

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

Ordinary Income/Expense	Jan - Dec 20	Budget
Income		
4000 · USOC		
4025 · High Performance Support	143,820.00	143,000.00
4035 · International Relations	8,000.00	10,000.00
4047 · Media Agreement	160,000.00	150,000.00
4050 · Olympic Team Trials	0.00	7,000.00
4070 · Media Insurance Reimbursement	0.00	3,000.00
Total 4000 · USOC	311,820.00	313,000.00
4200 · Marketing		
4210 · Sales		
4211 · Non Taxable Out of State	18,049.44	14,000.00
4214 · Comm on Licensed Merch Sales	504.00	
Total 4210 · Sales	18,553.44	14,000.00
4230 · Sales-Cost of Goods	-10,476.02	-7,000.00
Total 4200 · Marketing	8,077.42	7,000.00
4300 · Sponsorship/Contributions		
4310 · Donations / Contributions		
4311 · General Fund	21,892.07	
4312 · Masters Programs	3,667.83	
4314 · Juniors Programs	125.00	
4315 · Youth Programs	4,357.69	
4316 · Foundation	295.00	
4318 · Diversity & Inclusion Programs	13,106.22	
4320 · Tokyo Strong Fund	0.00	
4321 · COVID-19 Relief Fund	77,639.35	
4310 · Donations / Contributions - Other	0.00	12,000.00
Total 4310 · Donations / Contributions	121,083.16	12,000.00
4355 · Event Sponsorship	408,075.00	700,000.00
4360 · Pyrros' Royalties from Rogue	9,800.00	5,000.00
Total 4300 · Sponsorship/Contributions	538,958.16	717,000.00
4400 · Membership Fee Income		
4410 · Active Membership	1,551,708.84	1,800,000.00
4415 · Club Membership	156,152.54	180,000.00
4420 · Coaching Recertification	0.00	264,690.00
4430 · Masters Rebate Program	11,230.00	21,722.00
4435 · MHF - Manual Handling Fee	10.00	
4440 · Sanction Fees	18,500.00	48,000.00
4443 · Local Entry Fees	27,030.15	20,000.00
4455 · Coaches Liability Insurance	29,540.00	22,000.00
4460 · Background Screening	73,520.00	40,000.00
Total 4400 · Membership Fee Income	1,867,691.53	2,396,412.00
4490 · LWC Income	98,572.00	
4500 · Coaching Course Income		
4510 · Course Revenues	1,500,865.88	2,250,000.00
Total 4500 · Coaching Course Income	1,500,865.88	2,250,000.00

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

	Jan - Dec 20	Budget
4600 · Event Revenue		
4620 · Ticket Sales	12,193.00	133,500.00
4630 · Individual Entry Fees	332,545.13	710,000.00
4631 · Team Entry Fees	3,465.00	6,000.00
4645 · Vendor Exhibit & Hotel Rebate	3,005.00	70,000.00
4650 · USAW Hosted International Event		
4653 · Rogue Weightlifting Challenge		
4654 · Rogue W/L Challenge Entry Fee	5,320.00	
4655 · Rogue W/L Challenge Accommodations	700.00	
Total 4653 · Rogue Weightlifting Challenge	6,020.00	
4650 · USAW Hosted International Event - Other	0.00	12,000.00
Total 4650 · USAW Hosted International Event	6,020.00	12,000.00
Total 4600 · Event Revenue	357,228.13	931,500.00
4800 · Marketing Income		
4830 · Self funded Athl & UnOff Delega	10,164.79	30,000.00
4840 · Membership Camps		
4841 · Masters Camp	8,073.00	
4843 · Women's Camp	3,793.00	
4840 · Membership Camps - Other	0.00	30,000.00
Total 4840 · Membership Camps	11,866.00	30,000.00
Total 4800 · Marketing Income	22,030.79	60,000.00
4999 · Other Income	214,865.31	30,500.00
Total Income	4,920,109.22	6,705,412.00
Gross Profit	4,920,109.22	6,705,412.00
Expense		
5001 · Advertising & Promotion	30,952.96	262,000.00
5004 · Airfare and Accommodations		
5005 · Airfare	109,684.35	648,000.00
5006 · Ground Transportation	12,844.69	64,100.00
5007 · Meal per diems & reimb only	15,876.63	133,000.00
5008 · Lodging & Meals	90,895.59	980,500.00
Total 5004 · Airfare and Accommodations	229,301.26	1,825,600.00
5009 · Apparel & Outfitting	2,562.92	20,500.00
5010 · Athlete Incentives	475,750.00	750,000.00
5011 · High Performance Assistance	34,872.35	35,000.00
5013 · Bad Debt Expense	35,797.47	20,000.00
5016 · Contract Services/Casual Labor	494,457.40	815,500.00
5017 · Contributions/Donations/Grants	95,978.66	1,000.00
5028 · Dues, Fees & Subscriptions	272,895.75	307,500.00
5030 · Background Screening	75,698.45	39,337.00
5031 · Education	1,548.71	2,000.00
5034 · Gifts & Awards	19,355.37	46,700.00
5040 · Insurance	141,525.36	166,800.00
5043 · Internet / Transaction Fees	8,222.97	170,000.00
5046 · IT Support	10,368.00	15,500.00
5049 · Legal & Professional fees	358,196.77	195,000.00

