

Income		2018-19 Actuals	2019-20 Actuals	2020-21 Budget (current year)	2021-22 Budget	Estimated 2022- 23 Budget	Estimated 2023- 24 Budget	Comment
Membership-USA Swim Fees								
11000 · Membership								
	11005 · Athlete	1,264,143	1,108,142	647,797	1,150,765	1,272,350	1,411,300	
	11007 · Flex			22,740	-	-	-	Only offered in 2021
	11010 · Non-Athlete	105,438	108,760	83,144	108,650	117,675	127,000	
	11015 · Club	30,805	26,400	19,575	24,780	27,810	28,935	
	11030 · Overpayments	70	52	34	25	25	25	
	11035 · Transfers	-	-	-	6,300	6,300	6,300	Transfers 35/mo; 420/yr
Total 11000 · Membership		1,400,456	1,243,354	773,290	1,290,520	1,424,160	1,573,560	
51000 · USA Swim Fees								
	51015 · Annual Athlete	(956,912)	(891,822)	(569,181)	(859,300)	(953,300)	(1,051,300)	
	51017 · Flex	-	-	(11,000)	-	-	-	Only offered in 2021
	51020 · Seasonal	(63,870)	(39,270)	(330)	(38,310)	(44,700)	(60,000)	
	51030 · Non-Athlete	(92,400)	(99,981)	(78,632)	(93,060)	(99,280)	(113,040)	
	51040 · Club / Organization	(9,090)	(8,130)	(6,090)	(7,360)	(8,210)	(8,560)	
	51045 · Volunteer(s) of the Year	-	(1,000)	-	-	(1,000)	(1,000)	
Total 51000 · USA Swim Fees		(1,122,272)	(1,040,203)	(665,233)	(998,030)	(1,106,490)	(1,233,900)	
Total Membership-USA Swim Fees		278,184	203,151	108,057	292,490	317,670	339,660	
11500 · Meet Fees LSC								
	11505 · Entry Fees	448,964	274,472	45,298	425,000	475,000	515,000	
	11510 · Sanctions	10,155	5,205	2,270	10,000	10,250	10,250	
	11515 · Late Payment Penalty	3,070	1,450	181	1,000	1,000	1,000	
Total 11500 · Meet Fees LSC		462,189	281,127	47,749	436,000	486,250	526,250	
11700 - Pacific Hosted Meets								
	11705 - Entry Income	145,690	-	-	-	-	-	FW returned to Clubs
Total 11700 · Pacific Hosted Meets		145,690	-	-	-	-	-	
12500 · Age Group Program - Co-Pay								
	12505 · Western Zone	49,700	-	-	37,008	50,400	50,400	Location Dependant
	12510 · Pacific Coast	7,920	10,880	-	2,880	9,600	9,600	Location Dependant
	12515 · Zone Challenge Meet	20,580	19,530	-	21,000	21,000	21,000	\$70/athlete
Total 12500 · Age Group Program - Co-Pay		78,200	30,410	-	60,888	81,000	81,000	

Income		2018-19 Actuals	2019-20 Actuals	2020-21 Budget (current year)	2021-22 Budget	Estimated 2022- 23 Budget	Estimated 2023- 24 Budget	Comment
13000 · Camp Program - Co-Pay								
13005 · SR Olympic Training Center		7,875	7,560	-	7,560	7,560	7,560	24 - \$315/athlete
13030 · 13-18 Junior Leadership Camp		-	920	-				
13035 · Diversity Camp		940	525	-	525	525	525	35 @ \$15/athlete
13040 - Other Camps		-	-	-	-	-	-	
Total 13000 · Camp Program - Co-Pay		8,815	9,005	-	8,085	8,085	8,085	
14000 · Marketing Income								
14035 · Website Ads		1,100	550	250	500	650	800	
Total 14000 · Marketing Income		1,100	550	250	500	650	800	
