

## USA Weightlifting Budget vs. Actual - Total January through August 2020

Total

	Jan - Aug 20	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 · USOC</b>				
4025 · High Performance Support	107,865.00	143,000.00	-35,135.00	75.43%
4035 · International Relations	8,000.00	10,000.00	-2,000.00	80.0%
4047 · Media Agreement	160,000.00	150,000.00	10,000.00	106.67%
4050 · Olympic Team Trials	0.00	7,000.00	-7,000.00	0.0%
4070 · Media Insurance Reimbursement	0.00	3,000.00	-3,000.00	0.0%
<b>Total 4000 · USOC</b>	<b>275,865.00</b>	<b>313,000.00</b>	<b>-37,135.00</b>	<b>88.14%</b>
<b>4200 · Marketing</b>				
<b>4210 · Sales</b>				
4211 · Non Taxable Out of State	13,164.46	14,000.00	-835.54	94.03%
4214 · Comm on Licensed Merch Sales	504.00			
<b>Total 4210 · Sales</b>	<b>13,668.46</b>	<b>14,000.00</b>	<b>-331.54</b>	<b>97.63%</b>
4230 · Sales-Cost of Goods	-5,557.08	-7,000.00	1,442.92	79.39%
<b>Total 4200 · Marketing</b>	<b>8,111.38</b>	<b>7,000.00</b>	<b>1,111.38</b>	<b>115.88%</b>
<b>4300 · Sponsorship/Contributions</b>				
<b>4310 · Donations / Contributions</b>				
4311 · General Fund	13,120.90			
4312 · Masters Programs	2,002.11			
4314 · Juniors Programs	25.00			
4315 · Youth Programs	2,537.90			
4316 · Foundation	20.00			
4318 · Diversity & Inclusion Programs	10,463.24			
4320 · Tokyo Strong Fund	0.00			
4321 · COVID-19 Relief Fund	15,199.08			
4310 · Donations / Contributions - Other	0.00	12,000.00	-12,000.00	0.0%
<b>Total 4310 · Donations / Contributions</b>	<b>43,368.23</b>	<b>12,000.00</b>	<b>31,368.23</b>	<b>361.4%</b>
4355 · Event Sponsorship	476,453.00	700,000.00	-223,547.00	68.07%
4360 · Pyrros' Royalties from Rogue	7,300.00	5,000.00	2,300.00	146.0%
<b>Total 4300 · Sponsorship/Contributions</b>	<b>527,121.23</b>	<b>717,000.00</b>	<b>-189,878.77</b>	<b>73.52%</b>
<b>4400 · Membership Fee Income</b>				
4410 · Active Membership	998,176.16	1,800,000.00	-801,823.84	55.45%

**USA Weightlifting**  
**Budget vs. Actual - Total**  
January through August 2020

Total

	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
4415 · Club Membership	102,713.67	180,000.00	-77,286.33	57.06%
4420 · Coaching Recertification	0.00	264,690.00	-264,690.00	0.0%
4430 · Masters Rebate Program	7,370.00	21,722.00	-14,352.00	33.93%
4435 · MHF - Manual Handling Fee	10.00			
4440 · Sanction Fees	12,100.00	48,000.00	-35,900.00	25.21%
4443 · Local Entry Fees	26,139.00	20,000.00	6,139.00	130.7%
4455 · Coaches Liability Insurance	24,470.00	22,000.00	2,470.00	111.23%
4460 · Background Screening	52,730.00	40,000.00	12,730.00	131.83%
<b>Total 4400 · Membership Fee Income</b>	<b>1,223,708.83</b>	<b>2,396,412.00</b>	<b>-1,172,703.17</b>	<b>51.06%</b>
4490 · LWC Income	63,527.00			
4500 · Coaching Course Income				
4510 · Course Revenues	1,133,192.37	2,250,000.00	-1,116,807.63	50.36%
<b>Total 4500 · Coaching Course Income</b>	<b>1,133,192.37</b>	<b>2,250,000.00</b>	<b>-1,116,807.63</b>	<b>50.36%</b>
4600 · Event Revenue				
4620 · Ticket Sales	12,193.00	133,500.00	-121,307.00	9.13%
4630 · Individual Entry Fees	254,239.13	710,000.00	-455,760.87	35.81%
4631 · Team Entry Fees	1,430.00	6,000.00	-4,570.00	23.83%
4645 · Vendor Exhibit & Hotel Rebate	3,005.00	70,000.00	-66,995.00	4.29%
4650 · USAW Hosted International Event				
4653 · Rogue Weightlifting Challenge				
4654 · Rogue W/L Challenge Entry Fee	5,320.00			
4655 · RogueW/LChallengeAccommodations	700.00			
<b>Total 4653 · Rogue Weightlifting Challenge</b>	<b>6,020.00</b>			
4650 · USAW Hosted International Event - Other	0.00	12,000.00	-12,000.00	0.0%
<b>Total 4650 · USAW Hosted International Event</b>	<b>6,020.00</b>	<b>12,000.00</b>	<b>-5,980.00</b>	<b>50.17%</b>
<b>Total 4600 · Event Revenue</b>	<b>276,887.13</b>	<b>931,500.00</b>	<b>-654,612.87</b>	<b>29.73%</b>
4800 · Marketing Income				
4830 · Self funded Athl & UnOff Delega	9,681.43	30,000.00	-20,318.57	32.27%
4840 · Membership Camps				
4841 · Masters Camp	8,073.00			
4843 · Women's Camp	2,296.00			
4840 · Membership Camps - Other	0.00	30,000.00	-30,000.00	0.0%
<b>Total 4840 · Membership Camps</b>	<b>10,369.00</b>	<b>30,000.00</b>	<b>-19,631.00</b>	<b>34.56%</b>

