

# Pacific Swimming

## Estimated Annual Budget

September 2015 through August 2018

	Sep '15 - Aug 16	Sep '16 - Aug 17 YTD	Aug 17 Budget	Sep '17 - Aug 18 Budget
Ordinary Income/Expense				
Income				
Membership-USA Swim Fees				
11000 · Membership				
11005 · Athlete	1,340,452	1,163,713	1,355,420	1,353,145
11010 · Non-Athlete	106,911	92,296	105,740	103,700
11015 · Club	32,537	27,225	32,075	29,516
11030 · Overpayments	61	70	0	120
11000 · Membership - Other	0	409		
Total 11000 · Membership	1,479,961	1,283,713	1,493,235	1,486,481
51000 · USA Swim Fees				
51015 · Annual Athlete	(909,612)	(844,507)	(960,980)	(985,849)
51020 · Seasonal	(73,290)	(36,480)	(68,820)	(75,840)
51030 · Non-Athlete	(82,674)	(80,600)	(87,080)	(91,376)
51040 · Club / Organization	(9,360)	(8,460)	(9,560)	(11,134)
51045 · Volunteer(s) of the Year	(1,000)	4,000	(1,000)	(1,000)
Total 51000 · USA Swim Fees	(1,075,936)	(966,047)	(1,127,440)	(1,165,199)
Total Membership-USA Swim Fees	404,025	317,666	365,795	321,282
11500 · Meet Fees LSC				
11505 · Entry Fees	518,573	294,001	600,000	515,600
11510 · Sanctions	10,855	5,835	8,000	10,190
11515 · Late Payment Penalty	1,584	1,450	450	900
Total 11500 · Meet Fees LSC	531,011	301,286	608,450	526,690
11700 · Far Westerns	0	0	0	155,000
12500 · Age Group Program - Co-Pay				
12505 · Western Zone	35,100	0	36,000	46,080
12510 · Pacific Coast	10,080	3,680	3,680	8,480
12515 · Zone All-Star Meet	18,005	17,107	19,110	19,110
12520 · NACC	34,450	0	0	0
Total 12500 · Age Group Program - Co-Pay	97,635	20,787	58,790	73,670
13000 · Camp Program - Co-Pay				
13005 · SR Olympic Training Center	0	7,200	7,200	7,200
13010 · 11/12 JO Camp	2,940	0	2,880	0
13015 · Adam Schmidt 10 & Under	615	0	720	0
13030 · 13-18 Junior Leadership Camp	0	0	3,000	0
13035 · Diversity Camp	730	745	600	750
13040 · Other Camp TBD	0	0	0	3,000
Total 13000 · Camp Program - Co-Pay	4,285	7,945	14,400	10,950
14000 · Marketing Income				
14035 · Website Ads	600	550	500	750
14000 · Marketing Income - Other	0	950		
Total 14000 · Marketing Income	600	1,500	500	750
15000 · Merchandise Sales				
15200 · Officials Apparel Sales	0	4,231		

