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09/16/16

Accrual Basis

**Iowa Swimming, Inc.**  
**Profit & Loss Budget vs. Actual**  
**September 2015 through August 2016**

|                                           | Sep '15 - Aug 16 | Budget    | \$ Over Budget |
|-------------------------------------------|------------------|-----------|----------------|
| <b>Income</b>                             |                  |           |                |
| <b>Investment Income</b>                  |                  |           |                |
| Checking/Savings                          | 1,726.41         | 1,560.00  | 166.41         |
| <b>Total Investment Income</b>            | 1,726.41         | 1,560.00  | 166.41         |
| <b>Meet Income</b>                        |                  |           |                |
| Championship Medals / Bag Tags            | -1,625.44        | -3,000.00 | 1,374.56       |
| Meet penalties/fines                      | 850.00           | 0.00      | 850.00         |
| Officials' shirts                         | -7,027.00        | -5,900.00 | -1,127.00      |
| Sanction Fees                             | 5,310.00         | 4,165.00  | 1,145.00       |
| Splash Fees                               | 54,039.00        | 49,049.00 | 4,990.00       |
| <b>Total Meet Income</b>                  | 51,546.56        | 44,314.00 | 7,232.56       |
| <b>Registration</b>                       |                  |           |                |
| Club                                      | 1,080.00         | 0.00      | 1,080.00       |
| Individual                                | 3,381.00         | 0.00      | 3,381.00       |
| Seasonal                                  | 5,096.00         | 0.00      | 5,096.00       |
| Swimmer                                   | 31,560.00        | 0.00      | 31,560.00      |
| Transfers                                 | 320.00           | 0.00      | 320.00         |
| Registration - Other                      | -415.50          | 43,559.50 | -43,975.00     |
| <b>Total Registration</b>                 | 41,021.50        | 43,559.50 | -2,538.00      |
| <b>Total Income</b>                       | 94,294.47        | 89,433.50 | 4,860.97       |
| <b>Gross Profit</b>                       | 94,294.47        | 89,433.50 | 4,860.97       |
| <b>Expense</b>                            |                  |           |                |
| <b>Administrative</b>                     |                  |           |                |
| Employee Expense                          |                  |           |                |
| Miscellaneous                             | 78.50            | 0.00      | 78.50          |
| Payroll Expenses                          | 28,020.93        | 31,448.88 | -3,427.95      |
| Payroll software                          | 399.00           | 370.00    | 29.00          |
| Workers Compensation Ins                  | 194.00           | 343.00    | -149.00        |
| <b>Total Employee Expense</b>             | 28,692.43        | 32,161.88 | -3,469.45      |
| <b>ISI Office Expense</b>                 |                  |           |                |
| Computer hardware / equipment             | 900.00           | 900.00    | 0.00           |
| Computer software                         | 482.60           | 480.00    | 2.60           |
| Postage                                   | 303.56           | 480.00    | -176.44        |
| Printing                                  | 27.90            | 0.00      | 27.90          |
| Supplies                                  | 827.84           | 480.00    | 347.84         |
| Telephone/Internet                        | 2,103.90         | 2,400.00  | -296.10        |
| Travel                                    | 605.92           | 1,200.00  | -594.08        |
| <b>Total ISI Office Expense</b>           | 5,251.72         | 5,940.00  | -688.28        |
| <b>Other Administrative Expense</b>       |                  |           |                |
| Bank Services                             | 31.50            | 0.00      | 31.50          |
| BOD/HOD meetings                          | 0.00             | 1,960.00  | -1,960.00      |
| Central Zones dues                        | 100.00           | 100.00    | 0.00           |
| ISCA Expenses                             | 0.00             | 120.00    | -120.00        |
| Postage                                   | 105.17           | 60.00     | 45.17          |
| Prof Services                             | 0.00             | 250.00    | -250.00        |
| Seminars/Workshops                        | 0.00             | 120.00    | -120.00        |
| <b>Total Other Administrative Expense</b> | 236.67           | 2,610.00  | -2,373.33      |
| <b>Total Administrative</b>               | 34,180.82        | 40,711.88 | -6,531.06      |
| <b>Annual Iowa Awards Banquet</b>         | -993.00          | 2,500.00  | -3,493.00      |
| <b>Convention and Workshops</b>           |                  |           |                |
| National Convention                       | 9,043.26         | 9,000.00  | 43.26          |
| Officials Workshops                       | 624.20           | 0.00      | 624.20         |
| Other Workshops                           | 178.00           | 600.00    | -422.00        |
| <b>Total Convention and Workshops</b>     | 9,845.46         | 9,600.00  | 245.46         |
| <b>Meet Expenses</b>                      |                  |           |                |
| <b>All Stars</b>                          |                  |           |                |
| Age group chair / admin                   | 95.87            | 0.00      | 95.87          |
| Clothing/gear                             | 2,391.46         | 0.00      | 2,391.46       |
| Coaches expenses                          | 2,119.56         | 0.00      | 2,119.56       |
| Entry fees                                | -34.50           | 0.00      | -34.50         |
| All Stars - Other                         | 0.00             | 6,000.00  | -6,000.00      |
| <b>Total All Stars</b>                    | 4,572.39         | 6,000.00  | -1,427.61      |

