

# Southern Pacific Masters Swimming

## BUDGET VS. ACTUALS: FISCAL YEAR 2016

January - December 2016

	TOTAL		
	ACTUAL	BUDGET	REMAINING
<b>INCOME</b>			
Awards Sales	1,230.10	1,000.00	-230.10
Clinic & Seminar Income	296.00		-296.00
Registration Revenue			
Donations - LMSC	1,640.00		-1,640.00
Offline Registrations	2,255.00	2,700.00	445.00
Offline Registrations Expense	-1,265.00	-1,950.00	-685.00
Online Registrations	62,528.00	75,250.00	12,722.00
<b>Total Registration Revenue</b>	<b>65,158.00</b>	<b>76,000.00</b>	<b>10,842.00</b>
Sanction Revenue			
Open Water	6,312.00	6,250.00	-62.00
Open Water Expense	-3,200.00	-5,000.00	-1,800.00
Pool	1,700.00	1,750.00	50.00
Pool Expense	-950.00	-1,000.00	-50.00
<b>Total Sanction Revenue</b>	<b>3,862.00</b>	<b>2,000.00</b>	<b>-1,862.00</b>
<b>Total Income</b>	<b>\$70,546.10</b>	<b>\$79,000.00</b>	<b>\$8,453.90</b>
<b>GROSS PROFIT</b>	<b>\$70,546.10</b>	<b>\$79,000.00</b>	<b>\$8,453.90</b>
<b>EXPENSES</b>			
Awards			
Annual		420.00	420.00
Competition - Open Water	1,859.78		-1,859.78
Competition - Pool		1,000.00	1,000.00
<b>Total Awards</b>	<b>1,859.78</b>	<b>1,420.00</b>	<b>-439.78</b>
Bank Charges	295.86	184.00	-111.86
Clinics & Seminars	2,526.99	7,550.00	5,023.01
Convention			
Advances	19,007.75	20,000.00	992.25
Other Convention Expenses	986.66	400.00	-586.66
Registration	2,880.00	3,230.00	350.00
<b>Total Convention</b>	<b>22,874.41</b>	<b>23,630.00</b>	<b>755.59</b>
Entry Fees - Comp'd	470.00	600.00	130.00
Equipment - Purchases	646.00	840.00	194.00
Individual Registrations - Comp'd	1,296.00	1,300.00	4.00
Office Expenses & Supplies	133.89	200.00	66.11
Phone & Fax	590.00	1,338.00	748.00
Postage	109.09	300.00	190.91
Professional Fees			
Legal & Accounting	582.00	600.00	18.00
Newsletter	220.00		-220.00
Newsletter/Top 10 Recorder	4,349.97	6,800.00	2,450.03
Registrar	16,925.00	20,100.00	3,175.00
Top 10/Recorder	625.00		-625.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
<b>Total Professional Fees</b>	<b>22,701.97</b>	<b>27,500.00</b>	<b>4,798.03</b>
Promotional & Advertising		1,850.00	1,850.00
Software	1,031.60	1,200.00	168.40
Stationery & Printing	345.64	210.00	-135.64
Taxes & Licenses	25.00	25.00	0.00
Video Services	5,505.00	5,400.00	-105.00
Website & Web Development	600.00	720.00	120.00
<b>Total Expenses</b>	<b>\$61,011.23</b>	<b>\$74,267.00</b>	<b>\$13,255.77</b>
NET OPERATING INCOME	<b>\$9,534.87</b>	<b>\$4,733.00</b>	<b>\$ -4,801.87</b>
OTHER INCOME			
Interest Earned	9.21		-9.21
<b>Total Other Income</b>	<b>\$9.21</b>	<b>\$0.00</b>	<b>\$ -9.21</b>
NET OTHER INCOME	<b>\$9.21</b>	<b>\$0.00</b>	<b>\$ -9.21</b>
NET INCOME	<b>\$9,544.08</b>	<b>\$4,733.00</b>	<b>\$ -4,811.08</b>