## USA Weightlifting Budget vs. Actual - Total January through August 2020

Total

	Jan - Aug 20	Budget	\$ Over Budget	% of Budget
Total 4800 · Marketing Income	20,050.43	60,000.00	-39,949.57	33.42%
4999 · Other Income	2,365.31	30,500.00	-28,134.69	7.76%
<b>Total Income</b>	<b>3,530,828.68</b>	<b>6,705,412.00</b>	<b>-3,174,583.32</b>	<b>52.66%</b>
<b>Gross Profit</b>	<b>3,530,828.68</b>	<b>6,705,412.00</b>	<b>-3,174,583.32</b>	<b>52.66%</b>
<b>Expense</b>				
5001 · Advertising & Promotion	25,701.84	262,000.00	-236,298.16	9.81%
5004 · Airfare and Accommodations				
5005 · Airfare	104,517.00	648,000.00	-543,483.00	16.13%
5006 · Ground Transportation	11,215.64	64,100.00	-52,884.36	17.5%
5007 · Meal per diems & reimb only	12,404.92	133,000.00	-120,595.08	9.33%
5008 · Lodging & Meals	87,753.29	980,500.00	-892,746.71	8.95%
<b>Total 5004 · Airfare and Accommodations</b>	<b>215,890.85</b>	<b>1,825,600.00</b>	<b>-1,609,709.15</b>	<b>11.83%</b>
5009 · Apparel & Outfitting	1,954.03	20,500.00	-18,545.97	9.53%
5010 · Athlete Incentives	339,750.00	750,000.00	-410,250.00	45.3%
5011 · High Performance Assistance	16,746.19	35,000.00	-18,253.81	47.85%
5013 · Bad Debt Expense	31,644.78	20,000.00	11,644.78	158.22%
5016 · Contract Services/Casual Labor	349,195.32	815,500.00	-466,304.68	42.82%
5017 · Contributions/Donations/Grants	95,978.66	1,000.00	94,978.66	9,597.87%
5028 · Dues, Fees & Subscriptions	193,504.71	307,500.00	-113,995.29	62.93%
5030 · Background Screening	48,968.45	39,337.00	9,631.45	124.48%
5031 · Education	1,500.00	2,000.00	-500.00	75.0%
5034 · Gifts & Awards	6,660.69	46,700.00	-40,039.31	14.26%
5040 · Insurance	106,771.08	166,800.00	-60,028.92	64.01%
5043 · Internet / Transaction Fees	8,222.97	170,000.00	-161,777.03	4.84%
5046 · IT Support	5,760.00	15,500.00	-9,740.00	37.16%
5049 · Legal & Professional fees	175,867.16	195,000.00	-19,132.84	90.19%
5050 · Media Services	27,969.77	174,000.00	-146,030.23	16.08%
5058 · Postage & Shipping	20,576.80	70,500.00	-49,923.20	29.19%
5061 · Printing & Publications	2,251.69	10,000.00	-7,748.31	22.52%
5062 · Rebates				
5063 · LWC Rebates	0.00	20,000.00	-20,000.00	0.0%
5064 · Masters Program	0.00	21,722.00	-21,722.00	0.0%
5065 · Course Hosting	82,751.00	319,500.00	-236,749.00	25.9%

