

USA Shooting, Inc
Profit and Loss
January 2020

Income	Jan 2020 Actual	Jan 2020 Budget	Difference
410004 Pistol Women's Air Pistol	\$ 120.00	\$ -	\$ 120.00
410031 ISSF Quota	26,246.87	26,246.87	-
411250 Housing Income	97.50	-	97.50
420005 USOC HP Funding	90,122.54	96,946.77	(6,824.23)
430000 Competitions Revenue	7,448.00	-	7,448.00
430001 3X Air	(405.15)	-	(405.15)
430050 PTO Revenue	663.00	958.33	(295.33)
430052 State JOSOC Revenue - R/P	11,114.80	13,000.00	(1,885.20)
431056 Fall Selection SG Revenue	10,360.00	-	10,360.00
431058 Mixed Teams Shotgun	1,741.43	-	1,741.43
440090 Membership	21,061.00	25,861.00	(4,800.00)
470000 General Donations	21,186.03	11,926.93	9,259.10
470019 Mailing List Sales	3,803.60	1,042.96	2,760.64
470020 Direct Mail Campaigns	86,375.46	175,680.82	(89,305.36)
470021 Combined Federal Campaign	-	922.36	(922.36)
470025 Bunker Club Endowment Income	5,500.00	-	5,500.00
470123 Shotgun Donations	-	2,000.00	(2,000.00)
470323 Pistol Donations	2,500.00	1,000.00	1,500.00
470423 Rifle Donations	-	1,000.00	(1,000.00)
470523 Paralympic Donations	7,500.00	1,000.00	6,500.00
470625 Self Funded Athlete Payments	-	8,095.07	(8,095.07)
480006 Store Sales	-	4,246.58	(4,246.58)
480007 Online Store Merchandise Sales	2,576.50	3,125.58	(549.08)
482005 Ammunition Sales	-	11,465.75	(11,465.75)
489000 Shipping & Delivery Income	-	200.00	(200.00)
495000 Resource Development Income-Ruger	55,000.00	-	55,000.00
495001 Shaklee Income	772.63	1,000.00	(227.37)
495460 Network for Good	217.25	212.33	4.92
495253 Royalty Income	185.48	2,123.29	(1,937.81)
495330 Online Donations	14,816.00	16,986.30	(2,170.30)
495375 Facebook Income	365.00	2,000.00	(1,635.00)
495505 Federal Ammo Revenue	3,776.70	12,500.00	(8,723.30)
Total Income	\$ 373,144.64	\$ 419,540.94	\$ (46,396.30)
Gross Profit	\$ 373,144.64	\$ 419,540.94	\$ (46,396.30)
Expenses			
500001 Salaries/Benefits	103,674.04	104,285.40	611.36
500002 Payroll Taxes	11,379.60	6,911.71	(4,467.89)
500004 Worker's Comp	649.89	689.24	39.35
500005 Independent Contractors-Coach, Interns	11,250.00	7,700.00	(3,550.00)
500006 Stipends	6,500.00	-	(6,500.00)
500009 Bonus	30,000.00	-	(30,000.00)
500010 Supplies	2,042.48	1,053.24	(989.24)
500011 Telephone & Fax	1,971.17	1,051.59	(919.58)
500012 Postage & Shipping	600.08	1,213.88	613.80
500013 Printing/Production	905.88	594.52	(311.36)
500014 Copier	261.81	248.17	(13.64)
500015 Dues & Subscriptions	500.00	424.66	(75.34)
500016 Professional Services	6,812.20	5,095.89	(1,716.31)
500017 401K Contributions	3,048.73	2,547.95	(500.78)

