U.S. Masters Swimming, Inc. 2017 Draft Budget 9/23/2016											
			2017 Dr	aft Budget 9/23/2	016						
				PRE-CONVENTION	FC & BOD		FORFOART	APPROVED	AOTUAL		
			F	BUDGET	BUDGET	AFTER FC&BOD	FORECAST	BUDGET	ACTUAL		
DEVENUE		Members	Fee	2017	REVISIONS	REVISIONS	2016	2016	2015*		
REVENUE MEMBERSHIP SERVICES:						-					
		61.000	\$41	0 544 670	4 400	0.545.770	0.001.450	2 455 904	0.005.006		
4010 Fees - Individuals @ \$41 4011 Fees - partial year	AL MATYSEK	61,992	\$4 I	2,541,672	4,100	2,545,772	2,361,450 27,500	2,455,891 26,198	2,235,836		
4011 Fees - partial year 4012 Fees - year plus	AL MATYSEK	3,665		98.600		98,600	33,550	26,198 35,436	32,310		
4012 rees - year plus 4013 Vanity ID	AL MATYSEK	3,005	\$50	,							
Fees- Affiliates	AL WATTSER		\$ 5 0	10,000 100		10,000 100	10,000 100	10,000	12,010		
4070 Rule Book Sales	DEERY					-		-	-		
				1,500		1,500	1,500	1,500	1,573		
4074 Magazine Subscriptions	GRILLI			2,800		2,800	2,800	3,540	3,488		
4215 Promotional Sales & 4271 Video Rental	DEERY			4,200		4,200	4,000	3,700	5,163		
Membership Services Revenue				2,658,872	4,100	2,662,972	2,440,900	2,536,265	2,317,080		
						-					
EDUCATION SERVICES									00.450		
4020 Fees - Clubs	BRENNER	969	\$41	39,729		39,729	25,500	25,000	26,150		
4025 Fees - Workout Groups	BRENNER	425	\$41	17,425		17,425	11,250	11,250	10,100		
4030 Coach Certifications	BRENNER	800		154,000		154,000	166,425	124,425	103,147		
4032 Stroke Development Clinics	BRENNER			54,000		54,000	-	-	-		
4033 Swim Fit	BRENNER	-		-		. •	-	-	-		
4035 Fees - Recognition Coach & Instructor	BRENNER	-	\$30	30,000		30,000	30,000	31,500	39,300		
4036 Adult Learn to Swim Instruction- 25 classes	BRENNER			165,000		165,000	152,970	187,500	70,187		
5846 Less SSLF grant program scholarships	BRENNER			(12,000)		(12,000)	(12,000)	-			
4037 Fees - Club collections	KUHLMAN			13,250		13,250	13,000	9,250	11,779		
4038 National Coaches Conference						-			3,435		
Education Services Revenue				461,404	-	461,404	387,145	388,925	264,097		
EVENTS:											
4060 Fees - One-Event @ \$25.00	GRILLI	1,910	\$25	47,750		47,750	28,500	31,500	28,470		
4150 Championship Meet Surcharges	RODDIN	.,	Ψ±0	46,000		46,000	44,200	44,200	44,935		
4151 LD Championship Surcharges	LIVONI			4,800		4,800	4,800	4,800	7,757		
4152 GTD Revenue	DEERY			-,000		.,000	-,000	-	-		
4155 Championship Patches	RODDIN			900		900	885	900	900		
4157 LD Championship Medals	LIVONI			3,200		3,200	3,200	3,200	3,187		
4210 Top Ten Subscriptions	GRILLI			500		500	500	500	527		
4250 All American Patches/Cert.	GRILLI			900		900	900	1,050	880		
4250 All American	GRILLI			325		325	325	325	331		
4251 ED All American Awards	GRILLI			900		900	900	800	929		
4275 OW Education Conference	BRUCE			900		900	300	4,500	- 928		
4275 OW Education Conference 4300 OW Sanction flat fee @ \$100 each	BRUCE	60	\$100	- 6,000		6.000	5,400	4,500 5,400			

U.S. Masters Swimming, Inc.											