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

	Jan - Dec 20	Budget
5050 · Media Services	31,475.12	174,000.00
5058 · Postage & Shipping	26,276.18	70,500.00
5061 · Printing & Publications	4,699.36	10,000.00
5062 · Rebates		
5063 · LWC Rebates	0.00	20,000.00
5064 · Masters Program	0.00	21,722.00
5065 · Course Hosting	113,061.00	319,500.00
5062 · Rebates - Other	98,969.55	80,000.00
Total 5062 · Rebates	212,030.55	441,222.00
5067 · Rent	49,678.22	119,000.00
5070 · Small Equipment	11,729.84	2,000.00
5071 · Stripe Fees	108,525.21	
5073 · Supplies & Materials	30,217.96	82,600.00
5076 · Telephone	11,253.37	14,500.00
5080 · Event Emergency Fund	0.00	100,000.00
5085 · Royalty Payments	1,000.00	
5100 · Personnel expense		
5101 · Salaries and wages	929,388.93	825,000.00
5102 · Payroll taxes	66,329.22	66,000.00
5103 · Employee Benefits-Insurance	96,137.37	95,000.00
5104 · CONOEL Retirement Contribution	74,808.04	62,000.00
Total 5100 · Personnel expense	1,166,663.56	1,048,000.00
5999 · Other Expense	0.00	2,000.00
Total Expense	3,941,033.77	6,736,259.00
Net Ordinary Income	979,075.45	-30,847.00
Net Income	979,075.45	-30,847.00

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

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
Income		
4000 · USOC		
4025 · High Performance Support	820.00	100.57%
4035 · International Relations	-2,000.00	80.0%
4047 · Media Agreement	10,000.00	106.67%
4050 · Olympic Team Trials	-7,000.00	0.0%
4070 · Media Insurance Reimbursement	-3,000.00	0.0%
Total 4000 · USOC	-1,180.00	99.62%
4200 · Marketing		
4210 · Sales		
4211 · Non Taxable Out of State	4,049.44	128.93%
4214 · Comm on Licensed Merch Sales		
Total 4210 · Sales	4,553.44	132.53%
4230 · Sales-Cost of Goods	-3,476.02	149.66%
Total 4200 · Marketing	1,077.42	115.39%
4300 · Sponsorship/Contributions		
4310 · Donations / Contributions		
4311 · General Fund		
4312 · Masters Programs		
4314 · Juniors Programs		
4315 · Youth Programs		
4316 · Foundation		
4318 · Diversity & Inclusion Programs		
4320 · Tokyo Strong Fund		
4321 · COVID-19 Relief Fund		
4310 · Donations / Contributions - Other	-12,000.00	0.0%
Total 4310 · Donations / Contributions	109,083.16	1,009.03%
4355 · Event Sponsorship	-291,925.00	58.3%
4360 · Pyrros' Royalties from Rogue	4,800.00	196.0%
Total 4300 · Sponsorship/Contributions	-178,041.84	75.17%
4400 · Membership Fee Income		
4410 · Active Membership	-248,291.16	86.21%
4415 · Club Membership	-23,847.46	86.75%
4420 · Coaching Recertification	-264,690.00	0.0%
4430 · Masters Rebate Program	-10,492.00	51.7%
4435 · MHF - Manual Handling Fee		
4440 · Sanction Fees	-29,500.00	38.54%
4443 · Local Entry Fees	7,030.15	135.15%
4455 · Coaches Liability Insurance	7,540.00	134.27%
4460 · Background Screening	33,520.00	183.8%
Total 4400 · Membership Fee Income	-528,720.47	77.94%
4490 · LWC Income		
4500 · Coaching Course Income		
4510 · Course Revenues	-749,134.12	66.71%
Total 4500 · Coaching Course Income	-749,134.12	66.71%

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

	<u>\$ Over Budget</u>	<u>% of Budget</u>
4600 · Event Revenue		
4620 · Ticket Sales	-121,307.00	9.13%
4630 · Individual Entry Fees	-377,454.87	46.84%
4631 · Team Entry Fees	-2,535.00	57.75%
4645 · Vendor Exhibit & Hotel Rebate	-66,995.00	4.29%
4650 · USAW Hosted International Event		
4653 · Rogue Weightlifting Challenge		
4654 · Rogue W/L Challenge Entry Fee		
4655 · RogueW/LChallengeAccommodations		
Total 4653 · Rogue Weightlifting Challenge		
4650 · USAW Hosted International Event - Other	-12,000.00	0.0%
Total 4650 · USAW Hosted International Event	<u>-5,980.00</u>	<u>50.17%</u>
Total 4600 · Event Revenue	<u>-574,271.87</u>	<u>38.35%</u>
4800 · Marketing Income		
4830 · Self funded Athl & UnOff Delega	-19,835.21	33.88%
4840 · Membership Camps		
4841 · Masters Camp		
4843 · Women's Camp		
4840 · Membership Camps - Other	-30,000.00	0.0%
Total 4840 · Membership Camps	<u>-18,134.00</u>	<u>39.55%</u>
Total 4800 · Marketing Income	<u>-37,969.21</u>	<u>36.72%</u>
4999 · Other Income	<u>184,365.31</u>	<u>704.48%</u>
Total Income	<u>-1,785,302.78</u>	<u>73.38%</u>
Gross Profit	<u>-1,785,302.78</u>	<u>73.38%</u>
Expense		
5001 · Advertising & Promotion	-231,047.04	11.81%
5004 · Airfare and Accommodations		
5005 · Airfare	-538,315.65	16.93%
5006 · Ground Transportation	-51,255.31	20.04%
5007 · Meal per diems & reimb only	-117,123.37	11.94%
5008 · Lodging & Meals	-889,604.41	9.27%
Total 5004 · Airfare and Accommodations	<u>-1,596,298.74</u>	<u>12.56%</u>
5009 · Apparel & Outfitting	-17,937.08	12.5%
5010 · Athlete Incentives	-274,250.00	63.43%
5011 · High Performance Assistance	-127.65	99.64%
5013 · Bad Debt Expense	15,797.47	178.99%
5016 · Contract Services/Casual Labor	-321,042.60	60.63%
5017 · Contributions/Donations/Grants	94,978.66	9,597.87%
5028 · Dues, Fees & Subscriptions	-34,604.25	88.75%
5030 · Background Screening	36,361.45	192.44%
5031 · Education	-451.29	77.44%
5034 · Gifts & Awards	-27,344.63	41.45%
5040 · Insurance	-25,274.64	84.85%
5043 · Internet / Transaction Fees	-161,777.03	4.84%
5046 · IT Support	-5,132.00	66.89%
5049 · Legal & Professional fees	163,196.77	183.69%

