



## Fiscal Year 2023 Budget

### Income

|                     |           |                         |
|---------------------|-----------|-------------------------|
| Registrations       | \$        | 220,200.00 <sup>1</sup> |
| Splash Fees         |           | 395,000.00              |
| Age Group           |           | 60,000.00               |
| Senior              |           | 25,000.00               |
| Open Water          |           | 2,500.00 <sup>2</sup>   |
| Administration      |           | 14,000.00 <sup>3</sup>  |
| Miscellaneous       |           | <u>10,000.00</u>        |
| <b>Total Income</b> | <b>\$</b> | <b>726,700.00</b>       |

### Expenses

|                             |           |                                     |
|-----------------------------|-----------|-------------------------------------|
| Administration Division     | \$        | 459,856.50                          |
| Registration                |           | 14,960.00                           |
| Finance                     |           | 16,250.00 <sup>4</sup>              |
| Athletic Performance        |           | 229,500.00 <sup>5</sup>             |
| Operations                  |           | <u>21,000.00</u>                    |
| <b>Total Expenses</b>       | <b>\$</b> | <b>726,606.50</b>                   |
| <b>Net Operating Income</b> | <b>\$</b> | <b>93.50</b>                        |
| <b>Other Income</b>         | <b>\$</b> | <b><u>14,000.00</u><sup>6</sup></b> |
| <b>Net Income</b>           | <b>\$</b> | <b>14,093.50</b>                    |

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<sup>1</sup> USA Swimming to manage a majority of registrations starting next year. Estimated 10,000 full price athletes, 120 clubs, 1200 non-athletes & 220 unattached athletes.

<sup>2</sup> Eastern Zone Championship stipend

<sup>3</sup> Credit card processing fee

<sup>4</sup> Credit card fee expense included here

<sup>5</sup> Age Group budget increased almost 10%, Senior increase by almost 50%, open water increase by almost 10%

<sup>6</sup> Interest Income/Investment income