			1 1	2017 Dr	aft Budget 9/23/2	016			T		
INCOMI	E STATEMENT				PRE-CONVENTION BUDGET	FC & BOD BUDGET	TOTALS AFTER FC&BOD	FORECAST	APPROVED	ACTUAL	
-	-		Members	Fee	2017	REVISIONS	REVISIONS	2016	2016	2015*	
4310	OW Event participant fees net of cap		5,631	\$5	33,785		33,785	34,535	34,535	-	
	Pool Sanction flat fee @ \$50 each		397	\$50	19,850		19,850	19,850	19,850	-	
4325	Pool Participant Fee Nat'l Championships		3,000	\$5	15,000		15,000	14,450	15,000	-	
4330	Sanction Fee Rebates				(1,000)		(1,000)	(2,000)	(6,000)	-	
	Recognized Event Fee			\$100	8,000		8,000	-			
4450	Merchant Acccount Fee Income	KUHLMAN			13,075		13,075	11,370	11,363	13,005	
	Events Revenue				199,985	-	199,985	167,815	171,923	100,921	
ADVER	TISING AND SPONSORSHIP										
	SWIMMER Magazine Advertising	DEERY			39,750		39,750	39,750	39,250	38,107	
	Sponsor Royalty Income	DEERY			4,300		4,300	8,350	4,500	4,091	
4171	Sponsorship	DEERY			414,000		414,000	370,500	408,000	361,500	
	In-Kind product contributions						-				
	Advertising and Sponsorship Revenue				458,050	-	458,050	418,600	451,750	403,698	
COLLE	GE CLUB REVENUE										
	College Club Membership	DEERY			14,583		14,583	-		-	
	College Club Revenue				14,583	-	14,583	-	-	-	
CONTR	IBUTION REVENUE										
	Contributions	N/A			-		-	-	-	1,500	
	In-Kind (legal)						-				
4800	Contributions- Releases from Restrictions				11,000		11,000	11,200	11,000	11,249	
	Contribution Revenue				11,000	-	11,000	11,200	11,000	12,749	
ADMINI	STRATION:										
4500	Other Income				-		-	200	-	200	
	Opportunity Reserve Transfer				76,810	(4,000)	72,810				
4500	Investment Spending Transfer	DAVIS			90,600		90,600	-	89,000	-	
	Administration Revenue				167,410	(4,000)	163,410	200	89,000	200	
	Total Revenue				3,971,304	100	3,971,404	3,425,860	3,648,863	3,098,745	
	EXPENSE										
	RSHIP SERVICES										
	Liability Insurance	KUHLMAN/ES			321,890		321,890	348,580	346,585	347,867	
	Liability Insurance Surcharge	discontinued a			-		-	-	-	(47,000)	
	Liability Insurance Surcharge Rebate	discontinued a			-		-	-	-	3,050	
	Accident Insurance	KUHLMAN/ES			21,640		21,640	21,340	21,731	20,805	
5102	Membership Admininistration	GRILLI/AL MA	TYSEK		21,660		21,660	13,570	13,670	10,035	

U.S. Masters Swimming, Inc. 2017 Draft Budget 9/23/2016											
			2017 D	rait Budget 9/23/2	010	_					
				PRE-CONVENTION	FC & BOD	TOTALS		APPROVED			
					BUDGET	_	FORFOART	_	ACTUAL		
		Members	Faa	BUDGET 2017	REVISIONS	AFTER FC&BOD REVISIONS	FORECAST	BUDGET 2016	ACTUAL 2015*		
5400 Denistration Francesco		Members	Fee	-	REVISIONS		2016				
5103 Registration Expenses	AL MATYSEK			91,043		91,043	88,300	89,790	82,332		
5320 Fitness Committee	JUREY			200		200	200	200	41		
5420 Registration Committee	LETENDRE			-		_ •	-	-	-		
5430 Rule Book Coordinator	GRILLI			-			-	-	-		
5470 Zone Activity costs	STEVENSON			3,000		3,000	3,000	3,000	1,500		
5540 History & Archives Committee	DUNBAR			1,450		1,450	120	1,250	-		
5550 Recognition & Awards Committee	NOVITSKE			960		960	960	960	323		
5560 LMSC Development	BUEHLER			1,610		1,610	110	1,110	117		
5685 Web Operations	J MATYSEK			76,150		76,150	36,750	26,750	22,202		
