

West Howard County Swim Club, Inc. -- 2018 Actuals and 2019 Proposed Budget

Line	Income from Operations	2018 Budget	2018 Actuals	2019 Proposed	Notes
1	Net Operating Income	\$ 27,630.57	\$ 22,098.23	\$ 19,454.06	
2	Income - Total	\$ 240,455.00	\$ 248,287.49	\$ 268,035.00	
3	Dues - Total	\$ 193,755.00	\$ 198,765.00	\$ 219,710.00	
4	Regular Family (\$525 in '19, increased from \$450 in '18)	\$149,400.00	\$149,400.00	\$174,825.00	Assume 333; Dues \$525 (1 non-bonded)
5	Senior Family (\$420 in '19, increased from \$360 in '18)	\$ 6,480.00	\$ 6,840.00	\$ 7,560.00	Assume 18; Dues \$420
6	Associate (\$85 in '19, increased from \$75 in '18)	\$ 1,500.00	\$ 1,875.00	\$ 1,700.00	Assume 20
7	Caregiver (\$85 in '19, increased from \$75 in '18)	\$ 375.00	\$ 450.00	\$ 425.00	Assume 5
8	August Memberships (\$175 in '19, increased from \$150 in '18)	\$ 2,250.00	\$ 2,100.00	\$ 2,450.00	Assume 14
9	Registration/Wait List (\$50)	\$ 3,000.00	\$ 2,350.00	\$ 2,250.00	Assume 45
10	Late Fee (\$50)	\$ 1,000.00	\$ 950.00	\$ 750.00	Assume 15
11	New Member Bond (\$650)	\$ 22,750.00	\$ 26,600.00	\$ 22,750.00	Assume 35 new members
12	Capital Reserves New Member Assessment (\$200)	\$ 7,000.00	\$ 8,200.00	\$ 7,000.00	Assume 35 new members
13	Swim Team - Total	\$ 26,000.00	\$ 32,487.26	\$ 32,050.00	
14	Membership Fees	\$ 16,000.00	\$ 15,051.00	\$ 15,000.00	
15	Concessions Assessment & Service Hours Assessment	\$ 2,600.00	\$ 2,325.00	\$ 2,300.00	
16	Meet Fees (collected from members)	\$ 1,400.00	\$ 1,264.00	\$ 1,250.00	
17	Fundraising (Concessions, Apparel, Merchandise, Fundraisers)	\$ 6,000.00	\$ 13,847.26	\$ 13,500.00	Hosted Divisionals in '18, expect to host in '19
18	Dive Team - Total	\$ 6,100.00	\$ 5,074.00	\$ 4,900.00	
19	Membership Fees	\$ 3,200.00	\$ 2,438.00	\$ 2,300.00	
20	Concessions Assessment	\$ 400.00	\$ 360.00	\$ 350.00	
21	Fundraising (Concessions, Apparel, Merchandise, Fundraisers)	\$ 2,500.00	\$ 2,276.00	\$ 2,250.00	
22	Pool Guest Fees	\$ 12,300.00	\$ 8,824.73	\$ 8,750.00	
23	Guest Fees (\$40 10-pass; \$5 daily; \$10 weekly)	\$ 12,000.00	\$ 8,674.73	\$ 8,500.00	
24	Pavillion Rentals (\$25 in '19, increased from \$15 in '18)	\$ 300.00	\$ 150.00	\$ 250.00	Assume 10 rentals * \$25 each
25	Socials/Events - Total	\$ 2,300.00	\$ 3,136.50	\$ 2,625.00	
26	Donations	\$ -	\$ 185.00	\$ 125.00	
27	Revenue from event fees	\$ 2,300.00	\$ 2,951.50	\$ 2,500.00	
28					
29	Operating Expenses	2018 Budget	2018 Actuals	2019 Proposed	
30	Expenses - Total	\$ 212,824.43	\$ 226,189.26	\$ 248,580.94	
31	Dues - Total	\$ 24,500.00	\$ 27,800.00	\$ 24,500.00	
32	Bond Refunds for withdrawn members	\$ 24,500.00	\$ 27,800.00	\$ 24,500.00	Assume 35 withdraws
