

Detail Worksheet

Potomac Valley Swimming, Inc.  
2013-2014 Budget

|   | 2011-2012<br>Actual | 2012 - 2013<br>Approved<br>Budget | 2012-2013<br>Projected | 2013-2014<br>Proposed<br>Budget | 2013-2014<br>% Change<br>from<br>Projected |
|---|---------------------|-----------------------------------|------------------------|---------------------------------|--|
| <b>Revenues</b>                                   |                     |                                   |                        |                                 |  |
| <b>41000 · Membership Registrations</b>           |                     |                                   |                        |                                 |  |
| 41100 · Athletes                                  | 774,751             | 814,492                           | 867,464                | 914,298                         |  |
| 41110 · Outreach Registrations                    | 40                  | -                                 | -                      | -                               |  |
| 41120 · Non Athletes                              | 28,034              | 29,498                            | 35,770                 | 38,000                          |  |
| 41130 · Family                                    | 475                 | 475                               | 488                    | 500                             |  |
| 41140 · Clubs                                     | 4,000               | 3,800                             | 4,300                  | 4,300                           |  |
| 41150 · Associate - Clubs                         | 200                 | 200                               | 200                    | 200                             |  |
| 41160 · Associate Organization                    | 200                 | 200                               | 100                    | 100                             |  |
| 41170 · Seasonal Registrations                    | 1,160               | 1,598                             | 1,360                  | 1,400                           |  |
| 41180 · Official's Certifications                 | 43                  | 200                               | -                      | -                               |  |
| <b>Total 41000 · Membership Registrations</b>     | <b>808,903</b>      | <b>850,463</b>                    | <b>909,682</b>         | <b>958,798</b>                  | <b>5.40%</b>                               |
| <b>41500 · Registrations - USA Swimming</b>       |                     |                                   |                        |                                 |  |
| 41501 · Athletes                                  | (495,121)           | (525,133)                         | (559,286)              | (593,700)                       |  |
| 41510 · Outreach Registrations                    | (495)               | (695)                             | (740)                  | (740)                           |  |
| 41520 · Non-Athletes                              | (42,575)            | (45,080)                          | (50,078)               | (52,600)                        |  |
| 41530 · Family                                    | (1,045)             | (1,060)                           | (781)                  | (800)                           |  |
| 41540 · Clubs                                     | (2,800)             | (2,660)                           | (3,010)                | (3,010)                         |  |
| 41560 · Associate Organization                    | (140)               | (140)                             | (70)                   | (70)                            |  |
| 41570 · Seasonal Registrations                    | (896)               | (1,363)                           | (1,160)                | (1,200)                         |  |
| <b>Total 41500 · Registrations - USA Swimming</b> | <b>(543,072)</b>    | <b>(576,131)</b>                  | <b>(615,125)</b>       | <b>(652,120)</b>                | <b>6.01%</b>                               |
| <b>Total 41000 · Net PVS Registrations</b>        | <b>265,831</b>      | <b>274,332</b>                    | <b>294,557</b>         | <b>306,678</b>                  | <b>4.11%</b>                               |
| <b>42000 · PVS Meets</b>                          |                     |                                   |                        |                                 |  |
| 42100 · Entry Fees                                | 360,659             | 394,123                           | 428,630                | 428,630                         |  |
| 42130 · Program Sales                             | -                   | -                                 | -                      | -                               |  |
| 42150 · Other PVS Meet Revenue                    | -                   | -                                 | 1,000                  | 1,000                           |  |
| <b>Total 42000 · PVS Meets</b>                    | <b>360,659</b>      | <b>394,123</b>                    | <b>429,630</b>         | <b>429,630</b>                  | <b>0.00%</b>                               |
| <b>43000 · Other Meets</b>                        |                     |                                   |                        |                                 |  |
| 43100 · Splash Fees                               | 87,766              | 91,871                            | 99,505                 | 99,505                          |  |
| 43110 · Sanction Fees                             | 2,200               | 2,300                             | 2,100                  | 2,100                           |  |
| <b>Total 43000 · Other Meets</b>                  | <b>89,966</b>       | <b>94,171</b>                     | <b>101,605</b>         | <b>101,605</b>                  | <b>0.00%</b>                               |
| <b>44000 · Equipment Rentals</b>                  |                     |                                   |                        |                                 |  |
| 44100 · Equipment Rental                          | 1,489               | 4,800                             | 9,420                  | 9,420                           |  |
| 44200 · Equipment Set-up Fees                     | 1,200               | 3,500                             | -                      | -                               |  |
| <b>Total 44000 · Equipment Rentals</b>            | <b>2,689</b>        | <b>8,300</b>                      | <b>9,420</b>           | <b>9,420</b>                    | <b>0.00%</b>                               |

