

**Pacific Swimming**  
**Estimated Annual Budget**  
**September 2021 through August 2022**

	Sep '21 - Aug 22	Budget
Total 60200 · USAS Convention	6,039.88	7,000.00
Total 59000 · Volunteers	16,188.23	21,300.00
62000 · Marketing		
62100 · Web Site/Internet	1,464.95	1,670.00
62300 · Marketing Expense	972.58	
Total 62000 · Marketing	2,437.53	1,670.00
63000 · Office Expenses		
63100 · Telephone & Internet	1,619.90	1,632.00
63150 · Conference Call Services	720.00	610.00
63300 · Postage	633.99	500.00
63400 · Supplies/Copying	1,374.09	1,000.00
63500 · Mileage	247.52	150.00
63600 · Repair & Maintenance	118.90	150.00
63625 · Office Equipment Purchases	2,883.59	1,500.00
63675 · Software Purchases	2,348.04	1,659.00
63700 · Storage Rentals	5,890.88	5,772.00
Total 63000 · Office Expenses	15,836.91	12,973.00
70000 · Staff Expenses		
70100 · Payroll		
66000 · Payroll Expenses	(0.01)	0.00
70105 · Salary & Wages	215,371.29	213,664.00
70110 · Employer Taxes	16,953.93	16,996.00
70112 · Workers Comp Expense	151.95	1,442.00
70115 · PTO Expense	540.71	1,404.00
70150 · Payroll Processing	1,657.00	1,563.00
Total 70100 · Payroll	234,674.87	235,069.00
Total 70000 · Staff Expenses	234,674.87	235,069.00
Total Expense	579,030.29	671,341.00
Net Ordinary Income	355,883.53	129,185.00
Other Income		
86500 · Other Income ERC	78,376.57	
85000 · Investment Income		
85100 · Dividend Income	90,280.54	0.00
85200 · Interest Income	140.40	0.00
85300 · LT Capital Gain Dist	6,563.41	
85400 · Realized Gain	88,515.78	0.00
85600 · Unrealized Gain	(566,048.03)	0.00
85625 · Board Desig Funds Gain/(Loss)	(25,859.94)	0.00
Total 85000 · Investment Income	(406,407.84)	0.00
86000 · Wells Fargo Investment Fee	(34,617.12)	0.00
Total Other Income	(362,648.39)	0.00
Other Expense		
89500 · Interest and Finance Charges	15,471.04	0.00
Total Other Expense	15,471.04	0.00

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55400 · Diversity Camp Donation	(738.40)	2,954.00
<b>Total 55000 · Diversity</b>	<b>6,017.10</b>	<b>26,464.00</b>
<b>55500 · Events</b>		
55502 · Awards and Bag Tags		
55508E · FW Bag Tags	3,399.15	4,000.00
55502A · JO Awards	7,646.46	9,000.00
55502B · Far Western Awards	7,425.78	6,000.00
55502C · JO Bag Tags	3,258.81	3,600.00
<b>Total 55502 · Awards and Bag Tags</b>	<b>21,730.20</b>	<b>22,600.00</b>
55510 · Annual Awards Banquet		
55520 · Awards & Programs	849.01	2,000.00
<b>Total 55510 · Annual Awards Banquet</b>	<b>849.01</b>	<b>2,000.00</b>
<b>Total 55500 · Events</b>	<b>22,579.21</b>	<b>24,600.00</b>
<b>56000 · Chairman</b>		
56030 · Contingency	0.00	500.00
<b>Total 56000 · Chairman</b>	<b>0.00</b>	<b>500.00</b>
<b>57000 · Treasurer</b>		
57200 · Fees-Filing	100.00	160.00
57300 · Fees-Accounting & Audit	25,861.50	30,700.00
57400 · Consulting Services	3,000.00	3,600.00
57500 · Bank Service Charges	1,002.02	700.00
57700 · Insurance	1,125.00	1,105.00
<b>Total 57000 · Treasurer</b>	<b>31,088.52</b>	<b>36,265.00</b>
<b>58000 · Officials</b>		
58300 · Supplies/Copying	1,572.34	750.00
58400 · Rule Books	0.00	2,000.00
58500 · Equipment	77.01	0.00
58600 · Clinics	0.00	300.00
58700 · Motivational(Recruit/Retain)	4,138.53	2,000.00
58800 · National Evaluators	914.85	2,000.00
58950 · Lodging for Officials	4,036.44	0.00
<b>Total 58000 · Officials</b>	<b>10,739.17</b>	<b>7,050.00</b>
<b>59000 · Volunteers</b>		
59050 · Athlete Rep Program	4,512.35	4,000.00
59100 · Officials Background Check	36.00	0.00
59300 · Event Per Diem Allowance	5,600.00	4,300.00
59400 · Seminars / Clinics	0.00	2,000.00
59450 · Safe Sport Program	0.00	1,000.00
59500 · Meetings		
59510 · House of Delegates	0.00	3,000.00
<b>Total 59500 · Meetings</b>	<b>0.00</b>	<b>3,000.00</b>
<b>60200 · USAS Convention</b>		
60205 · Delegates	3,475.16	5,000.00
60215 · Athletes	2,564.72	2,000.00

