

U.S. Masters Swimming, Inc.		
2018 Approved Budget		
		HOD
INCOME STATEMENT		APPROVED 2018
		BUDGET
<u>REVENUE</u>		
<u>MEMBERSHIP SERVICES:</u>		
4010	Fees - Individuals @ \$43	2,668,838
4012	Fees - year plus	143,470
4013	Vanity ID	6,000
4050	Fees- Affiliates	100
4070	Rule Book Sales	1,400
4074	Magazine Subscriptions	2,800
4215	Promotional Sales	400
	<i>Membership Services Revenue</i>	2,823,008
<u>PROGRAM SERVICES</u>		
4020	Fees - Clubs	46,655
4025	Fees - Workout Groups	19,350
4030	Coach Certifications	97,155
4032	Stroke Development Clinics	24,150
4033	Fitness Program	19,188
4034	Fees - USMS Local Swim Program/Club	29,250
4035	Fees - Designated Coach & Instructor	42,000
4036	Adult Learn to Swim Instruction	52,500
4036	Less SSLF grant program scholarships	(5,250)
4037	Fees - Club collections	13,000
4038	National Coaches Conference	
	<i>Program Services Revenue</i>	337,998
<u>EVENTS:</u>		
4060	Fees - One-Event @ \$15.00	28,650
4150	Championship Meet Surcharges	24,200
4151	LD Championship Surcharges	5,000
4152	GTD Revenue	-
4155	Championship Patches	450
4157	LD Championship Medals	3,400
4210	Top Ten Subscriptions	-
4250	All American Patches/Cert.	2,200
4251	LD All American	-
4252	Relay All American Awards	-
4275	OW Education Conference	-
4300	OW Sanction flat fee @ \$100 each	5,800
4310	OW Event participant fees net of cap	30,405
4320	Pool Sanction flat fee @ \$50 each	15,000
4325	Pool Participant Fee Nat'l Championships	8,000
4330	Sanction Fee Rebates	(1,000)
4350	Recognized Event Fee	7,500
4450	Merchant Account Fee Income	6,975
	<i>Events Revenue</i>	136,580

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ADVERTISING AND SPONSORSHIP		
4075	SWIMMER Magazine Advertising	45,000
4161	Sponsor Royalty Income	9,200
4171	Sponsorship	429,000
	In-Kind product contributions	
	Advertising and Sponsorship Revenue	483,200
COLLEGE CLUB REVENUE		
4430	College Club Membership	35,935
	College Club Revenue	35,935
CONTRIBUTION REVENUE		
4705	Contributions	-
4950	In-Kind (legal)	
4800	Contributions- Releases from Restrictions	-
	Contribution Revenue	-
ADMINISTRATION:		
4500	Other Income	-
4500	Opportunity Reserve Transfer	-
4500	Investment Spending Transfer	96,200
	Administration Revenue	96,200
	Total Revenue	3,912,921
EXPENSE		
MEMBERSHIP SERVICES		
5010	Liability Insurance	331,910
5012	Accident Insurance	22,680
5102	Membership Administration	18,825
5103	Registration Expenses	104,050
5320	Fitness Committee	200
5420	Registration Committee	-
5430	Rule Book Coordinator	-
5470	Zone Activity costs	3,000
5540	History & Archives Committee	1,450
5550	Recognition & Awards Committee	960
5560	LMSC Development	1,610
5685	Web Operations	41,550
5690	IT Outside Services & Programs	228,703
5701	USMS SWIMMER Magazine Production Costs	246,237
5703	STREAMLINES/Web Content	13,000
5704	Multi-media Production	10,000
5840	ISHOF Contributions	21,500
5860	Rule Book Costs	10,914
5900	Membership Services Payroll	1,272,304
	Membership Expense	2,328,893

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<u>PROGRAM SERVICES</u>		
5280	Coaches Committee	12,150
5290	Coaches Certification	98,338
5500	Fitness Program	17,750
5600	Adult Learn to Swim	46,482
5610	Education Conference	10,000
5770	Coach/Club Development Admin	111,575
5780	Local Swim Programs	26,666
	<i>Program Services Expense</i>	322,960
<u>EVENTS:</u>		
5205	Spring Nationals	14,670
5200	Summer Nationals	-
5250	Event Development	5,500
5121	All American Patches/Cert.	1,450
5270	Championship Committee	8,918
5285	LC/SC Merchant Account Fees	5,700
5370	LD Committee	11,926
5380	Open Water Committee	8,380
5390	Officials Committee	6,100
5410	Records & Tabulation Committee	50
5440	Rules Committee	1,000
5460	Sports Medicine and Science Committee	5,900
5240	Coordinator Contractors	16,000
	<i>Events Expense</i>	85,594
<u>MARKETING/SPONSORSHIP</u>		
5710	Sponsor costs	67,550
5720	USA Swimming Collaboration	2,600
5730	Marketing Services	109,400
5890	In-Kind Products	
	<i>Advertising and Sponsorship Expense</i>	179,550
<u>COLLEGE CLUB SERVICES</u>		
5570	Summit	15,000
5580	Events & Marketing	20,570
5590	Convention	3,640
	<i>College Club Expense</i>	39,210
<u>ADMINISTRATION:</u>		
5013	Directors & Officers Insurance	7,460
5014	Bonding	10,400
5015	Flood Insurance	-
5016	Media Professional Liability Insurance	5,100
5050	President	12,500
5061	VP - Programs	-
5062	VP - Community Services	-

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5063	VP - Administration	-
5064	VP - Local Operations	100
5070	Secretary	-
5080	Treasurer	850
5090	Past President	-
5095	Legal Counsel	750
5099	Board/Executive Committee	58,900
5130	USMS Headquarters Admin.	173,460
5135	USMS Headquarters Payroll	482,545
5300	Convention	105,960
5310	Finance Committee	-
5315	Investment Committee	1,000
5330	Audit Committee	5,600
5340	Compensation & Benefits	-
5630	FINA Representative	-
5640	International Delegate / UANA	2,500
5660	USA Swimming Liaison	2,300
5670	ISHOF Liaison	1,900
5830	Outside Legal Expense	15,000
5847	SSL Fund Operating Costs	-
5846	April ALTS Month	-
5870	Depreciation & Sitecore Amortization	45,960
6010	Banking Fees	4,600
5873	Audit/Accounting Fees	23,090
	Administration Expense	959,975
	Total Expense	3,916,182
	NET ORDINARY INCOME	(3,261)
	<u>OTHER INCOME / EXPENSE:</u>	
	<u>OTHER INCOME:</u>	
4900	Interest & Dividends	150,000
4940	Gain (loss)-Disposal of Fixed Assets	-
4945	Gain (loss)-Leasehold Improvements	-
	Other Income	150,000
	<u>OTHER EXPENSES & TRANSFERS:</u>	
	Transfer from Opportunity Reserve	-
6300	Transfer from Investment Account	96,200
6100	Amortization-Registration system	-
6011	Investment Advisory Fees	12,200
	Other Expenses & Transfers	108,400
	Total Net Other Income	41,600
	NET INCOME	38,339