

Tips for updating QuickBooks |

You can export a report, change certain format

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 n
- Inserted rows that a
- Moved data cells

reports in Excel

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

:
 your formula
 by entering

	A	B	C	D	E	F	G	H
1			1			My Company P&L		
2						Profit & Loss		
3						July through August 2012		
4							07/18/12	Aug 18
5						Ordinary Income/Expense		
6			4			MONEY IN (aka Income)		
7						40100 · Construction Income		
8						40110 · Design Income	3,054.02	3,900.00
9						40199 · Less Discounts given	0.00	-48.35
10						Total 40100 · Construction Income	3,054.02	3,751.65
11						40500 · Reimbursement Income		
12						40520 · Permit Reimbursement Income	0.00	487.00
13						Total 40500 · Reimbursement Income	0.00	487.00
14						Total Income	3,054.02	29,197.65
15			5			* Labor Income less Design Income	3,054.02	13,227.00
16						Cost of Goods Sold		

3
 2
 2
 6

- non-header cells* are left empty
- Renamed date columns
- Deleted columns
- Sorted columns
- Inserted columns in between QuickBooks row headers
- User-defined supported in updated to th

1.

I	J
TOTAL	
6,954.02	
-48.35	*
6,905.67	
487.00	
487.00	
18,343.45	
11,596.71	Labor Diff

7

formulas may not be collapsed reports when in the same excel sheet

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

Total

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4000.0 · USOC			
4025.0 · High Performance Support	33,750.00		
4035.0 · International Relations	10,000.00		
4045.0 · Matching Challenge Grant	0.00	25,000.00	-25,000.00
4047.0 · Media Agreement	150,000.00	150,000.00	0.00
4070.0 · Media Insurance Reimbursement	0.00	2,930.00	-2,930.00
Total 4000.0 · USOC	<u>193,750.00</u>	<u>177,930.00</u>	<u>15,820.00</u>
4100.0 · Investment Income			
4130.0 · Securities Acct Interest	0.00	10,000.00	-10,000.00
Total 4100.0 · Investment Income	<u>0.00</u>	<u>10,000.00</u>	<u>-10,000.00</u>
4200.0 · Marketing			
4210.0 · Sales			
4210.1 · Non Taxable Out of State	12,435.00	40,000.00	-27,565.00
4210.4 · Comm on Licensed Merch Sales	14,678.84	8,600.00	6,078.84
Total 4210.0 · Sales	<u>27,113.84</u>	<u>48,600.00</u>	<u>-21,486.16</u>
4230.0 · Sales-Cost of Goods	-5,206.19	-6,000.00	793.81
Total 4200.0 · Marketing	<u>21,907.65</u>	<u>42,600.00</u>	<u>-20,692.35</u>
4300.0 · Sponsorship/Contributions			
4312.0 · GiveDirect Campaign			
4312.1 · GDC General Fund	6,847.30		
4312.2 · GDC Masters	285.20		
4312.4 · GDC Juniors	630.00		
4312.5 · GDC Youth	519.90		
4312.6 · GDC Foundations	35.00		
4312.7 · GDC Senior Programs	30.00		
4312.8 · GDC Pride	2,607.00		
4312.0 · GiveDirect Campaign - Other	0.00	3,000.00	-3,000.00
Total 4312.0 · GiveDirect Campaign	<u>10,954.40</u>	<u>3,000.00</u>	<u>7,954.40</u>
4325.0 · Misc Contributions	13,030.84	23,000.00	-9,969.16
4355.0 · Event Sponsorship	50,550.00	115,300.00	-64,750.00
4360.0 · Pyrros' Royalties from Rogue	4,580.00		
Total 4300.0 · Sponsorship/Contributions	<u>79,115.24</u>	<u>141,300.00</u>	<u>-62,184.76</u>
4400.0 · Membership Fee Income			
4410.0 · Active Membership	1,263,621.25	1,550,000.00	-286,378.75
4415.0 · Club Membership	168,061.00	200,000.00	-31,939.00
4420.0 · Coaching Recertification	189,960.00	235,000.00	-45,040.00
4425.0 · IWF Referee Fees	0.00	1,000.00	-1,000.00
4430.0 · Masters Rebate Program	14,780.00	17,000.00	-2,220.00
4435.0 · MHF - Manual Handling Fee	50.00		
4440.0 · Sanction Fees	37,725.00	45,000.00	-7,275.00
4443.0 · Local Entry Fees	95,278.00		
4455.0 · Coaches Liability Insurance	24,199.84	19,000.00	5,199.84
4460.0 · Background Screening	41,100.00	25,000.00	16,100.00

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

Total

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Total 4400.0 · Membership Fee Income	1,834,775.09	2,092,000.00	-257,224.91
4500.0 · Coaching Course Income			
4510.0 · Course Revenues	1,685,887.00	2,000,000.00	-314,113.00
4515.0 · USOTC Room & Board Revenue	3,400.00		
Total 4500.0 · Coaching Course Income	1,689,287.00	2,000,000.00	-310,713.00
4520.0 · Cancellation Fee	600.00		
4600.0 · Event Revenue			
4610.0 · Bid Fees	8,619.44	39,500.00	-30,880.56
4620.0 · Ticket Sales	90,177.88	82,100.00	8,077.88
4630.0 · Individual Entry Fees	489,210.00	364,613.00	124,597.00
4631.0 · Team Entry Fees	5,785.00	4,400.00	1,385.00
4645.0 · Vendor Exhibit & Hotel Rebate	48,108.18	79,940.00	-31,831.82
Total 4600.0 · Event Revenue	641,900.50	570,553.00	71,347.50
4700.0 · Investments Gain (Loss)	0.00	50,000.00	-50,000.00
4800.0 · Marketing Income			
4830.0 · Self funded Athl & UnOff Delega	83,617.20	237,000.00	-153,382.80
4833.0 · Athlete Devel Camp-Athlete Fee	8,565.00	42,960.00	-34,395.00
4835.0 · Membership Camps			
4835.1 · Masters Camp	28,110.00		
4835.3 · Women's Camp	27,663.92		
4835.0 · Membership Camps - Other	0.00	41,500.00	-41,500.00
Total 4835.0 · Membership Camps	55,773.92	41,500.00	14,273.92
Total 4800.0 · Marketing Income	147,956.12	321,460.00	-173,503.88
4999.0 · Other Income	6,551.33		
Total Income	4,615,842.93	5,405,843.00	-790,000.07
Gross Profit	4,615,842.93	5,405,843.00	-790,000.07
Expense			
5001-15 · Advertising & Promotion	68,573.16	325,000.00	-256,426.84
5004-15 · Airfare and Accommodations			
.1 · Airfare	447,135.91	448,750.00	-1,614.09
.2 · Ground Transportation	50,645.00	34,330.00	16,315.00
.3 · Meal per diems & reimb only	94,814.71	45,650.00	49,164.71
.4 · Lodging & Meals	301,806.48	508,010.00	-206,203.52
5004-15 · Airfare and Accommodations - Other	-6,207.76		
Total 5004-15 · Airfare and Accommodations	888,194.34	1,036,740.00	-148,545.66
5007-15 · Apparel & Outfitting	7,136.71	945.00	6,191.71
5010-15 · Athlete Incentives	525,288.24	569,000.00	-43,711.76
5011-15 · High Performance Assistance	81,493.91	150,000.00	-68,506.09
5016-15 · Contract Services/Casual Labor	631,811.59	718,500.00	-86,688.41
5017-15 · Contributions/Donations/Grants	14,351.10	1,500.00	12,851.10
5025-15 · Discounts & Allowances	1,975.28	5,000.00	-3,024.72
5028-15 · Dues, Fees & Subscriptions	103,256.53	108,800.00	-5,543.47
5030-15 · Background Screening	36,203.50	25,620.00	10,583.50
5031-15 · Education	79.00	100.00	-21.00
5034-15 · Gifts & Awards	24,187.23	32,000.00	-7,812.77

