

Pacific Swimming

Estimated Annual Budget

September 2016 through August 2018

	Sep '16 - Aug 17	Budget	Sep '17 - Aug 18	Budget
Ordinary Income/Expense				
Income				
Membership-USA Swim Fees				
11000 · Membership				
11005 · Athlete	1,135,592.00	1,355,420.00	0.00	1,353,144.00
11010 · Non-Athlete	89,984.00	105,740.00	0.00	103,700.00
11015 · Club	26,550.00	32,075.00	0.00	29,441.00
11030 · Overpayments	66.00	0.00	0.00	120.00
11000 · Membership - Other	409.00		0.00	
Total 11000 · Membership	1,252,601.00	1,493,235.00	0.00	1,486,405.00
51000 · USA Swim Fees				
51015 · Annual Athlete	(821,049.00)	(960,980.00)	0.00	(985,849.00)
51020 · Seasonal	(36,510.00)	(68,820.00)	0.00	(75,840.00)
51030 · Non-Athlete	(78,696.00)	(87,080.00)	0.00	(91,376.00)
51040 · Club / Organization	(8,280.00)	(9,560.00)	0.00	(11,111.00)
51045 · Volunteer(s) of the Year	4,000.00	(1,000.00)	0.00	(1,000.00)
Total 51000 · USA Swim Fees	(940,535.00)	(1,127,440.00)	0.00	(1,165,176.00)
Total Membership-USA Swim Fees	312,066.00	365,795.00	0.00	321,229.00
11500 · Meet Fees LSC				
11505 · Entry Fees	243,225.89	600,000.00	0.00	514,700.00
11510 · Sanctions	4,785.00	8,000.00	0.00	10,385.00
11515 · Late Payment Penalty	1,146.36	450.00	0.00	600.00
Total 11500 · Meet Fees LSC	249,157.25	608,450.00	0.00	525,685.00
11700 · Far Westerns	0.00	0.00	0.00	154,000.00
12500 · Age Group Program - Co-Pay				
12505 · Western Zone	0.00	36,000.00	0.00	46,080.00
12510 · Pacific Coast	3,680.00	3,680.00	0.00	8,480.00
12515 · Zone All-Star Meet	0.00	19,110.00	0.00	19,110.00
Total 12500 · Age Group Program - Co-Pay	3,680.00	58,790.00	0.00	73,670.00
13000 · Camp Program - Co-Pay				
13005 · SR Olympic Training Center	7,200.00	7,200.00	0.00	7,200.00
13010 · 11/12 JO Camp	0.00	2,880.00	0.00	0.00
13015 · Adam Schmidt 10 & Under	0.00	720.00	0.00	0.00
13030 · 13-18 Junior Leadership Camp	0.00	3,000.00	0.00	0.00
13035 · Diversity Camp	745.00	600.00	0.00	740.00
Total 13000 · Camp Program - Co-Pay	7,945.00	14,400.00	0.00	7,940.00
14000 · Marketing Income				
14035 · Website Ads	450.00	500.00	0.00	600.00
Total 14000 · Marketing Income	450.00	500.00	0.00	600.00
15000 · Merchandise Sales				
15200 · Officials Apparel Sales	3,833.80		0.00	
15300 · A Medal Sales	3,349.75		0.00	
Total 15000 · Merchandise Sales	7,183.55		0.00	

