

Pacific Swimming

Draft Statement of Activities Budget Performance

March 2025

| | LSC | | TOTAL | |
|---|------------------|-------------------|--------------------|----------------------|
| | ACTUAL | BUDGET | ACTUAL | BUDGET |
| Revenue | | | | |
| 10000 Membership-USA Swim Fees | | | \$0.00 | \$0.00 |
| 11000 Membership | | | \$0.00 | \$0.00 |
| 11005 Athlete | 7,293.32 | 329,300.00 | \$7,293.32 | \$329,300.00 |
| 11010 Non-Athlete | 596.00 | 20,540.00 | \$596.00 | \$20,540.00 |
| 11012 Administrator | 42.00 | 900.00 | \$42.00 | \$900.00 |
| 11015 Club | 155.00 | 16,750.00 | \$155.00 | \$16,750.00 |
| 11035 Transfers Processing Fee | 435.00 | 7,500.00 | \$435.00 | \$7,500.00 |
| Total 11000 Membership | 8,521.32 | 374,990.00 | \$8,521.32 | \$374,990.00 |
| 51000 USA Swim Fees | | | \$0.00 | \$0.00 |
| 51045 Volunteer(s) of the Year | | -1,000.00 | \$0.00 | \$ -1,000.00 |
| 51060 4% Tech Fee | -308.08 | -15,000.00 | \$ -308.08 | \$ -15,000.00 |
| Total 51000 USA Swim Fees | -308.08 | -16,000.00 | \$ -308.08 | \$ -16,000.00 |
| Total 10000 Membership-USA Swim Fees | 8,213.24 | 358,990.00 | \$8,213.24 | \$358,990.00 |
| 11500 Meet Fees LSC | | | \$0.00 | \$0.00 |
| 11505 Entry Fees | 56,545.50 | 545,000.00 | \$56,545.50 | \$545,000.00 |
| 11510 Sanctions | 825.00 | 9,375.00 | \$825.00 | \$9,375.00 |
| 11515 Late Payment Penalty | | 500.00 | \$0.00 | \$500.00 |
| Total 11500 Meet Fees LSC | 57,370.50 | 554,875.00 | \$57,370.50 | \$554,875.00 |
| 12500 Age Group Program - Co-Pay | | 0.00 | \$0.00 | \$0.00 |
| 12505 Western Zone | | 68,400.00 | \$0.00 | \$68,400.00 |
| 12510 Pacific Coast | | 11,200.00 | \$0.00 | \$11,200.00 |
| 12515 Zone All Star Meet | | 24,225.00 | \$0.00 | \$24,225.00 |
| Total 12500 Age Group Program - Co-Pay | | 103,825.00 | \$0.00 | \$103,825.00 |
| 13000 Camp Program - Co-Pay | | | \$0.00 | \$0.00 |
| 13005 Olympic Paralympic Training Cen | | 10,200.00 | \$0.00 | \$10,200.00 |
| 13035 Diversity Camp | | 750.00 | \$0.00 | \$750.00 |
| Total 13000 Camp Program - Co-Pay | | 10,950.00 | \$0.00 | \$10,950.00 |
| 14000 Marketing Income | | | \$0.00 | \$0.00 |
| 14035 Website Ads | 50.00 | 750.00 | \$50.00 | \$750.00 |
| Total 14000 Marketing Income | 50.00 | 750.00 | \$50.00 | \$750.00 |
| 15000 Merchandise Sales | | | \$0.00 | \$0.00 |
| 15200 Officials Apparel Sales | 196.00 | 8,000.00 | \$196.00 | \$8,000.00 |
| 15300 A Medal Sales | 172.41 | 1,380.00 | \$172.41 | \$1,380.00 |
| Total 15000 Merchandise Sales | 368.41 | 9,380.00 | \$368.41 | \$9,380.00 |
| 16000 Other Income | | | \$0.00 | \$0.00 |
| 16010 Awards Banquet | | 3,000.00 | \$0.00 | \$3,000.00 |
| 16040 Fines | 355.00 | 300.00 | \$355.00 | \$300.00 |
| 16060 Returned Check Fee | | 25.00 | \$0.00 | \$25.00 |
| 16085 Equipment Rental | | 50.00 | \$0.00 | \$50.00 |
| Total 16000 Other Income | 355.00 | 3,375.00 | \$355.00 | \$3,375.00 |
| 17000 Interest Income | 6.11 | 30.00 | \$6.11 | \$30.00 |

