

| As of 3/21/2023                       | Actuals as<br>of<br>8/31/2020 | Actuals as<br>of<br>8/31/2021 | Actuals as<br>of<br>8/31/2022 | Budget<br>2022-23 | EOY 2022-<br>23<br>Projections | Proposed<br>2023-2024 |
|---------------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------|--------------------------------|-----------------------|
| <b>Revenue</b>                        |                               |                               |                               |                   |                                |                       |
| <b>Registration -- Athletes</b>       |                               |                               |                               |                   |                                |                       |
| All types                             | 334,833                       | 228,424                       | 328,231                       | 364,900           | 365,000                        | 415,000               |
| USAS 4% Technical Fee                 | 0                             | 0                             | 0                             | 0                 | -14,600                        | -16,600               |
| PVS Relief Funds                      | -164,338                      | -107,296                      | 0                             | 0                 | 0                              | 0                     |
| <b>Total Registration -- Athletes</b> | <b>170,495</b>                | <b>121,128</b>                | <b>328,231</b>                | <b>364,900</b>    | <b>350,400</b>                 | <b>398,400</b>        |
| <b>Registration -- Clubs</b>          | 1,500                         | 1,320                         | 1,380                         | 1,380             | 1,400                          | 3,500                 |
| <b>Reg Income for Next Year</b>       | <b>-11,404</b>                | <b>-27,777</b>                | <b>-90,444</b>                | <b>-97,500</b>    | <b>-99,457</b>                 | <b>-113,081</b>       |
| <b>Reg Income From Previous Year</b>  | <b>0</b>                      | <b>11,404</b>                 | <b>27,777</b>                 | <b>90,444</b>     | <b>90,444</b>                  | <b>99,457</b>         |
| <b>Total Registration Income</b>      | <b>160,591</b>                | <b>106,075</b>                | <b>266,944</b>                | <b>359,224</b>    | <b>342,787</b>                 | <b>388,276</b>        |
| <b>PVS Meet Entries</b>               |                               |                               |                               |                   |                                |                       |
| Entry Income                          | 295,385                       | 161,550                       | 362,881                       | 425,000           | 425,000                        | 450,000               |
| Athlete Surcharge                     | 0                             | 47,120                        | 86,015                        | 105,000           | 100,000                        | 105,000               |
| Other                                 | 0                             | 7,282                         | 2,382                         | 0                 | 3,000                          | 3,000                 |
| Outreach Refunds                      | -75                           | 0                             | -85                           | -500              | -400                           | -400                  |
| <b>Total PVS Meets</b>                | <b>295,310</b>                | <b>215,952</b>                | <b>451,193</b>                | <b>529,500</b>    | <b>527,600</b>                 | <b>557,600</b>        |
| <b>Other Meets</b>                    |                               |                               |                               |                   |                                |                       |
| Splash Fees                           | 89,287                        | 41,863                        | 110,686                       | 145,000           | 125,000                        | 130,000               |
| Open Water Event                      | 0                             | 0                             | 0                             | 5,000             | 0                              | 5,000                 |
| <b>Total Other Meets</b>              | <b>89,287</b>                 | <b>41,863</b>                 | <b>110,686</b>                | <b>150,000</b>    | <b>125,000</b>                 | <b>135,000</b>        |
| <b>Zone Team Fees</b>                 | <b>0</b>                      | <b>5,400</b>                  | <b>11,100</b>                 | <b>85,000</b>     | <b>85,000</b>                  | <b>85,000</b>         |
| <b>Diversity Select Camp</b>          | <b>0</b>                      | <b>0</b>                      | <b>0</b>                      | <b>0</b>          | <b>0</b>                       | <b>0</b>              |

|                                      |                      |                      |                       |                     |                     |                      |
|--------------------------------------|----------------------|----------------------|-----------------------|---------------------|---------------------|----------------------|
| <b>Equipment Rental Income</b>       | <b>7,711</b>         | <b>10,344</b>        | <b>8,758</b>          | <b>10,000</b>       | <b>4,000</b>        | <b>8,000</b>         |
