

Michigan Swimming, Inc.

Budget vs. Actuals: FY 2021 Budget - FY22 P&L

September 2021 - August 2022

| | TOTAL | | | |
|---|---------------------|---------------------|--------------------|-----------------|
| | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET |
| Income | | | | |
| I010000 Membership | | | | |
| I010100 Club Registrations | 9,075.00 | 10,000.00 | -925.00 | 90.75 % |
| I010200 Athlete Registrations | 667,034.00 | 672,000.00 | -4,966.00 | 99.26 % |
| I010300 Non-Athlete Registrations | 55,254.00 | 33,600.00 | 21,654.00 | 164.45 % |
| Total I010000 Membership | 731,363.00 | 715,600.00 | 15,763.00 | 102.20 % |
| I020000 Meet Sanctions | | | | |
| I020100 Regular Season Meet Sanction Fees | 75,806.93 | 71,500.00 | 4,306.93 | 106.02 % |
| I020300 Championship Meet Sanction Fees | 9,389.05 | 7,000.00 | 2,389.05 | 134.13 % |
| I020600 State Athlete Surcharge | 10,030.00 | 2,000.00 | 8,030.00 | 501.50 % |
| I020700 Regional Athlete Surcharge | 9,055.00 | 18,000.00 | -8,945.00 | 50.31 % |
| Total I020000 Meet Sanctions | 104,280.98 | 98,500.00 | 5,780.98 | 105.87 % |
| I030000 Additional Income | | | | |
| I030100 Fines | 1,565.00 | | 1,565.00 | |
| I030200 Non-Classified Income | 5,581.91 | | 5,581.91 | |
| I030300 Zone Team Income | 12,488.50 | 12,500.00 | -11.50 | 99.91 % |
| Total I030000 Additional Income | 19,635.41 | 12,500.00 | 7,135.41 | 157.08 % |
| Total Income | \$855,279.39 | \$826,600.00 | \$28,679.39 | 103.47 % |
| GROSS PROFIT | \$855,279.39 | \$826,600.00 | \$28,679.39 | 103.47 % |
| Expenses | | | | |
| E000000 Mandatory Parent Entity Payments | | | | |
| E000100 USA Swimming Registrations | 592,967.00 | 561,500.00 | 31,467.00 | 105.60 % |
| E000200 Central Zone Dues | 1,382.25 | 125.00 | 1,257.25 | 1,105.80 % |
| Total E000000 Mandatory Parent Entity Payments | 594,349.25 | 561,625.00 | 32,724.25 | 105.83 % |
| E010000 Championship Meets | | | | |
| E010300 State Championships | | | | |
| E010301 State Championship Awards | 9,648.98 | 10,000.00 | -351.02 | 96.49 % |
| E010302 State Championship Officials | 12,985.00 | 16,000.00 | -3,015.00 | 81.16 % |
| E010303 State Championship Pool Expense | 43,000.00 | 36,000.00 | 7,000.00 | 119.44 % |
| Total E010300 State Championships | 65,633.98 | 62,000.00 | 3,633.98 | 105.86 % |
| E010400 Regional Championships | | | | |
| E010401 Regional Championship Awards | 14,275.38 | 14,000.00 | 275.38 | 101.97 % |
| E010402 Regional Championship Officials | 6,565.00 | 7,500.00 | -935.00 | 87.53 % |
| Total E010400 Regional Championships | 20,840.38 | 21,500.00 | -659.62 | 96.93 % |
| Total E010000 Championship Meets | 86,474.36 | 83,500.00 | 2,974.36 | 103.56 % |
| E020000 Administrative Division | | | | |
| E020100 Office Expenses | | | | |
| E020101 Supplies | 748.48 | 700.00 | 48.48 | 106.93 % |
| E020102 Telephone Service | 580.00 | 600.00 | -20.00 | 96.67 % |
| E020103 Storage Unit Rental | 1,962.00 | | 1,962.00 | |
| Total E020100 Office Expenses | 3,290.48 | 1,300.00 | 1,990.48 | 253.11 % |

