

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 your formula.
- 7 **Inserted text**
Make your new text always appear next to a particular row in the report by using 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 March 2019

Total

	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4025.0 · High Performance Support	35,955.00	153,000.00	-117,045.00	23.5%
4035.0 · International Relations	25,000.00	10,000.00	15,000.00	250.0%
4047.0 · Media Agreement	75,000.00	157,000.00	-82,000.00	47.77%
4070.0 · Media Insurance Reimbursement	0.00	3,000.00	-3,000.00	0.0%
Total 4000.0 · USOC	<u>135,955.00</u>	<u>323,000.00</u>	<u>-187,045.00</u>	<u>42.09%</u>
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	4,507.77	14,000.00	-9,492.23	32.2%
4210.3 · Third Party Merchandise Sales	116.34			
4210.0 · Sales - Other	0.00	20,000.00	-20,000.00	0.0%
Total 4210.0 · Sales	<u>4,624.11</u>	<u>34,000.00</u>	<u>-29,375.89</u>	<u>13.6%</u>
4230.0 · Sales-Cost of Goods	-1,891.38	-6,000.00	4,108.62	31.52%
Total 4200.0 · Marketing	<u>2,732.73</u>	<u>28,000.00</u>	<u>-25,267.27</u>	<u>9.76%</u>
4300.0 · Sponsorship/Contributions				
4312.0 · GiveDirect Campaign				
4312.1 · GDC General Fund	1,335.40			
4312.4 · GDC Juniors	25.00			
4312.5 · GDC Youth	25.00			
4312.6 · GDC Foundations	30.00			
4312.0 · GiveDirect Campaign - Other	0.00	15,000.00	-15,000.00	0.0%
Total 4312.0 · GiveDirect Campaign	<u>1,415.40</u>	<u>15,000.00</u>	<u>-13,584.60</u>	<u>9.44%</u>
4325.0 · Misc Contributions	3,881.49	20,500.00	-16,618.51	18.93%
4355.0 · Event Sponsorship	167,250.00	120,000.00	47,250.00	139.38%
4360.0 · Pyrros' Royalties from Rogue	320.00	6,500.00	-6,180.00	4.92%
Total 4300.0 · Sponsorship/Contributions	<u>172,866.89</u>	<u>162,000.00</u>	<u>10,866.89</u>	<u>106.71%</u>
4400.0 · Membership Fee Income				
4410.0 · Active Membership	501,246.78	1,700,000.00	-1,198,753.22	29.49%
4415.0 · Club Membership	62,167.60	200,000.00	-137,832.40	31.08%
4420.0 · Coaching Recertification	69,990.00	260,000.00	-190,010.00	26.92%
4430.0 · Masters Rebate Program	6,755.00			

USA Weightlifting Budget vs. Actual - Total January through March 2019

Total

	Jan - Mar 19	Budget	\$ Over Budget	% of Budget
4440.0 · Sanction Fees	16,725.00	45,000.00	-28,275.00	37.17%
4443.0 · Local Entry Fees	184,724.00	130,000.00	54,724.00	142.1%
4455.0 · Coaches Liability Insurance	17,420.00	25,000.00	-7,580.00	69.68%
4460.0 · Background Screening	11,060.00	55,000.00	-43,940.00	20.11%
Total 4400.0 · Membership Fee Income	870,088.38	2,415,000.00	-1,544,911.62	36.03%
4500.0 · Coaching Course Income				
4510.0 · Course Revenues	625,234.00	2,465,000.00	-1,839,766.00	25.36%
4515.0 · USOTC Room & Board Revenue	0.00	1,500.00	-1,500.00	0.0%
Total 4500.0 · Coaching Course Income	625,234.00	2,466,500.00	-1,841,266.00	25.35%
4600.0 · Event Revenue				
4610.0 · Bid Fees	0.00	47,500.00	-47,500.00	0.0%
4620.0 · Ticket Sales	25,801.00	61,000.00	-35,199.00	42.3%
4630.0 · Individual Entry Fees	264,464.00	573,750.00	-309,286.00	46.09%
4631.0 · Team Entry Fees	1,900.00	3,080.00	-1,180.00	61.69%
4645.0 · Vendor Exhibit & Hotel Rebate	37,590.00	110,000.00	-72,410.00	34.17%
4650.0 · USAW Hosted International Event				
4654.0 · IWF Youth World Championships				
4654.1 · IWF YWC Entry Fee	51,200.00			
4654.3 · IWF YWC Accommodations	327,630.00			
Total 4654.0 · IWF Youth World Championships	378,830.00			
4655.0 · Las Vegas International Open				
4655.1 · LVIO Entry Fee	12,720.00			
4655.3 · LVIO Accommodations	37,340.00			
Total 4655.0 · Las Vegas International Open	50,060.00			
Total 4650.0 · USAW Hosted International Event	428,890.00			
Total 4600.0 · Event Revenue	758,645.00	795,330.00	-36,685.00	95.39%
4800.0 · Marketing Income				
4830.0 · Self funded Athl & UnOff Delega	40,503.23	120,000.00	-79,496.77	33.75%
4833.0 · Athlete Devel Camp-Athlete Fee	0.00	15,000.00	-15,000.00	0.0%
4835.0 · Membership Camps				
4835.1 · Masters Camp	12,760.00			
4835.2 · Open Camp	-1,695.00			
4835.3 · Women's Camp	-4,985.00			

