

**Pacific Swimming**  
**Estimated Annual Budget**  
 September 2015 through August 2018

	Sep '15 - Aug 16	Sep '16 - Aug 17 YTD	Aug 17 Budget	Sep '17 - Aug 18 Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Membership-USA Swim Fees</b>				
11000 - Membership				
11005 - Athlete	1,340,452	1,163,713	1,355,420	1,353,145
11010 - Non-Athlete	106,911	92,296	105,740	103,700
11015 - Club	32,537	27,225	32,075	29,516
11030 - Overpayments	61	70	0	120
11000 - Membership - Other	0	409		
<b>Total 11000 - Membership</b>	<b>1,479,961</b>	<b>1,283,713</b>	<b>1,493,235</b>	<b>1,486,481</b>
51000 - USA Swim Fees				
51015 - Annual Athlete	(909,612)	(844,507)	(960,980)	(985,849)
51020 - Seasonal	(73,290)	(36,480)	(68,820)	(75,840)
51030 - Non-Athlete	(82,674)	(80,600)	(87,080)	(91,376)
51040 - Club / Organization	(9,360)	(8,460)	(9,560)	(11,134)
51045 - Volunteer(s) of the Year	(1,000)	4,000	(1,000)	(1,000)
<b>Total 51000 - USA Swim Fees</b>	<b>(1,075,936)</b>	<b>(966,047)</b>	<b>(1,127,440)</b>	<b>(1,165,199)</b>
<b>Total Membership-USA Swim Fees</b>	<b>404,025</b>	<b>317,666</b>	<b>365,795</b>	<b>321,282</b>
11500 - Meet Fees LSC				
11505 - Entry Fees	518,573	294,001	600,000	515,600
11510 - Sanctions	10,855	5,835	8,000	10,190
11515 - Late Payment Penalty	1,584	1,450	450	900
<b>Total 11500 - Meet Fees LSC</b>	<b>531,011</b>	<b>301,286</b>	<b>608,450</b>	<b>526,690</b>
11700 - Far Westerns	0	0	0	155,000
12500 - Age Group Program - Co-Pay				
12505 - Western Zone	35,100	0	36,000	46,080
12510 - Pacific Coast	10,080	3,680	3,680	8,480
12515 - Zone All-Star Meet	18,005	17,107	19,110	19,110
12520 - NACC	34,450	0	0	0
<b>Total 12500 - Age Group Program - Co-Pay</b>	<b>97,635</b>	<b>20,787</b>	<b>58,790</b>	<b>73,670</b>
13000 - Camp Program - Co-Pay				
13005 - SR Olympic Training Center	0	7,200	7,200	7,200
13010 - 11/12 JO Camp	2,940	0	2,880	0
13015 - Adam Schmidt 10 & Under	615	0	720	0
13030 - 13-18 Junior Leadership Camp	0	0	3,000	0
13035 - Diversity Camp	730	745	600	750
13040 - Other Camp TBD	0	0	0	3,000
<b>Total 13000 - Camp Program - Co-Pay</b>	<b>4,285</b>	<b>7,945</b>	<b>14,400</b>	<b>10,950</b>
14000 - Marketing Income				
14035 - Website Ads	600	550	500	750
14000 - Marketing Income - Other	0	950		
<b>Total 14000 - Marketing Income</b>	<b>600</b>	<b>1,500</b>	<b>500</b>	<b>750</b>
15000 - Merchandise Sales				
15200 - Officials Apparel Sales	0	4,231		

