

**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>	622.40	4,200.00	-3,577.60
<b>Registration Revenue</b>		60,700.00	-60,700.00
<b>Offline Registrations</b>	4,077.00		4,077.00
<b>Offline Registrations Expense</b>	-2,794.00		-2,794.00
<b>Online Registrations</b>	37,973.00		37,973.00
<b>Total Registration Revenue</b>	<b>39,256.00</b>	<b>60,700.00</b>	<b>-21,444.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	-100.00	1,000.00	-1,100.00
<b>Pool</b>	550.00	1,200.00	-650.00
<b>Total Sanction Revenue</b>	<b>450.00</b>	<b>2,200.00</b>	<b>-1,750.00</b>
<b>Total Income</b>	<b>\$40,328.40</b>	<b>\$67,100.00</b>	<b>\$ -26,771.60</b>
<b>Gross Profit</b>	<b>\$40,328.40</b>	<b>\$67,100.00</b>	<b>\$ -26,771.60</b>
<b>Expenses</b>			
<b>Awards</b>			
<b>Annual</b>	48.38	250.00	-201.62
<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>4,548.40</b>	<b>7,000.00</b>	<b>-2,451.60</b>
<b>Bank Charges</b>	18.00	108.00	-90.00
<b>Clinics &amp; Seminars</b>	2,633.00	4,680.00	-2,047.00
<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>	390.00	1,152.00	-762.00
<b>Individual Registrations - Comp'd</b>	874.00	1,000.00	-126.00
<b>Office Expenses &amp; Supplies</b>	25.77	200.00	-174.23
<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>	1,200.00	2,800.00	-1,600.00
<b>Newsletter/Top 10 Recorder</b>	2,083.30	5,000.00	-2,916.70
<b>Open Water Coordinator</b>		300.00	-300.00
<b>Open Water Referee</b>		600.00	-600.00
<b>Registrar</b>	7,071.00	16,200.00	-9,129.00
<b>Total Professional Fees</b>	<b>10,386.30</b>	<b>26,100.00</b>	<b>-15,713.70</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	1,084.59	2,400.00	-1,315.41
Website & Web Development		100.00	-100.00
<b>Total Expenses</b>	<b>\$22,831.06</b>	<b>\$75,674.00</b>	<b>\$ -52,842.94</b>
<b>Net Operating Income</b>	<b>\$17,497.34</b>	<b>\$ -8,574.00</b>	<b>\$26,071.34</b>
<b>Other Income</b>			
Interest Earned	5.49		5.49
Miscellaneous Income	3.00		3.00
<b>Total Other Income</b>	<b>\$8.49</b>	<b>\$0.00</b>	<b>\$8.49</b>
<b>Net Other Income</b>	<b>\$8.49</b>	<b>\$0.00</b>	<b>\$8.49</b>
<b>Net Income</b>	<b>\$17,505.83</b>	<b>\$ -8,574.00</b>	<b>\$26,079.83</b>

Monday, Jun 03, 2013 03:57:02 PM PDT GMT-7 - Cash Basis