

**United States Masters Swimming
2013 Budget Draft**

PRE-CONVENTION									
INCOME STATEMENT									
				SUBMITTED		APPROVED			
				BUDGET	FORECAST	BUDGET	ACTUAL		
				Members	Fee	2013	2012	2012	2011*
REVENUE									
MEMBERSHIP SERVICES:									
4010	Fees - Individuals @ \$33	AL MATYSEK	55,794	\$ 33.00	\$ 1,841,202	\$ 1,695,700	\$ 1,676,449	1,561,476	
4010	Fees - Individuals @ \$28	AL MATYSEK	2,448	\$ 28.00	68,544	62,400	72,176	55,848	
4050	Transfers	AL MATYSEK	400	\$ 2.00	800	625	625	860	
4070	Rule Book Sales	DEERY			2,300	2,300	3,300	3,276	
4074	Magazine Subscriptions	GRILLI			4,000	4,000	3,355	3,813	
4215	Promotional Sales & 4271 Video Rental	DEERY			3,500	3,500	2,500	3,741	
Membership Services Revenue					1,920,346	1,768,525	1,758,405	1,629,014	
COACH AND CLUB SERVICES:									
4020	Fees - Clubs @ \$30	BRENNER	780	\$ 30.00	23,400	23,400	22,500	22,320	
4030	Coach Certifications	BRENNER			79,750	58,311	13,140	19,925	
Coach and Club Services Revenue					103,150	81,711	35,640	42,245	
EVENTS:									
4080	2012 Summer Nationals				-	182,600	127,600	-	
4060	Fees - One-Event @ \$12.00	GRILLI	2,050	\$ 12.00	24,600	24,600	19,200	28,356	
4150	Championship Meet Surcharges	RODDIN			41,200	27,300	24,200	40,090	
4151	LD Championship Surcharges	LIVONI			5,400	7,700	8,000	5,343	
4152	GTD Revenue	DEERY			150	150	150	112	
4155	Championship Patches	RODDIN			900	900	900	876	
4156	LD Championship Patches	LIVONI			-	-	800	-	
4157	LD Championship Medals	LIVONI			4,400	4,400	3,500	4,411	
4159	Nat'l Meet Data Entry	KUHLMAN			-	158	150	-	
4210	Top Ten Subscriptions	GRILLI			600	300	300	655	
4250	All American Patches/Cert.	GRILLI			700	700	700	894	
4251	LD All American	GRILLI			300	250	250	325	
4252	Relay All American Awards	GRILLI			500	450	450	1,075	
4432	Swim Fest Revenue	N/A			-	-	-	11,768	
4434	One Mile Challenge	BUTCHER			-	-	4,230	-	
4435	Open Water Safety Conference	BUTCHER						22,205	
	Pan American	BUTCHER			67,000				
4450	Merchant Account Fee Income	KUHLMAN			9,945	8,600	6,048	13,638	
Events Revenue					155,695	258,108	196,478	129,748	
ADVERTISING AND SPONSORSHIP									
4075	SWIMMER Magazine Advertising	DEERY			29,555	37,350	32,706	53,064	
4161	Sponsor Royalty Income	DEERY			19,800	22,400	11,000	26,111	
4171	Sponsorship	DEERY			389,500	359,000	348,000	296,240	