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15300 - A Medal Sales	0	3,350		
Total 15000 - Merchandise Sales	0	7,581		
16000 - Other Income				
16005 - Meet Reg Surcharge	5,375	3,570	6,000	5,600
16006 - Meet Reg Rebate	(3,890)	(2,730)	(5,200)	(5,000)
16010 - Awards Banquet	3,110	1,799	3,250	3,250
16040 - Fines	575	125	600	800
16050 - Contributions	695	0	0	0
16060 - Returned Check Fee	275	345	200	300
16100 - Miscellaneous Income	0	17		
Total 16000 - Other Income	6,140	3,125	4,850	4,950
17000 - Interest Income	254	93	240	180
18000 - Point Redemption from CC	2,000	2,000	3,000	4,800
Total Income	1,045,951	661,982	1,056,025	1,098,272
Cost of Goods Sold				
40000 - Merchandise Cost of Goods Sold				
40200 - Officials COGS	0	4,367		
40300 - A Medals COGS	0	3,807		
Total 40000 - Merchandise Cost of Goods Sold	0	8,174		
Total COGS	0	8,174		
Gross Profit	1,045,951	653,808	1,056,025	1,098,272
Expense				
52000 - National/Senior Program				
52010 - Meet Support	0	0	10,000	10,000
52015 - Sr. - Pro Swim Series/Others	12,300	2,700	10,500	10,200
52020 - Sr. National Champs	10,385	7,650	29,750	25,000
52035 - Jr. - Champ Meets	66,180	60,900	72,000	86,700
52040 - Open Water Programs	0	0	1,800	1,800
52060 - Club-Coach Travel	31,170	10,400	30,000	20,000
52070 - Club Development/Education	16,435	15,000	25,000	25,000
52080 - USAS/PC Mentor Program	0	0	4,000	1,200
52095 - Sectionals	28,100	12,400	25,000	35,000
52100 - Futures Meet	0	0	45,000	0
Total 52000 - National/Senior Program	164,570	109,050	253,050	214,900
54000 - Age Group Programs				
54010 - Pac Coast All Star Meet	20,129	11,257	7,590	17,200
54015 - Western Zone Meet	67,437	0	72,220	92,540
54020 - NACC Meet	69,118	0	0	0
54025 - JO Meet Subsidy	9,000	4,000	20,000	15,000
54150 - Zone All-Star Meet-Host Zone	5,000	1,243	5,000	5,000
54200 - Zone All-Star Meet	38,237	43,192	40,205	41,866
54300 - Medals	(2,365)	0	5,000	0
Total 54000 - Age Group Programs	206,556	59,692	150,015	171,606
54500 - Camp Program				

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54510 - SR Olympic Training Center	0	23,660	20,000	24,000
54515 - 11/12 JO Camp	8,119	0	8,500	0
54520 - Adam Schmidt 10 & Under	1,321	0	4,000	0
54535 - 13-18 Jr. Leadership Camp	0	0	12,000	0
54550 - Diversity Camp	187	3,225	1,000	3,300
54560 - Other Camp TBD	0	0	0	10,000
<b>Total 54500 - Camp Program</b>	<b>9,627</b>	<b>26,886</b>	<b>45,500</b>	<b>37,300</b>
54600 - Disability				
54610 - Travel	0	0	2,000	1,200
<b>Total 54600 - Disability</b>	<b>0</b>	<b>0</b>	<b>2,000</b>	<b>1,200</b>
55000 - Diversity				
55100 - Diversity Program Grants	22,650	10,625	25,000	25,000
55150 - MEFAP Sponsorship	3,765	4,233	10,000	6,200
55200 - Awareness Fund	0	0	3,000	3,000
55300 - Fred Slegrist Scholarship	170	0	500	500
55400 - Diversity Camp Donation	2,291	0	0	4,000
<b>Total 55000 - Diversity</b>	<b>28,875</b>	<b>14,858</b>	<b>38,500</b>	<b>38,700</b>
55500 - Events				
55502 - FW/JO Awards	(2,500)	20,509	5,000	12,000
55504 - Far Westerns				
Total 55504 - Far Westerns	0	1,720	0	174,400
55508 - Pacific Hosted Meets	0	11,116	10,000	0
55510 - Annual Awards Banquet				
55515 - Banquet - Venue & Food	11,822	9,982	12,500	11,500
55520 - Awards & Programs	2,956	4,459	5,500	4,000
<b>Total 55510 - Annual Awards Banquet</b>	<b>14,778</b>	<b>14,441</b>	<b>18,000</b>	<b>15,500</b>
<b>Total 55500 - Events</b>	<b>12,278</b>	<b>47,786</b>	<b>33,000</b>	<b>201,900</b>
56000 - Chairman				
56020 - Volunteer Recognition	0	0	250	240
56030 - Contingency	221	359	2,000	1,800
56075 - Travel Expenses	1,103	905	1,000	1,200
56200 - Legal Council	3,000	0	5,000	4,000
<b>Total 56000 - Chairman</b>	<b>4,325</b>	<b>1,264</b>	<b>8,250</b>	<b>7,240</b>
57000 - Treasurer				
57200 - Fees-Filing	230	180	150	170
57300 - Fees-Accounting & Audit	30,793	25,023	28,000	41,200
57500 - Bank Service Charges	739	227	400	528
57700 - Insurance	825	1,384	1,100	1,100
<b>Total 57000 - Treasurer</b>	<b>32,587</b>	<b>26,815</b>	<b>29,650</b>	<b>42,998</b>
58000 - Officials				
58300 - Supplies/Copying	890	783	2,500	2,000
58400 - Rule Books	2,980	1,884	3,500	3,500
58500 - Equipment	0	0	1,300	1,000
58600 - Clinics	21,936	27,563	24,000	24,000

