-15 · Insurance	222,791.71	270,000.00
5043-15 · Internet / Transaction Fees	142,143.65	175,250.00
5046-15 · IT Support	15,172.00	12,000.00
5049-15 · Legal & Professional fees	171,217.65	110,516.00
5050-15 · Media Services	5,383.46	
5052-15 · Other Expense	1,669.92	
5055-15 · Personnel expense		
.5 · Salaries and wages	529,889.34	690,000.00
.6 · Payroll taxes	41,726.40	57,553.00
.7 · Employee Benefits-Insurance	87,829.75	89,916.00

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	<u>Jan - Sep 17</u>	<u>Budget</u>
.8 · CONOEL Retirement Contribution	34,487.76	52,200.00
Total 5055-15 · Personnel expense	693,933.25	889,669.00
5056-15 · Employee Relocation Expense	3,380.38	
5058-15 · Postage & Shipping	73,305.22	88,768.00
5061-15 · Printing & Publications	14,637.69	10,227.00
5064-15 · Rebates		
.10 · LWC Rebates	41,539.00	180,000.00
.11 · Masters Program	9,160.00	19,000.00
.12 · Course Hosting	206,571.76	339,700.00
5064-15 · Rebates - Other	14,500.00	
Total 5064-15 · Rebates	271,770.76	538,700.00
5067-15 · Rent	235,533.74	55,600.00
5070-15 · Small Equipment	24,552.88	11,000.00
5073-15 · Supplies & Materials	50,737.99	35,318.00
5076-15 · Telephone	17,259.41	9,575.00
5080-15 · Event Emergency Fund	0.00	50,000.00
5085-15 · Royalty Payments	27,500.00	
Total Expense	4,402,008.10	4,663,024.00
Net Ordinary Income	151,940.35	109,421.00
Net Income	151,940.35	109,421.00

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Total

	\$ Over Budget	% of Budget
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	35,582.72	119.22%
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	8,725.28	134.9%
4210.4 · Comm on Licensed Merch Sales		
4210.0 · Sales - Other		
Total 4210.0 · Sales	17,395.45	169.58%
4230.0 · Sales-Cost of Goods	15,957.08	20.22%
4200.0 · Marketing - Other		
Total 4200.0 · Marketing	32,758.43	755.17%
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	-4,531.99	46.35%
4325.0 · Misc Contributions	-2,520.63	85.94%
4355.0 · Event Sponsorship	-100,000.00	0.0%
Total 4300.0 · Sponsorship/Contributions	-107,052.62	15.29%
4400.0 · Membership Fee Income		
4410.0 · Active Membership	-6,724.80	99.46%
4415.0 · Club Membership	-35,329.00	82.25%
4420.0 · Coaching Recertification	59,336.00	150.72%
4425.0 · IWF Referee Fees	1,100.00	210.0%

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	\$ Over Budget	% of Budget
Ordinary Income/Expenses		
4400.0 · Masters Rebate Program	-3,675.00	78.56%
4435.0 · MHF - Manual Handling Fee		
4440.0 · Sanction Fees	-5,900.00	86.89%
4455.0 · Coaches Liability Insurance	1,255.00	106.44%
4460.0 · Background Screening	-13,900.00	53.67%
Total 4400.0 · Membership Fee Income	-3,787.80	99.77%
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	-591,895.70	71.81%
4515.0 · USOTC Room & Board Revenue	-24,795.00	12.95%
4520.0 · Cancellation Fee, Coaching Cour	-1,150.00	14.82%
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	-632,070.70	70.53%
4600.0 · Event Revenue		
4610.0 · Bid Fees	-4,500.00	25.0%
4620.0 · Ticket Sales	54,365.00	294.16%
4630.0 · Individual Entry Fees	97,038.00	136.31%
4631.0 · Team Entry Fees		
4632.0 · Event T-Shirt - Poster Sales		
4633.0 · Event Shuttle Service		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	94,252.45	214.25%
4650.0 · USAW Hosted International Event		
4653.0 · Pan American Championships		
4653.1 · Pan Am Accreditation Fees Reven		
4653.2 · Pan Am Airfare Revenue		
4653.3 · Pan Am Accommodations Revenue		
Total 4653.0 · Pan American Championships		
Total 4650.0 · USAW Hosted International Event		
Total 4600.0 · Event Revenue	465,752.65	221.38%
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	-2,915.00	92.71%

