

# Pacific Swimming

## Draft Statement of Activities Budget Performance (FY 2025-2026)

|                                        | Month    |        | YTD                  |          |             |
|----------------------------------------|----------|--------|----------------------|----------|-------------|
|                                        | May 2026 |        | September - May 2026 |          |             |
|                                        | Actual   | Budget | Actual               | Budget   | over Budget |
| <b>Revenue</b>                         |          |        |                      |          |             |
| 10000 Membership-USA Swim Fees         |          |        |                      |          |             |
| 11000 Membership                       |          |        |                      |          |             |
| 11005 Athlete                          | 10,852   | 11,000 | 284,002              | 297,800  | (13,798)    |
| 11010 Non-Athlete                      | 600      | 600    | 21,716               | 22,200   | (484)       |
| 11012 Administrator                    | 30       | 50     | 876                  | 750      | 126         |
| 11015 Club                             | 0        | 295    | 17,180               | 16,595   | 585         |
| 11035 Transfers Processing Fee         |          |        | 2,835                | 0        | 2,835       |
| Total 11000 Membership                 | 11,482   | 11,945 | 326,609              | 337,345  | (10,736)    |
| 51000 USA Swim Fees                    |          |        |                      |          |             |
| 51045 Volunteer(s) of the Year         |          |        | (1,000)              | (1,000)  | 0           |
| 51060 4% Tech Fee                      | (459)    | (478)  | (12,938)             | (13,494) | 556         |
| Total 51000 USA Swim Fees              | (459)    | (478)  | (13,938)             | (14,494) | 556         |
| Total 10000 Membership-USA Swim Fees   | 11,023   | 11,467 | 312,671              | 322,851  | (10,180)    |
| 11500 Meet Fees LSC                    |          |        |                      |          |             |
| 11505 Entry Fees                       | 43,156   | 29,360 | 422,558              | 407,110  | 15,448      |
| 11510 Sanctions                        | 665      | 650    | 6,685                | 7,410    | (725)       |
| 11515 Late Payment Penalty             | 257      | 100    | 941                  | 500      | 441         |
| Total 11500 Meet Fees LSC              | 44,079   | 30,110 | 430,184              | 415,020  | 15,164      |
| 12500 Age Group Program - Co-Pay       |          |        |                      |          |             |
| 12510 Pacific Coast                    |          |        | 7,210                | 7,360    | (150)       |
| 12515 Zone All Star Meet               |          |        | 25,160               | 24,310   | 850         |
| Total 12500 Age Group Program - Co-Pay | -        | -      | 32,370               | 31,670   | 700         |
| 13000 Camp Program - Co-Pay            |          |        |                      |          |             |
| 13005 Olympic Paralympic Training Cen  |          |        | 0                    | 10,080   | (10,080)    |
| 13035 Diversity Camp                   |          |        | 0                    | 300      | (300)       |
| 13040 Other Camp                       |          |        | 0                    | 750      | (750)       |
| Total 13000 Camp Program - Co-Pay      | -        | -      | -                    | 11,130   | (11,130)    |

