

**United States Masters Swimming
2010 Budget Draft**

INCOME STATEMENT				ORIGINAL SUBMITTED 2010 Budget	Full Year 2009 Estimate	(w/adjs as of 7/31/2009) 2009 Budget	FINAL 2008 Actual
		<u>Members</u>	<u>Fee</u>				
<u>REVENUE</u>							
<u>MEMBERSHIP SERVICES:</u>							
4010 Fees - Individuals @ \$27	BUTCHER	54,000	\$ 27.00	\$ 1,458,000	\$ 1,253,750	\$ 1,200,000	\$ 1,131,651
4010 Fees - Individuals @ \$22	BUTCHER	3,500	\$ 22.00	77,000	60,000	40,000	60,789
4050 Transfers	BUTCHER	350	\$ 1.50	525	525	525	517
4070 Rule Book Sales	EHRINGER			2,780	2,646	3,000	2,316
4074 Magazine Subscriptions	BUTCHER			4,008	4,008	4,008	3,933
4215 Promotional Sales	GILL			6,620	3,500	1,900	1,809
4271 Video Rental	DEERY			1,000	1,000	-	474
4430 Underwater Camera Income				-	-	600	150
<i>Membership Services Revenue</i>				1,549,933	1,325,429	1,250,033	1,201,639
<u>COACH AND CLUB SERVICES:</u>							
4020 Fees - Clubs @ \$30	BUTCHER	675	\$ 30.00	20,250	18,930	16,500	17,730
<i>Coach and Club Services Revenue</i>				20,250	18,930	16,500	17,730
<u>EVENTS:</u>							
4080 2010 LCN Nationals	GILL			92,900			
4090 No Boundaries Open Water Tour	GILL			4,500			
4060 Fees - One-Event @ \$10.00	BUTCHER	1,600	\$ 12.00	19,200	15,700	16,000	11,160
4150 Championship Meet Surcharges	MOORE, MARK			9,800	18,739	17,850	20,965
4151 LD Championship Surcharges	CLEVELAND			4,000	4,000	3,900	3,236
4152 GTD Revenue	ANZIANO			4,000	4,000	3,000	
4155 Championship Patches	MOORE, MARK			750	881	600	764
4156 LD Championship Patches	CLEVELAND			780	1,560	660	-
4157 LD Championship Medals	CLEVELAND			3,273	3,273	3,170	3,977
4159 Nat'l Meet Data Entry	CLEVELAND			128	287	300	453
4210 Top Ten Subscriptions	GRILLI			420	420	1,000	871

4250	All American Patches/Cert.	GRILLI		600	600	1,000	540
4251	LD All American	GRILLI		300	300	200	200
4252	Relay All American Awards	GRILLI		700	700	1,000	655
4431	High Performance Clinic	CARROW		22,500	-	-	-
4432	Swim Fest Revenue	GILL		18,750	18,900	22,750	-
4450	Merchant Account Fee Income	FLORIO		4,900	10,000	9,000	11,414
Events Revenue				187,500	79,359	80,430	54,235

ADVERTISING AND SPONSORSHIP

4071	Rule Book Sponsor Income	EHRINGER		1,255	1,255	1,300	1,255
4075	SWIMMER Magazine Advertising	BUTCHER		97,297	100,000	51,764	71,259
4161	Sponsor Royalty Income	BUTCHER		9,600	7,100	14,200	10,498
4171	Marketing - Sponsorship	BUTCHER		178,296	178,796	158,250	121,506
Advertising and Sponsorship Revenue				286,448	287,151	225,514	204,518

ADMINISTRATION:

4500	Other Income	N/A		100	100	-	4,317
4710	Contributions - Legacy Fund	N/A		-	-	-	13,022
Administration Revenue				100	100	-	17,339

Total Revenue				2,044,231	1,710,969	1,572,477	1,495,461
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EXPENSE

