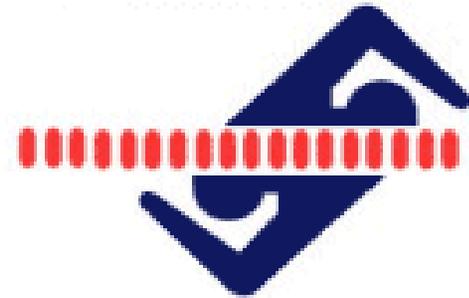


United States Masters Swimming 2008 Convention Financial Overview



- 2007 Financial review & statement preparation was completed by USMS' independent auditors, Clifton Gunderson LLP. There were no booked adjustments or management letter comments.
- 2007 Tax return was completed. USMS incurred \$2,282 of Unrelated Business Income Tax for 2007 activity.
- 2007 Change in Unrestricted Net Assets ("net income") was \$165,678. (\$136,430 from USMS operations, \$29,248 from Endowment Fund).
- Cash and Investments balance at 12/31/07 was \$1,308,222, up 32% over prior year-end.
- Total Unrestricted Net Assets at 12/31/07 were \$1,515,784.
- 2007 Memberships were a record 44,131.

USMS FINANCIAL OVERVIEW

2007 Financial Highlights

Revenues:

Membership Dues	\$ 905,327
Publication Income	91,120
Interest Income	68,878
Other	<u>150,488</u>
Total	\$ 1,215,813

Expenses:

Publications Costs	\$ 397,718
Other Program Costs	353,513
General & Administrative	<u>298,904</u>
Total	<u>\$ 1,050,135</u>

Change in Unrestricted Net Assets \$ 165,678

Independent Auditor's Report is available at Convention.

USMS FINANCIAL OVERVIEW

2007 Financial Highlights

At 12/31/07

Assets:

Cash & CD's	\$ 1,308,222
Accounts Receivable	319,382
Endowment Fund	244,636
Other	<u>100,776</u>
Total	<u>\$ 1,973,016</u>

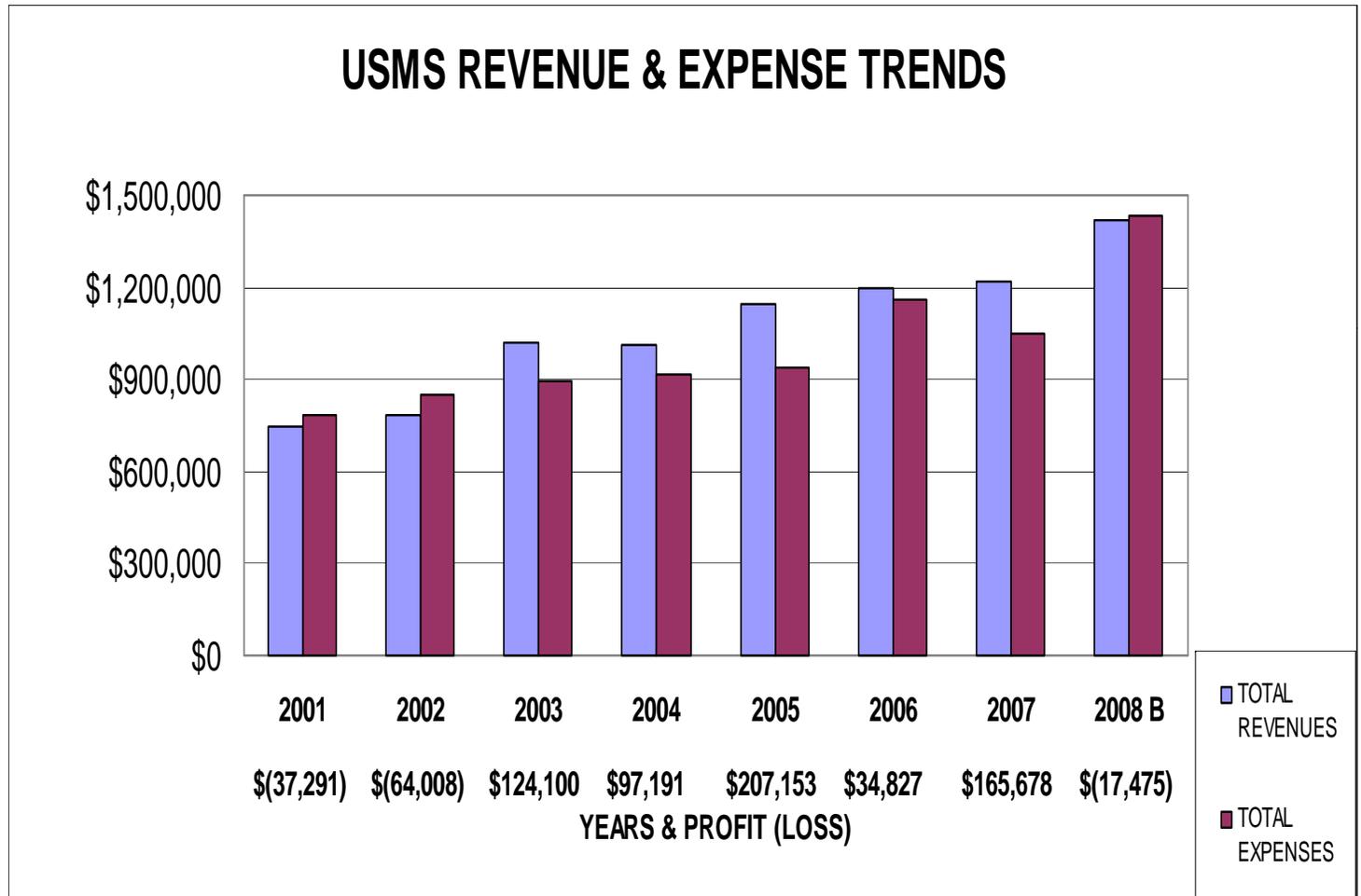
Liabilities and Net Assets:

Deferred Revenue	\$ 414,656
Other Liabilities	42,576
Insurance & General Reserves	270,000
Undesignated Net Assets	<u>1,245,784</u>
Total	<u>\$ 1,973,016</u>

Independent Auditor's Report is available at Convention.

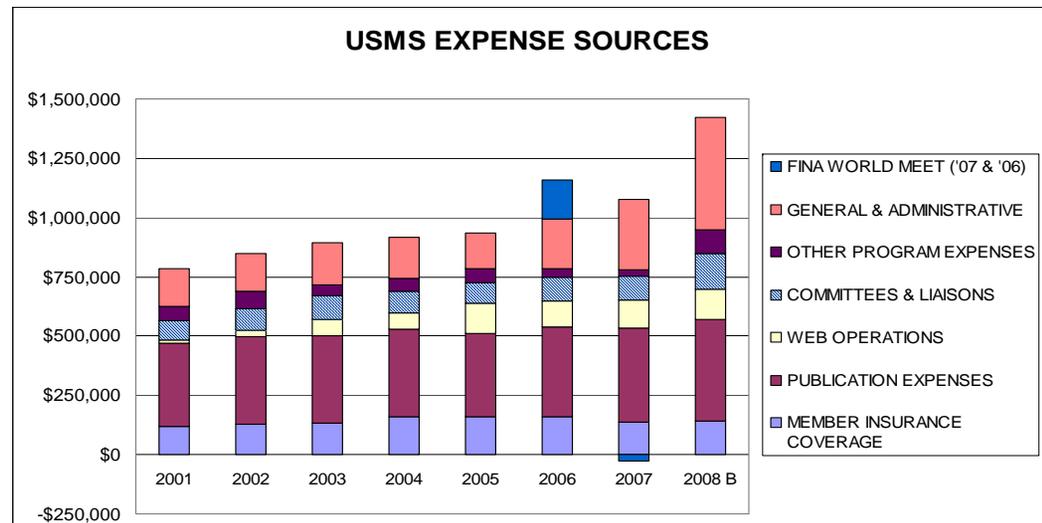
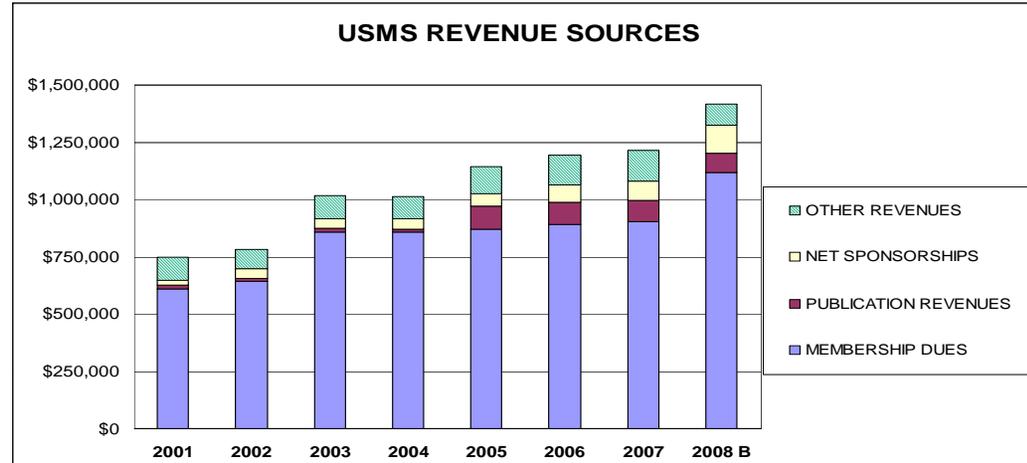
USMS FINANCIAL OVERVIEW