	<u>Jan 2020 Actual</u>	<u>Jan 2020 Budget</u>	<u>Difference</u>
500019 Credit Card Processing Fees	2,401.01	2,590.41	189.40
500020 Bank Fees	1,228.97	2,595.35	1,366.38
500021 Company Insurance	1,684.02	1,069.20	(614.82)
500022 Equipment Rentals	-	254.79	254.79
500025 Audit & Legal	-	2,972.60	2,972.60
500026 Equipment Purchases	1,902.03	-	(1,902.03)
500029 Resource One Expenses	44,601.46	112,751.16	68,149.70
500030 Range Ops/Maintenance	230.38	-	(230.38)
500032 Facility Lease	-	1,404.34	1,404.34
500033 Utilities	401.11	297.26	(103.85)
500034 Athlete Ambassador Honorarium Expense	3,750.00	4,246.58	496.58
500035 Athlete Endowment Grant	2,485.00	-	(2,485.00)
500037 Background Checks	(900.00)	424.66	1,324.66
500038 Event Expenses	1,783.00	-	(1,783.00)
500040 Baggage Fees	628.82	33.97	(594.85)
500041 Airfare	7,188.87	6,424.66	(764.21)
500042 Lodging	5,664.50	5,184.66	(479.84)
500044 Travel Meals - Per Diem	7,385.00	7,384.93	(0.07)
500046 Entry Fees	1,718.11	1,050.00	(668.11)
500047 Car Rental/Gas/Cab/Parking/Mileage	2,521.75	4,139.73	1,617.98
500050 Targets	2,240.62	-	(2,240.62)
500051 Ammunition	8,003.59	-	(8,003.59)
500053 Award, Medals	2,193.81	2,625.00	431.19
500058 Practice/Training Rounds	1,340.00	-	(1,340.00)
500062 Sports Medicine	2,680.00	-	(2,680.00)
500065 Travel Reimbursements	200.00	-	(200.00)
500067 Safesport	-	1,154.08	1,154.08
Total Expenses	\$ 280,927.93	\$ 288,419.63	\$ 7,491.70
Net Operating Income	\$ 92,216.71	\$ 131,121.31	\$ (38,904.60)
Other Income			
450000 Interest Income	9.69	-	9.69
Total Other Income	\$ 9.69	\$ -	\$ 9.69
Net Other Income	\$ 9.69	\$ -	\$ 9.69
Net Income	\$ 92,226.40	\$ 131,121.31	\$ (38,894.91)

USA Shooting, Inc
Profit and Loss
February 2020

	Actual	Budget	Difference
Income			
410034 ISSF Quota Grant	\$ 26,246.87	\$ 26,246.87	\$ -
420004 USOPC HP Funding - Paralympic	11,789.17	11,789.17	-
420005 USOC HP Funding	78,333.33	78,333.33	-
420006 USOC - United VIK	18,658.61	10,500.00	8,158.61
430004 Competitions Registration Revenue	12,000.00	15,000.00	(3,000.00)
430050 PTO Revenue	533.00	958.33	(425.33)
430052 State JOSOC Revenue - R/P	220.00	400.00	(180.00)
431058 Mixed Teams Shotgun	9,737.98	10,000.00	(262.02)
440090 Membership	-	-	-
440091 Five Year Membership	727.50	2,000.00	(1,272.50)
440092 Life Membership	2,446.89	3,000.00	(553.11)
440097 Adult Membership	70.00	3,520.00	(3,450.00)
440098 Jr Membership	486.00	4,020.00	(3,534.00)
Total 440090 Membership	\$ 3,730.39	\$ 12,540.00	\$ (8,809.61)
470000 General Donations	15,805.64	10,159.01	5,646.63
470019 Mailing List Sales	2,475.64	942.03	1,533.61
470020 Direct Mail Campaigns	128,350.44	158,679.45	(30,329.01)
470021 Combined Federal Campaign	-	833.10	(833.10)
470123 Shotgun Donations	-	2,000.00	(2,000.00)
470423 Rifle Donations	-	1,000.00	(1,000.00)
470323 Pistol Donations	-	1,000.00	(1,000.00)
470523 Paralympic Donations	-	1,000.00	(1,000.00)
470625 Self-Funded Athletes	-	7,311.68	(7,311.68)
480006 Store Merchandise Sales	-	3,835.62	(3,835.62)
480007 Online Store Merchandise Sales	2,336.16	2,301.37	34.79
482005 Ammunition Sales	210.00	10,356.16	(10,146.16)
495000 Resource Development Income	-	-	-
495253 Royalty Income	1,055.00	1,917.81	(862.81)
495330 Online Donations	10,102.28	15,864.20	(5,761.92)
495355 Miscellaneous Income	-	613.70	(613.70)
495375 Facebook Income	-	166.67	(166.67)
495379 Shaklee	189.33	1,000.00	(810.67)
495460 Network for Good	162.00	191.78	(29.78)
495505 Federal Ammo Revenue	1,400.00		1,400.00
495930 Olympic Experience-General Public	-	2,000.00	(2,000.00)
Total Income	\$ 323,335.84	\$ 386,940.28	\$ (63,604.44)
Gross Profit	\$ 323,335.84	\$ 386,940.28	\$ (63,604.44)
Expenses			
500001 Salaries	86,261.07	94,815.80	8,554.73
500002 Payroll Taxes	5,189.14	6,242.83	1,053.69

