

MISSISSIPPI TENNIS ASSN.

Budget vs. Actuals: FY_2024 - FY24 P&L

January - December 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
Adult Leagues				
Adult League Tennis				
Championship fees- adult	78,865.16	70,515.00	8,350.16	111.84 %
League fees - adult	126,334.00	124,000.00	2,334.00	101.88 %
Total Adult League Tennis	205,199.16	194,515.00	10,684.16	105.49 %
Alt. Leagues/Tri-level, Singles				
Community Coord Programming	2,255.63	1,500.00	755.63	150.38 %
Corporate League	3,243.00	5,000.00	-1,757.00	64.86 %
Flex	1,997.50	500.00	1,497.50	399.50 %
Misc Alternative leagues	25,739.00	17,000.00	8,739.00	151.41 %
Tennis Apprentice	18,781.52	7,500.00	11,281.52	250.42 %
Tri-level				
Championship Fees	15,377.00	15,155.00	222.00	101.46 %
League Fees	43,094.00	39,000.00	4,094.00	110.50 %
Sponsorship funds	10,000.00	10,000.00	0.00	100.00 %
Total Tri-level	68,471.00	64,155.00	4,316.00	106.73 %
Total Alt. Leagues/Tri-level, Singles	120,487.65	95,655.00	24,832.65	125.96 %
Mixed Doubles				
18 & Over				
Championship fees	22,335.00	22,824.00	-489.00	97.86 %
League fees	48,391.00	57,500.00	-9,109.00	84.16 %
Total 18 & Over	70,726.00	80,324.00	-9,598.00	88.05 %
Total Mixed Doubles	70,726.00	80,324.00	-9,598.00	88.05 %
Southern Combo Doubles				
Championship fees	37,940.55	40,760.00	-2,819.45	93.08 %
League fees-adult	100,648.00	105,500.00	-4,852.00	95.40 %
Total Southern Combo Doubles	138,588.55	146,260.00	-7,671.45	94.75 %
Total Adult Leagues	535,001.36	516,754.00	18,247.36	103.53 %
Car Tag	9,240.00	9,000.00	240.00	102.67 %
College Showcase	2,354.16	3,300.00	-945.84	71.34 %
Head Tax				
Adult Head Tax	3,501.28	3,500.00	1.28	100.04 %
Junior Head Tax	6,738.00	8,500.00	-1,762.00	79.27 %
Total Head Tax	10,239.28	12,000.00	-1,760.72	85.33 %
Junior - Programs				
JTT Fees	60,410.58	70,000.00	-9,589.42	86.30 %
Sponsorship		0.00	0.00	
State tournament fees	27,222.00	20,000.00	7,222.00	136.11 %
Total Junior - Programs	87,632.58	90,000.00	-2,367.42	97.37 %
Miscellaneous Income	1,892.36	500.00	1,392.36	378.47 %
STA Distribution - Membership				

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Individual	87,266.82	80,965.00	6,301.82	107.78 %
Total STA Distribution - Membership	87,266.82	80,965.00	6,301.82	107.78 %
STA Grants				
CD Workshop	2,000.00	2,000.00	0.00	100.00 %
Community Coordinator	15,000.00	15,000.00	0.00	100.00 %
EDC Camps	500.00		500.00	
Marketing	7,727.00	7,727.00	0.00	100.00 %
Network Support	374,640.79	373,318.00	1,322.79	100.35 %
Red Ball Initiative	6,493.50	12,987.00	-6,493.50	50.00 %
Reserve Payout	27,065.76	27,065.00	0.76	100.00 %
Schools/After School	30,000.00	30,000.00	0.00	100.00 %
Special	1,500.00		1,500.00	
Wheelchair	9,000.00	5,000.00	4,000.00	180.00 %
Total STA Grants	473,927.05	473,097.00	830.05	100.18 %
Tournament Fees				
Sanction fees	3,752.28	6,000.00	-2,247.72	62.54 %
Tennis On Campus Tournament	4,086.93	2,250.00	1,836.93	181.64 %
Total Tournament Fees	7,839.21	8,250.00	-410.79	95.02 %
USTA MS Merchandise	1,721.86	2,000.00	-278.14	86.09 %
Total Revenue	\$1,217,114.68	\$1,195,866.00	\$21,248.68	101.78 %
GROSS PROFIT	\$1,217,114.68	\$1,195,866.00	\$21,248.68	101.78 %
Expenditures				
6245 Miscellaneous	1,000.00	2,000.00	-1,000.00	50.00 %
66900 Reconciliation Discrepancies		200.00	-200.00	
Administrative				
Bank Service Charges		200.00	-200.00	
Building Maintenance	3,227.95	10,000.00	-6,772.05	32.28 %
Email Marketing	630.00	630.00	0.00	100.00 %
Insurance	5,452.00	6,000.00	-548.00	90.87 %
Janitorial	1,320.00	2,000.00	-680.00	66.00 %
Legal and Accounting	20,250.00	16,000.00	4,250.00	126.56 %
Maintenance of Equipment	3,866.01	4,500.00	-633.99	85.91 %
Office Furniture & Equipment	2,524.90	5,000.00	-2,475.10	50.50 %
Pest Service	1,118.75	700.00	418.75	159.82 %
Postage	1,913.42	2,000.00	-86.58	95.67 %
Property Taxes	4,045.30	4,400.00	-354.70	91.94 %
Security System	591.50	650.00	-58.50	91.00 %
Supplies	6,313.06	5,500.00	813.06	114.78 %
Telephone	8,426.83	7,400.00	1,026.83	113.88 %
Utilities				
Electricity	3,726.67	3,500.00	226.67	106.48 %
Gas	1,096.39	1,100.00	-3.61	99.67 %

