

| U.S. Masters Swimming, Inc. | | | | | | | | | | | |
|------------------------------------|--|---------|--------------|----------------|---------------|-----------|-----------|-----------|-----------|-----------|-----------|
| 2018 Draft Budget 9/14/2017 after | | | | | | | | | | | |
| Finance Comm.Revisions | | | | | | | | | | | |
| | | | | PRE-CONVENTION | Finance Comm. | TOTALS | | APPROVED | | | |
| INCOME STATEMENT | | | Cost Center: | Members | Fee | BUDGET | BUDGET | AFTER FC | FORECAST | BUDGET | ACTUAL |
| | | | | | | 2018 | REVISIONS | REVISIONS | 2017 | 2017 | 2016* |
| REVENUE | | | | | | | | | | | |
| MEMBERSHIP SERVICES: | | | | | | | | | | | |
| 4010 | Fees - Individuals @ \$43 | PORTER | 62,066 | \$43 | | 2,668,838 | | 2,668,838 | 2,494,850 | 2,545,772 | 2,354,118 |
| 4012 | Fees - year plus | PORTER | 5,254 | | | 143,470 | | 143,470 | 140,625 | 98,600 | 73,084 |
| 4013 | Vanity ID | PORTER | | \$50 | | 6,000 | | 6,000 | 13,400 | 10,000 | 12,191 |
| 4050 | Fees- Affiliates | PORTER | | | | 100 | | 100 | 100 | 100 | 100 |
| 4070 | Rule Book Sales | PORTER | | | | 1,400 | | 1,400 | 1,400 | 1,500 | 1,326 |
| 4074 | Magazine Subscriptions | PORTER | | | | 2,800 | | 2,800 | 2,800 | 2,800 | 2,930 |
| 4215 | Promotional Sales | PORTER | | | | 400 | | 400 | 500 | 4,200 | 4,384 |
| Membership Services Revenue | | | | | | 2,823,008 | - | 2,823,008 | 2,653,675 | 2,662,972 | 2,448,133 |
| PROGRAM SERVICES | | | | | | | | | | | |
| 4020 | Fees - Clubs | BRENNER | 1,085 | \$43 | | 46,655 | | 46,655 | 44,485 | 39,729 | 27,275 |
| 4025 | Fees - Workout Groups | BRENNER | 450 | \$43 | | 19,350 | | 19,350 | 18,450 | 17,425 | 11,075 |
| 4030 | Coach Certifications | BRENNER | 501 | | | 97,155 | | 97,155 | 86,200 | 154,000 | 146,962 |
| 4032 | Stroke Development Clinics | BRENNER | | | | 24,150 | | 24,150 | 46,725 | 54,000 | 12,438 |
| 4033 | Fitness Program | BRENNER | | | | 19,188 | | 19,188 | - | - | - |
| 4034 | Fees - USMS Local Swim Program/Club | BRENNER | | | | 29,250 | | 29,250 | - | - | - |
| 4035 | Fees - Designated Coach & Instructor | BRENNER | | \$30 | | 42,000 | | 42,000 | 45,450 | 30,000 | 29,550 |
| 4036 | Adult Learn to Swim Instruction | BRENNER | | | | 52,500 | | 52,500 | 119,625 | 165,000 | 131,201 |
| 4036 | Less SSLF grant program scholarships | BRENNER | | | | (5,250) | | (5,250) | (12,000) | (12,000) | (12,000) |
| 4037 | Fees - Club collections | KUHLMAN | | | | 13,000 | | 13,000 | 13,000 | 13,250 | 11,958 |
| 4038 | National Coaches Conference | JENKINS | | | | | | - | | | 24,215 |
| Program Services Revenue | | | | | | 337,998 | - | 337,998 | 361,935 | 461,404 | 382,675 |
| EVENTS: | | | | | | | | | | | |
| 4060 | Fees - One-Event @ \$15.00 | PORTER | 1,910 | \$15 | | 28,650 | | 28,650 | 28,650 | 28,650 | 31,770 |
| 4150 | Championship Meet Surcharges | RODDIN | | | | 24,200 | | 24,200 | 46,312 | 46,000 | 47,640 |
| 4151 | LD Championship Surcharges | LIVONI | | | | 5,000 | | 5,000 | 4,800 | 4,800 | 6,010 |
| 4152 | GTD Revenue | DEERY | | | | - | | - | - | - | - |
