

**Southern Pacific Masters Swimming
2020 Budget - Version 20191105**

| | | Unified | | Notes |
|----|--|----------------------|-----------|--|
| | | Total | Detail | |
| 1 | Income | | | |
| 2 | Clinic Registration Revenue | 0.00 | | |
| 3 | Swimmer Registration | 56,400.00 | | 4700 Swimmers @ \$12 |
| 4 | Club Registrations | 1,000.00 | | 100 clubs @ \$10/each |
| 5 | Registration Transfers | 250.00 | | 50 transfers @ \$5/each |
| 6 | Open Water Swimmer Surcharge | 1,000.00 | | 1000 swimmers @ \$1/each |
| 7 | Total Income | \$ 58,650.00 | | |
| 8 | | | | |
| 9 | Expenses | | | |
| 10 | Awards | | | |
| 11 | Annual | 540.00 | | 6 @ \$65 & 2 (Swimmer of the Year) @ \$75 - per Becky |
| 12 | Competition - Open Water | 2,000.00 | | Awards & Shipping - Per Robin |
| 13 | Bank Charges | 250.00 | | Direct debit fees and Quickbooks Pay by Credit Card |
| 14 | Clinics & Seminars | 12,800.00 | | |
| 15 | | | 2,000.00 | 2 Open Water Swim Clinics - Per Robin |
| 16 | | | 650.00 | SCPPOA Membership |
| 17 | | | 5,000.00 | SPMS Coach's Clinic |
| 18 | | | 1,900.00 | USMS Coaching Level 1 & 2 Scholarships (10 @ \$190) |
| 19 | | | 2,250.00 | USMS Coaching Level 3 Scholarships (10 @ \$225) |
| 20 | | | 1,000.00 | ALTS Scholarships (4 @ \$250) |
| 21 | | | | |
| 22 | Meals & Food | 2,460.00 | | |
| 23 | | | 800.00 | Face to Face Meetings (2 @ \$400) |
| 24 | | | 1,300.00 | SPMS Annual Meeting - Dinner & Room Rental |
| 25 | | | 160.00 | SCPPOA Lunches |
| 26 | | | 200.00 | SPMS Annual Meeting - Other Expenses |
| 27 | | | | |
| 28 | Convention | 23,140.00 | | |
| 29 | Advances | | 18,900.00 | 18 @ \$1050 |
| 30 | Other Convention Expenses | | 1,000.00 | Shirts & Breakfast |
| 31 | Registration | | 3,240.00 | 18 @ \$180/person |
| 32 | | | | |
| 33 | Entry Fees - Comp'd | 1,000.00 | | |
| 34 | Equipment - Purchases | 1,300.00 | | |
| 35 | | | 300.00 | Rule Books (for Members (\$110) and Officials (\$190)) |
| 36 | | | 1,000.00 | Officials Shirts for Regionals & Nationals - per Alina |
| 37 | | | | |
| 38 | Individual Registrations - Comp'd | 2,440.00 | | 40 members @ \$61/member |
| 39 | Newletter Expenses | 600.00 | | Printing & Postage for Newsletters |
| 40 | Office Expenses & Supplies | 200.00 | | |
| 41 | Phone & Fax | 708.00 | | 12 months @ \$59/month |
| 42 | Postage | 200.00 | | Non-Awards & Non-Newsletter |
| 43 | Professional Fees | | | |
| 44 | Legal & Accounting | 650.00 | | Tax & 1099 Prep Fees |
| 45 | Newsletter | 2,850.00 | | per Contract (Jorge Ferrero) |
| 46 | Top 10 Recorder | 6,000.00 | | per Contrace (Judi Divan) |
| 47 | Registrar | 24,000.00 | | per Contract (Dan Wegner) |
| 48 | Promotional & Advertising | 2,080.00 | | |
| 49 | | | 1,000.00 | USMS Branded Caps (250 red & 250 green for Open Water Swims) - per Robin |
| 50 | | | 100.00 | USMS Brochures (1000 brochures) - per Anita |
| 51 | | | 300.00 | USMS Branded Caps (400 black & white) - per Anita |
| 52 | | | 117.00 | USMS Branded Caps (60 red) - per Anita |
| 53 | | | 200.00 | USMS Branded Luggage Tags (400 tags) - per Anita |
| 54 | | | 113.00 | USMS Branded Stickers (1000 stickers) - per Anita |
| 55 | | | 250.00 | USMS Branded Stickers (2000 stickers) - per Dan |
| 56 | | | | |
| 57 | Software | 320.00 | | Quickbooks Online + ExpensePoint |
| 58 | Stationery & Printing | 2,750.00 | | Non-Newsletter (\$250) & Pre-stamped Envelopes for Membership cards (\$2500) |
| 59 | Taxes & Licenses | 25.00 | | |
| 60 | Website & Web Development | 720.00 | | Typically billed in October. |
| 61 | Video Taping | 0.00 | | |
| 62 | Total Expenses | \$ 87,033.00 | | |
| 63 | Net Operating Income | -\$ 28,383.00 | | |