

United States Masters Swimming					PAYROLL REALLOC. TO MATCH '09 CLASSIF.		
2009 Budget					ORIGINAL	(w/ adj's as of	
INCOME STATEMENT					SUBMITTED	7/31/08)	FINAL
					2009 Budget	2008 Budget	2007 Actual
<b>INCOME</b>							
<b>REGISTRATION:</b>				<b>Members</b>	<b>Fee</b>		
4010	Fees - Individuals @ \$25	BUTCHER	48,000	25.00	\$ 1,200,000	\$ 1,050,000	\$ 845,640
4010	Fees - Individuals @ \$20	BUTCHER	2,000	20.00	40,000	40,000	27,750
4010	Fees - One-Event @ \$10.00	BUTCHER	1,600	10.00	16,000	12,800	13,976
4020	Fees - Clubs @ \$30	BUTCHER	550	30.00	16,500	15,750	15,960
4030	Fees - LMSC's @ \$0	BUTCHER	-	-	-	-	1,590
4010	Transfers	BUTCHER	350	1.50	525	555	411
	<b>Total Registration</b>				<b>1,273,025</b>	<b>1,119,105</b>	<b>905,327</b>
4070	Rule Book Sales	EHRINGER			3,000	2,500	2,250
4071	Rule Book Sponsor Income	EHRINGER			1,300	1,300	750
4074	Magazine Subscriptions	HAGADORN			4,008	3,560	3,789
4075	Publication Advertisement	HAGADORN			51,764	74,084	82,152
4150	Championship Meet Surcharges	MOORE, MARK			17,850	18,200	16,583
4151	LD Championship Surcharges	CLEVELAND			3,900	3,500	3,367
4155	Championship Patches	MOORE, MARK			600	600	585
4156	LD Championship Patches	CLEVELAND			660	-	-
4157	LD Championship Medals	CLEVELAND			3,170	3,700	2,705
4159	Nat'l Meet Data Entry	BAYLESS			300	400	422
4161	Marketing - MBNA Affinity Cards	BUTCHER			10,200	12,000	10,583
4171	Marketing - Sponsorship	BUTCHER			162,250	134,750	93,668
<b>PUBLICATION SALES:</b>							
4204	Club Handbook	GRILLI			-	24	12
4210	Top Ten Subscriptions	GRILLI			1,000	1,400	1,301
4214	Open Water Manual	GRILLI			-	21	7
4215	Decals	GRILLI			600	700	821
4216	Post-It Notes	GRILLI			100	100	39
4220	Misc. Publications	GRILLI			1,200	-	749
	<b>Total Publication Sales</b>				<b>2,900</b>	<b>2,245</b>	<b>2,929</b>
4250	All American Patches/Cert.	GRILLI			1,000	750	590
4251	LD All American	GRILLI			200	375	265
4252	Relay All American Awards	GRILLI			1,000	1,100	1,050
4430	Underwater Camera Income	COLBURN			600	600	500
4450	Merchant Account Fee Income	BAYLESS			9,000	7,400	7,410
4500	Other Income	N/A			-	-	1,003
4710	Contributions - Legacy Fund	N/A			-	-	10,852
	<b>Total Income</b>				<b>1,546,727</b>	<b>1,386,169</b>	<b>1,146,780</b>

