

	REVISED 20-21 Actual thru Jan - Feb thru Aug Estimate	20-21 Oct HOD approved 12 Month	2020-21 WCS (April 2020)	2020-21 Original (March 2020)
come				
Membership-USA Swim Fees				
<b>11000 · Membership</b>				
11005 · Athlete	647,797	804,564	1,083,060	1,203,400
11007 · Flex	22,740	-		
11010 · Non-Athlete	83,144	73,100	88,128	97,920
11015 · Club	19,575	25,550	25,560	29,225
11030 - Overpayments	34	-	-	-
Total 11000 · Membership	773,290	903,214	1,196,748	1,330,545
<b>51000 · USA Swim Fees</b>				
51015 · Annual Athlete	(569,181)	(697,083)	(869,463)	(936,028)
51017 · Flex	(11,000)	-		
51020 · Seasonal	(330)	(23,760)	(60,993)	(67,770)
51030 · Non-Athlete	(78,632)	(68,800)	(82,944)	(92,160)
51040 · Club / Organization	(6,090)	(8,020)	(7,956)	(8,875)
51045 · Volunteer(s) of the Year	-	-	(1,000)	(1,000)
Total 51000 · USA Swim Fees	(665,233)	(797,663)	(1,022,356)	(1,105,833)
<b>Total Membership-USA Swim Fees</b>	108,057	105,551	174,392	224,712
<b>11500 · Meet Fees LSC</b>				
11505 · Entry Fees	45,298	116,699	391,000	460,000
11510 · Sanctions	2,270	4,950	8,466	9,960
11515 · Late Payment Penalty	181	-	1,000	1,925
Total 11500 · Meet Fees LSC	47,749	121,649	400,466	471,885
<b>11700 - Pacific Hosted Meets</b>				
11705 - Entry Income	-	-	126,698	149,056
Total 11700 · Pacific Hosted Meets	-	-	126,698	149,056
<b>12500 · Age Group Program - Co-Pay</b>				
12505 · Western Zone	-	31,200	31,200	42,480
12510 · Pacific Coast	-	-	3,200	4,160
12515 · Zone Challenge Meet	-	-	21,000	21,000
Total 12500 · Age Group Program - Co-Pay	-	31,200	55,400	67,640
<b>13000 · Camp Program - Co-Pay</b>				
13005 · SR Olympic Training Center	-	-	7,560	7,560
13010 · 11/12 JO Camp	-	-	inactive	inactive
13015 · Adam Schmidt 10 & Under	-	-	inactive	inactive
13030 · 13-18 Junior Leadership Camp	-	-	-	-
13035 · Diversity Camp	-	-	900	900
Total 13000 · Camp Program - Co-Pay	-	-	8,460	8,460
14000 · Marketing Income				
14035 · Website Ads	250	150	1,000	1,100
Total 14000 · Marketing Income	250	300	1,000	1,100
<b>15000 - Merchandise Sales</b>				

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15200 - Officials Apparel Sales	-	1,154	5,000	5,000
15300 - A Medal Sales	-	250	3,750	3,750
<b>Total 15000 Merchandise Sales</b>	-	1,498	8,750	8,750
<b>16000 · Other Income</b>				
16005 · Meet Reg Surcharge	180	1,550	3,300	4,800
16006 · Meet Reg Rebate	(130)	(1,300)	(2,800)	(4,300)
16010 · Awards Banquet	-	-	-	3,000
16040 · Fines	-	-	200	300
16050 · Contributions	2,000	2,000	-	-
16055 - Restricted Contributions	-	-	-	100
16060 · Returned Check Fee	50	75	100	625
16085 - Equipment Rental	-	-	300	2,000
<b>Total 16000 · Other Income</b>	2,100	2,325	1,100	
17001 · Interest Income	25	24	18	84
18001 · Point Redemption from CC	475	225	2,500	4,500
<b>Total Income</b>	158,656	235,732	778,784	942,712
<b>40002 - Merchandise Cost of Goods Sold</b>				
40201 - Officials COGS	-	1,136	6,000	6,000
40301 - A Medals COGS	-	239	4,900	4,900
<b>Total 40000 - Merchandise Cost of Goods Sold</b>	-	1,328	10,900	10,900
<b>Gross Profit</b>	158,656	234,404	767,884	931,812
<b>Expense</b>				
<b>52000 · National/Senior Program</b>				
52015 · Sr. - Pro Swim Series/Others	2,400	4,500	9,900	10,000
52020 · Sr. National Champs	8,000	5,250	10,275	20,000
52035 · Jr. - Champ Meets	3,000	34,500	73,500	85,000
52040 · Open Water Programs	-	-	-	800
52060 · Club-Coach Travel	17,650	21,550	18,500	18,500
52070 · Club Development/Education	-	500	10,000	20,000
52095 · Sectionals	12,400	22,400	20,000	40,000
52100 · Futures Meet	12,000	15,000	19,500	30,000
<b>Total 52000 · National/Senior Program</b>	55,450	103,700	161,675	224,300
<b>54000 · Age Group Programs</b>				
54010 · Pac Coast All Star Meet	-	-	19,900	22,600
54015 · Western Zone Meet	-	71,655	71,655	85,405
54025 · JO Meet Subsidy	-	-	-	5,000
54150 · Zone Challenge Meet-Host Zone	-	-	-	5,000
54200 · Zone Challenge Meet	-	-	44,400	44,400
<b>Total 54000 · Age Group Programs</b>	-	71,655	135,955	162,405
<b>54500 · Camp Program</b>				
54510 · SR Olympic Training Center	-	-	22,000	22,000

