

USA Weightlifting Budget vs. Actual - Total January through March 2018

Total

	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4025.0 · High Performance Support	11,250.00			
4035.0 · International Relations	10,000.00			
4045.0 · Matching Challenge Grant	0.00	25,000.00	-25,000.00	0.0%
4047.0 · Media Agreement	75,000.00	150,000.00	-75,000.00	50.0%
4070.0 · Media Insurance Reimbursement	0.00	2,930.00	-2,930.00	0.0%
Total 4000.0 · USOC	<u>96,250.00</u>	<u>177,930.00</u>	<u>-81,680.00</u>	<u>54.09%</u>
4100.0 · Investment Income				
4130.0 · Securities Acct Interest	0.00	10,000.00	-10,000.00	0.0%
Total 4100.0 · Investment Income	<u>0.00</u>	<u>10,000.00</u>	<u>-10,000.00</u>	<u>0.0%</u>
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	4,233.32	40,000.00	-35,766.68	10.58%
4210.4 · Comm on Licensed Merch Sales	9,168.42	8,600.00	568.42	106.61%
Total 4210.0 · Sales	<u>13,401.74</u>	<u>48,600.00</u>	<u>-35,198.26</u>	<u>27.58%</u>
4230.0 · Sales-Cost of Goods	-978.54	-6,000.00	5,021.46	16.31%
Total 4200.0 · Marketing	<u>12,423.20</u>	<u>42,600.00</u>	<u>-30,176.80</u>	<u>29.16%</u>
4300.0 · Sponsorship/Contributions				
4312.0 · GiveDirect Campaign				
4312.2 · GDC Masters	100.00			
4312.0 · GiveDirect Campaign - Other	0.00	3,000.00	-3,000.00	0.0%
Total 4312.0 · GiveDirect Campaign	<u>100.00</u>	<u>3,000.00</u>	<u>-2,900.00</u>	<u>3.33%</u>
4325.0 · Misc Contributions	3,315.89	23,000.00	-19,684.11	14.42%
4355.0 · Event Sponsorship	6,800.00	115,300.00	-108,500.00	5.9%
4360.0 · Pyrros' Royalties from Rogue	800.00			
Total 4300.0 · Sponsorship/Contributions	<u>11,015.89</u>	<u>141,300.00</u>	<u>-130,284.11</u>	<u>7.8%</u>
4400.0 · Membership Fee Income				
4410.0 · Active Membership	480,494.80	1,550,000.00	-1,069,505.20	31.0%
4415.0 · Club Membership	62,685.00	200,000.00	-137,315.00	31.34%
4420.0 · Coaching Recertification	62,340.00	235,000.00	-172,660.00	26.53%
4425.0 · IWF Referee Fees	0.00	1,000.00	-1,000.00	0.0%

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	Jan - Mar 18	Budget	\$ Over Budget	% of Budget
4430.0 · Masters Rebate Program	5,645.00	17,000.00	-11,355.00	33.21%
4435.0 · MHF - Manual Handling Fee	30.00			
4440.0 · Sanction Fees	16,875.00	45,000.00	-28,125.00	37.5%
4443.0 · Local Entry Fees	16,128.00			
4455.0 · Coaches Liability Insurance	15,145.00	19,000.00	-3,855.00	79.71%
4460.0 · Background Screening	13,740.00	25,000.00	-11,260.00	54.96%
Total 4400.0 · Membership Fee Income	673,082.80	2,092,000.00	-1,418,917.20	32.17%
4500.0 · Coaching Course Income				
4510.0 · Course Revenues	660,164.00	2,000,000.00	-1,339,836.00	33.01%
Total 4500.0 · Coaching Course Income	660,164.00	2,000,000.00	-1,339,836.00	33.01%
4600.0 · Event Revenue				
4610.0 · Bid Fees	0.00	39,500.00	-39,500.00	0.0%
4620.0 · Ticket Sales	2,785.00	82,100.00	-79,315.00	3.39%
4630.0 · Individual Entry Fees	150,555.00	364,613.00	-214,058.00	41.29%
4631.0 · Team Entry Fees	2,310.00	4,400.00	-2,090.00	52.5%
4645.0 · Vendor Exhibit & Hotel Rebate	4,690.00	79,940.00	-75,250.00	5.87%
Total 4600.0 · Event Revenue	160,340.00	570,553.00	-410,213.00	28.1%
4700.0 · Investments Gain (Loss)	0.00	50,000.00	-50,000.00	0.0%
4800.0 · Marketing Income				
4830.0 · Self funded Athl & UnOff Delega	0.00	237,000.00	-237,000.00	0.0%
4833.0 · Athlete Devel Camp-Athlete Fee	6,362.00	42,960.00	-36,598.00	14.81%
4835.0 · Membership Camps				
4835.1 · Masters Camp	32,395.00			
4835.3 · Womens Camp	7,770.00			
4835.0 · Membership Camps - Other	0.00	41,500.00	-41,500.00	0.0%
Total 4835.0 · Membership Camps	40,165.00	41,500.00	-1,335.00	96.78%
Total 4800.0 · Marketing Income	46,527.00	321,460.00	-274,933.00	14.47%
Total Income	1,659,802.89	5,405,843.00	-3,746,040.11	30.7%
Gross Profit	1,659,802.89	5,405,843.00	-3,746,040.11	30.7%
Expense				
5001-15 · Advertising & Promotion	32,341.67	325,000.00	-292,658.33	9.95%
5004-15 · Airfare and Accommodations				
.1 · Airfare	117,980.36	448,750.00	-330,769.64	26.29%