- Year-over-year revenues have increased or held flat.
- 2003 & 2008B revenue increases due to dues increase.
- 2007 revenues 2% over 2006.
- 2007 expenses 9% under 2006: XI FINA note reserve booked in '06.

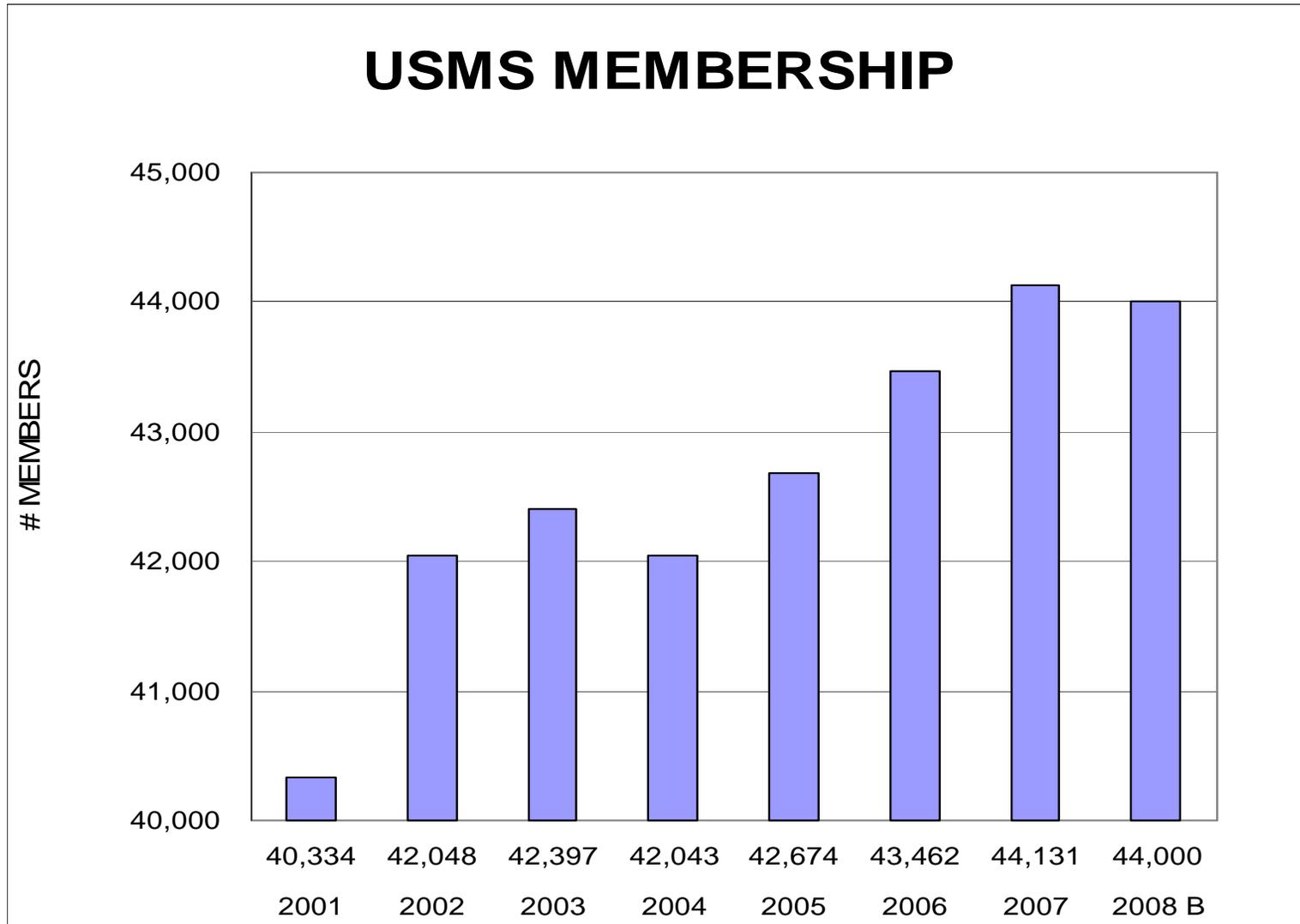


USMS FINANCIAL OVERVIEW

- Membership revenue has been relatively flat since 2003 dues increase. 2008B also reflects dues increase.
- Advertising revenue increased in 2005 with SWIMMER contract.
