

United States Masters Swimming										
2007 Budget								Prelim.		
INCOME STATEMENT					ORIGINAL	PRE-CONVENTION	PRE-CONVENTION	Through Aug.	(w/ adj's)	
					2007 Budget	ADJUSTMENTS	NET	2006 Actual	2006 Budget	2005 Actual
INCOME										
Registrar			Members	Fee						
4010	Fees - Individuals @ \$20	MOXIE	42,000	20	\$ 840,000		\$ 840,000	\$ 817,595	\$ 840,000	\$ 844,158
4010	Fees - Individuals @ \$15.00	MOXIE	1,000	15	15,000		15,000		30,000	
4010	Fees - One-time @ \$8.00	MOXIE	1,000	8	8,000		8,000	7,712	5,600	9,792
4020	Fees - Clubs @ \$30	MOXIE	525	30	15,750		15,750	16,080	15,000	15,690
4030	Fees - LMSC's @ \$30/\$40	MOXIE	53	30	1,590		1,590	1,590	1,600	1,610
4010	Transfers	MOXIE			-		-	763	-	534
T4000	Total Registrar				880,340	-	880,340	843,740	892,200	871,784
4070	Rule Book Sales	EHRINGER			2,800		2,800	2,798	2,800	2,425
4071	Rule Book Sponsor Income	EHRINGER			2,500	(1,200)	1,300	1,300	2,500	1,050
4074	Magazine Subscriptions	HAZELWOOD			3,560	(3,560)	-	-	2,993	1,058
4075	Publication Advertisement	HAZELWOOD			102,000	(12,000)	90,000	57,292	90,000	91,728
4150	Championship Meet Surcharges	MOORE, MARK			18,900		18,900	8,904	10,500	19,089
4151	LD Championship Surcharges	CLEVELAND			3,400		3,400	2,285	3,200	3,480
4155	Championship Patches	MOORE, MARK			600		600	285	300	609
4156	LD Championship Patches	CLEVELAND			500		500	-	450	-
4157	LD Championship Medals	CLEVELAND			3,000		3,000	2,135	2,400	2,974
4158	FINA Worlds Data Entry	N/A			-		-	-	2,500	-
4159	Nat'l Meet Data Entry	GRILLI			1,000		1,000	253	1,000	758
4161	Marketing - MBNA Affinity Cards	GOLDSTEIN			12,000		12,000	8,411	12,000	11,228
4171	Marketing - Medal Sponsor	GOLDSTEIN			112,500		112,500	67,958	50,500	52,667
4172	Marketing - USOTC Sponsor	RIDOUT			-		-	-	-	3,000
4175	Marketing - Other				-		-	-	-	-
	Publications Sales									
4204	Club Handbook	GRILLI			25		25	6	25	28
4207	Places to Swim	GRILLI			-		-	-	-	-
4210	Top Ten Subscriptions	WINDRATH			2,090		2,090	762	2,310	1,954
4212	Coaches Manual	GRILLI			-		-	-	-	-
4213	Posters	GRILLI			-		-	-	-	-
4214	Open Water Manual	GRILLI			21		21	14	21	-
4215	Decals	GRILLI			700		700	232	700	645
4216	Post-It Notes	GRILLI			100		100	40	100	39
4220	Misc. Publications	GRILLI			1,400		1,400	1,030	1,400	1,773
T4200	Total Publication Sales				4,336	-	4,336	2,084	4,556	4,439
4250	All American Patches/Cert.	GRILLI			700		700	590	700	545
4251	LD All American	GRILLI			300		300	190	300	235
4252	Relay All American Awards	GRILLI			900		900	940	300	720
4430	Snooper Rent	BRUCE			750		750	575	750	450
4431	USOTC Revenue	RIDOUT			-		-	-	33,700	29,700
4450	Merchant Account Fee Income	MOXIE			4,200		4,200	1,729	2,100	3,364
4500	Other Income - FINA Web	N/A			-		-	15,000	-	-
4710	Contributions - Legacy Fund	N/A			-		-	-	-	9,043
Total	Total Income				1,154,286	(16,760)	1,137,526	1,016,469	1,115,749	1,110,346

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EXPENSE										
					ORIGINAL	PRE-CONVENTION	PRE-CONVENTION	Prelim.		
