

SOUTHEASTERN LSC - FY 2020 Budget vs FY 2019 Actual

	ACTUAL 2018-2019	BUDGET 2019-2020	NOTES
Income			
Fines	616.00		
Grants			
USAS Grants	2,000.00		
Total Grants	2,000.00	0	
Investment Returns	3,080.18	1,000	
Other Income	2,880.00		
Registrations			
Athlete Registration			
Registration Athlete Flex	19,490.00	19,300	1930 x \$10
Registration Athlete Outreach		0	
Registration Athlete Premium	77,088.00	76,344	6362 x \$12
Registration Athlete Seasonal	2,255.00	4,300	4300 x \$10
Registration Athlete Upgrade	554.00	540	270 x \$2
Registration Transfers	2,382.00	2,388	
Total Athlete Registration	101,769.00	102,872	
Club Registrations			
Club Registration Annual Large	4,640.00	4,640	58 x \$80
Club Registration Annual Small	630.00	630	21 x \$30
Club Registration Seasonal	90.00	120	4 x \$30
Total Club Registrations	5,360.00	5,390	
Non-Athlete Registration			
Non-Athlete Regis Individual	12,852.00	12,564	1047 x \$12
Total Non-Athlete Registration	12,852.00	12,564	
Total Registrations	119,981.00	120,826	
Returned Check Charges	50.00	0	
Rewards Points Cash Redemption	850.00	500	
Sanction/Observed Fees			
Observed/Approved Fees	4,555.00	4,500	
Sanction Fees	8,150.00	8,000	
Total Sanction/Observed Fees	12,705.00	12,500	
Surcharges			
Surcharges Non SES	34,455.00	37,000	
Surcharges SES	85,851.00	88,000	
Total Surcharges	120,306.00	125,000	
Total Income	262,468.18	259,826	
Expense			
Athlete Committee	0.00	0	
Awards			
SES All Star Awards	1,216.79	1,400	
SES Championship Awards	12,983.00	13,000	
Special Election Awards	313.92	500	
Total Awards	14,513.71	14,900	
Bank Service Charges	7.50		
Camps Hosted by SES			

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SES Diversity & Inclusion Camp	0.00	0	
Total Camps Hosted by SES	0.00	0	
Contract Services			
Bank Charges	24.25	100	
Payroll Services	1,173.92	1,300	
Tax Prep & Audit Fees	1,500.00	1,500	
TU - Credit Card Processing Fee	1,599.10	1,700	
Total Contract Services	4,297.27	4,600	
Office and Administrative Exp			
Office Expenses			
Conference Calls	6.57	0	
Copying	429.52	500	
Equipment	0.00	200	
Internet Fees	649.89	840	
Occupancy Rent	2,400.00	2,600	
Office Travel	3,319.21	5,000	
Other Office Expenses	326.70	1,500	\$1000 DOO search
Postage	188.50	200	
Supplies	303.61	600	
Telephone	1,500.00	1,500	
Total Office Expenses	9,124.00	12,940	
Payroll & Benefits			
Bonus	1,250.00	0	
Gross Salaries	55,727.37	66,999	
Life Insurance Reimbursement	268.64	268	
Medical Insurance Premium	4,693.80	4,694	
Medicare Reimbursement	1,214.50	1,600	
Retirement Contribution	2,000.00	2,000	
Tax Liability			
Medicare	826.17	884	
Social Security (FICA)	3,532.62	3,780	
Total Tax Liability	4,358.79	4,664	
Total Payroll & Benefits	69,513.10	80,225	
Total Office and Administrative Exp	78,637.10	93,165	
Officials Committee			
Equipment & Maintenance	0.00	1,500	
National Evaluation Exp	0.00	1,500	
Officials Recognition Awards	0.00	500	
Other Officials Comm Exp	0.00	0	
Stipend for Nationals	0.00	7,500	
Total Officials Committee	0.00	11,000	
Other Expenses			
Other Expenses	1,620.00		
Other Expenses - Other	20.00		
Total Other Expenses	1,640.00	0	
Registration			

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Non Athlete Registration			
Non Athlete Regis Life	1,000.00	1,000	
Total Non Athlete Registration	1,000.00	1,000	
Total Registration	1,000.00	1,000	
SES Meetings			
Hospitality	0.00	300	
Other SES Meetings	515.60	0	
Venue Rental	0.00	1,000	
Total SES Meetings	515.60	1,300	
Support Programs			
Coach Educatiion Reimbursement	0.00	4,000	
Coach of the Year Award	0.00	2,000	
Outreach Meet Reimbursement	677.50	1,200	
Travel - National Athlete	66,250.00	68,000	
Travel - National Coach	14,800.00	15,000	
Travel - Trials Athlete	0.00	67,500	
Travel - Trials Coach	0.00	7,500	
Zone Diversity Camp Support	2,170.00	0	No camp in FY 2020
Total Support Programs	83,897.50	165,200	
USAS Clinics			
Admin Vice Chair Workshop	0.00	600	Zone - May
Age Group Summit	0.00	600	November
Diversity Workshop	0.00	600	Zone - May
General Chair Workshop	0.00	600	Zone - May
LSC Leadership Workshop	1,273.56	600	Zone - May
Officials Chair Workshop	442.50	600	Zone - May
Officials Clinic	515.76		
Officials Evaluators Workshop	0.00		
Referee Workshop	1,268.72	600	October
Registration Clinic	0.00		
Safe Sport Workshop	0.00	600	Zone - May
SWIMS Workshop	0.00		
Treasurer Workshop	0.00		
Total USAS Clinics	3,500.54	4,800	
USAS Convention			
Lodging Convention	5,591.01	6,415	
Meals/Per Diem Convention	2,861.93	7,075	
Registration Convention	2,880.00	3,000	
Travel Convention	4,335.49	8,300	
USAS Convention - Other	0.00	0	
Total USAS Convention	15,668.43	24,790	
Zone All Star Meet			
Application Fees Zone	(1,985.04)		
Athlete Surcharge	(21,729.60)		
Coaching Stipends Zone	1,799.99		
Entry Fees Zone	1,665.00		

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Food Zone	5,956.57		
Lodging Zone	12,485.55		
Other Zone	3,994.68	25,000	
Outfitting Zone	8,149.70		
Supplies Zone Meet	33.21		
Team Activities Zone	1,216.61		
Transportation Zone	8,522.73		
Total Zone All Star Meet	20,109.40	25,000	
Zone Open Water Meet			
Athlete Surchg Zone Open Water	(3,400.00)		
Coach Stipends Zone Open Water	300.00		
Entry Fees Zone Open Water	1,020.00		
Food Zone Open Water	890.58		
Lodging Zone Open Water	2,071.00		
Other Zone Open Water	0.00	9,000	
Outfitting Zone Open Water	3,378.75		
Supplies - Zone Open Water Meet	339.73		
Transportation Zone Open Water	2,876.47		
Total Zone Open Water Meet	7,476.53	9,000	
Total Expense	231,263.58	354,755	
Net Income	31,204.60	(94,929)	