

West Howard County Swim Club, Inc. -- FY2020 Proposed Budget

| Line | Income from Operations | 2018 Actuals | 2019 Actuals | 2020 Proposed | Notes |
|------|----------------------------------------------------------------|----------------------|----------------------|----------------------|---------------------------------------|
| 1 | Net Operating Income | \$ 22,098.23 | \$ 27,017.33 | \$ 1,660.20 | |
| 2 | Income - Total | \$ 248,287.49 | \$ 266,849.10 | \$ 262,765.00 | |
| 3 | Dues - Total | \$ 198,765.00 | \$ 228,460.00 | \$ 222,675.00 | |
| 4 | Regular Family (\$525 in '19, increased from \$450 in '18) | \$ 149,400.00 | \$ 160,400.00 | \$ 170,625.00 | Assume 325; Dues \$525 (0 non-bonded) |
| 5 | Senior Family (\$420 in '19, increased from \$360 in '18) | \$ 6,840.00 | \$ 7,520.00 | \$ 7,560.00 | Assume 18; Dues \$420 |
| 6 | Single (\$420 in '19) | \$ - | \$ 2,920.00 | \$ 2,940.00 | Assume 7; Dues \$420 |
| 7 | Associate (\$85 in '19, increased from \$75 in '18) | \$ 1,875.00 | \$ 2,210.00 | \$ 2,125.00 | Assume 25 |
| 8 | Caregiver (\$85 in '19, increased from \$75 in '18) | \$ 450.00 | \$ 680.00 | \$ 425.00 | Assume 5 |
| 9 | August Memberships (\$175 in '20, increased from \$150 in '19) | \$ 2,100.00 | \$ 1,200.00 | \$ 1,750.00 | Assume 10 |
| 10 | Registration/Wait List (\$50) | \$ 2,350.00 | \$ 2,400.00 | \$ 2,250.00 | Assume 45 |
| 11 | Late Fee (\$50) | \$ 950.00 | \$ 1,180.00 | \$ 1,000.00 | Assume 20 |
| 12 | New Member Bond (\$650) | \$ 26,600.00 | \$ 38,350.00 | \$ 26,000.00 | Assume 40 new members |
| 13 | Capital Reserves New Member Assessment (\$200) | \$ 8,200.00 | \$ 11,600.00 | \$ 8,000.00 | Assume 40 new members |
| 14 | Swim Team - Total | \$ 32,487.26 | \$ 23,969.52 | \$ 25,000.00 | |
| 15 | Membership Fees | \$ 15,051.00 | \$ 13,075.00 | \$ 14,000.00 | |
| 16 | Concessions Assessment & Service Hours Assessment | \$ 2,325.00 | \$ 1,775.00 | \$ 2,000.00 | |
| 17 | Meet Fees (collected from members) | \$ 1,264.00 | \$ 961.00 | \$ 1,000.00 | |
| 18 | Fundraising (Concessions, Apparel, Merchandise, Fundraisers) | \$ 13,847.26 | \$ 8,158.52 | \$ 8,000.00 | Assume we do not get Divisionals meet |
| 19 | Dive Team - Total | \$ 5,074.00 | \$ 4,766.00 | \$ 5,440.00 | |
| 20 | Membership Fees | \$ 2,438.00 | \$ 3,028.00 | \$ 3,000.00 | |
| 21 | Concessions Assessment | \$ 360.00 | \$ 460.00 | \$ 440.00 | |
| 22 | Fundraising (Concessions, Apparel, Merchandise, Fundraisers) | \$ 2,276.00 | \$ 1,278.00 | \$ 2,000.00 | Late to settle '19 season |
| 23 | Pool Guest Fees | \$ 8,824.73 | \$ 8,933.58 | \$ 8,900.00 | |
| 24 | Guest Fees (\$40 10-pass; \$5 daily; \$10 weekly) | \$ 8,674.73 | \$ 8,828.58 | \$ 8,750.00 | |
| 25 | Pavillion Rentals (\$25 in '19, increased from \$15 in '18) | \$ 150.00 | \$ 105.00 | \$ 150.00 | Assume 10 rentals * \$15 each |
| 26 | Socials/Events - Total | \$ 3,136.50 | \$ 720.00 | \$ 750.00 | |
| 27 | Donations | \$ 185.00 | \$ - | \$ - | |
| 28 | Revenue from event fees | \$ 2,951.50 | \$ 720.00 | \$ 750.00 | |
| 29 | | | | | |

| 30 | Operating Expenses | 2018 Actuals | 2019 Actuals | 2020 Proposed | |
|----|--------------------------------------------------------------|----------------------|----------------------|----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 31 | Expenses - Total | \$ 226,189.26 | \$ 239,831.77 | \$ 261,104.80 | |
