

United States Masters Swimming									
2012 Budget Draft									
				PRE-CONVENTION		APPROVED	FINAL *		
INCOME STATEMENT				Members	Fee	SUBMITTED	FORECAST	BUDGET	ACTUAL
						2012 BUDGET	2011	2011	2010
REVENUE									
<b>MEMBERSHIP SERVICES:</b>									
4010	Fees - Individuals @ \$31	AL MATYSEK	54,079	\$ 31.00	\$ 1,676,449	\$ 1,530,040	1,602,283	1,414,908	
4010	Fees - Individuals @ \$26	AL MATYSEK	2,776	\$ 26.00	72,176	66,624	69,563	55,924	
4050	Transfers	AL MATYSEK	400	\$ 1.50	625	625	525	590	
4070	Rule Book Sales	DEERY			3,300	3,300	3,300	3,482	
4074	Magazine Subscriptions	GRILLI			3,355	3,197	4,008	4,516	
4215	Promotional Sales & 4271 Video Rental	DEERY			2,500	2,500	3,120	3,309	
	In-Kind Contributions							2,240	
	<b>Membership Services Revenue</b>				<b>1,758,405</b>	<b>1,606,286</b>	<b>1,682,799</b>	<b>1,484,969</b>	
							-	-	
<b>COACH AND CLUB SERVICES:</b>									
4020	Fees - Clubs @ \$30	BUTCHER	750	\$ 30.00	22,500	22,140	20,700	20,700	
	Coach Certifications	BUTCHER			13,140	11,930			
	<b>Coach and Club Services Revenue</b>				<b>35,640</b>	<b>34,070</b>	<b>20,700</b>	<b>20,700</b>	
<b>EVENTS:</b>									
4080	2012 Summer Nationals	BUTCHER/BOAK			157,600	-	-	96,905	
4090	H2Open Water Tour				-	-	4,500	-	
4060	Fees - One-Event @ \$12.00	BUTCHER	1,600	\$ 12.00	19,200	19,200	19,200	30,014	
4150	Championship Meet Surcharges	RODDIN			24,200	42,400	42,400	13,327	
4151	LD Championship Surcharges	RODDIN			8,000	7,700	7,700	5,213	
4152	GTD Revenue	DEERY			150	700	1,000	713	
4155	Championship Patches	RODDIN			900	918	900	-	
4156	LD Championship Patches	HAGADORN			800	800	800	468	
4157	LD Championship Medals	HAGADORN			3,500	3,300	3,300	5,442	
4159	Nat'l Meet Data Entry	KUHLMAN			150	26	270	26	
4210	Top Ten Subscriptions	GRILLI			300	310	250	525	
4250	All American Patches/Cert.	GRILLI			700	595	650	695	
4251	LD All American	GRILLI			250	250	250	195	
4252	Relay All American Awards	GRILLI			450	350	400	470	
4431	High Performance Clinic-TSC EVENT	CARROW			-	-	24,500	-	
4432	Swim Fest Revenue	N/A			-	11,700	17,800	8,800	
4434	One Mile Challenge	BUTCHER			4,230			-	
4435	Open Water Safety Conference	BUTCHER			-	20,840	-	-	
4450	Merchant Account Fee Income	KUHLMAN			6,048	11,520	11,520	8,483	
4490	In-Kind Contribution Merchandise	KUHLMAN						14,259	
	<b>Events Revenue</b>				<b>226,478</b>	<b>120,609</b>	<b>135,440</b>	<b>185,535</b>	
							-	-	
<b>ADVERTISING AND SPONSORSHIP</b>									
4075	SWIMMER Magazine Advertising	DEERY			32,706	301,000	21,519	73,352	
4161	Sponsor Royalty Income	DEERY			11,000	38,931	17,090	25,992	
4171	Marketing - Sponsorship	DEERY			348,000	18,900	291,476	203,736	
	<b>Advertising and Sponsorship Revenue</b>				<b>391,706</b>	<b>358,831</b>	<b>330,085</b>	<b>303,080</b>	
							-	-	
<b>CONTRIBUTION REVENUE</b>									
							-	-	

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		Members	Fee	2012 BUDGET	2011	2011	2010
4705	Contributions	N/A		1,000	500	2,500	35,673
4800	Contributions- Releases from Restrictions	KUHLMAN		20,000	30,000	30,000	-
4950	In-Kind Contributions-Services	KUHLMAN					16,610
	<b>Contribution Revenue</b>			<b>21,000</b>	<b>30,500</b>	<b>32,500</b>	<b>52,283</b>
						-	-
<b>ADMINISTRATION:</b>						-	-
4500	Other Income	N/A		300	300	300	301
4710	Contributions - Legacy Fund	N/A		-	-	-	-
	<b>Administration Revenue</b>			<b>300</b>	<b>300</b>	<b>300</b>	<b>301</b>
	<b>Total Revenue</b>			<b>2,433,529</b>	<b>2,150,596</b>	<b>2,201,824</b>	<b>2,046,868</b>
