

2019-2020 Pacific Swimming Budget

| | 2019-20 Budget | 2019-20 Budget Adj | Notes |
|---|--------------------|-----------------------|----------------------------------|
| Income | | | |
| Membership-USA Swim Fees | | | |
| 11000 · Membership | | | |
| 11005 · Athlete | 1,220,059 | 1,220,059 | No increase in PacSwim |
| 11010 · Non-Athlete | 96,832 | 96,832 | Membership dues |
| 11015 · Club | 27,950 | 27,950 | |
| 11030 · Overpayments | - | - | |
| Total 11000 · Membership | 1,344,841 | 1,344,841 | |
| 51000 · USA Swim Fees | | | |
| 51015 · Annual Athlete | (947,316) | (947,316) | USAS' share increase \$2 |
| 51020 · Seasonal | (69,270) | (69,270) | or \$62 for Annual Athlete |
| 51030 · Non-Athlete | (88,288) | (88,288) | and Non Athlete |
| 51040 · Club / Organization | (8,530) | (8,530) | |
| 51045 · Volunteer(s) of the Year | (1,000) | (1,000) | |
| Total 51000 · USA Swim Fees | (1,114,404) | (1,114,404) | |
| Total Membership-USA Swim Fees | 230,437 | 230,437 | |
| 11500 · Meet Fees LSC | | | |
| 11505 · Entry Fees | 466,000 | 466,000 | |
| 11510 · Sanctions | 9,845 | 9,845 | |
| 11515 · Late Payment Penalty | 2,100 | 2,100 | |
| Total 11500 · Meet Fees LSC | 477,945 | 477,945 | |
| 11700 · Pacific Hosted Meets | | | |
| 11705 · Entry Income | 165,000 | 150,000 | |
| 11710 · Coach Credentials | - | - | |
| 11715 · Vendor Income | - | - | |
| 11725 · Sponsorship | - | - | |
| Total 11700 · Pacific Hosted Meets | 165,000 | 150,000 | |
| 12500 · Age Group Program - Co-Pay | | | |
| 12505 · Western Zone | 50,400 | 54,360 | 72@755 Co-pay |
| 12510 · Pacific Coast | 10,880 | 10,880 | 32@340 Co-pay |
| 12515 · Zone All-Star Meet | 20,580 | 20,580 | 294@70 Co-pay |
| Total 12500 · Age Group Program - Co-Pay | 81,860 | 85,820 | |
| | 2019-20 Budget | 2019-20 Budget | Notes |
| 13000 · Camp Program - Co-Pay | | | |
| 13005 · SR Olympic Training Center | 7,560 | 7,560 | 24@\$315 Co-pay |
| 13010 · 11/12 JO Camp | 3,000 | 3,000 | 48 @ \$60 Co-pay |
| 13015 · Adam Schmidt 10 & Under | 525 | 1,280 | 32 @ \$40 Co-pay |
| 13030 · 13-18 Junior Leadership Camp | 3,900 | 450 | 30 @ \$15 Co-Pay |
| 13035 · Diversity Camp | 950 | 950 | 50 @ \$15 Co-Pay |
| 13040 · Other Camps | - | - | |
| Total 13000 · Camp Program - Co-Pay | 15,935 | 13,240 | |
| 14000 · Marketing Income | | | |
| 14035 · Website Ads | 1,050 | 1,050 | |
| Total 14000 · Marketing Income | 1,050 | 1,050 | |
| 15000 · Merchandise Sales | | | |

| | | | |
|---|----------------|----------------|-----------------|
| 15200 - Officials Apparel Sales | 5,000 | 5,000 | |
| 15300 - A Medal Sales | 3,000 | 3,000 | |
| 15000 - Merchandise Sales Other | - | - | |
| Total 15000 Merchandise Sales | 8,000 | 8,000 | |
| 16000 - Other Income | | | |
| 16005 - Meet Reg Surcharge | 4,720 | 4,720 | |
| 16006 - Meet Reg Rebate | (4,210) | (4,210) | |
| 16010 - Awards Banquet | 3,600 | 3,600 | |
| 16040 - Fines | 300 | 300 | |
| 16050 - Contributions | 200 | 200 | |
| 16060 - Returned Check Fee | 300 | 300 | |
| 16085 - Equipment Rental | 600 | 600 | Pacific Pop-ups |
| 16100 - Misc. Income | | | |
| Total 16000 - Other Income | 5,510 | 5,510 | |
| 17000 - Interest Income | 180 | 180 | |
| 18000 - Point Redemption from CC | 4,200 | 4,200 | |
| Total Income | 990,117 | 976,382 | |
| 40000 - Merchandise Cost of Goods Sold | | | |
| 40200 - Officials COGS | 5,250 | 5,250 | |
| 40300 - A Medals COGS | 3,900 | 3,900 | |
| Total 40000 - Merchandise Cost of Goods Sold | 9,150 | 9,150 | |
| Gross Profit - | 980,967 | 967,232 | |

