	2016	2017	2018	2019	Total
Income					
Investment Income					
Checking/Savings	$ 1,660	$ 1,660	$ 1,620	$ 1,600	$ 6,540
Total Investment Income	$ 1,660	$ 1,660	$ 1,620	$ 1,600	$ 6,540
Meet Income					
Medals/Bag Tags	$ (3,200)	$ (3,200)	$ (3,200)	$ (3,200)	$ (12,800)
Fines/Fees	$ -	$ -	$ -	$ -	$ -
Officials Shirts	$ (6,500)	$ (6,500)	$ (6,800)	$ (6,800)	$ (26,600)
Sanction Fees	$ 5,025	$ 5,600	$ 6,000	$ 6,250	$ 22,875
Splash Fees	$ 53,556	$ 57,000	$ 59,500	$ 60,700	$ 230,756
Total Meet Income	$ 48,881	$ 52,900	$ 55,500	$ 56,950	$ 214,231
Registration					
Club	$ 910	$ 910	$ 910	$ 910	$ 3,640
Individual	$ 2,970	$ 3,200	$ 3,400	$ 3,400	$ 12,970
Seasonal	$ 5,821	$ 6,520	$ 6,520	$ 6,520	$ 25,381
Swimmer	$ 31,800	$ 35,000	$ 37,000	$ 37,850	$ 141,650
Transfers	$ 40	$ 40	$ 40	$ 40	$ 160
Total Registrations	$ 41,541	$ 45,860	$ 48,160	$ 48,720	$ 184,281
USA Swimming Grant	$ 4,000	$ 4,000	$ 4,000	$ 4,000	$ 16,000
Total Income	$ 96,082	$ 104,420	$ 109,280	$ 111,270	$ 421,052
Gross Profit	**$ 96,082**	**$ 104,420**	**$ 109,280**	**$ 111,270**	**$ 421,052**
Expense					
Administrative					
Employee Expense					
Payroll Expenses	*$ 31,449*	*$ 31,449*	*$ 31,449*	*$ 31,449*	*$ 125,796*
Payroll Software	*$ 370*	*$ 370*	*$ 370*	*$ 370*	*$ 1,480*
Workers Compensation Ins.	*$ 315*	*$ 315*	*$ 315*	*$ 315*	*$ 1,260*
Total Employee Expense	*$ 32,134*	*$ 32,134*	*$ 32,134*	*$ 32,134*	*$ 128,536*
ISI Office Expense					
Computer Hardware/equipment	*$ 900*	*$ 900*	*$ 900*	*$ 900*	*$ 3,600*
Computer software	*$ 480*	*$ 480*	*$ 480*	*$ 480*	*$ 1,920*
Postage	*$ 480*	*$ 480*	*$ 480*	*$ 480*	*$ 1,920*
Supplies	*$ 480*	*$ 480*	*$ 480*	*$ 480*	*$ 1,920*
Telephone/Internet	*$ 2,400*	*$ 2,400*	*$ 2,400*	*$ 2,400*	*$ 9,600*
Travel	*$ 1,200*	*$ 1,200*	*$ 1,200*	*$ 1,200*	*$ 4,800*
Total ISI Office Expense	*$ 5,940*	*$ 5,940*	*$ 5,940*	*$ 5,940*	*$ 23,760*
Other Administrative Expense					
BOD/HOD meetings	$ 960	$ 1,200	$ 1,600	$ 1,600	$ 5,360
Central Zones dues	$ 100	$ 100	$ 100	$ 100	$ 400
ISCA Fees	$ 120	$ 120	$ 120	$ 120	$ 480
Postage	$ 80	$ 80	$ 80	$ 80	$ 320
Prof. Services	$ 300	$ 350	$ 350	$ 350	$ 1,350
Seminars/Workshops	$ 120	$ 400	$ 600	$ 600	$ 1,720
Total Other Aministrative Expense	$ 1,680	$ 2,250	$ 2,850	$ 2,850	$ 9,630
Total Administrative	$ 39,754	$ 40,324	$ 40,924	$ 40,924	$ 161,926
Annual Iowa Awards Banquet	$ 2,500	$ 2,800	$ 2,800	$ 2,800	$ 10,900
Convention and Workshops					
National Convention	$ 9,000	$ 8,000	$ 8,500	$ 8,500	$ 34,000
Officials Workshops	*$ 900*	*$ 900*	*$ 900*	*$ 900*	*$ 3,600*
Other Workshops	$ 2,650	$ 2,650	$ 7,900	$ 3,100	$ 16,300
Total Convention and Workshops	$ 12,550	$ 11,550	$ 17,300	$ 12,500	$ 53,900
Meet Expenses					
All Stars					
Age Group chair/admin	*$ 7,500*	*$ 7,500*	*$ 7,500*	*$ 7,500*	*$ 30,000*