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

	\$ Over Budget	% of Budget
5050 · Media Services	-142,524.88	18.09%
5058 · Postage & Shipping	-44,223.82	37.27%
5061 · Printing & Publications	-5,300.64	46.99%
5062 · Rebates		
5063 · LWC Rebates	-20,000.00	0.0%
5064 · Masters Program	-21,722.00	0.0%
5065 · Course Hosting	-206,439.00	35.39%
5062 · Rebates - Other	18,969.55	123.71%
Total 5062 · Rebates	-229,191.45	48.06%
5067 · Rent	-69,321.78	41.75%
5070 · Small Equipment	9,729.84	586.49%
5071 · Stripe Fees		
5073 · Supplies & Materials	-52,382.04	36.58%
5076 · Telephone	-3,246.63	77.61%
5080 · Event Emergency Fund	-100,000.00	0.0%
5085 · Royalty Payments		
5100 · Personnel expense		
5101 · Salaries and wages	104,388.93	112.65%
5102 · Payroll taxes	329.22	100.5%
5103 · Employee Benefits-Insurance	1,137.37	101.2%
5104 · CONOEL Retirement Contribution	12,808.04	120.66%
Total 5100 · Personnel expense	118,663.56	111.32%
5999 · Other Expense	-2,000.00	0.0%
Total Expense	-2,795,225.23	58.51%
Net Ordinary Income	1,009,922.45	-3,173.97%
Net Income	1,009,922.45	-3,173.97%

USA Weightlifting

Budget vs. Actual - Athlete Development & Programs

January through December 2020

	Jan - Dec 20	Budget
Ordinary Income/Expense		
Income		
4000 · USOC		
4025 · High Performance Support	143,820.00	143,000.00
4035 · International Relations	0.00	10,000.00
Total 4000 · USOC	143,820.00	153,000.00
4300 · Sponsorship/Contributions		
4310 · Donations / Contributions		
4311 · General Fund	21,892.07	
4312 · Masters Programs	3,667.83	
4314 · Juniors Programs	125.00	
4315 · Youth Programs	4,357.69	
4316 · Foundation	295.00	
4318 · Diversity & Inclusion Programs	5,616.22	
4320 · Tokyo Strong Fund	0.00	
4310 · Donations / Contributions - Other	0.00	12,000.00
Total 4310 · Donations / Contributions	35,953.81	12,000.00
4355 · Event Sponsorship	0.00	400,000.00
4360 · Pyrros' Royalties from Rogue	9,800.00	5,000.00
Total 4300 · Sponsorship/Contributions	45,753.81	417,000.00
4600 · Event Revenue		
4620 · Ticket Sales	0.00	5,500.00
4630 · Individual Entry Fees	-1,244.87	60,000.00
4645 · Vendor Exhibit & Hotel Rebate	0.00	10,000.00
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	
4650 · USAW Hosted International Event - Other	0.00	12,000.00
Total 4650 · USAW Hosted International Event	6,020.00	12,000.00
Total 4600 · Event Revenue	4,775.13	87,500.00
4800 · Marketing Income		
4830 · Self funded Athl & UnOff Delega	8,989.79	
Total 4800 · Marketing Income	8,989.79	
Total Income	203,338.73	657,500.00
Gross Profit	203,338.73	657,500.00
Expense		
5001 · Advertising & Promotion	2,302.87	
5004 · Airfare and Accommodations		
5005 · Airfare	108,987.32	570,000.00
5006 · Ground Transportation	4,583.12	45,000.00
5007 · Meal per diems & reimb only	5,274.80	65,000.00
5008 · Lodging & Meals	28,480.82	860,000.00
Total 5004 · Airfare and Accommodations	147,326.06	1,540,000.00

USA Weightlifting

Budget vs. Actual - Athlete Development & Programs

January through December 2020

	Jan - Dec 20	Budget
5009 · Apparel & Outfitting	0.00	12,500.00
5010 · Athlete Incentives	475,750.00	750,000.00
5011 · High Performance Assistance	34,872.35	35,000.00
5016 · Contract Services/Casual Labor	58,401.46	75,000.00
5017 · Contributions/Donations/Grants	2,087.20	
5028 · Dues, Fees & Subscriptions	22,304.45	185,000.00
5030 · Background Screening	0.00	1,500.00
5034 · Gifts & Awards	604.31	9,700.00
5040 · Insurance	734.50	2,000.00
5049 · Legal & Professional fees	99,040.43	45,000.00
5050 · Media Services	0.00	25,000.00
5058 · Postage & Shipping	6,728.92	38,000.00
5067 · Rent	7,085.34	5,000.00
5070 · Small Equipment	2,948.68	
5073 · Supplies & Materials	7,692.04	30,000.00
5076 · Telephone	2,576.60	2,500.00
5100 · Personnel expense		
5101 · Salaries and wages	88,533.20	
5102 · Payroll taxes	5,594.53	
5103 · Employee Benefits-Insurance	8,982.52	
5104 · CONOEL Retirement Contribution	6,298.63	
Total 5100 · Personnel expense	109,408.88	
Total Expense	979,864.09	2,756,200.00
Net Ordinary Income	-776,525.36	-2,098,700.00
Net Income	-776,525.36	-2,098,700.00