11000 - Membership Revenue in May was **\$0.5k** under Budget

YTD is **\$10.7k** under budget, at **96.8%** to the YTD Total

11500 - Meet Entry Fee Revenue in May was **\$14.0k** over Budget

YTD is **\$15.2k** over Budget, at **103.6%** to the YTD Total

|                                            | Month<br>May 2026 |        | YTD<br>September - May 2026 |         |             |
|--------------------------------------------|-------------------|--------|-----------------------------|---------|-------------|
|                                            | Actual            | Budget | Actual                      | Budget  | over Budget |
| 14000 Marketing Income                     |                   |        |                             |         |             |
| 14035 Website Job Postings                 |                   |        | 400                         | 250     | 150         |
| Total 14000 Marketing Income               | -                 | -      | 400                         | 250     | 150         |
| 15000 Merchandise Sales                    |                   |        |                             |         |             |
| 15200 Officials Apparel Sales              | 268               | 100    | 5,434                       | 9,750   | (4,316)     |
| 15300 A Medal Sales                        | 69                | 0      | 552                         | 600     | (48)        |
| Total 15000 Merchandise Sales              | 337               | 100    | 5,986                       | 10,350  | (4,364)     |
| 16000 Other Income                         |                   |        |                             |         |             |
| 16010 Awards Banquet                       |                   |        | 3,270                       | 2,500   | 770         |
| 16040 Fines                                | 100               | 0      | 600                         | 300     | 300         |
| 16060 Returned Check Fee                   |                   |        | 0                           | 25      | (25)        |
| 16085 Equipment Rental                     | 165               | 0      | 555                         | 50      | 505         |
| Total 16000 Other Income                   | 265               | -      | 4,425                       | 2,875   | 1,550       |
| 17000 Interest Income                      | 7                 | 5      | 66                          | 45      | 21          |
| 18000 Point Redemption from CC             |                   | 200    | 2,100                       | 3,000   | (900)       |
| Total Revenue                              | 55,710            | 41,882 | 788,201                     | 797,191 | (8,990)     |
| Cost of Goods Sold                         |                   |        |                             |         |             |
| 40000 Merchandise Cost of Goods Sold       |                   |        |                             |         |             |
| 40200 Officials COGS                       | 258               | 150    | 4,975                       | 8,675   | (3,700)     |
| 40300 A Medals COGS                        | 102               | 0      | 821                         | 800     | 21          |
| Total 40000 Merchandise Cost of Goods Sold | 360               | 150    | 5,796                       | 9,475   | (3,679)     |
| Total Cost of Goods Sold                   | 360               | 150    | 5,796                       | 9,475   | (3,679)     |
| Gross Profit                               | 55,350            | 41,732 | 782,406                     | 787,716 | (5,310)     |
| Expenditures                               |                   |        |                             |         |             |
| 52000 National/Senior Program              |                   |        |                             |         |             |
| 52015 Sr. - Pro Swim Series/Ohers          | 9,900             | 0      | 10,800                      | 5,000   | 5,800       |
| 52020 Sr. National Champs                  |                   |        | 5,075                       | 3,500   | 1,575       |
| 52035 Jr. - Champ Meets                    |                   |        | 63,075                      | 50,000  | 13,075      |
| 52040 Open Water Programs                  |                   |        | 2,925                       | 700     | 2,225       |
| 52060 Club-Coach Travel                    | 2,400             | 0      | 12,825                      | 7,000   | 5,825       |

May's Total Revenue  
was **\$13.8k** over  
Budget

YTD Total Revenue  
is **\$9.0k** under  
Budget, at **98.9%** to  
the YTD Total