USA Weightlifting Budget vs. Actual - Total January through March 2019

Total

	Jan - Mar 19	Budget	\$ Over Budget	% of Budget
4835.4 · Youth Camp	3,390.00			
4835.0 · Membership Camps - Other	0.00	75,000.00	-75,000.00	0.0%
Total 4835.0 · Membership Camps	9,470.00	75,000.00	-65,530.00	12.63%
Total 4800.0 · Marketing Income	49,973.23	210,000.00	-160,026.77	23.8%
4900.0 · Non-Cash Revenues				
4910.0 · VIK Donations	0.00	70,000.00	-70,000.00	0.0%
Total 4900.0 · Non-Cash Revenues	0.00	70,000.00	-70,000.00	0.0%
4999.0 · Other Income	100,055.00	6,500.00	93,555.00	1,539.31%
Total Income	2,715,550.23	6,476,330.00	-3,760,779.77	41.93%
Gross Profit	2,715,550.23	6,476,330.00	-3,760,779.77	41.93%
Expense				
5001-15 · Advertising & Promotion	43,339.42	152,000.00	-108,660.58	28.51%
5004-15 · Airfare and Accommodations				
.1 · Airfare	172,638.84	585,000.00	-412,361.16	29.51%
.2 · Ground Transportation	22,860.52	44,750.00	-21,889.48	51.09%
.3 · Meal per diems & reimb only	58,042.68	93,950.00	-35,907.32	61.78%
.4 · Lodging & Meals	166,690.00	459,250.00	-292,560.00	36.3%
5004-15 · Airfare and Accommodations - Other	428.27			
Total 5004-15 · Airfare and Accommodations	420,660.31	1,182,950.00	-762,289.69	35.56%
5007-15 · Apparel & Outfitting	-3,642.58	10,300.00	-13,942.58	-35.37%
5010-15 · Athlete Incentives	165,750.00	792,000.00	-626,250.00	20.93%
5011-15 · High Performance Assistance	14,321.00	268,580.00	-254,259.00	5.33%
5016-15 · Contract Services/Casual Labor	313,670.81	912,000.00	-598,329.19	34.39%
5017-15 · Contributions/Donations/Grants	0.00	19,000.00	-19,000.00	0.0%
5025-15 · Discounts & Allowances	0.00	3,000.00	-3,000.00	0.0%
5028-15 · Dues, Fees & Subscriptions	71,237.84	159,500.00	-88,262.16	44.66%
5030-15 · Background Screening	8,752.80	51,700.00	-42,947.20	16.93%
5031-15 · Education	1,265.45	150.00	1,115.45	843.63%
5034-15 · Gifts & Awards	11,956.49	34,800.00	-22,843.51	34.36%
5040-15 · Insurance	54,083.41	275,000.00	-220,916.59	19.67%
5043-15 · Internet / Transaction Fees	54,664.13	245,600.00	-190,935.87	22.26%
5046-15 · IT Support	2,880.00	17,500.00	-14,620.00	16.46%
5049-15 · Legal & Professional fees	38,276.81	228,500.00	-190,223.19	16.75%