					2007 Budget	ADJUSTMENTS	NET	Through Aug.	(w/ adj's)	
								2006 Actual	2006 Budget	
									2005 Actual	
5010	Liability Insurance	DRISCOLL			115,000		115,000	113,899	120,000	112,760
5012	Accident Insurance @ \$.55	MOXIE	44,000	0.55	24,200		24,200	23,014	24,585	29,536
5013	Directors & Officers Insurance	DRISCOLL			3,700		3,700	3,522	4,550	1,917
5014	Bonding	DRISCOLL			3,800		3,800	3,785	3,900	3,786
5015	Property Insurance	DRISCOLL			650		650	-	600	523
5016	Media Professional Liability Insurance	DRISCOLL			10,000		10,000	-	10,000	-
5019	Paid Liability Expenses	DRISCOLL			-		-	-	-	-
5010	Insurance Broker's Fee	DRISCOLL			20,000		20,000	20,000	20,000	20,000
5050	President	COPELAND			11,610		11,610	5,678	11,010	6,312
5060	Vice President	N/A			-		-	-	-	110
5061	VP - Member Services	GILL			300		300	8	600	-
5062	VP - Community Services	HEATHER, M.			600	(300)	300	31	600	-
5063	VP - National Operations	LETENDRE			600		600	645	1,100	-
5064	VP - Local Operations	HEATHER, J.			610		610	60	1,000	-
5070	Secretary	SMATH			410		410	-	510	336
5080	Treasurer	BOAK			760		760	115	760	247
5082	At-Large Director - Breadbasket	ROOF			-	250	250		250	
5083	At-Large Director - Colonies	DURRANT			250		250	110	250	
5084	At-Large Director - Southwest	WINSLOW			600		600	110	250	
5085	At-Large Director - Dixie	CLARK			250		250		250	
5086	At-Large Director - Great Lakes	DAY			-	250	250		250	
5087	At-Large Director - Oceana	MOORE, MICHL			-	250	250		250	
5088	At-Large Director - S. Central	BOAK			250		250		250	
5089	At-Large Director - Northwest	ENSIGN			250		250		250	
5090	Past President	MILLER, J.			560		560	-	510	768
5095	Legal Counsel	MILLER, P.			310		310	-	310	160
5099	Exec Committee / BOD	COPELAND			3,000	(600)	2,400	1,565	3,000	2,883
5099	Exec Committee / BOD- Semi Annual BOD	COPELAND			12,000		12,000	9,048	12,000	4,386
	National Office						-			
5101	Payroll & Taxes	GRILLI/COPELAND			65,054	64,390	129,444	43,932	66,954	63,500
5102	Administration	GRILLI			54,791	(1,600)	53,191	21,465	34,616	34,146
5103	Registration Expenses	GRILLI			5,150		5,150	295	4,950	4,052
T5100	Total National Office				124,995	62,790	187,785	65,692	106,520	101,698
5130	ED & Related Costs	COPELAND			204,450		204,450	35,917	95,000	-
	National Office Publications									
5121	All American Patches/Cert.	GRILLI			425		425	397	3,850	971
5123	Decals, Brochures, Etc.	GRILLI			450		450	172	450	(263)
5125	Publications	GRILLI			260		260	76	260	237
T5120	Total National Office Publications				1,135	-	1,135	645	4,560	945
	Committees									
5270	Championship Committee	MOORE, MARK			2,407		2,407	167	2,362	2,041
5280	Coaches Committee	BRUCE			12,680		12,680	1,800	14,160	6,835
5283	USOTC Expense	RIDOUT			-		-	-	33,450	32,096
5285	Merchant Account Fees	LETENDRE			5,000		5,000	2,238	2,519	3,789
5290	Communications Committee	MOORE, H.			660		660	255	430	224
5300	Convention	BUEHLER			57,307	(11,307)	46,000	2,504	48,925	38,113
5301	New Delegate Orientation	PIERSON			200		200	-	200	406
5310	Finance Committee	MOXIE			335		335	-	300	248
5320	Fitness Committee	SUTHERLAND			350		350	-	350	149
5330	Insurance Coordinator	DRISCOLL			135		135	-	135	220