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Total

	\$ Over Budget	% of Budget
Ordinary Income/Expense		
4835.0 · Membership Camps @ OTC - Other	0.00	0.0%
Total 4835.0 · Membership Camps @ OTC	-2,915.00	92.71%
4800.0 · Marketing Income - Other		
Total 4800.0 · Marketing Income	143,088.02	457.72%
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	-218,496.55	95.42%
Gross Profit	-218,496.55	95.42%
Expense		
5001-15 · Advertising & Promotion	-19,551.44	76.81%
5004-15 · Airfare and Accommodations		
.1 · Airfare	64,184.90	121.43%
.2 · Ground Transportation	1,335.00	103.31%
.3 · Meal per diems & reimb only	5,105.56	108.42%
.4 · Lodging & Meals	461,304.86	375.32%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	533,068.08	193.83%
5007-15 · Apparel & Outfitting	833.64	120.84%
5010-15 · Athlete Incentives	-48,850.00	90.03%
5011-15 · High Performance Assistance	-211,679.00	15.33%
5016-15 · Contract Services/Casual Labor	-263,587.35	69.1%
5017-15 · Contributions/Donations/Grants		
5025-15 · Discounts & Allowances	3,134.35	726.87%
5028-15 · Dues, Fees & Subscriptions	-24,239.90	79.28%
5030-15 · Background Screening	-9,907.00	61.33%
5031-15 · Education		
5034-15 · Gifts & Awards	43,105.40	408.45%
5040-15 · Insurance	-47,208.29	82.52%
5043-15 · Internet / Transaction Fees	-33,106.35	81.11%
5046-15 · IT Support	3,172.00	126.43%
5049-15 · Legal & Professional fees	60,701.65	154.93%
5050-15 · Media Services		
5052-15 · Other Expense		
5055-15 · Personnel expense		
.5 · Salaries and wages	-160,110.66	76.8%
.6 · Payroll taxes	-15,826.60	72.5%
.7 · Employee Benefits-Insurance	-2,086.25	97.68%

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Total		\$ Over Budget	% of Budget
Ordinary Income/Expense	CONOEL Retirement Contribution	-17,712.24	66.07%
	Total 5055-15 · Personnel expense	-195,735.75	78.0%
	5056-15 · Employee Relocation Expense		
	5058-15 · Postage & Shipping	-15,462.78	82.58%
	5061-15 · Printing & Publications	4,410.69	143.13%
	5064-15 · Rebates		
	.10 · LWC Rebates	-138,461.00	23.08%
	.11 · Masters Program	-9,840.00	48.21%
	.12 · Course Hosting	-133,128.24	60.81%
	5064-15 · Rebates - Other		
	Total 5064-15 · Rebates	-266,929.24	50.45%
	5067-15 · Rent	179,933.74	423.62%
	5070-15 · Small Equipment	13,552.88	223.21%
	5073-15 · Supplies & Materials	15,419.99	143.66%
	5076-15 · Telephone	7,684.41	180.26%
	5080-15 · Event Emergency Fund	-50,000.00	0.0%
	5085-15 · Royalty Payments		
	Total Expense	-261,015.90	94.4%
	Net Ordinary Income	42,519.35	138.86%
Net Income		42,519.35	138.86%

USA Weightlifting
Budget vs. Actual - Athlete Development Programs

January through September 2017

Athlete Development Programs

	<u>Jan - Sep 17</u>	<u>Budget</u>
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	1,243.40	
4312.2 · GDC Masters	100.00	
4312.3 · GDC University	175.00	
4312.4 · GDC Juniors	200.00	
4312.5 · GDC Youth	1,601.80	
4312.6 · GDC Foundations	315.61	
4312.7 · GDC Senior Programs	280.20	
4312.0 · Give Direct Campaign - Other	0.00	8,448.00
Total 4312.0 · Give Direct Campaign	3,916.01	8,448.00
4325.0 · Misc Contributions	15,391.88	17,933.00
Total 4300.0 · Sponsorship/Contributions	19,307.89	26,381.00
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
Total 4500.0 · Coaching Course Income	0.00	360.00
4600.0 · Event Revenue		
4620.0 · Ticket Sales	3,645.00	
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	38,747.00	
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	258,708.20	
4800.0 · Marketing Income		
4830.0 · Self funded Athl & UnOff Delega	140,084.54	
4833.0 · Athlete Devel Camp-Athlete Fee	2,492.00	
Total 4800.0 · Marketing Income	<u>142,576.54</u>	
Total Income	<u>425,615.21</u>	<u>26,741.00</u>

USA Weightlifting
Budget vs. Actual - Athlete Development Programs

January through September 2017

Athlete Development Programs

	<u>Jan - Sep 17</u>	<u>Budget</u>
Gross Profit	425,615.21	26,741.00
Expense		
5001-15 · Advertising & Promotion	5,549.38	
5004-15 · Airfare and Accommodations		
.1 · Airfare	259,331.78	230,880.00
.2 · Ground Transportation	12,633.90	22,675.00
.3 · Meal per diems & reimb only	17,510.76	45,575.00
.4 · Lodging & Meals	522,296.93	102,050.00
5004-15 · Airfare and Accommodations - Other	<u>-4,131.00</u>	
Total 5004-15 · Airfare and Accommodations	807,642.37	401,180.00
5007-15 · Apparel & Outfitting	947.59	2,000.00
5010-15 · Athlete Incentives	441,000.00	480,000.00
5011-15 · High Performance Assistance	38,321.00	250,000.00
5016-15 · Contract Services/Casual Labor	38,320.00	550.00
5017-15 · Contributions/Donations/Grants	21,050.00	
5028-15 · Dues, Fees & Subscriptions	62,019.87	46,015.00
5030-15 · Background Screening	-25.00	621.00
5034-15 · Gifts & Awards	17,921.73	519.00
5040-15 · Insurance	2,421.08	
5043-15 · Internet / Transaction Fees	62.13	
5049-15 · Legal & Professional fees	24,691.75	9,016.00
5050-15 · Media Services	75.62	
5058-15 · Postage & Shipping	11,302.17	4,068.00
5061-15 · Printing & Publications	452.60	127.00
5064-15 · Rebates		
.12 · Course Hosting	490.00	700.00
Total 5064-15 · Rebates	490.00	700.00
5067-15 · Rent	49,649.87	
5070-15 · Small Equipment	2,011.62	1,000.00
5073-15 · Supplies & Materials	5,812.15	468.00
5076-15 · Telephone	2,092.26	2,050.00
Total Expense	<u>1,531,808.19</u>	<u>1,198,314.00</u>
Net Ordinary Income	<u>-1,106,192.98</u>	<u>-1,171,573.00</u>
Net Income	<u>-1,106,192.98</u>	<u>-1,171,573.00</u>