USA Weightlifting Budget vs. Actual - Total January through March 2019

Total	Jan - Mar 19	Budget	\$ Over Budget	% of Budget
5050-15 · Media Services	79,651.13	77,000.00	2,651.13	103.44%
5052-15 · Other Expense	51.51	500.00	-448.49	10.3%
5055-15 · Personnel expense				
.5 · Salaries and wages	181,395.68	845,000.00	-663,604.32	21.47%
.6 · Payroll taxes	15,808.31	66,500.00	-50,691.69	23.77%
.7 · Employee Benefits-Insurance	24,510.33	95,000.00	-70,489.67	25.8%
.8 · CONOEL Retirement Contribution	14,744.52	55,500.00	-40,755.48	26.57%
Total 5055-15 · Personnel expense	236,458.84	1,062,000.00	-825,541.16	22.27%
5056-15 · Employee Relocation Expense	0.00	8,000.00	-8,000.00	0.0%
5058-15 · Postage & Shipping	5,378.75	68,000.00	-62,621.25	7.91%
5061-15 · Printing & Publications	431.56	19,000.00	-18,568.44	2.27%
5064-15 · Rebates				
.10 · LWC Rebates	0.00	20,000.00	-20,000.00	0.0%
.11 · Masters Program	0.00	5,000.00	-5,000.00	0.0%
.12 · Course Hosting	73,760.00	423,500.00	-349,740.00	17.42%
5064-15 · Rebates - Other	223,762.00	40,000.00	183,762.00	559.41%
Total 5064-15 · Rebates	297,522.00	488,500.00	-190,978.00	60.91%
5067-15 · Rent	11,439.09	160,000.00	-148,560.91	7.15%
5070-15 · Small Equipment	1,657.67	6,000.00	-4,342.33	27.63%
5073-15 · Supplies & Materials	40,354.47	101,750.00	-61,395.53	39.66%
5076-15 · Telephone	1,623.84	18,000.00	-16,376.16	9.02%
5080-15 · Event Emergency Fund	0.00	20,000.00	-20,000.00	0.0%
5085-15 · Royalty Payments	320.00			
5090-15 · VIK	0.00	70,000.00	-70,000.00	0.0%
Total Expense	1,872,104.75	6,451,330.00	-4,579,225.25	29.02%
Net Ordinary Income	843,445.48	25,000.00	818,445.48	3,373.78%
Net Income	843,445.48	25,000.00	818,445.48	3,373.78%

USA Weightlifting

Budget vs. Actual - Athlete Development & Programs

January through March 2019

Athlete Development & Programs

	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4025.0 · High Performance Support	35,955.00	153,000.00	-117,045.00	23.5%
4035.0 · International Relations	25,000.00			
Total 4000.0 · USOC	60,955.00	153,000.00	-92,045.00	39.84%
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	210.77			
4210.0 · Sales - Other	0.00	20,000.00	-20,000.00	0.0%
Total 4210.0 · Sales	210.77	20,000.00	-19,789.23	1.05%
Total 4200.0 · Marketing	210.77	20,000.00	-19,789.23	1.05%
4300.0 · Sponsorship/Contributions				
4312.0 · GiveDirect Campaign				
4312.1 · GDC General Fund	1,335.40			
4312.4 · GDC Juniors	25.00			
4312.5 · GDC Youth	25.00			
4312.6 · GDC Foundations	30.00			
4312.0 · GiveDirect Campaign - Other	0.00	15,000.00	-15,000.00	0.0%
Total 4312.0 · GiveDirect Campaign	1,415.40	15,000.00	-13,584.60	9.44%
4325.0 · Misc Contributions	3,881.49	20,000.00	-16,118.51	19.41%
4355.0 · Event Sponsorship	1,500.00			
4360.0 · Pyrros' Royalties from Rogue	320.00	6,500.00	-6,180.00	4.92%
Total 4300.0 · Sponsorship/Contributions	7,116.89	41,500.00	-34,383.11	17.15%
4600.0 · Event Revenue				
4620.0 · Ticket Sales	5,401.00			
4630.0 · Individual Entry Fees	19,230.00			
4650.0 · USAW Hosted International Event				
4654.0 · IWF Youth World Championships				
4654.1 · IWF YWC Entry Fee	51,200.00			
4654.3 · IWF YWC Accommodations	327,630.00			
Total 4654.0 · IWF Youth World Championships	378,830.00			
4655.0 · Las Vegas International Open				

USA Weightlifting Budget vs. Actual - Athlete Development & Programs January through March 2019