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Water	524.00	1,200.00	-676.00	43.67 %
Total Utilities	5,347.06	5,800.00	-452.94	92.19 %
Web site	4,246.96	6,500.00	-2,253.04	65.34 %
Total Administrative	69,273.74	77,280.00	-8,006.26	89.64 %
Adult Competition				
Senior Cup	8,414.77	9,000.00	-585.23	93.50 %
Tournament				
TD Grants & Incentives	300.00	2,000.00	-1,700.00	15.00 %
Travel	2,915.22	3,000.00	-84.78	97.17 %
Total Tournament	3,215.22	5,000.00	-1,784.78	64.30 %
Total Adult Competition	11,629.99	14,000.00	-2,370.01	83.07 %
Certified Officials				
Tournament Directors Workshop	3,431.64	2,400.00	1,031.64	142.99 %
Total Certified Officials	3,431.64	2,400.00	1,031.64	142.99 %
Community Development Exp				
CTA Workshop	3,747.20	2,000.00	1,747.20	187.36 %
Travel	2,006.50	2,000.00	6.50	100.33 %
Total Community Development Exp	5,753.70	4,000.00	1,753.70	143.84 %
CTA/Advocacy Committee	700.00	1,000.00	-300.00	70.00 %
Executive Director's Expenses	2,590.31	3,000.00	-409.69	86.34 %
Grants				
Adult Red Ball Initiative	3,262.05	12,987.00	-9,724.95	25.12 %
CD/Membership	6,591.66	7,500.00	-908.34	87.89 %
College Scholarship	8,000.00	8,000.00	0.00	100.00 %
Community Coord.	18,200.00	30,000.00	-11,800.00	60.67 %
Community Tennis & Facility Dev	37,500.00	40,000.00	-2,500.00	93.75 %
CTA				
Promotions	684.10	1,500.00	-815.90	45.61 %
Start up		1,000.00	-1,000.00	
Training	500.00	1,000.00	-500.00	50.00 %
Total CTA	1,184.10	3,500.00	-2,315.90	33.83 %
Diversity	2,400.00	8,000.00	-5,600.00	30.00 %
Jr Player Development	7,900.00	5,000.00	2,900.00	158.00 %
Junior Start up	-764.55	2,000.00	-2,764.55	-38.23 %
President	1,737.00	5,000.00	-3,263.00	34.74 %
STA Bonus Payout Grant	6,106.80	27,065.00	-20,958.20	22.56 %
Tournament Voucher		3,000.00	-3,000.00	
USTA EDC Camps / PD Trainings	802.95	5,000.00	-4,197.05	16.06 %
Total Grants	92,920.01	157,052.00	-64,131.99	59.17 %
Junior Competition				
College Showcase	842.25	3,300.00	-2,457.75	25.52 %
Junior Tennis Council	10,866.86	11,000.00	-133.14	98.79 %

