

MISSISSIPPI TENNIS ASSN.

Budget vs. Actuals: FY_2022 - FY22 P&L

January - December 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
Adult Leagues				
Adult League Tennis				
Championship fees- adult	62,055.70	68,000.00	-5,944.30	91.26 %
League fees - adult	93,083.04	112,000.00	-18,916.96	83.11 %
Total Adult League Tennis	155,138.74	180,000.00	-24,861.26	86.19 %
Alt. Leagues/Tri-level, Singles				
Misc Alternative leagues				
Tennis Apprentice	1,989.00	8,000.00	-6,011.00	24.86 %
Tri-level	4,000.00	3,000.00	1,000.00	133.33 %
Tri-level				
Championship Fees		17,000.00	-17,000.00	
League Fees	30,440.00	31,500.00	-1,060.00	96.63 %
Sponsorship funds	8,000.00	3,000.00	5,000.00	266.67 %
Total Tri-level	38,440.00	51,500.00	-13,060.00	74.64 %
Total Alt. Leagues/Tri-level, Singles	44,429.00	62,500.00	-18,071.00	71.09 %
Mixed Doubles				
18 & Over				
Championship fees		23,500.00	-23,500.00	
League fees	48,588.00	55,000.00	-6,412.00	88.34 %
Total 18 & Over	48,588.00	78,500.00	-29,912.00	61.90 %
Total Mixed Doubles	48,588.00	78,500.00	-29,912.00	61.90 %
Southern Combo Doubles				
Championship fees	87.04	44,000.00	-43,912.96	0.20 %
League fees-adult	31,192.00	110,050.00	-78,858.00	28.34 %
Total Southern Combo Doubles	31,279.04	154,050.00	-122,770.96	20.30 %
Total Adult Leagues	279,434.78	475,050.00	-195,615.22	58.82 %
Car Tag	5,400.00	9,000.00	-3,600.00	60.00 %
College Showcase		3,300.00	-3,300.00	
Head Tax				
Adult Head Tax	3,756.38	3,800.00	-43.62	98.85 %
Junior Head Tax	4,579.42	8,500.00	-3,920.58	53.88 %
Total Head Tax	8,335.80	12,300.00	-3,964.20	67.77 %
Junior - Programs				
JTT Fees	47,074.23	50,000.00	-2,925.77	94.15 %
Sponsorship		3,500.00	-3,500.00	
State tournament fees	4,896.00	20,000.00	-15,104.00	24.48 %
Total Junior - Programs	51,970.23	73,500.00	-21,529.77	70.71 %
Miscellaneous Income				
STA Distribution - Membership		500.00	-500.00	
Individual				
Individual	55,499.95	76,000.00	-20,500.05	73.03 %
Life	835.50	800.00	35.50	104.44 %

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Organizational	1,440.36	2,750.00	-1,309.64	52.38 %
Total STA Distribution - Membership	57,775.81	79,550.00	-21,774.19	72.63 %
STA Grants				
CD Workshop		2,000.00	-2,000.00	
Community Coordinator	5,000.00	15,000.00	-10,000.00	33.33 %
EDC Camps	300.00	1,200.00	-900.00	25.00 %
Marketing	3,863.50	7,727.00	-3,863.50	50.00 %
Network Support	203,537.81	338,453.00	-134,915.19	60.14 %
Schools/After School	22,500.00	30,000.00	-7,500.00	75.00 %
Total STA Grants	235,201.31	394,380.00	-159,178.69	59.64 %
Tournament Fees				
Sanction fees	7,049.37	4,800.00	2,249.37	146.86 %
Total Tournament Fees	7,049.37	4,800.00	2,249.37	146.86 %
USTA MS Merchandise	2,356.94	4,000.00	-1,643.06	58.92 %
Total Revenue	\$647,524.24	\$1,056,380.00	\$ -408,855.76	61.30 %
GROSS PROFIT	\$647,524.24	\$1,056,380.00	\$ -408,855.76	61.30 %
Expenditures				
6245 Miscellaneous		2,000.00	-2,000.00	
66900 Reconciliation Discrepancies		200.00	-200.00	
Administrative				
Bank Service Charges		200.00	-200.00	
Building Maintenance	1,205.67	10,000.00	-8,794.33	12.06 %
Email Marketing	367.50	500.00	-132.50	73.50 %
Insurance	160.00	3,800.00	-3,640.00	4.21 %
Janitorial	600.00	3,300.00	-2,700.00	18.18 %
Legal and Accounting	19,062.50	16,000.00	3,062.50	119.14 %
Maintenance of Equipment	1,761.66	4,500.00	-2,738.34	39.15 %
Office Furniture & Equipment	3,422.43	5,000.00	-1,577.57	68.45 %
Pest Service	510.84	700.00	-189.16	72.98 %
Postage	1,101.31	2,000.00	-898.69	55.07 %
Property Taxes	3,967.32	4,400.00	-432.68	90.17 %
Security System	315.70	650.00	-334.30	48.57 %
Supplies	1,973.40	5,500.00	-3,526.60	35.88 %
Telephone	4,842.63	6,800.00	-1,957.37	71.22 %
Utilities				
Electricity	1,485.35	3,250.00	-1,764.65	45.70 %
Gas	804.14	800.00	4.14	100.52 %
Water		200.00	-200.00	
Total Utilities	2,289.49	4,250.00	-1,960.51	53.87 %
Web site	4,704.72	6,500.00	-1,795.28	72.38 %
Total Administrative	46,285.17	74,100.00	-27,814.83	62.46 %