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

Total	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5040-15 · Insurance	205,359.31	290,000.00	-84,640.69
5043-15 · Internet / Transaction Fees	161,609.14	116,237.00	45,372.14
5046-15 · IT Support	13,344.00	20,000.00	-6,656.00
5049-15 · Legal & Professional fees	173,287.48	161,700.00	11,587.48
5050-15 · Media Services	143,868.96	2,050.00	141,818.96
5052-15 · Other Expense	227.97		
5055-15 · Personnel expense			
.5 · Salaries and wages	592,264.93	777,171.00	-184,906.07
.6 · Payroll taxes	46,693.62	61,198.00	-14,504.38
.7 · Employee Benefits-Insurance	64,591.33	128,817.00	-64,225.67
.8 · CONOEL Retirement Contribution	38,949.59	50,582.00	-11,632.41
Total 5055-15 · Personnel expense	<u>742,499.47</u>	<u>1,017,768.00</u>	<u>-275,268.53</u>
5058-15 · Postage & Shipping	57,383.89	96,550.00	-39,166.11
5061-15 · Printing & Publications	14,746.26	13,475.00	1,271.26
5064-15 · Rebates			
.10 · LWC Rebates	9,025.00	180,000.00	-170,975.00
.11 · Masters Program	5,645.00	18,000.00	-12,355.00
.12 · Course Hosting	217,116.00	275,000.00	-57,884.00
5064-15 · Rebates - Other	115,728.65	14,500.00	101,228.65
Total 5064-15 · Rebates	<u>347,514.65</u>	<u>487,500.00</u>	<u>-139,985.35</u>
5067-15 · Rent	104,151.07	118,300.00	-14,148.93
5070-15 · Small Equipment	2,622.76	27,250.00	-24,627.24
5073-15 · Supplies & Materials	56,607.64	34,325.00	22,282.64
5076-15 · Telephone	11,472.87	9,425.00	2,047.87
5080-15 · Event Emergency Fund	0.00	35,000.00	-35,000.00
Total Expense	<u>4,417,246.06</u>	<u>5,402,785.00</u>	<u>-985,538.94</u>
Net Ordinary Income	<u>198,596.87</u>	<u>3,058.00</u>	<u>195,538.87</u>
Net Income	<u><u>198,596.87</u></u>	<u><u>3,058.00</u></u>	<u><u>195,538.87</u></u>

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

Total

	<u>% of Budget</u>
Ordinary Income/Expense	
Income	
4000.0 · USOC	
4025.0 · High Performance Support	
4035.0 · International Relations	
4045.0 · Matching Challenge Grant	0.0%
4047.0 · Media Agreement	100.0%
4070.0 · Media Insurance Reimbursement	0.0%
Total 4000.0 · USOC	<u>108.89%</u>
4100.0 · Investment Income	
4130.0 · Securities Acct Interest	0.0%
Total 4100.0 · Investment Income	<u>0.0%</u>
4200.0 · Marketing	
4210.0 · Sales	
4210.1 · Non Taxable Out of State	31.09%
4210.4 · Comm on Licensed Merch Sales	170.68%
Total 4210.0 · Sales	<u>55.79%</u>
4230.0 · Sales-Cost of Goods	86.77%
Total 4200.0 · Marketing	<u>51.43%</u>
4300.0 · Sponsorship/Contributions	
4312.0 · GiveDirect Campaign	
4312.1 · GDC General Fund	
4312.2 · GDC Masters	
4312.4 · GDC Juniors	
4312.5 · GDC Youth	
4312.6 · GDC Foundations	
4312.7 · GDC Senior Programs	
4312.8 · GDC Pride	
4312.0 · GiveDirect Campaign - Other	0.0%
Total 4312.0 · GiveDirect Campaign	<u>365.15%</u>
4325.0 · Misc Contributions	56.66%
4355.0 · Event Sponsorship	43.84%
4360.0 · Pyrros' Royalties from Rogue	
Total 4300.0 · Sponsorship/Contributions	<u>55.99%</u>
4400.0 · Membership Fee Income	
4410.0 · Active Membership	81.52%
4415.0 · Club Membership	84.03%
4420.0 · Coaching Recertification	80.83%
4425.0 · IWF Referee Fees	0.0%
4430.0 · Masters Rebate Program	86.94%
4435.0 · MHF - Manual Handling Fee	
4440.0 · Sanction Fees	83.83%
4443.0 · Local Entry Fees	
4455.0 · Coaches Liability Insurance	127.37%
4460.0 · Background Screening	164.4%

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

Total

	<u>% of Budget</u>
Total 4400.0 · Membership Fee Income	87.7%
4500.0 · Coaching Course Income	
4510.0 · Course Revenues	84.29%
4515.0 · USOTC Room & Board Revenue	
Total 4500.0 · Coaching Course Income	84.46%
4520.0 · Cancellation Fee	
4600.0 · Event Revenue	
4610.0 · Bid Fees	21.82%
4620.0 · Ticket Sales	109.84%
4630.0 · Individual Entry Fees	134.17%
4631.0 · Team Entry Fees	131.48%
4645.0 · Vendor Exhibit & Hotel Rebate	60.18%
Total 4600.0 · Event Revenue	112.51%
4700.0 · Investments Gain (Loss)	0.0%
4800.0 · Marketing Income	
4830.0 · Self funded Athl & UnOff Delega	35.28%
4833.0 · Athlete Devel Camp-Athlete Fee	19.94%
4835.0 · Membership Camps	
4835.1 · Masters Camp	
4835.3 · Women's Camp	
4835.0 · Membership Camps - Other	0.0%
Total 4835.0 · Membership Camps	134.4%
Total 4800.0 · Marketing Income	46.03%
4999.0 · Other Income	
Total Income	85.39%
Gross Profit	85.39%
Expense	
5001-15 · Advertising & Promotion	21.1%
5004-15 · Airfare and Accommodations	
.1 · Airfare	99.64%
.2 · Ground Transportation	147.52%
.3 · Meal per diems & reimb only	207.7%
.4 · Lodging & Meals	59.41%
5004-15 · Airfare and Accommodations - Other	
Total 5004-15 · Airfare and Accommodations	85.67%
5007-15 · Apparel & Outfitting	755.21%
5010-15 · Athlete Incentives	92.32%
5011-15 · High Performance Assistance	54.33%
5016-15 · Contract Services/Casual Labor	87.94%
5017-15 · Contributions/Donations/Grants	956.74%
5025-15 · Discounts & Allowances	39.51%
5028-15 · Dues, Fees & Subscriptions	94.91%
5030-15 · Background Screening	141.31%
5031-15 · Education	79.0%
5034-15 · Gifts & Awards	75.59%