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54515 · 11/12 JO Camp	-	-	-	-
54520 · Adam Schmidt 10 & Under	-	-	-	-
54535 · 13-18 Jr. Leadership Camp	-	-	-	-
54550 · Diversity Camp	-	-	4,000	4,000
54560 - Other Camp	-	-	-	inactive
<b>Total 54500 · Camp Program</b>	-	-	26,000	26,000
<b>55000 · Diversity, Equity &amp; Inclusion</b>				
55100 · Diversity Program Grants	10,000	10,000	10,000	30,000
55150 - MEFAP Sponsorship	1,105	2,230	14,300	14,300
55200 · Awareness Fund	-	250	250	1,800
55250 - Marketing	-	-	-	1,200
55300 · Fred Siegrist Scholarship	-	-	-	600
55400 - WZ Diversity Camp	2,336	3,100	3,100	3,100
<b>Total 55000 · Diversity</b>	13,441	15,580	27,650	51,000
<b>55500 · Events</b>				
55502 - JO Awards/Bag Tags	-	6,000	9,000	10,560
<b>Total 55502 - JO Awards</b>	-	6,000	9,000	10,560
<b>55508 - Pacific Hosted Meets</b>				
55502B - FW Awards	-	6,940	6,940	7,200
55508A - Professional Services	-	xxx	17,800	42,000
55508B - Host Subsidy	10,000	10,000	60,000	70,000
55508C - Facility Rental	-	xxx	23,000	30,000
55508D - Hospitality	-	xxx	7,000	7,000
55508E - Swag, Tags & Other	-	xxx	6,000	15,000
55508F - Credit Card Discounts	-	xxx	5,701	6,000
55508G - Staff Expenses	-	xxx	600	2,500
55508H- Rentals	-	xxx	-	-
<b>Total 55508 - Pacific Hosted Meets</b>	10,000	16,940	127,041	179,700
<b>55510 - Annual Awards Banquet</b>				
55515 · Banquet - Venue & Food	-	-	-	15,000
55520 · Awards & Programs	-	-	-	6,000
<b>Total 55500 · Events</b>	10,000	22,940	136,041	211,260
<b>56000 · Chairman</b>				
56020 · Volunteer Recognition	-	-	-	1,800
56030 · Contingency	500	1,000	1,000	1,200
56075 · Travel Expenses	-	-	-	-
56200 · Legal Council	-	-	-	3,000
<b>Total 56000 · Chairman</b>	500	1,000	1,000	6,000
<b>57000 · Treasurer</b>				
57200 · Fees-Filing	160	160	186	186
57300 · Fees-Accounting & Audit	26,041	22,600	21,200	32,400
57400 - Consulting Services	3,600	3,000	-	-

