

Pacific Swimming
Actual to budget by Quarter
September 2017 through May 2018

	1sr Quarter			2nd Quarter			3rd Quarter			TOTAL		
	Sep - Nov 17	Budget	\$ Over Budget	Dec '17 - Feb 18	Budget	\$ Over Budget	Mar - May 18	Budget	\$ Over Budget	Sep '17 - May 18	Budget	\$ Over Budget
Ordinary Income/Expense												
Income												
Membership-USA Swim Fees												
11000 - Membership												
11005 - Athlete	509,403	489,438	19,965	612,758	643,134	(30,376)	93,826	102,554	(8,728)	1,215,987	1,235,126	(19,139)
11010 - Non-Athlete	30,260	38,556	(8,296)	56,236	52,156	4,080	8,548	8,296	252	95,044	99,008	(3,964)
11015 - Club	6,825	8,900	(2,075)	20,075	18,000	2,075	2,375	1,676	699	29,275	28,576	699
11030 - Overpayments	55	30	25	34	30	4	45	30	15	134	90	44
Total 11000 - Membership	546,543	536,924	9,619	689,103	713,320	(24,217)	104,794	112,556	(7,762)	1,340,440	1,362,800	(22,360)
51000 - USA Swim Fees												
51015 - Annual Athlete	(387,431)	(345,247)	(42,184)	(459,896)	(509,789)	49,893	(66,711)	(75,044)	8,333	(914,038)	(930,080)	16,042
51020 - Seasonal	(33,730)	(36,660)	2,930	(1,680)	(1,800)	120	(6,480)	(5,460)	(1,020)	(41,890)	(43,920)	2,030
51030 - Non-Athlete	(28,014)	(35,812)	7,798	(48,082)	(44,486)	(3,596)	(7,438)	(7,076)	(362)	(83,534)	(87,374)	3,840
51040 - Club / Organization	(2,180)	(4,774)	2,594	(5,810)	(5,600)	(210)	(640)	(440)	(200)	(8,630)	(10,814)	2,184
51045 - Volunteer(s) of the Year	(1,000)	(1,000)	0	0	0	0	0	0	0	(1,000)	(1,000)	0
Total 51000 - USA Swim Fees	(452,355)	(423,493)	(28,862)	(515,468)	(561,675)	46,207	(81,269)	(88,020)	6,751	(1,049,092)	(1,073,188)	24,096
Total Membership-USA Swim Fees	94,188	113,431	(19,243)	173,635	151,645	21,990	23,525	24,536	(1,011)	291,348	289,612	1,736
11500 - Meet Fees LSC												
11505 - Entry Fees	139,869	157,000	(17,131)	118,341	123,300	(4,959)	107,648	132,000	(24,352)	365,858	412,300	(46,442)
11510 - Sanctions	2,785	2,810	(25)	2,655	2,150	505	2,390	2,510	(120)	7,830	7,470	360
11515 - Late Payment Penalty	986	225	761	238	225	13	1,121	225	896	2,345	675	1,670
Total 11500 - Meet Fees LSC	143,640	160,035	(16,395)	121,234	125,675	(4,441)	111,159	134,735	(23,576)	376,033	420,445	(44,412)
11700 - Pacific Hosted Meets												
11705 - Entry Fees	0	0	0	29,280	0	29,280	89,680	81,000	8,680	118,960	81,000	37,960
11710 - Coach Credentials	0	0	0	0	0	0	(3,020)	2,000	(5,020)	(3,020)	2,000	(5,020)
11715 - Vendor Support	0			7,130			0			7,130		
Total 11700 - Pacific Hosted Meets	0	0	0	36,410	0	36,410	86,660	83,000	3,660	123,070	83,000	40,070
12500 - Age Group Program - Co-Pay												
12510 - Pacific Coast	0	0	0	10,240	8,480	1,760	0	0	0	10,240	8,480	1,760
12515 - Zone All-Star Meet	0	0	0	0	0	0	19,760	19,110	650	19,760	19,110	650
Total 12500 - Age Group Program - Co-Pay	0	0	0	10,240	8,480	1,760	19,760	19,110	650	30,000	27,590	2,410
13000 - Camp Program - Co-Pay												
13005 - SR Olympic Training Center	0	0	0	6,900	7,200	(300)	0	0	0	6,900	7,200	(300)
13035 - Diversity Camp	825	1,500	(675)	15	0	15	0	0	0	840	1,500	(660)