33	Swim Team - Total	\$ 27,750.00	\$ 28,738.09	\$ 30,020.00	
34	Meet Officials Fees	\$ 200.00	\$ 180.00	\$ 200.00	Assume 2 home meets * \$100 each
35	Meet Entry Fees	\$ 1,400.00	\$ 1,244.00	\$ 1,250.00	
36	League Dues	\$ 150.00	\$ 150.00	\$ 150.00	
37	AAU Fees / Training	\$ 2,500.00	\$ 2,389.00	\$ 2,400.00	
38	Coach Payroll (Net)	\$ 9,700.00	\$ 9,237.82	\$ 10,020.00	Includes \$900 total increase in coach pay
39	Gross Pay		\$ 11,050.00	\$ 12,000.00	
40	Payroll Taxes Withheld		\$ 1,812.18	\$ 1,980.00	
41	Misc Supplies	\$ 250.00	\$ 300.54	\$ 300.00	
42	Fundraising (Concessions, Apparel, Merchandise, Fundraisers)	\$ 7,500.00	\$ 12,519.52	\$ 12,500.00	Expect to host Divisionals in '19
43	Team Events and Recognition	\$ 5,500.00	\$ 2,052.21	\$ 2,500.00	
44	Divisional Meet - Hosting Expenses (Sanitation)	\$ 550.00	\$ 665.00	\$ 700.00	Expect to host Divisionals in '19

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45	Dive - Team Total	\$ 8,790.00	\$ 8,172.65	\$ 8,000.00	
46	Meet Officials Fees	\$ -	\$ -	\$ -	
47	League Dues	\$ 150.00	\$ 150.00	\$ 150.00	
48	AAU Fees / Training	\$ 240.00	\$ 218.00	\$ 240.00	
49	Coach Payroll (Net)	\$ 5,700.00	\$ 5,004.33	\$ 5,010.00	Includes \$700 total increase in coach pay; Some FY17 coach paychecks were not cashed until FY18
50	Gross Pay		\$ 6,050.01	\$ 6,000.00	
51	Payroll Taxes Withheld		\$ 1,045.68	\$ 990.00	
52	Misc Supplies	\$ 100.00	\$ -	\$ 100.00	
53	Fundraising (Concessions, Apparel, Merchandise, Fundraisers)	\$ 1,500.00	\$ 2,399.47	\$ 2,000.00	Do not expect to get Divisional shirts again in 2019
54	Team Events and Recognition	\$ 1,100.00	\$ 400.85	\$ 500.00	
55	Divisional Meet - Hosting Expenses	\$ -	\$ -	\$ -	Unlikely to host in 2019
56	Social/Events - Total	\$ 5,500.00	\$ 5,109.55	\$ 5,500.00	
57	Expenses (food, supplies, etc.)	\$ 5,500.00	\$ 5,109.55	\$ 5,500.00	
58	Facilities - Total	\$ 109,400.00	\$ 106,916.34	\$ 134,051.94	
59	Pool Management	\$ 88,000.00	\$ 85,383.00	\$ 92,000.00	Account for 10% increase in minimum wage
60	Pool Maintenance & Repairs	\$ 3,500.00	\$ 1,785.84	\$ 1,500.00	Should be low after capital improvements
61	Pool Supplies	\$ 550.00	\$ 1,208.36	\$ 1,000.00	
62	Pool Equipment (vacuum, etc.)	\$ 250.00	\$ 228.88	\$ 1,500.00	Need new vacuum in '19 (\$1,200)
63	Pool Inspection/Permit	\$ 350.00	\$ 330.00	\$ 330.00	
64	Pool Discharge Permit	\$ 100.00	\$ -	\$ 100.00	
65	Tennis Court Maintenance	\$ -	\$ -	\$ -	
66	Building Maintenance (Awnings, chairs, tables, grills, etc.)	\$ 11,500.00	\$ 11,235.88	\$ 8,500.00	Only 1 new awning in 2019 (purchased 2 in 2018);
