

**United States Masters Swimming
2012 Approved Budget**

INCOME STATEMENT	HOD APPROVED 2012 BUDGET
<u>REVENUE</u>	
<u>MEMBERSHIP SERVICES:</u>	
4010 Fees - Individuals @ \$31	\$ 1,676,449
4010 Fees - Individuals @ \$26	72,176
4050 Transfers	625
4070 Rule Book Sales	3,300
4074 Magazine Subscriptions	3,355
4215 Promotional Sales & 4271 Video Rental	2,500
<i>Membership Services Revenue</i>	1,758,405
 <u>COACH AND CLUB SERVICES:</u>	
4020 Fees - Clubs @ \$30	22,500
Coach Certifications	13,140
<i>Coach and Club Services Revenue</i>	35,640
 <u>EVENTS:</u>	
4080 2012 Summer Nationals	127,600
4060 Fees - One-Event @ \$12.00	19,200
4150 Championship Meet Surcharges	24,200
4151 LD Championship Surcharges	8,000
4152 GTD Revenue	150
4155 Championship Patches	900
4156 LD Championship Patches	800
4157 LD Championship Medals	3,500
4159 Nat'l Meet Data Entry	150
4210 Top Ten Subscriptions	300
4250 All American Patches/Cert.	700
4251 LD All American	250
4252 Relay All American Awards	450
4434 One Mile Challenge	4,230
4450 Merchant Account Fee Income	6,048
<i>Events Revenue</i>	196,478
 <u>ADVERTISING AND SPONSORSHIP</u>	
4075 SWIMMER Magazine Advertising	32,706
4161 Sponsor Royalty Income	11,000
4171 Marketing - Sponsorship	348,000
<i>Advertising and Sponsorship Revenue</i>	391,706
 <u>CONTRIBUTION REVENUE</u>	
4705 Contributions	1,000

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4800 Contributions- Releases from Restrictions	50,000
Contribution Revenue	51,000
 ADMINISTRATION:	
4500 Other Income	300
Administration Revenue	300
Total Revenue	2,433,529
 <u>EXPENSE</u>	
<u>MEMBERSHIP SERVICES</u>	
5010 Liability Insurance	88,000
5010 Insurance Broker's Fee	20,000
5012 Accident Insurance @ \$.40	25,721
5102 Membership Administration	6,895
5103 Registration Expenses	125,627
5320 Fitness Committee	4,200
5420 Registration Committee	100
5430 Rule Book Coordinator	20
5470 Zone Activity costs	3,000
5540 History & Archives Committee	1,415
5550 Recognition & Awards Committee	560
5560 LMSC Development	340
5685 Web Operations	12,705
5701 USMS SWIMMER Magazine Production Costs	329,583
5703 STREAMLINES	29,220
5840 ISHOF Contributions (\$.35 for 2011)	19,900
5860 Rule Book Costs	9,350
5900 Membership Services Payroll	627,291
Membership Expense	1,303,925
 <u>COACH AND CLUB SERVICES</u>	
5280 Coaches Committee	16,200
5290 Coaches Certification	10,567
5770 Coach/Club Development Admin	53,044
5775 Coach/Club Development Payroll	44,100
Coach and Club Services Expense	123,911
 <u>EVENTS:</u>	
5205 Spring Nationals	26,370
5200 Summer Nationals	240,537
5250 One Mile Challenge	1,260

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5121 All American Patches/Cert.	1,700
5270 Championship Committee	5,800
5285 LC/SC Merchant Account Fees	11,119
5370 LD Committee	10,065
5380 Open Water Committee	3,300
5390 Officials Committee	3,800
5410 Records & Tabulation Committee	1,425
5440 Rules Committee	1,155
5460 Sports Medicine and Science Committee	2,125
5875 Events Payroll	20,000
<i>Events Expense</i>	328,656
 <u>MARKETING/SPONSORSHIP</u>	
5702 Publication Advertising Commission	
5710 Sponsor costs	21,032
5730 Marketing Services	62,600
<i>Advertising and Sponsorship Expense</i>	83,632
 <u>ADMINISTRATION:</u>	
5013 Directors & Officers Insurance	4,950
5014 Bonding	7,111
5015 Flood Insurance	1,400
5016 Media Professional Liability Insurance	3,000
5050 President	10,000
5062 VP - Community Services	60
5064 VP - Local Operations	100
5070 Secretary	100
5080 Treasurer	100
5099 Board/Executive Committee	40,580
5130 USMS Headquarters Admin.	92,232
5135 USMS Headquarters Payroll	318,341
5300 Convention	83,420
5310 Finance Committee	150
5315 Investment Committee	2,000
5330 Audit Committee	4,000
5630 FINA Representative	900
5640 International Delegate / UANA	3,450
5660 USA Swimming Liaison	1,800
5670 ISHOF Liaison	1,400
5830 Outside Legal Expense	2,500
5847 SSL Fund Operating Costs	7,775

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5870 Depreciation	24,000
5873 Audit/Accounting Fees	18,600
<i>Administration Expense</i>	627,969
Total Expense	2,468,094
Net Ordinary Income (Loss)	(34,565)
<u>OTHER INCOME / EXPENSE:</u>	
4900 Interest & Dividends	60,000
6200 Foundation Feasibility Study	90,000
6010 Banking Fees	1,200
6011 Investment Advisory Fees	1,000
6050 Unrelated Business Income Tax Exp.	3,000
6060 Florida Corporate Income Tax	1,000
Total Net Other Income	(36,200)
NET INCOME (LOSS)	\$ (70,765)