## USA Weightlifting Budget vs. Actual - Total January through August 2020

Total	Jan - Aug 20	Budget	\$ Over Budget	% of Budget
5062 · Rebates - Other	97,517.55	80,000.00	17,517.55	121.9%
<b>Total 5062 · Rebates</b>	<b>180,268.55</b>	<b>441,222.00</b>	<b>-260,953.45</b>	<b>40.86%</b>
<b>5067 · Rent</b>	<b>38,080.32</b>	<b>119,000.00</b>	<b>-80,919.68</b>	<b>32.0%</b>
<b>5070 · Small Equipment</b>	<b>5,950.60</b>	<b>2,000.00</b>	<b>3,950.60</b>	<b>297.53%</b>
<b>5071 · Stripe Fees</b>	<b>72,100.62</b>			
<b>5073 · Supplies &amp; Materials</b>	<b>20,570.67</b>	<b>82,600.00</b>	<b>-62,029.33</b>	<b>24.9%</b>
<b>5076 · Telephone</b>	<b>10,236.86</b>	<b>14,500.00</b>	<b>-4,263.14</b>	<b>70.6%</b>
<b>5080 · Event Emergency Fund</b>	<b>0.00</b>	<b>100,000.00</b>	<b>-100,000.00</b>	<b>0.0%</b>
<b>5085 · Royalty Payments</b>	<b>500.00</b>			
<b>5100 · Personnel expense</b>				
<b>5101 · Salaries and wages</b>	<b>541,041.41</b>	<b>825,000.00</b>	<b>-283,958.59</b>	<b>65.58%</b>
<b>5102 · Payroll taxes</b>	<b>41,120.11</b>	<b>66,000.00</b>	<b>-24,879.89</b>	<b>62.3%</b>
<b>5103 · Employee Benefits-Insurance</b>	<b>78,345.57</b>	<b>95,000.00</b>	<b>-16,654.43</b>	<b>82.47%</b>
<b>5104 · CONOEL Retirement Contribution</b>	<b>43,740.40</b>	<b>62,000.00</b>	<b>-18,259.60</b>	<b>70.55%</b>
<b>Total 5100 · Personnel expense</b>	<b>704,247.49</b>	<b>1,048,000.00</b>	<b>-343,752.51</b>	<b>67.2%</b>
<b>5999 · Other Expense</b>	<b>0.00</b>	<b>2,000.00</b>	<b>-2,000.00</b>	<b>0.0%</b>
<b>Total Expense</b>	<b>2,706,870.10</b>	<b>6,736,259.00</b>	<b>-4,029,388.90</b>	<b>40.18%</b>
<b>Net Ordinary Income</b>	<b>823,958.58</b>	<b>-30,847.00</b>	<b>854,805.58</b>	<b>-2,671.11%</b>
<b>Net Income</b>	<b>823,958.58</b>	<b>-30,847.00</b>	<b>854,805.58</b>	<b>-2,671.11%</b>

## USA Weightlifting Budget vs. Actual - Total January through August 2020

**Athlete Development & Programs**

	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 · USOC</b>				
4025 · High Performance Support	107,865.00	143,000.00	-35,135.00	75.43%
4035 · International Relations	0.00	10,000.00	-10,000.00	0.0%
<b>Total 4000 · USOC</b>	<u>107,865.00</u>	<u>153,000.00</u>	<u>-45,135.00</u>	<u>70.5%</u>
<b>4200 · Marketing</b>				
4230 · Sales-Cost of Goods	-147.76			
<b>Total 4200 · Marketing</b>	<u>-147.76</u>			
<b>4300 · Sponsorship/Contributions</b>				
<b>4310 · Donations / Contributions</b>				
4311 · General Fund	13,120.90			
4312 · Masters Programs	2,002.11			
4314 · Juniors Programs	25.00			
4315 · Youth Programs	2,537.90			
4316 · Foundation	20.00			
4318 · Diversity & Inclusion Programs	3,473.24			
4320 · Tokyo Strong Fund	0.00			
4310 · Donations / Contributions - Other	0.00	12,000.00	-12,000.00	0.0%
<b>Total 4310 · Donations / Contributions</b>	<u>21,179.15</u>	<u>12,000.00</u>	<u>9,179.15</u>	<u>176.49%</u>
4355 · Event Sponsorship	0.00	400,000.00	-400,000.00	0.0%
4360 · Pyrros' Royalties from Rogue	7,300.00	5,000.00	2,300.00	146.0%
<b>Total 4300 · Sponsorship/Contributions</b>	<u>28,479.15</u>	<u>417,000.00</u>	<u>-388,520.85</u>	<u>6.83%</u>
<b>4600 · Event Revenue</b>				
4620 · Ticket Sales	0.00	5,500.00	-5,500.00	0.0%
4630 · Individual Entry Fees	-1,244.87	60,000.00	-61,244.87	-2.08%
4645 · Vendor Exhibit & Hotel Rebate	0.00	10,000.00	-10,000.00	0.0%
<b>4650 · USAW Hosted International Event</b>				
<b>4653 · Rogue Weightlifting Challenge</b>				
4654 · Rogue W/L Challenge Entry Fee	5,320.00			
4655 · RogueW/LChallengeAccommodations	700.00			
<b>Total 4653 · Rogue Weightlifting Challenge</b>	<u>6,020.00</u>			
4650 · USAW Hosted International Event - Other	0.00	12,000.00	-12,000.00	0.0%

