			States Mast						
		201	4 Draft Budg	get 9	/3/2013				
					F	PRE-CONVENTION	I	APPROVED	
INCOME	STATEMENT				Ī	BUDGET	FORECAST	BUDGET	ACTUAL
			Members		Fee	2014	2013	2013	2012*
	<u>REVENUE</u>								
МЕМВЕ	RSHIP SERVICES:								
4010	Fees - Individuals @ \$35	AL MATYSEK	58,350	\$	35.00	2,042,233	1,869,450	1,841,202	1,734,481
4010	Fees - Individuals @ \$30	AL MATYSEK	2,833	\$	30.00	84,975	77,000	68,544	70,512
4050	Transfers	AL MATYSEK	325	\$	2.00	650	626	800	713
4070	Rule Book Sales	DEERY				2,300	2,440	2,300	2,912
4074	Magazine Subscriptions	GRILLI				3,460	3,500	4,000	5,421
4215	Promotional Sales & 4271 Video Rental	DEERY				3,500	4,000	3,500	3,884
	Membership Services Revenue					2,137,118	1,957,016	1,920,346	1,817,923
COACH	AND CLUB SERVICES:								
4020	Fees - Clubs @ \$25	BRENNER	840	\$	25.00	21,000	24,750	23,400	23,730
4025	Fees - Work out groups @ \$25	BRENNER	400	\$	25.00	10,000			
4030	Coach Certifications	BRENNER				84,750	83,125	79,750	56,526
4035	Fees - Coaches	BAY	300	\$	30.00	9,000	-	-	
4036	Fees - Coaches Certifications	BRENNER	200	\$	45.00	9,000			
4037	Fees - Club collections processing	AL MATYSEK				7,000			
	Coach and Club Services Revenue					140,750	107,875	103,150	80,256
EVENTS	<u> </u> 								
	2012 Summer Nationals							_	177,630
	Fees - One-Event @ \$12.00	GRILLI	2,000	\$	12.00	24,000	24,000	24,600	30,204
	Championship Meet Surcharges	RODDIN	_,,,,,			48,400	46,336	41,200	27,356
	LD Championship Surcharges	LIVONI				5,400	5,400	5,400	6,036
	GTD Revenue	DEERY				-	-	150	2,200
	Championship Patches	RODDIN				900	891	900	828
	LD Championship Medals	LIVONI				3,000	2,900	4,400	2,860
	Top Ten Subscriptions	GRILLI				500	500	600	1,196
	All American Patches/Cert.	GRILLI				900	900	700	738
	LD All American	GRILLI				300	300	300	290
	Relay All American Awards	GRILLI				700	700	500	851
	Pan American	BUTCHER				-	72,000	67,000	
	Merchant Acccount Fee Income	KUHLMAN				12,240	13,192	9,945	8,600

		United	States Mast	ers Swimming				
	T	2014	Draft Budg	et 9/3/2013				
					PRE-CONVENTION	I	APPROVED	
INCOM	E STATEMENT				BUDGET	FORECAST	BUDGET	ACTUAL
			Members	Fee	2014	2013	2013	2012*
	Events Revenue				96,340	167,119	155,695	256,588
ADVER	TISING AND SPONSORSHIP							
	SWIMMER Magazine Advertising	DEERY			38,120	38,466	29,555	36,597
	Sponsor Royalty Income	DEERY			14,700	15,000	19,800	27,621
	Sponsorship	DEERY			441,000	430,500	389,500	367,700
	In-Kind product contributions				-	.00,000	333,333	63,431
	Advertising and Sponsorship Revenue				493,820	483,966	438,855	495,349
CONTR	 BUTION REVENUE							
	Contributions	N/A				-	1,000	1,057
	In-Kind (legal)						1,000	28,800
4800	Contributions- Releases from Restrictions				10,000	10,000	10,000	40,000
	Contribution Revenue				10,000	10,000	11,000	69,857
ADMINI	STRATION:							
	Other Income						300	600
4500	Investment Spending Transfer	BURGIO			66,500	-		
	Administration Revenue				66,500		300	600
	Total Revenue				2,944,528	2,725,976	2,629,346	2,720,573
	EXPENSE							
МЕМВЕ	RSHIP SERVICES							
5010	Liability Insurance	KUHLMAN/ESIX			340,727	341,100	124,400	109,960
5010	Insurance Broker's Fee	KUHLMAN/ESIX			-		20,000	
5010	Liability Insurance Surcharge	KUHLMAN/ESIX			(61,000)	(55,000)	-	
	Liability Insurance Surcharge Rebate	COPELAND			10,000	6,000		
5012	Accident Insurance @ \$.40	KUHLMAN/ESIX	63,182	\$ 0.40	25,273	24,580	24,117	24,514
5102	Membership Admininistration	GRILLI/AL MATYS	,		9,650	8,224	9,370	8,219
	Registration Expenses	AL MATYSEK			70,200	119,339	129,025	119,498
5320	Fitness Committee	ANZIANO			200	200	200	1,502
5420	Registration Committee	LETENDRE			100	100	100	-
5430	Rule Book Coordinator	EHRINGER			20	20	20	-

