

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

Total

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000 · USOC				
4025 · High Performance Support	107,865.00	153,000.00	-45,135.00	70.5%
4035 · International Relations	25,000.00	10,000.00	15,000.00	250.0%
4045 · Matching Challenge Grant	3,250.00			
4047 · Media Agreement	157,000.00	157,000.00	0.00	100.0%
4070 · Media Insurance Reimbursement	0.00	3,000.00	-3,000.00	0.0%
Total 4000 · USOC	<u>293,115.00</u>	<u>323,000.00</u>	<u>-29,885.00</u>	<u>90.75%</u>
4200 · Marketing				
4210 · Sales				
4211 · Non Taxable Out of State	21,591.77	14,000.00	7,591.77	154.23%
4213 · Third Party Merchandise Sales	212.76			
4214 · Comm on Licensed Merch Sales	1,368.91			
4210 · Sales - Other	0.00	20,000.00	-20,000.00	0.0%
Total 4210 · Sales	<u>23,173.44</u>	<u>34,000.00</u>	<u>-10,826.56</u>	<u>68.16%</u>
4230 · Sales-Cost of Goods	-8,189.67	-6,000.00	-2,189.67	136.5%
Total 4200 · Marketing	<u>14,983.77</u>	<u>28,000.00</u>	<u>-13,016.23</u>	<u>53.51%</u>
4300 · Sponsorship/Contributions				
4310 · GiveDirect Campaign				
4311 · GDC General Fund	3,195.40			
4312 · GDC Masters	175.00			
4313 · GDC University	85.00			
4314 · GDC Juniors	35.00			
4315 · GDC Youth	595.00			
4316 · GDC Foundation	310.00			
4317 · GDC Senior Programs	40.00			
4318 · GDC Pride	2,595.00			
4319 · GDC Kilos for a Cure	230.00			
4310 · GiveDirect Campaign - Other	0.00	15,000.00	-15,000.00	0.0%
Total 4310 · GiveDirect Campaign	<u>7,260.40</u>	<u>15,000.00</u>	<u>-7,739.60</u>	<u>48.4%</u>
4325 · Misc Contributions	11,062.50	20,500.00	-9,437.50	53.96%
4355 · Event Sponsorship	233,750.00	120,000.00	113,750.00	194.79%

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	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
4360 · Pyrros' Royalties from Rogue	4,800.00	6,500.00	-1,700.00	73.85%
Total 4300 · Sponsorship/Contributions	256,872.90	162,000.00	94,872.90	158.56%
4400 · Membership Fee Income				
4410 · Active Membership	1,392,546.45	1,700,000.00	-307,453.55	81.91%
4415 · Club Membership	168,632.60	200,000.00	-31,367.40	84.32%
4420 · Coaching Recertification	193,800.00	260,000.00	-66,200.00	74.54%
4430 · Masters Rebate Program	18,057.00			
4440 · Sanction Fees	36,675.00	45,000.00	-8,325.00	81.5%
4443 · Local Entry Fees	278,609.00	130,000.00	148,609.00	214.32%
4455 · Coaches Liability Insurance	25,740.00	25,000.00	740.00	102.96%
4460 · Background Screening	29,280.00	55,000.00	-25,720.00	53.24%
Total 4400 · Membership Fee Income	2,143,340.05	2,415,000.00	-271,659.95	88.75%
4500 · Coaching Course Income				
4510 · Course Revenues	1,621,213.00	2,465,000.00	-843,787.00	65.77%
4515 · USOTC Room & Board Revenue	0.00	1,500.00	-1,500.00	0.0%
Total 4500 · Coaching Course Income	1,621,213.00	2,466,500.00	-845,287.00	65.73%
4600 · Event Revenue				
4610 · Bid Fees	0.00	47,500.00	-47,500.00	0.0%
4620 · Ticket Sales	123,371.00	61,000.00	62,371.00	202.25%
4630 · Individual Entry Fees	663,878.00	573,750.00	90,128.00	115.71%
4631 · Team Entry Fees	4,715.00	3,080.00	1,635.00	153.08%
4645 · Vendor Exhibit & Hotel Rebate	65,103.14	110,000.00	-44,896.86	59.19%
4650 · USAW Hosted International Event				
4670 · IWF Youth World Championships				
4671 · IWF YWC Entry Fee	52,000.00			
4672 · IWF YWC Accommodations	332,570.00			
Total 4670 · IWF Youth World Championships	384,570.00			
4680 · Las Vegas International Open				
4681 · LVIO Entry Fee	12,720.00			
4682 · LVIO Accommodations	37,340.00			
Total 4680 · Las Vegas International Open	50,060.00			
4690 · San Diego International Open				
4691 · SDIO Entry Fee	6,580.00			