USA Weightlifting
Budget vs. Actual - Total
January through March 2018

Total

	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
.2 · Ground Transportation	6,567.57	34,330.00	-27,762.43	19.13%
.3 · Meal per diems & reimb only	14,241.93	45,650.00	-31,408.07	31.2%
.4 · Lodging & Meals	14,137.85	508,010.00	-493,872.15	2.78%
Total 5004-15 · Airfare and Accommodations	152,927.71	1,036,740.00	-883,812.29	14.75%
5007-15 · Apparel & Outfitting	719.13	945.00	-225.87	76.1%
5010-15 · Athlete Incentives	143,250.00	569,000.00	-425,750.00	25.18%
5011-15 · High Performance Assistance	34,407.63	150,000.00	-115,592.37	22.94%
5016-15 · Contract Services/Casual Labor	219,664.86	718,500.00	-498,835.14	30.57%
5017-15 · Contributions/Donations/Grants	0.00	1,500.00	-1,500.00	0.0%
5025-15 · Discounts & Allowances	0.00	5,000.00	-5,000.00	0.0%
5028-15 · Dues, Fees & Subscriptions	61,234.76	108,800.00	-47,565.24	56.28%
5030-15 · Background Screening	7,603.50	25,620.00	-18,016.50	29.68%
5031-15 · Education	79.00	100.00	-21.00	79.0%
5034-15 · Gifts & Awards	6,540.69	32,000.00	-25,459.31	20.44%
5040-15 · Insurance	105,850.11	290,000.00	-184,149.89	36.5%
5043-15 · Internet / Transaction Fees	44,391.17	116,237.00	-71,845.83	38.19%
5046-15 · IT Support	2,880.00	20,000.00	-17,120.00	14.4%
5049-15 · Legal & Professional fees	35,462.50	161,700.00	-126,237.50	21.93%
5050-15 · Media Services	3,607.61	2,050.00	1,557.61	175.98%
5052-15 · Other Expense	227.97			
5055-15 · Personnel expense				
.5 · Salaries and wages	181,721.64	777,171.00	-595,449.36	23.38%
.6 · Payroll taxes	16,084.81	61,198.00	-45,113.19	26.28%
.7 · Employee Benefits-Insurance	21,259.21	128,817.00	-107,557.79	16.5%
.8 · CONOEL Retirement Contribution	13,198.31	50,582.00	-37,383.69	26.09%
Total 5055-15 · Personnel expense	232,263.97	1,017,768.00	-785,504.03	22.82%
5058-15 · Postage & Shipping	13,287.11	96,550.00	-83,262.89	13.76%
5061-15 · Printing & Publications	3,481.16	13,475.00	-9,993.84	25.83%
5064-15 · Rebates				
.10 · LWC Rebates	0.00	180,000.00	-180,000.00	0.0%
.11 · Masters Program	0.00	18,000.00	-18,000.00	0.0%
.12 · Course Hosting	72,730.00	275,000.00	-202,270.00	26.45%
5064-15 · Rebates - Other	69,157.65	14,500.00	54,657.65	476.95%