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15300 · A Medal Sales	0	3,350		
Total 15000 · Merchandise Sales	0	7,581		
16000 · Other Income				
16005 · Meet Reg Surcharge	5,375	3,570	6,000	5,600
16006 · Meet Reg Rebate	(3,890)	(2,730)	(5,200)	(5,000)
16010 · Awards Banquet	3,110	1,799	3,250	3,250
16040 · Fines	575	125	600	800
16050 · Contributions	695	0	0	0
16060 · Returned Check Fee	275	345	200	300
16100 · Miscellaneous Income	0	17		
Total 16000 · Other Income	6,140	3,125	4,850	4,950
17000 · Interest Income	254	93	240	180
18000 · Point Redemption from CC	2,000	2,000	3,000	4,800
Total Income	1,045,951	661,982	1,056,025	1,098,272
Cost of Goods Sold				
40000 · Merchandise Cost of Goods Sold				
40200 · Officials COGS	0	4,367		
40300 · A Medals COGS	0	3,807		
Total 40000 · Merchandise Cost of Goods Sold	0	8,174		
Total COGS	0	8,174		
Gross Profit	1,045,951	653,808	1,056,025	1,098,272
Expense				
52000 · National/Senior Program				
52010 · Meet Support	0	0	10,000	10,000
52015 · Sr. - Pro Swim Series/Others	12,300	2,700	10,500	10,200
52020 · Sr. National Champs	10,385	7,650	29,750	25,000
52035 · Jr. - Champ Meets	66,180	60,900	72,000	86,700
52040 · Open Water Programs	0	0	1,800	1,800
52060 · Club-Coach Travel	31,170	10,400	30,000	20,000
52070 · Club Development/Education	16,435	15,000	25,000	25,000
52080 · USAS/PC Mentor Program	0	0	4,000	1,200
52095 · Sectionals	28,100	12,400	25,000	35,000
52100 · Futures Meet	0	0	45,000	0
Total 52000 · National/Senior Program	164,570	109,050	253,050	214,900
54000 · Age Group Programs				
54010 · Pac Coast All Star Meet	20,129	11,257	7,590	17,200
54015 · Western Zone Meet	67,437	0	72,220	92,540
54020 · NACC Meet	69,118	0	0	0
54025 · JO Meet Subsidy	9,000	4,000	20,000	15,000
54150 · Zone All-Star Meet-Host Zone	5,000	1,243	5,000	5,000
54200 · Zone All-Star Meet	38,237	43,192	40,205	41,866
54300 · Medals	(2,365)	0	5,000	0
Total 54000 · Age Group Programs	206,556	59,692	150,015	171,606
54500 · Camp Program				

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54510 · SR Olympic Training Center	0	23,660	20,000	24,000
54515 · 11/12 JO Camp	8,119	0	8,500	0
54520 · Adam Schmidt 10 & Under	1,321	0	4,000	0
54535 · 13-18 Jr. Leadership Camp	0	0	12,000	0
54550 · Diversity Camp	187	3,225	1,000	3,300
54560 · Other Camp TBD	0	0	0	10,000
<b>Total 54500 · Camp Program</b>	<b>9,627</b>	<b>26,886</b>	<b>45,500</b>	<b>37,300</b>
54600 · Disability				
54610 · Travel	0	0	2,000	1,200
<b>Total 54600 · Disability</b>	<b>0</b>	<b>0</b>	<b>2,000</b>	<b>1,200</b>
55000 · Diversity				
55100 · Diversity Program Grants	22,650	10,625	25,000	25,000
55150 · MEFAP Sponsorship	3,765	4,233	10,000	6,200
55200 · Awareness Fund	0	0	3,000	3,000
55300 · Fred Siegrist Scholarship	170	0	500	500
55400 · Diversity Camp Donation	2,291	0	0	4,000
<b>Total 55000 · Diversity</b>	<b>28,875</b>	<b>14,858</b>	<b>38,500</b>	<b>38,700</b>
55500 · Events				
55502 · FW/JO Awards	(2,500)	20,509	5,000	12,000
55504 · Far Westerns				
Total 55504 · Far Westerns	0	1,720	0	174,400
55508 · Pacific Hosted Meets	0	11,116	10,000	0
55510 · Annual Awards Banquet				
55515 · Banquet - Venue & Food	11,822	9,982	12,500	11,500
55520 · Awards & Programs	2,956	4,459	5,500	4,000
<b>Total 55510 · Annual Awards Banquet</b>	<b>14,778</b>	<b>14,441</b>	<b>18,000</b>	<b>15,500</b>
<b>Total 55500 · Events</b>	<b>12,278</b>	<b>47,786</b>	<b>33,000</b>	<b>201,900</b>
56000 · Chairman				
56020 · Volunteer Recognition	0	0	250	240
56030 · Contingency	221	359	2,000	1,800
56075 · Travel Expenses	1,103	905	1,000	1,200
56200 · Legal Council	3,000	0	5,000	4,000
<b>Total 56000 · Chairman</b>	<b>4,325</b>	<b>1,264</b>	<b>8,250</b>	<b>7,240</b>
57000 · Treasurer				
57200 · Fees-Filing	230	180	150	170
57300 · Fees-Accounting & Audit	30,793	25,023	28,000	41,200
57500 · Bank Service Charges	739	227	400	528
57700 · Insurance	825	1,384	1,100	1,100
<b>Total 57000 · Treasurer</b>	<b>32,587</b>	<b>26,815</b>	<b>29,650</b>	<b>42,998</b>
58000 · Officials				
58300 · Supplies/Copying	890	783	2,500	2,000
58400 · Rule Books	2,980	1,884	3,500	3,500
58500 · Equipment	0	0	1,300	1,000
58600 · Clinics	21,936	27,563	24,000	24,000