USA Weightlifting

Budget vs. Actual - Athlete Development & Programs

January through December 2020

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense		
Income		
4000 · USOC		
4025 · High Performance Support	820.00	100.57%
4035 · International Relations	-10,000.00	0.0%
Total 4000 · USOC	-9,180.00	94.0%
4300 · Sponsorship/Contributions		
4310 · Donations / Contributions		
4311 · General Fund		
4312 · Masters Programs		
4314 · Juniors Programs		
4315 · Youth Programs		
4316 · Foundation		
4318 · Diversity & Inclusion Programs		
4320 · Tokyo Strong Fund		
4310 · Donations / Contributions - Other	-12,000.00	0.0%
Total 4310 · Donations / Contributions	23,953.81	299.62%
4355 · Event Sponsorship	-400,000.00	0.0%
4360 · Pyrros' Royalties from Rogue	4,800.00	196.0%
Total 4300 · Sponsorship/Contributions	-371,246.19	10.97%
4600 · Event Revenue		
4620 · Ticket Sales	-5,500.00	0.0%
4630 · Individual Entry Fees	-61,244.87	-2.08%
4645 · Vendor Exhibit & Hotel Rebate	-10,000.00	0.0%
4650 · USAW Hosted International Event		
4653 · Rogue Weightlifting Challenge		
4654 · Rogue W/L Challenge Entry Fee		
4655 · RogueW/LChallengeAccommodations		
Total 4653 · Rogue Weightlifting Challenge		
4650 · USAW Hosted International Event - Other	-12,000.00	0.0%
Total 4650 · USAW Hosted International Event	-5,980.00	50.17%
Total 4600 · Event Revenue	-82,724.87	5.46%
4800 · Marketing Income		
4830 · Self funded Athl & UnOff Delega		
Total 4800 · Marketing Income		
Total Income	-454,161.27	30.93%
Gross Profit	-454,161.27	30.93%
Expense		
5001 · Advertising & Promotion		
5004 · Airfare and Accommodations		
5005 · Airfare	-461,012.68	19.12%
5006 · Ground Transportation	-40,416.88	10.19%
5007 · Meal per diems & reimb only	-59,725.20	8.12%
5008 · Lodging & Meals	-831,519.18	3.31%
Total 5004 · Airfare and Accommodations	-1,392,673.94	9.57%

USA Weightlifting

Budget vs. Actual - Athlete Development & Programs

January through December 2020

	<u>\$ Over Budget</u>	<u>% of Budget</u>
5009 · Apparel & Outfitting	-12,500.00	0.0%
5010 · Athlete Incentives	-274,250.00	63.43%
5011 · High Performance Assistance	-127.65	99.64%
5016 · Contract Services/Casual Labor	-16,598.54	77.87%
5017 · Contributions/Donations/Grants		
5028 · Dues, Fees & Subscriptions	-162,695.55	12.06%
5030 · Background Screening	-1,500.00	0.0%
5034 · Gifts & Awards	-9,095.69	6.23%
5040 · Insurance	-1,265.50	36.73%
5049 · Legal & Professional fees	54,040.43	220.09%
5050 · Media Services	-25,000.00	0.0%
5058 · Postage & Shipping	-31,271.08	17.71%
5067 · Rent	2,085.34	141.71%
5070 · Small Equipment		
5073 · Supplies & Materials	-22,307.96	25.64%
5076 · Telephone	76.60	103.06%
5100 · Personnel expense		
5101 · Salaries and wages		
5102 · Payroll taxes		
5103 · Employee Benefits-Insurance		
5104 · CONOEL Retirement Contribution		
Total 5100 · Personnel expense		
Total Expense	<u>-1,776,335.91</u>	<u>35.55%</u>
Net Ordinary Income	<u>1,322,174.64</u>	<u>37.0%</u>
Net Income	<u><u>1,322,174.64</u></u>	<u><u>37.0%</u></u>

USA Weightlifting Budget vs. Actual - Coaching Education

January through December 2020

	Jan-20	Dec 20	Budget
Ordinary Income/Expense			
Income			
4300 · Sponsorship/Contributions			
4310 · Donations / Contributions			
4318 · Diversity & Inclusion Programs	7,490.00		
Total 4310 · Donations / Contributions	<u>7,490.00</u>		
Total 4300 · Sponsorship/Contributions	<u>7,490.00</u>		
4400 · Membership Fee Income			
4420 · Coaching Recertification	0.00		264,690.00
Total 4400 · Membership Fee Income	<u>0.00</u>		<u>264,690.00</u>
4500 · Coaching Course Income			
4510 · Course Revenues	1,500,865.88		2,250,000.00
Total 4500 · Coaching Course Income	<u>1,500,865.88</u>		<u>2,250,000.00</u>
Total Income	<u>1,508,355.88</u>		<u>2,514,690.00</u>
Gross Profit	1,508,355.88		2,514,690.00
Expense			
5001 · Advertising & Promotion	8,449.07		50,000.00
5004 · Airfare and Accommodations			
5005 · Airfare	3,326.68		17,000.00
5006 · Ground Transportation	437.03		2,000.00
5007 · Meal per diems & reimb only	690.97		2,000.00
5008 · Lodging & Meals	801.38		7,000.00
Total 5004 · Airfare and Accommodations	<u>5,256.06</u>		<u>28,000.00</u>
5009 · Apparel & Outfitting	0.00		4,000.00
5016 · Contract Services/Casual Labor	241,081.26		571,500.00
5017 · Contributions/Donations/Grants	32,199.99		
5028 · Dues, Fees & Subscriptions	3,012.74		4,000.00
5043 · Internet / Transaction Fees	0.00		20,000.00
5050 · Media Services	409.88		10,000.00
5058 · Postage & Shipping	1,058.43		2,000.00
5061 · Printing & Publications	2,209.33		1,000.00
5062 · Rebates			
5065 · Course Hosting	113,061.00		319,500.00
5062 · Rebates - Other	2,130.55		
Total 5062 · Rebates	<u>115,191.55</u>		<u>319,500.00</u>
5073 · Supplies & Materials	129.53		3,000.00
5076 · Telephone	1,313.36		2,000.00
5085 · Royalty Payments	1,000.00		
5100 · Personnel expense			
5101 · Salaries and wages	9,480.38		
Total 5100 · Personnel expense	<u>9,480.38</u>		
Total Expense	<u>420,791.58</u>		<u>1,015,000.00</u>
Net Ordinary Income	<u>1,087,564.30</u>		<u>1,499,690.00</u>
Net Income	<u><u>1,087,564.30</u></u>		<u><u>1,499,690.00</u></u>

