

U.S. Masters Swimming, Inc.	
2020 Approved Budget Details	
	APPROVED
INCOME STATEMENT	BUDGET
	2020
REVENUE	
MEMBERSHIP SERVICES:	
4010 Fees - Individuals @ \$45	2,571,774
4012 Fees - year plus	127,860
4009 CCS USMS Memberships	12,500
4013 Vanity ID	1,200
4050 Fees- Affiliates	100
4070 Rule Book Sales	1,500
4074 Magazine Subscriptions	1,500
4215 Promotional Sales	400
Membership Services Revenue	2,716,834
PROGRAM SERVICES	
4020 Fees - Clubs	48,825
4025 Fees - Workout Groups	20,250
4030 Coach Certifications	68,360
4032 Stroke Development Clinics	27,395
4033 Fitness Program	-
4034 Fees - USMS Local Swim Program/Club	24,180
4034 Less Local Swim Membership Fees	(2,015)
4035 Fees - Designated Coach & Instructor	49,620
4036 Adult Learn to Swim Instruction	60,500
4036 Less SSLF grant program scholarships	(5,500)
4037 Fees - Club collections	13,250
4038 National Coaches Conference	
Program Services Revenue	304,865
EVENTS:	
4060 Fees - One-Event @ \$15.00	27,000
4150 Championship Meet Surcharges	62,700
4151 LD Championship Surcharges	4,500
4155 Championship Patches	900
4157 LD Championship Medals	2,900
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	6,000
4310 OW Event participant fees net of cap	31,500
4320 Pool Sanction flat fee @ \$50 each	17,000
4325 Pool Participant Fee Nat'l Championships	15,500
4335 Sanction Fee Rebates	(1,000)

U.S. Masters Swimming, Inc.	
2020 Approved Budget Details	
INCOME STATEMENT	APPROVED BUDGET 2020
4335 Recognized Event Fee	7,500
4450 Merchant Account Fee Income	14,725
Events Revenue	191,425
ADVERTISING AND PARTNERSHIP	
4075 SWIMMER Magazine Advertising	40,000
4161 Partner Royalty Income	16,350
4171 Partnerships	468,000
50th Anniversary Revenues	60,560
In-Kind product contributions	
Advertising and Sponsorship Revenue	584,910
COLLEGE CLUB REVENUE	
4430 College Club Membership	66,500
4450 Event Registration Revenue	5,550
College Club Revenue	72,050
ADMIN-VOLUNTEER REVENUE	
LMSC Contribution	90,000
Admin-Volunteer Revenue	90,000
CONTRIBUTION REVENUE	
4705 Contributions	-
4950 In-Kind (legal)	
4800 Contributions- Releases from Restrictions	-
Contribution Revenue	-
TRANSFERS:	
4500 Other Income	-
4500 Opportunity Reserve Transfer	12,000
4500 Investment Spending Transfer	132,800
Transfer Revenue	144,800
Total Revenue	4,104,884
EXPENSE	
MEMBERSHIP SERVICES	
5010 Liability Insurance	324,374
5012 Accident Insurance	15,825
5102 Membership Administration	19,650
5103 Registration Expenses	117,800
5320 Fitness Education	200
5420 Registration Committee	-
5430 Rule Book Coordinator	-

