

2020-2024 Quad Budget updated for posting

			2019-20 Actuals	2020-21 Actuals	2022-23 Actuals	Estimated 2023-24 Budget	Comment
<b>Income</b>							
Membership-USA Swim Fees							
<b>11000 · Membership</b>							
	11005 · Athlete		1,108,142	724,620	293,261	320,000	
	11010 · Non-Athlete		108,760	78,248	19,275	17,050	
	11012 - Administrator				882	1,080	
	11015 · Club		26,400	23,450	17,510	17,190	
	11035 - Transfers		-	135	7,080	4,500	Transfers 25/mo; 375/yr
	<b>Total 11000 · Membership</b>		<b>1,243,354</b>	<b>874,208</b>	<b>338,008</b>	<b>359,820</b>	
<b>51000 · USA Swim Fees</b>							
	51060 - 4% Tech Fee				(12,443)	(14,425)	
	51045 · Volunteer(s) of the Year		(1,000)	-	-	(1,000)	
	<b>Total 51000 · USA Swim Fees</b>		<b>(1,040,203)</b>	<b>(736,800)</b>	<b>(12,443)</b>	<b>(15,425)</b>	
<b>Total Membership-USA Swim Fees</b>							
			203,151	137,408	325,565	344,395	
<b>11500 · Meet Fees LSC</b>							
	11505 · Entry Fees		274,472	174,172	530,586	520,000	
	11510 · Sanctions		5,205	2,640	9,275	8,000	
	11515 · Late Payment Penalty		1,450	1,560	936	500	
	<b>Total 11500 · Meet Fees LSC</b>		<b>281,127</b>	<b>178,372</b>	<b>540,797</b>	<b>528,500</b>	
12500 · Age Group Program - Co-Pay							
	12505 · Western Zone		-	-	47,360	60,480	Est Co-pay \$840 (Boise) \$700 (Elk Grove)
	12510 · Pacific Coast		10,880	-	13,600	13,120	Est. Co-pay \$410
	12515 · Zone Challenge Meet		19,530	-	19,180	24,990	\$85/athlete
	<b>Total 12500 · Age Group Program - Co-Pay</b>		<b>30,410</b>	<b>-</b>	<b>80,140</b>	<b>98,590</b>	
<b>13000 · Camp Program - Co-Pay</b>							
	13005 · Olympic Paralympic Training Center (OPTC)		7,560	-	9,477	11,520	24 - \$480/athlete at OT Facility
	13030 · 13-18 Junior Leadership Camp		920	-	-	-	
	13035 · Diversity Camp		525	-	-	750	50 @ \$15/athlete
	<b>Total 13000 · Camp Program - Co-Pay</b>		<b>9,005</b>	<b>-</b>	<b>9,477</b>	<b>12,270</b>	

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			Actuals	Actuals	Actuals	2023-24	Comment
						Budget	
14000 · Marketing Income							
14035 · Website Ads			550	400	350	1,000	
<b>Total 14000 · Marketing Income</b>			550	400	350	1,000	
14520 - Special Events Income							
14521 - In Kind Donations			-	11,883	-		
14522 - Special Event Donations			-	1,824	-		
14523 - Sales Proceeds			-	8,458	829		
<b>Total - 14520 - Special Event Income</b>			-	22,164	829		
14550 - Special Event Expenses							
14521 - In Kind Donations			-	(8,452)	-		
14522 - Other Direct Expenses			-	(235)			
14550 - Other Direct Expenses			-	-	(863)		
14553 - Merchant Fees			-	(635)	-		
<b>Total 14550 - Special Event Expenses</b>			-	(9,321)	(863)		
<b>Total 14500 - Special Events</b>			-	12,843	(34)		
<b>15000 - Merchandise Sales</b>							
15200 - Officials Apparel Sales			3,888	779	6,440	6,500	
15300 - A Medal Sales			2,968	-	339	1,000	
15000- Other Merchandise sales			-	-	-	-	
<b>Total 15000 Merchandise Sales</b>			6,855	779	6,779	7,500	
16000 · Other Income							
16005 · Meet Reg Surcharge			3,714	1,167	-		N/A as of 9/1/22
16006 · Meet Reg Rebate			(3,264)	(837)	-		N/A as of 9/1/22
16010 · Awards Banquet			2,775	-	3,802	3,000	adults \$25, 7-18 \$15
16040 · Fines			-	-	950	300	No Show at P/F Meet
16050 · Contributions			35,718	55,890	104	-	
16055 - Restricted Contributions			27,500	-	9,273	-	
16060 · Returned Check Fee			75	25	50	50	
16085 - Equipment Rental			240	30	585	100	
16100 - Misc. Income			-	-	-	-	
<b>Total 16000 · Other Income</b>			66,759	56,275	14,764	3,450	
17001 · Interest Income			60	26	41	40	

