

**United States Masters Swimming  
2003 Budget**

<b>INCOME STATEMENT</b>						
<b>INCOME</b>	<b>2003 Budget</b>	<b>2002 Actual</b>	<b>2002 Budget</b>	<b>2001 Actual</b>	<b>2001 Budget</b>	<b>Variance</b>
<b>Registrar</b>						
4010 Fees - Individuals 42,500@\$20	865,000.00	524,075.20	615,500.00	598,220.62	640,000.00	(41,779.38)
Fees - Individuals 1,000@\$15						
4020 Fees - Clubs	10,000.00	9,700.00	10,000.00	10,080.00	10,000.00	80.00
4030 Fees - LMSC's	1,100.00	1,100.00	1,040.00	1,020.00	1,040.00	(20.00)
4050 Transfers	0.00	0.00	500.00	558.00	400.00	158.00
<b>T4000 Total Registrar</b>	<b>876,100.00</b>	<b>534,875.20</b>	<b>627,040.00</b>	<b>609,878.62</b>	<b>651,440.00</b>	<b>(41,561.38)</b>
4070 Rule Book Sales	2,500.00	2,511.50	3,500.00	2,730.08	3,500.00	(769.92)
4071 Rule Book Sponsor Income	2,000.00	1,900.00	4,800.00	400.00	3,400.00	(3,000.00)
4076 Swim Magazine Ads	5,600.00	0.00	5,700.00	5,682.18	5,000.00	682.18
4150 Championship Meet Surcharges	17,500.00	11,010.00	14,000.00	21,399.00	21,700.00	(301.00)
4151 LD Championship Surcharges	3,000.00	2,789.00	3,000.00	1,030.51	2,800.00	(1,769.49)
4155 Championship Patches	1,280.00	0.00	1,280.00	0.00	1,188.00	(1,188.00)
4156 LD Championship Patches	0.00	0.00	450.00	0.00	0.00	0.00
4157 LD Championship Medals	2,700.00	2,773.05	2,000.00	3,802.05	2,700.00	1,102.05
4161 Marketing - Affinity Cards	3,000.00	3,060.06	5,000.00	1,562.74	1,650.00	(87.26)
4162 Marketing - Telephone Card		0.00		5.59	0.00	5.59
4171 Marketing - Medal Sponsor	52,850.00	34,350.00	37,850.00	30,350.00	35,500.00	(5,150.00)
4175 Marketing - Other		0.00		0.00	100.00	(100.00)
<b>Publications Sales</b>						
4204 Club Handbook	50.00	24.00	120.00	60.00	200.00	(140.00)
4207 Places to Swim		18.00	225.00	190.00	300.00	(110.00)
4210 Top Ten Subscriptions	4,000.00	1,544.00	3,000.00	3,965.00	6,000.00	(2,035.00)
4212 Coaches Manual			0.00	0.00	0.00	0.00
4213 Posters	125.00	74.50	200.00	78.50	100.00	(21.50)
4214 Open Water Manual	35.00	23.50	35.00	35.00	0.00	35.00
4215 Decals	640.00	160.85	650.00	780.74	1,150.00	(369.26)
4216 Post-It Notes	100.00	40.00	250.00	162.00	250.00	(88.00)
4220 Misc. Publications	850.00	403.53	1,050.00	900.73	1,400.00	(499.27)
<b>T4200 Total Publication Sales</b>	<b>5,800.00</b>	<b>2,288.38</b>	<b>5,530.00</b>	<b>6,171.97</b>	<b>9,400.00</b>	<b>(3,228.03)</b>
4250 All American Patches/Cert.	700.00	645.00	800.00	660.00	700.00	(40.00)
4251 LD All American	400.00	325.00	500.00	395.00	500.00	(105.00)
4252 Relay All American Awards	1,000.00	635.00	1,200.00	945.00	700.00	245.00
4430 Snooper Rent	1,050.00	150.00	750.00	1,850.00	750.00	1,100.00
4431 USOTC Revenue	19,200.00	19,200.00	47,200.00	15,000.00	36,000.00	(21,000.00)
4500 Other Income			0.00	600.00	0.00	
4710 Contributions - Legacy Fund			0.00	7,589.00	0.00	
<b>Total Total Income</b>	<b>994,680.00</b>	<b>616,512.19</b>	<b>760,600.00</b>	<b>710,051.74</b>	<b>777,028.00</b>	<b>(75,165.26)</b>

