

	<u>2015-16</u> <u>Actuals</u>	<u>2016-17</u> <u>Actuals</u>	<u>Current YTD</u> <u>(5/9/18)</u>	<u>2018-19</u> <u>Budget</u>	% of Budget Notes
Income					
Membership-USA Swim Fees					
11000 · Membership					
11005 · Athlete	1,340,452	1,331,755	1,183,200	1,335,664	
11010 · Non-Athlete	106,911	103,128	91,528	103,564	
11015 · Club	32,537	30,425	29,050	28,825	
11030 · Overpayments	61	161	114	0	
Total 11000 · Membership	1,479,961	1,465,469	1,303,892	1,468,053	
51000 · USA Swim Fees					
51015 · Annual Athlete	(909,612)	(933,252)	(894,248)	(1,007,205)	
51020 · Seasonal	(73,290)	(72,120)	(37,090)	(73,200)	
51030 · Non-Athlete	(82,674)	(86,176)	(80,466)	(91,380)	
51040 · Club / Organization	(9,360)	(8,960)	(8,560)	(8,890)	
51045 · Volunteer(s) of the Year	(1,000)	0	(1,000)	(1,000)	
Total 51000 · USA Swim Fees	(1,075,936)	(1,100,508)	(1,021,364)	(1,181,675)	
Total Membership-USA Swim Fees	404,025	364,961	282,528	286,378	27.1%
11500 · Meet Fees LSC					
11505 · Entry Fees	518,573	503,185	307,644	478,000	
11510 · Sanctions	10,855	10,465	6,415	10,215	
11515 · Late Payment Penalty	1,584	2,249	2,226	900	
Total 11500 · Meet Fees LSC	531,011	515,899	316,285	489,115	46.3%
11700 - Pacific Hosted Meets					
11705 - Entry Income	0	21,445	118,960	172,000	
11710 - Coach Credentials	0	0	(3,020)	0	
11715 - Vendor Income	0	0	7,130	0	
11725 - Sponsorship	0	0	0	7,000	
Total 11700 · Pacific Hosted Meets	0	21,445	123,070	179,000	16.9%
12500 · Age Group Program - Co-Pay					
12505 · Western Zone	35,100	31,500	0	50,400	\$700 Co-Pay
12510 · Pacific Coast	10,080	3,680	10,240	7,040	\$220 Co-Pay
12515 · Zone All-Star Meet	18,005	17,107	19,760	20,580	\$70 Co-pay
NACC	34,450	0	0	0	
Total 12500 · Age Group Program - Co-Pay	97,635	52,287	30,000	78,020	7.4%
13000 · Camp Program - Co-Pay					
13005 · SR Olympic Training Center	0	7,200	6,900	7,560	24@\$315 Co-pay
13010 · 11/12 JO Camp	2,940	0	0	2,880	48 @ \$60 Co-pay
13015 · Adam Schmidt 10 & Under	615	0	0	1,280	32 @ \$40 Co-pay
13030 · 13-18 Junior Leadership Camp	0	0	0	2,560	32 @ \$80 Co-Pay
13035 · Diversity Camp	730	745	840	750	50 @ \$15 Co-Pay
13040 · Other Camps	0	0	495	0	
Total 13000 · Camp Program - Co-Pay	4,285	7,945	8,235	15,030	1%
14000 · Marketing Income					
14035 · Website Ads	600	750	750	1,050	
Total 14000 · Marketing Income	600	1,732	750	1,050	0.1%
16000 · Other Income					
16005 · Meet Reg Surcharge	5,375	4,720	4,004	4,720	
16006 · Meet Reg Rebate	(3,890)	(4,212)	(3,424)	(4,212)	
16010 · Awards Banquet	3,110	1,799	1,714	2,500	\$32 Adult and \$22 Youth (\$7 increase per ticket)
16040 · Fines	575	125	50	300	
16050 · Contributions	695	0	15,838	625	
16060 · Returned Check Fee	275	370	50	300	
Total 16000 · Other Income	6,140	2,802	18,232	4,233	
17000 · Interest Income	254	201	144	180	
18000 · Point Redemption from CC	2,000	3,000	3,000	3,600	0.8%
Total Income	1,045,951	970,271	782,243	1,056,606	

	<u>2015-16</u> <u>Actuals</u>	<u>2016-17</u> <u>Actuals</u>	<u>Current YTD</u> <u>(5/9/18)</u>	<u>2018-19</u> <u>Budget</u>	% of Budget Notes
Expense					
52000 · National/Senior Program					
52010 · Meet Support	0	0	0	0	
52015 · Sr. - Pro Swim Series/Others	12,300	3,900	18,000	10,000	
