



Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: BUDGET - FY18 P&L

January - December 2018

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Income			
Registration Revenue			
Donations - LMSC	1,731.00		-1,731.00
Offline Registrations	1,550.00	3,050.00	1,500.00
Offline Registrations Expense	-2,843.00	-2,150.00	693.00
Online Registrations	62,839.00	90,600.00	27,761.00
Total Registration Revenue	63,277.00	91,500.00	28,223.00
Sanction Revenue			
Open Water	2,692.00	6,600.00	3,908.00
Open Water Expense	-2,745.00	-5,600.00	-2,855.00
Pool (Non-Regional/Zone/National)	1,500.00	1,700.00	200.00
Pool (Recognized Expense)		-300.00	-300.00
Pool (Recognized)	400.00	600.00	200.00
Pool (Regional/Zone/National)	400.00	450.00	50.00
Pool Expense	-650.00	-1,000.00	-350.00
Total Sanction Revenue	1,597.00	2,450.00	853.00
Total Income	\$64,874.00	\$93,950.00	\$29,076.00
GROSS PROFIT	\$64,874.00	\$93,950.00	\$29,076.00
Expenses			
Awards			
Annual	109.57	520.00	410.43
Competition - Open Water	396.69	2,000.00	1,603.31
Total Awards	506.26	2,520.00	2,013.74
Bank Charges	-29.61	200.00	229.61
Clinics & Seminars	1,117.77	6,400.00	5,282.23
Convention			
Advances	17,210.10	23,400.00	6,189.90
Other Convention Expenses	316.31	1,000.00	683.69
Registration	2,520.00	3,240.00	720.00
Total Convention	20,046.41	27,640.00	7,593.59
Entry Fees - Comp'd	562.00	600.00	38.00
Equipment - Purchases	300.00	300.00	0.00
Individual Registrations - Comp'd	1,586.00	1,525.00	-61.00
Meals and Entertainment	506.14	1,500.00	993.86
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
Professional Fees			
Legal & Accounting	637.00	600.00	-37.00
Newsletter	1,980.00	2,640.00	660.00
Registrar	16,650.00	22,200.00	5,550.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Top 10/Recorder	6,625.00	8,500.00	1,875.00
Total Professional Fees	25,892.00	33,940.00	8,048.00
Promotional & Advertising	1,386.25	1,632.00	245.75
Software	1,154.66	1,260.00	105.34
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
Total Expenses	\$57,570.86	\$80,930.00	\$23,359.14
NET OPERATING INCOME	\$7,303.14	\$13,020.00	\$5,716.86
Other Income			
Interest Earned	2.61		-2.61
Total Other Income	\$2.61	\$0.00	\$ -2.61
NET OTHER INCOME	\$2.61	\$0.00	\$ -2.61
NET INCOME	\$7,305.75	\$13,020.00	\$5,714.25