

**U.S. Masters Swimming, Inc.
2017 Draft Budget 9/23/2016**

					PRE-CONVENTION	FC & BOD	TOTALS		APPROVED	
INCOME STATEMENT					BUDGET	BUDGET	AFTER FC&BOD	FORECAST	BUDGET	ACTUAL
		Members	Fee		2017	REVISIONS	REVISIONS	2016	2016	2015*
4310	OW Event participant fees net of cap	5,631	\$5		33,785		33,785	34,535	34,535	-
4320	Pool Sanction flat fee @ \$50 each	397	\$50		19,850		19,850	19,850	19,850	-
4325	Pool Participant Fee Nat'l Championships	3,000	\$5		15,000		15,000	14,450	15,000	-
4330	Sanction Fee Rebates				(1,000)		(1,000)	(2,000)	(6,000)	-
	Recognized Event Fee		\$100		8,000		8,000	-		
4450	Merchant Account Fee Income	KUHLMAN			13,075		13,075	11,370	11,363	13,005
	Events Revenue				199,985	-	199,985	167,815	171,923	100,921
ADVERTISING AND SPONSORSHIP										
4075	SWIMMER Magazine Advertising	DEERY			39,750		39,750	39,750	39,250	38,107
4161	Sponsor Royalty Income	DEERY			4,300		4,300	8,350	4,500	4,091
4171	Sponsorship	DEERY			414,000		414,000	370,500	408,000	361,500
	In-Kind product contributions				-		-			
	Advertising and Sponsorship Revenue				458,050	-	458,050	418,600	451,750	403,698
COLLEGE CLUB REVENUE										
	College Club Membership	DEERY			14,583		14,583	-		-
	College Club Revenue				14,583	-	14,583	-	-	-
CONTRIBUTION REVENUE										
4705	Contributions	N/A			-		-	-	-	1,500
4950	In-Kind (legal)						-			
4800	Contributions- Releases from Restrictions				11,000		11,000	11,200	11,000	11,249
	Contribution Revenue				11,000	-	11,000	11,200	11,000	12,749
ADMINISTRATION:										
4500	Other Income				-		-	200	-	200
	Opportunity Reserve Transfer				76,810	(4,000)	72,810			
4500	Investment Spending Transfer	DAVIS			90,600		90,600	-	89,000	-
	Administration Revenue				167,410	(4,000)	163,410	200	89,000	200
	Total Revenue				3,971,304	100	3,971,404	3,425,860	3,648,863	3,098,745
EXPENSE										
MEMBERSHIP SERVICES										
5010	Liability Insurance	KUHLMAN/ESIX			321,890		321,890	348,580	346,585	347,867
5010	Liability Insurance Surcharge	discontinued after 2015			-		-	-	-	(47,000)
5010	Liability Insurance Surcharge Rebate	discontinued after 2015			-		-	-	-	3,050
5012	Accident Insurance	KUHLMAN/ESIX			21,640		21,640	21,340	21,731	20,805
5102	Membership Administration	GRILLI/AL MATYSEK			21,660		21,660	13,570	13,670	10,035

