



# Southern Pacific Masters Swimming

## BUDGET VS. ACTUALS: FISCAL YEAR 2017

January - December 2017

	TOTAL		
	ACTUAL	BUDGET	REMAINING
<b>INCOME</b>			
Clinic & Seminar Income		1,500.00	1,500.00
Promotional Sales	44.50		-44.50
Registration Revenue			
Donations - LMSC	1,977.00		-1,977.00
Offline Registrations	2,008.00	2,700.00	692.00
Offline Registrations Expense	-1,322.00	-2,050.00	-728.00
Online Registrations	47,639.00	65,350.00	17,711.00
<b>Total Registration Revenue</b>	<b>50,302.00</b>	<b>66,000.00</b>	<b>15,698.00</b>
<b>Sanction Revenue</b>			
Open Water	1,940.00	6,600.00	4,660.00
Open Water Expense	-935.00	-4,400.00	-3,465.00
Pool (Non-Regional/Zone/National)	1,400.00	1,700.00	300.00
Pool (Recognized Expense)	-200.00	-300.00	-100.00
Pool (Recognized)	400.00	600.00	200.00
Pool (Regional/Zone/National)		450.00	450.00
Pool Expense	-900.00	-1,000.00	-100.00
<b>Total Sanction Revenue</b>	<b>1,705.00</b>	<b>3,650.00</b>	<b>1,945.00</b>
<b>Total Income</b>	<b>\$52,051.50</b>	<b>\$71,150.00</b>	<b>\$19,098.50</b>
<b>GROSS PROFIT</b>	<b>\$52,051.50</b>	<b>\$71,150.00</b>	<b>\$19,098.50</b>
<b>EXPENSES</b>			
<b>Awards</b>			
Annual		520.00	520.00
Competition - Open Water	1,162.07	2,000.00	837.93
<b>Total Awards</b>	<b>1,162.07</b>	<b>2,520.00</b>	<b>1,357.93</b>
<b>Bank Charges</b>			
Bank Charges	135.80	200.00	64.20
<b>Clinics &amp; Seminars</b>			
Clinics & Seminars	5,481.60	8,700.00	3,218.40
<b>Convention</b>			
Advances	19,200.00	22,770.00	3,570.00
Other Convention Expenses	379.51	1,000.00	620.49
Registration	3,150.00	3,240.00	90.00
<b>Total Convention</b>	<b>22,729.51</b>	<b>27,010.00</b>	<b>4,280.49</b>
<b>Entry Fees - Comp'd</b>			
Entry Fees - Comp'd	261.00	600.00	339.00
<b>Equipment - Purchases</b>			
Equipment - Purchases	323.48	300.00	-23.48
<b>Individual Registrations - Comp'd</b>			
Individual Registrations - Comp'd	1,458.00	1,350.00	-108.00
<b>Meals and Entertainment</b>			
Meals and Entertainment	421.38	1,400.00	978.62
<b>Newsletter</b>			
Newsletter		360.00	360.00
<b>Office Expenses &amp; Supplies</b>			
Office Expenses & Supplies		200.00	200.00
<b>Phone &amp; Fax</b>			
Phone & Fax	531.00	708.00	177.00
<b>Postage</b>			
Postage	68.89	200.00	131.11
<b>Professional Fees</b>			
Legal & Accounting	603.00	600.00	-3.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Newsletter	1,980.00	2,640.00	660.00
Registrar	16,650.00	22,200.00	5,550.00
Top 10/Recorder	6,625.00	8,500.00	1,875.00
<b>Total Professional Fees</b>	<b>25,858.00</b>	<b>33,940.00</b>	<b>8,082.00</b>
Promotional & Advertising	3,549.38	5,000.00	1,450.62
Software	968.47	1,200.00	231.53
Stationery & Printing	14.50	200.00	185.50
Taxes & Licenses	25.00	25.00	0.00
Video Services	2,435.00	3,600.00	1,165.00
Website & Web Development	720.00	720.00	0.00
<b>Total Expenses</b>	<b>\$66,143.08</b>	<b>\$88,233.00</b>	<b>\$22,089.92</b>
NET OPERATING INCOME	<b>\$ -14,091.58</b>	<b>\$ -17,083.00</b>	<b>\$ -2,991.42</b>
OTHER INCOME			
Interest Earned	8.35		-8.35
<b>Total Other Income</b>	<b>\$8.35</b>	<b>\$0.00</b>	<b>\$ -8.35</b>
OTHER EXPENSES			
Reconciliation Discrepancies	-31.53		31.53
<b>Total Other Expenses</b>	<b>\$ -31.53</b>	<b>\$0.00</b>	<b>\$31.53</b>
NET OTHER INCOME	<b>\$39.88</b>	<b>\$0.00</b>	<b>\$ -39.88</b>
NET INCOME	<b>\$ -14,051.70</b>	<b>\$ -17,083.00</b>	<b>\$ -3,031.30</b>