



Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: BUDGET - FY18 P&L

January - December 2018

| | TOTAL | | |
|-----------------------------------|--------------------|--------------------|--------------------|
| | ACTUAL | BUDGET | REMAINING |
| Income | | | |
| Registration Revenue | | | |
| Donations - LMSC | 871.00 | | -871.00 |
| Offline Registrations | 258.00 | 3,050.00 | 2,792.00 |
| Offline Registrations Expense | -1,343.00 | -2,150.00 | -807.00 |
| Online Registrations | 22,725.00 | 90,600.00 | 67,875.00 |
| Total Registration Revenue | 22,511.00 | 91,500.00 | 68,989.00 |
| Sanction Revenue | | | |
| Open Water | | 6,600.00 | 6,600.00 |
| Open Water Expense | -1,645.00 | -5,600.00 | -3,955.00 |
| Pool (Non-Regional/Zone/National) | 300.00 | 1,700.00 | 1,400.00 |
| Pool (Recognized Expense) | | -300.00 | -300.00 |
| Pool (Recognized) | | 600.00 | 600.00 |
| Pool (Regional/Zone/National) | 150.00 | 450.00 | 300.00 |
| Pool Expense | -50.00 | -1,000.00 | -950.00 |
| Total Sanction Revenue | -1,245.00 | 2,450.00 | 3,695.00 |
| Total Income | \$21,266.00 | \$93,950.00 | \$72,684.00 |
| GROSS PROFIT | \$21,266.00 | \$93,950.00 | \$72,684.00 |
| 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 | -189.81 | 200.00 | 389.81 |
| Clinics & Seminars | 45.00 | 6,400.00 | 6,355.00 |
| Convention | | | |
| Advances | | 23,400.00 | 23,400.00 |
| Other Convention Expenses | | 1,000.00 | 1,000.00 |
| Registration | | 3,240.00 | 3,240.00 |
| Total Convention | | 27,640.00 | 27,640.00 |
| Entry Fees - Comp'd | 233.00 | 600.00 | 367.00 |
| Equipment - Purchases | 300.00 | 300.00 | 0.00 |
| Individual Registrations - Comp'd | 1,708.00 | 1,525.00 | -183.00 |
| Meals and Entertainment | 246.14 | 1,500.00 | 1,253.86 |
| 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 | | 600.00 | 600.00 |
| Newsletter | 220.00 | 2,640.00 | 2,420.00 |
| Registrar | 1,850.00 | 22,200.00 | 20,350.00 |

| | TOTAL | | |
|--------------------------------|--------------------|--------------------|--------------------|
| | ACTUAL | BUDGET | REMAINING |
| Top 10/Recorder | 1,625.00 | 8,500.00 | 6,875.00 |
| Total Professional Fees | 3,695.00 | 33,940.00 | 30,245.00 |
| Promotional & Advertising | | 1,632.00 | 1,632.00 |
| Software | 601.15 | 1,260.00 | 658.85 |
| Stationery & Printing | | 200.00 | 200.00 |
| Taxes & Licenses | | 25.00 | 25.00 |
| Video Services | 3,074.64 | | -3,074.64 |
| Website & Web Development | | 720.00 | 720.00 |
| Total Expenses | \$10,942.72 | \$80,930.00 | \$69,987.28 |
| NET OPERATING INCOME | \$10,323.28 | \$13,020.00 | \$2,696.72 |
| Other Income | | | |
| Interest Earned | 0.85 | | -0.85 |
| Total Other Income | \$0.85 | \$0.00 | \$ -0.85 |
| NET OTHER INCOME | \$0.85 | \$0.00 | \$ -0.85 |
| NET INCOME | \$10,324.13 | \$13,020.00 | \$2,695.87 |