

U.S. Masters Swimming, Inc.								
2016 Draft Budget 10/01/2015								
				PRE-CONVENTION	FC	FC	APPROVED	
INCOME STATEMENT				BUDGET	APPROVED	ADJUSTED	BUDGET	ACTUAL
	Members	Fee		2016	CHANGES	BUDGET	2015	2014*
<u>REVENUE</u>								
<b>MEMBERSHIP SERVICES:</b>								
4010	Fees - Individuals @ \$39	62,972	\$ 39	2,455,891		2,455,891	2,245,271	2,067,450
4011	Fees - @ \$25 partial year	1,048	\$ 25	26,198		26,198	61,150	24,575
4012	Fees - @ \$15-year plus	2,362	\$ 15	35,436		35,436	7,500	33,240
4013	Vanity ID			10,000		10,000	7,500	8,583
4050	Transfers			-		-	-	882
4070	Rule Book Sales			1,500		1,500	2,300	1,978
4074	Magazine Subscriptions			3,540		3,540	4,090	3,731
4215	Promotional Sales			3,700		3,700	3,500	4,148
	<b>Membership Services Revenue</b>			2,536,265	-	2,536,265	2,331,311	2,144,587
<b>EDUCATION SERVICES</b>								
4020	Fees - Clubs @ \$25	1,000	\$ 25	25,000		25,000	23,750	24,755
4025	Fees - Work out groups @ \$25	450	\$ 25	11,250		11,250	10,625	10,150
4030	Coach Certifications			124,425		124,425	104,000	118,621
4035	Fees - Coach/Instructor Recognition	1,050	\$ 30	31,500		31,500	31,500	32,940
4036	Fees - ALTS Instruction	625	\$ 300	187,500		187,500	36,000	-
4037	Fees - Club collections			9,250		9,250	12,000	7,394
	National Coaches Conference					-		
	<b>Education Services Revenue</b>			388,925	-	388,925	217,875	193,859
<b>EVENTS:</b>								
							-	
4060	Fees - One-Event @ \$15.00	2,100	\$ 15	31,500		31,500	31,500	36,576
4150	Championship Meet Surcharges			44,200		44,200	41,800	53,518
4151	LD Championship Surcharges			4,800		4,800	5,700	4,852
4152	GTD Revenue			-		-	-	-
4155	Championship Patches			900		900	900	917
4157	LD Championship Medals			3,200		3,200	3,000	3,535
4210	Top Ten Subscriptions			500		500	500	633
4250	All American Patches/Cert.			1,050		1,050	1,025	1,103
4251	LD All American			325		325	300	376
4252	Relay All American Awards			800		800	700	997
	OW Education Conference				4,500	4,500		
4300	OW Sanction flat fee @ \$300 each	54	\$ 300	16,200		16,200	-	-
4300	OW Event participant fees net of cap	10,750	\$ 5	53,750		53,750	-	-
4320	Pool Sanction flat fee @ \$70 each	397	\$ 70	27,790		27,790	-	-
4330	Sanction Fee Rebates			(3,000)	(3,000)	(6,000)	-	-
	Insurance Surcharge					-	56,000	53,000
	Insurance Surcharge Rebates					-	(10,000)	(4,450)
4450	Merchant Account Fee Income			11,363		11,363	11,868	15,430
	<b>Events Revenue</b>			193,378	1,500	194,878	143,293	166,486

