

United States Masters Swimming									CASH FLOW	
2007 Budget				ORIGINAL		P&L			2007	
INCOME STATEMENT				SUBMITTED		FINAL		CASH FLOW	FULL YEAR	
				2007 Budget	ADJUSTMENTS	2007 Budget		2007 Budget	PRO-FORMA	2005 Actual
INCOME										
Registrar		Members	Fee							
4010	Fees - Individuals @ \$20	42,000	\$ 20	\$ 840,000		\$ 840,000		\$ 840,000	\$ 840,000	\$ 844,158
4010	Fees - Individuals @ \$15.00	1,000	\$ 15	15,000		15,000		15,000	15,000	
4010	Fees - One-time @ \$8.00	1,000	\$ 8	8,000		8,000		8,000	8,000	9,792
4020	Fees - Clubs @ \$30	525	\$ 30	15,750		15,750		15,750	15,750	15,690
4030	Fees - LMSC's @ \$30/\$40	53	\$ 30	1,590		1,590		1,590	1,590	1,610
4040	Fees - On-Line Registration			-		-		-	-	-
4010	Transfers			-		-		-	-	534
<b>T4000</b>	<b>Total Registrar</b>			<b>880,340</b>	<b>-</b>	<b>880,340</b>		<b>880,340</b>	<b>880,340</b>	<b>871,784</b>
4070	Rule Book Sales			2,800		2,800		2,800	2,800	2,425
4071	Rule Book Sponsor Income			2,500	(1,200)	1,300		1,300	1,300	1,050
4074	Magazine Subscriptions			3,560		3,560		3,560	3,560	1,058
4075	Publication Advertisement			102,000	(12,000)	90,000		90,000	90,000	91,728
4150	Championship Meet Surcharges			18,900		18,900		18,900	18,900	19,089
4151	LD Championship Surcharges			3,400		3,400		3,400	3,400	3,480
4155	Championship Patches			600		600		600	600	609
4156	LD Championship Patches			500		500		500	500	-
4157	LD Championship Medals			3,000		3,000		3,000	3,000	2,974
4159	Nat'l Meet Data Entry			1,000		1,000		1,000	1,000	758
4161	Marketing - MBNA Affinity Cards			12,000		12,000		12,000	12,000	11,228
4171	Marketing - Sponsorship			112,500	50,000	162,500		162,500	262,500	52,667
4172	Marketing - USOTC Sponsor			-		-		-	-	3,000
	<b>Publications Sales</b>									
4204	Club Handbook			25		25		25	25	28
4210	Top Ten Subscriptions			2,090		2,090		2,090	2,090	1,954
4214	Open Water Manual			21		21		21	21	-
4215	Decals			700		700		700	700	645
4216	Post-It Notes			100		100		100	100	39
4220	Misc. Publications			1,400		1,400		1,400	1,400	1,773
<b>T4200</b>	<b>Total Publication Sales</b>			<b>4,336</b>	<b>-</b>	<b>4,336</b>		<b>4,336</b>	<b>4,336</b>	<b>4,439</b>
4250	All American Patches/Cert.			700		700		700	700	545
4251	LD All American			300		300		300	300	235
4252	Relay All American Awards			900		900		900	900	720
4430	Snooper Rent			750		750		750	750	450
4431	USOTC Revenue			-		-		-	-	29,700
4450	Merchant Account Fee Income			4,200		4,200		4,200	4,200	3,364
4710	Contributions - Legacy Fund			-		-		-	-	9,043
<b>Total</b>	<b>Total Income</b>			<b>1,154,286</b>	<b>36,800</b>	<b>1,191,086</b>		<b>1,191,086</b>	<b>1,291,086</b>	<b>1,110,346</b>

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<b>INCOME STATEMENT</b>						<b>SUBMITTED</b>		<b>FINAL</b>	<b>CASH FLOW</b>	<b>FULL YEAR</b>	
