

## Pacific Swimming

### Draft Statement of Activities Budget Performance

	September 2024		October 2024		2024-25
	LSC		LSC		Annual
	Actual	Budget	Actual	Budget	Budget
<b>Revenue</b>					
<b>10000 Membership-USA Swim Fees</b>					
<b>11000 Membership</b>					
11005 Athlete	68,289	68,300	27,637	33,000	329,300
11010 Non-Athlete	2,982	3,000	2,724	3,000	20,540
11012 Administrator	162	75	48	75	900
11015 Club	2,755	2,800	1,275	1,550	16,750
11035 Transfers Processing Fee	1,965	2,000	585	500	7,500
<b>Total 11000 Membership</b>	<b>76,153</b>	<b>76,175</b>	<b>32,269</b>	<b>38,125</b>	<b>374,990</b>
<b>51000 USA Swim Fees</b>					
51045 Volunteer(s) of the Year		-		-	(1,000)
51060 4% Tech Fee	(2,968)	(2,900)	(1,278)	(1,500)	(15,000)
<b>Total 51000 USA Swim Fees</b>	<b>(2,968)</b>	<b>(2,900)</b>	<b>(1,278)</b>	<b>(1,500)</b>	<b>(16,000)</b>
<b>Total 10000 Membership-USA Swim Fees</b>	<b>73,185</b>	<b>73,275</b>	<b>30,991</b>	<b>36,625</b>	<b>358,990</b>
<b>11500 Meet Fees LSC</b>					
11505 Entry Fees	35,925	32,000	52,085	52,000	545,000
11510 Sanctions	635	785	785	955	9,375
11515 Late Payment Penalty	501	75		50	500
<b>Total 11500 Meet Fees LSC</b>	<b>37,062</b>	<b>32,860</b>	<b>52,870</b>	<b>53,005</b>	<b>554,875</b>
<b>12500 Age Group Program - Co-Pay</b>					
12505 Western Zone					68,400
12510 Pacific Coast					11,200
12515 Zone All Star Meet					24,225
<b>Total 12500 Age Group Program - Co-Pay</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>103,825</b>
<b>13000 Camp Program - Co-Pay</b>					
13005 Olympic Paralympic Training Cen					10,200
13035 Diversity Camp					750
<b>Total 13000 Camp Program - Co-Pay</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>10,950</b>
<b>14000 Marketing Income</b>					
14035 Website Ads		50			750
<b>Total 14000 Marketing Income</b>	<b>-</b>	<b>50</b>	<b>-</b>	<b>-</b>	<b>750</b>
<b>15000 Merchandise Sales</b>					
15200 Officials Apparel Sales	544	350	5,451	5,300	8,000
15300 A Medal Sales	138	115	276	115	1,380
<b>Total 15000 Merchandise Sales</b>	<b>682</b>	<b>465</b>	<b>5,727</b>	<b>5,415</b>	<b>9,380</b>
<b>16000 Other Income</b>					
16010 Awards Banquet			2,146	3,000	3,000
16040 Fines					300