U.S. Masters Swimming, Inc.								
2016 Draft Budget 10/01/2015								
				PRE-CONVENTION	FC	FC	APPROVED	
INCOME STATEMENT				BUDGET	APPROVED	ADJUSTED	BUDGET	ACTUAL
		Members	Fee	2016	CHANGES	BUDGET	2015	2014*
<b>ADVERTISING AND SPONSORSHIP</b>								
4075	SWIMMER Magazine Advertising			39,250		39,250	39,993	38,247
4161	Sponsor Royalty Income			4,500		4,500	4,500	3,200
4171	Sponsorship			408,000		408,000	458,000	436,500
	In-Kind product contributions					-		
	<b>Advertising and Sponsorship Revenue</b>			451,750	-	451,750	502,493	477,947
<b>CONTRIBUTION REVENUE</b>								
4705	Contributions			-			-	1,500
	In-Kind (legal)							
4800	Contributions- Releases from Restrictions			11,000		11,000	11,000	11,200
	<b>Contribution Revenue</b>			11,000	-	11,000	11,000	12,700
<b>ADMINISTRATION:</b>								
	Other Income			-			-	
4500	Investment Spending Transfer			89,000		89,000	81,700	
	<b>Administration Revenue</b>			89,000	-	89,000	81,700	-
	<b>Total Revenue</b>			3,670,318	1,500	3,671,818	3,287,672	2,995,578
<b>EXPENSE</b>								
<b>MEMBERSHIP SERVICES</b>								
5010	Liability Insurance			366,085	(19,500)	346,585	349,900	343,134
5010	Liability Insurance Surcharge			-		-		
5010	Liability Insurance Surcharge Rebate			-		-		
5012	Accident Insurance			21,731		21,731	25,004	22,854
5102	Membership Administration			13,670		13,670	12,160	15,455
5103	Registration Expenses			89,790		89,790	83,958	82,660
5320	Fitness Committee			200		200	200	68
5420	Registration Committee			-		-	100	-
5430	Rule Book Coordinator			-		-	20	-
5470	Zone Activity costs			3,000		3,000	3,000	1,164
5540	History & Archives Committee			1,250		1,250	1,250	99
5550	Recognition & Awards Committee			3,460		3,460	960	1,296
5560	LMSC Development			1,110		1,110	4,850	897
5685	Web Operations			26,750		26,750	31,650	26,702
5701	USMS SWIMMER Magazine Production Costs			354,672		354,672	378,544	357,261
5703	STREAMLINES/Web Content			10,000		10,000	23,700	11,638
5704	Multi-media Production			19,500		19,500	14,400	11,482
5840	ISHOF Contributions			21,500		21,500	21,414	21,414
5860	Rule Book Costs			8,600		8,600	10,400	9,778
5900	Membership Services Payroll			1,226,014		1,226,014	1,141,077	868,804
	<b>Membership Expense</b>			2,167,332	(19,500)	2,147,832	2,102,587	1,774,705
<b>EDUCATION SERVICES</b>								

U.S. Masters Swimming, Inc.								
2016 Draft Budget 10/01/2015								
				PRE-CONVENTION	FC	FC	APPROVED	
INCOME STATEMENT				BUDGET	APPROVED	ADJUSTED	BUDGET	ACTUAL
		Members	Fee	2016	CHANGES	BUDGET	2015	2014*
5280	Coaches Committee			16,350		16,350	28,450	20,042
5290	Coaches Certification			123,428		123,428	101,280	113,304
5600	Adult Learn to Swim			116,578		116,578	32,140	9,533
5610	Education Conference			14,400		14,400	-	-
5770	Coach/Club Development Admin			86,944		86,944	87,921	84,118
	<b>Education Services Expense</b>			357,700	-	357,700	249,791	226,998
<b>EVENTS:</b>								
5205	Spring Nationals			14,610		14,610	14,100	14,244
5200	Summer Nationals			15,810		15,810	14,355	11,533
5121	All American Patches/Cert.			2,250		2,250	2,500	1,880
5270	Championship Committee			8,968		8,968	7,668	4,041
5285	LC/SC Merchant Account Fees			9,269		9,269	8,669	9,155
5370	LD Committee			10,750		10,750	9,665	8,531
5380	Open Water Committee			10,380		10,380	5,380	216
5390	Officials Committee			11,400		11,400	10,100	5,822
5410	Records & Tabulation Committee			1,225		1,225	1,225	610
5440	Rules Committee			1,350		1,350	1,350	1,421
5460	Sports Medicine and Science Committee			5,800		5,800	3,250	2,807
5240	Coordinator Contractors			15,600		15,600	13,600	12,250
	<b>Events Expense</b>			107,412	-	107,412	91,862	72,508
<b>MARKETING/SPONSORSHIP</b>								
5710	Sponsor costs			40,950		40,950	39,550	22,276
5720	USA Swimming Collaboration			12,250		12,250	25,000	25,000
5730	Marketing Services			100,340		100,340	100,525	83,136
5890	In-Kind Products					-	-	-
	<b>Advertising and Sponsorship Expense</b>			153,540	-	153,540	165,075	130,412
<b>ADMINISTRATION:</b>								
5013	Directors & Officers Insurance			7,498		7,498	9,330	7,678
5014	Bonding			6,872		6,872	7,065	6,421
5015	Flood Insurance			170		170	1,925	1,576
5016	Media Professional Liability Insurance			3,500		3,500	2,750	2,505
5050	President			12,500		12,500	14,800	8,295
5061	VP - Programs			-		-	-	-
5062	VP - Community Services			-		-	60	-
5063	VP - Administration			-		-	-	-
5064	VP - Local Operations			100		100	25,100	-
5070	Secretary			-		-	100	-
5080	Treasurer			1,600		1,600	600	-
5090	Past President			2,200		2,200	-	-
5095	Legal Counsel			1,250		1,250	1,250	986
5099	Board/Executive Committee			54,100	7,000	61,100	49,150	41,365

