

7:46 AM  
06/16/17  
Cash Basis

**Iowa Swimming, Inc.**  
**Profit & Loss Prev Year Comparison**  
**September 2016 through May 2017**

|                                           | Sep '16 - May 17 | Sep '15 - May 16 | \$ Change        |
|-------------------------------------------|------------------|------------------|------------------|
| <b>Income</b>                             |                  |                  |                  |
| Investment Income                         |                  |                  |                  |
| Checking/Savings                          | 1,507.18         | 1,211.43         | 295.75           |
| <b>Total Investment Income</b>            | <b>1,507.18</b>  | <b>1,211.43</b>  | <b>295.75</b>    |
| Meet Income                               |                  |                  |                  |
| Championship Medals / Bag Tags            | -1,414.77        | -1,625.44        | 210.67           |
| Meet penalties/fines                      | 460.00           | 600.00           | -140.00          |
| Officials' shirts                         | -2,749.06        | -4,987.00        | 2,237.94         |
| Sanction Fees                             | 5,290.00         | 5,130.00         | 160.00           |
| Splash Fees                               | 36,639.00        | 34,698.00        | 1,941.00         |
| <b>Total Meet Income</b>                  | <b>38,225.17</b> | <b>33,815.56</b> | <b>4,409.61</b>  |
| Registration                              |                  |                  |                  |
| Club                                      | 1,265.00         | 1,040.00         | 225.00           |
| Individual                                | 3,360.00         | 3,108.00         | 252.00           |
| Seasonal                                  | 3,672.00         | 1,688.00         | 1,984.00         |
| Swimmer                                   | 35,988.00        | 31,164.00        | 4,824.00         |
| Transfers                                 | 370.00           | 180.00           | 190.00           |
| Registration - Other                      | -673.70          | -1,068.00        | 394.30           |
| <b>Total Registration</b>                 | <b>43,981.30</b> | <b>36,112.00</b> | <b>7,869.30</b>  |
| USA Swimming Grant                        | 1,349.50         | 0.00             | 1,349.50         |
| <b>Total Income</b>                       | <b>85,063.15</b> | <b>71,138.99</b> | <b>13,924.16</b> |
| <b>Gross Profit</b>                       | <b>85,063.15</b> | <b>71,138.99</b> | <b>13,924.16</b> |
| <b>Expense</b>                            |                  |                  |                  |
| Administrative                            |                  |                  |                  |
| Employee Expense                          |                  |                  |                  |
| Payroll Expenses                          | 34,533.59        | 20,350.88        | 14,182.71        |
| Payroll software                          | 434.00           | 399.00           | 35.00            |
| Workers Compensation Ins                  | 270.00           | 194.00           | 76.00            |
| <b>Total Employee Expense</b>             | <b>35,237.59</b> | <b>20,943.88</b> | <b>14,293.71</b> |
| ISI Office Expense                        |                  |                  |                  |
| Computer hardware / equipment             | 675.00           | 675.00           | 0.00             |
| Computer software                         | 178.50           | 344.81           | -166.31          |
| Postage                                   | 0.00             | 182.19           | -182.19          |
| Supplies                                  | 686.09           | 406.64           | 279.45           |
| Telephone/Internet                        | 1,856.08         | 969.24           | 886.84           |
| Travel                                    | 24.21            | 0.00             | 24.21            |
| <b>Total ISI Office Expense</b>           | <b>3,419.88</b>  | <b>2,577.88</b>  | <b>842.00</b>    |
| Other Administrative Expense              |                  |                  |                  |
| Bank Services                             | 286.28           | 0.00             | 286.28           |
| BOD/HOD meetings                          | 4,937.62         | 0.00             | 4,937.62         |
| Central Zones dues                        | 100.00           | 100.00           | 0.00             |
| ISCA Expenses                             | 717.50           | 0.00             | 717.50           |
| Postage                                   | 134.88           | 105.17           | 29.71            |
| Prof Services                             | 17.16            | 0.00             | 17.16            |
| USA-S dues                                | 126.00           | 0.00             | 126.00           |
| Web Site                                  | 105.02           | 0.00             | 105.02           |
| <b>Total Other Administrative Expense</b> | <b>6,424.46</b>  | <b>205.17</b>    | <b>6,219.29</b>  |
| <b>Total Administrative</b>               | <b>45,081.93</b> | <b>23,726.93</b> | <b>21,355.00</b> |
| Annual Iowa Awards Banquet                | 7,284.85         | 3,105.76         | 4,179.09         |
| Club / LSC Development                    | 1,408.91         | 0.00             | 1,408.91         |

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|---------------------------------------|-------------------|------------------|-------------------|
| <b>Convention and Workshops</b>       |                   |                  |                   |
| National Convention                   | 14,740.84         | 9,043.26         | 5,697.58          |
| Officials Workshops                   | 485.06            | 0.00             | 485.06            |
| Other Workshops                       | 0.00              | 178.00           | -178.00           |
| Convention and Workshops - Other      | 370.00            | 0.00             | 370.00            |
| <b>Total Convention and Workshops</b> | <b>15,595.90</b>  | <b>9,221.26</b>  | <b>6,374.64</b>   |
| <b>Meet Expenses</b>                  |                   |                  |                   |
| <b>All Stars</b>                      |                   |                  |                   |
| Age group chair / admin               | -87.65            | 95.87            | -183.52           |
| Clothing/gear                         | 3,952.00          | 2,391.46         | 1,560.54          |
| Coaches expenses                      | 2,951.80          | 2,119.56         | 832.24            |
| Entry fees                            | 384.00            | -34.50           | 418.50            |
| <b>Total All Stars</b>                | <b>7,200.15</b>   | <b>4,572.39</b>  | <b>2,627.76</b>   |
| <b>Athlete Travel Reimbursement</b>   | <b>17,999.86</b>  | <b>11,999.99</b> | <b>5,999.87</b>   |
| <b>Zone Diversity Meet</b>            | <b>106.00</b>     | <b>0.00</b>      | <b>106.00</b>     |
| <b>Zones Age Group</b>                |                   |                  |                   |
| Coaches expenses                      | 375.00            | 0.00             | 375.00            |
| <b>Total Zones Age Group</b>          | <b>375.00</b>     | <b>0.00</b>      | <b>375.00</b>     |
| <b>Total Meet Expenses</b>            | <b>25,681.01</b>  | <b>16,572.38</b> | <b>9,108.63</b>   |
| <b>Officials expenses</b>             |                   |                  |                   |
| Certifications fees                   | -165.00           | -160.00          | -5.00             |
| Clinics & Supplies                    | -80.00            | 0.00             | -80.00            |
| Travel                                | 534.11            | 328.20           | 205.91            |
| <b>Total Officials expenses</b>       | <b>289.11</b>     | <b>168.20</b>    | <b>120.91</b>     |
| <b>Safe Sport</b>                     | <b>501.00</b>     | <b>677.43</b>    | <b>-176.43</b>    |
| <b>Swimmer Development</b>            |                   |                  |                   |
| Swimmer Clinic                        | 1,564.82          | 0.00             | 1,564.82          |
| <b>Total Swimmer Development</b>      | <b>1,564.82</b>   | <b>0.00</b>      | <b>1,564.82</b>   |
| <b>Total Expense</b>                  | <b>97,407.53</b>  | <b>53,471.96</b> | <b>43,935.57</b>  |
| <b>Net Income</b>                     | <b>-12,344.38</b> | <b>17,667.03</b> | <b>-30,011.41</b> |