USA Weightlifting
Budget vs. Actual - Athlete Development Programs

January through September 2017

Athlete Development Programs

	<u>\$ Over Budget</u>	<u>% of Budget</u>
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	-4,531.99	46.35%
4325.0 · Misc Contributions	-2,541.12	85.83%
Total 4300.0 · Sponsorship/Contributions	-7,073.11	73.19%
4400.0 · Membership Fee Income		
4460.0 · Background Screening		
Total 4400.0 · Membership Fee Income		
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		
4653.2 · Pan Am Airfare Revenue		
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	<u>398,874.21</u>	<u>1,591.62%</u>

USA Weightlifting

Budget vs. Actual - Athlete Development Programs

January through September 2017

Athlete Development Programs

Ordinary Profit/Expense	<u>\$ Over Budget</u>	<u>% of Budget</u>
	398,874.21	1,591.62%
Expense		
5001-15 · Advertising & Promotion		
5004-15 · Airfare and Accommodations		
.1 · Airfare	28,451.78	112.32%
.2 · Ground Transportation	-10,041.10	55.72%
.3 · Meal per diems & reimb only	-28,064.24	38.42%
.4 · Lodging & Meals	420,246.93	511.81%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	<u>406,462.37</u>	<u>201.32%</u>
5007-15 · Apparel & Outfitting	-1,052.41	47.38%
5010-15 · Athlete Incentives	-39,000.00	91.88%
5011-15 · High Performance Assistance	-211,679.00	15.33%
5016-15 · Contract Services/Casual Labor	37,770.00	6,967.27%
5017-15 · Contributions/Donations/Grants		
5028-15 · Dues, Fees & Subscriptions	16,004.87	134.78%
5030-15 · Background Screening	-646.00	-4.03%
5034-15 · Gifts & Awards	17,402.73	3,453.13%
5040-15 · Insurance		
5043-15 · Internet / Transaction Fees		
5049-15 · Legal & Professional fees	15,675.75	273.87%
5050-15 · Media Services		
5058-15 · Postage & Shipping	7,234.17	277.83%
5061-15 · Printing & Publications	325.60	356.38%
5064-15 · Rebates		
.12 · Course Hosting	-210.00	70.0%
Total 5064-15 · Rebates	<u>-210.00</u>	<u>70.0%</u>
5067-15 · Rent		
5070-15 · Small Equipment	1,011.62	201.16%
5073-15 · Supplies & Materials	5,344.15	1,241.91%
5076-15 · Telephone	42.26	102.06%
Total Expense	<u>333,494.19</u>	<u>127.83%</u>
Net Ordinary Income	<u>65,380.02</u>	<u>94.42%</u>
Net Income	<u>65,380.02</u>	<u>94.42%</u>

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

Coaching Education

	<u>Jan - Sep 17</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
4400.0 · Membership Fee Income		
4420.0 · Coaching Recertification	176,336.00	117,000.00
Total 4400.0 · Membership Fee Income	<u>176,336.00</u>	<u>117,000.00</u>
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	1,508,104.30	2,100,000.00
4515.0 · USOTC Room & Board Revenue	3,690.00	28,125.00
4520.0 · Cancellation Fee, Coaching Cour	100.00	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>1,512,394.30</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>1,700,730.30</u>	<u>2,261,205.00</u>
Gross Profit	1,700,730.30	2,261,205.00
Expense		
5001-15 · Advertising & Promotion	15,000.00	4,300.00
5004-15 · Airfare and Accommodations		
.1 · Airfare	6,276.01	12,200.00
.2 · Ground Transportation	1,851.73	2,000.00
.3 · Meal per diems & reimb only	1,917.98	5,000.00
.4 · Lodging & Meals	10,255.33	18,800.00
5004-15 · Airfare and Accommodations - Other	1,295.16	
Total 5004-15 · Airfare and Accommodations	<u>21,596.21</u>	<u>38,000.00</u>
5016-15 · Contract Services/Casual Labor	377,425.00	645,000.00
5025-15 · Discounts & Allowances	0.00	500.00
5028-15 · Dues, Fees & Subscriptions	-90.00	960.00
5030-15 · Background Screening	18.50	
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	204.00	
5064-15 · Rebates		
.12 · Course Hosting	206,081.76	339,000.00
Total 5064-15 · Rebates	<u>206,081.76</u>	<u>339,000.00</u>

