

2019-2020 Pacific Swimming Budget

	2019-20 Budget	%	2018-19 Budget	%	2018-19 YTD 3/31/2019	2017-18 Actuals	2016-17 Actuals	Notes
Income								
Membership-USA Swim Fees								
11000 · Membership								
11005 · Athlete	1,220,059		1,355,664		1,110,048	1,309,575	1,331,755	No increase in PacSwim Membership dues
11010 · Non-Athlete	96,832		103,564		94,010	99,872	103,128	
11015 · Club	27,950		28,825		26,425	31,000	30,425	
11030 · Overpayments	-		-		66	139	161	
Total 11000 · Membership	1,344,841		1,488,053		1,230,549	1,440,586	1,465,469	
51000 · USA Swim Fees								
51015 · Annual Athlete	(947,316)		(1,007,205)		(868,062)	(954,249)	(933,252)	USAS' share increases \$2 or \$62 for Annual Athlete and Non Athlete
51020 · Seasonal	(69,270)		(73,200)		(34,650)	(69,370)	(72,120)	
51030 · Non-Athlete	(88,288)		(91,380)		(82,040)	(87,768)	(86,176)	
51040 · Club / Organization	(8,530)		(8,890)		(8,280)	(8,910)	(8,960)	
51045 · Volunteer(s) of the Year	(1,000)		(1,000)		-	(1,000)	-	
Total 51000 · USA Swim Fees	(1,114,404)		(1,181,675)		(993,032)	(1,121,297)	(1,100,508)	
Total Membership-USA Swim Fees	230,437	23%	306,378	28%	237,517	319,289	364,961	
11500 · Meet Fees LSC								
11505 · Entry Fees	466,000		478,000		253,829	469,530	502,339	
11510 · Sanctions	9,845		10,215		5,120	10,725	10,465	
11515 · Late Payment Penalty	2,100		900		1,887	3,054	2,249	
Total 11500 · Meet Fees LSC	477,945	48%	489,115	45%	260,836	483,309	515,053	
11700 · Pacific Hosted Meets								
11705 · Entry Income	165,000		172,000		-	183,777	846	
11710 · Coach Credentials	-		-		-	(3,020)	-	
11715 · Vendor Income	-		-		-	7,130	-	
11725 · Sponsorship	-		7,000		-	-	19,215	
Total 11700 · Pacific Hosted Meets	165,000	17%	179,000	17%	-	187,888	20,061	
12500 · Age Group Program - Co-Pay								
12505 · Western Zone	50,400		50,400		-	39,065	31,500	72@700 Co-pay
12510 · Pacific Coast	10,880		7,040		7,920	10,240	3,680	32@340 Co-pay
12515 · Zone All-Star Meet	20,580		20,580		20,580	19,760	17,107	294@70 Co-pay
Total 12500 · Age Group Program - Co-Pay	81,860	8%	78,020	7%	28,500	69,065	52,287	

