

# 2019-2020 Pacific Swimming Budget

	Budget	%	Notes
<b>Income</b>			
Membership-USA Swim Fees			
11000 · Membership			
11005 · Athlete	1,220,059		No increase in PacSwim
11010 · Non-Athlete	96,832		Membership dues
11015 · Club	27,950		
11030 - Overpayments	-		
<b>Total 11000 · Membership</b>	<b>1,344,841</b>		
51000 · USA Swim Fees			
51015 · Annual Athlete	(947,316)		USAS' share increases \$2
51020 · Seasonal	(69,270)		or \$62 for Annual Athlete
51030 · Non-Athlete	(88,288)		and Non Athlete
51040 · Club / Organization	(8,530)		
51045 · Volunteer(s) of the Year	(1,000)		
<b>Total 51000 · USA Swim Fees</b>	<b>(1,114,404)</b>		
<b>Total Membership-USA Swim Fees</b>	<b>230,437</b>	<b>23%</b>	
11500 · Meet Fees LSC			
11505 · Entry Fees	466,000		
11510 · Sanctions	9,845		
11515 · Late Payment Penalty	2,100		
<b>Total 11500 · Meet Fees LSC</b>	<b>477,945</b>	<b>48%</b>	
11700 - Pacific Hosted Meets			
11705 - Entry Income	165,000		
11710 - Coach Credentials	-		
<b>Total 11700 · Pacific Hosted Meets</b>	<b>165,000</b>	<b>17%</b>	
12500 · Age Group Program - Co-Pay			
12505 · Western Zone	50,400		<a href="#">72@700 Co-pay</a>
12510 · Pacific Coast	10,880		<a href="#">32@340 Co-pay</a>
12515 · Zone All-Star Meet	20,580		<a href="#">294@70 Co-pay</a>
<b>Total 12500 · Age Group Program - Co-Pay</b>	<b>81,860</b>	<b>8%</b>	
13000 · Camp Program - Co-Pay			
13005 · SR Olympic Training Center	7,560		<a href="#">24@\$315 Co-pay</a>
13010 · 11/12 JO Camp	3,000		<a href="#">48 @ \$60 Co-pay</a>
13015 · Adam Schmidt 10 & Under	525		<a href="#">32 @ \$40 Co-pay</a>
13030 · 13-18 Junior Leadership Camp	3,900		<a href="#">32 @ \$80 Co-Pay</a>
13035 · Diversity Camp	950		<a href="#">50 @ \$15 Co-Pay</a>
<b>Total 13000 · Camp Program - Co-Pay</b>	<b>15,935</b>	<b>2%</b>	
14000 · Marketing Income			
14035 · Website Ads	1,050		
<b>Total 14000 · Marketing Income</b>	<b>1,050</b>	<b>0%</b>	
15000 - Merchandise Sales			
15200 - Officials Apparel Sales	5,000		
15300 - A Medal Sales	3,000		
<b>Total 15000 Merchandise Sales</b>	<b>8,000</b>	<b>1%</b>	
16000 · Other Income			
16005 · Meet Reg Surcharge	4,720		
16006 · Meet Reg Rebate	(4,210)		
16010 · Awards Banquet	3,600		

	Budget	%	Notes
16040 · Fines	300		
16050 · Contributions	200		
16060 · Returned Check Fee	300		
16085 - Equipment Rental	600		Pacific Pop-ups
<b>Total 16000 · Other Income</b>	<b>5,510</b>		
17000 · Interest Income	180		
18000 · Point Redemption from CC	4,200	1%	
<b>Total Income</b>	<b>990,117</b>	<b>100%</b>	
40000 - Merchandise Cost of Goods Sold			
40200 - Officials COGS	5,250		
40300 - A Medals COGS	3,900		
<b>Total 40000 - Merchandise Cost of Goods Sold</b>	<b>9,150</b>	<b>1%</b>	
<b>Gross Profit -</b>	<b>980,967</b>	<b>99%</b>	
<b>Expense</b>			
52000 · National/Senior Program			
52010 · Meet Support	-		
52015 · Sr. - Pro Swim Series/Others	17,400	1 per year	
52020 · Sr. National Champs	31,000	Atlanta, Indianapolis	
52035 · Jr. - Champ Meets	100,750	Federal Way, Indianapolis	
52040 · Open Water Programs	800		
52060 · Club-Coach Travel	50,000	Additional Travel support for Trials	
52070 · Club Development/Education	19,500		
52095 · Sectionals	47,200	2 Sectional meets per year	
52100 · Futures Meet	51,000	Location, TBD	
<b>Total 52000 · National/Senior Program</b>	<b>317,650</b>	<b>32%</b>	
54000 · Age Group Programs			
54010 · Pac Coast All Star Meet	21,830		
54015 · Western Zone Meet	101,990		
54025 · JO Meet Subsidy	15,000		
54150 · Zone All-Star Meet-Host Zone	5,000		
54200 · Zone All-Star Meet	41,900		
<b>Total 54000 · Age Group Programs</b>	<b>185,720</b>	<b>19%</b>	
54500 · Camp Program			
54510 · SR Olympic Training Center	22,000		
54515 · 11/12 JO Camp	8,500		
54520 · Adam Schmidt 10 & Under	1,200		
54535 · 13-18 Jr. Leadership Camp	10,000		
54550 · Diversity Camp	5,000		
54560 - Other Camp	-		
<b>Total 54500 · Camp Program</b>	<b>46,700</b>	<b>5%</b>	
54600 · Disability			
54610 · Travel	600		
<b>Total 54600 · Disability</b>	<b>600</b>	<b>0%</b>	
55000 · Diversity			
55100 · Diversity Program Grants	30,000		
55150 - MEFAP Sponsorship	8,300		
55200 · Awareness Fund	1,800		
55250 - Marketing	1,800		
55300 · Fred Siegrist Scholarship	600		
55400 - WZ Diversity Camp	4,000		
<b>Total 55000 · Diversity</b>	<b>46,500</b>	<b>5%</b>	