| <b>Swimposium</b>                    | <b>0</b>             | <b>0</b>             | <b>3,400</b>          | <b>0</b>            | <b>0</b>            | <b>0</b>             |
| <b>Financial &amp; Other Income</b>  |                      |                      |                       |                     |                     |                      |
| Miscellaneous                        | 11,625               | 30,405               | 37,996                | 5,000               | 5,000               | 5,000                |
| Dividend & Interest                  | 5,728                | 3,688                | 4,316                 | 4,000               | 7,000               | 7,000                |
| Cap Gain/Loss (Unrealized)           | 44,657               | 50,292               | -100,936              | -30,000             | -12,000             | -30,000              |
| Cap Gain/Loss (Realized)             | 1,484                | 7,132                | 30,318                | 30,000              | 8,432               | 30,000               |
| PPP & Deferred Revenue               | 0                    | 0                    | 0                     | 0                   | 0                   | 0                    |
| <b>Total Financial &amp; Other</b>   | <b><u>63,494</u></b> | <b><u>91,517</u></b> | <b><u>-28,306</u></b> | <b><u>9,000</u></b> | <b><u>8,432</u></b> | <b><u>12,000</u></b> |
| <br>                                 |                      |                      |                       |                     |                     |                      |
| <b>Total Revenue From Operations</b> | <b>552,899</b>       | <b>379,634</b>       | <b>852,081</b>        | <b>1,133,724</b>    | <b>1,084,387</b>    | <b>1,173,876</b>     |
| <br>                                 |                      |                      |                       |                     |                     |                      |
| <b>Total Revenue</b>                 | <b>616,393</b>       | <b>471,151</b>       | <b>823,775</b>        | <b>1,142,724</b>    | <b>1,092,819</b>    | <b>1,185,876</b>     |

|                                  | Actuals as<br>of<br>8/31/2020 | Actuals as<br>of<br>8/31/2021 | Actuals as<br>of<br>8/31/2022 | Budget<br>2022-23 | EOY 2022-<br>23<br>Projections | Proposed<br>2023-2024 |
|----------------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------|--------------------------------|-----------------------|
| <b>Expenses</b>                  |                               |                               |                               |                   |                                |                       |
| <b>PVS Meets</b>                 |                               |                               |                               |                   |                                |                       |
| Meet Management Fees             | 65,059                        | 19,622                        | 70,319                        | 140,000           | 140,000                        | 140,000               |
| Pool Rent                        | 160,538                       | 151,264                       | 278,729                       | 380,000           | 400,000                        | 420,000               |
| Hospitality                      | 25,266                        | 13,159                        | 36,202                        | 53,000            | 50,000                         | 50,000                |
| Other                            | 10,429                        | 18,075                        | 31,467                        | 32,000            | 30,000                         | 32,000                |
| <b>Total PVS Meets</b>           | <b>261,292</b>                | <b>202,120</b>                | <b>416,717</b>                | <b>605,000</b>    | <b>620,000</b>                 | <b>642,000</b>        |
| <b>Open Water Event</b>          | <b>0</b>                      | <b>0</b>                      | <b>0</b>                      | <b>14,000</b>     | <b>0</b>                       | <b>14,000</b>         |
| <b>Officials' Support</b>        |                               |                               |                               |                   |                                |                       |
| USA Registration                 | 20,462                        | 20,928                        | 17,820                        | 25,000            | 15,000                         | 16,000                |
| Background Screening             | 1,055                         | 1,583                         | 1,520                         | 1,800             | 1,500                          | 1,800                 |
| Evaluators                       | 4,495                         | 1,044                         | 2,739                         | 6,000             | 3,000                          | 3,000                 |
| Travel                           | 10,717                        | 18,880                        | 23,205                        | 28,000            | 25,000                         | 40,000                |
| Other                            | 5,752                         | 995                           | 4,353                         | 3,000             | 1,000                          | 1,000                 |
| <b>Total Officials</b>           | <b>42,481</b>                 | <b>43,430</b>                 | <b>49,637</b>                 | <b>63,800</b>     | <b>45,500</b>                  | <b>61,800</b>         |
| <b>Equipment Operations</b>      | <b>28,727</b>                 | <b>14,160</b>                 | <b>22,152</b>                 | <b>22,000</b>     | <b>22,000</b>                  | <b>28,000</b>         |