**EXPENSE**

5010 Liability Insurance	150,000.00	97,046.00	100,000.00	90,948.00	95,000.00	(4,052.00)
5012 Accident Insurance (\$.675)	29,400.00	24,154.21	28,000.00	27,545.30	29,025.00	(1,479.70)
5013 Directors & Officers Insurance	2,500.00	0.00	2,750.00	1,995.00	2,010.00	(15.00)
5014 Bonding	3,407.00	3,407.50	3,500.00	3,407.00	3,500.00	(93.00)
5015 Property Insurance	500.00	366.00	2,500.00	198.00	2,000.00	(1,802.00)
5019 Paid Liability Expenses	0.00	0.00	10,000.00	7,500.00	10,000.00	(2,500.00)
5050 President	7,150.00	1,864.28	7,000.00	6,812.92	6,750.00	62.92
5060 Vice President	1,500.00	0.00	1,500.00	1,611.07	1,500.00	111.07
5070 Secretary	550.00	197.34	1,200.00	1,560.87	1,200.00	360.87
5080 Treasurer	900.00	0.00	1,100.00	728.06	1,100.00	(371.94)
5090 Past President	400.00	169.13	1,800.00	313.24	1,000.00	(686.76)
5095 Legal Counsel	1,550.00	0.00	1,550.00	1,488.79	2,000.00	(511.21)
5099 Executive Committee	13,500.00	5,579.57	12,200.00	7,658.36	10,000.00	(2,341.64)
<b>National Office</b>						
5101 Payroll & Taxes	61,430.00	28,088.54	52,005.00	51,365.68	51,500.00	(134.32)
5102 Administration	19,800.00	6,573.15	16,480.00	15,045.04	13,680.00	1,365.04
5103 Registration Expenses	8,750.00	3,471.99	9,600.00	6,625.10	6,140.00	485.10
<b>T5100 Total National Office</b>	<b>89,980.00</b>	<b>38,133.68</b>	<b>78,085.00</b>	<b>73,035.82</b>	<b>71,320.00</b>	<b>1,715.82</b>
<b>National Office Publications</b>						
5121 All American Patches/Cert.	700.00	258.37	1,700.00	328.83	2,450.00	(2,121.17)
5123 Decals, Brochures, Etc.	300.00	70.65	350.00	159.40	350.00	(190.60)
5125 Publications	305.00	183.13	1,050.00	232.66	1,460.00	(1,227.34)
<b>T5120 Total National Office Publications</b>	<b>1,305.00</b>	<b>512.15</b>	<b>3,100.00</b>	<b>720.89</b>	<b>4,260.00</b>	<b>(3,539.11)</b>
<b>Committees</b>						
5270 Championship	4,905.00	480.40	4,975.00	1,407.59	2,298.00	(890.41)
5280 Coaches	10,120.00	3,769.06	15,650.00	5,725.78	9,300.00	(3,574.22)
5283 USOTC Expense	23,200.00	23,350.39	47,200.00	22,482.37	40,000.00	(17,517.63)
5290 Communications	8,888.00	5,109.20	9,408.00	6,198.33	8,700.00	(2,501.67)
5300 Convention	39,000.00	(44.82)	34,000.00	29,630.13	34,000.00	(4,369.87)
5310 Finance	250.00	0.00	500.00	0.00	500.00	(500.00)
5320 Fitness	985.00	116.50	250.00	0.00	1,000.00	(1,000.00)
5330 Insurance	125.00	100.00	125.00	0.00	125.00	(125.00)
5340 Internal Audit	150.00	0.00	800.00	0.00	800.00	(800.00)
5350 International	375.00	0.00	375.00	100.00	375.00	(275.00)
5360 Legislation	250.00	0.00	250.00	209.75	250.00	(40.25)
5370 Long Distance	1,150.00	54.85	1,250.00	1,178.12	1,300.00	(121.88)
5380 Marketing/Publications	1,100.00	32.05	4,400.00	140.37	5,700.00	(5,559.63)
5390 Officials	150.00	0.57	750.00	100.00	1,350.00	(1,250.00)
5400 Planning	1,400.00	0.00	435.00	110.44	600.00	(489.56)
5410 Records & Tabulation	1,700.00	351.73	9,700.00	1,366.79	1,700.00	(333.21)
5420 Registration	500.00	0.00	1,250.00	0.00	100.00	(100.00)
5430 Rule Book	125.00	15.00	580.00	246.35	400.00	(153.65)

