



Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: BUDGET - FY18 P&L

January - December 2018

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Income			
Clinic & Seminar Income	3,120.50		-3,120.50
Registration Revenue			
Donations - LMSC	1,786.00		-1,786.00
Offline Registrations	1,565.00	3,050.00	1,485.00
Offline Registrations Expense	-3,533.00	-2,150.00	1,383.00
Online Registrations	67,888.00	90,600.00	22,712.00
Total Registration Revenue	67,706.00	91,500.00	23,794.00
Sanction Revenue			
Open Water	2,692.00	6,600.00	3,908.00
Open Water Expense	-3,965.00	-5,600.00	-1,635.00
Pool (Non-Regional/Zone/National)	1,600.00	1,700.00	100.00
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	-700.00	-1,000.00	-300.00
Total Sanction Revenue	427.00	2,450.00	2,023.00
Total Income	\$71,253.50	\$93,950.00	\$22,696.50
GROSS PROFIT	\$71,253.50	\$93,950.00	\$22,696.50
Expenses			
Awards			
Annual	489.24	520.00	30.76
Competition - Open Water	396.69	2,000.00	1,603.31
Total Awards	885.93	2,520.00	1,634.07
Bank Charges			
Bank Charges	-9.61	200.00	209.61
Clinics & Seminars			
Clinics & Seminars	4,061.37	6,400.00	2,338.63
Convention			
Advances	16,000.90	23,400.00	7,399.10
Other Convention Expenses	316.31	1,000.00	683.69
Registration	2,520.00	3,240.00	720.00
Total Convention	18,837.21	27,640.00	8,802.79
Entry Fees - Comp'd			
Entry Fees - Comp'd	562.00	600.00	38.00
Equipment - Purchases			
Equipment - Purchases	2,757.23	300.00	-2,457.23
Individual Registrations - Comp'd			
Individual Registrations - Comp'd	1,586.00	1,525.00	-61.00
Meals and Entertainment			
Meals and Entertainment	1,399.67	1,500.00	100.33
Newsletter			
Newsletter		360.00	360.00
Office Expenses & Supplies			
Office Expenses & Supplies		200.00	200.00
Phone & Fax			
Phone & Fax	708.00	708.00	0.00
Postage			
Postage	15.34	1,200.00	1,184.66
Professional Fees			
Legal & Accounting	637.00	600.00	-37.00
Newsletter	2,235.00	2,640.00	405.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Registrar	20,650.00	22,200.00	1,550.00
Top 10/Recorder	7,125.00	8,500.00	1,375.00
Total Professional Fees	30,647.00	33,940.00	3,293.00
Promotional & Advertising	1,386.25	1,632.00	245.75
Software	1,274.99	1,260.00	-14.99
Stationery & Printing	3.60	200.00	196.40
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	\$67,934.62	\$80,930.00	\$12,995.38
NET OPERATING INCOME	\$3,318.88	\$13,020.00	\$9,701.12
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	\$3,321.49	\$13,020.00	\$9,698.51