# Profit & Loss Budget vs. Actual

**Iowa Swimming, Inc.**

**Profit & Loss Budget vs. Actual**

**September 2016 through April 2017**

## Income

<table>
<thead>
<tr>
<th></th>
<th>Sep '16 - Apr 17</th>
<th>Budget</th>
<th>$ Over Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Investment Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Checking/Savings</td>
<td>1,300.64</td>
<td>1,090.00</td>
<td>210.64</td>
</tr>
<tr>
<td><strong>Total Investment Income</strong></td>
<td>1,300.64</td>
<td>1,090.00</td>
<td>210.64</td>
</tr>
<tr>
<td><strong>Meet Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Championship Medals / Bag Tags</td>
<td>-1,414.77</td>
<td>-1,600.00</td>
<td>185.23</td>
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<tr>
<td>Meet penalties/fines</td>
<td>440.00</td>
<td>0.00</td>
<td>440.00</td>
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<tr>
<td>Officials’ shirts</td>
<td>-2,749.06</td>
<td>-3,500.00</td>
<td>750.94</td>
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<tr>
<td>Sanction Fees</td>
<td>4,715.00</td>
<td>4,125.00</td>
<td>590.00</td>
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<tr>
<td>Splash Fees</td>
<td>32,757.00</td>
<td>29,979.00</td>
<td>2,778.00</td>
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<tr>
<td><strong>Total Meet Income</strong></td>
<td>33,748.17</td>
<td>29,004.00</td>
<td>4,744.17</td>
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<tr>
<td><strong>Registration</strong></td>
<td></td>
<td></td>
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<tr>
<td>Club</td>
<td>1,225.00</td>
<td>0.00</td>
<td>1,225.00</td>
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<tr>
<td>Individual</td>
<td>3,150.00</td>
<td>0.00</td>
<td>3,150.00</td>
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<tr>
<td>Seasonal</td>
<td>1,256.00</td>
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<td>1,256.00</td>
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<tr>
<td>Swimmer</td>
<td>35,052.00</td>
<td>35,052.00</td>
<td>0.00</td>
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<tr>
<td>Transfers</td>
<td>210.00</td>
<td>210.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Registration - Other</td>
<td>-245.70</td>
<td>34,574.00</td>
<td>-34,819.70</td>
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<tr>
<td><strong>Total Registration</strong></td>
<td>40,647.30</td>
<td>34,574.00</td>
<td>6,073.30</td>
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<tr>
<td><strong>USA Swimming Grant</strong></td>
<td>1,349.50</td>
<td>4,000.00</td>
<td>-2,650.50</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>77,045.61</td>
<td>68,668.00</td>
<td>8,377.61</td>
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</tbody>
</table>

## Gross Profit

<table>
<thead>
<tr>
<th></th>
<th>Sep '16 - Apr 17</th>
<th>Budget</th>
<th>$ Over Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Profit</strong></td>
<td>77,045.61</td>
<td>68,668.00</td>
<td>8,377.61</td>
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</tbody>
</table>

## Expense

### Administrative

<table>
<thead>
<tr>
<th>Expense</th>
<th>Sep '16 - Apr 17</th>
<th>Budget</th>
<th>$ Over Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Employee Expense</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payroll Expenses</td>
<td>32,560.02</td>
<td>25,118.34</td>
<td>7,441.68</td>
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<tr>
<td>Payroll software</td>
<td>434.00</td>
<td>370.00</td>
<td>64.00</td>
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<tr>
<td>Workers Compensation Ins</td>
<td>270.00</td>
<td>315.00</td>
<td>-45.00</td>
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<tr>
<td><strong>Total Employee Expense</strong></td>
<td>33,264.02</td>
<td>25,803.34</td>
<td>7,460.68</td>
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</table>

### ISI Office Expense

<table>
<thead>
<tr>
<th>Expense</th>
<th>Sep '16 - Apr 17</th>
<th>Budget</th>
<th>$ Over Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Computer hardware / equipment</td>
<td>600.00</td>
<td>600.00</td>
<td>0.00</td>
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<tr>
<td>Computer software</td>
<td>159.50</td>
<td>320.00</td>
<td>-160.50</td>
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<tr>
<td>Postage</td>
<td>0.00</td>
<td>320.00</td>
<td>-320.00</td>
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<tr>
<td>Supplies</td>
<td>686.09</td>
<td>320.00</td>
<td>366.09</td>
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<tr>
<td>Telephone/Internet</td>
<td>1,582.75</td>
<td>1,600.00</td>
<td>-17.25</td>
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<tr>
<td>Travel</td>
<td>24.21</td>
<td>800.00</td>
<td>-775.79</td>
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<tr>
<td><strong>Total ISI Office Expense</strong></td>
<td>3,052.55</td>
<td>3,960.00</td>
<td>-907.45</td>
</tr>
</tbody>
</table>

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Page 1
### Iowa Swimming, Inc.

