

## 2019-2020 Pacific Swimming Budget

|   | 2019-20<br>Budget  | %   | 2018-19<br>Budget  | %   | 2018-19 YTD<br>3/31/2019 | 2017-18<br>Actuals | 2016-17<br>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<br>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                |  |
| <b>Total 11000 · Membership</b>                 | <b>1,344,841</b>   |     | <b>1,488,053</b>   |     | <b>1,230,549</b>         | <b>1,440,586</b>   | <b>1,465,469</b>   |  |
| 51000 · USA Swim Fees                           |                    |     |                    |     |                          |                    |                    |  |
| 51015 · Annual Athlete                          | (947,316)          |     | (1,007,205)        |     | (868,062)                | (954,249)          | (933,252)          | USAS' share increases \$2<br>or \$62 for Annual Athlete<br>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)            | -                  |  |
| <b>Total 51000 · USA Swim Fees</b>              | <b>(1,114,404)</b> |     | <b>(1,181,675)</b> |     | <b>(993,032)</b>         | <b>(1,121,297)</b> | <b>(1,100,508)</b> |  |
| <b>Total Membership-USA Swim Fees</b>           | <b>230,437</b>     | 23% | <b>306,378</b>     | 28% | <b>237,517</b>           | <b>319,289</b>     | <b>364,961</b>     |  |
| 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              |  |
| <b>Total 11500 · Meet Fees LSC</b>              | <b>477,945</b>     | 48% | <b>489,115</b>     | 45% | <b>260,836</b>           | <b>483,309</b>     | <b>515,053</b>     |  |
| 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             |  |
| <b>Total 11700 · Pacific Hosted Meets</b>       | <b>165,000</b>     | 17% | <b>179,000</b>     | 17% | <b>-</b>                 | <b>187,888</b>     | <b>20,061</b>      |  |
| 12500 · Age Group Program - Co-Pay              |                    |     |                    |     |                          |                    |                    |  |
| 12505 · Western Zone                            | 50,400             |     | 50,400             |     | -                        | 39,065             | 31,500             | <a href="#">72@700 Co-pay</a>  |
| 12510 · Pacific Coast                           | 10,880             |     | 7,040              |     | 7,920                    | 10,240             | 3,680              | <a href="#">32@340 Co-pay</a>  |
| 12515 · Zone All-Star Meet                      | 20,580             |     | 20,580             |     | 20,580                   | 19,760             | 17,107             | <a href="#">294@70 Co-pay</a>  |
| <b>Total 12500 · Age Group Program - Co-Pay</b> | <b>81,860</b>      | 8%  | <b>78,020</b>      | 7%  | <b>28,500</b>            | <b>69,065</b>      | <b>52,287</b>      |  |

|   | 2019-20<br>Budget | %           | 2018-19<br>Budget | %           | 2018-19 YTD    | 2017-18<br>Actuals | 2016-17<br>Actuals | Notes                   |
|---|-------------------|-------------|-------------------|-------------|----------------|--------------------|--------------------|-------------------------|
| 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                | -                  |                         |
| <b>Total 13000 · Camp Program - Co-Pay</b>          | <b>15,935</b>     | <b>2%</b>   | <b>15,030</b>     | <b>1%</b>   | <b>8,815</b>   | <b>8,250</b>       | <b>7,945</b>       |                         |
| 14000 · Marketing Income                            |                   |             |                   |             |                |                    |                    |                         |
| 14035 · Website Ads                                 | 1,050             |             | 1,050             |             | 800            | 850                | 750                |                         |
| <b>Total 14000 · Marketing Income</b>               | <b>1,050</b>      | <b>0%</b>   | <b>1,050</b>      | <b>0%</b>   | <b>800</b>     | <b>850</b>         | <b>1,732</b>       |                         |
| 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                | -                  |                         |
| <b>Total 15000 Merchandise Sales</b>                | <b>8,000</b>      | <b>1%</b>   | <b>-</b>          | <b>0%</b>   | <b>5,004</b>   | <b>9,193</b>       | <b>8,617</b>       |                         |
| 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          |                    |                    |                         |
| <b>Total 16000 · Other Income</b>                   | <b>5,510</b>      |             | <b>4,233</b>      |             | <b>17,010</b>  | <b>18,933</b>      | <b>2,802</b>       |                         |
| 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              |                         |
| <b>Total Income</b>                                 | <b>990,117</b>    | <b>100%</b> | <b>1,076,606</b>  | <b>100%</b> | <b>562,152</b> | <b>1,092,165</b>   | <b>968,041</b>     |                         |
| 40000 - Merchandise 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              |                         |
| <b>Total 40000 - Merchandise Cost of Goods Sold</b> | <b>9,150</b>      | <b>1%</b>   | <b>0</b>          | <b>0%</b>   | <b>5,666</b>   | <b>9,873</b>       | <b>10,404</b>      |                         |
| <b>Gross Profit -</b>                               | <b>980,967</b>    | <b>99%</b>  | <b>1,076,606</b>  | <b>100%</b> | <b>556,486</b> | <b>1,082,292</b>   | <b>957,636</b>     |                         |