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5340	Internal Auditor	DRISCOLL		110		110		-	110	110
5350	International Committee	POHLMANN		610		610		-	610	356
5355	FINA World Meet	N/A		-		-		2,377	9,618	30
5360	Legislation Committee	FITZGERALD		-	270	270		-	270	271
5370	Long Distance Committee	CLEVELAND		1,260		1,260		381	910	870
5380	Marketing/Publications Committee	BARRETT		1,360		1,360		8	-	92
5390	Officials Committee	SALTZMAN		1,110		1,110		-	685	-
5400	Planning Committee	WHEELER		250		250		-	850	950
5410	Records & Tabulation Committee	WINDRATH		1,710		1,710		691	3,710	1,621
5420	Registration Committee	SIMON		2,310	(800)	1,510		75	1,310	110
5430	Rule Book Coordinator	EHRINGER		130		130		-	130	110
5435	Editorial Board	HAZELWOOD		1,400		1,400		2,587	5,610	238
5440	Rules Committee	CASEY		1,000		1,000		610	1,000	110
5460	Sports Medicine, Health & Safety Committee	WELBORN		1,510		1,510		-	1,710	110
	Zones:									
5471	Breadbasket	THOMPSON		-		-		-	110	110
5472	Colonies	MORRIN-NORDLUND		-		-		-	140	110
5473	Southwest	BOYD		-		-		-	110	110
5474	Dixie	CAVANAUGH		-		-		-	130	-
5475	Great lakes	LEMKE		-		-		-	210	110
5476	Oceana	RENNER		-		-		-	110	-
5477	South Central	MARCANTONIO		-		-		-	110	110
5478	Northwest	MOORE, J		-		-		-	205	110
5470	Zone Chairperson - Other	HEATHER, J.		5,180		5,180		542	-	2,863
5470	Delegate Scholarships	HEATHER, J.		-		-		-	-	-
5470	Zone Sponsored Activities	HEATHER, J.		-		-		-	4,000	-
T5470	Total Zones			5,180	-	5,180		542	5,125	3,523
5520	Ad Hoc ISHOF	PIERSON		3,210		3,210		532	5,110	2,250
5530	Ad Hoc Legal Committee	MILLER, P.		-		-		-	200	-
5540	History & Archives Committee	DUNBAR		2,242		2,242		1	2,060	1,014
5550	Recognition & Awards Committee	CRANDELL		545		545		-	500	318
5560	Ad Hoc Endowment			-		-		-	-	-
5610	Controller	BAYLESS		26,650		26,650		15,563	25,400	15,838
5630	FINA Representative	RIDOUT		500		500		-	2,517	-
5640	International Delegate / ASUA	MILLER, J.		2,000		2,000		-	1,260	-
5645	USA Triathlon Liaison	HAWKINSON		110		110		-	110	-
5650	Past President Conv Reg Fee	MOXIE		330		330		-	110	110
5655	ISHOF Liaison	KRAUSER		-		-		-	-	-
5660	USA Swimming Liaison	HAARTZ		1,200		1,200		637	1,100	927
5663	IGLA Liaison	SEATON		110	(110)	-		-	-	-
5665	YMCA Liaison	MARVIN		1,150		1,150		-	210	-
5670	Sponsor Liaison	GOLDSTEIN		25,900		25,900		21,809	30,000	24,167
5675	USOC Liaison	CARROW		1,500	(300)	1,200		-	1,200	509
5680	SWIMMER Magazine Editor	VOLCKENING		1,860	45,000	46,860		30,590	48,760	21,743
5685	Web Operations	MATYSEK		84,951	4,524	89,475		49,694	79,407	75,801
5685	Webmaster - Travel to Worlds	N/A		-		-		-	960	-
5685	Web Contractor	MATYSEK		-	45,000	45,000		18,859	45,000	39,168
5687	Amortization-Website Dev't Cost	BAYLESS		5,091		5,091		-	10,183	10,183
5690	Database Task Force	N/A		-		-		-	-	-
5700	SWIM Magazine Costs	N/A		-		-		-	-	-
5701	USMS SWIMMER Magazine Costs	HAZELWOOD		318,950		318,950		205,848	330,986	286,210

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									2005 Actual	
5702	Publication Advertising Commission	HAZELWOOD	\$ 102,000	25%	25,500	(3,000)	22,500	14,314	22,500	22,932
5710	Sponsor Costs	GOLDSTEIN			26,285		26,285	11,565	7,000	13,500