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| | ACTUAL | BUDGET | ACTUAL | BUDGET |
| 18000 Point Redemption from CC | 200.00 | 4,300.00 | \$200.00 | \$4,300.00 |
| Total Revenue | \$66,563.26 | \$1,046,475.00 | \$66,563.26 | \$1,046,475.00 |
| Cost of Goods Sold | | | | |
| 40000 Merchandise Cost of Goods Sold | | | \$0.00 | \$0.00 |
| 40200 Officials COGS | 129.41 | 8,000.00 | \$129.41 | \$8,000.00 |
| 40300 A Medals COGS | 255.50 | 2,040.00 | \$255.50 | \$2,040.00 |
| Total 40000 Merchandise Cost of Goods Sold | 384.91 | 10,040.00 | \$384.91 | \$10,040.00 |
| Total Cost of Goods Sold | \$384.91 | \$10,040.00 | \$384.91 | \$10,040.00 |
| GROSS PROFIT | \$66,178.35 | \$1,036,435.00 | \$66,178.35 | \$1,036,435.00 |
| Expenditures | | | | |
| 52000 National/Senior Program | | | \$0.00 | \$0.00 |
| 52015 Sr. - Pro Swim Series/Ohers | | 7,500.00 | \$0.00 | \$7,500.00 |
| 52020 Sr. National Champs | | 12,000.00 | \$0.00 | \$12,000.00 |
| 52035 Jr. - Champ Meets | | 90,000.00 | \$0.00 | \$90,000.00 |
| 52040 Open Water Programs | | 700.00 | \$0.00 | \$700.00 |
| 52060 Club-Coach Travel | 4,800.00 | 14,000.00 | \$4,800.00 | \$14,000.00 |
| 52070 Club Development/Education | | 7,000.00 | \$0.00 | \$7,000.00 |
| 52075 Sr Meet Host Incentive | | 5,000.00 | \$0.00 | \$5,000.00 |
| 52095 Sectionals | 38,500.00 | 70,000.00 | \$38,500.00 | \$70,000.00 |
| 52100 Futures Meet | | 24,000.00 | \$0.00 | \$24,000.00 |
| Total 52000 National/Senior Program | 43,300.00 | 230,200.00 | \$43,300.00 | \$230,200.00 |
| 54000 Age Group Programs | | | \$0.00 | \$0.00 |
| 54010 Pac Coast All Star Meet | | 21,403.00 | \$0.00 | \$21,403.00 |
| 54015 Western Zone Meet | | 130,737.00 | \$0.00 | \$130,737.00 |
| 54150 Zone All Star Meet-Host Zone | | 5,000.00 | \$0.00 | \$5,000.00 |
| 54200 Zone All Star Meet | | 67,635.00 | \$0.00 | \$67,635.00 |
| Total 54000 Age Group Programs | | 224,775.00 | \$0.00 | \$224,775.00 |
| 54500 Camp Program | | | \$0.00 | \$0.00 |
| 54510 Olympic Paralympic Training | | 27,855.00 | \$0.00 | \$27,855.00 |
| 54550 Diversity Camp | | 5,000.00 | \$0.00 | \$5,000.00 |
| Total 54500 Camp Program | | 32,855.00 | \$0.00 | \$32,855.00 |
| 55000 Diversity | | | \$0.00 | \$0.00 |
| 54610 Travel - Disability | | 600.00 | \$0.00 | \$600.00 |
| 55100 Diversity Program Grants | | 20,000.00 | \$0.00 | \$20,000.00 |
| 55150 MEFAP Sponsorship | 468.00 | 8,000.00 | \$468.00 | \$8,000.00 |
| 55200 Awareness Fund | 1,850.00 | 1,000.00 | \$1,850.00 | \$1,000.00 |
| 55250 Marketing | | 200.00 | \$0.00 | \$200.00 |
| 55400 Diversity Camp Donation | | 4,000.00 | \$0.00 | \$4,000.00 |
| 55450 WZ DDEI Donation | | 3,574.00 | \$0.00 | \$3,574.00 |
| Total 55000 Diversity | 2,318.00 | 37,374.00 | \$2,318.00 | \$37,374.00 |
| 55500 Events | | | \$0.00 | \$0.00 |
| 55502 Awards and Bag Tags | | | \$0.00 | \$0.00 |