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	18001 - Point Redemption from CC		3,530	460	3,575	4,200	
<b>Total Income</b>			601,447	386,562	981,453	999,945	
<b>40002 - Merchandise Cost of Goods Sold</b>							
	40201 - Officials COGS		3,837	794	5,757	6,750	
	40301 - A Medals COGS		4,134	-	336	1,100	
<b>Total 40000 - Merchandise Cost of Goods Sold</b>			7,971	794	6,092	7,850	
<b>Gross Profit</b>			<b>593,475</b>	<b>385,768</b>	<b>975,361</b>	<b>992,095</b>	

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			2019-20	2020-21	2022-23	Estimated	
			Actuals	Actuals	Actuals	2023-24	Comment
						Budget	
<b>Expense</b>							
<b>52000 · National/Senior Program</b>							
	52015 · Sr. - Pro Swim Series/Others		1,800	1,500	2,400	3,000	\$300 stipend
	52020 · Sr. National Champs		6,750	6,500	11,500	7,000	\$300 stipend + \$400 airfare
	52035 · Jr. - Champ Meets		30,000	11,100	84,150	96,000	\$300 stipend + \$300 airfare
	52040 · Open Water Programs		-	300	-	700	\$300 stipend + \$400 airfare
	52060 · Club-Coach Travel		8,850	11,075	15,875	15,000	Stipend or airfare
	52070 · Club Development/Education		19,639	-	4,520	10,000	
	52095 · Sectionals		29,200	27,900	47,700	83,000	8 @ \$200 8 @ \$100
	52100 · Futures Meet		-	19,800	27,600	15,000	\$300/athlete
	<b>Total 52000 · National/Senior Program</b>		<b>96,239</b>	<b>78,175</b>	<b>193,745</b>	<b>229,700</b>	
<b>54000 · Age Group Programs</b>							
	54010 · Pac Coast All Star Meet		18,511	-	25,280	24,794	Location: So Cal?
	54015 · Western Zone Meet		1,292	-	89,923	113,203	Location: Boise or Elk Grove
	54025 · JO Meet Subsidy		-	-	-	-	
	54150 · Zone Challenge Meet-Host Zone		3,001	-	2,909	5,000	Zone 4
	54200 · Zone Challenge Meet (ZAM)		41,013	-	54,764	62,505	Increased expenses due to transportation
	<b>Total 54000 · Age Group Programs</b>		<b>63,817</b>	<b>-</b>	<b>172,876</b>	<b>205,502</b>	
<b>54500 · Camp Program</b>							
	54510 · SR Olympic Training Center		21,637	-	23,430	32,876	
	54535 · 13-18 Jr. Leadership Camp		861	-	-	-	
	54550 · Diversity Camp		2,637	-	-	3,000	
	<b>Total 54500 · Camp Program</b>		<b>25,135</b>	<b>-</b>	<b>23,430</b>	<b>35,876</b>	
<b>55000 · Disability Diversity, Equity &amp; Inclusion</b>							
	54610 - Disability Travel		-	-	-	600	
	55100 · Diversity Program Grants		14,980	16,000	7,220	20,000	
	55150 - MEFAP Sponsorship		16,082	1,443	6,631	8,000	
	55200 · Awareness Fund		1,110	-	3,200	1,000	
	55250 - Marketing		-	-	-	200	
	55400 - WZ Camp & Donation		-	-	-	4,000	
	55450 - WZ Membership Donation		1,521	285	1,643	2,000	
	<b>Total 55000 · Disability and Diversity</b>		<b>33,693</b>	<b>17,728</b>	<b>18,694</b>	<b>35,800</b>	

