

# Tips for updating QuickBooks reports

You can export a report, change certain formatting, and reimport it into QuickBooks.

QuickBooks will update and keep these changes:

- 1 Renamed report titles
- 2 Font, Fill, and Number formatting  
(in row & column headers only)
- 3 Resized columns
- 4 Renamed column & row headers
- 5 Inserted rows & columns  
You must enter text or a formula in the row to preserve it.
- 6 New Excel formulas  
The updated report must contain the row associated with y
- 7 Inserted text  
Make your new text always appear next to a particular row  
the text as a formula (e.g. ="inserted text")

QuickBooks will NOT support these changes:

- Font formatting in numbers
- Inserted rows that are blank
- Moved data cells

# reports in Excel

ting or add new formulas, and then update it with new QuickBooks data.

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	A	B	C	D	E	F	G	H	I	J	
1			1			My Company P&L					
2						Profit & Loss					
3						July through August 2012					
4							07/16/12	Aug 16	TOTAL		
5						Ordinary Income/Expense					
6			4			MONEY IN (aka Income)					
7						40100 - Construction Income					
8						40110 - Design Income	3,054.02	3,900.00	6,954.02		
9						40199 - Less Discounts given	0.00	-48.35	-48.35	*	
10						Total 40100 - Construction Income	3,054.02	3,751.65	6,905.67		
11						40500 - Reimbursement Income					
12						40520 - Permit Reimbursement Income	0.00	487.00	487.00		
13						Total 40500 - Reimbursement Income	0.00	487.00	487.00		
14						Total Income	3,054.02	29,197.65	46,343.45		
15			5			* Labor Income less Design Income	6	3,054.02	13,227.00	21,596.71	Labor Diff
16						Cost of Goods Sold					

our formula

by entering

on-header cells\*  
re left empty

- Renamed date columns
- Deleted columns
- Sorted columns

- Inserted columns in between QuickBooks row headers

- User-defined formulas may not be supported in collapsed reports w/ updated to the same excel sheet

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## USA Weightlifting Budget vs. Actual - Total January through June 2018

Total

	Jan - Jun 18	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000.0 · USOC</b>				
4025.0 · High Performance Support	22,500.00			
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%
<b>Total 4000.0 · USOC</b>	<u>107,500.00</u>	<u>177,930.00</u>	<u>-70,430.00</u>	<u>60.42%</u>
<b>4100.0 · Investment Income</b>				
4130.0 · Securities Acct Interest	0.00	10,000.00	-10,000.00	0.0%
<b>Total 4100.0 · Investment Income</b>	<u>0.00</u>	<u>10,000.00</u>	<u>-10,000.00</u>	<u>0.0%</u>
<b>4200.0 · Marketing</b>				
<b>4210.0 · Sales</b>				
4210.1 · Non Taxable Out of State	8,390.00	40,000.00	-31,610.00	20.98%
4210.4 · Comm on Licensed Merch Sales	10,967.91	8,600.00	2,367.91	127.53%
<b>Total 4210.0 · Sales</b>	<u>19,357.91</u>	<u>48,600.00</u>	<u>-29,242.09</u>	<u>39.83%</u>
4230.0 · Sales-Cost of Goods	-3,336.09	-6,000.00	2,663.91	55.6%
<b>Total 4200.0 · Marketing</b>	<u>16,021.82</u>	<u>42,600.00</u>	<u>-26,578.18</u>	<u>37.61%</u>
<b>4300.0 · Sponsorship/Contributions</b>				
<b>4312.0 · GiveDirect Campaign</b>				
4312.1 · GDC General Fund	160.00			
4312.2 · GDC Masters	100.00			
4312.5 · GDC Youth	269.90			
4312.6 · GDC Foundations	5.00			
4312.0 · GiveDirect Campaign - Other	0.00	3,000.00	-3,000.00	0.0%
<b>Total 4312.0 · GiveDirect Campaign</b>	<u>534.90</u>	<u>3,000.00</u>	<u>-2,465.10</u>	<u>17.83%</u>
4325.0 · Misc Contributions	5,108.91	23,000.00	-17,891.09	22.21%
4355.0 · Event Sponsorship	28,300.00	115,300.00	-87,000.00	24.55%
4360.0 · Pyrros' Royalties from Rogue	2,920.00			
<b>Total 4300.0 · Sponsorship/Contributions</b>	<u>36,863.81</u>	<u>141,300.00</u>	<u>-104,436.19</u>	<u>26.09%</u>
<b>4400.0 · Membership Fee Income</b>				
4410.0 · Active Membership	881,959.80	1,550,000.00	-668,040.20	56.9%