#### Profit & Loss Budget vs. Actual

**September 2016 through April 2017**

<table>
<thead>
<tr>
<th>Category</th>
<th>Sep '16 - Apr '17</th>
<th>Budget</th>
<th>$ Over Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Other Administrative Expense</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Services</td>
<td>283.60</td>
<td>0.00</td>
<td>283.60</td>
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<tr>
<td>BOD/HOD meetings</td>
<td>4,937.62</td>
<td>640.00</td>
<td>4,297.62</td>
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<tr>
<td>Central Zones dues</td>
<td>100.00</td>
<td>100.00</td>
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<tr>
<td>ISCA Expenses</td>
<td>717.50</td>
<td>80.00</td>
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<td>Postage</td>
<td>134.88</td>
<td>53.34</td>
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<td>Prof Services</td>
<td>17.16</td>
<td>300.00</td>
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<tr>
<td>Seminars/Workshops</td>
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<tr>
<td>USA-S dues</td>
<td>126.00</td>
<td>0.00</td>
<td>126.00</td>
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<tr>
<td>Web Site</td>
<td>105.02</td>
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<tr>
<td><strong>Total Other Administrative Expense</strong></td>
<td>6,421.78</td>
<td>1,253.34</td>
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<tr>
<td><strong>Total Administrative</strong></td>
<td>42,738.35</td>
<td>31,016.68</td>
<td>11,721.67</td>
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<tr>
<td><strong>Annual Iowa Awards Banquet</strong></td>
<td>6,611.45</td>
<td>2,500.00</td>
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<tr>
<td><strong>Club / LSC Development</strong></td>
<td>1,408.91</td>
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<td>1,408.91</td>
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<tr>
<td><strong>Convention and Workshops</strong></td>
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<td></td>
<td></td>
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<tr>
<td>National Convention</td>
<td>14,740.84</td>
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<td>5,740.84</td>
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<tr>
<td>Officials Workshops</td>
<td>485.06</td>
<td>900.00</td>
<td>-414.94</td>
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<tr>
<td>Other Workshops</td>
<td>0.00</td>
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<td>-2,450.00</td>
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<tr>
<td>Convention and Workshops - Other</td>
<td>370.00</td>
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<td>370.00</td>
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<tr>
<td><strong>Total Convention and Workshops</strong></td>
<td>15,595.90</td>
<td>12,350.00</td>
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<tr>
<td><strong>Meet Expenses</strong></td>
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</tr>
<tr>
<td>All Stars</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Age group chair / admin</td>
<td>-87.65</td>
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<td>-87.65</td>
</tr>
<tr>
<td>Clothing/gear</td>
<td>3,952.00</td>
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<td>3,952.00</td>
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<tr>
<td>Coaches expenses</td>
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<td>2,951.80</td>
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<tr>
<td>Entry fees</td>
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<td>All Stars - Other</td>
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<td><strong>Total All Stars</strong></td>
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<td><strong>Athlete Travel Reimbursement</strong></td>
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<tr>
<td><strong>Zones Age Group</strong></td>
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<tr>
<td>Coaches expenses</td>
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<td>375.00</td>
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<tr>
<td><strong>Total Zones Age Group</strong></td>
<td>375.00</td>
<td>0.00</td>
<td>375.00</td>
</tr>
<tr>
<td><strong>Total Meet Expenses</strong></td>
<td>25,574.95</td>
<td>17,500.00</td>
<td>8,074.95</td>
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<tr>
<td><strong>Officials expenses</strong></td>
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<td>Certifications fees</td>
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<td>-400.00</td>
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<td>Clinics &amp; Supplies</td>
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<td>-1,616.66</td>
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<tr>
<td>Iowa Officials Conference</td>
<td>0.00</td>
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<td>-2,250.00</td>
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<tr>
<td><strong>Total Officials expenses</strong></td>
<td>-165.00</td>
<td>3,466.66</td>
<td>-3,631.66</td>
</tr>
</tbody>
</table>
## Profit & Loss Budget vs. Actual
### September 2016 through April 2017

<table>
<thead>
<tr>
<th>Category</th>
<th>Sep '16 - Apr 17</th>
<th>Budget</th>
<th>$ Over Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional Development</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>USA Swimming Grant</td>
<td>0.00</td>
<td>5,000.00</td>
<td>-5,000.00</td>
</tr>
<tr>
<td>Professional Development - Other</td>
<td>0.00</td>
<td>4,833.34</td>
<td>-4,833.34</td>
</tr>
<tr>
<td>Total Professional Development</td>
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<td>-9,833.34</td>
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<tr>
<td>Safe Sport</td>
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<td>Swimmer Development</td>
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<tr>
<td>Swimmer Clinic</td>
<td>1,614.82</td>
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<td>Swimmer Development - Other</td>
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<td>-13,000.00</td>
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<td>Net Income</td>
<td>-16,834.77</td>
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