Southern Pacific Masters Swimming BUDGET VS. ACTUALS: FISCAL YEAR 2016

January - December 2016

| | TOTAL | | |
|-----------------------------------|-------------|-------------|-------------|
| | ACTUAL | BUDGET | REMAINING |
| Income | | | |
| Awards Sales | 1,230.10 | 1,000.00 | -230.10 |
| Registration Revenue | , | , | |
| Donations - LMSC | 1,330.00 | | -1,330.00 |
| Offline Registrations | 1,288.00 | 2,700.00 | 1,412.00 |
| Offline Registrations Expense | -853.00 | -1,950.00 | -1,097.00 |
| Online Registrations | 46,615.00 | 75,250.00 | 28,635.00 |
| Total Registration Revenue | 48,380.00 | 76,000.00 | 27,620.00 |
| Sanction Revenue | | | |
| Open Water | 3,504.00 | 6,250.00 | 2,746.00 |
| Open Water Expense | | -5,000.00 | -5,000.00 |
| Pool | 1,175.00 | 1,750.00 | 575.00 |
| Pool Expense | -350.00 | -1,000.00 | -650.00 |
| Total Sanction Revenue | 4,329.00 | 2,000.00 | -2,329.00 |
| Total Income | \$53,939.10 | \$79,000.00 | \$25,060.90 |
| Gross Profit | \$53,939.10 | \$79,000.00 | \$25,060.90 |
| Expenses | | | |
| Awards | | | |
| Annual | | 420.00 | 420.00 |
| Competition - Open Water | 1,219.67 | | -1,219.67 |
| Competition - Pool | | 1,000.00 | 1,000.00 |
| Total Awards | 1,219.67 | 1,420.00 | 200.33 |
| Bank Charges | 133.57 | 184.00 | 50.43 |
| Clinics & Seminars | 719.92 | 7,550.00 | 6,830.08 |
| Convention | | | |
| Advances | -381.25 | 20,000.00 | 20,381.25 |
| Other Convention Expenses | | 400.00 | 400.00 |
| Registration | | 3,230.00 | 3,230.00 |
| Total Convention | -381.25 | 23,630.00 | 24,011.25 |
| Entry Fees - Comp'd | 391.00 | 600.00 | 209.00 |
| Equipment - Purchases | 646.00 | 840.00 | 194.00 |
| Individual Registrations - Comp'd | 1,296.00 | 1,300.00 | 4.00 |
| Office Expenses & Supplies | 23.05 | 200.00 | 176.95 |
| Phone & Fax | 295.00 | 1,338.00 | 1,043.00 |
| Postage | 50.47 | 300.00 | 249.53 |
| Professional Fees | | | |
| Legal & Accounting | 32.00 | 600.00 | 568.00 |
| Newsletter/Top 10 Recorder | 2,416.65 | 6,800.00 | 4,383.35 |
| Registrar | 8,375.00 | 20,100.00 | 11,725.00 |
| Total Professional Fees | 10,823.65 | 27,500.00 | 16,676.35 |
| Promotional & Advertising | | 1,850.00 | 1,850.00 |

TOTAL

| | ACTUAL | BUDGET | REMAINING |
|---------------------------|-------------|-------------|---------------|
| Software | 729.79 | 1,200.00 | 470.21 |
| Stationery & Printing | 147.50 | 210.00 | 62.50 |
| Taxes & Licenses | | 25.00 | 25.00 |
| Video Services | 4,025.00 | 5,400.00 | 1,375.00 |
| Website & Web Development | 300.00 | 720.00 | 420.00 |
| Total Expenses | \$20,419.37 | \$74,267.00 | \$53,847.63 |
| Net Operating Income | \$33,519.73 | \$4,733.00 | \$ -28,786.73 |
| Other Income | | | |
| Interest Earned | 4.16 | | -4.16 |
| Total Other Income | \$4.16 | \$0.00 | \$ -4.16 |
| Net Other Income | \$4.16 | \$0.00 | \$ -4.16 |
| Net Income | \$33,523.89 | \$4,733.00 | \$ -28,790.89 |
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Tuesday, Jun 07, 2016 05:54:46 PM PDT GMT-7 - Cash Basis