

U.S. Masters Swimming, Inc.									
2018 Draft Budget 9/05/2017 (Pre-Convention)									
					PRE-	APPROVED			
INCOME STATEMENT			Cost Center:	Members	Fee	BUDGET	FORECAST	BUDGET	ACTUAL
						2018	2017	2017	2016*
<b>REVENUE</b>									
<b>MEMBERSHIP SERVICES:</b>									
4010	Fees - Individuals @ \$43	PORTER		\$43	2,668,838	2,494,850	2,545,772	2,354,118	
4012	Fees - year plus	PORTER			143,470	140,625	98,600	73,084	
4013	Vanity ID	PORTER		\$50	6,000	13,400	10,000	12,191	
4050	Fees- Affiliates	PORTER			100	100	100	100	
4070	Rule Book Sales	PORTER			1,400	1,400	1,500	1,326	
4074	Magazine Subscriptions	PORTER			2,800	2,800	2,800	2,930	
4215	Promotional Sales	PORTER			400	500	4,200	4,384	
	<b>Membership Services Revenue</b>				2,823,008	2,653,675	2,662,972	2,448,133	
<b>PROGRAM SERVICES</b>									
4020	Fees - Clubs	BRENNER	1,085	\$43	46,655	44,485	39,729	27,275	
4025	Fees - Workout Groups	BRENNER	450	\$43	19,350	18,450	17,425	11,075	
4030	Coach Certifications	BRENNER	501		97,155	86,200	154,000	146,962	
4032	Stroke Development Clinics	BRENNER			24,150	46,725	54,000	12,438	
4033	Fitness Program	BRENNER			19,188	-	-	-	
4034	Fees - USMS Local Swim Program/Club	BRENNER			29,250	-	-	-	
4035	Fees - Designated Coach & Instructor	BRENNER		\$30	42,000	45,450	30,000	29,550	
4036	Adult Learn to Swim Instruction	BRENNER			52,500	119,625	165,000	131,201	
4036	Less SSLF grant program scholarships	BRENNER			(5,250)	(12,000)	(12,000)	(12,000)	
4037	Fees - Club collections	KUHLMAN			13,000	13,000	13,250	11,958	
4038	National Coaches Conference	JENKINS						24,215	
	<b>Program Services Revenue</b>				337,998	361,935	461,404	382,675	
<b>EVENTS:</b>									
4060	Fees - One-Event @ \$15.00	PORTER	1,910	\$15	28,650	28,650	28,650	31,770	
4150	Championship Meet Surcharges	RODDIN			24,200	46,312	46,000	47,640	
4151	LD Championship Surcharges	LIVONI			5,000	4,800	4,800	6,010	
4152	GTD Revenue	DEERY			-	-	-	-	
4155	Championship Patches	RODDIN			450	900	900	894	
4157	LD Championship Medals	LIVONI			3,400	3,200	3,200	1,970	
4210	Top Ten Subscriptions	PORTER			-	500	500	-	
4250	All American Patches/Cert.	PORTER			2,200	900	900	1,118	
4251	LD All American	PORTER			-	325	325	336	
4252	Relay All American Awards	PORTER			-	900	900	736	
4275	OW Education Conference	BRUCE			-	-	-	-	
4300	OW Sanction flat fee @ \$100 each	KEIBER	58	\$100	5,800	5,700	6,000	5,800	
4310	OW Event participant fees net of cap	KEIBER	6,081	\$5	30,405	30,405	33,785	28,985	
4320	Pool Sanction flat fee @ \$50 each	KEIBER	300	\$50	15,000	15,000	19,850	14,700	
4325	Pool Participant Fee Nat'l Championships	RODDIN	1,600	\$5	8,000	15,000	15,000	15,395	
4330	Sanction Fee Rebates				(1,000)	(1,000)	(1,000)	(100)	
4350	Recognized Event Fee	KEIBER	75	\$100	7,500	7,500	8,000	-	
4450	Merchant Account Fee Income	KUHLMAN			6,975	12,148	13,075	15,033	
	<b>Events Revenue</b>				136,580	171,240	180,885	170,287	
<b>ADVERTISING AND SPONSORSHIP</b>									
4075	SWIMMER Magazine Advertising	DEERY			45,000	46,750	39,750	41,592	
4161	Sponsor Royalty Income	DEERY			9,200	9,300	4,300	6,282	
4171	Sponsorship	DEERY			429,000	394,500	414,000	375,022	
	In-Kind product contributions								
	<b>Advertising and Sponsorship Revenue</b>				483,200	450,550	458,050	422,896	
<b>COLLEGE CLUB REVENUE</b>									
4430	College Club Membership	DEERY			35,935	14,585	14,583	-	
	<b>College Club Revenue</b>				35,935	14,585	14,583	-	

