

<b>United States Masters Swimming</b>								
<b>2005 Budget</b>								
<b>INCOME STATEMENT</b>								
	<b>ORIGINAL</b>		<b>FINAL</b>	<b>Thru July</b>				
	<b>2005 Budget</b>	<b>ADJUSTMENTS</b>	<b>2005 Budget</b>	<b>2004 Actual</b>	<b>2004 Budget</b>	<b>2003 Actual</b>	<b>2002 Actual</b>	
<b>INCOME</b>								
<b>Registrar</b>								
<b>4010</b>	Fees - Individuals 40,200 @ \$20	\$ 851,000.00	\$ (14,400.00)	\$ 836,600.00	\$ 728,560.50	\$ 851,000.00	\$ 846,229.05	\$ 629,102.46
	Fees - Individuals 1,800 @ \$15.00							
	Fees - One-time 700 @ \$8.00							
<b>4020</b>	Fees - Clubs @ \$30	15,000.00		15,000.00	15,150.00	15,000.00	10,160.00	10,560.00
<b>4030</b>	Fees - LMSC's @ \$30/\$40	1,600.00		1,600.00	1,620.00	1,500.00	980.00	1,100.00
<b>4050</b>	Transfers	-		-		-		-
<b>4000</b>	Registrar Other	-		-		-		100.00
<b>T4000</b>	<b>Total Registrar</b>	<b>867,600.00</b>	<b>(14,400.00)</b>	<b>853,200.00</b>	<b>745,330.50</b>	<b>867,500.00</b>	<b>857,369.05</b>	<b>640,862.46</b>
<b>4070</b>	Rule Book Sales (two submissions)	1,425.00		1,425.00	1,302.00	2,800.00	3,313.25	2,832.50
<b>4071</b>	Rule Book Sponsor Income	3,000.00		3,000.00	1,850.00	4,000.00	1,150.00	2,700.00
<b>4075</b>	Publication Advertisement	-	37,500.00	37,500.00		5,600.00	7,644.38	5,506.82
<b>4150</b>	Championship Meet Surcharges	17,500.00	1,000.00	18,500.00	21,568.00	17,500.00	19,725.20	14,970.10
<b>4151</b>	LD Championship Surcharges	3,200.00		3,200.00	2,467.00	3,000.00	3,143.00	3,941.00
<b>4155</b>	Championship Patches	600.00		600.00	285.00	1,280.00	1,126.00	1,272.00
<b>4156</b>	LD Championship Patches	450.00	(50.00)	400.00		450.00	-	-
<b>4157</b>	LD Championship Medals	2,400.00	600.00	3,000.00	1,123.13	2,200.00	2,885.79	3,737.87
<b>4159</b>	Nat'l Meet Data Entry	-	2,500.00	2,500.00				
<b>4161</b>	Marketing - MBNA Affinity Cards	6,000.00		6,000.00	4,800.00	3,000.00	5,852.72	5,417.52
<b>4162</b>	Marketing - Telephone Card	-		-		-	-	-
<b>4171</b>	Marketing - Medal Sponsor	50,500.00	(1,000.00)	49,500.00	29,250.00	53,800.00	49,180.00	46,515.00
<b>4172</b>	Marketing - USOTC Sponsor	-	4,000.00	4,000.00	-	4,000.00	-	-
<b>4175</b>	Marketing - Other	-		-		-	-	-
<b>Publications Sales</b>								
<b>4204</b>	Club Handbook	24.00		24.00	6.00	24.00	24.00	24.00
<b>4207</b>	Places to Swim	-		-		-	9.00	18.00
<b>4210</b>	Top Ten Subscriptions	1,720.00	2,280.00	4,000.00	510.00	3,960.00	3,994.00	4,285.00
<b>4212</b>	Coaches Manual	-		-		-	-	-
<b>4213</b>	Posters	-		-		-	-	85.50
<b>4214</b>	Open Water Manual	21.00		21.00	7.00	21.00	35.00	30.50
<b>4215</b>	Decals	550.00		550.00	256.30	625.00	837.62	846.55
<b>4216</b>	Post-It Notes	50.00		50.00	28.00	50.00	76.00	122.50
<b>4220</b>	Misc. Publications	1,400.00		1,400.00	997.73	780.00	716.40	1,262.38