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13000 · Camp Program - Co-Pay								
13005 · SR Olympic Training Center	7,560		7,560		7,875	6,900	7,200	<u>24@\$315 Co-pay</u>
13010 · 11/12 JO Camp	3,000		2,880		-	-	-	<u>48 @ \$60 Co-pay</u>
13015 · Adam Schmidt 10 & Under	525		1,280		-	-	-	<u>32 @ \$40 Co-pay</u>
13030 · 13-18 Junior Leadership Camp	3,900		2,560		-	-	-	<u>32 @ \$80 Co-Pay</u>
13035 · Diversity Camp	950		750		940	840	745	<u>50 @ \$15 Co-Pay</u>
13040 - Other Camps	-		-		-	510	-	
Total 13000 · Camp Program - Co-Pay	15,935	2%	15,030	1%	8,815	8,250	7,945	
14000 · Marketing Income								
14035 · Website Ads	1,050		1,050		800	850	750	
Total 14000 · Marketing Income	1,050	0%	1,050	0%	800	850	1,732	
15000 - Merchandise Sales								
15200 - Officials Apparel Sales	5,000		-		3,900	5,547	4,761	
15300 - A Medal Sales	3,000		-		1,103	3,151	3,856	
15000 - Merchandise Sales Other	-		-		-	495	-	
Total 15000 Merchandise Sales	8,000	1%	-	0%	5,004	9,193	8,617	
16000 · Other Income								
16005 · Meet Reg Surcharge	4,720		4,720		3,038	4,794	4,720	
16006 · Meet Reg Rebate	(4,210)		(4,212)		(2,688)	(4,204)	(4,212)	
16010 · Awards Banquet	3,600		2,500		3,962	1,714	1,799	
16040 · Fines	300		300		-	50	125	
16050 · Contributions	200		625		7,090	16,404	-	
16060 · Returned Check Fee	300		300		-	175	370	
16085 - Equipment Rental	600		-		300			Pacific Pop-ups
16100 - Misc. Income	-		-		5,308			
Total 16000 · Other Income	5,510		4,233		17,010	18,933	2,802	
17000 · Interest Income	180		180		109	261	201	
18000 · Point Redemption from CC	4,200	1%	3,600	1%	3,560	4,321	3,000	
Total Income	990,117	100%	1,076,606	100%	562,152	1,092,165	968,041	
40000 - Merchndise Cost of Goods Sold								
40200 - Officials COGS	5,250		-		4,133	5,513	4,821	
40300 - A Medals COGS	3,900		-		1,533	4,359	5,583	
Total 40000 - Merchndise Cost of Goods Sold	9,150	1%	0	0%	5,666	9,873	10,404	
Gross Profit -	980,967	99%	1,076,606	100%	556,486	1,082,292	957,636	

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Expense								
52000 · National/Senior Program								
52010 · Meet Support	-		-		-	-	-	
52015 · Sr. - Pro Swim Series/Others	17,400		10,000		1,800	18,600	3,900	1 per year
52020 · Sr. National Champs	31,000		14,025		7,500	16,650	19,025	Atlanta, Indianapolis
52035 · Jr. - Champ Meets	100,750		52,000		66,625	98,638	91,138	Federal Way, Indianapolis
52040 · Open Water Programs	800		1,800		-	-	-	
52060 · Club-Coach Travel	50,000		18,050		9,050	15,850	19,550	Additional Travel suport for Trials
52070 · Club Development/Education	19,500		20,000		15,588	19,448	15,000	
52095 · Sectionals	47,200		35,000		7,200	33,500	29,350	2 Sectional meets per year
52100 · Futures Meet	51,000		30,000		-	-	-	Location, TBD
Total 52000 · National/Senior Program	317,650	32%	180,875	17%	107,763	202,685	177,963	
54000 · Age Group Programs								
54010 · Pac Coast All Star Meet	21,830		14,195		14,373	20,263	11,257	
54015 · Western Zone Meet	101,990		100,740		-	80,849	67,074	
54025 · JO Meet Subsidy	15,000	*	-		-	-	18,000	
54150 · Zone All-Star Meet-Host Zone	5,000		5,000		-	3,535	4,279	
54200 · Zone All-Star Meet	41,900		43,200		40,369	47,060	43,192	
Total 54000 · Age Group Programs	185,720	19%	163,135	15%	54,742	151,707	143,801	
54500 · Camp Program								
54510 · SR Olympic Training Center	22,000		20,500		22,027	19,942	23,660	
54515 · 11/12 JO Camp	8,500		8,500		-	-	-	
54520 · Adam Schmidt 10 & Under	1,200		1,200		-	271	-	
54535 · 13-18 Jr. Leadership Camp	10,000		8,000		-	-	-	
54550 · Diversity Camp	5,000		3,300		4,798	2,934	3,225	
54560 · Other Camp	-		-		-	958	-	
Total 54500 · Camp Program	46,700	5%	41,500	4%	26,825	24,105	26,886	
54600 · Disability								
54610 · Travel	600		600		-	-	-	
Total 54600 · Disability	600	0%	600	0%	-	-	-	
55000 · Diversity								
55100 · Diversity Program Grants	30,000		25,000		12,025	16,455	23,550	
55150 · MEFAP Sponsorship	8,300		7,200		4,281	6,547	7,181	
55200 · Awareness Fund	1,800		600		1,505	1,822	-	
55250 · Marketing	1,800		-		-	-	-	
55300 · Fred Siegrist Scholarship	600		600		-	-	-	