|  | 2019-20<br>Budget | %   | 2018-19<br>Budget | %   | 2018-19 YTD    | 2017-18<br>Actuals | 2016-17<br>Actuals | Notes                                |
|--|-------------------|-----|-------------------|-----|----------------|--------------------|--------------------|--------------------------------------|
| 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 support 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                        |
| <b>Total 52000 · National/Senior Program</b> | <b>317,650</b>    | 32% | <b>180,875</b>    | 17% | <b>107,763</b> | <b>202,685</b>     | <b>177,963</b>     |                                      |
| 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                      | -                 |     | -                 |     | -              | -                  | 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             |                                      |
| <b>Total 54000 · Age Group Programs</b>      | <b>170,720</b>    | 17% | <b>163,135</b>    | 15% | <b>54,742</b>  | <b>151,707</b>     | <b>143,801</b>     |                                      |
| 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                | -                  |                                      |
| <b>Total 54500 · Camp Program</b>            | <b>46,700</b>     | 5%  | <b>41,500</b>     | 4%  | <b>26,825</b>  | <b>24,105</b>      | <b>26,886</b>      |                                      |
| 54600 · Disability                           |                   |     |                   |     |                |                    |                    |                                      |
| 54610 · Travel                               | 600               |     | 600               |     | -              | -                  | -                  |                                      |
| <b>Total 54600 · Disability</b>              | <b>600</b>        | 0%  | <b>600</b>        | 0%  | <b>-</b>       | <b>-</b>           | <b>-</b>           |                                      |
| 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               |     | -              | -                  | -                  |                                      |

|   | 2019-20<br>Budget | %   | 2018-19<br>Budget | %   | 2018-19 YTD   | 2017-18<br>Actuals | 2016-17<br>Actuals | Notes                       |
|---|-------------------|-----|-------------------|-----|---------------|--------------------|--------------------|-----------------------------|
| 55400 - WZ Diversity Camp                 | 4,000             |     | 5,000             |     | (1)           | 5,671              | -                  |                             |
| <b>Total 55000 · Diversity</b>            | <b>46,500</b>     | 5%  | <b>38,400</b>     | 4%  | <b>17,810</b> | <b>30,494</b>      | <b>30,731</b>      |                             |
| 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              |                             |
| <b>Total 55502 - FW/JO Awards</b>         | <b>16,500</b>     |     | <b>17,040</b>     |     | <b>7,068</b>  | <b>16,388</b>      | <b>16,870</b>      |                             |
| 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              |                             |
| <b>Total 55508 - Pacific Hosted Meets</b> | <b>174,800</b>    |     | <b>156,900</b>    |     | <b>-</b>      | <b>175,933</b>     | <b>23,391</b>      |                             |
| 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              |                             |
| <b>Total 55500 · Events</b>               | <b>211,500</b>    | 21% | <b>190,540</b>    | 18% | <b>27,292</b> | <b>206,974</b>     | <b>54,665</b>      |                             |
| 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              |                             |
| <b>Total 56000 · Chairman</b>             | <b>6,240</b>      | 1%  | <b>6,240</b>      | 1%  | <b>8,480</b>  | <b>3,842</b>       | <b>9,468</b>       |                             |
| 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                |                             |
| <b>57600 · Use Tax Expense</b>            | -                 |     | 4,000             |     | 239           | 4,099              | 2,945              | Now a Balance Sheet Account |
| 57700 · Insurance                         | 1,200             |     | 1,200             |     | 755           | 1,092              | 1,384              |                             |
| <b>Total 57000 · Treasurer</b>            | <b>32,315</b>     | 3%  | <b>33,250</b>     | 3%  | <b>25,880</b> | <b>45,126</b>      | <b>35,961</b>      |                             |