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INCOME STATEMENT			Members	Fee	BUDGET	FORECAST	BUDGET	ACTUAL			
					2013	2012	2012	2011*			
	In-Kind (merchandise)	DEERY						65,476			
	Advertising and Sponsorship Revenue				438,855	418,750	391,706	440,891			
CONTRIBUTION REVENUE											
4705	Contributions	N/A			1,000	1,200	1,000	5,907			
	In-Kind (legal)							21,375			
4800	Contributions- Releases from Restrictions				-	50,000	50,000	30,000			
	Contribution Revenue				1,000	51,200	51,000	57,282			
ADMINISTRATION:											
4500	Other Income	N/A			300	400	300	6,831			
4710	Contributions - Legacy Fund	N/A			-	-	-	-			
	Administration Revenue				300	400	300	6,831			
	Total Revenue				2,619,346	2,578,694	2,433,529	2,306,011			
EXPENSE											
MEMBERSHIP SERVICES											
5010	Liability Insurance	KUHLMAN			124,400	90,000	88,000	102,526			
5010	Insurance Broker's Fee	KUHLMAN			20,000	20,000	20,000	20,000			
5012	Accident Insurance @ \$.40	KUHLMAN	60,292	\$ 0.40	24,117	23,860	25,721	23,276			
5102	Membership Administration	GRILL/AL MATYSEK			9,370	6,995	6,895	7,285			
5103	Registration Expenses	AL MATYSEK			129,025	126,132	125,627	125,609			
5110	Membership Rewards							6,917			
5320	Fitness Committee	ANZIANO			200	4,100	4,200	3,025			
5420	Registration Committee	LETENDRE			100	100	100	2,500			
5430	Rule Book Coordinator	EHRINGER			20	20	20	-			
5470	Zone Activity costs	TSUZUKI			3,000	3,000	3,000	2,995			
5540	History & Archives Committee	WILSON			1,750	627	1,415	210			
5550	Recognition & Awards Committee	DILLON			510	15	560	459			
5560	LMS Development	BUEHLER			3,450	250	340	120			
5685	Web Operations	J MATYSEK			34,080	39,411	12,705	5,710			
5701	USMS SWIMMER Magazine Production C	HAMEL			333,578	315,224	329,583	319,073			
5703	STREAMLINES/Web Content	HAMEL			43,860	28,295	29,220	23,364			
5840	ISHOF Contributions	FORMULA	58,242	\$ 0.35	20,385	19,985	19,900	19,660			
5860	Rule Book Costs	EHRINGER/DEERY			7,750	8,205	9,350	8,923			
5900	Membership Services Payroll	BUTCHER/KUHLMAN			743,811	627,001	627,291	480,274			
	Membership Expense				1,499,406	1,313,220	1,303,926	1,151,926			
COACH AND CLUB SERVICES											
5280	Coaches Committee	BAY			11,910	16,200	16,200	6,656			

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				Members	Fee		
5290	Coaches Certification	BRENNER		87,903	59,004	10,567	13,004
5770	Coach/Club Development Admin	BRENNER		111,220	51,475	53,044	39,545
5775	Coach/Club Development Payroll	BUTCHER/BRENNER		-	37,600	44,100	44,224
Coach and Club Services Expense				211,033	164,279	123,911	103,429
EVENTS:							
5205	Spring Nationals	BUTCHER		25,825	24,495	26,370	20,946
5200	Summer Nationals	BUTCHER		25,825	271,230	240,537	24,448
5250	One Mile Challenge	N/A		-	-	1,260	2,379
5121	All American Patches/Cert.	GRILLI		2,500	2,500	1,700	3,080
5270	Championship Committee	RODDIN		5,950	5,675	5,800	4,698
5285	LC/SC Merchant Account Fees	KUHLMAN		8,500	11,119	11,119	9,620
5370	LD Committee	LIVONI		10,065	8,565	10,065	7,147
5380	Open Water Committee	HAZLEWOOD		10,400	4,000	3,300	2,100
5390	Officials Committee	SALTZMAN		5,100	3,600	3,800	3,214
5410	Records & Tabulation Committee	STEVENSON		1,225	906	1,425	1,310
5440	Rules Committee	CASEY		1,325	1,179	1,155	599
5460	Sports Medicine and Science Committee	MOORE, J.		2,350	2,050	2,125	1,090
5780	Swim Fest Expenses			-	-	-	14,171
5785	Open Water Safety Conference			-	-	-	18,627
	Pan Am	BUTCHER		31,400	-	-	-
5875	Events Payroll	BUTCHER/KUHLMAN			10,500	20,000	13,336
Events Expense				130,465	345,819	328,656	126,765
MARKETING/SPONSORSHIP							
5710	Sponsor costs	DEERY		23,300	15,050	21,032	15,699
5702	Publication Advertising Comm.	DEERY					4,137
5890	In-Kind Merchandise	DEERY					65,476
5730	Marketing Services	DEERY		66,350	74,450	62,600	64,771
Advertising and Sponsorship Expense				89,650	89,500	83,632	150,083
ADMINISTRATION:							
5013	Directors & Officers Insurance	BLUMIT		4,750	4,508	4,950	3,349
5014	Bonding	BLUMIT		6,750	6,160	7,111	6,160
5015	Flood Insurance	BLUMIT		1,500	1,429	1,400	584
5016	Media Professional Liability Insurance	BLUMIT		3,000	2,500	3,000	2,500
5050	President	DAY		16,000	10,000	10,000	5,822
5061	VP - Programs	DIEHL					-
5062	VP - Community Services	SMITH		60	60	60	-
5063	VP - Administration	HEATHER		-	-	-	-

