

U.S. Masters Swimming, Inc.		
2016 Approved Budget		
		HOD
INCOME STATEMENT		APPROVED 2016
		BUDGET
<u>REVENUE</u>		
<u>MEMBERSHIP SERVICES:</u>		
4010	Fees - Individuals @ \$39	2,455,891
4011	Fees - @ \$25 partial year	26,198
4012	Fees - @ \$15-year plus	35,436
4013	Vanity ID	10,000
4050	Transfers	-
4070	Rule Book Sales	1,500
4074	Magazine Subscriptions	3,540
4215	Promotional Sales	3,700
	<i>Membership Services Revenue</i>	2,536,265
<u>EDUCATION SERVICES</u>		
4020	Fees - Clubs @ \$25	25,000
4025	Fees - Work out groups @ \$25	11,250
4030	Coach Certifications	124,425
4035	Fees - Coach/Instructor Recognition	31,500
4036	Fees - ALTS Instruction	187,500
4037	Fees - Club collections	9,250
	National Coaches Conference	-
	<i>Education Services Revenue</i>	388,925
<u>EVENTS:</u>		
4060	Fees - One-Event @ \$15.00	31,500
4150	Championship Meet Surcharges	44,200
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.	1,050
4251	LD All American	325
4252	Relay All American Awards	800
	OW Education Conference	4,500
4300	OW Sanction flat fee @ \$100 each	5,400
4300	OW Event participant fees net of cap	34,535
4320	Pool Sanction flat fee @ \$50 each	19,850
4320	Pool \$5 fee national championships	15,000
4330	Sanction Fee Rebates	(6,000)
	Insurance Surcharge	-
	Insurance Surcharge Rebates	-
4450	Merchant Account Fee Income	11,363
	<i>Events Revenue</i>	171,923
<u>ADVERTISING AND SPONSORSHIP</u>		
4075	SWIMMER Magazine Advertising	39,250
4161	Sponsor Royalty Income	4,500
4171	Sponsorship	408,000
	In-Kind product contributions	-

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	<i>Advertising and Sponsorship Revenue</i>	451,750
CONTRIBUTION REVENUE		
4705	Contributions	
	In-Kind (legal)	
4800	Contributions- Releases from Restrictions	11,000
	<i>Contribution Revenue</i>	11,000
ADMINISTRATION:		
	Other Income	
4500	Investment Spending Transfer	89,000
	<i>Administration Revenue</i>	89,000
	Total Revenue	3,648,863
EXPENSE		
MEMBERSHIP SERVICES		
5010	Liability Insurance	346,585
5010	Liability Insurance Surcharge	-
5010	Liability Insurance Surcharge Rebate	-
5012	Accident Insurance	21,731
5102	Membership Administration	13,670
5103	Registration Expenses	89,790
5320	Fitness Committee	200
5420	Registration Committee	-
5430	Rule Book Coordinator	-
5470	Zone Activity costs	3,000
5540	History & Archives Committee	1,250
5550	Recognition & Awards Committee	960
5560	LMSC Development	1,110
5685	Web Operations	26,750
5701	USMS SWIMMER Magazine Production Co	354,672
5703	STREAMLINES/Web Content	10,000
5704	Multi-media Production	19,500
5840	ISHOF Contributions	21,500
5860	Rule Book Costs	8,600
5900	Membership Services Payroll	1,226,014
	<i>Membership Expense</i>	2,145,332
EDUCATION SERVICES		
5280	Coaches Committee	16,350
5290	Coaches Certification	123,428
5600	Adult Learn to Swim	116,578
5610	Education Conference	14,400
5770	Coach/Club Development Admin	86,944
	<i>Education Services Expense</i>	357,700
EVENTS:		
5205	Spring Nationals	14,610

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5200	Summer Nationals	15,810
5121	All American Patches/Cert.	2,250
5270	Championship Committee	8,968
5285	LC/SC Merchant Account Fees	9,269
5370	LD Committee	10,750
5380	Open Water Committee	10,380
5390	Officials Committee	11,400
5410	Records & Tabulation Committee	1,225
5440	Rules Committee	1,350
5460	Sports Medicine and Science Committee	5,800
5240	Coordinator Contractors	15,600
	<i>Events Expense</i>	107,412
MARKETING/SPONSORSHIP		
5710	Sponsor costs	40,950
5720	USA Swimming Collaboration	12,250
5730	Marketing Services	100,340
5890	In-Kind Products	-
	<i>Advertising and Sponsorship Expense</i>	153,540
ADMINISTRATION:		
5013	Directors & Officers Insurance	7,498
5014	Bonding	6,872
5015	Flood Insurance	170
5016	Media Professional Liability Insurance	3,500
5050	President	12,500
5061	VP - Programs	-
5062	VP - Community Services	-
5063	VP - Administration	-
5064	VP - Local Operations	100
5070	Secretary	-
5080	Treasurer	1,600
5090	Past President	2,200
5095	Legal Counsel	1,250
5099	Board/Executive Committee	61,100
5130	USMS Headquarters Admin.	201,552
5135	USMS Headquarters Payroll	418,640
5300	Convention	99,860
5310	Finance Committee	150
5315	Investment Committee	1,000
5330	Audit Committee	5,550
5340	Compensation & Benefits	-
5630	FINA Representative	-
5640	International Delegate / UANA	5,000
5660	USA Swimming Liaison	2,300
5670	ISHOF Liaison	1,900
5830	Outside Legal Expense	15,000
5847	SSL Fund Operating Costs	32,650

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5870	Depreciation	15,000
6010	Banking Fees	3,600
5873	Audit/Accounting Fees	21,500
	Administration Expense	920,492
	Total Expense	3,684,476
	NET ORDINARY INCOME	(35,613)
OTHER INCOME / EXPENSE:		
OTHER INCOME:		
4900	Interest & Dividends	120,000
4940	Gain (loss)-Disposal of Fixed Assets	-
4945	Gain (loss)-Leasehold Improvements	(25,300)
	Other Income	94,700
OTHER EXPENSES & TRANSFERS:		
	Transfer from Investment Account	89,000
	Amortization-Registration system	24,558
6011	Investment Advisory Fees	6,600
	Other Expenses & Transfers	120,158
	Total Net Other Income	(25,458)
	NET INCOME	(61,071)