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

Total

	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
4692 · SDIO Accommodations	18,450.00			
Total 4690 · San Diego International Open	25,030.00			
Total 4650 · USAW Hosted International Event	459,660.00			
Total 4600 · Event Revenue	1,316,727.14	795,330.00	521,397.14	165.56%
4800 · Marketing Income				
4830 · Self funded Athl & UnOff Delega	149,390.04	120,000.00	29,390.04	124.49%
4833 · Athlete Devel Camp-Athlete Fee	0.00	15,000.00	-15,000.00	0.0%
4840 · Membership Camps				
4841 · Masters Camp	35,690.00			
4842 · Open Camp	-1,695.00			
4843 · Women's Camp	29,800.00			
4844 · Youth Camp	0.00			
4840 · Membership Camps - Other	0.00	75,000.00	-75,000.00	0.0%
Total 4840 · Membership Camps	63,795.00	75,000.00	-11,205.00	85.06%
Total 4800 · Marketing Income	213,185.04	210,000.00	3,185.04	101.52%
4900 · Non-Cash Revenues				
4910 · VIK Donations	0.00	70,000.00	-70,000.00	0.0%
Total 4900 · Non-Cash Revenues	0.00	70,000.00	-70,000.00	0.0%
4999 · Other Income	100,055.00	6,500.00	93,555.00	1,539.31%
Total Income	5,959,491.90	6,476,330.00	-516,838.10	92.02%
Gross Profit	5,959,491.90	6,476,330.00	-516,838.10	92.02%
Expense				
5001 · Advertising & Promotion	74,481.17	152,000.00	-77,518.83	49.0%
5004 · Airfare and Accommodations				
5005 · Airfare	448,737.89	585,000.00	-136,262.11	76.71%
5006 · Ground Transportation	96,416.85	44,750.00	51,666.85	215.46%
5007 · Meal per diems & reimb only	173,310.66	93,950.00	79,360.66	184.47%
5008 · Lodging & Meals	829,106.61	459,250.00	369,856.61	180.54%
5004 · Airfare and Accommodations - Other	14,048.92			
Total 5004 · Airfare and Accommodations	1,561,620.93	1,182,950.00	378,670.93	132.01%
5009 · Apparel & Outfitting	2,189.66	10,300.00	-8,110.34	21.26%
5010 · Athlete Incentives	587,416.66	792,000.00	-204,583.34	74.17%
5011 · High Performance Assistance	43,592.81	268,580.00	-224,987.19	16.23%

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

Total

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5016 · Contract Services/Casual Labor	728,114.18	912,000.00	-183,885.82	79.84%
5017 · Contributions/Donations/Grants	543.29	19,000.00	-18,456.71	2.86%
5025 · Discounts & Allowances	0.00	3,000.00	-3,000.00	0.0%
5028 · Dues, Fees & Subscriptions	307,036.90	159,500.00	147,536.90	192.5%
5030 · Background Screening	27,315.80	51,700.00	-24,384.20	52.84%
5031 · Education	1,265.45	150.00	1,115.45	843.63%
5034 · Gifts & Awards	40,093.74	34,800.00	5,293.74	115.21%
5040 · Insurance	137,567.77	275,000.00	-137,432.23	50.03%
5043 · Internet / Transaction Fees	193,325.20	245,600.00	-52,274.80	78.72%
5046 · IT Support	12,096.00	17,500.00	-5,404.00	69.12%
5049 · Legal & Professional fees	183,191.69	228,500.00	-45,308.31	80.17%
5050 · Media Services	208,080.18	77,000.00	131,080.18	270.23%
5056 · Employee Relocation Expense	0.00	8,000.00	-8,000.00	0.0%
5058 · Postage & Shipping	66,539.92	68,000.00	-1,460.08	97.85%
5061 · Printing & Publications	7,359.08	19,000.00	-11,640.92	38.73%
5062 · Rebates				
5063 · LWC Rebates	12,450.00	20,000.00	-7,550.00	62.25%
5064 · Masters Program	11,950.00	5,000.00	6,950.00	239.0%
5065 · Course Hosting	208,381.00	423,500.00	-215,119.00	49.2%
5062 · Rebates - Other	307,223.00	40,000.00	267,223.00	768.06%
Total 5062 · Rebates	540,004.00	488,500.00	51,504.00	110.54%
5067 · Rent	170,107.69	160,000.00	10,107.69	106.32%
5070 · Small Equipment	1,281.68	6,000.00	-4,718.32	21.36%
5073 · Supplies & Materials	82,310.18	101,750.00	-19,439.82	80.9%
5076 · Telephone	11,162.55	18,000.00	-6,837.45	62.01%
5080 · Event Emergency Fund	0.00	20,000.00	-20,000.00	0.0%
5085 · Royalty Payments	320.00			
5095 · VIK	0.00	70,000.00	-70,000.00	0.0%
5100 · Personnel expense				
5101 · Salaries and wages	595,486.70	845,000.00	-249,513.30	70.47%
5102 · Payroll taxes	46,174.45	66,500.00	-20,325.55	69.44%
5103 · Employee Benefits-Insurance	83,357.70	95,000.00	-11,642.30	87.75%
5104 · CONOEL Retirement Contribution	47,870.99	55,500.00	-7,629.01	86.25%

