

2020-2024 Quad Budget 4-6-2023

			2019-20 Actuals	2020-21 Actuals	2022-23 Actuals	2022-23 Budget	Estimated 2023-24 Budget	Comment
<b>Income</b>								
<b>Membership-USA Swim Fees</b>								
<b>11000 · Membership</b>								
	11005 · Athlete		1,108,142	724,620	248,775	310,500	320,000	
	11010 · Non-Athlete		108,760	78,248	16,915	15,920	17,050	
	11012 · Administrator				738	1,650	1,080	
	11015 · Club		26,400	23,450	15,755	16,550	17,190	
	11035 - Transfers		-	135	4,035	3,600	4,500	Transfers 25/mo; 375/yr
	<b>Total 11000 · Membership</b>		<b>1,243,354</b>	<b>874,208</b>	<b>286,218</b>	<b>348,220</b>	<b>359,820</b>	
<b>51000 · USA Swim Fees</b>								
	51060 - 4% Tech Fee				(10,563)	(13,110)	(14,425)	
	51045 · Volunteer(s) of the Year		(1,000)	-	-	(1,000)	(1,000)	
	<b>Total 51000 · USA Swim Fees</b>		<b>(1,040,203)</b>	<b>(736,800)</b>	<b>(10,563)</b>	<b>(14,110)</b>	<b>(15,425)</b>	
	<b>Total Membership-USA Swim Fees</b>		<b>203,151</b>	<b>137,408</b>	<b>275,655</b>	<b>334,110</b>	<b>344,395</b>	
<b>11500 · Meet Fees LSC</b>								
	11505 · Entry Fees		274,472	174,172	314,238	484,000	520,000	
	11510 · Sanctions		5,205	2,640	5,610	9,815	8,000	
	11515 · Late Payment Penalty		1,450	1,560	260	750	500	
	<b>Total 11500 · Meet Fees LSC</b>		<b>281,127</b>	<b>178,372</b>	<b>320,108</b>	<b>494,565</b>	<b>528,500</b>	
<b>12500 · Age Group Program - Co-Pay</b>								
	12505 · Western Zone		-	-	-	56,880	60,480	Est Co-pay \$840 (Boise) \$700 (Elk Grove)
	12510 · Pacific Coast		10,880	-	13,600	11,840	13,120	Est. Co-pay \$410
	12515 · Zone Challenge Meet		19,530	-	19,180	20,580	24,990	\$85/athlete
	<b>Total 12500 · Age Group Program - Co-Pay</b>		<b>30,410</b>	<b>-</b>	<b>32,780</b>	<b>89,300</b>	<b>98,590</b>	
<b>13000 · Camp Program - Co-Pay</b>								
	13005 · Olympic Paralympic Training Center (OPTC)		7,560	-	9,477	9,360	11,520	24 - \$480/athlete at OT Facility
	13030 · 13-18 Junior Leadership Camp		920	-	-	1,350	-	
	13035 · Diversity Camp		525	-	-	750	750	50 @ \$15/athlete
	<b>Total 13000 · Camp Program - Co-Pay</b>		<b>9,005</b>	<b>-</b>	<b>9,477</b>	<b>11,460</b>	<b>12,270</b>	