						-	-
<b>EXPENSE</b>						-	-
<b>MEMBERSHIP SERVICES</b>						-	-
5010	Liability Insurance	KUHLMAN		88,000	81,945	77,400	86,910
5010	Insurance Broker's Fee	KUHLMAN		20,000	20,000	20,000	20,000
5012	Accident Insurance @ \$.40	KUHLMAN	58,455	\$ 0.44	28,059	22,854	28,083
5102	Membership Administration	GRILLI		6,895	8,160	6,535	9,594
5103	Registration Expenses	AL MATYSEK		125,627	119,700	106,802	115,299
5320	Fitness Committee	ANZIANO		4,200	3,400	4,000	2,413
5420	Registration Committee	SIMON		100	100	100	2,500
5430	Rule Book Coordinator	EHRINGER		20	20	20	-
5470	Zone Activity costs	TSUZUKI		3,000	3,000	3,000	3,000
5540	History & Archives Committee	WILSON		1,415	1,495	1,645	314
5550	Recognition & Awards Committee	DILLON		560	520	560	938
5560	LMSC Development	ADAMAVICH		340	340	340	-
5685	Web Operations	J MATYSEK		12,705	5,860	5,985	7,189
5701	USMS SWIMMER Magazine Production C	HAMEL		329,583	359,673	441,909	420,685
5703	STREAMLINES	HAMEL		29,220	23,520	21,300	14,515
5704	Social Media	HAMEL		-	-	-	-
5840	ISHOF Contributions (\$.35 for 2011)	FORMULA	56,855	\$ 0.35	19,900	19,438	20,353
5860	Rule Book Costs	EHRINGER		9,350	9,423	12,000	10,286
	Membership Rewards Program				5,000		
5900	Membership Services Payroll	BUTCHER/KUHLMAN		627,291	487,046	588,242	496,382
	<b>Membership Expense</b>			<b>1,306,264</b>	<b>1,171,494</b>	<b>1,338,274</b>	<b>1,230,816</b>
						-	-
<b>COACH AND CLUB SERVICES</b>						-	-
5280	Coaches Committee	KELLER		16,200	6,600	6,600	11,902
5290	Coaches Certification	BUTCHER/GOLDSTEIN		10,567	8,129		
5770	Coach/Club Development Admin	BUTCHER		53,044	44,300	51,230	41,868
5775	Coach/Club Development Payroll	BUTCHER		44,100	50,000	61,600	48,251
	<b>Coach and Club Services Expense</b>			<b>123,911</b>	<b>109,029</b>	<b>119,430</b>	<b>102,021</b>
<b>EVENTS:</b>							
5205	Spring Nationals	BUTCHER		26,370	21,534	22,525	9,562

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		Members	Fee					
5200	Summer Nationals	BUTCHER/BOAK		240,537	20,795	22,175	85,574	
5210	H2Open Series			-	11,250	20,000	4,655	
5250	One Mile Challenge	BUTCHER		1,260		-	-	
5121	All American Patches/Cert.	GRILLI		1,700	1,700	1,500	1,496	
5270	Championship Committee	RODDIN		5,800	5,300	5,800	3,364	
5283	High Performance Clinic-TSC EVENT	CARROW		-	-	22,500	-	
5285	LC/SC Merchant Account Fees	KUHLMAN		11,119	9,000	5,909	8,251	
5370	LD Committee	HAGADORN		10,065	8,300	5,265	6,582	
5380	Open Water Committee	HAZLEWOOD		3,300	11,000	11,000	-	
5390	Officials Committee	COCKRELL		3,800	4,600	3,800	3,396	
5410	Records & Tabulation Committee	STEVENSON		1,425	1,425	2,775	1,083	
5440	Rules Committee	CASEY		1,155	1,221	975	-	
5460	Sports Medicine and Science Committee	MOORE, J.		2,125	1,500	2,900	-	
5780	Swim Fest Expenses			-	14,864	20,068	24,233	
5785	Open Water Safety Conference			-	18,631	-	-	
5875	Events Payroll	BUTCHER/KUHLMAN		20,000	24,500	20,000	-	
5890	In-Kind Expense Merchandise	DEERY					16,499	
	<b>Events Expense</b>			<b>328,656</b>	<b>155,620</b>	<b>167,192</b>	<b>164,695</b>	
						-	-	
<b>MARKETING/SPONSORSHIP</b>								
5702	Publication Advertising Commission	DEERY			5,210	5,380	17,126	
5710	Sponsor costs	DEERY		21,032	18,002	11,000	18,855	
5730	Marketing Services	DEERY		62,600	72,550	54,000	68,458	
	<b>Advertising and Sponsorship Expense</b>			<b>83,632</b>	<b>95,762</b>	<b>70,380</b>	<b>104,439</b>	
<b>ADMINISTRATION:</b>								
5013	Directors & Officers Insurance	BLUMIT		4,950	3,350	3,100	3,030	