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INCOME STATEMENT				2017	REVISIONS	REVISIONS	2016	2016	2015*	
		Members	Fee							
5103	Registration Expenses	AL MATYSEK		91,043		91,043	88,300	89,790	82,332	
5320	Fitness Committee	JUREY		200		200	200	200	41	
5420	Registration Committee	LETENDRE		-		-	-	-	-	
5430	Rule Book Coordinator	GRILLI		-		-	-	-	-	
5470	Zone Activity costs	STEVENSON		3,000		3,000	3,000	3,000	1,500	
5540	History & Archives Committee	DUNBAR		1,450		1,450	120	1,250	-	
5550	Recognition & Awards Committee	NOVITSKE		960		960	960	960	323	
5560	LMSC Development	BUEHLER		1,610		1,610	110	1,110	117	
5685	Web Operations	J MATYSEK		76,150		76,150	36,750	26,750	22,202	
5701	USMS SWIMMER Magazine Production Costs	HAMEL		349,235		349,235	341,570	354,672	324,297	
5703	STREAMLINES/Web Content	HAMEL		13,000		13,000	14,350	10,000	9,967	
5704	Multi-media Production	HAMEL		10,000		10,000	19,500	19,500	10,715	
5840	ISHOF Contributions	KUHLMAN		21,500		21,500	21,500	21,500	21,414	
5860	Rule Book Costs	GRILLI		9,200		9,200	8,800	8,600	6,524	
5900	Membership Services Payroll	HUGHES/KUHLMAN		1,329,230		1,329,230	1,216,169	1,226,014	1,054,613	
	Membership Expense			2,271,768	-	2,271,768	2,134,818	2,145,332	1,868,803	
EDUCATION SERVICES										
5280	Coaches Committee	JENNINGS		22,300		22,300	16,350	16,350	24,708	
5290	Coaches Certification	BRENNER		160,570		160,570	133,951	123,428	93,012	
5500	Fitness Program	BRENNER		43,770		43,770	-	-	-	
5600	Adult Learn to Swim	BRENNER		117,955		117,955	104,440	116,578	64,039	
5610	Education Conference			-		-	10,000	14,400	-	
5770	Coach/Club Development Admin	BRENNER		88,595		88,595	75,456	86,944	75,337	
	Education Services Expense			433,190	-	433,190	340,197	357,700	257,095	
EVENTS:										
5205	Spring Nationals	HUGHES		12,380		12,380	9,740	14,610	8,650	
5200	Summer Nationals	HUGHES		12,380		12,380	11,310	15,810	10,835	
5121	All American Patches/Cert.	GRILLI		1,000		1,000	2,250	2,250	1,923	
5270	Championship Committee	RODDIN		8,918		8,918	7,448	8,968	4,104	
5285	LC/SC Merchant Account Fees	KUHLMAN		9,269		9,269	9,270	9,269	8,430	
5370	LD Committee	LIVONI		11,077		11,077	10,750	10,750	9,143	
5380	Open Water Committee	BRUCE		10,380		10,380	380	10,380	4,460	
5390	Officials Committee	ALBRIGHT		11,400		11,400	11,400	11,400	10,098	
5410	Records & Tabulation Committee	SEIDLER		1,225		1,225	1,225	1,225	324	
5440	Rules Committee	COCKRELL		1,450		1,450	1,350	1,350	1,169	
5460	Sports Medicine and Science Committee	CARLSON		5,900		5,900	5,800	5,800	1,072	
5240	Coordinator Contractors	HUGHES/MATYSEK		15,800		15,800	15,600	15,600	12,439	

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INCOME STATEMENT				BUDGET	BUDGET	AFTER FC&BOD	FORECAST	BUDGET	ACTUAL	
		Members	Fee	2017	REVISIONS	REVISIONS	2016	2016	2015*	
	Events Expense			101,180	-	101,180	86,523	107,412	72,647	
MARKETING/SPONSORSHIP										
5710	Sponsor costs	DEERY		43,800		43,800	40,450	40,950	22,701	
5720	USA Swimming Collaboration	DEERY		2,400		2,400	16,025	12,250	15,912	
5730	Marketing Services	DEERY		104,200		104,200	110,900	100,340	64,750	
5890	In-Kind Products					-		-		
	Advertising and Sponsorship Expense			150,400	-	150,400	167,375	153,540	103,363	
COLLEGE CLUB SERVICES										
	Summit	DEERY		15,000		15,000			-	
	Events & Marketing	DEERY		10,400		10,400			-	
	Convention	DEERY		3,640		3,640			-	
	College Club Expense			29,040	-	29,040	-	-	-	
ADMINISTRATION:										
5013	Directors & Officers Insurance	KUHLMAN/ESIX		7,216		7,216	7,110	7,498	7,096	
5014	Bonding	KUHLMAN/ESIX		9,923		9,923	6,520	6,872	6,465	
5015	Flood Insurance	KUHLMAN/ESIX		-		-	(990)	170	2,045	
5016	Media Professional Liability Insurance	KUHLMAN/ESIX		3,723		3,723	3,615	3,500	3,139	
5050	President	P. MILLER		14,500		14,500	11,200	12,500	12,700	
5061	VP - Programs	McGIFFIN		-		-	-	-	-	
5062	VP - Community Services	THOMPSON		-		-	-	-	-	
5063	VP - Administration	TSUZUKI		-		-	-	-	-	
5064	VP - Local Operations	STEVENSON		26,100		26,100	100	100	26,087	
5070	Secretary	COLBURN		-		-	-	-	-	
5080	Treasurer	DAVIS		850		850	850	1,600	-	
5090	Past President	DAY		-		-	2,200	2,200	-	
5095	Legal Counsel	ELIAS-WILLIAMS		1,250		1,250	1,250	1,250	670	
5099	Board/Executive Committee	P. MILLER		58,900		58,900	92,684	61,100	68,010	
5130	USMS Headquarters Admin.	KUHLMAN		184,636		184,636	187,610	201,552	126,946	
5135	USMS Headquarters Payroll	HUGHES/KUHLMAN		463,842		463,842	417,290	418,640	353,636	
5300	Convention	GRILLI		105,460		105,460	99,860	99,860	94,432	
5310	Finance Committee	ENSIGN		150		150	150	150	-	
5315	Investment Committee	DODSON		1,000		1,000	1,000	1,000	-	
5330	Audit Committee	DILWORTH		5,600		5,600	5,600	5,550	4,315	
5340	Compensation & Benefits	COATES		-		-	-	-	-	
5630	FINA Representative	GOLDSTEIN		-		-	-	-	-	
5640	International Delegate / UANA	MILLER/GOLDSTEIN		7,500		7,500	5,000	5,000	5,000	