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|---|---------------------|-----------------------------------|------------------------|---------------------------------|--|
| <b>45000 · Zone Teams Fees</b>          |                     |                                   |                        |                                 |  |
| 45100 · SC Zones                        | 40,652              | 48,827                            | 46,140                 | 48,343                          |  |
| 45200 · LC Zones                        | 120,652             | 112,050                           | 120,604                | 120,604                         |  |
| <b>Total 45000 · Zone Teams Fees</b>    | <b>161,304</b>      | <b>160,877</b>                    | <b>166,744</b>         | <b>168,947</b>                  | <b>1.32%</b>                               |
| <b>46000 · Financial Income</b>         |                     |                                   |                        |                                 |  |
| 46100 · Int. ROA (Wachovia)             | 1,044               | 1,087                             | 972                    | 972                             |  |
| 46160 · Int. 36 Mo CD (BB&T)            | 4,196               | -                                 | -                      | -                               |  |
| 46200 · Div&Cap Gain Distributions - DR | 5,481               | 6,270                             | 6,481                  | 6,481                           |  |
| 46210 · Cap Gains/(Losses) (Realized)   | (199)               | -                                 | 9                      | -                               |  |
| 46220 · Mkt Adjustment - DR             | 4,167               | -                                 | 7,295                  | -                               |  |
| <b>Total 46000 · Financial Income</b>   | <b>14,689</b>       | <b>7,357</b>                      | <b>14,757</b>          | <b>7,453</b>                    | <b>-49.50%</b>                             |
| <b>47000 · Other Income</b>             |                     |                                   |                        |                                 |  |
| 47200 · Swimposium Fees                 | -                   | 6,250                             | 5,295                  | -                               |  |
| 47300 · Camp Registrations              | -                   | 4,000                             | 4,000                  | 4,000                           |  |
| 47500 · Fines                           | 100                 | -                                 | 2,400                  | 2,400                           |  |
| 47900 · Other Revenue                   | 2                   | -                                 | 141                    | -                               |  |
| <b>Total 47000 · Other Income</b>       | <b>102</b>          | <b>10,250</b>                     | <b>11,836</b>          | <b>6,400</b>                    | <b>-45.93%</b>                             |
| <b>Total Revenues</b>                   | <b>895,239</b>      | <b>949,410</b>                    | <b>1,028,549</b>       | <b>1,030,133</b>                | <b>0.15%</b>                               |

**Expenses**

|   |                |                |                |                |              |
|---|----------------|----------------|----------------|----------------|--------------|
| <b>51000 · PVS Meets Expenses</b>       |                |                |                |                |              |
| 51110 · Pool Rentals                    | 159,000        | 212,829        | 225,491        | 232,256        |              |
| 51120 · Meet Mgmt Services              | 95,153         | 92,302         | 106,107        | 106,107        |              |
| 51150 · Hospitality                     | 30,985         | 30,916         | 32,664         | 39,523         |              |
| 51160 · Championship Meet Support       | 32,869         | 20,200         | 26,300         | 26,300         |              |
| 51180 · Other Meet Expenses             | 6,088          | 5,058          | 7,773          | 7,773          |              |
| <b>Total 51000 · PVS Meets Expenses</b> | <b>324,094</b> | <b>361,305</b> | <b>398,335</b> | <b>411,959</b> | <b>3.42%</b> |
| <b>52000 · Equipment Operations</b>     |                |                |                |                |              |