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16006 · Meet Reg Rebate	(3,550.00)	(4,100.00)
16040 · Fines	125.00	0.00
16050 · Contributions	49,432.00	500.00
16060 · Returned Check Fee	125.00	50.00
16085 · Equipment Rental	300.00	0.00
16100 · Miscellaneous Income	66.98	0.00
<b>Total 16000 · Other Income</b>	<b>50,547.98</b>	<b>950.00</b>
17000 · Interest Income	2,408.53	25.00
18000 · Point Redemption from CC	1,400.00	1,000.00
<b>Total Income</b>	<b>940,593.11</b>	<b>806,007.00</b>
40000 · Merchandise Cost of Goods Sold		
40200 · Officials COGS	4,049.43	3,000.00
40300 · A Medals COGS	1,629.86	2,481.00
<b>Total 40000 · Merchandise Cost of Goods Sold</b>	<b>5,679.29</b>	<b>5,481.00</b>
<b>Total COGS</b>	<b>5,679.29</b>	<b>5,481.00</b>
<b>Gross Profit</b>	<b>934,913.82</b>	<b>800,526.00</b>
<b>Expense</b>		
52000 · National/Senior Program		
52015 · Sr. - Pro Swim Series/Others	600.00	6,000.00
52020 · Sr. National Champs	5,100.00	6,300.00
52035 · Jr. - Champ Meets	32,550.00	36,000.00
52040 · Open Water Programs	300.00	300.00
52060 · Club-Coach Travel	10,800.00	15,000.00
52070 · Club Development/Education	0.00	5,000.00
52095 · Sectionals	72,500.00	43,500.00
52100 · Futures Meet	0.00	21,000.00
<b>Total 52000 · National/Senior Program</b>	<b>121,850.00</b>	<b>133,100.00</b>
54000 · Age Group Programs		
54010 · Pac Coast All Star Meet	9,165.01	16,345.00
54015 · Western Zone Meet	85,048.51	74,005.00
54025 · Meet Subsidy	1,345.29	5,000.00
54150 · Zone Challenge Meet-Host Zone	4,368.14	5,000.00
54200 · Zone Challenge Meet	12,726.66	43,000.00
<b>Total 54000 · Age Group Programs</b>	<b>112,653.61</b>	<b>143,350.00</b>
54500 · Camp Program		
54510 · SR Olympic Training Center	0.00	22,000.00
54550 · Diversity Camp	0.00	2,000.00
54560 · Other Camp	4,965.14	5,000.00
<b>Total 54500 · Camp Program</b>	<b>4,965.14</b>	<b>29,000.00</b>
55000 · Diversity		
54610 · Travel	0.00	300.00
55100 · Diversity Program Grants	500.00	12,500.00
55150 · MEFAP Sponsorship	6,255.50	10,085.00
55200 · Awareness Fund	0.00	625.00

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Ordinary Income/Expense		
Income		
Membership-USA Swim Fees		
11000 - Membership		
11005 - Athlete	1,315,168.45	1,150,765.00
11007 - Flex -2021	340.00	0.00
11010 - Non-Athlete	121,499.00	108,650.00
11015 - Club	25,720.00	24,780.00
11030 - Overpayments	253.60	25.00
11035 - Transfers Processing Fee	4,290.00	6,300.00
Total 11000 - Membership	1,467,271.05	1,290,520.00
51000 - USA Swim Fees		
51015 - Annual Athlete	(986,090.00)	(859,300.00)
51017 - Flex- 2021	(220.00)	0.00
51020 - Seasonal	(33,720.00)	(38,310.00)
51030 - Non-Athlete	(104,854.00)	(93,060.00)
51040 - Club / Organization	(7,335.00)	(7,360.00)
Total 51000 - USA Swim Fees	(1,132,219.00)	(998,030.00)
Total Membership-USA Swim Fees	335,052.05	292,490.00
11500 - Meet Fees LSC		
11505 - Entry Fees	487,060.10	425,000.00
11510 - Sanctions	8,877.50	10,000.00
11515 - Late Payment Penalty	2,076.24	1,000.00
Total 11500 - Meet Fees LSC	498,013.84	436,000.00
12500 - Age Group Program - Co-Pay		
12505 - Western Zone	40,625.00	37,008.00
12510 - Pacific Coast	1,664.00	2,880.00
12515 - Zone Challenge Meet	2,730.00	21,000.00
12500 - Age Group Program - Co-Pay - Other	315.00	
Total 12500 - Age Group Program - Co-Pay	45,334.00	60,888.00
13000 - Camp Program - Co-Pay		
13005 - SR Olympic Training Center	0.00	7,560.00
13035 - Diversity Camp	0.00	525.00
13040 - Other Camp	1,064.00	750.00
Total 13000 - Camp Program - Co-Pay	1,064.00	8,835.00
14000 - Marketing Income		
14035 - Website Ads	1,150.00	500.00
Total 14000 - Marketing Income	1,150.00	500.00
15000 - Merchandise Sales		
15200 - Officials Apparel Sales	4,059.50	2,940.00
15300 - A Medal Sales	1,563.21	2,379.00
Total 15000 - Merchandise Sales	5,622.71	5,319.00
16000 - Other Income		
16005 - Meet Reg Surcharge	4,049.00	4,500.00