

11:44 AM

04/17/18

Accrual Basis

**Iowa Swimming, Inc.**  
**Profit & Loss Budget vs. Actual**  
**September 2017 through March 2018**

|                                 | Sep '17 - Mar 18 | Budget           | \$ Over Budget   |
|---------------------------------|------------------|------------------|------------------|
| <b>Income</b>                   |                  |                  |                  |
| Investment Income               |                  |                  |                  |
| Checking/Savings                | 988.60           | 1,110.00         | -121.40          |
| <b>Total Investment Income</b>  | <b>988.60</b>    | <b>1,110.00</b>  | <b>-121.40</b>   |
| Meet Income                     |                  |                  |                  |
| Meet penalties/fines            | 500.00           | 0.00             | 500.00           |
| Sanction Fees                   | 3,260.00         | 3,800.00         | -540.00          |
| Splash Fees                     | 46,725.00        | 51,965.00        | -5,240.00        |
| <b>Total Meet Income</b>        | <b>50,485.00</b> | <b>55,765.00</b> | <b>-5,280.00</b> |
| Registration                    |                  |                  |                  |
| Club                            | 1,280.00         | 970.00           | 310.00           |
| Individual                      | 3,136.00         | 3,133.00         | 3.00             |
| Seasonal                        | 1,160.00         | 1,033.00         | 127.00           |
| Swimmer                         | 33,504.00        | 34,500.00        | -996.00          |
| Transfers                       | 90.00            | 117.00           | -27.00           |
| Registration - Other            | 581.00           | 0.00             | 581.00           |
| <b>Total Registration</b>       | <b>39,751.00</b> | <b>39,753.00</b> | <b>-2.00</b>     |
| USA Swimming Grant              | 0.00             | 1,800.00         | -1,800.00        |
| <b>Total Income</b>             | <b>91,224.60</b> | <b>98,428.00</b> | <b>-7,203.40</b> |
| <b>Gross Profit</b>             | <b>91,224.60</b> | <b>98,428.00</b> | <b>-7,203.40</b> |
| <b>Expense</b>                  |                  |                  |                  |
| Administrative                  |                  |                  |                  |
| Employee Expense                |                  |                  |                  |
| Miscellaneous                   | 209.56           | 0.00             | 209.56           |
| Payroll Expenses                | 23,827.25        | 28,000.00        | -4,172.75        |
| Payroll software                | 684.95           | 450.00           | 234.95           |
| Workers Compensation Ins        | 314.00           | 480.00           | -166.00          |
| <b>Total Employee Expense</b>   | <b>25,035.76</b> | <b>28,930.00</b> | <b>-3,894.24</b> |
| ISI Office Expense              |                  |                  |                  |
| Computer hardware / equipment   | 0.00             | 525.00           | -525.00          |
| Computer software               | 430.50           | 160.00           | 270.50           |
| Postage                         | 36.43            | 0.00             | 36.43            |
| Supplies                        | 693.96           | 467.00           | 226.96           |
| Telephone/Internet              | 2,612.54         | 1,400.00         | 1,212.54         |
| Travel                          | 1,716.16         | 3,833.00         | -2,116.84        |
| <b>Total ISI Office Expense</b> | <b>5,489.59</b>  | <b>6,385.00</b>  | <b>-895.41</b>   |

