

USMS
FINANCE COMMITTEEB=budget
A=actual

09/23/89

EXHIBIT "A"

	1987 A	1988 B	1988 A	1989 B	1989 YTD A	1990 B

REVENUES						
4010 REGISTRATION FEES - INDIVIDUAL	138597	150000	202700	282300	140279	336000
4020 REGISTRATION FEES - CLUBS	3990	3600)	4000)	4000
4030 REGISTRATION FEES - LMSC's	500	580)	540)	1080
4040 LISTS	307	0		0		0
4050 LABELS	2744	0		0		0
4060 TRANSFERS	382	0		0		0
4070 RULE BOOKS	108	0	258	4200	3881	5400 <i>4000</i>
4071 RULE BOOK SPONSORS				0	3100	3500
4080 SHIPPING	145	0		0		0
4090 OTHER REGISTRAR'S INCOME	-82	0		0		0
4150 CHAMPIONSHIP MEET SURCHARGES	3200	2750	2601	2400	2694	2600
4151 LONG DIST. CHAMPIONSHIP SRCHRG			1107	1000	1370	1800
4160 MRKTG.COMM. PROJECTS	8793	20000	4122	0	0	0
4170 MRKTG.COMM. SPONSOR INCOME	2500	0	0	0	0	0
4200 PUBLICATIONS SALES	112	125	144	70	188	810
4250 ALL-AMERICAN PATCHES	975	750	1000	750	763	750
4260 CHAMPIONSHIP PATCHES	315	550	699	1000	433	700
4270 DECALS, BROCHURES, ETC.			725	0	528	210
4450 GRANTS	916	2000	2500	2000	0	2000
4451 REIMBURSEMENTS & REFUNDS				600	0	0
4500 OTHER	627	20	48	240	-151	0
4900 INTEREST	9034	9000	10595	10000	9371	15000
4910 DIVIDENDS	0	0		0	0	0
GROSS REVENUE	173163	189375	226499	309100	162456	373850
4999 DEDUCTIONS FROM REVENUE		0	0	0	0	0
NET REVENUE	173163	189375	226499	309100	162456	373850
(1) For the 7 months ended 7-31-84						
NET REVENUE LESS CASH EXPENDTR	31589	-22620	12197	40590	-13767	⁸⁸⁸¹⁹ -90319
TRANSFER FROM (TO) HOUSE OF DELEGATES FUNDS ACCOUNT	-31589	22620	-12197	-40590	13767	⁸⁸⁸¹⁹ -90319
NET CASH FLOW	0	0	0	0	0	0

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EXPENSES

5011	LIABILITY INSURANCE	10000	13750	70000	100000	76932	100000
5012	ACCIDENT INSURANCE	27585	45000	28659	27000	15172	28000
5013	DIRECTRS & OFFCRS' INSURANCE	3985	6500	3600	3600	3600	3600
5014	BONDING	0	0	0	0	0	500
5019	LIABILITY INSURANCE CLAIMS				20000	20000	20000
5050	PRESIDENT	3110	4150	2037	3400	1952	3400
5060	VICE PRESIDENT	589	1000	838	1000	186	1000
5070	SECRETARY	575	1250	606	780	132	800
5080	TREASURER	653	700	562	775	0	775
5100	NATIONAL OFFICE (EXEC.SEC.)						
5101	Contract Fee	18675	21000	21250	22800	17100	22800
5102	Administrative Expenses	4935	7050	6893	9550	5443	10200
5103	All-Amer. Patch Expenses		200	847	750	-329	765
5104	Decals, Brochures, etc. Exp.				0	0	0
5105	Publications Expenses				500		200
5106	Other inven.-related expense	313	0		0		0
5110	TOTAL - NATIONAL OFFICE	23923	28250	28990	33600	22214	33965
5150	REGISTRAR						
5151	Expenses	3694	0	1510	1300	2840	
5152	Contract	8815	17500	13041	13275	7078	20000
5153	TOTAL - REGISTRAR	12509	17500	14552	14575	9918	20000
5200	CONTROLLER	44	700	658	950	27	350
5250	INTERNAL AUDIT	46	100	9	600	0	600
5270	CHAMPIONSHIP COMMITTEE	1285	2375	2357	3325	2799	3425
5271	Championship Patch Expenses			989	700	439	850
5290	CONVENTION COMMITTEE	5765	6500	6484	7800	555	9000
5310	EXECUTIVE COMMITTEE	75	250	123	150	67	200
5330	FINANCE COMMITTEE	22	100	100	150	28	150
5350	INTERNATIONAL COMMITTEE	73	250	233	250	60	780
5370	LEGISLATION COMMITTEE	10	125	62	125	6	125
5390	LONG DISTANCE COMMITTEE	274	1340	224	1855	123	1182
5410	LONG RANGE PLANNING COMMITTEE	159	500	9	150	20	300
5430	MARKETING COMMITTEE	466	5350	2084	4000	418	4000
5450	RANSOM ARTHUR AWARD COMM.	140	100	80	200	180	200
5470	RECORDS AND TABULATION COMMITT	380	350	1100	1200	354	1200
5490	REGISTRATION COMMITTEE	151	200	125	200	28	320
5510	RULES COMMITTEE	0	100	0	100	36	100
5530	SPORTS MEDICINE COMMITTEE	50	2500	1542	2650	0	600
5550	ZONE CHAIR	26	400	124	1175	232	1685
5551	BREADBASKET ZONE	0		40		0	
5552	COLONIES ZONE	31		72		0	
5553	CONTINENTAL DIVIDE ZONE	0		0		0	
5554	DIXIE ZONE	0		50		21	
5555	HEARTLAND ZONE	20		61		71	
5556	OCEANA ZONE	47		253		42	
5557	SOUTH CENTRAL ZONE	70		0		0	
5600	AD HOC COACHES COMMITTEE	0	125	125	300	300	955
5610	AD HOC COMPUTERIZATION COMM.	0	1000	0	0	0	200
5620	AD HOC RULEBOOK COMMITTEE	32	250	248	560	233	560
5700	HISTORIAN	101	300	300	100	100	500
5720	LEGAL COUNSEL	827	500	271	500	1245	650
5721	OUTSIDE LEGAL SERVICES				0	0	2000

