

**Southern Pacific Masters Swimming**  
**Budget vs. Actuals: Budget - FY13 P&L**  
 January - December 2013

	Total		
	Actual	Budget	over Budget
<b>Income</b>			
Awards Fees		4,200.00	-4,200.00
Registration Revenue			
Club Registration Revenue	170.00	3,600.00	-3,430.00
Donations - LMSC	636.00		636.00
Individual Registration Revenue	60,163.00	211,600.00	-151,437.00
<b>Total Registration Revenue</b>	<b>60,969.00</b>	<b>215,200.00</b>	<b>-154,231.00</b>
Sanction Revenue			
Open Water	-175.00	1,000.00	-1,175.00
Pool	100.00	1,200.00	-1,100.00
<b>Total Sanction Revenue</b>	<b>-75.00</b>	<b>2,200.00</b>	<b>-2,275.00</b>
<b>Total Income</b>	<b>\$60,894.00</b>	<b>\$221,600.00</b>	<b>\$ -160,706.00</b>
<b>Gross Profit</b>	<b>\$60,894.00</b>	<b>\$221,600.00</b>	<b>\$ -160,706.00</b>
<b>Expenses</b>			
Awards			
Annual		250.00	-250.00
Competition - Open Water	700.72	750.00	-49.28
Competition - Pool	3,234.70	6,000.00	-2,765.30
<b>Total Awards</b>	<b>3,935.42</b>	<b>7,000.00</b>	<b>-3,064.58</b>
Bank Charges	6.00	108.00	-102.00
Clinics & Seminars		4,680.00	-4,680.00
Convention			
Advances		7,000.00	-7,000.00
Hosting		4,000.00	-4,000.00
Registration		2,080.00	-2,080.00
<b>Total Convention</b>	<b>0.00</b>	<b>13,080.00</b>	<b>-13,080.00</b>
Donations & Grants		5,000.00	-5,000.00
Entry Fees - Comp'd		950.00	-950.00
Equipment - Purchases		600.00	-600.00
Equipment - Storage		1,152.00	-1,152.00
Individual Registrations - Comp'd	874.00	1,000.00	-126.00
Office Expenses & Supplies	7.00	200.00	-193.00
Phone & Fax		750.00	-750.00
Postage		2,000.00	-2,000.00
Professional Fees			
Legal		1,200.00	-1,200.00
Meet Operations	100.00	2,800.00	-2,700.00
Newsletter/Top 10 Recorder	416.66	5,000.00	-4,583.34
Open Water Coordinator		300.00	-300.00
Open Water Referee		600.00	-600.00
Registrar	1,671.00	16,200.00	-14,529.00
<b>Total Professional Fees</b>	<b>2,187.66</b>	<b>26,100.00</b>	<b>-23,912.34</b>

	Total		
	Actual	Budget	over Budget
Promotional & Advertising		8,000.00	-8,000.00
Registration Expense			
Club Registration Expense	120.00	2,700.00	-2,580.00
Donations - ISHOF	240.00		240.00
Donations - USMS	1,273.00		1,273.00
Individual Registration Expense	42,075.00	151,800.00	-109,725.00
<b>Total Registration Expense</b>	<b>43,708.00</b>	<b>154,500.00</b>	<b>-110,792.00</b>
Software		479.00	-479.00
Stationery & Printing	50.00	2,000.00	-1,950.00
Taxes & Licenses		75.00	-75.00
Travel	116.30	2,400.00	-2,283.70
Website & Web Development		100.00	-100.00
<b>Total Expenses</b>	<b>\$50,884.38</b>	<b>\$230,174.00</b>	<b>\$ -179,289.62</b>
<b>Net Operating Income</b>	<b>\$10,009.62</b>	<b>\$ -8,574.00</b>	<b>\$18,583.62</b>
Other Income			
Interest Earned	1.00		1.00
<b>Total Other Income</b>	<b>\$1.00</b>	<b>\$0.00</b>	<b>\$1.00</b>
<b>Net Other Income</b>	<b>\$1.00</b>	<b>\$0.00</b>	<b>\$1.00</b>
<b>Net Income</b>	<b>\$10,010.62</b>	<b>\$ -8,574.00</b>	<b>\$18,584.62</b>

Monday, Feb 11, 2013 09:49:17 AM PST GMT-8 - Cash Basis