

2020-2024 Quad Budget

		2018-19 Actuals	2019-20 Actuals	2020-21 Budget (current year)	2021-22 Budget	Estimated 2022-23 Budget	Estimated 2023- 24 Budget	Comment
<b>Income</b>								
Membership-USA Swim Fees								
<b>11000 · Membership</b>								
	11005 · Athlete	1,264,143	1,108,142	647,797	1,150,765	1,272,350	1,411,300	
	11007 · Flex			22,740	-	-	-	Only offered in 2021
	11010 · Non-Athlete	105,438	108,760	83,144	108,650	117,675	127,000	
	11015 · Club	30,805	26,400	19,575	24,780	27,810	28,935	
	11030 - Overpayments	70	52	34	25	25	25	
	11035 - Transfers	-	-	-	6,300	6,300	6,300	Transfers 35/mo; 420/yr
	<b>Total 11000 · Membership</b>	<b>1,400,456</b>	<b>1,243,354</b>	<b>773,290</b>	<b>1,290,520</b>	<b>1,424,160</b>	<b>1,573,560</b>	
<b>51000 · USA Swim Fees</b>								
	51015 · Annual Athlete	(956,912)	(891,822)	(569,181)	(859,300)	(953,300)	(1,051,300)	
	51017 · Flex	-	-	(11,000)	-	-	-	Only offered in 2021
	51020 · Seasonal	(63,870)	(39,270)	(330)	(38,310)	(44,700)	(60,000)	
	51030 · Non-Athlete	(92,400)	(99,981)	(78,632)	(93,060)	(99,280)	(113,040)	
	51040 · Club / Organization	(9,090)	(8,130)	(6,090)	(7,360)	(8,210)	(8,560)	
	51045 · Volunteer(s) of the Year	-	(1,000)	-	-	(1,000)	(1,000)	
	<b>Total 51000 · USA Swim Fees</b>	<b>(1,122,272)</b>	<b>(1,040,203)</b>	<b>(665,233)</b>	<b>(998,030)</b>	<b>(1,106,490)</b>	<b>(1,233,900)</b>	
	<b>Total Membership-USA Swim Fees</b>	<b>278,184</b>	<b>203,151</b>	<b>108,057</b>	<b>292,490</b>	<b>317,670</b>	<b>339,660</b>	
<b>11500 · Meet Fees LSC</b>								
	11505 · Entry Fees	448,964	274,472	45,298	425,000	475,000	515,000	
	11510 · Sanctions	10,155	5,205	2,270	10,000	10,250	10,250	
	11515 · Late Payment Penalty	3,070	1,450	181	1,000	1,000	1,000	
	<b>Total 11500 · Meet Fees LSC</b>	<b>462,189</b>	<b>281,127</b>	<b>47,749</b>	<b>436,000</b>	<b>486,250</b>	<b>526,250</b>	
11700 - Pacific Hosted Meets								
	11705 - Entry Income	145,690	-	-	-	-	-	FW returned to Clubs
	<b>Total 11700 · Pacific Hosted Meets</b>	<b>145,690</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
12500 · Age Group Program - Co-Pay								
	12505 · Western Zone	49,700	-	-	37,008	50,400	50,400	Location Dependant
	12510 · Pacific Coast	7,920	10,880	-	2,880	9,600	9,600	Location Dependant
	12515 · Zone Challenge Meet	20,580	19,530	-	21,000	21,000	21,000	\$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>81,000</b>	<b>81,000</b>	

