

United States Masters Swimming								
2010 Budget Draft								
				ORIGINAL	ADJUSTED			
INCOME STATEMENT				SUBMITTED	2010		HOD	
				2010 Budget	ADJ	BUDGET	HOD	APPROVED
REVENUE				Members	Fee			
<b>MEMBERSHIP SERVICES:</b>								
4010	Fees - Individuals @ \$27	BUTCHER	54,000	\$ 27.00	\$ 1,458,000		\$ 1,458,000	1,458,000
4010	Fees - Individuals @ \$22	BUTCHER	3,500	\$ 22.00	77,000		77,000	77,000
4050	Transfers	BUTCHER	350	\$ 1.50	525		525	525
4070	Rule Book Sales	EHRINGER			2,780		2,780	2,780
4074	Magazine Subscriptions	BUTCHER			4,008		4,008	4,008
4215	Promotional Sales	GILL			6,620		6,620	6,620
4271	Video Rental	DEERY			1,000		1,000	1,000
4430	Underwater Camera Income				-		-	-
	<b>Membership Services Revenue</b>				<b>1,549,933</b>		<b>1,549,933</b>	<b>1,549,933</b>
<b>COACH AND CLUB SERVICES:</b>								
4020	Fees - Clubs @ \$30	BUTCHER	675	\$ 30.00	20,250		20,250	20,250
	<b>Coach and Club Services Revenue</b>				<b>20,250</b>		<b>20,250</b>	<b>20,250</b>
<b>EVENTS:</b>								
4080	2010 LCN Nationals	GILL			92,900		92,900	92,900
4090	No Boundaries Open Water Tour	GILL			4,500		4,500	4,500
4060	Fees - One-Event @ \$10.00	BUTCHER	1,600	\$ 12.00	19,200		19,200	19,200
4150	Championship Meet Surcharges	MOORE, MARK			9,800		9,800	9,800
4151	LD Championship Surcharges	CLEVELAND			4,000		4,000	4,000
4152	GTD Revenue	ANZIANO			4,000		4,000	4,000
4155	Championship Patches	MOORE, MARK			750		750	750
4156	LD Championship Patches	CLEVELAND			780		780	780
4157	LD Championship Medals	CLEVELAND			3,273		3,273	3,273
4159	Nat'l Meet Data Entry	CLEVELAND			128		128	128
4210	Top Ten Subscriptions	GRILLI			420		420	420
4250	All American Patches/Cert.	GRILLI			600		600	600
4251	LD All American	GRILLI			300		300	300
4252	Relay All American Awards	GRILLI			700		700	700
4431	High Performance Clinic	CARROW			22,500	2,000	24,500	24,500
4432	Swim Fest Revenue	GILL			18,750		18,750	18,750
4450	Merchant Account Fee Income	FLORIO			4,900		4,900	4,900
	<b>Events Revenue</b>				<b>187,500</b>	<b>2,000</b>	<b>189,500</b>	<b>189,500</b>
<b>ADVERTISING AND SPONSORSHIP</b>								
4071	Rule Book Sponsor Income	EHRINGER			1,255		1,255	1,255
4075	SWIMMER Magazine Advertising	BUTCHER			97,297		97,297	97,297
4161	Sponsor Royalty Income	BUTCHER			9,600		9,600	9,600
4171	Marketing - Sponsorship	BUTCHER			178,296		178,296	178,296
	<b>Advertising and Sponsorship Revenue</b>				<b>286,448</b>		<b>286,448</b>	<b>286,448</b>
<b>ADMINISTRATION:</b>								
4500	Other Income	N/A			100		100	100
4710	Contributions - Legacy Fund	N/A			-		-	-
	<b>Administration Revenue</b>				<b>100</b>		<b>100</b>	<b>100</b>
	<b>Total Revenue</b>				<b>2,044,231</b>	<b>2,000</b>	<b>2,046,231</b>	<b>2,046,231</b>
<b>EXPENSE</b>								
<b>MEMBERSHIP SERVICES</b>								
5010	Liability Insurance	BUTCHER			67,000		67,000	67,000
5010	Insurance Broker's Fee	BUTCHER			20,000		20,000	20,000
5012	Accident Insurance @ \$.50	BUTCHER	57,500	\$ 0.50	28,750	800	29,550	29,550
5102	Membership Administration	GRILLI			4,076		4,076	4,076
5103	Registration Expenses	GILL			100,000		100,000	100,000
5123	Decals, Brochures, Etc.	GILL			5,000		5,000	5,000
