

**Pacific Swimming**  
**DRAFT 2018-19 Statement of Activities Budget Performance**  
September 2018 through January 2019

	Sep 18	Budget	Oct 18	Budget	Nov 18	Budget	Dec 18
<b>Ordinary Income/Expense</b>							
Income							
Membership-USA Swim Fees	31,975.00	40,139.00	22,437.00 1	29,227.00	36,412.00	47,678.00	101,441.00
11500 · Meet Fees LSC	25,356.55	20,560.00	59,988.60	61,375.00	15,403.74 2	69,185.00	42,842.85
11700 · Pacific Hosted Meets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
12500 · Age Group Program - Co-Pay	0.00	0.00	0.00	0.00	0.00	0.00	0.00
13000 · Camp Program - Co-Pay	0.00	2,560.00	0.00	0.00	940.00	750.00	0.00
14000 · Marketing Income	50.00	50.00	200.00	100.00	0.00	150.00	100.00
15000 · Merchandise Sales	0.00		3,162.14		293.40		296.45
16000 · Other Income	0.00	25.00	9,980.55 3.	3,245.00	(340.00)	(555.00)	6,824.75 4.
17000 · Interest Income	16.44	15.00	19.37	15.00	16.19	15.00	16.51
18000 · Point Redemption from CC	0.00	300.00	1,000.00	300.00	1,560.00	300.00	0.00
<b>Total Income</b>	<b>57,397.99</b>	<b>63,649.00</b>	<b>96,787.66</b>	<b>94,262.00</b>	<b>54,285.33</b>	<b>117,523.00</b>	<b>151,521.56</b>
<b>Total COGS</b>	<b>(6.44)</b>		<b>3,395.70</b>		<b>492.19</b>		<b>350.31</b>
<b>Gross Profit</b>	<b>57,404.43</b>	<b>63,649.00</b>	<b>93,391.96</b>	<b>94,262.00</b>	<b>53,793.14</b>	<b>117,523.00</b>	<b>151,171.25</b>
Expense							
52000 · National/Senior Program	15,000.00	0.00	0.00	20,000.00	88.00	1,950.00	86,575.00 5.
54000 · Age Group Programs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
54500 · Camp Program	0.00	8,000.00	0.00	0.00	4,798.19	3,300.00	0.00
54600 · Disability	0.00	0.00	0.00	0.00	0.00	0.00	0.00
55000 · Diversity	86.80	300.00	1,285.00	800.00	11,677.20	900.00	1,888.95
55500 · Events	0.00	0.00	20,036.40	16,600.00	0.00	0.00	3,221.90
56000 · Chairman	0.00	20.00	3,000.00	2,200.00	0.00	350.00	0.00
57000 · Treasurer	1,225.09	1,640.00	1,640.00	1,540.00	3,200.88	2,740.00	5,288.04
58000 · Officials	200.00	100.00	33,395.67	33,300.00	1,427.64	2,300.00	5,357.75
59000 · Volunteers	21,922.29	23,846.00	4,643.17	5,943.00	323.30	2,124.00	38.00
62000 · Marketing	19.95	92.00	169.95	240.00	67.93	92.00	19.95
63000 · Office Expenses	2,271.28	2,530.00	2,487.57	2,730.00	2,365.43	3,070.00	4,125.36
70000 · Staff Expenses	22,087.04	22,668.33	23,706.96	21,559.34	19,876.95	21,559.33	25,075.00
70200 · Contractors	600.00	600.00	5,100.00 6	600.00	600.00	600.00	600.00
75000 · Miscellaneous	0.00	0.00	590.00 7	0.00	0.00	0.00	0.00
<b>Total Expense</b>	<b>63,412.45</b>	<b>59,796.33</b>	<b>96,054.72</b>	<b>105,512.34</b>	<b>44,425.52</b>	<b>38,985.33</b>	<b>132,189.95</b>
<b>Net Ordinary Income</b>	<b>(6,008.02)</b>	<b>3,852.67</b>	<b>(2,662.76)</b>	<b>(11,250.34)</b>	<b>9,367.62</b>	<b>78,537.67</b>	<b>18,981.30</b>

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	<u>Sep 18</u>	<u>Budget</u>	<u>Oct 18</u>	<u>Budget</u>	<u>Nov 18</u>	<u>Budget</u>	<u>Dec 18</u>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
85000 - Investment Income	22,033.30	0.00	(121,458.23)	0.00	35,392.46	0.00	(183,440.00)
86000 - Wells Fargo Investment Fee	0.00	0.00	(7,922.94)	(7,700.00)	0.00	0.00	0.00
87000 - Foreign Tax Withholding WF Inv	0.00	(110.00)	0.00	(110.00)	(134.21)	(110.00)	0.00
<b>Total Other Income</b>	<u>22,033.30</u>	<u>(110.00)</u>	<u>(129,381.17)</u>	<u>(7,810.00)</u>	<u>35,258.25</u>	<u>(110.00)</u>	<u>(183,440.00)</u>
<b>Other Expense</b>							
88000 - Pacific Swimming Grants	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00
89200 - Special Projects	0.00	0.00	25,881.02	25,000.00	0.00	0.00	0.00
<b>Total Other Expense</b>	<u>0.00</u>	<u>0.00</u>	<u>25,881.02</u>	<u>25,000.00</u>	<u>0.00</u>	<u>10,000.00</u>	<u>0.00</u>

