

BUDG1

UNITED STATES MASTERS SWIMMING, INC.
1999 BUDGET

Proposed
 03-Oct-98
 Evening

	Actual 1996	Preliminary 1997	Budget 1998	Budget 1999	
Summary P&L					
Operating Revenues					
Registration Fees	\$494,038	\$522,226	\$522,226	\$564,640	Registration Fees
Marketing Projects	69,773	36,738	36,738	60,200	Marketing Project
Pool Championships	23,601	18,264	18,264	22,190	Pool Champions
LDS Championships	3,175	4,421	4,421	4,650	LDS Championsh
Top 10 Subscriptions	10,055	6,774	6,774	8,500	Top 10 Subscripti
Rule Books	8,053	9,042	9,042	11,750	Rule Books
SWIM Magazine Items	9,296	0	0	10,000	SWIM Magazine
National Office Publications	5,776	5,883	5,883	6,350	National Office P
All Other	1,437	2,435	2,435	910	All Other
	-----	-----	-----	-----	
Total Revenue	\$625,204	\$605,783	\$605,783	\$689,190	Total Revenue
Operating Expenses					
Insurance	\$151,863	\$141,329	\$141,329	\$130,710	Insurance
SWIM Magazine Subscription	213,466	224,930	224,930	259,000	SWIM Magazine
National Office	36,659	41,218	41,218	44,870	National Office
National Registrar	36,285	40,959	40,959	48,525	National Registra
Executive Comm. Members	4,514	6,374	6,374	16,800	Executive Comm.
Standing Committees	29,410	42,148	42,148	62,465	Standing Commit
Ad Hoc Com. & Sp. Assign.	6,566	9,377	9,377	15,185	Ad Hoc Com. & S
Marketing Projects	58,450	18,167	18,167	45,500	Marketing Project
All Other	55,784	35,589	35,589	65,535	All Other
	-----	-----	-----	-----	
Total Operating Expenses	\$592,997	\$560,091	\$560,091	\$688,590	Total Operating
Net Operating Income/(Loss)	\$32,207	\$45,692	\$45,692	\$600	
Net Non-Operating Income/(Loss)	\$24,251	\$29,587	\$29,587	\$37,400	
Excess of Revenues over Expenditures	\$56,458	\$75,279	\$75,279	\$38,000	
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UNITED STATES MASTERS SWIMMING, INC.
1999 BUDGET

