



Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: FISCAL YEAR 2017

January - December 2017

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Income			
Clinic & Seminar Income	1,347.50	1,500.00	152.50
Promotional Sales	44.50		-44.50
Registration Revenue			
Donations - LMSC	3,637.00		-3,637.00
Offline Registrations	2,190.00	2,700.00	510.00
Offline Registrations Expense	-1,408.00	-2,050.00	-642.00
Online Registrations	68,513.00	65,350.00	-3,163.00
Total Registration Revenue	72,932.00	66,000.00	-6,932.00
Sanction Revenue			
Open Water	1,940.00	6,600.00	4,660.00
Open Water Expense	-1,410.00	-4,400.00	-2,990.00
Pool (Non-Regional/Zone/National)	1,600.00	1,700.00	100.00
Pool (Recognized Expense)	-300.00	-300.00	0.00
Pool (Recognized)	400.00	600.00	200.00
Pool (Regional/Zone/National)		450.00	450.00
Pool Expense	-900.00	-1,000.00	-100.00
Total Sanction Revenue	1,330.00	3,650.00	2,320.00
Total Income	\$75,654.00	\$71,150.00	\$ -4,504.00
GROSS PROFIT	\$75,654.00	\$71,150.00	\$ -4,504.00
Expenses			
Awards			
Annual	463.32	520.00	56.68
Competition - Open Water	1,954.93	2,000.00	45.07
Total Awards	2,418.25	2,520.00	101.75
Bank Charges			
Bank Charges	173.10	200.00	26.90
Clinics & Seminars			
Clinics & Seminars	6,456.88	8,700.00	2,243.12
Convention			
Advances	19,200.00	22,770.00	3,570.00
Other Convention Expenses	379.51	1,000.00	620.49
Registration	3,150.00	3,240.00	90.00
Total Convention	22,729.51	27,010.00	4,280.49
Entry Fees - Comp'd			
Entry Fees - Comp'd	338.00	600.00	262.00
Equipment - Purchases			
Equipment - Purchases	323.48	300.00	-23.48
Individual Registrations - Comp'd			
Individual Registrations - Comp'd	1,458.00	1,350.00	-108.00
Meals and Entertainment			
Meals and Entertainment	839.25	1,400.00	560.75
Newsletter			
Newsletter		360.00	360.00
Office Expenses & Supplies			
Office Expenses & Supplies		200.00	200.00
Phone & Fax			
Phone & Fax	649.00	708.00	59.00
Postage			
Postage	784.89	200.00	-584.89
Professional Fees			
Legal & Accounting	603.00	600.00	-3.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Newsletter	2,640.00	2,640.00	0.00
Registrar	22,200.00	22,200.00	0.00
Top 10/Recorder	8,500.00	8,500.00	0.00
Total Professional Fees	33,943.00	33,940.00	-3.00
Promotional & Advertising	3,549.38	5,000.00	1,450.62
Software	1,149.95	1,200.00	50.05
Stationery & Printing	200.00	200.00	0.00
Taxes & Licenses	25.00	25.00	0.00
Video Services	2,435.00	3,600.00	1,165.00
Website & Web Development	720.00	720.00	0.00
Total Expenses	\$78,192.69	\$88,233.00	\$10,040.31
NET OPERATING INCOME	\$ -2,538.69	\$ -17,083.00	\$ -14,544.31
Other Income			
Interest Earned	10.02		-10.02
Total Other Income	\$10.02	\$0.00	\$ -10.02
Other Expenses			
Reconciliation Discrepancies	-31.53		31.53
Total Other Expenses	\$ -31.53	\$0.00	\$31.53
NET OTHER INCOME	\$41.55	\$0.00	\$ -41.55
NET INCOME	\$ -2,497.14	\$ -17,083.00	\$ -14,585.86