	<b>REVISED</b> <b>20-21 Actual</b> <b>thru Jan - Feb</b> <b>thru Aug</b> <b>Estimate</b>	<b>20-21 Oct</b> <b>HOD</b> <b>approved</b> <b>12 Month</b>	<b>2020-21</b> <b>WCS</b> <b>(April 2020)</b>	<b>2020-21</b> <b>Original</b> <b>(March</b> <b>2020)</b>
57500 · Bank Service Charges	603	815	1,097	1,320
57700 · Insurance	1,105	1,067	1,070	1,070
<b>Total 57000 · Treasurer</b>	<b>31,509</b>	<b>36,162</b>	<b>23,553</b>	<b>34,976</b>
<b>58000 · Officials</b>				
58300 · Supplies/Copying	-	1,200	1,200	2,000
58400 · Rule Books	-	1,850	2,000	2,000
58500 · Equipment	-	-	-	500
58600 · Clinics	-	-	10,000	29,000
58700 · Motivational(Recruit/Retain)	-	-	4,000	9,500
58800 · National Evaluators	-	2,400	3,000	4,200
58900 · Officials to National Meets	-	-	5,000	7,000
58950 · Lodging for Officials	-	-	4,000	8,000
<b>Total 58000 · Officials</b>	<b>-</b>	<b>5,450</b>	<b>29,200</b>	<b>62,200</b>
<b>59000 · Volunteers</b>				
59050 - Athlete Rep Programs	1,608	8,000	8,000	13,000
59100 · Officials Background Check	72	54	170	170
59200 · Background Reimbursement	-	-	1,000	1,600
59300 · Event Per Diem Allowance	-	1,400	3,900	4,300
59400 · Seminars / Clinics	-	2,000	3,500	6,000
59450 - Safe Sport Program	150	1,500	2,500	5,000
59500 · Meetings	-	-	-	-
59505 · Board of Directors	-	-	275	1,375
59510 · House of Delegates	-	-	3,000	7,000
59515 · Z4 HOD/BOD Attendance	-	-	200	2,000
60200 · USAS Convention	-	-	-	-
60205 · Delegates	-	-	-	20,000
60215 · Athletes	-	-	-	4,400
<b>Total 59000 · Volunteers</b>	<b>1,830</b>	<b>13,140</b>	<b>22,545</b>	<b>64,845</b>
<b>62000 · Marketing</b>				
62100 · Web Site/Internet	907	752	934	2,240
<b>Total 62000 · Marketing</b>	<b>907</b>	<b>1,052</b>	<b>934</b>	<b>2,240</b>
<b>63000 · Office Expenses</b>				
63100 · Telephone & Internet	1,651	1,770	1,920	1,920
63150 · Conference Call Services	360	600	1,200	2,900
63300 · Postage	246	500	780	960
63400 · Supplies/Copying	692	3,000	3,000	3,000
63450 · Donations to other organization	-	-	-	-
63500 · Mileage	148	-	-	100
63600 · Repair & Maintenance	-	-	-	50
63625 · Office Equipment Purchases	-	250	700	1,400
63675 · Software Purchases	1,587	1,654	500	800
63700 · Storage Rental	5,613	6,045	7,006	7,030
63800 · Office Space	1,853	2,755	5,709	16,909

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63850 · Staff Meetings	-	-	200	1,350
<b>Total 63000 · Office Expenses</b>	12,149	16,574	21,015	36,419
<b>70000 · Staff Expenses</b>				
70100 · Payroll				
70105 · Salary & Wages	213,664	241,038	251,388	302,051
70110 · Employer Taxes	16,996	19,093	22,863	26,278
70112 · Workers Comp Expense	1,442	1,620	1,620	3,021
70115 · PTO Expense	1,404	2,460	2,500	2,500
70150 · Payroll Processing	1,563	1,586	1,550	2,000
66000 · Payroll Expenses	0	-	-	-
<b>Total 70000 · Staff Expenses</b>	235,069	265,797	279,921	335,850
<b>Total Expenses</b>	360,855	699,656	865,490	1,217,495
<b>Total Income (Gross Profit)</b>	158,656	234,404	767,884	931,812
<b>Net Ordinary Income (total income less total expenses)</b>	(202,199)	(465,253)	(97,607)	(285,683)
86000 · Wells Fargo Investment Fee		(46,318)	(31,100)	(32,800)
87000 · Foreign Tax Withholding WF Inv		(1,120)	(540)	(540)
89500 - Interest on PCL	15,653			
88000 - Pacific Swimming Grants		-	-	-
88100 - Disaster Grants		-	350,000	50,000
89000 - Trials Events		92,000	92,000	-
89100 · Website Upgrade		-	inactive	inactive
89200 · Special Projects		-	inactive	inactive
		92,000	442,000	50,000