**Super Jets Swim Team (SJST) Financial Information**

1. Figuring out the actual Current Reserves
   1. Current Cash in Bank Accounts as of 4/1 - $170,000
   2. SJST Programming – Reimbursable (Signed up ahead of time for SJST programming)
      1. SJST Summer Rec Swim income - $10,000 (High Cash Flow Time of Year)
      2. Spring Seasonal Income - $4,000
      3. Swim School Income - $4,000
      4. Total Reimbursable to pre-paid dues - $18,000
   3. Current Bills Due:
      1. City Pools – February - $1,200
      2. City Pools – March - $600 (Estimated)
      3. College Rental Pool – Credit of $200
   4. Actual Cash in Reserves as of 3/18 with full refunds and expenses - $150,000

**Current Monthly Expense Breakdown (Option One)**

1. Salaried coach expenses - $30,000 (monthly)
2. Payroll Taxes – Set at 28%
3. Additional Hard Costs (Rent, Insurance, Web site, phone) - $2000 monthly
4. Option one is operating all full payment for full-time JST staff (no part-time hourly employees).
5. Assuming 75% of operational expenses collected from dues.

**Current Monthly Expense Breakdown (Option Two)**

1. Salaried coach expenses - $22,500 (Phase all staff to 75% current salary)
2. Payroll Taxes – Set at 28%
3. Additional Hard Costs (Rent, Insurance, Web site, phone) - $2000 monthly
4. Option two is operating all 75% payment for full-time JST staff (no part-time hourly employees).
5. Assuming 60% of operational expenses collected from dues.

**Current Monthly Expense Breakdown (Option Three)**

1. Salaried coach expenses - $15,000 (Phase all staff to 50% current salary)
2. Payroll Taxes – Set at 28%
3. Additional Hard Costs (Rent, Insurance, Web site, phone) - $2000 monthly
4. Option two is operating all 50% payment for full-time JST staff (no part-time hourly employees).
5. Assuming 50% of operational expenses collected from dues.

**Thoughts (Long Term):**

1. Our goal is to be fully operational by September 1, 2020. We want the SJST team to be in a strong financial position so we can maintain the competitive team vision through 2021.
   1. The SJST Swim Team Budget is based around losing money throughout the year and recovering those losses in the larger summer programming months (peak of cash flow.)
      1. Assuming no income, JST will need around $\_\_\_\_\_\_ in the bank on September 1 to cover operations from September 1 to \_\_\_\_\_\_\_. This is making sure we have the positive cash flow to operate the entire year.
   2. JST will need to do the following if budget is less than $\_\_\_\_\_\_\_ on September 1
      1. Huge Fundraising Effort
      2. Membership drive to work on getting as close to 2019 membership as possible
      3. Adjust travel focus & minimize expenses for the year
      4. Staffing & group changes to maximize operational expense recovery
2. This may change the face of JST for some time.
   1. 2020 Olympic Year Bump – Planning for no additional membership bump
   2. Membership drop – No summer programming and local financial issues may contribute to lower 2020-2021 membership.