

**Pacific Swimming**  
**Estimated Annual Budget**  
September 2020 through August 2021

	<u>Sep '20 - Aug...</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Membership-USA Swim Fees</b>	137,407.61	108,057.00	29,350.61
<b>11500 · Meet Fees LSC</b>	178,371.66	47,568.00	130,803.66
<b>14000 · Marketing Income</b>	400.00	250.00	150.00
<b>14500 · Special Events</b>	12,843.21	0.00	12,843.21
<b>15000 · Merchandise Sales</b>	779.00	0.00	779.00
<b>16000 · Other Income</b>	56,275.00	2,100.00	54,175.00
<b>17000 · Interest Income</b>	25.88	25.00	0.88
<b>18000 · Point Redemption from CC</b>	460.00	475.00	(15.00)
<b>Total Income</b>	<u>386,562.36</u>	<u>158,475.00</u>	<u>228,087.36</u>
<b>Cost of Goods Sold</b>			
<b>40000 · Merchandise Cost of Goods Sold</b>	794.41	0.00	794.41
<b>Total COGS</b>	<u>794.41</u>	<u>0.00</u>	<u>794.41</u>
<b>Gross Profit</b>	385,767.95	158,475.00	227,292.95
<b>Expense</b>			
<b>52000 · National/Senior Program</b>	78,175.00	55,750.00	22,425.00
<b>54000 · Age Group Programs</b>	0.00	15,000.00	(15,000.00)
<b>55000 · Diversity</b>	17,727.50	13,441.00	4,286.50
<b>55500 · Events</b>	10,363.47	10,000.00	363.47
<b>56000 · Chairman</b>	40.51	500.00	(459.49)
<b>57000 · Treasurer</b>	32,322.24	31,509.00	813.24
<b>58000 · Officials</b>	62.03	0.00	62.03
<b>59000 · Volunteers</b>	1,671.18	1,830.00	(158.82)
<b>62000 · Marketing</b>	1,264.86	907.00	357.86
<b>63000 · Office Expenses</b>	12,075.80	12,146.00	(70.20)
<b>70000 · Staff Expenses</b>	230,100.95	235,069.00	(4,968.05)
<b>Total Expense</b>	<u>383,803.54</u>	<u>376,152.00</u>	<u>7,651.54</u>
<b>Net Ordinary Income</b>	1,964.41	(217,677.00)	219,641.41
<b>Other Income/Expense</b>			
<b>Other Income</b>			
<b>85000 · Investment Income</b>	506,679.13	0.00	506,679.13
<b>86000 · Wells Fargo Investment Fee</b>	(33,798.25)	(33,384.00)	(414.25)
<b>87000 · Foreign Tax Withholding WF Inv</b>	0.00	(1,120.00)	1,120.00
<b>Total Other Income</b>	<u>472,880.88</u>	<u>(34,504.00)</u>	<u>507,384.88</u>
<b>Other Expense</b>			
<b>89500 · Interest and Finance Charges</b>	15,608.21	15,653.00	(44.79)
<b>89000 · Trials Events</b>	14,012.50	92,000.00	(77,987.50)
<b>Total Other Expense</b>	<u>29,620.71</u>	<u>107,653.00</u>	<u>(78,032.29)</u>
<b>Net Other Income</b>	443,260.17	(142,157.00)	585,417.17
<b>Net Income</b>	<u><b>445,224.58</b></u>	<u><b>(359,834.00)</b></u>	<u><b>805,058.58</b></u>