



**Pacific Masters Swimming**  
**2017 Annual Celebration and Meeting**  
**November 12, 2017**

- 8:30-9:30 Swim Practice, Acalanes High School Aquatic Center coached by Stu and Mary Kahn  
10:30-11:30 technical swim presentation by Suzie Dods  
11:45-2:30 Lunch with keynote speaker Natalie Coughlin followed by business meeting

**Annual Meeting Agenda (See attached brochure)**

1. Year in review
2. Approval of October 18 minutes – Lianne Crittenden
3. Recognition of 2017 officers, committee chairs and key volunteers – John King
4. Treasurer's report approval of October 2017 report and approval of 2018 budget – Teddy Palmer
5. \*\* get correct budget from Chris, the packet is incorrect\*\*
6. Recognition of USMS award winners for Pacific Members:
  - Captain Ransom Arthur—Michael Moore
  - IMSHOF Inductee: Ann Hirsch
7. Pacific Masters Awards
  - Personal Achievement
    - Patricia Zuppan-Hood, Sandy MacDonald
  - Peggy Lucchesi
    - Marcia Benjamin, MEMO
  - Appreciation
    - Charlene O'Brien, WCM
    - Teddy Palmer, MAM
    - Chris Campbell, MVM
    - Steve Cutting
    - Sierra Nevada Masters
  - Contributor of the Year
    - John Morales, SRM
8. Candidate introductions and opportunity for floor nominations (no floor nominations)—Michael Moore
  - John King - Chair/President
  - John Morales – VP for Pool Meets
  - Phyllis Quinn – VP for Open Water
  - Bob Anderson – VP for Communications & Technology
  - Stu and Mary Kahn – VP for Clubs and Coaches
  - Lianne Crittenden – Secretary
  - Laura Holmes Shope Treasurer

9. Officer elections –the slate above is elected

10. Club news/member comments

MEMO Kick for Time starts in December

TAM has postal mile 50% of donations go to lung cancer

Call for Pacific Masters to volunteer to help, contact John King [chair@pacificmasters.org](mailto:chair@pacificmasters.org)

Albany will have February 17 sprint pentathlon

Thanks to Bill Brenner and Mel Goldstein from USMS National office for joining us!



PACIFIC  
MASTERS SWIMMING

ANNUAL REPORT  
2017

## **Chairman, John King**

Pacific Masters Swimming continues in its evolution of programs and organizational structure to meet the growing member base and program needs of our swimming community. We serve the Northern California and Northwestern Nevada region. Our financial health remains strong allowing us to grow and evolve our programs and services.



The year 2017 marks the second year with our new organizational structure providing leadership for each of our different aspects of operations: John Morales, VP of Pool Meets, who is also serving as Vice Chair of Pacific Masters Swimming; Phyllis Quinn, VP of Open Water Events; Laura Schuster, VP of Coach and Club Services; and Bob Anderson, VP of Communication and Technology. These officers, along with Lianne Crittenden, Secretary; Teddy Palmer, Treasurer; Peter Guadagni as past Chair, and myself make up the Executive Committee. We continue to explore new ways for the Swimming Committee to regularly meet including utilizing new conference technology at our 'in person' Committee meetings. We've adopted a new location in Walnut Creek which is BART friendly as well as new equipment providing a better experience for those who participate remotely via conference call.

The Update publication continues to be a great platform to communicate upcoming events to our Member base. Our volunteer writers continue to publish relevant information to the Member base. Pacific Masters was host to the highest USMS award for service, the Captain Ransom J. Arthur M.D. award. The award is given annually to the USMS volunteer who has done the most to further the objectives of Masters Swimming, generally over an extended period of time. We congratulate Michael Moore on winning this year's award. Additionally, Michael is stepping down as Oceana chair, our thanks for his service, and Sally Guthrie was elected to be our new Oceana chair for USMS. Additionally, at convention in Dallas we honored three swimmers who were inducted into the International Masters Swimming Hall of Fame and had spent a significant part of their swimming career with Pacific Masters. Our open water program, under the direction of Phyllis Quinn has seen a marked increase in open water participation.

The officials training program deployed last year continues to be offered and refined as an avenue for our members to volunteer through officiating. Under the direction of our Officials Chair and the VP of Pool Meets we will offer this service to any interested Member.

Lastly, I wanted to thank the Committee members, the many volunteers who have given their time to support the organization, and congratulate the Pacific Masters Swimmers on their fitness, pool meet, and open water accomplishments.

## **Past Chair, Peter Guadagni**

As Past Chair I have no specific responsibilities beyond being a voting member of the Executive Committee which also functions as the Pacific Masters Board of Directors. As a member of the leadership team I try to provide an historic perspective to group's deliberations. This past year I have taken on the role of Pool Meet Sanctions Coordinator. Pool meet sanctions were managed for many years by Barry Fasbender; I have done my best to follow in the footsteps of a legendary Pacific Masters volunteer. While not related to my role as Past Chair, I was honored to be elected USMS Vice President of Administration at the organization's annual meeting in September. In this position I am a member of the USMS Executive Committee and Board of Directors and oversee the Championship, Legislation, Registration, and Rules committees.



**Treasurer, Teddy Palmer**

Pacific Masters Swimming Committee LMSC, is a Non-Profit Organization 501(c)3 which operates on a cash basis, calendar fiscal year-end and uses QuickBooks Online for record keeping and financial reporting.



My responsibilities in previous years have been to reconcile bank statements, record and reconcile online revenue, record various expenses as needed, review funds, keeping track of the organization expenditure against the budget, present monthly financials to the board meeting, setting up a budget, and necessary 1099, IRS and State tax filling forms. In 2017 I did not reconcile the bank statement every month. Most months, that was done by expert, Chris Ottati, the Administrator.

A large deficit has again been budgeted for Pacific Masters. The deficit is the result of providing surplus funds in the budgets for many of our organization's programs. In a typical year, few if any of the programs are able to spend the money that has been allocated. Pacific Masters continues to have large reserves and by policy we want to encourage committees to use the reserves to plan and conduct quality programs.

During 2017 I attended the USMS convention for the fourth year.

The 2017 Financial Reports through October 31, 2017 and the Proposed 2018 Budget detail and summary are included at the end of this report.



**Secretary, Leianne Crittenden**

As Secretary I attend the meetings and take minutes. The draft minutes are circulated after each meeting to the Board for their comments.

Before the next LMSC Meeting, the revised, marked minutes are circulated so they can be approved at that meeting. Once approved, a final copy is sent to the webmaster for posting on the Pacific Masters website.

I am also active in USMS, and am the USMS Board Member for the Oceana Zone, Chair of the Governance Committee, which reports to the USMS Board, a member of the USMS Elections Committee, and am also a member of the Convention Task Force.

**Office Administrator, Chris Ottati**

2017 saw some changes at the Pacific Masters Office. I started out the year as the new Pacific Masters Bookkeeper. In the summer, Charlene O'Brien decided to return to teaching full time and I stepped into the Administrator role. I can't thank Charlene enough for all her hard work and efforts in making the transition as smooth as possible. I have been busily learning and enjoying the ins and outs of the job.



Our updated website continues to go strong and members may email me or many of our Pacific Masters officers from that site. Our website and the USMS website are both full of helpful information. The new address and phone number for the Pacific Masters office can be found on the website as well.

This year, Pacific Masters has been awarding age group high point awards at all 3 of our Championship meets, with awards also going to the top 3 teams in each division (small, medium, and large) at these Championship meets.

Individual 2018 USMS registration opened on November 1, 2017. We provide registration cards to those who ask but are encouraging our members to "Go green in 2018" and either save the card as a .pdf or print at home when registering. We still have over 3,000 cards printed and mailed annually at the request of our membership.

Pacific Master Records continue to be broken and the database is updated as often as there are events as well as Top Ten lists given by season to the USMS Records Administrator.

Our office mails videos, reimbursements to coaches for PacMaster clinics, and sends other paper forms when requested by members. We also coordinate the Convention and Annual Meeting registrations involving hundreds of our members.

