

2020-2024 Quad Budget 5-22-22 Final

			2018-19 Actuals	2019-20 Actuals	2020-21 Actuals	2021-22 Budget	Estimated 2022-23 Budget	Comment
Income								
Membership-USA Swim Fees								
11000 · Membership								
	11005 · Athlete		1,264,143	1,108,142	724,620	1,150,765	1,378,800	
	11010 · Non-Athlete		105,438	108,760	78,248	108,650	109,135	
	11015 · Club		30,805	26,400	23,450	24,780	23,750	
	11030 · Overpayments		70	52	79	25	25	
	11000 - Other				476			
	11035 - Transfers		-	-	135	6,300	3,600	Transfers 20/mo; 240/yr
Total 11000 · Membership			1,400,456	1,243,354	874,208	1,290,520	1,515,310	
51000 · USA Swim Fees								
	51015 · Annual Athlete		(956,912)	(891,822)	(616,490)	(859,300)	(1,054,800)	
	51020 · Seasonal		(63,870)	(39,270)	(15,210)	(38,310)	(30,000)	
	51030 · Non-Athlete		(92,400)	(99,981)	(75,240)	(93,060)	(92,298)	
	51040 · Club / Organization		(9,090)	(8,130)	(7,180)	(7,360)	(7,200)	
	51045 · Volunteer(s) of the Year		-	(1,000)	-	-	(1,000)	
Total 51000 · USA Swim Fees			(1,122,272)	(1,040,203)	(736,800)	(998,030)	(1,185,298)	
Total Membership-USA Swim Fees			278,184	203,151	137,408	292,490	330,012	
11500 · Meet Fees LSC								
	11505 · Entry Fees		448,964	274,472	174,172	425,000	484,000	
	11510 · Sanctions		10,155	5,205	2,640	10,000	9,815	
	11515 · Late Payment Penalty		3,070	1,450	1,560	1,000	750	
Total 11500 · Meet Fees LSC			462,189	281,127	178,372	436,000	494,565	
12500 · Age Group Program - Co-Pay								
	12505 · Western Zone		49,700	-	-	37,008	56,880	Est Co-pay \$790
	12510 · Pacific Coast		7,920	10,880	-	2,880	11,840	Est. Co-pay \$370
	12515 · Zone Challenge Meet		20,580	19,530	-	21,000	20,580	\$70/athlete
Total 12500 · Age Group Program - Co-Pay			78,200	30,410	-	60,888	89,300	
13000 · Camp Program - Co-Pay								
	13005 · SR Olympic Training Center		7,875	7,560	-	7,560	9,360	24 - \$390/athlete at OT Facility
	13030 · 13-18 Junior Leadership Camp		-	920	-		1,350	30 @ 50/athlete
	13035 · Diversity Camp		940	525	-	525	750	50 @ \$15/athlete
	13040 · Other Camps		-	-	-	750	-	
Total 13000 · Camp Program - Co-Pay			8,815	9,005	-	8,835	11,460	

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14000 · Marketing Income									
	14035 · Website Ads			1,100	550	400	500	1,200	
Total 14000 · Marketing Income				1,100	550	400	500	1,200	
14520 - Special Events Income									Dependant upon Fundraising plans
Total - 14520 - Special Event Income				-	-	22,164	-	-	
14550 - Special Event Expenses									
Total 14550 - Special Event Expenses				-	-	(9,321)	-	-	
Total 14500 - Special Events				-	-	12,843	-	-	
15000 - Merchandise Sales									
	15200 - Officials Apparel Sales			4,222	3,888	779	2,940	3,500	
	15300 - A Medal Sales			1,621	2,968	-	2,379	2,500	
	15000- Other Merchandise sales			-	-	-	-	-	
Total 15000 Merchandise Sales				5,842	6,855	779	5,319	6,000	
16000 · Other Income									
	16005 · Meet Reg Surcharge			4,548	3,714	1,167	4,500	4,500	
	16006 · Meet Reg Rebate			(4,108)	(3,264)	(837)	(4,100)	(4,000)	
	16010 · Awards Banquet			3,962	2,775	-		2,625	adults \$25, 7-18 \$15
	16040 · Fines		200	-	-	-	-	100	No Show at P/F Meet
16050 · Contributions				7,840	35,718	55,890	500	-	
16055 - Restricted Contributions				-	27,500	-	-	-	
16060 · Returned Check Fee				-	75	25	50	50	
16085 - Equipment Rental				525	240	30	-	120	
	16100 - Misc. Income			5,834	-	-	-	-	
Total 16000 · Other Income				18,801	66,759	56,275	950	3,395	
	17001 · Interest Income			152	60	26	25	25	
	18001 · Point Redemption from CC			4,590	3,530	460	1,000	1,600	
Total Income				1,003,563	601,447	386,562	806,007	937,557	
40002 - Merchnoise Cost of Goods Sold									
	40201 - Officials COGS			5,142	3,837	794	3,000	3,675	
	40301 - A Medals COGS			2,253	4,134	-	2,481	2,750	
Total 40000 - Merchnoise Cost of Goods Sold				7,395	7,971	794	5,481	6,425	
Gross Profit				996,168	593,475	385,768	800,526	931,132	