2020-2024 Quad Budget

			2018-19 Actuals	2019-20 Actuals	2020-21 Budget (current year)	2021-22 Budget	Estimated 2022-23 Budget	Estimated 2023- 24 Budget	Comment
<b>13000 · Camp Program - Co-Pay</b>									
	13005 · SR Olympic Training Center		7,875	7,560	-	7,560	7,560	7,560	24 - \$315/athlete
	13030 · 13-18 Junior Leadership Camp		-	920	-				
	13035 · Diversity Camp		940	525	-	525	525	525	35 @ \$15/athlete
	13040 - Other Camps		-	-	-	750	-	-	50 @ \$15
	<b>Total 13000 · Camp Program - Co-Pay</b>		<b>8,815</b>	<b>9,005</b>	<b>-</b>	<b>8,835</b>	<b>8,085</b>	<b>8,085</b>	
<b>14000 · Marketing Income</b>									
	14035 · Website Ads		1,100	550	250	500	650	800	
	<b>Total 14000 · Marketing Income</b>		<b>1,100</b>	<b>550</b>	<b>250</b>	<b>500</b>	<b>650</b>	<b>800</b>	
<b>14520 - Special Events Income</b>									
	14521 - In Kind Donations		-	-	-	-	-	-	Dependant upon Fundraising plans
	14522 - Special Event Donations		-	-	-	-	-	-	
	14522 - Sales Proceeds		-	-	-	-	-	-	
	<b>Total - 14520 - Special Event Income</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>14550 - Special Event Expenses</b>									
	14521 - In Kind Donations		-	-	-	-	-	-	
	14522 - Other Direct Expenses		-	-	-	-	-	-	
	14553 - Merchant Fees		-	-	-	-	-	-	
	<b>Total 14550 - Special Event Expenses</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
	<b>Total 14500 - Special Events</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
<b>15000 - Merchandise Sales</b>									
	15200 - Officials Apparel Sales		4,222	3,888	-	2,940	3,920	4,900	
	15300 - A Medal Sales		1,621	2,968	-	2,379	-	-	
	<b>Total 15000 Merchandise Sales</b>		<b>5,842</b>	<b>6,855</b>	<b>-</b>	<b>5,319</b>	<b>3,920</b>	<b>4,900</b>	
<b>16000 · Other Income</b>									
	16005 · Meet Reg Surcharge		4,548	3,714	180	4,500	4,500	4,500	
	16006 · Meet Reg Rebate		(4,108)	(3,264)	(130)	(4,100)	(4,100)	(4,100)	
	16010 · Awards Banquet		3,962	2,775	-		2,500	2,500	
	16040 · Fines		200	-	-	-	-	-	No Show at P/F Meet
	16050 · Contributions		7,840	35,718	2,000	500	-	-	
	16055 - Restricted Contributions		-	27,500	-	-	-	-	
	16060 · Returned Check Fee		-	75	50	50	50	50	
	16085 - Equipment Rental		525	240	-	-	100	100	
	16100 - Misc. Income		5,834	-	-	-	-	-	
	<b>Total 16000 · Other Income</b>		<b>18,801</b>	<b>66,759</b>	<b>2,100</b>	<b>950</b>	<b>3,050</b>	<b>3,050</b>	

