

			2018-19	2019-20	2020-21	2021-22	Estimated	
			Actuals	Actuals	Actuals	Budget	2022-23	Comment
							Budget	
<b>Income</b>								
<b>Membership-USA Swim Fees</b>								
<b>11000 · Membership</b>								
	11005 · Athlete		1,264,143	1,108,142	724,620	1,150,765	1,378,800	
	11010 · Non-Athlete		105,438	108,760	78,248	108,650	109,135	
	11015 · Club		30,805	26,400	23,450	24,780	23,750	
	11030 - Overpayments		70	52	79	25	25	
	11000 - Other				476			
	11035 - Transfers		-	-	135	6,300	3,600	Transfers 20/mo; 240/yr
	<b>Total 11000 · Membership</b>		<b>1,400,456</b>	<b>1,243,354</b>	<b>874,208</b>	<b>1,290,520</b>	<b>1,515,310</b>	
<b>51000 · USA Swim Fees</b>								
	51015 · Annual Athlete		(956,912)	(891,822)	(616,490)	(859,300)	(1,054,800)	
	51020 · Seasonal		(63,870)	(39,270)	(15,210)	(38,310)	(30,000)	
	51030 · Non-Athlete		(92,400)	(99,981)	(75,240)	(93,060)	(92,298)	
	51040 · Club / Organization		(9,090)	(8,130)	(7,180)	(7,360)	(7,200)	
	51045 · Volunteer(s) of the Year		-	(1,000)	-	-	(1,000)	
	<b>Total 51000 · USA Swim Fees</b>		<b>(1,122,272)</b>	<b>(1,040,203)</b>	<b>(736,800)</b>	<b>(998,030)</b>	<b>(1,185,298)</b>	
	<b>Total Membership-USA Swim Fees</b>		<b>278,184</b>	<b>203,151</b>	<b>137,408</b>	<b>292,490</b>	<b>330,012</b>	
<b>11500 · Meet Fees LSC</b>								
	11505 · Entry Fees		448,964	274,472	174,172	425,000	484,000	
	11510 · Sanctions		10,155	5,205	2,640	10,000	9,815	
	11515 · Late Payment Penalty		3,070	1,450	1,560	1,000	750	
	<b>Total 11500 · Meet Fees LSC</b>		<b>462,189</b>	<b>281,127</b>	<b>178,372</b>	<b>436,000</b>	<b>494,565</b>	
<b>12500 · Age Group Program - Co-Pay</b>								
	12505 · Western Zone		49,700	-	-	37,008	56,880	Est Co-pay \$790
	12510 · Pacific Coast		7,920	10,880	-	2,880	11,840	Est. Co-pay \$370
	12515 · Zone Challenge Meet		20,580	19,530	-	21,000	20,580	\$70/athlete
	<b>Total 12500 · Age Group Program - Co-Pay</b>		<b>78,200</b>	<b>30,410</b>	<b>-</b>	<b>60,888</b>	<b>89,300</b>	
<b>13000 · Camp Program - Co-Pay</b>								
	13005 · SR Olympic Training Center		7,875	7,560	-	7,560	9,360	24 - \$390/athlete at OT Facility
	13030 · 13-18 Junior Leadership Camp		-	920	-	-	1,350	30 @ 50/athlete
	13035 · Diversity Camp		940	525	-	525	750	50 @ \$15/athlete
	13040 - Other Camps		-	-	-	750	-	
	<b>Total 13000 · Camp Program - Co-Pay</b>		<b>8,815</b>	<b>9,005</b>	<b>-</b>	<b>8,835</b>	<b>11,460</b>	

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		2018-19	2019-20	2020-21	2021-22	Estimated		
		Actuals	Actuals	Actuals	Budget	2022-23		Comment
						Budget		
14000 · Marketing Income								
14035 · Website Ads		1,100	550	400	500	1,200		
<b>Total 14000 · Marketing Income</b>		1,100	550	400	500	1,200		