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Expense								
52000 · National/Senior Program								
52015 · Sr. - Pro Swim Series/Others			15,900	1,800	1,500	6,000	3,000	\$300 stipend
52020 · Sr. National Champs			7,500	6,750	6,500	6,300	9,100	\$300 stipend + \$400 airfare
52035 · Jr. - Champ Meets			66,625	30,000	11,100	36,000	69,000	\$300 stipend + \$300 airfare
52040 · Open Water Programs			-	-	300	300	700	\$300 stipend + \$400 airfare
52060 · Club-Coach Travel			15,450	8,850	11,075	15,000	19,290	Stipend or airfare
52070 · Club Development/Education			17,588	19,639	-	5,000	7,000	Coach Clinic
52095 · Sectionals			38,850	29,200	27,900	43,500	83,500	8 @ \$200 8 @ \$100
52100 · Futures Meet			24,150	-	19,800	21,000	15,000	\$300/athlete
Total 52000 · National/Senior Program			186,063	96,239	78,175	133,100	206,590	
54000 · Age Group Programs								
54010 · Pac Coast All Star Meet			14,373	18,511	-	16,345	21,981	Location: Washington?
54015 · Western Zone Meet			104,899	1,292	-	74,005	106,955	Location: Boise, Idaho
54025 · JO Meet Subsidy			-	-	-	5,000	5,000	
54150 · Zone Challenge Meet-Host Zone			5,000	3,001	-	5,000	5,000	
54200 · Zone Challenge Meet (ZAM)			40,907	41,013	-	43,000	49,209	
Total 54000 · Age Group Programs			165,179	63,817	-	143,350	188,145	
54500 · Camp Program								
54510 · SR Olympic Training Center			22,027	21,637	-	22,000	23,707	
54535 · 13-18 Jr. Leadership Camp			-	861	-	-	3,700	
54550 · Diversity Camp			5,298	2,637	-	2,000	3,000	
54560 · Other Camp			-	-	-	5,000	-	LSC Select Camp with USA Swimming
Total 54500 · Camp Program			27,325	25,135	-	29,000	30,407	
55000 · Disability Diversity, Equity & Inclusion								
54610 · Disability Travel			-	-	-	300	600	
55100 · Diversity Program Grants			23,375	14,980	16,000	12,500	20,000	
55150 · MEFAP Sponsorship			7,543	16,082	1,443	10,085	8,000	
55200 · Awareness Fund			2,582	1,110	-	625	250	
55250 · Marketing			-	-	-	-	600	
55400 · WZ Diversity Camp			1,825	1,521	285	2,954	3,150	
Total 55000 · Disability and Diversity			35,376	33,693	17,728	26,464	32,600	