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58700 · Motivational(Recruit/Retain)	13,014	3,877	9,000	9,000
58800 · National Evaluators	4,859	1,793	7,000	6,000
58900 · Officials to National Meets	3,570	1,600	6,850	6,500
58950 · Lodging for Officials	4,261	5,348	10,250	10,000
<b>Total 58000 · Officials</b>	<b>51,511</b>	<b>42,848</b>	<b>64,400</b>	<b>62,000</b>
<b>59000 · Volunteers</b>				
59100 · Officials Background Check	146	55	150	476
59200 · Background Reimbursement LSC	591	349	1,000	1,500
59300 · Coach / Manager Stipend	3,975	1,800	4,300	4,200
59400 · Seminars / Clinics	964	1,095	5,000	4,000
59500 · Meetings				
59505 · Board of Directors	1,278	1,191	2,000	1,250
59510 · House of Delegates	4,437	3,166	6,000	6,500
59515 · Zone 4 HOD/BOD Attendance	1,635	539	1,750	2,100
<b>Total 59500 · Meetings</b>	<b>7,350</b>	<b>4,896</b>	<b>9,750</b>	<b>9,850</b>
60200 · USAS Convention				
60205 · Delegates	17,186	17,187	17,625	20,000
60215 · Athletes	2,641	1,194	2,540	3,000
<b>Total 60200 · USAS Convention</b>	<b>19,828</b>	<b>18,380</b>	<b>20,165</b>	<b>23,000</b>
<b>Total 59000 · Volunteers</b>	<b>32,854</b>	<b>26,574</b>	<b>40,365</b>	<b>43,026</b>
<b>62000 · Marketing</b>				
62100 · Web Site/Internet	3,716	1,458	1,440	1,580
62300 · Marketing Expense	95	0	2,500	0
<b>Total 62000 · Marketing</b>	<b>3,811</b>	<b>1,458</b>	<b>3,940</b>	<b>1,580</b>
<b>63000 · Office Expenses</b>				
63100 · Telephone & Internet	4,558	2,600	6,400	5,330
63150 · Conference Call Services	2,245	1,104	2,000	1,750
63300 · Postage	1,776	1,447	6,250	3,335
63400 · Supplies/Copying	3,391	1,567	3,500	2,900
63450 · Donations to other organization	2,257	300	200	300
63500 · Mileage	0	107	125	220
63600 · Repair & Maintenance	54	0	400	300
63625 · Equipment Purchases	1,164	0	1,400	780
63650 · Computer Purchases	1,302	780	2,000	2,400
63675 · Software Purchases	1,656	1,276	2,980	1,970
63700 · Storage Rental	4,329	3,410	4,520	5,500
63800 · Office Space	12,801	8,282	18,800	12,800
63810 · Staff Meetings	0	0	0	650
<b>Total 63000 · Office Expenses</b>	<b>35,535</b>	<b>20,872</b>	<b>48,575</b>	<b>38,235</b>
<b>70000 · Staff Expenses</b>				
<b>Total 70100 · Payroll</b>	<b>238,428</b>	<b>148,529</b>	<b>255,700</b>	<b>267,090</b>
<b>Total 70000 · Staff Expenses</b>	<b>238,428</b>	<b>148,529</b>	<b>255,700</b>	<b>267,090</b>
<b>70200 · Contractors</b>				
70205 · Registration Contractor	7,200	4,800	7,200	7,200

