

Southern Pacific Masters Swimming
BUDGET VS. ACTUALS: SPMS 2015 - FY15 P&L
 January - December 2015

| | TOTAL | | |
|------------------------------------------|--------------------|--------------------|--------------------|
| | ACTUAL | BUDGET | REMAINING |
| Income | | | |
| Promotional Sales | | 4,000.00 | 4,000.00 |
| Registration Revenue | | | |
| Offline Registrations | 260.00 | 5,408.00 | 5,148.00 |
| Offline Registrations Expense | -185.00 | -3,848.00 | -3,663.00 |
| Online Registrations | 23,909.00 | 77,440.00 | 53,531.00 |
| Total Registration Revenue | 23,984.00 | 79,000.00 | 55,016.00 |
| Sanction Revenue | | | |
| Open Water | 25.00 | 5,500.00 | 5,475.00 |
| Open Water Expense | | -6,000.00 | -6,000.00 |
| Pool | 200.00 | 1,000.00 | 800.00 |
| Total Sanction Revenue | 225.00 | 500.00 | 275.00 |
| Total Income | \$24,209.00 | \$83,500.00 | \$59,291.00 |
| Gross Profit | \$24,209.00 | \$83,500.00 | \$59,291.00 |
| Expenses | | | |
| Awards | | | |
| Annual | | 550.00 | 550.00 |
| Competition - Open Water | | 1,200.00 | 1,200.00 |
| Competition - Pool | 260.15 | | -260.15 |
| Total Awards | 260.15 | 1,750.00 | 1,489.85 |
| Bank Charges | 13.50 | 144.00 | 130.50 |
| Clinics & Seminars | | 5,140.00 | 5,140.00 |
| Convention | | | |
| Advances | | 19,500.00 | 19,500.00 |
| Other Convention Expenses | | 1,250.00 | 1,250.00 |
| Registration | | 2,550.00 | 2,550.00 |
| Total Convention | 0.00 | 23,300.00 | 23,300.00 |
| Entry Fees - Comp'd | | 600.00 | 600.00 |
| Equipment - Purchases | 130.00 | 790.00 | 660.00 |
| Individual Registrations - Comp'd | 1,040.00 | 1,000.00 | -40.00 |
| Office Expenses & Supplies | 103.44 | 200.00 | 96.56 |
| Phone & Fax | 230.44 | 2,000.00 | 1,769.56 |
| Postage | 49.22 | 750.00 | 700.78 |
| Professional Fees | | | |
| Legal & Accounting | 41.44 | 650.00 | 608.56 |
| Newsletter/Top 10 Recorder | 483.33 | 6,800.00 | 6,316.67 |
| Open Water Safety Monitor | | 1,200.00 | 1,200.00 |
| Registrar | 1,675.00 | 20,100.00 | 18,425.00 |
| Total Professional Fees | 2,199.77 | 28,750.00 | 26,550.23 |
| Promotional & Advertising | 2,737.92 | 7,600.00 | 4,862.08 |
| Software | 156.33 | 1,260.00 | 1,103.67 |

| | TOTAL | | |
|-----------------------------|--------------------|--------------------|----------------------|
| | ACTUAL | BUDGET | REMAINING |
| Stationery & Printing | 18.20 | 1,700.00 | 1,681.80 |
| Taxes & Licenses | | 25.00 | 25.00 |
| Travel | | 400.00 | 400.00 |
| Video Services | 2,070.00 | 6,000.00 | 3,930.00 |
| Website & Web Development | 90.85 | 720.00 | 629.15 |
| Total Expenses | \$9,099.82 | \$82,129.00 | \$73,029.18 |
| Net Operating Income | \$15,109.18 | \$1,371.00 | \$ -13,738.18 |
| Other Income | | | |
| Interest Earned | 1.02 | | -1.02 |
| Total Other Income | \$1.02 | \$0.00 | \$ -1.02 |
| Net Other Income | \$1.02 | \$0.00 | \$ -1.02 |
| Net Income | \$15,110.20 | \$1,371.00 | \$ -13,739.20 |

Monday, Feb 09, 2015 06:29:07 PM PST GMT-8 - Cash Basis