

Potomac Valley Swimming 2025-2027 Budget

2025-2026

The 2025-2026 original budget was established with income of **\$1,201,440** and expenses of **\$1,328,460**, resulting in a budgeted deficit of **\$127,020**. End of season projections indicate that income will be ahead of plan by 2%, however, expenses will fall short by 3%, resulting in a net income deficit of **\$68,067**. Details and primary factors contributing to the delta are as follows:

Income (↑\$23,368)

1. Total Athlete Registration headcount is trending down at a rate of 1.5% as compared to last year and projected to maintain this shortfall through end of season.
2. Meet Entry Income and Athlete Surcharge line items are up, 11% and 10%, respectively. These two areas increased due to an unexpected growth in athlete entries for PVS sponsored meets, specifically, the November and January Open as well as both Short Course Championship meets. Other Income, which represents 5% of the increase to meet income, had not been budgeted.
3. Splash fee income continues to decline in part due to an increase in Block Parties. Last season, PVS saw a shortfall in splash fees of 3% and this year we are projecting another 4.6% reduction in splash fee income by end of season.
4. Zone LC fees are projected to be down due to a reduction in expected number of participating athletes.

Expenses (↓\$35,585)

1. Health & Well Being and Safe Sport expected underspends (-\$6,000)
2. Meet Management Fees and Support, Pool Rent, and Athlete engagement increase (\$81,385)
3. Athlete Travel Assistance budget underrun (-\$18,800) and Swim Camps underspend (-13,950)
4. Equipment Grant not expected to be accessed by clubs this season (-\$28,050)
5. Zones' athlete headcount revised along with removal of activity fees (-49,710)

2026-2027

The 2026-2027 budget projects a deficit of **\$247,490**. **Income** is budgeted at **\$1,297,340**, an increase of **6%**, as compared to 2026 end of year projections. **Expenses** are budgeted at **\$1,544,830**, an increase of **19%** over 2026 end of year projections. Primary drivers for each category are as follows:

Income

1. **Registrations: 26% of Income.** Athlete memberships are expected to grow 2% over 2026 end of year projections. This reflects an increase in premium as well as Flex and Seasonal memberships.
2. **PVS meet entries and splash fees: 54% and 9%, respectively, of Income.** Meet entry income is budgeted to increase 5%, however, splash fee income is projected to decrease 2%.
3. **Summer LC Zones: 7% of Income.** Zones' participation is expected to grow 11% in 2027. (+\$8,825)

Expenses

1. **PVS Meets: 49% of Total Expenses** – overall growth of 9%, driven by 10% increases in Meet Management fees and Pool Rent. (+\$63,915)
2. **PVS LC Zones': 11% of Expenses** - planned growth of 10% along with an increase in Zone Coach stipends. (+\$19,165)
3. **Camps: 3.1% of Expenses** - additional monies included for a PVS Spring All Athlete camp, a Select camp, and an Inclusion camp. (+\$9,950)
4. **Athlete Awards & Assistance: 5.5% of Expenses** - increasing due to additional funding for Athlete Scholarships, High Point Awards, and acknowledgements. (+\$8,950)
5. **Employee Salaries: 13.7% of Expenses** – planned growth of 83% due in part to the planned hiring of an Executive Director as well as salary adjustments for staff.
6. **PVS programs: 3% of Expenses** - increasing in support of Health & Well Being, DE&I, Strategic Planning, and Club & Coach Development. (+\$6,500)

Reserve

P&P financial guidance states reserve shall not drop below a ratio of .65 nor exceed a ratio of 1.00 of annual operating expenses. The projected end of year reserve for 2026 is .69 and the reserve for 2027 is .74. We continue to identify areas for further investment to support the growth, development, and future of our LSC while cost effectively managing expenses.

Potomac Valley Swimming, Inc.
2024 - 2027 Budget

	<u>Actuals as of 8/31/2024</u>	<u>Actuals as of 8/31/2025</u>	<u>Budget 2025-2026</u>	<u>2025-2026 EOY Projection</u>	<u>Proposed 2026- 2027 Budget</u>
Revenue					
<i>Registration - Athletes</i>					
All Types	354,417	349,157	367,715	343,830	350,705
USAS 4% Technical Fee	-14,240	-13,966	-14,710	-13,600	-13,875
Total Registration - Athletes	340,177	335,191	353,005	330,230	336,830
<i>Registration - Clubs</i>	1,350	-3,640	-13,750	-11,475	-
<i>Registration Income for Next Year</i>	-101,707	-95,957	-97,996	-92,579	-97,209
<i>Registration Income from Previous Year</i>	94,601	101,707	97,996	99,957	92,579
Total Registration Income	334,421	337,301	339,255	326,133	332,200
<i>PVS Meet Entries</i>					
PVS Meet Entry Income	485,147	486,265	480,450	562,120	590,225
Athlete Surcharge	106,585	105,130	104,540	108,465	113,890
Outreach PVS Entry Refund	-	-	-	-1,000	-1,000
Total PVS Meets	591,732	591,395	584,990	669,585	703,115
<i>Other Meets</i>					
Splash Fees	131,831	127,858	142,550	122,055	120,000
Open Water Event	-	-	-	-	-
Sanction Fees	100	100	100	300	400
Total Other Meets	131,931	127,958	142,650	122,355	120,400
<i>Zone Team Fees</i>	13,125	58,263	97,795	80,300	89,125
<i>Diversity Select Camp</i>	-	-	-	-	-
<i>Swim Camp Registrations</i>	-	-	-	935	1,000
<i>Swimposium</i>	-	-	6,250	-	-
<i>Equipment Rental Income</i>	5,259	4,951	4,000	5,000	5,000