**U.S. Masters Swimming, Inc.**

**2018 Draft Budget 9/05/2017 (Pre-Convention)**

								PRE-CONVENTION	APPROVED		
								BUDGET	FORECAST	BUDGET	ACTUAL
								2018	2017	2017	2016*
								Members	Fee		
								Cost Center:			
<b>INCOME STATEMENT</b>											
<b>CONTRIBUTION REVENUE</b>											
4705	Contributions	N/A					-	-	-	69	
4950	In-Kind (legal)	KUHLMAN									
4800	Contributions- Releases from Restrictions	KUHLMAN					-	10,282	11,000	-	
	<b>Contribution Revenue</b>						-	10,282	11,000	69	
<b>ADMINISTRATION:</b>											
4500	Other Income						-	-	-	15,100	
4500	Opportunity Reserve Transfer						-	-	72,810	-	
4500	Investment Spending Transfer	DAVIS					96,200	90,600	90,600	-	
	<b>Administration Revenue</b>						96,200	90,600	163,410	15,100	
	<b>Total Revenue</b>						3,912,921	3,752,867	3,952,304	3,439,158	
<b>EXPENSE</b>											
<b>MEMBERSHIP SERVICES</b>											
5010	Liability Insurance	KUHLMAN/ESIX					331,910	319,940	321,890	345,659	
5012	Accident Insurance	KUHLMAN/ESIX					22,680	21,860	21,640	21,289	
5102	Membership Administration	PORTER					18,825	18,460	21,660	10,849	
5103	Registration Expenses	PORTER					104,050	101,200	91,043	98,231	
5320	Fitness Committee	JUREY					200	200	200	79	
5420	Registration Committee	LETENDRE					-	-	-	-	
5430	Rule Book Coordinator	PORTER					-	-	-	-	
5470	Zone Activity costs	STEVENSON					3,000	3,000	3,000	2,500	
5540	History & Archives Committee	DUNBAR					1,450	303	1,450	80	
5550	Recognition & Awards Committee	NOVITSKE					960	960	960	325	
5560	LMSC Development	MICHAEL MOORE					1,610	1,610	1,610	-	
5685	Web Operations	KUHLMAN/WILLIAMSON					41,550	14,827	28,650	23,855	
5690	IT Outside Services & Programs	KUHLMAN/WILLIAMSON					228,703	177,950	47,500	-	
5701	USMS SWIMMER Magazine Production Co	HAMEL					246,237	287,674	349,235	324,137	
5703	STREAMLINES/Web Content	HAMEL					13,000	12,242	13,000	13,093	
5704	Multi-media Production	HAMEL					10,000	7,000	10,000	12,907	
5840	ISHOF Contributions	KUHLMAN					21,500	21,500	21,500	21,500	
5860	Rule Book Costs	PORTER					10,914	11,280	9,200	8,773	
5900	Membership Services Payroll	HUGHES/KUHLMAN					1,272,304	1,166,578	1,329,230	1,186,252	
	<b>Membership Expense</b>						2,328,893	2,166,584	2,271,768	2,069,530	
<b>PROGRAM SERVICES</b>											
5280	Coaches Committee	JENNINGS					12,150	25,592	22,300	10,550	
5290	Coaches Certification	BRENNER					98,338	126,821	160,570	143,738	
5500	Fitness Program	BRENNER					17,750	15,460	43,770	-	
5600	Adult Learn to Swim	BRENNER					46,482	93,746	117,955	102,519	
5610	Education Conference						10,000	-	-	29,167	
5770	Coach/Club Development Admin	BRENNER					111,575	84,384	88,595	68,775	
5780	Local Swim Programs	BRENNER					26,666	-	-	-	
	<b>Program Services Expense</b>						322,960	346,003	433,190	354,750	
<b>EVENTS:</b>											
5205	Spring Nationals	HUGHES/KUHLMAN					14,670	7,918	12,380	8,557	
5200	Summer Nationals	HUGHES/KUHLMAN					-	16,550	12,380	10,122	
5250	Event Development	BRENNER/KEIBER					5,500	-	-	-	
5121	All American Patches/Cert.	PORTER					1,450	1,000	1,000	1,513	
5270	Championship Committee	RODDIN					8,918	7,668	8,918	5,717	
5285	LC/SC Merchant Account Fees	KUHLMAN					5,700	9,000	9,269	6,543	
5370	LD Committee	LIVONI					11,926	11,077	11,077	4,046	
5380	Open Water Committee	BRUCE					8,380	380	10,380	380	
5390	Officials Committee	ALBRIGHT					11,400	11,400	11,400	9,352	