14520 - Special Events Income								Dependant upon Fundraising plans
14521 - In Kind Donations		-	-	-	-	-	-	
14522 - Special Event Donations		-	-	-	-	-	-	
14522 - Sales Proceeds		-	-	-	-	-	-	
Total - 14520 - Special Event Income		-	-	-	-	-	-	
14550 - Special Event Expenses								
14521 - In Kind Donations		-	-	-	-	-	-	
14522 - Other Direct Expenses		-	-	-	-	-	-	
14553 - Merchant Fees		-	-	-	-	-	-	
Total 14550 - Special Event Expenses		-	-	-	-	-	-	
Total 14500 - Special Events		-	-	-	-	-	-	
15000 - Merchandise Sales								
15200 - Officials Apparel Sales		4,222	3,888	-	2,940	3,920	4,900	
15300 - A Medal Sales		1,621	2,968	-	2,379	-	-	
Total 15000 Merchandise Sales		5,842	6,855	-	5,319	3,920	4,900	
16000 · Other Income								
16005 · Meet Reg Surcharge		4,548	3,714	180	4,500	4,500	4,500	
16006 · Meet Reg Rebate		(4,108)	(3,264)	(130)	(4,100)	(4,100)	(4,100)	
16010 · Awards Banquet		3,962	2,775	-		2,500	2,500	
16040 · Fines		200	-	-	-	-	-	No Show at P/F Meet
16050 · Contributions		7,840	35,718	2,000	500	-	-	
16055 - Restricted Contributions		-	27,500	-	-	-	-	
16060 · Returned Check Fee		-	75	50	50	50	50	
16085 - Equipment Rental		525	240	-	-	100	100	
16100 - Misc. Income		5,834	-	-	-	-	-	
Total 16000 · Other Income		18,801	66,759	2,100	950	3,050	3,050	

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	17001 · Interest Income	152	60	25	25	40	50	
	18001 · Point Redemption from CC	4,590	3,530	475	1,000	1,500	2,000	
Total Income		1,003,563	601,447	158,656	805,257	902,165	965,795	
40002 - Merchndise Cost of Goods Sold								
	40201 - Officials COGS	5,142	3,837	-	3,000	4,000	5,000	
	40301 - A Medals COGS	2,253	4,134	-	2,481	-	-	
Total 40000 - Merchndise Cost of Goods Sold		7,395	7,971	-	5,481	4,000	5,000	
Gross Profit		996,168	593,475	158,656	799,776	898,165	960,795	
Expense								
52000 · National/Senior Program								In 2021-2022, Stipends Only
	52015 · Sr. - Pro Swim Series/Others	15,900	1,800	2,400	6,000	9,000	12,000	\$300/athlete
	52020 · Sr. National Champs	7,500	6,750	8,000	6,300	20,500	26,500	\$300/athlete
	52035 · Jr. - Champ Meets	66,625	30,000	3,000	36,000	72,000	72,000	\$300/athlete
	52040 · Open Water Programs	-	-	300	300	600	600	\$300/athlete
	52060 · Club-Coach Travel	15,450	8,850	17,650	15,000	29,600	51,350	Same as athlete
	52070 · Club Development/Education	17,588	19,639	-	5,000	5,000	5,000	Upgrade Go Swim
	52095 · Sectionals	38,850	29,200	12,400	43,500	40,000	40,000	8 @ \$200 8 @ \$100
	52100 · Futures Meet	24,150	-	12,000	21,000	21,000	21,000	\$300/athlete
Total 52000 · National/Senior Program		186,063	96,239	55,750	133,100	197,700	228,450	
54000 · Age Group Programs								
	54010 · Pac Coast All Star Meet	14,373	18,511	-	16,345	18,000	18,000	Pacific Hosts in 2022
