

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

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Income</b>			
Awards Sales	2,721.40	7,000.00	-4,278.60
Promotional Sales	601.25		601.25
<b>Registration Revenue</b>			
Offline Registrations	2,310.00	45,080.00	-42,770.00
Offline Registrations Expense	-1,845.00	-32,340.00	30,495.00
Online Registrations	48,983.00	52,460.00	-3,477.00
<b>Total Registration Revenue</b>	<b>49,448.00</b>	<b>65,200.00</b>	<b>-15,752.00</b>
<b>Sanction Revenue</b>			
Open Water	600.00	4,300.00	-3,700.00
Open Water Expense	-1,000.00	-4,000.00	3,000.00
Pool	900.00	1,350.00	-450.00
<b>Total Sanction Revenue</b>	<b>500.00</b>	<b>1,650.00</b>	<b>-1,150.00</b>
<b>Total Income</b>	<b>\$53,270.65</b>	<b>\$73,850.00</b>	<b>\$ -20,579.35</b>
<b>Gross Profit</b>	<b>\$53,270.65</b>	<b>\$73,850.00</b>	<b>\$ -20,579.35</b>
<b>Expenses</b>			
<b>Awards</b>			
Annual	48.38	250.00	-201.62
Competition - Open Water		750.00	-750.00
Competition - Pool		6,500.00	-6,500.00
<b>Total Awards</b>	<b>48.38</b>	<b>7,500.00</b>	<b>-7,451.62</b>
<b>Bank Charges</b>	37.77	150.00	-112.23
<b>Clinics &amp; Seminars</b>	1,702.59	7,138.00	-5,435.41
<b>Convention</b>			
Advances	16,293.00	14,300.00	1,993.00
Registration		2,550.00	-2,550.00
<b>Total Convention</b>	<b>16,293.00</b>	<b>16,850.00</b>	<b>-557.00</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>	600.00	1,224.00	-624.00
<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>	1,028.29	2,447.00	-1,418.71
<b>Postage</b>	1,002.88	1,453.00	-450.12
<b>Professional Fees</b>			
Legal & Accounting	633.00	750.00	-117.00
Meet Operations	1,300.00	3,000.00	-1,700.00
Newsletter/Top 10 Recorder	2,499.96	5,000.00	-2,500.04
Open Water Coordinator		1,000.00	-1,000.00
Open Water Referee	50.00		50.00
Registrar	8,100.00	16,200.00	-8,100.00

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Total Professional Fees</b>	<b>12,582.96</b>	<b>25,950.00</b>	<b>-13,367.04</b>
Promotional & Advertising	6,023.01	10,575.00	-4,551.99
Software	577.99	1,260.00	-682.01
Stationery & Printing	5,580.56	8,553.00	-2,972.44
Taxes & Licenses	25.00		25.00
Travel	1,423.44	3,000.00	-1,576.56
Video Services		7,500.00	-7,500.00
Website & Web Development	720.00	720.00	0.00
<b>Total Expenses</b>	<b>\$49,557.31</b>	<b>\$97,477.00</b>	<b>\$ -47,919.69</b>
<b>Net Operating Income</b>	<b>\$3,713.34</b>	<b>\$ -23,627.00</b>	<b>\$27,340.34</b>
<b>Other Income</b>			
Interest Earned	4.10		4.10
Miscellaneous Income	0.01		0.01
<b>Total Other Income</b>	<b>\$4.11</b>	<b>\$0.00</b>	<b>\$4.11</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>\$4.10</b>	<b>\$0.00</b>	<b>\$4.10</b>
<b>Net Income</b>	<b>\$3,717.44</b>	<b>\$ -23,627.00</b>	<b>\$27,344.44</b>

*Monday, Jul 07, 2014 10:33:55 AM PDT GMT-7 - Cash Basis*