U.S. Masters Swimming, Inc.		
2020 Approved Budget Details		
INCOME STATEMENT		
APPROVED BUDGET 2020		
5470	Zone Activity costs	2,000
5540	History & Archives Committee	1,450
5550	Recognition & Awards Committee	960
5560	LMSC Development	1,700
5685	Web Operations	75,120
5690	IT Outside Services & Programs	240,670
5701	USMS SWIMMER Magazine Production	253,145
5703	STREAMLINES/Web Content	38,250
5704	Multi-media Production	-
5840	ISHOF Contributions	21,500
5860	Rule Book Costs	11,200
5900	Membership Services Payroll	1,133,988
	<i>Membership Expense</i>	2,257,832
<u>PROGRAM SERVICES</u>		
5280	Coaches Committee	28,585
5290	Coaches Certification	87,115
5500	Fitness Program	-
5600	Adult Learn to Swim	45,275
5610	Education Conference	5,000
5770	Coach/Club Development Admin	89,430
5775	Regional Programs	21,000
5780	Local Swim Programs	35,165
	<i>Program Services Expense</i>	311,570
<u>EVENTS:</u>		
5205	Spring Nationals	20,400
5200	Summer Nationals	22,375
5250	Event Development	19,500
5121	All American Patches/Cert.	2,750
5270	Championship Committee	10,600
5285	LC/SC Merchant Account Fees	-
5370	LD Committee	15,940
5380	Open Water Committee	405
5390	Officials Committee	14,100
5410	Records & Tabulation Committee	-
5440	Rules Committee	1,000
5460	Sports Medicine and Science Committee	5,900
5240	Coordinator Contractors	25,000
	<i>Events Expense</i>	137,970
<u>MARKETING/PARTNERSHIP</u>		
5710	Partner costs	45,650

U.S. Masters Swimming, Inc.		
2020 Approved Budget Details		
		APPROVED
INCOME STATEMENT		BUDGET
		2020
5720	USA Swimming Collaboration	21,325
5730	Marketing Services	192,500
	50th Anniversary Expenses	81,560
5890	In-Kind Products	
	<i>Advertising and Partnership Expense</i>	341,035
<u>COLLEGE CLUB SERVICES</u>		
5570	Summit	11,800
5580	Events & Marketing	36,750
5590	Convention	3,640
	<i>College Club Expense</i>	52,190
<u>ADMINISTRATION:</u>		
5013	Directors & Officers Insurance	7,459
5014	Bonding	6,863
5016	Media Professional Liability Insurance	9,310
5050	President	11,640
5061	VP - Programs	-
5062	VP - Community Services	-
5063	VP - Administration	-
5064	LMSC Education Conference	400
5070	Secretary	-
5080	Treasurer	850
5090	Past President	-
5095	Legal Counsel	750
5099	Board/Executive Committee	68,950
5130	USMS Headquarters Admin.	173,280
5135	USMS Headquarters Payroll	517,292
5300	Convention	134,500
5310	Finance Committee	-
5315	Investment Committee	1,000
5330	Audit Committee	6,700
5350	Diversity & Inclusion Comm.	4,050
5630	FINA Representative	-
5640	International Delegate / UANA	1,500
5660	USA Swimming Liaison	-
5670	ISHOF Liaison	2,700
5830	Outside Legal Expense	10,000
5847	SSL Fund Operating Costs	-
5846	April ALTS Month	-
6010	Banking Fees	4,000
5873	Audit/Accounting Fees	24,300
	<i>Administration Expense</i>	985,544

U.S. Masters Swimming, Inc.	
2020 Approved Budget Details	
INCOME STATEMENT	APPROVED BUDGET 2020
<u>DEPRECIATION</u>	
5870 Depreciation & Sitecore Amortization	151,563
<i>Depreciation Expense</i>	151,563
Total Expense	4,237,705
NET ORDINARY INCOME	(132,821)
<u>OTHER INCOME / EXPENSE:</u>	
<u>OTHER INCOME:</u>	
4900 Interest & Dividends	158,265
4940 Gain (loss)-Disposal of Fixed Assets	-
4945 Gain (loss)-Leasehold Improvements	-
<i>Other Income</i>	158,265
<u>OTHER EXPENSES & TRANSFERS:</u>	
Transfer from Opportunity Reserve	12,000
6300 Transfer from Investment Account	132,800
6100 Amortization-Registration system	-
6011 Investment Advisory Fees	16,400
<i>Other Expenses & Transfers</i>	161,200
Total Net Other Income	(2,935)
NET INCOME	(135,756)