

Pacific Swimming
Draft Actual to Budget
September 2022 through August 2023

	<u>Sep '22 - Aug 23</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
Membership-USA Swim Fees		
11000 · Membership		
11005 · Athlete	293,261.00	310,500.00
11010 · Non-Athlete	19,275.00	15,920.00
11012 · Administrator	882.00	1,650.00
11015 · Club	17,510.00	16,550.00
11035 · Transfers Processing Fee	7,080.00	3,600.00
Total 11000 · Membership	338,008.00	348,220.00
51000 · USA Swim Fees		
51045 · Volunteer(s) of the Year	0.00	(1,000.00)
51060 · 4% Tech Fee	(12,442.88)	(13,110.00)
Total 51000 · USA Swim Fees	(12,442.88)	(14,110.00)
Total Membership-USA Swim Fees	325,565.12	334,110.00
11500 · Meet Fees LSC		
11505 · Entry Fees	530,586.30	484,000.00
11510 · Sanctions	9,275.00	9,815.00
11515 · Late Payment Penalty	935.61	750.00
Total 11500 · Meet Fees LSC	540,796.91	494,565.00
12500 · Age Group Program - Co-Pay		
12505 · Western Zone	47,360.00	56,880.00
12510 · Pacific Coast	13,600.00	11,840.00
12515 · Zone All Star Meet	19,180.00	20,580.00
Total 12500 · Age Group Program - Co-Pay	80,140.00	89,300.00
13000 · Camp Program - Co-Pay		
13005 · Olympic Paralympic Training Cen	9,477.00	9,360.00
13030 · 13-18 Junior Leadership Camp	0.00	1,350.00
13035 · Diversity Camp	0.00	750.00
Total 13000 · Camp Program - Co-Pay	9,477.00	11,460.00
14000 · Marketing Income		
14035 · Website Ads	350.00	1,200.00
Total 14000 · Marketing Income	350.00	1,200.00
14500 · Special Events		
14520 · Special Event Income		
14523 · Sales Proceeds	829.00	0.00
Total 14520 · Special Event Income	829.00	0.00
14550 · Special Event Expenses		
14552 · Other Direct Expenses	(863.31)	0.00
Total 14550 · Special Event Expenses	(863.31)	0.00
Total 14500 · Special Events	(34.31)	0.00
15000 · Merchandise Sales		
15200 · Officials Apparel Sales	6,440.00	3,500.00
15300 · A Medal Sales	338.84	2,500.00
Total 15000 · Merchandise Sales	6,778.84	6,000.00
16000 · Other Income		
16010 · Awards Banquet	3,801.76	2,625.00
16040 · Fines	950.00	100.00
16050 · Contributions	104.00	0.00
16055 · Restricted Contribution	9,272.82	0.00
16060 · Returned Check Fee	50.00	50.00

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16085 · Equipment Rental	585.00	120.00
Total 16000 · Other Income	14,763.58	2,895.00
17000 · Interest Income	40.88	25.00
18000 · Point Redemption from CC	3,575.00	1,600.00
Total Income	981,453.02	941,155.00
Cost of Goods Sold		
40000 · Merchandise Cost of Goods Sold		
40200 · Officials COGS	5,756.51	3,675.00
40300 · A Medals COGS	335.55	2,750.00
Total 40000 · Merchandise Cost of Goods Sold	6,092.06	6,425.00
Total COGS	6,092.06	6,425.00
Gross Profit	975,360.96	934,730.00
Expense		
52000 · National/Senior Program		
52015 · Sr. - Pro Swim Series/Ohers	2,400.00	3,000.00
52020 · Sr. National Champs	11,500.00	9,100.00
52035 · Jr. - Champ Meets	84,150.00	69,000.00
52040 · Open Water Programs	0.00	700.00
52060 · Club-Coach Travel	15,675.00	19,290.00
52070 · Club Development/Education	4,520.00	7,000.00
52095 · Sectionals	47,900.00	83,500.00
52100 · Futures Meet	27,600.00	15,000.00
Total 52000 · National/Senior Program	193,745.00	206,590.00
54000 · Age Group Programs		
54010 · Pac Coast All Star Meet	25,280.11	21,981.00
54015 · Western Zone Meet	89,923.08	106,955.00
54025 · Meet Subsidy	0.00	5,000.00
54150 · Zone All Star Meet-Host Zone	2,909.09	5,000.00
54200 · Zone All Star Meet	54,764.08	49,209.00
Total 54000 · Age Group Programs	172,876.36	188,145.00
54500 · Camp Program		
54510 · Olympic Paralympic Training	23,430.02	23,707.00
54535 · 13-18 Jr. Leadership Camp	0.00	3,700.00
54550 · Diversity Camp	0.00	3,000.00
Total 54500 · Camp Program	23,430.02	30,407.00
55000 · Diversity		
54610 · Travel - Disability	0.00	600.00
55100 · Diversity Program Grants	7,220.00	20,000.00
55150 · MEFAP Sponsorship	6,631.00	8,000.00
55200 · Awareness Fund	3,200.00	250.00
55250 · Marketing	0.00	600.00
55400 · Diversity Camp Donation	0.00	1,650.00
55450 · WZ DDEI Donation	1,642.90	1,500.00
Total 55000 · Diversity	18,693.90	32,600.00
55500 · Events		
55502 · Awards and Bag Tags		
55502A · Age Group Champs Awards	7,562.11	8,250.00
55502B · Far Western Awards	6,272.35	8,500.00
55502C · Age Group Champs Bag Tags	3,327.83	3,600.00
55508E · Far Western Bag Tags	3,354.98	4,000.00
Total 55502 · Awards and Bag Tags	20,517.27	24,350.00
55510 · Annual Awards Banquet		
55515 · Banquet - Venue & Food	12,124.41	13,525.00