| | 2019-20 Budget | 2019-20 Budget | Notes |
|--|-------------------|-------------------|-------------------------------------|
| Expense | | | |
| 52000 - National/Senior Program | | | |
| 52010 - Meet Support | - | - | |
| 52015 - Sr. - Pro Swim Series/Others | 17,400 | 17,400 | 1 per year |
| 52020 - Sr. National Champs | 31,000 | 31,000 | Atlanta, Indianapolis |
| 52035 - Jr. - Champ Meets | 100,750 | 100,750 | Federal Way, Indianapolis |
| 52040 - Open Water Programs | 800 | 800 | |
| 52060 - Club-Coach Travel | 50,000 | 50,000 | Additional Travel suport for Trials |
| 52070 - Club Development/Education | 19,500 | 19,500 | |
| 52095 - Sectionals | 47,200 | 47,200 | 2 Sectional meets per year |
| 52100 - Futures Meet | 51,000 | 51,000 | Location, TBD |
| Total 52000 - National/Senior Program | 317,650 | 317,650 | |
| 54000 - Age Group Programs | | | |
| 54010 - Pac Coast All Star Meet | 21,830 | 21,830 | |
| 54015 - Western Zone Meet | 101,990 | 109,045 | |
| 54025 - JO Meet Subsidy | 15,000 | 15,000 | |
| 54150 - Zone All-Star Meet-Host Zone | 5,000 | 5,000 | |
| 54200 - Zone All-Star Meet | 41,900 | 41,900 | |
| Total 54000 - Age Group Programs | 185,720 | 192,775 | |
| 54500 - Camp Program | | | |
| 54510 - SR Olympic Training Center | 22,000 | 22,000 | |
| 54515 - 11/12 JO Camp | 8,500 | 8,500 | |
| 54520 - Adam Schmidt 10 & Under | 1,200 | 1,200 | |
| 54535 - 13-18 Jr. Leadership Camp | 10,000 | 1,600 | |
| 54550 - Diversity Camp | 5,000 | 5,000 | |

| | | | |
|---|----------------|----------------|--|
| 54560 - Other Camp | - | - | |
| Total 54500 - Camp Program | 46,700 | 38,300 | |
| 54600 - Disability | | | |
| 54610 - Travel | 600 | 600 | |
| Total 54600 - Disability | 600 | 600 | |
| 55000 - Diversity | | | |
| 55100 - Diversity Program Grants | 30,000 | 30,000 | |
| 55150 - MEFAP Sponsorship | 8,300 | 8,300 | |
| 55200 - Awareness Fund | 1,800 | 1,800 | |
| 55250 - Marketing | 1,800 | 1,800 | |
| 55300 - Fred Siegrist Scholarship | 600 | 600 | |
| | 2019-20 | 2019-20 | |
| | Budget | Budget | Notes |
| 55400 - WZ Diversity Camp | 4,000 | 6,000 | NEW* WZ contribution includes all athletes |
| Total 55000 - Diversity | 46,500 | 48,500 | |
| 55500 - Events | | | |
| 55502 - FW/JO Awards | | | |
| 55502A - JO Awards & Bag Tags | 9,500 | 10,000 | increased due to Tariffs |
| 55502B - FW Awards | 7,000 | 7,500 | |
| 55502C - Awards Shipping | - | - | |
| Total 55502 - FW/JO Awards | 16,500 | 17,500 | |
| 55508 - Pacific Hosted Meets | | | |
| 55508A - Professional Services | 42,000 | 42,000 | |
| 55508B - Host Subsidy | 70,000 | 70,000 | |
| 55508C - Facility Rental | 27,000 | 27,000 | |
| 55508D - Hospitality | 7,000 | 7,000 | |
| 55508E - Swag, Tags & Other | 18,000 | 15,000 | |
| 55508F - Credit Card Discounts | 8,300 | 4,300 | |
| 55508G - Staff Expenses | 2,500 | 2,500 | |
| 55508H- Rentals | - | - | |
| Total 55508 - Pacific Hosted Meets | 174,800 | 167,800 | |
| 55510 - Annual Awards Banquet | | | |
| 55515 - Banquet - Venue & Food | 15,000 | 15,000 | |
| 55520 - Awards & Programs | 5,200 | 5,200 | |
| Total 55500 - Events | 211,500 | 205,500 | |
| 56000 - Chairman | | | |
| 56020 - Volunteer Recognition | 240 | 240 | |
| 56030 - Contingency | 1,800 | 1,800 | |
| 56075 - Travel Expenses | 1,200 | 1,200 | |
| 56200 - Legal Council | 3,000 | 3,000 | |
| Total 56000 - Chairman | 6,240 | 6,240 | |
| 57000 - Treasurer | | | |
| 57200 - Fees-Filing | 170 | 190 | |
| 57300 - Fees-Accounting & Audit | 29,925 | 30,000 | |
| 57500 - Bank Service Charges | 1,020 | 1,000 | |
| 57600 - Use Tax Expense | - | - | Now a Balance Sheet Account |
| 57700 - Insurance | 1,200 | 1,100 | |
| Total 57000 - Treasurer | 32,315 | 32,290 | |