5730	Marketing - Other Projects	BARRETT			15,000	(1,500)	13,500	354	19,328	1,480
5750	Marketing - Planner	BARRETT			3,000		3,000	2,280	3,000	3,637
5760	Marketing - PR Contract, expired	N/A			-		-	-	-	-
5801	Pool Championship Patches				-	600	600	228	-	104
5802	LD Championship Patches				550		550	-	500	-
5803	LD Championship Medals				-	3,000	3,000	-	3,000	3,117
5810	Snooper Expenses	BRUCE			600		600	225	-	214
5820	Top Ten Subscriptions	WINDRATH			2,745		2,745	1,549	2,745	1,812
5825	National Coaches Conference	BRUCE			3,500		3,500	-	8,000	4,180
5830	Outside Legal Expense	MILLER, P.			5,000		5,000	-	3,000	-
5840	ISHOF Contributions (\$.25 for 2006 after adj.)	MOXIE	43,000	0.25	10,750		10,750	-	11,000	4,267
5841	Katrina Relief Donations	N/A			-		-	5,000	5,000	-
5845	Legacy Fund Donation Match	N/A			-		-	-	-	-
5846	Legacy Fund Grants	N/A			-		-	-	-	7,700
5847	Legacy Fund Operating Costs	N/A			-		-	-	-	1,672
5850	National Aquatics Coalition				-	900	900	-	900	-
5855	USAS/USA Swimming Memberships (in NO)				-		-	-	-	-
5860	Rule Book Costs	EHRINGER			13,900	(1,000)	12,900	12,707	12,600	11,968
5875	Audit/Accounting Fees	BAYLESS			11,650		11,650	6,139	8,100	11,239
5870	Depreciation	BAYLESS			2,700		2,700	-	3,000	3,263
5880	Misc/Contingency				-		-	-	-	-
6050	UBI Tax Expense	BAYLESS			6,000		6,000	-	-	241
Total	Total Expense				1,240,783	143,917	1,384,700	695,973	1,252,340	948,553
Total	Net Ordinary Income				(86,497)	(160,677)	(247,174)	320,496	(136,591)	161,793
	Other Income/Expense									
4900	Interest & Dividends	BAYLESS			39,000		39,000	22,980	18,000	45,360
	Legacy Fund Donation				-		-	-	-	-
6010	Banking Fees	N/A			-		-	-	-	-
Total	Total Net Other Income				39,000	-	39,000	22,980	18,000	45,360
	NET INCOME				\$ (47,497)	\$ (160,677)	\$ (208,174)	\$ 343,476	\$ (118,591)	\$ 207,153
	Capital Expenditures									
	Web Development Capitalization						-	-	-	-
	Registration Equipment Upgrade						-	-	-	-
	Long Distance Awards				5,800		5,800	866	1,595	5,095
	Data Base Server for Webmaster						-	1,752	3,000	-
	Webmaster Computer						-	-	-	-
	Computer - DB Adm., firewall - NO						-	-	-	-
	History & Archives						-	-	-	-
	National Office						-	-	-	-
	Property & Equipment						-	-	1,499	-
	ED Computer/Printer/Fax						-	-	-	-
	Tradeshaw Display				5,000		5,000	-	-	-
	Controller - computer/printer/fax						-	-	-	-
Total	Total Capital Expenditures				10,800	-	10,800	2,618	6,094	5,095
	NET EXCESS (DEFICIT)				\$ (58,297)	\$ (160,677)	\$ (218,974)	\$ 340,858	\$ (124,685)	\$ 202,058
	FINA-related payments affecting cash flow							\$ 265,324	\$ 300,000	\$ 200,784

2007 BUDGET ADJUSTMENTS			
(In Order of Decision)			
		EXPENSE	
		INCR/(DECR)	
<u>ACCT</u>	<u>ACCT DESCRIPTION</u>	<u>AMT</u>	<u>DESCRIPTION</u>
PRE-CONVENTION			
4071	RULE BOOK SPONSOR INCOME	\$ 1,200.00	Adjust to be in line w. 2006 (\$1,300) and 2005 (\$1,050) actuals. Reduce revenue
4074	MAGAZINE SUBSCRIPTIONS	\$ 3,560.00	Remove, no revenue experienced in 2006. Reduce revenue
4075	PUBLICATION ADVERTISING	\$ 12,000.00	Adj, to be in line w. 2006 annualized (5 of 6 issues known) of \$84,400. Reduce rev.
