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

### Income

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual</th>
<th>Budget</th>
<th>over Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Awards Fees</td>
<td>4,357.30</td>
<td>4,850.00</td>
<td>-492.70</td>
</tr>
<tr>
<td>Club Registration Revenue</td>
<td>850.00</td>
<td>3,520.00</td>
<td>-2,670.00</td>
</tr>
<tr>
<td>Donations - LMSC</td>
<td>1,035.00</td>
<td>577.00</td>
<td>458.00</td>
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<tr>
<td>Individual Registration Revenue</td>
<td>164,960.00</td>
<td>193,600.00</td>
<td>-28,640.00</td>
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<tr>
<td><strong>Total Registration Revenue</strong></td>
<td>166,845.00</td>
<td>197,697.00</td>
<td>-30,852.00</td>
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<tr>
<td>Sanction Revenue</td>
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<tr>
<td>Open Water</td>
<td>1,300.00</td>
<td>1,450.00</td>
<td>-150.00</td>
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<tr>
<td>Pool</td>
<td>800.00</td>
<td>1,650.00</td>
<td>-850.00</td>
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<tr>
<td><strong>Total Sanction Revenue</strong></td>
<td>2,100.00</td>
<td>3,100.00</td>
<td>-1,000.00</td>
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<tr>
<td><strong>Total Income</strong></td>
<td>$173,302.30</td>
<td>$205,647.00</td>
<td>$ -32,344.70</td>
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</tbody>
</table>

### Gross Profit

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual</th>
<th>Budget</th>
<th>over Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Income</strong></td>
<td>$173,302.30</td>
<td>$205,647.00</td>
<td>$ -32,344.70</td>
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### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Actual</th>
<th>Budget</th>
<th>over Budget</th>
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</thead>
<tbody>
<tr>
<td>Awards</td>
<td></td>
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<tr>
<td>Awards - Annual</td>
<td>48.26</td>
<td>300.00</td>
<td>-251.74</td>
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<td>Awards - Competition</td>
<td>5,144.80</td>
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<td><strong>Total Awards</strong></td>
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<td>6,102.00</td>
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<td>Bank Charges</td>
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<td>Clinics &amp; Seminars</td>
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<td>5,244.00</td>
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<td>Convention Advance</td>
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<td>11,000.00</td>
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<td>Convention Registration</td>
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<td>Entry Fees - Comp'd</td>
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<td>314.00</td>
<td>264.00</td>
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<tr>
<td>Equipment</td>
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<tr>
<td>Individual Registrations - Comp'd</td>
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<td>Office Expenses &amp; Supplies</td>
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<td>Professional Fees</td>
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<td>Open Water Coordinator</td>
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<td>Open Water Referee</td>
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<td>Registrar</td>
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<td>Top 10/Recorder</td>
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<td>Net Operating Income</td>
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