I have truly enjoyed helping the Pacific Masters swimmers, coaches, and our hardworking volunteers. Never hesitate to give the office a call if you have a question. It is a privilege to serve you.

**Schedule, Steve Cutting**

Pacific Masters Swimming is fortunate to offer a large variety of pool events, open water swims, and clinics to members each year. It is the Scheduler's job to insure that these events do not conflict with each other and to allow the greatest opportunity of participation possible. The events that are shaping up for the coming year are listed below. Dates of traditional events that are not yet confirmed are marked as "tentative" so stay tuned to the schedule page at the Pacific Masters website for updates.



2018 Pacific Masters Swimming Schedule

- 1/1-2/28     **John Steiner Memorial Mile, TAM 1650 Postal**
- 1/20         **SRM Resolution Meet, Santa Rosa CA**
- 1/21         ~~TOC 1500 SCM Swim Meet, San Francisco CA~~ **CANCELLED**
- 2/3          *USFM Valentines Affair, San Francisco CA (tentative)*
- 2/17         *ALB Splash and Dash Sprint Pentathlon, Richmond CA (tentative)*

|                   |  |
|-------------------|--|
| <b>2/25</b>       | <b>PacMasters City Mile, San Francisco CA</b>  |
| <b>3/10</b>       | <b>Rinconada Masters Spring Short Course Meet, Palo Alto, CA</b>                           |
| 3/25              | <i>CALM Spring Short Course Yards Meet, Berkeley CA (tentative)</i>                        |
| 4/6-4/8           | <i>Pacific Masters SCY Championships, Moraga CA (tentative)</i>                            |
| <b>5/10-5/13</b>  | <b>USMS SCY Nationals, Indianapolis IN</b>   |
| 5/12              | <i>CMAM Keelhauler LCM Time Trial, Vallejo CA (tentative)</i>                              |
| 5/19              | <i>Redwood Coast Spring Lake Swims, Santa Rosa CA (tentative)</i>                          |
| 5/20              | <i>Bay Area Senior Games, Palo Alto CA (tentative)</i>                                     |
| 6/2               | <i>DAM Berryessa Swims, Steele Canyon (tentative)</i>                                      |
| 6/9-6/10          | <i>TVM Del Valle Open Water Festival, Livermore CA (tentative)</i>                         |
| <b>7/13-7/15</b>  | <b>Pacific Masters LCM Championships, San Mateo CA</b>                                     |
| 7/29-7/30         | <i>Santa Cruz Open Water Weekend, Santa Cruz CA (tentative)</i>                            |
| <b>7/28-8/3</b>   | <b>PanAm Masters Championship, Orlando FL</b>  |
| 8/11              | <i>DAM End-of-Summer Splash, Woodland CA (tentative)</i>                                   |
| 8/11              | <i>SNM Donner Lake Swim, Truckee CA</i>  |
| 9/9?              | <i>RAC Whiskeytown Lake Swims, Redding CA (tentative)</i>                                  |
| 9/22?             | <i>Richmond Plunge Keller Cove for Kids Sake, Pt. Richmond CA (tentative)</i>              |
| 9/23              | <i>MVM 15th Annual Alan Liu Memorial SCM Meet, Mt. View CA (tentative)</i>                 |
| <b>9/26-9/30</b>  | <b>USMS Convention, Jacksonville FL</b>  |
| 10/7              | <i>SAC Masters 46th Annual Sprint Short Course Meters Pentathlon, Davis CA (tentative)</i> |
| 10/12-10/14       | <i>Pacific Masters SCM Championships, Walnut Creek CA (tentative)</i>                      |
| 11/4 or 11/11     | <i>Pacific Masters Annual Meeting, TBD (tentative)</i>                                     |
| <b>11/1-11/30</b> | <b>DAM Brute Squad Postal</b>  |
| <b>12/1-12/31</b> | <b>MEMO Kick Postal</b>  |

### Hospitality, Marcia Benjamin

At each in-person meeting of Pacific Masters, members travel from all over Northern California and contribute their ideas towards making this organization so successful. The least we can do is to feed them dinner!

Hospitality coordinates volunteers who pick up food from local restaurants and bring it to our meeting. All members are reimbursed for their expenses. The only task is ordering what you like to eat for dinner -- we take care of anything else. Hospitality provides an assortment of beverages at our bi-monthly meetings, along with plates, silverware and serving utensils.



### VP Pool Meets, John Morales

The Pacific Masters Pool Committee was formed to better address issues concerning pool meets. The goal of the Pool Committee is to concentrate on the three Championship Meets held each year and the numerous other meet events hosted by local teams. Meet sanctioning (Peter Guadagni), Officiating (Mike Abegg), Scheduling (Steve Cutting), and Meet Equipment (Rob Heath) all fall under the auspices of



this committee. By addressing the different concerns associated with pool meets, the committee is able to make recommendations to the Executive Board for approval.

In 2017, Pacific Masters provided 13 pool meet opportunities for its members. Spare Time Aquatic Sharks Masters held 2 new events. Pacific Masters continues to provide more competition opportunities than any LMSC in United States Masters Swimming.

Reviews for Pacific Masters Swimming Age Group Standings ([pacificmasters.org/points/standings-2017](http://pacificmasters.org/points/standings-2017)) have been very positive. This link gives swimmers a chance to see how they rank against others in their age group, hopefully inspiring them to participate in all of Pacific Masters events.



#### **Officials, Michael Abegg**

2017 has been a year of transition for the Officials Coordinator position. Having replaced long-time coordinator John King in early 2016, this was my first full year in the role and a lot of work was done making connections with the various regular Masters' officials to take stock of our officiating capacity. In addition, 2017 marked the roll-out of the National Officials Certification Program for stroke and turn judges and starters. Previously, USMS and Pacific Masters had relied on other organizations to certify officials – primarily USA Swimming but also YMCA and to a lesser degree the NCAA and state high school associations. As of this week, Pacific Masters now has 10 officials who have completed at least one USMS certification, and while many of those were previously certified by USA Swimming, in recent months we've added 5 officials with no USA Swimming credentials.

In the coming year, we will roll out the last element of the National Certification, the referee component. As a member of the USMS Officials Committee I've been active in the discussion around how to ensure we achieve the dual goals of well-trained, experienced folks operating in the referee role, but also make it accessible to those that haven't come through the USA Swimming program and are purely interested in working on our Masters' decks.

I also cannot the year close without acknowledging the passing of one of Pacific Masters' greatest friends and a 2014 recipient of the Service Award of Appreciation. George Cleveland found a passion in his later years for swimming and for Masters swimming in particular. He would drive almost any distance, at almost the drop of a hat, to make sure our deck was staffed properly. And any official who ever worked with him knew him as a mentor beyond compare – able to improve the performance of the entire officials' team with a few well-chosen coaching moments. George worked his last Masters' meet in Albany just weeks before his passing in March at the age of 90. He will be greatly missed.

#### **VP Open Water, Phyllis Quinn**

It takes a lot of work to put on these events. The race director must submit a detailed safety plan, a course map and plan to run the event according to the USMS rules. Each event is evaluated for safety and the swimmer's experience to constantly improve each year. When an event has a Pacific Masters Sanction, the swimmer can be assured that every attempt will be made to run a safe swim.

There are many volunteers who make the event successful. These include the people running the check in, the safety personnel, the hospitality folks, the course set up and clean up people, the race





announcer, the safety director, the referee, and of course the race director. **All these people deserve a great big thank you from all of the Pacific Masters Open water swimmers!**

Here is the number of swimmers at each of our Open Water venues for 2017:

|             |     |             |     |
|-------------|-----|-------------|-----|
| Spring Lake | 176 | Donner      | 409 |
| Berryessa   | 501 | Whiskeytown | 155 |
| Del Valle   | 554 | Keller Cove | 279 |
| Santa Cruz  | 315 |             |     |

Looking back on 2017; the numbers of participants in each race were about the same as 2016, except for the Keller Cove swim, which saw the biggest increase for any of the Open Water Swims. It is great that this swim continues to grow and benefits the youth swim team in the city of Richmond CA.