Pacific Swimming

Estimated Annual Budget

September 2016 through August 2018

	Sep '16 - Aug 17	Budget	Sep '17 - Aug 18	Budget
16000 · Other Income				
16005 · Meet Reg Surcharge	3,170.00	6,000.00	0.00	2,350.00
16006 · Meet Reg Rebate	(2,260.00)	(5,200.00)	0.00	(1,875.00)
16010 · Awards Banquet	1,798.71	3,250.00	0.00	3,250.00
16040 · Fines	125.00	600.00	0.00	200.00
16050 · Contributions	0.00	0.00	0.00	300.00
16060 · Returned Check Fee	299.80	200.00	0.00	300.00
Total 16000 · Other Income	3,133.51	4,850.00	0.00	4,525.00
17000 · Interest Income	93.10	240.00	0.00	180.00
18000 · Point Redemption from CC	2,000.00	3,000.00	0.00	4,800.00
Total Income	585,708.41	1,056,025.00	0.00	1,092,629.00
Cost of Goods Sold				
40000 · Merchandise Cost of Goods Sold				
40200 · Officials COGS	3,895.50		0.00	
40300 · A Medals COGS	3,807.10		0.00	
Total 40000 · Merchandise Cost of Goods Sold	7,702.60		0.00	
Total COGS	7,702.60		0.00	
Gross Profit	578,005.81	1,056,025.00	0.00	1,092,629.00
Expense				
52000 · National/Senior Program				
52010 · Meet Support	0.00	10,000.00	0.00	10,000.00
52015 · Sr. - Pro Swim Series/Ohers	1,800.00	10,500.00	0.00	11,400.00
52020 · Sr. National Champs	7,650.00	29,750.00	0.00	0.00
52035 · Jr. - Champ Meets	60,900.00	72,000.00	0.00	0.00
52040 · Open Water Programs	0.00	1,800.00	0.00	600.00
52060 · Club-Coach Travel	10,000.00	30,000.00	0.00	0.00
52070 · Club Development/Education	15,000.00	25,000.00	0.00	15,000.00
52080 · USAS/PC Mentor Program	0.00	4,000.00	0.00	1,200.00
52090 · International All Star Trip	0.00	0.00	0.00	21,192.89
52095 · Sectionals	6,200.00	25,000.00	0.00	36,000.00
52100 · Futures Meet	0.00	45,000.00	0.00	0.00
Total 52000 · National/Senior Program	101,550.00	253,050.00	0.00	95,392.89
54000 · Age Group Programs				
54010 · Pac Coast All Star Meet	8,292.27	7,590.00	0.00	38,505.00
54015 · Western Zone Meet	0.00	72,220.00	0.00	92,540.00
54025 · JO Meet Subsidy	4,000.00	20,000.00	0.00	12,000.00
54100 · Zone All Star Meet				
54150 · Zone All-Star Meet-Host Zone	0.00	5,000.00	0.00	5,000.00
54200 · Zone All-Star Meet	2,787.85	40,205.00	0.00	42,640.00
Total 54100 · Zone All Star Meet	2,787.85	45,205.00	0.00	47,640.00
54300 · Medals	0.00	5,000.00	0.00	0.00
Total 54000 · Age Group Programs	15,080.12	150,015.00	0.00	190,685.00
54500 · Camp Program				