USA Weightlifting

Budget vs. Actual - Total

January through September 2019

Total	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
Total 5100 · Personnel expense	772,889.84	1,062,000.00	-289,110.16	72.78%
5999 · Other Expense	1,351.51	500.00	851.51	270.3%
Total Expense	5,761,257.88	6,451,330.00	-690,072.12	89.3%
Net Ordinary Income	198,234.02	25,000.00	173,234.02	792.94%
Net Income	198,234.02	25,000.00	173,234.02	792.94%

USA Weightlifting

Budget vs. Actual - Athlete Development & Programs

January through September 2019

Athlete Development & Programs

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000 · USOC				
4025 · High Performance Support	107,865.00	153,000.00	-45,135.00	70.5%
4035 · International Relations	25,000.00			
Total 4000 · USOC	<u>132,865.00</u>	<u>153,000.00</u>	<u>-20,135.00</u>	<u>86.84%</u>
4200 · Marketing				
4210 · Sales				
4211 · Non Taxable Out of State	210.77			
4214 · Comm on Licensed Merch Sales	1,285.83			
4210 · Sales - Other	0.00	20,000.00	-20,000.00	0.0%
Total 4210 · Sales	<u>1,496.60</u>	<u>20,000.00</u>	<u>-18,503.40</u>	<u>7.48%</u>
Total 4200 · Marketing	<u>1,496.60</u>	<u>20,000.00</u>	<u>-18,503.40</u>	<u>7.48%</u>
4300 · Sponsorship/Contributions				
4310 · GiveDirect Campaign				
4311 · GDC General Fund	3,195.40			
4312 · GDC Masters	175.00			
4313 · GDC University	85.00			
4314 · GDC Juniors	35.00			
4315 · GDC Youth	595.00			
4316 · GDC Foundation	310.00			
4317 · GDC Senior Programs	40.00			
4318 · GDC Pride	2,595.00			
4319 · GDC Kilos for a Cure	230.00			
4310 · GiveDirect Campaign - Other	0.00	15,000.00	-15,000.00	0.0%
Total 4310 · GiveDirect Campaign	<u>7,260.40</u>	<u>15,000.00</u>	<u>-7,739.60</u>	<u>48.4%</u>
4325 · Misc Contributions	11,020.50	20,000.00	-8,979.50	55.1%
4355 · Event Sponsorship	1,500.00			
4360 · Pyrros' Royalties from Rogue	4,800.00	6,500.00	-1,700.00	73.85%
Total 4300 · Sponsorship/Contributions	<u>24,580.90</u>	<u>41,500.00</u>	<u>-16,919.10</u>	<u>59.23%</u>
4600 · Event Revenue				
4620 · Ticket Sales	6,861.00			
4630 · Individual Entry Fees	57,710.00			

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Budget vs. Actual - Athlete Development & Programs

January through September 2019

Athlete Development & Programs

	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
4645 · Vendor Exhibit & Hotel Rebate	7,002.33			
4650 · USAW Hosted International Event				
4670 · IWF Youth World Championships				
4671 · IWF YWC Entry Fee	52,000.00			
4672 · IWF YWC Accommodations	332,570.00			
Total 4670 · IWF Youth World Championships	384,570.00			
4680 · Las Vegas International Open				
4681 · LVIO Entry Fee	12,720.00			
4682 · LVIO Accommodations	37,340.00			
Total 4680 · Las Vegas International Open	50,060.00			
4690 · San Diego International Open				
4691 · SDIO Entry Fee	6,580.00			
4692 · SDIO Accommodations	18,450.00			
Total 4690 · San Diego International Open	25,030.00			
Total 4650 · USAW Hosted International Event	459,660.00			
Total 4600 · Event Revenue	531,233.33			
4800 · Marketing Income				
4830 · Self funded Athl & UnOff Delega	149,390.04	120,000.00	29,390.04	124.49%
4833 · Athlete Devel Camp-Athlete Fee	0.00	15,000.00	-15,000.00	0.0%
Total 4800 · Marketing Income	149,390.04	135,000.00	14,390.04	110.66%
4999 · Other Income	100,000.00			
Total Income	939,565.87	349,500.00	590,065.87	268.83%
Gross Profit	939,565.87	349,500.00	590,065.87	268.83%
Expense				
5001 · Advertising & Promotion	3,879.45			
5004 · Airfare and Accommodations				
5005 · Airfare	367,650.39	447,500.00	-79,849.61	82.16%
5006 · Ground Transportation	70,427.93	32,500.00	37,927.93	216.7%
5007 · Meal per diems & reimb only	72,105.22	53,000.00	19,105.22	136.05%
5008 · Lodging & Meals	681,945.38	332,000.00	349,945.38	205.41%
5004 · Airfare and Accommodations - Other	12,472.59			
Total 5004 · Airfare and Accommodations	1,204,601.51	865,000.00	339,601.51	139.26%
5009 · Apparel & Outfitting	-1,442.87	5,300.00	-6,742.87	-27.22%