Throughout the Open Water season, swimmers compete for points individually and for their team to determine overall winners of the series. Congratulations to all the Open water swimmers who participated in these events. Thank you to **Bob Upshaw** for tracking all the swims and calculating the open water points for the teams and individual swimmers.

As in 2017, the swimmer's age for the entire 2018 Open Water season will be their age as of December 31, 2018. There will also be better defined roles for race officials to will ensure the swimmer's safety and a fair competition for all participants. On line training will be provided for these volunteers.

We are very fortunate to have experienced and passionate people to run the Open Water events within Pacific Masters. It is a pleasure to work with each of the seven race directors/committees who put on the 15 different events during the 2017 season.

If you interested in helping with the Open Water committee, please contact **Phyllis Quinn** at [operations@pacificmasters.org](mailto:operations@pacificmasters.org)

### **Equipment, Rob Heath**

#### Pool Timing equipment

Pacific Masters owns 2 hard cases for pool events. These cases hold over 40 hand-held stop watches, deck signage for warm up lanes, walkie-talkies and safety vests. The cases are kept at the Equipment chair's home during the off season and between events, when not shipped directly from meet to meet. When they are shipped, we have a FedEx account which we offer to the meet directors to cover the return shipping costs. With the new USMS regulations on hand timing, stating that Top Ten and record times will not be official using hand watches, we are no longer certain that these watches will be used moving forward. Because there is safety and communications equipment in the boxes as well as the stop watches, we will probably still need to get that to the meet directors. My plan is to re-design the boxes (or Box, if we don't use the watches anymore) to make them easier to handle and ship.



### Open Water Equipment

An important asset of Pacific Masters is its Open Water Equipment Trailer. The trailer contains turn and location buoys, finish arch, safety paddle boards, bottom anchors for the buoys and air pumps, and is tastefully adorned externally with full size photos of various open water events and participants. The Pacific Masters name is prominently marked on the trailer as well. The trailer is stored in Oakland when it's not being used, during and after the season.

Some of our Open water meet directors have identified many problems with the trailer over the past year, and it has been proposed that we purchase a new one this coming off-season. We are in the process of re-designing the inside layout of the trailer and obtaining quotes for the work. Ideally, we will be able to obtain photos of some PacMasters Open water events to create the external images on the trailer. Hopefully, the new trailer will be completed and available for use before the next open-water season begins.

### **VP Communications & Technology, Robert Anderson**

Quite a few Pacific Masters swimmers have contributed to our Communications and Technology during the past year.



Our award winning Update team of Jeremy Cohen, Peg Flynn and Linda Schoenberger has been joined by Carol Nip and Linda Hepworth. Every two weeks they meticulously work to ensure that you are kept up to date with forthcoming activities, as well as news and information they hope you will find of interest. Many of the articles (or ideas for articles) are contributed by our community. If you have an article idea, you will find a link to send it to us on our website homepage. Chris Ottati, our new Administrator, works with the team to ensure all the happenings are brought to your attention.

Lessly Field, Lindsay Gaudinier, Peg Flynn and Peter Guadagni have written articles for our website this year. Lessly put considerable effort into her articles about Terrence Keller and Michael Moore. Thank you, Lessly.

Speaking of Michael, when I became a Masters swimmer in 2008, Michael was Chair of Pacific Masters. Every two months I read his musings in the Pacific Masters Swimming Newsletter, which accompanied the USMS magazine. To me, Michael was, and always will be, the face of Masters swimming. Congratulations on receiving the Ransom Arthur Award.

Thank you Rich Burns for contributing your photographs. Rich takes many more photographs than we make available to our community. In 2018 I hope to share more.

We live on the shoulders of Bob Upshaw and benefit from his keen interest in Masters swimming and technological cleverness. He expanded his contributions from open water technology to build our Age Group Standings webpage. I have spoken to more than one swimmer who has participated in additional events to earn points. I continue to hope that this page may provide a smidge of incentive to participate, whatever level swimmer you are.

Caroline Lambert relocated to Canada and yet remains our Webmaster. Thank you Caroline. I invite anyone interested in writing articles for our website to reach out to me.

### Website, Caroline Lambert

This year, all was quiet on the website front. Behind-the-scenes work was done on improving backups, creating a live failover site, and keeping up-to-date with system patches. The most popular enhancement was the addition of the current Age Group Standings page, a technically challenging project jointly developed by Bob Anderson and Bob Upshaw.



There are a number of contributors to the website, providing content on a timely basis. Bob Anderson and Peter Guadagni posted articles to the front page, either written by themselves or contributions from other authors. Steve Cutting updated the schedule, Chris Ottati uploaded meeting documents, and Chris and Peter upload event results. Bob Upshaw maintains the open water points pages and the age group standings.

Like last year, the popular pages on the website are the open water points page, the competition schedule, pool results, open water results, pool records, and the up-and-coming age group standings page.

### VP Clubs and Coaches

No report.

**Swimmer of the Year:** Ann Hirsch & Rich Burns

### Age Group Swimmer of the Year:

|       | <u>Female</u>          | <u>Male</u>           |
|-------|------------------------|-----------------------|
| 18-24 | Allison Arnold, TOC    | Michael Thomas, TAM   |
| 25-29 | Lindsay Gaudinier, WCM | Chad La Tourette, TOC |
| 30-34 | Sarah Chinn, MAM       | Ian Powell, USF       |
| 35-39 | Erika Richards, WCM    | Matthew Roper, DAM    |
| 40-44 | Katie Glenn, STAN      | Trevor Gillis, LAMV   |
| 45-49 | Juliette Cox, MAM      | Rick Hamilton, MAM    |
| 50-54 | Lisa Ward, WCM         | Tom Nootbaar, WCM     |
| 55-59 | Merrie Walts, CHIC     | Steve Cutting, TVM    |
| 60-64 | Laura Val, TAM         | Peter Guadagni, WCM   |
| 65-69 | Laura Val, TAM         | Hugh Wilder, SRM      |
| 70-74 | Daniela Barnea, STAN   | Richard Burns, TAM    |
| 75-79 | Susan Munn, DAM        | Barry Fasbender, SMM  |
| 80-84 | Mick McCubbin, SMM     | Jack Fleming, USF     |
| 85-89 | Ann Hirsch, WCM,       | Bob Danielson, USF    |
| 90-94 |                        | Verne Scott, TCAM     |

## 2017 Open Water Standings

2017 PacMasters: First Place finishers for all categories, genders, and age groups.

Note that we only consider those swimmers who have swum AT LEAST 2 events.

### Cat 1

| Age Group | Female             | Male             |
|-----------|--------------------|------------------|
| 18-24     | Elyssa Pedote      | Adam Hinshaw     |
| 25-29     | Allison Arnold     | Chad La Tourette |
| 30-34     | Katherine Yang     | Quinn Fitzgerald |
| 35-39     | Sarah Groskopf     | Matthew Roper    |
| 40-44     | Michelle Rowe      | Trevor Gillis    |
| 45-49     | Cynthia Hertzner   | Dean Atchison    |
| 50-54     | Kimberly Elsback   | Kurt Oeler       |
| 55-59     | Suzanne Heim-Bowen | Mike Carr        |
| 60-64     | Lorraine Sommers   | Sandy MacDonald  |
| 65-69     | Marianne Brems     | Joel Wilson      |
| 70-74     | Glenda Carroll     | Edward Rudloff   |
| 75-79     | Susan White        | Ralph Brott      |
| 80-84     | Barbara Robben     | Mike Laramie     |

