

USA Weightlifting
Budget vs. Actual - Total
January through April 2020

Total

	2020 Annual	
	Jan - Apr 20	Budget
Ordinary Income/Expense		
Income		
4000 · USOC		
4025 · High Performance Support	71,910.00	
4047 · Media Agreement	85,000.00	
Total 4000 · USOC	156,910.00	313,000.00
4200 · Marketing		
4210 · Sales		
4211 · Non Taxable Out of State	4,021.98	14,000.00
Total 4210 · Sales	4,021.98	14,000.00
4230 · Sales-Cost of Goods	-4,124.86	-7,000.00
Total 4200 · Marketing	-102.88	7,000.00
4300 · Sponsorship/Contributions		
4310 · Donations / Contributions		
4311 · General Fund	7,234.71	
4312 · Masters Programs	1,010.61	
4315 · Youth Programs	1,522.29	
4318 · Diversity & Inclusion Programs	520.56	
4320 · Tokyo Strong Fund	387,917.66	
4321 · COVID-19 Relief Fund	3,819.68	
Total 4310 · Donations / Contributions	402,025.51	417,000.00
4355 · Event Sponsorship	629,450.00	300,000.00
4360 · Pyrros' Royalties from Rogue	3,220.00	
Total 4300 · Sponsorship/Contributions	1,034,695.51	717,000.00
4400 · Membership Fee Income		
4410 · Active Membership	492,218.21	2,064,690.00
4415 · Club Membership	42,788.53	180,000.00
4430 · Masters Rebate Program	4,335.00	21,722.00
4440 · Sanction Fees	8,600.00	48,000.00
4443 · Local Entry Fees	23,480.00	20,000.00
4455 · Coaches Liability Insurance	17,810.00	22,000.00
4460 · Background Screening	26,635.00	40,000.00

USA Weightlifting Budget vs. Actual - Total January through April 2020

Total

	2020 Annual	
	Jan - Apr 20	Budget
Total 4400 · Membership Fee Income	615,866.74	2,396,412.00
4490 · LWC Income	32,236.00	
4500 · Coaching Course Income		
4510 · Course Revenues	643,847.30	2,250,000.00
Total 4500 · Coaching Course Income	643,847.30	2,250,000.00
4600 · Event Revenue		
4620 · Ticket Sales	15,157.00	
4630 · Individual Entry Fees	246,244.13	
4631 · Team Entry Fees	1,430.00	
4645 · Vendor Exhibit & Hotel Rebate	2,890.00	
4650 · USAW Hosted International Event		
4653 · Rogue Weightlifting Challenge		
4654 · Rogue W/L Challenge Entry Fee	5,320.00	
4655 · RogueW/LChallengeAccommodations	700.00	
Total 4653 · Rogue Weightlifting Challenge	6,020.00	
Total 4650 · USAW Hosted International Event	6,020.00	
Total 4600 · Event Revenue	271,741.13	931,500.00
4800 · Marketing Income		
4830 · Self funded Athl & UnOff Delega	9,963.19	
4840 · Membership Camps		
4841 · Masters Camp	3,289.00	
4843 · Women's Camp	12,706.50	
Total 4840 · Membership Camps	15,995.50	
Total 4800 · Marketing Income	25,958.69	60,500.00
4999 · Other Income	2,365.31	30,000.00
Total Income	2,783,517.80	6,705,412.00
Gross Profit	2,783,517.80	6,705,412.00
Expense		
5001 · Advertising & Promotion	16,275.39	262,000.00
5004 · Airfare and Accommodations		
5005 · Airfare	27,227.97	
5006 · Ground Transportation	8,207.06	

