

## 2018-19 Budget Notes

I have attached a spreadsheet that has the actual from 2015-16, 2016-17 and YTD 2017-18 to give you a historical view and the proposed 2018-19 budget. The overall goal was not to eliminate programs just tighten our purse strings. Please refer to the 2018-19 Budget for presentation dated 5-10-18.

### **Income:**

USA Swimming's membership has increased by \$2 for year round athletes and non-athletes. In dollar amounts that is \$60 of the \$73 athlete membership dues and \$60 of the \$68 non-athlete membership dues belongs to USAS. In 2014, when the "Bitter Truth" was outlined and passed at the May HOD, I had determined that Pacific needs at a minimum of \$15 from membership dues to operate all of our programs. The 2014 dollars don't stretch quite as far into today's economy. This year and next Pacific has and will feel the burden of the decreased funding from membership. For the 2020 membership year Pacific is scheduled to increase membership dues for athletes and non-athletes by \$8.

Increase the co-pay for the ZAM meet from \$65 per athlete to \$70. This will provide an additional \$1,470 to the budget. Pacific has added Bag Tags to the items supplied to Zone teams. This amount was previously paid by the Zones. In addition, the prices for bus transportation have increased. The original \$65 co-pay was set in 2012.

The following Camp co-pays were increased: 10& Under Camp from \$15 to \$40. OTC camp \$300 to \$315. 13-18 camp \$60 to \$80. Co-pays were updated based on calculations outlined in Section XIII of the P&P. Other changes were made because of a decreased number of participants.

The awards banquet dinner tickets cost was increased from \$25 to \$32 for adults and \$15 to \$22 for **all** children. Currently the actual price per person for the awards banquet dinner is \$60. Pacific pays full price for all diners, even children. Pacific would continue to pay for all nominees, speakers, staff and BOD members. This increase would provide an additional \$500.

### **Expenses:**

**Senior/National Budget:** I increased/decreased funding amounts based on new participant estimates provided by Allison. Funding for meet support was eliminated as it hasn't been used in over 3 years. Funding for Club Development/Education was decreased as there isn't a program planned beyond the purchase of an ASCA subscription and World Clinic CDs. Please remember that this budget represents a large part of the overall budget.

**Camps:** The Camp budget was adjusted based on the number of participants and (hopefully) more accurate estimates.

**Disability:** Funding for this has not been used in several years.

**Diversity and Inclusion:** The alterations to the D&I budget bring it more in line with the overall 2017-18 budget.

**Pacific Hosted Meets:** I do not have all invoices from SCFW. Budgets are a "Best Guess" based on incomplete actuals for SCFW and estimates for LCFW.

**Volunteers:** Added a guess to what the Athlete Rep spending would be for their programs. Also included in this section is a place holder for Safe Sport.

**Awards Banquet:** The budget has increased due to the pending changes to the number of awards suggested by the athletes.

**Office:** Spending was decreased in various categories.

**Staff:** Salaries reflect an accumulative 3.1% rate increase. This also includes a reduction in hours for one staff member and hiring a replacement staff member.

The net income of income – expenses is (\$34,646). It is not the “ideal” position to be in but hopefully with some income coming from the two Far Western meets this amount will drift towards a positive number!!! Last year I expected that we could take a (\$25,000) loss on the meet. For SCFW it looks like we might have a net income of \$4,000-8,000.

**Note:** The total actual net ordinary income for 2015-16 and 2017-18 was \$309,200. This is more than enough to cover any shortfalls Pacific may have due to decreased membership revenue. For Expenses that exceed the budgeted amount, the BOD can vote to amend the amount budgeted for a line item. (Much like we do for the All – Star meets when we find out the location of the meet).