



# Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: 2019

January - December 2019

|   | TOTAL              |                    |                      |
|---|--------------------|--------------------|----------------------|
|   | ACTUAL             | BUDGET             | OVER BUDGET          |
| <b>Income</b>                             |                    |                    |                      |
| 4000 Membership Fees                      |                    |                    |                      |
| 4010 Online Registrations                 | 63,418.00          | 80,200.00          | -16,782.00           |
| 4020 Offline Registrations                |                    |                    |                      |
| 4021 Registration Fees                    | -1,947.00          | 800.00             | -2,747.00            |
| 4022 Transfer Fees                        | 437.00             |                    | 437.00               |
| <b>Total 4020 Offline Registrations</b>   | <b>-1,510.00</b>   | <b>800.00</b>      | <b>-2,310.00</b>     |
| <b>Total 4000 Membership Fees</b>         | <b>61,908.00</b>   | <b>81,000.00</b>   | <b>-19,092.00</b>    |
| 4100 Meet/Open Water Revenue              |                    |                    |                      |
| 4110 Pool Meet Fees                       |                    |                    |                      |
| 4111 Pool (Non-Championship)              | 500.00             | 850.00             | -350.00              |
| 4112 Pool (Championship)                  | 200.00             | 300.00             | -100.00              |
| 4113 Pool (Recognized)                    | 300.00             | 300.00             | 0.00                 |
| <b>Total 4110 Pool Meet Fees</b>          | <b>1,000.00</b>    | <b>1,450.00</b>    | <b>-450.00</b>       |
| 4115 Open Water Fees                      | -1,290.00          | 1,600.00           | -2,890.00            |
| <b>Total 4100 Meet/Open Water Revenue</b> | <b>-290.00</b>     | <b>3,050.00</b>    | <b>-3,340.00</b>     |
| 4900 Other Types of Income                |                    |                    |                      |
| 4910 Other Event Income                   |                    | 300.00             | -300.00              |
| 4950 Contributions and Donations          | 2,093.00           |                    | 2,093.00             |
| <b>Total 4900 Other Types of Income</b>   | <b>2,093.00</b>    | <b>300.00</b>      | <b>1,793.00</b>      |
| <b>Total Income</b>                       | <b>\$63,711.00</b> | <b>\$84,350.00</b> | <b>\$ -20,639.00</b> |
| <b>GROSS PROFIT</b>                       | <b>\$63,711.00</b> | <b>\$84,350.00</b> | <b>\$ -20,639.00</b> |
| <b>Expenses</b>                           |                    |                    |                      |
| 5000 Programs and Activities              |                    |                    |                      |
| 5010 Pool Meet Expenses                   |                    | 1,000.00           | -1,000.00            |
| 5020 Clinics and Seminars                 |                    | 2,060.00           | -2,060.00            |
| 5035 Recognition Awards                   | 64.35              | 520.00             | -455.65              |
| 5040 Program Discounts                    | 1,706.00           | 800.00             | 906.00               |
| 5050 Awards for Events                    | 683.69             | 2,000.00           | -1,316.31            |
| <b>Total 5000 Programs and Activities</b> | <b>2,454.04</b>    | <b>6,380.00</b>    | <b>-3,925.96</b>     |
| 5500 Convention                           |                    |                    |                      |
| 5510 Advances                             | 18,799.50          | 22,770.00          | -3,970.50            |
| 5520 Registration                         | 3,060.00           | 3,240.00           | -180.00              |
| 5530 Other Convention Expenses            | 523.00             | 1,000.00           | -477.00              |
| <b>Total 5500 Convention</b>              | <b>22,382.50</b>   | <b>27,010.00</b>   | <b>-4,627.50</b>     |
| 5600 Adult Learn to Swim                  |                    |                    |                      |
| 5620 Adults Learning to Swim Scholarships |                    | 1,000.00           | -1,000.00            |
| <b>Total 5600 Adult Learn to Swim</b>     |                    | <b>1,000.00</b>    | <b>-1,000.00</b>     |
| 5700 Coach and Club Development           |                    |                    |                      |