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

Coaching Education

	<u>Jan - Sep 17</u>	<u>Budget</u>
5073-15 · Supplies & Materials	313.17	5,100.00
5076-15 · Telephone	1,605.97	525.00
5085-15 · Royalty Payments	27,500.00	
Total Expense	<u>679,223.79</u>	<u>1,107,735.00</u>
Net Ordinary Income	<u>1,021,506.51</u>	<u>1,153,470.00</u>
Net Income	<u><u>1,021,506.51</u></u>	<u><u>1,153,470.00</u></u>

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

Coaching Education

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
Income		
4400.0 · Membership Fee Income		
4420.0 · Coaching Recertification	59,336.00	150.72%
Total 4400.0 · Membership Fee Income	<u>59,336.00</u>	<u>150.72%</u>
4500.0 · Coaching Course Income		
4510.0 · Course Revenues	-591,895.70	71.81%
4515.0 · USOTC Room & Board Revenue	-24,435.00	13.12%
4520.0 · Cancellation Fee, Coaching Cour	-1,250.00	7.41%
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	<u>-631,810.70</u>	<u>70.53%</u>
4600.0 · Event Revenue		
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate		
Total 4600.0 · Event Revenue		
Total Income	<u>-560,474.70</u>	<u>75.21%</u>
Gross Profit	-560,474.70	75.21%
Expense		
5001-15 · Advertising & Promotion	10,700.00	348.84%
5004-15 · Airfare and Accommodations		
.1 · Airfare	-5,923.99	51.44%
.2 · Ground Transportation	-148.27	92.59%
.3 · Meal per diems & reimb only	-3,082.02	38.36%
.4 · Lodging & Meals	-8,544.67	54.55%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	<u>-16,403.79</u>	<u>56.83%</u>
5016-15 · Contract Services/Casual Labor	-267,575.00	58.52%
5025-15 · Discounts & Allowances	-500.00	0.0%
5028-15 · Dues, Fees & Subscriptions	-1,050.00	-9.38%
5030-15 · Background Screening		
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	-132,918.24	60.79%
Total 5064-15 · Rebates	<u>-132,918.24</u>	<u>60.79%</u>

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

Coaching Education

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income	-4,786.83	6.14%
5075-15 · Supplies & Materials		
5076-15 · Telephone	1,080.97	305.9%
5085-15 · Royalty Payments		
Total Expense	<u>-428,511.21</u>	<u>61.32%</u>
Net Ordinary Income	<u>-131,963.49</u>	<u>88.56%</u>
Net Income	<u><u>-131,963.49</u></u>	<u><u>88.56%</u></u>

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

Membership Services

	<u>Jan - Sep 17</u>	<u>Budget</u>
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	<u>183,836.72</u>	<u>185,129.00</u>
4200.0 · Marketing		
4210.0 · Sales		
4210.1 · Non Taxable Out of State	19,074.03	
4210.4 · Comm on Licensed Merch Sales	1,084.85	
4210.0 · Sales - Other	130.00	
Total 4210.0 · Sales	<u>20,288.88</u>	
4230.0 · Sales-Cost of Goods	-4,042.92	
4200.0 · Marketing - Other	-594.10	
Total 4200.0 · Marketing	<u>15,651.86</u>	
4400.0 · Membership Fee Income		
4410.0 · Active Membership	1,243,275.20	1,250,000.00
4415.0 · Club Membership	163,671.00	199,000.00
4425.0 · IWF Referee Fees	2,100.00	1,000.00
4430.0 · Masters Rebate Program	13,465.00	17,140.00
4435.0 · MHF - Manual Handling Fee	30.00	
4440.0 · Sanction Fees	39,100.00	45,000.00
4455.0 · Coaches Liability Insurance	20,755.00	19,500.00
4460.0 · Background Screening	16,080.00	30,000.00
Total 4400.0 · Membership Fee Income	<u>1,498,476.20</u>	<u>1,561,640.00</u>
4500.0 · Coaching Course Income		
4520.0 · Cancellation Fee, Coaching Cour	100.00	
Total 4500.0 · Coaching Course Income	<u>100.00</u>	
4800.0 · Marketing Income		
4810.0 · Magazine Sales	25.00	
4835.0 · Membership Camps @ OTC		
4835.1 · OTC Masters Camp	37,085.00	40,000.00
4835.0 · Membership Camps @ OTC - Other	0.00	0.00
Total 4835.0 · Membership Camps @ OTC	<u>37,085.00</u>	<u>40,000.00</u>
Total 4800.0 · Marketing Income	<u>37,110.00</u>	<u>40,000.00</u>
Total Income	<u>1,735,174.78</u>	<u>1,786,769.00</u>
Gross Profit	1,735,174.78	1,786,769.00
Expense		
5001-15 · Advertising & Promotion	11,000.00	

