

Income				Late Expenses	Further Revision	Revised 2014
	Awards Fees	7,000	3 Regionals @ \$1500/meet + 25 Meets @ \$100/meet (average)			7,000
	Registration Income (Online)	52,460	(80% of 4900 Swimmers @ \$13/swimmer) + (100 Clubs @ \$15/club)			52,460
	Registration Income (Offline)	45,080	20% of 4900 Swimmers @ \$46/swimmer			45,080
	Registration Expense (Offline)	-32,340	20% of 4900 Swimmers @ \$33/swimmer			-32,340
	Sanction Income (Pool)	1,350	27 events @ \$50/event			1,350
	Sanction Income (Open Water)	4,200	700 swimmers @ \$6/swimmer			4,200
	Sanction Income (Open Water)	100	4 events @ \$25/event			100
	Sanction Expense (Open Water)	-4,000	4 events @ \$1000/event			-4,000
	Gross Profit	73,850				73,850
Expense						
	Awards - Pool	6,500	per Trisha Commons			6,500
	Awards - Open Water	750	based on past experience			750
	Awards - Annual	250	based on past experience			250
	Bank Charges	150	Modified in Feburary 2014			150
	Clinics & Seminars	138	SCPPOA Membership (Registration & Lunch)			138
	Clinics & Seminars	1,500	Coach's Clinic 2013			1,500
	Clinics & Seminars	1,500	Coach's Clinic 2014			1,500
	Clinics & Seminars	3,000	USMS Coach's Certification Courses (3 Courses)			3,000
	Clinics & Seminars	1,000	Officials Training (per Kim Thornton/Alina DeArmas)			1,000
	Convention - Advances	14,300	13 delegates @ \$1100/delegate			14,300
	Convention - Registration	2,550	15 delegates @ \$170/delegate			2,550
	Entry Fees - Comp'd	950	based on past experience			950
	Equipment - Purchases	1,000	per Trisha Commons			1,000
	Equipment - Storage	1,224	12 months @ \$102/month			1,224
	Individual Registrations - Comp'd	900	based on past experience			900
	Office Supplies	100	based on past experience	107.44	100	307
	Phone & Fax	1,500	per Dan Wegner	696.51	250	2,447
	Postage	100	based on past experience	702.91	650	1,453
	Professional Fees - Accounting	750	based on past experience			750
	Professional Fees - Meet Operations	3,000	30 Days @ \$100/day			3,000
	Professional Fees - Top 10/Recorder	5,000	per contract			5,000
	Professional Fees - Open Water Representative	1,000	per Mark Moore			1,000
	Professional Fees - Registrar	16,200	per contract			16,200
	Promotional & Advertising	3,000	SPMS Logo Caps (900)	3424.81	0	6,425
	Promotional & Advertising	2,000	SPMS Calendars (150-200)			2,000
	Promotional & Advertising	1,250	USMS Marketing Materials (based on prior)			1,250
	Promotional & Advertising	900	SPMS shirts for convention & meets			900
	Software	1,260	12 months @ \$105/month			1,260
	Stationary & Printing	100	based on past experience	4253.29	4200	8,553
	Travel	3,000	12 months @ \$250/month			3,000
	Website & eMail Hosting	720	per Dan Wegner			720
	Video Services	7,500	3 Championships @ \$2500/championship			7,500
	Total Expenses	83,092				97,477
	Net Income	-9,242				-23,627