		United 9	States Mast	ers Swimming				
		2014	Draft Budg	jet 9/3/2013				
				PR	E-CONVENTION	l	APPROVED	
INCOME	STATEMENT				BUDGET	FORECAST	BUDGET	ACTUAL
			Members	Fee	2014	2013	2013	2012*
5470	Zone Activity costs	TSUZUKI			3,000	3,000	3,000	3,000
5540	History & Archives Committee	WILSON			1,750	1,750	1,750	542
5550	Recognition & Awards Committee	DILLON			960	5,210	5,210	317
5560	LMSC Development	BUEHLER			4,050	3,600	3,450	96
5685	Web Operations	J MATYSEK			28,033	30,136	34,080	30,422
5701	USMS SWIMMER Magazine Production Costs	HAMEL			381,015	325,890	333,578	302,247
5703	STREAMLINES/Web Content	HAMEL			19,840	38,700	43,860	30,111
5840	ISHOF Contributions	FORMULA	61,182	\$ 0.25	15,296	20,790	20,385	20,531
5860	Rule Book Costs	EHRINGER/DEEF	RY		10,316	8,177	7,750	8,092
	OW/ Records & Tab Coordinator Contractors	BUTCHER/KUHLI	MAN		13,600			
5900	Membership Services Payroll	BUTCHER/KUHLI	MAN		888,169	742,300	743,811	626,087
	Membership Expense				1,761,198	1,624,116	1,504,106	1,285,139
COACH	AND CLUB SERVICES							
5280	Coaches Committee	BAY			23,450	11,850	11,910	15,960
	Coaches Certification	BRENNER			90,350	76,740	87,903	54,738
5770	Coach/Club Development Admin	BRENNER			104,235	111,301	111,220	42,112
	Coach/Club Development Payroll	BUTCHER/BREN	NER		-	,	·	35,105
	Coach and Club Services Expense				218,035	199,891	211,033	147,914
	•					,	-	,
EVENTS	6 :						-	
5205	Spring Nationals	BUTCHER			24,525	23,279	25,825	21,957
	Summer Nationals	BUTCHER			25,525	25,825	25,825	271,994
5121	All American Patches/Cert.	GRILLI			2,500	2,500	2,500	1,393
	Championship Committee	RODDIN			7,200	5,750	5,950	6,143
	LC/SC Merchant Account Fees	KUHLMAN			10,272	11,000	8,500	7,095
	LD Committee	LIVONI			10,065	10,065	10,065	7,327
	Open Water Committee	HAZLEWOOD			255	10,800	4,150	500
	Officials Committee	SALTZMAN			6,100	4,500	5,100	3,035
	Records & Tabulation Committee	STEVENSON			1,225	1,225	1,225	627
	Rules Committee	CASEY			1,850	1,325	1,325	522

