

## OSI QUAD Financial Planning (for approval at 1/19/2021 BOD meeting)

FY21 through FY24	FY20 Budget		*	*	Comments
	FY21	FY22	1.03 FY23	1.05 FY24	
<p><b>* Note: keep an eye out for longer term impacts of COVID-19 on future growth. The appropriateness of growth will need to be monitored based on future events.</b></p>					
Membership dues	\$ 125,900.00	\$ 146,135.00	\$ 150,519.05	\$ 158,045.00	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
Sanctions and meet revenue	\$ 146,200.00	\$ 280,100.00	\$ 288,503.00	\$ 302,928.15	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D5
Olympic travel transfer from reserves	\$ 28,000.00	\$ -	\$ -	\$ 28,000.00	Olympic travel funded FY21 from BOD designated reserves and FY24 from excess reserves
Other	\$ 21,900.00	\$ 6,005.59	\$ 6,185.76	\$ 6,495.05	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D5
<b>Total Income</b>	<b>\$ 322,000.00</b>	<b>\$ 432,240.59</b>	<b>\$ 445,207.81</b>	<b>\$ 495,468.20</b>	
<b>Operations</b>					
Coaches	\$ 5,400.00	\$ 5,400.00	\$ 5,562.00	\$ 5,840.10	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
Camps / Clinics	\$ 11,200.00	\$ 11,200.00	\$ 11,536.00	\$ 12,112.80	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
Officials	\$ 19,000.00	\$ 22,200.00	\$ 22,866.00	\$ 24,009.30	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
Outreach / Diversity	\$ 26,500.00	\$ 32,000.00	\$ 32,960.00	\$ 34,608.00	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
Permanent office	\$ 126,473.59	\$ 132,797.27	\$ 136,781.19	\$ 143,620.25	FY22 - back to FY20 budget + 3%; FY23 and FY24 based on growth factors in cells D3 and D4
Other	\$ 31,017.00	\$ 42,763.32	\$ 44,046.22	\$ 46,248.53	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
<b>Total operations</b>	<b>\$ 219,590.59</b>	<b>\$ 246,360.59</b>	<b>\$ 253,751.41</b>	<b>\$ 266,438.98</b>	
<b>Swimmer support</b>					
Awards	\$ 15,530.00	\$ 15,530.00	\$ 15,995.90	\$ 16,795.70	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
Recognition Banquet	\$ 9,420.00	\$ 9,420.00	\$ 9,702.60	\$ 10,187.73	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
Meets	\$ 39,430.00	\$ 75,930.00	\$ 78,207.90	\$ 82,118.30	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
Olympic Travel	\$ 28,000.00	\$ -	\$ -	\$ 28,000.00	Olympic travel funded FY21 from BOD designated reserves and FY24 from excess reserves
Senior Travel	\$ 33,750.00	\$ 70,000.00	\$ 72,100.00	\$ 75,705.00	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
Zones	\$ 15,000.00	\$ 15,000.00	\$ 15,450.00	\$ 16,222.50	FY22 - back to FY20 budget; FY23 and FY24 based on growth factors in cells D3 and D4
<b>Total swimmer support</b>	<b>\$ 141,130.00</b>	<b>\$ 185,880.00</b>	<b>\$ 191,456.40</b>	<b>\$ 229,029.22</b>	
<b>Total expenses</b>	<b>\$ 360,720.59</b>	<b>\$ 432,240.59</b>	<b>\$ 445,207.81</b>	<b>\$ 495,468.20</b>	
<b>Net income (deficit)</b>	<b>\$ (38,720.59)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	