### Cat 2 (wetsuit)

| Age Group | Female                            | Male                                |
|-----------|-----------------------------------|-------------------------------------|
| 18-24     | No swimmer                        | Erik Lundeen                        |
| 25-29     | Kari Gunderson<br>Randi Shiromizu | Nagarathnam Muthusamy               |
| 30-34     | Kathryn Hall                      | Zachary McCutchen<br>Luca Mandrioli |
| 35-39     | Sarah Piampiano                   | No swimmer                          |
| 40-44     | Danette Lizardo                   | No swimmer                          |
| 45-49     | Aki Lewis                         | Arundeil Burrell                    |
| 50-54     | Jayne Riley                       | Jay Bedsworth                       |
| 55-59     | Eileen McCauley                   | Kenneth Clews                       |
| 60-64     | Diana Teeter                      | Gary Domer                          |
| 65-69     | Jacklyn Litman                    | Roger Pettey                        |
| 75-79     | No swimmer                        | Donald Ingalls                      |

**Pacific Master Award Winners:**

**Coach of the Year:** Carol Nip

**Contributor of the Year Award:** John Morales

**Appreciation Award:** Charlene O'Brien, Teddy Palmer, Chris Campbell, Steve Cutting, Sierra Nevada Masters

**Personal Achievement Award:** Patricia Zuppan-Hood, Sandy MacDonald

**Peggy Lucchesi Award:** Marcia Benjamin

# Pacific Local Masters Swimming Committee

## STATEMENT OF FINANCIAL POSITION

As of December 31, 2017

|                                      | TOTAL               |                            |                   |                 |
|--------------------------------------|---------------------|----------------------------|-------------------|-----------------|
|                                      | AS OF DEC 31, 2017  | AS OF DEC 31, 2016<br>(PY) | CHANGE            | % CHANGE        |
| <b>ASSETS</b>                        |                     |                            |                   |                 |
| Current Assets                       |                     |                            |                   |                 |
| Bank Accounts                        |                     |                            |                   |                 |
| 1000000 Cash                         |                     |                            |                   |                 |
| 1000100 Wells Fargo Checking Account | 133,283.59          | 132,042.93                 | 1,240.66          | 0.93959%        |
| 1000200 Wells Fargo Savings Account  | 312,151.35          | 311,964.12                 | 187.23            | 0.06002%        |
| 1000300 MNB CD                       | 0.00                | 0.00                       | 0.00              |                 |
| <b>Total 1000000 Cash</b>            | <b>445,434.94</b>   | <b>444,007.05</b>          | <b>1,427.89</b>   | <b>0.32159%</b> |
| <b>Total Bank Accounts</b>           | <b>\$445,434.94</b> | <b>\$444,007.05</b>        | <b>\$1,427.89</b> | <b>0.32159%</b> |
| <b>Total Current Assets</b>          | <b>\$445,434.94</b> | <b>\$444,007.05</b>        | <b>\$1,427.89</b> | <b>0.32159%</b> |
| <b>TOTAL ASSETS</b>                  | <b>\$445,434.94</b> | <b>\$444,007.05</b>        | <b>\$1,427.89</b> | <b>0.32159%</b> |
| <b>LIABILITIES AND EQUITY</b>        |                     |                            |                   |                 |
| Liabilities                          |                     |                            |                   |                 |
| <b>Total Liabilities</b>             |                     |                            | <b>\$0.00</b>     | <b>0.00%</b>    |
| Equity                               |                     |                            |                   |                 |
| 3000000 Opening Balance Equity       | 14,988.50           | 14,988.50                  | 0.00              | 0.00%           |
| 3900000 Retained Earnings            | 429,018.55          | 372,157.76                 | 56,860.79         | 15.27868%       |
| Net Revenue                          | 1,427.89            | 56,860.79                  | -55,432.90        | -97.4888%       |
| <b>Total Equity</b>                  | <b>\$445,434.94</b> | <b>\$444,007.05</b>        | <b>\$1,427.89</b> | <b>0.32159%</b> |
| <b>TOTAL LIABILITIES AND EQUITY</b>  | <b>\$445,434.94</b> | <b>\$444,007.05</b>        | <b>\$1,427.89</b> | <b>0.32159%</b> |

# Pacific Local Masters Swimming Committee

## BUDGET VS. ACTUALS: FY2017 - FY17 P&L

January - December 2017

|  | TOTAL               |                     |                    |                  |
|--|---------------------|---------------------|--------------------|------------------|
|  | ACTUAL              | BUDGET              | REMAINING          | % REMAINING      |
| <b>Revenue</b>                           |                     |                     |                    |                  |
| 4000000 INCOME                           |                     |                     |                    |                  |
| 4010000 Registration                     | 27.00               |                     | -27.00             |                  |
| 4011000 Membership Dues                  | 149,146.00          | 158,000.00          | 8,854.00           | 5.6038%          |
| 4012000 Clubs Registration               | 710.00              | 800.00              | 90.00              | 11.25%           |
| 4014000 PacMasters Donations             | 3,439.00            | 5,000.00            | 1,561.00           | 31.22%           |
| 4015000 USMS Donations                   | 3,383.00            | 200.00              | -3,183.00          | -1,591.50%       |
| <b>Total 4010000 Registration</b>        | <b>156,705.00</b>   | <b>164,000.00</b>   | <b>7,295.00</b>    | <b>4.44817%</b>  |
| 4020000 Event Fee Income                 |                     |                     |                    |                  |
| 4020100 Meet Sanction Fees               |                     | 200.00              | 200.00             | 100.00%          |
| 4020200 Open Water Sanction Fees         | 7,111.00            | 6,000.00            | -1,111.00          | -18.51667%       |
| 4020300 Meet Management Services         | 3,780.00            | 11,000.00           | 7,220.00           | 65.63636%        |
| 4020400 Sanction Bond Deposits           | 1,650.00            | 2,550.00            | 900.00             | 35.29412%        |
| <b>Total 4020000 Event Fee Income</b>    | <b>12,541.00</b>    | <b>19,750.00</b>    | <b>7,209.00</b>    | <b>36.50127%</b> |
| 4070000 Other Income                     |                     |                     |                    |                  |
| 4070200 Video Rental                     |                     | 200.00              | 200.00             | 100.00%          |
| 4070500 PacMasters Meet                  | 1,701.00            | 25,000.00           | 23,299.00          | 93.196%          |
| 4070900 Misc. Other Income               | 21.00               | 2,000.00            | 1,979.00           | 98.95%           |
| <b>Total 4070000 Other Income</b>        | <b>1,722.00</b>     | <b>27,200.00</b>    | <b>25,478.00</b>   | <b>93.66912%</b> |
| 4090000 Bank Interest                    | 187.23              | 250.00              | 62.77              | 25.108%          |
| <b>Total 4000000 INCOME</b>              | <b>171,155.23</b>   | <b>211,200.00</b>   | <b>40,044.77</b>   | <b>18.96059%</b> |
| <b>Total Revenue</b>                     | <b>\$171,155.23</b> | <b>\$211,200.00</b> | <b>\$40,044.77</b> | <b>18.96059%</b> |
| <b>GROSS PROFIT</b>                      | <b>\$171,155.23</b> | <b>\$211,200.00</b> | <b>\$40,044.77</b> | <b>18.96059%</b> |
| <b>Expenditures</b>                      |                     |                     |                    |                  |
| 6000000 EXPENSE                          |                     |                     |                    |                  |
| 6100000 Office and Administrative        |                     |                     |                    |                  |
| 6100110 Supplies                         | 1,068.28            | 3,000.00            | 1,931.72           | 64.39067%        |
| 6100120 Postage                          | 1,732.86            | 1,000.00            | -732.86            | -73.286%         |
| 6100130 Printing                         |                     | 500.00              | 500.00             | 100.00%          |
| 6100300 Telephone                        | 667.98              | 600.00              | -67.98             | -11.33%          |
| 6100310 Conference Calls                 | 1,586.82            | 2,500.00            | 913.18             | 36.5272%         |
| 6100330 Web Conferencing                 | 545.00              | 2,000.00            | 1,455.00           | 72.75%           |
| 6100350 Meeting Equipment                |                     | 100.00              | 100.00             | 100.00%          |
| 6100400 Rule Books                       | 120.00              | 200.00              | 80.00              | 40.00%           |
| 6100450 File Storage                     | 1,136.00            | 1,250.00            | 114.00             | 9.12%            |
| 6100500 Meeting Room Rental              | 250.00              | 1,400.00            | 1,150.00           | 82.14286%        |
| 6101200 Office                           |                     | 100.00              | 100.00             | 100.00%          |
| Travel/Training/Entertainment            |                     |                     |                    |                  |
| 6101999 Office Administrative Contractor | 24,878.59           | 35,000.00           | 10,121.41          | 28.91831%        |
| 6102000 Bank Fees/NSF Return Checks      | 19.35               | 100.00              | 80.65              | 80.65%           |
| 6102100 Renewal Notices                  |                     | 300.00              | 300.00             | 100.00%          |
| 6109000 Misc. Office Expenses            | 189.98              | 2,500.00            | 2,310.02           | 92.4008%         |