5440 Rules	250.00	0.00	200.00	0.00	500.00	(500.00)
5450 Safety Education	460.00	0.00	200.00	100.00	1,650.00	(1,550.00)
5460 Sports Medicine	1,100.00	323.30	3,400.00	317.12	2,650.00	(2,332.88)
<b>Zone Chairperson</b>		0.00				
Breadbasket	150.00					
Colonies	150.00					
5474 Dixie	400.00	53.42		147.41		
Great lakes	150.00					
5478 Northwest	150.00			317.89		
Oceana	120.00					
South Central	150.00					
Southwest	150.00					
5470 Zone Chairperson - Other	410.00			775.46		
<b>T5470 Total Zone Committee</b>	<b>1,830.00</b>	<b>53.42</b>	<b>2,258.00</b>	<b>1,240.76</b>	<b>2,886.00</b>	<b>(1,645.24)</b>
5520 Ad Hoc ISHOF	1,250.00	93.10	1,000.00	2,347.27	1,000.00	1,347.27
5530 Ad Hoc Legal Counsel	500.00	0.00	500.00	0.00	500.00	(500.00)
5540 Ad Hoc History & Archives	2,648.00	4,500.00	29,500.00	275.45	0.00	275.45
5550 Ad Hoc Recognition & Awards	500.00	0.00	470.00	128.06	470.00	(341.94)
5560 Ad Hoc Endowment	0.00		0.00			
5610 Controller	10,510.00	5,000.04	10,680.00	10,364.86	10,400.00	(35.14)
5620 Historian	100.00	3.95	0.00	163.64	11,820.00	(11,656.36)
5630 FINA Representative	500.00	56.94	2,000.00	611.00	2,000.00	(1,389.00)
5640 International Liaison/Delegate	0.00	2,488.50	5,500.00	0.00	3,000.00	(3,000.00)
5645 USA Triathlon Liaison	1,600.00					
5650 Past President Conv Reg Fee	100.00		400.00	100.00	300.00	(200.00)
5655 ISHOF Liaison	1,600.00	908.38	2,500.00	0.00	0.00	0.00
5660 USA Swimming Liaison	1,100.00	398.24	1,000.00	1,021.31	1,000.00	21.31
5665 YMCA Liaison	575.00	36.00	575.00	446.75	500.00	(53.25)
5670 Sponsor Liaison	20,620.00	10,217.57	25,495.00	21,104.78	20,970.00	134.78
5675 USOC Liaison	250.00	0.00	250.00	1,147.43	0.00	1,147.43
5680 Swim Magazine Editor	21,650.00	2,664.86	8,500.00	5,056.52	8,500.00	(3,443.48)
5685 Webmaster	70,000.00	5,031.49	12,000.00	10,991.63	14,000.00	(3,008.37)
5690 Database Task Force	23,500.00					
5700 Swim Magazine Subscriptions (\$7.90)	343,650.00	285,166.00	327,000.00	314,435.00	339,000.00	(24,565.00)
<b>Marketing Projects</b>						
5710 Marketing - Sponsor	14,000.00	6,500.00	0.00	11,235.11	6,000.00	5,235.11
5730 Marketing - Other Projects	4,000.00	0.00	10,000.00	31,423.39	39,000.00	(7,576.61)
5750 Marketing - Planner	0.00	16,385.00	10,000.00	17,670.00	18,000.00	(330.00)
5760 Marketing - PR Contract	28,000.00	14,583.31	28,000.00	0.00	0.00	0.00
<b>T5705 Total Marketing Projects</b>	<b>46,000.00</b>	<b>37,468.31</b>	<b>48,000.00</b>	<b>60,328.50</b>	<b>63,000.00</b>	<b>(2,671.50)</b>
5801 Pool Championship Patches	1,000.00		0.00	2,337.50	3,000.00	(662.50)
5802 LD Championship Patches	0.00		0.00	0.00	400.00	(400.00)
5803 LD Championship Medals	2,500.00	3,257.00	3,500.00	7,162.57	1,800.00	5,362.57