|                                            | Month<br>May 2026 |            | YTD<br>September - May 2026 |                |                 |
|--------------------------------------------|-------------------|------------|-----------------------------|----------------|-----------------|
|                                            | Actual            | Budget     | Actual                      | Budget         | over Budget     |
| 52070 Club Development/Education           |                   | 350        | 0                           | 2,000          | (2,000)         |
| 52075 Sr Meet Host Incentive               |                   |            | 0                           | 3,000          | (3,000)         |
| 52095 Sectionals                           |                   |            | 37,100                      | 50,000         | (12,900)        |
| <b>Total 52000 National/Senior Program</b> | <b>12,300</b>     | <b>350</b> | <b>131,800</b>              | <b>121,200</b> | <b>10,600</b>   |
| 54000 Age Group Programs                   |                   |            |                             |                |                 |
| 54010 Pac Coast All Star Meet              |                   |            | 17,773                      | 21,780         | (4,007)         |
| 54150 Zone All Star Meet-Host Zone         |                   |            | 5,000                       | 5,000          | 0               |
| 54200 Zone All Star Meet                   |                   |            | 69,899                      | 85,998         | (16,099)        |
| <b>Total 54000 Age Group Programs</b>      | <b>-</b>          | <b>-</b>   | <b>92,673</b>               | <b>112,778</b> | <b>(20,105)</b> |
| 54500 Camp Program                         |                   |            |                             |                |                 |
| 54510 Olympic Paralympic Training          |                   |            | 0                           | 26,205         | (26,205)        |
| 54550 Diversity Camp                       |                   |            | 0                           | 3,600          | (3,600)         |
| 54560 Other Camp                           |                   |            | 0                           | 4,000          | (4,000)         |
| <b>Total 54500 Camp Program</b>            | <b>-</b>          | <b>-</b>   | <b>-</b>                    | <b>33,805</b>  | <b>(33,805)</b> |
| 55000 Diversity                            |                   |            |                             |                |                 |
| 55100 Diversity Program Grants             |                   |            | 10,000                      | 9,000          | 1,000           |
| 55150 MEFAP Sponsorship                    | 864               | 500        | 16,192                      | 5,750          | 10,442          |
| 55155 MEFAP Processing Fee                 |                   |            | 390                         | 160            | 230             |
| 55200 Awareness Fund                       |                   |            | 600                         | 1,000          | (400)           |
| 55400 Diversity Camps (out of LSC)         |                   |            | 0                           | 4,000          | (4,000)         |
| 55450 Annual WZ DDEI Donation              |                   |            | 3,176                       | 3,200          | (24)            |
| <b>Total 55000 Diversity</b>               | <b>864</b>        | <b>500</b> | <b>30,358</b>               | <b>23,110</b>  | <b>7,248</b>    |
| 55500 Events                               |                   |            |                             |                |                 |
| 55502 Awards and Bag Tags                  |                   |            |                             |                |                 |
| 55502A Age Group Champs Awards             |                   |            | 5,313                       | 5,200          | 113             |
| 55502B Far Western Awards                  |                   |            | 3,202                       | 3,500          | (298)           |
| 55502C Age Group Champs Bag Tags           |                   |            | 2,555                       | 2,270          | 285             |
| 55502J Senior Champs Awards                |                   |            | 365                         | 500            | (135)           |
| 55502K Senior Champs Bag Tags              |                   |            | 0                           | 900            | (900)           |
| 55508E Far Western Bag Tags                |                   |            | 1,815                       | 1,800          | 15              |
| <b>Total 55502 Awards and Bag Tags</b>     | <b>-</b>          | <b>-</b>   | <b>13,250</b>               | <b>14,170</b>  | <b>(920)</b>    |

52000 – Sr Program in May had one event (Pro Series Sacramento)

YTD is **\$10.6k** over Budget.

55150 - MEFAP fees are an increasing expense, now that the MEFAP memorial gift funds have been depleted

