

U.S. Masters Swimming, Inc.								
2019 Approved Budget								
				HOD		APPROVED		
INCOME STATEMENT				APPROVED 2019	FORECAST	BUDGET	ACTUAL	
	Cost Center	Members	Fee	BUDGET	2018	2018	2017*	
<u>REVENUE</u>								
<u>MEMBERSHIP SERVICES:</u>								
4010	Fees - Individuals @ \$45	PORTER	57,763	\$45	2,607,615	2,435,099	2,668,838	2,464,800
4012	Fees - year plus	PORTER	3,764	\$40-\$25	117,938	97,175	143,470	102,105
4009	CCS USMS Memberships	DEERY	1,000	\$25	25,000	-	-	0
4013	Vanity ID	PORTER		\$0	6,068	9,286	6,000	15,898
4050	Fees- Affiliates	PORTER			100	100	100	100
4070	Rule Book Sales	PORTER			1,500	200	1,400	1,400
4074	Magazine Subscriptions	PORTER			1,500	1,600	2,800	2,532
4215	Promotional Sales	PORTER			400	400	400	2,547
Membership Services Revenue					2,760,120	2,543,860	2,823,008	2,589,381
<u>PROGRAM SERVICES</u>								
4020	Fees - Clubs	BRENNER	1,085	\$45	48,825	45,795	46,655	45,879
4025	Fees - Workout Groups	BRENNER	450	\$45	20,250	19,350	19,350	17,138
4030	Coach Certifications	BRENNER	412	\$190-\$205	79,180	97,005	97,155	84,077
4032	Stroke Development Clinics	BRENNER	588	\$45-\$50	28,700	23,150	24,150	32,123
4033	Fitness Program	BRENNER			19,188	9,576	19,188	-
4034	Fees - USMS Local Swim Program/Club	BRENNER			21,735	4,290	29,250	-
4034	Less Local Swim Membership Fees	BRENNER			(2,925)	(975)	-	-
4035	Fees - Designated Coach & Instructor	BRENNER	1,654	\$30	49,620	49,950	42,000	45,570
4036	Adult Learn to Swim Instruction	BRENNER	242	\$250	60,500	58,250	52,500	104,364
4036	Less SSLF grant program scholarships	BRENNER	(22)	\$250	(5,500)	(7,500)	(5,250)	(8,400)
4037	Fees - Club collections	KUHLMAN			13,250	13,000	13,000	9,617
Program Services Revenue					332,823	311,891	337,998	330,368
<u>EVENTS:</u>								
4060	Fees - One-Event @ \$25.00	PORTER	1,910	\$20	38,200	28,650	28,650	33,840
4150	Championship Meet Surcharges	RODDIN	3,000	\$17 per+timing	61,000	57,250	24,200	46,696
4151	LD Championship Surcharges	HALL			5,000	4,800	5,000	5,619
4155	Championship Patches	RODDIN			900	450	450	822
4157	LD Championship Medals	HALL			2,900	2,900	3,400	3,036
4250	All American Patches/Cert.	PORTER			2,200	2,200	2,200	2,206
4251	LD All American	PORTER			-	-	-	240

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	Cost Center	Members	Fee	APPROVED 2019 BUDGET	2018	BUDGET 2018	ACTUAL 2017*	
4252	Relay All American Awards	PORTER		-	-	-	714	
4300	OW Sanction flat fee @ \$100 each	KEIBER	55	\$100	5,500	5,100	5,800	5,100
4310	OW Event participant fees net of cap	KEIBER	5,775	\$5	28,875	26,775	30,405	28,740
4320	Pool Sanction flat fee @ \$50 each	KEIBER	350	\$50	17,500	17,500	15,000	17,100
4325	Pool Participant Fee Nat'l Championships	RODDIN	3,000	\$5	15,000	11,880	8,000	15,210
4335	Sanction Fee Rebates	KEIBER			(1,000)	(1,000)	(1,000)	(305)
4335	Recognized Event Fee	KEIBER	75	\$100	7,500	7,500	7,500	7,900
4450	Merchant Account Fee Income	KUHLMAN			13,300	12,879	6,975	13,442
	Events Revenue				196,875	176,884	136,580	180,360
ADVERTISING AND PARTNERSHIP								
4075	SWIMMER Magazine Advertising	DEERY			35,500	31,750	45,000	31,130
4161	Partner Royalty Income	DEERY			11,350	12,599	9,200	11,176
4171	Partnerships	DEERY			459,000	460,000	429,000	394,475
	Advertising and Sponsorship Revenue				505,850	504,349	483,200	436,780
COLLEGE CLUB REVENUE								
4430	College Club Membership	DEERY			58,500	53,750	35,935	20,937
4450	Event Registration Revenue				5,250	1,850	-	-
	College Club Revenue				63,750	55,600	35,935	20,937
CONTRIBUTION REVENUE								
4705	Contributions	N/A			-	55	-	54
	Contribution Revenue				-	55	-	54
ADMINISTRATION:								
4500	Other Income				-	5,800	-	100
4500	Opportunity Reserve Transfer	See opportunity tab			-	-	-	-
4500	Investment Spending Transfer	DAVIS			115,100	96,200	96,200	-
	Administration Revenue				115,100	102,000	96,200	100
	Total Revenue				3,974,518	3,694,639	3,912,921	3,557,981
EXPENSE								
MEMBERSHIP SERVICES								
5010	Liability Insurance	KUHLMAN/INTEGRO			313,005	324,522	331,910	318,710