			States Master		9			
		2014	1 Draft Budget	9/3/2013				
					PRE-CONVENTION	<u> </u>	APPROVED	
INCOME	STATEMENT				BUDGET	FORECAST	BUDGET	ACTUAL
			Members	Fee	2014	2013	2013	2012*
5460	Sports Medicine and Science Committee	MOORE, J.			2,250	2,250	2,350	_
	Pan Am	,			-	35,036	31,400	-
	Events Expense				91,768	133,555	124,215	320,593
MARKE	TING/SPONSORSHIP							
5710	Sponsor costs	DEERY			35,700	32,700	23,300	18,751
5720	USA Swimming Industry Initiative	DEERY			25,000			
5730	Marketing Services	DEERY			82,050	67,400	67,600	65,476
5890	In-Kind Products				-			63,431
	Advertising and Sponsorship Expense				142,750	100,100	90,900	147,658
ADMINI	STRATION:							
5013	Directors & Officers Insurance	KUHLMAN/ESIX			4,750	4,800	4,750	4,508
5014	Bonding	KUHLMAN/ESIX			6,750	6,378	6,750	6,160
5015	Flood Insurance	KUHLMAN/ESIX			1,500	2,505	1,500	1,429
5016	Media Professional Liability Insurance	KUHLMAN/ESIX			3,000	1,500	3,000	2,500
5050	President	DAY			12,500	12,000	16,000	7,878
5061	VP - Programs	DIEHL			-		-	-
5062	VP - Community Services	SMITH			60		60	-
5063	VP - Administration	HEATHER, M.			-		-	-
5064	VP - Local Operations	TSUZUKI			100	100	100	-
5070	Secretary	RUSHMAN			100	100	100	-
5080	Treasurer	DAVIS			500	100	100	-
5090	Past President	MOXIE			-		-	-
5095	Legal Counsel	MILLER, P.			1,250	1,250	950	28,800
5099	Board/Executive Committee	DAY			47,310	45,661	44,850	44,499
5130	USMS Headquarters Admin.	KUHLMAN			102,000	95,750	105,780	89,889
5135	USMS Headquarters Payroll	BUTCHER/KUHL	MAN		353,211	338,550	339,115	320,039
	Convention	GRILLI			91,890	92,760	90,400	80,225
5310	Finance Committee	ENSIGN			150	150	150	-
5315	Investment Committee	BURGIO			1,000	1,000	1,000	-
5330	Audit Committee	DILWORTH			4,000	2,700	4,000	3,659
5340	Compensation & Benefits	WELCH			3,625	-	_	

		United	States Master	rs Swimmi	ng			
			4 Draft Budge		<u> </u>			
					PRE-CONVENTION	I	APPROVED	
INCOME	STATEMENT				BUDGET	FORECAST	BUDGET	ACTUAL
			Members	Fee	2014	2013	2013	2012*
5630	FINA Representative	RIDOUT			500	500	500	544
5640	International Delegate / UANA	MILLER/GOLDST	EIN		5,000	6,000	3,000	-
5660	USA Swimming Liaison	MILLER, P.			3,100	3,100	3,100	1,774
5670	ISHOF Liaison	REID			1,800	1,600	1,700	1,596
5830	Outside Legal Expense	BUTCHER			7,500	2,500	2,500	383
5847	SSL Fund Operating Costs	BUTCHER			22,526	12,640	12,000	6,550
	Depreciation	KUHLMAN			37,067	34,700	34,700	29,552
	Audit/Accounting Fees	KUHLMAN			19,500	18,600	18,600	18,015
3073	Administration Expense	KUTILIVIAN			730,689	684,944	694,705	647,998
	Total Expense				2,944,440	2,742,606	2,624,959	2,549,302
	Total Expense				2,344,440	2,742,000	2,024,939	2,349,302
	NET ORDINARY INCOME				88	(16,630)	4,387	171,271
OTHER	INCOME / EXPENSE:							
•	INCOME:							
•	Interest & Dividends	DAVIS/BURGIO			92,500	102,103	68,000	151,869
	Gain (loss)-Disposal of Fixed Assets	N/A			-	102,100	00,000	101,000
4040	Other Income	14/74			92,500	102,103	68,000	151,869
OTHER	EXPENSES & TRANSFERS:				3=,000		20,000	,
•	Foundation Feasibility Study	CHURCH			-		-	30,959
	Transfer from Investment Account				66,500			
6010	Banking Fees	KUHLMAN			2,400	2,400	2,400	1,771
	Investment Advisory Fees	DAVIS/BURGIO			5,700	4,600	3,500	3,172
	Other Expenses & Transfers				74,600	7,000	5,900	35,902
	Total Net Other Income				17,900	95,103	62,100	115,967
					,	,	,	,
	NET INCOME				17,988	78,473	66,487	287,238
*The 20	12 Final Actual was for operating funds o	only. Activity from the	Swimming Sa	ves Lives	Foundation and the L	egacy Fund we	ere not include	d.

	United States Master	rs Swimming]			
	2014 Draft Budge	t 9/3/2013				
			PRE-CONVENTION	<u> </u>	APPROVED	
INCOME STATEMENT			BUDGET	FORECAST	BUDGET	ACTUAL
	Members	Fee	2014	2013	2013	2012*
<u>CAPITAL</u>						
Computer replacement - 7 workstations			9,500	13,100	13,100	10,464
Media backdrop and roll up signs			10,000			
Sponsor feather signs 12 signs @ \$220			2,640			
Other: Capital replacements are needed			10,000			
Servers 2				14,500	15,000	
Projector					1,000	995
Signage-Marketing/Sponsor				1,750		15,220
Signage-Building						1,885
Total Capital Budget and Expenditures			32,140	29,350	29,100	28,564