Athlete Development & Programs

	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
4655.1 · LVIO Entry Fee	12,720.00			
4655.3 · LVIO Accommodations	37,340.00			
Total 4655.0 · Las Vegas International Open	50,060.00			
Total 4650.0 · USAW Hosted International Event	428,890.00			
Total 4600.0 · Event Revenue	453,521.00			
4800.0 · Marketing Income				
4830.0 · Self funded Athl & UnOff Delega	40,503.23	120,000.00	-79,496.77	33.75%
4833.0 · Athlete Devel Camp-Athlete Fee	0.00	15,000.00	-15,000.00	0.0%
Total 4800.0 · Marketing Income	40,503.23	135,000.00	-94,496.77	30.0%
4999.0 · Other Income	100,000.00			
Total Income	662,306.89	349,500.00	312,806.89	189.5%
Gross Profit	662,306.89	349,500.00	312,806.89	189.5%
Expense				
5001-15 · Advertising & Promotion	2,066.00			
5004-15 · Airfare and Accommodations				
.1 · Airfare	139,748.64	447,500.00	-307,751.36	31.23%
.2 · Ground Transportation	17,407.49	32,500.00	-15,092.51	53.56%
.3 · Meal per diems & reimb only	8,208.72	53,000.00	-44,791.28	15.49%
.4 · Lodging & Meals	115,848.89	332,000.00	-216,151.11	34.89%
5004-15 · Airfare and Accommodations - Other	388.27			
Total 5004-15 · Airfare and Accommodations	281,602.01	865,000.00	-583,397.99	32.56%
5007-15 · Apparel & Outfitting	-4,800.00	5,300.00	-10,100.00	-90.57%
5010-15 · Athlete Incentives	165,750.00	792,000.00	-626,250.00	20.93%
5011-15 · High Performance Assistance	10,321.00	268,580.00	-258,259.00	3.84%
5016-15 · Contract Services/Casual Labor	43,313.26	117,000.00	-73,686.74	37.02%
5017-15 · Contributions/Donations/Grants	0.00	16,000.00	-16,000.00	0.0%
5025-15 · Discounts & Allowances	0.00	3,000.00	-3,000.00	0.0%
5028-15 · Dues, Fees & Subscriptions	44,381.81	92,000.00	-47,618.19	48.24%
5030-15 · Background Screening	131.80	1,500.00	-1,368.20	8.79%
5031-15 · Education	15.45	150.00	-134.55	10.3%
5034-15 · Gifts & Awards	5,747.80	4,300.00	1,447.80	133.67%
5040-15 · Insurance	0.00	1,300.00	-1,300.00	0.0%
5043-15 · Internet / Transaction Fees	93.97	250.00	-156.03	37.59%

USA Weightlifting

Budget vs. Actual - Athlete Development & Programs

January through March 2019

Athlete Development & Programs

	Jan - Mar 19	Budget	\$ Over Budget	% of Budget
5049-15 · Legal & Professional fees	6,502.91	15,000.00	-8,497.09	43.35%
5050-15 · Media Services	20,357.96			
5052-15 · Other Expense	51.51			
5058-15 · Postage & Shipping	2,336.66	6,000.00	-3,663.34	38.94%
5061-15 · Printing & Publications	0.00	1,500.00	-1,500.00	0.0%
5067-15 · Rent	-933.00	3,500.00	-4,433.00	-26.66%
5070-15 · Small Equipment	1,417.69	1,500.00	-82.31	94.51%
5073-15 · Supplies & Materials	15,961.01	46,000.00	-30,038.99	34.7%
5076-15 · Telephone	341.64	3,000.00	-2,658.36	11.39%
5085-15 · Royalty Payments	320.00			
Total Expense	594,979.48	2,242,880.00	-1,647,900.52	26.53%
Net Ordinary Income	67,327.41	-1,893,380.00	1,960,707.41	-3.56%
Net Income	67,327.41	-1,893,380.00	1,960,707.41	-3.56%

USA Weightlifting
Budget vs. Actual - Coaching Education
 January through March 2019

Coaching Education

	<u>Jan - Mar 19</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	35.00			
Total 4210.0 · Sales	<u>35.00</u>			
Total 4200.0 · Marketing	35.00			
4400.0 · Membership Fee Income				
4420.0 · Coaching Recertification	69,990.00	260,000.00	-190,010.00	26.92%
Total 4400.0 · Membership Fee Income	69,990.00	260,000.00	-190,010.00	26.92%
4500.0 · Coaching Course Income				
4510.0 · Course Revenues	625,234.00	2,465,000.00	-1,839,766.00	25.36%
4515.0 · USOTC Room & Board Revenue	0.00	1,500.00	-1,500.00	0.0%
Total 4500.0 · Coaching Course Income	<u>625,234.00</u>	<u>2,466,500.00</u>	<u>-1,841,266.00</u>	<u>25.35%</u>
Total Income	<u>695,259.00</u>	<u>2,726,500.00</u>	<u>-2,031,241.00</u>	<u>25.5%</u>
Gross Profit	695,259.00	2,726,500.00	-2,031,241.00	25.5%
Expense				
5001-15 · Advertising & Promotion	15,000.00	50,000.00	-35,000.00	30.0%
5004-15 · Airfare and Accommodations				
.1 · Airfare	18,040.62	34,000.00	-15,959.38	53.06%
.2 · Ground Transportation	1,964.90	4,000.00	-2,035.10	49.12%
.3 · Meal per diems & reimb only	1,280.00	4,000.00	-2,720.00	32.0%
.4 · Lodging & Meals	1,338.80	15,000.00	-13,661.20	8.93%
Total 5004-15 · Airfare and Accommodations	<u>22,624.32</u>	<u>57,000.00</u>	<u>-34,375.68</u>	<u>39.69%</u>
5007-15 · Apparel & Outfitting	0.00	4,000.00	-4,000.00	0.0%
5016-15 · Contract Services/Casual Labor	154,154.00	625,000.00	-470,846.00	24.67%
5028-15 · Dues, Fees & Subscriptions	1,325.62			
5043-15 · Internet / Transaction Fees	5.00	15,000.00	-14,995.00	0.03%
5050-15 · Media Services	3,300.00	2,000.00	1,300.00	165.0%
5056-15 · Employee Relocation Expense	0.00	8,000.00	-8,000.00	0.0%
5058-15 · Postage & Shipping	24.70			
5061-15 · Printing & Publications	0.00	1,000.00	-1,000.00	0.0%
5064-15 · Rebates				