|  | TOTAL            |                  |                  |                   |
|--|------------------|------------------|------------------|-------------------|
|  | ACTUAL           | BUDGET           | REMAINING        | % REMAINING       |
| <b>Total 6100000 Office and Administrative</b> | <b>32,194.86</b> | <b>50,550.00</b> | <b>18,355.14</b> | <b>36.31086%</b>  |
| 6200000 Executive Committees                   |                  |                  |                  |                   |
| 6210000 Chairman                               |                  |                  |                  |                   |
| 6210110 Chair Office/General Admin. Expenses   | 3,281.75         | 4,000.00         | 718.25           | 17.95625%         |
| 6210200 ChairTravel/Entertainment              | 1,405.10         | 750.00           | -655.10          | -87.34667%        |
| <b>Total 6210000 Chairman</b>                  | <b>4,686.85</b>  | <b>4,750.00</b>  | <b>63.15</b>     | <b>1.32947%</b>   |
| 6220000 Treasurer                              |                  |                  |                  |                   |
| 6220110 Acctg Online Services                  | 989.45           | 800.00           | -189.45          | -23.68125%        |
| 6220120 Filling Fees                           | 60.00            | 100.00           | 40.00            | 40.00%            |
| <b>Total 6220000 Treasurer</b>                 | <b>1,049.45</b>  | <b>900.00</b>    | <b>-149.45</b>   | <b>-16.60556%</b> |
| 6230000 Secretary                              |                  | 100.00           | 100.00           | 100.00%           |
| 6240000 Awards                                 |                  |                  |                  |                   |
| 6240100 Swimmer of the Year                    | 5,260.00         | 5,000.00         | -260.00          | -5.20%            |
| 6240130 Service/Achievement                    | 804.14           | 1,500.00         | 695.86           | 46.39067%         |
| 6240160 Coach of the year                      | 72.64            | 200.00           | 127.36           | 63.68%            |
| <b>Total 6240000 Awards</b>                    | <b>6,136.78</b>  | <b>6,700.00</b>  | <b>563.22</b>    | <b>8.40627%</b>   |
| 6250000 Hospitality                            | 455.10           | 2,500.00         | 2,044.90         | 81.796%           |
| 6260000 Scheduling                             | 228.00           | 250.00           | 22.00            | 8.80%             |
| <b>Total 6200000 Executive Committees</b>      | <b>12,556.18</b> | <b>15,200.00</b> | <b>2,643.82</b>  | <b>17.39355%</b>  |
| 6300000 Pool Meets                             |                  |                  |                  |                   |
| 6310000 Sanction/Meet Operations               |                  |                  |                  |                   |
| 6310100 USMS Pool Sanction Fees                | 1,150.00         | 700.00           | -450.00          | -64.28571%        |
| 6310399 Contract Service for HyTek             | 6,750.00         | 10,000.00        | 3,250.00         | 32.50%            |
| 6310400 Pools/Meet Sanction (Bond) Refund      | 1,900.00         | 2,400.00         | 500.00           | 20.83333%         |
| 6310500 PacMasters Meets                       | 8,039.72         | 29,500.00        | 21,460.28        | 72.74671%         |
| 6310600 Meet Incentives                        | 3,074.00         | 5,000.00         | 1,926.00         | 38.52%            |
| 6310650 Pool Meet Bonuses                      | 550.00           | 300.00           | -250.00          | -83.33333%        |
| 6310700 Championship Meet Awards               | 6,832.19         | 5,500.00         | -1,332.19        | -24.22164%        |
| 6310750 Championship Meet Incentive            | 2,500.00         | 2,500.00         | 0.00             | 0.00%             |
| 6310900 Meet Equipment                         | 428.53           | 2,000.00         | 1,571.47         | 78.5735%          |
| <b>Total 6310000 Sanction/Meet Operations</b>  | <b>31,224.44</b> | <b>57,900.00</b> | <b>26,675.56</b> | <b>46.07178%</b>  |
| 6320000 Officials                              |                  |                  |                  |                   |
| 6320100 Officials Registration                 |                  | 600.00           | 600.00           | 100.00%           |
| 6320150 Officials Clinics                      |                  | 100.00           | 100.00           | 100.00%           |
| 6320200 Officials Travel to Nationals          | 1,329.19         | 2,300.00         | 970.81           | 42.20913%         |
| 6320250 Officials Local Travel Reimbursement   | 399.35           | 3,400.00         | 3,000.65         | 88.25441%         |
| 6320900 Officials Clothing                     |                  | 500.00           | 500.00           | 100.00%           |
| <b>Total 6320000 Officials</b>                 | <b>1,728.54</b>  | <b>6,900.00</b>  | <b>5,171.46</b>  | <b>74.9487%</b>   |
| 6338000 VP Pool Meets Discretionary            |                  | 2,000.00         | 2,000.00         | 100.00%           |
| <b>Total 6300000 Pool Meets</b>                | <b>32,952.98</b> | <b>66,800.00</b> | <b>33,847.02</b> | <b>50.66919%</b>  |
| 6400000 Open Water Expenses                    |                  |                  |                  |                   |
| 6400500 USMS OW Sanction Fees                  | 9,385.00         | 7,000.00         | -2,385.00        | -34.07143%        |
| 6401200 Evaluator Travel Reimbursement         | 239.50           | 900.00           | 660.50           | 73.38889%         |
| 6401300 Safety Vehicle Subsidy                 | 1,000.00         | 5,000.00         | 4,000.00         | 80.00%            |
| 6401400 Open Water Points Awards               | 1,638.77         | 3,000.00         | 1,361.23         | 45.37433%         |



