



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	2,032.00		-2,032.00
Offline Registrations	2,048.00	2,700.00	652.00
Offline Registrations Expense	-1,322.00	-2,050.00	-728.00
Online Registrations	48,904.00	65,350.00	16,446.00
Total Registration Revenue	51,662.00	66,000.00	14,338.00
Sanction Revenue			
Open Water	1,940.00	6,600.00	4,660.00
Open Water Expense	-1,035.00	-4,400.00	-3,365.00
Pool (Non-Regional/Zone/National)	1,500.00	1,700.00	200.00
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
Total Sanction Revenue	1,705.00	3,650.00	1,945.00
Total Income	\$53,411.50	\$71,150.00	\$17,738.50
GROSS PROFIT	\$53,411.50	\$71,150.00	\$17,738.50
EXPENSES			
Awards			
Annual		520.00	520.00
Competition - Open Water	1,954.93	2,000.00	45.07
Total Awards	1,954.93	2,520.00	565.07
Bank Charges			
Bank Charges	149.45	200.00	50.55
Clinics & Seminars			
Clinics & Seminars	5,940.81	8,700.00	2,759.19
Convention			
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
Total Convention	22,729.51	27,010.00	4,280.49
Entry Fees - Comp'd			
Entry Fees - Comp'd	338.00	600.00	262.00
Equipment - Purchases			
Equipment - Purchases	323.48	300.00	-23.48
Individual Registrations - Comp'd			
Individual Registrations - Comp'd	1,458.00	1,350.00	-108.00
Meals and Entertainment			
Meals and Entertainment	421.38	1,400.00	978.62
Newsletter			
Newsletter		360.00	360.00
Office Expenses & Supplies			
Office Expenses & Supplies		200.00	200.00
Phone & Fax			
Phone & Fax	531.00	708.00	177.00
Postage			
Postage	784.89	200.00	-584.89
Professional Fees			
Legal & Accounting	603.00	600.00	-3.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Newsletter	2,200.00	2,640.00	440.00
Registrar	19,125.00	22,200.00	3,075.00
Top 10/Recorder	6,625.00	8,500.00	1,875.00
Total Professional Fees	28,553.00	33,940.00	5,387.00
Promotional & Advertising	3,549.38	5,000.00	1,450.62
Software	968.47	1,200.00	231.53
Stationery & Printing	200.00	200.00	0.00
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
Total Expenses	\$71,082.30	\$88,233.00	\$17,150.70
NET OPERATING INCOME	\$ -17,670.80	\$ -17,083.00	\$587.80
OTHER INCOME			
Interest Earned	9.20		-9.20
Total Other Income	\$9.20	\$0.00	\$ -9.20
OTHER EXPENSES			
Reconciliation Discrepancies	-31.53		31.53
Total Other Expenses	\$ -31.53	\$0.00	\$31.53
NET OTHER INCOME	\$40.73	\$0.00	\$ -40.73
NET INCOME	\$ -17,630.07	\$ -17,083.00	\$547.07