

<b>United States Masters Swimming</b>								
<b>2004 Budget</b>								
<b>INCOME STATEMENT</b>								
	<b>INCOME</b>	<b>2004 Budget</b>	<b>2003 Actual</b>	<b>2003 Budget</b>	<b>2002 Actual</b>	<b>2002 Budget</b>	<b>2001 Actual</b>	<b>2001 Budget</b>
<b>Registrar</b>								
4010	Fees - Individuals 41,200 @ \$20	851,000.00	700,983.50	865,000.00	629,102.46	615,500.00	598,220.62	640,000.00
	Fees - Individuals 1,800 @ \$15.00							
4020	Fees - Clubs @ \$30	15,000.00	9,620.00	10,000.00	10,560.00	10,000.00	10,080.00	10,000.00
4030	Fees - LMSC's @ \$30/\$40	1,500.00	980.00	1,100.00	1,100.00	1,040.00	1,020.00	1,040.00
4050	Transfers	0.00		0.00	0.00	500.00	558.00	400.00
4000	Registrar Other	0.00			100.00			
<b>T4000</b>	<b>Total Registrar</b>	<b>867,500.00</b>	<b>711,583.50</b>	<b>876,100.00</b>	<b>640,862.46</b>	<b>627,040.00</b>	<b>609,878.62</b>	<b>651,440.00</b>
<b>4070</b>	<b>Rule Book Sales</b>	<b>2,800.00</b>	2,824.25	2,500.00	2,832.50	3,500.00	2,730.08	3,500.00
4071	Rule Book Sponsor Income	4,000.00	1,150.00	2,000.00	2,700.00	4,800.00	400.00	3,400.00
4075	Swim Magazine Ads	5,600.00		5,600.00	5,506.82	5,700.00	5,682.18	5,000.00
4150	Championship Meet Surcharges	17,500.00	19,220.00	17,500.00	14,970.10	14,000.00	14,699.00	21,700.00
4151	LD Championship Surcharges	3,000.00	2,365.00	3,000.00	3,941.00	3,000.00	7,730.51	2,800.00
4155	Championship Patches	1,280.00		1,280.00	1,272.00	1,280.00	0.00	1,188.00
4156	LD Championship Patches	450.00		0.00	0.00	450.00	0.00	0.00
4157	LD Championship Medals	2,200.00	2,322.00	2,700.00	3,737.87	2,000.00	3,802.05	2,700.00
4161	Marketing - Affinity Cards	3,000.00	2,038.57	3,000.00	5,417.52	5,000.00	1,562.74	1,650.00
4162	Marketing - Telephone Card	0.00		0.00	0.00		5.59	0.00
4171	Marketing - Medal Sponsor	53,800.00	41,120.00	52,850.00	46,515.00	37,850.00	30,350.00	35,500.00
	Marketing - USOTC Commitment by Victor	4,000.00						
4175	Marketing - Other	0.00		0.00	0.00		0.00	100.00
<b>Publications Sales</b>								
4204	Club Handbook	24.00	12.00	50.00	24.00	120.00	60.00	200.00
4207	Places to Swim	0.00	9.00	0.00	18.00	225.00	190.00	300.00
4210	Top Ten Subscriptions	3,960.00	1,903.00	4,000.00	4,285.00	3,000.00	3,965.00	6,000.00
4212	Coaches Manual	0.00		0.00	0.00	0.00	0.00	0.00
4213	Posters	0.00		125.00	85.50	200.00	78.50	100.00
4214	Open Water Manual	21.00	21.00	35.00	30.50	35.00	35.00	0.00
4215	Decals	625.00	474.14	640.00	846.55	650.00	780.74	1,150.00
4216	Post-It Notes	50.00	25.00	100.00	122.50	250.00	162.00	250.00
4220	Misc. Publications	780.00	640.50	850.00	1,262.38	1,050.00	900.73	1,400.00
<b>T4200</b>	<b>Total Publication Sales</b>	<b>5,460.00</b>	<b>3,084.64</b>	<b>5,800.00</b>	<b>6,674.43</b>	<b>5,530.00</b>	<b>6,171.97</b>	<b>9,400.00</b>
4250	All American Patches/Cert.	700.00	575.00	700.00	690.00	800.00	660.00	700.00
4251	LD All American	300.00	225.00	400.00	355.00	500.00	395.00	500.00
4252	Relay All American Awards	700.00	495.00	1,000.00	850.00	1,200.00	945.00	700.00
4430	Snooper Rent	1,000.00	300.00	1,050.00	600.00	750.00	1,850.00	750.00
4431	USOTC Revenue	19,800.00	19,200.00	19,200.00	19,200.00	47,200.00	15,000.00	36,000.00