Proposed
 03-Oct-98

	Actual 1996	Preliminary 1997	Budget 1998	Budget 1999		
Operating Revenues						
Registration Revenue						
4010	Registration Fees - Individual	\$479,901	\$511,063	\$497,500	\$550,000	Registration Fees - Individual
4020	Registration Fees - Clubs	4,420	8,880	9,000	9,000	Registration Fees - Clubs
4030	Registration Fees - LMSCs	1,700	180	1,040	1,040	Registration Fees - LMSCs
4001	Registrar - Outside Services	4,180	156	4,200	200	Registrar - Outside Services
4005	Registrar - Invoice Income	3,837	1,923	3,800	4,000	Registrar - Invoice Income
4060	Transfers	0	24	400	400	Transfers
4090	Other Registrar Income	0	0	0	0	
		\$494,038	\$522,226	\$515,940	\$564,640	
All Other Revenue						
4070	Rule Books	\$3,197	\$4,142	\$4,000	6,950	Rule Books
4071	Rule Book Sponsors	4,856	4,900	5,000	4,800	Rule Book Sponsors
4075	Swim Magazine Ads	9,296	0	7,500	10,000	Swim Magazine Ads
4076	Swim Magazine Ad Commissi	0	0	3,000	0	Swim Magazine Ad Commis
4150	Championship Meet Surcharge	22,639	18,264	16,100	21,000	Championship Meet Surcharg
4151	Long Distance Champ. Surch	1,484	1,512	2,000	2,400	Long Distance Champ. Surc
4161	MKT - Affinity Cards	12,586	5,150	8,000	6,000	MKT - Affinity Cards
4162	MKT - Telephone Cards	0	455	1,500	500	MKT - Telephone Cards
4163	MKT - Planner Ad Income	1,000	0	0	0	MKT - Planner Ad Income
4171	Mkt. Comm. Medal Sponsors	51,851	30,538	52,000	53,000	Mkt. Comm. Medal Sponsors
4172	Mkt. Comm. Licensing Fees	4,017	0	0	0	Mkt. Comm. Licensing Fees
4173	Mkt. Comm. - Alamo	319	83	200	200	Mkt. Comm. - Alamo
4174	Mkt. Comm - Destinations	0	512	1,000	500	Mkt. Comm - Destinations
4190	Mindspring - Affinity Payment	0	0	1,000	0	Mindspring - Affinity Paymen
4200	Publication Sales:					Publication Sales:
4204	. USMS Club Handbook	251	279	250	400	. USMS Club Handbook
4207	. Places to Swim	1,079	1,410	800	800	. Places to Swim
4208	. Cable Swim Guide	16	17	0	0	. Cable Swim Guide
4210	. Top Ten Subscriptions	10,055	6,774	8,500	8,500	Top Ten Subscriptions
4212	. USMS Coaches Manual	2,364	1,159	1,500	1,500	USMS Coaches Manual
4213	. Poster Sales	175	76	250	200	Poster Sales
4214	. Open Water Meet Guide	0	149	75	200	Open Water Meet Guide
4215	. Decals, Brochures, Etc.	366	1,374	500	800	Decals, Brochures, Etc.
4216	. Post-It Notes	0	0	400	250	Post-It Notes
4220	. Misc. Publications	131	0	25	500	. Misc. Publications
4250	All-Am Patches & Certificates	1,700	1,644	1,600	1,700	All-Am Patches & Certificate
4260	Championship Patches	962	0	1,000	1,190	Championship Patches
4265	LDS Champ. Patches	306	189	350	450	LDS Champ. Patches
4266	LDS Champ. Medals	1,385	2,720	1,800	1,800	LDS Champ. Medals
4430	Snooper Rent	0	0	0	500	Snooper Rent
4450	Grants	1,620	0	0	0	Grants
4451	Reimbursements & Refunds	317	1,678	0	300	Reimbursements & Refunds
4500	Other	(500)	757	0	110	Other
	Subtotal All Other	\$131,472	\$83,782	\$118,350	\$124,550	Subtotal All Other
	Total Revenues	\$625,510	\$606,008	\$634,290	\$689,190	Total Revenues

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03-Oct-98 UNITED STATES MASTERS SWIMMING, INC.