USA Weightlifting Budget vs. Actual - Total January through March 2018

Total	Jan - Mar 18	Budget	\$ Over Budget	% of Budget
Total 5064-15 · Rebates	141,887.65	487,500.00	-345,612.35	29.11%
5067-15 · Rent	26,096.30	118,300.00	-92,203.70	22.06%
5070-15 · Small Equipment	1,155.44	27,250.00	-26,094.56	4.24%
5073-15 · Supplies & Materials	7,568.81	34,325.00	-26,756.19	22.05%
5076-15 · Telephone	2,804.44	9,425.00	-6,620.56	29.76%
5080-15 · Event Emergency Fund	0.00	35,000.00	-35,000.00	0.0%
Total Expense	1,279,733.19	5,402,785.00	-4,123,051.81	23.69%
Net Ordinary Income	380,069.70	3,058.00	377,011.70	12,428.7%
Net Income	380,069.70	3,058.00	377,011.70	12,428.7%

USA Weightlifting

Budget vs. Actual - Athlete Development & Programs

January through March 2018

Athlete Development & Programs

	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4025.0 · High Performance Support	11,250.00			
Total 4000.0 · USOC	<u>11,250.00</u>			
4200.0 · Marketing				
4210.0 · Sales	9,163.65	8,600.00	563.65	106.55%
Total 4200.0 · Marketing	<u>9,163.65</u>	<u>8,600.00</u>	<u>563.65</u>	<u>106.55%</u>
4300.0 · Sponsorship/Contributions				
4312.0 · GiveDirect Campaign				
4312.2 · GDC Masters	100.00			
4312.0 · GiveDirect Campaign - Other	0.00	3,000.00	-3,000.00	0.0%
Total 4312.0 · GiveDirect Campaign	<u>100.00</u>	<u>3,000.00</u>	<u>-2,900.00</u>	<u>3.33%</u>
4325.0 · Misc Contributions	2,654.89	23,000.00	-20,345.11	11.54%
4355.0 · Event Sponsorship	0.00	45,300.00	-45,300.00	0.0%
4360.0 · Pyrros' Royalties from Rogue	800.00			
Total 4300.0 · Sponsorship/Contributions	<u>3,554.89</u>	<u>71,300.00</u>	<u>-67,745.11</u>	<u>4.99%</u>
4600.0 · Event Revenue				
4620.0 · Ticket Sales	0.00	6,200.00	-6,200.00	0.0%
Total 4600.0 · Event Revenue	<u>0.00</u>	<u>6,200.00</u>	<u>-6,200.00</u>	<u>0.0%</u>
4800.0 · Marketing Income				
4830.0 · Self funded Athl & UnOff Delega	0.00	237,000.00	-237,000.00	0.0%
4833.0 · Athlete Devel Camp-Athlete Fee	0.00	0.00	0.00	0.0%
4835.0 · Membership Camps	0.00	11,500.00	-11,500.00	0.0%
Total 4800.0 · Marketing Income	<u>0.00</u>	<u>248,500.00</u>	<u>-248,500.00</u>	<u>0.0%</u>
Total Income	<u>23,968.54</u>	<u>334,600.00</u>	<u>-310,631.46</u>	<u>7.16%</u>
Gross Profit	23,968.54	334,600.00	-310,631.46	7.16%
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	37,068.20	330,000.00	-292,931.80	11.23%
.2 · Ground Transportation	2,920.90	19,780.00	-16,859.10	14.77%
.3 · Meal per diems & reimb only	2,596.90	6,850.00	-4,253.10	37.91%
.4 · Lodging & Meals	2,057.34	361,450.00	-359,392.66	0.57%

USA Weightlifting

Budget vs. Actual - Athlete Development & Programs

January through March 2018

Athlete Development & Programs

	Jan - Mar 18	Budget	\$ Over Budget	% of Budget
Total 5004-15 · Airfare and Accommodations	44,643.34	718,080.00	-673,436.66	6.22%
5007-15 · Apparel & Outfitting	177.30	445.00	-267.70	39.84%
5010-15 · Athlete Incentives	143,250.00	569,000.00	-425,750.00	25.18%
5011-15 · High Performance Assistance	34,407.63	150,000.00	-115,592.37	22.94%
5016-15 · Contract Services/Casual Labor	2,909.45	12,000.00	-9,090.55	24.25%
5028-15 · Dues, Fees & Subscriptions	9,177.88	39,700.00	-30,522.12	23.12%
5030-15 · Background Screening	0.00	620.00	-620.00	0.0%
5031-15 · Education	79.00			
5034-15 · Gifts & Awards	525.00			
5040-15 · Insurance	-80.00	2,000.00	-2,080.00	-4.0%
5043-15 · Internet / Transaction Fees	0.00	12.00	-12.00	0.0%
5049-15 · Legal & Professional fees	0.00	20,000.00	-20,000.00	0.0%
5058-15 · Postage & Shipping	236.15	11,000.00	-10,763.85	2.15%
5061-15 · Printing & Publications	240.87	775.00	-534.13	31.08%
5067-15 · Rent	392.89			
5070-15 · Small Equipment	695.00	2,300.00	-1,605.00	30.22%
5073-15 · Supplies & Materials	616.82	2,125.00	-1,508.18	29.03%
5076-15 · Telephone	475.12	3,025.00	-2,549.88	15.71%
Total Expense	237,746.45	1,531,082.00	-1,293,335.55	15.53%
Net Ordinary Income	-213,777.91	-1,196,482.00	982,704.09	17.87%
Net Income	-213,777.91	-1,196,482.00	982,704.09	17.87%