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

Total	<u>% of Budget</u>
5040-15 · Insurance	70.81%
5043-15 · Internet / Transaction Fees	139.03%
5046-15 · IT Support	66.72%
5049-15 · Legal & Professional fees	107.17%
5050-15 · Media Services	7,018.0%
5052-15 · Other Expense	
5055-15 · Personnel expense	
.5 · Salaries and wages	76.21%
.6 · Payroll taxes	76.3%
.7 · Employee Benefits-Insurance	50.14%
.8 · CONOEL Retirement Contribution	77.0%
Total 5055-15 · Personnel expense	<u>72.95%</u>
5058-15 · Postage & Shipping	59.43%
5061-15 · Printing & Publications	109.43%
5064-15 · Rebates	
.10 · LWC Rebates	5.01%
.11 · Masters Program	31.36%
.12 · Course Hosting	78.95%
5064-15 · Rebates - Other	798.13%
Total 5064-15 · Rebates	<u>71.29%</u>
5067-15 · Rent	88.04%
5070-15 · Small Equipment	9.63%
5073-15 · Supplies & Materials	164.92%
5076-15 · Telephone	121.73%
5080-15 · Event Emergency Fund	0.0%
Total Expense	<u><u>81.76%</u></u>
Net Ordinary Income	<u>6,494.34%</u>
Net Income	<u><u><u>6,494.34%</u></u></u>

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

Athlete Development & Programs

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4000.0 · USOC			
4025.0 · High Performance Support	33,750.00		
Total 4000.0 · USOC	<u>33,750.00</u>		
4200.0 · Marketing			
4210.0 · Sales			
4210.4 · Comm on Licensed Merch Sales	14,668.69	8,600.00	6,068.69
Total 4210.0 · Sales	<u>14,668.69</u>	<u>8,600.00</u>	<u>6,068.69</u>
Total 4200.0 · Marketing	<u>14,668.69</u>	<u>8,600.00</u>	<u>6,068.69</u>
4300.0 · Sponsorship/Contributions			
4312.0 · GiveDirect Campaign			
4312.1 · GDC General Fund	6,847.30		
4312.2 · GDC Masters	285.20		
4312.4 · GDC Juniors	630.00		
4312.5 · GDC Youth	519.90		
4312.6 · GDC Foundations	35.00		
4312.7 · GDC Senior Programs	30.00		
4312.8 · GDC Pride	2,607.00		
4312.0 · GiveDirect Campaign - Other	0.00	3,000.00	-3,000.00
Total 4312.0 · GiveDirect Campaign	<u>10,954.40</u>	<u>3,000.00</u>	<u>7,954.40</u>
4325.0 · Misc Contributions	12,585.95	23,000.00	-10,414.05
4355.0 · Event Sponsorship	0.00	45,300.00	-45,300.00
4360.0 · Pyrros' Royalties from Rogue	4,580.00		
Total 4300.0 · Sponsorship/Contributions	<u>28,120.35</u>	<u>71,300.00</u>	<u>-43,179.65</u>
4500.0 · Coaching Course Income			
4510.0 · Course Revenues	6,732.00		
Total 4500.0 · Coaching Course Income	<u>6,732.00</u>		
4600.0 · Event Revenue			
4620.0 · Ticket Sales	0.00	6,200.00	-6,200.00
Total 4600.0 · Event Revenue	<u>0.00</u>	<u>6,200.00</u>	<u>-6,200.00</u>
4800.0 · Marketing Income			
4830.0 · Self funded Athl & UnOff Delega	83,617.20	237,000.00	-153,382.80
4833.0 · Athlete Devel Camp-Athlete Fee	0.00	0.00	0.00
4835.0 · Membership Camps	0.00	11,500.00	-11,500.00
Total 4800.0 · Marketing Income	<u>83,617.20</u>	<u>248,500.00</u>	<u>-164,882.80</u>
4999.0 · Other Income	-0.04		
Total Income	<u>166,888.20</u>	<u>334,600.00</u>	<u>-167,711.80</u>
Gross Profit	166,888.20	334,600.00	-167,711.80
Expense			
5004-15 · Airfare and Accommodations			
.1 · Airfare	259,668.48	330,000.00	-70,331.52
.2 · Ground Transportation	19,717.09	19,780.00	-62.91
.3 · Meal per diems & reimb only	18,026.31	6,850.00	11,176.31
.4 · Lodging & Meals	210,979.55	361,450.00	-150,470.45

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

Athlete Development & Programs

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5004-15 · Airfare and Accommodations - Other	-6,207.76		
Total 5004-15 · Airfare and Accommodations	502,183.67	718,080.00	-215,896.33
5007-15 · Apparel & Outfitting	4,239.55	445.00	3,794.55
5010-15 · Athlete Incentives	524,788.24	569,000.00	-44,211.76
5011-15 · High Performance Assistance	81,493.91	150,000.00	-68,506.09
5016-15 · Contract Services/Casual Labor	20,641.21	12,000.00	8,641.21
5017-15 · Contributions/Donations/Grants	11,951.10		
5025-15 · Discounts & Allowances	1,975.28		
5028-15 · Dues, Fees & Subscriptions	69,039.59	39,700.00	29,339.59
5030-15 · Background Screening	1,110.00	620.00	490.00
5031-15 · Education	79.00		
5034-15 · Gifts & Awards	3,187.92		
5040-15 · Insurance	935.50	2,000.00	-1,064.50
5043-15 · Internet / Transaction Fees	172.67	12.00	160.67
5049-15 · Legal & Professional fees	9,778.30	20,000.00	-10,221.70
5058-15 · Postage & Shipping	4,218.36	11,000.00	-6,781.64
5061-15 · Printing & Publications	997.83	775.00	222.83
5067-15 · Rent	2,672.12		
5070-15 · Small Equipment	815.46	2,300.00	-1,484.54
5073-15 · Supplies & Materials	7,783.75	2,125.00	5,658.75
5076-15 · Telephone	2,267.19	3,025.00	-757.81
Total Expense	1,250,330.65	1,531,082.00	-280,751.35
Net Ordinary Income	-1,083,442.45	-1,196,482.00	113,039.55
Net Income	-1,083,442.45	-1,196,482.00	113,039.55