Proposed

1999 BUDGET

	Actual 1996	Preliminary 1997	Budget 1998	Budget 1999	
Operating Expenses					
Insurance					
5011	\$118,920	\$113,458	\$125,000	\$95,000	Liability Insurance
5012	24,496	24,471	25,655	22,200	Accident Insurance
5013	3,850	1,908	2,000	1,910	D & O Insurance
5014	1,300	1,250	1,300	1,300	Bonding
5015	297	242	300	300	Property Insurance
5019	<u>3,000</u>	<u>0</u>	<u>10,000</u>	<u>10,000</u>	Paid Liability Expenses
	\$151,863	\$141,329	\$164,255	\$130,710	Total Insurance
Executive Committee Members					
5050	2,900	4,400	4,060	5,400	President
5060	474	100	1,500	1,500	Vice President
5070	795	1,115	1,200	1,750	Secretary
5080	175	580	500	1,000	Treasurer
5090	0	179	12,000	5,650	Past President
5095	<u>170</u>	<u>0</u>	<u>500</u>	<u>1,500</u>	Legal Counsel
	\$4,514	\$6,374	\$19,760	\$16,800	Total Exec. Comm
National Office					
5100					National Office/Exec. Sec.
5101	\$30,151	\$27,388	\$29,400	\$30,870	Salary and Payroll Expense
5102	<u>6,508</u>	<u>13,830</u>	<u>10,880</u>	<u>14,000</u>	Administrative Expense
	\$36,659	\$41,218	\$40,280	\$44,870	
National Office Publications					
5103	\$1,291	\$1,461	\$1,200	\$1,130	All-Am. Patches & Cert.
5106	0	0	0	0	All-Am P&C exp. from inventor
5104	1,328	1,821	2,500	2,500	Decals, Brochures, Etc.
5105	464	1,888	850	500	Publications
5109	<u>6,157</u>	<u>0</u>	<u>0</u>	<u>0</u>	National Office Transition
	\$9,240	\$5,170	\$4,550	\$4,130	
5150 National Registrar					
5151	\$1,025	\$2,893	\$2,000	\$4,700	Expenses
5152	33,368	35,078	34,000	37,000	Contract
5153	1,892	803	1,900	2,825	Paid Labels
5154		<u>2,185</u>	<u>3,800</u>	<u>4,000</u>	LMSC Invoices
5155				<u>10,000</u>	Transition
	\$36,285	\$40,959	\$41,700	\$48,525	Total National Registrar
Standing Committees					
5270	\$3,716	\$2,505	\$4,000	\$6,100	Championship Committee
5280	3,876	1,687	5,825	8,000	Coaches Committee
5680	708	645	800	2,800	Computer On-Line Committee
5290	13,472	15,839	14,750	21,350	Convention Committee
5310	169	0	600	2,800	Executive Committee
5330	182	244	300	500	Finance Committee
5640	442	485	600	1,100	Fitness Committee
5340	0	0	125	125	Insurance Committee
5250	130	0	500	800	Internal Audit Committee
5350	141	474	375	375	International Committee
5370	73	208	200	250	Legislation Committee
5390	437	1,326	1,175	1,200	Long Distance Committee
5430	1,343	11,836	4,150	7,000	Marketing/Publications Comm.
5630	333	482	1,025	950	Officials Committee
5410	316	1,052	1,510	500	Planning Committee
5470	2,115	2,446	2,000	1,700	Records & Tabulation Comm.
5490	226	189	500	500	Registration Committee
5620	493	456	570	580	Rule Book Committee
5510	83	105	100	200	Rules Committee
5670	139	115	114	210	Safety Education Committee
5530	0	0	2,000	2,700	Sports Medicine Committee
5550	<u>1,016</u>	<u>2,054</u>	<u>2,000</u>	<u>2,725</u>	Zone Committee
	\$29,410	\$42,148	\$43,219	\$62,465	Total Standing Committees