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						Budget	
55500 · Events							
55502 - Age Group Champs Awards				-	7,562	8,250	\$2750/meet
55502 - Age Group Champs Bag Tags		8,962	363	6,272	3,700		
55502B - FW Awards		5,484	-	3,328	8,500	\$4250/meet	
55508E - FW Bag Tags		-	-	3,355	4,000		
Total 55508 - Pacific Hosted Meets		(451)	10,363	20,517	24,450		
55510 - Annual Awards Banquet							
55515 · Banquet - Venue & Food		12,117	-	12,124	14,000	250 people	
55520 · Awards & Programs		4,035	-	3,063	5,000	Awards, Invites, Programs	
55521 - Awards Banquet - Professional Services		7,800	-	1,400	2,000	Photographer, Speaker	
<b>Total 55500 · Events</b>		<b>23,501</b>	<b>10,363</b>	<b>37,104</b>	<b>45,450</b>		
56000 · Chairman							
56020 · Volunteer Recognition		-	-	-	-		
56030 · Contingency		-	41	-	500		
56075 · Travel Expenses		50	-	-	500		
56200 · Legal Council		3,000	-	-	-		
<b>Total 56000 · Chairman</b>		<b>3,050</b>	<b>41</b>	<b>-</b>	<b>1,000</b>		
57000 · Treasurer							
57200 · Fees-Filing		160	97	200	160		
57300 · Fees-Accounting & Audit		37,903	26,991	31,399	30,700	Outside Accountant & Annual Audit	
57350 - Subscriptions & Dues				1,066	960		
57500 · Bank Service Charges		1,411	529	807	700		
57700 · Insurance		1,067	1,105	1,354	1,200	Equipment Insurance	
57800 - Bad Debt		-	-	1,583			
<b>Total 57000 · Treasurer</b>		<b>40,841</b>	<b>32,322</b>	<b>36,409</b>	<b>33,720</b>		
58000 · Officials							
58300 · Supplies/Copying		712	-	1,100	1,400		
58400 · Rule Books		2,001	-	2,276	2,300		
58500 · Equipment		1,054	-	369	1,900		
58600 · Clinics		26,614	-	13,071	15,000		
58700 · Motivational(Recruit/Retain)		1,475	62	5,418	8,000		
58800 · National Evaluators		821	-	2,251	4,000		

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			<b>2019-20 Actuals</b>	<b>2020-21 Actuals</b>	<b>2022-23 Actuals</b>	<b>Estimated 2023-24 Budget</b>	<b>Comment</b>
58900	· Officials to National Meets		3,792	-	4,150	8,000	Includes Olympic Trials
58950	· Lodging for Officials		939	-	7,234	8,000	
<b>Total 58000 · Officials</b>			<b>37,408</b>	<b>62</b>	<b>35,870</b>	<b>48,600</b>	

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59000 · Volunteers							
	59050 · Athlete Rep Programs		5,274	1,635	5,963	8,000	\$6500 Summit, other events \$1500
	59100 · Officials Background Check		-	36	74	56	
	59300 · Event Per Diem Allowance		1,850	-	9,800	13,300	OTC (500), PAC (250), WZ (650), DDEI (150)
	59400 · Seminars / Clinics		-	-	916	3,500	
	59450 · Safe Sport Program		455	-	-	1,000	
59500 · Meetings							
	59505 · Board of Directors		821	-	-	-	Virtual Meetings
	59510 · House of Delegates		3,524	-	4,257	5,000	Oct (Hybrid) May (In person?)
	59515 · Z4 HOD/BOD Attendance		472	-	-		Not Needed if Meetings are Virtual
60200 · USA Swimming Business Meeting and Workshop							
	60205 · Delegates		19,055	-	3,559	12,000	\$1,200 per delegate (10)
	60215 · Athletes		3,479	-	4,623	7,200	\$1,200 per athlete delegate (2+4)
<b>Total 59000 · Volunteers</b>			<b>35,302</b>	<b>1,671</b>	<b>29,192</b>	<b>50,056</b>	
62000 · Marketing							
	62100 · Web Site/Internet		1,123	1,227	1,647	1,600	WSD & Annual Fees
<b>Total 62000 · Marketing</b>			<b>1,123</b>	<b>1,227</b>	<b>1,647</b>	<b>1,600</b>	
63000 · Office Expenses							
	63100 · Telephone		1,960	1,652	2,488	2,700	\$225/month
	63150 · Conference Call Services		2,113	398	800	500	Zoom
	63300 · Postage		458	212	268	720	
	63400 · Supplies/Copying		3,799	355	2,732	1,300	
	63450 · Donations to other organization		-	-	-		
	63500 · Mileage		-	148	670	725	
	63600 · Repair & Maintenance		167	-	180		
	63625 · Office Equipment Purchases		1,433	-	1,327	1,500	
	63650 · Computer Purchases		-	-			
	63675 · Software Purchases		2,329	1,726	3,134	2,957	
	63700 · Storage Rental		6,486	5,769	6,514	7,088	Storage; POBox; Dropbox
<b>Total 63000 · Office Expenses</b>			<b>35,406</b>	<b>12,114</b>	<b>18,113</b>	<b>17,490</b>	