16060 Returned Check Fee	-	-	-	-	25
16085 Equipment Rental	-	-	-	-	50
<b>Total 16000 Other Income</b>	<b>-</b>	<b>-</b>	<b>2,146</b>	<b>3,000</b>	<b>3,375</b>
17000 Interest Income	6	3	6	3	30
18000 Point Redemption from CC	500	500	500	500	4,300
<b>Total Revenue</b>	<b>111,435</b>	<b>107,153</b>	<b>92,239</b>	<b>98,548</b>	<b>1,046,475</b>
<b>Cost of Goods Sold</b>					
<b>40000 Merchandise Cost of Goods Sold</b>					
40200 Officials COGS	630	350	4,647	5,300	8,000
40300 A Medals COGS	204	170	409	170	2,040
<b>Total 40000 Merchandise Cost of Goods Sold</b>	<b>835</b>	<b>520</b>	<b>5,056</b>	<b>5,470</b>	<b>10,040</b>
<b>Total Cost of Goods Sold</b>	<b>835</b>	<b>520</b>	<b>5,056</b>	<b>5,470</b>	<b>10,040</b>
<b>Gross Profit</b>	<b>110,600</b>	<b>106,633</b>	<b>87,183</b>	<b>93,078</b>	<b>1,036,435</b>
<b>Expenditures</b>					
<b>52000 National/Senior Program</b>					
52015 Sr. - Pro Swim Series/Others	-	-	-	-	7,500
52020 Sr. National Champs	-	-	-	-	12,000
52035 Jr. - Champ Meets	-	-	-	-	90,000
52040 Open Water Programs	351	-	-	-	700
52060 Club-Coach Travel	-	-	-	-	14,000
52070 Club Development/Education	-	-	-	-	7,000
52075 Sr Meet Host Incentive	-	-	-	-	5,000
52095 Sectionals	-	-	-	-	70,000
52100 Futures Meet	-	-	-	-	24,000
<b>Total 52000 National/Senior Program</b>	<b>351</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>230,200</b>
<b>54000 Age Group Programs</b>					
54010 Pac Coast All Star Meet	-	-	-	-	21,403
54015 Western Zone Meet	-	-	-	-	130,737
54150 Zone All Star Meet-Host Zone	-	-	-	-	5,000
54200 Zone All Star Meet	-	-	-	-	67,635
<b>Total 54000 Age Group Programs</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>224,775</b>
<b>54500 Camp Program</b>					
54510 Olympic Paralympic Training	-	-	-	-	27,855
54550 Diversity Camp	-	-	-	-	5,000
<b>Total 54500 Camp Program</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>32,855</b>
<b>55000 Diversity</b>					
54610 Travel - Disability	-	50	-	50	600
55100 Diversity Program Grants	-	-	-	-	20,000
55150 MEFAP Sponsorship	537	1,000	753	1,000	8,000
55200 Awareness Fund	-	-	-	-	1,000
55250 Marketing	-	-	-	-	200
55400 Diversity Camp Donation	-	-	3,176	-	4,000
55450 WZ DDEI Donation	-	-	-	-	3,574
<b>Total 55000 Diversity</b>	<b>537</b>	<b>1,050</b>	<b>3,929</b>	<b>1,050</b>	<b>37,374</b>

**55500 Events****55502 Awards and Bag Tags**

55502A Age Group Champs Awards	-	-	-	9,000
55502B Far Western Awards	-	-	-	8,000
55502C Age Group Champs Bag Tags	-	-	-	3,300
55508E Far Western Bag Tags	-	-	-	3,600

<b>Total 55502 Awards and Bag Tags</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>23,900</b>
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**55510 Annual Awards Banquet**

55515 Banquet - Venue & Food	-	10,340	14,000	14,000
55520 Awards & Programs	-	5,737	5,000	5,000
55521 Awards Banquet - Prof Services	-	5,400	5,300	5,300

<b>Total 55510 Annual Awards Banquet</b>	<b>-</b>	<b>-</b>	<b>21,477</b>	<b>24,300</b>	<b>24,300</b>
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<b>Total 55500 Events</b>	<b>-</b>	<b>-</b>	<b>21,477</b>	<b>24,300</b>	<b>48,200</b>
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**56000 Chairman**

56030 Contingency	-	-	50	500
56075 Travel Expenses	-	-	-	500

<b>Total 56000 Chairman</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>50</b>	<b>1,000</b>
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**57000 Treasurer**

57200 Fees-Filing	-	-	-	200
57300 Fees-Accounting & Audit	1,453	1,450	2,269	33,000
57350 Subscriptions and Dues	116	225	126	2,700
57500 Bank Service Charges	67	70	219	840
57700 Insurance	-	-	-	1,450

