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07/21/18

Cash Basis

**Iowa Swimming, Inc.**  
**Profit & Loss Prev Year Comparison**  
**September 2017 through June 2018**

|                                     | Sep '17 - Jun 18 | Sep '16 - Jun 17 | \$ Change |
|-------------------------------------|------------------|------------------|-----------|
| <b>Income</b>                       |                  |                  |           |
| <b>Investment Income</b>            |                  |                  |           |
| Checking/Savings                    | 1,405.72         | 1,720.89         | -315.17   |
| <b>Total Investment Income</b>      | 1,405.72         | 1,720.89         | -315.17   |
| <b>Meet Income</b>                  |                  |                  |           |
| Meet penalties/fines                | 1,000.00         | 460.00           | 540.00    |
| Sanction Fees                       | 5,910.00         | 5,500.00         | 410.00    |
| Splash Fees                         | 64,740.00        | 41,361.00        | 23,379.00 |
| <b>Total Meet Income</b>            | 71,650.00        | 47,321.00        | 24,329.00 |
| <b>Registration</b>                 |                  |                  |           |
| Club                                | 1,465.00         | 1,215.00         | 250.00    |
| Individual                          | 3,633.00         | 3,493.00         | 140.00    |
| Seasonal                            | 6,688.00         | 6,024.00         | 664.00    |
| Swimmer                             | 36,120.00        | 36,108.00        | 12.00     |
| Transfers                           | 840.00           | 455.00           | 385.00    |
| Registration - Other                | 80.00            | -673.70          | 753.70    |
| <b>Total Registration</b>           | 48,826.00        | 46,621.30        | 2,204.70  |
| <b>USA Swimming Grant</b>           | 0.00             | 1,349.50         | -1,349.50 |
| <b>Total Income</b>                 | 121,881.72       | 97,012.69        | 24,869.03 |
| <b>Gross Profit</b>                 | 121,881.72       | 97,012.69        | 24,869.03 |
| <b>Expense</b>                      |                  |                  |           |
| <b>Administrative</b>               |                  |                  |           |
| Employee Expense                    |                  |                  |           |
| Miscellaneous                       | 209.56           | 0.00             | 209.56    |
| Payroll Expenses                    | 33,630.93        | 36,507.18        | -2,876.25 |
| Payroll software                    | 684.95           | 434.00           | 250.95    |
| Workers Compensation Ins            | 314.00           | 270.00           | 44.00     |
| <b>Total Employee Expense</b>       | 34,839.44        | 37,211.18        | -2,371.74 |
| <b>ISI Office Expense</b>           |                  |                  |           |
| Computer hardware / equipment       | 0.00             | 750.00           | -750.00   |
| Computer software                   | 809.09           | 197.50           | 611.59    |
| Postage                             | 36.43            | 0.00             | 36.43     |
| Supplies                            | 740.89           | 874.74           | -133.85   |
| Telephone/Internet                  | 2,979.09         | 2,091.51         | 887.58    |
| Travel                              | 1,967.69         | 24.21            | 1,943.48  |
| <b>Total ISI Office Expense</b>     | 6,533.19         | 3,937.96         | 2,595.23  |
| <b>Other Administrative Expense</b> |                  |                  |           |