13040 - Other Camp TBD	0	600	(600)	0	900	(900)	510	900	(390)	510	2,400	(1,890)
Total 13000 - Camp Program - Co-Pay	825	2,100	(1,275)	6,915	8,100	(1,185)	510	900	(390)	8,250	11,100	(2,850)
14000 - Marketing Income												
14035 - Website Ads	300	250	50	400	200	200	100	150	(50)	800	600	200
Total 14000 - Marketing Income	300	250	50	400	200	200	100	150	(50)	800	600	200
15000 - Merchandise Sales												
15100 - All Star Apparel Sales	70			219			0			289		
15200 - Officials Apparel Sales	3,275			416			1,802			5,493		
15300 - A Medal Sales	534			413			2,100			3,047		
Total 15000 - Merchandise Sales	3,879			1,048			3,902			8,829		

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16000 - Other Income												
16005 - Meet Reg Surcharge	1,634	1,450	184	1,670	1,450	220	800	1,350	(550)	4,104	4,250	(146)
16006 - Meet Reg Rebate	(654)	(1,300)	646	(1,700)	(1,300)	(400)	(1,130)	(1,200)	70	(3,484)	(3,800)	316
16010 - Awards Banquet	1,714	3,250	(1,536)	0	0	0	0	0	0	1,714	3,250	(1,536)
16040 - Fines	50	100	(50)	0	100	(100)	0	400	(400)	50	600	(550)
16050 - Contributions												
16050E - Disaster Relief Contributions	0			1,204			0			1,204		
16050 - Contributions - Other	0	0	0	15,825	0	15,825	13	0	13	15,838	0	15,838
Total 16050 - Contributions	0	0	0	17,029	0	17,029	13	0	13	17,042	0	17,042
16060 - Returned Check Fee	0	100	(100)	50	200	(150)	25	0	25	75	300	(225)
Total 16000 - Other Income	2,744	3,600	(856)	17,049	450	16,599	(292)	550	(842)	19,501	4,600	14,901
17000 - Interest Income	55	45	10	53	45	8	54	45	9	162	135	27
18000 - Point Redemption from CC	1,000	1,200	(200)	1,000	1,200	(200)	1,000	1,200	(200)	3,000	3,600	(600)
Total Income	246,631	280,661	(34,030)	367,984	295,795	72,189	246,378	264,226	(17,848)	860,993	840,682	20,311
Cost of Goods Sold												
40000 - Merchandise Cost of Goods Sold												
40200 - Officials COGS	3,226			273			2,014			5,513		
40300 - A Medals COGS	840			576			2,967			4,383		
Total 40000 - Merchandise Cost of Goods Sold	4,066			849			4,981			9,896		
Total COGS	4,066			849			4,981			9,896		
Gross Profit	242,565	280,661	(38,096)	367,135	295,795	71,340	241,397	264,226	(22,829)	851,097	840,682	10,415

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Expense	1sr Quarter			2nd Quarter			3rd Quarter			TOTAL		
	Sep - Nov 17	Budget	\$ Over Budget	Dec '17 - Feb 18	Budget	\$ Over Budget	Mar - May 18	Budget	\$ Over Budget	Sep '17 - May 18	Budget	\$ Over Budget
52000 - National/Senior Program												
52010 - Meet Support	0	2,000	(2,000)	0	3,000	(3,000)	0	3,000	(3,000)	0	8,000	(8,000)
52015 - Sr. - Pro Swim Series/Others	2,100	1,500	600	2,700	900	1,800	13,200	7,200	6,000	18,000	9,600	8,400
52020 - Sr. National Champs	0	0	0	8,550	10,000	(1,450)	0	0	0	8,550	10,000	(1,450)
52035 - Jr. - Champ Meets	0	0	0	69,063	37,200	31,863	0	0	0	69,063	37,200	31,863
52040 - Open Water Programs	0	0	0	0	0	0	0	1,800	(1,800)	0	1,800	(1,800)
52060 - Club-Coach Travel	0	0	0	10,550	7,600	2,950	2,500	2,300	200	13,050	9,900	3,150
52070 - Club Development/Education	19,448	15,000	4,448	0	0	0	0	5,000	(5,000)	19,448	20,000	(552)