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58700 - Motivational(Recruit/Retain)	13,014	3,877	9,000	9,000
58800 - National Evaluators	4,859	1,793	7,000	6,000
58900 - Officials to National Meets	3,570	1,600	6,850	6,500
58950 - Lodging for Officials	4,261	5,348	10,250	10,000
<b>Total 58000 - Officials</b>	<b>51,511</b>	<b>42,848</b>	<b>64,400</b>	<b>62,000</b>
<b>59000 - Volunteers</b>				
59100 - Officials Background Check	146	55	150	476
59200 - Background Reimbursement LSC	591	349	1,000	1,500
59300 - Coach / Manager Stipend	3,975	1,800	4,300	4,200
59400 - Seminars / Clinics	964	1,095	5,000	4,000
<b>59500 - Meetings</b>				
59505 - Board of Directors	1,278	1,191	2,000	1,250
59510 - House of Delegates	4,437	3,166	6,000	6,500
59515 - Zone 4 HOD/BOD Attendance	1,635	539	1,750	2,100
<b>Total 59500 - Meetings</b>	<b>7,350</b>	<b>4,896</b>	<b>9,750</b>	<b>9,850</b>
<b>60200 - USAS Convention</b>				
60205 - Delegates	17,186	17,187	17,625	20,000
60215 - Athletes	2,641	1,194	2,540	3,000
<b>Total 60200 - USAS Convention</b>	<b>19,828</b>	<b>18,380</b>	<b>20,165</b>	<b>23,000</b>
<b>Total 59000 - Volunteers</b>	<b>32,854</b>	<b>26,574</b>	<b>40,365</b>	<b>43,026</b>
<b>62000 - Marketing</b>				
62100 - Web Site/Internet	3,716	1,458	1,440	1,580
62300 - Marketing Expense	95	0	2,500	0
<b>Total 62000 - Marketing</b>	<b>3,811</b>	<b>1,458</b>	<b>3,940</b>	<b>1,580</b>
<b>63000 - Office Expenses</b>				
63100 - Telephone & Internet	4,558	2,600	6,400	5,330
63150 - Conference Call Services	2,245	1,104	2,000	1,750
63300 - Postage	1,776	1,447	6,250	3,335
63400 - Supplies/Copying	3,391	1,567	3,500	2,900
63450 - Donations to other organization	2,257	300	200	300
63500 - Mileage	0	107	125	220
63600 - Repair & Maintenance	54	0	400	300
63625 - Equipment Purchases	1,164	0	1,400	780
63650 - Computer Purchases	1,302	780	2,000	2,400
63675 - Software Purchases	1,656	1,276	2,980	1,970
63700 - Storage Rental	4,329	3,410	4,520	5,500
63800 - Office Space	12,801	8,282	18,800	12,800
63810 - Staff Meetings	0	0	0	650
<b>Total 63000 - Office Expenses</b>	<b>35,535</b>	<b>20,872</b>	<b>48,575</b>	<b>38,235</b>
<b>70000 - Staff Expenses</b>				
<b>Total 70100 - Payroll</b>	<b>238,428</b>	<b>148,529</b>	<b>255,700</b>	<b>267,090</b>
<b>Total 70000 - Staff Expenses</b>	<b>238,428</b>	<b>148,529</b>	<b>255,700</b>	<b>267,090</b>
<b>70200 - Contractors</b>				
70205 - Registration Contractor	7,200	4,800	7,200	7,200

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<b>Total 70200 - Contractors</b>	7,200	4,800	7,200	7,200
<b>72000 - Depreciation</b>	76	0	0	0
<b>75000 - Miscellaneous</b>	64	0		0
<b>Total Expense</b>	<u>828,297</u>	<u>531,432</u>	<u>980,145</u>	<u>1,134,975</u>
<b>Net Ordinary Income</b>	217,654	122,376	75,880	(36,703)
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>Total 85000 - Investment Income</b>	196,379	191,588	0	0
<b>86000 - Wells Fargo Investment Fee</b>	(25,432)	(12,709)	0	(25,800)
<b>87000 - Foreign Tax Withholding WF Inv</b>	(1,417)	(438)	0	(1,740)
<b>Total Other Income</b>	<u>169,529</u>	<u>178,442</u>	<u>0</u>	<u>(27,540)</u>
<b>Other Expense</b>				
<b>88000 - Pacific Swimming Grants</b>	27,955	8,344	50,000	50,000
<b>89000 - Trials Events</b>	73,500	0	19,500	0
<b>89200 - Special Projects</b>	0	0	45,000	30,000
<b>Total Other Expense</b>	<u>101,455</u>	<u>8,344</u>	<u>114,500</u>	<u>80,000</u>
<b>Net Other Income</b>	<u>68,074</u>	<u>170,098</u>	<u>(114,500)</u>	<u>(107,540)</u>
<b>Net Income</b>	<u><u>285,727</u></u>	<u><u>292,475</u></u>	<u><u>(38,620)</u></u>	<u><u>(144,243)</u></u>