14520 - Special Events Income								Dependant upon Fundraising plans
<b>Total - 14520 - Special Event Income</b>		-	-	22,164	-	-		
14550 - Special Event Expenses								
<b>Total 14550 - Special Event Expenses</b>		-	-	(9,321)	-	-		
<b>Total 14500 - Special Events</b>		-	-	12,843	-	-		
<b>15000 - Merchandise Sales</b>								
15200 - Officials Apparel Sales		4,222	3,888	779	2,940	3,500		
15300 - A Medal Sales		1,621	2,968	-	2,379	2,500		
15000- Other Merchandise sales		-	-	-	-	-		
<b>Total 15000 Merchandise Sales</b>		5,842	6,855	779	5,319	6,000		
16000 · Other Income								
16005 · Meet Reg Surcharge		4,548	3,714	1,167	4,500	4,500		
16006 · Meet Reg Rebate		(4,108)	(3,264)	(837)	(4,100)	(4,000)		
16010 · Awards Banquet		3,962	2,775	-	-	2,625		adults \$25, 7-18 \$15
16040 · Fines		200	-	-	-	100		No Show at P/F Meet
16050 · Contributions		7,840	35,718	55,890	500	-		
16055 - Restricted Contributions		-	27,500	-	-	-		
16060 · Returned Check Fee		-	75	25	50	50		
16085 - Equipment Rental		525	240	30	-	120		
16100 - Misc. Income		5,834	-	-	-	-		
<b>Total 16000 · Other Income</b>		18,801	66,759	56,275	950	3,395		
17001 · Interest Income		152	60	26	25	25		
18001 · Point Redemption from CC		4,590	3,530	460	1,000	1,600		
<b>Total Income</b>		1,003,563	601,447	386,562	806,007	937,557		
<b>40002 - Merchandise Cost of Goods Sold</b>								
40201 - Officials COGS		5,142	3,837	794	3,000	3,675		
40301 - A Medals COGS		2,253	4,134	-	2,481	2,750		
<b>Total 40000 - Merchandise Cost of Goods Sold</b>		7,395	7,971	794	5,481	6,425		
<b>Gross Profit</b>		<b>996,168</b>	<b>593,475</b>	<b>385,768</b>	<b>800,526</b>	<b>931,132</b>		

		2018-19 Actuals	2019-20 Actuals	2020-21 Actuals	2021-22 Budget	Estimated 2022-23 Budget	Comment
<b>Expense</b>							
<b>52000 · National/Senior Program</b>							
52015 · Sr. - Pro Swim Series/Others		15,900	1,800	1,500	6,000	3,000	\$300 stipend
52020 · Sr. National Champs		7,500	6,750	6,500	6,300	9,100	\$300 stipend + \$400 airfare
52035 · Jr. - Champ Meets		66,625	30,000	11,100	36,000	69,000	\$300 stipend + \$300 airfare
52040 · Open Water Programs		-	-	300	300	700	\$300 stipend + \$400 airfare
52060 · Club-Coach Travel		15,450	8,850	11,075	15,000	19,290	Stipend or airfare
52070 · Club Development/Education		17,588	19,639	-	5,000	7,000	Coach Clinic
52095 · Sectionals		38,850	29,200	27,900	43,500	83,500	8 @ \$200 8 @ \$100
52100 · Futures Meet		24,150	-	19,800	21,000	15,000	\$300/athlete
<b>Total 52000 · National/Senior Program</b>		<b>186,063</b>	<b>96,239</b>	<b>78,175</b>	<b>133,100</b>	<b>206,590</b>	
<b>54000 · Age Group Programs</b>							
54010 · Pac Coast All Star Meet		14,373	18,511	-	16,345	21,981	Location: Washington?