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|---|-----------------------------|--|--------------------------------|--|--|
| <b>52100 · Meet Equipment &amp; Supplies</b>    | 5,164                       | 6,500                                      | 7,000                          | 7,000                                    |  |
| <b>52150 · Equipment Repair</b>                 | 121                         | 1,000                                      | 2,500                          | 2,500                                    |  |
| <b>52200 · Storage Facility Rent</b>            | 6,630                       | 6,950                                      | 3,815                          | 3,600                                    |  |
| <b>52300 · Equipment Manager</b>                | 10,200                      | 14,300                                     | 6,300                          | 7,200                                    |  |
| <b>52900 · Depreciation-Meet Equipment</b>      | 10,452                      | 13,886                                     | 10,487                         | 10,161                                   |  |
| <b>Total 52000 · Equipment Operations</b>       | <u>32,567</u>               | <u>42,636</u>                              | <u>30,102</u>                  | <u>30,461</u>                            | 1.19%  |
| <b>53000 · Zone Teams</b>                       |                             |  |                                |  |  |
| <b>53100 · SC Zones</b>                         | 71,191                      | 73,722                                     | 58,845                         | 69,322                                   |  |
| <b>53200 · LC Zones</b>                         | 185,911                     | 145,000                                    | 150,573                        | 150,573                                  |  |
| <b>Total 53000 · Zone Teams</b>                 | <u>257,102</u>              | <u>218,722</u>                             | <u>209,418</u>                 | <u>219,895</u>                           | 5.00%  |
| <b>54000 · Official's Support</b>               |                             |  |                                |  |  |
| <b>54100 · Officials Apparel &amp; Supplies</b> | 3,285                       | 4,500                                      | 6,061                          | 6,061                                    |  |
| <b>54110 · Background Screening</b>             | 1,014                       | 5,000                                      | 3,210                          | 3,000                                    |  |
| <b>54210 · Officials's Ed/Travel Assist.</b>    | 2,800                       | 2,500                                      | 2,834                          | 3,000                                    |  |
| <b>54220 · Official's Evaluation</b>            | -                           | 2,000                                      | 2,000                          | 2,000                                    |  |
| <b>54230 · Officials Clinics</b>                | 997                         | 1,000                                      | 946                            | 1,000                                    |  |
| <b>54240 · Other Official's Support</b>         | 226                         | -  | 1,000                          | 1,000                                    |  |
| <b>Total 54000 · Official's Support</b>         | <u>8,322</u>                | <u>15,000</u>                              | <u>16,051</u>                  | <u>16,061</u>                            | 0.06%  |
| <b>55000 · Other PVS Programs</b>               |                             |  |                                |  |  |
| <b>55100 · PVS CCE Program</b>                  | -                           | 500  | 500                            | 500                                      |  |
| <b>55110 · ASCA Award Travel</b>                | -                           | 500  | 500                            | 500                                      |  |
| <b>55120 · Swimposium</b>                       | 4,060                       | 24,400                                     | 13,113                         | -  |  |
| <b>55130 · PVS Camps</b>                        | -                           | 4,000                                      | 4,000                          | 4,000                                    |  |
| <b>55140 · Inclusion/Diversity Program</b>      | 6,798                       | 10,000                                     | 10,000                         | 10,000                                   |  |
| <b>55150 · Hardship Athlete Grants</b>          | 1,175                       | 500  | 500                            | 500                                      |  |
| <b>55160 · Medals,Trophies &amp; Awards</b>     | 2,006                       | 2,000                                      | 500                            | 500                                      |  |
| <b>55170 · Strategic Planning Exp.</b>          | 330                         | 100  | 100                            | 100                                      |  |
| <b>55180 · Club Eqmt Purchase Subsidy</b>       | 4,610                       | -  | 8,513                          | -  |  |
| <b>Open Water Support (New)</b>                 | -                           | -  | -                              | -  |  |
| <b>Total 55000 · Other PVS Programs</b>         | <u>18,979</u>               | <u>42,000</u>                              | <u>37,726</u>                  | <u>16,100</u>                            | -57.32%  |