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| | ACTUAL | BUDGET | ACTUAL | BUDGET |
| 55502A Age Group Champs Awards | 2,305.96 | 9,000.00 | \$2,305.96 | \$9,000.00 |
| 55502B Far Western Awards | | 8,000.00 | \$0.00 | \$8,000.00 |
| 55502C Age Group Champs Bag Tags | 1,041.77 | 3,300.00 | \$1,041.77 | \$3,300.00 |
| 55508E Far Western Bag Tags | | 3,600.00 | \$0.00 | \$3,600.00 |
| Total 55502 Awards and Bag Tags | 3,347.73 | 23,900.00 | \$3,347.73 | \$23,900.00 |
| 55510 Annual Awards Banquet | | | \$0.00 | \$0.00 |
| 55515 Banquet - Venue & Food | | 14,000.00 | \$0.00 | \$14,000.00 |
| 55520 Awards & Programs | | 5,000.00 | \$0.00 | \$5,000.00 |
| 55521 Awards Banquet - Prof Services | | 5,300.00 | \$0.00 | \$5,300.00 |
| Total 55510 Annual Awards Banquet | | 24,300.00 | \$0.00 | \$24,300.00 |
| Total 55500 Events | 3,347.73 | 48,200.00 | \$3,347.73 | \$48,200.00 |
| 56000 Chairman | | | \$0.00 | \$0.00 |
| 56030 Contingency | | 500.00 | \$0.00 | \$500.00 |
| 56075 Travel Expenses | | 500.00 | \$0.00 | \$500.00 |
| Total 56000 Chairman | | 1,000.00 | \$0.00 | \$1,000.00 |
| 57000 Treasurer | | | \$0.00 | \$0.00 |
| 57200 Fees-Filing | 200.00 | 200.00 | \$200.00 | \$200.00 |
| 57300 Fees-Accounting & Audit | | 33,000.00 | \$0.00 | \$33,000.00 |
| 57350 Subscriptions and Dues | 35.00 | 2,700.00 | \$35.00 | \$2,700.00 |
| 57500 Bank Service Charges | 42.97 | 840.00 | \$42.97 | \$840.00 |
| 57700 Insurance | | 1,450.00 | \$0.00 | \$1,450.00 |
| Total 57000 Treasurer | 277.97 | 38,190.00 | \$277.97 | \$38,190.00 |
| 58000 Officials | | | \$0.00 | \$0.00 |
| 58300 Supplies/Copying | | 1,400.00 | \$0.00 | \$1,400.00 |
| 58400 Rule Books | | 1,000.00 | \$0.00 | \$1,000.00 |
| 58500 Equipment | 244.17 | 3,000.00 | \$244.17 | \$3,000.00 |
| 58600 Clinics | | 16,000.00 | \$0.00 | \$16,000.00 |
| 58700 Motivational(Recruit/Retain) | | 10,000.00 | \$0.00 | \$10,000.00 |
| 58800 National Evaluators | | 4,000.00 | \$0.00 | \$4,000.00 |
| 58900 Officials to National Meets | 2,210.83 | 5,000.00 | \$2,210.83 | \$5,000.00 |
| 58950 Lodging for Officials | 632.08 | 8,000.00 | \$632.08 | \$8,000.00 |
| Total 58000 Officials | 3,087.08 | 48,400.00 | \$3,087.08 | \$48,400.00 |
| 59000 Volunteers | | | \$0.00 | \$0.00 |
| 59050 Athlete Rep Program | 31.21 | 9,200.00 | \$31.21 | \$9,200.00 |
| 59100 Officials Background Check | | 56.00 | \$0.00 | \$56.00 |
| 59300 Event Per Diem Allowance | | 13,050.00 | \$0.00 | \$13,050.00 |
| 59400 Seminars / Clinics | | 2,500.00 | \$0.00 | \$2,500.00 |
| 59450 Safe Sport Program | | 1,000.00 | \$0.00 | \$1,000.00 |
| 59500 Meetings | | | \$0.00 | \$0.00 |
| 59505 Board of Directors | | 2,000.00 | \$0.00 | \$2,000.00 |
| Total 59500 Meetings | | 2,000.00 | \$0.00 | \$2,000.00 |
| 60200 USAS Convention | | | \$0.00 | \$0.00 |