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5012	Accident Insurance	KUHLMAN/INTEGRO		18,984	21,640	22,680	21,640
5102	Membership Administration	PORTER		18,750	14,330	18,825	15,744
5103	Registration Expenses	PORTER		98,200	95,245	104,050	85,844
5320	Fitness Committee	JUREY		200	200	200	-
5470	Zone Activity costs	COLBURN		3,000	3,000	3,000	1,500
5540	History & Archives Committee	DUNBAR		1,450	230	1,450	56
5550	Recognition & Awards Committee	NOVITSKE		960	960	960	599
5560	LMSC Development	MICHAEL MOORE		1,610	1,610	1,610	-
5685	Web Operations	KUHLMAN/WILLIAMSON		99,136	42,016	41,550	13,577
5690	IT Outside Services & Programs	KUHLMAN/WILLIAMSON		177,458	205,718	228,703	104,099
5701	USMS SWIMMER Magazine Production	DEERY/PAULLING		215,218	227,675	246,237	274,510
5703	STREAMLINES/Web Content	DEERY/PAULLING		53,200	18,500	13,000	14,440
5704	Multi-media Production	DEERY/PAULLING		-	10,002	10,000	5,000
5840	ISHOF Contributions	KUHLMAN		21,500	21,500	21,500	21,500
5860	Rule Book Costs	PORTER		9,900	8,550	10,914	11,342
5900	Membership Services Payroll	HUGHES/KUHLMAN		1,309,010	1,179,763	1,272,304	1,132,466
	Membership Expense			2,341,581	2,175,462	2,328,893	2,021,028
PROGRAM SERVICES							
5280	Coaches Committee	JENNINGS		31,935	12,150	12,150	23,769
5290	Coaches Certification	BRENNER		86,514	96,851	98,338	126,509
5500	Fitness Program	BRENNER		15,250	13,300	17,750	6,436
5600	Adult Learn to Swim	BRENNER		47,349	37,660	46,482	88,544
5610	Education Conference	JENNINGS		-	10,000	10,000	-
5770	Coach/Club Development Admin	BRENNER		85,675	79,293	87,575	78,867
5775	Regional Programs	BRENNER		37,000	21,772	24,000	-
5780	Local Swim Programs	BRENNER		32,367	15,009	26,666	-
	Program Services Expense			336,090	286,035	322,960	324,124
EVENTS:							
5205	Spring Nationals	BRENNER		22,850	13,721	14,670	8,437
5200	Summer Nationals	BRENNER		21,490	-	-	18,197
5250	Event Development	BRENNER/KEIBER		5,500	5,500	5,500	-
5121	All American Patches/Cert.	PORTER		2,750	2,750	1,450	739
5270	Championship Committee	RODDIN		9,018	6,862	8,918	5,096