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

Membership Services

	<u>Jan - Sep 17</u>	<u>Budget</u>
5004-15 · Airfare and Accommodations		
.1 · Airfare	1,963.08	2,000.00
.2 · Ground Transportation	444.09	100.00
.3 · Meal per diems & reimb only	1,698.17	500.00
.4 · Lodging & Meals	9,796.58	2,000.00
Total 5004-15 · Airfare and Accommodations	13,901.92	4,600.00
5016-15 · Contract Services/Casual Labor	16,500.00	
5025-15 · Discounts & Allowances	0.00	
5028-15 · Dues, Fees & Subscriptions	10,510.35	
5030-15 · Background Screening	15,720.50	25,000.00
5034-15 · Gifts & Awards	410.00	
5040-15 · Insurance	207,993.10	205,000.00
5043-15 · Internet / Transaction Fees	140,841.15	82,000.00
5049-15 · Legal & Professional fees	23,505.00	
5050-15 · Media Services	1,493.75	
5058-15 · Postage & Shipping	3,837.14	
5061-15 · Printing & Publications	5,676.77	
5064-15 · Rebates		
.10 · LWC Rebates	41,539.00	180,000.00
.11 · Masters Program	9,160.00	19,000.00
Total 5064-15 · Rebates	50,699.00	199,000.00
5067-15 · Rent	50.00	
5073-15 · Supplies & Materials	1,116.39	250.00
5076-15 · Telephone	315.00	
Total Expense	503,570.07	515,850.00
Net Ordinary Income	1,231,604.71	1,270,919.00
Net Income	1,231,604.71	1,270,919.00

USA Weightlifting
Budget vs. Actual - Membership Services
January through September 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		
4210.0 · Sales - Other		
Total 4210.0 · Sales		
4230.0 · Sales-Cost of Goods		
4200.0 · Marketing - Other		
Total 4200.0 · Marketing		
4400.0 · Membership Fee Income		
4410.0 · Active Membership	-6,724.80	99.46%
4415.0 · Club Membership	-35,329.00	82.25%
4425.0 · IWF Referee Fees	1,100.00	210.0%
4430.0 · Masters Rebate Program	-3,675.00	78.56%
4435.0 · MHF - Manual Handling Fee		
4440.0 · Sanction Fees	-5,900.00	86.89%
4455.0 · Coaches Liability Insurance	1,255.00	106.44%
4460.0 · Background Screening	-13,920.00	53.6%
Total 4400.0 · Membership Fee Income	<u>-63,163.80</u>	<u>95.96%</u>
4500.0 · Coaching Course Income		
4520.0 · Cancellation Fee, Coaching Cour		
Total 4500.0 · Coaching Course Income		
4800.0 · Marketing Income		
4810.0 · Magazine Sales		
4835.0 · Membership Camps @ OTC		
4835.1 · OTC Masters Camp	-2,915.00	92.71%
4835.0 · Membership Camps @ OTC - Other	0.00	0.0%
Total 4835.0 · Membership Camps @ OTC	<u>-2,915.00</u>	<u>92.71%</u>
Total 4800.0 · Marketing Income	<u>-2,890.00</u>	<u>92.78%</u>
Total Income	<u>-51,594.22</u>	<u>97.11%</u>
Gross Profit	-51,594.22	97.11%
Expense		
5001-15 · Advertising & Promotion		

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

Membership Services

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income		
5004-15 · Airfare and Accommodations		
.1 · Airfare	-36.92	98.15%
.2 · Ground Transportation	344.09	444.09%
.3 · Meal per diems & reimb only	1,198.17	339.63%
.4 · Lodging & Meals	<u>7,796.58</u>	<u>489.83%</u>
Total 5004-15 · Airfare and Accommodations	9,301.92	302.22%
5016-15 · Contract Services/Casual Labor		
5025-15 · Discounts & Allowances		
5028-15 · Dues, Fees & Subscriptions		
5030-15 · Background Screening	-9,279.50	62.88%
5034-15 · Gifts & Awards		
5040-15 · Insurance	2,993.10	101.46%
5043-15 · Internet / Transaction Fees	58,841.15	171.76%
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	<u>-9,840.00</u>	<u>48.21%</u>
Total 5064-15 · Rebates	-148,301.00	25.48%
5067-15 · Rent		
5073-15 · Supplies & Materials	866.39	446.56%
5076-15 · Telephone		
Total Expense	<u>-12,279.93</u>	<u>97.62%</u>
Net Ordinary Income	<u>-39,314.29</u>	<u>96.91%</u>
Net Income	<u><u>-39,314.29</u></u>	<u><u>96.91%</u></u>

