



Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: FISCAL YEAR 2017

January - December 2017

	TOTAL		
	ACTUAL	BUDGET	REMAINING
INCOME			
Clinic & Seminar Income		1,500.00	1,500.00
Promotional Sales	44.50		-44.50
Registration Revenue			
Donations - LMSC	1,957.00		-1,957.00
Offline Registrations	1,865.00	2,700.00	835.00
Offline Registrations Expense	-1,236.00	-2,050.00	-814.00
Online Registrations	45,921.00	65,350.00	19,429.00
Total Registration Revenue	48,507.00	66,000.00	17,493.00
Sanction Revenue			
Open Water	1,148.00	6,600.00	5,452.00
Open Water Expense	-835.00	-4,400.00	-3,565.00
Pool (Non-Regional/Zone/National)	1,400.00	1,700.00	300.00
Pool (Recognized Expense)	-200.00	-300.00	-100.00
Pool (Recognized)	200.00	600.00	400.00
Pool (Regional/Zone/National)		450.00	450.00
Pool Expense	-800.00	-1,000.00	-200.00
Total Sanction Revenue	913.00	3,650.00	2,737.00
Total Income	\$49,464.50	\$71,150.00	\$21,685.50
GROSS PROFIT	\$49,464.50	\$71,150.00	\$21,685.50
EXPENSES			
Awards			
Annual		520.00	520.00
Competition - Open Water	1,162.07	2,000.00	837.93
Total Awards	1,162.07	2,520.00	1,357.93
Bank Charges			
Bank Charges	118.75	200.00	81.25
Clinics & Seminars			
Clinics & Seminars	439.40	8,700.00	8,260.60
Convention			
Advances	19,200.00	22,770.00	3,570.00
Other Convention Expenses		1,000.00	1,000.00
Registration	3,150.00	3,240.00	90.00
Total Convention	22,350.00	27,010.00	4,660.00
Entry Fees - Comp'd			
Entry Fees - Comp'd	261.00	600.00	339.00
Equipment - Purchases			
Equipment - Purchases	323.48	300.00	-23.48
Individual Registrations - Comp'd			
Individual Registrations - Comp'd	1,458.00	1,350.00	-108.00
Meals and Entertainment			
Meals and Entertainment	421.38	1,400.00	978.62
Newsletter			
Newsletter		360.00	360.00
Office Expenses & Supplies			
Office Expenses & Supplies		200.00	200.00
Phone & Fax			
Phone & Fax	472.00	708.00	236.00
Postage			
Postage	68.89	200.00	131.11
Professional Fees			
Legal & Accounting	603.00	600.00	-3.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Newsletter	1,760.00	2,640.00	880.00
Registrar	14,800.00	22,200.00	7,400.00
Top 10/Recorder	6,000.00	8,500.00	2,500.00
Total Professional Fees	23,163.00	33,940.00	10,777.00
Promotional & Advertising	3,061.06	5,000.00	1,938.94
Software	909.29	1,200.00	290.71
Stationery & Printing	14.50	200.00	185.50
Taxes & Licenses	25.00	25.00	0.00
Video Services	2,435.00	3,600.00	1,165.00
Website & Web Development	720.00	720.00	0.00
Total Expenses	\$57,402.82	\$88,233.00	\$30,830.18
NET OPERATING INCOME	\$ -7,938.32	\$ -17,083.00	\$ -9,144.68
OTHER INCOME			
Interest Earned	6.67		-6.67
Total Other Income	\$6.67	\$0.00	\$ -6.67
OTHER EXPENSES			
Reconciliation Discrepancies	-31.53		31.53
Total Other Expenses	\$ -31.53	\$0.00	\$31.53
NET OTHER INCOME	\$38.20	\$0.00	\$ -38.20
NET INCOME	\$ -7,900.12	\$ -17,083.00	\$ -9,182.88