|                                      | Month    |        | YTD                  |         |             |
|--------------------------------------|----------|--------|----------------------|---------|-------------|
|                                      | May 2026 |        | September - May 2026 |         |             |
|                                      | Actual   | Budget | Actual               | Budget  | over Budget |
| 55510 Annual Awards Banquet          |          |        |                      |         |             |
| 55515 Banquet - Venue & Food         |          |        | 12,725               | 13,000  | (275)       |
| 55520 Awards & Programs              |          |        | 5,156                | 6,000   | (844)       |
| 55521 Awards Banquet - Prof Services |          |        | 3,195                | 5,300   | (2,105)     |
| Total 55510 Annual Awards Banquet    | -        | -      | 21,076               | 24,300  | (3,224)     |
| Total 55500 Events                   | -        | -      | 34,326               | 38,470  | (4,144)     |
| 56000 Chairman                       |          |        |                      |         |             |
| 56030 Contingency                    |          | 50     | 123                  | 400     | (277)       |
| 56075 Travel Expenses                |          |        | 0                    | 500     | (500)       |
| Total 56000 Chairman                 | -        | 50     | 123                  | 900     | (777)       |
| 57000 Treasurer                      |          |        |                      |         |             |
| 57200 Fees-Filing                    |          |        | 200                  | 200     | 0           |
| 57300 Fees-Accounting & Audit        |          | 1,700  | 31,435               | 33,900  | (2,465)     |
| 57350 Subscriptions and Dues         |          | 160    | 1,359                | 1,480   | (121)       |
| 57400 Bookkeeper                     |          | 7,719  | 0                    | 69,469  | (69,469)    |
| 57401 Consultant                     |          | 260    | 7,042                | 5,720   | 1,322       |
| 57500 Bank Service Charges           | 185      | 85     | 839                  | 800     | 39          |
| 57700 Insurance                      |          |        | 1,928                | 1,800   | 128         |
| Total 57000 Treasurer                | 185      | 9,924  | 42,802               | 113,369 | (70,566)    |
| 58000 Officials                      |          |        |                      |         |             |
| 58300 Supplies/Copying               |          |        | 987                  | 900     | 87          |
| 58400 Rule Books                     |          |        | 877                  | 1,000   | (123)       |
| 58500 Equipment                      |          | 300    | 1,500                | 2,300   | (800)       |
| 58600 Clinics                        |          |        | 16,242               | 20,000  | (3,758)     |
| 58700 Motivational(Recruit/Retain)   |          |        | 4,385                | 6,000   | (1,615)     |
| 58800 National Evaluators            |          |        | 653                  | 1,500   | (847)       |
| 58900 Officials to National Meets    | 900      | 0      | 4,300                | 4,000   | 300         |
| 58950 Lodging for Officials          |          | 800    | 5,126                | 5,500   | (374)       |
| Total 58000 Officials                | 900      | 1,100  | 34,069               | 41,200  | (7,131)     |
| 59000 Volunteers                     |          |        |                      |         |             |
| 59050 Athlete Rep Program            | 17       | 50     | 8,021                | 6,850   | 1,171       |
| 59100 Officials Background Check     |          | 18     | 56                   | 56      | 0           |
| 59300 Event Per Diem Allowance       |          |        | 1,500                | 5,250   | (3,750)     |
| 59400 Seminars / Clinics             |          |        | 0                    | 2,000   | (2,000)     |

57400 Bookkeeper –  
Reminder this  
Budget moved to  
Staff Payroll

|                                          | Month    |        | YTD                  |         |             |
|------------------------------------------|----------|--------|----------------------|---------|-------------|
|                                          | May 2026 |        | September - May 2026 |         |             |
|                                          | Actual   | Budget | Actual               | Budget  | over Budget |
| 59450 Safe Sport Program                 |          | 50     | 0                    | 400     | (400)       |
| 59500 Meetings                           |          |        | 0                    | 0       | 0           |
| 59505 Board of Directors                 |          |        | 930                  | 1,000   | (70)        |
| Total 59500 Meetings                     | -        | -      | 930                  | 1,000   | (70)        |
| 60200 USAS Annual Business Meeting       |          |        |                      |         |             |
| 60205 Non Athletes                       |          |        | 6,378                | 6,000   | 378         |
| 60215 Athletes                           |          |        | 1,315                | 3,000   | (1,685)     |
| Total 60200 USAS Annual Business Meeting | -        | -      | 7,693                | 9,000   | (1,307)     |
| Total 59000 Volunteers                   | 17       | 118    | 18,199               | 24,556  | (6,357)     |
| 62000 Marketing                          |          |        |                      |         |             |
| 62100 Web Site/Internet                  |          | 571    | 1,353                | 5,138   | (3,784)     |
| Total 62000 Marketing                    | -        | 571    | 1,353                | 5,138   | (3,784)     |
| 63000 Office Expenses                    |          |        |                      |         |             |
| 63100 Telephone & Internet               | 332      | 320    | 3,708                | 2,835   | 873         |
| 63150 Conference Call Services           |          |        | 1,009                | 1,200   | (191)       |
| 63300 Postage                            | 4        | 27     | 107                  | 254     | (147)       |
| 63400 Supplies/Copying                   |          | 80     | 468                  | 760     | (292)       |
| 63500 Mileage                            |          |        | 748                  | 475     | 273         |
| 63550 Staff Travel Expenses              |          |        | 4,129                | 0       | 4,129       |
| 63625 Office Equipment Purchases         |          |        | 176                  | 1,200   | (1,024)     |
| 63675 Software Purchases                 | 295      | 392    | 674                  | 3,528   | (2,854)     |
| 63700 Storage Rentals                    | 428      | 395    | 6,012                | 5,295   | 717         |
| Total 63000 Office Expenses              | 1,059    | 1,214  | 17,031               | 15,547  | 1,484       |
| 70000 Staff Expenses                     |          |        |                      |         |             |
| 70100 Payroll                            |          |        |                      |         |             |
| 70105 Salary & Wages                     | 30,196   | 28,503 | 286,147              | 256,529 | 29,617      |
| 70110 Employer Taxes                     | 2,370    | 2,273  | 26,535               | 20,455  | 6,080       |
| 70112 Workers Comp Expense               | 127      | 100    | 1,052                | 900     | 152         |
| 70115 PTO Expense                        | 770      | 150    | 2,686                | 1,500   | 1,186       |
| 70150 Payroll Processing                 | 968      | 167    | 8,683                | 1,500   | 7,183       |
| Total 70100 Payroll                      | 34,432   | 31,193 | 325,102              | 280,884 | 44,218      |
| Total 70000 Staff Expenses               | 34,432   | 31,193 | 325,102              | 280,884 | 44,218      |