USA Weightlifting
Budget vs. Actual - Total
January through April 2020

Total

	2020 Annual	
	Jan - Apr 20	Budget
5007 · Meal per diems & reimb only	16,521.36	
5008 · Lodging & Meals	104,973.79	
5004 · Airfare and Accommodations - Other	175,539.62	
Total 5004 · Airfare and Accommodations	332,469.80	1,825,600.00
5009 · Apparel & Outfitting	1,954.03	20,500.00
5010 · Athlete Incentives	190,250.00	750,000.00
5011 · High Performance Assistance	7,929.81	35,000.00
5013 - Bad Debt Expense		20,000.00
5016 · Contract Services/Casual Labor	272,097.32	815,500.00
5017 · Contributions/Donations/Grants	22,087.20	1,000.00
5028 · Dues, Fees & Subscriptions	131,327.74	307,500.00
5030 · Background Screening	22,278.50	39,337.00
5031 - Education		4,000.00
5034 · Gifts & Awards	4,493.26	46,700.00
5040 · Insurance	77,005.74	166,800.00
5043 · Internet / Transaction Fees	8,163.65	0.00
5046 · IT Support	2,304.00	15,500.00
5049 · Legal & Professional fees	114,653.01	195,000.00
5050 · Media Services	25,573.67	174,000.00
5058 · Postage & Shipping	14,792.57	70,500.00
5061 · Printing & Publications	2,144.68	10,000.00
5062 · Rebates		
5065 · Course Hosting	60,471.00	
5062 · Rebates - Other	95,387.00	
Total 5062 · Rebates	155,858.00	441,222.00
5067 · Rent	319,267.18	119,000.00
5070 · Small Equipment	3,191.46	2,000.00
5071 · Stripe Fees	39,716.87	170,000.00
5073 · Supplies & Materials	7,426.63	82,600.00
5076 · Telephone	5,090.81	14,500.00
5080 - Event Emergency Fund		100,000.00
5085 · Royalty Payments	75.00	

USA Weightlifting
Budget vs. Actual - Total
January through April 2020

Total	2020 Annual	
	Jan - Apr 20	Budget
5100 · Personnel expense		
5101 · Salaries and wages	257,446.01	825,000.00
5102 · Payroll taxes	20,178.90	66,000.00
5103 · Employee Benefits-Insurance	36,061.38	95,000.00
5104 · CONOEL Retirement Contribution	20,595.51	
Total 5100 · Personnel expense	334,281.80	986,000.00
Total Expense	2,110,708.12	6,674,259.00
Net Ordinary Income	672,809.68	31,153.00
Net Income	672,809.68	31,153.00

USA Weightlifting Budget vs. Actual - Athlete Development & Programs January through April 2020

Athlete Development & Programs

	Jan - Apr 20
Ordinary Income/Expense	
Income	
4000 · USOC	
4025 · High Performance Support	71,910.00
Total 4000 · USOC	71,910.00
4300 · Sponsorship/Contributions	
4310 · Donations / Contributions	
4311 · General Fund	7,234.71
4312 · Masters Programs	1,010.61
4315 · Youth Programs	1,522.29
4318 · Diversity & Inclusion Programs	520.56
4320 · Tokyo Strong Fund	387,917.66
Total 4310 · Donations / Contributions	398,205.83
4360 · Pyrros' Royalties from Rogue	3,220.00
Total 4300 · Sponsorship/Contributions	401,425.83
4600 · Event Revenue	
4620 · Ticket Sales	2,964.00
4630 · Individual Entry Fees	-2,288.87
4650 · USAW Hosted International Event	
4653 · Rogue Weightlifting Challenge	
4654 · Rogue W/L Challenge Entry Fee	5,320.00
4655 · RogueW/LChallengeAccommodations	700.00
Total 4653 · Rogue Weightlifting Challenge	6,020.00
Total 4650 · USAW Hosted International Event	6,020.00
Total 4600 · Event Revenue	6,695.13
4800 · Marketing Income	
4830 · Self funded Athl & UnOff Delega	8,568.19
Total 4800 · Marketing Income	8,568.19
Total Income	488,599.15
Gross Profit	488,599.15
Expense	
5001 · Advertising & Promotion	2,006.11
5004 · Airfare and Accommodations	

USA Weightlifting
Budget vs. Actual - Athlete Development & Programs
January through April 2020

Athlete Development & Programs

	<u>Jan - Apr 20</u>
5005 · Airfare	1,585.89
5006 · Ground Transportation	1,157.22
5007 · Meal per diems & reimb only	10,212.81
5008 · Lodging & Meals	87,746.83
5004 · Airfare and Accommodations - Other	<u>166,695.50</u>
Total 5004 · Airfare and Accommodations	267,398.25
5010 · Athlete Incentives	190,250.00
5011 · High Performance Assistance	7,839.86
5016 · Contract Services/Casual Labor	20,192.21
5017 · Contributions/Donations/Grants	2,087.20
5028 · Dues, Fees & Subscriptions	55,562.17
5040 · Insurance	734.50
5049 · Legal & Professional fees	64,837.86
5058 · Postage & Shipping	2,855.32
5067 · Rent	291,335.34
5070 · Small Equipment	397.02
5073 · Supplies & Materials	10.83
5076 · Telephone	<u>898.16</u>
Total Expense	<u>906,404.83</u>
Net Ordinary Income	<u>-417,805.68</u>
Net Income	<u><u>-417,805.68</u></u>