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

Athlete Development & Programs

	% of Budget
Ordinary Income/Expense	
Income	
4000.0 · USOC	
4025.0 · High Performance Support	
Total 4000.0 · USOC	
4200.0 · Marketing	
4210.0 · Sales	
4210.4 · Comm on Licensed Merch Sales	170.57%
Total 4210.0 · Sales	170.57%
Total 4200.0 · Marketing	170.57%
4300.0 · Sponsorship/Contributions	
4312.0 · GiveDirect Campaign	
4312.1 · GDC General Fund	
4312.2 · GDC Masters	
4312.4 · GDC Juniors	
4312.5 · GDC Youth	
4312.6 · GDC Foundations	
4312.7 · GDC Senior Programs	
4312.8 · GDC Pride	
4312.0 · GiveDirect Campaign - Other	0.0%
Total 4312.0 · GiveDirect Campaign	365.15%
4325.0 · Misc Contributions	54.72%
4355.0 · Event Sponsorship	0.0%
4360.0 · Pyrros' Royalties from Rogue	
Total 4300.0 · Sponsorship/Contributions	39.44%
4500.0 · Coaching Course Income	
4510.0 · Course Revenues	
Total 4500.0 · Coaching Course Income	
4600.0 · Event Revenue	
4620.0 · Ticket Sales	0.0%
Total 4600.0 · Event Revenue	0.0%
4800.0 · Marketing Income	
4830.0 · Self funded Athl & UnOff Delega	35.28%
4833.0 · Athlete Devel Camp-Athlete Fee	0.0%
4835.0 · Membership Camps	0.0%
Total 4800.0 · Marketing Income	33.65%
4999.0 · Other Income	
Total Income	49.88%
Gross Profit	49.88%
Expense	
5004-15 · Airfare and Accommodations	
.1 · Airfare	78.69%
.2 · Ground Transportation	99.68%
.3 · Meal per diems & reimb only	263.16%
.4 · Lodging & Meals	58.37%

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

Athlete Development & Programs

	% of Budget
5004-15 · Airfare and Accommodations - Other	
Total 5004-15 · Airfare and Accommodations	69.93%
5007-15 · Apparel & Outfitting	952.71%
5010-15 · Athlete Incentives	92.23%
5011-15 · High Performance Assistance	54.33%
5016-15 · Contract Services/Casual Labor	172.01%
5017-15 · Contributions/Donations/Grants	
5025-15 · Discounts & Allowances	
5028-15 · Dues, Fees & Subscriptions	173.9%
5030-15 · Background Screening	179.03%
5031-15 · Education	
5034-15 · Gifts & Awards	
5040-15 · Insurance	46.78%
5043-15 · Internet / Transaction Fees	1,438.92%
5049-15 · Legal & Professional fees	48.89%
5058-15 · Postage & Shipping	38.35%
5061-15 · Printing & Publications	128.75%
5067-15 · Rent	
5070-15 · Small Equipment	35.46%
5073-15 · Supplies & Materials	366.29%
5076-15 · Telephone	74.95%
Total Expense	81.66%
Net Ordinary Income	90.55%
Net Income	90.55%

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

Coaching Education

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4300.0 · Sponsorship/Contributions			
4355.0 · Event Sponsorship	8,000.00		
Total 4300.0 · Sponsorship/Contributions	<u>8,000.00</u>		
4400.0 · Membership Fee Income			
4420.0 · Coaching Recertification	189,960.00	235,000.00	-45,040.00
Total 4400.0 · Membership Fee Income	<u>189,960.00</u>	<u>235,000.00</u>	<u>-45,040.00</u>
4500.0 · Coaching Course Income			
4510.0 · Course Revenues	1,679,155.00	2,000,000.00	-320,845.00
4515.0 · USOTC Room & Board Revenue	3,400.00		
Total 4500.0 · Coaching Course Income	<u>1,682,555.00</u>	<u>2,000,000.00</u>	<u>-317,445.00</u>
Total Income	<u>1,880,515.00</u>	<u>2,235,000.00</u>	<u>-354,485.00</u>
Gross Profit	1,880,515.00	2,235,000.00	-354,485.00
Expense			
5001-15 · Advertising & Promotion	30,000.00	20,000.00	10,000.00
5004-15 · Airfare and Accommodations			
.1 · Airfare	36,499.60	10,000.00	26,499.60
.2 · Ground Transportation	4,825.95	2,500.00	2,325.95
.3 · Meal per diems & reimb only	4,874.95	2,600.00	2,274.95
.4 · Lodging & Meals	20,269.20	14,000.00	6,269.20
Total 5004-15 · Airfare and Accommodations	<u>66,469.70</u>	<u>29,100.00</u>	<u>37,369.70</u>
5016-15 · Contract Services/Casual Labor	434,111.23	500,000.00	-65,888.77
5028-15 · Dues, Fees & Subscriptions	1,109.59		
5034-15 · Gifts & Awards	120.00		
5043-15 · Internet / Transaction Fees	18.31		
5049-15 · Legal & Professional fees	0.00	25,000.00	-25,000.00
5050-15 · Media Services	0.00	2,000.00	-2,000.00
5058-15 · Postage & Shipping	651.35	50.00	601.35
5061-15 · Printing & Publications	1,461.36	300.00	1,161.36
5064-15 · Rebates			
.12 · Course Hosting	217,116.00	275,000.00	-57,884.00
Total 5064-15 · Rebates	<u>217,116.00</u>	<u>275,000.00</u>	<u>-57,884.00</u>
5073-15 · Supplies & Materials	9,371.91	500.00	8,871.91
5076-15 · Telephone	1,829.72	2,100.00	-270.28
Total Expense	<u>762,259.17</u>	<u>854,050.00</u>	<u>-91,790.83</u>
Net Ordinary Income	<u>1,118,255.83</u>	<u>1,380,950.00</u>	<u>-262,694.17</u>
Net Income	<u><u>1,118,255.83</u></u>	<u><u>1,380,950.00</u></u>	<u><u>-262,694.17</u></u>

