

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	1,897.00		-1,897.00
Offline Registrations	1,609.00	2,700.00	1,091.00
Offline Registrations Expense	-1,041.00	-2,050.00	-1,009.00
Online Registrations	44,151.00	65,350.00	21,199.00
Total Registration Revenue	46,616.00	66,000.00	19,384.00
Sanction Revenue			
Open Water	1,148.00	6,600.00	5,452.00
Open Water Expense	-315.00	-4,400.00	-4,085.00
Pool (Non-Regional/Zone/National)	1,200.00	1,700.00	500.00
Pool (Recognized Expense)	-100.00	-300.00	-200.00
Pool (Recognized)	200.00	600.00	400.00
Pool (Regional/Zone/National)		450.00	450.00
Pool Expense	-600.00	-1,000.00	-400.00
Total Sanction Revenue	1,533.00	3,650.00	2,117.00
Total Income	\$48,193.50	\$71,150.00	\$22,956.50
GROSS PROFIT	\$48,193.50	\$71,150.00	\$22,956.50
EXPENSES			
Awards			
Annual		520.00	520.00
Competition - Open Water	1,093.71	2,000.00	906.29
Total Awards	1,093.71	2,520.00	1,426.29
Bank Charges	104.60	200.00	95.40
Clinics & Seminars	439.40	8,700.00	8,260.60
Convention			
Advances	19,200.00	22,770.00	3,570.00
Other Convention Expenses		1,000.00	1,000.00
Registration		3,240.00	3,240.00
Total Convention	19,200.00	27,010.00	7,810.00
Entry Fees - Comp'd	261.00	600.00	339.00
Equipment - Purchases	323.48	300.00	-23.48
Individual Registrations - Comp'd	1,458.00	1,350.00	-108.00
Meals and Entertainment	421.38	1,400.00	978.62
Newsletter		360.00	360.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Office Expenses & Supplies		200.00	200.00
Phone & Fax	413.00	708.00	295.00
Postage	60.51	200.00	139.49
Professional Fees			
Legal & Accounting	603.00	600.00	-3.00
Newsletter	1,540.00	2,640.00	1,100.00
Registrar	12,950.00	22,200.00	9,250.00
Top 10/Recorder	5,375.00	8,500.00	3,125.00
Total Professional Fees	20,468.00	33,940.00	13,472.00
Promotional & Advertising	3,061.06	5,000.00	1,938.94
Software	848.14	1,200.00	351.86
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
Total Expenses	\$51,346.78	\$88,233.00	\$36,886.22
NET OPERATING INCOME	\$ -3,153.28	\$ -17,083.00	\$ -13,929.72
OTHER INCOME			
Interest Earned	6.67		-6.67
Total Other Income	\$6.67	\$0.00	\$ -6.67
OTHER EXPENSES			
Reconciliation Discrepancies	-31.53		31.53
Total Other Expenses	\$ -31.53	\$0.00	\$31.53
NET OTHER INCOME	\$38.20	\$0.00	\$ -38.20
NET INCOME	\$ -3,115.08	\$ -17,083.00	\$ -13,967.92