

Finance Observations for HOD – October 15, 2025

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DRAFT FY 2025 Revenue Highlights:

1. Membership (Total, net of USA Swim Fees) — \$326,409 actual vs. \$358,990 budget (-\$32,581 / -9.1%)
 - Membership revenues decreased.
2. Meet Fees (LSC Total) — \$579,794 actual vs. \$554,875 budget (+\$24,919 / +4.5%)
 - Biggest revenue contributor, slightly exceeded the budget target.
3. Age Group Program Copays — \$78,270 actual vs. \$103,825 budget (-\$25,555 / -24.6%)
 - Largely due to WZAS being a bus meet (not air travel).

DRAFT FY 2025 Expenditures Highlights:

1. Age Group Programs – lower spend, \$187,795 actual vs. \$224,775 budget (-\$36,980 / -16.5%)
 - As noted above, lower expenses largely from WZAS meet in Elk Grove (no flying).
2. Camp Program – lower spend: \$23,695 actual vs. \$32,855 budget (-\$9,160 / -27.9%)
 - Lower spend
3. Treasurer (Total) — \$45,169 actual vs. \$38,190 budget (+\$6,979 / +18.3%)
 - Higher audit costs.
4. Officials (Total) — \$41,621 actual vs. \$48,400 budget (-\$6,779 / -14.0%)
 - Under budget by a meaningful margin.
5. Volunteers (Total) — \$27,353 actual vs. \$47,006 budget (-\$19,654 / -41.8%)
 - Significantly below budget.
6. Marketing (Total) -- \$10,769 actual vs. \$1820 budget (+8,949 / +492%)
 - LSC Authorized email and marketing via Newsletter

DRAFT FY 2025 Financial Position, with respect to FY 2024:

1. Bank Account balances increased in aggregate for Zones/LSC
2. Accounts receivable decreased; Collecting is successful.
3. Investments increased by \$338K (8.3%), showing strong portfolio performance.
4. Liabilities decreased 15% to \$78K, mainly due to lower credit card balances.
5. MEFAP has been depleted.
6. Equity rose by \$404K (7.8%), driven by strong net income and retained earnings.

Observations of Trends: DRAFT FY 2025 Budget/Actuals, with respect to FY 2024:

1. Membership (Total, net of USA Swim Fees) Revenue nearly flat (+\$2,519 / +0.78%)
2. LSC Meet Fees down (-\$38,577 / -6.24%)
3. All other Revenue Categories showed little variance
4. FY 2025 Gross Profit decreased \$1,004,608 compared to FY 2024 Gross Profit of \$1,035,330 (-2.97%)
5. Expenses for National/Senior Programs have increased sharply (\$225,370 FY2025 vs. \$145,706 FY 2024, (+\$89,664 / +27.8%)
6. Expenses for Age Group Programs have increased significantly (\$187,794 FY2025 vs. \$140,193 FY 2024, (+\$47,600 / +33.9%)
7. All other Expense Categories showed moderate variance
8. **Net Operating Income reduced tremendously (\$17,536 FY 2025 vs. \$229,354 FY 2024 / -92.3%)**
 - a. **Favorable analysis:**
 - i. **With membership declining slightly, and major program expenses increasing, it was impressive to maintain a positive NOI.**
 - ii. **Additionally, this shows the budget and forecasting were critical and successful. This reduced the large/excess NOI of previous year.**
 - b. **Unfavorable analysis:**
 - i. **This margin of low NOI is concerning for future unfavorable years and/or events.**
9. Investment Income, while strong, has declined significantly (-33.8%)
10. Net Income declined by nearly half (-52.2%)