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Ad Hoc Committees						
5610	Ad Hoc Computerization Comm.	\$0	\$0	\$100	\$100	Ad Hoc Computerization Comm
	Ad Hoc ISHOF Comm.	0	0	0	200	Ad Hoc ISHOF Comm.
5720	Ad Hoc Legal Counsel Comm.	0	0	0	500	Ad Hoc Legal Counsel Comm.
5690	Ad Hoc Professional Mgr. Com	0	0	300	0	Ad Hoc Bus. Manager Comm.
5650	Ad Hoc Recog. & Awards Comm	138	3,047	585	385	Ad Hoc Recog. & Awards Com
	Ad Hoc Endowment Fund	0	0	0	150	Ad Hoc Endowment Fund
	Total Ad Hoc Committees	\$138	\$3,047	\$985	\$1,335	Total Ad Hoc Committees
Special Assignments						
5170	Executive Director	\$0	\$0	\$0	\$0	Executive Director
5200	Controller	143	248	390	900	Controller
5700	Historian	123	204	250	250	Historian
5740	Liaison/Delegate - FINA	2,327	490	2,000	2,750	Liaison/Delegate - FINA
5760	International Liaison/Delegate	0	1,924	4,000	5,000	International Liaison/Delegate
5780	USS Liaison	927	541	1,000	1,000	USS Liaison
5840	SWIM Magazine Editor	2,908	2,923	3,600	3,950	SWIM Magazine Editor
	Total Special Assignments	\$6,428	\$6,330	\$11,240	\$13,850	Total Special Assignments
5845	SWIM Magazine Subscriptions	213,466	224,930	227,000	259,000	SWIM Magazine Subscriptions
Marketing Projects						
5431	Mkt. - Medal Series Costs	\$32,744	\$11,650	\$37,740	\$25,000	Mkt. - Medal Series Costs
5432	Mkt. - Telephone Card Costs	4,748	1,000	500	500	Mkt. - Telephone Card Costs
5433	Mkt. - Other Project Costs	1,061	3,649	2,075	5,000	Mkt. - Other Project Costs
5434	Mkt. - Compuserve	0	0	0	0	Mkt. - Compuserve
5435	Mkt. - Planner	16,115	0	12,000	12,000	Mkt. - Planner
5436	Mkt. - Swim Magazine Mailer	3,782	1,868	5,500	3,000	Mkt. - Swim Magazine Mailer
	Total Marketing Projects	\$58,450	\$18,167	\$57,815	\$45,500	Total Marketing Projects
All Other Expenses						
5201	Controller-Outside Services	\$463	\$1,268	\$1,200	\$2,500	Controller-Outside Services
5202	National Office Staff Search	\$0	\$0	\$0	\$2,000	National Office Staff Search
5271	Pool Championship Patches	806	528	1,450	0	Pool Championship Patches
527a	Pool Champ. Pat from Inventory	0	0	0	1,000	Pool Champ P from Inventory
5272	LDS Champ. Patches	280	415	1,290	0	LDS Champ. Patches
527b	LDS Champ Patch from Inventor	0	0	0	400	LSC Champ Patch from Invent
5273	LDS Champ. Medals	4,281	1,596	4,600	0	LDS Champ. Medals
527c	LDS Champ Medal from Invento	0	0	0	1,600	LDS Champ Medal from Invent
5281	Coaches Manual	1,616	1,766	1,500	1,500	Coaches Manual
5282	Snooper Expense	0	0	0	500	Snooper Expense
5471	Top 10 Subscription Costs	6,729	6,613	7,500	6,060	Top 10 Subscription Costs
5472	Complimentary Top 10 Subs.	610	0	675	830	Complimentary Top 10 Subs.
5721	Outside Legal Services	3,270	1,521	2,500	2,500	Outside Legal Services
5790	Past Pres. Conv. Reg. Fee	0	0	0	300	Past Pres. Conv. Reg. Fee
5810	Grant Expenditures	1,620	0	1,000	0	Grant Expenditures
5820	ISHOF Contributions	1,630	1,717	1,700	1,850	ISHOF Contributions
5825	Legacy Fund Match Donation	0	0	0	15,000	Legacy Fund Match Donaiton
5830	USAS/USS Membership Fees	0	100	400	450	USAS/USS Membership Fees
5848	Meet/Top 10 Software Subsidy	268	268	804	804	Meet/Top 10 Software Subsidy
5850	Rule Book Costs	7,831	8,403	10,330	13,325	Rule Book Costs
5851	Registration Costs - All Other	3,918	4,075	5,000	6,200	Registration Costs - All Other
5860	Video Rental Expenses	0	0	0	0	Video Rental Expenses
5950	Depreciation	2,320	2,263	1,800	1,800	Depreciation
5980	Misc./Contingency	459	956	500	2,786	Misc./Contingency
5981	Prior Year Adjustments	938	(1,070)	0	0	Prior Year Adjustments
5982	Ad Hoc Computer Software	9,505	0	0	0	Ad Hoc Computer Software
	Total All Other Expenses	\$46,544	\$30,419	\$42,249	\$61,405	Total All Other Expenses
	Total Operating Expenses	\$592,997	\$560,091	\$653,053	\$688,590	Total Operating Expenses
	Operating Profit/(Loss)	\$32,513	\$45,917	(\$18,763)	\$600	Operating Profit
Non-Operating Items						
4900	Interest & Dividends	24,368	29,781	24,250	37,500	Interest & Dividends
6010	Banking Fees	(117)	(194)	(120)	(100)	Banking Fees
	Net Non-Operating	\$24,251	\$29,587	\$24,130	\$37,400	Net Non-Operating
	Excess of Income over Expen	\$56,764	\$75,504	\$5,367	\$38,000	Excess of Income over Expend.
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UNITED STATES MASTERS SWIMMING, INC.
BALANCE SHEET
DECEMBER 31, 1997

PRELIMINARY

ASSETS

CURRENT ASSETS:

Cash - Checking	\$45,801.51
Cash - Short-term investments	273,261.11
Accounts receivable	0.00
Accrued interest	4,448.12
Inventory	8,059.95
Prepaid expenses	<u>117,227.30</u>

Total current assets 448,797.99

NONCURRENT ASSETS:

Cash - General and insurance reserves	270,000.00
Property and equipment	31,078.62
Less: accumulated depreciation	<u>(26,763.20)</u>

Net property and equipment 4,315.42

Total noncurrent assets 274,315.42

TOTAL ASSETS \$723,113.42

LIABILITIES AND FUND BALANCE

CURRENT LIABILITIES:

Accounts payable	\$18,505.62
Accrued liabilities	1,717.20
Snooper deposits	750.00
Championship deposits	600.00
Advance registration revenue	61,634.29
Other advance revenue	2,588.00
Other current liabilities	<u>0.00</u>

Total current liabilities 85,795.11

FUND BALANCE:

Designated, general reserve	150,000.00
Designated, insurance reserve	120,000.00
Undesignated, balance at December 31, 1997	291,814.56
Undesignated, 1997 net excess/(deficit)	<u>75,503.75</u>

Total fund balance 637,318.31

TOTAL LIABILITIES AND FUND BALANCE \$723,113.42

UNITED STATES MASTERS SWIMMING, INC.
INCOME STATEMENT
YEAR ENDED DECEMBER 31, 1997

PRELIMINARY

	Year Ended 31-Dec-97	Budgeted Full Year 1997	Actual Better/ (Worse) than Budget
OPERATING REVENUES			
Registration fees	\$520,147.47	\$470,080.00	\$50,067.47
Registrar - outside sales, invoices	2,078.96	4,000.00	(1,921.04)
SWIM Magazine income	0.00	7,500.00	(7,500.00)
Rule Book sales	9,042.00	8,500.00	542.00
Marketing - sponsor income	30,537.39	52,000.00	(21,462.61)
Marketing - planner and other inc.	6,199.90	17,000.00	(10,800.10)
Championship meets - Pool	18,263.88	18,900.00	(636.12)
- Long Distance	1,512.00	1,800.00	(288.00)
Top Ten subscriptions	6,774.22	8,550.00	(1,775.78)
National Office publication sales	3,229.21	1,900.00	1,329.21
Awards sales	4,553.12	4,902.00	(348.88)
Miscellaneous	3,677.07	4,970.00	(1,292.93)
Total operating revenues	606,015.22	600,102.00	5,913.22
OPERATING EXPENSES			
Insurance	141,329.75	152,058.00	10,728.25
Officers	6,373.73	6,710.00	336.27
National Office	41,218.10	38,000.00	(3,218.10)
Registrar	40,958.98	39,000.00	(1,958.98)
Controller/Internal Audit	1,516.94	2,050.00	533.06
Legal Counsel and expenses	1,521.37	3,000.00	1,478.63
Standing committees	38,853.32	47,290.00	8,436.68
Zones	2,054.19	2,000.00	(54.19)
Ad Hoc committees	7,448.50	10,304.00	2,855.50
Other expenses:			
SWIM Magazine subscriptions	224,930.50	209,000.00	(15,930.50)
SWIM Magazine - editor	2,922.69	3,600.00	677.31
Rule Books	8,403.25	9,085.00	681.75
Marketing - Medal series	11,650.00	37,740.00	26,090.00
Marketing - Planner and other items	6,517.46	22,350.00	15,832.54
Top Ten subscriptions	6,613.09	7,922.00	1,308.91
Registration	4,075.12	4,500.00	424.88
Meet/Top Ten software subsidy	268.00	1,072.00	804.00
Memberships - MSI/USS/FINA	100.00	400.00	300.00
National Office items	5,170.23	4,380.00	(790.23)
Championship awards	2,539.92	2,740.00	200.08
Internatl. Swimming Hall of Fame	1,717.20	1,550.00	(167.20)
Depreciation	2,263.70	3,000.00	736.30
Miscellaneous	1,846.68	5,720.00	3,873.32
Total operating expenses	560,292.72	613,471.00	53,178.28
Operating excess/(deficit)	45,722.50	(13,369.00)	59,091.50
Interest income	29,781.25	20,000.00	9,781.25
NET EXCESS/(DEFICIT)	\$75,503.75	\$6,631.00	\$68,872.75

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UNITED STATES MASTERS SWIMMING, INC.