5701 USMS SWIMMER Magazine Production Cos	ts HAMEL			349,235		349,235	341,570	354,672	324,297		
5703 STREAMLINES/Web Content	HAMEL			13,000		13,000	14,350	10,000	9,967		
5704 Multi-media Production	HAMEL			10,000		10,000	19,500	19,500	10,715		
5840 ISHOF Contributions	KUHLMAN			21,500		21,500	21,500	21,500	21,414		
5860 Rule Book Costs	GRILLI			9,200		9,200	8,800	8,600	6,524		
5900 Membership Services Payroll	HUGHES/KUH	LMAN		1,329,230		1,329,230	1,216,169	1,226,014	1,054,613		
Membership Expense				2,271,768	-	2,271,768	2,134,818	2,145,332	1,868,803		
						_					
EDUCATION SERVICES						_					
5280 Coaches Committee	JENNINGS			22,300		22,300	16,350	16,350	24,708		
5290 Coaches Certification	BRENNER			160,570		160,570	133,951	123,428	93,012		
5500 Fitness Program	BRENNER			43,770		43,770	-	-	-		
5600 Adult Learn to Swim	BRENNER			117,955		117,955	104,440	116,578	64,039		
5610 Education Conference				-		-	10,000	14,400	-		
5770 Coach/Club Development Admin	BRENNER			88,595		88,595	75,456	86,944	75,337		
Education Services Expense				433,190	-	433,190	340,197	357,700	257,095		
							0.0,101		201,000		
EVENTS:						-					
5205 Spring Nationals	HUGHES			12,380		12,380	9,740	14,610	8,650		
5200 Summer Nationals	HUGHES			12,380		12,380	11,310	15,810	10,835		
5121 All American Patches/Cert.	GRILLI			1,000		1,000	2,250	2,250	1,923		
5270 Championship Committee	RODDIN			8,918		8,918	7,448	8,968	4,104		
5285 LC/SC Merchant Account Fees	KUHLMAN			9,269		9,269	9,270	9,269	8,430		
5370 LD Committee	LIVONI			11,077		11,077	10,750	10,750	9,143		
5380 Open Water Committee	BRUCE			10,380		10,380	380	10,750	4,460		
5390 Open Water Committee	ALBRIGHT										
	_			11,400		11,400	11,400	11,400	10,098		
5410 Records & Tabulation Committee	SEIDLER			1,225		1,225	1,225	1,225	324		
5440 Rules Committee	COCKRELL			1,450		1,450	1,350	1,350	1,169		
5460 Sports Medicine and Science Committee	CARLSON			5,900		5,900	5,800	5,800	1,072		
5240 Coordinator Contractors	HUGHES/MAT	YSEK		15,800		15,800	15,600	15,600	12,439		

	U.S. Masters Swimming, Inc.										
					raft Budget 9/23/2						
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					PRE-CONVENTION	FC & BOD	TOTALS		APPROVED		
INCOMI	ESTATEMENT				BUDGET	BUDGET	AFTER FC&BOD	FORECAST	BUDGET	ACTUAL	
			Members	Fee	2017	REVISIONS	REVISIONS	2016	2016	2015*	
	Events Expense				101,180	-	101,180	86,523	107,412	72,647	
MARKE	TING/SPONSORSHIP										
	Sponsor costs	DEERY			43,800		43,800	40,450	40,950	22,701	
	USA Swimming Collaboration	DEERY			2,400		2,400	16,025	12,250	15,912	
	Marketing Services	DEERY			104,200		104,200	110,900	100,340	64,750	
	In-Kind Products							,	-	0 1,1 00	
	Advertising and Sponsorship Expense				150,400	_	150,400	167,375	153,540	103,363	
COLLE	GE CLUB SERVICES										
	Summit	DEERY			15,000		15,000			-	
	Events & Marketing	DEERY			10,400		10,400			-	
	Convention	DEERY			3,640		3,640			-	
	College Club Expense				29,040	-	29,040	-	-	-	
	STRATION:										
	Directors & Officers Insurance	KUHLMAN/ESI>	(7,216		7,216	7,110	7,498	7,096	
	Bonding	KUHLMAN/ESI)			9,923		9,923	6,520	6,872	6,465	