2020-2024 Quad Budget

			2018-19 Actuals	2019-20 Actuals	2020-21 Budget (current year)	2021-22 Budget	Estimated 2022-23 Budget	Estimated 2023- 24 Budget	Comment
	17001 · Interest Income		152	60	25	25	40	50	
	18001 · Point Redemption from CC		4,590	3,530	475	1,000	1,500	2,000	
	<b>Total Income</b>		<b>1,003,563</b>	<b>601,447</b>	<b>158,656</b>	<b>806,007</b>	<b>902,165</b>	<b>965,795</b>	
	<b>40002 - Merchandise Cost of Goods Sold</b>								
	40201 - Officials COGS		5,142	3,837	-	3,000	4,000	5,000	
	40301 - A Medals COGS		2,253	4,134	-	2,481	-	-	
	<b>Total 40000 - Merchandise Cost of Goods Sold</b>		<b>7,395</b>	<b>7,971</b>	<b>-</b>	<b>5,481</b>	<b>4,000</b>	<b>5,000</b>	
	<b>Gross Profit</b>		<b>996,168</b>	<b>593,475</b>	<b>158,656</b>	<b>800,526</b>	<b>898,165</b>	<b>960,795</b>	
	<b>Expense</b>								
	52000 · National/Senior Program								<b>In 2021-2022, Stipends Only</b>
	52015 · Sr. - Pro Swim Series/Others		15,900	1,800	2,400	6,000	9,000	12,000	\$300/athlete
	52020 · Sr. National Champs		7,500	6,750	8,000	6,300	20,500	26,500	\$300/athlete
	52035 · Jr. - Champ Meets		66,625	30,000	3,000	36,000	72,000	72,000	\$300/athlete
	52040 · Open Water Programs		-	-	300	300	600	600	\$300/athlete
	52060 · Club-Coach Travel		15,450	8,850	17,650	15,000	29,600	51,350	Same as athlete
	52070 · Club Development/Education		17,588	19,639	-	5,000	5,000	5,000	Upgrade Go Swim
	52095 · Sectionals		38,850	29,200	12,400	43,500	40,000	40,000	8 @ \$200 8 @ \$100
	52100 · Futures Meet		24,150	-	12,000	21,000	21,000	21,000	\$300/athlete
	<b>Total 52000 · National/Senior Program</b>		<b>186,063</b>	<b>96,239</b>	<b>55,750</b>	<b>133,100</b>	<b>197,700</b>	<b>228,450</b>	
	54000 · Age Group Programs								
	54010 · Pac Coast All Star Meet		14,373	18,511	-	16,345	18,000	18,000	Pacific Hosts in 2022
	54015 · Western Zone Meet		104,899	1,292	15,000	74,005	110,000	110,000	Estimate for 72-Elk Grove
	54025 · JO Meet Subsidy		-	-	-	5,000	-	-	Per Scheduling Committee
	54150 · Zone Challenge Meet-Host Zone		5,000	3,001	-	5,000	5,000	5,000	Per LSC BOD
	54200 · Zone Challenge Meet (ZAM)		40,907	41,013	-	43,000	43,000	43,000	
	<b>Total 54000 · Age Group Programs</b>		<b>165,179</b>	<b>63,817</b>	<b>15,000</b>	<b>143,350</b>	<b>176,000</b>	<b>176,000</b>	
	54500 · Camp Program								
	54510 · SR Olympic Training Center		22,027	21,637	-	22,000	22,000	22,000	
	54535 · 13-18 Jr. Leadership Camp		-	861	-	-	-	-	
	54550 · Diversity Camp		5,298	2,637	-	2,000	2,500	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>24,500</b>	<b>25,000</b>	

2020-2024 Quad Budget

			2018-19 Actuals	2019-20 Actuals	2020-21 Budget (current year)	2021-22 Budget	Estimated 2022-23 Budget	Estimated 2023- 24 Budget	Comment
55000 · Disability Diversity, Equity & Inclusion									
54610 - Disability Travel			-	-	-	300	600	600	
55100 · Diversity Program Grants			23,375	14,980	10,000	12,500	15,000	20,000	DDEI \$10K PC/\$2.5K Restricted
55150 - MEFAP Sponsorship			7,543	16,082	1,105	10,085	9,000	9,000	\$2K PC/\$8K Restricted
55200 · Awareness Fund			2,582	1,110	-	625	500	1,000	includes Parka
55250 - Marketing			-	-	-	-	500	1,000	
55400 - WZ Diversity Camp			1,825	1,521	2,336	2,954	2,575	2,726	WZ DEI Camp & WZ donation
<b>Total 55000 · Disability and Diversity</b>			<b>35,376</b>	<b>33,693</b>	<b>13,441</b>	<b>26,464</b>	<b>28,175</b>	<b>34,326</b>	
55500 · Events									
55502 - JO Awards					-	9,000	9,500	9,500	Full Awards \$3K/meet
55502 - Bag Tags			10,811	8,962	-	3,600	3,600	3,600	For all JO meets
<b>Total 55502 - JO Awards</b>			<b>10,811</b>	<b>8,962</b>	<b>-</b>	<b>12,600</b>	<b>13,100</b>	<b>13,100</b>	
55508 - Pacific Hosted Meets									
55506A - Event Operations			3,829						
55502B - FW Awards			6,868	5,484	-	6,000	6,500	6,500	
55508A - Professional Services			25,719	-	-	-	-	-	
55508B - Host Subsidy			70,000	-	10,000	-	-	-	
55508C - Facility Rental			22,218	(14,897)	-	-	-	-	
55508D - Hospitality			4,097	-	-	-	-	-	
55508E - Swag, Tags & Other			13,117	-	-	4,000	4,400	4,400	FW Bag Tags
55508F - Credit Card Discounts			6,730	-	-	-	-	-	
55508G - Staff Expenses			1,606	-	-	-	-	-	
55508H- Rentals			463	-	-	-	-	-	
<b>Total 55508 - Pacific Hosted Meets</b>			<b>154,648</b>	<b>(9,413)</b>	<b>10,000</b>	<b>10,000</b>	<b>10,900</b>	<b>10,900</b>	
55510 - Annual Awards Banquet									
55515 · Banquet - Venue & Food			15,122	12,117	-	-	14,000	15,000	
55520 · Awards & Programs			4,602	4,035	-	2,000	4,000	4,000	
55521 - Awards Banquet - Professional Services			500	7,800	-	-	-	-	
<b>Total 55500 · Events</b>			<b>185,682</b>	<b>23,501</b>	<b>10,000</b>	<b>24,600</b>	<b>42,000</b>	<b>43,000</b>	

