

	<u>2015-16</u>	<u>2016-17</u>	<u>Current YTD</u>	<u>Budget</u>	
	<u>Actuals</u>	<u>Actuals</u>			
<b>Income</b>					
Membership-USA Swim Fees					
11000 · Membership					
11005 · Athlete	1,340,452	1,331,755	1,147,240	1,335,664	
11010 · Non-Athlete	106,911	103,128	89,420	103,564	
11015 · Club	32,537	30,425	27,350	28,825	
11030 · Overpayments	61	161	114	0	
<b>Total 11000 · Membership</b>	<b>1,479,961</b>	<b>1,465,469</b>	<b>1,264,124</b>	<b>1,468,053</b>	
51000 · USA Swim Fees					
51015 · Annual Athlete	(909,612)	(933,252)	(874,478)	(1,007,205)	
51020 · Seasonal	(73,290)	(72,120)	(35,410)	(73,200)	
51030 · Non-Athlete	(82,674)	(86,176)	(78,880)	(91,380)	
51040 · Club / Organization	(9,360)	(8,960)	(8,200)	(8,890)	
51045 · Volunteer(s) of the Year	(1,000)	0	(1,000)	(1,000)	
<b>Total 51000 · USA Swim Fees</b>	<b>(1,075,936)</b>	<b>(1,100,508)</b>	<b>(997,968)</b>	<b>(1,181,675)</b>	
<b>Total Membership-USA Swim Fees</b>	<b>404,025</b>	<b>364,961</b>	<b>266,156</b>	<b>286,378</b>	
<b>Board Designated "Funding"</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>200,000</b>	
11500 · Meet Fees LSC					
11505 · Entry Fees	518,573	503,185	269,434	478,000	
11510 · Sanctions	10,855	10,465	5,705	10,215	
11515 · Late Payment Penalty	1,584	2,249	1,224	900	
<b>Total 11500 · Meet Fees LSC</b>	<b>531,011</b>	<b>515,899</b>	<b>276,363</b>	<b>489,115</b>	
11700 · Pacific Hosted Meets					
11705 · Entry Income	0	21,445	0	171,000	
11710 · Coach Credentials	0	0	0	0	
11715 · Vendor Income	0	0	0	0	
11725 · Sponsorship	0	0	0	7,000	
<b>Total 11700 · Pacific Hosted Meets</b>	<b>0</b>	<b>21,445</b>	<b>0</b>	<b>178,000</b>	
12500 · Age Group Program - Co-Pay					
12505 · Western Zone	35,100	31,500	0	50,400	\$700 Co-Pay
12510 · Pacific Coast	10,080	3,680	10,240	7,040	\$220 Co-Pay
12515 · Zone All-Star Meet	18,005	17,107	3,600	20,580	\$65 Co-Pay \$70 co-pay
NACC	34,450	0	0	0	
<b>Total 12500 · Age Group Program - Co-Pay</b>	<b>97,635</b>	<b>52,287</b>	<b>13,840</b>	<b>78,020</b>	
13000 · Camp Program - Co-Pay					
13005 · SR Olympic Training Center	0	7,200	6,900	7,560	24 @ \$300 <a href="#">24@\$315</a>
13010 · 11/12 JO Camp	2,940	0	0	2,880	50 @ \$60 <a href="#">48 @ \$60</a>
13015 · Adam Schmidt 10 & Under	615	0	0	1,280	35. @ \$15 <a href="#">32 @ \$40</a>
13030 · 13-18 Junior Leadership Camp	0	0	0	2,560	65 @ \$60 <a href="#">32 @ \$80</a>
13035 · Diversity Camp	730	745	840	750	<a href="#">50 @ \$15</a> <a href="#">50 @ \$15</a>
13040 · Other Camps	0	0	0	0	
<b>Total 13000 · Camp Program - Co-Pay</b>	<b>4,285</b>	<b>7,945</b>	<b>7,740</b>	<b>15,030</b>	
14000 · Marketing Income		982			
14035 · Website Ads	600	750	750	1,050	
<b>Total 14000 · Marketing Income</b>	<b>600</b>	<b>1,732</b>	<b>750</b>	<b>1,050</b>	
16000 · Other Income					
16005 · Meet Reg Surcharge	5,375	4,720	3,594	4,720	
16006 · Meet Reg Rebate	(3,890)	(4,212)	(2,864)	(4,212)	
					\$32 Adult and \$22 Youth (\$7 increase per ticket)
16010 · Awards Banquet	3,110	1,799	1,714	2,500	
16040 · Fines	575	125	50	300	
16050 · Contributions	695	0	15,825	625	
16060 · Returned Check Fee	275	370	50	300	
<b>Total 16000 · Other Income</b>	<b>6,140</b>	<b>2,802</b>	<b>18,369</b>	<b>4,233</b>	
17000 · Interest Income	254	201	126	180	
18000 · Point Redemption from CC	2,000	3,000	3,000	3,600	
<b>Total Income</b>	<b>1,045,951</b>	<b>970,271</b>	<b>586,343</b>	<b>1,255,606</b>	<b>61,625</b>
<b>Expense</b>					
52000 · National/Senior Program					
52010 · Meet Support	0	0	0	0	Unused for more than 3 years
52015 · Sr. - Pro Swim Series/Others	12,300	3,900	8,100	10,000	
52020 · Sr. National Champs	10,385	19,025	8,550	14,025	17 attending
52035 · Jr. - Champ Meets	66,180	91,138	69,063	52,000	

