2024-25 Budget Narrative

The 2024-25 SE Budget is based upon a series of assumptions. These assumptions are gleaned from historical perspective and/or input from SES members and staff. All line items are open for discussion before a final acceptance vote is taken.

BIG PICTURE

While lacking final figures from the AG Zone Meet, final Surcharges and Registrations, and Office Travel, I project that we should still show a surplus for FY 2024. How much that will be is subject to conjecture, per the missing amounts referenced above.

In FY 2025, we are projecting a deficit of $33,117.

Why?

Income is predicted to decline. While it is projected that there will be some increase in membership due to the "Olympic bump", it is projected that will be minimal. Furthermore, the trends of declining revenue in Sanction/Approved Fees and Meet Surcharges is expected to continue.

An increase in Expenses compared to FY 2024 is projected. Major highlights:

- Some expenses in the budget are due to proposed projects:
  AG Leadership Camp $2215
  Athlete's Committee Summit $4000
- The salary and taxes for the DOO position was adjusted, leading to an increase of $26,911.
- The amount for National Travel was increased.
- The Age Group Chair has requested $30,000 and $5,000 subsidy for AG and OW Zone Meets, respectively.
- Some budget line items were unspent in FY 2024 (See July P&L narrative) and were kept in the budget for FY 2025, leading to an increase over actual FY 2024 expenses.

More Details (or something to read if you can't fall asleep):

INCOME

Athlete Registrations

Since the pandemic, changes to USAS registration categories and policies have made it difficult to determine historical registration trends. We do know that after USAS decided to limit Flex memberships to swimmers 13 & younger, that SES Flex memberships decreased by 63% in FY 2023. While there was some increase in Seasonal (93%) and Premium (3%) memberships in FY 2023, the numbers did not compensate for the number of Flex memberships lost.

FY 2024 saw Flex memberships stay steady, while Seasonal memberships dropped by 24% and Premium memberships increased by 1.5%.

One historical trend that was recognized when creating the FY 2025 budget was the traditional "Olympic bump", when athlete membership tends to increase in the year following the Summer Olympic Games. Using national figures, FY 2029 saw a bump of 11.3% after the 2008 Games; FY 2013 athlete membership increased by 13.2%; FY 2017 saw an increase of 5.5%. The increases associated with the 2021 Olympic Games really can't be taken into consideration, as we were still coming out of the pandemic, and some (many?) of the increase could be attributed to teams rebounding from that cause. Being very, very conservative in my budgeting, I am proposing a 5% increase in Premium memberships in FY 2025, with all other athlete membership categories remaining constant.

Non-Athlete Registrations

There does tend to be a slight increase in Non-Athlete registrations after the Olympic Year, also. Again, some of the other non-athlete categories were only recently introduced by USAS, making historical trends hard to predict. I used a 2% increase in Non-Athlete Memberships for the budget. That is consistent with the increase shown in FY 2017. The other non-athlete membership categories remain constant from this past year.

Club Registrations

I used the same number of clubs (70) that were members of SES this past year at $105 per club per the proposal presented to the HOD.

USAS Surcharge

There is a 4% USAS surcharge for the privilege of running memberships through the USAS office. This accrues to all membership categories for which SES receives funds, except Transfers. The proposal to include Club payments to the LSC via USAS is included in this amount.

Sanction and Observed/Approved Fees

In FY 2023, we saw a decrease of 13% in the amount of Sanction Fees received. In FY 2024, there was another decrease of 31%. These numbers reflect total fees, ignoring whether they were paid on time ($75) or late ($125). Anecdotally, there seem to be relatively the same number of meets held between the two years. Perhaps more people are paying on time?

Assume a continued trend of less meet sanction income by 10%.

After a 34% increase in Observed/Approved meet fees in FY 2023, we saw a decrease of 12% this past year, which is only 4 meets. (33 vs 29). Assume the average number of meets for the past 2 years being Observed/Approved (31)

Meet Surcharges

In-LSC Meet Surcharges increased by 6% in FY 2023, and decreased by 7% in FY 2024. **Out-of-LSC Meet Surcharges** decreased by 12% in FY 2023 and decreased another 33% in FY 2024.

Given these numbers, I am projecting a 20% decrease in Out-of-LSC Surcharges and a 5% decrease in In-LSC Surcharges for this budget. This may be counter-intuitive based on a 5% increase in Premium memberships, but I tend to budget pessimistically on the income side.

EXPENSES

Athlete Committee

The Athlete Committee has put forth a proposal to fund an Athlete Summit, requesting $4000.

Awards

Increase SES awards by 5% over FY 2024. There will be no All Star Awards and there has been no proposal for special election awards.

Camps

There is a proposal for an LSC Leadership Camp for athletes, requesting $2215

Contract Services

Based on historical data. Expect slight increase in ADP Payroll Services.

Postage & Supplies

Based on historical data and input from Brian Haddad

Office Travel

Expect 40% savings from car rentals for longer trips. Lodging is estimated to be 2.3% higher, per PriceWaterhouse Cooper. Per diem expected to increase by 15-16%, depending on location.

Salary and Taxes

Based upon new contract approved by SES BOD and agreed to by Brian Haddad

Officials Committee

The following expense requests were submitted:

Referee Workshop	$2000	(this shows up under USAS clinics)
National Meet Stipend for First-Time officials	$1000	
Equipment & Gear	$1500	

National Evaluator Exp to attend SES Meet(s) $2000

Registration Costs to the LSC

USAS Registration for DOO $82

Life membership $1000

SES Meetings

Assumes one in-person meeting for FY 2025. No proposals for Hall of Fame or Swimposium in FY 2025.
Assumes the ability to host at a venue with no cost to the LSC.

Support Programs

Coach of the Year Educational Reimbursement per SES Policy

Outreach Reimbursement based on historical data

National Travel Support: Assumes 35 Winter Junior athletes @ $500, 50 Summer Junior athletes @ $750; 20 meets having an eligible head coach in attendance @ $1000; 4 meets having an eligible assistant coach in attendance @ $300. Number of athletes and coaches based off historical data.
No Trials-level meets in FY 2025.

USAS Clinics

September, 2024, Leadership Conference estimates from DOO:

Lodging	$3500
Per Diem	$2800
Travel	$4500

Women's Leadership Conference: Assumes we send someone. 9% increase from FY 2023 budgeted amount.

Zone Age Group Meet

The Age Group Chair requested a $30,000 subsidy from the LSC to help fund this event

The Dues which must be paid to the Southern Zone by SES is 10 cents for every Premium and Non-Athlete Member in the previous FY.

Zone OW Meet

The Age Group Chair requested a $5,000 subsidy from the LSC to help fund this event