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| | ACTUAL | BUDGET | ACTUAL | BUDGET |
| 60205 Delegates | | 12,000.00 | \$0.00 | \$12,000.00 |
| 60215 Athletes | | 7,200.00 | \$0.00 | \$7,200.00 |
| Total 60200 USAS Convention | | 19,200.00 | \$0.00 | \$19,200.00 |
| Total 59000 Volunteers | 31.21 | 47,006.00 | \$31.21 | \$47,006.00 |
| 62000 Marketing | | | \$0.00 | \$0.00 |
| 62100 Web Site/Internet | | 1,820.00 | \$0.00 | \$1,820.00 |
| Total 62000 Marketing | | 1,820.00 | \$0.00 | \$1,820.00 |
| 63000 Office Expenses | | | \$0.00 | \$0.00 |
| 63100 Telephone & Internet | 313.17 | 3,480.00 | \$313.17 | \$3,480.00 |
| 63150 Conference Call Services | | 1,200.00 | \$0.00 | \$1,200.00 |
| 63300 Postage | 65.99 | 300.00 | \$65.99 | \$300.00 |
| 63400 Supplies/Copying | | 1,500.00 | \$0.00 | \$1,500.00 |
| 63450 Donations to other organization | | 0.00 | \$0.00 | \$0.00 |
| 63500 Mileage | | 900.00 | \$0.00 | \$900.00 |
| 63675 Software Purchases | 59.98 | 195.00 | \$59.98 | \$195.00 |
| 63700 Storage Rentals | 334.99 | 7,500.00 | \$334.99 | \$7,500.00 |
| Total 63000 Office Expenses | 774.13 | 15,075.00 | \$774.13 | \$15,075.00 |
| 70000 Staff Expenses | | | \$0.00 | \$0.00 |
| 70100 Payroll | | | \$0.00 | \$0.00 |
| 70105 Salary & Wages | 23,384.45 | 291,444.00 | \$23,384.45 | \$291,444.00 |
| 70110 Employer Taxes | 1,856.10 | 23,106.00 | \$1,856.10 | \$23,106.00 |
| 70112 Workers Comp Expense | -70.00 | 900.00 | \$ -70.00 | \$900.00 |
| 70115 PTO Expense | 539.78 | 2,000.00 | \$539.78 | \$2,000.00 |
| 70150 Payroll Processing | 30.60 | 1,815.00 | \$30.60 | \$1,815.00 |
| Total 70100 Payroll | 25,740.93 | 319,265.00 | \$25,740.93 | \$319,265.00 |
| Total 70000 Staff Expenses | 25,740.93 | 319,265.00 | \$25,740.93 | \$319,265.00 |
| Total Expenditures | \$78,877.05 | \$1,044,160.00 | \$78,877.05 | \$1,044,160.00 |
| NET OPERATING REVENUE | \$ -12,698.70 | \$ -7,725.00 | \$ -12,698.70 | \$ -7,725.00 |
| Other Revenue | | | | |
| 86000 Wells Fargo Investment Fee | | -32,000.00 | \$0.00 | \$ -32,000.00 |
| Total Other Revenue | \$0.00 | \$ -32,000.00 | \$0.00 | \$ -32,000.00 |
| Other Expenditures | | | | |
| 88000 Pacific Swimming Grants | 47,520.00 | 50,000.00 | \$47,520.00 | \$50,000.00 |
| 89300 Scholarship | | 2,000.00 | \$0.00 | \$2,000.00 |
| Total Other Expenditures | \$47,520.00 | \$52,000.00 | \$47,520.00 | \$52,000.00 |
| NET OTHER REVENUE | \$ -47,520.00 | \$ -84,000.00 | \$ -47,520.00 | \$ -84,000.00 |
| NET REVENUE | \$ -60,218.70 | \$ -91,725.00 | \$ -60,218.70 | \$ -91,725.00 |