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Adult Competition				
Senior Cup	8,701.75	8,000.00	701.75	108.77 %
Total Adult Competition	8,701.75	8,000.00	701.75	108.77 %
Certified Officials				
Evaluator	1,181.78	2,000.00	-818.22	59.09 %
Tournament Directors Workshop	315.00	2,400.00	-2,085.00	13.13 %
Total Certified Officials	1,496.78	4,400.00	-2,903.22	34.02 %
Community Development Exp	1,017.00	4,000.00	-2,983.00	25.43 %
CTA/Advocacy Committee		1,000.00	-1,000.00	
Executive Director's Expenses	464.95	3,000.00	-2,535.05	15.50 %
Grants				
CD/Membership	5,527.56	9,400.00	-3,872.44	58.80 %
College Scholarship	8,000.00	8,000.00	0.00	100.00 %
Community Coord.		32,200.00	-32,200.00	
Community Tennis & Facility Dev	3,000.00	40,000.00	-37,000.00	7.50 %
CTA				
Promotions		1,500.00	-1,500.00	
Start up		1,000.00	-1,000.00	
Training		500.00	-500.00	
Total CTA		3,000.00	-3,000.00	
Diversity	2,750.00	8,000.00	-5,250.00	34.38 %
Jr Player Development	1,500.00	5,000.00	-3,500.00	30.00 %
Junior Start up		2,000.00	-2,000.00	
President	4,444.36	5,000.00	-555.64	88.89 %
Tournament Voucher	1,470.00	5,000.00	-3,530.00	29.40 %
USTA EDC Camps / PD Trainings	1,171.25	5,000.00	-3,828.75	23.43 %
Total Grants	27,863.17	122,600.00	-94,736.83	22.73 %
Junior Competition				
College Showcase	1,772.05	3,300.00	-1,527.95	53.70 %
Junior Tennis Council	10,704.39	11,000.00	-295.61	97.31 %
Player Dev Camps	1,623.84	3,000.00	-1,376.16	54.13 %
Southern Junior Cup		13,000.00	-13,000.00	
Tennis on Campus		500.00	-500.00	
Total Junior Competition	14,100.28	30,800.00	-16,699.72	45.78 %
Junior Recreational Programs				
High School Tennis				
High School Coaches Wksp	795.10	1,000.00	-204.90	79.51 %
MHSAA	2,150.46	2,500.00	-349.54	86.02 %
Total High School Tennis	2,945.56	3,500.00	-554.44	84.16 %
Jr Team Tennis				
10U Rackets & Equipment		750.00	-750.00	
Coordinator fees	22,472.00	40,000.00	-17,528.00	56.18 %

