



Southern Pacific Masters Swimming

PROFIT AND LOSS January - October, 2017

	JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	JUL 2017	AUG 2017	SEP 2017	OCT 2017	TOTAL
INCOME											
Promotional Sales		44.50									\$44.50
Registration Revenue											\$0.00
Donations - LMSC	1,037.00	350.00	110.00	155.00	80.00	105.00	60.00	60.00	20.00	55.00	\$2,032.00
Offline Registrations	69.00	779.00	375.00	227.00	30.00	69.00	60.00	256.00	143.00	40.00	\$2,048.00
Offline Registrations Expense	-41.00	-590.00	-246.00	-123.00		-41.00		-195.00	-86.00		\$ -1,322.00
Online Registrations	19,937.00	10,222.00	3,651.00	3,785.00	1,924.00	1,980.00	2,652.00	1,770.00	1,718.00	1,265.00	\$48,904.00
Total Registration Revenue	21,002.00	10,761.00	3,890.00	4,044.00	2,034.00	2,113.00	2,772.00	1,891.00	1,795.00	1,360.00	\$51,662.00
Sanction Revenue											
Open Water		390.00	100.00	100.00	100.00	200.00	258.00			792.00	\$1,940.00
Open Water Expense							-315.00	-520.00	-100.00	-100.00	\$ -1,035.00
Pool	400.00		-400.00								\$0.00
Pool (Non-Regional/Zone/National)			700.00		300.00	100.00	100.00	200.00		100.00	\$1,500.00
Pool (Recognized Expense)				-100.00				-100.00			\$ -200.00
Pool (Recognized)						200.00				200.00	\$400.00
Pool Expense	-150.00	-50.00	-100.00	-50.00	-150.00	-50.00	-50.00	-200.00	-100.00		\$ -900.00
Total Sanction Revenue	250.00	340.00	300.00	-50.00	250.00	450.00	-7.00	-620.00	-200.00	992.00	\$1,705.00
Total Income	\$21,252.00	\$11,145.50	\$4,190.00	\$3,994.00	\$2,284.00	\$2,563.00	\$2,765.00	\$1,271.00	\$1,595.00	\$2,352.00	\$53,411.50
GROSS PROFIT	\$21,252.00	\$11,145.50	\$4,190.00	\$3,994.00	\$2,284.00	\$2,563.00	\$2,765.00	\$1,271.00	\$1,595.00	\$2,352.00	\$53,411.50
EXPENSES											
Awards											\$0.00
Competition - Open Water				1,038.18		55.53		68.36			\$1,162.07
Total Awards				1,038.18		55.53		68.36			\$1,162.07
Bank Charges	17.30	10.50	17.30	13.65	18.30	17.05	10.50	14.15	10.00	20.70	\$149.45
Clinics & Seminars		439.40							4,500.00	642.20	\$5,581.60
Convention											\$0.00
Advances							17,935.00	1,265.00			\$19,200.00
Other Convention Expenses									379.51		\$379.51
Registration								3,150.00			\$3,150.00
Total Convention							17,935.00	4,415.00	379.51		\$22,729.51
Entry Fees - Comp'd		10.00				166.00	85.00			77.00	\$338.00
Equipment - Purchases		264.00					59.48				\$323.48
Individual Registrations - Comp'd		1,512.00			-54.00						\$1,458.00

	JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	JUL 2017	AUG 2017	SEP 2017	OCT 2017	TOTAL
Meals and Entertainment		221.38					200.00				\$421.38
Phone & Fax	59.00	59.00	59.00	59.00		118.00	59.00	59.00	59.00		\$531.00
Postage		26.99	16.26	7.67		2.68	6.91	8.38		716.00	\$784.89
Professional Fees											\$0.00
Legal & Accounting		53.00				550.00					\$603.00
Newsletter	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	\$2,200.00
Registrar	1,850.00	1,850.00	1,850.00	1,850.00	1,850.00	1,850.00	1,850.00	1,850.00	1,850.00	2,475.00	\$19,125.00
Top 10/Recorder	1,625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00		\$6,625.00
Total Professional Fees	3,695.00	2,748.00	2,695.00	2,695.00	2,695.00	3,245.00	2,695.00	2,695.00	2,695.00	2,695.00	\$28,553.00
Promotional & Advertising			51.17			3,009.89				488.32	\$3,549.38
Software	61.15	485.18	61.15	59.18		120.33	61.15	61.15	59.18		\$968.47
Stationery & Printing	12.50					2.00				185.50	\$200.00
Taxes & Licenses						25.00					\$25.00
Video Services	2,435.00										\$2,435.00
Website & Web Development	720.00										\$720.00
Total Expenses	\$6,999.95	\$5,776.45	\$2,899.88	\$3,872.68	\$2,659.30	\$6,761.48	\$21,112.04	\$7,321.04	\$7,702.69	\$4,824.72	\$69,930.23
NET OPERATING INCOME	\$14,252.05	\$5,369.05	\$1,290.12	\$121.32	\$ -375.30	\$ -4,198.48	\$ -18,347.04	\$ -6,050.04	\$ -6,107.69	\$ -2,472.72	\$ -16,518.73
OTHER INCOME											
Interest Earned	0.85	0.85	0.77	0.84	0.84	0.83	0.84	0.85	0.84	0.84	\$8.35
Total Other Income	\$0.85	\$0.85	\$0.77	\$0.84	\$0.84	\$0.83	\$0.84	\$0.85	\$0.84	\$0.84	\$8.35
OTHER EXPENSES											
Reconciliation Discrepancies					-31.53						\$ -31.53
Total Other Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$ -31.53	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ -31.53
NET OTHER INCOME	\$0.85	\$0.85	\$0.77	\$0.84	\$32.37	\$0.83	\$0.84	\$0.85	\$0.84	\$0.84	\$39.88
NET INCOME	\$14,252.90	\$5,369.90	\$1,290.89	\$122.16	\$ -342.93	\$ -4,197.65	\$ -18,346.20	\$ -6,049.19	\$ -6,106.85	\$ -2,471.88	\$ -16,478.85