**USA Weightlifting**  
**Budget vs. Actual - Total**  
January through June 2018

Total

	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
4415.0 · Club Membership	112,341.00	200,000.00	-87,659.00	56.17%
4420.0 · Coaching Recertification	128,040.00	235,000.00	-106,960.00	54.49%
4425.0 · IWF Referee Fees	0.00	1,000.00	-1,000.00	0.0%
4430.0 · Masters Rebate Program	9,970.00	17,000.00	-7,030.00	58.65%
4435.0 · MHF - Manual Handling Fee	50.00			
4440.0 · Sanction Fees	26,700.00	45,000.00	-18,300.00	59.33%
4443.0 · Local Entry Fees	30,826.00			
4455.0 · Coaches Liability Insurance	20,800.00	19,000.00	1,800.00	109.47%
4460.0 · Background Screening	28,980.00	25,000.00	3,980.00	115.92%
<b>Total 4400.0 · Membership Fee Income</b>	<b>1,239,666.80</b>	<b>2,092,000.00</b>	<b>-852,333.20</b>	<b>59.26%</b>
<b>4500.0 · Coaching Course Income</b>				
4510.0 · Course Revenues	1,168,324.00	2,000,000.00	-831,676.00	58.42%
4515.0 · USOTC Room & Board Revenue	1,400.00			
4520.0 · Cancellation Fee	600.00			
<b>Total 4500.0 · Coaching Course Income</b>	<b>1,170,324.00</b>	<b>2,000,000.00</b>	<b>-829,676.00</b>	<b>58.52%</b>
<b>4600.0 · Event Revenue</b>				
4610.0 · Bid Fees	3,619.44	39,500.00	-35,880.56	9.16%
4620.0 · Ticket Sales	23,609.88	82,100.00	-58,490.12	28.76%
4630.0 · Individual Entry Fees	325,956.00	364,613.00	-38,657.00	89.4%
4631.0 · Team Entry Fees	4,575.00	4,400.00	175.00	103.98%
4645.0 · Vendor Exhibit & Hotel Rebate	23,003.18	79,940.00	-56,936.82	28.78%
<b>Total 4600.0 · Event Revenue</b>	<b>380,763.50</b>	<b>570,553.00</b>	<b>-189,789.50</b>	<b>66.74%</b>
<b>4700.0 · Investments Gain (Loss)</b>	<b>0.00</b>	<b>50,000.00</b>	<b>-50,000.00</b>	<b>0.0%</b>
<b>4800.0 · Marketing Income</b>				
4830.0 · Self funded Athl & UnOff Delega	21,082.78	237,000.00	-215,917.22	8.9%
4833.0 · Athlete Devel Camp-Athlete Fee	8,664.00	42,960.00	-34,296.00	20.17%
<b>4835.0 · Membership Camps</b>				
4835.1 · Masters Camp	34,490.00			
4835.3 · Women's Camp	21,030.00			
4835.0 · Membership Camps - Other	0.00	41,500.00	-41,500.00	0.0%
<b>Total 4835.0 · Membership Camps</b>	<b>55,520.00</b>	<b>41,500.00</b>	<b>14,020.00</b>	<b>133.78%</b>
<b>Total 4800.0 · Marketing Income</b>	<b>85,266.78</b>	<b>321,460.00</b>	<b>-236,193.22</b>	<b>26.53%</b>
<b>Total Income</b>	<b>3,036,406.71</b>	<b>5,405,843.00</b>	<b>-2,369,436.29</b>	<b>56.17%</b>

## USA Weightlifting Budget vs. Actual - Total January through June 2018

Total

	Jan - Jun 18	Budget	\$ Over Budget	% of Budget
<b>Gross Profit</b>	3,036,406.71	5,405,843.00	-2,369,436.29	56.17%
<b>Expense</b>				
<b>5001-15 · Advertising &amp; Promotion</b>	65,279.52	325,000.00	-259,720.48	20.09%
<b>5004-15 · Airfare and Accommodations</b>				
.1 · Airfare	295,641.93	448,750.00	-153,108.07	65.88%
.2 · Ground Transportation	28,717.43	34,330.00	-5,612.57	83.65%
.3 · Meal per diems & reimb only	58,576.87	45,650.00	12,926.87	128.32%
.4 · Lodging & Meals	138,952.86	508,010.00	-369,057.14	27.35%
<b>5004-15 · Airfare and Accommodations - Other</b>	-500.00			
<b>Total 5004-15 · Airfare and Accommodations</b>	521,389.09	1,036,740.00	-515,350.91	50.29%
<b>5007-15 · Apparel &amp; Outfitting</b>	1,208.83	945.00	263.83	127.92%
<b>5010-15 · Athlete Incentives</b>	333,468.24	569,000.00	-235,531.76	58.61%
<b>5011-15 · High Performance Assistance</b>	52,365.01	150,000.00	-97,634.99	34.91%
<b>5016-15 · Contract Services/Casual Labor</b>	423,033.68	718,500.00	-295,466.32	58.88%
<b>5017-15 · Contributions/Donations/Grants</b>	0.00	1,500.00	-1,500.00	0.0%
<b>5025-15 · Discounts &amp; Allowances</b>	1,975.28	5,000.00	-3,024.72	39.51%
<b>5028-15 · Dues, Fees &amp; Subscriptions</b>	48,927.31	108,800.00	-59,872.69	44.97%
<b>5030-15 · Background Screening</b>	23,754.00	25,620.00	-1,866.00	92.72%
<b>5031-15 · Education</b>	79.00	100.00	-21.00	79.0%
<b>5034-15 · Gifts &amp; Awards</b>	17,669.22	32,000.00	-14,330.78	55.22%
<b>5040-15 · Insurance</b>	155,853.17	290,000.00	-134,146.83	53.74%
<b>5043-15 · Internet / Transaction Fees</b>	103,006.39	116,237.00	-13,230.61	88.62%
<b>5046-15 · IT Support</b>	7,104.00	20,000.00	-12,896.00	35.52%
<b>5049-15 · Legal &amp; Professional fees</b>	110,530.55	161,700.00	-51,169.45	68.36%
<b>5050-15 · Media Services</b>	27,949.74	2,050.00	25,899.74	1,363.4%
<b>5052-15 · Other Expense</b>	227.97			
<b>5055-15 · Personnel expense</b>				
.5 · Salaries and wages	392,318.88	777,171.00	-384,852.12	50.48%
.6 · Payroll taxes	32,026.28	61,198.00	-29,171.72	52.33%
.7 · Employee Benefits-Insurance	46,263.82	128,817.00	-82,553.18	35.91%
.8 · CONOEL Retirement Contribution	26,852.97	50,582.00	-23,729.03	53.09%
<b>Total 5055-15 · Personnel expense</b>	497,461.95	1,017,768.00	-520,306.05	48.88%
<b>5058-15 · Postage &amp; Shipping</b>	29,373.33	96,550.00	-67,176.67	30.42%

