



Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: FISCAL YEAR 2017

January - December 2017

	TOTAL		
	ACTUAL	BUDGET	REMAINING
INCOME			
Clinic & Seminar Income		1,500.00	1,500.00
Promotional Sales	44.50		-44.50
Registration Revenue			
Donations - LMSC	1,732.00		-1,732.00
Offline Registrations	1,480.00	2,700.00	1,220.00
Offline Registrations Expense	-1,000.00	-2,050.00	-1,050.00
Online Registrations	39,519.00	65,350.00	25,831.00
Total Registration Revenue	41,731.00	66,000.00	24,269.00
Sanction Revenue			
Open Water	690.00	6,600.00	5,910.00
Open Water Expense		-4,400.00	-4,400.00
Pool (Non-Regional/Zone/National)	1,000.00	1,700.00	700.00
Pool (Recognized Expense)	-100.00	-300.00	-200.00
Pool (Recognized)		600.00	600.00
Pool (Regional/Zone/National)		450.00	450.00
Pool Expense	-500.00	-1,000.00	-500.00
Total Sanction Revenue	1,090.00	3,650.00	2,560.00
Total Income	\$42,865.50	\$71,150.00	\$28,284.50
GROSS PROFIT	\$42,865.50	\$71,150.00	\$28,284.50
EXPENSES			
Awards			
Annual		520.00	520.00
Competition - Open Water	1,038.18	2,000.00	961.82
Total Awards	1,038.18	2,520.00	1,481.82
Bank Charges			
Bank Charges	77.05	200.00	122.95
Clinics & Seminars			
Clinics & Seminars	439.40	8,400.00	7,960.60
Convention			
Advances		18,000.00	18,000.00
Other Convention Expenses		1,000.00	1,000.00
Registration		2,880.00	2,880.00
Total Convention		21,880.00	21,880.00
Entry Fees - Comp'd	10.00	600.00	590.00
Equipment - Purchases	264.00	300.00	36.00
Individual Registrations - Comp'd	1,458.00	1,350.00	-108.00
Meals and Entertainment	221.38	1,700.00	1,478.62
Newsletter		360.00	360.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Office Expenses & Supplies		200.00	200.00
Phone & Fax	236.00	708.00	472.00
Postage	50.92	200.00	149.08
Professional Fees			
Legal & Accounting	53.00	600.00	547.00
Newsletter	1,100.00	2,640.00	1,540.00
Registrar	9,250.00	22,200.00	12,950.00
Top 10/Recorder	4,125.00	8,500.00	4,375.00
Total Professional Fees	14,528.00	33,940.00	19,412.00
Promotional & Advertising	51.17	2,000.00	1,948.83
Software	666.66	1,200.00	533.34
Stationery & Printing	12.50	200.00	187.50
Taxes & Licenses		25.00	25.00
Video Services	2,435.00	3,600.00	1,165.00
Website & Web Development	720.00	720.00	0.00
Total Expenses	\$22,208.26	\$80,103.00	\$57,894.74
NET OPERATING INCOME	\$20,657.24	\$ -8,953.00	\$ -29,610.24
OTHER INCOME			
Interest Earned	4.15		-4.15
Total Other Income	\$4.15	\$0.00	\$ -4.15
OTHER EXPENSES			
Reconciliation Discrepancies	-31.53		31.53
Total Other Expenses	\$ -31.53	\$0.00	\$31.53
NET OTHER INCOME	\$35.68	\$0.00	\$ -35.68
NET INCOME	\$20,692.92	\$ -8,953.00	\$ -29,645.92