	<u>2015-16</u>	<u>2016-17</u>		
	<u>Actuals</u>	<u>Actuals</u>	<u>Current YTD</u>	<u>Budget</u>
52040 · Open Water Programs	0	0	0	1,800
52060 · Club-Coach Travel	31,170	19,550	12,350	18,050
52070 · Club Development/Education	16,435	15,000	19,448	20,000
52095 · Sectionals	28,100	29,350	11,500	35,000
52100 · Futures Meet	0	0	0	30,000
<b>Total 52000 · National/Senior Program</b>	<b>164,570</b>	<b>177,963</b>	<b>129,010</b>	<b>180,875</b>
54000 · Age Group Programs				
54010 · Pac Coast All Star Meet	20,129	11,257	20,263	14,195
54015 · Western Zone Meet	67,437	67,074	0	100,740
NACC	69,118	0	0	0
54025 · JO Meet Subsidy	9,000	18,000	0	0
54200 · Zone All-Star Meet	43,237	47,471	35,747	48,200
<b>Total 54000 · Age Group Programs</b>	<b>208,921</b>	<b>143,802</b>	<b>56,010</b>	<b>163,135</b>
54500 · Camp Program				
54510 · SR Olympic Training Center	0	23,660	19,942	20,500
54515 · 11/12 JO Camp	8,119	0	0	8,500
54520 · Adam Schmidt 10 & Under	1,321	0	0	1,200
54535 · 13-18 Jr. Leadership Camp	0	0	0	8,000
54550 · Diversity Camp	187	3,225	2,934	3,300
54560 · Other Camp	0	0	0	0
<b>Total 54500 · Camp Program</b>	<b>9,627</b>	<b>26,886</b>	<b>22,876</b>	<b>41,500</b>
54600 · Disability				
54610 · Travel	0	0	0	600
<b>Total 54600 · Disability</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>600</b>
55000 · Diversity				
55100 · Diversity Program Grants	22,650	23,550	13,234	25,000
55150 · MEFAP Sponsorship	3,765	7,181	3,509	7,200
55200 · Awareness Fund	0	0	0	600
55300 · Fred Siegrist Scholarship	170	0	0	600
55400 · WZ Diversity Camp	2,291	0	950	5,000
<b>Total 55000 · Diversity</b>	<b>28,875</b>	<b>30,731</b>	<b>17,693</b>	<b>38,400</b>
55500 · Events				
55502 · FW/JO Awards				
55502A · JO Awards	0	9,843	3,039	9,000
55502B · FW Awards	0	5,990	3,318	7,000
55502C · Awards Shipping	0	1,037	448	1,040
<b>Total 55502 · FW/JO Awards</b>	<b>0</b>	<b>16,870</b>	<b>6,805</b>	<b>17,040</b>
55508 · Pacific Hosted Meets				
55508A · Professional Services	0	2300	0	28,070
55508B · Host Subsidy	0	0	0	70,000
55508C · Facility Rental	0	8816	0	24,500
55508D · Hospitality	0	8655	0	17,800
55508E · Swag, Tags & Other	0	0	0	13,600
55508F · Credit Card Discounts	0	5850	0	7,300
<b>Total 55508 · Pacific Hosted Meets</b>	<b>0</b>	<b>25,621</b>	<b>0</b>	<b>161,270</b>
55510 · Annual Awards Banquet				
55515 · Banquet - Venue & Food	11,822	9,982	9,748	11,500
55520 · Awards & Programs	2,956	4,422	4,905	5,100
<b>Total 55500 · Events</b>	<b>14,778</b>	<b>56,894</b>	<b>21,458</b>	<b>194,910</b>
56000 · Chairman				
56020 · Volunteer Recognition	0	1,606	0	240
56030 · Contingency	221	2,953	0	1,800
56075 · Travel Expenses	1,103	1,909	340	1,200
56200 · Legal Council	3,000	3,000	0	3,000
<b>Total 56000 · Chairman</b>	<b>4,325</b>	<b>9,468</b>	<b>340</b>	<b>6,240</b>
57000 · Treasurer				
57200 · Fees-Filing	230	180	150	170
57300 · Fees-Accounting & Audit	30,793	31,064	31,954	27,400
57500 · Bank Service Charges	739	388	45	480
57600 · Use Tax Expense	0	2,555	0	4,000
57700 · Insurance	825	1,384	1,092	1,200
<b>Total 57000 · Treasurer</b>	<b>32,587</b>	<b>35,571</b>	<b>33,240</b>	<b>33,250</b>
58000 · Officials				
58300 · Supplies/Copying	890	2,090	944	1,900