USA Weightlifting Budget vs. Actual - Coaching Education

January through December 2020

	Over Budget	% of Budget
Ordinary Income/Expense		
Income		
4300 · Sponsorship/Contributions		
4310 · Donations / Contributions		
4318 · Diversity & Inclusion Programs		
Total 4310 · Donations / Contributions		
Total 4300 · Sponsorship/Contributions		
4400 · Membership Fee Income		
4420 · Coaching Recertification	-264,690.00	0.0%
Total 4400 · Membership Fee Income	-264,690.00	0.0%
4500 · Coaching Course Income		
4510 · Course Revenues	-749,134.12	66.71%
Total 4500 · Coaching Course Income	-749,134.12	66.71%
Total Income	-1,006,334.12	59.98%
Gross Profit	-1,006,334.12	59.98%
Expense		
5001 · Advertising & Promotion	-41,550.93	16.9%
5004 · Airfare and Accommodations		
5005 · Airfare	-13,673.32	19.57%
5006 · Ground Transportation	-1,562.97	21.85%
5007 · Meal per diems & reimb only	-1,309.03	34.55%
5008 · Lodging & Meals	-6,198.62	11.45%
Total 5004 · Airfare and Accommodations	-22,743.94	18.77%
5009 · Apparel & Outfitting	-4,000.00	0.0%
5016 · Contract Services/Casual Labor	-330,418.74	42.18%
5017 · Contributions/Donations/Grants		
5028 · Dues, Fees & Subscriptions	-987.26	75.32%
5043 · Internet / Transaction Fees	-20,000.00	0.0%
5050 · Media Services	-9,590.12	4.1%
5058 · Postage & Shipping	-941.57	52.92%
5061 · Printing & Publications	1,209.33	220.93%
5062 · Rebates		
5065 · Course Hosting	-206,439.00	35.39%
5062 · Rebates - Other		
Total 5062 · Rebates	-204,308.45	36.05%
5073 · Supplies & Materials	-2,870.47	4.32%
5076 · Telephone	-686.64	65.67%
5085 · Royalty Payments		
5100 · Personnel expense		
5101 · Salaries and wages		
Total 5100 · Personnel expense		
Total Expense	-594,208.42	41.46%
Net Ordinary Income	-412,125.70	72.52%
Net Income	-412,125.70	72.52%

USA Weightlifting
Budget vs. Actual - Membership Services

January through December 2020

	Jan	Dec 20	Budget
Ordinary Income/Expense			
Income			
4000 · USOC			
4047 · Media Agreement	150,000.00		150,000.00
4070 · Media Insurance Reimbursement	0.00		3,000.00
Total 4000 · USOC	<u>150,000.00</u>		<u>153,000.00</u>
4200 · Marketing			
4210 · Sales			
4211 · Non Taxable Out of State	17,989.44		14,000.00
4214 · Comm on Licensed Merch Sales	504.00		
Total 4210 · Sales	<u>18,493.44</u>		<u>14,000.00</u>
4230 · Sales-Cost of Goods	-10,476.02		-7,000.00
Total 4200 · Marketing	<u>8,017.42</u>		<u>7,000.00</u>
4300 · Sponsorship/Contributions			
4310 · Donations / Contributions			
4321 · COVID-19 Relief Fund	77,639.35		
Total 4310 · Donations / Contributions	<u>77,639.35</u>		
Total 4300 · Sponsorship/Contributions	<u>77,639.35</u>		
4400 · Membership Fee Income			
4410 · Active Membership	1,551,708.84		1,800,000.00
4415 · Club Membership	156,152.54		180,000.00
4430 · Masters Rebate Program	11,230.00		21,722.00
4435 · MHF - Manual Handling Fee	10.00		
4440 · Sanction Fees	18,500.00		48,000.00
4443 · Local Entry Fees	27,030.15		20,000.00
4455 · Coaches Liability Insurance	29,540.00		22,000.00
4460 · Background Screening	73,520.00		40,000.00
Total 4400 · Membership Fee Income	<u>1,867,691.53</u>		<u>2,131,722.00</u>
4490 · LWC Income	98,572.00		
4800 · Marketing Income			
4840 · Membership Camps			
4841 · Masters Camp	8,073.00		
4843 · Women's Camp	3,793.00		
4840 · Membership Camps - Other	0.00		30,000.00
Total 4840 · Membership Camps	<u>11,866.00</u>		<u>30,000.00</u>
Total 4800 · Marketing Income	<u>11,866.00</u>		<u>30,000.00</u>
4999 · Other Income	0.00		30,000.00
Total Income	<u>2,213,786.30</u>		<u>2,351,722.00</u>
Gross Profit	<u>2,213,786.30</u>		<u>2,351,722.00</u>
Expense			
5001 · Advertising & Promotion	13,083.02		200,000.00
5004 · Airfare and Accommodations			
5005 · Airfare	132.20		10,000.00
5006 · Ground Transportation	876.69		2,000.00
5007 · Meal per diems & reimb only	138.04		2,000.00