| | 2019-20 Budget | 2019-20 Budget | Notes |
|---|-------------------|-------------------|--------------------------------------|
| 58000 · Officials | | | |
| 58300 · Supplies/Copying | 1,200 | 1,200 | |
| 58400 · Rule Books | 3,400 | 3,400 | |
| 58500 · Equipment | 1,200 | 1,200 | |
| 58600 · Clinics | 29,000 | 29,000 | |
| 58700 · Motivational(Recruit/Retain) | 9,300 | 9,300 | |
| 58800 · National Evaluators | 4,750 | 4,750 | |
| 58900 · Officials to National Meets | 8,400 | 8,400 | |
| 58950 · Lodging for Officials | 5,250 | 5,250 | |
| Total 58000 · Officials | 62,500 | 62,500 | |
| 59000 · Volunteers | | | |
| 59050 - Athlete Rep Programs | 2,500 | 2,500 | |
| 59100 · Officials Background Check | 200 | 200 | |
| 59200 · Background Reimbursement LSC | 1,500 | 1,500 | |
| 59300 · Coach / Manager Stipend | 4,500 | 4,900 | now includes Leadership camp stipend |
| 59400 · Seminars / Clinics | 6,000 | 6,000 | |
| 59450 - Safe Sport Program | 5,000 | 5,000 | |
| 59500 · Meetings | | | |
| 59505 · Board of Directors | 1,375 | 1,375 | |
| 59510 · House of Delegates | 7,000 | 7,000 | |
| 59515 · Zone 4 HOD/BOD Attendanc | 2,500 | 2,500 | |
| 60200 · USAS Convention | | | |
| 60205 · Delegates | 20,000 | 22,000 | |
| 60215 · Athletes | 3,000 | 4,000 | 3 athletes instead of 2. |
| Total 59000 · Volunteers | 53,575 | 56,975 | |
| 62000 · Marketing | | | |
| 62100 · Web Site/Internet | 2,240 | 2,240 | |
| Total 62000 · Marketing | 2,240 | 2,240 | |
| 63000 · Office Expenses | | | |
| 63100 · Telephone & Internet | 2,400 | 2,400 | |
| 63150 · Conference Call Services | 2,720 | 2,400 | |
| 63300 · Postage | 1,130 | 900 | |
| 63400 · Supplies/Copying | 2,500 | 2,100 | |
| 63450 · Donations to other organization | - | - | |
| 63500 · Mileage | - | 100 | |
| | 2019-20 Budget | 2019-20 Budget | Notes |
| 63600 · Repair & Maintenance | - | - | |
| 63625 · Equipment Purchases | - | - | |
| 63650 · Computer Purchases | - | - | |
| 63675 · Software Purchases | 2,467 | 2,467 | |
| 63700 · Storage Rental | 6,024 | 6,200 | |
| 63800 · Office Space | 16,716 | 16,716 | |
| 63850 · Staff Meetings | 250 | 200 | |
| Total 63000 · Office Expenses | 34,207 | 33,483 | |
| 70000 · Staff Expenses | | | |
| 70100 · Payroll | | | |
| 70105 · Salary & Wages | 264,620 | 264,620 | |

| | | | |
|--|------------------|------------------|----------------------------|
| 70110 · Employer Taxes | 23,022 | 23,022 | |
| 70112 · Workers Comp Expense | 2,600 | 2,600 | |
| 70115 · PTO Expense | 7,110 | 7,110 | |
| 70150 · Payroll Processing | 1,620 | 1,620 | |
| 66000 · Payroll Expenses | - | - | |
| Total 70000 · Staff Expenses | 298,972 | 298,972 | |
| 70200 · Contractors | | | |
| 70215 - Other Professional Services | | | |
| 70205 · Registration Contractor | 4,600 | 12,100 | includes Dana Vollmer fees |
| Total 70200 · Contractors | 4,600 | 12,100 | |
| 75000 - Miscellaneous | - | - | |
| Total Expense | 1,303,319 | 1,308,125 | |
| Net Ordinary Income | (313,202) | (331,743) | |
| Investment Expenses | | | |
| 86000 · Wells Fargo Investment Fee | 31,000 | 31,000 | |
| 87000 · Foreign Tax Withholding WF Inv | 540 | 540 | |
| | 31,540 | 31,540 | |
| Funding from Investments | | | |
| 88000 - Pacific Swimming Grants | - | - | |
| 88100 - Disaster Grants | - | - | |
| 89000 - Trials Events | 72,000 | 92,000 | |
| 89200 · Special Projects | - | - | |
| Total Other Expense | 72,000 | 92,000 | |

rtfall/loss in the budget will be offset using accumulated n