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Coordinators workshop		1,500.00	-1,500.00	
Court fees	726.00	750.00	-24.00	96.80 %
State Play-offs	14,790.19	17,100.00	-2,309.81	86.49 %
State tournament - Fall		4,900.00	-4,900.00	
Supplies	552.98	1,750.00	-1,197.02	31.60 %
Travel	1,048.78	2,500.00	-1,451.22	41.95 %
Total Jr Team Tennis	39,589.95	69,250.00	-29,660.05	57.17 %
NJTL	1,500.00	1,000.00	500.00	150.00 %
USTA Schools				
10U & Schools marketing	875.00	10,000.00	-9,125.00	8.75 %
Registrations		500.00	-500.00	
Supplies	3,359.42	7,200.00	-3,840.58	46.66 %
Travel	295.88	2,500.00	-2,204.12	11.84 %
Total USTA Schools	4,530.30	20,200.00	-15,669.70	22.43 %
Total Junior Recreational Programs	48,565.81	93,950.00	-45,384.19	51.69 %
Leagues Adult				
Adult League Tennis				
Adult Championships	39,786.65	32,500.00	7,286.65	122.42 %
Coordinator Fees	36,108.00	39,600.00	-3,492.00	91.18 %
Sectional winners	1,000.00	4,000.00	-3,000.00	25.00 %
Total Adult League Tennis	76,894.65	76,100.00	794.65	101.04 %
Alt. Leagues				
Coordinator fees - OTHER	2,631.00	10,000.00	-7,369.00	26.31 %
Coordinator fees Tri-level	11,064.00	12,500.00	-1,436.00	88.51 %
Tennis Apprentice	3,047.91	7,500.00	-4,452.09	40.64 %
Tri-Level Championships	1,505.74	11,500.00	-9,994.26	13.09 %
Total Alt. Leagues	18,248.65	41,500.00	-23,251.35	43.97 %
Conferences & Meetings		10,000.00	-10,000.00	
League Promotions	3,349.92	6,000.00	-2,650.08	55.83 %
Mixed Doubles				
Coordinator Fees	17,184.00	12,000.00	5,184.00	143.20 %
Mixed Doubles Championships	2,414.57	20,000.00	-17,585.43	12.07 %
Total Mixed Doubles	19,598.57	32,000.00	-12,401.43	61.25 %
Senior League	250.00		250.00	
Southern Combo Doubles				
Championship	4,109.99	27,000.00	-22,890.01	15.22 %
Coordinator Fees	20,316.00	36,500.00	-16,184.00	55.66 %
Total Southern Combo Doubles	24,425.99	63,500.00	-39,074.01	38.47 %
Total Leagues Adult	142,767.78	229,100.00	-86,332.22	62.32 %
Marketing				
Adult	58.41	1,000.00	-941.59	5.84 %

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Advertising		4,000.00	-4,000.00	
Junior	1,608.98	3,500.00	-1,891.02	45.97 %
Promotions/Events	1,620.60	12,000.00	-10,379.40	13.51 %
Supplies		2,000.00	-2,000.00	
Travel	939.35	2,500.00	-1,560.65	37.57 %
Total Marketing	4,227.34	25,000.00	-20,772.66	16.91 %
Meetings				
MTA	8,952.71	15,000.00	-6,047.29	59.68 %
STA	2,170.99	8,000.00	-5,829.01	27.14 %
USTA	4,006.39	15,000.00	-10,993.61	26.71 %
Total Meetings	15,130.09	38,000.00	-22,869.91	39.82 %
Merchandise	2,783.08	4,000.00	-1,216.92	69.58 %
Payroll Expenses	188,844.11	370,000.00	-181,155.89	51.04 %
President Elect's Expenses		500.00	-500.00	
President's Expenses	465.00	1,000.00	-535.00	46.50 %
Miscellaneous	695.00	500.00	195.00	139.00 %
Total President's Expenses	1,160.00	1,500.00	-340.00	77.33 %
Ranking/Selection committee		200.00	-200.00	
Wheelchair Tennis	1,859.86	3,000.00	-1,140.14	62.00 %
Yearbook-Current Year	7,643.92	6,500.00	1,143.92	117.60 %
Total Expenditures	\$512,911.09	\$1,021,850.00	\$ -508,938.91	50.19 %
NET OPERATING REVENUE	\$134,613.15	\$34,530.00	\$100,083.15	389.84 %
NET REVENUE	\$134,613.15	\$34,530.00	\$100,083.15	389.84 %