4500	Other Income	0.00		0.00	22.00	0.00	600.00	0.00
4710	Contributions - Legacy Fund	0.00		0.00		0.00	7,589.00	0.00

	<b>INCOME STATEMENT</b>							
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<b>Total</b>	<b>Total Income</b>	<b>993,090.00</b>	<b>806,502.96</b>	<b>994,680.00</b>	<b>756,146.70</b>	<b>760,600.00</b>	<b>710,051.74</b>	<b>777,028.00</b>
	<b>EXPENSE</b>							
5010	Liability Insurance	119,000.00	103,084.00	150,000.00	97,046.00	100,000.00	90,948.00	95,000.00
5012	Accident Insurance (\$.675)	29,025.00	24,291.92	29,400.00	29,020.97	28,000.00	27,545.30	29,025.00
5013	Directors & Officers Insurance	2,000.00	1,696.00	2,500.00	0.00	2,750.00	1,995.00	2,010.00
5014	Bonding	3,786.00	3,407.50	3,407.00	3,407.50	3,500.00	3,407.00	3,500.00
5015	Property Insurance	600.00	540.00	500.00	366.00	2,500.00	198.00	2,000.00
5019	Paid Liability Expenses	10,000.00		0.00	0.00	10,000.00	7,500.00	10,000.00
	Insurance Broker's Fee	20,000.00						
	Comp and Disability	800.00						
5050	President	11,532.00	2,118.78	7,150.00	6,884.45	7,000.00	6,812.92	6,750.00
5060	Vice President	310.00		1,500.00	973.70	1,500.00	1,611.07	1,500.00
5070	Secretary	410.00		550.00	370.31	1,200.00	1,560.87	1,200.00
5080	Treasurer	400.00		900.00	0.00	1,100.00	728.06	1,100.00
5090	Past President	500.00	180.98	400.00	799.83	1,800.00	313.24	1,000.00
5095	Legal Counsel	860.00		1,550.00	100.00	1,550.00	1,488.79	2,000.00
5099	Executive Committee	8,000.00	6,026.37	13,500.00	10,289.21	12,200.00	7,658.36	10,000.00
	National Office							
5101	Payroll & Taxes	65,000.00	30,091.27	61,430.00	57,259.25	52,005.00	51,365.68	51,500.00
5102	Administration	30,178.00	7,964.58	19,800.00	17,835.65	16,480.00	15,045.04	13,680.00
5103	Registration Expenses	8,800.00	1,180.48	8,750.00	7,868.78	9,600.00	6,625.10	6,140.00
<b>T5100</b>	<b>Total National Office</b>	<b>103,978.00</b>	<b>39,236.33</b>	<b>89,980.00</b>	<b>82,963.68</b>	<b>78,085.00</b>	<b>73,035.82</b>	<b>71,320.00</b>
	<b>National Office Publications</b>							
5121	All American Patches/Cert.	2,200.00	292.69	700.00	272.58	1,700.00	328.83	2,450.00
5123	Decals, Brochures, Etc.	1,475.00	279.22	300.00	204.72	350.00	159.40	350.00
5125	Publications	740.00	31.18	305.00	219.17	1,050.00	232.66	1,460.00
<b>T5120</b>	<b>Total National Office Publications</b>	<b>4,415.00</b>	<b>603.09</b>	<b>1,305.00</b>	<b>696.47</b>	<b>3,100.00</b>	<b>720.89</b>	<b>4,260.00</b>
	<b>Committees</b>							
5270	Championship	3,405.00	1,358.93	4,905.00	2,779.19	4,975.00	1,407.59	2,298.00
5280	Coaches	18,750.00		10,120.00	8,824.55	15,650.00	5,725.78	9,300.00
5283	USOTC Expense	19,800.00	22,574.93	23,200.00	23,350.39	47,200.00	22,482.37	40,000.00
5290	Communications	230.00	1,250.00	8,888.00	5,345.92	9,408.00	6,198.33	8,700.00
5300	Convention	39,800.00		39,000.00	30,212.86	34,000.00	29,630.13	34,000.00
5310	Finance	300.00		250.00	205.77	500.00	0.00	500.00
5320	Fitness	600.00		985.00	216.50	250.00	0.00	1,000.00
5330	Insurance	135.00		125.00	200.00	125.00	0.00	125.00
5340	Internal Audit	850.00	110.00	150.00	100.00	800.00	0.00	800.00
5350	International	375.00		375.00	0.00	375.00	100.00	375.00