U.S. Masters Swimming, Inc.								
2016 Draft Budget 10/01/2015								
				PRE-CONVENTION	FC	FC	APPROVED	
INCOME STATEMENT				BUDGET	APPROVED	ADJUSTED	BUDGET	ACTUAL
		Members	Fee	2016	CHANGES	BUDGET	2015	2014*
5130	USMS Headquarters Admin.			201,552		201,552	164,993	111,162
5135	USMS Headquarters Payroll			388,640	30,000	418,640	369,553	345,418
5300	Convention			99,860		99,860	93,650	80,120
5310	Finance Committee			150		150	150	-
5315	Investment Committee			1,000		1,000	1,000	417
5330	Audit Committee			5,550		5,550	4,800	3,603
5340	Compensation & Benefits			-		-	-	300
5630	FINA Representative			-		-	-	-
5640	International Delegate / UANA			5,000		5,000	5,000	908
5660	USA Swimming Liaison			2,300		2,300	3,100	521
5670	ISHOF Liaison			1,900		1,900	1,900	1,800
5830	Outside Legal Expense			15,000		15,000	15,000	2,321
5847	SSL Fund Operating Costs			32,650		32,650	44,775	43,018
5870	Depreciation			15,000		15,000	36,000	32,255
6010	Banking Fees			3,600		3,600	3,600	3,499
5873	Audit/Accounting Fees			21,500		21,500	20,165	19,945
	<b>Administration Expense</b>			883,492	37,000	920,492	875,816	714,112
	<b>Total Expense</b>			3,669,476	17,500	3,686,976	3,485,131	2,918,735
	<b>NET ORDINARY INCOME</b>			842	(16,000)	(15,158)	(197,459)	76,843
	<b>OTHER INCOME / EXPENSE:</b>							
	<b>OTHER INCOME:</b>							
4900	Interest & Dividends			120,000		120,000	109,700	263,440
4940	Gain (loss)-Disposal of Fixed Assets			-		-	-	500.03
4945	Gain (loss)-Leasehold Improvements			(25,300)		(25,300)	-	
	<b>Other Income</b>			94,700	-	94,700	109,700	263,940
	<b>OTHER EXPENSES &amp; TRANSFERS:</b>							
	Transfer from Investment Account			89,000		89,000	81,700	
	Amortization-Registration system			24,558		24,558	35,148	
6011	Investment Advisory Fees			6,600		6,600	6,650	4,717
	<b>Other Expenses &amp; Transfers</b>			120,158	-	120,158	123,498	4,717
	<b>Total Net Other Income</b>			(25,458)	-	(25,458)	(13,798)	259,223
	<b>NET INCOME</b>			(24,616)	(16,000)	(40,616)	(211,257)	336,066

\*2014 Final Actual was for operating funds only. Activity for Swimming Saves Lives Foundation and Legacy Fund were not included.