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

Coaching Education

% of Budget

Ordinary Income/Expense

Income

4300.0 · Sponsorship/Contributions	
4355.0 · Event Sponsorship	
Total 4300.0 · Sponsorship/Contributions	
4400.0 · Membership Fee Income	
4420.0 · Coaching Recertification	80.83%
Total 4400.0 · Membership Fee Income	<u>80.83%</u>
4500.0 · Coaching Course Income	
4510.0 · Course Revenues	83.96%
4515.0 · USOTC Room & Board Revenue	
Total 4500.0 · Coaching Course Income	<u>84.13%</u>

Total Income 84.14%

Gross Profit 84.14%

Expense

5001-15 · Advertising & Promotion	150.0%
5004-15 · Airfare and Accommodations	
.1 · Airfare	365.0%
.2 · Ground Transportation	193.04%
.3 · Meal per diems & reimb only	187.5%
.4 · Lodging & Meals	144.78%
Total 5004-15 · Airfare and Accommodations	<u>228.42%</u>
5016-15 · Contract Services/Casual Labor	86.82%
5028-15 · Dues, Fees & Subscriptions	
5034-15 · Gifts & Awards	
5043-15 · Internet / Transaction Fees	
5049-15 · Legal & Professional fees	0.0%
5050-15 · Media Services	0.0%
5058-15 · Postage & Shipping	1,302.7%
5061-15 · Printing & Publications	487.12%
5064-15 · Rebates	
.12 · Course Hosting	78.95%
Total 5064-15 · Rebates	<u>78.95%</u>
5073-15 · Supplies & Materials	1,874.38%
5076-15 · Telephone	87.13%

Total Expense 89.25%

Net Ordinary Income 80.98%

Net Income 80.98%

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

Membership Services

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4000.0 · USOC			
4045.0 · Matching Challenge Grant	0.00	25,000.00	-25,000.00
4047.0 · Media Agreement	150,000.00	150,000.00	0.00
4070.0 · Media Insurance Reimbursement	0.00	2,930.00	-2,930.00
Total 4000.0 · USOC	<u>150,000.00</u>	<u>177,930.00</u>	<u>-27,930.00</u>
4200.0 · Marketing			
4210.0 · Sales			
4210.1 · Non Taxable Out of State	11,440.00	20,000.00	-8,560.00
4210.4 · Comm on Licensed Merch Sales	10.15		
Total 4210.0 · Sales	<u>11,450.15</u>	<u>20,000.00</u>	<u>-8,549.85</u>
4230.0 · Sales-Cost of Goods	-5,206.19	-6,000.00	793.81
Total 4200.0 · Marketing	<u>6,243.96</u>	<u>14,000.00</u>	<u>-7,756.04</u>
4400.0 · Membership Fee Income			
4410.0 · Active Membership	1,263,621.25	1,550,000.00	-286,378.75
4415.0 · Club Membership	168,061.00	200,000.00	-31,939.00
4425.0 · IWF Referee Fees	0.00	1,000.00	-1,000.00
4430.0 · Masters Rebate Program	14,780.00	17,000.00	-2,220.00
4440.0 · Sanction Fees	37,725.00	45,000.00	-7,275.00
4443.0 · Local Entry Fees	95,278.00		
4455.0 · Coaches Liability Insurance	24,199.84	19,000.00	5,199.84
4460.0 · Background Screening	41,100.00	25,000.00	16,100.00
Total 4400.0 · Membership Fee Income	<u>1,644,765.09</u>	<u>1,857,000.00</u>	<u>-212,234.91</u>
4520.0 · Cancellation Fee	600.00		
4800.0 · Marketing Income			
4835.0 · Membership Camps			
4835.1 · Masters Camp	28,110.00		
4835.3 · Women's Camp	27,663.92		
4835.0 · Membership Camps - Other	0.00	30,000.00	-30,000.00
Total 4835.0 · Membership Camps	<u>55,773.92</u>	<u>30,000.00</u>	<u>25,773.92</u>
Total 4800.0 · Marketing Income	<u>55,773.92</u>	<u>30,000.00</u>	<u>25,773.92</u>
Total Income	<u>1,857,382.97</u>	<u>2,078,930.00</u>	<u>-221,547.03</u>
Gross Profit	1,857,382.97	2,078,930.00	-221,547.03
Expense			
5001-15 · Advertising & Promotion	24,116.95	250,000.00	-225,883.05
5004-15 · Airfare and Accommodations			
.1 · Airfare	12,985.35	2,000.00	10,985.35
.2 · Ground Transportation	1,729.02	100.00	1,629.02
.3 · Meal per diems & reimb only	9,787.42	500.00	9,287.42
.4 · Lodging & Meals	11,448.54	2,000.00	9,448.54
Total 5004-15 · Airfare and Accommodations	<u>35,950.33</u>	<u>4,600.00</u>	<u>31,350.33</u>
5010-15 · Athlete Incentives	500.00		
5016-15 · Contract Services/Casual Labor	19,345.20	17,000.00	2,345.20
5028-15 · Dues, Fees & Subscriptions	10,711.16	15,000.00	-4,288.84

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

Membership Services

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
5030-15 · Background Screening	34,964.00	25,000.00	9,964.00
5034-15 · Gifts & Awards	902.23	2,000.00	-1,097.77
5040-15 · Insurance	193,275.84	272,000.00	-78,724.16
5043-15 · Internet / Transaction Fees	160,034.65	100,000.00	60,034.65
5049-15 · Legal & Professional fees	79,900.00		
5050-15 · Media Services	11,830.54		
5058-15 · Postage & Shipping	1,984.78	5,000.00	-3,015.22
5061-15 · Printing & Publications	2,815.75	3,000.00	-184.25
5064-15 · Rebates			
.10 · LWC Rebates	9,025.00	180,000.00	-170,975.00
.11 · Masters Program	5,645.00	18,000.00	-12,355.00
5064-15 · Rebates - Other	51,184.00		
Total 5064-15 · Rebates	<u>65,854.00</u>	<u>198,000.00</u>	<u>-132,146.00</u>
5067-15 · Rent	1,355.00		
5070-15 · Small Equipment	0.00	850.00	-850.00
5073-15 · Supplies & Materials	5,953.39	5,000.00	953.39
5076-15 · Telephone	361.96		
Total Expense	<u>649,855.78</u>	<u>897,450.00</u>	<u>-247,594.22</u>
Net Ordinary Income	<u>1,207,527.19</u>	<u>1,181,480.00</u>	<u>26,047.19</u>
Net Income	<u><u>1,207,527.19</u></u>	<u><u>1,181,480.00</u></u>	<u><u>26,047.19</u></u>