| 4155 | Championship Patches | RODDIN | | | | 450 | | 450 | 900 | 900 | 894 |
| 4157 | LD Championship Medals | LIVONI | | | | 3,400 | | 3,400 | 3,200 | 3,200 | 1,970 |
| 4210 | Top Ten Subscriptions | PORTER | | | | - | | - | 500 | 500 | - |
| 4250 | All American Patches/Cert. | PORTER | | | | 2,200 | | 2,200 | 900 | 900 | 1,118 |
| 4251 | LD All American | PORTER | | | | - | | - | 325 | 325 | 336 |
| 4252 | Relay All American Awards | PORTER | | | | - | | - | 900 | 900 | 736 |
| 4275 | OW Education Conference | BRUCE | | | | - | | - | - | - | - |
| 4300 | OW Sanction flat fee @ \$100 each | KEIBER | 58 | \$100 | | 5,800 | | 5,800 | 5,700 | 6,000 | 5,800 |
| 4310 | OW Event participant fees net of cap | KEIBER | 6,081 | \$5 | | 30,405 | | 30,405 | 30,405 | 33,785 | 28,985 |
| 4320 | Pool Sanction flat fee @ \$50 each | KEIBER | 300 | \$50 | | 15,000 | | 15,000 | 15,000 | 19,850 | 14,700 |
| 4325 | Pool Participant Fee Nat'l Championships | RODDIN | 1,600 | \$5 | | 8,000 | | 8,000 | 15,000 | 15,000 | 15,395 |
| 4330 | Sanction Fee Rebates | | | | | (1,000) | | (1,000) | (1,000) | (1,000) | (100) |
| 4350 | Recognized Event Fee | KEIBER | 75 | \$100 | | 7,500 | | 7,500 | 7,500 | 8,000 | - |
| 4450 | Merchant Account Fee Income | KUHLMAN | | | | 6,975 | | 6,975 | 12,148 | 13,075 | 15,033 |
| Events Revenue | | | | | | 136,580 | - | 136,580 | 171,240 | 180,885 | 170,287 |
| ADVERTISING AND SPONSORSHIP | | | | | | | | | | | |
| 4075 | SWIMMER Magazine Advertising | DEERY | | | | 45,000 | | 45,000 | 46,750 | 39,750 | 41,592 |
| 4161 | Sponsor Royalty Income | DEERY | | | | 9,200 | | 9,200 | 9,300 | 4,300 | 6,282 |
| 4171 | Sponsorship | DEERY | | | | 429,000 | | 429,000 | 394,500 | 414,000 | 375,022 |

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| INCOME STATEMENT | | | | BUDGET | BUDGET | AFTER FC | FORECAST | BUDGET | ACTUAL |
| | Cost Center: | Members | Fee | 2018 | REVISIONS | REVISIONS | 2017 | 2017 | 2016* |
| | In-Kind product contributions | | | | | | | | |
| | Advertising and Sponsorship Revenue | | | 483,200 | - | 483,200 | 450,550 | 458,050 | 422,896 |
| COLLEGE CLUB REVENUE | | | | | | | | | |
| 4430 | College Club Membership | DEERY | | 35,935 | | 35,935 | 14,585 | 14,583 | - |
| | College Club Revenue | | | 35,935 | - | 35,935 | 14,585 | 14,583 | - |
| CONTRIBUTION REVENUE | | | | | | | | | |
| 4705 | Contributions | N/A | | - | | - | - | - | 69 |
| 4950 | In-Kind (legal) | KUHLMAN | | | | - | | | |
| 4800 | Contributions- Releases from Restrictions | KUHLMAN | | - | | - | 10,282 | 11,000 | - |
| | Contribution Revenue | | | - | - | - | 10,282 | 11,000 | 69 |
| ADMINISTRATION: | | | | | | | | | |
| 4500 | Other Income | | | - | | | - | - | 15,100 |
| 4500 | Opportunity Reserve Transfer | | | - | | | - | 72,810 | - |
| 4500 | Investment Spending Transfer | DAVIS | | 96,200 | | 96,200 | 90,600 | 90,600 | - |
| | Administration Revenue | | | 96,200 | - | 96,200 | 90,600 | 163,410 | 15,100 |
| | Total Revenue | | | 3,912,921 | - | 3,912,921 | 3,752,867 | 3,952,304 | 3,439,158 |
| EXPENSE | | | | | | | | | |
| MEMBERSHIP SERVICES | | | | | | | | | |
