



# Southern Pacific Masters Swimming

## BUDGET VS. ACTUALS: FISCAL YEAR 2017

January - December 2017

	TOTAL		
	ACTUAL	BUDGET	REMAINING
<b>INCOME</b>			
Clinic & Seminar Income		1,500.00	1,500.00
Promotional Sales	44.50		-44.50
Registration Revenue			
Donations - LMSC	1,837.00		-1,837.00
Offline Registrations	1,609.00	2,700.00	1,091.00
Offline Registrations Expense	-1,041.00	-2,050.00	-1,009.00
Online Registrations	41,499.00	65,350.00	23,851.00
<b>Total Registration Revenue</b>	<b>43,904.00</b>	<b>66,000.00</b>	<b>22,096.00</b>
<b>Sanction Revenue</b>			
Open Water	890.00	6,600.00	5,710.00
Open Water Expense		-4,400.00	-4,400.00
Pool (Non-Regional/Zone/National)	1,100.00	1,700.00	600.00
Pool (Recognized Expense)	-100.00	-300.00	-200.00
Pool (Recognized)	200.00	600.00	400.00
Pool (Regional/Zone/National)		450.00	450.00
Pool Expense	-550.00	-1,000.00	-450.00
<b>Total Sanction Revenue</b>	<b>1,540.00</b>	<b>3,650.00</b>	<b>2,110.00</b>
<b>Total Income</b>	<b>\$45,488.50</b>	<b>\$71,150.00</b>	<b>\$25,661.50</b>
<b>GROSS PROFIT</b>	<b>\$45,488.50</b>	<b>\$71,150.00</b>	<b>\$25,661.50</b>
<b>EXPENSES</b>			
<b>Awards</b>			
Annual		520.00	520.00
Competition - Open Water	1,093.71	2,000.00	906.29
<b>Total Awards</b>	<b>1,093.71</b>	<b>2,520.00</b>	<b>1,426.29</b>
<b>Bank Charges</b>			
Bank Charges	94.10	200.00	105.90
<b>Clinics &amp; Seminars</b>			
Clinics & Seminars	439.40	8,700.00	8,260.60
<b>Convention</b>			
Advances	18,975.00	22,770.00	3,795.00
Other Convention Expenses		1,000.00	1,000.00
Registration		3,240.00	3,240.00
<b>Total Convention</b>	<b>18,975.00</b>	<b>27,010.00</b>	<b>8,035.00</b>
Entry Fees - Comp'd	176.00	600.00	424.00
Equipment - Purchases	264.00	300.00	36.00
Individual Registrations - Comp'd	1,458.00	1,350.00	-108.00
Meals and Entertainment	221.38	1,400.00	1,178.62
Newsletter		360.00	360.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Office Expenses & Supplies		200.00	200.00
Phone & Fax	354.00	708.00	354.00
Postage	53.60	200.00	146.40
Professional Fees			
Legal & Accounting	603.00	600.00	-3.00
Newsletter	1,320.00	2,640.00	1,320.00
Registrar	11,100.00	22,200.00	11,100.00
Top 10/Recorder	4,750.00	8,500.00	3,750.00
<b>Total Professional Fees</b>	<b>17,773.00</b>	<b>33,940.00</b>	<b>16,167.00</b>
Promotional & Advertising	3,061.06	5,000.00	1,938.94
Software	786.99	1,200.00	413.01
Stationery & Printing	14.50	200.00	185.50
Taxes & Licenses	25.00	25.00	0.00
Video Services	2,435.00	3,600.00	1,165.00
Website & Web Development	720.00	720.00	0.00
<b>Total Expenses</b>	<b>\$47,944.74</b>	<b>\$88,233.00</b>	<b>\$40,288.26</b>
NET OPERATING INCOME	<b>\$ -2,456.24</b>	<b>\$ -17,083.00</b>	<b>\$ -14,626.76</b>
OTHER INCOME			
Interest Earned	5.82		-5.82
<b>Total Other Income</b>	<b>\$5.82</b>	<b>\$0.00</b>	<b>\$ -5.82</b>
OTHER EXPENSES			
Reconciliation Discrepancies	-31.53		31.53
<b>Total Other Expenses</b>	<b>\$ -31.53</b>	<b>\$0.00</b>	<b>\$31.53</b>
NET OTHER INCOME	<b>\$37.35</b>	<b>\$0.00</b>	<b>\$ -37.35</b>
NET INCOME	<b>\$ -2,418.89</b>	<b>\$ -17,083.00</b>	<b>\$ -14,664.11</b>