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

Membership Services

	<u><u>% of Budget</u></u>
Ordinary Income/Expense	
Income	
4000.0 · USOC	
4045.0 · Matching Challenge Grant	0.0%
4047.0 · Media Agreement	100.0%
4070.0 · Media Insurance Reimbursement	0.0%
Total 4000.0 · USOC	<u>84.3%</u>
4200.0 · Marketing	
4210.0 · Sales	
4210.1 · Non Taxable Out of State	57.2%
4210.4 · Comm on Licensed Merch Sales	
Total 4210.0 · Sales	<u>57.25%</u>
4230.0 · Sales-Cost of Goods	86.77%
Total 4200.0 · Marketing	<u>44.6%</u>
4400.0 · Membership Fee Income	
4410.0 · Active Membership	81.52%
4415.0 · Club Membership	84.03%
4425.0 · IWF Referee Fees	0.0%
4430.0 · Masters Rebate Program	86.94%
4440.0 · Sanction Fees	83.83%
4443.0 · Local Entry Fees	
4455.0 · Coaches Liability Insurance	127.37%
4460.0 · Background Screening	164.4%
Total 4400.0 · Membership Fee Income	<u>88.57%</u>
4520.0 · Cancellation Fee	
4800.0 · Marketing Income	
4835.0 · Membership Camps	
4835.1 · Masters Camp	
4835.3 · Women's Camp	
4835.0 · Membership Camps - Other	0.0%
Total 4835.0 · Membership Camps	<u>185.91%</u>
Total 4800.0 · Marketing Income	<u>185.91%</u>
Total Income	<u>89.34%</u>
Gross Profit	89.34%
Expense	
5001-15 · Advertising & Promotion	9.65%
5004-15 · Airfare and Accommodations	
.1 · Airfare	649.27%
.2 · Ground Transportation	1,729.02%
.3 · Meal per diems & reimb only	1,957.48%
.4 · Lodging & Meals	572.43%
Total 5004-15 · Airfare and Accommodations	<u>781.53%</u>
5010-15 · Athlete Incentives	
5016-15 · Contract Services/Casual Labor	113.8%
5028-15 · Dues, Fees & Subscriptions	71.41%

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

Membership Services

	% of Budget
5030-15 · Background Screening	139.86%
5034-15 · Gifts & Awards	45.11%
5040-15 · Insurance	71.06%
5043-15 · Internet / Transaction Fees	160.04%
5049-15 · Legal & Professional fees	
5050-15 · Media Services	
5058-15 · Postage & Shipping	39.7%
5061-15 · Printing & Publications	93.86%
5064-15 · Rebates	
.10 · LWC Rebates	5.01%
.11 · Masters Program	31.36%
5064-15 · Rebates - Other	
Total 5064-15 · Rebates	33.26%
5067-15 · Rent	
5070-15 · Small Equipment	0.0%
5073-15 · Supplies & Materials	119.07%
5076-15 · Telephone	
Total Expense	72.41%
Net Ordinary Income	102.21%
Net Income	102.21%

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

Events

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4200.0 · Marketing			
4210.0 · Sales			
4210.1 · Non Taxable Out of State	995.00	20,000.00	-19,005.00
Total 4210.0 · Sales	<u>995.00</u>	<u>20,000.00</u>	<u>-19,005.00</u>
Total 4200.0 · Marketing	995.00	20,000.00	-19,005.00
4300.0 · Sponsorship/Contributions			
4355.0 · Event Sponsorship	42,550.00	70,000.00	-27,450.00
Total 4300.0 · Sponsorship/Contributions	<u>42,550.00</u>	<u>70,000.00</u>	<u>-27,450.00</u>
4400.0 · Membership Fee Income			
4435.0 · MHF - Manual Handling Fee	50.00		
Total 4400.0 · Membership Fee Income	<u>50.00</u>		
4600.0 · Event Revenue			
4610.0 · Bid Fees	8,619.44	39,500.00	-30,880.56
4620.0 · Ticket Sales	90,177.88	75,900.00	14,277.88
4630.0 · Individual Entry Fees	489,210.00	364,613.00	124,597.00
4631.0 · Team Entry Fees	5,785.00	4,400.00	1,385.00
4645.0 · Vendor Exhibit & Hotel Rebate	48,108.18	79,940.00	-31,831.82
Total 4600.0 · Event Revenue	<u>641,900.50</u>	<u>564,353.00</u>	<u>77,547.50</u>
Total Income	<u>685,495.50</u>	<u>654,353.00</u>	<u>31,142.50</u>
Gross Profit	685,495.50	654,353.00	31,142.50
Expense			
5001-15 · Advertising & Promotion	14,456.21	50,000.00	-35,543.79
5004-15 · Airfare and Accommodations			
.1 · Airfare	69,600.33	38,000.00	31,600.33
.2 · Ground Transportation	14,316.24		
.3 · Meal per diems & reimb only	26,283.67	28,800.00	-2,516.33
.4 · Lodging & Meals	53,376.21	81,000.00	-27,623.79
Total 5004-15 · Airfare and Accommodations	<u>163,576.45</u>	<u>147,800.00</u>	<u>15,776.45</u>
5007-15 · Apparel & Outfitting	2,897.16		
5016-15 · Contract Services/Casual Labor	151,985.04	146,500.00	5,485.04
5028-15 · Dues, Fees & Subscriptions	7,046.02		
5034-15 · Gifts & Awards	17,151.55	13,000.00	4,151.55
5043-15 · Internet / Transaction Fees	82.22	16,200.00	-16,117.78
5049-15 · Legal & Professional fees	24,869.03	24,700.00	169.03
5050-15 · Media Services	132,038.42		
5058-15 · Postage & Shipping	40,333.45	66,000.00	-25,666.55
5061-15 · Printing & Publications	6,223.92	4,500.00	1,723.92
5064-15 · Rebates	64,544.65	14,500.00	50,044.65
5067-15 · Rent	84,109.53	100,000.00	-15,890.47
5070-15 · Small Equipment	159.95	20,000.00	-19,840.05
5073-15 · Supplies & Materials	26,314.59	15,000.00	11,314.59
5076-15 · Telephone	2,715.90		
5080-15 · Event Emergency Fund	0.00	35,000.00	-35,000.00

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

Events

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Total Expense	738,504.09	653,200.00	85,304.09
Net Ordinary Income	-53,008.59	1,153.00	-54,161.59
Net Income	<u>-53,008.59</u>	<u>1,153.00</u>	<u>-54,161.59</u>

