

**United States Masters Swimming, Inc.**  
**Profit & Loss Budget Overview**  
January through December 2006

	<u>Jan - Dec 06</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4000 · Registrar</b>	
4010 · Fees - Individuals	\$ 875,600.00
4020 · Fees - Clubs	15,000.00
4030 · Fees - LMSCs	<u>1,600.00</u>
<b>Total 4000 · Registrar</b>	892,200.00
4070 · Rule Books Sold	2,800.00
4071 · Rule Book Sponsor Income	2,500.00
4074 · Magazine Subscriptions	2,993.00
4075 · Publication Advertising	90,000.00
4150 · Championship Meet Surcharges	10,500.00
4151 · LD Championship Surcharge	3,200.00
4155 · Champ Patches	300.00
4156 · LD Champ Patches	450.00
4157 · LD Champ Medals	2,400.00
4158 · World Data Entry	2,500.00
4159 · Nat'l Meet Data Entry	1,000.00
4161 · MKT- Affinity Cards	12,000.00
4171 · Mktg Medal Sponsor Income	50,500.00
<b>4200 · Publications Sales</b>	
4207 · Places to Swim	25.00
4210 · Top 10 Subscriptions	2,310.00
4214 · Open Water Manual	21.00
4215 · Decals	700.00
4216 · Post-it Notes	100.00
4220 · Misc publications	<u>1,400.00</u>
<b>Total 4200 · Publications Sales</b>	4,556.00
4250 · All Am Patches & Certificates	700.00
4251 · LD All American	300.00
4252 · Relay All-Am Awards	300.00
4430 · Snooper rent	750.00
4431 · USOTC revenue	33,700.00
4450 · Merchant Account Fee Income	<u>2,100.00</u>
<b>Total Income</b>	1,115,749.00

**United States Masters Swimming, Inc.**  
**Profit & Loss Budget Overview**  
January through December 2006

Jan - Dec 06

Expense	
5010 · Liability Insurance	140,000.00
5012 · Accident Insurance	24,585.00
5013 · Directors & Officers Insurance	4,550.00
5014 · Bonding	3,900.00
5015 · Property Insurance	600.00
5016 · Media Professional Liab. Insur.	10,000.00
5050 · President	11,010.00
5061 · VP - Member Services	600.00
5062 · VP - Communications	600.00
5063 · VP - National Operations	600.00
5064 · VP - Local Operations	1,000.00
5070 · Secretary	510.00
5080 · Treasurer	760.00
5082 · At Large Director - Breadbasket	250.00
5083 · At Large Director - Colonies	250.00
5084 · At Large Director - Southwest	250.00
5085 · At Large Director - Dixie	250.00
5086 · At Large Director - Great Lakes	250.00
5087 · At Large Director - Oceana	250.00
5088 · At Large Director - S. Central	250.00
5089 · At Large Director - Northwest	250.00
5090 · Past President	510.00
5095 · Legal Counsel	310.00
5099 · Exec Committee	15,000.00
5100 · National Office	
5101 · Payroll & Taxes	66,954.00
5102 · Administrative	34,616.00
5103 · Registration expense	4,950.00
Total 5100 · National Office	<u>106,520.00</u>
5120 · National Office Pubs	
5121 · All-Am Patches & Certificates	3,850.00
5123 · Decals, Brochures, etc	450.00
5125 · Publications	260.00
Total 5120 · National Office Pubs	<u>4,560.00</u>
5130 · ED Search, Comp & Staffing	95,000.00
5270 · Championship Comm	2,362.00
5280 · Coaches Committee	14,160.00
5283 · USOTC expenses	33,450.00
5285 · Merchant Account Fees	2,519.00
5290 · Communications Committee	430.00
5300 · Convention Committee	43,850.00
5301 · New Delegate Orientation	200.00
5310 · Finance Committee	300.00
5320 · Fitness Committee	350.00
5330 · Insurance Committee	135.00
5340 · Internal Auditor	110.00
5350 · International Committee	610.00

**United States Masters Swimming, Inc.**  
**Profit & Loss Budget Overview**  
January through December 2006

	<u>Jan - Dec 06</u>
5355 · FINA World Meet	8,500.00
5360 · Legislation Committee	270.00
5370 · Long Distance Committee	910.00
5390 · Officials Committee	685.00
5400 · Planning Committee	850.00
5410 · Records & Tabulation Committee	3,710.00
5420 · Registration Committee	1,310.00
5430 · Rule Book Coordinator	130.00
5435 · Editorial Board	2,910.00
5440 · Rules Committee	1,000.00
5460 · Sports Medicine Committee	1,710.00
5470 · Zone Rep's:	
5471 · Breadbasket	110.00
5472 · Colonies	140.00
5473 · Southwest	110.00
5474 · Dixie	130.00
5475 · Great Lakes	210.00
5476 · Oceana	110.00
5477 · South Central	110.00
5478 · Northwest	205.00
5470 · Zone-Sponsored Activities	<u>4,000.00</u>
Total 5470 · Zones	5,125.00
5520 · Ad Hoc ISHOF Committee	5,110.00
5530 · Ad Hoc Legal Counsel Comm	200.00
5540 · History & Archives	2,060.00
5550 · Recognition & Awards	500.00
5610 · Controller	25,400.00
5630 · FINA Representative	2,517.00
5640 · International Delegate / ASUA	1,260.00
5645 · USA Triathlon Liaison	110.00
5650 · Past president conv reg fee	110.00
5660 · USA Swimming Liaison	1,100.00
5665 · YMCA Liaison	210.00
5670 · Sponsor Liaison	30,000.00
5675 · USOC Liaison	1,200.00
5680 · SWIMMER Magazine editor	48,760.00
5685 · Web Operations	125,367.00
5687 · Amortization-Website Dev't Cost	10,183.00
5701 · USMS Swimmer Magazine Costs	330,986.00
5702 · Public. Advertising Commission	22,500.00
5705 · Marketing Projects	
5710 · Mkt - Sponsor	7,000.00
5730 · Mkt - Other projects	18,210.00
5750 · Mkt - Planner	<u>3,000.00</u>
Total 5705 · Marketing Projects	28,210.00
5802 · LDS Champ. Patches	500.00
5803 · LDS Champ. Medals	3,000.00
5820 · Top 10 Subscriptions	2,745.00
5825 · National Coaches Conference	8,000.00

United States Masters Swimming, Inc.  
**Profit & Loss Budget Overview**  
January through December 2006

	<u>Jan - Dec 06</u>
5830 - Outside Legal Services	3,000.00
5840 - ISHOF Contributions	11,000.00
5850 - National Aquatics Coalition	900.00
5860 - Rule Book Costs	12,600.00
5870 - Depreciation	3,000.00
5875 - Audit/Accounting Fees	<u>7,500.00</u>
Total Expense	<u>1,236,229.00</u>
Net Ordinary Income (Loss)	<b>(120,480.00)</b>
Other Income/Expense	
Other Income	
4900 - Interest & Dividends	<u>18,000.00</u>
Total Other Income	<u>18,000.00</u>
Net Other Income	<u>18,000.00</u>
Net Income (Loss)	<b>(102,480.00)</b>
RECONCILE TO CASH FLOW BUDGET:	
ADD BACK:	
DEPRECIATION	3,000.00
WEB AMORTIZATION	10,183.00
DEDUCT CAPITAL EXPENDITURES:	
NET INCREASE IN LD AWARD INVENTORY	(1,595.00)
PURCHASE OF WEBMASTER COMPUTER	(3,000.00)
NET INCOME (LOSS) ON CASH BASIS	<u>\$ (93,892.00)</u>