5290	Communications Committee	MOORE, H.			-		-	-
5320	Fitness Committee	ANZIANO			3,000		3,000	3,000
5420	Registration Committee	SIMON			100		100	100
5430	Rule Book Coordinator	EHRINGER			20		20	20
5435	Publication Management	HAGADORN			-		-	-
5470	Zone Activity costs	HEATHER, J.			4,000		4,000	4,000
5540	History & Archives Committee	DUNBAR			1,040	1,200	2,240	2,240
5550	Recognition & Awards Committee	DILLON			370	900	1,270	1,270
5685	Web Operations	MATYSEK			8,925		8,925	8,925
5686	USMS.org Infrastructure	MATYSEK			-		-	-
5701	USMS SWIMMER Magazine Production	HAMEL			411,258		411,258	411,258
5750	Publication of Annual Planner	MCGIFFIN			-		-	-
5810	Underwater Camera Expense	BUTCHER			-		-	-
5840	ISHOF Contributions (\$.25 for 2008)	FORMULA	57,500	\$ 0.25	14,375		14,375	14,375
5860	Rule Book Costs	EHRINGER			10,500		10,500	10,500
5900	Membership Services Payroll	BUTCHER			367,909		367,909	367,909
	<b>Membership Expense</b>				<b>1,046,323</b>	<b>2,900</b>	<b>1,049,223</b>	<b>1,049,223</b>
<b>COACH AND CLUB SERVICES</b>								
5280	Coaches Committee	COLBURN			6,500		6,500	12,500
5770	Coach/Club Development Admin	GILL			42,400		42,400	42,400
5775	Coach/Club Development Payroll	GILL			135,554		135,554	135,554
5825	National Aquatic Conference	COLBURN			-		-	-
	<b>Coach and Club Services Expense</b>				<b>184,454</b>		<b>184,454</b>	<b>190,454</b>
<b>EVENTS:</b>								
5200	2010 Long Course Nationals	GILL			81,500	(10,000)	71,500	71,500
5210	No Boundaries	GILL			15,500		15,500	15,500
5121	All American Patches/Cert.	GRILLI			1,500		1,500	1,500
5270	Championship Committee	MOORE, MARK			10,075		10,075	10,075
5283	High Performance Clinic	CARROW			22,500		22,500	22,500
5285	LC/SC Merchant Account Fees	FLORIO			5,120		5,120	5,120
5370	Open Water/LD Committee	CLEVELAND			5,200	500	5,700	5,700
5390	Officials Committee	COCKRELL			5,800		5,800	5,800
5410	Records & Tabulation Committee	TSUZUKI			1,300		1,300	1,300
5440	Rules Committee	CASEY			975		975	975
5460	Sports Medicine and Science Committee	MOORE, J.			950	2,000	2,950	2,950

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		Members	Fee	2010 Budget	ADJ	BUDGET	HOD	APPROVED	
5780	Swim Fest Expenses	GILL		20,500		20,500		20,500	
5801	Pool Championship Patches	MOORE		600		600		600	
5802	LD Championship Patches	CLEVELAND		333		333		333	
5803	LD Championship Medals	CLEVELAND		2,756		2,756		2,756	
5820	Top Ten Subscriptions	TSUZUKI		1,300		1,300		1,300	
5875	Events Payroll	GILL		104,200		104,200		104,200	
	<b>Events Expense</b>			<b>280,109</b>	<b>(7,500)</b>	<b>272,609</b>		<b>272,609</b>	
<b>MARKETING:</b>									
5670	Trade Shows	BUTCHER		3,000		3,000		3,000	
5730	Marketing Services	BUTCHER		52,500		52,500		52,500	
5735	Marketing Services - Payroll	BUTCHER		27,078		27,078		27,078	
	<b>Marketing Expense</b>			<b>82,578</b>		<b>82,578</b>		<b>82,578</b>	
<b>ADVERTISING AND SPONSORSHIP:</b>									
5702	Publication Advertising Commission	BUTCHER		24,324		24,324		24,324	
5705	Sponsor costs-Payroll	BUTCHER		54,275		54,275		54,275	
5710	Sponsor costs	BUTCHER		27,030		27,030		27,030	
	<b>Advertising and Sponsorship Expense</b>			<b>105,629</b>		<b>105,629</b>		<b>105,629</b>	