Pacific Swimming

Estimated Annual Budget

September 2016 through August 2018

	Sep '16 - Aug 17	Budget	Sep '17 - Aug 18	Budget
54510 · SR Olympic Training Center	23,660.33	20,000.00	0.00	24,000.00
54515 · 11/12 JO Camp	0.00	8,500.00	0.00	0.00
54520 · Adam Schmidt 10 & Under	0.00	4,000.00	0.00	0.00
54535 · 13-18 Jr. Leadership Camp	0.00	12,000.00	0.00	0.00
54550 · Diversity Camp	3,225.33	1,000.00	0.00	3,300.00
Total 54500 · Camp Program	26,885.66	45,500.00	0.00	27,300.00
54600 · Disability				
54610 · Travel	0.00	2,000.00	0.00	0.00
Total 54600 · Disability	0.00	2,000.00	0.00	0.00
55000 · Diversity				
55100 · Diversity Program Grants	10,625.00	25,000.00	0.00	0.00
55150 · MEFAP Sponsorship	3,218.90	10,000.00	0.00	0.00
55200 · Awareness Fund	0.00	3,000.00	0.00	0.00
55300 · Fred Siegrist Scholarship	0.00	500.00	0.00	0.00
Total 55000 · Diversity	13,843.90	38,500.00	0.00	0.00
55500 · Events				
55504 · Far Western Hosting	0.00	0.00	0.00	105,000.00
55503 · JO/FW Awards	0.00	0.00	0.00	20,000.00
55502 · FW/JO Hosting	9,096.66	5,000.00	0.00	70,000.00
55508 · Pacific Hosted Meets	11,115.74	10,000.00	0.00	0.00
55510 · Annual Awards Banquet				
55515 · Banquet - Venue & Food	9,981.85	12,500.00	0.00	11,500.00
55520 · Awards & Programs	4,458.66	5,500.00	0.00	4,000.00
Total 55510 · Annual Awards Banquet	14,440.51	18,000.00	0.00	15,500.00
Total 55500 · Events	34,652.91	33,000.00	0.00	210,500.00
56000 · Chairman				
56020 · Volunteer Recognition	0.00	250.00	0.00	240.00
56030 · Contingency	359.04	2,000.00	0.00	1,500.00
56075 · Travel Expenses	905.37	1,000.00	0.00	1,500.00
56200 · Legal Council	0.00	5,000.00	0.00	4,000.00
Total 56000 · Chairman	1,264.41	8,250.00	0.00	7,240.00
57000 · Treasurer				
57200 · Fees-Filing	180.00	150.00	0.00	170.00
57300 · Fees-Accounting & Audit	23,893.30	28,000.00	0.00	25,200.00
57500 · Bank Service Charges	169.09	400.00	0.00	528.00
57700 · Insurance	1,384.00	1,100.00	0.00	0.00
Total 57000 · Treasurer	25,626.39	29,650.00	0.00	25,898.00
58000 · Officials				
58300 · Supplies/Copying	783.00	2,500.00	0.00	0.00
58400 · Rule Books	1,883.55	3,500.00	0.00	0.00
58500 · Equipment	0.00	1,300.00	0.00	0.00
58600 · Clinics	27,562.76	24,000.00	0.00	0.00
58700 · Motivational(Recruit/Retain)	2,344.91	9,000.00	0.00	0.00