67	AED Rental	\$ 1,150.00	\$ 821.50	\$ 850.00	
68	Security	\$ -	\$ -	\$ -	Purchased cameras in FY17; no expenses in FY18
69	Misc supplies and repairs	\$ 4,000.00	\$ 5,922.88	\$ 4,000.00	2018 included a new water fountain
70	Mortgage	\$ -	\$ -	\$ 24,271.94	New mortgage
71	Mortgage Closing/Refinancing Costs	\$ -	\$ -	\$ 4,655.09	Actual closing costs
72	Mortgage Principal	\$ -	\$ -	\$ 8,733.76	9 payments in FY19 (Jan-Sep); amounts are from
73	Mortgage Interest	\$ -	\$ -	\$ 10,883.09	amortization schedule
74	Utilities and Services - Total	\$ 15,900.00	\$ 19,619.51	\$ 25,600.00	
75	Water / Septic	\$ -	\$ 250.00	\$ 250.00	Septic pumping
76	Electric	\$ 5,100.00	\$ 5,422.11	\$ 5,500.00	
77	Phone/Internet	\$ 2,000.00	\$ 1,927.85	\$ 2,000.00	
78	Trash	\$ 1,100.00	\$ 1,224.55	\$ 1,250.00	
79	Lawn care	\$ 7,100.00	\$ 10,240.00	\$ 16,000.00	\$14,300 for FY19 with Big Rick's; includes playground mulch; \$950 for repair of stormwater area; \$750 for additional unplanned work
80	Pest Control	\$ 600.00	\$ 555.00	\$ 600.00	
81	Administrative - Total	\$ 1,000.00	\$ 752.22	\$ 900.00	
82	Web site maintenance	\$ -	\$ -	\$ -	
83	Recognition (Flowers, cards, etc.)	\$ 300.00	\$ -	\$ 250.00	
84	Office Supplies, Printing, Postage, PO Box, etc.	\$ 400.00	\$ 710.22	\$ 400.00	Safe and new cash box in 2018
85	Bank Fees, Checks, etc.	\$ 300.00	\$ 42.00	\$ 250.00	Order checks and annual safe deposit box fee
86	Membership Administration - Total	\$ (1,205.57)	\$ 9,412.80	\$ (3,656.00)	
87	Membership Database administration/tools	\$ 3,000.00	\$ 2,697.86	\$ 2,000.00	2018 included laptop to run MemberSplash at front desk
88	Mailings - Invoices, Delinquent Notices, Taxes	\$ 1,300.00	\$ 337.05	\$ 350.00	
89	TeamUnify Web Site	\$ 300.00	\$ 594.00	\$ 300.00	Paid \$295 one-time upgrade fee in 2018
90	Payment processing fees - Net (C&H Financial, PayPal)	\$ 6,500.00	\$ 5,783.89	\$ 6,000.00	
91	Backup Withholding (C&H)	\$ (12,305.57)	\$ -	\$ (12,306.00)	One time refund in '19 due to W9 mismatch in '17

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92	Taxes - Total	\$ 13,790.00	\$ 15,558.10	\$ 15,350.00	
93	Payroll Taxes	\$ 3,250.00	\$ 5,548.07	\$ 4,000.00	Accounts for pay raises; made 1 extra payment in FY18
94	Unemployment Insurance (State) / Tax (Federal)	\$ 140.00	\$ 66.78	\$ 100.00	FY18 included refund for prior overpayment
95	Property Tax - Real (Land and Improvements)	\$ 8,500.00	\$ 8,234.38	\$ 8,250.00	
96	Property Tax - Personal (Equipment and Furnishings)	\$ 300.00	\$ -	\$ 300.00	
97	Tax Preparation Fees (CPA)	\$ 1,600.00	\$ 1,708.87	\$ 2,700.00	Include cost of audit of FY18 in 2019
98	Insurance - Total	\$ 7,400.00	\$ 4,110.00	\$ 8,315.00	