- Sponsor revenue has consistently contributed to the bottom line.
- Other revenues include Interest, Meet surcharges, Endowment Fund contributions.
- Costs growing slightly, but relatively constant until 2006.
- 2006: G&A higher due to ED search; recorded bad debt reserve re XI FINA note receivable
- 2007: G&A higher due to ED wages & employee benefit costs

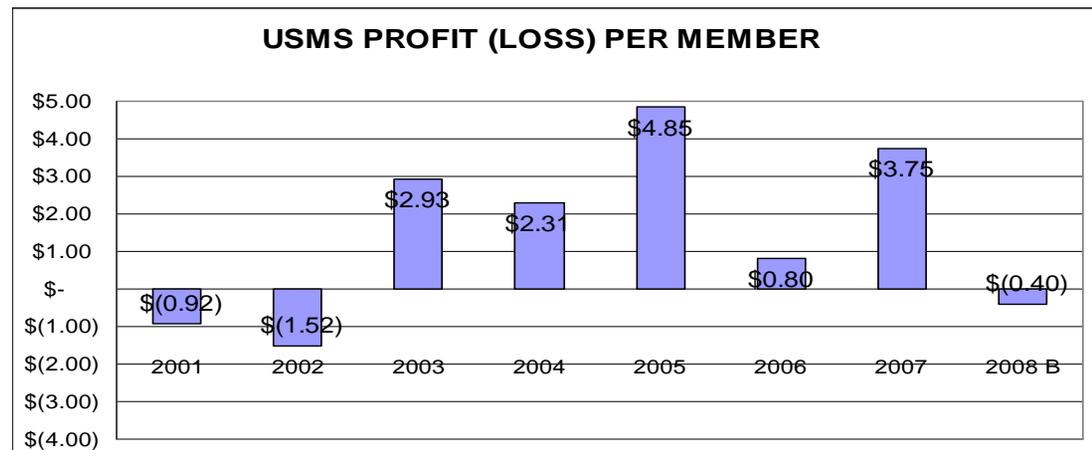
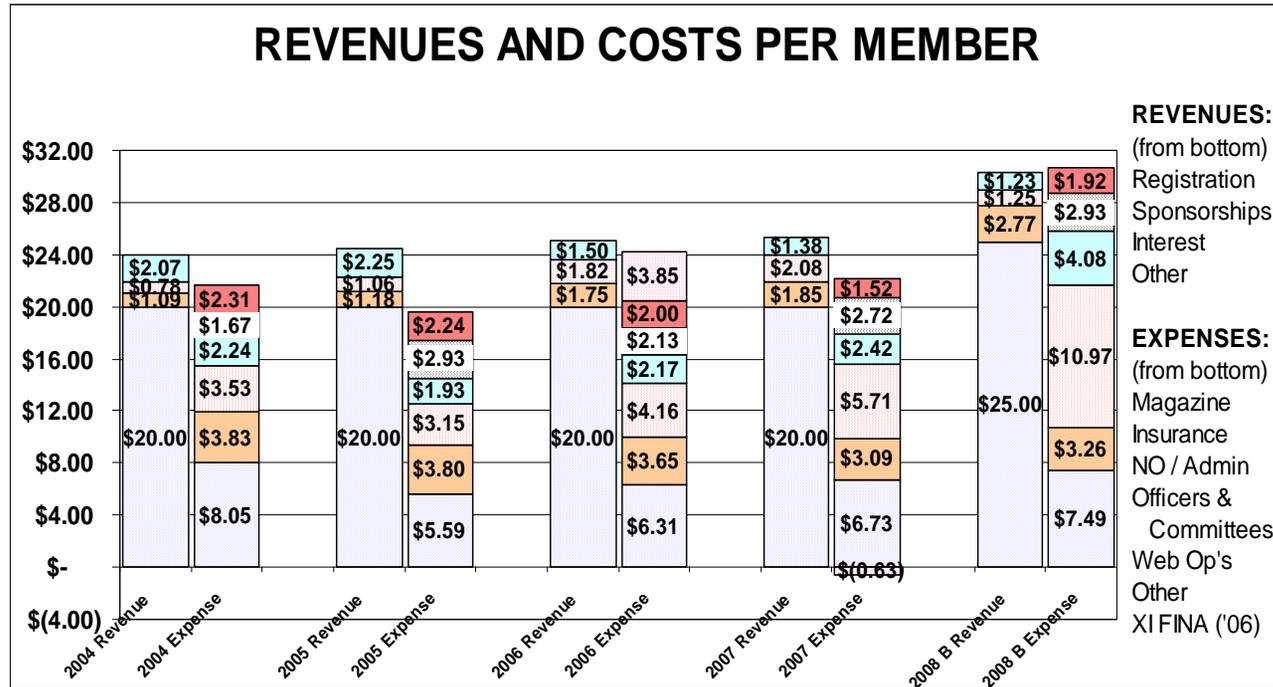