| 5010 | Liability Insurance | KUHLMAN/ESIX | | 331,910 | | 331,910 | 319,940 | 321,890 | 345,659 |
| 5012 | Accident Insurance | KUHLMAN/ESIX | | 22,680 | | 22,680 | 21,860 | 21,640 | 21,289 |
| 5102 | Membership Administration | PORTER | | 18,825 | | 18,825 | 18,460 | 21,660 | 10,849 |
| 5103 | Registration Expenses | PORTER | | 104,050 | | 104,050 | 101,200 | 91,043 | 98,231 |
| 5320 | Fitness Committee | JUREY | | 200 | | 200 | 200 | 200 | 79 |
| 5420 | Registration Committee | LETENDRE | | - | | - | - | - | - |
| 5430 | Rule Book Coordinator | PORTER | | - | | - | - | - | - |
| 5470 | Zone Activity costs | STEVENSON | | 3,000 | | 3,000 | 3,000 | 3,000 | 2,500 |
| 5540 | History & Archives Committee | DUNBAR | | 1,450 | | 1,450 | 303 | 1,450 | 80 |
| 5550 | Recognition & Awards Committee | NOVITSKE | | 960 | | 960 | 960 | 960 | 325 |
| 5560 | LMSC Development | MICHAEL MOORE | | 1,610 | | 1,610 | 1,610 | 1,610 | - |
| 5685 | Web Operations | KUHLMAN/WILLIAMSON | | 41,550 | | 41,550 | 14,827 | 28,650 | 23,855 |
| 5690 | IT Outside Services & Programs | KUHLMAN/WILLIAMSON | | 228,703 | | 228,703 | 177,950 | 47,500 | - |
| 5701 | USMS SWIMMER Magazine Production Co | HAMEL | | 246,237 | | 246,237 | 287,674 | 349,235 | 324,137 |
| 5703 | STREAMLINES/Web Content | HAMEL | | 13,000 | | 13,000 | 12,242 | 13,000 | 13,093 |
| 5704 | Multi-media Production | HAMEL | | 10,000 | | 10,000 | 7,000 | 10,000 | 12,907 |
| 5840 | ISHOF Contributions | KUHLMAN | | 21,500 | | 21,500 | 21,500 | 21,500 | 21,500 |
| 5860 | Rule Book Costs | PORTER | | 10,914 | | 10,914 | 11,280 | 9,200 | 8,773 |
| 5900 | Membership Services Payroll | HUGHES/KUHLMAN | | 1,272,304 | | 1,272,304 | 1,166,578 | 1,329,230 | 1,186,252 |
| | Membership Expense | | | 2,328,893 | - | 2,328,893 | 2,166,584 | 2,271,768 | 2,069,530 |
| PROGRAM SERVICES | | | | | | | | | |
| 5280 | Coaches Committee | JENNINGS | | 12,150 | | 12,150 | 25,592 | 22,300 | 10,550 |
| 5290 | Coaches Certification | BRENNER | | 98,338 | | 98,338 | 126,821 | 160,570 | 143,738 |
| 5500 | Fitness Program | BRENNER | | 17,750 | | 17,750 | 15,460 | 43,770 | - |
| 5600 | Adult Learn to Swim | BRENNER | | 46,482 | | 46,482 | 93,746 | 117,955 | 102,519 |
| 5610 | Education Conference | | | 10,000 | | 10,000 | - | - | 29,167 |
| 5770 | Coach/Club Development Admin | BRENNER | | 111,575 | | 111,575 | 84,384 | 88,595 | 68,775 |
| 5780 | Local Swim Programs | BRENNER | | 26,666 | | 26,666 | - | - | |

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| | | | | PRE-CONVENTION | Finance Comm. | TOTALS | | APPROVED | |
| INCOME STATEMENT | | | | BUDGET | BUDGET | AFTER FC | FORECAST | BUDGET | ACTUAL |
| | Cost Center: | Members | Fee | 2018 | REVISIONS | REVISIONS | 2017 | 2017 | 2016* |
| Program Services Expense | | | | 322,960 | - | 322,960 | 346,003 | 433,190 | 354,750 |
| EVENTS: | | | | | | | | | |
| 5205 | Spring Nationals | HUGHES/KUHLMAN | | 14,670 | | 14,670 | 7,918 | 12,380 | 8,557 |
| 5200 | Summer Nationals | HUGHES/KUHLMAN | | - | | - | 16,550 | 12,380 | 10,122 |
