

**Southern Pacific Masters Swimming**  
**BUDGET VS. ACTUALS: BUDGET - FY14 P&L**  
 January - December 2014

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
<b>Income</b>			
<b>Awards Sales</b>	2,792.35	7,000.00	-4,207.65
<b>Promotional Sales</b>	601.25		601.25
<b>Registration Revenue</b>			
<b>Offline Registrations</b>	4,046.00	45,080.00	-41,034.00
<b>Offline Registrations Expense</b>	-2,160.00	-32,340.00	30,180.00
<b>Online Registrations</b>	56,736.00	52,460.00	4,276.00
<b>Total Registration Revenue</b>	<b>58,622.00</b>	<b>65,200.00</b>	<b>-6,578.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	5,016.00	4,300.00	716.00
<b>Open Water Expense</b>	-5,000.00	-4,000.00	-1,000.00
<b>Pool</b>	1,100.00	1,350.00	-250.00
<b>Total Sanction Revenue</b>	<b>1,116.00</b>	<b>1,650.00</b>	<b>-534.00</b>
<b>Total Income</b>	<b>\$63,131.60</b>	<b>\$73,850.00</b>	<b>\$ -10,718.40</b>
<b>Gross Profit</b>	<b>\$63,131.60</b>	<b>\$73,850.00</b>	<b>\$ -10,718.40</b>
<b>Expenses</b>			
<b>Awards</b>			
<b>Annual</b>	48.38	250.00	-201.62
<b>Competition - Open Water</b>		750.00	-750.00
<b>Competition - Pool</b>	1,464.88	6,500.00	-5,035.12
<b>Total Awards</b>	<b>1,513.26</b>	<b>7,500.00</b>	<b>-5,986.74</b>
<b>Bank Charges</b>	63.23	150.00	-86.77
<b>Clinics &amp; Seminars</b>	2,405.54	7,138.00	-4,732.46
<b>Convention</b>			
<b>Advances</b>	17,523.50	14,300.00	3,223.50
<b>Other Convention Expenses</b>	1,139.58		1,139.58
<b>Registration</b>	2,550.00	2,550.00	0.00
<b>Total Convention</b>	<b>21,213.08</b>	<b>16,850.00</b>	<b>4,363.08</b>
<b>Entry Fees - Comp'd</b>	584.00	950.00	-366.00
<b>Equipment - Purchases</b>	260.00	1,000.00	-740.00
<b>Equipment - Storage</b>	922.24	1,224.00	-301.76
<b>Individual Registrations - Comp'd</b>	960.00	900.00	60.00
<b>Office Expenses &amp; Supplies</b>	107.44	307.00	-199.56
<b>Phone &amp; Fax</b>	1,312.40	2,447.00	-1,134.60
<b>Postage</b>	1,031.18	1,453.00	-421.82
<b>Professional Fees</b>			
<b>Legal &amp; Accounting</b>	633.00	750.00	-117.00
<b>Meet Operations</b>	1,700.00	3,000.00	-1,300.00
<b>Newsletter/Top 10 Recorder</b>	3,750.02	5,000.00	-1,249.98
<b>Open Water Coordinator</b>		1,000.00	-1,000.00
<b>Open Water Referee</b>	50.00		50.00

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Registrar	12,150.00	16,200.00	-4,050.00
<b>Total Professional Fees</b>	<b>18,283.02</b>	<b>25,950.00</b>	<b>-7,666.98</b>
Promotional & Advertising	9,231.75	10,575.00	-1,343.25
Software	972.20	1,260.00	-287.80
Stationery & Printing	5,768.22	8,553.00	-2,784.78
Taxes & Licenses	25.00		25.00
Travel	1,803.96	3,000.00	-1,196.04
Video Services		7,500.00	-7,500.00
Website & Web Development	720.00	720.00	0.00
<b>Total Expenses</b>	<b>\$67,176.52</b>	<b>\$97,477.00</b>	<b>\$ -30,300.48</b>
<b>Net Operating Income</b>	<b>\$ -4,044.92</b>	<b>\$ -23,627.00</b>	<b>\$19,582.08</b>
<b>Other Income</b>			
Interest Earned	7.12		7.12
Miscellaneous Income	100.01		100.01
<b>Total Other Income</b>	<b>\$107.13</b>	<b>\$0.00</b>	<b>\$107.13</b>
<b>Other Expenses</b>			
Miscellaneous Expense	0.01		0.01
<b>Total Other Expenses</b>	<b>\$0.01</b>	<b>\$0.00</b>	<b>\$0.01</b>
<b>Net Other Income</b>	<b>\$107.12</b>	<b>\$0.00</b>	<b>\$107.12</b>
<b>Net Income</b>	<b>\$ -3,937.80</b>	<b>\$ -23,627.00</b>	<b>\$19,689.20</b>

*Friday, Oct 03, 2014 12:13:48 PM PDT GMT-7 - Cash Basis*