## USA Weightlifting Budget vs. Actual - Total January through August 2020

**Athlete Development & Programs**

	<b>Jan - Aug 20</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>
<b>Total 4650 · USAW Hosted International Event</b>	6,020.00	12,000.00	-5,980.00	50.17%
<b>Total 4600 · Event Revenue</b>	4,775.13	87,500.00	-82,724.87	5.46%
<b>4800 · Marketing Income</b>				
<b>4830 · Self funded Athl &amp; UnOff Delega</b>	8,506.43			
<b>Total 4800 · Marketing Income</b>	8,506.43			
<b>Total Income</b>	149,477.95	657,500.00	-508,022.05	22.73%
<b>Gross Profit</b>	149,477.95	657,500.00	-508,022.05	22.73%
<b>Expense</b>				
<b>5001 · Advertising &amp; Promotion</b>	2,006.11			
<b>5004 · Airfare and Accommodations</b>				
<b>5005 · Airfare</b>	108,182.32	570,000.00	-461,817.68	18.98%
<b>5006 · Ground Transportation</b>	4,357.98	45,000.00	-40,642.02	9.68%
<b>5007 · Meal per diems &amp; reimb only</b>	4,321.17	65,000.00	-60,678.83	6.65%
<b>5008 · Lodging &amp; Meals</b>	26,581.87	860,000.00	-833,418.13	3.09%
<b>Total 5004 · Airfare and Accommodations</b>	143,443.34	1,540,000.00	-1,396,556.66	9.32%
<b>5009 · Apparel &amp; Outfitting</b>	0.00	12,500.00	-12,500.00	0.0%
<b>5010 · Athlete Incentives</b>	339,750.00	750,000.00	-410,250.00	45.3%
<b>5011 · High Performance Assistance</b>	16,746.19	35,000.00	-18,253.81	47.85%
<b>5016 · Contract Services/Casual Labor</b>	33,416.21	75,000.00	-41,583.79	44.56%
<b>5017 · Contributions/Donations/Grants</b>	2,087.20			
<b>5028 · Dues, Fees &amp; Subscriptions</b>	21,011.13	185,000.00	-163,988.87	11.36%
<b>5030 · Background Screening</b>	0.00	1,500.00	-1,500.00	0.0%
<b>5034 · Gifts &amp; Awards</b>	0.00	9,700.00	-9,700.00	0.0%
<b>5040 · Insurance</b>	734.50	2,000.00	-1,265.50	36.73%
<b>5049 · Legal &amp; Professional fees</b>	107,262.93	45,000.00	62,262.93	238.36%
<b>5050 · Media Services</b>	0.00	25,000.00	-25,000.00	0.0%
<b>5058 · Postage &amp; Shipping</b>	4,942.59	38,000.00	-33,057.41	13.01%
<b>5067 · Rent</b>	7,085.34	5,000.00	2,085.34	141.71%
<b>5070 · Small Equipment</b>	2,623.94			
<b>5073 · Supplies &amp; Materials</b>	7,331.38	30,000.00	-22,668.62	24.44%
<b>5076 · Telephone</b>	1,781.73	2,500.00	-718.27	71.27%
<b>5100 · Personnel expense</b>				
<b>5101 · Salaries and wages</b>	86,033.20			

## USA Weightlifting Budget vs. Actual - Total January through August 2020

**Athlete Development & Programs**

	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5102 · Payroll taxes	5,594.53			
5103 · Employee Benefits-Insurance	8,982.52			
5104 · CONOEL Retirement Contribution	6,298.63			
<b>Total 5100 · Personnel expense</b>	<u>106,908.88</u>			
<b>Total Expense</b>	<u>797,131.47</u>	<u>2,756,200.00</u>	<u>-1,959,068.53</u>	<u>28.92%</u>
<b>Net Ordinary Income</b>	<u>-647,653.52</u>	<u>-2,098,700.00</u>	<u>1,451,046.48</u>	<u>30.86%</u>
<b>Net Income</b>	<u><u>-647,653.52</u></u>	<u><u>-2,098,700.00</u></u>	<u><u>1,451,046.48</u></u>	<u><u>30.86%</u></u>

## USA Weightlifting Budget vs. Actual - Total January through August 2020

Coaching Education

	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4300 · Sponsorship/Contributions				
4310 · Donations / Contributions				
4318 · Diversity & Inclusion Programs	6,990.00			
<b>Total 4310 · Donations / Contributions</b>	<u>6,990.00</u>			
<b>Total 4300 · Sponsorship/Contributions</b>	6,990.00			
4400 · Membership Fee Income				
4420 · Coaching Recertification	0.00	264,690.00	-264,690.00	0.0%
<b>Total 4400 · Membership Fee Income</b>	0.00	264,690.00	-264,690.00	0.0%
4500 · Coaching Course Income				
4510 · Course Revenues	1,133,192.37	2,250,000.00	-1,116,807.63	50.36%
<b>Total 4500 · Coaching Course Income</b>	<u>1,133,192.37</u>	<u>2,250,000.00</u>	<u>-1,116,807.63</u>	<u>50.36%</u>
<b>Total Income</b>	<u>1,140,182.37</u>	<u>2,514,690.00</u>	<u>-1,374,507.63</u>	<u>45.34%</u>
<b>Gross Profit</b>	1,140,182.37	2,514,690.00	-1,374,507.63	45.34%
<b>Expense</b>				
5001 · Advertising & Promotion	226.00	50,000.00	-49,774.00	0.45%
5004 · Airfare and Accommodations				
5005 · Airfare	3,326.68	17,000.00	-13,673.32	19.57%
5006 · Ground Transportation	214.39	2,000.00	-1,785.61	10.72%
5007 · Meal per diems & reimb only	683.79	2,000.00	-1,316.21	34.19%
5008 · Lodging & Meals	801.38	7,000.00	-6,198.62	11.45%
<b>Total 5004 · Airfare and Accommodations</b>	<u>5,026.24</u>	<u>28,000.00</u>	<u>-22,973.76</u>	<u>17.95%</u>
5009 · Apparel & Outfitting	0.00	4,000.00	-4,000.00	0.0%
5016 · Contract Services/Casual Labor	171,081.26	571,500.00	-400,418.74	29.94%
5017 · Contributions/Donations/Grants	32,199.99			
5028 · Dues, Fees & Subscriptions	2,770.24	4,000.00	-1,229.76	69.26%
5043 · Internet / Transaction Fees	0.00	20,000.00	-20,000.00	0.0%
5050 · Media Services	49.95	10,000.00	-9,950.05	0.5%
5058 · Postage & Shipping	644.04	2,000.00	-1,355.96	32.2%
5061 · Printing & Publications	1,289.23	1,000.00	289.23	128.92%
5062 · Rebates				
5065 · Course Hosting	82,751.00	319,500.00	-236,749.00	25.9%