11:44 AM

04/17/18

Accrual Basis

**Iowa Swimming, Inc.**  
**Profit & Loss Budget vs. Actual**  
**September 2017 through March 2018**

|                                           | Sep '17 - Mar 18 | Budget           | \$ Over Budget   |
|-------------------------------------------|------------------|------------------|------------------|
| <b>Other Administrative Expense</b>       |                  |                  |                  |
| Bank Services                             | 445.38           | 0.00             | 445.38           |
| BOD/HOD meetings                          | 4,964.80         | 1,200.00         | 3,764.80         |
| Central Zones dues                        | 100.00           | 100.00           | 0.00             |
| ISCA Expenses                             | 0.00             | 70.00            | -70.00           |
| Newsletter                                | 798.00           |                  |                  |
| Postage                                   | 99.19            | 198.00           | -98.81           |
| Prof Services                             | 0.00             | 350.00           | -350.00          |
| Seminars/Workshops                        | 0.00             | 233.00           | -233.00          |
| USA-S dues                                | 0.00             | 600.00           | -600.00          |
| Web Site                                  | 20.85            | 0.00             | 20.85            |
| <b>Total Other Administrative Expense</b> | <b>6,428.22</b>  | <b>2,751.00</b>  | <b>3,677.22</b>  |
| <b>Total Administrative</b>               | <b>36,953.57</b> | <b>38,066.00</b> | <b>-1,112.43</b> |
| <b>Annual Iowa Awards Banquet</b>         | <b>600.00</b>    | <b>6,000.00</b>  | <b>-5,400.00</b> |
| <b>Convention and Workshops</b>           |                  |                  |                  |
| National Convention                       | 10,870.54        | 8,000.00         | 2,870.54         |
| Officials Workshops                       | 576.00           | 0.00             | 576.00           |
| Other Workshops                           | 2,159.54         | 1,000.00         | 1,159.54         |
| <b>Total Convention and Workshops</b>     | <b>13,606.08</b> | <b>9,000.00</b>  | <b>4,606.08</b>  |
| <b>Meet Expenses</b>                      |                  |                  |                  |
| <b>All Stars</b>                          |                  |                  |                  |
| Age group chair / admin                   | 130.54           | 0.00             | 130.54           |
| Clothing/gear                             | 3,876.00         | 0.00             | 3,876.00         |
| Coaches expenses                          | 2,804.62         | 0.00             | 2,804.62         |
| Entry fees                                | 409.50           | 0.00             | 409.50           |
| All Stars - Other                         | 0.00             | 7,500.00         | -7,500.00        |
| <b>Total All Stars</b>                    | <b>7,220.66</b>  | <b>7,500.00</b>  | <b>-279.34</b>   |
| <b>Athlete Travel Reimbursement</b>       | <b>10,517.20</b> | <b>10,000.00</b> | <b>517.20</b>    |
| <b>Championship Medals / Bag Tags</b>     | <b>1,376.61</b>  | <b>1,600.00</b>  | <b>-223.39</b>   |
| <b>LSC Championships Reimbursement</b>    | <b>26,108.13</b> | <b>12,000.00</b> | <b>14,108.13</b> |
| <b>Zone Diversity Meet</b>                | <b>1,985.85</b>  | <b>0.00</b>      | <b>1,985.85</b>  |
| <b>Zones Age Group</b>                    |                  |                  |                  |
| Entry fees                                | -2,190.00        | 0.00             | -2,190.00        |
| <b>Total Zones Age Group</b>              | <b>-2,190.00</b> | <b>0.00</b>      | <b>-2,190.00</b> |
| <b>Total Meet Expenses</b>                | <b>45,018.45</b> | <b>31,100.00</b> | <b>13,918.45</b> |

11:44 AM

04/17/18

Accrual Basis

**Iowa Swimming, Inc.**  
**Profit & Loss Budget vs. Actual**  
**September 2017 through March 2018**

|                                  | Sep '17 - Mar 18  | Budget           | \$ Over Budget    |
|----------------------------------|-------------------|------------------|-------------------|
| <b>Officials expenses</b>        |                   |                  |                   |
| Certifications fees              | -15.00            | -233.00          | 218.00            |
| Clinics & Supplies               | 0.00              | 1,300.00         | -1,300.00         |
| Junior Nationals                 | 232.34            | 0.00             | 232.34            |
| Officials' shirts                | 2,924.31          | 2,500.00         | 424.31            |
| Travel                           | 1,718.15          | 1,500.00         | 218.15            |
| <b>Total Officials expenses</b>  | <b>4,859.80</b>   | <b>5,067.00</b>  | <b>-207.20</b>    |
| <b>Professional Development</b>  | <b>496.76</b>     | <b>2,000.00</b>  | <b>-1,503.24</b>  |
| <b>Safe Sport</b>                | <b>1,608.28</b>   | <b>2,000.00</b>  | <b>-391.72</b>    |
| <b>Swimmer Development</b>       |                   |                  |                   |
| Swimmer Leadership Development   | 4,423.74          | 2,500.00         | 1,923.74          |
| <b>Total Swimmer Development</b> | <b>4,423.74</b>   | <b>2,500.00</b>  | <b>1,923.74</b>   |
| <b>Total Expense</b>             | <b>107,566.68</b> | <b>95,733.00</b> | <b>11,833.68</b>  |
| <b>Net Income</b>                | <b>-16,342.08</b> | <b>2,695.00</b>  | <b>-19,037.08</b> |