2020-2024 Quad Budget

			2018-19 Actuals	2019-20 Actuals	2020-21 Budget (current year)	2021-22 Budget	Estimated 2022-23 Budget	Estimated 2023- 24 Budget	Comment
56000 · Chairman									
56030 · Contingency			3,480	-	500	500	750	1,500	
56075 · Travel Expenses			-	50	-	-	300	500	
56200 · Legal Council			5,772	3,000	-	-	-	-	
<b>Total 56000 · Chairman</b>			<b>9,252</b>	<b>3,050</b>	<b>500</b>	<b>500</b>	<b>1,050</b>	<b>2,000</b>	
57000 · Treasurer									
57200 · Fees-Filing			186	160	160	160	160	160	
57300 · Fees-Accounting & Audit			31,933	37,903	26,041	30,700	30,700	30,700	Outside Accountant & Annual Audit
57400 - Consulting Services			-	300	3,600	3,600	3,600	3,600	Guardian HR
57500 · Bank Service Charges			916	1,411	603	700	750	800	
57700 · Insurance			755	1,067	1,105	1,105	1,110	1,110	Equipment Insurance
<b>Total 57000 · Treasurer</b>			<b>33,789</b>	<b>40,841</b>	<b>31,509</b>	<b>36,265</b>	<b>36,320</b>	<b>36,370</b>	
58000 · Officials									
58300 · Supplies/Copying			647	712	-	750	1,500	1,500	
58400 · Rule Books			2,354	2,001	-	2,000	2,000	2,000	
58500 · Equipment			836	1,054	-	-	500	1,000	
58600 · Clinics			30,828	26,614	-	300	10,000	10,000	Virtual/Other
58700 · Motivational(Recruit/Retain)			9,335	1,475	-	2,000	5,000	10,000	
58800 · National Evaluators			4,622	821	-	2,000	4,000	4,000	
58900 · Officials to National Meets			6,350	3,792	-	-	3,000	5,000	
58950 · Lodging for Officials			8,367	939	-	-	3,000	3,000	
<b>Total 58000 · Officials</b>			<b>63,339</b>	<b>37,408</b>	<b>-</b>	<b>7,050</b>	<b>29,000</b>	<b>36,500</b>	
59000 · Volunteers									
59050 - Athlete Rep Programs			-	5,274	1,608	4,000	4,500	5,000	
59100 · Officials Background Check			170	-	72	-	72	-	
59200 · Background Reimbursement			1,652	372	-	-	1,000	1,000	Suspended, Zones will reimburse
59300 · Event Per Diem Allowance			4,558	1,850	-	4,300	4,500	4,500	PAC/OTC/WZ - coaches/chaperones
59400 · Seminars / Clinics			3,074	-	-	2,000	3,000	3,500	
59450 - Safe Sport Program			1,361	455	150	1,000	1,200	1,500	
59500 · Meetings									
59505 · Board of Directors			1,581	821	-	-	1,600	1,600	Virtual Meetings
59510 · House of Delegates			5,751	3,524	-	3,000	3,000	5,000	Oct Virtual - May TBD
59515 · Z4 HOD/BOD Attendance			779	472	-	-	-	-	Not Needed if Meetings are Virtual
60200 · USAS Convention									
60205 · Delegates			19,335	19,055	-	5,000	19,000	19,000	5 delegates in Person
60215 · Athletes			2,194	3,479	-	2,000	3,000	3,000	2 athletes in Person
<b>Total 59000 · Volunteers</b>			<b>40,455</b>	<b>35,302</b>	<b>1,830</b>	<b>21,300</b>	<b>40,872</b>	<b>44,100</b>	