USA Weightlifting

Budget vs. Actual - Coaching Education

January through March 2019

Coaching Education

	Jan - Mar 19	Budget	\$ Over Budget	% of Budget
.12 · Course Hosting	73,760.00	300,000.00	-226,240.00	24.59%
Total 5064-15 · Rebates	73,760.00	300,000.00	-226,240.00	24.59%
5067-15 · Rent	3,000.00			
5073-15 · Supplies & Materials	192.49	6,500.00	-6,307.51	2.96%
5076-15 · Telephone	358.80	2,000.00	-1,641.20	17.94%
Total Expense	273,744.93	1,070,500.00	-796,755.07	25.57%
Net Ordinary Income	421,514.07	1,656,000.00	-1,234,485.93	25.45%
Net Income	421,514.07	1,656,000.00	-1,234,485.93	25.45%

USA Weightlifting

Budget vs. Actual - Membership Services

January through March 2019

Membership Services

	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4047.0 · Media Agreement	75,000.00	157,000.00	-82,000.00	47.77%
4070.0 · Media Insurance Reimbursement	0.00	3,000.00	-3,000.00	0.0%
Total 4000.0 · USOC	<u>75,000.00</u>	<u>160,000.00</u>	<u>-85,000.00</u>	<u>46.88%</u>
4200.0 · Marketing				
4210.0 · Sales				
4210.1 · Non Taxable Out of State	4,262.00	14,000.00	-9,738.00	30.44%
Total 4210.0 · Sales	<u>4,262.00</u>	<u>14,000.00</u>	<u>-9,738.00</u>	<u>30.44%</u>
4230.0 · Sales-Cost of Goods	-1,891.38	-6,000.00	4,108.62	31.52%
Total 4200.0 · Marketing	<u>2,370.62</u>	<u>8,000.00</u>	<u>-5,629.38</u>	<u>29.63%</u>
4400.0 · Membership Fee Income				
4410.0 · Active Membership	501,246.78	1,700,000.00	-1,198,753.22	29.49%
4415.0 · Club Membership	62,167.60	200,000.00	-137,832.40	31.08%
4430.0 · Masters Rebate Program	6,755.00			
4440.0 · Sanction Fees	16,725.00	45,000.00	-28,275.00	37.17%
4443.0 · Local Entry Fees	184,724.00	130,000.00	54,724.00	142.1%
4455.0 · Coaches Liability Insurance	17,420.00	25,000.00	-7,580.00	69.68%
4460.0 · Background Screening	11,060.00	55,000.00	-43,940.00	20.11%
Total 4400.0 · Membership Fee Income	<u>800,098.38</u>	<u>2,155,000.00</u>	<u>-1,354,901.62</u>	<u>37.13%</u>
4600.0 · Event Revenue				
4630.0 · Individual Entry Fees	6,975.00			
Total 4600.0 · Event Revenue	<u>6,975.00</u>			
4800.0 · Marketing Income				
4835.0 · Membership Camps				
4835.1 · Masters Camp	12,760.00			
4835.2 · Open Camp	-1,695.00			
4835.3 · Women's Camp	-4,985.00			
4835.4 · Youth Camp	3,390.00			
4835.0 · Membership Camps - Other	0.00	75,000.00	-75,000.00	0.0%
Total 4835.0 · Membership Camps	<u>9,470.00</u>	<u>75,000.00</u>	<u>-65,530.00</u>	<u>12.63%</u>
Total 4800.0 · Marketing Income	<u>9,470.00</u>	<u>75,000.00</u>	<u>-65,530.00</u>	<u>12.63%</u>

