



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	1,497.00		-1,497.00
Offline Registrations	1,223.00	2,700.00	1,477.00
Offline Registrations Expense	-877.00	-2,050.00	-1,173.00
Online Registrations	33,810.00	65,350.00	31,540.00
Total Registration Revenue	35,653.00	66,000.00	30,347.00
Sanction Revenue			
Open Water	490.00	6,600.00	6,110.00
Open Water Expense		-4,400.00	-4,400.00
Pool (Non-Regional/Zone/National)	700.00	1,700.00	1,000.00
Pool (Recognized Expense)		-300.00	-300.00
Pool (Recognized)		600.00	600.00
Pool (Regional/Zone/National)		450.00	450.00
Pool Expense	-300.00	-1,000.00	-700.00
Total Sanction Revenue	890.00	3,650.00	2,760.00
Total Income	\$36,587.50	\$71,150.00	\$34,562.50
GROSS PROFIT	\$36,587.50	\$71,150.00	\$34,562.50
EXPENSES			
Awards			
Annual		520.00	520.00
Competition - Open Water		2,000.00	2,000.00
Total Awards		2,520.00	2,520.00
Bank Charges	45.10	200.00	154.90
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	1,512.00	1,350.00	-162.00
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	177.00	708.00	531.00
Postage	43.25	200.00	156.75
Professional Fees			
Legal & Accounting	53.00	600.00	547.00
Newsletter	660.00	2,640.00	1,980.00
Registrar	5,550.00	22,200.00	16,650.00
Top 10/Recorder	2,875.00	8,500.00	5,625.00
Total Professional Fees	9,138.00	33,940.00	24,802.00
Promotional & Advertising	51.17	2,000.00	1,948.83
Software	607.48	1,200.00	592.52
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	\$15,676.28	\$80,103.00	\$64,426.72
NET OPERATING INCOME	\$20,911.22	\$ -8,953.00	\$ -29,864.22
OTHER INCOME			
Interest Earned	2.47		-2.47
Total Other Income	\$2.47	\$0.00	\$ -2.47
NET OTHER INCOME	\$2.47	\$0.00	\$ -2.47
NET INCOME	\$20,913.69	\$ -8,953.00	\$ -29,866.69