2020-2024 Quad Budget 4-6-2023

			2019-20 Actuals	2020-21 Actuals	2022-23 Actuals	2022-23 Budget	Estimated 2023-24 Budget	Comment
14000 · Marketing Income								
14035 · Website Ads			550	400	300	1,200	1,000	
<b>Total 14000 · Marketing Income</b>			550	400	300	1,200	1,000	
<b>15000 - Merchandise Sales</b>					-			
15200 - Officials Apparel Sales			3,888	779	5,758	3,500	6,500	
15300 - A Medal Sales			2,968	-	184	2,500	1,000	
15000- Other Merchandise sales			-	-	-	-	-	
<b>Total 15000 Merchandise Sales</b>			6,855	779	5,942	6,000	7,500	
16000 · Other Income								
16005 · Meet Reg Surcharge			3,714	1,167	-	4,500		N/A as of 9/1/22
16006 · Meet Reg Rebate			(3,264)	(837)	-	(4,000)		N/A as of 9/1/22
16010 · Awards Banquet			2,775	-	3,802	2,625	3,000	adults \$25, 7-18 \$15
16040 · Fines			-	-	200	100	300	No Show at P/F Meet
16050 · Contributions			35,718	55,890	24	-	-	
16055 - Restricted Contributions			27,500	-	9,273	-	-	
16060 · Returned Check Fee			75	25	25	50	50	
16085 - Equipment Rental			240	30	210	120	100	
16100 - Misc. Income			-	-	-	-	-	
<b>Total 16000 · Other Income</b>			66,759	56,275	13,534	2,895	3,450	
17001 · Interest Income			60	26	24	25	40	
18001 · Point Redemption from CC			3,530	460	2,200	1,600	4,200	
<b>Total Income</b>			601,447	386,562	660,020	941,155	999,945	
<b>40002 - Merchandise Cost of Goods Sold</b>								
40201 - Officials COGS			3,837	794	5,314	3,675	6,750	
40301 - A Medals COGS			4,134	-	192	2,750	1,100	
<b>Total 40000 - Merchandise Cost of Goods Sold</b>			7,971	794	5,506	6,425	7,850	
<b>Gross Profit</b>			<b>593,475</b>	<b>385,768</b>	<b>654,513</b>	<b>934,730</b>	<b>992,095</b>	

2020-2024 Quad Budget 4-6-2023

		2019-20	2020-21	2022-23	2022-23	Estimated	
		Actuals	Actuals	Actuals	Budget	2023-24	Comment
Expense						Budget	
52000 · National/Senior Program							
52015 · Sr. - Pro Swim Series/Others		1,800	1,500	-	3,000	3,000	\$300 stipend
52020 · Sr. National Champs		6,750	6,500	700	9,100	7,000	\$300 stipend + \$400 airfare
52035 · Jr. - Champ Meets		30,000	11,100	44,700	69,000	96,000	\$300 stipend + \$300 airfare
52040 · Open Water Programs		-	300	-	700	700	\$300 stipend + \$400 airfare
52060 · Club-Coach Travel		8,850	11,075	6,300	19,290	15,000	Stipend or airfare
52070 · Club Development/Education		19,639	-	4,520	7,000	10,000	
52095 · Sectionals		29,200	27,900	22,900	83,500	83,000	8 @ \$200 8 @ \$100
52100 · Futures Meet		-	19,800	-	15,000	15,000	\$300/athlete
<b>Total 52000 · National/Senior Program</b>		<b>96,239</b>	<b>78,175</b>	<b>79,120</b>	<b>206,590</b>	<b>229,700</b>	
54000 · Age Group Programs							
54010 · Pac Coast All Star Meet		18,511	-	25,280	21,981	24,794	Location: So Cal?
54015 · Western Zone Meet		1,292	-	12	106,955	113,203	Location: Boise or Elk Grove
54025 · JO Meet Subsidy		-	-	-	5,000	-	
54150 · Zone Challenge Meet-Host Zone		3,001	-	2,909	5,000	5,000	Zone 4
54200 · Zone Challenge Meet (ZAM)		41,013	-	54,764	49,209	62,505	Increased expenses due to transportation
<b>Total 54000 · Age Group Programs</b>		<b>63,817</b>	<b>-</b>	<b>82,965</b>	<b>188,145</b>	<b>205,502</b>	
54500 · Camp Program							
54510 · SR Olympic Training Center		21,637	-	23,430	23,707	32,876	
54535 · 13-18 Jr. Leadership Camp		861	-	-	3,700	-	
54550 · Diversity Camp		2,637	-	-	3,000	3,000	
<b>Total 54500 · Camp Program</b>		<b>25,135</b>	<b>-</b>	<b>23,430</b>	<b>30,407</b>	<b>35,876</b>	
55000 · Disability Diversity, Equity & Inclusion							
54610 - Disability Travel		-	-	-	600	600	
55100 · Diversity Program Grants		14,980	16,000	7,220	20,000	20,000	
55150 - MEFAP Sponsorship		16,082	1,443	4,349	8,000	8,000	
55200 · Awareness Fund		1,110	-	3,200	250	1,000	
55250 - Marketing		-	-	-	600	200	
55400 - WZ Camp & Donation		-	-	-	-	4,000	
55450 - WZ Membership Donation		1,521	285	1,643	3,150	2,000	
<b>Total 55000 · Disability and Diversity</b>		<b>33,693</b>	<b>17,728</b>	<b>16,412</b>	<b>32,600</b>	<b>35,800</b>	