|   | TOTAL            |                  |                  |                    |
|---|------------------|------------------|------------------|--------------------|
|   | ACTUAL           | BUDGET           | REMAINING        | % REMAINING        |
| 6401500 Trailer&Buoy Maint. & Equip. Purchase         |                  | 6,200.00         | 6,200.00         | 100.00%            |
| 6401550 Trailer Storage                               | 2,100.00         | 1,200.00         | -900.00          | -75.00%            |
| 6470100 Open Water Training/Clinics                   |                  | 2,500.00         | 2,500.00         | 100.00%            |
| 6480000 VP Open Water Discretionary                   |                  | 2,000.00         | 2,000.00         | 100.00%            |
| <b>Total 6400000 Open Water Expenses</b>              | <b>14,363.27</b> | <b>27,800.00</b> | <b>13,436.73</b> | <b>48.33356%</b>   |
| 6500000 Communication & Technology                    |                  |                  |                  |                    |
| 6510000 Publications - Electronic                     |                  |                  |                  |                    |
| 6510100 Constant Contact                              | 1,638.00         | 2,200.00         | 562.00           | 25.54545%          |
| 6510599 Freelance Writers                             |                  | 3,000.00         | 3,000.00         | 100.00%            |
| <b>Total 6510000 Publications - Electronic</b>        | <b>1,638.00</b>  | <b>5,200.00</b>  | <b>3,562.00</b>  | <b>68.50%</b>      |
| 6520000 Web Site                                      |                  |                  |                  |                    |
| 6520100 Web Internet Provider                         | 603.44           | 800.00           | 196.56           | 24.57%             |
| 6520150 Software - Web Site                           | 163.26           | 2,900.00         | 2,736.74         | 94.37034%          |
| 6520599 Webmaster Contractor                          | 6,000.00         | 6,600.00         | 600.00           | 9.09091%           |
| 6520999 Other Web Contractors                         | 1,127.50         | 3,000.00         | 1,872.50         | 62.41667%          |
| <b>Total 6520000 Web Site</b>                         | <b>7,894.20</b>  | <b>13,300.00</b> | <b>5,405.80</b>  | <b>40.64511%</b>   |
| 6530000 Technology                                    |                  |                  |                  |                    |
| 6530150 Software - Technology                         | 477.88           | 100.00           | -377.88          | -377.88%           |
| 6530599 Contractors - Technology                      |                  | 50.00            | 50.00            | 100.00%            |
| <b>Total 6530000 Technology</b>                       | <b>477.88</b>    | <b>150.00</b>    | <b>-327.88</b>   | <b>-218.58667%</b> |
| 6540000 Marketing/Public Relation                     |                  |                  |                  |                    |
| 6540100 Advertising                                   |                  | 100.00           | 100.00           | 100.00%            |
| 6540300 Marketing Printing                            |                  | 500.00           | 500.00           | 100.00%            |
| <b>Total 6540000 Marketing/Public Relation</b>        |                  | <b>600.00</b>    | <b>600.00</b>    | <b>100.00%</b>     |
| 6550099 Other Communic. & Tech. Professional Services |                  | 2,000.00         | 2,000.00         | 100.00%            |
| 6580000 VP Communication & Techn. Discretionary       |                  | 2,000.00         | 2,000.00         | 100.00%            |
| <b>Total 6500000 Communication &amp; Technology</b>   | <b>10,010.08</b> | <b>23,250.00</b> | <b>13,239.92</b> | <b>56.94589%</b>   |
| 6600000 Clubs and Coaches                             |                  |                  |                  |                    |
| 6600100 Coaches Scholarship                           | 872.00           | 3,000.00         | 2,128.00         | 70.93333%          |
| 6600200 Coaches Travel Reimbursement                  |                  | 600.00           | 600.00           | 100.00%            |
| 6600500 Coaches Clinic Facilities Rental              |                  | 800.00           | 800.00           | 100.00%            |
| 6600550 Other Coaches Clinics Expense                 |                  | 2,000.00         | 2,000.00         | 100.00%            |
| 6600599 Coaches Clinic Stipends                       |                  | 5,000.00         | 5,000.00         | 100.00%            |
| 6600900 Coaches Clinic Sponsorship                    | 3,790.05         |                  | -3,790.05        |                    |
| 6680000 VP Club and Coaches Discretionary             |                  | 2,000.00         | 2,000.00         | 100.00%            |
| <b>Total 6600000 Clubs and Coaches</b>                | <b>4,662.05</b>  | <b>13,400.00</b> | <b>8,737.95</b>  | <b>65.20858%</b>   |
| 6700000 Convention                                    |                  |                  |                  |                    |
| 6700100 Delegates Registration                        | 5,940.00         | 6,000.00         | 60.00            | 1.00%              |
| 6700200 Delegates' Expense Reimbursement              | 13,854.39        | 14,000.00        | 145.61           | 1.04007%           |
| 6700300 Convention Hotel                              | 13,227.84        | 13,000.00        | -227.84          | -1.75262%          |
| 6700900 Other Convention Costs                        | 635.27           | 1,000.00         | 364.73           | 36.473%            |
| <b>Total 6700000 Convention</b>                       | <b>33,657.50</b> | <b>34,000.00</b> | <b>342.50</b>    | <b>1.00735%</b>    |

|  | TOTAL               |                      |                      |                   |
|--|---------------------|----------------------|----------------------|-------------------|
|  | ACTUAL              | BUDGET               | REMAINING            | % REMAINING       |
| 6800000 Annual Meeting                       |                     |                      |                      |                   |
| 6800100 Annual Mtg. Room Rental              | 2,782.00            | 3,500.00             | 718.00               | 20.51429%         |
| 6800300 Annual Mtg. Catering & Food Supplied | 8,944.71            | 7,000.00             | -1,944.71            | -27.78157%        |
| 6800400 Annual Mtg. Pool Rental              |                     | 600.00               | 600.00               | 100.00%           |
| 6800500 Annual report                        | 492.97              | 3,000.00             | 2,507.03             | 83.56767%         |
| 6800900 Other Annual Meeting costs           | 340.74              |                      | -340.74              |                   |
| 6800999 Annual Mtg. Speaker Fees             | 5,500.00            | 5,000.00             | -500.00              | -10.00%           |
| <b>Total 6800000 Annual Meeting</b>          | <b>18,060.42</b>    | <b>19,100.00</b>     | <b>1,039.58</b>      | <b>5.44283%</b>   |
| 6900000 USMS Dues                            |                     |                      |                      |                   |
| 6901000 USMS Individuals Membership          | 9,030.00            | 6,992.00             | -2,038.00            | -29.1476%         |
| 6901100 PacMasters Scholarship and over 85   | 1,990.00            | 1,271.00             | -719.00              | -56.56963%        |
| 6902000 USMS Clubs Registrations             |                     | 287.00               | 287.00               | 100.00%           |
| 6905000 USMS Donations                       | 50.00               | 200.00               | 150.00               | 75.00%            |
| <b>Total 6900000 USMS Dues</b>               | <b>11,070.00</b>    | <b>8,750.00</b>      | <b>-2,320.00</b>     | <b>-26.51429%</b> |
| 6990000 Other Income/Expenses                |                     |                      |                      |                   |
| 6990100 PacMasters Grants & Gifts            | 200.00              | 2,000.00             | 1,800.00             | 90.00%            |
| <b>Total 6990000 Other Income/Expenses</b>   | <b>200.00</b>       | <b>2,000.00</b>      | <b>1,800.00</b>      | <b>90.00%</b>     |
| <b>Total 6000000 EXPENSE</b>                 | <b>169,727.34</b>   | <b>260,850.00</b>    | <b>91,122.66</b>     | <b>34.93297%</b>  |
| Uncategorized Expenditure                    |                     | 250.00               | 250.00               | 100.00%           |
| <b>Total Expenditures</b>                    | <b>\$169,727.34</b> | <b>\$261,100.00</b>  | <b>\$91,372.66</b>   | <b>34.99527%</b>  |
| <b>NET OPERATING REVENUE</b>                 | <b>\$1,427.89</b>   | <b>\$ -49,900.00</b> | <b>\$ -51,327.89</b> | <b>102.8615%</b>  |
| <b>NET REVENUE</b>                           | <b>\$1,427.89</b>   | <b>\$ -49,900.00</b> | <b>\$ -51,327.89</b> | <b>102.8615%</b>  |

