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02/26/19

Accrual Basis

**Iowa Swimming, Inc.**  
**Profit & Loss Budget vs. Actual**  
**September 2018 through January 2019**

|                               | Sep '18 - Jan 19 | Budget    | \$ Over Budget |
|-------------------------------|------------------|-----------|----------------|
| <b>Income</b>                 |                  |           |                |
| Investment Income             |                  |           |                |
| Checking/Savings              | 558.79           | 709.00    | -150.21        |
| Total Investment Income       | 558.79           | 709.00    | -150.21        |
| Meet Income                   |                  |           |                |
| Officials' shirts             | 0.00             | -1,666.00 | 1,666.00       |
| Sanction Fees                 | 4,455.00         | 2,750.00  | 1,705.00       |
| Splash Fees                   | 22,785.00        | 38,316.00 | -15,531.00     |
| Total Meet Income             | 27,240.00        | 39,400.00 | -12,160.00     |
| Registration                  |                  |           |                |
| Club                          | 1,075.00         | 506.00    | 569.00         |
| Individual                    | 3,003.00         | 1,489.00  | 1,514.00       |
| Seasonal                      | 3,028.00         | 2,366.00  | 662.00         |
| Swimmer                       | 29,616.00        | 15,271.00 | 14,345.00      |
| Transfers                     | 135.00           | 219.00    | -84.00         |
| Registration - Other          | 19.00            | 0.00      | 19.00          |
| Total Registration            | 36,876.00        | 19,851.00 | 17,025.00      |
| USA Swimming Grant            | 0.00             | 1,400.00  | -1,400.00      |
| Total Income                  | 64,674.79        | 61,360.00 | 3,314.79       |
| <b>Gross Profit</b>           | 64,674.79        | 61,360.00 | 3,314.79       |
| <b>Expense</b>                |                  |           |                |
| Administrative                |                  |           |                |
| Employee Expense              |                  |           |                |
| Miscellaneous                 | 134.00           | 0.00      | 134.00         |
| Payroll Expenses              | 16,227.69        | 17,834.00 | -1,606.31      |
| Payroll software              | 500.00           | 194.00    | 306.00         |
| Workers Compensation Ins      | 258.00           | 105.00    | 153.00         |
| Total Employee Expense        | 17,119.69        | 18,133.00 | -1,013.31      |
| ISI Office Expense            |                  |           |                |
| Computer hardware / equipment | 285.68           | 534.00    | -248.32        |
| Computer software             | 644.28           | 0.00      | 644.28         |
| Postage                       | 0.00             | 105.00    | -105.00        |
| Supplies                      | 259.36           | 416.00    | -156.64        |
| Telephone/Internet            | 120.00           | 675.00    | -555.00        |
| Travel                        | 2,296.81         | 1,360.00  | 936.81         |
| Total ISI Office Expense      | 3,606.13         | 3,090.00  | 516.13         |

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| <b>Other Administrative Expense</b>       |                  |                  |                  |
| Bank Services                             | 121.87           | 554.00           | -432.13          |
| BOD/HOD meetings                          | 670.26           | 709.00           | -38.74           |
| Central Zones dues                        | 100.00           | 41.00            | 59.00            |
| ISCA Expenses                             | 0.00             | 21.00            | -21.00           |
| Newsletter                                | 731.50           | 0.00             | 731.50           |
| Postage                                   | 100.00           | 0.00             | 100.00           |
| Web Site                                  | 95.00            | 0.00             | 95.00            |
| <b>Total Other Administrative Expense</b> | <b>1,818.63</b>  | <b>1,325.00</b>  | <b>493.63</b>    |
| <b>Total Administrative</b>               | <b>22,544.45</b> | <b>22,548.00</b> | <b>-3.55</b>     |
| <b>Awards &amp; Recognition Expenses</b>  | <b>2,834.93</b>  |                  |                  |
| <b>Convention and Workshops</b>           |                  |                  |                  |
| National Convention                       | 7,032.47         | 10,500.00        | -3,467.53        |
| Other Workshops                           | 0.00             | 834.00           | -834.00          |
| <b>Total Convention and Workshops</b>     | <b>7,032.47</b>  | <b>11,334.00</b> | <b>-4,301.53</b> |
| <b>Meet Expenses</b>                      |                  |                  |                  |
| <b>All Stars</b>                          |                  |                  |                  |
| Age group chair / admin                   | 89.98            | 7,260.00         | -7,170.02        |
| Clothing/gear                             | 3,336.00         | 0.00             | 3,336.00         |
| Coaches expenses                          | 220.01           | 0.00             | 220.01           |
| Entry fees                                | 3,360.75         | 0.00             | 3,360.75         |
| Stipend (1099-MISC)                       | 1,000.00         | 0.00             | 1,000.00         |
| Team photo                                | 29.00            | 0.00             | 29.00            |
| <b>Total All Stars</b>                    | <b>8,035.74</b>  | <b>7,260.00</b>  | <b>775.74</b>    |
| <b>Athlete Travel Reimbursement</b>       | <b>10,235.85</b> | <b>10,416.00</b> | <b>-180.15</b>   |
| <b>Championship Medals / Bag Tags</b>     | <b>0.00</b>      | <b>1,334.00</b>  | <b>-1,334.00</b> |
| <b>Total Meet Expenses</b>                | <b>18,271.59</b> | <b>19,010.00</b> | <b>-738.41</b>   |
| <b>Officials expenses</b>                 |                  |                  |                  |
| Clinics & Supplies                        | 0.00             | 534.00           | -534.00          |
| National Evaluators                       | 660.76           |                  |                  |
| Travel                                    | 1,851.13         | 1,500.00         | 351.13           |
| <b>Total Officials expenses</b>           | <b>2,511.89</b>  | <b>2,034.00</b>  | <b>477.89</b>    |
| <b>Safe Sport</b>                         | <b>495.00</b>    | <b>2,200.00</b>  | <b>-1,705.00</b> |
| <b>Swimmer Development</b>                |                  |                  |                  |
| A+ Swimmer Development                    | 0.00             | 209.00           | -209.00          |
| Q- Swimmer Development                    | 0.00             | 209.00           | -209.00          |
| Swimmer Leadership Development            | 3,562.19         | 2,250.00         | 1,312.19         |

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| Swimposium                       |                  |                  |                  |
| Stipend (1099-MISC)              | 7,000.00         |                  |                  |
| Swimposium - Other               | 4,684.48         | 0.00             | 4,684.48         |
| <b>Total Swimposium</b>          | <b>11,684.48</b> | <b>0.00</b>      | <b>11,684.48</b> |
| <b>Total Swimmer Development</b> | <b>15,246.67</b> | <b>2,668.00</b>  | <b>12,578.67</b> |
| <b>Total Expense</b>             | <b>68,937.00</b> | <b>59,794.00</b> | <b>9,143.00</b>  |
| <b>Net Income</b>                | <b>-4,262.21</b> | <b>1,566.00</b>  | <b>-5,828.21</b> |