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|-------------------------------------------|------------------|------------------|------------------|
| Bank Services                             | 613.84           | 300.47           | 313.37           |
| BOD/HOD meetings                          | 5,170.19         | 2,587.62         | 2,582.57         |
| Central Zones dues                        | 100.00           | 100.00           | 0.00             |
| ISCA Expenses                             | 50.00            | 717.50           | -667.50          |
| Newsletter                                | 798.00           | 0.00             | 798.00           |
| Postage                                   | 99.19            | 134.88           | -35.69           |
| Prof Services                             | 0.00             | 17.16            | -17.16           |
| USA-S dues                                | 0.00             | 126.00           | -126.00          |
| Web Site                                  | 20.85            | 105.02           | -84.17           |
| <b>Total Other Administrative Expense</b> | <b>6,852.07</b>  | <b>4,088.65</b>  | <b>2,763.42</b>  |
| <b>Total Administrative</b>               | <b>48,224.70</b> | <b>45,237.79</b> | <b>2,986.91</b>  |
| Annual Iowa Awards Banquet                | 4,727.31         | 9,832.85         | -5,105.54        |
| Awards & Recognition Expenses             | 146.04           | 0.00             | 146.04           |
| Club / LSC Development                    | 0.00             | 1,408.91         | -1,408.91        |
| Convention and Workshops                  |                  |                  |                  |
| National Convention                       | 10,870.54        | 14,740.84        | -3,870.30        |
| Officials Workshops                       | 576.00           | 485.06           | 90.94            |
| Other Workshops                           | 2,226.06         | 0.00             | 2,226.06         |
| Convention and Workshops - Other          | 0.00             | 370.00           | -370.00          |
| <b>Total Convention and Workshops</b>     | <b>13,672.60</b> | <b>15,595.90</b> | <b>-1,923.30</b> |
| <b>Meet Expenses</b>                      |                  |                  |                  |
| All Stars                                 |                  |                  |                  |
| Age group chair / admin                   | 130.54           | -87.65           | 218.19           |
| Clothing/gear                             | 3,876.00         | 3,952.00         | -76.00           |
| Coaches expenses                          | 2,804.62         | 1,676.80         | 1,127.82         |
| Entry fees                                | 124.25           | 384.00           | -259.75          |
| Stipend (1099-MISC)                       | 0.00             | 1,200.00         | -1,200.00        |
| All Stars - Other                         | 0.00             | 75.00            | -75.00           |
| <b>Total All Stars</b>                    | <b>6,935.41</b>  | <b>7,200.15</b>  | <b>-264.74</b>   |
| Athlete Travel Reimbursement              | 10,517.17        | 17,999.86        | -7,482.69        |
| Championship Medals / Bag Tags            | 1,376.61         | 1,223.40         | 153.21           |
| LSC Championships Reimbursement           | 22,803.63        | 0.00             | 22,803.63        |
| Zone Diversity Meet                       |                  |                  |                  |
| Stipend (1099-MISC)                       | 0.00             | 400.00           | -400.00          |
| Zone Diversity Meet - Other               | 1,985.85         | 2,440.14         | -454.29          |
| <b>Total Zone Diversity Meet</b>          | <b>1,985.85</b>  | <b>2,840.14</b>  | <b>-854.29</b>   |
| <b>Zones Age Group</b>                    |                  |                  |                  |
| Coaches expenses                          | 0.00             | 375.00           | -375.00          |
| Entry fees                                | -2,190.00        | 0.00             | -2,190.00        |

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| <b>Total Zones Age Group</b>     | -2,190.00        | 375.00            | -2,565.00        |
| <b>Zones Open Water</b>          |                  |                   |                  |
| Stipend (1099-MISC)              | 400.00           | 400.00            | 0.00             |
| Zones Open Water - Other         | 619.25           | 424.56            | 194.69           |
| <b>Total Zones Open Water</b>    | 1,019.25         | 824.56            | 194.69           |
| <b>Total Meet Expenses</b>       | 42,447.92        | 30,463.11         | 11,984.81        |
| <b>Officials expenses</b>        |                  |                   |                  |
| Certifications fees              | -15.00           | -165.00           | 150.00           |
| Clinics & Supplies               | 0.00             | -80.00            | 80.00            |
| Junior Nationals                 | 232.34           | 0.00              | 232.34           |
| Officials' shirts                | 2,924.31         | 2,749.06          | 175.25           |
| Travel                           | 2,008.55         | 534.11            | 1,474.44         |
| <b>Total Officials expenses</b>  | 5,150.20         | 3,038.17          | 2,112.03         |
| <b>Professional Development</b>  | 496.76           | 0.00              | 496.76           |
| <b>Safe Sport</b>                | 1,687.41         | 501.00            | 1,186.41         |
| <b>Swimmer Development</b>       |                  |                   |                  |
| Swimmer Clinic                   | 0.00             | 1,564.82          | -1,564.82        |
| Swimmer Leadership Development   | 4,423.74         | 0.00              | 4,423.74         |
| <b>Total Swimmer Development</b> | 4,423.74         | 1,564.82          | 2,858.92         |
| <b>Total Expense</b>             | 120,976.68       | 107,642.55        | 13,334.13        |
| <b>Net Income</b>                | <b>905.04</b>    | <b>-10,629.86</b> | <b>11,534.90</b> |