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| Athlete Travel Reimbursement          | 23,999.99        | 24,000.00        | -0.01             |
| Zone Diversity Meet                   | 1,717.40         | 1,500.00         | 217.40            |
| Zones Age Group                       |                  |                  |                   |
| Clothing/gear                         | 4,129.25         | 0.00             | 4,129.25          |
| Coaches expenses                      | 2,730.63         | 0.00             | 2,730.63          |
| Entry fees                            | 938.50           | 0.00             | 938.50            |
| Zones Age Group - Other               | 0.00             | 7,000.00         | -7,000.00         |
| <b>Total Zones Age Group</b>          | <b>7,798.38</b>  | <b>7,000.00</b>  | <b>798.38</b>     |
| <b>Zones Open Water</b>               | <b>1,931.07</b>  | <b>1,500.00</b>  | <b>431.07</b>     |
| <b>Total Meet Expenses</b>            | <b>40,019.23</b> | <b>40,000.00</b> | <b>19.23</b>      |
| <b>Officials expenses</b>             |                  |                  |                   |
| Certifications fees                   | -245.00          | -550.00          | 305.00            |
| Iowa Officials Conference             | 0.00             | 1,000.00         | -1,000.00         |
| National Evaluators                   | 1,562.99         | 2,400.00         | -837.01           |
| Officials Exchange                    | 0.00             | 900.00           | -900.00           |
| Open Water Clinic                     | 0.00             | 450.00           | -450.00           |
| Referee Conference                    | 0.00             | 900.00           | -900.00           |
| Shirts for New Officials              | 0.00             | 400.00           | -400.00           |
| Travel                                | 328.20           | 0.00             | 328.20            |
| <b>Total Officials expenses</b>       | <b>1,646.19</b>  | <b>5,500.00</b>  | <b>-3,853.81</b>  |
| <b>Professional Development</b>       |                  |                  |                   |
| Coach Mentor Program                  | 0.00             | 0.01             | -0.01             |
| USA Swimming Grant                    | 0.00             | -0.01            | 0.01              |
| <b>Total Professional Development</b> | <b>0.00</b>      | <b>0.00</b>      | <b>0.00</b>       |
| <b>Safe Sport</b>                     | <b>0.00</b>      | <b>1,000.00</b>  | <b>-1,000.00</b>  |
| <b>Swimmer Development</b>            |                  |                  |                   |
| Sectional Swimmer Clinic              | 0.00             | 0.01             | -0.01             |
| <b>Total Swimmer Development</b>      | <b>0.00</b>      | <b>0.01</b>      | <b>-0.01</b>      |
| <b>Total Expense</b>                  | <b>84,698.70</b> | <b>99,311.89</b> | <b>-14,613.19</b> |
| <b>Net Income</b>                     | <b>9,595.77</b>  | <b>-9,878.39</b> | <b>19,474.16</b>  |