2020-2024 Quad Budget

			2018-19 Actuals	2019-20 Actuals	2020-21 Budget (current year)	2021-22 Budget	Estimated 2022-23 Budget	Estimated 2023- 24 Budget	Comment
62000 · Marketing									
	62100 · Web Site/Internet		1,275	1,123	907	1,670	1,670	1,670	Upgrade to secure site hosting \$670
<b>Total 62000 · Marketing</b>			<b>1,275</b>	<b>1,123</b>	<b>907</b>	<b>1,670</b>	<b>1,670</b>	<b>1,670</b>	
63000 · Office Expenses									
	63100 · Telephone & Internet		2,298	1,960	1,650	1,632	1,644	1,656	
	63150 · Conference Call Services		2,227	2,113	360	610	360	360	Zoom & FloDesK email \$250
	63300 · Postage		544	458	246	500	500	500	
	63400 · Supplies/Copying		1,945	3,799	692	1,000	1,250	1,500	
	63450 · Donations to other organization		-	-	-	-	-	-	
	63500 · Mileage		85	-	148	150	200	200	
	63600 · Repair & Maintenance		213	167	-	150	200	200	
	63625 · Office Equipment Purchases		273	1,433	-	1,500	-	-	New Treasurer?
	63675 · Software Purchases		2,217	2,329	1,587	1,659	1,659	1,659	New fee increase
	63700 · Storage Rental		6,011	6,486	5,613	5,772	6,144	6,576	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>12,149</b>	<b>12,973</b>	<b>11,957</b>	<b>12,651</b>	
70000 · Staff Expenses									
	70105 · Salary & Wages		244,470	246,420	213,664	213,664	213,664	213,664	
	70110 · Employer Taxes		19,665	19,613	16,996	16,996	16,996	16,996	
	70112 · Workers Comp Expense		1,946	1,351	1,442	1,442	1,442	1,442	
	70115 · PTO Expense		162	4,096	1,404	1,404	1,404	1,404	
	70150 · Payroll Processing		1,640	1,613	1,563	1,563	1,563	1,563	
	66000 · Payroll Expenses		(0)	0	-	-	-	-	
<b>Total 70000 · Staff Expenses</b>			<b>267,884</b>	<b>273,094</b>	<b>235,069</b>	<b>235,069</b>	<b>235,069</b>	<b>235,069</b>	
70200 · Contractors									
	70215 - Other Professional Services		9,300	-	-	-	-	-	
<b>Total 70200 · Contractors</b>			<b>9,300</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	
75000 - Miscellaneous									
<b>Total Expenses</b>			<b>1,056,446</b>	<b>668,609</b>	<b>376,155</b>	<b>671,341</b>	<b>824,313</b>	<b>875,136</b>	
<b>Total Income (Gross Profit)</b>			<b>996,168</b>	<b>593,475</b>	<b>158,656</b>	<b>800,526</b>	<b>898,165</b>	<b>960,795</b>	Adjusted Net Ordinary Income
<b>Net Ordinary Income</b>			<b>(60,278)</b>	<b>(75,133)</b>	<b>(217,499)</b>	<b>129,185</b>	<b>73,852</b>	<b>85,659</b>	\$140,335
									\$11,150 from Restricted Assets

