

**Southern Pacific Masters Swimming  
2017 Budget (v1108)**

	Total	Detail	Notes
1 Income			
2 Clinic Registration Revenue	1,500.00		Per Budget Committee
3 Registration Revenue			
4 Offline Registrations	2,700.00		1% of 5000 swimmers @ \$54/each
5 Offline Registrations Expense (to USMS)	-2,050.00		1% of 5000 swimmers @ \$41/each
6 Online Registrations	65,350.00		99% of 5000 swimmers @ \$13/each + 100 Clubs @ \$10/each
7 Sanction Revenue			
8 Open Water	6,600.00		6 events @ \$100 + 1000 swimmers @ \$6
9 Open Water Sanction Expense (to USMS)	-4,400.00		6 events @ \$100 + 1000 swimmers @ \$5
10 Pool (Recognized Sanction)	600.00		3 events @ \$200
11 Pool (Recognized Sanction Expense) (To USMS)	-300.00		3 events @ \$100
12 Pool (Regional/Zone/National Sanction)	450.00		3 events @ \$150
13 Pool (Non-Regional/Zone/National Sanction)	1,700.00		17 events @ \$100
14 Pool Sanction Expense (to USMS)	-1,000.00		20 events @ \$50
15 Total Income	<b>\$ 71,150.00</b>		
16			
17 Expenses			
18 Awards			
19 Annual	520.00		8 Awards
20 Competition - Open Water	2,000.00		2017 Awards & Shipping - Per Sherry Brooks
21 Bank Charges	200.00		Direct deposit, foreign transaction, credit card, direct credit fees
22 Clinics & Seminars	10,100.00		
23		900.00	Officials Clinic - Per Alina
24		5,000.00	Coach's Clinic - SPMS - Per Christine Maki
25		1,000.00	Coach's Certification - USMS Scholarships (Levels 1 and 2) - 2 Clinics
26		750.00	Coach's Certification - USMS Scholarships (Level 3)
27		500.00	SPMS Fitness Clinic #1 - Per Robin Smith
28		300.00	Executive Committee Meetings - Per Bob (2 @ \$15/person * 10 people)
29		250.00	Club Development Clinic (Marketing Materials - Per Anita)
30		1,200.00	Annual Meeting - Dinner & Room Rental
31		200.00	Annual Meeting - Other Expenses
32 Convention			
33 Advances	18,000.00		From 2016
34 Other Convention Expenses	1,000.00		Shirts & Breakfast
35 Registration	2,880.00		16 @ \$180/person
36 Entry Fees - Comp'd	600.00		
37 Equipment - Purchases	300.00		Rule Books (for Members (\$110) and Officials (\$190 per Alina)
38 Individual Registrations - Comp'd	1,350.00		25 members @ \$54/member
39 Newsletter	360.00		6 issues @ \$60/issue - Includes printing & postage
40 Office Expenses & Supplies	200.00		Same as 2015
41 Phone & Fax	708.00		12 months @ \$59/month
42 Postage	200.00		Non-Awards & Non-Newsletter
43 Professional Fees			
44 Legal & Accounting	600.00		Same as 2015
45 Newsletter	2,640.00		Contract
46 Top 10 Recorder	8,500.00		Contract + \$1000 for SPMS Relay Records
47 Registrar	22,200.00		Contract
48 Promotional & Advertising	2,000.00		
49		1,000.00	Exhibitor/Vendor Fees (6-10 Events) - Per Anita
50		1,000.00	non USMS events distribution from booths or in goody bags - Per Anita
51 Software	1,200.00		Quickbooks Online + ExpensePoint
52 Stationery & Printing	200.00		Non-Newsletter
53 Taxes & Licenses	25.00		Same as 2015
54 Website & Web Development	720.00		Same as 2015
55 Video Taping	3,600.00		2 meets @ approx \$1800/meet
56 Total Expenses	<b>\$ 80,103.00</b>		
57 Net Operating Income	<b>-\$ 8,953.00</b>		