5360	Legislation	250.00	110.00	250.00	125.00	250.00	209.75	250.00
5370	Long Distance	1,060.00		1,150.00	477.97	1,250.00	1,178.12	1,300.00
5380	Marketing/Publications	920.00	9.45	1,100.00	137.45	4,400.00	140.37	5,700.00
5390	Officials	350.00		150.00	175.40	750.00	100.00	1,350.00

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5400	Planning	1,540.00		1,400.00	231.69	435.00	110.44	600.00
5410	Records & Tabulation	3,710.00	559.67	1,700.00	1,014.49	9,700.00	1,366.79	1,700.00
5420	Registration	260.00		500.00	110.00	1,250.00	0.00	100.00
5430	Rule Book	300.00		125.00	115.00	580.00	246.35	400.00
5440	Rules	1,010.00		250.00	100.00	200.00	0.00	500.00
5450	Safety Education	200.00		460.00	100.00	200.00	100.00	1,650.00
5460	Sports Medicine	1,800.00		1,100.00	1,126.19	3,400.00	317.12	2,650.00
	<b>Zone Chairperson</b>				0.00			
5471	Breadbasket			150.00	100.00			
5472	Colonies			150.00	100.00			
5474	Dixie			400.00	220.92		147.41	
	Great lakes			150.00				
5478	Northwest			150.00	0.00		317.89	
5476	Oceana			120.00	100.00			
	South Central			150.00				
	Southwest			150.00				
5470	Zone Chairperson - Other	8,575.00		410.00	200.00		775.46	
	Delegate Scholarships							
	Zone Sponsored Activities							
<b>T5470</b>	<b>Total Zone Committee</b>	<b>8,575.00</b>	<b>0.00</b>	<b>1,830.00</b>	<b>720.92</b>	<b>2,258.00</b>	<b>1,240.76</b>	<b>2,886.00</b>
5520	ISHOF	2,100.00	665.66	1,250.00	469.30	1,000.00	2,347.27	1,000.00
5530	Ad Hoc Legal Counsel	350.00		500.00	0.00	500.00	0.00	500.00
5540	Ad Hoc History & Archives	2,424.00	127.62	2,648.00	9,011.10	29,500.00	275.45	0.00
5550	Ad Hoc Recognition & Awards	500.00		500.00	234.79	470.00	128.06	470.00
5560	Ad Hoc Endowment	0.00		0.00	0.00	0.00		
5610	Controller	10,735.00	5,061.11	10,510.00	10,389.48	10,680.00	10,364.86	10,400.00
	Controller search & transition costs	5,000.00						
5620	Historian	100.00		100.00	3.95	0.00	163.64	11,820.00
5630	FINA Representative	500.00		500.00	56.94	2,000.00	611.00	2,000.00
5640	International Liaison/Delegate	0.00		0.00	2,953.18	5,500.00	0.00	3,000.00
5645	USA Triathlon Liaison	1,930.00		1,600.00	0.00			
5650	Past President Conv Reg Fee	110.00		100.00	100.00	400.00	100.00	300.00
5655	ISHOF Liaison	1,600.00	441.38	1,600.00	908.38	2,500.00	0.00	0.00
5660	USA Swimming Liaison	1,100.00	612.24	1,100.00	987.13	1,000.00	1,021.31	1,000.00
5665	YMCA Liaison	575.00		575.00	36.00	575.00	446.75	500.00
5670	Sponsor Liaison	20,530.00	9,967.09	20,620.00	22,462.44	25,495.00	21,104.78	20,970.00
5675	USOC Liaison	1,500.00		250.00	0.00	250.00	1,147.43	0.00
5680	Swim Magazine Editor	21,800.00	10,000.02	21,650.00	9,134.08	8,500.00	5,056.52	8,500.00
5685	Webmaster	72,406.00	32,713.29	70,000.00	26,467.90	12,000.00	10,991.63	14,000.00
5690	Database Task Force	1,000.00		23,500.00	0.00			
5700	Swim Magazine Subscriptions (\$7.90)	339,700.00	286,732.00	343,650.00	329,416.00	327,000.00	314,435.00	339,000.00
	<b>Marketing Projects</b>							

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5710	Marketing - Sponsor	<b>14,000.00</b>	7,000.00	14,000.00	14,500.00	0.00	11,235.11	6,000.00