<b>T4200</b>	<b>Total Publication Sales</b>	<b>3,765.00</b>	<b>2,280.00</b>	<b>6,045.00</b>	<b>1,805.03</b>	<b>5,460.00</b>	<b>5,692.02</b>	<b>6,674.43</b>
<b>4250</b>	All American Patches/Cert.	700.00		700.00	545.00	700.00	665.00	690.00
<b>4251</b>	LD All American	300.00		300.00	220.00	300.00	250.00	355.00
<b>4252</b>	Relay All American Awards	600.00		600.00	640.00	700.00	615.37	850.00
<b>4430</b>	Snooper Rent	750.00		750.00	1,225.00	1,000.00	525.00	600.00
<b>4431</b>	USOTC Revenue	24,800.00	(5,000.00)	19,800.00	19,800.00	19,800.00	19,200.00	19,200.00
<b>4500</b>	Other Income - FINA Web	-	15,000.00	15,000.00	50.00	-	-	22.00
<b>4710</b>	Contributions - Legacy Fund	-		-		-	8,826.50	
<b>Total</b>	<b>Total Income</b>	<b>983,590.00</b>	<b>42,430.00</b>	<b>1,026,020.00</b>	<b>832,260.66</b>	<b>993,090.00</b>	<b>987,163.28</b>	<b>756,146.70</b>

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	<b>2005 Budget</b>	<b>ADJUSTMENTS</b>	<b>2005 Budget</b>	<b>2004 Actual</b>	<b>2004 Budget</b>	<b>2003 Actual</b>	<b>2002 Actual</b>	
<b>EXPENSE</b>								
<b>5010</b>	Liability Insurance	130,000.00		130,000.00	111,722.00	119,000.00	103,084.00	97,046.00
<b>5012</b>	Accident Insurance (\$.675)	29,025.00	(202.00)	28,823.00	25,292.26	29,025.00	29,077.69	29,020.97
<b>5013</b>	Directors & Officers Insurance	2,500.00		2,500.00	1,777.00	2,000.00	1,696.00	-
<b>5014</b>	Bonding	4,000.00		4,000.00	3,786.00	3,786.00	3,407.50	3,407.50
<b>5015</b>	Property Insurance	600.00		600.00	530.00	600.00	540.00	366.00
<b>5016</b>	Media Professional Liability Insurance	-	10,000.00	10,000.00				
<b>5019</b>	Paid Liability Expenses	10,000.00	(10,000.00)	-		10,000.00	-	-
<b>5010</b>	Insurance Broker's Fee	20,000.00		20,000.00	20,000.00	20,000.00	-	-
<b>5050</b>	President	15,760.00	(4,789.00)	10,971.00	5,091.02	11,532.00	7,017.41	6,884.45
<b>5060</b>	Vice President	250.00		250.00		310.00	110.00	973.70
<b>5070</b>	Secretary	560.00		560.00	89.55	410.00	138.00	370.31
<b>5080</b>	Treasurer	400.00		400.00		400.00	-	-
<b>5090</b>	Past President	400.00		400.00	120.68	500.00	759.04	799.83
<b>5095</b>	Legal Counsel	1,310.00	(1,000.00)	310.00		860.00	-	100.00
<b>5099</b>	Executive Committee	9,300.00		9,300.00	6,818.94	8,000.00	27,337.39	10,289.21
<b>5099</b>	Executive Committee - Semi Annual BOD	15,000.00	(15,000.00)	-				
<b>National Office</b>								
<b>5101</b>	Payroll & Taxes (incl. \$500 Workers Comp)	71,500.00	(230.00)	71,270.00	35,079.27	65,400.00	60,010.10	57,259.25
<b>5102</b>	Administration	30,468.00	(1,600.00)	28,868.00	15,839.47	30,178.00	17,567.69	17,835.65
<b>5103</b>	Registration Expenses	8,800.00		8,800.00	3,520.17	8,800.00	3,240.08	7,868.78
<b>T5100</b>	<b>Total National Office</b>	<b>110,768.00</b>	<b>(1,830.00)</b>	<b>108,938.00</b>	<b>54,438.91</b>	<b>104,378.00</b>	<b>80,817.87</b>	<b>82,963.68</b>
<b>National Office Publications</b>								
