

**Southern Pacific Masters Swimming**  
**Budget vs. Actuals: Budget - FY12 P&L**  
 January - December 2012

	Total		
	Actual	Budget	over Budget
<b>Income</b>			
<b>Awards Fees</b>	6,584.35	4,850.00	1,734.35
<b>Registration Revenue</b>			
<b>Club Registration Revenue</b>	4,290.00	3,520.00	770.00
<b>Donations - LMSC</b>	1,683.00	577.00	1,106.00
<b>Individual Registration Revenue</b>	208,935.00	193,600.00	15,335.00
<b>Total Registration Revenue</b>	<b>214,908.00</b>	<b>197,697.00</b>	<b>17,211.00</b>
<b>Sanction Revenue</b>			
<b>Open Water</b>	1,350.00	1,450.00	-100.00
<b>Pool</b>	1,300.00	1,650.00	-350.00
<b>Total Sanction Revenue</b>	<b>2,650.00</b>	<b>3,100.00</b>	<b>-450.00</b>
<b>Total Income</b>	<b>\$224,142.35</b>	<b>\$205,647.00</b>	<b>\$18,495.35</b>
<b>Gross Profit</b>	<b>\$224,142.35</b>	<b>\$205,647.00</b>	<b>\$18,495.35</b>
<b>Expenses</b>			
<b>Awards</b>			
<b>Awards - Annual</b>	242.38	300.00	-57.62
<b>Awards - Competition</b>	5,144.80	5,802.00	-657.20
<b>Total Awards</b>	<b>5,387.18</b>	<b>6,102.00</b>	<b>-714.82</b>
<b>Bank Charges</b>	93.00		93.00
<b>Clinics &amp; Seminars</b>	2,221.83	5,244.00	-3,022.17
<b>Convention</b>			
<b>Advances</b>	8,028.00	11,000.00	-2,972.00
<b>Registration</b>	1,920.00	1,920.00	0.00
<b>Total Convention</b>	<b>9,948.00</b>	<b>12,920.00</b>	<b>-2,972.00</b>
<b>Entry Fees - Comp'd</b>	918.00	314.00	604.00
<b>Equipment - Purchases</b>	864.53	1,100.00	-235.47
<b>Equipment - Storage</b>	192.00		192.00
<b>Individual Registrations - Comp'd</b>	836.00	572.00	264.00
<b>Office Expenses &amp; Supplies</b>	101.60	100.00	1.60
<b>Phone &amp; Fax</b>	638.98	701.00	-62.02
<b>Postage</b>	1,954.23	3,000.00	-1,045.77
<b>Professional Fees</b>			
<b>Legal</b>	884.00	672.00	212.00
<b>Meet Operations</b>	2,800.00	4,800.00	-2,000.00
<b>Newsletter</b>	1,200.00	1,200.00	0.00
<b>Open Water Coordinator</b>	200.00		200.00
<b>Open Water Referee</b>	510.00		510.00
<b>Registrar</b>	16,200.00	13,800.00	2,400.00
<b>Top 10/Recorder</b>	4,299.98	3,900.00	399.98
<b>Total Professional Fees</b>	<b>26,093.98</b>	<b>24,372.00</b>	<b>1,721.98</b>
<b>Promotional &amp; Advertising</b>	8,015.31	7,500.00	515.31
<b>Registration Expense</b>			

	Total		
	Actual	Budget	over Budget
Club Registration Expense	3,150.00	2,640.00	510.00
Donations - ISHOF	895.50		895.50
Donations - USMS	2,917.50		2,917.50
Individual Registration Expense	145,429.00	136,400.00	9,029.00
<b>Total Registration Expense</b>	<b>152,392.00</b>	<b>139,040.00</b>	<b>13,352.00</b>
Software	330.35		330.35
Stationery & Printing	1,655.55	1,596.00	59.55
Travel	1,362.42		1,362.42
<b>Total Expenses</b>	<b>\$213,004.96</b>	<b>\$202,561.00</b>	<b>\$10,443.96</b>
<b>Net Operating Income</b>	<b>\$11,137.39</b>	<b>\$3,086.00</b>	<b>\$8,051.39</b>
<b>Other Income</b>			
Interest Earned	11.95	40.00	-28.05
Miscellaneous Income	829.01		829.01
<b>Total Other Income</b>	<b>\$840.96</b>	<b>\$40.00</b>	<b>\$800.96</b>
<b>Other Expenses</b>			
Miscellaneous Expense	229.22		229.22
<b>Total Other Expenses</b>	<b>\$229.22</b>	<b>\$0.00</b>	<b>\$229.22</b>
<b>Net Other Income</b>	<b>\$611.74</b>	<b>\$40.00</b>	<b>\$571.74</b>
<b>Net Income</b>	<b>\$11,749.13</b>	<b>\$3,126.00</b>	<b>\$8,623.13</b>

Tuesday, Jan 08, 2013 06:08:12 PM PST GMT-8 - Cash Basis