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

Athlete Development & Programs

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5010 · Athlete Incentives	587,416.66	792,000.00	-204,583.34	74.17%
5011 · High Performance Assistance	39,542.86	268,580.00	-229,037.14	14.72%
5016 · Contract Services/Casual Labor	83,956.76	117,000.00	-33,043.24	71.76%
5017 · Contributions/Donations/Grants	0.00	16,000.00	-16,000.00	0.0%
5025 · Discounts & Allowances	0.00	3,000.00	-3,000.00	0.0%
5028 · Dues, Fees & Subscriptions	186,534.10	92,000.00	94,534.10	202.75%
5030 · Background Screening	1,251.80	1,500.00	-248.20	83.45%
5031 · Education	15.45	150.00	-134.55	10.3%
5034 · Gifts & Awards	9,755.03	4,300.00	5,455.03	226.86%
5040 · Insurance	7,286.75	1,300.00	5,986.75	560.52%
5043 · Internet / Transaction Fees	33.96	250.00	-216.04	13.58%
5049 · Legal & Professional fees	58,964.16	15,000.00	43,964.16	393.09%
5050 · Media Services	20,497.96			
5058 · Postage & Shipping	31,864.91	6,000.00	25,864.91	531.08%
5061 · Printing & Publications	345.92	1,500.00	-1,154.08	23.06%
5067 · Rent	36,407.96	3,500.00	32,907.96	1,040.23%
5070 · Small Equipment	900.99	1,500.00	-599.01	60.07%
5073 · Supplies & Materials	26,380.62	46,000.00	-19,619.38	57.35%
5076 · Telephone	2,799.88	3,000.00	-200.12	93.33%
5085 · Royalty Payments	320.00			
5100 · Personnel expense				
5101 · Salaries and wages	78,764.98			
5102 · Payroll taxes	5,801.10			
5103 · Employee Benefits-Insurance	8,072.73			
5104 · CONOEL Retirement Contribution	6,056.31			
Total 5100 · Personnel expense	98,695.12			
5999 · Other Expense	51.51			
Total Expense	2,400,060.49	2,242,880.00	157,180.49	107.01%
Net Ordinary Income	-1,460,494.62	-1,893,380.00	432,885.38	77.14%
Net Income	-1,460,494.62	-1,893,380.00	432,885.38	77.14%