USA Weightlifting

Budget vs. Actual - Membership Services

January through March 2019

Membership Services

	Jan - Mar 19	Budget	\$ Over Budget	% of Budget
Total Income	893,914.00	2,398,000.00	-1,504,086.00	37.28%
Gross Profit	893,914.00	2,398,000.00	-1,504,086.00	37.28%
Expense				
5001-15 · Advertising & Promotion	12,121.25	50,000.00	-37,878.75	24.24%
5004-15 · Airfare and Accommodations				
.1 · Airfare	2,134.58	15,000.00	-12,865.42	14.23%
.2 · Ground Transportation	67.90	1,000.00	-932.10	6.79%
.3 · Meal per diems & reimb only	113.59	1,000.00	-886.41	11.36%
.4 · Lodging & Meals	57.95			
Total 5004-15 · Airfare and Accommodations	2,374.02	17,000.00	-14,625.98	13.97%
5016-15 · Contract Services/Casual Labor	2,250.00	15,000.00	-12,750.00	15.0%
5028-15 · Dues, Fees & Subscriptions	9,767.74	42,000.00	-32,232.26	23.26%
5030-15 · Background Screening	8,343.50	50,000.00	-41,656.50	16.69%
5034-15 · Gifts & Awards	0.00	1,000.00	-1,000.00	0.0%
5040-15 · Insurance	42,158.25	258,700.00	-216,541.75	16.3%
5043-15 · Internet / Transaction Fees	54,565.16	210,000.00	-155,434.84	25.98%
5049-15 · Legal & Professional fees	22,365.00	100,000.00	-77,635.00	22.37%
5050-15 · Media Services	1,407.82	25,000.00	-23,592.18	5.63%
5058-15 · Postage & Shipping	0.00	5,000.00	-5,000.00	0.0%
5061-15 · Printing & Publications	0.00	4,000.00	-4,000.00	0.0%
5064-15 · Rebates				
.10 · LWC Rebates	0.00	20,000.00	-20,000.00	0.0%
.11 · Masters Program	0.00	5,000.00	-5,000.00	0.0%
.12 · Course Hosting	0.00	123,500.00	-123,500.00	0.0%
5064-15 · Rebates - Other	143,762.00			
Total 5064-15 · Rebates	143,762.00	148,500.00	-4,738.00	96.81%
5067-15 · Rent	0.00	5,000.00	-5,000.00	0.0%
5070-15 · Small Equipment	0.00	2,500.00	-2,500.00	0.0%
5073-15 · Supplies & Materials	139.54	5,000.00	-4,860.46	2.79%
5076-15 · Telephone	-229.69	2,000.00	-2,229.69	-11.49%
Total Expense	299,024.59	940,700.00	-641,675.41	31.79%
Net Ordinary Income	594,889.41	1,457,300.00	-862,410.59	40.82%
Net Income	594,889.41	1,457,300.00	-862,410.59	40.82%

USA Weightlifting Budget vs. Actual - Events January through March 2019

Events

	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4200.0 · Marketing				
4210.0 · Sales				
4210.3 · Third Party Merchandise Sales	116.34			
Total 4210.0 · Sales	<u>116.34</u>			
Total 4200.0 · Marketing	116.34			
4300.0 · Sponsorship/Contributions				
4355.0 · Event Sponsorship	165,750.00	120,000.00	45,750.00	138.13%
Total 4300.0 · Sponsorship/Contributions	<u>165,750.00</u>	<u>120,000.00</u>	<u>45,750.00</u>	<u>138.13%</u>
4600.0 · Event Revenue				
4610.0 · Bid Fees	0.00	47,500.00	-47,500.00	0.0%
4620.0 · Ticket Sales	20,400.00	61,000.00	-40,600.00	33.44%
4630.0 · Individual Entry Fees	238,259.00	573,750.00	-335,491.00	41.53%
4631.0 · Team Entry Fees	1,900.00	3,080.00	-1,180.00	61.69%
4645.0 · Vendor Exhibit & Hotel Rebate	37,590.00	110,000.00	-72,410.00	34.17%
Total 4600.0 · Event Revenue	<u>298,149.00</u>	<u>795,330.00</u>	<u>-497,181.00</u>	<u>37.49%</u>
4900.0 · Non-Cash Revenues				
4910.0 · VIK Donations	0.00	70,000.00	-70,000.00	0.0%
Total 4900.0 · Non-Cash Revenues	<u>0.00</u>	<u>70,000.00</u>	<u>-70,000.00</u>	<u>0.0%</u>
Total Income	<u>464,015.34</u>	<u>985,330.00</u>	<u>-521,314.66</u>	<u>47.09%</u>
Gross Profit	464,015.34	985,330.00	-521,314.66	47.09%
Expense				
5001-15 · Advertising & Promotion	13,039.17	52,000.00	-38,960.83	25.08%
5004-15 · Airfare and Accommodations				
.1 · Airfare	12,144.96	60,000.00	-47,855.04	20.24%
.2 · Ground Transportation	2,692.93	4,200.00	-1,507.07	64.12%
.3 · Meal per diems & reimb only	47,852.22	30,400.00	17,452.22	157.41%
.4 · Lodging & Meals	47,998.75	102,750.00	-54,751.25	46.71%
5004-15 · Airfare and Accommodations - Other	40.00			
Total 5004-15 · Airfare and Accommodations	<u>110,728.86</u>	<u>197,350.00</u>	<u>-86,621.14</u>	<u>56.11%</u>
5007-15 · Apparel & Outfitting	1,157.42	1,000.00	157.42	115.74%
5011-15 · High Performance Assistance	4,000.00			