54015 · Western Zone Meet		104,899	1,292	-	74,005	106,955	Location: Boise, Idaho
54025 · JO Meet Subsidy		-	-	-	5,000	5,000	
54150 · Zone Challenge Meet-Host Zone		5,000	3,001	-	5,000	5,000	
54200 · Zone Challenge Meet (ZAM)		40,907	41,013	-	43,000	49,209	
<b>Total 54000 · Age Group Programs</b>		<b>165,179</b>	<b>63,817</b>	<b>-</b>	<b>143,350</b>	<b>188,145</b>	
<b>54500 · Camp Program</b>							
54510 · SR Olympic Training Center		22,027	21,637	-	22,000	23,707	
54535 · 13-18 Jr. Leadership Camp		-	861	-	-	3,700	
54550 · Diversity Camp		5,298	2,637	-	2,000	3,000	
54560 · Other Camp		-	-	-	5,000	-	LSC Select Camp with USA Swimming
<b>Total 54500 · Camp Program</b>		<b>27,325</b>	<b>25,135</b>	<b>-</b>	<b>29,000</b>	<b>30,407</b>	
<b>55000 · Disability Diversity, Equity &amp; Inclusion</b>							
54610 · Disability Travel		-	-	-	300	600	
55100 · Diversity Program Grants		23,375	14,980	16,000	12,500	20,000	
55150 · MEFAP Sponsorship		7,543	16,082	1,443	10,085	8,000	
55200 · Awareness Fund		2,582	1,110	-	625	250	
55250 · Marketing		-	-	-	-	600	
55400 · WZ Diversity Camp		1,825	1,521	285	2,954	3,150	
<b>Total 55000 · Disability and Diversity</b>		<b>35,376</b>	<b>33,693</b>	<b>17,728</b>	<b>26,464</b>	<b>32,600</b>	

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			2018-19	2019-20	2020-21	2021-22	Estimated	
			Actuals	Actuals	Actuals	Budget	2022-23	Comment
							Budget	
55500 · Events								
55502 - JO Awards					-	9,000	8,250	Full Awards \$3K/meet
55502 - Bag Tags			10,811	8,962	363	3,600	3,600	For all JO meets
<b>Total 55502 - JO Awards</b>			10,811	8,962	363	12,600	11,850	
55502B - FW Awards			6,868	5,484	-	6,000	8,500	
55508E - Swag, Tags & Other			13,117	-	-	4,000	4,000	FW Bag Tags
<b>Total 55508 - Pacific Hosted Meets</b>			154,648	(9,413)	10,000	10,000	12,500	
55510 - Annual Awards Banquet								
55515 · Banquet - Venue & Food			15,122	12,117	-	-	13,525	250 people
55520 · Awards & Programs			4,602	4,035	-	2,000	4,500	Awards, Invites, Programs
55521 - Awards Banquet - Professional Services			500	7,800	-	-	500	Photographer
<b>Total 55500 · Events</b>			185,682	23,501	10,363	24,600	42,875	
56000 · Chairman								
56030 · Contingency			3,480	-	41	500	500	
56075 · Travel Expenses			-	50	-	-	300	
56200 · Legal Council			5,772	3,000	-	-	-	
<b>Total 56000 · Chairman</b>			9,252	3,050	41	500	800	
57000 · Treasurer								
57200 · Fees-Filing			186	160	97	160	160	
57300 · Fees-Accounting & Audit			31,933	37,903	26,991	30,700	30,700	Outside Accountant & Annual Audit
57400 - Consulting Services			-	300	3,600	3,600	-	Guardian HR
57500 · Bank Service Charges			916	1,411	529	700	750	
57700 · Insurance			755	1,067	1,105	1,105	1,150	Equipment Insurance
<b>Total 57000 · Treasurer</b>			33,789	40,841	32,322	36,265	32,760	
58000 · Officials								
58300 · Supplies/Copying			647	712	-	750	1,400	
58400 · Rule Books			2,354	2,001	-	2,000	2,300	
58500 · Equipment			836	1,054	-	-	1,900	
58600 · Clinics			30,828	26,614	-	300	18,000	Virtual/Other
58700 · Motivational(Recruit/Retain)			9,335	1,475	62	2,000	7,100	
58800 · National Evaluators			4,622	821	-	2,000	3,800	
58900 · Officials to National Meets			6,350	3,792	-	-	5,000	
58950 · Lodging for Officials			8,367	939	-	-	8,000	
<b>Total 58000 · Officials</b>			63,339	37,408	62	7,050	47,500	

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		2018-19 Actuals	2019-20 Actuals	2020-21 Actuals	2021-22 Budget	Estimated 2022-23 Budget	Comment
59000 · Volunteers							
	59050 · Athlete Rep Programs	-	5,274	1,635	4,000	7,500	\$6000 Summit, other events \$1500
	59100 · Officials Background Check	170	-	36	-	36	
	59200 · Background Reimbursement	1,652	372	-	-	-	Suspended, Zones will reimburse
	59300 · Event Per Diem Allowance	4,558	1,850	-	4,300	14,050	OTC (250), PAC (250), WZ (650), DDEI (150), LC (150)
	59400 · Seminars / Clinics	3,074	-	-	2,000	3,000	
	59450 · Safe Sport Program	1,361	455	-	1,000	1,000	
	59500 · Meetings						
	59505 · Board of Directors	1,581	821	-	-	-	Virtual Meetings
	59510 · House of Delegates	5,751	3,524	-	3,000	5,000	Oct (Hybrid) May (In person?)