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

Events

	<u>Jan - Sep 17</u>	<u>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
4210.4 · Comm on Licensed Merch Sales	2,452.74	
Total 4210.0 · Sales	<u>17,103.99</u>	<u>25,000.00</u>
4230.0 · Sales-Cost of Goods	0.00	-20,000.00
Total 4200.0 · Marketing	<u>17,103.99</u>	<u>5,000.00</u>
4300.0 · Sponsorship/Contributions		
4355.0 · Event Sponsorship	0.00	100,000.00
Total 4300.0 · Sponsorship/Contributions	<u>0.00</u>	<u>100,000.00</u>
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	78,720.00	28,000.00
4630.0 · Individual Entry Fees	364,268.00	267,230.00
4631.0 · Team Entry Fees	5,855.00	
4632.0 · Event T-Shirt - Poster Sales	46.00	
4633.0 · Event Shuttle Service	2,380.00	
4645.0 · Spnsr/Vendor/Exhib/Hotel Rebate	108,452.45	82,500.00
Total 4600.0 · Event Revenue	<u>561,221.45</u>	<u>383,730.00</u>
4800.0 · Marketing Income		
4830.0 · Self funded Athl & UnOff Delega	525.76	
Total 4800.0 · Marketing Income	<u>525.76</u>	
Total Income	<u>578,871.20</u>	<u>488,730.00</u>
Gross Profit	578,871.20	488,730.00
Expense		
5001-15 · Advertising & Promotion	33,199.18	80,000.00
5004-15 · Airfare and Accommodations		
.1 · Airfare	48,757.56	20,000.00
.2 · Ground Transportation	25,568.56	13,000.00
.3 · Meal per diems & reimb only	41,232.28	1,800.00
.4 · Lodging & Meals	72,967.42	36,700.00
5004-15 · Airfare and Accommodations - Other	3,973.60	
Total 5004-15 · Airfare and Accommodations	<u>192,499.42</u>	<u>71,500.00</u>
5007-15 · Apparel & Outfitting	3,886.05	2,000.00
5016-15 · Contract Services/Casual Labor	138,389.24	205,000.00
5028-15 · Dues, Fees & Subscriptions	3,118.76	4,000.00
5034-15 · Gifts & Awards	29,029.68	10,956.00

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

Events	<u>Jan - Sep 17</u>	<u>Budget</u>
5040-15 · Insurance	260.00	
5043-15 · Internet / Transaction Fees	1,225.38	
5046-15 · IT Support	100.00	
5049-15 · Legal & Professional fees	24,452.25	
5050-15 · Media Services	1,746.99	
5052-15 · Other Expense	1,397.50	
5058-15 · Postage & Shipping	48,401.09	28,000.00
5061-15 · Printing & Publications	4,649.36	
5064-15 · Rebates	14,500.00	
5067-15 · Rent	172,073.35	43,600.00
5070-15 · Small Equipment	20,238.65	
5073-15 · Supplies & Materials	35,264.83	24,000.00
5076-15 · Telephone	10,212.81	
5080-15 · Event Emergency Fund	0.00	50,000.00
Total Expense	<u>734,644.54</u>	<u>519,056.00</u>
Net Ordinary Income	<u>-155,773.34</u>	<u>-30,326.00</u>
Net Income	<u><u>-155,773.34</u></u>	<u><u>-30,326.00</u></u>

USA Weightlifting
Budget vs. Actual - Events
January through September 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	-10,348.75	58.61%
4210.4 · Comm on Licensed Merch Sales		
Total 4210.0 · Sales	<u>-7,896.01</u>	<u>68.42%</u>
4230.0 · Sales-Cost of Goods	<u>20,000.00</u>	<u>0.0%</u>
Total 4200.0 · Marketing	<u>12,103.99</u>	<u>342.08%</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	50,720.00	281.14%
4630.0 · Individual Entry Fees	97,038.00	136.31%
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>25,952.45</u>	<u>131.46%</u>
Total 4600.0 · Event Revenue	<u>177,491.45</u>	<u>146.25%</u>
4800.0 · Marketing Income		
4830.0 · Self funded Athl & UnOff Delega		
Total 4800.0 · Marketing Income		
Total Income	<u>90,141.20</u>	<u>118.44%</u>
Gross Profit	90,141.20	118.44%
Expense		
5001-15 · Advertising & Promotion	-46,800.82	41.5%
5004-15 · Airfare and Accommodations		
.1 · Airfare	28,757.56	243.79%
.2 · Ground Transportation	12,568.56	196.68%
.3 · Meal per diems & reimb only	39,432.28	2,290.68%
.4 · Lodging & Meals	36,267.42	198.82%
5004-15 · Airfare and Accommodations - Other		
Total 5004-15 · Airfare and Accommodations	<u>120,999.42</u>	<u>269.23%</u>
5007-15 · Apparel & Outfitting	1,886.05	194.3%
5016-15 · Contract Services/Casual Labor	-66,610.76	67.51%
5028-15 · Dues, Fees & Subscriptions	-881.24	77.97%
5034-15 · Gifts & Awards	18,073.68	264.97%