USA Weightlifting

Budget vs. Actual - Coaching Education

January through September 2019

Coaching Education

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4300 · Sponsorship/Contributions				
4355 · Event Sponsorship	8,000.00			
Total 4300 · Sponsorship/Contributions	<u>8,000.00</u>			
4400 · Membership Fee Income				
4420 · Coaching Recertification	193,800.00	260,000.00	-66,200.00	74.54%
Total 4400 · Membership Fee Income	<u>193,800.00</u>	<u>260,000.00</u>	<u>-66,200.00</u>	<u>74.54%</u>
4500 · Coaching Course Income				
4510 · Course Revenues	1,621,213.00	2,465,000.00	-843,787.00	65.77%
4515 · USOTC Room & Board Revenue	0.00	1,500.00	-1,500.00	0.0%
Total 4500 · Coaching Course Income	<u>1,621,213.00</u>	<u>2,466,500.00</u>	<u>-845,287.00</u>	<u>65.73%</u>
Total Income	<u>1,823,013.00</u>	<u>2,726,500.00</u>	<u>-903,487.00</u>	<u>66.86%</u>
Gross Profit	1,823,013.00	2,726,500.00	-903,487.00	66.86%
Expense				
5001 · Advertising & Promotion	19,200.00	50,000.00	-30,800.00	38.4%
5004 · Airfare and Accommodations				
5005 · Airfare	17,792.28	34,000.00	-16,207.72	52.33%
5006 · Ground Transportation	5,215.21	4,000.00	1,215.21	130.38%
5007 · Meal per diems & reimb only	12,681.77	4,000.00	8,681.77	317.04%
5008 · Lodging & Meals	18,266.51	15,000.00	3,266.51	121.78%
Total 5004 · Airfare and Accommodations	<u>53,955.77</u>	<u>57,000.00</u>	<u>-3,044.23</u>	<u>94.66%</u>
5009 · Apparel & Outfitting	200.00	4,000.00	-3,800.00	5.0%
5016 · Contract Services/Casual Labor	430,962.48	625,000.00	-194,037.52	68.95%
5028 · Dues, Fees & Subscriptions	3,434.95			
5043 · Internet / Transaction Fees	8.36	15,000.00	-14,991.64	0.06%
5050 · Media Services	6,716.95	2,000.00	4,716.95	335.85%
5056 · Employee Relocation Expense	0.00	8,000.00	-8,000.00	0.0%
5058 · Postage & Shipping	1,521.52			
5061 · Printing & Publications	1,313.57	1,000.00	313.57	131.36%
5062 · Rebates				
5065 · Course Hosting	208,381.00	300,000.00	-91,619.00	69.46%
Total 5062 · Rebates	<u>208,381.00</u>	<u>300,000.00</u>	<u>-91,619.00</u>	<u>69.46%</u>

USA Weightlifting

Budget vs. Actual - Coaching Education

January through September 2019

Coaching Education

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5067 · Rent	6,413.58			
5070 · Small Equipment	140.71			
5073 · Supplies & Materials	1,761.76	6,500.00	-4,738.24	27.1%
5076 · Telephone	1,592.94	2,000.00	-407.06	79.65%
5100 · Personnel expense				
5101 · Salaries and wages	9,440.13			
Total 5100 · Personnel expense	<u>9,440.13</u>			
Total Expense	<u>745,043.72</u>	<u>1,070,500.00</u>	<u>-325,456.28</u>	<u>69.6%</u>
Net Ordinary Income	<u>1,077,969.28</u>	<u>1,656,000.00</u>	<u>-578,030.72</u>	<u>65.1%</u>
Net Income	<u><u>1,077,969.28</u></u>	<u><u>1,656,000.00</u></u>	<u><u>-578,030.72</u></u>	<u><u>65.1%</u></u>

USA Weightlifting
Budget vs. Actual - Membership Services
 January through September 2019

Membership Services

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000 · USOC				
4045 · Matching Challenge Grant	1,750.00			
4047 · Media Agreement	150,000.00	157,000.00	-7,000.00	95.54%
4070 · Media Insurance Reimbursement	0.00	3,000.00	-3,000.00	0.0%
Total 4000 · USOC	<u>151,750.00</u>	<u>160,000.00</u>	<u>-8,250.00</u>	<u>94.84%</u>
4200 · Marketing				
4210 · Sales				
4211 · Non Taxable Out of State	21,231.00	14,000.00	7,231.00	151.65%
4213 · Third Party Merchandise Sales	96.42			
Total 4210 · Sales	<u>21,327.42</u>	<u>14,000.00</u>	<u>7,327.42</u>	<u>152.34%</u>
4230 · Sales-Cost of Goods	-7,421.17	-6,000.00	-1,421.17	123.69%
Total 4200 · Marketing	<u>13,906.25</u>	<u>8,000.00</u>	<u>5,906.25</u>	<u>173.83%</u>
4300 · Sponsorship/Contributions				
4325 · Misc Contributions	42.00			
Total 4300 · Sponsorship/Contributions	<u>42.00</u>			
4400 · Membership Fee Income				
4410 · Active Membership	1,392,546.45	1,700,000.00	-307,453.55	81.91%
4415 · Club Membership	168,632.60	200,000.00	-31,367.40	84.32%
4430 · Masters Rebate Program	18,057.00			
4440 · Sanction Fees	36,675.00	45,000.00	-8,325.00	81.5%
4443 · Local Entry Fees	278,609.00	130,000.00	148,609.00	214.32%
4455 · Coaches Liability Insurance	25,740.00	25,000.00	740.00	102.96%
4460 · Background Screening	29,280.00	55,000.00	-25,720.00	53.24%
Total 4400 · Membership Fee Income	<u>1,949,540.05</u>	<u>2,155,000.00</u>	<u>-205,459.95</u>	<u>90.47%</u>
4800 · Marketing Income				
4840 · Membership Camps				
4841 · Masters Camp	35,690.00			
4842 · Open Camp	-1,695.00			
4843 · Women's Camp	29,800.00			
4844 · Youth Camp	0.00			
4840 · Membership Camps - Other	0.00	75,000.00	-75,000.00	0.0%