USA Weightlifting Budget vs. Actual - Coaching Education January through April 2020

Coaching Education	Jan - Apr 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4500 · Coaching Course Income				
4510 · Course Revenues	643,847.30			
Total 4500 · Coaching Course Income	643,847.30			
Total Income	643,847.30			
Gross Profit	643,847.30			
Expense				
5004 · Airfare and Accommodations				
5005 · Airfare	724.21			
5006 · Ground Transportation	134.66			
5007 · Meal per diems & reimb only	165.43			
5008 · Lodging & Meals	0.00			
Total 5004 · Airfare and Accommodations	1,024.30			
5016 · Contract Services/Casual Labor	116,091.26			
5017 · Contributions/Donations/Grants	17,100.00			
5028 · Dues, Fees & Subscriptions	730.75			
5058 · Postage & Shipping	644.04			
5061 · Printing & Publications	1,289.23			
5062 · Rebates				
5065 · Course Hosting	60,471.00			
Total 5062 · Rebates	60,471.00			
5076 · Telephone	448.54			
5085 · Royalty Payments	75.00			
5100 · Personnel expense				
5101 · Salaries and wages	7,588.34			
Total 5100 · Personnel expense	7,588.34			
Total Expense	205,462.46			
Net Ordinary Income	438,384.84			
Net Income	438,384.84	0.00	438,384.84	100.0%

USA Weightlifting
Budget vs. Actual - Membership Services
January through April 2020

Membership Services

Jan - Apr 20

Ordinary Income/Expense

Income

4000 · USOC	
4047 · Media Agreement	75,000.00
Total 4000 · USOC	75,000.00
4200 · Marketing	
4210 · Sales	
4211 · Non Taxable Out of State	3,961.98
Total 4210 · Sales	3,961.98
4230 · Sales-Cost of Goods	-4,124.86
Total 4200 · Marketing	-162.88
4300 · Sponsorship/Contributions	
4310 · Donations / Contributions	
4321 · COVID-19 Relief Fund	3,819.68
Total 4310 · Donations / Contributions	3,819.68
Total 4300 · Sponsorship/Contributions	3,819.68
4400 · Membership Fee Income	
4410 · Active Membership	492,218.21
4415 · Club Membership	42,788.53
4430 · Masters Rebate Program	4,335.00
4440 · Sanction Fees	8,600.00
4443 · Local Entry Fees	23,480.00
4455 · Coaches Liability Insurance	17,810.00
4460 · Background Screening	26,635.00
Total 4400 · Membership Fee Income	615,866.74
4490 · LWC Income	32,236.00
4800 · Marketing Income	
4840 · Membership Camps	
4841 · Masters Camp	3,289.00
4843 · Women's Camp	12,706.50
Total 4840 · Membership Camps	15,995.50
Total 4800 · Marketing Income	15,995.50

USA Weightlifting
Budget vs. Actual - Membership Services
January through April 2020

Membership Services	
	Jan - Apr 20
Total Income	742,755.04
Gross Profit	742,755.04
Expense	
5004 · Airfare and Accommodations	
5005 · Airfare	132.20
5006 · Ground Transportation	167.50
Total 5004 · Airfare and Accommodations	299.70
5016 · Contract Services/Casual Labor	17,274.85
5017 · Contributions/Donations/Grants	2,400.00
5028 · Dues, Fees & Subscriptions	35,089.61
5030 · Background Screening	21,840.00
5040 · Insurance	74,187.80
5043 · Internet / Transaction Fees	7,830.37
5049 · Legal & Professional fees	19,936.25
5050 · Media Services	2,400.00
5062 · Rebates	10,387.00
5073 · Supplies & Materials	240.62
5076 · Telephone	564.83
Total Expense	192,451.03
Net Ordinary Income	550,304.01
Net Income	550,304.01