## USA Weightlifting Budget vs. Actual - Total January through June 2018

Total	Jan - Jun 18	Budget	\$ Over Budget	% of Budget
5061-15 · Printing & Publications	8,280.55	13,475.00	-5,194.45	61.45%
5064-15 · Rebates				
.10 · LWC Rebates	4,159.00	180,000.00	-175,841.00	2.31%
.11 · Masters Program	5,645.00	18,000.00	-12,355.00	31.36%
.12 · Course Hosting	149,790.00	275,000.00	-125,210.00	54.47%
5064-15 · Rebates - Other	80,313.65	14,500.00	65,813.65	553.89%
<b>Total 5064-15 · Rebates</b>	<b>239,907.65</b>	<b>487,500.00</b>	<b>-247,592.35</b>	<b>49.21%</b>
5067-15 · Rent	47,262.97	118,300.00	-71,037.03	39.95%
5070-15 · Small Equipment	1,155.44	27,250.00	-26,094.56	4.24%
5073-15 · Supplies & Materials	26,425.74	34,325.00	-7,899.26	76.99%
5076-15 · Telephone	6,683.66	9,425.00	-2,741.34	70.91%
5080-15 · Event Emergency Fund	0.00	35,000.00	-35,000.00	0.0%
<b>Total Expense</b>	<b>2,750,372.29</b>	<b>5,402,785.00</b>	<b>-2,652,412.71</b>	<b>50.91%</b>
<b>Net Ordinary Income</b>	<b>286,034.42</b>	<b>3,058.00</b>	<b>282,976.42</b>	<b>9,353.64%</b>
<b>Net Income</b>	<b>286,034.42</b>	<b>3,058.00</b>	<b>282,976.42</b>	<b>9,353.64%</b>

**USA Weightlifting**  
**Budget vs. Actual - Athlete Development & Programs**  
January through June 2018

Athlete Development & Programs

	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000.0 · USOC</b>				
4025.0 · High Performance Support	22,500.00			
<b>Total 4000.0 · USOC</b>	<u>22,500.00</u>			
<b>4200.0 · Marketing</b>				
<b>4210.0 · Sales</b>				
4210.1 · Non Taxable Out of State	30.00			
4210.4 · Comm on Licensed Merch Sales	10,957.76	8,600.00	2,357.76	127.42%
<b>Total 4210.0 · Sales</b>	<u>10,987.76</u>	<u>8,600.00</u>	<u>2,387.76</u>	<u>127.77%</u>
<b>Total 4200.0 · Marketing</b>	10,987.76	8,600.00	2,387.76	127.77%
<b>4300.0 · Sponsorship/Contributions</b>				
<b>4312.0 · GiveDirect Campaign</b>				
4312.1 · GDC General Fund	160.00			
4312.2 · GDC Masters	100.00			
4312.5 · GDC Youth	269.90			
4312.6 · GDC Foundations	5.00			
4312.0 · GiveDirect Campaign - Other	0.00	3,000.00	-3,000.00	0.0%
<b>Total 4312.0 · GiveDirect Campaign</b>	534.90	3,000.00	-2,465.10	17.83%
4325.0 · Misc Contributions	5,108.91	23,000.00	-17,891.09	22.21%
4355.0 · Event Sponsorship	0.00	45,300.00	-45,300.00	0.0%
4360.0 · Pyrros' Royalties from Rogue	2,920.00			
<b>Total 4300.0 · Sponsorship/Contributions</b>	<u>8,563.81</u>	<u>71,300.00</u>	<u>-62,736.19</u>	<u>12.01%</u>
<b>4600.0 · Event Revenue</b>				
4620.0 · Ticket Sales	0.00	6,200.00	-6,200.00	0.0%
<b>Total 4600.0 · Event Revenue</b>	<u>0.00</u>	<u>6,200.00</u>	<u>-6,200.00</u>	<u>0.0%</u>
<b>4800.0 · Marketing Income</b>				
4830.0 · Self funded Athl & UnOff Delega	21,082.78	237,000.00	-215,917.22	8.9%
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%
<b>Total 4800.0 · Marketing Income</b>	<u>21,082.78</u>	<u>248,500.00</u>	<u>-227,417.22</u>	<u>8.48%</u>
<b>Total Income</b>	<u>63,134.35</u>	<u>334,600.00</u>	<u>-271,465.65</u>	<u>18.87%</u>
<b>Gross Profit</b>	63,134.35	334,600.00	-271,465.65	18.87%