USA Weightlifting Budget vs. Actual - Membership Services

January through December 2020

	Jan 20	Budget
Total 5004 · Airfare and Accommodations	1,146.93	14,000.00
5009 · Apparel & Outfitting	0.00	1,000.00
5016 · Contract Services/Casual Labor	40,854.85	15,000.00
5017 · Contributions/Donations/Grants	61,104.00	
5028 · Dues, Fees & Subscriptions	152,715.22	40,000.00
5030 · Background Screening	74,850.00	37,337.00
5031 · Education	1,500.00	
5034 · Gifts & Awards	981.13	1,000.00
5040 · Insurance	137,549.36	145,000.00
5043 · Internet / Transaction Fees	7,993.19	150,000.00
5049 · Legal & Professional fees	51,893.75	45,000.00
5050 · Media Services	5,216.93	25,000.00
5058 · Postage & Shipping	48.66	4,000.00
5061 · Printing & Publications	48.11	3,000.00
5062 · Rebates		
5063 · LWC Rebates	0.00	20,000.00
5064 · Masters Program	0.00	21,722.00
5062 · Rebates - Other	11,839.00	
Total 5062 · Rebates	11,839.00	41,722.00
5067 · Rent	0.00	2,500.00
5070 · Small Equipment	961.11	1,500.00
5073 · Supplies & Materials	1,384.05	3,000.00
5076 · Telephone	2,449.93	2,000.00
Total Expense	565,619.24	731,059.00
Net Ordinary Income	1,648,167.06	1,620,663.00
Net Income	1,648,167.06	1,620,663.00

USA Weightlifting Budget vs. Actual - Membership Services

January through December 2020

	\$ Over Budget	% of Budget
Ordinary Income/Expense		
Income		
4000 · USOC		
4047 · Media Agreement	0.00	100.0%
4070 · Media Insurance Reimbursement	-3,000.00	0.0%
Total 4000 · USOC	-3,000.00	98.04%
4200 · Marketing		
4210 · Sales		
4211 · Non Taxable Out of State	3,989.44	128.5%
4214 · Comm on Licensed Merch Sales		
Total 4210 · Sales	4,493.44	132.1%
4230 · Sales-Cost of Goods	-3,476.02	149.66%
Total 4200 · Marketing	1,017.42	114.54%
4300 · Sponsorship/Contributions		
4310 · Donations / Contributions		
4321 · COVID-19 Relief Fund		
Total 4310 · Donations / Contributions		
Total 4300 · Sponsorship/Contributions		
4400 · Membership Fee Income		
4410 · Active Membership	-248,291.16	86.21%
4415 · Club Membership	-23,847.46	86.75%
4430 · Masters Rebate Program	-10,492.00	51.7%
4435 · MHF - Manual Handling Fee		
4440 · Sanction Fees	-29,500.00	38.54%
4443 · Local Entry Fees	7,030.15	135.15%
4455 · Coaches Liability Insurance	7,540.00	134.27%
4460 · Background Screening	33,520.00	183.8%
Total 4400 · Membership Fee Income	-264,030.47	87.61%
4490 · LWC Income		
4800 · Marketing Income		
4840 · Membership Camps		
4841 · Masters Camp		
4843 · Women's Camp		
4840 · Membership Camps - Other	-30,000.00	0.0%
Total 4840 · Membership Camps	-18,134.00	39.55%
Total 4800 · Marketing Income	-18,134.00	39.55%
4999 · Other Income	-30,000.00	0.0%
Total Income	-137,935.70	94.14%
Gross Profit	-137,935.70	94.14%
Expense		
5001 · Advertising & Promotion	-186,916.98	6.54%
5004 · Airfare and Accommodations		
5005 · Airfare	-9,867.80	1.32%
5006 · Ground Transportation	-1,123.31	43.84%
5007 · Meal per diems & reimb only	-1,861.96	6.9%

1:58 PM

01/09/21

Accrual Basis Membership Services

USA Weightlifting Budget vs. Actual - Membership Services

January through December 2020

	<u>\$ Over Budget</u>	<u>% of Budget</u>
Total 5004 · Airfare and Accommodations	-12,853.07	8.19%
5009 · Apparel & Outfitting	-1,000.00	0.0%
5016 · Contract Services/Casual Labor	25,854.85	272.37%
5017 · Contributions/Donations/Grants		
5028 · Dues, Fees & Subscriptions	112,715.22	381.79%
5030 · Background Screening	37,513.00	200.47%
5031 · Education		
5034 · Gifts & Awards	-18.87	98.11%
5040 · Insurance	-7,450.64	94.86%
5043 · Internet / Transaction Fees	-142,006.81	5.33%
5049 · Legal & Professional fees	6,893.75	115.32%
5050 · Media Services	-19,783.07	20.87%
5058 · Postage & Shipping	-3,951.34	1.22%
5061 · Printing & Publications	-2,951.89	1.6%
5062 · Rebates		
5063 · LWC Rebates	-20,000.00	0.0%
5064 · Masters Program	-21,722.00	0.0%
5062 · Rebates - Other		
Total 5062 · Rebates	-29,883.00	28.38%
5067 · Rent	-2,500.00	0.0%
5070 · Small Equipment	-538.89	64.07%
5073 · Supplies & Materials	-1,615.95	46.14%
5076 · Telephone	449.93	122.5%
Total Expense	-165,439.76	77.37%
Net Ordinary Income	27,504.06	101.7%
Net Income	27,504.06	101.7%