<b>5121</b>	All American Patches/Cert.	1,150.00		1,150.00	345.65	2,200.00	884.30	272.58
<b>5123</b>	Decals, Brochures, Etc.	450.00		450.00	112.22	1,475.00	1,371.11	204.72
<b>5125</b>	Publications	1,180.00		1,180.00	330.90	740.00	60.32	219.17
<b>T5120</b>	<b>Total National Office Publications</b>	<b>2,780.00</b>	<b>-</b>	<b>2,780.00</b>	<b>788.77</b>	<b>4,415.00</b>	<b>2,315.73</b>	<b>696.47</b>
<b>Committees</b>								
<b>5270</b>	Championship	3,719.00		3,719.00	885.37	3,405.00	3,504.50	2,779.19
<b>5280</b>	Coaches	15,560.00	(3,400.00)	12,160.00	6,017.07	18,750.00	9,140.00	8,824.55
<b>5283</b>	USOTC Expense	23,200.00		23,200.00	23,608.34	19,800.00	22,574.93	23,350.39
<b>5290</b>	Communications	230.00		230.00		230.00	2,811.43	5,345.92
<b>5300</b>	Convention	44,700.00	(500.00)	44,200.00	1,272.13	39,800.00	38,484.28	30,212.86
<b>5301</b>	New Delegate Orientation	-	500.00	500.00				
<b>5310</b>	Finance	300.00		300.00		300.00	299.31	205.77
<b>5320</b>	Fitness	485.00	(65.00)	420.00		600.00	710.87	216.50
<b>5330</b>	Insurance	135.00		135.00		135.00	125.00	200.00
<b>5340</b>	Internal Auditor	-	110.00	110.00		850.00	110.00	100.00
<b>5350</b>	International ('04 overbudget \$1825)	2,340.00	(1,680.00)	660.00	1,341.63	<b>2,200.00</b>	877.59	-
<b>5360</b>	Legislation	270.00		270.00	110.00	250.00	110.83	125.00
<b>5370</b>	Long Distance	1,060.00		1,060.00	12.70	1,060.00	654.74	477.97
<b>5380</b>	Marketing/Publications (overbudget \$2,500)	400.00		400.00		<b>3,420.00</b>	180.65	137.45
<b>5390</b>	Officials	184.00	500.00	684.00		350.00	110.00	175.40
<b>5400</b>	Planning	2,120.00	(1,000.00)	1,120.00	417.90	1,540.00	1,124.80	231.69
<b>5410</b>	Records & Tabulation	3,710.00	(2,000.00)	1,710.00	773.88	3,710.00	1,550.82	1,014.49

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	<b>2005 Budget</b>	<b>ADJUSTMENTS</b>	<b>2005 Budget</b>	<b>2004 Actual</b>	<b>2004 Budget</b>	<b>2003 Actual</b>	<b>2002 Actual</b>	
<b>5420</b>	Registration Committee	1,310.00		1,310.00		260.00	119.85	110.00
<b>5430</b>	Publications	300.00		300.00		300.00	110.00	115.00
<b>5440</b>	Rules	875.00		875.00		1,010.00	110.00	100.00
<b>5450</b>	Safety Education	160.00		160.00	110.00	200.00	110.00	100.00
<b>5460</b>	Sports Medicine	2,750.00	(940.00)	1,810.00		1,800.00	910.00	1,126.19
	<b>Zone Chairperson</b>							-
<b>5471</b>	Breadbasket	155.00		155.00			110.00	100.00
<b>5472</b>	Colonies	200.00		200.00			110.00	100.00
<b>5473</b>	Southwest	195.00		195.00			110.00	
<b>5474</b>	Dixie	1,330.00		1,330.00			110.00	220.92
<b>5475</b>	Great lakes	210.00		210.00			-	
<b>5476</b>	Oceana	110.00		110.00			-	
<b>5477</b>	South Central	160.00		160.00			220.00	
<b>5478</b>	Northwest	175.00		175.00			110.00	-
<b>5470</b>	Zone Chairperson - Other	1,645.00		1,645.00	949.00	8,575.00	110.00	200.00
<b>5470</b>	Delegate Scholarships	-		-				