				<b>2007 Budget</b>	<b>ADJUSTMENTS</b>	<b>2007 Budget</b>		<b>2007 Budget</b>	<b>2007 Budget</b>	<b>PRO-FORMA</b>	<b>2005 Actual</b>
<b>EXPENSE</b>											
<b>5010</b>	Liability Insurance			115,000				115,000	115,000	115,000	112,760
<b>5012</b>	Accident Insurance @ \$.55	44,000	0.55	24,200				24,200	24,200	24,200	29,536
<b>5013</b>	Directors & Officers Insurance			3,700				3,700	3,700	3,700	1,917
<b>5014</b>	Bonding			3,800				3,800	3,800	3,800	3,786
<b>5015</b>	Property Insurance			650				650	650	650	523
<b>5016</b>	Media Professional Liability Insurance			10,000				10,000	10,000	10,000	-
<b>5010</b>	Insurance Broker's Fee			20,000				20,000	20,000	20,000	20,000
<b>5050</b>	President			11,610				11,610	11,610	11,610	6,312
<b>5060</b>	Vice President			-				-	-	-	110
<b>5061</b>	VP - Member Services			300				300	300	300	-
<b>5062</b>	VP - Community Services			600	(300)			300	300	300	-
<b>5063</b>	VP - National Operations			600				600	600	600	-
<b>5064</b>	VP - Local Operations			610				610	610	610	-
<b>5070</b>	Secretary			410				410	410	410	336
<b>5080</b>	Treasurer			760				760	760	760	247
<b>5082</b>	At-Large Director - Breadbasket			-	250			250	250	250	
<b>5083</b>	At-Large Director - Colonies			250				250	250	250	
<b>5084</b>	At-Large Director - Southwest			600	(350)			250	250	250	
<b>5085</b>	At-Large Director - Dixie			250				250	250	250	
<b>5086</b>	At-Large Director - Great Lakes			-	250			250	250	250	
<b>5087</b>	At-Large Director - Oceana			-	250			250	250	250	
<b>5088</b>	At-Large Director - S. Central			250				250	250	250	
<b>5089</b>	At-Large Director - Northwest			250				250	250	250	
<b>5090</b>	Past President			560				560	560	560	768
<b>5095</b>	Legal Counsel			310				310	310	310	160
<b>5099</b>	Exec Committee / BOD			3,000	(600)			2,400	2,400	2,400	2,883
<b>5099</b>	Exec Committee / BOD- Semi Annual BOD			12,000				12,000	12,000	12,000	4,386
<b>National Office</b>											
<b>5101</b>	Payroll & Taxes			65,054	14,347			79,401	79,401	<b>139,401</b>	63,500
<b>5102</b>	Administration			54,791	(1,600)			53,191	53,191	53,191	34,146
<b>5103</b>	Registration Expenses			5,150				5,150	5,150	5,150	4,052
<b>T5100</b>	<b>Total National Office</b>			<b>124,995</b>	<b>12,747</b>			<b>137,742</b>	<b>137,742</b>	<b>197,742</b>	<b>101,698</b>
<b>5130</b>	ED & Related Costs			204,450				204,450	204,450	204,450	-
<b>National Office Publications</b>											
<b>5121</b>	All American Patches/Cert.			425				425	425	425	971
<b>5123</b>	Decals, Brochures, Etc.			450				450	450	450	(263)
<b>5125</b>	Publications			260				260	260	260	237
<b>T5120</b>	<b>Total National Office Publications</b>			<b>1,135</b>	<b>-</b>			<b>1,135</b>	<b>1,135</b>	<b>1,135</b>	<b>945</b>
<b>Committees</b>											
<b>5270</b>	Championship Committee			2,407				2,407	2,407	2,407	2,041
<b>5280</b>	Coaches Committee			12,680	(4,000)			8,680	8,680	<b>12,680</b>	6,835