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<b>EXPENSE</b>						
<b>ADMINISTRATION:</b>						
5015	Property Insurance	MOXIE		-		685
5130	USMS Headquarters Admin.	BUTCHER		130,850		22,500
5135	USMS Headquarters Payroll	BUTCHER		271,316		182,839
5610	Controller	N/A IN 2009		-		1,920
5875	Audit/Accounting Fees	BAYLESS		19,650		9,100
5870	Depreciation	BAYLESS		12,000		4,100
	Total Administration			433,816		221,144
<b>BOARD OF DIRECTORS:</b>						
5013	Directors & Officers Insurance	MOXIE		2,000		3,890
5014	Bonding	MOXIE		7,200		9,600
5050	President	COPELAND		14,700		15,500
5061	VP - Member Services	GILL		-		-
5062	VP - Community Services	HEATHER, M.		60		-
5063	VP - National Operations	LETENDRE		500		-
5064	VP - Local Operations	HEATHER, J.		50		50
5070	Secretary	SMATH		100		250
5080	Treasurer	MOXIE		515		250
5082	At-Large Director - Breadbasket	incl. in 5099				-
5083	At-Large Director - Colonies	incl. in 5099				-
5084	At-Large Director - Southwest	incl. in 5099				-
5085	At-Large Director - Dixie	incl. in 5099				-
5086	At-Large Director - Great Lakes	incl. in 5099				-
5087	At-Large Director - Oceana	incl. in 5099				-
5088	At-Large Director - S. Central	incl. in 5099				-
5089	At-Large Director - Northwest	incl. in 5099				-
5090	Past President	MILLER, J.		300		560
5095	Legal Counsel	MILLER, P.		60		100
5099	Exec Committee / BOD	COPELAND		12,200		8,700
5099	Exec Committee / BOD- Semi Annu	COPELAND		13,000		12,000
5830	Outside Legal Expense	MILLER, P.		10,000		-
5840	ISHOF Contributions (\$.25 for 2008)	FORMULA	50,000	\$ 0.25	12,500	11,000
5880	Misc/Contingency	N/A		-		21,113
	Total BOD			73,185		83,013
<b>COACH &amp; CLUB SERVICES:</b>						
5770	Coach/Club Development Admin	BUTCHER		66,800		18,500
5775	Coach/Club Development Payroll	BUTCHER		88,615		22,025
	Total Coach & Club Services			155,415		40,525

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<b>COMMITTEES:</b>					
5270	Championship Committee	MOORE, MARK	2,500	2,000	1,381
5280	Coaches Committee	COLBURN	13,200	15,550	5,331
5290	Communications Committee	MOORE, H.	200	250	638
5300	Convention	BUEHLER	65,400	52,500	41,982
5310	Finance Committee	DAVIS	250	400	130
5320	Fitness Committee	ANZIANO	240	240	189
5330	Insurance Coordinator	WHEELER	-	25	130
5340	Internal Auditor	ENSIGN	-	-	-
5350	International Committee	THOMPSON	2,050	1,810	130
5360	Legislation Committee	FITZGERALD	-	-	163
5370	Open Water/LD Committee	CLEVELAND	1,510	2,125	1,019
5380	Marketing/Publications Committee	MCGIFFIN	-	90	-
5390	Officials Committee	COCKRELL	1,742	2,075	238
5410	Records & Tabulation Committee	TSUZUKI	1,350	1,450	1,670
5420	Registration Committee	SIMON	100	-	130
5430	Rule Book Coordinator	EHRINGER	-	10	-
5435	Publications Mgt. Committee	HAGADORN	10,700	200	398
5440	Rules Committee	CASEY	950	950	610
5460	Sports Medicine, Health & Safety Co	MOORE, J.	3,300	1,200	-
5470	Zone Activity costs	HEATHER, J.	4,000	4,000	4,024
5520	Ad Hoc ISHOF	DISC.	-	-	29
5540	History & Archives Committee	DUNBAR	1,030	1,200	345
5550	Recognition & Awards Committee	DILLON	265	640	24
5630	FINA Representative	RIDOUT	700	200	130
5640	International Delegate / UANA	MILLER, J.	2,000	2,000	421
5645	USA Triathlon Liaison	CLARK	660	-	110
5660	USA Swimming Liaison	HAARTZ	1,500	1,200	1,175
5675	USOC Liaison	N/A for 2009	-	1,200	1,771
5825	National Coaches Conference	COLBURN	5,100	11,800	3,877
	Total Committees		118,747	103,115	66,045
<b>MARKETING:</b>					
5730	Marketing Services	BUTCHER	84,000	20,995	4,400
5735	Marketing Services - Payroll	BUTCHER	93,482	38,038	-
5670	Trade Shows	BUTCHER	6,000	15,500	14,684
	Total Marketing		183,482	74,533	19,084

