

USMS
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09/22/90

EXHIBIT "A"

	1988 A	1989 B	1989 A	1990 B	1990 YTD A	1991 B	% Incr. over 1990 B
REVENUES							
4010 REGISTRATION FEES - INDIVIDUAL	202700	282300	297963	336000		318000	-5.4%
4020 REGISTRATION FEES - CLUBS	)	4000	)	4000		4000	0.0%
4030 REGISTRATION FEES - LMSC's	)	540	)	1080		1080	0.0%
4040 LISTS		0	2892	0		200	NA
4050 LABELS		0		0		0	NA
4060 TRANSFERS		0		0		0	NA
4070 RULE BOOKS	258	4200	3929	4000		3000	-25.0%
4071 RULE BOOK SPONSORS		0	3100	3500		5000	NA
4080 SHIPPING		0		0			NA
4090 OTHER REGISTRAR'S INCOME		0		0			NA
4150 CHAMPIONSHIP MEET SURCHARGES	2601	2400	2908	2600		2600	0.0%
4151 LONG DIST. CHAMPIONSHIP SRCHRG	1107	1000	1448	1800		1800	0.0%
4160 MRKTG.COMM. PROJECTS	4122	0	0	0			NA
4170 MRKTG.COMM. SPONSOR INCOME	0	0	0	0	5000	20000	NA
4200 PUBLICATIONS SALES	144	70	219	810		700	-13.6%
4250 ALL-AMERICAN PATCHES	1000	750	763	750		750	0.0%
4260 CHAMPIONSHIP PATCHES	699	1000	669	700		1000	42.9%
4270 DECALS, BROCHURES, ETC.	725	0	599	210		350	NA
4450 GRANTS	2500	2000	893	2000		0	-100.0%
4451 REIMBURSEMENTS & REFUNDS		600	0	0		0	NA
4500 OTHER	48	240	-128	0		520	NA
4900 INTEREST	10595	10000	14237	15000		21000	40.0%
4910 DIVIDENDS		0	0	0		0	NA
GROSS REVENUE	226499	309100	329492	372450	5000	380000	2.0%
4999 DEDUCTIONS FROM REVENUE	0	0	0	0	0	0	0.0%
NET REVENUE	226499	309100	329492	372450	5000	380000	2.0%
NET REVENUE LESS CASH EXPENDTR	12197	40590	67608	83094	-17289	21571	
TRANSFER FROM (TO) HOUSE OF							
DELEGATES FUNDS ACCOUNT	-12197	-40590	-67608	-83094	17289	-21571	
NET CASH FLOW	0	0	0	0	0	0	

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EXPENSES							
5011 LIABILITY INSURANCE	70000	100000	100392	100000		125000	25.0%
5012 ACCIDENT INSURANCE	28659	27000	28087	28000		30000	7.1%
5013 DIRECTRS & OFFCRS' INSURANCE	3600	3600	3600	3600		4000	11.1%
5014 BONDING	0	0	0	500		1500	NA
5019 LIABILITY INSURANCE CLAIMS		20000	20000	20000		20250	NA
5050 PRESIDENT	2037	3400	3129	3400		4100	20.6%
5060 VICE PRESIDENT	838	1000	591	1000		1065	6.5%
5070 SECRETARY	606	780	495	800		875	9.4%
5080 TREASURER	562	775	590	1300	465	925	-28.8%
5090 PAST PRESIDENT	0	0	0	0		225	
5100 NATIONAL OFFICE (EXEC.SEC.)							
5101 Contract Fee	21250	22800	23100	24000		26400	10.0%
5102 Administrative Expenses	6893	9550	7837	10200		10400	2.0%
5103 All-Amer. Patch Expenses	847	750	573	765		363	-52.6%
5104 Decals, Brochures, etc. Exp.		0	0	0			NA
5105 Publications Expenses		500		200		800	NA
5106 Other inven.-related expenses		0		0			NA
5110 TOTAL - NATIONAL OFFICE	28990	33600	31509	35165	0	37963	8.0%
5150 REGISTRAR							
5151 Expenses	1510	1300	5969	)		)	NA
5152 Contract	13041	13275	14056	20000		19800	-1.0%
5153 TOTAL - REGISTRAR	14552	14575	20026	20000	0	19800	-1.0%
5200 CONTROLLER	658	950	310	350		425	21.4%
5250 INTERNAL AUDIT	9	600	556	600		425	-29.2%
5270 CHAMPIONSHIP COMMITTEE	2357	3325	3338	3425		2990	-12.7%
5271 Championship Patch Expenses	989	700	443	850		1250	47.1%
5290 CONVENTION COMMITTEE	6484	7800	7097	9500		9000	-5.3%
5310 EXECUTIVE COMMITTEE	123	150	150	200		1200	500.0%
5330 FINANCE COMMITTEE	100	150	67	150		225	50.0%
5350 INTERNATIONAL COMMITTEE	233	250	220	780		475	-39.1%
5370 LEGISLATION COMMITTEE	62	125	11	125		305	144.0%
5390 LONG DISTANCE COMMITTEE	224	1855	288	1182	430	2355	99.2%
5410 LONG RANGE PLANNING COMMITTEE	9	150	32	300		325	8.3%
5430 MARKETING COMMITTEE	2084	4000	4000	4000		4075	1.9%
5450 RANSOM ARTHUR AWARD COMM.	80	200	180	200	170	200	0.0%
5470 RECORDS AND TABULATION COMMITT	1100	1200	1240	1200	905	1675	39.6%
5490 REGISTRATION COMMITTEE	125	200	220	320		300	-6.3%
5510 RULES COMMITTEE	0	100	36	100		175	75.0%
5530 SPORTS MEDICINE COMMITTEE	1542	2650	0	600		1325	120.8%
5550 ZONE CHAIR	124	1175	285	1685		1970	16.9%
5551 BREADBASKET ZONE	40		0))	
5552 COLONIES ZONE	72		49))	
5553 CONTINENTAL DIVIDE ZONE	0		79	)	1970)	
5554 DIXIE ZONE	50		21))	
5555 HEARTLAND ZONE	61		71))	
5556 OCEANA ZONE	253		392))	
5557 SOUTH CENTRAL ZONE	0		32))	
5600 COACHES COMMITTEE	125	300	300	955	557.4	975	2.1%
5610 AD HOC COMPUTERIZATION COMM.	0	0	0	200		1600	700.0%
5620 AD HOC RULEBOOK COMMITTEE	248	560	603	560		750	33.9%
5630 AD HOC OFFICIALS COMMITTEE				100		850	
5640 AD HOC FITNESS COMMITTEE				100		50	

