

**United States Masters Swimming, Inc.**  
**Profit & Loss Budget vs. Actual**  
 January through December 2008

	<u>2008 Budget</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4000 · Registration</b>	
4010 · Fees - Individuals	\$ 1,090,000
4020 · Fees - Clubs	15,750
4050 · Transfers	555
4060 · One-Time Registrations	12,800
<b>Total 4000 · Registration</b>	<u>1,119,105</u>
4070 · Rule Books Sold	2,500
4071 · Rule Book Sponsor Income	1,300
4074 · Magazine Subscriptions	3,560
4075 · Publication Advertising	74,084
4150 · Championship Meet Surcharges	18,200
4151 · LD Championship Surcharge	3,500
4155 · Champ Patches	600
4157 · LD Champ Medals	3,700
4159 · Nat'l Meet Data Entry	400
4161 · MKTG - Affinity Cards	12,000
4171 · MKTG - Sponsorship Income	134,750
<b>4200 · Publications Sales:</b>	
4204 · Club Handbook	24
4210 · Top 10 Subscriptions	1,400
4214 · Open Water Manual	21
4215 · Decals	700
4216 · Post-it Notes	100
<b>Total 4200 · Publications Sales</b>	<u>2,245</u>
4250 · All Am Patches & Certificates	750
4251 · LD All American	375
4252 · Relay All-Am Awards	1,100
4430 · Snooper rent	600
4450 · Merchant Account Fee Income	7,400
<b>Total Income</b>	<u>1,386,169</u>

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<b>Expense</b>	
5009 · Insurance	
5010 · Liability Insurance	120,750
5012 · Accident Insurance	22,800
5013 · Directors & Officers Insurance	3,890
5014 · Bonding	9,600
5015 · Property Insurance	685
<b>Total 5009 · Insurance</b>	<u>157,725</u>
5050 · President	15,500
5064 · VP - Local Operations	50
5070 · Secretary	250
5080 · Treasurer	250
5090 · Past President	560
5095 · Legal Counsel	100
5099 · Exec Committee	20,700
5100 · National Office	
5102 · Administrative	30,749
5103 · Registration expense	70,100
<b>Total 5100 · National Office</b>	<u>100,849</u>
5110 · Payroll, Taxes & Benefits	459,564
5120 · National Office Pubs:	
5121 · All-Am Patches & Certificates	963
5123 · Decals, Brochures, etc	450
5125 · Publications	260
<b>Total 5120 · National Office Pubs</b>	<u>1,673</u>
5130 · Executive Director	22,500
5270 · Championship Comm	2,000
5280 · Coaches Committee	15,550
5285 · Merchant Account Fees	4,600
5290 · Communications Committee	250
5300 · Convention Coordinator	52,500
5310 · Finance Committee	400
5320 · Fitness Committee	240
5330 · Insurance Coordinator	25
5350 · International Committee	1,810
5370 · Long Distance Committee	2,125
5380 · Marketing/Publications Comm	90
5390 · Officials Committee	2,075
5410 · Records & Tabulation Committee	1,450
5430 · Rule Book Coordinator	10
5435 · Plublications Mgt. Committee	200
5440 · Rules Committee	950
5460 · Sports Medicine Committee	1,200
5470 · Zone Activity Costs	4,000
5540 · History & Archives	1,200
5550 · Recognition & Awards	640
5610 · Controller	1,920
5630 · FINA Representative	200
5640 · International Delegate / ASUA	2,000
5660 · USA Swimming Liaison	1,200

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5670 · Corporate Partnership Liaison	15,500
5675 · USOC Liaison	1,200
5680 · SWIMMER Magazine editor	1,350
5685 · Web Operations	42,015
5701 · USMS Swimmer Magazine Costs	336,961
5702 · Public. Advertising Commission	18,521
5710 · Sponsor Costs	24,978
5730 · Mkt - Other projects	20,995
5750 · Mkt - Planner	4,650
5770 · Program/Club Development	25,000
5801 · Pool Championship Patches	500
5802 · LDS Champ. Patches	564
5803 · LDS Champ. Medals	2,671
5810 · Snooper expenses	600
5820 · Top 10 Subscriptions	1,695
5825 · National Coaches Conference	11,800
5840 · ISHOF Contributions	11,000
5860 · Rule Book Costs	9,000
5870 · Depreciation	4,100
5875 · Audit/Accounting Fees	9,100
5880 · Misc/Contingency	21,113
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Total Expense	1,439,669
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Net Ordinary Income (Loss)	(53,500)
Other Income/Expense	
4900 · Interest & Dividend Income	55,000
6050 · UBI Tax Expense	1,500
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Net Other Income	53,500
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<b>NET INCOME</b>	<b>\$ -</b>
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<b>CAPITAL EXPENDITURES:</b>	
Championship Patches	\$ 1,750
Long Distance Awards	5,985
National Office Inventory	1,950
Webmaster computer	2,500
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	<b>\$ 12,185</b>
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