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70000 · Staff Expenses							
	70100 · Payroll						
	70105 · Salary & Wages		246,420	211,230	233,269	272,589	Adding PT Financial Position
	70110 · Employer Taxes		19,613	16,635	18,443	22,283	
	70112 · Workers Comp Expense		1,351	1,442	113	1,000	
	70115 · PTO Expense		4,096	(764)	(1,885)	2,025	
	70150 · Payroll Processing		1,613	1,558	1,603	1,632	
	66000 · Payroll Expenses		<u>0</u>	<u>-</u>	<u>0</u>	<u>-</u>	
<b>Total 70000 · Staff Expenses</b>			<b>273,094</b>	<b>230,101</b>	<b>251,543</b>	<b>299,529</b>	
70200 · Contractors							
	70215 - Other Professional Services		<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	1100 Hours at \$40/hour
<b>Total 70200 · Contractors</b>				<b>-</b>	<b>-</b>	<b>-</b>	
75000 - Miscellaneous			-	-			
<b>Total Expenses</b>			<b>668,609</b>	<b>383,804</b>	<b>818,625</b>	<b>1,004,323</b>	
<b>Total Income (Gross Profit)</b>			<b>593,475</b>	<b>385,768</b>	<b>975,361</b>	<b>992,095</b>	Adjusted Net Ordinary Income
<b>Net Ordinary Income</b>			<b>(75,133)</b>	<b>1,964</b>	<b>156,736</b>	<b>(12,228)</b>	<b>-\$4,228</b>
							\$8,000 from Restricted Assets
<b>Program Funding from Investments</b>							
	86000 · Wells Fargo Investment Fee		(31,215)	(33,798)	(59,888)	(32,000)	
	89500 - Interest on PCL		-	15,608	4,427		
	89501 - PCL Savings/payoff			-			Paid Off Jan 2023
	xxxxx - Covid Grants			989,550			
	88000 - Pacific Swimming Grants		36,775	-	4,436	-	
	89000 - Trials Events		-	14,013	-	92,000	Trials
	89100 · Memorial Scholarship		<u>-</u>	<u>-</u>	<u>2,000</u>	<u>1,000</u>	Nordberg Memorial Scholarship
			<b>41,879</b>	<b>1,003,563</b>	<b>6,436</b>	<b>92,000</b>	



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<b>Expenses by Category/Program</b>							
			\$	\$	\$		
	Senior Athletes		90,248	81,113	196,780	329,576	
	Age Group Athletes		78,263	363	193,394	229,952	
	Coach Support (Travel and Education)		30,339	11,075	30,195	38,300	
	DEI (Awareness, Grants, Camps)		36,329	18,694	18,694	38,800	
	Program Support (Officials, Safesport, Ath Reps)		21,626	991,247	28,762	42,600	
	Recognition (Awards, Awards Banquet)		23,952	-	16,587	21,000	
	Education (Clinics and Convention)		49,148	-	22,170	37,700	
	Administration (Board, Overhead/Fixed Expense)		122,384	45,739	58,918	58,866	
	Administration (Staff Wages and Insurance)		<u>273,094</u>	<u>230,101</u>	<u>251,543</u>	<u>299,529</u>	
	<b>Total Expenses</b>		<b>725,384</b>	<b>1,378,332</b>	<b>817,042</b>	<b>1,096,323</b>	
	Senior Athletes		12.44%	5.88%	24.08%	30.06%	
	Age Group Athletes		10.79%	0.03%	23.67%	20.97%	
	Coach Support (Travel and Education)		4.18%	0.80%	3.70%	3.49%	
	DEI (Awareness, Grants, Camps)		5.01%	1.36%	2.29%	3.54%	
	Program Support (Officials, Safesport, Ath Reps)		2.98%	71.92%	3.52%	3.89%	
	Recognition (Awards, Awards Banquet)		3.30%	0.00%	2.03%	1.92%	
	Education (Clinics and Convention)		6.78%	0.00%	2.71%	3.44%	
	Administration (Board, Overhead/Fixed Expense)		16.87%	3.32%	7.21%	5.37%	
	Administration (Staff Wages and Insurance)		<u>37.65%</u>	<u>16.69%</u>	<u>30.79%</u>	<u>27.32%</u>	
	<b>Total Expenses</b>		<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	