|   | TOTAL              |                     |                      |
|---|--------------------|---------------------|----------------------|
|   | ACTUAL             | BUDGET              | OVER BUDGET          |
| 5710 Coach Development                        |                    |                     |                      |
| 5711 SPMS Coaching Clinic                     |                    | 5,000.00            | -5,000.00            |
| 5712 USMS Coaching Level 1 and 2 Scholarships | 1,710.00           | 1,900.00            | -190.00              |
| 5713 USMS Coaching Level 3 Scholarships       | 225.00             | 2,250.00            | -2,025.00            |
| <b>Total 5710 Coach Development</b>           | <b>1,935.00</b>    | <b>9,150.00</b>     | <b>-7,215.00</b>     |
| 5720 Club and Workout Group Development       | 866.65             | 1,390.00            | -523.35              |
| <b>Total 5700 Coach and Club Development</b>  | <b>2,801.65</b>    | <b>10,540.00</b>    | <b>-7,738.35</b>     |
| 6000 Administrative Expenses                  |                    |                     |                      |
| 6010 Office Expenses                          |                    |                     |                      |
| 6011 Bank Charges                             | 100.00             | 250.00              | -150.00              |
| 6012 Postage                                  | 3.60               | 200.00              | -196.40              |
| 6013 Stationery & Printing                    | 26.94              | 250.00              | -223.06              |
| 6014 Phone and Fax                            | 708.00             | 708.00              | 0.00                 |
| 6015 Software                                 | 320.00             | 1,365.00            | -1,045.00            |
| 6016 Office Supplies                          |                    | 200.00              | -200.00              |
| 6017 QuickBooks Payments Fees                 | 41.90              |                     | 41.90                |
| 6018 Rule Books                               | 360.00             | 300.00              | 60.00                |
| 6019 Newsletter Expenses                      | 390.32             |                     | 390.32               |
| <b>Total 6010 Office Expenses</b>             | <b>1,950.76</b>    | <b>3,273.00</b>     | <b>-1,322.24</b>     |
| 6030 Registration Expenses                    |                    |                     |                      |
| 6031 Postage and Membership Cards             | 1,220.25           | 2,500.00            | -1,279.75            |
| <b>Total 6030 Registration Expenses</b>       | <b>1,220.25</b>    | <b>2,500.00</b>     | <b>-1,279.75</b>     |
| 6050 Meeting Expenses                         |                    |                     |                      |
| 6051 Face-to-Face Planning Workshops          | 456.70             | 800.00              | -343.30              |
| 6052 Annual Meeting                           | 295.36             | 1,500.00            | -1,204.64            |
| 6053 SCPPOA Expenses                          | 580.00             | 100.00              | 480.00               |
| <b>Total 6050 Meeting Expenses</b>            | <b>1,332.06</b>    | <b>2,400.00</b>     | <b>-1,067.94</b>     |
| 6070 Professional Fees                        |                    |                     |                      |
| 6071 Accounting                               | 540.00             | 675.00              | -135.00              |
| 6072 Newsletter                               | 2,595.00           | 2,850.00            | -255.00              |
| 6073 Top 10/Recorder                          | 3,000.00           | 1,500.00            | 1,500.00             |
| <b>Total 6070 Professional Fees</b>           | <b>6,135.00</b>    | <b>5,025.00</b>     | <b>1,110.00</b>      |
| 6080 Advertising and Promotional              | 1,676.11           | 2,080.00            | -403.89              |
| 6090 Miscellaneous Admin                      | 25.00              |                     | 25.00                |
| <b>Total 6000 Administrative Expenses</b>     | <b>12,339.18</b>   | <b>15,278.00</b>    | <b>-2,938.82</b>     |
| 6100 Website and Social Media                 | 720.00             | 1,440.00            | -720.00              |
| 6200 Paid Registrar                           | 20,000.00          | 24,000.00           | -4,000.00            |
| 6300 Other Expenses                           | 50.00              |                     | 50.00                |
| 6350 Scholarships                             |                    |                     |                      |
| 6351 Individual Registrations Waived          | 1,830.00           | 1,891.00            | -61.00               |
| <b>Total 6350 Scholarships</b>                | <b>1,830.00</b>    | <b>1,891.00</b>     | <b>-61.00</b>        |
| <b>Total 6300 Other Expenses</b>              | <b>1,880.00</b>    | <b>1,891.00</b>     | <b>-11.00</b>        |
| <b>Total Expenses</b>                         | <b>\$62,577.37</b> | <b>\$87,539.00</b>  | <b>\$ -24,961.63</b> |
| NET OPERATING INCOME                          | <b>\$1,133.63</b>  | <b>\$ -3,189.00</b> | <b>\$4,322.63</b>    |
| NET INCOME                                    | <b>\$1,133.63</b>  | <b>\$ -3,189.00</b> | <b>\$4,322.63</b>    |