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55400 - WZ Diversity Camp	4,000		5,000		(1)	5,671	-	
Total 55000 · Diversity	46,500	5%	38,400	4%	17,810	30,494	30,731	
55500 · Events								
55502 - FW/JO Awards								
55502A - JO Awards	9,500		9,000		7,068	8,219	9,843	
55502B - FW Awards	7,000		7,000		-	6,116	5,990	
55502C - Awards Shipping	-		1,040		-	2,053	1,037	
Total 55502 - FW/JO Awards	16,500		17,040		7,068	16,388	16,870	
55508 - Pacific Hosted Meets								
55508A - Professional Services	42,000		28,100		-	32,165	2,300	
55508B - Host Subsidy	70,000		70,000		-	70,000	-	
55508C - Facility Rental	27,000		25,000		-	37,633	-	
55508D - Hospitality	9,500		7,000		-	5,696	8,655	
55508E - Swag, Tags & Other	18,000		17,800		-	15,833	-	
55508F - Credit Card Discounts	8,300		9,000		-	4,458	3,620	
55508 - Other	-		-		-	10,149	8,816	
Total 55508 - Pacific Hosted Meets	174,800		156,900		-	175,933	23,391	
55510 - Annual Awards Banquet								
55515 · Banquet - Venue & Food	15,000		11,500		15,122	9,748	9,982	
55520 · Awards & Programs	5,200		5,100		5,102	4,905	4,422	
Total 55500 · Events	211,500	21%	190,540	18%	27,292	206,974	54,665	
56000 · Chairman								
56020 · Volunteer Recognition	240		240		-	-	1,606	
56030 · Contingency	1,800		1,800		3,480	3,501	2,953	
56075 · Travel Expenses	1,200		1,200		-	340	1,909	
56200 · Legal Council	3,000		3,000		5,000	-	3,000	
Total 56000 · Chairman	6,240	1%	6,240	1%	8,480	3,842	9,468	
57000 · Treasurer								
57200 · Fees-Filing	170		170		176	160	180	
57300 · Fees-Accounting & Audit	29,925		27,400		24,160	39,499	31,064	
57500 · Bank Service Charges	1,020		480		549	276	388	
57600 · Use Tax Expense	-		4,000		239	4,099	2,945	Now a Balance Sheet Account
57700 · Insurance	1,200		1,200		755	1,092	1,384	
Total 57000 · Treasurer	32,315	3%	33,250	3%	25,880	45,126	35,961	

