

Southern Pacific Masters Swimming
BUDGET VS. ACTUALS: BUDGET - FY14 P&L
 January - December 2014

| | TOTAL | | |
|--|--------------------|--------------------|----------------------|
| | ACTUAL | BUDGET | OVER BUDGET |
| Income | | | |
| Awards Sales | 2,589.40 | 7,000.00 | -4,410.60 |
| Promotional Sales | 601.25 | | 601.25 |
| Registration Revenue | | | |
| Offline Registrations | 2,136.00 | 45,080.00 | -42,944.00 |
| Offline Registrations Expense | -1,538.00 | -32,340.00 | 30,802.00 |
| Online Registrations | 43,724.00 | 52,460.00 | -8,736.00 |
| Total Registration Revenue | 44,322.00 | 65,200.00 | -20,878.00 |
| Sanction Revenue | | | |
| Open Water | 50.00 | 4,300.00 | -4,250.00 |
| Open Water Expense | | -4,000.00 | 4,000.00 |
| Pool | 550.00 | 1,350.00 | -800.00 |
| Total Sanction Revenue | 600.00 | 1,650.00 | -1,050.00 |
| Total Income | \$48,112.65 | \$73,850.00 | \$ -25,737.35 |
| Gross Profit | \$48,112.65 | \$73,850.00 | \$ -25,737.35 |
| Expenses | | | |
| Awards | | | |
| Annual | | 250.00 | -250.00 |
| Competition - Open Water | | 750.00 | -750.00 |
| Competition - Pool | | 6,500.00 | -6,500.00 |
| Total Awards | 0.00 | 7,500.00 | -7,500.00 |
| Bank Charges | 35.99 | 150.00 | -114.01 |
| Clinics & Seminars | 920.58 | 7,138.00 | -6,217.42 |
| Convention | | | |
| Advances | | 14,300.00 | -14,300.00 |
| Registration | | 2,550.00 | -2,550.00 |
| Total Convention | 0.00 | 16,850.00 | -16,850.00 |
| Entry Fees - Comp'd | 584.00 | 950.00 | -366.00 |
| Equipment - Purchases | 260.00 | 1,000.00 | -740.00 |
| Equipment - Storage | 400.00 | 1,224.00 | -824.00 |
| Individual Registrations - Comp'd | 960.00 | 900.00 | 60.00 |
| Office Expenses & Supplies | 107.44 | 307.00 | -199.56 |
| Phone & Fax | 897.99 | 2,447.00 | -1,549.01 |
| Postage | 855.80 | 1,453.00 | -597.20 |
| Professional Fees | | | |
| Legal & Accounting | 83.00 | 750.00 | -667.00 |
| Meet Operations | 1,100.00 | 3,000.00 | -1,900.00 |
| Newsletter/Top 10 Recorder | 1,666.64 | 5,000.00 | -3,333.36 |
| Open Water Coordinator | | 1,000.00 | -1,000.00 |
| Registrar | 5,400.00 | 16,200.00 | -10,800.00 |
| Total Professional Fees | 8,249.64 | 25,950.00 | -17,700.36 |

| | TOTAL | | |
|-----------------------------|--------------------|----------------------|----------------------|
| | ACTUAL | BUDGET | OVER BUDGET |
| Promotional & Advertising | 6,023.01 | 10,575.00 | -4,551.99 |
| Software | 318.58 | 1,260.00 | -941.42 |
| Stationery & Printing | 5,274.97 | 8,553.00 | -3,278.03 |
| Travel | 1,166.78 | 3,000.00 | -1,833.22 |
| Video Services | | 7,500.00 | -7,500.00 |
| Website & Web Development | 720.00 | 720.00 | 0.00 |
| Total Expenses | \$26,774.78 | \$97,477.00 | \$ -70,702.22 |
| Net Operating Income | \$21,337.87 | \$ -23,627.00 | \$44,964.87 |
| Other Income | | | |
| Interest Earned | 1.07 | | 1.07 |
| Miscellaneous Income | 0.01 | | 0.01 |
| Total Other Income | \$1.08 | \$0.00 | \$1.08 |
| Other Expenses | | | |
| Miscellaneous Expense | 0.01 | | 0.01 |
| Total Other Expenses | \$0.01 | \$0.00 | \$0.01 |
| Net Other Income | \$1.07 | \$0.00 | \$1.07 |
| Net Income | \$21,338.94 | \$ -23,627.00 | \$44,965.94 |

Monday, May 05, 2014 09:08:59 AM PDT GMT-7 - Cash Basis