<b>5283</b>	USOTC Expense			-				-	-	-	32,096
<b>5285</b>	Merchant Account Fees			5,000	15,000			20,000	20,000	<b>55,000</b>	3,789
<b>5290</b>	Communications Committee			660				660	660	660	224
<b>5300</b>	Convention			57,307	(11,307)			46,000	46,000	46,000	38,113

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<b>INCOME STATEMENT</b>				<b>SUBMITTED</b>		<b>FINAL</b>	<b>CASH FLOW</b>	<b>FULL YEAR</b>	
				<b>2007 Budget</b>	<b>ADJUSTMENTS</b>	<b>2007 Budget</b>	<b>2007 Budget</b>	<b>PRO-FORMA</b>	<b>2005 Actual</b>
5301	New Delegate Orientation			200		200	200	200	406
5310	Finance Committee			335		335	335	335	248
5320	Fitness Committee			350		350	350	350	149
5330	Insurance Coordinator			135		135	135	135	220
5340	Internal Auditor			110		110	110	110	110
5350	International Committee			610		610	610	610	356
5355	FINA World Meet			-		-	-	-	30
5360	Legislation Committee			-	270	270	270	270	271
5370	Long Distance Committee			1,260		1,260	1,260	1,260	870
5380	Marketing/Publications Committee			1,360	(260)	1,100	1,100	1,100	92
5390	Officials Committee			1,110	(1,000)	110	110	110	-
5400	Planning Committee			250		250	250	250	950
5410	Records & Tabulation Committee			1,710		1,710	1,710	1,710	1,621
5420	Registration Committee			2,310	(1,200)	1,110	1,110	1,110	110
5430	Rule Book Coordinator			130		130	130	130	110
5435	Editorial Board			1,400		1,400	1,400	1,400	238
5440	Rules Committee			1,000		1,000	1,000	1,000	110
5460	Sports Medicine, Health & Safety Committee			1,510		1,510	1,510	1,510	110
	<b>Zones:</b>								
5471	Breadbasket			-		-	-	-	110
5472	Colonies			-		-	-	-	110
5473	Southwest			-		-	-	-	110
5474	Dixie			-		-	-	-	-
5475	Great lakes			-		-	-	-	110
5476	Oceana			-		-	-	-	-
5477	South Central			-		-	-	-	110
5478	Northwest			-		-	-	-	110
5470	Zone Chairperson - Other			5,180		5,180	5,180	5,180	2,863
<b>T5470</b>	<b>Total Zones</b>			<b>5,180</b>	<b>-</b>	<b>5,180</b>	<b>5,180</b>	<b>5,180</b>	<b>3,523</b>
5520	Ad Hoc ISHOF			3,210	(1,300)	1,910	1,910	1,910	2,250
5540	History & Archives Committee			2,242	(999)	1,243	1,243	1,243	1,014
5550	Recognition & Awards Committee			545	150	695	695	695	318
5610	Controller			26,650	7,000	33,650	33,650	33,650	15,838
5630	FINA Representative			500		500	500	500	-
5640	International Delegate / ASUA			2,000		2,000	2,000	2,000	-
5645	USA Triathlon Liaison			110		110	110	110	-
5650	Past President Conv Reg Fee			330		330	330	330	110
5655	ISHOF Liaison			-		-	-	-	-
5660	USA Swimming Liaison			1,200		1,200	1,200	1,200	927
5663	IGLA Liaison			110		110	110	110	
5664	Senior Games Liaison			-	160	160	160	160	
5665	YMCA Liaison			1,150		1,150	1,150	1,150	-
5670	Sponsor Liaison			25,900	525	26,425	26,425	26,425	24,167
5675	USOC Liaison			1,500	(1,000)	500	500	500	509
5680	SWIMMER Magazine Editor			1,860	46,800	48,660	48,660	48,660	21,743
5685	Web Operations			84,951	7,404	92,355	92,355	92,355	75,801