USA Weightlifting Budget vs. Actual - Coaching Education January through March 2018

Coaching Education	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4400.0 · Membership Fee Income				
4420.0 · Coaching Recertification	62,340.00	235,000.00	-172,660.00	26.53%
Total 4400.0 · Membership Fee Income	<u>62,340.00</u>	<u>235,000.00</u>	<u>-172,660.00</u>	<u>26.53%</u>
4500.0 · Coaching Course Income				
4510.0 · Course Revenues	660,164.00	2,000,000.00	-1,339,836.00	33.01%
Total 4500.0 · Coaching Course Income	<u>660,164.00</u>	<u>2,000,000.00</u>	<u>-1,339,836.00</u>	<u>33.01%</u>
Total Income	<u>722,504.00</u>	<u>2,235,000.00</u>	<u>-1,512,496.00</u>	<u>32.33%</u>
Gross Profit	722,504.00	2,235,000.00	-1,512,496.00	32.33%
Expense				
5001-15 · Advertising & Promotion	15,000.00	20,000.00	-5,000.00	75.0%
5004-15 · Airfare and Accommodations				
.1 · Airfare	3,397.74	10,000.00	-6,602.26	33.98%
.2 · Ground Transportation	784.79	2,500.00	-1,715.21	31.39%
.3 · Meal per diems & reimb only	1,175.36	2,600.00	-1,424.64	45.21%
.4 · Lodging & Meals	2,676.25	14,000.00	-11,323.75	19.12%
Total 5004-15 · Airfare and Accommodations	<u>8,034.14</u>	<u>29,100.00</u>	<u>-21,065.86</u>	<u>27.61%</u>
5016-15 · Contract Services/Casual Labor	152,275.00	500,000.00	-347,725.00	30.46%
5049-15 · Legal & Professional fees	0.00	25,000.00	-25,000.00	0.0%
5050-15 · Media Services	0.00	2,000.00	-2,000.00	0.0%
5058-15 · Postage & Shipping	0.00	50.00	-50.00	0.0%
5061-15 · Printing & Publications	0.00	300.00	-300.00	0.0%
5064-15 · Rebates				
.12 · Course Hosting	72,730.00	275,000.00	-202,270.00	26.45%
Total 5064-15 · Rebates	<u>72,730.00</u>	<u>275,000.00</u>	<u>-202,270.00</u>	<u>26.45%</u>
5073-15 · Supplies & Materials	949.59	500.00	449.59	189.92%
5076-15 · Telephone	354.45	2,100.00	-1,745.55	16.88%
Total Expense	<u>249,343.18</u>	<u>854,050.00</u>	<u>-604,706.82</u>	<u>29.2%</u>
Net Ordinary Income	<u>473,160.82</u>	<u>1,380,950.00</u>	<u>-907,789.18</u>	<u>34.26%</u>
Net Income	<u><u>473,160.82</u></u>	<u><u>1,380,950.00</u></u>	<u><u>-907,789.18</u></u>	<u><u>34.26%</u></u>