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| E020200 Meeting Expenses | | | | |
| E020201 House of Delegates Meetings | 1,883.50 | 1,000.00 | 883.50 | 188.35 % |
| E020202 Board of Directors Meetings | | 500.00 | -500.00 | |
| Total E020200 Meeting Expenses | 1,883.50 | 1,500.00 | 383.50 | 125.57 % |
| E020300 Legal and Professional Service Fees | 5,849.80 | 3,000.00 | 2,849.80 | 194.99 % |
| E020400 Merchant Service Processing Fees | 4,197.90 | 3,000.00 | 1,197.90 | 139.93 % |
| E020500 Subscription Service Fees | | | | |
| E020501 Bookkeeping Software | 860.00 | 750.00 | 110.00 | 114.67 % |
| E020502 Board Portal Software | 687.00 | 700.00 | -13.00 | 98.14 % |
| E020504 Other Subscription Services | 1,602.18 | 750.00 | 852.18 | 213.62 % |
| Total E020500 Subscription Service Fees | 3,149.18 | 2,200.00 | 949.18 | 143.14 % |
| E020600 Bank Charges/Fees | 1,530.59 | | 1,530.59 | |
| E020700 Wages | 66,184.00 | 80,000.00 | -13,816.00 | 82.73 % |
| E020900 Discretionary Expenses | 4,309.51 | | 4,309.51 | |
| Total E020000 Administrative Division | 90,394.96 | 91,000.00 | -605.04 | 99.34 % |
| E030000 Finance Division | | | | |
| E030200 Accountant Service Fees | | | | |
| E030201 Tax Preparation | 5,750.00 | 6,500.00 | -750.00 | 88.46 % |
| E030202 Audit Preparation | 1,750.00 | 1,500.00 | 250.00 | 116.67 % |
| Total E030200 Accountant Service Fees | 7,500.00 | 8,000.00 | -500.00 | 93.75 % |
| Total E030000 Finance Division | 7,500.00 | 8,000.00 | -500.00 | 93.75 % |
| E040000 Senior Division | | | | |
| E040100 Discretionary Expenses | | 1,000.00 | -1,000.00 | |
| Total E040000 Senior Division | | 1,000.00 | -1,000.00 | |
| E050000 Age Group Division | | | | |
| E050100 Zone Championship and Mid-States | | | | |
| E050101 Airfare/Transportation | 3,893.90 | 3,000.00 | 893.90 | 129.80 % |
| E050102 Lodging | 2,211.84 | 2,500.00 | -288.16 | 88.47 % |
| E050103 Coach Stipends | 2,950.00 | 1,500.00 | 1,450.00 | 196.67 % |
| E050104 Per Diem/Meals | 1,028.00 | 1,500.00 | -472.00 | 68.53 % |
| E050105 Team Apparel Expense | 5,345.89 | 3,000.00 | 2,345.89 | 178.20 % |
| Total E050100 Zone Championship and Mid-States | 15,429.63 | 11,500.00 | 3,929.63 | 134.17 % |
| Total E050000 Age Group Division | 15,429.63 | 11,500.00 | 3,929.63 | 134.17 % |
| E060000 Safe Sport & Operational Risk Division | | | | |
| E060100 Discretionary Expenses | | 8,000.00 | -8,000.00 | |
| E060200 Promotional & Educational Materials | | 2,000.00 | -2,000.00 | |
| Total E060000 Safe Sport & Operational Risk Division | | 10,000.00 | -10,000.00 | |
| E080000 Athlete Division | | | | |
| E080100 Discretionary Expenses | 4,048.14 | 10,000.00 | -5,951.86 | 40.48 % |
| Total E080000 Athlete Division | 4,048.14 | 10,000.00 | -5,951.86 | 40.48 % |
| E090000 LSC Travel | | | | |

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| E090200 Central Zone/USA Swimming Workshops | | | | |
| E090201 Airfare/Transportation | 9,563.85 | 5,000.00 | 4,563.85 | 191.28 % |
| E090202 Lodging | 4,237.10 | 3,000.00 | 1,237.10 | 141.24 % |
| E090203 Meals/Per Diem | 2,486.86 | 2,000.00 | 486.86 | 124.34 % |
| E090204 Discretionary Expenses | 451.59 | 1,000.00 | -548.41 | 45.16 % |
| Total E090200 Central Zone/USA Swimming Workshops | 16,739.40 | 11,000.00 | 5,739.40 | 152.18 % |
| E090300 Officials Travel | | | | |
| E090301 Airfare/Transportation | 1,270.64 | 1,000.00 | 270.64 | 127.06 % |
| E090302 Lodging | 2,814.77 | 1,000.00 | 1,814.77 | 281.48 % |
| E090304 Discretionary Expenses | 750.00 | 500.00 | 250.00 | 150.00 % |
| Total E090300 Officials Travel | 4,835.41 | 2,500.00 | 2,335.41 | 193.42 % |
| E090400 Other Approved Travel | 1,065.17 | | 1,065.17 | |
| Total E090000 LSC Travel | 22,639.98 | 13,500.00 | 9,139.98 | 167.70 % |
| E100000 Non-Division | | | | |
| E100100 Committees | | | | |
| E100101 Governance Committee | 540.00 | | 540.00 | |
| E100102 Officials' Constituent Council | 5,640.10 | 3,000.00 | 2,640.10 | 188.00 % |
| E100105 Diversity Committee | | | | |
| E100105.1 Multicultural Meet Support | 676.00 | 10,000.00 | -9,324.00 | 6.76 % |
| E100105.2 Outreach/Grants | | 10,000.00 | -10,000.00 | |
| Total E100105 Diversity Committee | 676.00 | 20,000.00 | -19,324.00 | 3.38 % |
| E100106 Para-Swimming Committee | | 2,500.00 | -2,500.00 | |
| E100108 Camps & Clinics Committee | 2,000.00 | 5,000.00 | -3,000.00 | 40.00 % |
| Total E100100 Committees | 8,856.10 | 30,500.00 | -21,643.90 | 29.04 % |
| E100200 Special Projects and Initiatives | | | | |
| E100205 Mental Health Support and Education | | 10,000.00 | -10,000.00 | |
| Total E100200 Special Projects and Initiatives | | 10,000.00 | -10,000.00 | |
| Total E100000 Non-Division | 8,856.10 | 40,500.00 | -31,643.90 | 21.87 % |
| E200000 Restricted Asset Allocations | | | | |
| E200100 Athlete Travel Fund Annual Allocation | | 10,000.00 | -10,000.00 | |
| E200200 Athlete Scholarship Fund Annual Allocation | | 10,000.00 | -10,000.00 | |
| Total E200000 Restricted Asset Allocations | | 20,000.00 | -20,000.00 | |
| E300000 Bad Debt/Uncollectable Debt Expense | 85.00 | | 85.00 | |
| Total Expenses | \$829,777.42 | \$850,625.00 | \$ -20,847.58 | 97.55 % |
| NET OPERATING INCOME | \$25,501.97 | \$ -24,025.00 | \$49,526.97 | -106.15 % |
| Other Income | | | | |
| N010000 Investment Income | 12,105.16 | | 12,105.16 | |
| Total Other Income | \$12,105.16 | \$0.00 | \$12,105.16 | 0.00% |
| NET OTHER INCOME | \$12,105.16 | \$0.00 | \$12,105.16 | 0.00% |
| NET INCOME | \$37,607.13 | \$ -24,025.00 | \$61,632.13 | -156.53 % |