



Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: BUDGET - FY18 P&L

January - December 2018

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Income			
Clinic & Seminar Income	3,120.50		-3,120.50
Registration Revenue			
Donations - LMSC	2,449.00		-2,449.00
Offline Registrations	3,622.00	3,050.00	-572.00
Offline Registrations Expense	-3,623.00	-2,150.00	1,473.00
Online Registrations	82,130.00	90,600.00	8,470.00
Total Registration Revenue	84,578.00	91,500.00	6,922.00
Sanction Revenue			
Open Water	5,638.00	6,600.00	962.00
Open Water Expense	-3,965.00	-5,600.00	-1,635.00
Pool (Non-Regional/Zone/National)	1,800.00	1,700.00	-100.00
Pool (Recognized Expense)	-100.00	-300.00	-200.00
Pool (Recognized)	400.00	600.00	200.00
Pool (Regional/Zone/National)	400.00	450.00	50.00
Pool Expense	-750.00	-1,000.00	-250.00
Total Sanction Revenue	3,423.00	2,450.00	-973.00
Total Income	\$91,121.50	\$93,950.00	\$2,828.50
GROSS PROFIT	\$91,121.50	\$93,950.00	\$2,828.50
Expenses			
Awards			
Annual	519.90	520.00	0.10
Competition - Open Water	396.69	2,000.00	1,603.31
Total Awards	916.59	2,520.00	1,603.41
Bank Charges			
Bank Charges	10.89	200.00	189.11
Clinics & Seminars			
Clinics & Seminars	4,186.37	6,400.00	2,213.63
Convention			
Advances	16,000.90	23,400.00	7,399.10
Other Convention Expenses	316.31	1,000.00	683.69
Registration	2,520.00	3,240.00	720.00
Total Convention	18,837.21	27,640.00	8,802.79
Entry Fees - Comp'd			
Entry Fees - Comp'd	562.00	600.00	38.00
Equipment - Purchases			
Equipment - Purchases	2,757.23	300.00	-2,457.23
Individual Registrations - Comp'd			
Individual Registrations - Comp'd	1,586.00	1,525.00	-61.00
Meals and Entertainment			
Meals and Entertainment	1,582.17	1,500.00	-82.17
Newsletter			
Newsletter		360.00	360.00
Office Expenses & Supplies			
Office Expenses & Supplies		200.00	200.00
Phone & Fax			
Phone & Fax	708.00	708.00	0.00
Postage			
Postage	15.34	1,200.00	1,184.66
Professional Fees			
Legal & Accounting	637.00	600.00	-37.00
Newsletter	2,472.50	2,640.00	167.50

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Registrar	22,650.00	22,200.00	-450.00
Top 10/Recorder	7,375.00	8,500.00	1,125.00
Total Professional Fees	33,134.50	33,940.00	805.50
Promotional & Advertising	1,386.25	1,632.00	245.75
Software	1,274.99	1,260.00	-14.99
Stationery & Printing	3.60	200.00	196.40
Taxes & Licenses	25.00	25.00	0.00
Video Services	3,074.64		-3,074.64
Website & Web Development	720.00	720.00	0.00
Total Expenses	\$70,780.78	\$80,930.00	\$10,149.22
NET OPERATING INCOME	\$20,340.72	\$13,020.00	\$ -7,320.72
Other Income			
Interest Earned	2.61		-2.61
Total Other Income	\$2.61	\$0.00	\$ -2.61
NET OTHER INCOME	\$2.61	\$0.00	\$ -2.61
NET INCOME	\$20,343.33	\$13,020.00	\$ -7,323.33