<b>5470</b>	Zone Sponsored Activities	5,000.00		5,000.00				
<b>T5470</b>	<b>Total Zone Committee</b>	<b>9,180.00</b>	<b>-</b>	<b>9,180.00</b>	<b>949.00</b>	<b>8,575.00</b>	<b>880.00</b>	<b>620.92</b>
<b>5520</b>	<b>Ad Hoc ISHOF</b>	<b>4,925.00</b>	<b>(1,740.00)</b>	<b>3,185.00</b>	<b>884.94</b>	<b>2,100.00</b>	<b>1,415.04</b>	<b>469.30</b>
<b>5530</b>	Ad Hoc Legal Counsel	200.00		200.00		350.00	-	-
<b>5540</b>	History & Archives	2,125.00		2,125.00	308.17	2,424.00	3,154.01	9,011.10
<b>5550</b>	Recognition & Awards	500.00		500.00		500.00	311.08	234.79
<b>5560</b>	Ad Hoc Endowment	-		-		-	-	-
<b>5610</b>	Controller	11,500.00	5,000.00	16,500.00	9,702.82	10,735.00	10,614.82	10,389.48
<b>5610</b>	Controller contingency	5,000.00	(5,000.00)	-		5,000.00	-	
<b>5620</b>	Historian - now History & Archives	-		-		100.00	-	3.95
<b>5630</b>	FINA Representative	250.00		250.00		500.00	-	56.94
<b>5640</b>	International Delegate / ASUA	-	560.00	560.00		-	-	2,953.18
<b>5645</b>	USA Triathlon Liaison	1,640.00	(550.00)	1,090.00		1,930.00	432.00	-
<b>5650</b>	Past President Conv Reg Fee	110.00		110.00		110.00	110.00	100.00
<b>5655</b>	ISHOF Liaison	-		-	1,003.18	1,600.00	441.38	908.38
<b>5660</b>	USA Swimming Liaison	1,100.00		1,100.00	539.14	1,100.00	887.26	987.13
<b>5665</b>	YMCA Liaison	1,100.00		1,100.00		575.00	230.05	36.00
<b>5670</b>	Sponsor Liaison	21,020.00		21,020.00	13,880.17	20,530.00	19,865.33	22,462.44
<b>5675</b>	USOC Liaison	1,500.00		1,500.00	960.85	1,500.00	-	-
<b>5680</b>	Swim Magazine Editor	21,800.00		21,800.00	11,666.69	21,800.00	21,207.19	9,134.08
<b>5685</b>	Webmaster ('04 overbudget \$35,000)	135,900.00	(6,980.00)	128,920.00	42,447.19	<b>107,806.00</b>	67,635.34	26,467.90
<b>5690</b>	Database Task Force	-		-		1,000.00	9,200.00	-
<b>5700</b>	Nat'l Publication Costs	339,700.00	(22,700.00)	317,000.00	296,428.00	339,700.00	329,351.00	329,416.00
	<b>Marketing Projects</b>							
<b>5710</b>	Marketing - Sponsor, National Meets	14,000.00		14,000.00	7,000.00	14,000.00	13,077.00	14,500.00
<b>5730</b>	Marketing - Other Projects	8,500.00		8,500.00		5,000.00	4,371.00	-
<b>5750</b>	Marketing - Planner	4,500.00		4,500.00	3,510.80	5,000.00	-	16,385.00
<b>5760</b>	Marketing - PR Contract, expired	-		-	14,583.31	28,000.00	26,659.38	27,701.02
<b>T5705</b>	<b>Total Marketing Projects</b>	<b>27,000.00</b>	<b>-</b>	<b>27,000.00</b>	<b>25,094.11</b>	<b>52,000.00</b>	<b>44,107.38</b>	<b>58,586.02</b>

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<b>5801</b>	Pool Championship Patches			285.00		2,000.00	1,385.40	-
<b>5802</b>	LD Championship Patches	400.00		400.00		1,000.00	2,302.01	-
<b>5803</b>	LD Championship Medals	3,000.00		3,000.00		2,000.00	-	3,257.00
<b>5810</b>	Snooper Expenses	-	800.00	800.00	165.96	1,000.00	174.63	657.72