	59515 · Z4 HOD/BOD Attendance	779	472	-	-	-	Not Needed if Meetings are Virtual
60200 · USAS Convention/USA Swimming Business Meeting							
	60205 · Delegates	19,335	19,055	-	5,000	19,200	\$1,200 per delegate (7+9)
	60215 · Athletes	2,194	3,479	-	2,000	6,000	\$1,200 per athlete delegate (2+3)
<b>Total 59000 · Volunteers</b>		<b>40,455</b>	<b>35,302</b>	<b>1,671</b>	<b>21,300</b>	<b>55,786</b>	
62000 · Marketing							
	62100 · Web Site/Internet	1,275	1,123	1,227	1,670	1,600	WSD & Annual Fees
<b>Total 62000 · Marketing</b>		<b>1,275</b>	<b>1,123</b>	<b>1,227</b>	<b>1,670</b>	<b>1,600</b>	
63000 · Office Expenses							
	63100 · Telephone & Internet	2,298	1,960	1,652	1,632	1,632	
	63150 · Conference Call Services	2,227	2,113	398	610	750	Zoom
	63300 · Postage	544	458	212	500	720	
	63400 · Supplies/Copying	1,945	3,799	355	1,000	1,300	
	63450 · Donations to other organization	-	-	-	-	-	
	63500 · Mileage	85	-	148	150	300	
	63600 · Repair & Maintenance	213	167	-	150	150	
	63625 · Office Equipment Purchases	273	1,433	-	1,500	1,500	New Treasurer?
	63675 · Software Purchases	2,217	2,329	1,726	1,659	1,909	New fee increase
	63700 · Storage Rental	6,011	6,486	5,769	5,772	4,720	Storage/PO Box/Dropbox
	63800 · Office Space	15,551	16,448	1,853	-	-	
	63850 · Staff Meetings	163	214	-	-	-	
<b>Total 63000 · Office Expenses</b>		<b>31,527</b>	<b>35,406</b>	<b>12,114</b>	<b>12,973</b>	<b>12,981</b>	

			2018-19	2019-20	2020-21	2021-22	Estimated	
			Actuals	Actuals	Actuals	Budget	2022-23	Comment
							Budget	
70000	· Staff Expenses							
	70105 · Salary & Wages		244,470	246,420	211,230	213,664	233,670	
	70110 · Employer Taxes		19,665	19,613	16,635	16,996	21,056	
	70112 · Workers Comp Expense		1,946	1,351	1,442	1,442	1,442	
	70115 · PTO Expense		162	4,096	(764)	1,404	574	
	70150 · Payroll Processing		1,640	1,613	1,558	1,563	1,580	
	66000 · Payroll Expenses		(0)	0	-	-	-	
	<b>Total 70000 · Staff Expenses</b>		<b>267,884</b>	<b>273,094</b>	<b>230,101</b>	<b>235,069</b>	<b>258,322</b>	
70200	· Contractors							
	70215 - Other Professional Services		9,300	-	-	-	44,000	1100 Hours at \$40/hour
	<b>Total 70200 · Contractors</b>		<b>9,300</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>44,000</b>	
75000	- Miscellaneous		590	-	-	-	-	
	<b>Total Expenses</b>		<b>1,056,446</b>	<b>668,609</b>	<b>383,804</b>	<b>671,341</b>	<b>954,366</b>	
	<b>Total Income (Gross Profit)</b>		<b>996,168</b>	<b>593,475</b>	<b>385,768</b>	<b>800,526</b>	<b>931,132</b>	Adjusted Net Ordinary Income