2020-2024 Quad Budget 4-6-2023

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55500 · Events								
	55502 - Age Group Champs Awards			-	5,449	8,250	8,250	\$2750/meet
	55502 - Age Group Champs Bag Tags	8,962	363	2,295	3,600	3,700		
	55502B - FW Awards	5,484	-	-	8,500	8,500	8,500	\$4250/meet
	55508E - FW Bag Tags	-	-	-	4,000	4,000	4,000	
55510 - Annual Awards Banquet								
	55515 · Banquet - Venue & Food	12,117	-	12,124	13,525	14,000	14,000	250 people
	55520 · Awards & Programs	4,035	-	3,063	4,500	5,000	5,000	Awards, Invites, Programs
	55521 - Awards Banquet - Professional Services	7,800	-	1,400	500	2,000	2,000	Photographer, Speaker
<b>Total 55500 · Events</b>		<b>23,501</b>	<b>10,363</b>	<b>24,331</b>	<b>42,875</b>	<b>45,450</b>	<b>45,450</b>	
56000 · Chairman								
	56020 · Volunteer Recognition	-	-	-	-	-	-	
	56030 · Contingency	-	41	-	500	500	500	
	56075 · Travel Expenses	50	-	-	300	500	500	
	56200 · Legal Council	3,000	-	-	-	-	-	
<b>Total 56000 · Chairman</b>		<b>3,050</b>	<b>41</b>	<b>-</b>	<b>800</b>	<b>1,000</b>	<b>1,000</b>	
57000 · Treasurer								
	57200 · Fees-Filing	160	97	-	160	160	160	
	57300 · Fees-Accounting & Audit	37,903	26,991	19,318	30,700	30,700	30,700	Outside Accountant & Annual Audit
	57350 - Subscriptions & Dues			504	1,800	960	960	
	57500 · Bank Service Charges	1,411	529	507	750	700	700	
	57700 · Insurance	1,067	1,105	1,354	1,150	1,200	1,200	Equipment Insurance
<b>Total 57000 · Treasurer</b>		<b>40,841</b>	<b>32,322</b>	<b>21,683</b>	<b>34,560</b>	<b>33,720</b>	<b>33,720</b>	
58000 · Officials								
	58300 · Supplies/Copying	712	-	-	1,400	1,400	1,400	
	58400 · Rule Books	2,001	-	2,275	2,300	2,300	2,300	
	58500 · Equipment	1,054	-	24	1,900	1,900	1,900	
	58600 · Clinics	26,614	-	13,071	18,000	15,000	15,000	
	58700 · Motivational(Recruit/Retain)	1,475	62	2,788	7,100	8,000	8,000	
	58800 · National Evaluators	821	-	2,251	3,800	4,000	4,000	
	58900 · Officials to National Meets	3,792	-	1,100	5,000	8,000	8,000	Includes Olympic Trials
	58950 · Lodging for Officials	939	-	2,236	8,000	8,000	8,000	
<b>Total 58000 · Officials</b>		<b>37,408</b>	<b>62</b>	<b>23,745</b>	<b>47,500</b>	<b>48,600</b>	<b>48,600</b>	