USA Weightlifting

Budget vs. Actual - Membership Services

January through September 2019

Membership Services

	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
Total 4840 · Membership Camps	63,795.00	75,000.00	-11,205.00	85.06%
Total 4800 · Marketing Income	63,795.00	75,000.00	-11,205.00	85.06%
Total Income	2,179,033.30	2,398,000.00	-218,966.70	90.87%
Gross Profit	2,179,033.30	2,398,000.00	-218,966.70	90.87%
Expense				
5001 · Advertising & Promotion	26,324.00	50,000.00	-23,676.00	52.65%
5004 · Airfare and Accommodations				
5005 · Airfare	5,387.47	15,000.00	-9,612.53	35.92%
5006 · Ground Transportation	2,594.67	1,000.00	1,594.67	259.47%
5007 · Meal per diems & reimb only	3,847.98	1,000.00	2,847.98	384.8%
5008 · Lodging & Meals	57.95			
Total 5004 · Airfare and Accommodations	11,888.07	17,000.00	-5,111.93	69.93%
5009 · Apparel & Outfitting	1,310.04			
5016 · Contract Services/Casual Labor	18,700.00	15,000.00	3,700.00	124.67%
5028 · Dues, Fees & Subscriptions	38,617.17	42,000.00	-3,382.83	91.95%
5030 · Background Screening	25,675.50	50,000.00	-24,324.50	51.35%
5034 · Gifts & Awards	238.88	1,000.00	-761.12	23.89%
5040 · Insurance	117,135.74	258,700.00	-141,564.26	45.28%
5043 · Internet / Transaction Fees	193,282.88	210,000.00	-16,717.12	92.04%
5049 · Legal & Professional fees	42,390.00	100,000.00	-57,610.00	42.39%
5050 · Media Services	24,656.61	25,000.00	-343.39	98.63%
5058 · Postage & Shipping	946.03	5,000.00	-4,053.97	18.92%
5061 · Printing & Publications	634.09	4,000.00	-3,365.91	15.85%
5062 · Rebates				
5063 · LWC Rebates	12,450.00	20,000.00	-7,550.00	62.25%
5064 · Masters Program	11,950.00	5,000.00	6,950.00	239.0%
5065 · Course Hosting	0.00	123,500.00	-123,500.00	0.0%
5062 · Rebates - Other	227,223.00			
Total 5062 · Rebates	251,623.00	148,500.00	103,123.00	169.44%
5067 · Rent	1,500.00	5,000.00	-3,500.00	30.0%
5070 · Small Equipment	0.00	2,500.00	-2,500.00	0.0%
5073 · Supplies & Materials	1,058.15	5,000.00	-3,941.85	21.16%
5076 · Telephone	1,331.17	2,000.00	-668.83	66.56%

USA Weightlifting
Budget vs. Actual - Membership Services
January through September 2019

Membership Services

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Total Expense	757,311.33	940,700.00	-183,388.67	80.51%
Net Ordinary Income	1,421,721.97	1,457,300.00	-35,578.03	97.56%
Net Income	<u>1,421,721.97</u>	<u>1,457,300.00</u>	<u>-35,578.03</u>	<u>97.56%</u>

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

Events

	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4000 · USOC				
4045 · Matching Challenge Grant	1,500.00			
4047 · Media Agreement	7,000.00			
Total 4000 · USOC	8,500.00			
4200 · Marketing				
4210 · Sales				
4211 · Non Taxable Out of State	150.00			
4213 · Third Party Merchandise Sales	116.34			
4214 · Comm on Licensed Merch Sales	83.08			
Total 4210 · Sales	349.42			
4230 · Sales-Cost of Goods	-768.50			
Total 4200 · Marketing	-419.08			
4300 · Sponsorship/Contributions				
4355 · Event Sponsorship	224,250.00	120,000.00	104,250.00	186.88%
Total 4300 · Sponsorship/Contributions	224,250.00	120,000.00	104,250.00	186.88%
4600 · Event Revenue				
4610 · Bid Fees	0.00	47,500.00	-47,500.00	0.0%
4620 · Ticket Sales	116,510.00	61,000.00	55,510.00	191.0%
4630 · Individual Entry Fees	606,168.00	573,750.00	32,418.00	105.65%
4631 · Team Entry Fees	4,715.00	3,080.00	1,635.00	153.08%
4645 · Vendor Exhibit & Hotel Rebate	58,100.81	110,000.00	-51,899.19	52.82%
Total 4600 · Event Revenue	785,493.81	795,330.00	-9,836.19	98.76%
4900 · Non-Cash Revenues				
4910 · VIK Donations	0.00	70,000.00	-70,000.00	0.0%
Total 4900 · Non-Cash Revenues	0.00	70,000.00	-70,000.00	0.0%
Total Income	1,017,824.73	985,330.00	32,494.73	103.3%
Gross Profit	1,017,824.73	985,330.00	32,494.73	103.3%
Expense				
5001 · Advertising & Promotion	23,894.22	52,000.00	-28,105.78	45.95%
5004 · Airfare and Accommodations				
5005 · Airfare	49,090.04	60,000.00	-10,909.96	81.82%