5062	VP-COMMUNITY SERVICES	\$ (300.00)	Reduce expense in line w. actual spending.
5082	AT LARGE DIR - BREADBASKET	\$ 250.00	Budget not submitted; use \$250
5086	AT LARGE DIR - GREAT LAKES	\$ 250.00	Budget not submitted; use \$250
5087	AT LARGE DIR - OCEANA	\$ 250.00	Budget not submitted; use \$250
5099	EXECUTIVE COMMITTEE	\$ (600.00)	Budget for stationery etc. is in NO 5102.
5101	NO PAYROLL & TAXES	\$ 1,600.00	Need to include budget for Payroll Services, for some reason it was forgotten.
5101	NO PAYROLL & TAXES	\$ 425.00	Need to include budget for Workers Comp, was not budgeted this year.
5101	NO PAYROLL & TAXES	\$ 3,161.00	Merit raises and other
5101	NO PAYROLL & TAXES	\$ 59,204.00	Benefits for employee conversions - need greater detail.
5102	NO ADMINISTRATION	\$ (800.00)	Remove budget for Convention & Mid-Year travel, it is included in 5300 & 5099.
5102	NO ADMINISTRATION	\$ (800.00)	Remove budget for Holiday cards. Cost is \$4.14 each for 175 cards.
5300	CONVENTION	\$ (11,307.00)	Adjust budget to level associated w. past years' spending.
5360	LEGISLATION	\$ 270.00	Budget not submitted; use \$270, last year's submission.
5420	REGISTRATION	\$ (800.00)	Remove budget for Convention travel, is included in 5300.
5663	IGLA LIAISON	\$ (110.00)	Registration fee not reimbursable per FOG, needs to be president appointment.
5675	USOC LIAISON	\$ (300.00)	Adust in line w. 2006 budget per H. Carrow direction.
5680	SWIMMER MAGAZINE EDITOR	\$ 45,000.00	Added stipend to budget, same amount as 2006.
5685	WEB OPERATIONS	\$ 897.00	Correct FICA cost, add cost of SUI & WC
5685	WEB OPERATIONS	\$ 3,627.00	Merit raises and other
5685	WEB OPERATIONS	\$ 45,000.00	Add web contractor budget, same as 2006, request per M. Gill
5702	PUBLICATION ADVERT. COMM	\$ (3,000.00)	Decrease in line w. Ad Rev decrease (25% of \$12,000)
5730	MARKETING PROJECTS - OTHER	\$ (5,500.00)	Decrease copywriting services from \$15K to \$9,5K, same as 2006 decision.
5730	MARKETING PROJECTS - OTHER	\$ 4,000.00	Budget for 30,000 USMS brochures; NO supply needs replenishment.
5801	CHAMPIONSHIP PATCHES	\$ 600.00	Need to budget for exp. of champ. Patches used at SC & LC Nat'ls (offsets revenue).
5803	LD CHAMPIONSHIP MEDALS	\$ 3,000.00	Need to budget for exp. of LD Champ. Medals. Assume exact offset to sales revenue.
5850	NATIONAL AQUATICS COALITION	\$ 900.00	Budget not submitted; use 2006 submission of \$900.
5860	RULE BOOK COSTS	\$ (1,000.00)	Decrease cost to be in line w. 2005 & 2006 expenditure
	TOTAL EXPENSE INCREASES	\$ 160,677.00	