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| <b>57000 · Travel Assistance</b>            |                     |                                   |                        |                                 |  |
| 57120 · Winter Nat'I Champs (\$450)         | 8,100               | 8,100                             | 5,850                  | 8,100                           |  |
| 57130 · Summer Nat'I Champs (\$450)         | (1,100)             | 8,100                             | 8,100                  | 8,100                           |  |
| 57135 · Open Water Nat'I Champs(\$450)      | 500                 | -                                 | 500                    | 500                             |  |
| 57140 · US Disability Champs (\$450)        | -                   | 900                               | 900                    | 900                             |  |
| 57150 · Jr. National Champs (\$250)         | 3,350               | 15,000                            | 10,000                 | 15,000                          |  |
| 57160 · US Paralympic Nat'I Champs (\$450)  | -                   | 450                               | 450                    | 450                             |  |
| 57180 · US Olympic Trials (\$800)           | 26,400              | -                                 | -                      | -                               |  |
| 57200 · US Open (\$250)                     | 2,000               | -                                 | 2,000                  | -                               |  |
| <b>Total 57000 · Travel Assistance</b>      | <b>39,250</b>       | <b>32,550</b>                     | <b>27,800</b>          | <b>33,050</b>                   | <b>18.88%</b>                              |
| <b>58000 · General Administration</b>       |                     |                                   |                        |                                 |  |
| 58100 · Payroll & Contractor Services       | 154,996             | 159,400                           | 161,984                | 166,844                         |  |
| 58230 · Office Rent                         | 3,600               | 3,600                             | 3,600                  | 3,600                           |  |
| 58240 · Eqmt Maint. & Repair                | 235                 | -                                 | 216                    | 200                             |  |
| 58260 · Phones                              | 2,051               | 2,300                             | -                      | -                               |  |
| 58265 · Postage/Mail Services               | 320                 | 400                               | 836                    | 900                             |  |
| 58270 · Professional Services               | 13,735              | 12,200                            | 6,830                  | 7,000                           |  |
| 58275 · Advertising                         | 700                 | 700                               | 700                    | 700                             |  |
| 58280 · WEB Site/Internet Services          | 10                  | 1,500                             | 1,380                  | 1,500                           |  |
| 58290 · Office Supplies                     | 2,714               | 3,000                             | 1,978                  | 2,038                           |  |
| 58310 · Insurance                           | 405                 | 405                               | 420                    | 420                             |  |
| 58320 · Banking Fees - Wachovia             | 107                 | 70                                | 30                     | 30                              |  |
| 58340 · Investment Fees - DR                | 824                 | 700                               | 907                    | 1,000                           |  |
| 58355 · Promotional Items                   | -                   | 500                               | -                      | -                               |  |
| 58360 · Other Admin. Expenses               | 598                 | -                                 | 154                    | 159                             |  |
| 58370 · General Chair Expenses              | 1,574               | 1,500                             | 800                    | 824                             |  |
| 58380 · Registrar's Expenses                | 3,570               | 3,400                             | 4,569                  | 4,706                           |  |
| 58400 · Exec Dir/Controller Expenses        | 1,095               | 800                               | 1,912                  | 1,970                           |  |
| 58410 · Donations                           | 1,000               | 329                               | 1,200                  | 1,200                           |  |
| 58900 · Depreciation-Office Eqmt.           | 504                 | -                                 | 539                    | 210                             |  |
| <b>Total 58000 · General Administration</b> | <b>188,037</b>      | <b>190,804</b>                    | <b>188,056</b>         | <b>193,300</b>                  | <b>2.79%</b>                               |

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| <b>59000 · Meetings/Conferences/Seminars</b>       |                     |                                   |                        |                                 |  |
| <b>59100 · BOD/HOD Meetings</b>                    | 1,278               | 1,200                             | 998                    | 1,200                           |  |
| <b>59110 · Competition Committee Mtgs</b>          | 303                 | 400                               | 476                    | 500                             |  |
| <b>59120 · USAS Convention</b>                     | 15,493              | 16,000                            | 20,000                 | 16,000                          |  |
| <b>59150 · Eastern Zone Meetings &amp; Dues</b>    | 5,251               | 4,325                             | 4,325                  | 4,325                           |  |
| <b>59170 · Other Meetings</b>                      | 2,705               | 3,500                             | 3,500                  | 3,500                           |  |
| <b>Total 59000 · Meetings/Conferences/Seminars</b> | <b>25,031</b>       | <b>25,425</b>                     | <b>29,299</b>          | <b>25,525</b>                   | <b>-12.88%</b>                             |
| <b>Total Expenses</b>                              | <b>893,381</b>      | <b>928,442</b>                    | <b>936,787</b>         | <b>946,351</b>                  | <b>1.02%</b>                               |
| <b>Surplus/(Deficit)</b>                           | <b>1,858</b>        | <b>20,968</b>                     | <b>91,763</b>          | <b>83,782</b>                   | <b>-8.70%</b>                              |