**USA Weightlifting**  
**Budget vs. Actual - Athlete Development & Programs**  
January through June 2018

Athlete Development & Programs

	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Expense</b>				
5004-15 · Airfare and Accommodations				
.1 · Airfare	164,536.40	330,000.00	-165,463.60	49.86%
.2 · Ground Transportation	7,659.69	19,780.00	-12,120.31	38.72%
.3 · Meal per diems & reimb only	4,191.80	6,850.00	-2,658.20	61.19%
.4 · Lodging & Meals	103,254.32	361,450.00	-258,195.68	28.57%
<b>Total 5004-15 · Airfare and Accommodations</b>	<b>279,642.21</b>	<b>718,080.00</b>	<b>-438,437.79</b>	<b>38.94%</b>
5007-15 · Apparel & Outfitting	359.20	445.00	-85.80	80.72%
5010-15 · Athlete Incentives	332,726.59	569,000.00	-236,273.41	58.48%
5011-15 · High Performance Assistance	51,682.92	150,000.00	-98,317.08	34.46%
5016-15 · Contract Services/Casual Labor	4,660.22	12,000.00	-7,339.78	38.84%
5025-15 · Discounts & Allowances	1,975.28			
5028-15 · Dues, Fees & Subscriptions	27,075.67	39,700.00	-12,624.33	68.2%
5030-15 · Background Screening	1,036.00	620.00	416.00	167.1%
5031-15 · Education	79.00			
5034-15 · Gifts & Awards	3,117.62			
5040-15 · Insurance	-720.00	2,000.00	-2,720.00	-36.0%
5043-15 · Internet / Transaction Fees	41.99	12.00	29.99	349.92%
5049-15 · Legal & Professional fees	4,943.75	20,000.00	-15,056.25	24.72%
5058-15 · Postage & Shipping	1,122.61	11,000.00	-9,877.39	10.21%
5061-15 · Printing & Publications	896.32	775.00	121.32	115.65%
5067-15 · Rent	2,352.89			
5070-15 · Small Equipment	815.46	2,300.00	-1,484.54	35.46%
5073-15 · Supplies & Materials	3,198.35	2,125.00	1,073.35	150.51%
5076-15 · Telephone	1,599.86	3,025.00	-1,425.14	52.89%
<b>Total Expense</b>	<b>716,605.94</b>	<b>1,531,082.00</b>	<b>-814,476.06</b>	<b>46.8%</b>
<b>Net Ordinary Income</b>	<b>-653,471.59</b>	<b>-1,196,482.00</b>	<b>543,010.41</b>	<b>54.62%</b>
<b>Net Income</b>	<b>-653,471.59</b>	<b>-1,196,482.00</b>	<b>543,010.41</b>	<b>54.62%</b>

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

Coaching Education

	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4400.0 · Membership Fee Income				
4420.0 · Coaching Recertification	128,040.00	235,000.00	-106,960.00	54.49%
<b>Total 4400.0 · Membership Fee Income</b>	<b>128,040.00</b>	<b>235,000.00</b>	<b>-106,960.00</b>	<b>54.49%</b>
4500.0 · Coaching Course Income				
4510.0 · Course Revenues	1,168,324.00	2,000,000.00	-831,676.00	58.42%
4515.0 · USOTC Room & Board Revenue	1,400.00			
<b>Total 4500.0 · Coaching Course Income</b>	<b>1,169,724.00</b>	<b>2,000,000.00</b>	<b>-830,276.00</b>	<b>58.49%</b>
<b>Total Income</b>	<b>1,297,764.00</b>	<b>2,235,000.00</b>	<b>-937,236.00</b>	<b>58.07%</b>
<b>Gross Profit</b>	<b>1,297,764.00</b>	<b>2,235,000.00</b>	<b>-937,236.00</b>	<b>58.07%</b>
<b>Expense</b>				
5001-15 · Advertising & Promotion	30,000.00	20,000.00	10,000.00	150.0%
5004-15 · Airfare and Accommodations				
.1 · Airfare	23,830.86	10,000.00	13,830.86	238.31%
.2 · Ground Transportation	2,803.04	2,500.00	303.04	112.12%
.3 · Meal per diems & reimb only	2,342.57	2,600.00	-257.43	90.1%
.4 · Lodging & Meals	13,449.59	14,000.00	-550.41	96.07%
<b>Total 5004-15 · Airfare and Accommodations</b>	<b>42,426.06</b>	<b>29,100.00</b>	<b>13,326.06</b>	<b>145.79%</b>
5010-15 · Athlete Incentives	741.65			
5011-15 · High Performance Assistance	682.09			
5016-15 · Contract Services/Casual Labor	292,142.18	500,000.00	-207,857.82	58.43%
5028-15 · Dues, Fees & Subscriptions	667.83			
5034-15 · Gifts & Awards	120.00			
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	48.52	50.00	-1.48	97.04%
5061-15 · Printing & Publications	598.19	300.00	298.19	199.4%
5064-15 · Rebates				
.12 · Course Hosting	149,790.00	275,000.00	-125,210.00	54.47%
<b>Total 5064-15 · Rebates</b>	<b>149,790.00</b>	<b>275,000.00</b>	<b>-125,210.00</b>	<b>54.47%</b>
5073-15 · Supplies & Materials	5,401.08	500.00	4,901.08	1,080.22%
5076-15 · Telephone	917.90	2,100.00	-1,182.10	43.71%