USA Weightlifting

Budget vs. Actual - Membership Services

January through March 2018

Membership Services

	Jan - Mar 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4045.0 · Matching Challenge Grant	0.00	25,000.00	-25,000.00	0.0%
4047.0 · Media Agreement	75,000.00	150,000.00	-75,000.00	50.0%
4070.0 · Media Insurance Reimbursement	0.00	2,930.00	-2,930.00	0.0%
Total 4000.0 · USOC	75,000.00	177,930.00	-102,930.00	42.15%
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	4,060.00	20,000.00	-15,940.00	20.3%
4210.4 · Comm on Licensed Merch Sales	4.77			
Total 4210.0 · Sales	4,064.77	20,000.00	-15,935.23	20.32%
4230.0 · Sales-Cost of Goods	-978.54	-6,000.00	5,021.46	16.31%
Total 4200.0 · Marketing	3,086.23	14,000.00	-10,913.77	22.05%
4300.0 · Sponsorship/Contributions				
4325.0 · Misc Contributions	6.00			
Total 4300.0 · Sponsorship/Contributions	6.00			
4400.0 · Membership Fee Income				
4410.0 · Active Membership	480,494.80	1,550,000.00	-1,069,505.20	31.0%
4415.0 · Club Membership	62,685.00	200,000.00	-137,315.00	31.34%
4425.0 · IWF Referee Fees	0.00	1,000.00	-1,000.00	0.0%
4430.0 · Masters Rebate Program	5,645.00	17,000.00	-11,355.00	33.21%
4440.0 · Sanction Fees	16,875.00	45,000.00	-28,125.00	37.5%
4443.0 · Local Entry Fees	16,128.00			
4455.0 · Coaches Liability Insurance	15,145.00	19,000.00	-3,855.00	79.71%
4460.0 · Background Screening	13,740.00	25,000.00	-11,260.00	54.96%
Total 4400.0 · Membership Fee Income	610,712.80	1,857,000.00	-1,246,287.20	32.89%
4800.0 · Marketing Income				
4835.0 · Membership Camps				
4835.1 · Masters Camp	32,395.00			
4835.3 · Womens Camp	7,770.00			
4835.0 · Membership Camps - Other	0.00	30,000.00	-30,000.00	0.0%
Total 4835.0 · Membership Camps	40,165.00	30,000.00	10,165.00	133.88%

USA Weightlifting Budget vs. Actual - Membership Services January through March 2018

Membership Services

	Jan - Mar 18	Budget	\$ Over Budget	% of Budget
Total 4800.0 · Marketing Income	40,165.00	30,000.00	10,165.00	133.88%
Total Income	728,970.03	2,078,930.00	-1,349,959.97	35.07%
Gross Profit	728,970.03	2,078,930.00	-1,349,959.97	35.07%
Expense				
5001-15 · Advertising & Promotion	12,520.97	250,000.00	-237,479.03	5.01%
5004-15 · Airfare and Accommodations				
.1 · Airfare	326.00	2,000.00	-1,674.00	16.3%
.2 · Ground Transportation	128.53	100.00	28.53	128.53%
.3 · Meal per diems & reimb only	676.04	500.00	176.04	135.21%
.4 · Lodging & Meals	0.00	2,000.00	-2,000.00	0.0%
Total 5004-15 · Airfare and Accommodations	1,130.57	4,600.00	-3,469.43	24.58%
5016-15 · Contract Services/Casual Labor	6,250.00	17,000.00	-10,750.00	36.77%
5028-15 · Dues, Fees & Subscriptions	9,329.88	15,000.00	-5,670.12	62.2%
5030-15 · Background Screening	7,603.50	25,000.00	-17,396.50	30.41%
5034-15 · Gifts & Awards	902.23	2,000.00	-1,097.77	45.11%
5040-15 · Insurance	95,753.42	272,000.00	-176,246.58	35.2%
5043-15 · Internet / Transaction Fees	43,842.97	100,000.00	-56,157.03	43.84%
5049-15 · Legal & Professional fees	23,415.00			
5050-15 · Media Services	3,242.19			
5058-15 · Postage & Shipping	750.69	5,000.00	-4,249.31	15.01%
5061-15 · Printing & Publications	1,131.52	3,000.00	-1,868.48	37.72%
5064-15 · Rebates				
.10 · LWC Rebates	0.00	180,000.00	-180,000.00	0.0%
.11 · Masters Program	0.00	18,000.00	-18,000.00	0.0%
5064-15 · Rebates - Other	12,613.00			
Total 5064-15 · Rebates	12,613.00	198,000.00	-185,387.00	6.37%
5070-15 · Small Equipment	0.00	850.00	-850.00	0.0%
5073-15 · Supplies & Materials	5.00	5,000.00	-4,995.00	0.1%
5076-15 · Telephone	105.00			
Total Expense	218,595.94	897,450.00	-678,854.06	24.36%
Net Ordinary Income	510,374.09	1,181,480.00	-671,105.91	43.2%
Net Income	510,374.09	1,181,480.00	-671,105.91	43.2%