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				2007 Budget			2005 Actual		
5685	Web Contractor			-	45,000	45,000	45,000	45,000	39,168
5687	Amortization-Website Dev't Cost			5,091		5,091		-	10,183
5701	USMS SWIMMER Magazine Costs			318,950		318,950	318,950	318,950	286,210
5702	Publication Advertising Commission	\$ 102,000	25%	25,500	(3,000)	22,500	22,500	22,500	22,932
5710	Sponsor Costs			26,285		26,285	26,285	26,285	13,500
5730	Marketing - Other Projects			15,000	500	15,500	15,500	15,500	1,480
5750	Marketing - Planner			3,000		3,000	3,000	3,000	3,637
5770	Program/Club Development			-	50,000	50,000	50,000	50,000	-
5801	Pool Championship Patches			-	600	600	-	-	104
5802	LD Championship Patches			550		550	-	-	-
5803	LD Championship Medals			-	3,000	3,000	-	-	3,117
5810	Snooper Expenses			600		600	600	600	214
5820	Top Ten Subscriptions			2,745		2,745	2,745	2,745	1,812
5825	National Coaches Conference			3,500	(500)	3,000	3,000	3,000	4,180
5830	Outside Legal Expense			5,000	(2,000)	3,000	3,000	3,000	-
5840	ISHOF Contributions (\$.25 for 2006 at	43,000	\$ 0.25	10,750		10,750	10,750	10,750	4,267
5846	Legacy Fund Grants			-		-	-	-	7,700
5847	Legacy Fund Operating Costs			-		-	-	-	1,672
5860	Rule Book Costs			13,900	(1,000)	12,900	12,900	12,900	11,968
5875	Audit/Accounting Fees			11,650		11,650	11,650	11,650	11,239
5870	Depreciation			2,700		2,700	-	-	3,263
5880	Misc/Contingency			-		-	-	-	-
6050	Unrelated Business Income Tax Exp.			6,000		6,000	6,000	6,000	241
<b>Total</b>	<b>Total Expense</b>			<b>1,240,783</b>	<b>161,090</b>	<b>1,401,873</b>	<b>1,389,932</b>	<b>1,488,932</b>	<b>948,553</b>
<b>Total</b>	<b>Net Ordinary Income</b>			<b>(86,497)</b>	<b>(124,290)</b>	<b>(210,787)</b>	<b>(198,846)</b>	<b>(197,846)</b>	<b>161,793</b>
	Other Income/Expense								
4900	Interest & Dividends			39,000	11,000	50,000	50,000	50,000	45,360
6010	Banking Fees			-		-	-	-	-
<b>Total</b>	<b>Total Net Other Income</b>			<b>39,000</b>	<b>11,000</b>	<b>50,000</b>	<b>50,000</b>	<b>50,000</b>	<b>45,360</b>
	<b>NET INCOME</b>			<b>\$ (47,497)</b>	<b>\$ (113,290)</b>	<b>\$ (160,787)</b>	<b>\$ (148,846)</b>	<b>\$ (147,846)</b>	<b>\$ 207,153</b>
	<b>Capital Expenditures</b>								
	Long Distance Awards			5,800			5,800	5,800	5,095
	Tradeshaw Display			5,000			5,000	5,000	-
<b>Total</b>	<b>Total Capital Expenditures</b>			<b>10,800</b>	<b>-</b>	<b>-</b>	<b>10,800</b>	<b>10,800</b>	<b>5,095</b>
	<b>NET EXCESS (DEFICIT)</b>			<b>\$ (58,297)</b>	<b>\$ (113,290)</b>	<b>\$ (160,787)</b>	<b>\$ (159,646)</b>	<b>\$ (158,646)</b>	<b>\$ 202,058</b>

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<b>INCOME STATEMENT</b>			<b>SUBMITTED</b>			<b>FINAL</b>		<b>FULL YEAR</b>		
			<u>2007 Budget</u>	<u>ADJUSTMENTS</u>		<u>2007 Budget</u>	<b>CASH FLOW</b>	<u>PRO-FORMA</u>		<u>2005 Actual</u>