<b>Total 57000 Treasurer</b>	<b>1,636</b>	<b>1,745</b>	<b>2,614</b>	<b>1,745</b>	<b>38,190</b>
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**58000 Officials**

58300 Supplies/Copying	-	-	-	1,400
58400 Rule Books	-	-	-	1,000
58500 Equipment	-	-	300	3,000
58600 Clinics	-	23,437	16,000	16,000
58700 Motivational(Recruit/Retain)	-	391	2,000	10,000
58800 National Evaluators	-	-	-	4,000
58900 Officials to National Meets	-	-	-	5,000
58950 Lodging for Officials	-	250	265	8,000

<b>Total 58000 Officials</b>	<b>-</b>	<b>250</b>	<b>24,093</b>	<b>18,300</b>	<b>48,400</b>
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**59000 Volunteers**

59050 Athlete Rep Program	104	-	12,097	9,200	9,200
59100 Officials Background Check	-	-	-	18	56
59300 Event Per Diem Allowance	-	-	-	-	13,050
59400 Seminars / Clinics	-	-	-	-	2,500
59450 Safe Sport Program	-	-	-	-	1,000

**59500 Meetings**

59505 Board of Directors	536	-	-	-	2,000
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<b>Total 59500 Meetings</b>	<b>536</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,000</b>
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**60200 USAS Convention**

60205 Delegates	4,598	5,000	-	-	12,000
60215 Athletes	1,079	2,000	-	-	7,200
<b>Total 60200 USAS Convention</b>	<b>5,677</b>	<b>7,000</b>	<b>-</b>	<b>-</b>	<b>19,200</b>
<b>Total 59000 Volunteers</b>	<b>6,318</b>	<b>7,000</b>	<b>12,097</b>	<b>9,218</b>	<b>47,006</b>
<b>62000 Marketing</b>					
62100 Web Site/Internet	364	400	-	520	1,820
<b>Total 62000 Marketing</b>	<b>364</b>	<b>400</b>	<b>-</b>	<b>520</b>	<b>1,820</b>
<b>63000 Office Expenses</b>					
63100 Telephone & Internet	302	290	302	290	3,480
63150 Conference Call Services		-		-	1,200
63300 Postage	127	25	(9)	25	300
63400 Supplies/Copying	(48)	125	246	125	1,500
63450 Donations to other organization		-		-	-
63500 Mileage	74	75	115	75	900
63675 Software Purchases	1	16	1	16	195
63700 Storage Rentals	335	400	631	400	7,500
<b>Total 63000 Office Expenses</b>	<b>790</b>	<b>931</b>	<b>1,286</b>	<b>931</b>	<b>15,075</b>
<b>70000 Staff Expenses</b>					
<b>70100 Payroll</b>					
70105 Salary & Wages	22,093	24,287	27,647	24,287	291,444
70110 Employer Taxes	2,039	1,926	2,115	1,926	23,106
70112 Workers Comp Expense	35	450	222	450	900
70115 PTO Expense	526	-	(3,258)	750	1,000
70150 Payroll Processing		151		151	1,815
<b>Total 70100 Payroll</b>	<b>24,694</b>	<b>26,814</b>	<b>26,726</b>	<b>27,564</b>	<b>318,265</b>
<b>Total 70000 Staff Expenses</b>	<b>24,694</b>	<b>26,814</b>	<b>26,726</b>	<b>27,564</b>	<b>318,265</b>
<b>Total Expenditures</b>	<b>34,689</b>	<b>38,190</b>	<b>92,220</b>	<b>83,678</b>	<b>1,043,160</b>
<b>Net Operating Revenue</b>	<b>75,911</b>	<b>68,443</b>	<b>184,440</b>	<b>167,356</b>	<b>(6,725)</b>
<b>86000 Wells Fargo Investment Fee</b>		(8,000)	-	-	(32,000)
88000 Pacific Swimming Grants	-	-	-	-	50,000
89300 Scholarship	-	-	-	-	2,000
<b>Total Other Expenditures</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>52,000</b>

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