

U.S. Masters Swimming, Inc.		
Approved 2019 Budget		
		HOD
		APPROVED
INCOME STATEMENT		BUDGET
		2019
REVENUE		
MEMBERSHIP SERVICES:		
4010	Fees - Individuals @ \$45	2,607,615
4012	Fees - year plus	117,938
4009	CCS USMS Memberships	25,000
4013	Vanity ID	6,068
4050	Fees- Affiliates	100
4070	Rule Book Sales	1,500
4074	Magazine Subscriptions	1,500
4215	Promotional Sales	400
	Membership Services Revenue	2,760,120
PROGRAM SERVICES		
4020	Fees - Clubs	48,825
4025	Fees - Workout Groups	20,250
4030	Coach Certifications	79,180
4032	Stroke Development Clinics	28,700
4033	Fitness Program	19,188
4034	Fees - USMS Local Swim Program/Club	21,735
4034	Less Local Swim Membership Fees	(2,925)
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	332,823
EVENTS:		
4060	Fees - One-Event @ \$20.00	38,200
4150	Championship Meet Surcharges	61,000
4151	LD Championship Surcharges	5,000
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	5,500
4310	OW Event participant fees net of cap	28,875
4320	Pool Sanction flat fee @ \$50 each	17,500
4325	Pool Participant Fee Nat'l Championship	15,000
4335	Sanction Fee Rebates	(1,000)
4335	Recognized Event Fee	7,500
4450	Merchant Account Fee Income	13,300
	Events Revenue	196,875

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ADVERTISING AND PARTNERSHIP	
4075 SWIMMER Magazine Advertising	35,500
4161 Partner Royalty Income	11,350
4171 Partnerships	459,000
In-Kind product contributions	
Advertising and Sponsorship Revenue	505,850
COLLEGE CLUB REVENUE	
4430 College Club Membership	58,500
4450 Event Registration Revenue	5,250
College Club Revenue	63,750
CONTRIBUTION REVENUE	
4705 Contributions	-
4950 In-Kind (legal)	
4800 Contributions- Releases from Restriction	-
Contribution Revenue	-
ADMINISTRATION:	
4500 Other Income	-
4500 Opportunity Reserve Transfer	-
4500 Investment Spending Transfer	115,100
Administration Revenue	115,100
Total Revenue	3,974,518
EXPENSE	
MEMBERSHIP SERVICES	
5010 Liability Insurance	313,005
5012 Accident Insurance	18,984
5102 Membership Administration	18,750
5103 Registration Expenses	98,200
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	99,136
5690 IT Outside Services & Programs	177,458
5701 USMS SWIMMER Magazine Production	215,218
5703 STREAMLINES/Web Content	53,200
5704 Multi-media Production	-
5840 ISHOF Contributions	21,500
5860 Rule Book Costs	9,900
5900 Membership Services Payroll	1,309,010
Membership Expense	2,341,581

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<u>PROGRAM SERVICES</u>	
5280 Coaches Committee	31,935
5290 Coaches Certification	86,514
5500 Fitness Program	15,250
5600 Adult Learn to Swim	47,349
5610 Education Conference	-
5770 Coach/Club Development Admin	85,675
5775 Regional Programs	37,000
5780 Local Swim Programs	32,367
<i>Program Services Expense</i>	336,090
<u>EVENTS:</u>	
5205 Spring Nationals	22,850
5200 Summer Nationals	21,490
5250 Event Development	5,500
5121 All American Patches/Cert.	2,750
5270 Championship Committee	9,018
5285 LC/SC Merchant Account Fees	-
5370 LD Committee	13,772
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	16,000
<i>Events Expense</i>	112,785
<u>MARKETING/PARTNERSHIP</u>	
5710 Partner costs	57,750
5720 USA Swimming Collaboration	5,000
5730 Marketing Services	121,000
5890 In-Kind Products	
<i>Advertising and Partnership Expense</i>	183,750
<u>COLLEGE CLUB SERVICES</u>	
5570 Summit	15,250
5580 Events & Marketing	35,950
5590 Convention	3,640
<i>College Club Expense</i>	54,840
<u>ADMINISTRATION:</u>	
5013 Directors & Officers Insurance	8,399
5014 Bonding	8,446
5016 Media Professional Liability Insurance	6,300
5050 President	10,650
5061 VP - Programs	-
5062 VP - Community Services	-
5063 VP - Administration	-

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5064 VP - Local Operations	30,800
5070 Secretary	-
5080 Treasurer	850
5090 Past President	-
5095 Legal Counsel	750
5099 Board/Executive Committee	67,300
5130 USMS Headquarters Admin.	181,655
5135 USMS Headquarters Payroll	498,707
5300 Convention	104,150
5310 Finance Committee	-
5315 Investment Committee	1,000
5330 Audit Committee	6,025
5340 Compensation & Benefits	-
5630 FINA Representative	-
5640 International Delegate / UANA	2,500
5660 USA Swimming Liaison	-
5670 ISHOF Liaison	1,900
5830 Outside Legal Expense	10,000
5847 SSL Fund Operating Costs	-
5846 April ALTS Month	-
5870 Depreciation & Amortization	111,227
6010 Banking Fees	4,600
5873 Audit/Accounting Fees	23,500
Administration Expense	1,078,760
Total Expense	4,107,805
NET ORDINARY INCOME	(133,287)
OTHER INCOME / EXPENSE:	
OTHER INCOME:	
4900 Interest & Dividends	163,265
4940 Gain (loss)-Disposal of Fixed Assets	-
4945 Gain (loss)-Leasehold Improvements	-
Other Income	163,265
OTHER EXPENSES & TRANSFERS:	
Transfer from Opportunity Reserve	-
6300 Transfer from Investment Account	115,100
6100 Amortization-Registration system	-
6011 Investment Advisory Fees	16,400
Other Expenses & Transfers	131,500
Total Net Other Income	31,765
NET INCOME	(101,522)