24000

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5740 LIAISON - FINA	779	1550	1010	975	324	1800
5760 LIAISON/DELEGATE - MSI	0	1150	0	1000	0	1800
5780 LIAISON - USS	0	100	0	100	0	100
5790 INSURANCE COMMITTEE		0	15	100	19	100
5810 GRANT EXPENDITURES		1500	2500	2000	0	2000
5820 HALL OF FAME CONTRIBUTIONS	1350	1500	1404	1350	0	1400
5830 MEMBERSHIP FEES - USAS/MSI	250	250	100	1150	1000	1000
5840 NEWSLETTER	19775	19000	18792	19000	7015	19000
5850 RULE BOOKS	2641	2500	2865	6000	5480	7600
5851 REGISTRATION EXP. - ALL OTHER	4379	3000	3176	3600	2118	3800
5860 SWIM MASTER SUBSCRIPTIONS	164	580	0	486	0	486
5950 DEPRECIATION	2144	2100	2118	4300	2820	4000
5980 MISCELLANEOUS	767	2000	-98	229	0	292
5987 (WAS ALL-AMERICAN COMMITTEE)	158					
5988 (WAS TABULATION COMMITTEE)						
5990 YEAR END ADJUSTMENT	360	0	0	0	0	0
6000 COMMISSIONS	0	0	0	0	0	0
6010 BANKING FEES	96	0	0	0	0	150
SUBTOTAL EXPENSE ITEMS	125886	176745	199447	272060	176266	285500
						600
CAPITAL EXPENDITURES						
1501 CHAMPIONSHIP COMM. - SOFTWARE		0		0		0
1520 NATIONAL OFFICE - EQUIPMENT		0		1000		700
1521 NATIONAL OFFICE - SOFTWARE		0		0		0
1522 NATIONAL OFFICE - FURN.& FIX.		0		0		0
1540 REGISTRAR - EQUIPMENT		0		0		0
1541 REGISTRAR - SOFTWARE		5000	0	1000		3000
1561 COMPUTRZTN COMM. - SOFTWARE		1000	0	0		0
1581 CONTROLLER - SOFTWARE		0		0		0
3050 PROPERTY & EQUIPMENT		0		0		0
SUBTOTAL CAPITAL EXPENDI	0	6000	0	2000	0	3700
INVENTORY EXPENDITURES						
1300 ALL-AMERICAN PATCHES	0	500	706	0	658	0
1301 ALL-AMERICAN CERTIFICATES	0	0		0	0	75
1320 CHAMPIONSHIP PATCHES/MEDALS	319	550	754	0	1603	850
1321 LONG DIST. CHAMP. PATCHES				0	0	571
1326 LONG DIST. CHAMP. MEDALS				0	0	1800
1340 MRKTG.COMM.-CALENDAR PRODUCTIO	17495	20000	2109	0	0	0
1341 MRKTG.COMM.-ADAPTIVE HANDBOOK	18	0	2	0	0	0
1342 MRKTG.COMM.-BROCHURES	0	6000	11496	0	103	5000
1343 MRKTG.COMM.-USMS PLANNER		0	0	0	0	10000
1344 MRKTG.COMM.-DECALS	0	4500	3742	0	32	0
1345 MRKTG.COMM.-PR HANDBOOK					0	1000
1350 PLACES TO SWIM BOOKLET	0	0	450	0	53	0
1360 USMS RULE BOOKS	n/a	n/a	0	0	0	0
SUBTOTAL INVENTORY EXPEN	17832	31550	19258.6	0	2448.33	19296
TOTAL EXPENDITURES	143718	214295	218706	274060	178715	308496
LESS: DEPRECIATION	2144	2100	2118	4300	2820	4000
LESS: OTHER NON-CASH EXP.		200	2286	1250	-329	20965
TOTAL CASH EXPENSES	141574	211995	214302	268510	176223	283531

