## Southern Pacific Masters Swimming 2019 Budget (v20181115)

	Total	Detail	Notes
Income			
Clinic Registration Revenue	300.00		30 participants at \$10 - per Kenny
Registration Revenue			
Offline Registrations	3,050.00		1% of 5000 swimmers @ \$61/each
Offline Registrations Expense (to USMS)	-2,250.00		1% of 5000 swimmers @ \$45/each
Online Registrations	80,200.00		99% of 5000 swimmers @ \$16/each + 100 Clubs @ \$10/each
Sanction Revenue			<u> </u>
Open Water	6,000.00		6 events @ \$100 + 1000 swimmers @ \$6
Open Water Sanction Expense (to USMS)	-4,400.00		6 events @ \$100 + 1000 swimmers @ \$5
Pool (Recognized Sanction)	600.00		3 events @ \$200
Pool (Recognized Sanction Expense) (To USMS)	-300.00		3 events @ \$100
Pool (Regional/Zone/National Sanction)	450.00		3 events @ \$150
Pool (Non-Regional/Zone/National Sanction)	1,700.00		17 events @ \$100
Pool Sanction Expense (to USMS)	-1,000.00		20 events @ \$50
Total Income	\$ 84,350.00		<u> </u>
Expenses			
Awards			
Annual	520.00		8 awards @ \$65/each
Competition - Open Water	2,000.00		Awards & Shipping - Per Robin
Bank Charges	250.00		Direct debit fees and Quickbooks Pay by Credit Card
Clinics & Seminars	13,600.00		, , , , , ,
		2,000.00	2 Open Water Swim Clinics - Per Robin
			SCPPOA Membership
			SPMS Coach's Clinic
			USMS Coaching Level 1 & 2 Scholarships (10 @ \$190)
			USMS Coaching Level 3 Scholarships (10 @ \$225)
			ALTS Scholarships (4 @ \$250)
			USMS LMSC Leadship Summit
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Meals & Food	2,400.00		
	_,	800.00	Face to Face Meetings (2 @ \$400)
		1.300.00	SPMS Annual Meeting - Dinner & Room Rental
			SCPPOA Lunches
			SPMS Annual Meeting - Other Expenses
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Convention			
Advances	22,770.00		18 @ \$1300/person
Other Convention Expenses	1,000.00		Shirts & Breakfast
Registration	3,240.00		18 @ \$180/person
Entry Fees - Comp'd	800.00		10 @ \$100/pci30ii
Equipment - Purchases	1,300.00		
Equipment - Luronasco	1,300.00		Rule Books (for Members (\$110) and Officials (\$190)
			Officials Shirts for Regionals & Nationals - per Alina
		1,000.00	Omoraio Omito for Negionalo a Nationalo - per Alina
Individual Registrations - Comp'd	1,891.00		31 members @ \$61/member
Office Expenses & Supplies	200.00	<u> </u>	o i mombolo (@ 40 i/member
Phone & Fax	708.00	<u> </u>	12 months @ \$59/month
Postage	200.00		Non-Awards & Non-Newsletter
Professional Fees	200.00		THORT A THORT TO WORK OF
Legal & Accounting	650.00	<del>                                     </del>	Tax & 1099 Prep Fees
Newsletter	2,850.00		per Contract (Jorge Ferrero)
Top 10 Recorder	1,500.00		per Contract (David Johanssen)
Registrar	24,000.00		per Contract (David Johanssen) per Contract (Dan Wegner)
Promotional & Advertising	2,080.00		per Contract (Dan Weyner)
i romotional & Auvertising	∠,∪8∪.∪0		USMS Branded Caps (250 red & 250 green for Open Water Swims) - per Robin
			USMS Brochures (1000 brochures) - per Anita USMS Branded Caps (400 black & white) - per Anita
			USMS Branded Caps (400 black & white) - per Anita
			USMS Branded Luggage Tags (400 tags) - per Anita
			USMS Branded Stickers (1000 stickers) - per Anita
		∠50.00	USMS Branded Stickers (2000 stickers) - per Dan
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Software	1,365.00		Quickbooks Online + ExpensePoint
Stationery & Printing	2,750.00		Non-Newsletter (\$250) & Pre-stamped Envelopes for Membership cards (\$2500)
Taxes & Licenses	25.00		0040 - 0000 T
	1,440.00		2019 + 2020 - Typically billed in October.
Website & Web Development			
Video Taping	0.00		
•	0.00 \$ 87,539.00		