52080 - USAS/PC Mentor Program	0	300	(300)	0	300	(300)	0	300	(300)	0	900	(900)
52090 - International All Star Trip	0			0	(600)	600	0	0	0	0	(600)	600
52095 - Sectionals	0	0	0	2,200	10,000	(7,800)	11,600	10,000	1,600	13,800	20,000	(6,200)
Total 52000 - National/Senior Program	21,548	18,800	2,748	93,063	68,400	24,663	27,300	29,600	(2,300)	141,911	116,800	25,111
54000 - Age Group Programs												
54010 - Pac Coast All Star Meet	0	0	0	20,263	17,200	3,063	0	0	0	20,263	17,200	3,063
54025 - JO Meet Subsidy	0	0	0	0	3,000	(3,000)	0	6,000	(6,000)	0	9,000	(9,000)
54100 - Zone All Star Meet												
54150 - Zone All-Star Meet-Host Zone	0	0	0	0	0	0	3,535	5,000	(1,465)	3,535	5,000	(1,465)
54200 - Zone All-Star Meet	0	0	0	0	0	0	47,063	41,866	5,197	47,063	41,866	5,197
Total 54100 - Zone All Star Meet	0	0	0	0	0	0	50,598	46,866	3,732	50,598	46,866	3,732
Total 54000 - Age Group Programs	0	0	0	20,263	20,200	63	50,598	52,866	(2,268)	70,861	73,066	(2,205)
54500 - Camp Program												
54510 - SR Olympic Training Center	0	0	0	19,925	24,000	(4,075)	16	0	16	19,941	24,000	(4,059)
54520 - Adam Schmidt 10 & Under	0	0	0	0	0	0	271	0	271	271	0	271
54550 - Diversity Camp	2,934	3,300	(366)	0	0	0	0	0	0	2,934	3,300	(366)
54560 - Other Camp TBD	0	2,000	(2,000)	0	3,000	(3,000)	958	3,000	(2,042)	958	8,000	(7,042)
Total 54500 - Camp Program	2,934	5,300	(2,366)	19,925	27,000	(7,075)	1,245	3,000	(1,755)	24,104	35,300	(11,196)
54600 - Disability												
54610 - Travel	0	300	(300)	0	300	(300)	0	300	(300)	0	900	(900)
Total 54600 - Disability	0	300	(300)	0	300	(300)	0	300	(300)	0	900	(900)
55000 - Diversity												
55100 - Diversity Program Grants	0	12,500	(12,500)	13,234	0	13,234	1,783	12,500	(10,717)	15,017	25,000	(9,983)
55150 - MEFAP Sponsorship	1,576	1,750	(174)	1,669	1,850	(181)	1,899	1,500	399	5,144	5,100	44
55200 - Awareness Fund	0	750	(750)	0	750	(750)	19	750	(731)	19	2,250	(2,231)
55300 - Fred Siegrist Scholarship	0	0	0	0	0	0	0	250	(250)	0	250	(250)
55400 - Diversity Camp Donation	0	850	(850)	950	1,050	(100)	0	1,050	(1,050)	950	2,950	(2,000)
Total 55000 - Diversity	1,576	15,850	(14,274)	15,853	3,650	12,203	3,701	16,050	(12,349)	21,130	35,550	(14,420)

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55500 - Events												
55502 - FW/JO Awards												
55502A - JO Awards	0	0	0	3,039	2,000	1,039	3,348	2,000	1,348	6,387	4,000	2,387
55502B - Far Western Awards	0	0	0	0	0	0	3,318	3,000	318	3,318	3,000	318
55502C - Shipping	0			220			446			666		
Total 55502 - FW/JO Awards	0	0	0	3,259	2,000	1,259	7,112	5,000	2,112	10,371	7,000	3,371
55504 - Far Westerns	0	0	0	0	0	0	0	86,200	(86,200)	0	86,200	(86,200)
55508 - Pacific Hosted Meets												
55508A - Prof Services for Hosted Meets	0	0	0	7,425	0	7,425	17,440	20,000	(2,560)	24,865	20,000	4,865
55508B - Host Subsidy	0	0	0	0	0	0	35,000	35,000	0	35,000	35,000	0
55508C - Facility Rental	0	0	0	8,523	0	8,523	10,000	15,000	(5,000)	18,523	15,000	3,523
55508D - Hospitality	0	0	0	0	0	0	3,287	8,700	(5,413)	3,287	8,700	(5,413)
55508E - Swag, Tags and Other	0	0	0	180	0	180	8,366	6,800	1,566	8,546	6,800	1,746