	54015 · Western Zone Meet	104,899	1,292	15,000	74,005	110,000	110,000	Estimate for 72-Elk Grove
	54025 · JO Meet Subsidy	-	-	-	5,000	-	-	Per Scheduling Committee
	54150 · Zone Challenge Meet-Host Zone	5,000	3,001	-	5,000	5,000	5,000	Per LSC BOD
	54200 · Zone Challenge Meet (ZAM)	40,907	41,013	-	43,000	43,000	43,000	
Total 54000 · Age Group Programs		165,179	63,817	15,000	143,350	176,000	176,000	
54500 · Camp Program								
	54510 · SR Olympic Training Center	22,027	21,637	-	22,000	22,000	22,000	
	54535 · 13-18 Jr. Leadership Camp	-	861	-	-	-	-	
	54550 · Diversity Camp	5,298	2,637	-	2,000	2,500	3,000	
	54560 · Other Camp	-	-	-	-	-	-	
Total 54500 · Camp Program		27,325	25,135	-	24,000	24,500	25,000	

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55000 · Disability Diversity, Equity & Inclusion								
54610 - Disability Travel		-	-	-	300	600	600	
55100 · Diversity Program Grants		23,375	14,980	10,000	12,500	15,000	20,000	DDEI \$10K PC/\$2.5K Restricted
55150 - MEFAP Sponsorship		7,543	16,082	1,105	10,085	9,000	9,000	\$2K PC/\$8K Restricted
55200 · Awareness Fund		2,582	1,110	-	625	500	1,000	includes Parka
55250 - Marketing		-	-	-	-	500	1,000	
55400 - WZ Diversity Camp		1,825	1,521	2,336	2,954	2,575	2,726	WZ DEI Camp & WZ donation
Total 55000 ·Disability and Diversity		35,376	33,693	13,441	26,464	28,175	34,326	
55500 · Events								
55502 - JO Awards				-	9,000	7,200	7,200	Full Awards \$3K/meet
55502 - Bag Tags		10,811	8,962	-	3,600	3,600	3,600	For all JO meets
Total 55502 - JO Awards		10,811	8,962	-	12,600	10,800	10,800	
55508 - Pacific Hosted Meets								FW returned to Clubs
55506A - Event Operations		3,829						
55502B - FW Awards		6,868	5,484	-	6,000	6,000	6,000	
55508A - Professional Services		25,719	-	-	-	-	-	
55508B - Host Subsidy		70,000	-	10,000	-	-	-	
55508C - Facility Rental		22,218	(14,897)	-	-	-	-	
55508D - Hospitality		4,097	-	-	-	-	-	
55508E - Swag, Tags & Other		13,117	-	-	4,000	4,400	4,400	FW Bag Tags
55508F - Credit Card Discounts		6,730	-	-	-	-	-	
55508G - Staff Expenses		1,606	-	-	-	-	-	
55508H- Rentals		463	-	-	-	-	-	
Total 55508 - Pacific Hosted Meets		154,648	(9,413)	10,000	10,000	10,400	10,400	
55510 - Annual Awards Banquet								
55515 · Banquet - Venue & Food		15,122	12,117	-	-	14,000	15,000	
55520 · Awards & Programs		4,602	4,035	-	2,000	4,000	4,000	
55521 - Awards Banquet - Professional Services		500	7,800	-	-	-	-	
Total 55500 · Events		185,682	23,501	10,000	24,600	39,200	40,200	

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56000 · Chairman								
56030 · Contingency		3,480	-	500	500	750	1,500	
56075 · Travel Expenses		-	50	-	-	300	500	
56200 · Legal Council		5,772	3,000	-	-	-	-	
Total 56000 · Chairman		9,252	3,050	500	500	1,050	2,000	