USA Weightlifting Budget vs. Actual - Events

Ordinary Income/Expense	Jan - Dec 2020	Budget	\$ Over Budget
Income			
4000 · USOC			
4047 · Media Agreement	10,000.00		
4050 · Olympic Team Trials	0.00	7,000.00	-7,000.00
Total 4000 · USOC	10,000.00	7,000.00	3,000.00
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	408,075.00	300,000.00	108,075.00
Total 4300 · Sponsorship/Contributions	408,075.00	300,000.00	108,075.00
4600 · Event Revenue			
4620 · Ticket Sales	12,193.00	128,000.00	-115,807.00
4630 · Individual Entry Fees	333,790.00	650,000.00	-316,210.00
4631 · Team Entry Fees	3,465.00	6,000.00	-2,535.00
4645 · Vendor Exhibit & Hotel Rebate	3,005.00	60,000.00	-56,995.00
Total 4600 · Event Revenue	352,453.00	844,000.00	-491,547.00
4800 · Marketing Income			
4830 · Self funded Athl & UnOff Delega	1,175.00	30,000.00	-28,825.00
Total 4800 · Marketing Income	1,175.00	30,000.00	-28,825.00
4999 · Other Income	0.00	500.00	-500.00
Total Income	771,763.00	1,181,500.00	-409,737.00
Gross Profit	771,763.00	1,181,500.00	-409,737.00
Expense			
5001 · Advertising & Promotion	7,118.00	10,000.00	-2,882.00
5004 · Airfare and Accommodations			
5005 · Airfare	13,321.93	37,500.00	-24,178.07
5006 · Ground Transportation	3,637.80	11,500.00	-7,862.20
5007 · Meal per diems & reimb only	8,209.68	61,000.00	-52,790.32
5008 · Lodging & Meals	46,734.09	105,000.00	-58,265.91
Total 5004 · Airfare and Accommodations	71,903.50	215,000.00	-143,096.50
5009 · Apparel & Outfitting	2,562.92	3,000.00	-437.08
5016 · Contract Services/Casual Labor	128,544.50	130,000.00	-1,455.50
5028 · Dues, Fees & Subscriptions	75,980.75	45,000.00	30,980.75
5031 · Education	0.00	2,000.00	-2,000.00
5034 · Gifts & Awards	17,678.93	30,000.00	-12,321.07
5040 · Insurance	0.00	3,300.00	-3,300.00
5043 · Internet / Transaction Fees	229.78		
5049 · Legal & Professional fees	6,722.79		
5050 · Media Services	24,009.11	110,000.00	-85,990.89
5058 · Postage & Shipping	11,843.64	20,000.00	-8,156.36
5061 · Printing & Publications	2,225.53	5,000.00	-2,774.47

USA Weightlifting Budget vs. Actual - Events

	January through December Jan - Dec 20	Budget	\$ Over Budget
5062 · Rebates	85,000.00	80,000.00	5,000.00
5067 · Rent	21,240.32	90,000.00	-68,759.68
5070 · Small Equipment	3,990.96		
5073 · Supplies & Materials	10,111.53	40,000.00	-29,888.47
5076 · Telephone	2,027.27	4,000.00	-1,972.73
5999 · Other Expense	0.00	2,000.00	-2,000.00
Total Expense	471,189.53	789,300.00	-318,110.47
Net Ordinary Income	300,573.47	392,200.00	-91,626.53
Net Income	300,573.47	392,200.00	-91,626.53

USA Weightlifting Budget vs. Actual - Events

January through December 2020
 Budget

Ordinary Income/Expense

Income

4000 · USOC	
4047 · Media Agreement	
4050 · Olympic Team Trials	0.0%
Total 4000 · USOC	142.86%
4200 · Marketing	
4210 · Sales	
4211 · Non Taxable Out of State	
Total 4210 · Sales	
Total 4200 · Marketing	
4300 · Sponsorship/Contributions	
4355 · Event Sponsorship	136.03%
Total 4300 · Sponsorship/Contributions	136.03%
4600 · Event Revenue	
4620 · Ticket Sales	9.53%
4630 · Individual Entry Fees	51.35%
4631 · Team Entry Fees	57.75%
4645 · Vendor Exhibit & Hotel Rebate	5.01%
Total 4600 · Event Revenue	41.76%
4800 · Marketing Income	
4830 · Self funded Athl & UnOff Delega	3.92%
Total 4800 · Marketing Income	3.92%
4999 · Other Income	0.0%

Total Income **65.32%**

Gross Profit **65.32%**

Expense

5001 · Advertising & Promotion	71.18%
5004 · Airfare and Accommodations	
5005 · Airfare	35.53%
5006 · Ground Transportation	31.63%
5007 · Meal per diems & reimb only	13.46%
5008 · Lodging & Meals	44.51%
Total 5004 · Airfare and Accommodations	33.44%
5009 · Apparel & Outfitting	85.43%
5016 · Contract Services/Casual Labor	98.88%
5028 · Dues, Fees & Subscriptions	168.85%
5031 · Education	0.0%
5034 · Gifts & Awards	58.93%
5040 · Insurance	0.0%
5043 · Internet / Transaction Fees	
5049 · Legal & Professional fees	
5050 · Media Services	21.83%
5058 · Postage & Shipping	59.22%
5061 · Printing & Publications	44.51%

2:01 PM
01/09/21
Accrual Basis

USA Weightlifting Budget vs. Actual - Events

January through December 2020
% of Budget

5062 · Rebates	106.25%
5067 · Rent	23.6%
5070 · Small Equipment	
5073 · Supplies & Materials	25.28%
5076 · Telephone	50.68%
5999 · Other Expense	0.0%
Total Expense	59.7%
Net Ordinary Income	76.64%
Net Income	76.64%

USA Weightlifting Budget vs. Actual - Governance

	January through December 2020	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · USOC			
4035 · International Relations	8,000.00		
Total 4000 · USOC	<u>8,000.00</u>		
Total Income	<u>8,000.00</u>		
Gross Profit	8,000.00		
Expense			
5004 · Airfare and Accommodations			
5005 · Airfare	-22,331.03	5,000.00	-27,331.03
5006 · Ground Transportation	1,658.76	100.00	1,558.76
5007 · Meal per diems & reimb only	198.19	500.00	-301.81
5008 · Lodging & Meals	2,693.20	5,000.00	-2,306.80
Total 5004 · Airfare and Accommodations	<u>-17,780.88</u>	<u>10,600.00</u>	<u>-28,380.88</u>
5016 · Contract Services/Casual Labor	1,500.00		
5017 · Contributions/Donations/Grants	500.00		
5034 · Gifts & Awards	0.00	5,000.00	-5,000.00
5049 · Legal & Professional fees	46,252.05	10,000.00	36,252.05
5073 · Supplies & Materials	0.00	100.00	-100.00
Total Expense	<u>30,471.17</u>	<u>25,700.00</u>	<u>4,771.17</u>
Net Ordinary Income	<u>-22,471.17</u>	<u>-25,700.00</u>	<u>3,228.83</u>
Net Income	<u><u>-22,471.17</u></u>	<u><u>-25,700.00</u></u>	<u><u>3,228.83</u></u>