PRELIMINARY

-9- 1997 FINANCIAL STATEMENTS

CASH RECEIPTS JOURNAL - SUMMARY

USMS		1997		Actual B/(W)
Account	Description	Actual	Budget	Than Budget
4010	Registration fees - Individuals	\$511,063.47	\$460,000.00	\$51,063.47
4020	Registration fees - Clubs	8,880.00	9,000.00	(120.00)
4030	Registration fees - LMSC's	180.00	1,080.00	(900.00)
4001	Registrar - Other income	156.06	4,000.00	(3,843.94)
4005	Registrar - Invoice income	1,922.90	3,000.00	(1,077.10)
4060	Transfers	24.00	400.00	(376.00)
4070	Rule Book sales	4,142.00	3,500.00	642.00
4071	Rule Book sponsors	4,900.00	5,000.00	(100.00)
4075	SWIM ad commission incom	0.00	7,500.00	(7,500.00)
4076	SWIM sales commissions	0.00	2,874.00	(2,874.00)
4150	Champ. meet surch. - Pool	18,263.88	18,900.00	(636.12)
4151	Champ. meet surch. - LD	1,512.00	1,800.00	(288.00)
4161	Mrktg Comm. - Affinity cards	5,149.30	10,000.00	(4,850.70)
4162	Mrktg Comm. - Telephone car	455.10	1,500.00	(1,044.90)
4163	Mrktg Comm. - Planner ads	0.00	5,000.00	(5,000.00)
4171	Mrktg Comm. - Sponsor inco	30,537.39	52,000.00	(21,462.61)
4172	Mrktg Comm. - Licensing inc	0.00	0.00	0.00
4173	Mrktg Comm. - Alamo royalty	83.50	500.00	(416.50)
4174	Mrktg Comm. - Destinations (512.00	1,000.00	(488.00)
4180	Sports Medicine seminar	0.00	-	0.00
4190	Mrktg Comm. - Mindspring	0.00	-	0.00
4204	USMS Club Handbook	279.00	500.00	(221.00)
4207	Places to Swim	1,410.00	1,000.00	410.00
4208	Cable Swim Guide	17.00	-	17.00
4209	Sports Medicine Handbook	0.00	-	0.00
4210	Top Ten subscriptions	6,774.22	8,550.00	(1,775.78)
4212	Coaches Manual	1,159.00	3,000.00	(1,841.00)
4213	Posters	76.00	350.00	(274.00)
4214	Open Water Meet Guide	149.00	100.00	49.00
4270	Decals, brochures, misc.	1,374.21	400.00	974.21
4220	Miscellaneous publications	0.00	-	0.00
4250	All-American awards	1,644.00	1,600.00	44.00
4260	Patches - Pool Champ.	0.00	1,152.00	(1,152.00)
4265	Patches - LD Champ.	188.16	350.00	(161.84)
4266	Medals - LD Champ.	2,720.96	1,800.00	920.96
4271	Video rental income	0.00	-	0.00
4272	Video sales	0.00	-	0.00
4450	Grants	0.00	1,620.00	(1,620.00)
4451	Reimburs. and refunds	1,677.85	-	1,677.85
4500	Other/miscellaneous	764.22	-	764.22
1031	Champ. deposits - Pool	0.00	-	0.00
1032	Champ. deposits - LD	0.00	-	0.00
1033	Snooper Deposits	750.00	-	750.00
1098	Prior year adjustments	0.00	-	0.00
9997	Fidelity withdrawals	0.00	-	0.00
9998	Dreyfus withdrawals	0.00	-	0.00
9999	Other bank transfers	0.00	-	0.00
Total cash receipts		\$606,765.22	\$607,476.00	(1,460.78)
4900	Checking A/C interest	2,765.07	\$20,000.00	(17,234.93)
4901	CD Interest	8,178.17	-	8,178.17
4904	Money Market interest	18,838.01	-	18,838.01
Total interest		\$29,781.25	\$20,000.00	\$9,781.25
Total		\$636,546.47	\$627,476.00	8,320.47

