



# Southern Pacific Masters Swimming

## PROFIT AND LOSS

January - November, 2018

	JAN 2018	FEB 2018	MAR 2018	APR 2018	MAY 2018	JUN 2018	JUL 2018	AUG 2018	SEP 2018	OCT 2018	NOV 2018	TOTAL
<b>Income</b>												
Clinic & Seminar Income										3,120.50		\$3,120.50
Registration Revenue												\$0.00
Donations - LMSC	871.00	495.00	240.00	25.00	35.00	50.00			15.00	5.00	50.00	\$1,786.00
Offline Registrations	258.00	494.00	90.00	161.00	50.00	25.00	61.00	275.00	136.00	10.00	5.00	\$1,565.00
Offline Registrations Expense	-1,343.00	-299.00	-62.00	-95.00		-43.00	-43.00		-958.00	-690.00		\$ -3,533.00
Online Registrations	22,725.00	16,773.00	4,350.00	3,501.00	3,828.00	3,035.00	3,615.00	2,623.00	2,389.00	2,466.00	2,583.00	\$67,888.00
<b>Total Registration Revenue</b>	<b>22,511.00</b>	<b>17,463.00</b>	<b>4,618.00</b>	<b>3,592.00</b>	<b>3,913.00</b>	<b>3,067.00</b>	<b>3,633.00</b>	<b>2,898.00</b>	<b>1,582.00</b>	<b>1,791.00</b>	<b>2,638.00</b>	<b>\$67,706.00</b>
<b>Sanction Revenue</b>												
Open Water		200.00	2,292.00				200.00					\$2,692.00
Open Water Expense	-1,645.00								-1,100.00	-675.00	-545.00	\$ -3,965.00
Pool (Non-Regional/Zone/National)	300.00		400.00		300.00	200.00		200.00	100.00		100.00	\$1,600.00
Pool (Recognized)			200.00						200.00			\$400.00
Pool (Regional/Zone/National)	150.00	-50.00	150.00					150.00				\$400.00
Pool Expense	-50.00		-50.00	-100.00	-100.00	-150.00	-50.00		-150.00	-50.00		\$ -700.00
<b>Total Sanction Revenue</b>	<b>-1,245.00</b>	<b>150.00</b>	<b>2,992.00</b>	<b>-100.00</b>	<b>200.00</b>	<b>50.00</b>	<b>150.00</b>	<b>350.00</b>	<b>-950.00</b>	<b>-725.00</b>	<b>-445.00</b>	<b>\$427.00</b>
<b>Total Income</b>	<b>\$21,266.00</b>	<b>\$17,613.00</b>	<b>\$7,610.00</b>	<b>\$3,492.00</b>	<b>\$4,113.00</b>	<b>\$3,117.00</b>	<b>\$3,783.00</b>	<b>\$3,248.00</b>	<b>\$632.00</b>	<b>\$4,186.50</b>	<b>\$2,193.00</b>	<b>\$71,253.50</b>
<b>GROSS PROFIT</b>	<b>\$21,266.00</b>	<b>\$17,613.00</b>	<b>\$7,610.00</b>	<b>\$3,492.00</b>	<b>\$4,113.00</b>	<b>\$3,117.00</b>	<b>\$3,783.00</b>	<b>\$3,248.00</b>	<b>\$632.00</b>	<b>\$4,186.50</b>	<b>\$2,193.00</b>	<b>\$71,253.50</b>
<b>Expenses</b>												
Awards												\$0.00
Annual	109.57										218.79	\$328.36
Competition - Open Water	396.69											\$396.69
<b>Total Awards</b>	<b>506.26</b>										<b>218.79</b>	<b>\$725.05</b>
Bank Charges	-189.81	10.00	36.80	10.00	14.15	17.30	17.05	37.85	17.05	10.00	10.00	\$ -9.61
Clinics & Seminars	45.00						200.00			3,486.37	330.00	\$4,061.37
Convention												\$0.00
Advances							17,080.80		129.30	-1,209.20		\$16,000.90
Other Convention Expenses										316.31		\$316.31
Registration								2,520.00				\$2,520.00
<b>Total Convention</b>							<b>17,080.80</b>	<b>2,520.00</b>	<b>129.30</b>	<b>-892.89</b>		<b>\$18,837.21</b>
Entry Fees - Comp'd	233.00		262.00	67.00								\$562.00
Equipment - Purchases	300.00										2,457.23	\$2,757.23
Individual Registrations -	1,708.00			-122.00	122.00			-122.00				\$1,586.00

	JAN 2018	FEB 2018	MAR 2018	APR 2018	MAY 2018	JUN 2018	JUL 2018	AUG 2018	SEP 2018	OCT 2018	NOV 2018	TOTAL
Comp'd												
Meals and Entertainment		246.14					60.00			200.00	893.53	\$1,399.67
Phone & Fax	708.00											\$708.00
Postage	10.30	5.04										\$15.34
Professional Fees												\$0.00
Legal & Accounting			50.00		587.00							\$637.00
Newsletter	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	17.50	237.50	\$2,235.00
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	2,000.00	2,000.00	\$20,650.00
Top 10/Recorder	625.00	1,625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00		500.00	\$7,125.00
<b>Total Professional Fees</b>	<b>2,695.00</b>	<b>3,695.00</b>	<b>2,745.00</b>	<b>2,695.00</b>	<b>3,282.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,017.50</b>	<b>2,737.50</b>	<b>\$30,647.00</b>
Promotional & Advertising									636.65	749.60		\$1,386.25
Software	601.15		175.56				181.48			196.47	120.33	\$1,274.99
Stationery & Printing											3.60	\$3.60
Taxes & Licenses					25.00							\$25.00
Video Services	3,074.64											\$3,074.64
Website & Web Development							720.00					\$720.00
<b>Total Expenses</b>	<b>\$9,691.54</b>	<b>\$3,956.18</b>	<b>\$3,219.36</b>	<b>\$2,650.00</b>	<b>\$3,443.15</b>	<b>\$2,712.30</b>	<b>\$20,954.33</b>	<b>\$5,130.85</b>	<b>\$3,478.00</b>	<b>\$5,767.05</b>	<b>\$6,770.98</b>	<b>\$67,773.74</b>
NET OPERATING INCOME	<b>\$11,574.46</b>	<b>\$13,656.82</b>	<b>\$4,390.64</b>	<b>\$842.00</b>	<b>\$669.85</b>	<b>\$404.70</b>	<b>\$ -17,171.33</b>	<b>\$ -1,882.85</b>	<b>\$ -2,846.00</b>	<b>\$ -1,580.55</b>	<b>\$ -4,577.98</b>	<b>\$3,479.76</b>
Other Income												
Interest Earned	0.85	1.62	0.14									\$2.61
<b>Total Other Income</b>	<b>\$0.85</b>	<b>\$1.62</b>	<b>\$0.14</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2.61</b>
NET OTHER INCOME	<b>\$0.85</b>	<b>\$1.62</b>	<b>\$0.14</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2.61</b>
NET INCOME	<b>\$11,575.31</b>	<b>\$13,658.44</b>	<b>\$4,390.78</b>	<b>\$842.00</b>	<b>\$669.85</b>	<b>\$404.70</b>	<b>\$ -17,171.33</b>	<b>\$ -1,882.85</b>	<b>\$ -2,846.00</b>	<b>\$ -1,580.55</b>	<b>\$ -4,577.98</b>	<b>\$3,482.37</b>