

U.S. Masters Swimming, Inc.		
2017 Approved Budget		
		HOD
INCOME STATEMENT		APPROVED 2017
		BUDGET
	<u>REVENUE</u>	
MEMBERSHIP SERVICES:		
4010	Fees - Individuals @ \$41	2,545,772
4011	Fees - partial year	-
4012	Fees - year plus	98,600
4013	Vanity ID	10,000
	Fees- Affiliates	100
4070	Rule Book Sales	1,500
4074	Magazine Subscriptions	2,800
4215	Promotional Sales & 4271 Video Rental	4,200
	<i>Membership Services Revenue</i>	2,662,972
EDUCATION SERVICES		
4020	Fees - Clubs	39,729
4025	Fees - Workout Groups	17,425
4030	Coach Certifications	154,000
4032	Stroke Development Clinics	54,000
4033	Swim Fit	-
4035	Fees - Recognition Coach & Instructor	30,000
4036	Adult Learn to Swim Instruction- 25 classes	165,000
5846	Less SSLF grant program scholarships	(12,000)
4037	Fees - Club collections	13,250
4038	National Coaches Conference	-
	<i>Education Services Revenue</i>	461,404
EVENTS:		
4060	Fees - One-Event @ \$15	28,650
4150	Championship Meet Surcharges	46,000
4151	LD Championship Surcharges	4,800
4152	GTD Revenue	-
4155	Championship Patches	900
4157	LD Championship Medals	3,200
4210	Top Ten Subscriptions	500
4250	All American Patches/Cert.	900
4251	LD All American	325
4252	Relay All American Awards	900
4275	OW Education Conference	-
4300	OW Sanction flat fee @ \$100 each	6,000
4310	OW Event participant fees net of cap	33,785
4320	Pool Sanction flat fee @ \$50 each	19,850
4325	Pool Participant Fee Nat'l Championships	15,000
4330	Sanction Fee Rebates	(1,000)
4335	Recognized Event Fee	8,000
4450	Merchant Account Fee Income	13,075
	<i>Events Revenue</i>	180,885

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ADVERTISING AND SPONSORSHIP		
4075	SWIMMER Magazine Advertising	39,750
4161	Sponsor Royalty Income	4,300
4171	Sponsorship	414,000
	In-Kind product contributions	-
	Advertising and Sponsorship Revenue	458,050
COLLEGE CLUB REVENUE		
	College Club Membership	14,583
	College Club Revenue	14,583
CONTRIBUTION REVENUE		
4705	Contributions	-
4950	In-Kind (legal)	-
4800	Contributions- Releases from Restrictions	11,000
	Contribution Revenue	11,000
ADMINISTRATION:		
4500	Other Income	-
4510	Opportunity Reserve Transfer	72,810
4500	Investment Spending Transfer	90,600
	Administration Revenue	163,410
	Total Revenue	3,952,304
EXPENSE		
MEMBERSHIP SERVICES		
5010	Liability Insurance	321,890
5010	Liability Insurance Surcharge	-
5010	Liability Insurance Surcharge Rebate	-
5012	Accident Insurance	21,640
5102	Membership Administration	21,660
5103	Registration Expenses	91,043
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	76,150
5701	USMS SWIMMER Magazine Production Costs	349,235
5703	STREAMLINES/Web Content	13,000
5704	Multi-media Production	10,000
5840	ISHOF Contributions	21,500
5860	Rule Book Costs	9,200
5900	Membership Services Payroll	1,329,230
	Membership Expense	2,271,768

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EDUCATION SERVICES		
5280	Coaches Committee	22,300
5290	Coaches Certification	160,570
5500	Fitness Program	43,770
5600	Adult Learn to Swim	117,955
5610	Education Conference	-
5770	Coach/Club Development Admin	88,595
	Education Services Expense	433,190
EVENTS:		
5205	Spring Nationals	12,380
5200	Summer Nationals	12,380
5121	All American Patches/Cert.	1,000
5270	Championship Committee	8,918
5285	LC/SC Merchant Account Fees	9,269
5370	LD Committee	11,077
5380	Open Water Committee	10,380
5390	Officials Committee	11,400
5410	Records & Tabulation Committee	1,225
5440	Rules Committee	1,450
5460	Sports Medicine and Science Committee	5,900
5240	Coordinator Contractors	15,800
	Events Expense	101,180
MARKETING/SPONSORSHIP		
5710	Sponsor costs	43,800
5720	USA Swimming Collaboration	2,400
5730	Marketing Services	104,200
5890	In-Kind Products	-
	Advertising and Sponsorship Expense	150,400
COLLEGE CLUB SERVICES		
5570	Summit	15,000
5580	Events & Marketing	10,400
5590	Convention	3,640
	College Club Expense	29,040
ADMINISTRATION:		
		-
5013	Directors & Officers Insurance	7,216
5014	Bonding	9,923
5015	Flood Insurance	-
5016	Media Professional Liability Insurance	3,723
5050	President	14,500
5061	VP - Programs	-
5062	VP - Community Services	-
5063	VP - Administration	-

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5064	VP - Local Operations	26,100
5070	Secretary	-
5080	Treasurer	850
5090	Past President	-
5095	Legal Counsel	1,250
5099	Board/Executive Committee	58,900
5130	USMS Headquarters Admin.	184,636
5135	USMS Headquarters Payroll	463,842
5300	Convention	105,460
5310	Finance Committee	150
5315	Investment Committee	1,000
5330	Audit Committee	5,600
5340	Compensation & Benefits	-
5630	FINA Representative	-
5640	International Delegate / UANA	7,500
5660	USA Swimming Liaison	2,300
5670	ISHOF Liaison	1,900
5830	Outside Legal Expense	15,000
5847	SSL Fund Operating Costs	22,150
5848	April ALTS Month	12,500
5870	Depreciation	15,000
6010	Banking Fees	4,500
5873	Audit/Accounting Fees	21,500
	Administration Expense	985,499
	Total Expense	3,971,077
	NET ORDINARY INCOME	(18,773)
	OTHER INCOME / EXPENSE:	
	OTHER INCOME:	
4900	Interest & Dividends	120,000
4940	Gain (loss)-Disposal of Fixed Assets	-
4945	Gain (loss)-Leasehold Improvements	-
	Other Income	120,000
	OTHER EXPENSES & TRANSFERS:	
6310	Transfer from Opportunity Reserve	72,810
6300	Transfer from Investment Account	90,600
6100	Amortization-Registration system	24,558
6011	Investment Advisory Fees	11,600
	Other Expenses & Transfers	199,568
	Total Net Other Income	(79,568)
	NET INCOME	(98,341)