UNITED STATES MASTERS SWIMMING, INC.
1997 FINANCIAL STATEMENTS
CASH DISBURSEMENTS JOURNAL - SUMMARY

Preliminary

USMS			1997	Actual B/(W)
Account	Description	Actual	Budget	Than Budget
INSURANCE				
5011	Liability	\$113,458.00	\$113,458.00	\$0.00
5012	Accident	24,471.25	23,250.00	(1,221.25)
5013	Directors and officers	1,908.00	3,850.00	1,942.00
5014	Bonding	1,250.00	1,300.00	50.00
5015	Property	242.50	200.00	(42.50)
5017	General reserve	0.00	-	0.00
5018	Liability reserve	0.00	-	0.00
5019	Paid liability expense	0.00	10,000.00	10,000.00
Subtotal insurance		\$141,329.75	\$152,058.00	\$10,728.25
OFFICERS				
5050	President	\$4,399.94	\$3,560.00	(\$839.94)
5060	Vice President	100.00	1,075.00	975.00
5070	Secretary	1,114.67	1,300.00	185.33
5080	Treasurer	580.18	700.00	119.82
5090	Past President	178.94	75.00	(103.94)
Subtotal officers		\$6,373.73	\$6,710.00	\$336.27
NATIONAL OFFICE				
5101	Exec. Sec. - salary and tax	\$27,387.53	\$28,000.00	\$612.47
5102	National Office - expenses	13,830.57	10,000.00	(3,830.57)
5109	National Office transition ex	0.00	-	0.00
Subtotal National Office		\$41,218.10	\$38,000.00	(\$3,218.10)
REGISTRAR				
5152	Registrar - contract	\$35,078.06	\$31,000.00	(\$4,078.06)
5151	Registrar - expenses	2,892.96	2,000.00	(892.96)
5153	Registrar - paid labels	803.31	3,000.00	2,196.69
5154	Registrar - invoice expense	2,184.65	3,000.00	815.35
Subtotal Registrar		\$40,958.98	\$39,000.00	(\$1,958.98)
EX-OFFICIO				
5200	Controller	248.19	250.00	1.81
5201	Controller - Outside service	1,268.75	800.00	(468.75)
5250	Internal Audit	0.00	1,000.00	1,000.00
5720	Legal Counsel	0.00	500.00	500.00
5721	Outside legal services	1,521.37	2,500.00	978.63

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UNITED STATES MASTERS SWIMMING, INC.
1997 FINANCIAL STATEMENTS
CASH DISBURSEMENTS JOURNAL - SUMMARY

USMS		1997		Actual B/(W)
Account	Description	Actual	Budget	Than Budget
STANDING COMMITTEES				
5270	Championship	\$2,505.12	\$2,915.00	\$409.88
5280	Coaches	1,687.19	5,825.00	4,137.81
5290	Convention	15,838.75	15,350.00	(488.75)
5310	Executive	0.00	0.00	0.00
5330	Finance	244.44	150.00	(94.44)
5640	Fitness	485.41	1,100.00	614.59
5340	Insurance	0.00	125.00	125.00
5350	International	474.11	350.00	(124.11)
5370	Legislation	207.95	250.00	42.05
5390	Long Distance	1,325.99	1,025.00	(300.99)
5430	Marketing and Publications	11,836.04	12,650.00	813.96
5410	Planning	1,052.03	2,010.00	957.97
5470	Records and Tabulation	2,446.11	1,850.00	(596.11)
5490	Registration	188.90	445.00	256.10
5510	Rules	105.44	100.00	(5.44)
5620	Rule Book Editorial Board	455.84	520.00	64.16
5530	Sports Medicine	0.00	2,625.00	2,625.00
Subtotal standing committees		\$38,853.32	\$47,290.00	\$8,436.68
ZONES				
5550	Chairperson	\$103.00	\$2,000.00	\$1,897.00
5551	Breadbasket	100.00	-	(100.00)
5552	Colonies	235.63	-	(235.63)
5553	Southwest	100.00	-	(100.00)
5554	Dixie	565.67	-	(565.67)
5555	Great Lakes	316.04	-	(316.04)
5556	Oceana	132.50	-	(132.50)
5557	South Central	0.00	-	0.00
5558	Northwest	501.35	-	(501.35)
Subtotal Zones		\$2,054.19	\$2,000.00	(\$54.19)
AC HOC COMMITTEES				
5610	Computerization	\$0.00	100.00	\$100.00
5630	Officials	482.21	850.00	367.79
5650	Awards and Recognition	3,046.96	3,800.00	753.04
5660	One Event Registration	0.00	-	0.00
5670	Safety	114.66	174.00	59.34
5680	On-line	645.32	1,500.00	854.68
5700	Historian	203.65	180.00	(23.65)
5740	FINA Liason	489.97	1,000.00	510.03
5760	International Liason	1,924.30	1,900.00	(24.30)
5780	USS Liason	541.43	800.00	258.57
Subtotal Ad Hoc		\$7,448.50	\$10,304.00	\$2,855.50