20,000
5500
48,303

UNITED STATES MASTERS SWIMMING, INC.

Prepared by:

Suzanne Rague

09/21/89

EXHIBIT "B"

DATE: 12-31-86

12-31-87

12-31-88

3-31-89

6-30-89

9-30-89

12-31-89

SOURCE: Audit Comm.

Direct

Actual

Actual

Actual

Actual

Projected

MONTHS: 4

12

12

3

6

9

12

Cash - Checking	10296.96	66774.51	9169.97	87745.51	75119.53	63234.00	
Cash - Savings	0.00						
Cash - Money Market	40157.89						
Accounts Receivable- Registration	22220.39		47709.14	-304.47	1638.32	-221.56	
Accounts Receivable - Other	850.00	1250.00					
Accrued Interest Receivable	1625.67	4200.42	4536.22	2857.58	3135.96	5450.89	
Inventory - All-Am Certificates	33.54	40.50					
Inventory - All-Am Patches & Other	320.00		458.31	437.14	101.94	680.55	
Inventory - Championship Patches	417.50	235.00	0.00	753.10	753.10	317.90	
Inventory - Calendars	695.00	1009.17					
T-bills & CD's	70939.60						
Marketable Securities							
Prepays & Other						1059.49	
[Allowance for Doubtful Accounts]							
CURRENT ASSETS	147556.55	73509.60	61873.64	91488.86	80748.85	70521.27	0.00
Land & Buildings							
Equipment	4342.00	10721.00	14221.00	13619.30	15119.30	17000.94	
Gross Fixed Assets	4342.00	10721.00	14221.00	13619.30	15119.30	17000.94	0.00
Less: Accumulated Deprec.	1897.85	2916.10	5033.67	4972.95	5787.89	7668.82	
NET FIXED ASSETS	2444.15	7804.90	9187.33	8646.35	9331.41	9332.12	0.00
House of Delegates Cash Reserve		100000.00	100000.00	100000.00	100000.00	100000.00	
Reserve for Liab. Insur. Claims			20000.00	20000.00	20000.00	20000.00	
Intangibles							
NON-CURRENT ASSETS	2444.15	107804.90	129187.33	128646.35	129331.41	129332.12	0.00
TOTAL ASSETS	150000.70	181314.50	191060.97	220135.21	210080.26	199853.39	0.00
Notes Payable - Banks							
Accounts Payable	0.00	802.52	0.00	607.00	0.00	0.00	
Current Portion Long Term Debt							
Restricted Grants		2000.00	1500.00	1500.00	1500.00	1500.00	
Other Current Liabilities			1600.00		19750.00	21650.00	
Refundable Deposits	933.00		0.00		5265.00	1710.00	
CURRENT LIABILITIES	933.00	2802.52	3100.00	2107.00	26515.00	24860.00	0.00
Long Term Debt							
Other Long Term Liabilities							
NON-CURRENT LIABILITIES	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL DEBT	933.00	2802.52	3100.00	2107.00	26515.00	24860.00	0.00
MINORITY INTEREST							
Subordinated Debt							
Fund Balance Beginning of Year	134031.71	149067.70	178511.98	187960.97	187960.97	187960.97	187960.97
Current Year's Increase	15035.99	29444.28	9448.99	30067.24	-4395.71	-12967.58	0.00
OWNERS EQUITY/NET WORTH	149067.70	178511.98	187960.97	218028.21	183565.26	174993.39	187960.97
TOTAL LIABILITIES & EQUITY	150000.70	181314.50	191060.97	220135.21	210080.26	199853.39	187960.97
Tangible Net Worth	149067.70	178511.98	187960.97	218028.21	183565.26	174993.39	187960.97

