

United States Masters Swimming							
MULTI YEAR FORECAST 2014-2019							
		FORECAST YEAR					
INCOME STATEMENT		2014	2015	2016	2017	2018	2019
REVENUE							
Membership Services Revenue		2,137,118	2,326,915	2,550,920	2,762,391	2,984,255	3,216,957
Coach and Club Services Revenue		140,750	169,718	207,134	255,951	289,653	341,744
Events Revenue		96,340	99,230	102,208	105,275	108,434	111,685
Advertising and Sponsorship Revenue		493,820	518,511	544,437	571,658	600,241	630,253
Contribution Revenue		10,000	10,000	10,000	10,000	10,000	10,000
Administration Revenue		-	-	10,000	10,300	10,609	10,927
Transfers		66,500	68,495	70,550	72,667	74,847	77,092
Total Revenue		2,944,528	3,192,869	3,495,249	3,788,242	4,078,039	4,398,659
EXPENSE							
Membership Expense		1,761,198	1,890,768	1,982,863	2,078,886	2,179,861	2,286,063
Coach and Club Services Expense		218,035	224,577	231,315	238,254	245,402	252,765
Events Expense		91,768	94,523	97,358	100,279	103,288	106,386
Advertising and Sponsorship Expense		142,750	147,033	151,444	155,987	160,667	165,486
Administration Expense		730,688	759,676	789,885	821,371	854,188	888,400
Total Expense		2,944,439	3,116,577	3,252,865	3,394,777	3,543,406	3,699,100
NET ORDINARY INCOME/(LOSS)		88	76,293	242,384	393,465	534,633	699,559
NEW EXPENSES							
Building			30,000	30,900	31,827	32,782	33,765
2015 Staff 2 FT & 1 PT>FT (1/2 yr)			65,625	135,188	139,244	143,421	147,724
2016 Staff 2 FT				112,500	115,875	119,351	122,932
2017 Staff 2 FT					118,750	122,313	125,982
2018 Staff 1 FT						56,250	57,938
2019 Staff 2 FT							118,750
Total New Expenses		-	95,625	278,588	405,696	474,117	607,091
Payroll as a % of revenue		0.42	0.43	0.46	0.48	0.48	0.49
NET ORDINARY INCOME/(LOSS) w/ NEW BLDG & STAFF		88	(19,333)	(36,204)	(12,231)	60,516	92,468
OTHER INCOME / EXPENSE:							
Total Net Other Income		64,610	66,549	68,546	70,602	72,720	74,902
Transfers from Other Income/Expenses							
Investment Account 4% transfer		66,500	68,495	70,550	72,667	74,847	77,092
NET OTHER INCOME/(LOSS)		\$ (1,890)	\$ (1,946)	\$ (2,004)	\$ (2,065)	\$ (2,127)	\$ (2,190)

United States Masters Swimming							
MULTI YEAR FORECAST 2014-2019 NO DUES INCREASE							
		FORECAST YEAR					
INCOME STATEMENT		2014	2015	2016	2017	2018	2019
REVENUE							
Membership Services Revenue		2,137,118	2,206,715	2,294,834	2,363,613	2,434,455	2,507,431
Coach and Club Services Revenue		140,750	169,718	207,134	255,951	289,653	341,744
Events Revenue		96,340	99,230	102,208	105,275	108,434	111,685
Advertising and Sponsorship Revenue		493,820	518,511	544,437	571,658	600,241	630,253
Contribution Revenue		10,000	10,000	10,000	10,000	10,000	10,000
Administration Revenue		-	-	10,000	10,000	10,000	10,000
Transfers		66,500	68,495	70,550	72,667	74,847	77,092
Total Revenue		2,944,528	3,072,669	3,239,163	3,389,164	3,527,630	3,688,205
EXPENSE							
Membership Expense		1,761,198	1,887,306	1,979,297	2,075,213	2,176,078	2,282,166
Coach and Club Services Expense		218,035	224,577	231,315	238,254	245,402	252,765
Events Expense		91,768	94,523	97,358	100,279	103,288	106,386
Advertising and Sponsorship Expense		142,750	147,033	151,444	155,987	160,667	165,486
Administration Expense		730,688	759,676	789,885	821,371	854,188	888,400
Total Expense		2,944,439	3,113,115	3,249,299	3,391,104	3,539,623	3,695,203
NET ORDINARY INCOME/(LOSS)		88	(40,446)	(10,136)	(1,940)	(11,993)	(6,997)
NEW EXPENSES							
Building			30,000	30,900	31,827	32,782	33,765
2015 Staff 2 FT & 1 PT>FT (1/2 yr)			65,625	135,188	139,244	143,421	147,724
2016 Staff 2 FT				112,500	115,875	119,351	122,932
2017 Staff 2 FT					118,750	122,313	125,982
2018 Staff 1 FT						56,250	57,938
2019 Staff 2 FT							118,750
Total New Expenses		-	95,625	278,588	405,696	474,117	607,091
Payroll as a % of revenue		0.42	0.45	0.50	0.53	0.55	0.59
NET ORDINARY INCOME/(LOSS) w/ NEW BLDG & STAFF		88	(136,071)	(288,724)	(407,636)	(486,110)	(614,088)
OTHER INCOME / EXPENSE:							
Total Net Other Income		64,610	66,549	68,546	70,602	72,720	74,902
Transfers from Other Income/Expenses		66,500	68,495	70,550	72,667	74,847	77,092
NET OTHER INCOME/(LOSS)		\$ (1,890)	\$ (1,946)	\$ (2,004)	\$ (2,065)	\$ (2,127)	\$ (2,190)