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55500 · Events									
	55502 - JO Awards					-	9,000	8,250	Full Awards \$3K/meet
	55502 - Bag Tags			10,811	8,962	363	3,600	3,600	For all JO meets
Total 55502 - JO Awards				10,811	8,962	363	12,600	11,850	
	55502B - FW Awards			6,868	5,484	-	6,000	8,500	
	55508E - Swag, Tags & Other			13,117	-	-	4,000	4,000	FW Bag Tags
Total 55508 - Pacific Hosted Meets				154,648	(9,413)	10,000	10,000	12,500	
55510 - Annual Awards Banquet									
	55515 · Banquet - Venue & Food			15,122	12,117	-	-	13,525	250 people
	55520 · Awards & Programs			4,602	4,035	-	2,000	4,500	Awards, Invites, Programs
	55521 - Awards Banquet - Professional Services			500	7,800	-	-	500	Photographer
Total 55500 · Events				185,682	23,501	10,363	24,600	42,875	
56000 · Chairman									
	56030 · Contingency			3,480	-	41	500	500	
	56075 · Travel Expenses			-	50	-	-	300	
	56200 · Legal Council			5,772	3,000	-	-	-	
Total 56000 · Chairman				9,252	3,050	41	500	800	
57000 · Treasurer									
	57200 · Fees-Filing			186	160	97	160	160	
	57300 · Fees-Accounting & Audit			31,933	37,903	26,991	30,700	30,700	Outside Accountant & Annual Audit
	57400 - Consulting Services			-	300	3,600	3,600	-	Guardian HR
	57500 · Bank Service Charges			916	1,411	529	700	750	
	57700 · Insurance			755	1,067	1,105	1,105	1,150	Equipment Insurance
Total 57000 · Treasurer				33,789	40,841	32,322	36,265	32,760	
58000 · Officials									
	58300 · Supplies/Copying			647	712	-	750	1,400	
	58400 · Rule Books			2,354	2,001	-	2,000	2,300	
	58500 · Equipment			836	1,054	-	-	1,900	
	58600 · Clinics			30,828	26,614	-	300	18,000	Virtual/Other
	58700 · Motivational(Recruit/Retain)			9,335	1,475	62	2,000	7,100	
	58800 · National Evaluators			4,622	821	-	2,000	3,800	
	58900 · Officials to National Meets			6,350	3,792	-	-	5,000	
	58950 · Lodging for Officials			8,367	939	-	-	8,000	
Total 58000 · Officials				63,339	37,408	62	7,050	47,500	

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59000	Volunteers							
59050	Athlete Rep Programs		-	5,274	1,635	4,000	7,500	\$6000 Summit, other events \$1500
59100	Officials Background Check		170	-	36	-	36	
59200	Background Reimbursement		1,652	372	-	-	-	Suspended, Zones will reimburse
59300	Event Per Diem Allowance		4,558	1,850	-	4,300	14,050	OTC (500), PAC (250), WZ (650), DDEI (150), LC (150)
59400	Seminars / Clinics		3,074	-	-	2,000	3,000	
59450	Safe Sport Program		1,361	455	-	1,000	1,000	
59500	Meetings							
59505	Board of Directors		1,581	821	-	-	-	Virtual Meetings
59510	House of Delegates		5,751	3,524	-	3,000	5,000	Oct (Hybrid) May (In person?)
59515	Z4 HOD/BOD Attendance		779	472	-	-	-	Not Needed if Meetings are Virtual
60200	USAS Convention/USA Swimming Business Meeting							
60205	Delegates		19,335	19,055	-	5,000	19,200	\$1,200 per delegate (7+9)
60215	Athletes		2,194	3,479	-	2,000	6,000	\$1,200 per athlete delegate (2+3)
Total 59000 • Volunteers			40,455	35,302	1,671	21,300	55,786	
62000	Marketing							
62100	Web Site/Internet		1,275	1,123	1,227	1,670	1,600	WSD & Annual Fees
Total 62000 • Marketing			1,275	1,123	1,227	1,670	1,600	
63000	Office Expenses							
63100	Telephone & Internet		2,298	1,960	1,652	1,632	1,632	
63150	Conference Call Services		2,227	2,113	398	610	750	Zoom
63300	Postage		544	458	212	500	720	
63400	Supplies/Copying		1,945	3,799	355	1,000	1,300	
63450	Donations to other organization		-	-	-	-	-	
63500	Mileage		85	-	148	150	300	
63600	Repair & Maintenance		213	167	-	150	150	
63625	Office Equipment Purchases		273	1,433	-	1,500	1,500	
63675	Software Purchases		2,217	2,329	1,726	1,659	2,881	
63700	Storage Rental		6,011	6,486	5,769	5,772	6,618	Storage;POBox;Dropbox
63800	Office Space		15,551	16,448	1,853	-	-	
63850	Staff Meetings		163	214	-	-	-	
Total 63000 • Office Expenses			31,527	35,406	12,114	12,973	15,851	