52020 · Sr. National Champs	10,385	19,025	8,550	14,025	Summer Nationals & Juniors
52035 · Jr. - Champ Meets	66,180	91,138	69,063	52,000	held at Stanford
52040 · Open Water Programs	0	0	0	1,800	
52060 · Club-Coach Travel	31,170	19,550	12,650	18,050	
52070 · Club Development/Education	16,435	15,000	19,448	20,000	
52095 · Sectionals	28,100	29,350	11,900	35,000	
52100 · Futures Meet	0	0	0	30,000	
Total 52000 · National/Senior Program	164,570	177,963	139,610	180,875	16.6%
54000 · Age Group Programs					
54010 · Pac Coast All Star Meet	20,129	11,257	20,263	14,195	
54015 · Western Zone Meet	67,437	67,074	0	100,740	
NACC	69,118	0	0	0	
54025 · JO Meet Subsidy	9,000	18,000	0	0	
54150 · Zone All-Star Meet-Host Zone			3,535		
54200 · Zone All-Star Meet	43,237	47,471	47,063	48,200	
Total 54000 · Age Group Programs	208,921	143,802	70,861	163,135	15.0%
54500 · Camp Program					
54510 · SR Olympic Training Center	0	23,660	19,942	20,500	24 Attendees
54515 · 11/12 JO Camp	8,119	0	0	8,500	48 Attendees
54520 · Adam Schmidt 10 & Under	1,321	0	0	1,200	32 Attendees
54535 · 13-18 Jr. Leadership Camp	0	0	0	8,000	32 Attendees
54550 · Diversity Camp	187	3,225	2,934	3,300	50 Attendees
54560 · Other Camp	0	0	958	0	
Total 54500 · Camp Program	9,627	26,886	23,834	41,500	3.8%
54600 · Disability					
54610 · Travel	0	0	0	600	
Total 54600 · Disability	0	0	0	600	0.1%
55000 · Diversity					
55100 · Diversity Program Grants	22,650	23,550	13,234	25,000	
55150 · MEFAP Sponsorship	3,765	7,181	4,117	7,200	
55200 · Awareness Fund	0	0	0	600	
55300 · Fred Siegrist Scholarship	170	0	0	600	
55400 · WZ Diversity Camp	2,291	0	950	5,000	
Total 55000 · Diversity	28,875	30,731	18,301	38,400	3.5%
55500 · Events					
55502 · FW/JO Awards					
55502A · JO Awards	0	9,843	6,387	9,000	
55502B · FW Awards	0	5,990	3,318	7,000	
55502C · Awards Shipping	0	1,037	666	1,040	
Total 55502 · FW/JO Awards	0	16,870	10,371	17,040	1.6%
55508 · Pacific Hosted Meets					
55508A · Professional Services	0	2,300	24,865	28,100	
55508B · Host Subsidy	0	-	35,000	70,000	
55508C · Facility Rental	0	8,816	8,523	25,000	
55508D · Hospitality	0	8,655	3,100	7,000	
55508E · Swag, Tags & Other	0	-	8,546	17,800	
55508F · Credit Card Discounts	0	5,850	4,458	9,000	
55508 · Other	0	-	10,149	-	
Total 55508 · Pacific Hosted Meets	0	25,621	94,641	156,900	14.4%
55510 · Annual Awards Banquet					
55515 · Banquet - Venue & Food	11,822	9,982	9,748	11,500	
55520 · Awards & Programs	2,956	4,422	4,905	5,100	1.5%
Total 55500 · Events	14,778	56,894	119,665	190,540	17.5%
56000 · Chairman					
56020 · Volunteer Recognition	0	1,606	0	240	
56030 · Contingency	221	2,953	0	1,800	
56075 · Travel Expenses	1,103	1,909	340	1,200	
56200 · Legal Council	3,000	3,000	0	3,000	
Total 56000 · Chairman	4,325	9,468	340	6,240	0.6%

	<u>2015-16</u> <u>Actuals</u>	<u>2016-17</u> <u>Actuals</u>	<u>Current YTD</u> <u>(5/9/18)</u>	<u>2018-19</u> <u>Budget</u>	% of Budget Notes
57000 · Treasurer					
57200 · Fees-Filing	230	180	160	170	
57300 · Fees-Accounting & Audit	30,793	31,064	35,571	27,400	
57500 · Bank Service Charges	739	388	245	480	
57600 · Use Tax Expense	0	2,555	0	4,000	
57700 · Insurance	825	1,384	1,092	1,200	
Total 57000 · Treasurer	32,587	35,571	37,068	33,250	3.0%
58000 · Officials					
