

Pacific Swimming  
Actual vs Budget by Quarter  
September 2016 through August 2017

	Sep - Nov 16		Dec '16 - Feb 17		Mar - May 17		Jun - Aug 17		TOTAL Sep '16 - Aug 17	
	Budget		Budget		Budget		Budget		Budget	
Ordinary Income/Expense										
Income										
Membership-USA Swim Fees	135,149.00	131,635.00	176,727.00	174,245.00	11,906.00	26,055.00	0.00	33,860.00	323,782.00	365,795.00
11500 · Meet Fees LSC	152,550.63	163,050.00	133,653.45	146,225.00	70,779.87	147,300.00	0.00	151,875.00	356,983.95	608,450.00
12500 · Age Group Program - Co-Pay	0.00	0.00	3,680.00	3,680.00	17,106.50	19,110.00	0.00	36,000.00	20,786.50	58,790.00
13000 · Camp Program - Co-Pay	745.00	3,600.00	7,200.00	2,880.00	0.00	7,920.00	0.00	0.00	7,945.00	14,400.00
14000 · Marketing Income	350.00	250.00	100.00	100.00	1,150.00	0.00	0.00	150.00	1,600.00	500.00
15000 · Merchandise Sales	5,682.10		1,501.45		549.45		0.00		7,733.00	
16000 · Other Income	2,113.51	4,025.00	1,030.00	-500.00	-133.50	900.00	0.00	425.00	3,010.01	4,850.00
17000 · Interest Income	45.55	60.00	47.55	60.00	0.00	60.00	0.00	60.00	93.10	240.00
18000 · Point Redemption from CC	1,000.00	750.00	1,000.00	750.00	0.00	1,000.00	0.00	500.00	2,000.00	3,000.00
Total Income	297,635.79	303,370.00	324,939.45	327,440.00	101,358.32	202,345.00	0.00	222,870.00	723,933.56	1,056,025.00
Cost of Goods Sold										
40000 · Merchandise Cost of Goods Sold	4,780.03		2,922.57		334.32		0.00		8,036.92	
Total COGS	4,780.03		2,922.57		334.32		0.00		8,036.92	
Gross Profit	292,855.76	303,370.00	322,016.88	327,440.00	101,024.00	202,345.00	0.00	222,870.00	715,896.64	1,056,025.00
Expense										
52000 · National/Senior Program	15,000.00	23,700.00	86,550.00	70,600.00	9,000.00	17,700.00	0.00	141,050.00	110,550.00	253,050.00
54000 · Age Group Programs	0.00	1,249.97	12,892.27	12,840.01	48,799.82	54,455.01	0.00	81,470.01	61,692.09	150,015.00
54500 · Camp Program	3,354.33	13,000.00	23,531.33	20,000.00	0.00	12,500.00	0.00	0.00	26,885.66	45,500.00
54600 · Disability	0.00	400.00	0.00	600.00	0.00	600.00	0.00	400.00	0.00	2,000.00
55000 · Diversity	12,285.40	16,100.00	2,410.75	2,150.00	932.05	16,400.00	0.00	3,850.00	15,628.20	38,500.00
55500 · Events	16,346.33	18,000.00	18,306.58	10,000.00	18,554.84	2,500.00	0.00	2,500.00	53,207.75	33,000.00
56000 · Chairman	691.77	1,150.00	572.64	4,075.00	4,380.72	1,975.00	0.00	1,050.00	5,645.13	8,250.00
57000 · Treasurer	8,795.17	7,620.00	15,014.97	9,830.00	3,122.95	6,120.00	0.00	6,080.00	26,933.09	29,650.00
58000 · Officials	32,030.86	30,010.00	6,277.95	8,790.00	8,824.24	11,840.00	0.00	13,760.00	47,133.05	64,400.00
59000 · Volunteers	23,142.58	27,035.00	3,188.14	4,553.00	2,575.40	5,475.00	0.00	3,302.00	28,906.12	40,365.00
62000 · Marketing	623.10	1,050.00	664.85	1,050.00	189.90	1,050.00	0.00	790.00	1,477.85	3,940.00
63000 · Office Expenses	8,933.41	12,910.00	8,311.71	12,790.00	5,287.65	12,230.00	0.00	10,645.00	22,532.77	48,575.00
70000 · Staff Expenses	60,080.59	63,640.00	66,850.20	64,020.00	42,552.63	64,020.00	0.00	64,020.00	169,483.42	255,700.00
70200 · Contractors	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	1,800.00	0.00	1,800.00	5,400.00	7,200.00
Total Expense	183,083.54	217,664.97	246,371.39	223,098.01	146,020.20	208,665.01	0.00	330,717.01	575,475.13	980,145.00
Net Ordinary Income	109,772.22	85,705.03	75,645.49	104,341.99	-44,996.20	-6,320.01	0.00	-107,847.01	140,421.51	75,880.00

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	Sep - Nov 16	Budget	Dec '16 - Feb 17	Budget	Mar - May 17	Budget	Jun - Aug 17	Budget	Sep '16 - Aug 17	Budget
<b>Other Income</b>										
85000 - Investment Income	7,905.46		167,310.94	0.00	50,011.90	0.00	0.00	0.00	225,228.30	0.00
86000 - Wells Fargo Investment Fee	-6,278.24	0.00	-6,430.33	0.00	-6,777.36	0.00	0.00	0.00	-19,485.93	0.00
87000 - Foreign Tax Withholding WF Inv	-111.25	0.00	-326.32	0.00	0.00	0.00	0.00	0.00	-437.57	0.00
<b>Total Other Income</b>	<b>1,515.97</b>	<b>0.00</b>	<b>160,554.29</b>	<b>0.00</b>	<b>43,234.54</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>205,304.80</b>	<b>0.00</b>
<b>Other Expense</b>										
88000 - Pacific Swimming Grants	0.00	0.00	7,173.89	50,000.00	3,803.88	0.00	0.00	0.00	10,977.77	50,000.00
89000 - Trials Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,500.00	0.00	19,500.00
89200 - Special Projects	0.00	11,250.00	0.00	11,250.00	0.00	11,250.00	0.00	11,250.00	0.00	45,000.00
<b>Total Other Expense</b>	<b>0.00</b>	<b>11,250.00</b>	<b>7,173.89</b>	<b>61,250.00</b>	<b>3,803.88</b>	<b>11,250.00</b>	<b>0.00</b>	<b>30,750.00</b>	<b>10,977.77</b>	<b>114,500.00</b>