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70000	· Staff Expenses							
	70105 · Salary & Wages		244,470	246,420	211,230	213,664	233,670	
	70110 · Employer Taxes		19,665	19,613	16,635	16,996	21,056	
	70112 · Workers Comp Expense		1,946	1,351	1,442	1,442	1,442	
	70115 · PTO Expense		162	4,096	(764)	1,404	574	
	70150 · Payroll Processing		1,640	1,613	1,558	1,563	1,580	
	66000 · Payroll Expenses		(0)	0	-	-	-	
Total 70000	· Staff Expenses		267,884	273,094	230,101	235,069	258,322	
70200	· Contractors							
	70215 - Other Professional Services		9,300	-	-	-	44,000	1100 Hours at \$40/hour
Total 70200	· Contractors		9,300		-	-	44,000	
75000	- Miscellaneous		590	-	-	-	-	
Total Expenses			1,056,446	668,609	383,804	671,341	957,236	
Total Income (Gross Profit)			996,168	593,475	385,768	800,526	931,132	Adjusted Net Ordinary Income
Net Ordinary Income			(60,278)	(75,133)	1,964	129,185	(26,104)	-\$19,704
								\$6,400 from Restricted Assets
Program Funding from Investments								
86000	· Wells Fargo Investment Fee		(31,074)	(31,215)	(33,798)	(32,000)	-	
87000	· Foreign Tax Withholding WF Inv		(950)	(831)	-	(900)	-	
89500	- Interest on PCL		-	-	15,608	15,960	15,960	
89501	- PCL Savings/payoff				-	50,000	100,000	Paid off by Aug 2025 or 2026
xxxxx	- Covid Grants				989,550			
88000	- Pacific Swimming Grants		45,721	36,775	-	-	25,000	
88100	- Disaster Grants		-	5,104	-			Natural Disasters
89000	- Trials Events		-	-	14,013	-	-	Trials
			45,721	41,879	14,013	-	25,000	

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Expenses by Category/Program								
			\$	\$	\$	\$	\$	
	Senior Athletes		175,052	90,248	81,113	135,100	207,707	
	Age Group Athletes		330,637	63,366	10,363	170,950	212,495	
	Coach Support (Travel and Education)		37,596	30,339	11,075	24,300	40,340	
	DEI (Awareness, Grants, Camps)		40,674	36,329	17,728	28,464	35,600	
	Program Support (Officials, Safesport, Ath Reps)		79,593	58,401	991,247	11,750	38,000	
	Recognition (Awards, Awards Banquet)		19,724	16,152	-	2,000	18,025	
	Education (Clinics and Convention)		55,431	49,148	-	9,300	46,200	
	Administration (Board, Overhead/Fixed Expense)		85,776	85,610	45,739	54,408	56,047	
	Administration (Staff Wages and Insurance)		<u>277,684</u>	<u>280,894</u>	<u>230,101</u>	<u>235,069</u>	<u>302,822</u>	
	Total Expenses		1,102,167	710,487	1,387,366	671,341	957,236	
	Senior Athletes		15.88%	12.70%	5.85%	20.12%	21.70%	
	Age Group Athletes		30.00%	8.92%	0.75%	25.46%	22.20%	
	Coach Support (Travel and Education)		3.41%	4.27%	0.80%	3.62%	4.21%	
	DEI (Awareness, Grants, Camps)		3.69%	5.11%	1.28%	4.24%	3.72%	
	Program Support (Officials, Safesport, Ath Reps)		7.22%	8.22%	71.45%	1.75%	3.97%	
	Recognition (Awards, Awards Banquet)		1.79%	2.27%	0.00%	0.30%	1.88%	
	Education (Clinics and Convention)		5.03%	6.92%	0.00%	1.39%	4.83%	
	Administration (Board, Overhead/Fixed Expense)		7.78%	12.05%	3.30%	8.10%	5.86%	
	Administration (Staff Wages and Insurance)		<u>25.19%</u>	<u>39.54%</u>	<u>16.59%</u>	<u>35.01%</u>	<u>31.64%</u>	
	Total Expenses		100.00%	100.00%	100.00%	100.00%	100.00%	