USA Weightlifting Budget vs. Actual - Events January through March 2018

Events

	<u>Jan - Mar 18</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	173.32	20,000.00	-19,826.68	0.87%
Total 4210.0 · Sales	<u>173.32</u>	<u>20,000.00</u>	<u>-19,826.68</u>	<u>0.87%</u>
Total 4200.0 · Marketing	173.32	20,000.00	-19,826.68	0.87%
4300.0 · Sponsorship/Contributions				
4355.0 · Event Sponsorship	6,800.00	70,000.00	-63,200.00	9.71%
Total 4300.0 · Sponsorship/Contributions	<u>6,800.00</u>	<u>70,000.00</u>	<u>-63,200.00</u>	<u>9.71%</u>
4400.0 · Membership Fee Income				
4435.0 · MHF - Manual Handling Fee	30.00			
Total 4400.0 · Membership Fee Income	<u>30.00</u>			
4600.0 · Event Revenue				
4610.0 · Bid Fees	0.00	39,500.00	-39,500.00	0.0%
4620.0 · Ticket Sales	2,785.00	75,900.00	-73,115.00	3.67%
4630.0 · Individual Entry Fees	150,555.00	364,613.00	-214,058.00	41.29%
4631.0 · Team Entry Fees	2,310.00	4,400.00	-2,090.00	52.5%
4645.0 · Vendor Exhibit & Hotel Rebate	4,690.00	79,940.00	-75,250.00	5.87%
Total 4600.0 · Event Revenue	<u>160,340.00</u>	<u>564,353.00</u>	<u>-404,013.00</u>	<u>28.41%</u>
Total Income	<u>167,343.32</u>	<u>654,353.00</u>	<u>-487,009.68</u>	<u>25.57%</u>
Gross Profit	167,343.32	654,353.00	-487,009.68	25.57%
Expense				
5001-15 · Advertising & Promotion	4,820.70	50,000.00	-45,179.30	9.64%
5004-15 · Airfare and Accommodations				
.1 · Airfare	17,848.25	38,000.00	-20,151.75	46.97%
.2 · Ground Transportation	2,414.73			
.3 · Meal per diems & reimb only	4,886.46	28,800.00	-23,913.54	16.97%
.4 · Lodging & Meals	5,331.93	81,000.00	-75,668.07	6.58%
Total 5004-15 · Airfare and Accommodations	<u>30,481.37</u>	<u>147,800.00</u>	<u>-117,318.63</u>	<u>20.62%</u>
5007-15 · Apparel & Outfitting	370.23			
5016-15 · Contract Services/Casual Labor	55,730.41	146,500.00	-90,769.59	38.04%
5028-15 · Dues, Fees & Subscriptions	39,295.00			

USA Weightlifting Budget vs. Actual - Events January through March 2018

Events	Jan - Mar 18	Budget	\$ Over Budget	% of Budget
5034-15 · Gifts & Awards	4,014.14	13,000.00	-8,985.86	30.88%
5043-15 · Internet / Transaction Fees	0.00	16,200.00	-16,200.00	0.0%
5049-15 · Legal & Professional fees	1,245.00	24,700.00	-23,455.00	5.04%
5050-15 · Media Services	365.42			
5058-15 · Postage & Shipping	9,631.18	66,000.00	-56,368.82	14.59%
5061-15 · Printing & Publications	640.51	4,500.00	-3,859.49	14.23%
5064-15 · Rebates	56,544.65	14,500.00	42,044.65	389.96%
5067-15 · Rent	22,144.65	100,000.00	-77,855.35	22.15%
5070-15 · Small Equipment	0.00	20,000.00	-20,000.00	0.0%
5073-15 · Supplies & Materials	3,847.27	15,000.00	-11,152.73	25.65%
5076-15 · Telephone	1,372.67			
5080-15 · Event Emergency Fund	0.00	35,000.00	-35,000.00	0.0%
Total Expense	230,503.20	653,200.00	-422,696.80	35.29%
Net Ordinary Income	-63,159.88	1,153.00	-64,312.88	-5,477.87%
Net Income	-63,159.88	1,153.00	-64,312.88	-5,477.87%

