



Southern Pacific Masters Swimming

BUDGET VS. ACTUALS: 2019

January - December 2019

| | TOTAL | | |
|---|--------------------|--------------------|----------------------|
| | ACTUAL | BUDGET | OVER BUDGET |
| Income | | | |
| 4000 Membership Fees | | | |
| 4010 Online Registrations | 52,278.00 | 80,200.00 | -27,922.00 |
| 4020 Offline Registrations | | | |
| 4021 Registration Fees | 97.00 | 800.00 | -703.00 |
| 4022 Transfer Fees | 202.00 | | 202.00 |
| Total 4020 Offline Registrations | 299.00 | 800.00 | -501.00 |
| Total 4000 Membership Fees | 52,577.00 | 81,000.00 | -28,423.00 |
| 4100 Meet/Open Water Revenue | | | |
| 4110 Pool Meet Fees | | | |
| 4111 Pool (Non-Championship) | 50.00 | 850.00 | -800.00 |
| 4112 Pool (Championship) | 50.00 | 300.00 | -250.00 |
| 4113 Pool (Recognized) | 100.00 | 300.00 | -200.00 |
| Total 4110 Pool Meet Fees | 200.00 | 1,450.00 | -1,250.00 |
| 4115 Open Water Fees | 100.00 | 1,600.00 | -1,500.00 |
| Total 4100 Meet/Open Water Revenue | 300.00 | 3,050.00 | -2,750.00 |
| 4900 Other Types of Income | | | |
| 4910 Other Event Income | | 300.00 | -300.00 |
| 4950 Contributions and Donations | 2,004.00 | | 2,004.00 |
| Total 4900 Other Types of Income | 2,004.00 | 300.00 | 1,704.00 |
| Total Income | \$54,881.00 | \$84,350.00 | \$ -29,469.00 |
| GROSS PROFIT | \$54,881.00 | \$84,350.00 | \$ -29,469.00 |
| Expenses | | | |
| 5000 Programs and Activities | | | |
| 5010 Pool Meet Expenses | | 1,000.00 | -1,000.00 |
| 5020 Clinics and Seminars | | 2,060.00 | -2,060.00 |
| 5035 Recognition Awards | 64.35 | 520.00 | -455.65 |
| 5040 Program Discounts | 1,706.00 | 800.00 | 906.00 |
| 5050 Awards for Events | 683.69 | 2,000.00 | -1,316.31 |
| Total 5000 Programs and Activities | 2,454.04 | 6,380.00 | -3,925.96 |
| 5500 Convention | | | |
| 5510 Advances | | 22,770.00 | -22,770.00 |
| 5520 Registration | | 3,240.00 | -3,240.00 |
| 5530 Other Convention Expenses | | 1,000.00 | -1,000.00 |
| Total 5500 Convention | | 27,010.00 | -27,010.00 |
| 5600 Adult Learn to Swim | | | |
| 5620 Adults Learning to Swim Scholarships | | 1,000.00 | -1,000.00 |
| Total 5600 Adult Learn to Swim | | 1,000.00 | -1,000.00 |
| 5700 Coach and Club Development | | | |

| | TOTAL | | |
|---|--------------------|---------------------|----------------------|
| | ACTUAL | BUDGET | OVER BUDGET |
| 5710 Coach Development | | | |
| 5711 SPMS Coaching Clinic | | 5,000.00 | -5,000.00 |
| 5712 USMS Coaching Level 1 and 2 Scholarships | | 1,900.00 | -1,900.00 |
| 5713 USMS Coaching Level 3 Scholarships | | 2,250.00 | -2,250.00 |
| Total 5710 Coach Development | | 9,150.00 | -9,150.00 |
| 5720 Club and Workout Group Development | 866.65 | 1,390.00 | -523.35 |
| Total 5700 Coach and Club Development | 866.65 | 10,540.00 | -9,673.35 |
| 6000 Administrative Expenses | | | |
| 6010 Office Expenses | | | |
| 6011 Bank Charges | 60.00 | 250.00 | -190.00 |
| 6012 Postage | | 200.00 | -200.00 |
| 6013 Stationery & Printing | | 250.00 | -250.00 |
| 6014 Phone and Fax | 708.00 | 708.00 | 0.00 |
| 6015 Software | 320.00 | 1,365.00 | -1,045.00 |
| 6016 Office Supplies | | 200.00 | -200.00 |
| 6017 QuickBooks Payments Fees | 21.80 | | 21.80 |
| 6018 Rule Books | 360.00 | 300.00 | 60.00 |
| 6019 Newsletter Expenses | 281.58 | | 281.58 |
| Total 6010 Office Expenses | 1,751.38 | 3,273.00 | -1,521.62 |
| 6030 Registration Expenses | | | |
| 6031 Postage and Membership Cards | 1,220.25 | 2,500.00 | -1,279.75 |
| Total 6030 Registration Expenses | 1,220.25 | 2,500.00 | -1,279.75 |
| 6050 Meeting Expenses | | | |
| 6051 Face-to-Face Planning Workshops | 246.70 | 800.00 | -553.30 |
| 6052 Annual Meeting | | 1,500.00 | -1,500.00 |
| 6053 SCPPOA Lunches | | 100.00 | -100.00 |
| Total 6050 Meeting Expenses | 246.70 | 2,400.00 | -2,153.30 |
| 6070 Professional Fees | | | |
| 6071 Accounting | 540.00 | 675.00 | -135.00 |
| 6072 Newsletter | 1,645.00 | 2,850.00 | -1,205.00 |
| 6073 Top 10/Recorder | 1,500.00 | 1,500.00 | 0.00 |
| Total 6070 Professional Fees | 3,685.00 | 5,025.00 | -1,340.00 |
| 6080 Advertising and Promotional | 1,501.50 | 2,080.00 | -578.50 |
| 6090 Miscellaneous Admin | 25.00 | | 25.00 |
| Total 6000 Administrative Expenses | 8,429.83 | 15,278.00 | -6,848.17 |
| 6100 Website and Social Media | 720.00 | 1,440.00 | -720.00 |
| 6200 Paid Registrar | 12,000.00 | 24,000.00 | -12,000.00 |
| 6300 Other Expenses | | | |
| 6350 Scholarships | | | |
| 6351 Individual Registrations Waived | 1,830.00 | 1,891.00 | -61.00 |
| Total 6350 Scholarships | 1,830.00 | 1,891.00 | -61.00 |
| Total 6300 Other Expenses | 1,830.00 | 1,891.00 | -61.00 |
| Total Expenses | \$26,300.52 | \$87,539.00 | \$ -61,238.48 |
| NET OPERATING INCOME | \$28,580.48 | \$ -3,189.00 | \$31,769.48 |
| NET INCOME | \$28,580.48 | \$ -3,189.00 | \$31,769.48 |