MEMBERSHIP SERVICES

5010	Liability Insurance	BUTCHER		67,000	67,000	70,000	73,045
5010	Insurance Broker's Fee	BUTCHER		20,000	20,000	20,000	20,000
5012	Accident Insurance @ \$.50	BUTCHER	57,500 0.50	28,750	26,750	25,800	24,734
5102	Membership Administration	GRILLI		4,076	16,036	21,336	11,673
5103	Registration Expenses	GILL		100,000	75,000	77,450	50,915
5123	Decals, Brochures, Etc.	GILL		5,000	2,000	600	424
5290	Communications Committee	MOORE, H.		-	-	200	160
5320	Fitness Committee	ANZIANO		3,000	3,000	3,240	1
5420	Registration Committee	SIMON		100	100	100	-
5430	Rule Book Coordinator	EHRINGER		20	0	0	-

5435	Publication Management	HAGADORN			200	10,700	319.00
5470	Zone Activity costs	HEATHER, J.		4,000	4,000	4,000	1,799
5540	History & Archives Committee	DUNBAR		1,040	500	1,030	796
5550	Recognition & Awards Committee	DILLON		370	371	265	649
5685	Web Operations	MATYSEK		8,925	6,700	7,180	9,976
5686	USMS.org Infrastructure	MATYSEK		-	30,000	50,000	-
5701	USMS SWIMMER Magazine Produc	HAMEL		411,258	387,000	359,453	347,817
5750	Publication of Annual Planner	MCGIFFIN			4,306	4,000	3,002
5810	Underwater Camera Expense	BUTCHER		-	-	500	239
5840	ISHOF Contributions (\$.25 for 2008)	FORMULA	57,500	\$ 0.25	14,375	13,288	12,077
5860	Rule Book Costs	EHRINGER		10,500	9,354	12,300	11,136
5900	Membership Services Payroll	BUTCHER		367,909	251,978	317,193	226,841
					1,046,323	917,583	997,847
							795,603

COACH AND CLUB SERVICES

5280	Coaches Committee	COLBURN			6,500	9,475	13,200	10,082
5770	Coach/Club Development Admin	GILL			42,400	29,050	66,800	16,327
5775	Coach/Club Development Payroll	GILL			135,554	87,780	56,986	22,025
5825	National Aquatic Conference	COLBURN			-	4,800	5,100	2,873
					184,454	131,105	142,086	51,307

EVENTS:

5200	2010 Long Course Nationals	GILL			81,500			
5210	No Boundaries	GILL			15,500			
5121	All American Patches/Cert.	GRILLI			1,500	1,149	550	1,273
5270	Championship Committee	MOORE, MARK			10,075	2,500	2,500	3,774
5283	High Performance Clinic	CARROW			22,500	-	-	-
5285	LC/SC Merchant Account Fees	FLORIO			5,120	6,692	5,719	6,892
5370	Open Water/LD Committee	CLEVELAND			5,200	1,510	3,510	1,539
5390	Officials Committee	COCKRELL			5,800	4,051	5,342	1,829
5410	Records & Tabulation Committee	TSUZUKI			1,300	1,300	1,350	1,174
5440	Rules Committee	CASEY			975	1,013	950	470
5460	Sports Medicine and Science Comm	MOORE, J.			950	450	1,300	1,700
5780	Swim Fest Expenses	GILL			20,500	17,000	27,750	-

5801 Pool Championship Patches	MOORE	600	587	450	725
5802 LD Championship Patches	CLEVELAND	333	333	254	207
5803 LD Championship Medals	CLEVELAND	2,756	2,756	2,623	1,741
5820 Top Ten Subscriptions	TSUZUKI	1,300	1,400	1,000	1,093
5875 Events Payroll	GILL	104,200	85,806		
Events Expense		280,109	126,547	53,298	22,417

MARKETING:

5670 Trade Shows	BUTCHER	3,000	3,000	6,000	10,326
5730 Marketing Services	BUTCHER	52,500	41,500	79,000	5,264
5735 Marketing Services - Payroll	BUTCHER	27,078	38,349	72,414	19,511
Marketing Expense		82,578	82,849	157,414	35,101

ADVERTISING AND SPONSORSHIP:

5702 Publication Advertising Commission	BUTCHER	24,324	25,000	12,941	17,815
5705 Sponsor costs-Payroll	BUTCHER	54,275	46,278		
5710 Sponsor costs	BUTCHER	27,030	24,430	31,910	28,894
Advertising and Sponsorship Expense		105,629	95,708	44,851	46,709