<b>5820</b>	Top Ten Subscriptions	4,200.00	(200.00)	4,000.00	1,158.78	4,200.00	5,185.83	2,813.79
<b>5821</b>	Complimentary Top Ten	840.00	(840.00)	-		840.00	-	-
<b>5825</b>	National Coaches Conference	8,000.00		8,000.00		5,000.00	8,598.53	9,852.48
<b>5830</b>	Outside Legal Expense	3,000.00		3,000.00		5,000.00	-	1,617.88
<b>5840</b>	ISHOF Contributions (\$.25 reduce to \$.10)	10,750.00	(6,550.00)	4,200.00		10,750.00	10,602.00	21,024.00
<b>5845</b>	Legacy Fund Donation Match	-		-		-	1,148.52	58,000.00
<b>5850</b>	National Aquatics Coalition	960.00		960.00		850.00	160.00	671.10
<b>5855</b>	USAS/USA Swimming Memberships	moved to N.O.			600.00	750.00	750.00	750.00
<b>5860</b>	Rule Book Costs	13,700.00		13,700.00	12,313.13	12,500.00	11,523.04	12,440.23
<b>5875</b>	Audit/Accounting Fees	11,100.00	1,000.00	12,100.00		5,500.00	9,579.51	5,044.70
<b>5870</b>	Depreciation	5,000.00		5,000.00		5,000.00	4,225.45	4,405.00
<b>5880</b>	Misc/Contingency	-	2,555.00	2,555.00		904.00	307.00	-
<b>5999</b>	Uncategorized Expenses					-	-	-
<b>Total</b>	<b>Total Expense</b>	<b>1,086,961.00</b>	<b>(50,941.00)</b>	<b>1,036,020.00</b>	<b>683,391.28</b>	<b>1,052,415.00</b>	<b>905,814.03</b>	<b>900,238.00</b>
<b>Total</b>	<b>Net Ordinary Income</b>	<b>(103,371.00)</b>	<b>93,371.00</b>	<b>(10,000.00)</b>	<b>148,869.38</b>	<b>(59,325.00)</b>	<b>81,349.25</b>	<b>(144,091.30)</b>
	Other Income/Expense							
<b>4900</b>	Interest & Dividends	8,000.00	2,000.00	10,000.00	6,515.32	20,000.00	42,967.89	29,203.68
	Legacy Fund Donation							
<b>6010</b>	Banking Fees				0.02		(217.00)	(191.00)
<b>Total</b>	<b>Total Net Other Income</b>	<b>8,000.00</b>	<b>2,000.00</b>	<b>10,000.00</b>	<b>6,515.34</b>	<b>20,000.00</b>	<b>42,750.89</b>	<b>29,012.68</b>
	<b>NET INCOME</b>	<b>\$ (95,371.00)</b>	<b>\$ 95,371.00</b>	<b>\$ -</b>	<b>\$ 155,384.72</b>	<b>\$ (39,325.00)</b>	<b>\$ 124,100.14</b>	<b>\$ (115,078.62)</b>
	<b>Capital Expenditures</b>							
	Registration Equipment Upgrade			0.00				
	Long Distance Awards	9,543.00	8,750.00	18,293.00				
<b>1520</b>	Webmaster Computer			0.00				
	Computer - DB Adm., firewall - NO			0.00		1,599.00		
	History & Archives			0.00		600.00		
	National Office	1,599.00		1,599.00				
<b>3050</b>	Property & Equipment			0.00				
	LCD projector - convention	3,000.00	(3,000.00)	0.00		1,000.00		
	Controller - computer/printer/fax			0.00	562.67			
	Additional Display Unit			0.00				
<b>Total</b>	<b>Total Capital Expenditures</b>	<b>14,142.00</b>	<b>5,750.00</b>	<b>19,892.00</b>	<b>562.67</b>	<b>3,199.00</b>	<b>0.00</b>	
	<b>NET EXCESS (DEFICIT)</b>	<b>\$ (109,513.00)</b>	<b>\$ 89,621.00</b>	<b>\$ (19,892.00)</b>	<b>\$ 154,822</b>	<b>\$ (42,524)</b>	<b>\$ 124,100</b>	
	<b>FINA-related payments affecting cash flow</b>			<b>\$ 225,000.00</b>		<b>34,225.88</b>	<b>25,000.00</b>	
	<b>(not included above)</b>							