

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

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Income</b>			
<b>Awards Sales</b>	2,589.40	7,000.00	-4,410.60
<b>Promotional Sales</b>	601.25		601.25
<b>Registration Revenue</b>			
<b>Offline Registrations</b>	2,257.00	45,080.00	-42,823.00
<b>Offline Registrations Expense</b>	-1,616.00	-32,340.00	30,724.00
<b>Online Registrations</b>	46,101.00	52,460.00	-6,359.00
<b>Total Registration Revenue</b>	<b>46,742.00</b>	<b>65,200.00</b>	<b>-18,458.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	75.00	4,300.00	-4,225.00
<b>Open Water Expense</b>		-4,000.00	4,000.00
<b>Pool</b>	800.00	1,350.00	-550.00
<b>Total Sanction Revenue</b>	<b>875.00</b>	<b>1,650.00</b>	<b>-775.00</b>
<b>Total Income</b>	<b>\$50,807.65</b>	<b>\$73,850.00</b>	<b>\$ -23,042.35</b>
<b>Gross Profit</b>	<b>\$50,807.65</b>	<b>\$73,850.00</b>	<b>\$ -23,042.35</b>
<b>Expenses</b>			
<b>Awards</b>			
<b>Annual</b>		250.00	-250.00
<b>Competition - Open Water</b>		750.00	-750.00
<b>Competition - Pool</b>		6,500.00	-6,500.00
<b>Total Awards</b>	<b>0.00</b>	<b>7,500.00</b>	<b>-7,500.00</b>
<b>Bank Charges</b>	35.99	150.00	-114.01
<b>Clinics &amp; Seminars</b>	1,069.58	7,138.00	-6,068.42
<b>Convention</b>			
<b>Advances</b>		14,300.00	-14,300.00
<b>Registration</b>		2,550.00	-2,550.00
<b>Total Convention</b>	<b>0.00</b>	<b>16,850.00</b>	<b>-16,850.00</b>
<b>Entry Fees - Comp'd</b>	584.00	950.00	-366.00
<b>Equipment - Purchases</b>	260.00	1,000.00	-740.00
<b>Equipment - Storage</b>	500.00	1,224.00	-724.00
<b>Individual Registrations - Comp'd</b>	960.00	900.00	60.00
<b>Office Expenses &amp; Supplies</b>	107.44	307.00	-199.56
<b>Phone &amp; Fax</b>	897.99	2,447.00	-1,549.01
<b>Postage</b>	855.80	1,453.00	-597.20
<b>Professional Fees</b>			
<b>Legal &amp; Accounting</b>	633.00	750.00	-117.00
<b>Meet Operations</b>	1,100.00	3,000.00	-1,900.00
<b>Newsletter/Top 10 Recorder</b>	2,083.30	5,000.00	-2,916.70
<b>Open Water Coordinator</b>		1,000.00	-1,000.00
<b>Registrar</b>	6,750.00	16,200.00	-9,450.00
<b>Total Professional Fees</b>	<b>10,566.30</b>	<b>25,950.00</b>	<b>-15,383.70</b>

	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
Taxes & Licenses	25.00		25.00
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
<b>Total Expenses</b>	<b>\$29,365.44</b>	<b>\$97,477.00</b>	<b>\$ -68,111.56</b>
<b>Net Operating Income</b>	<b>\$21,442.21</b>	<b>\$ -23,627.00</b>	<b>\$45,069.21</b>
<b>Other Income</b>			
Interest Earned	3.08		3.08
Miscellaneous Income	0.01		0.01
<b>Total Other Income</b>	<b>\$3.09</b>	<b>\$0.00</b>	<b>\$3.09</b>
<b>Other Expenses</b>			
Miscellaneous Expense	0.01		0.01
<b>Total Other Expenses</b>	<b>\$0.01</b>	<b>\$0.00</b>	<b>\$0.01</b>
<b>Net Other Income</b>	<b>\$3.08</b>	<b>\$0.00</b>	<b>\$3.08</b>
<b>Net Income</b>	<b>\$21,445.29</b>	<b>\$ -23,627.00</b>	<b>\$45,072.29</b>

Monday, Jun 09, 2014 12:41:21 PM PDT GMT-7 - Cash Basis