## USA Weightlifting Budget vs. Actual - Total January through August 2020

Coaching Education

	Jan - Aug 20	Budget	\$ Over Budget	% of Budget
5062 · Rebates - Other	2,130.55			
<b>Total 5062 · Rebates</b>	84,881.55	319,500.00	-234,618.45	26.57%
5071 · Stripe Fees	213.02			
5073 · Supplies & Materials	117.54	3,000.00	-2,882.46	3.92%
5076 · Telephone	843.87	2,000.00	-1,156.13	42.19%
5085 · Royalty Payments	500.00			
5100 · Personnel expense				
5101 · Salaries and wages	7,710.20			
<b>Total 5100 · Personnel expense</b>	7,710.20			
<b>Total Expense</b>	307,553.13	1,015,000.00	-707,446.87	30.3%
<b>Net Ordinary Income</b>	832,629.24	1,499,690.00	-667,060.76	55.52%
<b>Net Income</b>	<b>832,629.24</b>	<b>1,499,690.00</b>	<b>-667,060.76</b>	<b>55.52%</b>

## USA Weightlifting Budget vs. Actual - Total January through August 2020

**Membership Services**

**Ordinary Income/Expense**

**Income**

**4000 · USOC**

4047 · Media Agreement

	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
4047 · Media Agreement	150,000.00	150,000.00	0.00	100.0%
4070 · Media Insurance Reimbursement	0.00	3,000.00	-3,000.00	0.0%
<b>Total 4000 · USOC</b>	<u>150,000.00</u>	<u>153,000.00</u>	<u>-3,000.00</u>	<u>98.04%</u>

4070 · Media Insurance Reimbursement

**Total 4000 · USOC**

**4200 · Marketing**

**4210 · Sales**

4211 · Non Taxable Out of State

4211 · Non Taxable Out of State	13,104.46	14,000.00	-895.54	93.6%
4214 · Comm on Licensed Merch Sales	504.00			
<b>Total 4210 · Sales</b>	<u>13,608.46</u>	<u>14,000.00</u>	<u>-391.54</u>	<u>97.2%</u>

4214 · Comm on Licensed Merch Sales

**Total 4210 · Sales**

4230 · Sales-Cost of Goods

4230 · Sales-Cost of Goods	-5,409.32	-7,000.00	1,590.68	77.28%
<b>Total 4200 · Marketing</b>	<u>8,199.14</u>	<u>7,000.00</u>	<u>1,199.14</u>	<u>117.13%</u>

**Total 4200 · Marketing**

**4300 · Sponsorship/Contributions**

**4310 · Donations / Contributions**

4321 · COVID-19 Relief Fund

4321 · COVID-19 Relief Fund	15,199.08			
<b>Total 4310 · Donations / Contributions</b>	<u>15,199.08</u>			

**Total 4310 · Donations / Contributions**

**Total 4300 · Sponsorship/Contributions**

**4400 · Membership Fee Income**

4410 · Active Membership

4410 · Active Membership	998,176.16	1,800,000.00	-801,823.84	55.45%
4415 · Club Membership	102,713.67	180,000.00	-77,286.33	57.06%
4430 · Masters Rebate Program	7,370.00	21,722.00	-14,352.00	33.93%
4435 · MHF - Manual Handling Fee	10.00			
4440 · Sanction Fees	12,100.00	48,000.00	-35,900.00	25.21%
4443 · Local Entry Fees	26,139.00	20,000.00	6,139.00	130.7%
4455 · Coaches Liability Insurance	24,470.00	22,000.00	2,470.00	111.23%
4460 · Background Screening	52,730.00	40,000.00	12,730.00	131.83%
<b>Total 4400 · Membership Fee Income</b>	<u>1,223,708.83</u>	<u>2,131,722.00</u>	<u>-908,013.17</u>	<u>57.41%</u>

