

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	
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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	Awnings 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	

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
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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	
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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	\$ -	\$ -	\$ -	
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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	\$ -	\$ -	\$ -	