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

Events

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income		
5040-15 · Insurance		
5043-15 · Internet / Transaction Fees		
5046-15 · IT Support		
5049-15 · Legal & Professional fees		
5050-15 · Media Services		
5052-15 · Other Expense		
5058-15 · Postage & Shipping	20,401.09	172.86%
5061-15 · Printing & Publications		
5064-15 · Rebates		
5067-15 · Rent	128,473.35	394.66%
5070-15 · Small Equipment		
5073-15 · Supplies & Materials	11,264.83	146.94%
5076-15 · Telephone		
5080-15 · Event Emergency Fund	-50,000.00	0.0%
Total Expense	<u>215,588.54</u>	<u>141.54%</u>
Net Ordinary Income	<u>-125,447.34</u>	<u>513.66%</u>
Net Income	<u><u>-125,447.34</u></u>	<u><u>513.66%</u></u>

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

Governance

	<u>Jan - Sep 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	22,285.62	12,000.00	10,285.62
.2 · Ground Transportation	323.02	500.00	-176.98
.3 · Meal per diems & reimb only	1,537.60	5,000.00	-3,462.40
.4 · Lodging & Meals	9,763.54	5,000.00	4,763.54
Total 5004-15 · Airfare and Accommodations	<u>33,909.78</u>	<u>22,500.00</u>	<u>11,409.78</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	107.90	500.00	-392.10
5061-15 · Printing & Publications	39.90		
5073-15 · Supplies & Materials	244.54		
Total Expense	<u>36,191.39</u>	<u>35,500.00</u>	<u>691.39</u>
Net Ordinary Income	<u>-29,241.39</u>	<u>-35,500.00</u>	<u>6,258.61</u>
Net Income	<u><u>-29,241.39</u></u>	<u><u>-35,500.00</u></u>	<u><u>6,258.61</u></u>

USA Weightlifting
Budget vs. Actual - Governance
 January through September 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 185.71%
 .2 · Ground Transportation 64.6%
 .3 · Meal per diems & reimb only 30.75%
 .4 · Lodging & Meals 195.27%
 Total 5004-15 · Airfare and Accommodations 150.71%
 5034-15 · Gifts & Awards
 5040-15 · Insurance 0.43%
 5049-15 · Legal & Professional fees 30.0%
 5058-15 · Postage & Shipping 21.58%
 5061-15 · Printing & Publications
 5073-15 · Supplies & Materials

Total Expense

101.95%

Net Ordinary Income

82.37%

Net Income

82.37%

USA Weightlifting
Budget vs. Actual - Organizational Development

January through September 2017

Organizational Development

	<u>Jan - Sep 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Expense			
5004-15 · Airfare and Accommodations			
.1 · Airfare	13,194.93	12,000.00	1,194.93
.2 · Ground Transportation	280.97	100.00	180.97
.3 · Meal per diems & reimb only	344.45	750.00	-405.55
.4 · Lodging & Meals	2,030.37	500.00	1,530.37
Total 5004-15 · Airfare and Accommodations	<u>15,850.72</u>	<u>13,350.00</u>	<u>2,500.72</u>
5016-15 · Contract Services/Casual Labor	0.00	500.00	-500.00
5028-15 · Dues, Fees & Subscriptions	4,270.00	1,000.00	3,270.00
5034-15 · Gifts & Awards	1,753.85	500.00	1,253.85
5049-15 · Legal & Professional fees	0.00	1,500.00	-1,500.00
5058-15 · Postage & Shipping	220.07	100.00	120.07
5061-15 · Printing & Publications	0.00	100.00	-100.00
5073-15 · Supplies & Materials	0.00	500.00	-500.00
5076-15 · Telephone	183.18	1,000.00	-816.82
Total Expense	<u>22,277.82</u>	<u>18,550.00</u>	<u>3,727.82</u>
Net Ordinary Income	<u>-22,277.82</u>	<u>-18,550.00</u>	<u>-3,727.82</u>
Net Income	<u><u>-22,277.82</u></u>	<u><u>-18,550.00</u></u>	<u><u>-3,727.82</u></u>

USA Weightlifting
Budget vs. Actual - Organizational Development

January through September 2017

Organizational Development

	<u>% of Budget</u>
Ordinary Income/Expense	
Expense	
5004-15 · Airfare and Accommodations	
.1 · Airfare	109.96%
.2 · Ground Transportation	280.97%
.3 · Meal per diems & reimb only	45.93%
.4 · Lodging & Meals	406.07%
Total 5004-15 · Airfare and Accommodations	<u>118.73%</u>
5016-15 · Contract Services/Casual Labor	0.0%
5028-15 · Dues, Fees & Subscriptions	427.0%
5034-15 · Gifts & Awards	350.77%
5049-15 · Legal & Professional fees	0.0%
5058-15 · Postage & Shipping	220.07%
5061-15 · Printing & Publications	0.0%
5073-15 · Supplies & Materials	0.0%
5076-15 · Telephone	18.32%
Total Expense	<u>120.1%</u>
Net Ordinary Income	<u>120.1%</u>
Net Income	<u><u>120.1%</u></u>