USMS FINANCIAL OVERVIEW



USMS FINANCIAL OVERVIEW

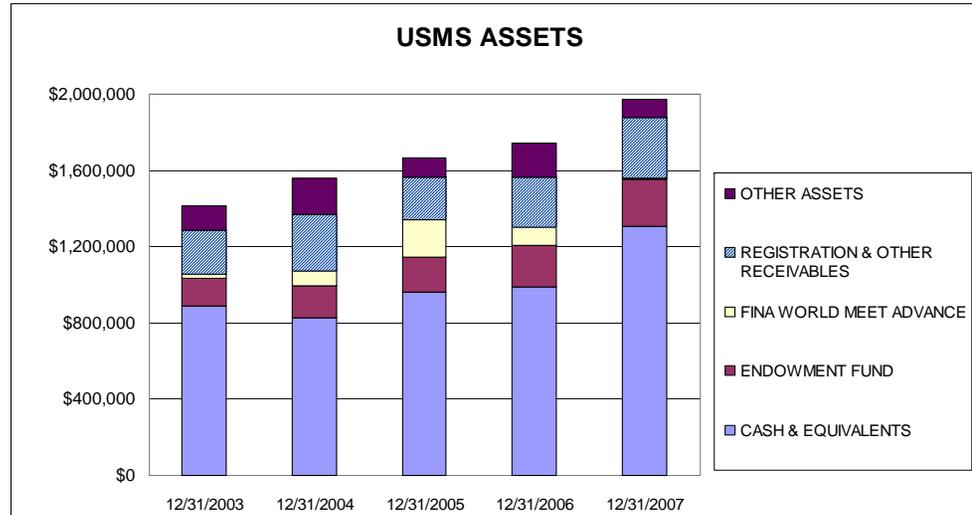
- Other income includes: meet surcharges, misc. product sales, misc. other.
- Costs per member exceed member dues in 2004, 2006, 2007 & 2008 budget.



USMS FINANCIAL OVERVIEW

BALANCE SHEET

- Cash and CD position has been strong and consistent.
- Endowment fund has grown each year since 2000.



- Unrestricted Net Assets have increased from \$887,000 at 12/31/02, to \$1,516,000 at 12/31/07.