Total All Stars	*$ 7,500*	*$ 7,500*	*$ 7,500*	*$ 7,500*	*$ 30,000*
Athlete travel Reimbursement	*$ 25,000*	*$ 30,000*	*$ 30,000*	*$ 30,000*	*$ 115,000*
Zone Diversity Meet	*$ 2,500*	*$ 2,500*	*$ 2,500*	*$ 2,500*	*$ 10,000*
Zones Age Group	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*
Zones Age Group chair/admin	*$ 10,000*	*$ 10,000*	*$ 10,000*	*$ 10,000*	*$ 40,000*
Total Zones Age Group	*$ 10,000*	*$ 10,000*	*$ 10,000*	*$ 10,000*	*$ 40,000*
Zones Open Water	*$ 1,500*	*$ 1,500*	*$ 1,500*	*$ 1,500*	*$ 6,000*
Total Meet Expenses	*$ 46,500*	*$ 51,500*	*$ 51,500*	*$ 51,500*	*$ 201,000*
Officials Expenses					
Certification Fees	*$ (600)*	*$ (600)*	*$ (600)*	*$ (600)*	*$ (2,400)*
Clinics and Supplies	*$ 1,870*	*$ 760*	*$ 2,170*	*$ 760*	*$ 5,560*
Travel	*$ 3,900*	*$ 3,900*	*$ 3,900*	*$ 3,900*	*$ 15,600*
Total Officials Expenses	*$ 5,170*	*$ 4,060*	*$ 5,470*	*$ 4,060*	*$ 18,760*
Professional Development	*$ 5,500*	*$ 5,500*	*$ 5,500*	*$ 5,500*	*$ 22,000*
ISI Grants	*$ 5,000*	*$ 5,000*	*$ 5,000*	*$ 5,000*	*$ 20,000*
Safe Sport	*$ 1,450*	*$ 1,450*	*$ 1,450*	*$ 1,450*	*$ 5,800*
Swimmer Development					
Swimmer Leadership Development	$ 5,000	$ 5,000	$ 5,000	$ 5,000	$ 20,000
A+ Swimmer Development	$ 3,000	$ 3,000	$ 3,000	$ 3,000	$ 12,000
Q- Swimmer Development	$ 5,000	$ 5,000	$ 5,000	$ 5,000	$ 20,000
Sectional Swimmer Clinic	*$ -*	*$ -*	*$ -*	*$ -*	*$ -*
Total Swimmer Development	*$ 13,000*	*$ 13,000*	*$ 13,000*	*$ 13,000*	*$ 52,000*
Total Expenses	$ 131,424	$ 135,184	$ 142,944	$ 136,734	$ 546,286
Total Income	**$ (35,342)**	**$ (30,764)**	**$ (33,664)**	**$ (25,464)**	**$ (125,234)**

	2016	2017	2018	2019
Income - percentage change to previous year				
Investment Income				
Checking/Savings	72.9%	0.0%	-2.4%	-1.2%
Total Investment Income	72.9%	0.0%	-2.4%	-1.2%
Meet Income				
Medals/Bag Tags	28.0%	0.0%	0.0%	0.0%
Fines/Fees				
Officials Shirts		0.0%	4.6%	0.0%
Sanction Fees	20.2%	11.4%	7.1%	4.2%
Splash Fees	21.2%	6.4%	4.4%	2.0%
Total Meet Income	6.6%	8.2%	4.9%	2.6%
Registration				
Club	2.2%	0.0%	0.0%	0.0%
Individual	4.5%	7.7%	6.3%	0.0%
Seasonal	-13.7%	12.0%	0.0%	0.0%
Swimmer	-0.2%	10.1%	5.7%	2.3%
Transfers	-86.2%	0.0%	0.0%	0.0%
Total Registrations	-2.6%	10.4%	5.0%	1.2%
USA Swimming Grant		0.0%	0.0%	0.0%
Total Income	7.4%	8.7%	4.7%	1.8%
Gross Profit	**7.4%**	**8.7%**	**4.7%**	**1.8%**
Expense - percentage change to previous year				
Administrative				
Employee Expense				
Payroll Expenses	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Payroll Software	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Workers Compensation Ins.	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Total Employee Expense	*0.0%*	*0.0%*	*0.0%*	*0.0%*
ISI Office Expense				