| 32 | Dues - Total | \$ 27,800.00 | \$ 40,600.00 | \$ 28,000.00 | |
| 33 | Bond Refunds for withdrawn members | \$ 27,800.00 | \$ 40,600.00 | \$ 28,000.00 | Refund 40 bonds (equals number of new members) |
| 34 | Swim Team - Total | \$ 28,738.09 | \$ 19,999.42 | \$ 19,450.00 | |
| 35 | Meet Officials Fees | \$ 180.00 | \$ 90.00 | \$ 200.00 | Assume 2 home meets * \$100 each |
| 36 | Meet Entry Fees | \$ 1,244.00 | \$ 1,139.14 | \$ 1,200.00 | |
| 37 | League Dues | \$ 150.00 | \$ 150.00 | \$ 150.00 | |
| 38 | AAU Fees / Training | \$ 2,389.00 | \$ 2,022.00 | \$ 2,100.00 | |
| 39 | Coach Payroll (Net) | \$ 9,237.82 | \$ 8,795.46 | \$ 7,800.00 | Assume 5% pay increase, but only 2 coaches in 2020, instead of 3. |
| 40 | Gross Pay | \$ 11,050.00 | \$ 11,050.00 | \$ 9,975.00 | |
| 41 | Payroll Taxes Withheld | \$ 1,812.18 | \$ 2,254.54 | \$ 2,175.00 | |
| 42 | Misc Supplies | \$ 300.54 | \$ 791.50 | \$ 750.00 | |
| 43 | Fundraising (Concessions, Apparel, Merchandise, Fundraisers) | \$ 12,519.52 | \$ 5,289.70 | \$ 5,500.00 | Assume we do not get Divisionals meet |
| 44 | Team Events and Recognition | \$ 2,052.21 | \$ 1,721.62 | \$ 1,750.00 | |
| 45 | Divisional Meet - Hosting Expenses (Sanitation) | \$ 665.00 | \$ - | \$ - | Assume we do not get Divisionals meet |
| 46 | Dive - Team Total | \$ 8,172.65 | \$ 7,025.56 | \$ 7,850.00 | |
| 47 | Meet Officials Fees | \$ - | \$ - | \$ - | |
| 48 | League Dues | \$ 150.00 | \$ 150.00 | \$ 150.00 | |
| 49 | AAU Fees / Training | \$ 218.00 | \$ 32.00 | \$ 200.00 | |
| 50 | Coach Payroll (Net) | \$ 5,004.33 | \$ 5,004.35 | \$ 5,250.00 | Assume 5% pay increase. |
| 51 | Gross Pay | \$ 6,050.01 | \$ 6,050.00 | \$ 6,350.00 | |
| 52 | Payroll Taxes Withheld | \$ 1,045.68 | \$ 1,045.65 | \$ 1,100.00 | |
| 53 | Misc Supplies | \$ - | \$ 132.00 | \$ 150.00 | |
| 54 | Fundraising (Concessions, Apparel, Merchandise, Fundraisers) | \$ 2,399.47 | \$ 1,600.73 | \$ 1,750.00 | Do not expect to get Divisional shirts |
| 55 | Team Events and Recognition | \$ 400.85 | \$ 106.48 | \$ 350.00 | |
| 56 | Divisional Meet - Hosting Expenses | \$ - | \$ - | \$ - | Unlikely to host in 2019 |
| 57 | Social/Events - Total | \$ 5,109.55 | \$ 3,973.19 | \$ 4,000.00 | |
| 58 | Expenses (food, supplies, etc.) | \$ 5,109.55 | \$ 3,973.19 | \$ 4,000.00 | |
| 59 | Facilities - Total | \$ 106,916.34 | \$ 132,757.52 | \$ 141,525.80 | |
| 60 | Pool Management | \$ 85,383.00 | \$ 85,921.00 | \$ 96,500.00 | 102K contract - 3500 refund from 2019 |
| 61 | Pool Maintenance & Repairs | \$ 1,785.84 | \$ 8,855.30 | \$ 1,250.00 | \$1K for new guard stand; 250 misc (\$8.8K was for water refill in 2019) |
| 62 | Pool Supplies | \$ 1,208.36 | \$ 392.20 | \$ 400.00 | |
| 63 | Pool Equipment (vacuum, etc.) | \$ 228.88 | \$ - | \$ 1,200.00 | Need new vacuum in '20 (\$1,200) |
| 64 | Pool Inspection/Permit | \$ 330.00 | \$ 330.00 | \$ 350.00 | |
| 65 | Pool Discharge Permit | \$ - | \$ 195.00 | \$ 195.00 | |
| 66 | Tennis Court / Playground Maintenance | \$ - | \$ - | \$ - | Defer renovating volleyball court (est. \$5K) |
