

**Southern Pacific Masters Swimming**  
**Budget vs. Actuals: Budget - FY13 P&L**  
 January - December 2013

	Total		
	Actual	Budget	over Budget
<b>Income</b>			
<b>Awards Fees</b>	202.00	4,200.00	-3,998.00
<b>Registration Revenue</b>		60,700.00	-60,700.00
<b>Offline Registrations</b>	3,065.00		3,065.00
<b>Offline Registrations Expense</b>	-2,221.00		-2,221.00
<b>Online Registrations</b>	31,074.00		31,074.00
<b>Total Registration Revenue</b>	<b>31,918.00</b>	<b>60,700.00</b>	<b>-28,782.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	-125.00	1,000.00	-1,125.00
<b>Pool</b>	400.00	1,200.00	-800.00
<b>Total Sanction Revenue</b>	<b>275.00</b>	<b>2,200.00</b>	<b>-1,925.00</b>
<b>Total Income</b>	<b>\$32,395.00</b>	<b>\$67,100.00</b>	<b>\$ -34,705.00</b>
<b>Gross Profit</b>	<b>\$32,395.00</b>	<b>\$67,100.00</b>	<b>\$ -34,705.00</b>
<b>Expenses</b>			
<b>Awards</b>			
<b>Annual</b>		250.00	-250.00
<b>Competition - Open Water</b>	700.72	750.00	-49.28
<b>Competition - Pool</b>	3,234.70	6,000.00	-2,765.30
<b>Total Awards</b>	<b>3,935.42</b>	<b>7,000.00</b>	<b>-3,064.58</b>
<b>Bank Charges</b>	12.00	108.00	-96.00
<b>Clinics &amp; Seminars</b>	2,659.00	4,680.00	-2,021.00
<b>Convention</b>			
<b>Advances</b>		7,000.00	-7,000.00
<b>Hosting</b>		4,000.00	-4,000.00
<b>Registration</b>		2,080.00	-2,080.00
<b>Total Convention</b>	<b>0.00</b>	<b>13,080.00</b>	<b>-13,080.00</b>
<b>Donations &amp; Grants</b>		5,000.00	-5,000.00
<b>Entry Fees - Comp'd</b>		950.00	-950.00
<b>Equipment - Purchases</b>	206.00	600.00	-394.00
<b>Equipment - Storage</b>	192.00	1,152.00	-960.00
<b>Individual Registrations - Comp'd</b>	874.00	1,000.00	-126.00
<b>Office Expenses &amp; Supplies</b>	20.06	200.00	-179.94
<b>Phone &amp; Fax</b>		750.00	-750.00
<b>Postage</b>		2,000.00	-2,000.00
<b>Professional Fees</b>			
<b>Legal</b>		1,200.00	-1,200.00
<b>Meet Operations</b>	500.00	2,800.00	-2,300.00
<b>Newsletter/Top 10 Recorder</b>	1,249.98	5,000.00	-3,750.02
<b>Open Water Coordinator</b>		300.00	-300.00
<b>Open Water Referee</b>		600.00	-600.00
<b>Registrar</b>	4,371.00	16,200.00	-11,829.00
<b>Total Professional Fees</b>	<b>6,120.98</b>	<b>26,100.00</b>	<b>-19,979.02</b>

	Total		
	Actual	Budget	over Budget
Promotional & Advertising	2,615.00	8,000.00	-5,385.00
Software		479.00	-479.00
Stationery & Printing	50.00	2,000.00	-1,950.00
Taxes & Licenses		75.00	-75.00
Travel	693.53	2,400.00	-1,706.47
Website & Web Development		100.00	-100.00
<b>Total Expenses</b>	<b>\$17,377.99</b>	<b>\$75,674.00</b>	<b>\$ -58,296.01</b>
<b>Net Operating Income</b>	<b>\$15,017.01</b>	<b>\$ -8,574.00</b>	<b>\$23,591.01</b>
<b>Other Income</b>			
Interest Earned	3.19		3.19
Miscellaneous Income	195.00		195.00
<b>Total Other Income</b>	<b>\$198.19</b>	<b>\$0.00</b>	<b>\$198.19</b>
<b>Net Other Income</b>	<b>\$198.19</b>	<b>\$0.00</b>	<b>\$198.19</b>
<b>Net Income</b>	<b>\$15,215.20</b>	<b>\$ -8,574.00</b>	<b>\$23,789.20</b>

Monday, Apr 15, 2013 09:27:05 AM PDT GMT-7 - Cash Basis