USA Weightlifting

Budget vs. Actual - National Headquarters

January through September 2017

National Office

	<u>Jan - Sep 17</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4065.0 · Special Grant	31,875.00	
Total 4000.0 · USOC	<u>31,875.00</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	20.49	
Total 4300.0 · Sponsorship/Contributions	<u>20.49</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>
4999.0 · Other Income	1,200.00	
Total Income	<u>106,606.96</u>	<u>209,000.00</u>
Gross Profit	106,606.96	209,000.00
Expense		
5004-15 · Airfare and Accommodations		
.1 · Airfare	11,955.92	10,500.00
.2 · Ground Transportation	607.73	2,000.00
.3 · Meal per diems & reimb only	1,489.32	2,000.00
.4 · Lodging & Meals	1,744.69	2,500.00
Total 5004-15 · Airfare and Accommodations	<u>15,797.66</u>	<u>17,000.00</u>
5010-15 · Athlete Incentives	0.00	9,850.00
5016-15 · Contract Services/Casual Labor	18,828.41	2,000.00
5017-15 · Contributions/Donations/Grants	1,093.90	
5025-15 · Discounts & Allowances	3,634.35	
5028-15 · Dues, Fees & Subscriptions	12,906.12	65,000.00
5031-15 · Education	79.00	

USA Weightlifting Budget vs. Actual - National Headquarters

January through September 2017

National Office

	<u>Jan - Sep 17</u>	<u>Budget</u>
5034-15 · Gifts & Awards	7,608.37	2,000.00
5040-15 · Insurance	12,085.03	57,500.00
5043-15 · Internet / Transaction Fees	14.99	25,000.00
5046-15 · IT Support	15,072.00	12,000.00
5049-15 · Legal & Professional fees	71,227.40	95,000.00
5050-15 · Media Services	29.98	
5052-15 · Other Expense	272.42	
5055-15 · Personnel expense		
.5 · Salaries and wages	529,889.34	690,000.00
.6 · Payroll taxes	41,726.40	57,553.00
.7 · Employee Benefits-Insurance	87,829.75	89,916.00
.8 · CONOEL Retirement Contribution	34,487.76	52,200.00
Total 5055-15 · Personnel expense	693,933.25	889,669.00
5056-15 · Employee Relocation Expense	1,781.99	
5058-15 · Postage & Shipping	9,412.14	50,000.00
5061-15 · Printing & Publications	3,615.06	10,000.00
5067-15 · Rent	13,760.52	12,000.00
5070-15 · Small Equipment	2,302.61	10,000.00
5073-15 · Supplies & Materials	7,986.91	5,000.00
5076-15 · Telephone	2,850.19	6,000.00
Total Expense	894,292.30	1,268,019.00
Net Ordinary Income	-787,685.34	-1,059,019.00
Net Income	-787,685.34	-1,059,019.00

USA Weightlifting Budget vs. Actual - National Headquarters

January through September 2017

National Office

	\$ Over Budget	% of Budget
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	-68,775.17	40.2%
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	-94,000.00	0.0%
4999.0 · Other Income		
Total Income	-102,393.04	51.01%
Gross Profit	-102,393.04	51.01%
Expense		
5004-15 · Airfare and Accommodations		
.1 · Airfare	1,455.92	113.87%
.2 · Ground Transportation	-1,392.27	30.39%
.3 · Meal per diems & reimb only	-510.68	74.47%
.4 · Lodging & Meals	-755.31	69.79%
Total 5004-15 · Airfare and Accommodations	-1,202.34	92.93%
5010-15 · Athlete Incentives	-9,850.00	0.0%
5016-15 · Contract Services/Casual Labor	16,828.41	941.42%
5017-15 · Contributions/Donations/Grants		
5025-15 · Discounts & Allowances		
5028-15 · Dues, Fees & Subscriptions	-52,093.88	19.86%
5031-15 · Education		

USA Weightlifting Budget vs. Actual - National Headquarters

January through September 2017

National Office

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income	5,608.37	380.42%
5025-15 · Gifts & Awards	5,608.37	380.42%
5040-15 · Insurance	-45,414.97	21.02%
5043-15 · Internet / Transaction Fees	-24,985.01	0.06%
5046-15 · IT Support	3,072.00	125.6%
5049-15 · Legal & Professional fees	-23,772.60	74.98%
5050-15 · Media Services		
5052-15 · Other Expense		
5055-15 · Personnel expense		
.5 · Salaries and wages	-160,110.66	76.8%
.6 · Payroll taxes	-15,826.60	72.5%
.7 · Employee Benefits-Insurance	-2,086.25	97.68%
.8 · CONOEL Retirement Contribution	-17,712.24	66.07%
Total 5055-15 · Personnel expense	-195,735.75	78.0%
5056-15 · Employee Relocation Expense		
5058-15 · Postage & Shipping	-40,587.86	18.82%
5061-15 · Printing & Publications	-6,384.94	36.15%
5067-15 · Rent	1,760.52	114.67%
5070-15 · Small Equipment	-7,697.39	23.03%
5073-15 · Supplies & Materials	2,986.91	159.74%
5076-15 · Telephone	-3,149.81	47.5%
Total Expense	-373,726.70	70.53%
Net Ordinary Income	271,333.66	74.38%
Net Income	271,333.66	74.38%