58300 · Supplies/Copying	890	2,090	900	1,900	
58400 · Rule Books	2,980	2,400	2,354	3,400	
58500 · Equipment	0	0	3,930	1,200	
58600 · Clinics	21,936	27,563	29,136	30,000	
58700 · Motivational(Recruit/Retain)	13,014	11,655	2,428	10,300	
58800 · National Evaluators	4,859	4,316	3,564	5,000	
58900 · Officials to National Meets	3,570	2,600	1,800	3,100	
58950 · Lodging for Officials	4,261	9,004	1,648	9,100	
Total 58000 · Officials	51,511	59,628	45,761	64,000	5.9%
59000 · Volunteers					
59050 · Athlete Rep Programs	0	0	0	2,100	
59100 · Officials Background Check	146	94	0	476	
59200 · Background Reimbursement LSC	591	1,217	531	1,500	
59300 · Coach / Manager Stipend	3,975	3,800	1,740	4,300	
59400 · Seminars / Clinics	964	4,503	2,215	6,000	
59450 · Safe Sport Program	0	0	0	2,400	
59500 · Meetings					
59505 · Board of Directors	1,278	1,552	1,199	4,800	
59510 · House of Delegates	4,437	6,564	2,494	7,000	
59515 · Zone 4 HOD/BOD Attendance	1,635	1,073	986	1,900	
60200 · USAS Convention					
60205 · Delegates	17,186	17,187	18,430	20,000	
60215 · Athletes	2,641	1,194	2,157	3,000	
Total 59000 · Volunteers	32,854	37,183	29,752	53,476	4.9%
62000 · Marketing					
62100 · Web Site/Internet	3716	1750	915	1,580	
62300 · Marketing Expense	95	0	0	0	
Total 62000 · Marketing	3,811	1,750	915	1,580	0.1%
63000 · Office Expenses					
63100 · Telephone & Internet	4,558	4,413	2,602	3,240	
63150 · Conference Call Services	2,245	1,337	1,741	2,000	
63300 · Postage	1,776	2,594	623	1,350	
63400 · Supplies/Copying	3,391	2,246	1,461	2,400	
63450 · Donations to other organization	2,257	300	0	300	
63500 · Mileage	0	107	19	240	
63600 · Repair & Maintenance	54	0	0	240	
63625 · Equipment Purchases	1,164	0	57	600	
63650 · Computer Purchases	1,302	780	0	1,800	
63675 · Software Purchases	1,656	2,015	1,684	1,500	
63700 · Storage Rental	4,329	4,648	3,988	4,660	
63800 · Office Space	12,801	13,275	9,340	16,800	
63850 · Staff Meetings	0	0	321	250	
Total 63000 · Office Expenses	35,535	31,714	21,835	35,380	3.2%
70000 · Staff Expenses					
70100 · Payroll					
70105 · Salary & Wages	216,530	230,184	163,927	247,543	
70110 · Employer Taxes	18,197	18,659	13,477	21,536	
70112 · Workers Comp Expense	1,330	1,345	10,977	2,800	
70115 · PTO Expense	1,044	1,032	1,089	1,200	
70150 · Payroll Processing	1,327	1,259	1,089	996	
66000 · Payroll Expenses	0	0	0	0	
Total 70000 · Staff Expenses	238,428	252,478	190,560	274,076	25.1%
70200 · Contractors					
70205 · Registration Contractor	7,200.00	7,200.00	5,400	7,200	
Total 70200 · Contractors	7,200.00	7,200.00	5,400	7,200	0.7%
Total Expense	833,021	871,267	703,902	1,090,252	
Net Ordinary Income	212,929	99,005	78,341	(33,646)	

	<u>2015-16</u>	<u>2016-17</u>	<u>Current YTD</u>	<u>2018-19</u>	<u>% of Budget</u>
	<u>Actuals</u>	<u>Actuals</u>	<u>(5/9/18)</u>	<u>Budget</u>	<u>Notes</u>
Board Designated Funding	0	0	0	33,646	
Funding from Investments					
88000 - Pacific Swimming Grants	27,955	45,721	28,683	50000	
88100 - Disaster Grants	0	0	3,900	0	
89000 - Trials Events	73,500	21,800	0	0	
89100 - Website Upgrade	0	0	0	0	
89200 - Special Projects	0	0	0	25,000	
Total Other Expense	<u>101,455</u>	<u>67,521</u>	<u>32,583</u>	<u>75,000</u>	
Net Other Income					