USA Shooting, Inc  
Profit and Loss  
January 2020

<table>
<thead>
<tr>
<th>Income</th>
<th>Jan 2020 Actual</th>
<th>Jan 2020 Budget</th>
<th>Difference</th>
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<td>(405.15)</td>
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<tr>
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<td>470123 Shotgun Donations</td>
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<td>470423 Rifle Donations</td>
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<td>470523 Paralympic Donations</td>
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<td>(8,095.07)</td>
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<tr>
<td>480007 Online Store Merchandise Sales</td>
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<td>489000 Shipping &amp; Delivery Income</td>
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<td>2,123.29</td>
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<td>3,776.70</td>
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<tr>
<td><strong>Total Income</strong></td>
<td><strong>$ 373,144.64</strong></td>
<td><strong>$ 419,540.94</strong></td>
<td>(<strong>$ 46,396.30</strong></td>
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**Gross Profit**  
$ 373,144.64  
$ 419,540.94  
$ (46,396.30)

| Expenses  
<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>500001 Salaries/Benefits</td>
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<td>(75.34)</td>
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<td>2,547.95</td>
<td>(500.78)</td>
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<td>Jan 2020 Budget</td>
<td>Difference</td>
</tr>
<tr>
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<td>500022 Equipment Rentals</td>
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<td>254.79</td>
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<td>500025 Audit &amp; Legal</td>
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<td>2,972.60</td>
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<td>500040 Baggage Fees</td>
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<td>500044 Travel Meals - Per Diem</td>
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<td><strong>9.69</strong></td>
<td><strong>9.69</strong></td>
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<td><strong>Total Other Income</strong></td>
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<td><strong>$ -</strong></td>
<td><strong>9.69</strong></td>
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<tr>
<td><strong>Net Other Income</strong></td>
<td><strong>$ 9.69</strong></td>
<td><strong>$ -</strong></td>
<td><strong>9.69</strong></td>
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<td><strong>Net Income</strong></td>
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<td><strong>$ 131,121.31</strong></td>
<td><strong>$ (38,894.91)</strong></td>
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</table>
# USA Shooting, Inc
## Profit and Loss
### February 2020

<table>
<thead>
<tr>
<th>Income</th>
<th>Actual</th>
<th>Budget</th>
<th>Difference</th>
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<tbody>
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<td>(3,000.00)</td>
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<tr>
<td>430050 PTO Revenue</td>
<td>533.00</td>
<td>958.33</td>
<td>(425.33)</td>
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<tr>
<td>430052 State JOSC Revenue - R/P</td>
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<tr>
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<td>5,646.63</td>
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<td>470019 Mailing List Sales</td>
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<td>470020 Direct Mail Campaigns</td>
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<tr>
<td>470021 Combined Federal Campaign</td>
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<td>833.10</td>
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<tr>
<td>470123 Shotgun Donations</td>
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<td>-2,000.00</td>
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<tr>
<td>470423 Rifle Donations</td>
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<td>-1,000.00</td>
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<tr>
<td>470323 Pistol Donations</td>
<td>-</td>
<td>1,000.00</td>
<td>-1,000.00</td>
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<tr>
<td>470523 Paralympic Donations</td>
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<td>-1,000.00</td>
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<td>480006 Store Merchandise Sales</td>
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<td>480007 Online Store Merchandise Sales</td>
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<tr>
<td>495000 Resource Development Income</td>
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<td>495253 Royalty Income</td>
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<tr>
<td>495355 Miscellaneous Income</td>
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<tr>
<td>495375 Facebook Income</td>
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<td>166.67</td>
<td>-166.67</td>
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<td>495379 Shaklee</td>
<td>189.33</td>
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<td>(810.67)</td>
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<tr>
<td>495460 Network for Good</td>
<td>162.00</td>
<td>191.78</td>
<td>(29.78)</td>
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<tr>
<td>495505 Federal Ammo Revenue</td>
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<td><strong>Total Income</strong></td>
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<td><strong>Gross Profit</strong></td>
<td>$323,335.84</td>
<td>$386,940.28</td>
<td>$(63,604.44)</td>
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<td><strong>Expenses</strong></td>
<td>$323,335.84</td>
<td>$386,940.28</td>
<td>$(63,604.44)</td>
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### Detailed Expenses
- **500001 Salaries**: 86,261.07
- **500002 Payroll Taxes**: 5,189.14

