

**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	2,354.00	5,408.00	3,054.00
Offline Registrations Expense	-1,513.00	-3,848.00	-2,335.00
Online Registrations	60,787.00	77,440.00	16,653.00
<b>Total Registration Revenue</b>	<b>61,628.00</b>	<b>79,000.00</b>	<b>17,372.00</b>
<b>Sanction Revenue</b>			
Open Water	1,074.00	5,500.00	4,426.00
Open Water Expense	-5,000.00	-6,000.00	-1,000.00
Pool	1,100.00	1,000.00	-100.00
<b>Total Sanction Revenue</b>	<b>-2,826.00</b>	<b>500.00</b>	<b>3,326.00</b>
<b>Total Income</b>	<b>\$61,624.90</b>	<b>\$83,500.00</b>	<b>\$21,875.10</b>
<b>Gross Profit</b>	<b>\$61,624.90</b>	<b>\$83,500.00</b>	<b>\$21,875.10</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>	193.79	144.00	-49.79
<b>Clinics &amp; Seminars</b>	1,589.95	5,140.00	3,550.05
<b>Convention</b>			
Advances	23,486.25	19,500.00	-3,986.25
Other Convention Expenses		1,250.00	1,250.00
Registration	3,230.00	2,550.00	-680.00
<b>Total Convention</b>	<b>26,716.25</b>	<b>23,300.00</b>	<b>-3,416.25</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>	1,243.33	2,000.00	756.67
<b>Postage</b>	212.11	750.00	537.89
<b>Professional Fees</b>			
Legal & Accounting	591.44	650.00	58.56
Newsletter/Top 10 Recorder	4,349.97	6,800.00	2,450.03
Open Water Safety Monitor		1,200.00	1,200.00
Registrar	15,075.00	20,100.00	5,025.00
<b>Total Professional Fees</b>	<b>20,016.41</b>	<b>28,750.00</b>	<b>8,733.59</b>
<b>Promotional &amp; Advertising</b>	5,149.60	7,600.00	2,450.40

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Software	898.07	1,260.00	361.93
Stationery & Printing	223.56	1,700.00	1,476.44
Taxes & Licenses	25.00	25.00	0.00
Travel		400.00	400.00
Video Services	3,780.00	6,000.00	2,220.00
Website & Web Development	90.85	720.00	629.15
<b>Total Expenses</b>	<b>\$62,298.16</b>	<b>\$82,129.00</b>	<b>\$19,830.84</b>
<b>Net Operating Income</b>	<b>\$ -673.26</b>	<b>\$1,371.00</b>	<b>\$2,044.26</b>
<b>Other Income</b>			
Interest Earned	8.01		-8.01
<b>Total Other Income</b>	<b>\$8.01</b>	<b>\$0.00</b>	<b>\$ -8.01</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>\$7.88</b>	<b>\$0.00</b>	<b>\$ -7.88</b>
<b>Net Income</b>	<b>\$ -665.38</b>	<b>\$1,371.00</b>	<b>\$2,036.38</b>

Monday, Oct 05, 2015 06:06:30 PM PDT GMT-7 - Cash Basis