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

Events	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
5006 · Ground Transportation	15,606.27	4,200.00	11,406.27	371.58%
5007 · Meal per diems & reimb only	82,069.83	30,400.00	51,669.83	269.97%
5008 · Lodging & Meals	123,420.81	102,750.00	20,670.81	120.12%
5004 · Airfare and Accommodations - Other	1,576.33			
Total 5004 · Airfare and Accommodations	271,763.28	197,350.00	74,413.28	137.71%
5009 · Apparel & Outfitting	3,693.29	1,000.00	2,693.29	369.33%
5011 · High Performance Assistance	4,049.95			
5016 · Contract Services/Casual Labor	166,805.17	150,000.00	16,805.17	111.2%
5028 · Dues, Fees & Subscriptions	54,774.45	5,000.00	49,774.45	1,095.49%
5031 · Education	1,250.00			
5034 · Gifts & Awards	25,879.09	25,500.00	379.09	101.49%
5040 · Insurance	2,007.50			
5043 · Internet / Transaction Fees	0.00	18,350.00	-18,350.00	0.0%
5049 · Legal & Professional fees	4,407.30	33,500.00	-29,092.70	13.16%
5050 · Media Services	153,507.88	50,000.00	103,507.88	307.02%
5058 · Postage & Shipping	27,262.78	42,000.00	-14,737.22	64.91%
5061 · Printing & Publications	4,254.62	7,500.00	-3,245.38	56.73%
5062 · Rebates	80,000.00	40,000.00	40,000.00	200.0%
5067 · Rent	109,771.73	130,000.00	-20,228.27	84.44%
5073 · Supplies & Materials	48,388.11	34,650.00	13,738.11	139.65%
5076 · Telephone	2,770.35	5,000.00	-2,229.65	55.41%
5080 · Event Emergency Fund	0.00	20,000.00	-20,000.00	0.0%
5095 · VIK	0.00	70,000.00	-70,000.00	0.0%
5999 · Other Expense	1,300.00			
Total Expense	985,779.72	881,850.00	103,929.72	111.79%
Net Ordinary Income	32,045.01	103,480.00	-71,434.99	30.97%
Net Income	32,045.01	103,480.00	-71,434.99	30.97%

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

Governance	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4000 · USOC				
4035 · International Relations	0.00	10,000.00	-10,000.00	0.0%
Total 4000 · 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 · Airfare and Accommodations				
5005 · Airfare	2,982.90	10,000.00	-7,017.10	29.83%
5006 · Ground Transportation	33.58	2,000.00	-1,966.42	1.68%
5007 · Meal per diems & reimb only	297.76	1,000.00	-702.24	29.78%
5008 · Lodging & Meals	2,622.72	2,000.00	622.72	131.14%
Total 5004 · Airfare and Accommodations	<u>5,936.96</u>	<u>15,000.00</u>	<u>-9,063.04</u>	<u>39.58%</u>
5016 · Contract Services/Casual Labor	9,440.00			
5028 · Dues, Fees & Subscriptions	0.00	500.00	-500.00	0.0%
5034 · Gifts & Awards	3,518.50	2,000.00	1,518.50	175.93%
5049 · Legal & Professional fees	5,039.63			
5058 · Postage & Shipping	0.00	500.00	-500.00	0.0%
5073 · Supplies & Materials	16.47	100.00	-83.53	16.47%
Total Expense	<u>23,951.56</u>	<u>18,100.00</u>	<u>5,851.56</u>	<u>132.33%</u>
Net Ordinary Income	<u>-23,951.56</u>	<u>-8,100.00</u>	<u>-15,851.56</u>	<u>295.7%</u>
Net Income	<u>-23,951.56</u>	<u>-8,100.00</u>	<u>-15,851.56</u>	<u>295.7%</u>

USA Weightlifting
Budget vs. Actual - Organizational Development
 January through September 2019