55508F - Credit Card Discount	0	0	0	0	0	0	4,458	3,600	858	4,458	3,600	858
55508 - Pacific Hosted Meets - Other	0	0	0	10,149	0	10,149	0			10,149	0	10,149
Total 55508 - Pacific Hosted Meets	0	0	0	26,277	0	26,277	78,551	89,100	(10,549)	104,828	89,100	15,728
55510 - Annual Awards Banquet												
55515 - Banquet - Venue & Food	9,748	11,500	(1,752)	0	0	0	0	0	0	9,748	11,500	(1,752)
55520 - Awards & Programs	4,905	4,000	905	0	0	0	0	0	0	4,905	4,000	905
Total 55510 - Annual Awards Banquet	14,653	15,500	(847)	0	0	0	0	0	0	14,653	15,500	(847)
Total 55500 - Events	14,653	15,500	(847)	29,536	2,000	27,536	85,663	180,300	(94,637)	129,852	197,800	(67,948)
56000 - Chairman												
56020 - Volunteer Recognition	0	60	(60)	0	60	(60)	0	60	(60)	0	180	(180)
56030 - Contingency	0	450	(450)	0	450	(450)	0	450	(450)	0	1,350	(1,350)
56075 - Travel Expenses	340	300	40	0	300	(300)	0	300	(300)	340	900	(560)
56200 - Legal Council	0	0	0	0	4,000	(4,000)	0	0	0	0	4,000	(4,000)
Total 56000 - Chairman	340	810	(470)	0	4,810	(4,810)	0	810	(810)	340	6,430	(6,090)
57000 - Treasurer												
57200 - Fees-Filing	0	20	(20)	0	150	(150)	160	0	160	160	170	(10)
57300 - Fees-Accounting & Audit	5,216	17,800	(12,584)	23,935	10,800	13,135	6,420	6,300	120	35,571	34,900	671
57500 - Bank Service Charges	122	132	(10)	(77)	132	(209)	200	132	68	245	396	(151)
57600 - Use Tax Expense	172			1,901			562			2,635		
57700 - Insurance	0	0	0	1,092	1,100	(8)	0	0	0	1,092	1,100	(8)
Total 57000 - Treasurer	5,510	17,952	(12,442)	26,851	12,182	14,669	7,342	6,432	910	39,703	36,566	3,137
58000 - Officials												
58300 - Supplies/Copying	251	600	(349)	0	600	(600)	649	0	649	900	1,200	(300)
58400 - Rule Books	0	0	0	0	3,500	(3,500)	2,354	0	2,354	2,354	3,500	(1,146)
58500 - Equipment	3,930	200	3,730	0	300	(300)	0	300	(300)	3,930	800	3,130
58600 - Clinics	29,136	24,000	5,136	0	0	0	0	0	0	29,136	24,000	5,136
58700 - Motivational(Recruit/Retain)	1,086	2,000	(914)	408	0	408	3,314	2,250	1,064	4,808	4,250	558
58800 - National Evaluators	1,465	2,000	(535)	0	0	0	3,008	2,000	1,008	4,473	4,000	473
58900 - Officials to National Meets	0	0	0	1,500	2,300	(800)	300	1,400	(1,100)	1,800	3,700	(1,900)
58950 - Lodging for Officials	934	900	34	427	1,300	(873)	287	3,900	(3,613)	1,648	6,100	(4,452)
Total 58000 - Officials	36,802	29,700	7,102	2,335	8,000	(5,665)	9,912	9,850	62	49,049	47,550	1,499

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59000 - Volunteers												
59100 - Officials Background Check	0	204	(204)	0	272	(272)	0	0	0	0	476	(476)
59200 - Background Reimbursement LSC	151	375	(224)	380	375	5	0	375	(375)	531	1,125	(594)
59300 - Coach / Manager Stipend	440	0	440	1,300	1,800	(500)	(200)	0	(200)	1,540	1,800	(260)
59400 - Seminars / Clinics	543	1,000	(457)	0	500	(500)	1,924	2,000	(76)	2,467	3,500	(1,033)
59500 - Meetings												
59505 - Board of Directors	487	500	(13)	365	250	115	347	250	97	1,199	1,000	199
59510 - House of Delegates	2,494	3,000	(506)	0	0	0	3,632	3,500	132	6,126	6,500	(374)
59515 - Zone 4 HOD/BOD Attendance	179	900	(721)	535	300	235	542	600	(58)	1,256	1,800	(544)