# USA Weightlifting

## Budget vs. Actual - Coaching Education

January through June 2018

Coaching Education

Total Expense  
Net Ordinary Income  
Net Income

Jan - Jun 18	Budget	\$ Over Budget	% of Budget
523,535.50	854,050.00	-330,514.50	61.3%
774,228.50	1,380,950.00	-606,721.50	56.07%
<b>774,228.50</b>	<b>1,380,950.00</b>	<b>-606,721.50</b>	<b>56.07%</b>

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

Membership Services

	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000.0 · USOC</b>				
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%
<b>Total 4000.0 · USOC</b>	<u>75,000.00</u>	<u>177,930.00</u>	<u>-102,930.00</u>	<u>42.15%</u>
<b>4200.0 · Marketing</b>				
<b>4210.0 · Sales</b>				
4210.1 · Non Taxable Out of State	8,305.00	20,000.00	-11,695.00	41.53%
4210.4 · Comm on Licensed Merch Sales	10.15			
<b>Total 4210.0 · Sales</b>	<u>8,315.15</u>	<u>20,000.00</u>	<u>-11,684.85</u>	<u>41.58%</u>
4230.0 · Sales-Cost of Goods	-3,336.09	-6,000.00	2,663.91	55.6%
<b>Total 4200.0 · Marketing</b>	<u>4,979.06</u>	<u>14,000.00</u>	<u>-9,020.94</u>	<u>35.57%</u>
<b>4400.0 · Membership Fee Income</b>				
4410.0 · Active Membership	881,959.80	1,550,000.00	-668,040.20	56.9%
4415.0 · Club Membership	112,341.00	200,000.00	-87,659.00	56.17%
4425.0 · IWF Referee Fees	0.00	1,000.00	-1,000.00	0.0%
4430.0 · Masters Rebate Program	9,970.00	17,000.00	-7,030.00	58.65%
4440.0 · Sanction Fees	26,700.00	45,000.00	-18,300.00	59.33%
4443.0 · Local Entry Fees	30,826.00			
4455.0 · Coaches Liability Insurance	20,800.00	19,000.00	1,800.00	109.47%
4460.0 · Background Screening	28,980.00	25,000.00	3,980.00	115.92%
<b>Total 4400.0 · Membership Fee Income</b>	<u>1,111,576.80</u>	<u>1,857,000.00</u>	<u>-745,423.20</u>	<u>59.86%</u>
<b>4500.0 · Coaching Course Income</b>				
4520.0 · Cancellation Fee	600.00			
<b>Total 4500.0 · Coaching Course Income</b>	<u>600.00</u>			
<b>4800.0 · Marketing Income</b>				
<b>4835.0 · Membership Camps</b>				
4835.1 · Masters Camp	34,490.00			
4835.3 · Women's Camp	21,030.00			
4835.0 · Membership Camps - Other	0.00	30,000.00	-30,000.00	0.0%
<b>Total 4835.0 · Membership Camps</b>	<u>55,520.00</u>	<u>30,000.00</u>	<u>25,520.00</u>	<u>185.07%</u>