5014	Bonding	BLUMIT		7,111	6,160	6,200	6,142	
5015	Flood Insurance	BLUMIT		1,400	701	-	-	
5016	Media Professional Liability Insurance	BLUMIT		3,000	2,500	4,400	4,195	
5050	President	MOXIE		10,000	8,000	10,000	5,429	
5061	VP - Programs	DIEHL		-		-	120	
5062	VP - Community Services	DAY		60	60	60	-	
5063	VP - Administration	HEATHER, M.		-	-	-	-	
5064	VP - Local Operations	TSUZUKI		100	100	100	-	
5070	Secretary	RUSHMAN		100	100	100	-	
5080	Treasurer	DAVIS		100	100	100	162	
5090	Past President	COPELAND		-	-	-	180	
5095	Legal Counsel	CHURCH		-	-	-	-	
	In-Kind Legal Services	KUHLMAN					16,610	
5099	Board/Executive Committee	MOXIE		40,580	38,565	38,580	38,350	
5130	USMS Headquarters Admin.	KUHLMAN		92,232	87,400	84,800	73,927	
5135	USMS Headquarters Payroll	BUTCHER/KUHLMAN		318,341	276,793	249,610	246,139	
5300	Convention	BUEHLER/GRILLI		83,420	81,540	80,000	74,495	
5310	Finance Committee	LANE		150	150	-	-	
5315	Investment Committee	BURGIO		2,000	4,000	4,000	-	

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				Members	Fee			
5330	Audit Committee	GELLATLY			4,000	4,000	4,000	3,235
5630	FINA Representative	RIDOUT			900	700	900	10
5640	International Delegate / UANA	MILLER, J.			3,450	3,450	3,450	920
5660	USA Swimming Liaison	HAARTZ			1,800	1,800	1,500	1,759
5830	Outside Legal Expense	BUTCHER			2,500	1,000	2,500	630
5846	Legacy Fund Grants	CHURCH			-	-	-	-
5847	SSL Fund Operating Costs	BUTCHER			7,775	3,000	4,500	2,216
5870	Depreciation	KUHLMAN			24,000	21,500	22,000	18,810
5873	Audit/Accounting Fees	KUHLMAN			18,600	17,700	17,120	10,695
5880	Misc/Contingency	N/A			-	-	-	-
	<b>Administration Expense</b>				<b>626,569</b>	<b>562,669</b>	<b>537,020</b>	<b>507,054</b>
	<b>Total Expense</b>				<b>2,466,694</b>	<b>2,094,574</b>	<b>2,232,296</b>	<b>2,109,025</b>
	<b>Net Ordinary Income</b>				<b>(33,165)</b>	<b>56,022</b>	<b>(30,472)</b>	<b>(62,157)</b>
<b>OTHER INCOME / EXPENSE:</b>								
4900	Interest & Dividends	DAVIS/BURGIO			60,000	30,000	56,100	10,730
	Contributions	KUHLMAN				5,774		
4901	Legacy Fund Interest	N/A			-	-	-	-
4940	Gain (loss)-Disposal of Fixed Assets	N/A			-	-	-	-
6200	Foundation Feasibility Study	CHURCH			90,000	100,225		24,894
6010	Banking Fees	KUHLMAN			1,200	1,500	-	460
6011	Investment Advisory Fees	DAVIS/BURGIO			1,000	-	20,000	-
6050	Unrelated Business Income Tax Exp.	KUHLMAN			3,000	3,000	3,000	2,030
6060	Florida Corporate Income Tax	KUHLMAN			1,000	1,000	1,000	1,000
	<b>Total Net Other Income</b>				<b>(36,200)</b>	<b>(69,951)</b>	<b>32,100</b>	<b>7,240</b>
	<b>NET INCOME</b>				<b>\$ (69,365)</b>	<b>\$ (13,929)</b>	<b>\$ 1,628</b>	<b>\$ (54,917)</b>
<b>*The 2010 Final Actual was for operating funds only. Activity from the Swimming Saves Lives Foundation and the Legacy Fund were not included.</b>								
<b>CAPITAL</b>								
	Sarasota Office-Building Renovation				35,000			
	Signage-Marketing & Sponsorship				15,000			
	Website Redesign				5,000			
	Computer replacement - 3 workstations				5,250	6,747	5,000	8,775
	Printers				750		1,000	650
	HQ Office Furniture						2,500	668
	Phone System- Kangas						1,000	
	Shared highway marquee sign at Headquarters					750	2,500	
	Backstroke Flags							3,014
	Duet Banner							7,612
	Video/Tivo Equipment							2,086
	Blackbaud Accounting Software					2,415		5,920
	Digital Camera with Accessories -SWIMMER					842		
	<b>Total Capital Expenditures</b>				<b>\$ 61,000</b>	<b>\$ 10,754</b>	<b>\$ 12,000</b>	<b>\$ 28,725</b>