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5285	LC/SC Merchant Account Fees	KUHLMAN		-	-	5,700	5,164	
5370	LD Committee	HALL		13,772	12,325	11,926	6,234	
5380	Open Water Committee	BRUCE		405	380	8,380	354	
5390	Officials Committee	WHITE		14,100	8,750	6,100	8,965	
5410	Records & Tabulation Committee	SEIDLER		-	50	50	-	
5440	Rules Committee	COCKRELL		1,000	792	1,000	442	
5460	Sports Medicine and Science Committee	CARLSON		5,900	5,900	5,900	-	
5240	Coordinator Contractors	BRENNER/KEIBER		16,000	16,000	16,000	15,242	
	Events Expense			112,785	73,031	85,594	68,869	
MARKETING/PARTNERSHIP								
5710	Partner costs	DEERY/ECKERT		57,750	66,650	67,550	23,920	
5720	USA Swimming Collaboration	DEERY		5,000	3,850	2,600	-	
5730	Marketing Services	DEERY		121,000	99,400	109,400	39,320	
	Advertising and Partnership Expense			183,750	169,900	179,550	63,240	
COLLEGE CLUB SERVICES								
5570	Summit	DEERY		15,250	12,824	15,000	13,974	
5580	Events & Marketing	DEERY		35,950	39,645	20,570	23,979	
5590	Convention	DEERY		3,640	3,640	3,640	2,169	
	College Club Expense			54,840	56,109	39,210	40,123	
ADMINISTRATION:								
5013	Directors & Officers Insurance	WATSON/INTEGRO		8,399	7,831	7,460	7,262	
5014	Bonding	WATSON/INTEGRO		8,446	8,405	10,400	9,544	
5016	Media Professional Liability Insurance	WATSON/INTEGRO		6,300	6,300	5,100	4,900	
5050	President	P. MILLER		10,650	7,950	12,500	5,617	
5064	LMSC Leadership Summit	COLBURN		30,800	100	100	28,706	
5080	Treasurer	DAVIS		850	850	850	499	
5095	Legal Counsel	ELIAS-WILLIAMS		750	750	750	-	
5099	Board/Executive Committee	P. MILLER		67,300	62,684	58,900	45,041	
5130	USMS Headquarters Admin.	KUHLMAN/WATSON		181,655	180,425	173,460	160,701	
5135	USMS Headquarters Payroll	HUGHES/KUHLMAN		498,707	482,817	482,545	474,707	
5300	Convention	PORTER		104,150	109,650	105,960	90,166	
5315	Investment Committee	BENSON		1,000	1,000	1,000	160	

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5330	Audit Committee	DILWORTH		6,025	5,802	5,600	5,337
5640	International Delegate / UANA	J. MILLER/GOLDSTEIN		2,500	2,500	2,500	742
5660	USA Swimming Liaison	TSUZUKI		-	2,300	2,300	1,467
5670	ISHOF Liaison	REID		1,900	1,636	1,900	1,186
5830	Outside Legal Expense	HUGHES/ELIAS-WILLIAMS		10,000	10,000	15,000	10,340
5870	Depreciation & Sitecore Amortization	KUHLMAN/WATSON		111,227	65,527	45,960	11,482
6010	Banking Fees	KUHLMAN		4,600	4,600	4,600	4,756
5873	Audit/Accounting Fees	KUHLMAN		23,090	23,090	23,090	22,060
	Administration Expense			1,078,350	984,217	959,975	884,673
	Total Expense			4,107,395	3,744,753	3,916,182	3,402,058
				-			
	NET ORDINARY INCOME			(132,877)	(50,114)	(3,261)	155,923
	<u>OTHER INCOME / EXPENSE:</u>						
	<u>OTHER INCOME:</u>						
4900	Interest & Dividends	BENSON		163,265	150,000	150,000	137,191
4940	Gain (loss)-Disposal of Fixed Assets	N/A		-	-	-	330
4945	Gain (loss)-Leasehold Improvements	N/A		-	-	-	-
	Other Income			163,265	150,000	150,000	137,521
	<u>OTHER EXPENSES & TRANSFERS:</u>						
	Transfer from Opportunity Reserve			-	-		-
6300	Transfer from Investment Account			115,100	96,200	96,200	-
6100	Amortization-Registration system			-	18,410		24,564
6011	Investment Advisory Fees	BENSON		16,400	15,600	12,200	12,974
	Other Expenses & Transfers			131,500	130,210	108,400	37,538
	Total Net Other Income			31,765	19,790	41,600	99,983
	NET INCOME			(101,112)	(30,324)	38,339	255,906
*2017 Final Actual was for operating funds only. Activity for Swimming Saves Lives Foundation and Legacy Fund were not included.							