

**Southern Pacific Masters Swimming**  
**Budget vs. Actuals: Budget - FY12 P&L**  
 January - December 2012

	Total		
	Actual	Budget	over Budget
<b>Income</b>			
<b>Awards Fees</b>	4,357.30	4,850.00	-492.70
<b>Registration Revenue</b>			
<b>Club Registration Revenue</b>	850.00	3,520.00	-2,670.00
<b>Donations - LMSC</b>	1,035.00	577.00	458.00
<b>Individual Registration Revenue</b>	164,960.00	193,600.00	-28,640.00
<b>Total Registration Revenue</b>	<b>166,845.00</b>	<b>197,697.00</b>	<b>-30,852.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	1,300.00	1,450.00	-150.00
<b>Pool</b>	800.00	1,650.00	-850.00
<b>Total Sanction Revenue</b>	<b>2,100.00</b>	<b>3,100.00</b>	<b>-1,000.00</b>
<b>Total Income</b>	<b>\$173,302.30</b>	<b>\$205,647.00</b>	<b>\$ -32,344.70</b>
<b>Gross Profit</b>	<b>\$173,302.30</b>	<b>\$205,647.00</b>	<b>\$ -32,344.70</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>	72.00		72.00
<b>Clinics &amp; Seminars</b>	1,620.69	5,244.00	-3,623.31
<b>Convention Advance</b>	8,028.00	11,000.00	-2,972.00
<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>	447.53	1,100.00	-652.47
<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>	638.98	701.00	-62.02
<b>Postage</b>	1,949.43	3,000.00	-1,050.57
<b>Professional Fees</b>			
<b>Legal</b>	834.00	672.00	162.00
<b>Meet Operations</b>	2,400.00	4,800.00	-2,400.00
<b>Newsletter</b>	1,000.00	1,200.00	-200.00
<b>Open Water Coordinator</b>	150.00		150.00
<b>Open Water Referee</b>	510.00		510.00
<b>Registrar</b>	12,150.00	13,800.00	-1,650.00
<b>Top 10/Recorder</b>	3,666.66	3,900.00	-233.34
<b>Total Professional Fees</b>	<b>20,710.66</b>	<b>24,372.00</b>	<b>-3,661.34</b>
<b>Promotional &amp; Advertising</b>	8,015.31	7,500.00	515.31
<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>	1,663.50		1,663.50

	Total		
	Actual	Budget	over Budget
Individual Registration Expense	115,011.50	136,400.00	-21,388.50
<b>Total Registration Expense</b>	<b>117,725.50</b>	<b>139,040.00</b>	<b>-21,314.50</b>
Stationery & Printing	1,655.55	1,596.00	59.55
Travel	951.97		951.97
<b>Total Expenses</b>	<b>\$170,444.28</b>	<b>\$202,561.00</b>	<b>\$ -32,116.72</b>
<b>Net Operating Income</b>	<b>\$2,858.02</b>	<b>\$3,086.00</b>	<b>\$ -227.98</b>
<b>Other Income</b>			
Interest Earned	10.06	40.00	-29.94
Miscellaneous Income	556.00		556.00
<b>Total Other Income</b>	<b>\$566.06</b>	<b>\$40.00</b>	<b>\$526.06</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>\$417.06</b>	<b>\$40.00</b>	<b>\$377.06</b>
<b>Net Income</b>	<b>\$3,275.08</b>	<b>\$3,126.00</b>	<b>\$149.08</b>

Monday, Nov 12, 2012 09:29:40 AM PST GMT-8 - Cash Basis