**Notes:**

1. Pacific is seeing a 4% decrease in athlete membership
2. Significant loss in revenue due cancelled meets (Camp Fire smoke)
3. Revenue from Awards Banquest, Tom Shields Clinic and Leap 2 Award
4. Received reimbursement check from PVH for Far Western awards
5. 96 athletes and 13 Relay only athletes attended in 2018 compared to 60 athletes and 13 Relay only athletes in 2017
6. Payment to Tom Shields
7. Pool Rental and lunch for Shields Clinic

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	<u>Budget</u>	<u>Jan 19</u>	<u>Budget</u>	<u>Sep '18 - Jan 19</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
Membership-USA Swim Fees	114,900.00	18,033.38	21,694.00	210,298.38	253,638.00	306,378.00
11500 · Meet Fees LSC	30,775.00	20,416.05	25,675.00	164,007.79	207,570.00	489,115.00
11700 · Pacific Hosted Meets	0.00	0.00	0.00	0.00	0.00	179,000.00
12500 · Age Group Program - Co-Pay	0.00	7,920.00	7,040.00	7,920.00	7,040.00	78,020.00
13000 · Camp Program - Co-Pay	0.00	0.00	0.00	940.00	3,310.00	15,030.00
14000 · Marketing Income	100.00	200.00	150.00	550.00	550.00	1,050.00
15000 · Merchandise Sales		745.27		4,497.26		
16000 · Other Income	365.00	160.00	85.00	16,625.30	3,165.00	4,233.00
17000 · Interest Income	15.00	16.23	15.00	84.74	75.00	180.00
18000 · Point Redemption from CC	300.00	0.00	300.00	2,560.00	1,500.00	3,600.00
<b>Total Income</b>	<u>146,455.00</u>	<u>47,490.93</u>	<u>54,959.00</u>	<u>407,483.47</u>	<u>476,848.00</u>	<u>1,076,606.00</u>
<b>Total COGS</b>		<u>961.40</u>		<u>5,193.16</u>		
<b>Gross Profit</b>	146,455.00	46,529.53	54,959.00	402,290.31	476,848.00	1,076,606.00
<b>Expense</b>						
52000 · National/Senior Program	77,825.00	500.00	3,300.00	102,163.00	103,075.00	180,875.00
54000 · Age Group Programs	0.00	14,771.53	14,195.00	14,771.53	14,195.00	163,135.00
54500 · Camp Program	0.00	0.00	0.00	4,798.19	11,300.00	41,500.00
54600 · Disability	0.00	0.00	0.00	0.00	0.00	600.00
55000 · Diversity	13,200.00	746.30	600.00	15,684.25	15,800.00	38,400.00
55500 · Events	3,350.00	0.00	0.00	23,258.30	19,950.00	190,540.00
56000 · Chairman	350.00	2,000.00	350.00	5,000.00	3,270.00	6,240.00
57000 · Treasurer	5,440.00	10,285.73	6,640.00	21,639.74	18,000.00	33,250.00
58000 · Officials	3,100.00	0.00	600.00	40,381.06	39,400.00	64,000.00
59000 · Volunteers	671.00	576.00	2,371.00	27,502.76	34,955.00	53,476.00
62000 · Marketing	20.00	169.95	240.00	447.73	684.00	1,580.00
63000 · Office Expenses	3,070.00	2,119.36	2,775.00	13,369.00	14,175.00	35,380.00
70000 · Staff Expenses	21,786.34	22,587.97	23,276.33	113,333.92	110,849.67	274,075.00
70200 · Contractors	600.00	600.00	600.00	3,000.00	3,000.00	7,200.00
75000 · Miscellaneous	0.00	0.00		590.00	0.00	0.00
<b>Total Expense</b>	<u>129,412.34</u>	<u>54,356.84</u>	<u>54,947.33</u>	<u>385,939.48</u>	<u>388,653.67</u>	<u>1,090,251.00</u>
<b>Net Ordinary Income</b>	17,042.66	(7,827.31)	11.67	16,350.83	88,194.33	(13,645.00)

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<b>Other Income/Expense</b>						
<b>Other Income</b>						
85000 - Investment Income	0.00	153,859.60		(93,612.87)	0.00	0.00
86000 - Wells Fargo Investment Fee	0.00	(7,200.07)	(7,700.00)	(15,123.01)	(15,400.00)	(31,000.00)
87000 - Foreign Tax Withholding WF Inv	(110.00)	0.00	(110.00)	(134.21)	(550.00)	(1,320.00)
<b>Total Other Income</b>	(110.00)	146,659.53	(7,810.00)	(108,870.09)	(15,950.00)	(32,320.00)
<b>Other Expense</b>						
88000 - Pacific Swimming Grants	10,000.00	6,892.52	10,000.00	6,892.52	30,000.00	50,000.00
89200 - Special Projects	0.00	0.00	0.00	25,881.02	25,000.00	25,000.00
<b>Total Other Expense</b>	10,000.00	6,892.52	10,000.00	32,773.54	55,000.00	75,000.00