

**SPMA**  
**Budget vs. Actuals: Budget - FY12 P&L**  
 January - December 2012

	Total		
	Actual	Budget	over Budget
<b>Income</b>			
<b>Awards Fees</b>	3,844.10	4,850.00	-1,005.90
<b>Registration Revenue</b>			
<b>Club Registration Revenue</b>	850.00	3,520.00	-2,670.00
<b>Donations - LMSC</b>	1,018.00	577.00	441.00
<b>Individual Registration Revenue</b>	158,877.00	193,600.00	-34,723.00
<b>Total Registration Revenue</b>	<b>160,745.00</b>	<b>197,697.00</b>	<b>-36,952.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	1,300.00	1,450.00	-150.00
<b>Pool</b>	750.00	1,650.00	-900.00
<b>Total Sanction Revenue</b>	<b>2,050.00</b>	<b>3,100.00</b>	<b>-1,050.00</b>
<b>Total Income</b>	<b>\$166,639.10</b>	<b>\$205,647.00</b>	<b>\$ -39,007.90</b>
<b>Expenses</b>			
<b>Awards</b>			
<b>Awards - Annual</b>	48.26	300.00	-251.74
<b>Awards - Competition</b>	5,144.80	5,802.00	-657.20
<b>Total Awards</b>	<b>5,193.06</b>	<b>6,102.00</b>	<b>-908.94</b>
<b>Bank Charges</b>	69.00		69.00
<b>Clinics &amp; Seminars</b>	710.98	5,244.00	-4,533.02
<b>Convention Advance</b>	11,904.00	11,000.00	904.00
<b>Convention Registration</b>	1,920.00	1,920.00	0.00
<b>Entry Fees - Comp'd</b>	578.00	314.00	264.00
<b>Equipment</b>	437.53	1,100.00	-662.47
<b>Individual Registrations - Comp'd</b>	836.00	572.00	264.00
<b>Office Expenses &amp; Supplies</b>	101.60	100.00	1.60
<b>Phone &amp; Fax</b>	51.77	701.00	-649.23
<b>Postage</b>	779.53	3,000.00	-2,220.47
<b>Professional Fees</b>			
<b>Legal</b>	834.00	672.00	162.00
<b>Meet Operations</b>	2,100.00	4,800.00	-2,700.00
<b>Newsletter</b>	800.00	1,200.00	-400.00
<b>Open Water Coordinator</b>	100.00		100.00
<b>Open Water Referee</b>	315.00		315.00
<b>Registrar</b>	10,800.00	13,800.00	-3,000.00
<b>Top 10/Recorder</b>	3,250.00	3,900.00	-650.00
<b>Total Professional Fees</b>	<b>18,199.00</b>	<b>24,372.00</b>	<b>-6,173.00</b>
<b>Promotional &amp; Advertising</b>	6,093.45	7,500.00	-1,406.55
<b>Registration Expense</b>			
<b>Club Registration Expense</b>	600.00	2,640.00	-2,040.00
<b>Donations - ISHOF</b>	450.50		450.50
<b>Donations - USMS</b>	1,600.50		1,600.50
<b>Individual Registration Expense</b>	110,409.50	136,400.00	-25,990.50
<b>Total Registration Expense</b>			

	Total		
	Actual	Budget	over Budget
	<b>113,060.50</b>	<b>139,040.00</b>	<b>-25,979.50</b>
Stationery & Printing	1,221.15	1,596.00	-374.85
Travel	736.16		736.16
<b>Total Expenses</b>	<b>\$161,891.73</b>	<b>\$202,561.00</b>	<b>\$ -40,669.27</b>
<b>Net Operating Income</b>	<b>\$4,747.37</b>	<b>\$3,086.00</b>	<b>\$1,661.37</b>
<b>Other Income</b>			
Interest Earned	9.08	40.00	-30.92
Miscellaneous Income	535.00		535.00
<b>Total Other Income</b>	<b>\$544.08</b>	<b>\$40.00</b>	<b>\$504.08</b>
<b>Other Expenses</b>			
Miscellaneous Expense	149.00		149.00
<b>Total Other Expenses</b>	<b>\$149.00</b>	<b>\$0.00</b>	<b>\$149.00</b>
<b>Net Other Income</b>	<b>\$395.08</b>	<b>\$40.00</b>	<b>\$355.08</b>
<b>Net Income</b>	<b>\$5,142.45</b>	<b>\$3,126.00</b>	<b>\$2,016.45</b>

Thursday, Oct 04, 2012 06:58:05 PM GMT-7 - Cash Basis