| 67 | Building Maintenance (Awnings, chairs, tables, grills, etc.) | \$ 11,235.88 | \$ 8,188.72 | \$ 10,900.00 | Awning repairs (500), 10 chairs (1.5K), 10 chaises (2K), 4 deck umbrellas (1200), 2 guard umbrellas (300), 4 grills (800), Door (1.5K), Shed roof (800), awning storage (1.5K) |
| 68 | AED Rental | \$ 821.50 | \$ 821.50 | \$ 825.00 | |
| 69 | Security | \$ - | \$ - | \$ - | Purchased cameras in FY17; no expenses in FY18, FY19 |
| 70 | Misc supplies and repairs | \$ 5,922.88 | \$ 3,781.86 | \$ 3,750.00 | |
| 71 | Mortgage | \$ - | \$ 24,271.94 | \$ 26,155.80 | Mortgage for capital project |
| 72 | Mortgage Closing/Refinancing Costs | \$ - | \$ 4,655.09 | \$ - | |
| 73 | Mortgage Principal | \$ - | \$ 8,817.37 | \$ 12,200.27 | 12 payments in FY20; values are from amortization table |
| 74 | Mortgage Interest | \$ - | \$ 10,799.48 | \$ 13,955.53 | |

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|-----|-------------------------------------------------------|---------------------|----------------------|---------------------|------------------------------------------------------------------|
| 75 | Utilities and Services - Total | \$ 19,619.51 | \$ 17,840.32 | \$ 27,725.00 | |
| 76 | Water / Septic | \$ 250.00 | \$ - | \$ 250.00 | Septic pumping (assume once every 2 years) |
| 77 | Electric | \$ 5,422.11 | \$ 6,066.04 | \$ 6,000.00 | |
| 78 | Phone/Internet | \$ 1,927.85 | \$ 932.57 | \$ 1,000.00 | |
| 79 | Trash | \$ 1,224.55 | \$ 1,261.71 | \$ 1,275.00 | |
| 80 | Lawn care | \$ 10,240.00 | \$ 8,985.00 | \$ 18,600.00 | FY19 was low; Assume 10K annual service, \$8.6K grounds work DRD |
| 81 | Pest Control | \$ 555.00 | \$ 595.00 | \$ 600.00 | |
| 82 | Administrative - Total | \$ 752.22 | \$ 250.37 | \$ 350.00 | |
| 83 | Web site maintenance | \$ - | \$ - | \$ - | |
| 84 | Recognition (Flowers, cards, etc.) | \$ - | \$ - | \$ - | |
| 85 | Office Supplies, Printing, Postage, PO Box, etc. | \$ 710.22 | \$ 161.17 | \$ 200.00 | |
| 86 | Bank Fees, Checks, etc. | \$ 42.00 | \$ 89.20 | \$ 150.00 | Need to order checks for main account |
| 87 | Membership Administration - Total | \$ 9,412.80 | \$ (1,940.92) | \$ 10,399.00 | |
| 88 | Membership Database administration/tools | \$ 2,697.86 | \$ 2,000.00 | \$ 2,000.00 | 2018 included laptop to run MemberSplash at front desk |
| 89 | Mailings - Invoices, Delinquent Notices, Taxes | \$ 337.05 | \$ 651.51 | \$ 400.00 | |
| 90 | TeamUnify Web Site | \$ 594.00 | \$ 299.00 | \$ 299.00 | Paid \$295 one-time upgrade fee in 2018 |
| 91 | Payment processing fees - Net (C&H Financial, PayPal) | \$ 5,783.89 | \$ 7,682.27 | \$ 7,700.00 | |
| 92 | Backup Withholding (C&H) | \$ - | \$ (12,573.70) | \$ - | One time refund in '19 due to W9 mismatch in '17 |
| 93 | Taxes - Total | \$ 15,558.10 | \$ 12,131.31 | \$ 15,550.00 | |
| 94 | Payroll Taxes | \$ 5,548.07 | \$ 2,400.64 | \$ 4,000.00 | Made 1 extra payment in FY18 |
| 95 | Unemployment Insurance (State) / Tax (Federal) | \$ 66.78 | \$ 31.28 | \$ 50.00 | FY18 included refund for prior overpayment |
| 96 | Property Tax - Real (Land and Improvements) | \$ 8,234.38 | \$ 8,398.39 | \$ 8,500.00 | |
| 97 | Property Tax - Personal (Equipment and Furnishings) | \$ - | \$ - | \$ - | |
| 98 | Tax Preparation Fees (CPA) | \$ 1,708.87 | \$ 1,301.00 | \$ 3,000.00 | Pay for audit |