100 athletes

Camp Attendance was 65 vs now

	<u>2015-16</u>	<u>2016-17</u>		
	<u>Actuals</u>	<u>Actuals</u>	<u>Current YTD</u>	<u>Budget</u>
58400 · Rule Books	2,980	2,400	2,354	3,400
58500 · Equipment	0	0	3,930	1,200
58600 · Clinics	21,936	27,563	29,136	30,000
58700 · Motivational(Recruit/Retain)	13,014	11,655	1,494	10,300
58800 · National Evaluators	4,859	4,316	1,465	5,000
58900 · Officials to National Meets	3,570	2,600	1,500	3,100
58950 · Lodging for Officials	4,261	9,004	1,648	9,100
<b>Total 58000 · Officials</b>	<b>51,511</b>	<b>59,628</b>	<b>42,471</b>	<b>64,000</b>
59000 · Volunteers				<b>Will be \$64,000</b>
59050 - Athlete Rep Programs	0	0	0	2,100
59100 · Officials Background Check	146	94	0	476
59200 · Background Reimbursement LSC	591	1,217	531	1,500
59300 · Coach / Manager Stipend	3,975	3,800	1,740	4,300
59400 · Seminars / Clinics	964	4,503	543	6,000
59450 - Safe Sport Program	0	0	0	2,400
59500 · Meetings				
59505 · Board of Directors	1,278	1,552	852	4,800
59510 · House of Delegates	4,437	6,564	2,494	7,000
59515 · Zone 4 HOD/BOD Attendance	1,635	1,073	714	1,900
60200 · USAS Convention				
60205 · Delegates	17,186	17,187	18,430	20,000
60215 · Athletes	2,641	1,194	2,157	3,000
<b>Total 59000 · Volunteers</b>	<b>32,854</b>	<b>37,183</b>	<b>27,461</b>	<b>53,476</b>
62000 · Marketing				
62100 · Web Site/Internet	3716	1750	895	1,580
62300 · Marketing Expense	95	0	0	0
<b>Total 62000 · Marketing</b>	<b>3,811</b>	<b>1,750</b>	<b>895</b>	<b>1,580</b>
63000 · Office Expenses				
63100 · Telephone & Internet	4,558	4,413	2,457	3,240
63150 · Conference Call Services	2,245	1,337	1,573	2,000
63300 · Postage	1,776	2,594	540	1,350
63400 · Supplies/Copying	3,391	2,246	1,001	2,400
63450 · Donations to other organization	2,257	300	0	300
63500 · Mileage	0	107	19	240
63600 · Repair & Maintenance	54	0	0	240
63625 · Equipment Purchases	1,164	0	26	600
63650 · Computer Purchases	1,302	780	0	1,800
63675 · Software Purchases	1,656	2,015	1,361	1,500
63700 · Storage Rental	4,329	4,648	3,590	4,660
63800 · Office Space	12,801	13,275	8,155	16,800
63850 · Staff Meetings	0	0	321	250
<b>Total 63000 · Office Expenses</b>	<b>35,535</b>	<b>31,714</b>	<b>19,043</b>	<b>35,130</b>
70000 · Staff Expenses				
70100 · Payroll				
70105 · Salary & Wages	216,530	230,184	143,037	247,543
70110 · Employer Taxes	18,197	18,659	11,811	21,536
70112 · Workers Comp Expense	1,330	1,345	2,551	2,800
70115 · PTO Expense	1,044	1,032	971	1,200
70150 · Payroll Processing	1,327	1,259	954	996
<b>66000 · Payroll Expenses</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Total 70000 · Staff Expenses	238,428	252,478	159,325	274,076
70200 · Contractors				
70205 · Registration Contractor	7,200.00	7,200.00	4,800	7,200
<b>Total 70200 · Contractors</b>	<b>7,200.00</b>	<b>7,200.00</b>	<b>4,800</b>	<b>7,200</b>
<b>Total Expense</b>	<b>861,897</b>	<b>871,267</b>	<b>720,390</b>	<b>1,311,082</b>
<b>Net Ordinary Income</b>	<b>184,054</b>	<b>99,004</b>	<b>(134,046)</b>	<b>(55,476)</b>
Funding from Investments				
88000 - Pacific Swimming Grants	27,955	45,721	28,683	50000
88100 - Disaster Grants	0	0	3,900	0
89000 - Trials Events	73,500	21,800	0	0
89100 · Website Upgrade	0	0	0	0
89200 · Special Projects	0	0	0	25,000
Total Other Expense	101,455	67,521	32,583	75,000
Net Other Income				