4415 · Club Membership

4430 · Masters Rebate Program

4435 · MHF - Manual Handling Fee

4440 · Sanction Fees

4443 · Local Entry Fees

4455 · Coaches Liability Insurance

4460 · Background Screening

**Total 4400 · Membership Fee Income**

**4490 · LWC Income**

4490 · LWC Income	63,527.00			
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**4800 · Marketing Income**

**4840 · Membership Camps**

4841 · Masters Camp

4841 · Masters Camp	8,073.00			
4843 · Women's Camp	2,296.00			

4843 · Women's Camp

## USA Weightlifting Budget vs. Actual - Total January through August 2020

**Membership Services**

	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
4840 · Membership Camps - Other	0.00	30,000.00	-30,000.00	0.0%
<b>Total 4840 · Membership Camps</b>	<b>10,369.00</b>	<b>30,000.00</b>	<b>-19,631.00</b>	<b>34.56%</b>
<b>Total 4800 · Marketing Income</b>	<b>10,369.00</b>	<b>30,000.00</b>	<b>-19,631.00</b>	<b>34.56%</b>
4999 · Other Income	0.00	30,000.00	-30,000.00	0.0%
<b>Total Income</b>	<b>1,471,003.05</b>	<b>2,351,722.00</b>	<b>-880,718.95</b>	<b>62.55%</b>
<b>Gross Profit</b>	<b>1,471,003.05</b>	<b>2,351,722.00</b>	<b>-880,718.95</b>	<b>62.55%</b>
<b>Expense</b>				
5001 · Advertising & Promotion	18,996.63	200,000.00	-181,003.37	9.5%
5004 · Airfare and Accommodations				
5005 · Airfare	132.20	10,000.00	-9,867.80	1.32%
5006 · Ground Transportation	876.69	2,000.00	-1,123.31	43.84%
5007 · Meal per diems & reimb only	138.04	2,000.00	-1,861.96	6.9%
<b>Total 5004 · Airfare and Accommodations</b>	<b>1,146.93</b>	<b>14,000.00</b>	<b>-12,853.07</b>	<b>8.19%</b>
5009 · Apparel & Outfitting	0.00	1,000.00	-1,000.00	0.0%
5016 · Contract Services/Casual Labor	25,654.85	15,000.00	10,654.85	171.03%
5017 · Contributions/Donations/Grants	61,104.00			
5028 · Dues, Fees & Subscriptions	109,617.88	40,000.00	69,617.88	274.05%
5030 · Background Screening	48,180.00	37,337.00	10,843.00	129.04%
5031 · Education	1,500.00			
5034 · Gifts & Awards	1,002.33	1,000.00	2.33	100.23%
5040 · Insurance	103,242.12	145,000.00	-41,757.88	71.2%
5043 · Internet / Transaction Fees	7,993.19	150,000.00	-142,006.81	5.33%
5049 · Legal & Professional fees	21,350.00	45,000.00	-23,650.00	47.44%
5050 · Media Services	5,441.15	25,000.00	-19,558.85	21.77%
5058 · Postage & Shipping	48.66	4,000.00	-3,951.34	1.22%
5061 · Printing & Publications	48.11	3,000.00	-2,951.89	1.6%
5062 · Rebates				
5063 · LWC Rebates	0.00	20,000.00	-20,000.00	0.0%
5064 · Masters Program	0.00	21,722.00	-21,722.00	0.0%
5062 · Rebates - Other	10,387.00			
<b>Total 5062 · Rebates</b>	<b>10,387.00</b>	<b>41,722.00</b>	<b>-31,335.00</b>	<b>24.9%</b>
5067 · Rent	0.00	2,500.00	-2,500.00	0.0%
5070 · Small Equipment	0.00	1,500.00	-1,500.00	0.0%

## USA Weightlifting Budget vs. Actual - Total January through August 2020

Membership Services

	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5073 - Supplies & Materials	1,384.05	3,000.00	-1,615.95	46.14%
5076 - Telephone	1,441.93	2,000.00	-558.07	72.1%
<b>Total Expense</b>	<u>418,538.83</u>	<u>731,059.00</u>	<u>-312,520.17</u>	<u>57.25%</u>
<b>Net Ordinary Income</b>	<u>1,052,464.22</u>	<u>1,620,663.00</u>	<u>-568,198.78</u>	<u>64.94%</u>
<b>Net Income</b>	<u><b>1,052,464.22</b></u>	<u><b>1,620,663.00</b></u>	<u><b>-568,198.78</b></u>	<u><b>64.94%</b></u>