# Pacific Local Masters Swimming Committee Proposed 2018 Budget

|  | Actual<br>10 Months 2017 | Estimated<br>Year End 2017 | Proposed<br>2018 Budget |
|--|--------------------------|----------------------------|-------------------------|
| <b>4000000 INCOME</b>                    |                          |                            |                         |
| <b>4010000 Registration</b>              |                          |                            |                         |
| 4011000 Membership Dues                  | 111,877.00               | 176,877.00                 | 148,200.00              |
| 4012000 Clubs Registration               | 143.00                   | 903.00                     | 760.00                  |
| 4014000 PacMasters Donations             | 3,459.00                 | 7,000.00                   | 5,500.00                |
| 4015000 USMS Donations                   | 93.00                    | 150.00                     | 200.00                  |
| <b>Total 4010000 Registration</b>        | <b>\$ 115,572.00</b>     | <b>\$ 184,930.00</b>       | <b>154,660.00</b>       |
| <b>4020000 Event Fee Income</b>          |                          |                            |                         |
| 4020100 Meet Sanction Fees               | 0.00                     | 0.00                       | 0.00                    |
| 4020200 Open Waster Sanction Fees        | 6,111.00                 | 6,111.00                   | 6,000.00                |
| 4020300 Meet Management Services         | 1,976.00                 | 1,976.00                   | 11,000.00               |
| 4020400 Sanction Bond Deposits           | 1,500.00                 | 2,000.00                   | 2,550.00                |
| <b>Total 4020000 Event Fee Income</b>    | <b>\$ 9,587.00</b>       | <b>\$ 10,087.00</b>        | <b>\$ 19,550.00</b>     |
| <b>4070000 Other Income</b>              |                          |                            |                         |
| 4070100 Clinic Revenue                   | 0.00                     | 0.00                       | 2,000.00                |
| 4070200 Video Rental                     | 0.00                     | 0.00                       | 100.00                  |
| 4070500 PacMasters Meet                  | 1,701.00                 | 1,701.00                   | 29,500.00               |
| 4070900 Misc. Other Income               | 21.00                    | 21.00                      | 2,000.00                |
| <b>Total 4070000 Other Income</b>        | <b>\$ 1,722.00</b>       | <b>\$ 1,722.00</b>         | <b>\$ 33,600.00</b>     |
| 4090000 Bank Interest                    | 155.93                   | 187.08                     | 200.00                  |
| <b>Total 4000000 INCOME</b>              | <b>\$ 127,036.93</b>     | <b>\$ 196,926.08</b>       | <b>\$ 208,010.00</b>    |
| <b>Expenditures</b>                      |                          |                            |                         |
| <b>6000000 EXPENSE</b>                   |                          |                            |                         |
| <b>6100000 Office and Administrative</b> |                          |                            |                         |
| 6100110 Supplies                         | 1,208.47                 | 1,400.00                   | 3,000.00                |
| 6100120 Postage                          | 1,131.11                 | 1,200.00                   | 1,000.00                |
| 6100130 Printing                         | 0.00                     | 200.00                     | 500.00                  |
| 6100300 Telephone                        | 578.39                   | 600.00                     | 600.00                  |

|  |                     |                     |                     |
|--|---------------------|---------------------|---------------------|
| 6100310 Conference Calls                       | 1,528.36            | 1,528.36            | 2,500.00            |
| 6100330 Web Conferencing                       | 436.00              | 436.00              | 1,000.00            |
| 6100350 Meeting Equipment                      | 0.00                | 0.00                | 1,000.00            |
| 6100400 Rule Books                             | 120.00              | 120.00              | 200.00              |
| 6100450 File Storage                           | 942.00              | 1,130.00            | 1,250.00            |
| 6100500 Meeting Room Rental                    | 250.00              | 250.00              | 1,000.00            |
| 6101200 Office Travel/Training/Entertainment   | 0.00                | 0.00                | 100.00              |
| 6101999 Office Administrative Contractor       | 19,849.21           | 24,400.00           | 29,400.00           |
| 6102000 Bank Fees/NSF Return Checks            | 19.35               | 20.00               | 100.00              |
| 6102100 Renewal Notices                        | 0.00                | 0.00                | 200.00              |
| 6109000 Misc. Office Expenses                  | 89.99               | 100.00              | 2,000.00            |
| <b>Total 6100000 Office and Administrative</b> | <b>\$ 26,152.88</b> | <b>\$ 31,384.36</b> | <b>\$ 43,850.00</b> |
| <b>6200000 Executive Committees</b>            |                     |                     |                     |
| 6210000 Chairman                               |                     |                     |                     |
| 6210110 Chair Office/General Admin. Expenses   | 0.00                | 0.00                | 750.00              |
| 6210200 ChairTravel/Entertainment              | 4,686.85            | 4,686.85            | 5,000.00            |
| <b>Total 6210000 Chairman</b>                  | <b>\$ 4,686.85</b>  | <b>\$ 4,686.85</b>  | <b>\$ 5,750.00</b>  |
| 6220000 Treasurer                              |                     |                     |                     |
| 6220110 Acctg Online Services                  | 789.45              | 900.00              | 1,000.00            |
| 6220120 Filing Fees                            | 10.00               | 10.00               | 100.00              |
| <b>Total 6220000 Treasurer</b>                 | <b>\$ 799.45</b>    | <b>\$ 910.00</b>    | <b>\$ 1,100.00</b>  |
| 6230000 Secretary                              | 0.00                | 0.00                | 100.00              |
| 6240000 Awards                                 |                     |                     |                     |
| 6240100 Swimmer of the Year                    | 5,260.00            | 5,260.00            | 5,000.00            |
| 6240130 Service/Achievement                    | 0.00                | 1,500.00            | 1,500.00            |
| 6240160 Coach of the year                      | 72.64               | 72.64               | 150.00              |
| <b>Total 6240000 Awards</b>                    | <b>\$ 5,332.64</b>  | <b>\$ 6,832.64</b>  | <b>\$ 6,650.00</b>  |
| <b>6250000 Hospitality</b>                     | <b>455.10</b>       | <b>455.10</b>       | <b>2,000.00</b>     |
| 6260000 Scheduling                             | 228.00              | 228.00              | 250.00              |
| <b>Total 6200000 Executive Committees</b>      | <b>\$ 11,502.04</b> | <b>\$ 13,112.59</b> | <b>\$ 15,850.00</b> |
| <b>6300000 Pool Meets</b>                      |                     |                     |                     |
| 6310000 Sanction/Meet Operations               |                     |                     |                     |
| 6310100 USMS Pool Sanction Fees                | 900.00              | 900.00              | 800.00              |
| 6310399 Contract Service for HyTek             | 6,810.88            | 6,810.88            | 11,000.00           |
| 6310400 Pools/Meet Sanction (Bond) Refund      | 1,750.00            | 1,750.00            | 2,400.00            |
| 6310500 PacMasters Meets                       | 7,683.87            | 7,683.87            | 29,500.00           |
| 6310600 Meet Incentives                        | 3,074.00            | 3,074.00            | 5,000.00            |
| 6310650 Pool Meet Bonuses                      | 450.00              | 450.00              | 400.00              |
| 6310700 Championship Meet Awards               | 6,832.19            | 6,832.19            | 3,400.00            |
| 6310750 Championship Meet Incentive            | 2,500.00            | 2,500.00            | 2,500.00            |
| 6310900 Meet Equipment                         | 428.53              | 428.53              | 1,000.00            |
| <b>Total 6310000 Sanction/Meet Operations</b>  | <b>\$ 30,429.47</b> | <b>\$ 30,429.47</b> | <b>\$ 56,000.00</b> |
| 6320000 Officials                              |                     |                     |                     |
| 6320100 Officials Registration                 | 0.00                | 0.00                | 500.00              |
| 6320150 Officials Clinics                      | 0.00                | 0.00                | 100.00              |