Computer Hardware/equipment	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Computer software	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Postage	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Supplies	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Telephone/Internet	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Travel	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Total ISI Office Expense	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Other Administrative Expense				
BOD/HOD meetings	0.0%	25.0%	33.3%	0.0%
Central Zones dues	0.0%	0.0%	0.0%	0.0%
ISCA Fees	0.0%	0.0%	0.0%	0.0%
Postage	0.0%	0.0%	0.0%	0.0%
Prof. Services	0.0%	16.7%	0.0%	0.0%
Seminars/Workshops	0.0%	233.3%	50.0%	0.0%
Total Other Aministrative Expense	0.0%	33.9%	26.7%	0.0%
Total Administrative	0.0%	1.4%	1.5%	0.0%
Annual Iowa Awards Banquet	0.0%	12.0%	0.0%	0.0%
Convention and Workshops				
National Convention	28.6%	-11.1%	6.3%	0.0%
Officials Workshops	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Other Workshops	341.7%	0.0%	198.1%	-60.8%
Total Convention and Workshops	47.6%	-8.0%	49.8%	-27.7%
Meet Expenses				
All Stars				
Age Group chair/admin	*25.0%*	*0.0%*	*0.0%*	*0.0%*
Total All Stars	*25.0%*	*0.0%*	*0.0%*	*0.0%*
Athlete travel Reimbursement	*25.0%*	*20.0%*	*0.0%*	*0.0%*
Zone Diversity Meet	*66.7%*	*0.0%*	*0.0%*	*0.0%*
Zones Age Group				
Zones Age Group chair/admin	*42.9%*	*0.0%*	*0.0%*	*0.0%*
Total Zones Age Group	*42.9%*	*0.0%*	*0.0%*	*0.0%*
Zones Open Water	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Total Meet Expenses	*29.2%*	*10.8%*	*0.0%*	*0.0%*
Officials Expenses				
Certification Fees	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Clinics and Supplies	*146.1%*	*-59.4%*	*185.5%*	*-65.0%*
Travel	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Total Officials Expenses	*27.3%*	*-21.5%*	*34.7%*	*-25.8%*
Professional Development	*0.0%*	*0.0%*	*0.0%*	*0.0%*
ISI Grants				
Safe Sport	*0.0%*	*0.0%*	*0.0%*	*0.0%*
Swimmer Development				
Swimmer Leadership Development	0.0%	*0.0%*	*0.0%*	*0.0%*
A+ Swimmer Development	0.0%	*0.0%*	*0.0%*	*0.0%*
Q- Swimmer Development	0.0%	*0.0%*	*0.0%*	*0.0%*
Sectional Swimmer Clinic	*-100.0%*	*0.0%*	*0.0%*	*0.0%*
Total Swimmer Development	*1200.0%*	*0.0%*	*0.0%*	*0.0%*
Total Expenses	33.1%	2.9%	5.7%	-4.3%
Total Income	**279.5%**	**-13.0%**	**9.4%**	**-24.4%**

	2016	2017	2018	2019
Income - change to previous year				
Investment Income				
Checking/Savings	$ 700.00	$ -	$ (40.00)	$ (20.00)
Total Investment Income	$ 700.00	$ -	$ (40.00)	$ (20.00)
Meet Income		$ -	$ -	$ -
Medals/Bag Tags	$ (700.00)	$ -	$ -	$ -
Fines/Fees	$ -	$ -	$ -	$ -
Officials Shirts	$ (6,500.00)	$ -	$ (300.00)	$ -
Sanction Fees	$ 845.00	$ 575.00	$ 400.00	$ 250.00
Splash Fees	$ 9,386.00	$ 3,444.00	$ 2,500.00	$ 1,200.00
Total Meet Income	$ 3,031.00	$ 4,019.00	$ 2,600.00	$ 1,450.00
Registration	$ -	$ -	$ -	$ -