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<i>Financial & Other Income</i>					
Misc Income, Fines, cc rewards, PPP relief	17,063	12,376	15,000	10,500	10,500
Club Support Credit (Goodwill gesture)	-	-18,500	-20,000	-21,500	-
Dividend & Interest Income	16,313	30,621	31,500	31,500	36,000
Cap Gain/Loss (Unrealized)	41,936	34,339	20,000	-	-
Cap Gain/Loss (Realized)	3,484	-	-20,000	-	-
Total Financial & Other Income	<u>78,796</u>	<u>58,836</u>	<u>26,500</u>	<u>20,500</u>	<u>46,500</u>
Total Revenue	1,155,264	1,178,704	1,201,440	1,224,808	1,297,340

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Expenses					
<i>PVS Meets</i>					
Meet Management Fees	101,678	158,457	155,500	175,620	193,180
Pool Rent	371,901	394,732	380,165	433,560	476,915
Hospitality	53,089	54,348	60,685	58,000	60,000
Meet Support & Other Expenses + VSI chg	28,782	33,410	19,445	30,000	31,000
Total PVS Meets	555,450	640,947	615,795	697,180	761,095
<i>Open Water Event</i>	4,000	4,000	8,000	4,000	8,000
<i>Officials Support</i>					
Officials USA Registration	10,080	13,930	14,350	17,010	17,360
Background Screening	1,994	2,057	2,215	2,100	3,000
Officials Apparel/Supplies	5,343	4,848	5,755	5,700	5,800
Officials Misc Expenses	274	2,791	2,200	2,000	2,200
Evaluators	4,594	3,322	6,450	6,500	6,500
Local OQM Meets	7,076	5,989	7,700	7,700	7,700
Officials Travel & Stipends - Other	39,536	44,044	37,800	37,800	39,500
Total Officials Support	68,897	76,981	76,470	78,810	82,060
<i>Equipment Operations</i>					
Equipment Storage	13,800	13,902	14,210	14,210	5,400
Meet Equip Purchases & Donations	2,544	-	-	-	-
Equip Suppl/Maint/Repairs	7,288	205	500	500	500
Depreciation & Property Tax - Meet Equip	1,642	1,779	1,890	1,673	1,375
Total Equipment Operations	25,274	15,886	16,600	16,383	7,275
<i>Zone Teams</i>	55,888	114,960	204,725	154,575	173,740
<i>Athlete Travel Assistance</i>	52,900	47,800	66,800	48,000	50,500
<i>Meetings/Conf/Seminars</i>	764	15,613	23,085	23,000	23,000

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<i>Other PVS Programs</i>					
Strategic Planning	-	-	5,000	5,000	5,000
Health & Well Being	-	-	5,000	500	5,000
Diversity, Equity, & Inclusion Program	-	-	8,000	-	-
Swim Camps	-	8,678	52,000	38,050	48,000
Safe Sport Program	-	2,394	2,200	700	14,180
Outreach Registration	-	-	100	-	-
Club & Coach Development	-	-	9,000	13,000	15,000
Athlete Awards & Grants	26,477	25,544	30,500	33,050	39,300
Swimposium	-	-	10,000	10,027	15,000
Equipment Grant	-	24,521	28,050	-	14,000
<i>Total Other PVS Programs</i>	26,477	61,137	149,850	100,327	155,480
<i>General Administration</i>					
Computer Expenses	5,173	6,553	6,800	8,000	8,800
Lifetime & Staff Registration	146	3,060	1,060	1,130	1,120
Office Expenses, Advertising & Promotion	2,469	2,468	2,800	1,910	2,150
Merchant Fees/QB & PP	1,790	3,209	5,000	5,000	5,500
Outside Contractor Services	8,306	6,487	6,500	9,000	9,000
Accounting - Audit	7,900	13,900	8,500	8,250	14,600
Professional Services	-	-	-	-	-
Employee Salaries	127,419	110,252	116,000	116,000	211,714
Payroll Taxes	9,748	8,434	8,875	8,874	16,196
Payroll Expenses - QB	1,432	1,556	1,600	1,566	1,600
Miscellaneous Expenses	-	-	-	-	-
Investment Advisory Fee - RBC	5,942	9,118	10,000	10,870	13,000
<i>Total General Administration</i>	170,325	165,037	167,135	170,600	283,680
Total Expenses	959,975	1,142,361	1,328,460	1,292,875	1,544,830
Operating Surplus (Deficit)	195,289	36,343	-127,020	-68,067	-247,490