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

Events

	<u><u>% of Budget</u></u>
Ordinary Income/Expense	
Income	
4200.0 · Marketing	
4210.0 · Sales	
4210.1 · Non Taxable Out of State	4.98%
Total 4210.0 · Sales	<u>4.98%</u>
Total 4200.0 · Marketing	4.98%
4300.0 · Sponsorship/Contributions	
4355.0 · Event Sponsorship	60.79%
Total 4300.0 · Sponsorship/Contributions	<u>60.79%</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	21.82%
4620.0 · Ticket Sales	118.81%
4630.0 · Individual Entry Fees	134.17%
4631.0 · Team Entry Fees	131.48%
4645.0 · Vendor Exhibit & Hotel Rebate	60.18%
Total 4600.0 · Event Revenue	<u>113.74%</u>
Total Income	<u>104.76%</u>
Gross Profit	104.76%
Expense	
5001-15 · Advertising & Promotion	28.91%
5004-15 · Airfare and Accommodations	
.1 · Airfare	183.16%
.2 · Ground Transportation	
.3 · Meal per diems & reimb only	91.26%
.4 · Lodging & Meals	65.9%
Total 5004-15 · Airfare and Accommodations	<u>110.67%</u>
5007-15 · Apparel & Outfitting	
5016-15 · Contract Services/Casual Labor	103.74%
5028-15 · Dues, Fees & Subscriptions	
5034-15 · Gifts & Awards	131.94%
5043-15 · Internet / Transaction Fees	0.51%
5049-15 · Legal & Professional fees	100.68%
5050-15 · Media Services	
5058-15 · Postage & Shipping	61.11%
5061-15 · Printing & Publications	138.31%
5064-15 · Rebates	445.14%
5067-15 · Rent	84.11%
5070-15 · Small Equipment	0.8%
5073-15 · Supplies & Materials	175.43%
5076-15 · Telephone	
5080-15 · Event Emergency Fund	0.0%

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

Events	
	<u>% of Budget</u>
Total Expense	113.06%
Net Ordinary Income	-4,597.45%
Net Income	<u><u>-4,597.45%</u></u>

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

Governance

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over 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	<u>10,000.00</u>		
Expense			
5004-15 · Airfare and Accommodations			
.1 · Airfare	54,843.63	25,000.00	29,843.63
.2 · Ground Transportation	9,388.58	500.00	8,888.58
.3 · Meal per diems & reimb only	32,507.75	2,000.00	30,507.75
.4 · Lodging & Meals	228.63	10,000.00	-9,771.37
Total 5004-15 · Airfare and Accommodations	<u>96,968.59</u>	<u>37,500.00</u>	<u>59,468.59</u>
5028-15 · Dues, Fees & Subscriptions	412.21		
5034-15 · Gifts & Awards	1,438.18	4,000.00	-2,561.82
5049-15 · Legal & Professional fees	0.00	2,000.00	-2,000.00
5058-15 · Postage & Shipping	218.15	500.00	-281.85
5061-15 · Printing & Publications	0.00	100.00	-100.00
5073-15 · Supplies & Materials	34.81	500.00	-465.19
Total Expense	<u>99,071.94</u>	<u>44,600.00</u>	<u>54,471.94</u>
Net Ordinary Income	<u>-89,071.94</u>	<u>-44,600.00</u>	<u>-44,471.94</u>
Net Income	<u><u>-89,071.94</u></u>	<u><u>-44,600.00</u></u>	<u><u>-44,471.94</u></u>

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

Governance		<u><u>% of Budget</u></u>
Ordinary Income/Expense		
Income		
4000.0 · USOC		
4035.0 · International Relations		
Total 4000.0 · USOC		
Total Income		
Gross Profit		
Expense		
5004-15 · Airfare and Accommodations		
.1 · Airfare		219.38%
.2 · Ground Transportation		1,877.72%
.3 · Meal per diems & reimb only		1,625.39%
.4 · Lodging & Meals		2.29%
Total 5004-15 · Airfare and Accommodations		<u>258.58%</u>
5028-15 · Dues, Fees & Subscriptions		
5034-15 · Gifts & Awards		35.96%
5049-15 · Legal & Professional fees		0.0%
5058-15 · Postage & Shipping		43.63%
5061-15 · Printing & Publications		0.0%
5073-15 · Supplies & Materials		6.96%
Total Expense		<u>222.13%</u>
Net Ordinary Income		<u>199.71%</u>
Net Income		<u><u>199.71%</u></u>

USA Weightlifting

Budget vs. Actual - Organizational Development

January through September 2018

Organizational Development

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

USA Weightlifting
Budget vs. Actual - Organizational Development
January through September 2018

Organizational Development	<u><u>% of Budget</u></u>
Ordinary Income/Expense	
Expense	
5004-15 · Airfare and Accommodations	
.1 · Airfare	16.05%
.2 · Ground Transportation	0.65%
.3 · Meal per diems & reimb only	8.11%
.4 · Lodging & Meals	31.54%
Total 5004-15 · Airfare and Accommodations	<u>17.88%</u>
5028-15 · Dues, Fees & Subscriptions	7.2%
5034-15 · Gifts & Awards	0.0%
5058-15 · Postage & Shipping	0.0%
5073-15 · Supplies & Materials	
5076-15 · Telephone	0.0%
Total Expense	<u>16.78%</u>
Net Ordinary Income	<u>16.78%</u>
Net Income	<u><u>16.78%</u></u>

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

National Office

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4100.0 · Investment Income			
4130.0 · Securities Acct Interest	0.00	10,000.00	-10,000.00
Total 4100.0 · Investment Income	0.00	10,000.00	-10,000.00
4300.0 · Sponsorship/Contributions			
4325.0 · Misc Contributions	444.89		
Total 4300.0 · Sponsorship/Contributions	444.89		
4700.0 · Investments Gain (Loss)	0.00	50,000.00	-50,000.00
4999.0 · Other Income	6,551.37		
Total Income	6,996.26	60,000.00	-53,003.74
Gross Profit	6,996.26	60,000.00	-53,003.74
Expense			
5004-15 · Airfare and Accommodations			
.1 · Airfare	10,528.11	16,000.00	-5,471.89
.2 · Ground Transportation	664.87	750.00	-85.13
.3 · Meal per diems & reimb only	3,294.08	2,000.00	1,294.08
.4 · Lodging & Meals	4,333.64	2,500.00	1,833.64
Total 5004-15 · Airfare and Accommodations	18,820.70	21,250.00	-2,429.30
5016-15 · Contract Services/Casual Labor	3,578.91	25,000.00	-21,421.09
5017-15 · Contributions/Donations/Grants	2,400.00	1,500.00	900.00
5025-15 · Discounts & Allowances	0.00	5,000.00	-5,000.00
5028-15 · Dues, Fees & Subscriptions	14,577.96	17,000.00	-2,422.04
5030-15 · Background Screening	129.50		
5031-15 · Education	0.00	100.00	-100.00
5034-15 · Gifts & Awards	1,387.35	10,000.00	-8,612.65
5040-15 · Insurance	11,147.97	16,000.00	-4,852.03
5043-15 · Internet / Transaction Fees	1,301.29	25.00	1,276.29
5046-15 · IT Support	13,344.00	20,000.00	-6,656.00
5049-15 · Legal & Professional fees	58,740.15	90,000.00	-31,259.85
5050-15 · Media Services	0.00	50.00	-50.00
5052-15 · Other Expense	227.97		
5055-15 · Personnel expense			
.5 · Salaries and wages	592,264.93	777,171.00	-184,906.07
.6 · Payroll taxes	46,693.62	61,198.00	-14,504.38
.7 · Employee Benefits-Insurance	64,591.33	128,817.00	-64,225.67
.8 · CONOEL Retirement Contribution	38,949.59	50,582.00	-11,632.41
Total 5055-15 · Personnel expense	742,499.47	1,017,768.00	-275,268.53
5058-15 · Postage & Shipping	9,856.37	12,500.00	-2,643.63
5061-15 · Printing & Publications	3,247.40	4,800.00	-1,552.60
5067-15 · Rent	16,014.42	18,300.00	-2,285.58
5070-15 · Small Equipment	1,647.35	3,100.00	-1,452.65
5073-15 · Supplies & Materials	6,374.78	10,750.00	-4,375.22
5076-15 · Telephone	4,298.10	3,800.00	498.10
Total Expense	909,593.69	1,276,943.00	-367,349.31

