

**Southern Pacific Masters Swimming**  
**BUDGET VS. ACTUALS: BUDGET - FY14 P&L**  
 January - December 2014

	TOTAL		
	ACTUAL	BUDGET	REMAINING
<b>Income</b>			
<b>Awards Sales</b>	2,792.35	7,000.00	4,207.65
<b>Promotional Sales</b>	601.25		-601.25
<b>Registration Revenue</b>			
<b>Offline Registrations</b>	4,076.00	45,080.00	41,004.00
<b>Offline Registrations Expense</b>	-2,269.00	-32,340.00	-30,071.00
<b>Online Registrations</b>	58,005.00	52,460.00	-5,545.00
<b>Total Registration Revenue</b>	<b>59,812.00</b>	<b>65,200.00</b>	<b>5,388.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	5,262.00	4,300.00	-962.00
<b>Open Water Expense</b>	-5,000.00	-4,000.00	1,000.00
<b>Pool</b>	1,300.00	1,350.00	50.00
<b>Total Sanction Revenue</b>	<b>1,562.00</b>	<b>1,650.00</b>	<b>88.00</b>
<b>Total Income</b>	<b>\$64,767.60</b>	<b>\$73,850.00</b>	<b>\$9,082.40</b>
<b>Gross Profit</b>	<b>\$64,767.60</b>	<b>\$73,850.00</b>	<b>\$9,082.40</b>
<b>Expenses</b>			
<b>Awards</b>			
<b>Annual</b>	48.38	250.00	201.62
<b>Competition - Open Water</b>		750.00	750.00
<b>Competition - Pool</b>	1,464.88	6,500.00	5,035.12
<b>Total Awards</b>	<b>1,513.26</b>	<b>7,500.00</b>	<b>5,986.74</b>
<b>Bank Charges</b>	75.07	150.00	74.93
<b>Clinics &amp; Seminars</b>	2,405.54	7,138.00	4,732.46
<b>Convention</b>			
<b>Advances</b>	17,523.50	14,300.00	-3,223.50
<b>Other Convention Expenses</b>	1,139.58		-1,139.58
<b>Registration</b>	2,550.00	2,550.00	0.00
<b>Total Convention</b>	<b>21,213.08</b>	<b>16,850.00</b>	<b>-4,363.08</b>
<b>Entry Fees - Comp'd</b>	584.00	950.00	366.00
<b>Equipment - Purchases</b>	260.00	1,000.00	740.00
<b>Equipment - Storage</b>	922.24	1,224.00	301.76
<b>Individual Registrations - Comp'd</b>	960.00	900.00	-60.00
<b>Office Expenses &amp; Supplies</b>	107.44	307.00	199.56
<b>Phone &amp; Fax</b>	1,491.15	2,447.00	955.85
<b>Postage</b>	1,069.58	1,453.00	383.42
<b>Professional Fees</b>			
<b>Legal &amp; Accounting</b>	633.00	750.00	117.00
<b>Meet Operations</b>	1,700.00	3,000.00	1,300.00
<b>Newsletter/Top 10 Recorder</b>	4,233.35	5,000.00	766.65
<b>Open Water Coordinator</b>		1,000.00	1,000.00
<b>Open Water Referee</b>	50.00		-50.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Registrar	13,825.00	16,200.00	2,375.00
<b>Total Professional Fees</b>	<b>20,441.35</b>	<b>25,950.00</b>	<b>5,508.65</b>
Promotional & Advertising	10,215.47	10,575.00	359.53
Software	1,073.30	1,260.00	186.70
Stationery & Printing	7,040.72	8,553.00	1,512.28
Taxes & Licenses	25.00		-25.00
Travel	1,803.96	3,000.00	1,196.04
Video Services		7,500.00	7,500.00
Website & Web Development	720.00	720.00	0.00
<b>Total Expenses</b>	<b>\$71,921.16</b>	<b>\$97,477.00</b>	<b>\$25,555.84</b>
<b>Net Operating Income</b>	<b>\$ -7,153.56</b>	<b>\$ -23,627.00</b>	<b>\$ -16,473.44</b>
<b>Other Income</b>			
Interest Earned	8.11		-8.11
Miscellaneous Income	200.01		-200.01
<b>Total Other Income</b>	<b>\$208.12</b>	<b>\$0.00</b>	<b>\$ -208.12</b>
<b>Other Expenses</b>			
Miscellaneous Expense	0.01		-0.01
<b>Total Other Expenses</b>	<b>\$0.01</b>	<b>\$0.00</b>	<b>\$ -0.01</b>
<b>Net Other Income</b>	<b>\$208.11</b>	<b>\$0.00</b>	<b>\$ -208.11</b>
<b>Net Income</b>	<b>\$ -6,945.45</b>	<b>\$ -23,627.00</b>	<b>\$ -16,681.55</b>

Monday, Nov 03, 2014 06:02:26 PM PST GMT-8 - Cash Basis