## USA Weightlifting Budget vs. Actual - Total January through August 2020

Events

	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 · USOC</b>				
4047 · Media Agreement	10,000.00			
4050 · Olympic Team Trials	0.00	7,000.00	-7,000.00	0.0%
<b>Total 4000 · USOC</b>	<b>10,000.00</b>	<b>7,000.00</b>	<b>3,000.00</b>	<b>142.86%</b>
<b>4200 · Marketing</b>				
<b>4210 · Sales</b>				
4211 · Non Taxable Out of State	60.00			
<b>Total 4210 · Sales</b>	<b>60.00</b>			
<b>Total 4200 · Marketing</b>	<b>60.00</b>			
<b>4300 · Sponsorship/Contributions</b>				
4355 · Event Sponsorship	476,453.00	300,000.00	176,453.00	158.82%
<b>Total 4300 · Sponsorship/Contributions</b>	<b>476,453.00</b>	<b>300,000.00</b>	<b>176,453.00</b>	<b>158.82%</b>
<b>4600 · Event Revenue</b>				
4620 · Ticket Sales	12,193.00	128,000.00	-115,807.00	9.53%
4630 · Individual Entry Fees	255,484.00	650,000.00	-394,516.00	39.31%
4631 · Team Entry Fees	1,430.00	6,000.00	-4,570.00	23.83%
4645 · Vendor Exhibit & Hotel Rebate	3,005.00	60,000.00	-56,995.00	5.01%
<b>Total 4600 · Event Revenue</b>	<b>272,112.00</b>	<b>844,000.00</b>	<b>-571,888.00</b>	<b>32.24%</b>
<b>4800 · Marketing Income</b>				
4830 · Self funded Athl & UnOff Delega	1,175.00	30,000.00	-28,825.00	3.92%
<b>Total 4800 · Marketing Income</b>	<b>1,175.00</b>	<b>30,000.00</b>	<b>-28,825.00</b>	<b>3.92%</b>
4999 · Other Income	0.00	500.00	-500.00	0.0%
<b>Total Income</b>	<b>759,800.00</b>	<b>1,181,500.00</b>	<b>-421,700.00</b>	<b>64.31%</b>
<b>Gross Profit</b>	<b>759,800.00</b>	<b>1,181,500.00</b>	<b>-421,700.00</b>	<b>64.31%</b>
<b>Expense</b>				
5001 · Advertising & Promotion	4,473.10	10,000.00	-5,526.90	44.73%
<b>5004 · Airfare and Accommodations</b>				
5005 · Airfare	11,619.07	37,500.00	-25,880.93	30.98%
5006 · Ground Transportation	3,617.80	11,500.00	-7,882.20	31.46%
5007 · Meal per diems & reimb only	6,114.35	61,000.00	-54,885.65	10.02%
5008 · Lodging & Meals	46,517.89	105,000.00	-58,482.11	44.3%

## USA Weightlifting Budget vs. Actual - Total January through August 2020

Events

	Jan - Aug 20	Budget	\$ Over Budget	% of Budget
Total 5004 · Airfare and Accommodations	67,869.11	215,000.00	-147,130.89	31.57%
5009 · Apparel & Outfitting	1,954.03	3,000.00	-1,045.97	65.13%
5016 · Contract Services/Casual Labor	109,665.00	130,000.00	-20,335.00	84.36%
5028 · Dues, Fees & Subscriptions	46,170.28	45,000.00	1,170.28	102.6%
5031 · Education	0.00	2,000.00	-2,000.00	0.0%
5034 · Gifts & Awards	5,567.36	30,000.00	-24,432.64	18.56%
5040 · Insurance	0.00	3,300.00	-3,300.00	0.0%
5043 · Internet / Transaction Fees	229.78			
5049 · Legal & Professional fees	6,070.29			
5050 · Media Services	22,478.67	110,000.00	-87,521.33	20.44%
5058 · Postage & Shipping	11,078.97	20,000.00	-8,921.03	55.4%
5061 · Printing & Publications	733.75	5,000.00	-4,266.25	14.68%
5062 · Rebates	85,000.00	80,000.00	5,000.00	106.25%
5067 · Rent	16,759.94	90,000.00	-73,240.06	18.62%
5070 · Small Equipment	1,865.52			
5073 · Supplies & Materials	4,183.50	40,000.00	-35,816.50	10.46%
5076 · Telephone	1,413.80	4,000.00	-2,586.20	35.35%
5999 · Other Expense	0.00	2,000.00	-2,000.00	0.0%
<b>Total Expense</b>	<b>385,513.10</b>	<b>789,300.00</b>	<b>-403,786.90</b>	<b>48.84%</b>
<b>Net Ordinary Income</b>	<b>374,286.90</b>	<b>392,200.00</b>	<b>-17,913.10</b>	<b>95.43%</b>
<b>Net Income</b>	<b>374,286.90</b>	<b>392,200.00</b>	<b>-17,913.10</b>	<b>95.43%</b>