2020-2024 Quad Budget 4-6-2023

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59000 · Volunteers								
	59050 · Athlete Rep Programs		5,274	1,635	5,707	7,500	8,000	\$6500 Summit, other events \$1500
	59100 · Officials Background Check		-	36	56	36	56	
	59300 · Event Per Diem Allowance		1,850	-	3,750	14,050	13,300	OTC (500), PAC (250), WZ (650), DDEI (150)
	59400 · Seminars / Clinics		-	-	916	3,000	3,500	
	59450 · Safe Sport Program		455	-	-	1,000	1,000	
59500 · Meetings								
	59505 · Board of Directors		821	-	-	-	-	Virtual Meetings
	59510 · House of Delegates		3,524	-	2,879	5,000	5,000	Oct (Hybrid) May (In person?)
	59515 · Z4 HOD/BOD Attendance		472	-	-	-	-	Not Needed if Meetings are Virtual
60200 · USA Swimming Business Meeting and Workshop								
	60205 · Delegates		19,055	-	588	19,200	12,000	\$1,200 per delegate (10)
	60215 · Athletes		3,479	-	378	6,000	7,200	\$1,200 per athlete delegate (2+4)
<b>Total 59000 · Volunteers</b>			<b>35,302</b>	<b>1,671</b>	<b>14,274</b>	<b>55,786</b>	<b>50,056</b>	
62000 · Marketing								
	62100 · Web Site/Internet		1,123	1,227	732	1,600	1,600	WSD & Annual Fees
<b>Total 62000 · Marketing</b>			<b>1,123</b>	<b>1,227</b>	<b>732</b>	<b>1,600</b>	<b>1,600</b>	
63000 · Office Expenses								
	63100 · Telephone		1,960	1,652	1,008	1,632	2,700	\$225/month
	63150 · Conference Call Services		2,113	398	-	750	500	Zoom
	63300 · Postage		458	212	168	720	720	
	63400 · Supplies/Copying		3,799	355	996	1,300	1,300	
	63450 · Donations to other organization		-	-	-	-	-	
	63500 · Mileage		-	148	149	300	725	
	63600 · Repair & Maintenance		167	-	180	150		
	63625 · Office Equipment Purchases		1,433	-	1,327	1,500	1,500	
	63650 · Computer Purchases		-	-	-	-	-	
	63675 · Software Purchases		2,329	1,726	1,957	2,881	2,957	
	63700 · Storage Rental		6,486	5,769	4,950	6,618	7,088	Storage; POBox; Dropbox
<b>Total 63000 · Office Expenses</b>			<b>35,406</b>	<b>12,114</b>	<b>10,735</b>	<b>15,851</b>	<b>17,490</b>	