99	Director's Policy	\$ 2,850.00	\$ -	\$ 2,900.00	Renews in April 2019; 2-year policy
100	Liability Policy	\$ 4,000.00	\$ 3,684.00	\$ 4,650.00	Shifted policy annual renewal date from July to Oct to match Fiscal Year so will pay for 3 additional months in FY19
101	Workers Compensation Policy	\$ 550.00	\$ 426.00	\$ 765.00	
102					
103	Cash Flow	2018 Budget	2018 Actuals	2019 Proposed	
104	Beginning Cash (Checking account balance as of 10/1/2017)	\$ 72,575.50	\$ 72,575.50	\$ 89,009.73	
105	+ Net Operating Income	\$ 27,630.57	\$ 22,098.23	\$ 19,454.06	
106	+ Withdrawn Capital Reserves (CD's, Savings Transfers)	\$ -	\$ -	\$ -	
107	- Investments in Capital Reserves (CD's, Transfers to Savings)	\$ (50,000.00)	\$ -	\$ -	
108	- Capital Improvement Expense	\$ (7,500.00)	\$ (5,664.00)	\$ (70,000.00)	
109	Ending Cash (on 9/30/2018)	\$ 42,706.07	\$ 89,009.73	\$ 38,463.79	
110					
111	Capital Improvement	2018 Budget	2018 Actuals	2019 Proposed	
112	Capital Improvement Income - Total	\$ -	\$ -	\$ -	
113	Liquidated CD's to fund improvements	\$ -	\$ -	\$ -	
114	Withdrawals from Savings Account	\$ -	\$ -	\$ -	
115	Capital Improvement Expenses - Total	\$ 57,500.00	\$ 5,664.00	\$ 70,000.00	
116	Architecture/Design services for Long Range Plan	\$ 7,500.00	\$ -	\$ -	
117	Major Improvements (e.g. new deck, new shed, etc.)	\$ -	\$ 5,664.00	\$ 70,000.00	Club contribution to capital project
118	New CD's purchased	\$ 50,000.00	\$ -	\$ -	
119	Transfers into Savings Account	\$ -	\$ -	\$ -	
120					
121	Capital Reserves Activity	2018 Budget	2018 Actuals	2019 Proposed	
122	Capital Reserves Starting Balance (10/1/20XX)	\$ 78,977.56	\$ 78,977.56	\$ 80,009.24	
123	CD Balance as of 10/1/20XX	\$ 78,977.56	\$ 78,977.56	\$ 80,009.24	
124	Savings Account balance as of 10/1/20XX	\$ -	\$ -	\$ -	
125	Capital Reserves Income - Total	\$ 51,150.00	\$ 1,031.68	\$ 1,150.00	
126	New CD's purchased	\$ 50,000.00	\$ -	\$ -	Did not purchase CD's in FY18 in anticipation of capital project
127	Interest accrued on CDs	\$ 1,150.00	\$ 1,031.68	\$ 1,150.00	
128	Monies transferred to Savings Account	\$ -	\$ -	\$ -	
129	Interest from Savings	\$ -	\$ -	\$ -	
130	Capital Reserves Expenses - Total	\$ -	\$ -	\$ -	
131	Liquidated CD's to fund capital improvements	\$ -	\$ -	\$ -	Do not need to liquidate CD's to support Capital projects; use cash instead
132	Withdrawals from Savings Account	\$ -	\$ -	\$ -	
133	Capital Reserves Ending Balance (9/30/20XX)	\$ 130,127.56	\$ 80,009.24	\$ 81,159.24	
134	CD Balance as of 9/30/XX	\$130,127.56	\$ 80,009.24	\$ 81,159.24	
135	Savings Account balance as of 9/30/XX	\$ -	\$ -	\$ -	