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

Membership Services

	Jan - Jun 18	Budget	\$ Over Budget	% of Budget
Total 4800.0 · Marketing Income	55,520.00	30,000.00	25,520.00	185.07%
<b>Total Income</b>	<b>1,247,675.86</b>	<b>2,078,930.00</b>	<b>-831,254.14</b>	<b>60.02%</b>
<b>Gross Profit</b>	<b>1,247,675.86</b>	<b>2,078,930.00</b>	<b>-831,254.14</b>	<b>60.02%</b>
<b>Expense</b>				
5001-15 · Advertising & Promotion	23,260.31	250,000.00	-226,739.69	9.3%
5004-15 · Airfare and Accommodations				
.1 · Airfare	9,181.35	2,000.00	7,181.35	459.07%
.2 · Ground Transportation	200.34	100.00	100.34	200.34%
.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%
<b>Total 5004-15 · Airfare and Accommodations</b>	<b>10,057.73</b>	<b>4,600.00</b>	<b>5,457.73</b>	<b>218.65%</b>
5016-15 · Contract Services/Casual Labor	7,000.00	17,000.00	-10,000.00	41.18%
5028-15 · Dues, Fees & Subscriptions	10,139.88	15,000.00	-4,860.12	67.6%
5030-15 · Background Screening	22,607.00	25,000.00	-2,393.00	90.43%
5034-15 · Gifts & Awards	902.23	2,000.00	-1,097.77	45.11%
5040-15 · Insurance	145,868.51	272,000.00	-126,131.49	53.63%
5043-15 · Internet / Transaction Fees	101,973.98	100,000.00	1,973.98	101.97%
5049-15 · Legal & Professional fees	60,940.00			
5050-15 · Media Services	7,689.23			
5058-15 · Postage & Shipping	1,817.01	5,000.00	-3,182.99	36.34%
5061-15 · Printing & Publications	2,246.96	3,000.00	-753.04	74.9%
5064-15 · Rebates				
.10 · LWC Rebates	4,159.00	180,000.00	-175,841.00	2.31%
.11 · Masters Program	5,645.00	18,000.00	-12,355.00	31.36%
5064-15 · Rebates - Other	17,769.00			
<b>Total 5064-15 · Rebates</b>	<b>27,573.00</b>	<b>198,000.00</b>	<b>-170,427.00</b>	<b>13.93%</b>
5067-15 · Rent	1,110.00			
5070-15 · Small Equipment	0.00	850.00	-850.00	0.0%
5073-15 · Supplies & Materials	366.24	5,000.00	-4,633.76	7.33%
5076-15 · Telephone	256.96			
<b>Total Expense</b>	<b>423,809.04</b>	<b>897,450.00</b>	<b>-473,640.96</b>	<b>47.22%</b>
<b>Net Ordinary Income</b>	<b>823,866.82</b>	<b>1,181,480.00</b>	<b>-357,613.18</b>	<b>69.73%</b>
<b>Net Income</b>	<b>823,866.82</b>	<b>1,181,480.00</b>	<b>-357,613.18</b>	<b>69.73%</b>

## USA Weightlifting Budget vs. Actual - Events January through June 2018

Events

	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	55.00	20,000.00	-19,945.00	0.28%
<b>Total 4210.0 · Sales</b>	<u>55.00</u>	<u>20,000.00</u>	<u>-19,945.00</u>	<u>0.28%</u>
<b>Total 4200.0 · Marketing</b>	55.00	20,000.00	-19,945.00	0.28%
4300.0 · Sponsorship/Contributions				
4355.0 · Event Sponsorship	28,300.00	70,000.00	-41,700.00	40.43%
<b>Total 4300.0 · Sponsorship/Contributions</b>	<u>28,300.00</u>	<u>70,000.00</u>	<u>-41,700.00</u>	<u>40.43%</u>
4400.0 · Membership Fee Income				
4435.0 · MHF - Manual Handling Fee	50.00			
<b>Total 4400.0 · Membership Fee Income</b>	<u>50.00</u>			
4600.0 · Event Revenue				
4610.0 · Bid Fees	3,619.44	39,500.00	-35,880.56	9.16%
4620.0 · Ticket Sales	23,609.88	75,900.00	-52,290.12	31.11%
4630.0 · Individual Entry Fees	325,956.00	364,613.00	-38,657.00	89.4%
4631.0 · Team Entry Fees	4,575.00	4,400.00	175.00	103.98%
4645.0 · Vendor Exhibit & Hotel Rebate	23,003.18	79,940.00	-56,936.82	28.78%
<b>Total 4600.0 · Event Revenue</b>	<u>380,763.50</u>	<u>564,353.00</u>	<u>-183,589.50</u>	<u>67.47%</u>
<b>Total Income</b>	<u>409,168.50</u>	<u>654,353.00</u>	<u>-245,184.50</u>	<u>62.53%</u>
<b>Gross Profit</b>	409,168.50	654,353.00	-245,184.50	62.53%
<b>Expense</b>				
5001-15 · Advertising & Promotion	10,945.21	50,000.00	-39,054.79	21.89%
5004-15 · Airfare and Accommodations				
.1 · Airfare	33,963.32	38,000.00	-4,036.68	89.38%
.2 · Ground Transportation	8,317.65			
.3 · Meal per diems & reimb only	15,941.81	28,800.00	-12,858.19	55.35%
.4 · Lodging & Meals	18,295.19	81,000.00	-62,704.81	22.59%
<b>Total 5004-15 · Airfare and Accommodations</b>	<u>76,517.97</u>	<u>147,800.00</u>	<u>-71,282.03</u>	<u>51.77%</u>
5007-15 · Apparel & Outfitting	678.03			
5016-15 · Contract Services/Casual Labor	116,431.28	146,500.00	-30,068.72	79.48%
5028-15 · Dues, Fees & Subscriptions	2,665.82			