| <b>Zone Teams</b>                | <b>0</b>                      | <b>20,344</b>                 | <b>36,228</b>                 | <b>120,000</b>    | <b>120,000</b>                 | <b>120,000</b>        |
| <b>Athlete Travel Assistance</b> | <b>31,500</b>                 | <b>51,283</b>                 | <b>33,600</b>                 | <b>50,000</b>     | <b>50,000</b>                  | <b>70,000</b>         |
| <b>Meetings/Conf/Seminars</b>    | <b>24,106</b>                 | <b>0</b>                      | <b>7,397</b>                  | <b>20,000</b>     | <b>20,000</b>                  | <b>20,000</b>         |
| <b>Other PVS Programs</b>        |                               |                               |                               |                   |                                |                       |
| Strategic Planning               | 0                             | 0                             | 0                             | 1,000             | 1,000                          | 1,000                 |
| Diversity, Equity, and Inclusion | 1,575                         | 7,300                         | 0                             | 13,000            | 13,000                         | 13,000                |
| Safe Sport                       | 2,500                         | 0                             | 0                             | 2,800             | 2,800                          | 2,800                 |
| Outreach Registration            | 100                           | 10                            | 65                            | 400               | 400                            | 400                   |
| Club & Coach Development         | 189                           | 125                           | 721                           | 2,500             | 2,500                          | 2,500                 |
| Athlete Wellness                 | 0                             | 0                             | 0                             | 10,000            | 10,000                         | 10,000                |

|  |                |                |                |                  |                  |                  |
|--|----------------|----------------|----------------|------------------|------------------|------------------|
| Athlete Awards & Grants                    | 0              | 0              | 397            | 1,000            | 1,000            | 1,000            |
| Swimposium                                 | 0              | 0              | 3,600          | 0                | 0                | 0                |
| <b>Total Other Programs</b>                | <b>4,364</b>   | <b>7,435</b>   | <b>4,783</b>   | <b>30,700</b>    | <b>30,700</b>    | <b>30,700</b>    |
| <b>General Administration</b>              |                |                |                |                  |                  |                  |
| Computer Expenses                          | 3,237          | 3,242          | 3,368          | 4,000            | 3,000            | 5,000            |
| Lifetime & Staff Registration              | 124            | 1,192          | 132            | 1,132            | 100              | 200              |
| Home Office Expenses                       | 1,659          | 1,443          | 1,115          | 1,500            | 2,500            | 2,500            |
| Merchant Fees/QB & PP                      | 1,103          | 1,344          | 1,844          | 1,500            | 1,000            | 1,500            |
| Outside Contractor Services                | 9,453          | 7,200          | 15,814         | 8,000            | 8,000            | 8,000            |
| Accounting -- Audit                        | 7,000          | 12,000         | 7,221          | 13,000           | 12,900           | 7,500            |
| Professional Services                      | 9,999          | 59             | 0              | 1,000            | 1,000            | 1,000            |
| Employee Salaries                          | 119,758        | 129,840        | 130,506        | 146,000          | 156,000          | 160,000          |
| Payroll Taxes                              | 9,161          | 9,933          | 9,995          | 11,200           | 11,934           | 12,256           |
| Investment Advisory Fee -- RBC             | 1,821          | 2,850          | 2,887          | 3,200            | 2,500            | 3,200            |
| Relief Grant and Expenses                  | 27,265         | 18,000         | 0              | 0                | 0                | 0                |
| Miscellaneous                              | 1,352          | 739            | 210            | 2,000            | 100              | 1,000            |
| <b>Total General Administration</b>        | <b>191,932</b> | <b>187,842</b> | <b>173,092</b> | <b>192,532</b>   | <b>199,034</b>   | <b>202,156</b>   |
| <b>Total Expenses</b>                      | <b>584,402</b> | <b>526,614</b> | <b>743,606</b> | <b>1,118,032</b> | <b>1,107,234</b> | <b>1,188,656</b> |
| <b>Operating Surplus (Deficit)</b>         | <b>31,991</b>  | <b>-55,463</b> | <b>80,169</b>  | <b>24,692</b>    | <b>-14,415</b>   | <b>-2,780</b>    |
| <b>Total Current Assets</b>                | <b>950,521</b> | <b>882,325</b> | <b>881,571</b> | <b>890,286</b>   | <b>875,871</b>   | <b>887,506</b>   |
| <b>Reserve as % of Total Cash Expenses</b> | <b>163%</b>    | <b>168%</b>    | <b>119%</b>    | <b>80%</b>       | <b>79%</b>       | <b>75%</b>       |