USA Weightlifting Budget vs. Actual - Events January through March 2019

Events	Jan - Mar 19	Budget	\$ Over Budget	% of Budget
5016-15 · Contract Services/Casual Labor	104,513.55	150,000.00	-45,486.45	69.68%
5028-15 · Dues, Fees & Subscriptions	3,694.55	5,000.00	-1,305.45	73.89%
5031-15 · Education	1,250.00			
5034-15 · Gifts & Awards	2,690.19	25,500.00	-22,809.81	10.55%
5040-15 · Insurance	3,307.50			
5043-15 · Internet / Transaction Fees	0.00	18,350.00	-18,350.00	0.0%
5049-15 · Legal & Professional fees	0.00	33,500.00	-33,500.00	0.0%
5050-15 · Media Services	54,585.35	50,000.00	4,585.35	109.17%
5058-15 · Postage & Shipping	2,282.23	42,000.00	-39,717.77	5.43%
5061-15 · Printing & Publications	431.56	7,500.00	-7,068.44	5.75%
5064-15 · Rebates	80,000.00	40,000.00	40,000.00	200.0%
5067-15 · Rent	4,033.95	130,000.00	-125,966.05	3.1%
5073-15 · Supplies & Materials	22,043.56	34,650.00	-12,606.44	63.62%
5076-15 · Telephone	436.73	5,000.00	-4,563.27	8.74%
5080-15 · Event Emergency Fund	0.00	20,000.00	-20,000.00	0.0%
5090-15 · VIK	0.00	70,000.00	-70,000.00	0.0%
Total Expense	408,194.62	881,850.00	-473,655.38	46.29%
Net Ordinary Income	55,820.72	103,480.00	-47,659.28	53.94%
Net Income	55,820.72	103,480.00	-47,659.28	53.94%

USA Weightlifting Budget vs. Actual - Governance January through March 2019

Governance	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000.0 · USOC				
4035.0 · International Relations	0.00	10,000.00	-10,000.00	0.0%
Total 4000.0 · USOC	<u>0.00</u>	<u>10,000.00</u>	<u>-10,000.00</u>	<u>0.0%</u>
Total Income	<u>0.00</u>	<u>10,000.00</u>	<u>-10,000.00</u>	<u>0.0%</u>
Gross Profit	0.00	10,000.00	-10,000.00	0.0%
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	0.00	10,000.00	-10,000.00	0.0%
.2 · Ground Transportation	0.00	2,000.00	-2,000.00	0.0%
.3 · Meal per diems & reimb only	0.00	1,000.00	-1,000.00	0.0%
.4 · Lodging & Meals	0.00	2,000.00	-2,000.00	0.0%
Total 5004-15 · Airfare and Accommodations	<u>0.00</u>	<u>15,000.00</u>	<u>-15,000.00</u>	<u>0.0%</u>
5016-15 · Contract Services/Casual Labor	9,440.00			
5028-15 · Dues, Fees & Subscriptions	0.00	500.00	-500.00	0.0%
5034-15 · Gifts & Awards	3,518.50	2,000.00	1,518.50	175.93%
5058-15 · Postage & Shipping	0.00	500.00	-500.00	0.0%
5073-15 · Supplies & Materials	0.00	100.00	-100.00	0.0%
Total Expense	<u>12,958.50</u>	<u>18,100.00</u>	<u>-5,141.50</u>	<u>71.59%</u>
Net Ordinary Income	<u>-12,958.50</u>	<u>-8,100.00</u>	<u>-4,858.50</u>	<u>159.98%</u>
Net Income	<u><u>-12,958.50</u></u>	<u><u>-8,100.00</u></u>	<u><u>-4,858.50</u></u>	<u><u>159.98%</u></u>