| 5250 | Event Development | BRENNER/KEIBER | | 5,500 | | 5,500 | - | - | - |
| 5121 | All American Patches/Cert. | PORTER | | 1,450 | | 1,450 | 1,000 | 1,000 | 1,513 |
| 5270 | Championship Committee | RODDIN | | 8,918 | | 8,918 | 7,668 | 8,918 | 5,717 |
| 5285 | LC/SC Merchant Account Fees | KUHLMAN | | 5,700 | | 5,700 | 9,000 | 9,269 | 6,543 |
| 5370 | LD Committee | LIVONI | | 11,926 | | 11,926 | 11,077 | 11,077 | 4,046 |
| 5380 | Open Water Committee | BRUCE | | 8,380 | | 8,380 | 380 | 10,380 | 380 |
| 5390 | Officials Committee | ALBRIGHT | | 11,400 | (5,300) | 6,100 | 11,400 | 11,400 | 9,352 |
| 5410 | Records & Tabulation Committee | SEIDLER | | 50 | | 50 | 50 | 1,225 | 78 |
| 5440 | Rules Committee | COCKRELL | | 1,000 | | 1,000 | 1,110 | 1,450 | 317 |
| 5460 | Sports Medicine and Science Committee | CARLSON | | 5,900 | | 5,900 | 4,900 | 5,900 | 1,641 |
| 5240 | Coordinator Contractors | HUGHES | | 16,000 | | 16,000 | 15,800 | 15,800 | 16,083 |
| | Events Expense | | | 90,894 | (5,300) | 85,594 | 86,853 | 101,180 | 64,349 |
| MARKETING/SPONSORSHIP | | | | | | | | | |
| 5710 | Sponsor costs | DEERY | | 67,550 | | 67,550 | 31,550 | 43,800 | 31,275 |
| 5720 | USA Swimming Collaboration | DEERY | | 2,600 | | 2,600 | 1,350 | 2,400 | 12,348 |
| 5730 | Marketing Services | DEERY | | 109,400 | | 109,400 | 105,200 | 104,200 | 109,173 |
| 5890 | In-Kind Products | | | - | | - | - | - | - |
| | Advertising and Sponsorship Expense | | | 179,550 | - | 179,550 | 138,100 | 150,400 | 152,797 |
| COLLEGE CLUB SERVICES | | | | | | | | | |
| 5570 | Summit | DEERY | | 15,000 | | 15,000 | 13,998 | 15,000 | - |
| 5580 | Events & Marketing | DEERY | | 20,570 | | 20,570 | 24,775 | 10,400 | - |
| 5590 | Convention | DEERY | | 3,640 | | 3,640 | 3,640 | 3,640 | - |
| | College Club Expense | | | 39,210 | - | 39,210 | 42,413 | 29,040 | - |
| ADMINISTRATION: | | | | | | | | | |
| 5013 | Directors & Officers Insurance | KUHLMAN/ESIX | | 7,460 | | 7,460 | 7,135 | 7,216 | 6,047 |
| 5014 | Bonding | KUHLMAN/ESIX | | 10,400 | | 10,400 | 10,025 | 9,923 | 7,330 |
| 5015 | Flood Insurance | KUHLMAN/ESIX | | - | | - | - | - | (994) |
| 5016 | Media Professional Liability Insurance | KUHLMAN/ESIX | | 5,100 | | 5,100 | 4,900 | 3,723 | 3,615 |
| 5050 | President | P. MILLER | | 12,500 | | 12,500 | 14,500 | 14,500 | 6,657 |
| 5061 | VP - Programs | McGIFFIN | | - | | - | - | - | - |
| 5062 | VP - Community Services | THOMPSON | | - | | - | - | - | - |
| 5063 | VP - Administration | TSUZUKI | | - | | - | - | - | - |
| 5064 | VP - Local Operations | STEVENSON | | 100 | | 100 | 28,806 | 26,100 | - |
| 5070 | Secretary | COLBURN | | - | | - | - | - | - |
| 5080 | Treasurer | DAVIS | | 850 | | 850 | 501 | 850 | - |
| 5090 | Past President | DAY | | - | | - | - | - | - |
| 5095 | Legal Counsel | ELIAS-WILLIAMS | | 750 | | 750 | - | 1,250 | - |
| 5099 | Board/Executive Committee | P. MILLER | | 58,900 | | 58,900 | 52,100 | 58,900 | 87,837 |
| 5130 | USMS Headquarters Admin. | KUHLMAN/WATSON | | 173,460 | | 173,460 | 178,450 | 184,636 | 182,746 |