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INCOME STATEMENT					BUDGET	FORECAST	BUDGET	ACTUAL
		Cost Center:	Members	Fee	2018	2017	2017	2016*
5410	Records & Tabulation Committee	SEIDLER			50	50	1,225	78
5440	Rules Committee	COCKRELL			1,000	1,110	1,450	317
5460	Sports Medicine and Science Committee	CARLSON			5,900	4,900	5,900	1,641
5240	Coordinator Contractors	HUGHES			16,000	15,800	15,800	16,083
	<b>Events Expense</b>				90,894	86,853	101,180	64,349
<b>MARKETING/SPONSORSHIP</b>								
5710	Sponsor costs	DEERY			67,550	31,550	43,800	31,275
5720	USA Swimming Collaboration	DEERY			2,600	1,350	2,400	12,348
5730	Marketing Services	DEERY			109,400	105,200	104,200	109,173
5890	In-Kind Products						-	
	<b>Advertising and Sponsorship Expense</b>				179,550	138,100	150,400	152,797
<b>COLLEGE CLUB SERVICES</b>								
5570	Summit	DEERY			15,000	13,998	15,000	-
5580	Events & Marketing	DEERY			20,570	24,775	10,400	-
5590	Convention	DEERY			3,640	3,640	3,640	-
	<b>College Club Expense</b>				39,210	42,413	29,040	-
<b>ADMINISTRATION:</b>								
5013	Directors & Officers Insurance	KUHLMAN/ESIX			7,460	7,135	7,216	6,047
5014	Bonding	KUHLMAN/ESIX			10,400	10,025	9,923	7,330
5015	Flood Insurance	KUHLMAN/ESIX			-	-	-	(994)
5016	Media Professional Liability Insurance	KUHLMAN/ESIX			5,100	4,900	3,723	3,615
5050	President	P. MILLER			12,500	14,500	14,500	6,657
5061	VP - Programs	McGIFFIN			-	-	-	-
5062	VP - Community Services	THOMPSON			-	-	-	-
5063	VP - Administration	TSUZUKI			-	-	-	-
5064	VP - Local Operations	STEVENSON			100	28,806	26,100	-
5070	Secretary	COLBURN			-	-	-	-
5080	Treasurer	DAVIS			850	501	850	-
5090	Past President	DAY			-	-	-	-
5095	Legal Counsel	ELIAS-WILLIAMS			750	-	1,250	
5099	Board/Executive Committee	P. MILLER			58,900	52,100	58,900	87,837
5130	USMS Headquarters Admin.	KUHLMAN/WATSON			173,460	178,450	184,636	182,746
5135	USMS Headquarters Payroll	HUGHES/KUHLMAN			482,545	466,995	463,842	423,427
5300	Convention	PORTER			105,960	104,060	105,460	90,496
5310	Finance Committee	ENSIGN			-	150	150	-
5315	Investment Committee	DODSON			1,000	1,000	1,000	211
5330	Audit Committee	DILWORTH			5,600	4,025	5,600	4,542
5340	Compensation & Benefits	COATES			-	-	-	-
5630	FINA Representative	GOLDSTEIN			-	-	-	-
5640	International Delegate / UANA	J. MILLER/GOLDSTEIN			2,500	6,000	7,500	-
5660	USA Swimming Liaison	TSUZUKI			2,300	2,300	2,300	795
5670	ISHOF Liaison	REID			1,900	1,750	1,900	822
5830	Outside Legal Expense	HUGHES/ELIAS-WILLIAMS			15,000	15,000	15,000	1,618
5847	SSL Fund Operating Costs	BRENNER			-	22,150	22,150	19,473
5846	April ALTS Month	HUGHES			-	12,500	12,500	-
5870	Depreciation & Sitecore Amortization	KUHLMAN/WATSON			45,960	11,485	15,000	17,106
6010	Banking Fees	KUHLMAN			4,600	4,600	4,500	4,346
5873	Audit/Accounting Fees	KUHLMAN			23,090	21,500	21,500	21,410
	<b>Administration Expense</b>				959,975	969,932	985,500	877,483
	<b>Total Expense</b>				3,921,482	3,749,886	3,971,077	3,518,908
	<b>NET ORDINARY INCOME</b>				(8,561)	2,982	(18,773)	(79,750)