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								Members	Fee		
5064	VP - Local Operations	TSUZUKI					100	100	100	-	
5070	Secretary	RUSHMAN					100	100	100	-	
5080	Treasurer	DAVIS					100	100	100	-	
5090	Past President	MOXE					-	-	-	-	
5095	Legal Counsel	MILLER, P.					950	-	-	21,375	
5099	Board/Executive Committee	DAY					44,850	43,914	40,580	37,933	
5130	USMS Headquarters Admin.	KUHLMAN					105,780	96,370	92,232	66,358	
5135	USMS Headquarters Payroll	BUTCHER/KUHLMAN					339,115	318,351	318,341	282,501	
5300	Convention	GRILLI/ELIAS-WILLIAMS					90,400	85,568	83,420	66,878	
5310	Finance Committee	LANE					150	150	150	-	
5315	Investment Committee	BURGIO					1,000	2,000	2,000	3,721	
5330	Audit Committee	GELLATLY					4,000	3,660	4,000	2,924	
5630	FINA Representative	RIDOUT					500	900	900	363	
5640	International Delegate / UANA	MILLER, J.					3,000	3,250	3,450	1,504	
5660	USA Swimming Liaison	MILLER, P.					3,100	1,500	1,800	1,315	
5670	ISHOF Liaison	REID					1,700	1,596	1,400		
5830	Outside Legal Expense	BUTCHER					2,500	2,500	2,500	1,309	
5846	Legacy Fund Grants	BOD					-	-	-	1,585	
5847	SSL Fund Operating Costs	MOXE					12,000	7,750	7,775	6,016	
5870	Depreciation	KUHLMAN					34,700	28,500	24,000	25,082	
5873	Audit/Accounting Fees	KUHLMAN					18,600	18,600	18,600	17,120	
5880	Misc/Contingency	N/A					-	-	-	-	
	Administration Expense						694,705	639,566	627,969	554,399	
	Total Expense						2,625,259	2,552,384	2,468,094	2,086,602	
	NET ORDINARY INCOME						(5,913)	26,310	(34,565)	219,409	
	OTHER INCOME / EXPENSE:										
4900	Interest & Dividends	DAVIS/BURGIO					68,000	76,500	60,000	28,036	
	Real/Unreal Gain (loss)									(59,492)	
4901	Legacy Fund Interest	N/A					-	-	-	-	
4940	Gain (loss)-Disposal of Fixed Assets	N/A								(3,088)	
6200	Foundation Feasibility Study	CHURCH					-	38,500	90,000	111,097	
6010	Banking Fees	KUHLMAN					2,400	1,800	1,200	1,489	
6011	Investment Advisory Fees	DAVIS/BURGIO					3,500	3,300	1,000	473	
6050	Unrelated Business Income Tax Exp.	KUHLMAN					-	-	3,000	-	
6060	Florida Corporate Income Tax	KUHLMAN					-	-	1,000	-	
	Total Net Other Income						62,100	32,900	(36,200)	(147,603)	
	NET INCOME						\$ 56,187	\$ 59,210	\$ (70,765)	\$ 71,806	