5810 Snooper Expenses	850.00	456.77	150.00	168.00	150.00	18.00
5820 Top Ten Subscriptions	4,200.00	1,432.71	5,049.00	4,292.52	6,100.00	(1,807.48)
5821 Complimentary Top Ten	840.00	0.00	786.00	0.00	830.00	(830.00)
5825 National Coaches Conference	6,000.00	0.00	10,000.00			
5830 Outside Legal Expense	5,000.00	0.00	12,000.00	3,875.20	3,000.00	875.20
5840 ISHOF Contributions (\$.25)	10,875.00	0.00	20,750.00	22,107.00	21,500.00	607.00
5845 Legacy Fund Donation Match	0.00	58,000.00	8,000.00	0.00	10,000.00	(10,000.00)
5850 National Aquatics Coalition	800.00	671.10	800.00	584.82	800.00	(215.18)
5855 USAS/USA Swimming Memberships	100.00	100.00	800.00	600.00	800.00	(200.00)
5860 Rule Book Costs	12,500.00	12,271.26	15,310.00	10,563.52	10,000.00	563.52
5875 Audit/Accounting Fees	10,000.00	0.00	5,700.00	9,900.00	0.00	9,900.00
5870 Depreciation	4,000.00	0.00		3,641.00	0.00	3,641.00
5880 Misc/Contingency	0.00	0.00	1,000.00	100.00	0.00	100.00
5999 Uncategorized Expenses	0.00	0.00		0.00	0.00	0.00
<b>Total Total Expense</b>	<b>1,005,973.00</b>	<b>635,363.73</b>	<b>951,456.00</b>	<b>789,931.55</b>	<b>891,689.00</b>	<b>(101,757.45)</b>
<b>Total Net Ordinary Income</b>	<b>(11,293.00)</b>	<b>(18,851.54)</b>	<b>(190,856.00)</b>	<b>(79,879.81)</b>	<b>(114,661.00)</b>	<b>34,781.19</b>
Other Income/Expense						
4900 Interest & Dividends	20,000.00	16,864.90	27,000.00	42,880.16	43,500.00	(619.84)
Legacy Fund Donation	0.00		(50,000.00)			
6010 Banking Fees	(200.00)	(126.00)	(230.00)	(192.35)	(274.00)	81.65
<b>Total Total Net Other Income</b>	<b>19,800.00</b>	<b>16,738.90</b>	<b>(23,230.00)</b>	<b>42,687.81</b>	<b>43,226.00</b>	<b>(538.19)</b>
<b>NET INCOME</b>	<b>8,507.00</b>	<b>(2,112.64)</b>	<b>(214,086.00)</b>	<b>(37,192.00)</b>	<b>(71,435.00)</b>	<b>34,243.00</b>

#### Capital Expenditures

1520 Webmaster Computer			2,300.00			
History & Archives - Cabinet	600.00					
3050 Property & Equipment						
Swim Magazine Editor - computer	0.00					
Controller - computer	1,599.00					
Additional Display Unit			4,000.00			
<b>Total Total Capital Expenditures</b>	<b>2,199.00</b>		<b>6,300.00</b>			
<b>NET EXCESS (DEFICIT)</b>	<b>6,308.00</b>		<b>(220,386.00)</b>			