	Flood Insurance	KUHLMAN/ESI>			-			(990)	170	2,045	
	Media Professional Liability Insurance	KUHLMAN/ESI>			3,723		3,723	3,615	3,500	3,139	
	President	P. MILLER			14,500		14,500	11,200	12,500	12,700	
	VP - Programs	McGIFFIN			-					-	
	VP - Community Services	THOMPSON			_		-	-	-	_	
	VP - Administration	TSUZUKI			_		- _	-	_	_	
	VP - Local Operations	STEVENSON			26,100		26,100	100	100	26,087	
	Secretary	COLBURN						-	-		
	Treasurer	DAVIS			850		850	850	1,600	_	
	Past President	DAY			-			2,200	2,200	_	
	Legal Counsel	ELIAS-WILLIAM	IS		1,250		1,250	1,250	1,250	670	
	Board/Executive Committee	P. MILLER	-		58,900		58,900	92,684	61,100	68,010	
	USMS Headquarters Admin.	KUHLMAN			184,636		184,636	187,610	201,552	126,946	
	USMS Headquarters Payroll	HUGHES/KUHL	MAN		463,842		463,842	417,290	418,640	353,636	
	Convention	GRILLI			105,460		105,460	99,860	99,860	94,432	
	Finance Committee	ENSIGN			150		150	150	150	-	
	Investment Committee	DODSON			1,000		1,000	1,000	1,000	-	
	Audit Committee	DILWORTH			5,600		5,600	5,600	5,550	4,315	
	Compensation & Benefits	COATES			-		0,000	-	-	-	
	FINA Representative	GOLDSTEIN			-			-			
	International Delegate / UANA	MILLER/GOLDS			7,500		7,500	5.000	5,000	5,000	

	Γ			2017 D	raft Budget 9/23/2	016				
					PRE-CONVENTION	FC & BOD	TOTALS		APPROVED	
INCOMI	STATEMENT				BUDGET	BUDGET	AFTER FC&BOD	FORECAST	BUDGET	ACTUAL
			Members	Fee	2017	REVISIONS	REVISIONS	2016	2016	2015*
5660	USA Swimming Liaison	TSUZUKI			2,300		2,300	2,300	2,300	1,58
5670	ISHOF Liaison	REID			1,900		1,900	1,900	1,900	82
5830	Outside Legal Expense	HUGHES/ELIA	AS-WILLIAMS		15,000		15,000	7,500	15,000	11,35
5847	SSL Fund Operating Costs	BRENNER			22,150		22,150	22,150	32,650	34,83
5848	April ALTS Month	HUGHES			12,500		12,500	-	-	-
5870	Depreciation	KUHLMAN			15,000		15,000	18,000	15,000	27,98
6010	Banking Fees	KUHLMAN			4,500		4,500	4,500	3,600	4,22
5873	Audit/Accounting Fees	KUHLMAN			21,500		21,500	20,600	21,500	20,39
	Administration Expense				985,499	-	985,499	917,999	920,492	811,74
	Total Expense				3,971,077	-	3,971,077	3,646,913	3,684,476	3,113,65
	NET ORDINARY INCOME				227	100	327	(221,053)	(35,613)	(14,906
	INCOME / EXPENSE:						-			
	INCOME:						-			
	Interest & Dividends	DODSON			120,000		120,000	125,000	120,000	(18,56
	Gain (loss)-Disposal of Fixed Assets	N/A			120,000		120,000	125,000	120,000	,
	Gain (loss)-Disposal of Fixed Assets Gain (loss)-Leasehold Improvements	N/A			-		-	-	(25,300)	(27,52
4945	Other Income	IN/A			120,000	_	120,000	125,000	94,700	(46,08
	EXPENSES & TRANSFERS:				120,000		120,000	123,000	94,700	(40,00
	Transfer from Opportunity Reserve				76,810	(4,000)	72,810			
6300	Transfer from Investment Account				90,600	(4,000)	90,600	-	89,000	
	Amortization-Registration system				24,558		24,558	24,558	24,558	24,55
	Investment Advisory Fees	DODSON			11,600		11,600	11,200	6,600	7,99
0011	Other Expenses & Transfers	DODGON			203,568	(4,000)	199,568	35,758	120,158	32,54
	Total Net Other Income				(83,568)	4,000	(79,568)	89,242	(25,458)	(78,63
					(03,500)	4,000	(79,300)	09,242	(20,400)	(10,03
					(83,341)	4,100	(79,241)	(131,811)	(61,071)	(93,54