2020-2024 Quad Budget 4-6-2023

			2019-20 Actuals	2020-21 Actuals	2022-23 Actuals	2022-23 Budget	Estimated 2023-24 Budget	Comment
70000	· Staff Expenses							
70100	· Payroll							
70105	· Salary & Wages		246,420	211,230	135,159	233,670	272,589	Adding PT Financial Position
70110	· Employer Taxes		19,613	16,635	10,875	21,056	22,283	
70112	· Workers Comp Expense		1,351	1,442	357	1,442	1,000	
70115	· PTO Expense		4,096	(764)	27	1,279	2,025	
70150	· Payroll Processing		1,613	1,558	958	1,580	1,632	
66000	· Payroll Expenses		0	-	0	-	-	
<b>Total 70000</b>	<b>· Staff Expenses</b>		<b>273,094</b>	<b>230,101</b>	<b>147,375</b>	<b>259,027</b>	<b>299,529</b>	
70200	· Contractors							
70215	- Other Professional Services		-	-	-	44,000	-	1100 Hours at \$40/hour
<b>Total 70200</b>	<b>· Contractors</b>			-	-	<b>44,000</b>	-	
75000	- Miscellaneous		-	-	-	-		
<b>Total Expenses</b>			<b>668,609</b>	<b>383,804</b>	<b>444,802</b>	<b>959,741</b>	<b>1,004,323</b>	
<b>Total Income (Gross Profit)</b>			<b>593,475</b>	<b>385,768</b>	<b>654,513</b>	<b>934,730</b>	<b>992,095</b>	Adjusted Net Ordinary Income
<b>Net Ordinary Income</b>			<b>(75,133)</b>	<b>1,964</b>	<b>209,712</b>	<b>(25,011)</b>	<b>(12,228)</b>	<b>-\$4,228</b>
								\$8,000 from Restricted Assets
<b>Program Funding from Investments</b>								
86000	· Wells Fargo Investment Fee		(31,215)	(33,798)	(13,293)	(32,000)	(32,000)	
89500	- Interest on PCL		-	15,608	4,436	15,960		
89501	- PCL Savings/payoff			-		100,000		Paid Off Jan 2023
xxxxx	- Covid Grants			989,550				
88000	- Pacific Swimming Grants		36,775	-	4,436	25,000	-	
89000	- Trials Events		-	14,013	-	-	92,000	Trials
89100	· Memorial Scholarship		-	-	-	-	1,000	Nordberg Memorial Scholarship
			<b>41,879</b>	<b>14,013</b>	<b>4,436</b>	<b>25,000</b>	<b>92,000</b>	

2020-2024 Quad Budget 4-6-2023

			2019-20 Actuals	2020-21 Actuals	2022-23 Actuals	2022-23 Budget	Estimated 2023-24 Budget	Comment
<b>Expenses by Category/Program</b>								
			\$	\$	\$	\$		
	Senior Athletes		90,248	81,113	91,730	207,707	329,576	
	Age Group Athletes		78,263	363	90,709	212,495	229,952	
	Coach Support (Travel and Education)		30,339	11,075	14,570	40,340	38,300	
	DEI (Awareness, Grants, Camps)		36,329	16,412	16,412	35,600	38,800	
	Program Support (Officials, Safesport, Ath Reps)		21,626	991,247	16,381	38,000	42,600	
	Recognition (Awards, Awards Banquet)		23,952	-	16,587	18,525	21,000	
	Education (Clinics and Convention)		49,148	-	14,953	46,200	37,700	
	Administration (Board, Overhead/Fixed Expense)		122,384	45,739	36,084	57,847	58,866	
	Administration (Staff Wages and Insurance)		273,094	230,101	147,375	303,027	299,529	
	Total Expenses		725,384	1,376,050	444,802	959,741	1,096,323	
	Senior Athletes		12.44%	5.89%	20.62%	21.64%	30.06%	
	Age Group Athletes		10.79%	0.03%	20.39%	22.14%	20.97%	
	Coach Support (Travel and Education)		4.18%	0.80%	3.28%	4.20%	3.49%	
	DEI (Awareness, Grants, Camps)		5.01%	1.19%	3.69%	3.71%	3.54%	
	Program Support (Officials, Safesport, Ath Reps)		2.98%	72.04%	3.68%	3.96%	3.89%	
	Recognition (Awards, Awards Banquet)		3.30%	0.00%	3.73%	1.93%	1.92%	
	Education (Clinics and Convention)		6.78%	0.00%	3.36%	4.81%	3.44%	
	Administration (Board, Overhead/Fixed Expense)		16.87%	3.32%	8.11%	6.03%	5.37%	
	Administration (Staff Wages and Insurance)		37.65%	16.72%	33.13%	31.57%	27.32%	
	Total Expenses		100.00%	100.00%	100.00%	100.00%	100.00%	