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Total 70200 · Contractors	7,200	4,800	7,200	7,200
72000 · Depreciation	76	0	0	0
75000 · Miscellaneous	64	0		0
<b>Total Expense</b>	<b>828,297</b>	<b>531,432</b>	<b>980,145</b>	<b>1,134,975</b>
<b>Net Ordinary Income</b>	<b>217,654</b>	<b>122,376</b>	<b>75,880</b>	<b>(36,703)</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
Total 85000 · Investment Income	196,379	191,588	0	0
86000 · Wells Fargo Investment Fee	(25,432)	(12,709)	0	(25,800)
87000 · Foreign Tax Withholding WF Inv	(1,417)	(438)	0	(1,740)
<b>Total Other Income</b>	<b>169,529</b>	<b>178,442</b>	<b>0</b>	<b>(27,540)</b>
<b>Other Expense</b>				
88000 · Pacific Swimming Grants	27,955	8,344	50,000	50,000
89000 · Trials Events	73,500	0	19,500	0
89200 · Special Projects	0	0	45,000	30,000
<b>Total Other Expense</b>	<b>101,455</b>	<b>8,344</b>	<b>114,500</b>	<b>80,000</b>
<b>Net Other Income</b>	<b>68,074</b>	<b>170,098</b>	<b>(114,500)</b>	<b>(107,540)</b>
<b>Net Income</b>	<b>285,727</b>	<b>292,475</b>	<b>(38,620)</b>	<b>(144,243)</b>

## **2017-18 Budget Notes:**

The attached spreadsheet shows actuals for 2015-16, YTD Actuals and Budget for 2016-17 and the preliminary 2017-18 Budget.

### **INCOME:**

#### **Membership**

- No increase in Pacific Swimming membership dues.
- We have seen a decrease in annual athlete and seasonal membership. This trend is reflected nationwide.
- USA Swimming membership dues for athletes and non-athletes increases from \$56 to \$58
- Net income from membership is estimated to be \$321,282 down from budget estimate of \$365,795 in 2016-17.

#### **Far Westerns (new):**

- Pacific will receive all income (splash fees, individual entries, late entries and hytek entry fees). Estimates are preliminary based on 1500 athletes at SC Far Westerns and 1250 at LC Far Westerns.

#### **Co-pays:**

- All Star co-pays are rough estimates. Pac All Star meet to be held at a TBD location in Washington. The estimated co-pay is \$265. ZAM will be held in Zone 4 with an estimated \$65 co-pay. The location of the Western Zone All Star meet is unknown at this time. Based on historical data the co-pay is set at \$640.
- Camp co-pays are based on previous year's estimates. Budgeted for a yet to be determined Camp.

### **EXPENSES**

#### **National/Senior Program**

- No Futures travel support as meet will be held will be at SCSC.
- The location of Winter Nationals is unknown.
- Used \$620 (airfare and stipend) for Winter Juniors and \$550 for Summer Juniors. Will revisit once travel support amounts in the Fall of 2017 and Spring of 2018
- Travel support program for coaches is available for two meets this fiscal year.
- Teams can go to two of the three sectional meets offered. (Winter, Spring, Summer)

#### **Age Group**

- All-Star trip costs are estimates. See comments above.

#### **Camps:**

- Camp expenses are based on previous year's estimates. See comments above.

#### **Far Westerns:**

Pacific will have the burden of Far Western expenses. These expenses to include: Scoreboard, Timing System, Computer operator, Facility Rental, Awards, Official's Hospitality, Athlete Swag Bags etc. Team associated with the location of the meet will be paid a flat fee.

#### **Staff Expenses:**

- Staff expenses include salary for Executive Administrator, Membership, Travel Coordinator, Meet Management and two temporary hourly staff members.

#### **Other Expenses:**

- Other accounts reflect small increases and decreases in funding reflective of the programs funded.

**Possible Funding from investments**

- Quad Grant – Year 2
- Special Projects - TBD

**Other comments:**

- All Committee and Zone Chairs were contacted and many participated in the budget committee conference call. (April 17, 2017 at 7:30pm)
- Due to the financial stability and strength of the LSC, all committee budgets are funded as presented.
- With the guidance of our accountant, we have started using two new Accounts. These are 15000 Merchandise Sales and 40000 Merchandise Cost of Goods Sold. This will help Pacific manage and record inventory. (I have not learned how to budget for this yet!)
- The Budget is presented with a net income of -\$36,703. This is mainly due to the unknowns of hosting Far Westerns. It is expected to take a lost on the first year. Funds have been set aside and are available for this venture without shorting other programs.