	<b>Net Ordinary Income</b>		<b>(60,278)</b>	<b>(75,133)</b>	<b>1,964</b>	<b>129,185</b>	<b>(23,234)</b>	-\$16,834
								\$6,400 from Restricted Assets
	<b>Program Funding from Investments</b>							
	86000 · Wells Fargo Investment Fee		(31,074)	(31,215)	(33,798)	(32,000)	-	
	87000 · Foreign Tax Withholding WF Inv		(950)	(831)	-	(900)	-	
	89500 - Interest on PCL		-	-	15,608	15,960	15,960	
	89501 - PCL Savings/payoff				-	50,000	100,000	Paid off by Aug 2025 or 2026
xxxxx	- Covid Grants				989,550			
	88000 - Pacific Swimming Grants		45,721	36,775	-	-	25,000	
	88100 - Disaster Grants		-	5,104	-	-	-	Natural Disasters
	89000 - Trials Events		-	-	14,013	-	-	Trials
			45,721	41,879	14,013	-	25,000	

			2018-19 Actuals	2019-20 Actuals	2020-21 Actuals	2021-22 Budget	Estimated 2022-23 Budget	Comment
<b>Expenses by Category/Program</b>								
			\$	\$	\$	\$	\$	
	Senior Athletes		175,052	90,248	81,113	135,100	207,707	
	Age Group Athletes		330,637	63,366	10,363	170,950	212,495	
	Coach Support (Travel and Education)		37,596	30,339	11,075	24,300	40,340	
	DEI (Awareness, Grants, Camps)		40,674	36,329	17,728	28,464	35,600	
	Program Support (Officials, Safesport, Ath Reps)		79,593	58,401	991,247	11,750	38,000	
	Recognition (Awards, Awards Banquet)		19,724	16,152	-	2,000	18,025	
	Education (Clinics and Convention)		55,431	49,148	-	9,300	46,200	
	Administration (Board, Overhead/Fixed Expense)		85,776	85,610	45,739	54,408	53,177	
	Administration (Staff Wages and Insurance)		<u>277,684</u>	<u>280,894</u>	<u>230,101</u>	<u>235,069</u>	<u>302,822</u>	
	<b>Total Expenses</b>		<b>1,102,167</b>	<b>710,487</b>	<b>1,387,366</b>	<b>671,341</b>	<b>954,366</b>	
	Senior Athletes		15.88%	12.70%	5.85%	20.12%	21.76%	
	Age Group Athletes		30.00%	8.92%	0.75%	25.46%	22.27%	
	Coach Support (Travel and Education)		3.41%	4.27%	0.80%	3.62%	4.23%	
	DEI (Awareness, Grants, Camps)		3.69%	5.11%	1.28%	4.24%	3.73%	
	Program Support (Officials, Safesport, Ath Reps)		7.22%	8.22%	71.45%	1.75%	3.98%	
	Recognition (Awards, Awards Banquet)		1.79%	2.27%	0.00%	0.30%	1.89%	
	Education (Clinics and Convention)		5.03%	6.92%	0.00%	1.39%	4.84%	
	Administration (Board, Overhead/Fixed Expense)		7.78%	12.05%	3.30%	8.10%	5.57%	
	Administration (Staff Wages and Insurance)		<u>25.19%</u>	<u>39.54%</u>	<u>16.59%</u>	<u>35.01%</u>	<u>31.73%</u>	
	<b>Total Expenses</b>		<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	