|   |                     |                     |                     |
|---|---------------------|---------------------|---------------------|
| 6320200 Officials Travel to Nationals               | 1,329.19            | 1,329.19            | 2,300.00            |
| 6320250 Officials Local Travel Reimbursement        | 575.90              | 575.90              | 3,000.00            |
| 6320900 Officials Clothing                          | 0.00                | 0.00                | 500.00              |
| <b>Total 6320000 Officials</b>                      | <b>\$ 1,905.09</b>  | <b>\$ 1,905.09</b>  | <b>\$ 6,400.00</b>  |
| 6338000 VP Pool Meets Discretionary                 | 0.00                | 0.00                | 2,000.00            |
| <b>Total 6300000 Pool Meets</b>                     | <b>\$ 32,334.56</b> | <b>\$ 32,334.56</b> | <b>\$ 64,400.00</b> |
| <b>6400000 Open Water Expenses</b>                  |                     |                     |                     |
| 6400500 USMS OW Sanction Fees                       | 5,510.00            | 5,510.00            | 6,000.00            |
| 6401200 Evaluator Travel Reimbursement              | 239.50              | 239.50              | 900.00              |
| 6401300 Safety Vehicle Subsidy                      | 500.00              | 500.00              | 4,000.00            |
| 6401400 Open Water Points Awards                    | 1,638.77            | 1,638.77            | 3,000.00            |
| 6401500 Trailer&Buoy Maint. & Equip. Purchase       | 0.00                | 0.00                | 10,000.00           |
| 6401550 Trailer Storage                             | 1,800.00            | 2,100.00            | 2,160.00            |
| 6470100 Open Water Training/Clinics                 | 0.00                | 0.00                | 1,000.00            |
| 6480000 VP Open Water Discretionary                 | 0.00                | 0.00                | 2,000.00            |
| <b>Total 6400000 Open Water Expenses</b>            | <b>\$ 9,688.27</b>  | <b>\$ 9,988.27</b>  | <b>\$ 29,060.00</b> |
| <b>6500000 Communication &amp; Technology</b>       |                     |                     |                     |
| <b>6510000 Publications - Electronic</b>            |                     |                     |                     |
| 6510100 Constant Contact                            | 1,638.00            | 2,200.00            | 2,200.00            |
| 6510599 Freelance Writers                           | 0.00                | 0.00                | 1,500.00            |
| <b>Total 6510000 Publications - Electronic</b>      | <b>\$ 1,638.00</b>  | <b>\$ 2,200.00</b>  | <b>\$ 3,700.00</b>  |
| <b>6520000 Web Site</b>                             |                     |                     |                     |
| 6520100 Web Internet Provider                       | 565.44              | 678.48              | 800.00              |
| 6520150 Software - Web Site                         | 163.26              | 163.26              | 2,000.00            |
| 6520599 Webmaster Contractor                        | 5,000.00            | 6,600.00            | 8,400.00            |
| 6520999 Other Web Contractors                       | 0.00                | 0.00                | 10,000.00           |
| <b>Total 6520000 Web Site</b>                       | <b>\$ 5,728.70</b>  | <b>\$ 7,441.74</b>  | <b>\$ 21,200.00</b> |
| <b>6530000 Technology</b>                           |                     |                     |                     |
| 6530150 Software - Technology                       | 477.88              | 477.88              | 500.00              |
| 6530599 Contractors - Technology                    | 0.00                | 0.00                | 5,000.00            |
| <b>Total 6530000 Technology</b>                     | <b>\$ 477.88</b>    | <b>\$ 477.88</b>    | <b>\$ 5,500.00</b>  |
| <b>6540000 Marketing/Public Relation</b>            |                     |                     |                     |
| 6540100 Advertising                                 | 0.00                | 0.00                | 100.00              |
| 6540300 Marketing Printing                          | 0.00                | 0.00                | 100.00              |
| <b>Total 6540000 Marketing/Public Relation</b>      | <b>\$ 0.00</b>      | <b>\$ 0.00</b>      | <b>\$ 200.00</b>    |
| <b>Services</b>                                     | <b>0.00</b>         | <b>0.00</b>         | <b>1,000.00</b>     |
| 6580000 VP Communication & Techn. Discretionary     | 0.00                | 0.00                | 2,000.00            |
| <b>Total 6500000 Communication &amp; Technology</b> | <b>\$ 7,844.58</b>  | <b>\$ 10,119.62</b> | <b>\$ 33,600.00</b> |
| <b>6600000 Clubs and Coaches</b>                    |                     |                     |                     |
| 6600100 Coaches Scholarship                         | 872.00              | 872.00              | 3,000.00            |
| 6600200 Coaches Travel Reimbursement                | 0.00                | 0.00                | 600.00              |
| 6600500 Coaches Clinic Facilities Rental            | 0.00                | 0.00                | 800.00              |
| 6600550 Other Coaches Clinics Expense               | 0.00                | 0.00                | 2,000.00            |
| 6600599 Coaches Clinic Stipends                     | 0.00                | 0.00                | 3,000.00            |
| 6600900 Coaches Clinic Sponsorship                  | 3,790.05            | 3,790.05            | 0.00                |
| 6680000 VP Club and Coaches Discretionary           | 0.00                | 0.00                | 2,000.00            |
| <b>Total 6600000 Clubs and Coaches</b>              | <b>\$ 4,662.05</b>  | <b>\$ 4,662.05</b>  | <b>\$ 11,400.00</b> |

|  |                      |                           |                      |
|--|----------------------|---------------------------|----------------------|
| <b>6700000 Convention</b>                    |                      |                           |                      |
| 6700100 Delegates Registration               | 5,940.00             | 5,940.00                  | 6,000.00             |
| 6700200 Delegates' Expense Reimbursement     | 13,854.39            | 13,854.39                 | 14,000.00            |
| 6700300 Convention Hotel                     | 13,227.84            | 13,227.84                 | 14,000.00            |
| 6700900 Other Convention Costs               | 635.27               | 635.27                    | 1,000.00             |
| <b>Total 6700000 Convention</b>              | <b>\$ 33,657.50</b>  | <b>\$ 33,657.50</b>       | <b>\$ 35,000.00</b>  |
| <b>6800000 Annual Meeting</b>                |                      |                           |                      |
| 6800100 Annual Mtg. Room Rental              | 2,782.00             | 2,782.00                  | 3,500.00             |
| 6800300 Annual Mtg. Catering & Food Supplied | 8,944.71             | 8,944.71                  | 8,000.00             |
| 6800400 Annual Mtg. Pool Rental              | 0.00                 | 600.00                    | 600.00               |
| 6800500 Annual report                        | 0.00                 | 0.00                      | 0.00                 |
| 6800999 Ann. Mtg. Speaker/Coaches Fees       | 5,000.00             | 5,000.00                  | 7,000.00             |
| <b>Total 6800000 Annual Meeting</b>          | <b>\$ 16,726.71</b>  | <b>\$ 17,326.71</b>       | <b>\$ 19,100.00</b>  |
| <b>6900000 USMS Dues</b>                     |                      |                           |                      |
| 6901000 USMS Individuals Membership          | 9,056.00             | 9,500.00                  | 10,000.00            |
| 6901100 PacMasters Scholarship and Discounts | 1,799.00             | 1,799.00                  | 1,300.00             |
| 6902000 USMS Clubs Registrations             | 0.00                 | 0.00                      | 180.00               |
| 6905000 USMS Donations                       | 50.00                | 50.00                     | 200.00               |
| <b>Total 6900000 USMS Dues</b>               | <b>\$ 10,905.00</b>  | <b>\$ 11,349.00</b>       | <b>\$ 11,680.00</b>  |
| <b>6990000 Other Income/Expenses</b>         |                      |                           |                      |
| 6990100 PacMasters Grants & Gifts            | 0.00                 | 0.00                      | 2,000.00             |
| <b>Total 6990000 Other Income/Expenses</b>   | <b>\$ 0.00</b>       | <b>\$ 0.00</b>            | <b>\$ 2,000.00</b>   |
| <b>Total 6000000 EXPENSE</b>                 | <b>\$ 153,473.59</b> | <b>\$ 163,934.66</b>      | <b>\$ 265,940.00</b> |
| <b>Uncategorized Expenditure</b>             | 0.00                 | 0.00                      | 250.00               |
| <b>Total Expenditures</b>                    | <b>\$ 153,473.59</b> | <b>\$ 163,934.66</b>      | <b>\$ 266,190.00</b> |
| <b>Income</b>                                | <b>\$ 127,036.93</b> | <b>\$ 196,926.08</b>      | <b>\$ 208,010.00</b> |
| <b>Net Revenue</b>                           | <b>-\$ 26,436.66</b> | <b>\$ 32,991.42</b>       | <b>-\$ 58,180.00</b> |
|  | <b>Actual 10</b>     | <b>Estimated Yr End 2</b> | <b>Proposed 2018</b> |
|  | <b>Months 2017</b>   |                           |                      |