## USA Weightlifting Budget vs. Actual - Events January through June 2018

Events	Jan - Jun 18	Budget	\$ Over Budget	% of Budget
5034-15 · Gifts & Awards	11,217.95	13,000.00	-1,782.05	86.29%
5043-15 · Internet / Transaction Fees	82.22	16,200.00	-16,117.78	0.51%
5049-15 · Legal & Professional fees	21,127.25	24,700.00	-3,572.75	85.54%
5050-15 · Media Services	20,251.52			
5058-15 · Postage & Shipping	20,342.84	66,000.00	-45,657.16	30.82%
5061-15 · Printing & Publications	1,711.90	4,500.00	-2,788.10	38.04%
5064-15 · Rebates	62,544.65	14,500.00	48,044.65	431.34%
5067-15 · Rent	34,903.18	100,000.00	-65,096.82	34.9%
5070-15 · Small Equipment	0.00	20,000.00	-20,000.00	0.0%
5073-15 · Supplies & Materials	13,257.56	15,000.00	-1,742.44	88.38%
5076-15 · Telephone	1,900.91			
5080-15 · Event Emergency Fund	0.00	35,000.00	-35,000.00	0.0%
<b>Total Expense</b>	<b>394,578.29</b>	<b>653,200.00</b>	<b>-258,621.71</b>	<b>60.41%</b>
<b>Net Ordinary Income</b>	<b>14,590.21</b>	<b>1,153.00</b>	<b>13,437.21</b>	<b>1,265.41%</b>
<b>Net Income</b>	<b>14,590.21</b>	<b>1,153.00</b>	<b>13,437.21</b>	<b>1,265.41%</b>

## USA Weightlifting Budget vs. Actual - Governance January through June 2018

Governance

	<u>Jan - Jun 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			
<b>Total 4000.0 · USOC</b>	<u>10,000.00</u>			
<b>Total Income</b>	<u>10,000.00</u>			
<b>Gross Profit</b>	10,000.00			
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	53,148.41	25,000.00	28,148.41	212.59%
.2 · Ground Transportation	9,388.58	500.00	8,888.58	1,877.72%
.3 · Meal per diems & reimb only	32,507.75	2,000.00	30,507.75	1,625.39%
.4 · Lodging & Meals	228.63	10,000.00	-9,771.37	2.29%
<b>Total 5004-15 · Airfare and Accommodations</b>	<u>95,273.37</u>	<u>37,500.00</u>	<u>57,773.37</u>	<u>254.06%</u>
5028-15 · Dues, Fees & Subscriptions	412.21			
5034-15 · Gifts & Awards	1,438.18	4,000.00	-2,561.82	35.96%
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%
<b>Total Expense</b>	<u>97,376.72</u>	<u>44,600.00</u>	<u>52,776.72</u>	<u>218.33%</u>
<b>Net Ordinary Income</b>	<u>-87,376.72</u>	<u>-44,600.00</u>	<u>-42,776.72</u>	<u>195.91%</u>
<b>Net Income</b>	<u><u>-87,376.72</u></u>	<u><u>-44,600.00</u></u>	<u><u>-42,776.72</u></u>	<u><u>195.91%</u></u>



## USA Weightlifting

### Budget vs. Actual - Organizational Development

January through June 2018

Organizational Development	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Expense</b>				
<b>5004-15 · Airfare and Accommodations</b>				
.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%
<b>Total 5004-15 · Airfare and Accommodations</b>	<u>3,397.39</u>	<u>19,000.00</u>	<u>-15,602.61</u>	<u>17.88%</u>
<b>5028-15 · Dues, Fees &amp; Subscriptions</b>	360.00	5,000.00	-4,640.00	7.2%
<b>5034-15 · Gifts &amp; Awards</b>	0.00	2,000.00	-2,000.00	0.0%
<b>5050-15 · Media Services</b>	8.99			
<b>5058-15 · Postage &amp; Shipping</b>	0.00	500.00	-500.00	0.0%
<b>5073-15 · Supplies &amp; Materials</b>	774.41			
<b>5076-15 · Telephone</b>	0.00	500.00	-500.00	0.0%
<b>Total Expense</b>	<u>4,540.79</u>	<u>27,000.00</u>	<u>-22,459.21</u>	<u>16.82%</u>
<b>Net Ordinary Income</b>	<u>-4,540.79</u>	<u>-27,000.00</u>	<u>22,459.21</u>	<u>16.82%</u>
<b>Net Income</b>	<u><b>-4,540.79</b></u>	<u><b>-27,000.00</b></u>	<u><b>22,459.21</b></u>	<u><b>16.82%</b></u>