2020-2024 Quad Budget

		2018-19	2019-20	2020-21	2021-22	Estimated	Estimated 2023-		
		Actuals	Actuals	Budget	Budget	2022-23 Budget	24 Budget		Comment
				(current year)					
<b>Program Funding from Investments</b>									
	86000 · Wells Fargo Investment Fee	(31,074)	(31,215)		(32,000)	(32,000)	(32,000)		
	87000 · Foreign Tax Withholding WF Inv	(950)	(831)		(900)	(900)	(900)		
	89500 - Interest on PCL	-	-		(15,960)	(15,960)	(15,960)		
	89501 - PCL Savings/payoff				(50,000)	(50,000)	(50,000)		Paid off by Aug 2025 or 2026
	88000 - Pacific Swimming Grants	45,721	36,775	-	-	50,000	-		Quad Grants
	88100 - Disaster Grants	-	5,104	-					Natural Disasters
	89000 - Trials Events	-	-	92,000	-	-	92,000		Trials
		45,721	41,879	92,000	-	50,000	92,000		
<b>Net Cash Inflows/Outflows from Operations</b>									
					79,185	23,852	35,659		
<b>Expenses by Category/Program</b>									
		\$	\$	\$	\$	\$	\$		
	Senior Athletes	175,052	90,248	38,100	135,100	185,100	194,100		
	Age Group Athletes	330,637	63,366	25,000	170,950	200,000	200,000		
	Coach Support (Travel and Education)	37,596	30,339	17,650	24,300	39,100	60,850		
	DEI (Awareness, Grants, Camps)	40,674	36,329	13,441	28,464	30,675	37,326		
	Program Support (Officials, Safesport, Ath Reps)	33,872	16,522	1,758	11,750	24,700	33,000		
	Recognition (Awards, Awards Banquet)	19,724	16,152	-	2,000	18,000	19,000		
	Education (Clinics and Convention)	55,431	49,148	-	9,300	35,000	35,500		
	Administration (Board, Overhead/Fixed Expense)	85,776	85,610	45,137	54,408	56,669	60,291		
	Administration (Staff Wages and Insurance)	277,684	280,894	235,069	235,069	235,069	235,069		
	<b>Total Expenses</b>	<b>1,056,446</b>	<b>668,609</b>	<b>376,155</b>	<b>671,341</b>	<b>824,313</b>	<b>875,136</b>		
<b>Percent Goals</b>									
	Senior Athletes	16.57%	13.50%	10.13%	20.12%	22.46%	22.18%		18.0%
	Age Group Athletes	31.30%	9.48%	6.65%	25.46%	24.26%	22.85%		30.0%
	Coach Support (Travel and Education)	3.56%	4.54%	4.69%	3.62%	4.74%	6.95%		3.5%
	DEI (Awareness, Grants, Camps)	3.85%	5.43%	3.57%	4.24%	3.72%	4.27%		5.0%
	Program Support (Officials, Safesport, Ath Reps)	3.21%	2.47%	0.47%	1.75%	3.00%	3.77%		3.5%
	Recognition (Awards, Awards Banquet)	1.87%	2.42%	0.00%	0.30%	2.18%	2.17%		1.0%
	Education (Clinics and Convention)	5.25%	7.35%	0.00%	1.39%	4.25%	4.06%		6.0%
	Administration (Board, Overhead/Fixed Expense)	8.12%	12.80%	12.00%	8.10%	6.87%	6.89%		8.0%
	Administration (Staff Wages and Insurance)	26.28%	42.01%	62.49%	35.01%	28.52%	26.86%		25.0%
	<b>Total Expenses</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>		<b>100.0%</b>