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Southern Junior Cup	14,390.08	13,000.00	1,390.08	110.69 %
Tennis on Campus Grant	275.00	500.00	-225.00	55.00 %
Tennis on Campus Tournament	4,693.99	2,250.00	2,443.99	208.62 %
Total Tennis on Campus Grant	4,968.99	2,750.00	2,218.99	180.69 %
Total Junior Competition	31,068.18	30,050.00	1,018.18	103.39 %
Junior Recreational Programs				
High School Tennis				
High School Coaches Wksp	347.93	750.00	-402.07	46.39 %
MHSAA	1,456.85	2,500.00	-1,043.15	58.27 %
Total High School Tennis	1,804.78	3,250.00	-1,445.22	55.53 %
Jr Team Tennis				
10U Rackets & Equipment	438.80	750.00	-311.20	58.51 %
Coordinator fees	37,402.20	40,000.00	-2,597.80	93.51 %
Coordinators workshop	828.56	1,500.00	-671.44	55.24 %
Court fees	432.00	900.00	-468.00	48.00 %
STA JTT Supplies/Balls Grant	1,326.56	1,500.00	-173.44	88.44 %
State Play-offs	17,613.06	17,100.00	513.06	103.00 %
State tournament - Fall	7,852.09	4,900.00	2,952.09	160.25 %
Supplies	2,008.21	2,500.00	-491.79	80.33 %
Travel	852.44	2,500.00	-1,647.56	34.10 %
Total Jr Team Tennis	68,753.92	71,650.00	-2,896.08	95.96 %
NJTL	3,072.84	1,500.00	1,572.84	204.86 %
USTA Schools				
10U & Schools marketing	3,864.71	7,000.00	-3,135.29	55.21 %
High School Classic	2,968.77	4,000.00	-1,031.23	74.22 %
Schools Grant & Supplies	103.20	3,200.00	-3,096.80	3.23 %
Travel	1,140.88	2,500.00	-1,359.12	45.64 %
Total USTA Schools	8,077.56	16,700.00	-8,622.44	48.37 %
Total Junior Recreational Programs	81,709.10	93,100.00	-11,390.90	87.76 %
Leagues Adult				
Adult League Tennis				
Adult Championships	58,254.57	49,500.00	8,754.57	117.69 %
Coordinator Fees	30,339.00	31,000.00	-661.00	97.87 %
LLC Stipends	40,000.00	40,000.00	0.00	100.00 %
Sectional winners	2,000.00	4,000.00	-2,000.00	50.00 %
Total Adult League Tennis	130,593.57	124,500.00	6,093.57	104.89 %
Alt. Leagues				
Community Coordinator Programming	774.44	1,500.00	-725.56	51.63 %
Coordinator fees - OTHER	13,078.00	15,000.00	-1,922.00	87.19 %
Coordinator fees Tri-level	9,925.00	9,500.00	425.00	104.47 %
Corporate League	1,788.89	3,500.00	-1,711.11	51.11 %
Tennis Apprentice	20,760.85	8,750.00	12,010.85	237.27 %

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Tri-Level Championships	8,753.49	10,000.00	-1,246.51	87.53 %
Total Alt. Leagues	55,080.67	48,250.00	6,830.67	114.16 %
Conferences & Meetings	8,941.39	10,000.00	-1,058.61	89.41 %
League Promotions	4,107.58	6,000.00	-1,892.42	68.46 %
Mixed Doubles				
Coordinator Fees	11,185.00	14,000.00	-2,815.00	79.89 %
Mixed Doubles Championships	9,122.42	15,500.00	-6,377.58	58.85 %
Total Mixed Doubles	20,307.42	29,500.00	-9,192.58	68.84 %
Southern Combo Doubles				
Championship	39,582.29	33,000.00	6,582.29	119.95 %
Coordinator Fees	23,330.00	26,000.00	-2,670.00	89.73 %
Total Southern Combo Doubles	62,912.29	59,000.00	3,912.29	106.63 %
Total Leagues Adult	281,942.92	277,250.00	4,692.92	101.69 %
Marketing				
Adult	2,393.58	2,500.00	-106.42	95.74 %
Advertising	1,786.38	4,000.00	-2,213.62	44.66 %
Junior	175.00	3,500.00	-3,325.00	5.00 %
Promotions/Events	5,703.58	10,500.00	-4,796.42	54.32 %
Supplies	1,400.59	2,000.00	-599.41	70.03 %
Travel	760.07	2,500.00	-1,739.93	30.40 %
Total Marketing	12,219.20	25,000.00	-12,780.80	48.88 %
Meetings				
MTA	14,113.40	16,000.00	-1,886.60	88.21 %
STA	8,109.64	8,000.00	109.64	101.37 %
USTA	12,765.23	14,000.00	-1,234.77	91.18 %
Total Meetings	34,988.27	38,000.00	-3,011.73	92.07 %
Merchandise	2,558.09	3,000.00	-441.91	85.27 %
Payroll Expenses	429,167.25	433,440.00	-4,272.75	99.01 %
President Elect's Expenses		500.00	-500.00	
President's Expenses		1,000.00	-1,000.00	
Miscellaneous	1,415.00	2,000.00	-585.00	70.75 %
Total President's Expenses	1,415.00	3,000.00	-1,585.00	47.17 %
Ranking/Selection committee	566.26	450.00	116.26	125.84 %
Wheelchair Tennis	9,348.97	8,000.00	1,348.97	116.86 %
Yearbook-Current Year	1,209.60	3,000.00	-1,790.40	40.32 %
Total Expenditures	\$1,073,492.23	\$1,175,722.00	\$ -102,229.77	91.30 %
NET OPERATING REVENUE	\$143,622.45	\$20,144.00	\$123,478.45	712.98 %
Other Revenue				
70010 Interest Earned	28,080.55		28,080.55	
Total Other Revenue	\$28,080.55	\$0.00	\$28,080.55	0.00%
NET OTHER REVENUE	\$28,080.55	\$0.00	\$28,080.55	0.00%

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NET REVENUE	\$171,703.00	\$20,144.00	\$151,559.00	852.38 %