USA Weightlifting
Budget vs. Actual - Events
January through April 2020

Events

Jan - Apr 20

Ordinary Income/Expense

Income

4000 · USOC

4047 · Media Agreement 10,000.00

Total 4000 · USOC 10,000.00

4200 · Marketing

4210 · Sales

4211 · Non Taxable Out of State 60.00

Total 4210 · Sales 60.00

Total 4200 · Marketing 60.00

4300 · Sponsorship/Contributions

4355 · Event Sponsorship 629,450.00

Total 4300 · Sponsorship/Contributions 629,450.00

4600 · Event Revenue

4620 · Ticket Sales 12,193.00

4630 · Individual Entry Fees 248,533.00

4631 · Team Entry Fees 1,430.00

4645 · Vendor Exhibit & Hotel Rebate 2,890.00

Total 4600 · Event Revenue 265,046.00

4800 · Marketing Income

4830 · Self funded Athl & UnOff Delega 1,395.00

Total 4800 · Marketing Income 1,395.00

Total Income 905,951.00

Gross Profit 905,951.00

Expense

5001 · Advertising & Promotion 4,473.10

5004 · Airfare and Accommodations

5005 · Airfare 8,580.68

5006 · Ground Transportation 2,368.04

5007 · Meal per diems & reimb only 2,175.12

5008 · Lodging & Meals 14,708.96

Total 5004 · Airfare and Accommodations 27,832.80

5009 · Apparel & Outfitting 1,954.03

USA Weightlifting
Budget vs. Actual - Events
January through April 2020

Events	<u>Jan - Apr 20</u>
5016 · Contract Services/Casual Labor	114,131.00
5028 · Dues, Fees & Subscriptions	35,756.48
5034 · Gifts & Awards	4,277.26
5043 · Internet / Transaction Fees	229.78
5050 · Media Services	22,478.67
5058 · Postage & Shipping	10,649.27
5061 · Printing & Publications	733.75
5062 · Rebates	85,000.00
5067 · Rent	20,814.32
5070 · Small Equipment	1,865.52
5073 · Supplies & Materials	3,374.10
5076 · Telephone	910.51
Total Expense	<u>334,480.59</u>
Net Ordinary Income	<u>571,470.41</u>
Net Income	<u><u>571,470.41</u></u>

USA Weightlifting
Budget vs. Actual - Governance
January through April 2020

Governance	
	<u>Jan - Apr 20</u>
Ordinary Income/Expense	
Expense	
5004 · Airfare and Accommodations	
5005 · Airfare	-25,355.93
Total 5004 · Airfare and Accommodations	<u>-25,355.93</u>
5017 · Contributions/Donations/Grants	500.00
5049 · Legal & Professional fees	9,665.50
Total Expense	<u>-15,190.43</u>
Net Ordinary Income	<u>15,190.43</u>
Net Income	<u><u>15,190.43</u></u>

USA Weightlifting
Budget vs. Actual - National Headquarters
January through April 2020

National Office

Jan - Apr 20

Ordinary Income/Expense

Income

4999 · Other Income 2,365.31

Total Income 2,365.31

Gross Profit 2,365.31

Expense

5001 · Advertising & Promotion 9,796.18

5004 · Airfare and Accommodations

5005 · Airfare 41,560.92

5006 · Ground Transportation 4,379.64

5007 · Meal per diems & reimb only 3,968.00

5008 · Lodging & Meals 2,518.00

5004 · Airfare and Accommodations - Other 8,844.12

Total 5004 · Airfare and Accommodations 61,270.68

5011 · High Performance Assistance 89.95

5016 · Contract Services/Casual Labor 4,408.00

5028 · Dues, Fees & Subscriptions 4,188.73

5030 · Background Screening 438.50

5034 · Gifts & Awards 216.00

5040 · Insurance 2,083.44

5043 · Internet / Transaction Fees 103.50

5046 · IT Support 2,304.00

5049 · Legal & Professional fees 20,213.40

5050 · Media Services 695.00

5058 · Postage & Shipping 643.94

5061 · Printing & Publications 121.70

5067 · Rent 7,117.52

5070 · Small Equipment 928.92

5071 · Stripe Fees 39,716.87

5073 · Supplies & Materials 3,801.08

5076 · Telephone 2,268.77

5100 · Personnel expense

5101 · Salaries and wages 249,857.67

USA Weightlifting
Budget vs. Actual - National Headquarters
January through April 2020

National Office	
	<u>Jan - Apr 20</u>
5102 · Payroll taxes	20,178.90
5103 · Employee Benefits-Insurance	36,061.38
5104 · CONOEL Retirement Contribution	<u>20,595.51</u>
Total 5100 · Personnel expense	<u>326,693.46</u>
Total Expense	<u>487,099.64</u>
Net Ordinary Income	<u>-484,734.33</u>
Net Income	<u><u>-484,734.33</u></u>