57000 · Treasurer								
57200 · Fees-Filing		186	160	160	160	160	160	
57300 · Fees-Accounting & Audit		31,933	37,903	26,041	30,700	30,700	30,700	Outside Accountant & Annual Audit
57400 · Consulting Services		-	300	3,600	3,600	3,600	3,600	Guardian HR
57500 · Bank Service Charges		916	1,411	603	700	750	800	
57700 · Insurance		755	1,067	1,105	1,105	1,110	1,110	Equipment Insurance
Total 57000 · Treasurer		33,789	40,841	31,509	36,265	36,320	36,370	
58000 · Officials								
58300 · Supplies/Copying		647	712	-	750	1,500	1,500	
58400 · Rule Books		2,354	2,001	-	2,000	2,000	2,000	
58500 · Equipment		836	1,054	-	-	500	1,000	
58600 · Clinics		30,828	26,614	-	300	10,000	10,000	Virtual/Other
58700 · Motivational(Recruit/Retain)		9,335	1,475	-	2,000	5,000	10,000	
58800 · National Evaluators		4,622	821	-	2,000	4,000	4,000	
58900 · Officials to National Meets		6,350	3,792	-	-	3,000	5,000	
58950 · Lodging for Officials		8,367	939	-	-	3,000	3,000	
Total 58000 · Officials		63,339	37,408	-	7,050	29,000	36,500	
59000 · Volunteers								
59050 · Athlete Rep Programs		-	5,274	1,608	4,000	4,500	5,000	
59100 · Officials Background Check		170	-	72	-	72	-	
59200 · Background Reimbursement		1,652	372	-	-	1,000	1,000	Suspended, Zones will reimburse
59300 · Event Per Diem Allowance		4,558	1,850	-	4,300	4,500	4,500	PAC/OTC/WZ - coaches/chaperones
59400 · Seminars / Clinics		3,074	-	-	2,000	3,000	3,500	
59450 · Safe Sport Program		1,361	455	150	1,000	1,200	1,500	
59500 · Meetings								
59505 · Board of Directors		1,581	821	-	-	1,600	1,600	Virtual Meetings
59510 · House of Delegates		5,751	3,524	-	3,000	3,000	5,000	Oct Virtual - May TBD
59515 · Z4 HOD/BOD Attendance		779	472	-	-	-	-	Not Needed if Meetings are Virtual
60200 · USAS Convention								
60205 · Delegates		19,335	19,055	-	5,000	19,000	19,000	5 delegates in Person
60215 · Athletes		2,194	3,479	-	2,000	3,000	3,000	2 athletes in Person
Total 59000 · Volunteers		40,455	35,302	1,830	21,300	40,872	44,100	

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62000 · Marketing								
	62100 · Web Site/Internet	1,275	1,123	907	1,000	1,000	1,000	Upgrade to secure site hosting \$670
Total 62000 · Marketing		1,275	1,123	907	1,000	1,000	1,000	
63000 · Office Expenses								
	63100 · Telephone & Internet	2,298	1,960	1,650	1,632	1,644	1,656	
	63150 · Conference Call Services	2,227	2,113	360	360	360	360	Zoom & Bulk email \$600
	63300 · Postage	544	458	246	500	500	500	
	63400 · Supplies/Copying	1,945	3,799	692	1,000	1,250	1,500	
	63450 · Donations to other organization	-	-	-	-	-	-	
	63500 · Mileage	85	-	148	150	200	200	
	63600 · Repair & Maintenance	213	167	-	150	200	200	
	63625 · Office Equipment Purchases	273	1,433	-	1,500	-	-	New Treasurer?
