

# Utah Swimming, Inc.

## Profit and Loss Comparison

January - July, 2023

|                                    | TOTAL               |                      |                     |
|------------------------------------|---------------------|----------------------|---------------------|
|                                    | JAN - JUL, 2023     | JAN - JUL, 2022 (PY) | CHANGE              |
| Income                             |                     |                      |                     |
| Championship Meets                 |                     |                      |                     |
| LC State                           | -3,317.60           | -12,235.18           | 8,917.58            |
| Sr SC State                        | 7,825.05            | -8,707.09            | 16,532.14           |
| UTAGS                              | 30,708.94           | -6,529.83            | 37,238.77           |
| UTAGS Long Course                  | 3,442.30            |                      | 3,442.30            |
| <b>Total Championship Meets</b>    | <b>38,658.69</b>    | <b>-27,472.10</b>    | <b>66,130.79</b>    |
| Operations                         |                     |                      |                     |
| Registrations                      | 41,699.36           | -4,406.98            | 46,106.34           |
| Sanction Fees                      | 3,330.36            | 2,558.45             | 771.91              |
| Splash Fees                        | 60,029.90           | 53,169.25            | 6,860.65            |
| Vendor Rebates                     | 18,097.54           | 6,655.73             | 11,441.81           |
| <b>Total Operations</b>            | <b>123,157.16</b>   | <b>57,976.45</b>     | <b>65,180.71</b>    |
| <b>Total Income</b>                | <b>\$161,815.85</b> | <b>\$30,504.35</b>   | <b>\$131,311.50</b> |
| GROSS PROFIT                       | <b>\$161,815.85</b> | <b>\$30,504.35</b>   | <b>\$131,311.50</b> |
| Expenses                           |                     |                      |                     |
| Administration                     | 22,307.08           | 5,869.30             | 16,437.78           |
| Bank Charges                       | 102.65              | 132.20               | -29.55              |
| Office Expense                     | 3,100.94            | 3,328.54             | -227.60             |
| Professional Services              |                     |                      |                     |
| Accounting                         |                     | 3,500.00             | -3,500.00           |
| Contractors                        | 22,130.00           | 15,050.00            | 7,080.00            |
| <b>Total Professional Services</b> | <b>22,130.00</b>    | <b>18,550.00</b>     | <b>3,580.00</b>     |
| USA-S Convention                   | 10,200.88           | 2,325.21             | 7,875.67            |
| USI Convention-Swimposium          | 20,362.97           | 6,823.72             | 13,539.25           |
| <b>Total Administration</b>        | <b>78,204.52</b>    | <b>37,028.97</b>     | <b>41,175.55</b>    |
| Age Group                          | 2,292.00            |                      | 2,292.00            |
| Zone Team                          | 4,745.81            | -3,358.85            | 8,104.66            |
| <b>Total Age Group</b>             | <b>7,037.81</b>     | <b>-3,358.85</b>     | <b>10,396.66</b>    |
| Athlete Committee                  | 1,527.89            |                      | 1,527.89            |
| Beehive Finale                     | 960.00              | 700.00               | 260.00              |
| Coaches                            | 3,023.60            | 747.37               | 2,276.23            |
| DE&I                               | 1,211.59            | 2,769.80             | -1,558.21           |
| Outreach Meet Fee Waivers          | 3,037.00            | 4,131.00             | -1,094.00           |
| <b>Total DE&amp;I</b>              | <b>4,248.59</b>     | <b>6,900.80</b>      | <b>-2,652.21</b>    |
| Officials                          | 7,884.41            | 5,360.07             | 2,524.34            |
| HS Observations                    | -7,087.63           | 969.50               | -8,057.13           |
| <b>Total Officials</b>             | <b>796.78</b>       | <b>6,329.57</b>      | <b>-5,532.79</b>    |
| Safe Sport                         | 184.25              |                      | 184.25              |

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|                                | TOTAL               |                       |                     |
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|                                | JAN - JUL, 2023     | JAN - JUL, 2022 (PY)  | CHANGE              |
| Senior Swimming                | 2,292.00            |                       | 2,292.00            |
| Coach Funding                  | 3,945.24            | 3,791.66              | 153.58              |
| Senior Athlete Funding         | 6,633.12            | 7,854.99              | -1,221.87           |
| <b>Total Senior Swimming</b>   | <b>12,870.36</b>    | <b>11,646.65</b>      | <b>1,223.71</b>     |
| <b>Total Expenses</b>          | <b>\$108,853.80</b> | <b>\$59,994.51</b>    | <b>\$48,859.29</b>  |
| NET OPERATING INCOME           | <b>\$52,962.05</b>  | <b>\$ -29,490.16</b>  | <b>\$82,452.21</b>  |
| Other Income                   |                     |                       |                     |
| Change in Unrealized Gain/Loss | 76,610.27           | -163,495.17           | 240,105.44          |
| Interest                       | 1,090.33            | 142.00                | 948.33              |
| Long Term Capital Gains        | -34,079.06          | 37,779.72             | -71,858.78          |
| Short Term Capital Gain        | 282.98              | 44.11                 | 238.87              |
| <b>Total Other Income</b>      | <b>\$43,904.52</b>  | <b>\$ -125,529.34</b> | <b>\$169,433.86</b> |
| Other Expenses                 |                     |                       |                     |
| Other Expense                  | 58.99               |                       | 58.99               |
| <b>Total Other Expenses</b>    | <b>\$58.99</b>      | <b>\$0.00</b>         | <b>\$58.99</b>      |
| NET OTHER INCOME               | <b>\$43,845.53</b>  | <b>\$ -125,529.34</b> | <b>\$169,374.87</b> |
| NET INCOME                     | <b>\$96,807.58</b>  | <b>\$ -155,019.50</b> | <b>\$251,827.08</b> |