Total 59500 - Meetings	3,160	4,400	(1,240)	900	550	350	4,521	4,350	171	8,581	9,300	(719)
60200 - USAS Convention												
60205 - Delegates	18,430	20,000	(1,570)	0	0	0	0	0	0	18,430	20,000	(1,570)
60215 - Athletes	2,157	3,000	(843)	0	0	0	0	0	0	2,157	3,000	(843)
Total 60200 - USAS Convention	20,587	23,000	(2,413)	0	0	0	0	0	0	20,587	23,000	(2,413)
Total 59000 - Volunteers	24,881	28,979	(4,098)	2,580	3,497	(917)	6,245	6,725	(480)	33,706	39,201	(5,495)
62000 - Marketing												
62100 - Web Site/Internet	360	620	(260)	215	540	(325)	370	60	310	945	1,220	(275)
Total 62000 - Marketing	360	620	(260)	215	540	(325)	370	60	310	945	1,220	(275)
63000 - Office Expenses												
63100 - Telephone & Internet	1,118	1,290	(172)	919	1,200	(281)	916	1,555	(639)	2,953	4,045	(1,092)
63150 - Conference Call Services	428	280	148	453	270	183	1,053	715	338	1,934	1,265	669
63300 - Postage	386	1,230	(844)	135	535	(400)	98	1,315	(1,217)	619	3,080	(2,461)
63400 - Supplies/Copying	656	1,240	(584)	336	335	1	502	565	(63)	1,494	2,140	(646)
63450 - Donations to other organization	0	75	(75)	0	75	(75)	0	75	(75)	0	225	(225)
63500 - Mileage	19	110	(91)	0	0	0	0	110	(110)	19	220	(201)
63600 - Repair & Maintenance	0	75	(75)	0	75	(75)	0	75	(75)	0	225	(225)
63625 - Equipment Purchases	26	195	(169)	0	195	(195)	32	195	(163)	58	585	(527)
63650 - Computer Purchases	0	600	(600)	0	600	(600)	599	600	(1)	599	1,800	(1,201)
63675 - Software Purchases	755	685	70	478	455	23	610	455	155	1,843	1,595	248
63700 - Storage Rental	686	1,050	(364)	2,210	2,350	(140)	1,146	1,050	96	4,042	4,450	(408)
63800 - Office Space	2,995	3,000	(5)	3,970	3,200	770	3,559	3,300	259	10,524	9,500	1,024
63810 - Staff Meetings	96	100	(4)	225	350	(125)	0	100	(100)	321	550	(229)
Total 63000 - Office Expenses	7,165	9,930	(2,765)	8,726	9,640	(914)	8,515	10,110	(1,595)	24,406	29,680	(5,274)
Total 70000 - Staff Expenses	67,834	63,846	3,988	69,878	66,809	3,069	74,082	68,218	5,864	211,794	198,873	12,921
Total 70200 - Contractors	1,800	1,800	0	1,800	1,800	0	1,800	1,800	0	5,400	5,400	0
Total Expense	185,403	209,387	(23,984)	291,025	228,828	62,197	276,773	386,121	(109,348)	753,201	824,336	(71,135)
Net Ordinary Income	57,162	71,274	(14,112)	76,110	66,967	9,143	(35,376)	(121,895)	86,519	97,896	16,346	81,550
WELLS Fees												
86000 - Wells Fargo Investment Fee	(7,190)	(6,400)	(790)	(7,681)	(6,400)	(1,281)	(7,569)	(6,500)	(1,069)	(22,440)	(19,300)	(3,140)
87000 - Foreign Tax Withholding WF Inv	(130)	(435)	305	(130)	(435)	305	(502)	(435)	(67)	(762)	(1,305)	543
Total Other Income	148,144	(6,835)	154,979	57,523	(6,835)	64,358	(7,383)	(6,935)	(448)	198,284	(20,605)	218,889
Other Expense												
88000 - Pacific Swimming Grants	6,346	0	6,346	20,179	17,500	2,679	2,464	10,000	(7,536)	28,989	27,500	1,489
88100 - Disaster Grants	604			0			4,500			5,104		
89200 - Special Projects	0	7,500	(7,500)	0	7,500	(7,500)	0	7,500	(7,500)	0	22,500	(22,500)
Total Other Expense	6,950	7,500	(550)	20,179	25,000	(4,821)	6,964	17,500	(10,536)	34,093	50,000	(15,907)