| 5135 | USMS Headquarters Payroll | HUGHES/KUHLMAN | | 482,545 | | 482,545 | 466,995 | 463,842 | 423,427 |
| 5300 | Convention | PORTER | | 105,960 | | 105,960 | 104,060 | 105,460 | 90,496 |
| 5310 | Finance Committee | ENSIGN | | - | | - | 150 | 150 | - |
| 5315 | Investment Committee | DODSON | | 1,000 | | 1,000 | 1,000 | 1,000 | 211 |

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| INCOME STATEMENT | | | | BUDGET | BUDGET | AFTER FC | FORECAST | BUDGET | ACTUAL | |
| | Cost Center: | Members | Fee | 2018 | REVISIONS | REVISIONS | 2017 | 2017 | 2016* | |
| 5330 | Audit Committee | DILWORTH | | 5,600 | | 5,600 | 4,025 | 5,600 | 4,542 | |
| 5340 | Compensation & Benefits | COATES | | - | | - | - | - | - | |
| 5630 | FINA Representative | GOLDSTEIN | | - | | - | - | - | - | |
| 5640 | International Delegate / UANA | J. MILLER/GOLDSTEIN | | 2,500 | | 2,500 | 6,000 | 7,500 | - | |
| 5660 | USA Swimming Liaison | TSUZUKI | | 2,300 | | 2,300 | 2,300 | 2,300 | 795 | |
| 5670 | ISHOF Liaison | REID | | 1,900 | | 1,900 | 1,750 | 1,900 | 822 | |
| 5830 | Outside Legal Expense | HUGHES/ELIAS-WILLIAMS | | 15,000 | | 15,000 | 15,000 | 15,000 | 1,618 | |
| 5847 | SSL Fund Operating Costs | BRENNER | | - | | - | 22,150 | 22,150 | 19,473 | |
| 5846 | April ALTS Month | HUGHES | | - | | - | 12,500 | 12,500 | - | |
| 5870 | Depreciation & Sitecore Amortization | KUHLMAN/WATSON | | 45,960 | | 45,960 | 11,485 | 15,000 | 17,106 | |
| 6010 | Banking Fees | KUHLMAN | | 4,600 | | 4,600 | 4,600 | 4,500 | 4,346 | |
| 5873 | Audit/Accounting Fees | KUHLMAN | | 23,090 | | 23,090 | 21,500 | 21,500 | 21,410 | |
| | Administration Expense | | | 959,975 | - | 959,975 | 969,932 | 985,500 | 877,483 | |
| | Total Expense | | | 3,921,482 | (5,300) | 3,916,182 | 3,749,886 | 3,971,077 | 3,518,908 | |
| | NET ORDINARY INCOME | | | (8,561) | 5,300 | (3,261) | 2,982 | (18,773) | (79,750) | |
| OTHER INCOME / EXPENSE: | | | | | | | | | | |
| OTHER INCOME: | | | | | | | | | | |
| 4900 | Interest & Dividends | DODSON | | 150,000 | | 150,000 | 156,000 | 120,000 | 65,907 | |
| 4940 | Gain (loss)-Disposal of Fixed Assets | N/A | | - | | - | - | - | (208) | |
| 4945 | Gain (loss)-Leasehold Improvements | N/A | | - | | - | - | - | - | |
| | Other Income | | | 150,000 | - | 150,000 | 156,000 | 120,000 | 65,699 | |
| OTHER EXPENSES & TRANSFERS: | | | | | | | | | | |
| | Transfer from Opportunity Reserve | | | - | | - | - | 72,810 | - | |
| 6300 | Transfer from Investment Account | | | 96,200 | | 96,200 | 90,600 | 90,600 | - | |
| 6100 | Amortization-Registration system | | | - | | - | 24,558 | 24,558 | 24,564 | |
| 6011 | Investment Advisory Fees | DODSON | | 12,200 | | 12,200 | 11,600 | 11,600 | 11,448 | |
| | Other Expenses & Transfers | | | 108,400 | - | 108,400 | 126,758 | 199,568 | 36,012 | |
| | Total Net Other Income | | | 41,600 | - | 41,600 | 29,242 | (79,568) | 29,687 | |
| | NET INCOME | | | 33,039 | 5,300 | 38,339 | 32,224 | (98,341) | (50,063) | |

*2016 Final Actual was for operating funds only. Activity for Swimming Saves Lives Foundation and Legacy Fund were not included.