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

National Office

Net Ordinary Income
Net Income

<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
-902,597.43	-1,216,943.00	314,345.57
<u>-902,597.43</u>	<u>-1,216,943.00</u>	<u>314,345.57</u>

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

National Office

	<u><u>% of Budget</u></u>
Ordinary Income/Expense	
Income	
4100.0 · Investment Income	
4130.0 · Securities Acct Interest	0.0%
Total 4100.0 · Investment Income	<u>0.0%</u>
4300.0 · Sponsorship/Contributions	
4325.0 · Misc Contributions	
Total 4300.0 · Sponsorship/Contributions	
4700.0 · Investments Gain (Loss)	0.0%
4999.0 · Other Income	
Total Income	<u>11.66%</u>
Gross Profit	11.66%
Expense	
5004-15 · Airfare and Accommodations	
.1 · Airfare	65.8%
.2 · Ground Transportation	88.65%
.3 · Meal per diems & reimb only	164.7%
.4 · Lodging & Meals	173.35%
Total 5004-15 · Airfare and Accommodations	<u>88.57%</u>
5016-15 · Contract Services/Casual Labor	14.32%
5017-15 · Contributions/Donations/Grants	160.0%
5025-15 · Discounts & Allowances	0.0%
5028-15 · Dues, Fees & Subscriptions	85.75%
5030-15 · Background Screening	
5031-15 · Education	0.0%
5034-15 · Gifts & Awards	13.87%
5040-15 · Insurance	69.68%
5043-15 · Internet / Transaction Fees	5,205.16%
5046-15 · IT Support	66.72%
5049-15 · Legal & Professional fees	65.27%
5050-15 · Media Services	0.0%
5052-15 · Other Expense	
5055-15 · Personnel expense	
.5 · Salaries and wages	76.21%
.6 · Payroll taxes	76.3%
.7 · Employee Benefits-Insurance	50.14%
.8 · CONOEL Retirement Contribution	77.0%
Total 5055-15 · Personnel expense	<u>72.95%</u>
5058-15 · Postage & Shipping	78.85%
5061-15 · Printing & Publications	67.65%
5067-15 · Rent	87.51%
5070-15 · Small Equipment	53.14%
5073-15 · Supplies & Materials	59.3%
5076-15 · Telephone	113.11%
Total Expense	<u>71.23%</u>

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

National Office

Net Ordinary Income
Net Income

% of Budget
74.17%
74.17%

USA Weightlifting
Budget vs. Actual - Athlete Development Camps
 January through September 2018

Athlete Development Camps

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4800.0 · Marketing Income			
4833.0 · Athlete Devel Camp-Athlete Fee	8,565.00	42,960.00	-34,395.00
Total 4800.0 · Marketing Income	<u>8,565.00</u>	<u>42,960.00</u>	<u>-34,395.00</u>
Total Income	<u>8,565.00</u>	<u>42,960.00</u>	<u>-34,395.00</u>
Gross Profit	<u>8,565.00</u>	<u>42,960.00</u>	<u>-34,395.00</u>
Expense			
5001-15 · Advertising & Promotion	0.00	5,000.00	-5,000.00
5004-15 · Airfare and Accommodations			
.1 · Airfare	603.00	12,750.00	-12,147.00
.2 · Ground Transportation	0.00	10,200.00	-10,200.00
.3 · Meal per diems & reimb only	0.00	2,400.00	-2,400.00
.4 · Lodging & Meals	224.51	34,060.00	-33,835.49
Total 5004-15 · Airfare and Accommodations	<u>827.51</u>	<u>59,410.00</u>	<u>-58,582.49</u>
5007-15 · Apparel & Outfitting	0.00	500.00	-500.00
5016-15 · Contract Services/Casual Labor	2,150.00	18,000.00	-15,850.00
5028-15 · Dues, Fees & Subscriptions	0.00	32,100.00	-32,100.00
5034-15 · Gifts & Awards	0.00	1,000.00	-1,000.00
5058-15 · Postage & Shipping	121.43	1,000.00	-878.57
5070-15 · Small Equipment	0.00	1,000.00	-1,000.00
5073-15 · Supplies & Materials	0.00	450.00	-450.00
Total Expense	<u>3,098.94</u>	<u>118,460.00</u>	<u>-115,361.06</u>
Net Ordinary Income	<u>5,466.06</u>	<u>-75,500.00</u>	<u>80,966.06</u>
Net Income	<u>5,466.06</u>	<u>-75,500.00</u>	<u>80,966.06</u>

USA Weightlifting
Budget vs. Actual - Athlete Development Camps
 January through September 2018

Athlete Development Camps	<u><u>% of Budget</u></u>
Ordinary Income/Expense	
Income	
4800.0 · Marketing Income	
4833.0 · Athlete Devel Camp-Athlete Fee	19.94%
Total 4800.0 · Marketing Income	<u>19.94%</u>
Total Income	<u>19.94%</u>
Gross Profit	19.94%
Expense	
5001-15 · Advertising & Promotion	0.0%
5004-15 · Airfare and Accommodations	
.1 · Airfare	4.73%
.2 · Ground Transportation	0.0%
.3 · Meal per diems & reimb only	0.0%
.4 · Lodging & Meals	0.66%
Total 5004-15 · Airfare and Accommodations	<u>1.39%</u>
5007-15 · Apparel & Outfitting	0.0%
5016-15 · Contract Services/Casual Labor	11.94%
5028-15 · Dues, Fees & Subscriptions	0.0%
5034-15 · Gifts & Awards	0.0%
5058-15 · Postage & Shipping	12.14%
5070-15 · Small Equipment	0.0%
5073-15 · Supplies & Materials	0.0%
Total Expense	<u>2.62%</u>
Net Ordinary Income	<u>-7.24%</u>
Net Income	<u><u>-7.24%</u></u>