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5700 HISTORIAN	300	100	100	500	300	100	-80.0%	
5720 LEGAL COUNSEL	271	500	1262	650		725	11.5%	
5721 OUTSIDE LEGAL SERVICES		0	0	2000		0	NA	
5740 LIAISON/DELEGATE(S) - FINA	1010	975	820	1800	619	5000	177.8%	
5760 LIAISON/DELEGATE - MSI	0	1000	967	1800		2200	-44.4%	
5780 LIAISON - USS	0	100	0	100		100	0.0%	
5790 INSURANCE COMMITTEE	15	100	19	100		120	NA	
5810 GRANT EXPENDITURES	2500	2000	893	2000		2607	30.4%	
5820 HALL OF FAME CONTRIBUTIONS	1404	1350	1424	1400		1325	-5.4%	
5830 MEMBERSHIP FEES - USAS/MSI	100	1150	1000	1000		1000	0.0%	
5840 NEWSLETTER	18792	19000	16248	20000		20500	2.5%	
5850 RULE BOOKS	2865	6000	5903	5500	2872	5500	0.0%	
5851 REGISTRATION EXP. - ALL OTHER	3176	3600	4285	3800		4500	18.4%	
5855 PUBLIC RELATIONS EXPENSES	0	0	0	1500		1500		
5860 SWIM MASTER SUBSCRIPTIONS	0	486	495	486		486	0.0%	
5950 DEPRECIATION	2118	4300	3912	4000		4200	5.0%	
5980 MISCELLANEOUS/CONTINGENCY	-98	229	257	292		2000	1338.4%	
5987 (WAS ALL-AMERICAN COMMITTEE)								
5988 (WAS TABULATION COMMITTEE)								
5990 YEAR END ADJUSTMENT	0	0	0	0			NA	
6000 COMMISSIONS		0	0	0		0	NA	
6010 BANKING FEES		0	0	150		200	NA	
SUBTOTAL EXPENSE ITEMS	199447	272060	266025	288325	8289	330686	NA	
CAPITAL EXPENDITURES								
1501 CHAMPIONSHIP COMM. - SOFTWARE		0		0			NA	
1511 AD HOC COMPUTER - SOFTWARE	0	0	0	7000	0	14000		
1520 NATIONAL OFFICE - EQUIPMENT		1000		700	0	1000	42.9%	
1521 NATIONAL OFFICE - SOFTWARE		0		0			NA	
1522 NATIONAL OFFICE - FURN.& FIX.		0		0			NA	
1540 REGISTRAR - EQUIPMENT		0		0		0	NA	
1541 REGISTRAR - SOFTWARE	0	1000		0			NA	
1561 COMPUTRZTN COMM. - SOFTWARE	0	0		0			NA	
1581 CONTROLLER - SOFTWARE		0		0			NA	
3050 PROPERTY & EQUIPMENT		0		0			NA	
SUBTOTAL CAPITAL EXPENDI	0	2000	0	7700	0	15000	NA	

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INVENTORY EXPENDITURES							
1300 ALL-AMERICAN PATCHES	706	0	0	0		725	NA
1301 ALL-AMERICAN CERTIFICATES		0	0	75		275	266.7%
1320 CHAMPIONSHIP PATCHES/MEDALS	754	0	0	850		0	NA
1321 LONG DIST. CHAMP. PATCHES		0	0	571		340	NA
1326 LONG DIST. CHAMP. MEDALS		0	0	1800		1317	NA
1340 MRKTG.COMM.-CALENDAR PRODUCTIO	2109	0	0	0		0	NA
1341 MRKTG.COMM.-ADAPTIVE HANDBOOK	2	0	0	0		0	NA
1342 MRKTG.COMM.-BROCHURES	11496	0	192	5000		5000	NA
1343 MRKTG.COMM.-USMS PLANNER	0	0	0	10000	14000	30000	NA
1344 MRKTG.COMM.-DECALS	3742	0	35	0		0	NA
1345 MRKTG.COMM.-PR HANDBOOK			0	0		700	NA
1350 PLACES TO SWIM BOOKLET	450	0	118	0		0	NA
1360 USMS RULE BOOKS	0	0	0	0		0	NA
SUBTOTAL INVENTORY EXPEN	19258.6	0	344.82	18296	14000	38357	NA
TOTAL EXPENDITURES	218706	274060	266369	314321	22289	384042	22.2%
LESS: DEPRECIATION	2118	4300	3912	4000	0	4200	5.0%
LESS: OTHER NON-CASH EXP	2286	1250	573	20965	0	21413	2.1%
TOTAL CASH EXPENSES	214302	268510	261885	289356	22289	358430	23.9%

	0.50	0.42	0.00	0.42
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