Pacific Swimming

Estimated Annual Budget

September 2016 through August 2018

	Sep '16 - Aug 17	Budget	Sep '17 - Aug 18	Budget
58800 · National Evaluators	1,792.86	7,000.00	0.00	0.00
58900 · Officials to National Meets	1,600.00	6,850.00	0.00	0.00
58950 · Lodging for Officials	2,341.73	10,250.00	0.00	0.00
Total 58000 · Officials	38,308.81	64,400.00	0.00	0.00
59000 · Volunteers				
59100 · Officials Background Check	54.50	150.00	0.00	476.00
59200 · Background Reimbursement LSC	349.00	1,000.00	0.00	1,500.00
59300 · Coach / Manager Stipend	1,800.00	4,300.00	0.00	4,200.00
59400 · Seminars / Clinics	1,094.63	5,000.00	0.00	4,000.00
59500 · Meetings				
59505 · Board of Directors	947.60	2,000.00	0.00	1,250.00
59510 · House of Delegates	3,165.53	6,000.00	0.00	6,500.00
59515 · Zone 4 HOD/BOD Attendance	539.40	1,750.00	0.00	2,100.00
Total 59500 · Meetings	4,652.53	9,750.00	0.00	9,850.00
60200 · USAS Convention				
60205 · Delegates	17,186.56	17,625.00	0.00	20,000.00
60215 · Athletes	1,193.50	2,540.00	0.00	3,000.00
Total 60200 · USAS Convention	18,380.06	20,165.00	0.00	23,000.00
Total 59000 · Volunteers	26,330.72	40,365.00	0.00	43,026.00
62000 · Marketing				
62100 · Web Site/Internet	1,307.90	1,440.00	0.00	1,580.00
62300 · Marketing Expense	0.00	2,500.00	0.00	0.00
Total 62000 · Marketing	1,307.90	3,940.00	0.00	1,580.00
63000 · Office Expenses				
63100 · Telephone & Internet	2,028.97	6,400.00	0.00	5,330.00
63150 · Conference Call Services	514.20	2,000.00	0.00	1,750.00
63300 · Postage	1,363.27	6,250.00	0.00	3,335.00
63400 · Supplies/Copying	1,426.08	3,500.00	0.00	2,905.00
63450 · Donations to other organization	0.00	200.00	0.00	300.00
63500 · Mileage	107.28	125.00	0.00	220.00
63600 · Repair & Maintenance	0.00	400.00	0.00	300.00
63625 · Equipment Purchases	0.00	1,400.00	0.00	780.00
63650 · Computer Purchases	779.74	2,000.00	0.00	2,400.00
63675 · Software Purchases	1,074.61	2,980.00	0.00	1,970.00
63700 · Storage Rental	3,088.40	4,520.00	0.00	5,500.00
63800 · Office Space	7,184.53	18,800.00	0.00	12,800.00
63810 · Staff Meetings	0.00	0.00	0.00	650.00
Total 63000 · Office Expenses	17,567.08	48,575.00	0.00	38,240.00
70000 · Staff Expenses				
70100 · Payroll				
70105 · Salary & Wages	124,307.54	230,800.00	0.00	226,110.12
70110 · Employer Taxes	10,307.48	20,400.00	0.00	19,671.60
70112 · Workers Comp Expense	811.02	0.00	0.00	1,056.00

Pacific Swimming

Estimated Annual Budget

September 2016 through August 2018

	Sep '16 - Aug 17	Budget	Sep '17 - Aug 18	Budget
70115 • PTO Expense	1,368.46	0.00	0.00	4,200.00
70150 • Payroll Processing	688.41	4,500.00	0.00	996.00
66000 • Payroll Expenses	(0.02)		0.00	
Total 70100 • Payroll	137,482.89	255,700.00	0.00	252,033.72
Total 70000 • Staff Expenses	137,482.89	255,700.00	0.00	252,033.72
70200 • Contractors				
70205 • Registration Contractor	4,200.00	7,200.00	0.00	7,200.00
Total 70200 • Contractors	4,200.00	7,200.00	0.00	7,200.00
Total Expense	444,100.79	980,145.00	0.00	899,095.61
Net Ordinary Income	133,905.02	75,880.00	0.00	193,533.39
Other Income/Expense				
Other Income				
85000 • Investment Income				
85100 • Dividend Income	34,156.96	0.00	0.00	0.00
85200 • Interest Income	1,135.13	0.00	0.00	0.00
85400 • Realized Gain	61,826.48	0.00	0.00	0.00
85600 • Unrealized Gain	63,897.95	0.00	0.00	0.00
85625 • Board Desig Funds Gain/(Loss)	14,199.88		0.00	0.00
Total 85000 • Investment Income	175,216.40	0.00	0.00	0.00
86000 • Wells Fargo Investment Fee	(12,708.57)	0.00	0.00	(25,800.00)
87000 • Foreign Tax Withholding WF Inv	(437.57)	0.00	0.00	(1,740.00)
Total Other Income	162,070.26	0.00	0.00	(27,540.00)
Other Expense				
88000 • Pacific Swimming Grants	7,173.89	50,000.00	0.00	50,000.00
89000 • Trials Events	0.00	19,500.00	0.00	0.00
89200 • Special Projects	0.00	45,000.00	0.00	30,000.00
Total Other Expense	7,173.89	114,500.00	0.00	80,000.00
Net Other Income	154,896.37	(114,500.00)	0.00	(107,540.00)
Net Income	288,801.39	(38,620.00)	0.00	85,993.39