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				PRE-CONVENTION		APPROVED	
INCOME STATEMENT				BUDGET	FORECAST	BUDGET	ACTUAL
				2018	2017	2017	2016*
Cost Center: Members Fee							
<b>OTHER INCOME / EXPENSE:</b>							
<b>OTHER INCOME:</b>							
4900	Interest & Dividends	DODSON		150,000	156,000	120,000	65,907
4940	Gain (loss)-Disposal of Fixed Assets	N/A		-	-	-	(208)
4945	Gain (loss)-Leasehold Improvements	N/A		-	-	-	-
	<b>Other Income</b>			150,000	156,000	120,000	65,699
<b>OTHER EXPENSES &amp; TRANSFERS:</b>							
	Transfer from Opportunity Reserve			-	-	72,810	-
6300	Transfer from Investment Account			96,200	90,600	90,600	-
6100	Amortization-Registration system			-	24,558	24,558	24,564
6011	Investment Advisory Fees	DODSON		12,200	11,600	11,600	11,448
	<b>Other Expenses &amp; Transfers</b>			108,400	126,758	199,568	36,012
	<b>Total Net Other Income</b>			41,600	29,242	(79,568)	29,687
	<b>NET INCOME</b>			33,039	32,224	(98,341)	(50,063)

\*2016 Final Actual was for operating funds only. Activity for Swimming Saves Lives Foundation and Legacy Fund were not included.

### Bridge to 2018 Budget

2017 Forecast Net Operating Loss (as of 6/30/17)		\$ 2,982
2018 Draft Budget Changes vs. 2017 Forecast		
<b>Net Department Changes</b>		
Membership, Net	7,024	
Program Services, Net	(894)	
Marketing and Sponsorship, Net	(8,800)	
Events, Net	(38,701)	
College Club, Net	24,552	
Administration, Net	(325)	
Other, Net	5,600	
<b>Total Change in Net Departments</b>		<b>(11,543)</b>
<b>Change in Net Operating Income/(Loss)</b>		<b>\$ (8,561)</b>