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58000 · Officials								
58300 · Supplies/Copying	1,200		1,900		-	1,793	2,090	
58400 · Rule Books	3,400		3,400		-	2,354	2,400	
58500 · Equipment	1,200		1,200		-	3,930	-	
58600 · Clinics	29,000		30,000		30,828	29,136	27,563	
58700 · Motivational(Recruit/Retain)	9,300		10,300		3,069	10,434	11,655	
58800 · National Evaluators	4,750		5,000		1,862	6,134	4,316	
58900 · Officials to National Meets	8,400		3,100		4,250	4,679	2,600	
58950 · Lodging for Officials	5,250		9,100		1,608	3,953	9,004	
Total 58000 · Officials	62,500	6%	64,000	6%	41,617	62,413	59,628	
59000 · Volunteers								
59050 - Athlete Rep Programs	2,500		2,100		-	478	-	
59100 · Officials Background Check	200		476		114	-	94	
59200 · Background Reimbursement LSC	1,500		1,500		1,100	833	1,217	
59300 · Coach / Manager Stipend	4,500		4,300		1,805	3,815	3,800	
59400 · Seminars / Clinics	6,000		6,000		620	3,438	4,503	
59450 - Safe Sport Program	2,400		2,400		-	-	-	
59500 · Meetings								
59505 · Board of Directors	1,375		4,800		760	1,442	1,552	
59510 · House of Delegates	7,000		7,000		3,922	6,126	6,564	
59515 · Zone 4 HOD/BOD Attendanc	2,500		1,900		490	1,256	1,073	Includes travel for Safe Sport Chair
60200 · USAS Convention								
60205 · Delegates	20,000		20,000		19,335	18,430	17,187	
60215 · Athletes	3,000		3,000		2,194	2,157	1,194	
Total 59000 · Volunteers	50,975	5%	53,476	5%	30,340	37,975	37,183	
62000 · Marketing								
62100 · Web Site/Internet	2,240		1,580		1,025	2,108	1,750	
Total 62000 · Marketing	2,240	0%	1,580	0%	1,025	2,108	1,750	
63000 · Office Expenses								
63100 · Telephone & Internet	2,400		3,240		1,522	3,685	4,413	
63150 · Conference Call Services	2,720		2,000		1,569	2,452	1,337	
63300 · Postage	1,130		1,350		305	901	2,871	
63400 · Supplies/Copying	2,500		2,400		824	3,267	2,246	
63450 · Donations to other organization	-		300		-	-	300	
63500 · Mileage	-		240		-	19	107	

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63600 · Repair & Maintenance	-		240		91	-	-	
63625 · Equipment Purchases	-		600		256	225	-	
63650 · Computer Purchases	-		1,800		-	599	780	
63675 · Software Purchases	2,467		1,500		1,291	2,227	2,015	
63700 · Storage Rental	6,024		4,660		3,955	5,197	4,648	
63800 · Office Space	16,716		16,800		8,999	14,048	13,275	
63850 · Staff Meetings	250		250		163	321	-	
Total 63000 · Office Expenses	34,207	3%	35,380	3%	18,974	32,940	31,991	
70000 · Staff Expenses								
70100 · Payroll								
70105 · Salary & Wages	264,620		247,544		141,443	242,299	230,184	
70110 · Employer Taxes	23,022		21,536		11,727	19,788	18,659	
70112 · Workers Comp Expense	2,600		2,800		1,439	4,516	1,345	
70115 · PTO Expense	7,110		1,200		1,382	(1,160)	1,032	
70150 · Payroll Processing	1,620		996		993	1,622	1,259	
66000 · Payroll Expenses	-		-		(0)	84	-	
Total 70000 · Staff Expenses	298,972	30%	274,076	25%	156,983	267,149	252,478	
70200 · Contractors								
70215 · Other Professional Services			0		4,500			
70205 · Registration Contractor	7,200		7,200		4,200	7,200	7,200	
Total 70200 · Contractors	7,200	1%	7,200	1%	8,700	7,200	7,200	
75000 - Miscellaneous	-		-		590	-	-	
Total Expense	1,303,319		1,090,252		527,021	1,074,717	869,704	
Net Ordinary Income	(313,202)	-32%	(13,646)	-1%	29,464	17,447	98,337	
Investment Expenses								
86000 · Wells Fargo Investment Fee	(31,000)		(17,740)		(15,123)	(30,040)	(26,444)	
87000 · Foreign Tax Withholding WF Inv	(540)		(803)		(269)	(893)	(1,001)	
	(31,540)		(18,543)		(15,392)	(30,933)	(27,445)	
Funding from Investments								
88000 - Pacific Swimming Grants	-		50,000		7,613	36,775	45,721	
88100 - Disaster Grants	-		0		-	5,104	-	
89000 - Trials Events	72,000		0		-	-	21,800	
89200 · Special Projects	-		25,000		25,881	-	-	
Total Other Expense	72,000		75,000		33,494	41,879	67,521	

* JO Subsidy approved by the Executive Committee or Board of Directors for JO Hosts showing a justified need.

Any shortfall/loss in the budget will be offset using accumulated net assets