|   | 2019-20<br>Budget | %         | 2018-19<br>Budget | %         | 2018-19 YTD   | 2017-18<br>Actuals | 2016-17<br>Actuals | Notes                                |
|---|-------------------|-----------|-------------------|-----------|---------------|--------------------|--------------------|--------------------------------------|
| 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              |                                      |
| <b>Total 58000 · Officials</b>          | <b>62,500</b>     | <b>6%</b> | <b>64,000</b>     | <b>6%</b> | <b>41,617</b> | <b>62,413</b>      | <b>59,628</b>      |                                      |
| 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              |                                      |
| <b>Total 59000 · Volunteers</b>         | <b>50,975</b>     | <b>5%</b> | <b>53,476</b>     | <b>5%</b> | <b>30,340</b> | <b>37,975</b>      | <b>37,183</b>      |                                      |
| 62000 · Marketing                       |                   |           |                   |           |               |                    |                    |                                      |
| 62100 · Web Site/Internet               | 2,240             |           | 1,580             |           | 1,025         | 2,108              | 1,750              |                                      |
| <b>Total 62000 · Marketing</b>          | <b>2,240</b>      | <b>0%</b> | <b>1,580</b>      | <b>0%</b> | <b>1,025</b>  | <b>2,108</b>       | <b>1,750</b>       |                                      |
| 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                |                                      |

|  | 2019-20          |      | 2018-19          |     | 2018-19 YTD    | 2017-18          | 2016-17        | Notes |
|--|------------------|------|------------------|-----|----------------|------------------|----------------|-------|
|  | Budget           | %    | Budget           | %   |                | Actuals          | Actuals        |       |
| 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              | -              |       |
| <b>Total 63000 · Office Expenses</b>   | <b>34,207</b>    | 3%   | <b>35,380</b>    | 3%  | <b>18,974</b>  | <b>32,940</b>    | <b>31,991</b>  |       |
| 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          |       |
| <b>66000 · Payroll Expenses</b>        | <b>-</b>         |      | <b>-</b>         |     | <b>(0)</b>     | <b>84</b>        | <b>-</b>       |       |
| <b>Total 70000 · Staff Expenses</b>    | <b>298,972</b>   | 30%  | <b>274,076</b>   | 25% | <b>156,983</b> | <b>267,149</b>   | <b>252,478</b> |       |
| 70200 · Contractors                    |                  |      |                  |     |                |                  |                |       |
| 70215 - Other Professional Services    |                  |      | 0                |     | 4,500          |                  |                |       |
| 70205 · Registration Contractor        | 7,200            |      | 7,200            |     | 4,200          | 7,200            | 7,200          |       |
| <b>Total 70200 · Contractors</b>       | <b>7,200</b>     | 1%   | <b>7,200</b>     | 1%  | <b>8,700</b>   | <b>7,200</b>     | <b>7,200</b>   |       |
| <b>75000 - Miscellaneous</b>           | <b>-</b>         |      | <b>-</b>         |     | <b>590</b>     | <b>-</b>         | <b>-</b>       |       |
| <b>Total Expense</b>                   | <b>1,288,319</b> |      | <b>1,090,252</b> |     | <b>527,021</b> | <b>1,074,717</b> | <b>869,704</b> |       |
| <b>Net Ordinary Income</b>             | <b>(298,202)</b> | -30% | <b>(13,646)</b>  | -1% | <b>29,464</b>  | <b>17,447</b>    | <b>98,337</b>  |       |
| <b>Investment Expenses</b>             |                  |      |                  |     |                |                  |                |       |
| 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          |       |
|  | <b>31,540</b>    |      | <b>18,543</b>    |     | <b>15,392</b>  | <b>30,933</b>    | <b>27,445</b>  |       |
| <b>Funding from Investments</b>        |                  |      |                  |     |                |                  |                |       |
| 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         | -                | -              |       |
| <b>Total Other Expense</b>             | <b>72,000</b>    |      | <b>75,000</b>    |     | <b>33,494</b>  | <b>41,879</b>    | <b>67,521</b>  |       |

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