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<b>MEMBERSHIP SERVICES:</b>							
5010	Liability Insurance	MOXIE			70,000	100,750	90,933
5010	Insurance Broker's Fee	MOXIE			20,000	20,000	20,000
5012	Accident Insurance @ \$.50	MOXIE	51,600	0.50	25,800	22,800	25,233
5016	Media Professional Liability Insuranc	MOXIE			3,500	3,475	-
5102	Membership Admin (was NO)	GRILLI			21,336	30,749	25,752
5103	Registration Expenses	BUTCHER			98,850	81,600	3,647
5121	All American Patches/Cert.	GRILLI			550	963	940
5123	Decals, Brochures, Etc.	GRILLI			600	450	1,359
5125	Publications	GRILLI			-	260	394
5285	LC/SC Merchant Account Fees	BAYLESS			5,719	4,600	4,827
5750	Publication of Annual Planner	MCGIFFIN			4,000	4,650	3,336
5846	Legacy Fund Grants	N/A			-	-	2,000
5847	Legacy Fund Operating Costs	N/A			-	-	2,285
5680	SWIMMER Magazine Editor	VOLKENING			-	1,350	-
5685	Web Operations	MATYSEK			7,180	17,015	8,577
5685	USMS.org Infrascture	MATYSEK			50,000	25,000	26,220
5687	Amortization-Website Dev't Cost	N/A for 2009			-	-	5,091
5701	USMS SWIMMER Magazine Costs	BUTCHER			359,453	336,961	314,355
5702	Publication Advertising Commission	BUTCHER			12,941	18,521	20,538
5710	Sponsor costs	BUTCHER			31,910	24,978	22,527
5801	Pool Championship Patches	MOORE			450	500	468
5802	LD Championship Patches	CLEVELAND			254	564	307
5803	LD Championship Medals	CLEVELAND			2,623	2,671	2,723
5810	Underwater Camera Expense	COLBURN			500	600	254
5820	Top Ten Subscriptions	TSUZUKI			1,850	1,695	1,564
5860	Rule Book Costs	EHRINGER			12,300	11,500	8,431
5885	FINA World Note Reserve	N/A			-	-	(27,828)
5900	Membership Services Payroll	BUTCHER			364,097	223,162	199,660
	Total Membership Services				1,093,913	934,814	763,593
	<b>Total Expense</b>				<b>2,058,558</b>	<b>1,457,144</b>	<b>1,071,425</b>
	<b>Net Ordinary Income</b>				<b>(511,831)</b>	<b>(70,975)</b>	<b>75,355</b>
<b>OTHER INCOME / EXPENSE:</b>							
4900	Interest & Dividends	BAYLESS			43,000	55,000	68,878
4901	Legacy Fund Interest	N/A			-	-	22,681
6010	Banking Fees	BAYLESS			200	-	75
6050	Unrelated Business Income Tax Exp	BAYLESS			5,000	1,500	1,162
	<b>Total Net Other Income</b>				<b>37,800</b>	<b>53,500</b>	<b>90,322</b>
	<b>NET INCOME</b>				<b>\$ (474,031)</b>	<b>\$ (17,475)</b>	<b>\$ 165,677</b>

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<b><u>CAPITAL &amp; INVENTORY EXPENDITURE:</u></b>							
	Championship Patches 1706 / 5801				\$ 1,200	\$ 1,750	
	Long Distance Awards 1703,5 5801,2				600	5,985	4,952
	NO Inventory				5,250	1,950	
	Webmaster Computer				-	2,500	
	National Office Laptop				-		
	ED HQ Computer & Phone System				15,000		
	ED HQ Office Furniture				5,000		
	Controller - computer/printer/fax						1,321
	Underwater Cameras				1,100		
	Tradeshaw Display				2,500		3,039
<b>Total</b>	<b>Total Cap &amp; Inv Expenditures</b>				<b>\$ 30,650</b>	<b>\$ 12,185</b>	<b>\$ 9,312</b>