	63675 · Software Purchases	2,217	2,329	1,587	1,659	1,659	1,659	New fee increase
	63700 · Storage Rental	6,011	6,486	5,613	5,772	6,144	6,576	Storage/PO Box/Dropbox
	63800 · Office Space	15,551	16,448	1,853	-	-	-	
	63850 · Staff Meetings	163	214	-	-	-	-	
Total 63000 · Office Expenses		31,527	35,406	12,149	12,723	11,957	12,651	
70000 · Staff Expenses								
	70105 · Salary & Wages	244,470	246,420	213,664	213,664	213,664	213,664	
	70110 · Employer Taxes	19,665	19,613	16,996	16,996	16,996	16,996	
	70112 · Workers Comp Expense	1,946	1,351	1,442	1,442	1,442	1,442	
	70115 · PTO Expense	162	4,096	1,404	1,404	1,404	1,404	
	70150 · Payroll Processing	1,640	1,613	1,563	1,563	1,563	1,563	
	66000 · Payroll Expenses	(0)	0	-	-	-	-	
Total 70000 · Staff Expenses		267,884	273,094	235,069	235,069	235,069	235,069	
70200 · Contractors								
	70215 · Other Professional Services	9,300	-	-	-	-	-	
Total 70200 · Contractors		9,300		-	-	-	-	
75000 · Miscellaneous		590	-	-	-	-	-	
Total Expenses		1,056,446	668,609	376,155	665,421	820,843	871,666	
Total Income (Gross Profit)		996,168	593,475	158,656	799,776	898,165	960,795	Adjusted Net Ordinary Income
Net Ordinary Income		(60,278)	(75,133)	(217,499)	134,355	77,322	89,129	\$145,505
								11150 from Restricted Assets

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Program Funding from Investments								
86000 · Wells Fargo Investment Fee		(31,074)	(31,215)		(32,000)	(32,000)	(32,000)	
87000 · Foreign Tax Withholding WF Inv		(950)	(831)		(900)	(900)	(900)	
89500 - Interest on PCL		-	-		(15,960)	(15,960)	(15,960)	
89501 - PCL Savings/payoff					(50,000)	(50,000)	(50,000)	Paid off by Aug 2025 or 2026
88000 - Pacific Swimming Grants		45,721	36,775	-	-	50,000	-	Quad Grants
88100 - Disaster Grants		-	5,104	-				Natural Disasters
89000 - Trials Events		-	-	92,000	-	-	92,000	Trials
		45,721	41,879	92,000	-	50,000	92,000	
Net Cash Inflows/Outflows from Operations					84,355	27,322	39,129	
Expenses by Category/Program								
		\$	\$	\$	\$	\$	\$	
Senior Athletes		175,052	90,248	38,100	135,100	185,100	194,100	
Age Group Athletes		330,637	63,366	25,000	165,950	197,200	197,200	
Coach Support (Travel and Education)		37,596	30,339	17,650	24,300	39,100	60,850	
DEI (Awareness, Grants, Camps)		40,674	36,329	13,441	28,464	30,675	37,326	
Program Support (Officials, Safesport, Ath Reps)		33,872	16,522	1,758	11,750	24,700	33,000	
Recognition (Awards, Awards Banquet)		19,724	16,152	-	2,000	18,000	19,000	
Education (Clinics and Convention)		55,431	49,148	-	9,300	35,000	35,500	
Administration (Board, Overhead/Fixed Expense)		85,776	85,610	45,137	53,488	55,999	59,621	
Administration (Staff Wages and Insurance)		277,684	280,894	235,069	235,069	235,069	235,069	
Total Expenses		1,056,446	668,609	376,155	665,421	820,843	871,666	
								Percent Goals
Senior Athletes		16.57%	13.50%	10.13%	20.30%	22.55%	22.27%	17.0%
Age Group Athletes		31.30%	9.48%	6.65%	24.94%	24.02%	22.62%	30.0%
Coach Support (Travel and Education)		3.56%	4.54%	4.69%	3.65%	4.76%	6.98%	3.5%
DEI (Awareness, Grants, Camps)		3.85%	5.43%	3.57%	4.28%	3.74%	4.28%	5.0%
Program Support (Officials, Safesport, Ath Reps)		3.21%	2.47%	0.47%	1.77%	3.01%	3.79%	3.5%
Recognition (Awards, Awards Banquet)		1.87%	2.42%	0.00%	0.30%	2.19%	2.18%	1.0%
Education (Clinics and Convention)		5.25%	7.35%	0.00%	1.40%	4.26%	4.07%	6.0%
Administration (Board, Overhead/Fixed Expense)		8.12%	12.80%	12.00%	8.04%	6.82%	6.84%	9.0%
Administration (Staff Wages and Insurance)		26.28%	42.01%	62.49%	35.33%	28.64%	26.97%	25.0%
Total Expenses		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.0%