

**Southern Pacific Masters Swimming**  
**BUDGET VS. ACTUALS: SPMS 2015 - FY15 P&L**  
 January - December 2015

	TOTAL		
	ACTUAL	BUDGET	REMAINING
<b>Income</b>			
Awards Sales	2,433.40		-2,433.40
Promotional Sales	389.50	4,000.00	3,610.50
<b>Registration Revenue</b>			
Offline Registrations	2,195.00	5,408.00	3,213.00
Offline Registrations Expense	-1,439.00	-3,848.00	-2,409.00
Online Registrations	56,537.00	77,440.00	20,903.00
<b>Total Registration Revenue</b>	<b>57,293.00</b>	<b>79,000.00</b>	<b>21,707.00</b>
<b>Sanction Revenue</b>			
Open Water	1,026.00	5,500.00	4,474.00
Open Water Expense	-3,000.00	-6,000.00	-3,000.00
Pool	950.00	1,000.00	50.00
<b>Total Sanction Revenue</b>	<b>-1,024.00</b>	<b>500.00</b>	<b>1,524.00</b>
<b>Total Income</b>	<b>\$59,091.90</b>	<b>\$83,500.00</b>	<b>\$24,408.10</b>
<b>Gross Profit</b>	<b>\$59,091.90</b>	<b>\$83,500.00</b>	<b>\$24,408.10</b>
<b>Expenses</b>			
<b>Awards</b>			
Annual	98.10	550.00	451.90
Competition - Open Water		1,200.00	1,200.00
Competition - Pool	608.40		-608.40
<b>Total Awards</b>	<b>706.50</b>	<b>1,750.00</b>	<b>1,043.50</b>
<b>Bank Charges</b>	169.06	144.00	-25.06
<b>Clinics &amp; Seminars</b>	1,499.95	5,140.00	3,640.05
<b>Convention</b>			
Advances	23,486.25	19,500.00	-3,986.25
Other Convention Expenses		1,250.00	1,250.00
Registration		2,550.00	2,550.00
<b>Total Convention</b>	<b>23,486.25</b>	<b>23,300.00</b>	<b>-186.25</b>
<b>Entry Fees - Comp'd</b>	60.00	600.00	540.00
<b>Equipment - Purchases</b>	197.30	790.00	592.70
<b>Individual Registrations - Comp'd</b>	1,092.00	1,000.00	-92.00
<b>Office Expenses &amp; Supplies</b>	103.44	200.00	96.56
<b>Phone &amp; Fax</b>	1,056.33	2,000.00	943.67
<b>Postage</b>	156.12	750.00	593.88
<b>Professional Fees</b>			
Legal & Accounting	591.44	650.00	58.56
Newsletter/Top 10 Recorder	3,383.31	6,800.00	3,416.69
Open Water Safety Monitor		1,200.00	1,200.00
Registrar	11,725.00	20,100.00	8,375.00
<b>Total Professional Fees</b>	<b>15,699.75</b>	<b>28,750.00</b>	<b>13,050.25</b>
<b>Promotional &amp; Advertising</b>	2,987.92	7,600.00	4,612.08

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Software	758.99	1,260.00	501.01
Stationery & Printing	192.47	1,700.00	1,507.53
Taxes & Licenses	25.00	25.00	0.00
Travel		400.00	400.00
Video Services	2,070.00	6,000.00	3,930.00
Website & Web Development	90.85	720.00	629.15
<b>Total Expenses</b>	<b>\$50,351.93</b>	<b>\$82,129.00</b>	<b>\$31,777.07</b>
<b>Net Operating Income</b>	<b>\$8,739.97</b>	<b>\$1,371.00</b>	<b>\$ -7,368.97</b>
<b>Other Income</b>			
Interest Earned	5.49		-5.49
<b>Total Other Income</b>	<b>\$5.49</b>	<b>\$0.00</b>	<b>\$ -5.49</b>
<b>Other Expenses</b>			
Miscellaneous Expense	0.13		-0.13
<b>Total Other Expenses</b>	<b>\$0.13</b>	<b>\$0.00</b>	<b>\$ -0.13</b>
<b>Net Other Income</b>	<b>\$5.36</b>	<b>\$0.00</b>	<b>\$ -5.36</b>
<b>Net Income</b>	<b>\$8,745.33</b>	<b>\$1,371.00</b>	<b>\$ -7,374.33</b>

Tuesday, Aug 11, 2015 04:10:54 PM PDT GMT-7 - Cash Basis