**Note**: All figures are in dollars.
<table>
<thead>
<tr>
<th>Item</th>
<th>Actual</th>
<th>Budget</th>
<th>Difference</th>
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<tbody>
<tr>
<td>500005 Independent Contractors-Coach, Interns</td>
<td>2,610.00</td>
<td>3,000.00</td>
<td>390.00</td>
</tr>
<tr>
<td>500010 Supplies</td>
<td>944.61</td>
<td>951.35</td>
<td>6.74</td>
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<tr>
<td>500011 Telephone &amp; Fax</td>
<td>322.53</td>
<td>949.82</td>
<td>627.29</td>
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<td>500012 Postage &amp; Shipping</td>
<td>1,059.02</td>
<td>1,705.16</td>
<td>646.14</td>
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<td>500013 Printing/Production</td>
<td>1,175.00</td>
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<td>(638.01)</td>
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<td>500014 Copier</td>
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<td>224.15</td>
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<td>500015 Dues &amp; Subscriptions</td>
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<td>383.56</td>
<td>80.06</td>
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<td>500016 Professional Services</td>
<td>5,500.00</td>
<td>4,602.74</td>
<td>(897.26)</td>
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<td>500017 401K Contributions</td>
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<td>500019 Credit Card Processing Fees</td>
<td>408.12</td>
<td>2,339.73</td>
<td>1,931.61</td>
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<tr>
<td>500020 Bank Fees</td>
<td>1,699.42</td>
<td>1,440.96</td>
<td>(258.46)</td>
</tr>
<tr>
<td>500025 Audit &amp; Legal</td>
<td>2,500.00</td>
<td>2,684.93</td>
<td>184.93</td>
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<tr>
<td>500026 Equipment Purchases</td>
<td>104.95</td>
<td>230.14</td>
<td>125.19</td>
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<tr>
<td>500028 Travel Insurance and VISA's</td>
<td>7,956.53</td>
<td>2,000.00</td>
<td>(5,956.53)</td>
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<tr>
<td>500029 Resource One Expenses</td>
<td>228,832.98</td>
<td>101,839.76</td>
<td>(126,993.22)</td>
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<tr>
<td>500030 Range Ops/Maintenance</td>
<td>2,046.61</td>
<td>3,083.33</td>
<td>1,036.72</td>
</tr>
<tr>
<td>500034 Athlete Ambassador Honorarium</td>
<td>-</td>
<td>3,835.62</td>
<td>3,835.62</td>
</tr>
<tr>
<td>500037 Background Checks</td>
<td>770.00</td>
<td>383.56</td>
<td>(386.44)</td>
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<tr>
<td>500038 Event Expenses</td>
<td>730.01</td>
<td>1,000.00</td>
<td>269.99</td>
</tr>
<tr>
<td>500039 Athlete Targeted Grant</td>
<td>1,350.00</td>
<td>3,835.62</td>
<td>2,485.62</td>
</tr>
<tr>
<td>500040 Baggage Fees</td>
<td>(55.00)</td>
<td>1,500.00</td>
<td>1,555.00</td>
</tr>
<tr>
<td>500041 Airfare</td>
<td>14,349.35</td>
<td>1,583.56</td>
<td>(12,765.79)</td>
</tr>
<tr>
<td>500042 Lodging</td>
<td>24,075.20</td>
<td>29,983.56</td>
<td>5,908.36</td>
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<tr>
<td>500044 Travel Meals - Per Diem</td>
<td>20,610.00</td>
<td>23,276.71</td>
<td>2,666.71</td>
</tr>
<tr>
<td>500046 Other Expense</td>
<td>229.55</td>
<td>350.00</td>
<td>120.45</td>
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<tr>
<td>500047 Car Rental/Gas/Cab/Parking/Mileage</td>
<td>3,063.35</td>
<td>339.73</td>
<td>(2,723.62)</td>
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<tr>
<td>500048 Entertainment Meals</td>
<td>757.30</td>
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<td>812.70</td>
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<td>500050 Targets</td>
<td>1,006.00</td>
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<td>1,494.00</td>
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<tr>
<td>500051 Ammunition</td>
<td>3,214.00</td>
<td>2,500.00</td>
<td>(714.00)</td>
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<tr>
<td>500052 Promotional Items</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>500056 Competition Entry Fees</td>
<td>429.00</td>
<td>730.00</td>
<td>301.00</td>
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<td>500058 Practice/Training Rounds</td>
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<td>550.00</td>
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<td>500062 Sports Medicine</td>
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<td>50.00</td>
</tr>
<tr>
<td>500065 Travel Reimbursements</td>
<td>2,522.99</td>
<td></td>
<td>(2,522.99)</td>
</tr>
<tr>
<td>500067 Safesport</td>
<td>1,000.00</td>
<td>2,154.08</td>
<td>1,154.08</td>
</tr>
<tr>
<td>500088 Website</td>
<td>50.00</td>
<td>38.36</td>
<td>(11.64)</td>
</tr>
</tbody>
</table>

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: $1.53 $1.53

Total Other Income: $1.53 $1.53 $1.53

Net Income: $(106,429.89) $75,026.86 $181,456.75