## USA Weightlifting Budget vs. Actual - Total January through August 2020

Governance	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4000 · USOC				
4035 · International Relations	8,000.00			
<b>Total 4000 · USOC</b>	<u>8,000.00</u>			
<b>Total Income</b>	<u>8,000.00</u>			
<b>Gross Profit</b>	8,000.00			
<b>Expense</b>				
5004 · Airfare and Accommodations				
5005 · Airfare	-24,912.97	5,000.00	-29,912.97	-498.26%
5006 · Ground Transportation	967.00	100.00	867.00	967.0%
5007 · Meal per diems & reimb only	25.29	500.00	-474.71	5.06%
5008 · Lodging & Meals	1,704.74	5,000.00	-3,295.26	34.1%
<b>Total 5004 · Airfare and Accommodations</b>	<u>-22,215.94</u>	<u>10,600.00</u>	<u>-32,815.94</u>	<u>-209.58%</u>
5017 · Contributions/Donations/Grants	500.00			
5034 · Gifts & Awards	0.00	5,000.00	-5,000.00	0.0%
5049 · Legal & Professional fees	13,030.24	10,000.00	3,030.24	130.3%
5073 · Supplies & Materials	0.00	100.00	-100.00	0.0%
<b>Total Expense</b>	<u>-8,685.70</u>	<u>25,700.00</u>	<u>-34,385.70</u>	<u>-33.8%</u>
<b>Net Ordinary Income</b>	<u>16,685.70</u>	<u>-25,700.00</u>	<u>42,385.70</u>	<u>-64.93%</u>
<b>Net Income</b>	<u><u>16,685.70</u></u>	<u><u>-25,700.00</u></u>	<u><u>42,385.70</u></u>	<u><u>-64.93%</u></u>

## USA Weightlifting Budget vs. Actual - Total January through August 2020

National Office

	Jan - Aug 20	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4999 · Other Income	2,365.31			
<b>Total Income</b>	<b>2,365.31</b>			
<b>Gross Profit</b>	<b>2,365.31</b>			
<b>Expense</b>				
5001 · Advertising & Promotion	0.00	2,000.00	-2,000.00	0.0%
5004 · Airfare and Accommodations				
5005 · Airfare	6,169.70	8,500.00	-2,330.30	72.59%
5006 · Ground Transportation	1,181.78	3,500.00	-2,318.22	33.77%
5007 · Meal per diems & reimb only	1,122.28	2,500.00	-1,377.72	44.89%
5008 · Lodging & Meals	12,147.41	3,500.00	8,647.41	347.07%
<b>Total 5004 · Airfare and Accommodations</b>	<b>20,621.17</b>	<b>18,000.00</b>	<b>2,621.17</b>	<b>114.56%</b>
5013 · Bad Debt Expense	31,644.78	20,000.00	11,644.78	158.22%
5016 · Contract Services/Casual Labor	9,378.00	24,000.00	-14,622.00	39.08%
5017 · Contributions/Donations/Grants	87.47	1,000.00	-912.53	8.75%
5028 · Dues, Fees & Subscriptions	13,935.18	33,500.00	-19,564.82	41.6%
5030 · Background Screening	788.45	500.00	288.45	157.69%
5034 · Gifts & Awards	91.00	1,000.00	-909.00	9.1%
5040 · Insurance	2,794.46	16,500.00	-13,705.54	16.94%
5046 · IT Support	5,760.00	15,500.00	-9,740.00	37.16%
5049 · Legal & Professional fees	28,153.70	95,000.00	-66,846.30	29.64%
5050 · Media Services	0.00	4,000.00	-4,000.00	0.0%
5058 · Postage & Shipping	3,862.54	6,500.00	-2,637.46	59.42%
5061 · Printing & Publications	180.60	1,000.00	-819.40	18.06%
5067 · Rent	14,235.04	21,500.00	-7,264.96	66.21%
5070 · Small Equipment	1,461.14	500.00	961.14	292.23%
5071 · Stripe Fees	71,887.60			
5073 · Supplies & Materials	7,554.20	6,500.00	1,054.20	116.22%
5076 · Telephone	4,755.53	4,000.00	755.53	118.89%
5080 · Event Emergency Fund	0.00	100,000.00	-100,000.00	0.0%
5100 · Personnel expense				
5101 · Salaries and wages	447,298.01	825,000.00	-377,701.99	54.22%



## USA Weightlifting Budget vs. Actual - Total January through August 2020

National Office

	<u>Jan - Aug 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
5102 · Payroll taxes	35,525.58	66,000.00	-30,474.42	53.83%
5103 · Employee Benefits-Insurance	69,363.05	95,000.00	-25,636.95	73.01%
5104 · CONOEL Retirement Contribution	37,441.77	62,000.00	-24,558.23	60.39%
Total 5100 · Personnel expense	<u>589,628.41</u>	<u>1,048,000.00</u>	<u>-458,371.59</u>	<u>56.26%</u>
Total Expense	<u>806,819.27</u>	<u>1,419,000.00</u>	<u>-612,180.73</u>	<u>56.86%</u>
Net Ordinary Income	<u>-804,453.96</u>	<u>-1,419,000.00</u>	<u>614,546.04</u>	<u>56.69%</u>
Net Income	<u><b>-804,453.96</b></u>	<u><b>-1,419,000.00</b></u>	<u><b>614,546.04</b></u>	<u><b>56.69%</b></u>