



# Southern Pacific Masters Swimming

## PROFIT AND LOSS

January - August, 2017

	JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	JUL 2017	AUG 2017	TOTAL
<b>INCOME</b>									
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	\$1,957.00
Offline Registrations	69.00	779.00	375.00	227.00	30.00	69.00	60.00	256.00	\$1,865.00
Offline Registrations Expense	-41.00	-590.00	-246.00	-123.00		-41.00		-195.00	\$ -1,236.00
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	\$45,921.00
<b>Total Registration Revenue</b>	<b>21,002.00</b>	<b>10,761.00</b>	<b>3,890.00</b>	<b>4,044.00</b>	<b>2,034.00</b>	<b>2,113.00</b>	<b>2,772.00</b>	<b>1,891.00</b>	<b>\$48,507.00</b>
Sanction Revenue									\$0.00
Open Water		390.00	100.00	100.00	100.00	200.00	258.00		\$1,148.00
Open Water Expense							-315.00	-520.00	\$ -835.00
Pool	400.00		-400.00						\$0.00
Pool (Non-Regional/Zone/National)			700.00		300.00	100.00	100.00	200.00	\$1,400.00
Pool (Recognized Expense)				-100.00				-100.00	\$ -200.00
Pool (Recognized)						200.00			\$200.00
Pool Expense	-150.00	-50.00	-100.00	-50.00	-150.00	-50.00	-50.00	-200.00	\$ -800.00
<b>Total Sanction Revenue</b>	<b>250.00</b>	<b>340.00</b>	<b>300.00</b>	<b>-50.00</b>	<b>250.00</b>	<b>450.00</b>	<b>-7.00</b>	<b>-620.00</b>	<b>\$913.00</b>
<b>Total Income</b>	<b>\$21,252.00</b>	<b>\$11,145.50</b>	<b>\$4,190.00</b>	<b>\$3,994.00</b>	<b>\$2,284.00</b>	<b>\$2,563.00</b>	<b>\$2,765.00</b>	<b>\$1,271.00</b>	<b>\$49,464.50</b>
<b>GROSS PROFIT</b>	<b>\$21,252.00</b>	<b>\$11,145.50</b>	<b>\$4,190.00</b>	<b>\$3,994.00</b>	<b>\$2,284.00</b>	<b>\$2,563.00</b>	<b>\$2,765.00</b>	<b>\$1,271.00</b>	<b>\$49,464.50</b>
<b>EXPENSES</b>									
Awards									\$0.00
Competition - Open Water				1,038.18		55.53		68.36	\$1,162.07
<b>Total Awards</b>				<b>1,038.18</b>		<b>55.53</b>		<b>68.36</b>	<b>\$1,162.07</b>
Bank Charges	17.30	10.50	17.30	13.65	18.30	17.05	10.50	14.15	\$118.75
Clinics & Seminars		439.40							\$439.40
Convention									\$0.00
Advances							17,935.00	1,265.00	\$19,200.00
Registration								3,150.00	\$3,150.00
<b>Total Convention</b>							<b>17,935.00</b>	<b>4,415.00</b>	<b>\$22,350.00</b>

	JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	JUL 2017	AUG 2017	TOTAL
Entry Fees - Comp'd		10.00				166.00	85.00		\$261.00
Equipment - Purchases		264.00					59.48		\$323.48
Individual Registrations - Comp'd		1,512.00			-54.00				\$1,458.00
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	\$472.00
Postage		26.99	16.26	7.67		2.68	6.91	8.38	\$68.89
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	\$1,760.00
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	\$14,800.00
Top 10/Recorder	1,625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	\$6,000.00
<b>Total Professional Fees</b>	<b>3,695.00</b>	<b>2,748.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>3,245.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>\$23,163.00</b>
Promotional & Advertising			51.17			3,009.89			\$3,061.06
Software	61.15	485.18	61.15	59.18		120.33	61.15	61.15	\$909.29
Stationery & Printing	12.50					2.00			\$14.50
Taxes & Licenses						25.00			\$25.00
Video Services	2,435.00								\$2,435.00
Website & Web Development	720.00								\$720.00
<b>Total Expenses</b>	<b>\$6,999.95</b>	<b>\$5,776.45</b>	<b>\$2,899.88</b>	<b>\$3,872.68</b>	<b>\$2,659.30</b>	<b>\$6,761.48</b>	<b>\$21,112.04</b>	<b>\$7,321.04</b>	<b>\$57,402.82</b>
NET OPERATING INCOME	<b>\$14,252.05</b>	<b>\$5,369.05</b>	<b>\$1,290.12</b>	<b>\$121.32</b>	<b>\$ -375.30</b>	<b>\$ -4,198.48</b>	<b>\$ -18,347.04</b>	<b>\$ -6,050.04</b>	<b>\$ -7,938.32</b>
OTHER INCOME									
Interest Earned	0.85	0.85	0.77	0.84	0.84	0.83	0.84	0.85	\$6.67
<b>Total Other Income</b>	<b>\$0.85</b>	<b>\$0.85</b>	<b>\$0.77</b>	<b>\$0.84</b>	<b>\$0.84</b>	<b>\$0.83</b>	<b>\$0.84</b>	<b>\$0.85</b>	<b>\$6.67</b>
OTHER EXPENSES									
Reconciliation Discrepancies						-31.53			\$ -31.53
<b>Total Other Expenses</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$ -31.53</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$ -31.53</b>
NET OTHER INCOME	<b>\$0.85</b>	<b>\$0.85</b>	<b>\$0.77</b>	<b>\$0.84</b>	<b>\$32.37</b>	<b>\$0.83</b>	<b>\$0.84</b>	<b>\$0.85</b>	<b>\$38.20</b>
NET INCOME	<b>\$14,252.90</b>	<b>\$5,369.90</b>	<b>\$1,290.89</b>	<b>\$122.16</b>	<b>\$ -342.93</b>	<b>\$ -4,197.65</b>	<b>\$ -18,346.20</b>	<b>\$ -6,049.19</b>	<b>\$ -7,900.12</b>