Organizational Development

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Expense				
5004 · Airfare and Accommodations				
5005 · Airfare	0.00	3,500.00	-3,500.00	0.0%
5006 · Ground Transportation	0.00	50.00	-50.00	0.0%
5007 · Meal per diems & reimb only	0.00	50.00	-50.00	0.0%
5008 · Lodging & Meals	0.00	1,500.00	-1,500.00	0.0%
Total 5004 · Airfare and Accommodations	<u>0.00</u>	<u>5,100.00</u>	<u>-5,100.00</u>	<u>0.0%</u>
5028 · Dues, Fees & Subscriptions	0.00	500.00	-500.00	0.0%
5049 · Legal & Professional fees	7,200.00			
5073 · Supplies & Materials	0.00	1,000.00	-1,000.00	0.0%
Total Expense	<u>7,200.00</u>	<u>6,600.00</u>	<u>600.00</u>	<u>109.09%</u>
Net Ordinary Income	<u>-7,200.00</u>	<u>-6,600.00</u>	<u>-600.00</u>	<u>109.09%</u>
Net Income	<u><u>-7,200.00</u></u>	<u><u>-6,600.00</u></u>	<u><u>-600.00</u></u>	<u><u>109.09%</u></u>

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

National Office

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4300 · Sponsorship/Contributions				
4325 · Misc Contributions	0.00	500.00	-500.00	0.0%
Total 4300 · Sponsorship/Contributions	0.00	500.00	-500.00	0.0%
4999 · 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 · Advertising & Promotion	1,183.50			
5004 · Airfare and Accommodations				
5005 · Airfare	5,834.81	15,000.00	-9,165.19	38.9%
5006 · Ground Transportation	2,539.19	1,000.00	1,539.19	253.92%
5007 · Meal per diems & reimb only	2,308.10	4,500.00	-2,191.90	51.29%
5008 · Lodging & Meals	2,793.24	6,000.00	-3,206.76	46.55%
Total 5004 · Airfare and Accommodations	13,475.34	26,500.00	-13,024.66	50.85%
5009 · Apparel & Outfitting	-1,570.80			
5016 · Contract Services/Casual Labor	18,249.77	5,000.00	13,249.77	365.0%
5017 · Contributions/Donations/Grants	543.29	3,000.00	-2,456.71	18.11%
5028 · Dues, Fees & Subscriptions	23,676.23	19,500.00	4,176.23	121.42%
5030 · Background Screening	388.50	200.00	188.50	194.25%
5034 · Gifts & Awards	702.24	2,000.00	-1,297.76	35.11%
5040 · Insurance	11,137.78	15,000.00	-3,862.22	74.25%
5043 · Internet / Transaction Fees	0.00	2,000.00	-2,000.00	0.0%
5046 · IT Support	12,096.00	17,500.00	-5,404.00	69.12%
5049 · Legal & Professional fees	65,190.60	80,000.00	-14,809.40	81.49%
5050 · Media Services	2,700.78			
5058 · Postage & Shipping	4,944.68	14,500.00	-9,555.32	34.1%
5061 · Printing & Publications	810.88	5,000.00	-4,189.12	16.22%
5067 · Rent	16,014.42	21,500.00	-5,485.58	74.49%
5070 · Small Equipment	239.98	2,000.00	-1,760.02	12.0%
5073 · Supplies & Materials	4,705.07	8,500.00	-3,794.93	55.35%
5076 · Telephone	2,668.21	6,000.00	-3,331.79	44.47%

USA Weightlifting

Budget vs. Actual - National Headquarters

January through September 2019

National Office

	<u>Jan - Sep 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5100 · Personnel expense				
5101 · Salaries and wages	507,281.59	845,000.00	-337,718.41	60.03%
5102 · Payroll taxes	40,373.35	66,500.00	-26,126.65	60.71%
5103 · Employee Benefits-Insurance	75,284.97	95,000.00	-19,715.03	79.25%
5104 · CONOEL Retirement Contribution	41,814.68	55,500.00	-13,685.32	75.34%
Total 5100 · Personnel expense	<u>664,754.59</u>	<u>1,062,000.00</u>	<u>-397,245.41</u>	<u>62.6%</u>
5999 · Other Expense	0.00	500.00	-500.00	0.0%
Total Expense	<u>841,911.06</u>	<u>1,290,700.00</u>	<u>-448,788.94</u>	<u>65.23%</u>
Net Ordinary Income	<u>-841,856.06</u>	<u>-1,283,700.00</u>	<u>441,843.94</u>	<u>65.58%</u>
Net Income	<u>-841,856.06</u>	<u>-1,283,700.00</u>	<u>441,843.94</u>	<u>65.58%</u>