

Un-Audited Pacific Swimming
Profit & Loss Budget vs. Actual
September 2016 through August 2017

	Sep '16 - Aug 17	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
Membership-USA Swim Fees	364,961.00	365,795.00	-834.00
11500 · Meet Fees LSC	515,899.15	608,450.00	-92,550.85
11700 · Far Westerns	21,444.75	0.00	21,444.75
12500 · Age Group Program - Co-Pay	52,286.50	58,790.00	-6,503.50
13000 · Camp Program - Co-Pay	7,945.00	14,400.00	-6,455.00
14000 · Marketing Income	1,731.63	500.00	1,231.63
15000 · Merchandise Sales	8,617.22		
16000 · Other Income	2,801.51	4,850.00	-2,048.49
17000 · Interest Income	201.17	240.00	-38.83
18000 · Point Redemption from CC	3,000.00	3,000.00	0.00
Total Income	978,887.93	1,056,025.00	-77,137.07
Cost of Goods Sold			
40000 · Merchandise Cost of Goods Sold	10,404.26		
Total COGS	10,404.26		
Gross Profit	968,483.67	1,056,025.00	-87,541.33
Expense			
52000 · National/Senior Program	177,962.50	253,050.00	-75,087.50
54000 · Age Group Programs	143,801.37	150,015.00	-6,213.63
54500 · Camp Program	26,885.66	45,500.00	-18,614.34
54600 · Disability	0.00	2,000.00	-2,000.00
55000 · Diversity	30,731.25	38,500.00	-7,768.75
55500 · Events	56,894.60	33,000.00	23,894.60
56000 · Chairman	9,467.82	8,250.00	1,217.82
57000 · Treasurer	35,570.91	29,650.00	5,920.91
58000 · Officials	59,628.07	64,400.00	-4,771.93
59000 · Volunteers	36,800.25	40,365.00	-3,564.75
61000 · Zone Meets	0.00	0.00	0.00
61700 · Zone Equipment	0.00	0.00	0.00
62000 · Marketing	1,750.15	3,940.00	-2,189.85
63000 · Office Expenses	31,713.81	48,575.00	-16,861.19
70000 · Staff Expenses	252,478.15	255,700.00	-3,221.85
70200 · Contractors	7,200.00	7,200.00	0.00
72000 · Depreciation	0.00	0.00	0.00
Total Expense	870,884.54	980,145.00	-109,260.46
Net Ordinary Income	97,599.13	75,880.00	21,719.13
Other Income/Expense			
Other Income			
85000 · Investment Income	340,715.72	0.00	340,715.72
86000 · Wells Fargo Investment Fee	-26,443.93	0.00	-26,443.93
87000 · Foreign Tax Withholding WF Inv	-1,001.40	0.00	-1,001.40
Total Other Income	313,270.39	0.00	313,270.39

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Other Expense			
88000 - Pacific Swimming Grants	45,721.09	50,000.00	-4,278.91
89000 - Trials Events	21,800.00	19,500.00	2,300.00
89200 - Special Projects	0.00	45,000.00	-45,000.00
Total Other Expense	67,521.09	114,500.00	-46,978.91
Net Other Income	245,749.30	-114,500.00	360,249.30
Net Income	343,348.43	-38,620.00	381,968.43