USA Weightlifting

Budget vs. Actual - Organizational Development

January through March 2019

Organizational Development

	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Expense				
5004-15 · Airfare and Accommodations				
.1 · Airfare	0.00	3,500.00	-3,500.00	0.0%
.2 · Ground Transportation	0.00	50.00	-50.00	0.0%
.3 · Meal per diems & reimb only	0.00	50.00	-50.00	0.0%
.4 · Lodging & Meals	0.00	1,500.00	-1,500.00	0.0%
Total 5004-15 · Airfare and Accommodations	0.00	5,100.00	-5,100.00	0.0%
5028-15 · Dues, Fees & Subscriptions	0.00	500.00	-500.00	0.0%
5073-15 · Supplies & Materials	0.00	1,000.00	-1,000.00	0.0%
Total Expense	0.00	6,600.00	-6,600.00	0.0%
Net Ordinary Income	0.00	-6,600.00	6,600.00	0.0%
Net Income	<u>0.00</u>	<u>-6,600.00</u>	<u>6,600.00</u>	<u>0.0%</u>

USA Weightlifting Budget vs. Actual - National Headquarters January through March 2019

National Office

	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4300.0 · Sponsorship/Contributions				
4325.0 · Misc Contributions	0.00	500.00	-500.00	0.0%
Total 4300.0 · Sponsorship/Contributions	0.00	500.00	-500.00	0.0%
4999.0 · Other Income	55.00	6,500.00	-6,445.00	0.85%
Total Income	55.00	7,000.00	-6,945.00	0.79%
Gross Profit	55.00	7,000.00	-6,945.00	0.79%
Expense				
5001-15 · Advertising & Promotion	1,113.00			
5004-15 · Airfare and Accommodations				
.1 · Airfare	570.04	15,000.00	-14,429.96	3.8%
.2 · Ground Transportation	727.30	1,000.00	-272.70	72.73%
.3 · Meal per diems & reimb only	588.15	4,500.00	-3,911.85	13.07%
.4 · Lodging & Meals	1,445.61	6,000.00	-4,554.39	24.09%
Total 5004-15 · Airfare and Accommodations	3,331.10	26,500.00	-23,168.90	12.57%
5016-15 · Contract Services/Casual Labor	0.00	5,000.00	-5,000.00	0.0%
5017-15 · Contributions/Donations/Grants	0.00	3,000.00	-3,000.00	0.0%
5028-15 · Dues, Fees & Subscriptions	12,068.12	19,500.00	-7,431.88	61.89%
5030-15 · Background Screening	277.50	200.00	77.50	138.75%
5034-15 · Gifts & Awards	0.00	2,000.00	-2,000.00	0.0%
5040-15 · Insurance	8,617.66	15,000.00	-6,382.34	57.45%
5043-15 · Internet / Transaction Fees	0.00	2,000.00	-2,000.00	0.0%
5046-15 · IT Support	2,880.00	17,500.00	-14,620.00	16.46%
5049-15 · Legal & Professional fees	9,408.90	80,000.00	-70,591.10	11.76%
5052-15 · Other Expense	0.00	500.00	-500.00	0.0%
5055-15 · Personnel expense				
.5 · Salaries and wages	181,395.68	845,000.00	-663,604.32	21.47%
.6 · Payroll taxes	15,808.31	66,500.00	-50,691.69	23.77%
.7 · Employee Benefits-Insurance	24,510.33	95,000.00	-70,489.67	25.8%
.8 · CONOEL Retirement Contribution	14,744.52	55,500.00	-40,755.48	26.57%
Total 5055-15 · Personnel expense	236,458.84	1,062,000.00	-825,541.16	22.27%
5058-15 · Postage & Shipping	735.16	14,500.00	-13,764.84	5.07%

USA Weightlifting
Budget vs. Actual - National Headquarters
 January through March 2019

National Office

	<u>Jan - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5061-15 · Printing & Publications	0.00	5,000.00	-5,000.00	0.0%
5067-15 · Rent	5,338.14	21,500.00	-16,161.86	24.83%
5070-15 · Small Equipment	239.98	2,000.00	-1,760.02	12.0%
5073-15 · Supplies & Materials	2,017.87	8,500.00	-6,482.13	23.74%
5076-15 · Telephone	716.36	6,000.00	-5,283.64	11.94%
Total Expense	<u>283,202.63</u>	<u>1,290,700.00</u>	<u>-1,007,497.37</u>	<u>21.94%</u>
Net Ordinary Income	<u>-283,147.63</u>	<u>-1,283,700.00</u>	<u>1,000,552.37</u>	<u>22.06%</u>
Net Income	<u><u>-283,147.63</u></u>	<u><u>-1,283,700.00</u></u>	<u><u>1,000,552.37</u></u>	<u><u>22.06%</u></u>