



# Southern Pacific Masters Swimming

## BUDGET VS. ACTUALS: BUDGET - FY18 P&L

January - December 2018

	TOTAL		
	ACTUAL	BUDGET	REMAINING
<b>Income</b>			
Registration Revenue			
Donations - LMSC	1,716.00		-1,716.00
Offline Registrations	1,078.00	3,050.00	1,972.00
Offline Registrations Expense	-1,842.00	-2,150.00	-308.00
Online Registrations	54,212.00	90,600.00	36,388.00
<b>Total Registration Revenue</b>	<b>55,164.00</b>	<b>91,500.00</b>	<b>36,336.00</b>
<b>Sanction Revenue</b>			
Open Water	2,692.00	6,600.00	3,908.00
Open Water Expense	-1,645.00	-5,600.00	-3,955.00
Pool (Non-Regional/Zone/National)	1,200.00	1,700.00	500.00
Pool (Recognized Expense)		-300.00	-300.00
Pool (Recognized)	200.00	600.00	400.00
Pool (Regional/Zone/National)	250.00	450.00	200.00
Pool Expense	-450.00	-1,000.00	-550.00
<b>Total Sanction Revenue</b>	<b>2,247.00</b>	<b>2,450.00</b>	<b>203.00</b>
<b>Total Income</b>	<b>\$57,411.00</b>	<b>\$93,950.00</b>	<b>\$36,539.00</b>
<b>GROSS PROFIT</b>	<b>\$57,411.00</b>	<b>\$93,950.00</b>	<b>\$36,539.00</b>
<b>Expenses</b>			
<b>Awards</b>			
Annual	109.57	520.00	410.43
Competition - Open Water	396.69	2,000.00	1,603.31
<b>Total Awards</b>	<b>506.26</b>	<b>2,520.00</b>	<b>2,013.74</b>
Bank Charges	-94.51	200.00	294.51
Clinics & Seminars	245.00	6,400.00	6,155.00
<b>Convention</b>			
Advances	17,080.80	23,400.00	6,319.20
Other Convention Expenses		1,000.00	1,000.00
Registration		3,240.00	3,240.00
<b>Total Convention</b>	<b>17,080.80</b>	<b>27,640.00</b>	<b>10,559.20</b>
Entry Fees - Comp'd	562.00	600.00	38.00
Equipment - Purchases	300.00	300.00	0.00
Individual Registrations - Comp'd	1,708.00	1,525.00	-183.00
Meals and Entertainment	246.14	1,500.00	1,253.86
Newsletter		360.00	360.00
Office Expenses & Supplies		200.00	200.00
Phone & Fax	708.00	708.00	0.00
Postage	15.34	1,200.00	1,184.66
<b>Professional Fees</b>			
Legal & Accounting	637.00	600.00	-37.00
Newsletter	1,320.00	2,640.00	1,320.00
Registrar	11,100.00	22,200.00	11,100.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Top 10/Recorder	4,750.00	8,500.00	3,750.00
<b>Total Professional Fees</b>	<b>17,807.00</b>	<b>33,940.00</b>	<b>16,133.00</b>
Promotional & Advertising		1,632.00	1,632.00
Software	776.71	1,260.00	483.29
Stationery & Printing		200.00	200.00
Taxes & Licenses	25.00	25.00	0.00
Video Services	3,074.64		-3,074.64
Website & Web Development		720.00	720.00
<b>Total Expenses</b>	<b>\$42,960.38</b>	<b>\$80,930.00</b>	<b>\$37,969.62</b>
NET OPERATING INCOME	<b>\$14,450.62</b>	<b>\$13,020.00</b>	<b>\$ -1,430.62</b>
Other Income			
Interest Earned	2.61		-2.61
<b>Total Other Income</b>	<b>\$2.61</b>	<b>\$0.00</b>	<b>\$ -2.61</b>
NET OTHER INCOME	<b>\$2.61</b>	<b>\$0.00</b>	<b>\$ -2.61</b>
NET INCOME	<b>\$14,453.23</b>	<b>\$13,020.00</b>	<b>\$ -1,433.23</b>