

## Southern Pacific Masters Swimming Budget vs. Actuals: Budget - FY13 P&L

January - December 2013

	Total		
	Actual	Budget	over Budget
<b>Income</b>			
<b>Awards Fees</b>	2,773.00	4,200.00	-1,427.00
<b>Registration Revenue</b>		60,700.00	-60,700.00
<b>Offline Registrations</b>	7,197.00		7,197.00
<b>Offline Registrations Expense</b>	-4,709.00		-4,709.00
<b>Online Registrations</b>	50,880.00		50,880.00
<b>Total Registration Revenue</b>	<b>53,368.00</b>	<b>60,700.00</b>	<b>-7,332.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	4,733.00	1,000.00	3,733.00
<b>Open Water Expense</b>	-4,000.00		-4,000.00
<b>Pool</b>	1,150.00	1,200.00	-50.00
<b>Total Sanction Revenue</b>	<b>1,883.00</b>	<b>2,200.00</b>	<b>-317.00</b>
<b>Total Income</b>	<b>\$58,024.00</b>	<b>\$67,100.00</b>	<b>\$ -9,076.00</b>
<b>Gross Profit</b>	<b>\$58,024.00</b>	<b>\$67,100.00</b>	<b>\$ -9,076.00</b>
<b>Expenses</b>			
<b>Awards</b>			
<b>Annual</b>	48.38	250.00	-201.62
<b>Competition - Open Water</b>	700.72	750.00	-49.28
<b>Competition - Pool</b>	5,983.20	6,000.00	-16.80
<b>Total Awards</b>	<b>6,732.30</b>	<b>7,000.00</b>	<b>-267.70</b>
<b>Bank Charges</b>	33.00	108.00	-75.00
<b>Clinics &amp; Seminars</b>	2,838.00	4,680.00	-1,842.00
<b>Convention</b>			
<b>Advances</b>	5,744.92	7,000.00	-1,255.08
<b>Hosting</b>	1,900.00	4,000.00	-2,100.00
<b>Registration</b>	2,550.00	2,080.00	470.00
<b>Total Convention</b>	<b>10,194.92</b>	<b>13,080.00</b>	<b>-2,885.08</b>
<b>Donations &amp; Grants</b>		5,000.00	-5,000.00
<b>Entry Fees - Comp'd</b>	139.00	950.00	-811.00
<b>Equipment - Purchases</b>	312.00	600.00	-288.00
<b>Equipment - Storage</b>	1,098.00	1,152.00	-54.00
<b>Individual Registrations - Comp'd</b>	874.00	1,000.00	-126.00
<b>Office Expenses &amp; Supplies</b>	25.77	200.00	-174.23
<b>Phone &amp; Fax</b>	768.39	750.00	18.39
<b>Postage</b>	19.95	2,000.00	-1,980.05
<b>Professional Fees</b>			
<b>Legal</b>	582.00	1,200.00	-618.00
<b>Meet Operations</b>	1,625.00	2,800.00	-1,175.00
<b>Newsletter/Top 10 Recorder</b>	4,166.60	5,000.00	-833.40
<b>Open Water Coordinator</b>	100.00	300.00	-200.00
<b>Open Water Referee</b>	50.00	600.00	-550.00

	Total		
	Actual	Budget	over Budget
Registrar	13,821.00	16,200.00	-2,379.00
<b>Total Professional Fees</b>	<b>20,344.60</b>	<b>26,100.00</b>	<b>-5,755.40</b>
Promotional & Advertising	13,210.01	8,000.00	5,210.01
Software	478.39	479.00	-0.61
Stationery & Printing	50.00	2,000.00	-1,950.00
Taxes & Licenses		75.00	-75.00
Travel	2,307.93	2,400.00	-92.07
Website & Web Development		100.00	-100.00
<b>Total Expenses</b>	<b>\$59,426.26</b>	<b>\$75,674.00</b>	<b>\$ -16,247.74</b>
<b>Net Operating Income</b>	<b>\$ -1,402.26</b>	<b>\$ -8,574.00</b>	<b>\$7,171.74</b>
<b>Other Income</b>			
Interest Earned	11.22		11.22
Miscellaneous Income	3.00		3.00
<b>Total Other Income</b>	<b>\$14.22</b>	<b>\$0.00</b>	<b>\$14.22</b>
<b>Net Other Income</b>	<b>\$14.22</b>	<b>\$0.00</b>	<b>\$14.22</b>
<b>Net Income</b>	<b>\$ -1,388.04</b>	<b>\$ -8,574.00</b>	<b>\$7,185.96</b>

Tuesday, Nov 05, 2013 08:34:55 AM PST GMT-8 - Cash Basis