USA Weightlifting Budget vs. Actual - Governance January through March 2018

Governance	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4035.0 · International Relations	10,000.00			
Total 4000.0 · USOC	<u>10,000.00</u>			
Total Income	<u>10,000.00</u>			
Gross Profit	10,000.00			
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	52,071.01	25,000.00	27,071.01	208.28%
.2 · Ground Transportation	131.69	500.00	-368.31	26.34%
.3 · Meal per diems & reimb only	3,818.84	2,000.00	1,818.84	190.94%
.4 · Lodging & Meals	228.63	10,000.00	-9,771.37	2.29%
Total 5004-15 · Airfare and Accommodations	<u>56,250.17</u>	<u>37,500.00</u>	<u>18,750.17</u>	<u>150.0%</u>
5028-15 · Dues, Fees & Subscriptions	412.21			
5034-15 · Gifts & Awards	1,099.32	4,000.00	-2,900.68	27.48%
5049-15 · Legal & Professional fees	0.00	2,000.00	-2,000.00	0.0%
5058-15 · Postage & Shipping	218.15	500.00	-281.85	43.63%
5061-15 · Printing & Publications	0.00	100.00	-100.00	0.0%
5073-15 · Supplies & Materials	34.81	500.00	-465.19	6.96%
Total Expense	<u>58,014.66</u>	<u>44,600.00</u>	<u>13,414.66</u>	<u>130.08%</u>
Net Ordinary Income	<u>-48,014.66</u>	<u>-44,600.00</u>	<u>-3,414.66</u>	<u>107.66%</u>
Net Income	<u><u>-48,014.66</u></u>	<u><u>-44,600.00</u></u>	<u><u>-3,414.66</u></u>	<u><u>107.66%</u></u>

USA Weightlifting

Budget vs. Actual - Organizational Development

January through March 2018

Organizational Development	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	2,407.41	15,000.00	-12,592.59	16.05%
.2 · Ground Transportation	3.25	500.00	-496.75	0.65%
.3 · Meal per diems & reimb only	40.53	500.00	-459.47	8.11%
.4 · Lodging & Meals	946.20	3,000.00	-2,053.80	31.54%
Total 5004-15 · Airfare and Accommodations	<u>3,397.39</u>	<u>19,000.00</u>	<u>-15,602.61</u>	<u>17.88%</u>
5028-15 · Dues, Fees & Subscriptions	360.00	5,000.00	-4,640.00	7.2%
5034-15 · Gifts & Awards	0.00	2,000.00	-2,000.00	0.0%
5058-15 · Postage & Shipping	0.00	500.00	-500.00	0.0%
5073-15 · Supplies & Materials	774.41			
5076-15 · Telephone	0.00	500.00	-500.00	0.0%
Total Expense	<u>4,531.80</u>	<u>27,000.00</u>	<u>-22,468.20</u>	<u>16.78%</u>
Net Ordinary Income	<u>-4,531.80</u>	<u>-27,000.00</u>	<u>22,468.20</u>	<u>16.78%</u>
Net Income	<u><u>-4,531.80</u></u>	<u><u>-27,000.00</u></u>	<u><u>22,468.20</u></u>	<u><u>16.78%</u></u>

USA Weightlifting
Budget vs. Actual - National Headquarters
January through March 2018

National Office

	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4100.0 · Investment Income				
4130.0 · Securities Acct Interest	0.00	10,000.00	-10,000.00	0.0%
Total 4100.0 · Investment Income	0.00	10,000.00	-10,000.00	0.0%
4300.0 · Sponsorship/Contributions				
4325.0 · Misc Contributions	655.00			
Total 4300.0 · Sponsorship/Contributions	655.00			
4700.0 · Investments Gain (Loss)	0.00	50,000.00	-50,000.00	0.0%
Total Income	655.00	60,000.00	-59,345.00	1.09%
Gross Profit	655.00	60,000.00	-59,345.00	1.09%
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	4,551.79	16,000.00	-11,448.21	28.45%
.2 · Ground Transportation	183.68	750.00	-566.32	24.49%
.3 · Meal per diems & reimb only	1,047.80	2,000.00	-952.20	52.39%
.4 · Lodging & Meals	2,127.26	2,500.00	-372.74	85.09%
Total 5004-15 · Airfare and Accommodations	7,910.53	21,250.00	-13,339.47	37.23%
5007-15 · Apparel & Outfitting	171.60			
5016-15 · Contract Services/Casual Labor	950.00	25,000.00	-24,050.00	3.8%
5017-15 · Contributions/Donations/Grants	0.00	1,500.00	-1,500.00	0.0%
5025-15 · Discounts & Allowances	0.00	5,000.00	-5,000.00	0.0%
5028-15 · Dues, Fees & Subscriptions	2,659.79	17,000.00	-14,340.21	15.65%
5031-15 · Education	0.00	100.00	-100.00	0.0%
5034-15 · Gifts & Awards	0.00	10,000.00	-10,000.00	0.0%
5040-15 · Insurance	10,176.69	16,000.00	-5,823.31	63.6%
5043-15 · Internet / Transaction Fees	548.20	25.00	523.20	2,192.8%
5046-15 · IT Support	2,880.00	20,000.00	-17,120.00	14.4%
5049-15 · Legal & Professional fees	10,802.50	90,000.00	-79,197.50	12.0%
5050-15 · Media Services	0.00	50.00	-50.00	0.0%
5052-15 · Other Expense	227.97			
5055-15 · Personnel expense				
.5 · Salaries and wages	181,721.64	777,171.00	-595,449.36	23.38%