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55520 · Awards & Programs	3,062.72	4,500.00
55521 · Awards Banquet - Prof Services	1,400.00	500.00
Total 55510 · Annual Awards Banquet	16,587.13	18,525.00
Total 55500 · Events	37,104.40	42,875.00
56000 · Chairman		
56030 · Contingency	0.00	500.00
56075 · Travel Expenses	0.00	300.00
Total 56000 · Chairman	0.00	800.00
57000 · Treasurer		
57200 · Fees-Filing	200.00	160.00
57300 · Fees-Accounting & Audit	31,399.00	30,700.00
57350 · Subscriptions and Dues	1,066.24	1,800.00
57500 · Bank Service Charges	807.33	750.00
57700 · Insurance	1,354.00	1,150.00
57800 · Bad Debt	1,582.65	
Total 57000 · Treasurer	36,409.22	34,560.00
58000 · Officials		
58300 · Supplies/Copying	875.11	1,400.00
58400 · Rule Books	2,275.88	2,300.00
58500 · Equipment	369.14	1,900.00
58600 · Clinics	13,071.22	18,000.00
58700 · Motivational(Recruit/Retain)	5,418.37	7,100.00
58800 · National Evaluators	2,251.33	3,800.00
58900 · Officials to National Meets	4,150.00	5,000.00
58950 · Lodging for Officials	7,234.01	8,000.00
Total 58000 · Officials	35,645.06	47,500.00
59000 · Volunteers		
59050 · Athlete Rep Program	5,963.35	7,500.00
59100 · Officials Background Check	74.00	36.00
59300 · Event Per Diem Allowance	9,800.00	14,050.00
59400 · Seminars / Clinics	915.96	3,000.00
59450 · Safe Sport Program	0.00	1,000.00
59500 · Meetings		
59510 · House of Delegates	4,256.60	5,000.00
Total 59500 · Meetings	4,256.60	5,000.00
60200 · USAS Convention		
60205 · Delegates	3,559.20	19,200.00
60215 · Athletes	4,623.18	6,000.00
Total 60200 · USAS Convention	8,182.38	25,200.00
Total 59000 · Volunteers	29,192.29	55,786.00
62000 · Marketing		
62100 · Web Site/Internet	1,615.23	1,600.00
62300 · Marketing Expense	32.13	
Total 62000 · Marketing	1,647.36	1,600.00
63000 · Office Expenses		
63100 · Telephone & Internet	2,487.76	1,632.00
63150 · Conference Call Services	799.60	750.00
63300 · Postage	267.88	720.00
63400 · Supplies/Copying	2,507.16	1,300.00
63500 · Mileage	670.43	300.00
63600 · Repair & Maintenance	179.99	150.00
63625 · Office Equipment Purchases	1,326.98	1,500.00
63675 · Software Purchases	3,133.90	2,881.00
63700 · Storage Rentals	6,514.27	6,618.00

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Total 63000 · Office Expenses	17,887.97	15,851.00
70000 · Staff Expenses		
70100 · Payroll		
66000 · Payroll Expenses	0.03	
70105 · Salary & Wages	233,268.72	233,670.00
70110 · Employer Taxes	18,442.91	21,056.00
70112 · Workers Comp Expense	113.45	1,442.00
70115 · PTO Expense	(1,884.97)	1,278.92
70150 · Payroll Processing	1,603.25	1,580.00
Total 70100 · Payroll	<u>251,543.39</u>	<u>259,026.92</u>
Total 70000 · Staff Expenses	251,543.39	259,026.92
70200 · Contractors		
70215 · Other Professional Services	0.00	44,000.00
Total 70200 · Contractors	<u>0.00</u>	<u>44,000.00</u>
Total Expense	<u>818,174.97</u>	<u>959,740.92</u>
Net Ordinary Income	157,185.99	(25,010.92)
Other Income/Expense		
Other Income		
85000 · Investment Income		
85100 · Dividend Income	126,440.73	
85200 · Interest Income	34,198.07	
85400 · Realized Gain	103,598.35	
85600 · Unrealized Gain	88,090.89	
85625 · Board Desig Funds Gain/(Loss)	20,642.14	
Total 85000 · Investment Income	372,970.18	
86000 · Wells Fargo Investment Fee	59,887.60	(32,000.00)
Total Other Income	432,857.78	(32,000.00)
Other Expense		
89300 · Scholarship	2,000.00	0.00
88000 · Pacific Swimming Grants	0.00	25,000.00
89200 · Special Projects	4,435.55	
89500 · Interest and Finance Charges	4,426.94	15,960.00
Total Other Expense	<u>10,862.49</u>	<u>40,960.00</u>
Net Other Income	421,995.29	(72,960.00)
Net Income	<u>579,181.28</u>	<u>(97,970.92)</u>