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

	<u>% of Budget</u>
Ordinary Income/Expense	
Income	
4000 · USOC	
4035 · International Relations	
Total 4000 · USOC	
Total Income	
Gross Profit	
Expense	
5004 · Airfare and Accommodations	
5005 · Airfare	-446.62%
5006 · Ground Transportation	1,658.76%
5007 · Meal per diems & reimb only	39.64%
5008 · Lodging & Meals	53.86%
Total 5004 · Airfare and Accommodations	<u>-167.74%</u>
5016 · Contract Services/Casual Labor	
5017 · Contributions/Donations/Grants	
5034 · Gifts & Awards	0.0%
5049 · Legal & Professional fees	462.52%
5073 · Supplies & Materials	0.0%
Total Expense	<u>118.57%</u>
Net Ordinary Income	<u>87.44%</u>
Net Income	<u><u>87.44%</u></u>

USA Weightlifting Budget vs. Actual - National Headquarters

	January through December Jan. - Dec. 2021	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4999 · Other Income	214,865.31		
Total Income	<u>214,865.31</u>		
Gross Profit	214,865.31		
Expense			
5001 · Advertising & Promotion	0.00	2,000.00	-2,000.00
5004 · Airfare and Accommodations			
5005 · Airfare	6,247.25	8,500.00	-2,252.75
5006 · Ground Transportation	1,651.29	3,500.00	-1,848.71
5007 · Meal per diems & reimb only	1,364.95	2,500.00	-1,135.05
5008 · Lodging & Meals	12,186.10	3,500.00	8,686.10
Total 5004 · Airfare and Accommodations	<u>21,449.59</u>	<u>18,000.00</u>	<u>3,449.59</u>
5013 · Bad Debt Expense	35,797.47	20,000.00	15,797.47
5016 · Contract Services/Casual Labor	24,075.33	24,000.00	75.33
5017 · Contributions/Donations/Grants	87.47	1,000.00	-912.53
5028 · Dues, Fees & Subscriptions	18,882.59	33,500.00	-14,617.41
5030 · Background Screening	848.45	500.00	348.45
5031 · Education	48.71		
5034 · Gifts & Awards	91.00	1,000.00	-909.00
5040 · Insurance	3,241.50	16,500.00	-13,258.50
5046 · IT Support	10,368.00	15,500.00	-5,132.00
5049 · Legal & Professional fees	154,287.75	95,000.00	59,287.75
5050 · Media Services	1,839.20	4,000.00	-2,160.80
5058 · Postage & Shipping	6,596.53	6,500.00	96.53
5061 · Printing & Publications	216.39	1,000.00	-783.61
5067 · Rent	21,352.56	21,500.00	-147.44
5070 · Small Equipment	3,829.09	500.00	3,329.09
5071 · Stripe Fees	108,525.21		
5073 · Supplies & Materials	10,900.81	6,500.00	4,400.81
5076 · Telephone	2,886.21	4,000.00	-1,113.79
5080 · Event Emergency Fund	0.00	100,000.00	-100,000.00
5100 · Personnel expense			
5101 · Salaries and wages	831,375.35	825,000.00	6,375.35
5102 · Payroll taxes	60,734.69	66,000.00	-5,265.31
5103 · Employee Benefits-Insurance	87,154.85	95,000.00	-7,845.15
5104 · CONOEL Retirement Contribution	68,509.41	62,000.00	6,509.41
Total 5100 · Personnel expense	<u>1,047,774.30</u>	<u>1,048,000.00</u>	<u>-225.70</u>
Total Expense	<u>1,473,098.16</u>	<u>1,419,000.00</u>	<u>54,098.16</u>
Net Ordinary Income	-1,258,232.85	-1,419,000.00	160,767.15
Net Income	<u><u>-1,258,232.85</u></u>	<u><u>-1,419,000.00</u></u>	<u><u>160,767.15</u></u>

USA Weightlifting

Budget vs. Actual - National Headquarters

January through December 2020 Budget

Ordinary Income/Expense	
Income	
4999 · Other Income	
Total Income	
Gross Profit	
Expense	
5001 · Advertising & Promotion	0.0%
5004 · Airfare and Accommodations	
5005 · Airfare	73.5%
5006 · Ground Transportation	47.18%
5007 · Meal per diems & reimb only	54.6%
5008 · Lodging & Meals	348.17%
Total 5004 · Airfare and Accommodations	119.16%
5013 · Bad Debt Expense	178.99%
5016 · Contract Services/Casual Labor	100.31%
5017 · Contributions/Donations/Grants	8.75%
5028 · Dues, Fees & Subscriptions	56.37%
5030 · Background Screening	169.69%
5031 · Education	
5034 · Gifts & Awards	9.1%
5040 · Insurance	19.65%
5046 · IT Support	66.89%
5049 · Legal & Professional fees	162.41%
5050 · Media Services	45.98%
5058 · Postage & Shipping	101.49%
5061 · Printing & Publications	21.64%
5067 · Rent	99.31%
5070 · Small Equipment	765.82%
5071 · Stripe Fees	
5073 · Supplies & Materials	167.71%
5076 · Telephone	72.16%
5080 · Event Emergency Fund	0.0%
5100 · Personnel expense	
5101 · Salaries and wages	100.77%
5102 · Payroll taxes	92.02%
5103 · Employee Benefits-Insurance	91.74%
5104 · CONOEL Retirement Contribution	110.5%
Total 5100 · Personnel expense	99.98%
Total Expense	
	103.81%
Net Ordinary Income	
	88.67%
Net Income	
	88.67%