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UNITED STATES MASTERS SWIMMING, INC.
1997 FINANCIAL STATEMENTS
CASH DISBURSEMENTS JOURNAL - SUMMARY

Preliminary

USMS Account	Description	Actual	1997 Budget	Actual B/(W) Than Budget
CHAMPIONSHIP ITEMS				
5271	Pool Chp. patch COGS	\$527.95	\$1,450.00	\$922.05
5272	LD Champ. patch COGS	415.60	1,290.00	874.40
5273	LD Champ. medal COGS	1,596.37	0.00	(1,596.37)
1320	Pool Chp. patch purchases	0.00	-	0.00
1321	LD Champ. patch purch.	0.00	-	0.00
1326	LD Champ. medal purch.	0.00	-	0.00
9020	Nat. Champ deposit - Pool	0.00	-	0.00
9021	Nat. Champ Deposit - LD	0.00	-	0.00
NATIONAL OFFICE ITEMS				
5103	All-American COGS	1,460.62	730.00	(730.62)
1300	AA patch purchases	0.00	-	0.00
1301	AA certificate purchases	0.00	-	0.00
5104	Decals and misc. brochures	1,820.79	2,500.00	679.21
5105	Misc. publications expense	389.82	1,150.00	760.18
1350	Places to Swim	1,499.00	-	(1,499.00)
1520	National Office equipment	0.00	3,000.00	3,000.00
MARKETING ITEMS				
5431	Medal series	11,650.00	37,740.00	26,090.00
5432	Telephone card	1,000.00	1,000.00	0.00
5433	Other marketing projects	3,648.98	3,950.00	301.02
5434	Compuserve	0.00	400.00	400.00
5435	Planner - 1998	0.00	12,000.00	12,000.00
5436	SWIM Magazine mailer	1,868.48	5,000.00	3,131.52
OTHER ITEMS				
5274	Internatl. meet surcharges	0.00	-	0.00
5281	Coaches Manual	1,766.66	3,000.00	1,233.34
5810	Grant expenditures	0.00	1,620.00	1,620.00
5820	ISHOF Contribution	1,717.20	1,550.00	(167.20)
5830	USAS/USS membership fees	100.00	400.00	300.00
5840	SWIM Magazine editor	2,922.69	3,600.00	677.31
5845	SWIM Magazine subscription	224,930.50	209,000.00	(15,930.50)
5848	Meet/Top Ten software subs.	268.00	1,072.00	804.00
5850	Rule Books	8,403.25	9,085.00	681.75
5851	Registration expenses	4,075.12	4,500.00	424.88
5860	Video rental expenses	0.00	0.00	0.00
5950	Depreciation	2,263.70	3,000.00	736.30
5980	Miscellaneous	956.32	1,000.00	43.68
5981	Prior year adjustments	(1,070.53)	-	1,070.53
5471	Top Ten subscriptions	6,613.09	7,312.00	698.91
5472	Comp. Top Ten subscript.	0.00	610.00	610.00
5982	Ad Hoc computer software	0.00	-	0.00
3050	Property and equipment	0.00	5,000.00	5,000.00
5999	Income taxes	0.00	-	0.00
6010	Banking fees	194.23	100.00	(94.23)
9997	Piper Jaffray deposits	0.00	-	0.00
9998	Fidelity deposits	0.00	-	0.00
9999	Bank transfers	0.00	-	0.00
		\$279,017.84	\$321,059.00	\$42,041.16
TOTAL DISBURSEMENTS		\$560,292.72	\$621,471.00	\$61,178.28