

Southern Pacific Masters Swimming
BUDGET VS. ACTUALS: BUDGET - FY14 P&L
 January - December 2014

| | TOTAL | | |
|--|--------------------|--------------------|----------------------|
| | ACTUAL | BUDGET | OVER BUDGET |
| Income | | | |
| Awards Sales | 2,792.35 | 7,000.00 | -4,207.65 |
| Promotional Sales | 601.25 | | 601.25 |
| Registration Revenue | | | |
| Offline Registrations | 3,017.00 | 45,080.00 | -42,063.00 |
| Offline Registrations Expense | -2,152.00 | -32,340.00 | 30,188.00 |
| Online Registrations | 52,350.00 | 52,460.00 | -110.00 |
| Total Registration Revenue | 53,215.00 | 65,200.00 | -11,985.00 |
| Sanction Revenue | | | |
| Open Water | 750.00 | 4,300.00 | -3,550.00 |
| Open Water Expense | -3,000.00 | -4,000.00 | 1,000.00 |
| Pool | 900.00 | 1,350.00 | -450.00 |
| Total Sanction Revenue | -1,350.00 | 1,650.00 | -3,000.00 |
| Total Income | \$55,258.60 | \$73,850.00 | \$ -18,591.40 |
| Gross Profit | \$55,258.60 | \$73,850.00 | \$ -18,591.40 |
| Expenses | | | |
| Awards | | | |
| Annual | 48.38 | 250.00 | -201.62 |
| Competition - Open Water | | 750.00 | -750.00 |
| Competition - Pool | | 6,500.00 | -6,500.00 |
| Total Awards | 48.38 | 7,500.00 | -7,451.62 |
| Bank Charges | 39.61 | 150.00 | -110.39 |
| Clinics & Seminars | 1,702.59 | 7,138.00 | -5,435.41 |
| Convention | | | |
| Advances | 18,755.00 | 14,300.00 | 4,455.00 |
| Registration | | 2,550.00 | -2,550.00 |
| Total Convention | 18,755.00 | 16,850.00 | 1,905.00 |
| Entry Fees - Comp'd | 584.00 | 950.00 | -366.00 |
| Equipment - Purchases | 260.00 | 1,000.00 | -740.00 |
| Equipment - Storage | 700.00 | 1,224.00 | -524.00 |
| Individual Registrations - Comp'd | 960.00 | 900.00 | 60.00 |
| Office Expenses & Supplies | 107.44 | 307.00 | -199.56 |
| Phone & Fax | 1,028.29 | 2,447.00 | -1,418.71 |
| Postage | 1,002.88 | 1,453.00 | -450.12 |
| Professional Fees | | | |
| Legal & Accounting | 633.00 | 750.00 | -117.00 |
| Meet Operations | 1,300.00 | 3,000.00 | -1,700.00 |
| Newsletter/Top 10 Recorder | 2,916.62 | 5,000.00 | -2,083.38 |
| Open Water Coordinator | | 1,000.00 | -1,000.00 |
| Open Water Referee | 50.00 | | 50.00 |
| Registrar | 9,450.00 | 16,200.00 | -6,750.00 |

| | TOTAL | | |
|--------------------------------|--------------------|----------------------|----------------------|
| | ACTUAL | BUDGET | OVER BUDGET |
| Total Professional Fees | 14,349.62 | 25,950.00 | -11,600.38 |
| Promotional & Advertising | 6,063.01 | 10,575.00 | -4,511.99 |
| Software | 771.97 | 1,260.00 | -488.03 |
| Stationery & Printing | 5,623.76 | 8,553.00 | -2,929.24 |
| Taxes & Licenses | 25.00 | | 25.00 |
| Travel | 1,423.44 | 3,000.00 | -1,576.56 |
| Video Services | | 7,500.00 | -7,500.00 |
| Website & Web Development | 720.00 | 720.00 | 0.00 |
| Total Expenses | \$54,164.99 | \$97,477.00 | \$ -43,312.01 |
| Net Operating Income | \$1,093.61 | \$ -23,627.00 | \$24,720.61 |
| Other Income | | | |
| Interest Earned | 5.08 | | 5.08 |
| Miscellaneous Income | 100.01 | | 100.01 |
| Total Other Income | \$105.09 | \$0.00 | \$105.09 |
| Other Expenses | | | |
| Miscellaneous Expense | 0.01 | | 0.01 |
| Total Other Expenses | \$0.01 | \$0.00 | \$0.01 |
| Net Other Income | \$105.08 | \$0.00 | \$105.08 |
| Net Income | \$1,198.69 | \$ -23,627.00 | \$24,825.69 |

Monday, Aug 04, 2014 02:05:57 PM PDT GMT-7 - Cash Basis