



# 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	1,139.00	3,050.00	1,911.00
Offline Registrations Expense	-1,885.00	-2,150.00	-265.00
Online Registrations	57,827.00	90,600.00	32,773.00
<b>Total Registration Revenue</b>	<b>58,797.00</b>	<b>91,500.00</b>	<b>32,703.00</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)	1,300.00	1,700.00	400.00
Pool (Recognized Expense)		-300.00	-300.00
Pool (Recognized)	200.00	600.00	400.00
Pool (Regional/Zone/National)	400.00	450.00	50.00
Pool Expense	-500.00	-1,000.00	-500.00
<b>Total Sanction Revenue</b>	<b>2,447.00</b>	<b>2,450.00</b>	<b>3.00</b>
<b>Total Income</b>	<b>\$61,244.00</b>	<b>\$93,950.00</b>	<b>\$32,706.00</b>
<b>GROSS PROFIT</b>	<b>\$61,244.00</b>	<b>\$93,950.00</b>	<b>\$32,706.00</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	-78.66	200.00	278.66
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	306.14	1,500.00	1,193.86
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	1,540.00	2,640.00	1,100.00
Registrar	12,950.00	22,200.00	9,250.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Top 10/Recorder	5,375.00	8,500.00	3,125.00
<b>Total Professional Fees</b>	<b>20,502.00</b>	<b>33,940.00</b>	<b>13,438.00</b>
Promotional & Advertising		1,632.00	1,632.00
Software	958.19	1,260.00	301.81
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	0.00
<b>Total Expenses</b>	<b>\$46,632.71</b>	<b>\$80,930.00</b>	<b>\$34,297.29</b>
NET OPERATING INCOME	<b>\$14,611.29</b>	<b>\$13,020.00</b>	<b>\$ -1,591.29</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>\$14,613.90</b>	<b>\$13,020.00</b>	<b>\$ -1,593.90</b>