| 99 | Insurance - Total | \$ 4,110.00 | \$ 7,195.00 | \$ 6,255.00 | |
| 100 | Director's Policy | \$ - | \$ 1,805.00 | \$ 1,825.00 | Renews in April 2019; 2-year policy |
| 101 | Liability Policy | \$ 3,684.00 | \$ 4,963.00 | \$ 4,000.00 | |
| 102 | Workers Compensation Policy | \$ 426.00 | \$ 427.00 | \$ 430.00 | Pd 3 add'l mo's in FY19 due to shift in policy date |
| 103 | | | | | |

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|-----|------------------------------------------------------------------|-------------------------|-------------------------|--------------------------|----------------------------------------------------|
| 104 | Cash Flow | 2018 Actuals | 2019 Actuals | 2020 Proposed | |
| 105 | Beginning Cash (Checking account balance as of 10/1/2017) | \$ 72,575.50 | \$ 89,009.73 | \$ 46,845.05 | |
| 106 | + Net Operating Income | \$ 22,098.23 | \$ 27,017.33 | \$ 1,660.20 | |
| 107 | + Withdrawn Capital Reserves (CD's, Savings Transfers) | \$ - | \$ - | \$ - | |
| 108 | - Investments in Capital Reserves (CD's, Transfers to Savings) | \$ - | \$ - | \$ (10,000.00) | |
| 109 | - Capital Improvement Expense | \$ (5,664.00) | \$ (69,182.01) | \$ - | |
| 110 | Ending Cash (on 9/30/2018) | \$ 89,009.73 | \$ 46,845.05 | \$ 38,505.25 | |
| 111 | | | | | |
| 112 | Capital Improvement | 2018 Actuals | 2019 Actuals | 2020 Proposed | |
| 113 | Capital Improvement Income - Total | \$ - | \$ - | \$ - | |
| 114 | Liquidated CD's to fund improvements | \$ - | \$ - | \$ - | |
| 115 | Withdrawals from Savings Account | \$ - | \$ - | \$ - | |
| 116 | Capital Improvement Expenses - Total | \$ 5,664.00 | \$ 69,182.01 | \$ 10,000.00 | |
| 117 | Architecture/Design services for Long Range Plan | \$ - | \$ - | \$ - | |
| 118 | Major Improvements (e.g. new deck, new shed, etc.) | \$ 5,664.00 | \$ 69,182.01 | \$ - | |
| 119 | New CD's purchased | \$ - | \$ - | \$ 10,000.00 | Buy 1 \$10K CD in late spring after all dues rec'd |
| 120 | Transfers into Savings Account | \$ - | \$ - | \$ - | |
| 121 | | | | | |
| 122 | Capital Reserves Activity | 2018 Actuals | 2019 Actuals | 2020 Proposed | |
| 123 | Capital Reserves Starting Balance (10/1/20XX) | \$ 78,977.56 | \$ 80,009.24 | | |
| 124 | CD Balance as of 10/1/20XX | \$ 78,977.56 | \$ 80,009.24 | \$ 81,278.79 | |
| 125 | Savings Account balance as of 10/1/20XX | \$ - | \$ - | \$ - | |
| 126 | Capital Reserves Income - Total | \$ 1,031.68 | \$ 1,269.55 | \$ 11,350.00 | |
| 127 | New CD's purchased | \$ - | \$ - | \$ 10,000.00 | |
| 128 | Interest accrued on CDs | \$ 1,031.68 | \$ 1,269.55 | \$ 1,350.00 | |
| 129 | Monies transferred to Savings Account | \$ - | \$ - | \$ - | |
| 130 | Interest from Savings | \$ - | \$ - | \$ - | |
| 131 | Capital Reserves Expenses - Total | \$ - | \$ - | \$ - | |
| 132 | Liquidated CD's to fund capital improvements | \$ - | \$ - | \$ - | |
| 133 | Withdrawals from Savings Account | \$ - | \$ - | \$ - | |
| 134 | Capital Reserves Ending Balance (9/30/20XX) | \$ 80,009.24 | \$ 81,278.79 | \$ 92,628.79 | |
| 135 | CD Balance as of 9/30/XX | \$ 80,009.24 | \$ 81,278.79 | \$ 92,628.79 | |
| 136 | Savings Account balance as of 9/30/XX | \$ - | \$ - | \$ - | |