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

National Office

	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4100.0 · Investment Income				
4130.0 · Securities Acct Interest	0.00	10,000.00	-10,000.00	0.0%
<b>Total 4100.0 · Investment Income</b>	<b>0.00</b>	<b>10,000.00</b>	<b>-10,000.00</b>	<b>0.0%</b>
4700.0 · Investments Gain (Loss)	0.00	50,000.00	-50,000.00	0.0%
<b>Total Income</b>	<b>0.00</b>	<b>60,000.00</b>	<b>-60,000.00</b>	<b>0.0%</b>
<b>Gross Profit</b>	0.00	60,000.00	-60,000.00	0.0%
<b>Expense</b>				
5001-15 · Advertising & Promotion	1,074.00			
5004-15 · Airfare and Accommodations				
.1 · Airfare	8,574.18	16,000.00	-7,425.82	53.59%
.2 · Ground Transportation	344.88	750.00	-405.12	45.98%
.3 · Meal per diems & reimb only	2,876.37	2,000.00	876.37	143.82%
.4 · Lodging & Meals	2,554.42	2,500.00	54.42	102.18%
5004-15 · Airfare and Accommodations - Other	-500.00			
<b>Total 5004-15 · Airfare and Accommodations</b>	<b>13,849.85</b>	<b>21,250.00</b>	<b>-7,400.15</b>	<b>65.18%</b>
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	7,605.90	17,000.00	-9,394.10	44.74%
5030-15 · Background Screening	111.00			
5031-15 · Education	0.00	100.00	-100.00	0.0%
5034-15 · Gifts & Awards	873.24	10,000.00	-9,126.76	8.73%
5040-15 · Insurance	10,704.66	16,000.00	-5,295.34	66.9%
5043-15 · Internet / Transaction Fees	908.20	25.00	883.20	3,632.8%
5046-15 · IT Support	7,104.00	20,000.00	-12,896.00	35.52%
5049-15 · Legal & Professional fees	23,519.55	90,000.00	-66,480.45	26.13%
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	392,318.88	777,171.00	-384,852.12	50.48%

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

National Office

	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
.6 · Payroll taxes	32,026.28	61,198.00	-29,171.72	52.33%
.7 · Employee Benefits-Insurance	46,263.82	128,817.00	-82,553.18	35.91%
.8 · CONOEL Retirement Contribution	26,852.97	50,582.00	-23,729.03	53.09%
<b>Total 5055-15 · Personnel expense</b>	<b>497,461.95</b>	<b>1,017,768.00</b>	<b>-520,306.05</b>	<b>48.88%</b>
<b>5058-15 · Postage &amp; Shipping</b>	<b>5,702.77</b>	<b>12,500.00</b>	<b>-6,797.23</b>	<b>45.62%</b>
<b>5061-15 · Printing &amp; Publications</b>	<b>2,827.18</b>	<b>4,800.00</b>	<b>-1,972.82</b>	<b>58.9%</b>
<b>5067-15 · Rent</b>	<b>8,896.90</b>	<b>18,300.00</b>	<b>-9,403.10</b>	<b>48.62%</b>
<b>5070-15 · Small Equipment</b>	<b>339.98</b>	<b>3,100.00</b>	<b>-2,760.02</b>	<b>10.97%</b>
<b>5073-15 · Supplies &amp; Materials</b>	<b>3,393.29</b>	<b>10,750.00</b>	<b>-7,356.71</b>	<b>31.57%</b>
<b>5076-15 · Telephone</b>	<b>2,008.03</b>	<b>3,800.00</b>	<b>-1,791.97</b>	<b>52.84%</b>
<b>Total Expense</b>	<b>587,730.07</b>	<b>1,276,943.00</b>	<b>-689,212.93</b>	<b>46.03%</b>
<b>Net Ordinary Income</b>	<b>-587,730.07</b>	<b>-1,216,943.00</b>	<b>629,212.93</b>	<b>48.3%</b>
<b>Net Income</b>	<b>-587,730.07</b>	<b>-1,216,943.00</b>	<b>629,212.93</b>	<b>48.3%</b>

## USA Weightlifting

### Budget vs. Actual - Athlete Development Camps

January through June 2018

Athlete Development Camps	<u>Jan - Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4800.0 · Marketing Income				
4833.0 · Athlete Devel Camp-Athlete Fee	8,664.00	42,960.00	-34,296.00	20.17%
<b>Total 4800.0 · Marketing Income</b>	<u>8,664.00</u>	<u>42,960.00</u>	<u>-34,296.00</u>	<u>20.17%</u>
<b>Total Income</b>	<u>8,664.00</u>	<u>42,960.00</u>	<u>-34,296.00</u>	<u>20.17%</u>
<b>Gross Profit</b>	8,664.00	42,960.00	-34,296.00	20.17%
<b>Expense</b>				
5001-15 · Advertising & Promotion	0.00	5,000.00	-5,000.00	0.0%
5004-15 · Airfare and Accommodations				
.1 · Airfare	0.00	12,750.00	-12,750.00	0.0%
.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	224.51	34,060.00	-33,835.49	0.66%
<b>Total 5004-15 · Airfare and Accommodations</b>	<u>224.51</u>	<u>59,410.00</u>	<u>-59,185.49</u>	<u>0.38%</u>
5007-15 · Apparel & Outfitting	0.00	500.00	-500.00	0.0%
5016-15 · Contract Services/Casual Labor	1,850.00	18,000.00	-16,150.00	10.28%
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	0.00	1,000.00	-1,000.00	0.0%
5073-15 · Supplies & Materials	0.00	450.00	-450.00	0.0%
<b>Total Expense</b>	<u>2,195.94</u>	<u>118,460.00</u>	<u>-116,264.06</u>	<u>1.85%</u>
<b>Net Ordinary Income</b>	<u>6,468.06</u>	<u>-75,500.00</u>	<u>81,968.06</u>	<u>-8.57%</u>
<b>Net Income</b>	<u><u>6,468.06</u></u>	<u><u>-75,500.00</u></u>	<u><u>81,968.06</u></u>	<u><u>-8.57%</u></u>