Club	$ 20.00	$ -	$ -	$ -
Individual	$ 128.00	$ 230.00	$ 200.00	$ -
Seasonal	$ (926.50)	$ 699.00	$ -	$ -
Swimmer	$ (72.00)	$ 3,200.00	$ 2,000.00	$ 850.00
Transfers	$ (249.00)	$ -	$ -	$ -
Total Registrations	$ (1,099.50)	$ 4,319.00	$ 2,300.00	$ 560.00
USA Swimming Grant	$ 4,000.00	$ -	$ -	$ -
Total Income	$ 6,631.50	$ 8,338.00	$ 4,860.00	$ 1,990.00
Gross Profit	**$ 6,631.50**	**$ 8,338.00**	**$ 4,860.00**	**$ 1,990.00**
Expense - change to previous year				
Administrative				
Employee Expense				
Payroll Expenses	$ -	$ -	$ -	$ -
Payroll Software	$ -	$ -	$ -	$ -
Workers Compensation Ins.	$ -	$ -	$ -	$ -
Total Employee Expense	$ -	$ -	$ -	$ -
ISI Office Expense	$ -	$ -	$ -	$ -
Computer Hardware/equipment	$ -	$ -	$ -	$ -
Computer software	$ -	$ -	$ -	$ -
Postage	$ -	$ -	$ -	$ -
Supplies	$ -	$ -	$ -	$ -
Telephone/Internet	$ -	$ -	$ -	$ -
Travel	$ -	$ -	$ -	$ -
Total ISI Office Expense	$ -	$ -	$ -	$ -
Other Administrative Expense				
BOD/HOD meetings	$ -	$ 240.00	$ 400.00	$ -
Central Zones dues	$ -	$ -	$ -	$ -
ISCA Fees	$ -	$ -	$ -	$ -
Postage	$ -	$ -	$ -	$ -
Prof. Services	$ -	$ 50.00	$ -	$ -
Seminars/Workshops	$ -	$ 280.00	$ 200.00	$ -
Total Other Aministrative Expense	$ -	$ 570.00	$ 600.00	$ -
Total Administrative	$ -	$ 570.00	$ 600.00	$ -
Annual Iowa Awards Banquet	$ -	$ 300.00	$ -	$ -
Convention and Workshops				
National Convention	$ 2,000.00	$ (1,000.00)	$ 500.00	$ -
Officials Workshops	$ -	$ -	$ -	$ -
Other Workshops	$ 2,050.00	$ -	$ 5,250.00	$ (4,800.00)
Total Convention and Workshops	$ 4,050.00	$ (1,000.00)	$ 5,750.00	$ (4,800.00)
Meet Expenses				
All Stars				
Age Group chair/admin	*$ 1,500.00*	$ -	$ -	$ -
Total All Stars	*$ 1,500.00*	$ -	$ -	$ -
Athlete travel Reimbursement	*$ 5,000.00*	*$ 5,000.00*	$ -	$ -
Zone Diversity Meet	*$ 1,000.00*	$ -	$ -	$ -
Zones Age Group				
Zones Age Group chair/admin	*$ 3,000.00*	$ -	$ -	$ -
Total Zones Age Group	*$ 3,000.00*	$ -	$ -	$ -
Zones Open Water	$ -	$ -	$ -	$ -
Total Meet Expenses	*$ 10,500.00*	*$ 5,000.00*	$ -	$ -
Officials Expenses	$ -	$ -	$ -	$ -
Certification Fees	$ -	$ -	$ -	$ -
Clinics and Supplies	*$ 1,110.00*	*$ (1,110.00)*	*$ 1,410.00*	*$ (1,410.00)*
Travel	$ -	$ -	$ -	$ -
Total Officials Expenses	*$ 1,110.00*	*$ (1,110.00)*	*$ 1,410.00*	*$ (1,410.00)*
Professional Development	$ -	$ -	$ -	$ -
ISI Grants	*$ 3,550.00*	$ -	$ -	$ -
Safe Sport	*$ 1,450.00*	$ -	$ -	$ -
Swimmer Development	$ (1,000.00)	$ -	$ -	$ -
Swimmer Leadership Development	$ 4,000.00	$ -	$ -	$ -
A+ Swimmer Development	$ (95,763.88)	$ -	$ -	$ -
Q- Swimmer Development	$ 14,313.38	$ -	$ -	$ -
Sectional Swimmer Clinic	$ -	$ -	$ -	$ -
Total Swimmer Development	*$ 13,000.00*	$ -	$ -	$ -
Total Expenses	$131,423.88	$ 3,760.00	$ 7,760.00	$ (6,210.00)
Total Income	**$ (35,341.88)**	**$ 4,578.00**	**$ (2,900.00)**	**$ 8,200.00**