<b>ADMINISTRATION:</b>									
5013	Directors & Officers Insurance	BLUMIT		2,000		2,000		2,000	
5014	Bonding	BLUMIT		5,700		5,700		5,700	
5016	Media Professional Liability Insurance	MOXIE		3,900		3,900		3,900	
5050	President	COPELAND		10,000		10,000		10,000	
5061	VP - Member Services	GILL		-		-		-	
5062	VP - Community Services	HEATHER, M.		60		60		60	
5063	VP - National Operations	LETENDRE		600		600		600	
5064	VP - Local Operations	HEATHER, J.		50		50		50	
5070	Secretary	SMATH		100		100		100	
5080	Treasurer	MOXIE		100		100		100	
5090	Past President	MILLER, J.		375		375		375	
5095	Legal Counsel	MILLER, P.		-		-		-	
5099	Board/Executive Committee	COPELAND		62,083		62,083		62,083	
5130	USMS Headquarters Admin.	BUTCHER		85,656		85,656		85,656	
5131	USMS Relocation	BUTCHER		-		-		-	
5135	USMS Headquarters Payroll	BUTCHER		127,351		127,351		127,351	
5300	Convention	BUEHLER		80,000		80,000		80,000	
5310	Finance Committee	DAVIS		150	4,000	4,150		4,150	
5350	International Committee	THOMPSON		-		-		-	
5630	FINA Representative	RIDOUT		-		-	800	800	
5640	International Delegate / UANA	MILLER, J.		2,000		2,000		2,000	
5645	USA Triathlon liaison	CLARK		-		-		-	
5660	USA Swimming Liaison	HAARTZ		1,500		1,500		1,500	
5830	Outside Legal Expense	MILLER, P.		2,500		2,500		2,500	
5846	Legacy Fund Grants	CHURCH		-		-		-	
5847	Legacy Fund Operating Costs	CHURCH		-		-		-	
5870	Depreciation	FLORIO		20,000	(4,000)	16,000		16,000	
5875	Audit/Accounting Fees	FLORIO		10,000	10,000	20,000		20,000	
5880	Misc/Contingency	N/A		-		-		-	
	<b>Administration Expense</b>			<b>414,125</b>	<b>10,000</b>	<b>424,125</b>	<b>800</b>	<b>424,925</b>	
	<b>Total Expense</b>			<b>2,113,219</b>	<b>5,400</b>	<b>2,118,619</b>	<b>6800</b>	<b>2,125,419</b>	
	<b>Net Ordinary Income</b>			<b>(68,988)</b>	<b>(3,400)</b>	<b>(72,388)</b>	<b>(6,800)</b>	<b>(79,188)</b>	
<b>OTHER INCOME / EXPENSE:</b>									
4900	Interest & Dividends	FLORIO		17,000		17,000		17,000	
4901	Legacy Fund Interest	N/A		-		-		-	
6010	Banking Fees	FLORIO		150		150		150	
6050	Unrelated Business Income Tax Exp.	FLORIO		5,000		5,000		5,000	
	<b>Total Net Other Income</b>			<b>11,850</b>		<b>11,850</b>		<b>11,850</b>	
	<b>NET INCOME</b>			<b>\$ (57,138)</b>	<b>\$ (3,400)</b>	<b>\$ (60,538)</b>	<b>\$ (6,800)</b>	<b>\$ (67,338)</b>	
<b>CAPITAL &amp; INVENTORY EXPENDITURE:</b>									
	Championship Patches			\$ 1,500		\$ 1,500		\$ 1,500	
	Long Distance Awards			885		885		885	
	Headquarters Inventory			5,000		5,000		5,000	
	New HQ DVDs for library			1,000		1,000		1,000	
	USMS owned signage for our pool and open water events			10,000		10,000		10,000	
	Leasehold Improvements			12,000		12,000		12,000	
	Headquarters signage			-		-		-	
	Printers			-		-		-	
	Tivo for Swimfest '10			1,000		1,000		1,000	
	HQ Computers			8,500		8,500		8,500	
	HQ Office Furniture			2,500		2,500		2,500	
	Workstations/Cubicles			-		-		-	
	Phone System- Kangas			1,000		1,000		1,000	
	Underwater Cameras			-		-		-	
	Webservers			6,000		6,000		6,000	
	Tradeshaw Display			-		-		-	
	<b>Total Cap &amp; Inv Expenditures</b>			<b>\$ 49,385</b>		<b>\$ 49,385</b>		<b>\$ 49,385</b>	