	Budget	%	Notes
55500 · Events			
55502 - FW/JO Awards			
55502A - JO Awards	9,500		
55502B - FW Awards	7,000		
<b>Total 55502 - FW/JO Awards</b>	<b>16,500</b>		
<b>55506 - Event Operations</b>			
55506A - Purchases -Meet Supply/ Equip	-		
<b>Total 55506 - Event Operations</b>	<b>-</b>		
55508 - Pacific Hosted Meets			
55508A - Professional Services	42,000		
55508B - Host Subsidy	70,000		
55508C - Facility Rental	27,000		
55508D - Hospitality	7,000		
55508E - Swag, Tags & Other	18,000		
55508F - Credit Card Discounts	8,300		
55508G - Staff Expenses	2,500		Lodging and Mileage
55508H - Rentals	-		
<b>Total 55508 - Pacific Hosted Meets</b>	<b>174,800</b>		
55510 - Annual Awards Banquet			
55515 · Banquet - Venue & Food	15,000		
55520 · Awards & Programs	5,200		
<b>Total 55500 · Events</b>	<b>211,500</b>	<b>21%</b>	
56000 · Chairman			
56020 · Volunteer Recognition	240		
56030 · Contingency	1,800		
56075 · Travel Expenses	1,200		
56200 · Legal Council	3,000		
<b>Total 56000 · Chairman</b>	<b>6,240</b>	<b>1%</b>	
57000 · Treasurer			
57200 · Fees-Filing	170		
57300 · Fees-Accounting & Audit	29,925		
57500 · Bank Service Charges	1,020		
57700 · Insurance	1,200		
<b>Total 57000 · Treasurer</b>	<b>32,315</b>	<b>3%</b>	
58000 · Officials			
58300 · Supplies/Copying	1,200		
58400 · Rule Books	3,400		
58500 · Equipment	1,200		
58600 · Clinics	29,000		
58700 · Motivational(Recruit/Retain)	9,300		
58800 · National Evaluators	4,750		
58900 · Officials to National Meets	8,400		
58950 · Lodging for Officials	5,250		
<b>Total 58000 · Officials</b>	<b>62,500</b>	<b>6%</b>	
59000 · Volunteers			
59050 - Athlete Rep Programs	2,500		
59100 · Officials Background Check	200		
59200 · Background Reimbursement LSC	1,500		
59300 · Coach / Manager Stipend	4,500		
59400 · Seminars / Clinics	6,000		
59450 - Safe Sport Program	5,000		

	<b>Budget</b>	<b>%</b>	<b>Notes</b>
59505 · Board of Directors	1,375		
59510 · House of Delegates	7,000		
59515 · Zone 4 HOD/BOD Attendance	2,500		Includes travel for Safe Sport Chair
60200 · USAS Convention			
60205 · Delegates	20,000		
60215 · Athletes	3,000		
<b>Total 59000 · Volunteers</b>	<b>53,575</b>	<b>5%</b>	
62000 · Marketing			
62100 · Web Site/Internet	2,240		
<b>Total 62000 · Marketing</b>	<b>2,240</b>	<b>0%</b>	
63000 · Office Expenses			
63100 · Telephone & Internet	2,400		
63150 · Conference Call Services	2,720		
63300 · Postage	1,130		
63400 · Supplies/Copying	2,500		
63675 · Software Purchases	2,467		
63700 · Storage Rental	6,024		
63800 · Office Space	16,716		
63850 · Staff Meetings	250		
<b>Total 63000 · Office Expenses</b>	<b>34,207</b>	<b>3%</b>	
70000 · Staff Expenses			
70100 · Payroll			
70105 · Salary & Wages	264,620		
70110 · Employer Taxes	23,022		
70112 · Workers Comp Expense	2,600		
70115 · PTO Expense	7,110		
70150 · Payroll Processing	1,620		
66000 · Payroll Expenses	-		
<b>Total 70000 · Staff Expenses</b>	<b>298,972</b>	<b>30%</b>	
70200 · Contractors			
70215 · Other Professional Services	4,600		
<b>Total 70200 · Contractors</b>	<b>4,600</b>	<b>0%</b>	
<b>Total Expense</b>	<b>1,303,319</b>		
<b>Net Ordinary Income</b>	<b>(313,202)</b>	<b>-32%</b>	Any shortfall/loss will be offset using accumulated net assets
<b>Investment Expenses</b>			
86000 · Wells Fargo Investment Fee	(31,000)		
87000 · Foreign Tax Withholding WF Inv	(540)		
<b>Total Investment Fees</b>	<b>(31,540)</b>		
<b>Funding from Investments</b>			
89000 · Trials Events	72,000		
<b>Total Funding from Investments</b>	<b>72,000</b>		