Combined 57400  
Bookkeeper / 70100  
Payroll Expense –

Combined YTD  
\$25.2k net positive  
to the Budget

|                                      | Month<br>May 2026 |         | YTD<br>September - May 2026 |           |             |
|--------------------------------------|-------------------|---------|-----------------------------|-----------|-------------|
|                                      | Actual            | Budget  | Actual                      | Budget    | over Budget |
| Total Expenditures                   | 49,707            | 45,019  | 727,836                     | 810,956   | (83,120)    |
| Net Operating Revenue                | 5,643             | (3,287) | 54,570                      | (23,240)  | 77,810      |
| Other Revenue                        |                   |         |                             |           |             |
| 85000 Investment Income              |                   |         |                             |           |             |
| 85100 Dividend Income                | 6,942             |         | 111,446                     | 0         | 111,446     |
| 85200 Interest Income                | 116               |         | 638                         | 0         | 638         |
| 85400 Realized Gain                  | 5,853             |         | 117,173                     | 0         | 117,173     |
| 85600 Unrealized Gain                | 28,506            |         | 222,964                     | 0         | 222,964     |
| 85625 Board Desig Funds Gain/(Loss)  | 2,182             |         | 22,237                      | 0         | 22,237      |
| Total 85000 Investment Income        | 43,599            | -       | 474,457                     | -         | 474,457     |
| 86000 Wells Fargo Investment Fee     |                   |         | (25,202)                    | (24,000)  | (1,202)     |
| 87000 Foreign Tax Withholding WF Inv |                   |         | (190)                       | 0         | (190)       |
| Total Other Revenue                  | 43,599            | -       | 449,066                     | (24,000)  | 473,066     |
| Other Expenditures                   |                   |         |                             |           |             |
| 88000 Pacific Swimming Grants        |                   |         | 77,641                      | 60,000    | 17,641      |
| 89300 Scholarship                    | 2,000             | 2,000   | 2,000                       | 2,000     | 0           |
| Total Other Expenditures             | 2,000             | 2,000   | 79,641                      | 62,000    | 17,641      |
| Net Other Revenue                    | 41,599            | (2,000) | 369,425                     | (86,000)  | 455,425     |
| Net Revenue                          | 47,241            | (5,287) | 423,994                     | (109,240) | 533,234     |

May's Expenses  
were **\$4.7k** over  
Budget

YTD Expenses are  
**\$83.1k** under  
Budget, **89.8%** to  
the YTD Total

May's Net Operating  
Revenue was **\$8.9k**  
under Budget

YTD Net Operating  
Revenue is **\$77.8k**  
under Budget

88000 – **29** Clubs  
will have Received  
Funds, **\$77.6k** of the  
\$85k budget

89300 - Two  
Nordberg  
Scholarships  
awarded