

**Southern Pacific Masters Swimming**  
**BUDGET VS. ACTUALS: FISCAL YEAR 2016**  
 January - December 2016

|  | TOTAL              |                    |                    |
|--|--------------------|--------------------|--------------------|
|  | ACTUAL             | BUDGET             | REMAINING          |
| <b>Income</b>                            |                    |                    |                    |
| Awards Sales                             | 1,230.10           | 1,000.00           | -230.10            |
| <b>Registration Revenue</b>              |                    |                    |                    |
| Donations - LMSC                         | 1,260.00           |                    | -1,260.00          |
| Offline Registrations                    | 1,219.00           | 2,700.00           | 1,481.00           |
| Offline Registrations Expense            | -814.00            | -1,950.00          | -1,136.00          |
| Online Registrations                     | 43,870.00          | 75,250.00          | 31,380.00          |
| <b>Total Registration Revenue</b>        | <b>45,535.00</b>   | <b>76,000.00</b>   | <b>30,465.00</b>   |
| <b>Sanction Revenue</b>                  |                    |                    |                    |
| Open Water                               | 3,504.00           | 6,250.00           | 2,746.00           |
| Open Water Expense                       |                    | -5,000.00          | -5,000.00          |
| Pool                                     | 1,025.00           | 1,750.00           | 725.00             |
| Pool Expense                             | -200.00            | -1,000.00          | -800.00            |
| <b>Total Sanction Revenue</b>            | <b>4,329.00</b>    | <b>2,000.00</b>    | <b>-2,329.00</b>   |
| <b>Total Income</b>                      | <b>\$51,094.10</b> | <b>\$79,000.00</b> | <b>\$27,905.90</b> |
| <b>Gross Profit</b>                      | <b>\$51,094.10</b> | <b>\$79,000.00</b> | <b>\$27,905.90</b> |
| <b>Expenses</b>                          |                    |                    |                    |
| <b>Awards</b>                            |                    |                    |                    |
| Annual                                   |                    | 420.00             | 420.00             |
| Competition - Open Water                 | 1,219.67           |                    | -1,219.67          |
| Competition - Pool                       |                    | 1,000.00           | 1,000.00           |
| <b>Total Awards</b>                      | <b>1,219.67</b>    | <b>1,420.00</b>    | <b>200.33</b>      |
| <b>Bank Charges</b>                      | 121.73             | 184.00             | 62.27              |
| <b>Clinics &amp; Seminars</b>            | 590.72             | 7,550.00           | 6,959.28           |
| <b>Convention</b>                        |                    |                    |                    |
| Advances                                 | -381.25            | 20,000.00          | 20,381.25          |
| Other Convention Expenses                |                    | 400.00             | 400.00             |
| Registration                             |                    | 3,230.00           | 3,230.00           |
| <b>Total Convention</b>                  | <b>-381.25</b>     | <b>23,630.00</b>   | <b>24,011.25</b>   |
| <b>Entry Fees - Comp'd</b>               | 306.00             | 600.00             | 294.00             |
| <b>Equipment - Purchases</b>             | 646.00             | 840.00             | 194.00             |
| <b>Individual Registrations - Comp'd</b> | 1,296.00           | 1,300.00           | 4.00               |
| <b>Office Expenses &amp; Supplies</b>    | 23.05              | 200.00             | 176.95             |
| <b>Phone &amp; Fax</b>                   | 236.00             | 1,338.00           | 1,102.00           |
| <b>Postage</b>                           | 50.47              | 300.00             | 249.53             |
| <b>Professional Fees</b>                 |                    |                    |                    |
| Legal & Accounting                       | 32.00              | 600.00             | 568.00             |
| Newsletter/Top 10 Recorder               | 1,933.32           | 6,800.00           | 4,866.68           |
| Registrar                                | 6,700.00           | 20,100.00          | 13,400.00          |
| <b>Total Professional Fees</b>           | <b>8,665.32</b>    | <b>27,500.00</b>   | <b>18,834.68</b>   |
| <b>Promotional &amp; Advertising</b>     |                    | 1,850.00           | 1,850.00           |

|                             | TOTAL              |                    |                      |
|-----------------------------|--------------------|--------------------|----------------------|
|                             | ACTUAL             | BUDGET             | REMAINING            |
| Software                    | 668.64             | 1,200.00           | 531.36               |
| Stationery & Printing       | 135.84             | 210.00             | 74.16                |
| Taxes & Licenses            |                    | 25.00              | 25.00                |
| Video Services              | 4,025.00           | 5,400.00           | 1,375.00             |
| Website & Web Development   | 240.00             | 720.00             | 480.00               |
| <b>Total Expenses</b>       | <b>\$17,843.19</b> | <b>\$74,267.00</b> | <b>\$56,423.81</b>   |
| <b>Net Operating Income</b> | <b>\$33,250.91</b> | <b>\$4,733.00</b>  | <b>\$ -28,517.91</b> |
| <b>Other Income</b>         |                    |                    |                      |
| Interest Earned             | 3.34               |                    | -3.34                |
| <b>Total Other Income</b>   | <b>\$3.34</b>      | <b>\$0.00</b>      | <b>\$ -3.34</b>      |
| <b>Net Other Income</b>     | <b>\$3.34</b>      | <b>\$0.00</b>      | <b>\$ -3.34</b>      |
| <b>Net Income</b>           | <b>\$33,254.25</b> | <b>\$4,733.00</b>  | <b>\$ -28,521.25</b> |

Monday, May 09, 2016 02:50:32 PM PDT GMT-7 - Cash Basis