

**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>	358.00	4,200.00	-3,842.00
<b>Registration Revenue</b>		60,700.00	-60,700.00
<b>Offline Registrations</b>	3,649.00		3,649.00
<b>Offline Registrations Expense</b>	-2,459.00		-2,459.00
<b>Online Registrations</b>	34,370.00		34,370.00
<b>Total Registration Revenue</b>	<b>35,560.00</b>	<b>60,700.00</b>	<b>-25,140.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	-100.00	1,000.00	-1,100.00
<b>Pool</b>	500.00	1,200.00	-700.00
<b>Total Sanction Revenue</b>	<b>400.00</b>	<b>2,200.00</b>	<b>-1,800.00</b>
<b>Total Income</b>	<b>\$36,318.00</b>	<b>\$67,100.00</b>	<b>\$ -30,782.00</b>
<b>Gross Profit</b>	<b>\$36,318.00</b>	<b>\$67,100.00</b>	<b>\$ -30,782.00</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>	3,799.30	6,000.00	-2,200.70
<b>Total Awards</b>	<b>4,500.02</b>	<b>7,000.00</b>	<b>-2,499.98</b>
<b>Bank Charges</b>	15.00	108.00	-93.00
<b>Clinics &amp; Seminars</b>	2,671.00	4,680.00	-2,009.00
<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>	384.00	1,152.00	-768.00
<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>	32.00	1,200.00	-1,168.00
<b>Meet Operations</b>	700.00	2,800.00	-2,100.00
<b>Newsletter/Top 10 Recorder</b>	1,666.64	5,000.00	-3,333.36
<b>Open Water Coordinator</b>		300.00	-300.00
<b>Open Water Referee</b>		600.00	-600.00
<b>Registrar</b>	5,721.00	16,200.00	-10,479.00
<b>Total Professional Fees</b>	<b>8,119.64</b>	<b>26,100.00</b>	<b>-17,980.36</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	750.67	2,400.00	-1,649.33
Website & Web Development		100.00	-100.00
<b>Total Expenses</b>	<b>\$20,205.39</b>	<b>\$75,674.00</b>	<b>\$ -55,468.61</b>
<b>Net Operating Income</b>	<b>\$16,112.61</b>	<b>\$ -8,574.00</b>	<b>\$24,686.61</b>
<b>Other Income</b>			
Interest Earned	4.32		4.32
Miscellaneous Income	3.00		3.00
<b>Total Other Income</b>	<b>\$7.32</b>	<b>\$0.00</b>	<b>\$7.32</b>
<b>Net Other Income</b>	<b>\$7.32</b>	<b>\$0.00</b>	<b>\$7.32</b>
<b>Net Income</b>	<b>\$16,119.93</b>	<b>\$ -8,574.00</b>	<b>\$24,693.93</b>

Thursday, May 09, 2013 05:56:35 PM PDT GMT-7 - Cash Basis