	Actual	Budget	Difference
500005 Independent Contractors-Coach, Interns	2,610.00	3,000.00	390.00
500010 Supplies	944.61	951.35	6.74
500011 Telephone & Fax	322.53	949.82	627.29
500012 Postage & Shipping	1,059.02	1,705.16	646.14
500013 Printing/Production	1,175.00	536.99	(638.01)
500014 Copier	506.19	224.15	(282.04)
500015 Dues & Subscriptions	303.50	383.56	80.06
500016 Professional Services	5,500.00	4,602.74	(897.26)
500017 401K Contributions	1,845.84	2,301.37	455.53
500019 Credit Card Processing Fees	408.12	2,339.73	1,931.61
500020 Bank Fees	1,699.42	1,440.96	(258.46)
500025 Audit & Legal	2,500.00	2,684.93	184.93
500026 Equipment Purchases	104.95	230.14	125.19
500028 Travel Insurance and VISA's	7,956.53	2,000.00	(5,956.53)
500029 Resource One Expenses	228,832.98	101,839.76	(126,993.22)
500030 Range Ops/Maintenance	2,046.61	3,083.33	1,036.72
500034 Athlete Ambassador Honorarium	-	3,835.62	3,835.62
500037 Background Checks	770.00	383.56	(386.44)
500038 Event Expenses	730.01	1,000.00	269.99
500039 Athlete Targeted Grant	1,350.00	3,835.62	2,485.62
500040 Baggage Fees	(55.00)	1,500.00	1,555.00
500041 Airfare	14,349.35	1,583.56	(12,765.79)
500042 Lodging	24,075.20	29,983.56	5,908.36
500044 Travel Meals - Per Diem	20,610.00	23,276.71	2,666.71
500046 Other Expense	229.55	350.00	120.45
500047 Car Rental/Gas/Cab/Parking/Mileage	3,063.35	339.73	(2,723.62)
500048 Entertainment Meals	757.30	1,570.00	812.70
500050 Targets	1,006.00	2,500.00	1,494.00
500051 Ammunition	3,214.00	2,500.00	(714.00)
500052 Promotional Items	-	-	-
500056 Competition Entry Fees	429.00	730.00	301.00
500058 Practice/Training Rounds	1,450.00	2,000.00	550.00
500062 Sports Medicine	4,950.00	5,000.00	50.00
500065 Travel Reimbursements	2,522.99		(2,522.99)
500067 Safesport	1,000.00	2,154.08	1,154.08
500088 Website	50.00	38.36	(11.64)
Purchases	-	-	-
Total Expenses	\$ 429,767.26	\$ 311,913.42	\$ (117,853.84)
Net Operating Income	\$ (106,431.42)	\$ 75,026.86	\$ (181,458.28)
Other Income			
450000 Interest Income	1.53		1.53
Total Other Income	\$ 1.53	\$ -	\$ 1.53
Net Other Income	\$ 1.53	\$ -	\$ 1.53
Net Income	\$ (106,429.89)	\$ 75,026.86	\$ (181,456.75)