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INCOME STATEMENT			Members	Fee	BUDGET	BUDGET	AFTER FC&BOD	FORECAST	BUDGET	ACTUAL
					2017	REVISIONS	REVISIONS	2016	2016	2015*
5660	USA Swimming Liaison	TSUZUKI			2,300		2,300	2,300	2,300	1,588
5670	ISHOF Liaison	REID			1,900		1,900	1,900	1,900	824
5830	Outside Legal Expense	HUGHES/ELIAS-WILLIAMS			15,000		15,000	7,500	15,000	11,352
5847	SSL Fund Operating Costs	BRENNER			22,150		22,150	22,150	32,650	34,838
5848	April ALTS Month	HUGHES			12,500		12,500	-	-	-
5870	Depreciation	KUHLMAN			15,000		15,000	18,000	15,000	27,987
6010	Banking Fees	KUHLMAN			4,500		4,500	4,500	3,600	4,221
5873	Audit/Accounting Fees	KUHLMAN			21,500		21,500	20,600	21,500	20,390
	<i>Administration Expense</i>				985,499	-	985,499	917,999	920,492	811,743
	Total Expense				3,971,077	-	3,971,077	3,646,913	3,684,476	3,113,651
	NET ORDINARY INCOME				227	100	327	(221,053)	(35,613)	(14,906)
OTHER INCOME / EXPENSE:										
OTHER INCOME:										
4900	Interest & Dividends	DODSON			120,000		120,000	125,000	120,000	(18,560)
4940	Gain (loss)-Disposal of Fixed Assets	N/A			-		-	-	-	(27,525)
4945	Gain (loss)-Leasehold Improvements	N/A					-	-	(25,300)	-
	<i>Other Income</i>				120,000	-	120,000	125,000	94,700	(46,085)
OTHER EXPENSES & TRANSFERS:										
	Transfer from Opportunity Reserve				76,810	(4,000)	72,810	-	-	
6300	Transfer from Investment Account				90,600		90,600	-	89,000	-
6100	Amortization-Registration system				24,558		24,558	24,558	24,558	24,558
6011	Investment Advisory Fees	DODSON			11,600		11,600	11,200	6,600	7,990
	<i>Other Expenses & Transfers</i>				203,568	(4,000)	199,568	35,758	120,158	32,548
	Total Net Other Income				(83,568)	4,000	(79,568)	89,242	(25,458)	(78,634)
	NET INCOME				(83,341)	4,100	(79,241)	(131,811)	(61,071)	(93,540)

*2015 Final Actual was for operating funds only. Activity for Swimming Saves Lives Foundation and Legacy Fund were not included.