ADMINISTRATION:

5013 Directors & Officers Insurance	BLUMIT	2,000	2,000	2,000	1,929
5014 Bonding	BLUMIT	5,700	5,801	7,200	7,080
5016 Media Professional Liability Insurance	MOXIE	3,900	3,900	3,500	3,475
5050 President	COPELAND	10,000	13,200	14,700	7,163
5061 VP - Member Services	GILL	-	-	-	-
5062 VP - Community Services	HEATHER, M.	60	60	60	-
5063 VP - National Operations	LETENDRE	600	500	500	404
5064 VP - Local Operations	HEATHER, J.	50	50	50	-
5070 Secretary	SMATH	100	100	100	-
5080 Treasurer	MOXIE	100	100	515	394
5090 Past President	MILLER, J.	375	295	300	-
5095 Legal Counsel	MILLER, P.	-	-	60	-
5099 Board/Executive Committee	COPELAND	62,083	35,200	35,200	38,043
5130 USMS Headquarters Admin.	BUTCHER	85,656	61,630	112,269	34,372

5131 USMS Relocation	BUTCHER	-	30,000		
5135 USMS Headquarters Payroll	BUTCHER	127,351	102,342	260,782	139,521
5300 Convention	BUEHLER	80,000	75,000	75,000	62,308
5310 Finance Committee	DAVIS	150	150	250	
5350 International Committee	THOMPSON			2,050	1,229
5630 FINA Representative	RIDOUT	-	800	700	155
5640 International Delegate / UANA	MILLER, J.	2,000	2,000	2,000	-
5645 USA Triathlon liaison	CLARK			660	
5660 USA Swimming Liaison	HAARTZ	1,500	1,500	1,500	1,296
5830 Outside Legal Expense	MILLER, P.	2,500	860	10,000	-
5846 Legacy Fund Grants	CHURCH	-	-	-	16,900
5847 Legacy Fund Operating Costs	CHURCH	-	-	-	2,399
5870 Depreciation	FLORIO	20,000	12,000	10,000	5,139
5875 Audit/Accounting Fees	FLORIO	10,000	20,000	19,650	8,104
5880 Misc/Contingency	N/A	-	-	-	-
Administration Expense		414,125	367,488	559,046	329,911

Total Expense		2,113,219	1,721,280	1,954,542	1,281,048
Net Ordinary Income		(68,988)	(10,311)	(382,065)	214,413

OTHER INCOME / EXPENSE:

4900 Interest & Dividends	FLORIO	17,000	42,000	43,000	56,223
4901 Legacy Fund Interest	N/A	-	-	-	(71,865)
6010 Banking Fees	FLORIO	150	150	200	300
6050 Unrelated Business Income Tax Exp	FLORIO	5,000	5,000	5,000	(348)

Total Net Other Income		11,850	36,850	37,800	(15,594)
NET INCOME		\$ (57,138)	\$ 26,539	\$ (344,265)	\$ 198,819

CAPITAL & INVENTORY EXPENDITURE:

Championship Patches	\$	1,500	\$	1,200	\$	1,200	\$	776
Long Distance Awards		885		7,000		6,100		-
Headquarters Inventory		5,000		5,000		5,250		108
New HQ DVDs for library		1,000						
Total Inventory		8,385		13,200		12,550		884

Leasehold Improvements	12,000	26,000	30,000	
Headquarters signage		3,500	2,500	
HQ Office Furniture	2,500	3,000	5,000	-
Workstations/Cubicles		5,000		
HQ Computers/Printers	8,500	8,800	10,000	12,717
Webservers	6,000			
Phone System	1,000	6,909	8,000	
Total Head Office	30,000	53,209	55,500	12,717
USMS owned signage for our pool and open water events	10,000			
Underwater Cameras	-		1,100	-
Tivo for Swimfest '10	1,000			
Tradeshow Display	-	-	2,500	-
Total Capital	41,000	53,209	59,100	12,717
Total Cap & Inv Expenditures	\$ 49,385	\$ 66,409	\$ 71,650	\$ 13,601