USA Weightlifting
Budget vs. Actual - National Headquarters
January through March 2018

National Office

	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
.6 · Payroll taxes	16,084.81	61,198.00	-45,113.19	26.28%
.7 · Employee Benefits-Insurance	21,259.21	128,817.00	-107,557.79	16.5%
.8 · CONOEL Retirement Contribution	13,198.31	50,582.00	-37,383.69	26.09%
Total 5055-15 · Personnel expense	232,263.97	1,017,768.00	-785,504.03	22.82%
5058-15 · Postage & Shipping	2,329.51	12,500.00	-10,170.49	18.64%
5061-15 · Printing & Publications	1,468.26	4,800.00	-3,331.74	30.59%
5067-15 · Rent	3,558.76	18,300.00	-14,741.24	19.45%
5070-15 · Small Equipment	339.98	3,100.00	-2,760.02	10.97%
5073-15 · Supplies & Materials	1,340.91	10,750.00	-9,409.09	12.47%
5076-15 · Telephone	497.20	3,800.00	-3,302.80	13.08%
Total Expense	278,125.87	1,276,943.00	-998,817.13	21.78%
Net Ordinary Income	-277,470.87	-1,216,943.00	939,472.13	22.8%
Net Income	-277,470.87	-1,216,943.00	939,472.13	22.8%

USA Weightlifting

Budget vs. Actual - Athlete Development Camps

January through March 2018

Athlete Development Camps	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4800.0 · Marketing Income				
4833.0 · Athlete Devel Camp-Athlete Fee	6,362.00	42,960.00	-36,598.00	14.81%
Total 4800.0 · Marketing Income	<u>6,362.00</u>	<u>42,960.00</u>	<u>-36,598.00</u>	<u>14.81%</u>
Total Income	<u>6,362.00</u>	<u>42,960.00</u>	<u>-36,598.00</u>	<u>14.81%</u>
Gross Profit	6,362.00	42,960.00	-36,598.00	14.81%
Expense				
5001-15 · Advertising & Promotion	0.00	5,000.00	-5,000.00	0.0%
5004-15 · Airfare and Accommodations				
.1 · Airfare	309.96	12,750.00	-12,440.04	2.43%
.2 · Ground Transportation	0.00	10,200.00	-10,200.00	0.0%
.3 · Meal per diems & reimb only	0.00	2,400.00	-2,400.00	0.0%
.4 · Lodging & Meals	770.24	34,060.00	-33,289.76	2.26%
Total 5004-15 · Airfare and Accommodations	<u>1,080.20</u>	<u>59,410.00</u>	<u>-58,329.80</u>	<u>1.82%</u>
5007-15 · Apparel & Outfitting	0.00	500.00	-500.00	0.0%
5016-15 · Contract Services/Casual Labor	1,550.00	18,000.00	-16,450.00	8.61%
5028-15 · Dues, Fees & Subscriptions	0.00	32,100.00	-32,100.00	0.0%
5034-15 · Gifts & Awards	0.00	1,000.00	-1,000.00	0.0%
5058-15 · Postage & Shipping	121.43	1,000.00	-878.57	12.14%
5070-15 · Small Equipment	120.46	1,000.00	-879.54	12.05%
5073-15 · Supplies & Materials	0.00	450.00	-450.00	0.0%
Total Expense	<u>2,872.09</u>	<u>118,460.00</u>	<u>-115,587.91</u>	<u>2.43%</u>
Net Ordinary Income	<u>3,489.91</u>	<u>-75,500.00</u>	<u>78,989.91</u>	<u>-4.62%</u>
Net Income	<u><u>3,489.91</u></u>	<u><u>-75,500.00</u></u>	<u><u>78,989.91</u></u>	<u><u>-4.62%</u></u>