



Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: FISCAL YEAR 2016

January - December 2016

	TOTAL		
	ACTUAL	BUDGET	REMAINING
INCOME			
Awards Sales	1,230.10	1,000.00	-230.10
Clinic & Seminar Income	296.00		-296.00
Registration Revenue			
Donations - LMSC	2,725.00		-2,725.00
Offline Registrations	2,324.00	2,700.00	376.00
Offline Registrations Expense	-1,306.00	-1,950.00	-644.00
Online Registrations	78,212.00	75,250.00	-2,962.00
Total Registration Revenue	81,955.00	76,000.00	-5,955.00
Sanction Revenue			
Open Water	6,312.00	6,250.00	-62.00
Open Water Expense	-3,200.00	-5,000.00	-1,800.00
Pool	2,100.00	1,750.00	-350.00
Pool Expense	-1,000.00	-1,000.00	0.00
Total Sanction Revenue	4,212.00	2,000.00	-2,212.00
Total Income	\$87,693.10	\$79,000.00	\$ -8,693.10
GROSS PROFIT	\$87,693.10	\$79,000.00	\$ -8,693.10
EXPENSES			
Awards			
Annual	380.55	420.00	39.45
Competition - Open Water	1,859.78		-1,859.78
Competition - Pool		1,000.00	1,000.00
Total Awards	2,240.33	1,420.00	-820.33
Bank Charges	319.51	184.00	-135.51
Clinics & Seminars	3,447.39	7,550.00	4,102.61
Convention			
Advances	17,848.75	20,000.00	2,151.25
Other Convention Expenses	986.66	400.00	-586.66
Registration	2,880.00	3,230.00	350.00
Total Convention	21,715.41	23,630.00	1,914.59
Entry Fees - Comp'd	889.00	600.00	-289.00
Equipment - Purchases	646.00	840.00	194.00
Individual Registrations - Comp'd	1,296.00	1,300.00	4.00
Office Expenses & Supplies	133.89	200.00	66.11
Phone & Fax	708.00	1,338.00	630.00
Postage	1,551.09	300.00	-1,251.09
Professional Fees			
Legal & Accounting	582.00	600.00	18.00
Newsletter	660.00		-660.00
Newsletter/Top 10 Recorder	4,349.97	6,800.00	2,450.03

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Registrar	20,625.00	20,100.00	-525.00
Top 10/Recorder	2,875.00		-2,875.00
Total Professional Fees	29,091.97	27,500.00	-1,591.97
Promotional & Advertising	1,638.55	1,850.00	211.45
Software	1,151.93	1,200.00	48.07
Stationery & Printing	365.41	210.00	-155.41
Taxes & Licenses	25.00	25.00	0.00
Video Services	5,505.00	5,400.00	-105.00
Website & Web Development	720.00	720.00	0.00
Total Expenses	\$71,444.48	\$74,267.00	\$2,822.52
NET OPERATING INCOME	\$16,248.62	\$4,733.00	\$ -11,515.62
OTHER INCOME			
Interest Earned	10.03		-10.03
Total Other Income	\$10.03	\$0.00	\$ -10.03
NET OTHER INCOME	\$10.03	\$0.00	\$ -10.03
NET INCOME	\$16,258.65	\$4,733.00	\$ -11,525.65