5730	Marketing - Other Projects	5,000.00	2,127.91	4,000.00	0.00	10,000.00	31,423.39	39,000.00
5750	Marketing - Planner	5,000.00		0.00	16,385.00	10,000.00	17,670.00	18,000.00
5760	Marketing - PR Contract	28,000.00	11,416.65	28,000.00	27,701.02	28,000.00	0.00	0.00
<b>T5705</b>	<b>Total Marketing Projects</b>	<b>52,000.00</b>	<b>20,544.56</b>	<b>46,000.00</b>	<b>58,586.02</b>	<b>48,000.00</b>	<b>60,328.50</b>	<b>63,000.00</b>
5801	Pool Championship Patches	5,000.00		1,000.00	0.00	0.00	2,337.50	3,000.00
5802	LD Championship Patches	0.00		0.00	0.00	0.00	0.00	400.00
5803	LD Championship Medals	0.00		2,500.00	3,257.00	3,500.00	7,162.57	1,800.00
5810	Snooper Expenses	1,000.00		850.00	657.72	150.00	168.00	150.00
5820	Top Ten Subscriptions	4,200.00	2,643.90	4,200.00	2,813.79	5,049.00	4,292.52	6,100.00
5821	Complimentary Top Ten	840.00		840.00	0.00	786.00	0.00	830.00
5825	National Coaches Conference	5,000.00		6,000.00	9,852.48	10,000.00		
5830	Outside Legal Expense	5,000.00		5,000.00	1,617.88	12,000.00	3,875.20	3,000.00
5840	ISHOF Contributions (\$.25)	10,750.00		10,875.00	21,024.00	20,750.00	22,107.00	21,500.00
5845	Legacy Fund Donation Match	0.00		0.00	58,000.00	8,000.00	0.00	10,000.00
5850	National Aquatics Coalition	850.00	160.00	800.00	671.10	800.00	584.82	800.00
5855	USAS/USA Swimming Memberships	750.00	750.00	100.00	750.00	800.00	600.00	800.00
5860	Rule Book Costs	12,500.00	11,306.09	12,500.00	12,440.23	15,310.00	10,563.52	10,000.00
5875	Audit/Accounting Fees	5,500.00		10,000.00	5,044.70	5,700.00	9,900.00	0.00
5870	Depreciation	5,000.00		4,000.00	4,405.00		3,641.00	0.00
5880	Misc/Contingency	904.00		0.00	0.00	1,000.00	100.00	0.00
5999	Uncategorized Expenses	0.00		0.00	0.00		0.00	0.00
<b>Total</b>	<b>Total Expense</b>	<b>1,013,090.00</b>	<b>588,882.91</b>	<b>1,005,973.00</b>	<b>900,338.00</b>	<b>951,456.00</b>	<b>789,931.55</b>	<b>891,689.00</b>
<b>Total</b>	<b>Net Ordinary Income</b>	<b>(20,000.00)</b>	<b>217,620.05</b>	<b>(11,293.00)</b>	<b>(144,191.30)</b>	<b>(190,856.00)</b>	<b>(79,879.81)</b>	<b>(114,661.00)</b>
	Other Income/Expense							
4900	Interest & Dividends	20,000.00	11,385.27	20,000.00	29,203.68	27,000.00	42,880.16	43,500.00
	Legacy Fund Donation			0.00		(50,000.00)		
6010	Banking Fees			(200.00)	(191.00)	(230.00)	(192.35)	(274.00)
<b>Total</b>	<b>Total Net Other Income</b>	<b>20,000.00</b>	<b>11,385.27</b>	<b>19,800.00</b>	<b>29,012.68</b>	<b>(23,230.00)</b>	<b>42,687.81</b>	<b>43,226.00</b>
	<b>NET INCOME</b>	<b>0.00</b>	<b>229,005.32</b>	<b>8,507.00</b>	<b>(115,178.62)</b>	<b>(214,086.00)</b>	<b>(37,192.00)</b>	<b>(71,435.00)</b>
	<b>Capital Expenditures</b>							
	Registration Equipment Upgrade							
1520	Webmaster Computer					2,300.00		
	Computer - DB Adm., firewall - NO	1,599.00						
	History & Archives	600.00		600.00				
3050	Property & Equipment							
	LCD projector - convention	1,000.00		0.00				
	Controller - computer			1,599.00				
	Additional Display Unit					4,000.00		
<b>Total</b>	<b>Total Capital Expenditures</b>	<b>3,199.00</b>	<b>0.00</b>	<b>2,199.00</b>		<b>6,300.00</b>		
	<b>NET EXCESS (DEFICIT)</b>	<b>(3,199.00)</b>	<b>229,005.32</b>	<b>6,308.00</b>		<b>(220,386.00)</b>		