

Southern Pacific Masters Swimming
Profit & Loss
 January - December 2012

| | Jan 2012 | Feb 2012 | Mar 2012 | Apr 2012 | May 2012 | Jun 2012 | Jul 2012 | Aug 2012 | Sep 2012 | Oct 2012 | Nov 2012 | Dec 2012 | Total |
|-----------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------------|--------------------|-------------------|-------------------|--------------------|--------------------|---------------------|
| Income | | | | | | | | | | | | | |
| Awards Fees | | 1,931.10 | 92.80 | | | 1,435.80 | 100.00 | | 284.40 | | 513.20 | 2,227.05 | \$6,584.35 |
| Registration Revenue | | | | | | | | | | | | | \$0.00 |
| Club Registration Revenue | 140.00 | 130.00 | 120.00 | 80.00 | | 170.00 | 80.00 | 80.00 | 50.00 | | 2,920.00 | 520.00 | \$4,290.00 |
| Donations - LMSC | 543.00 | 134.00 | 148.00 | 12.00 | 30.00 | 34.00 | 82.00 | 15.00 | 20.00 | 17.00 | 84.00 | 564.00 | \$1,683.00 |
| Individual Registration Revenue | 46,814.00 | 34,926.00 | 14,585.00 | 12,325.00 | 7,877.00 | 9,530.00 | 13,426.00 | 11,175.00 | 8,219.00 | 6,083.00 | 2,396.00 | 41,579.00 | \$208,935.00 |
| Total Registration Revenue | 47,497.00 | 35,190.00 | 14,853.00 | 12,417.00 | 7,907.00 | 9,734.00 | 13,588.00 | 11,270.00 | 8,289.00 | 6,100.00 | 5,400.00 | 42,663.00 | \$214,908.00 |
| Sanction Revenue | | | | | | | | | | | | | \$0.00 |
| Open Water | | 25.00 | 250.00 | 50.00 | 75.00 | 125.00 | 475.00 | | 300.00 | | 50.00 | | \$1,350.00 |
| Pool | | | 300.00 | 150.00 | 50.00 | 50.00 | 50.00 | | 150.00 | | 250.00 | 300.00 | \$1,300.00 |
| Total Sanction Revenue | 0.00 | 25.00 | 550.00 | 200.00 | 125.00 | 175.00 | 525.00 | 0.00 | 450.00 | 0.00 | 300.00 | 300.00 | \$2,650.00 |
| Total Income | \$47,497.00 | \$37,146.10 | \$15,495.80 | \$12,617.00 | \$8,032.00 | \$11,344.80 | \$14,213.00 | \$11,270.00 | \$9,023.40 | \$6,100.00 | \$6,213.20 | \$45,190.05 | \$224,142.35 |
| Gross Profit | \$47,497.00 | \$37,146.10 | \$15,495.80 | \$12,617.00 | \$8,032.00 | \$11,344.80 | \$14,213.00 | \$11,270.00 | \$9,023.40 | \$6,100.00 | \$6,213.20 | \$45,190.05 | \$224,142.35 |
| Expenses | | | | | | | | | | | | | |
| Awards | | | | | | | | | | | | | \$0.00 |
| Awards - Annual | | | | 48.26 | | | | | | | 194.12 | | \$242.38 |
| Awards - Competition | 2,351.30 | | | | | 1,023.10 | 1,770.40 | | | | | | \$5,144.80 |
| Total Awards | 2,351.30 | 0.00 | 0.00 | 48.26 | 0.00 | 1,023.10 | 1,770.40 | 0.00 | 0.00 | 0.00 | 194.12 | 0.00 | \$5,387.18 |
| Bank Charges | | | | | 3.00 | 9.00 | 12.00 | 36.00 | 9.00 | 3.00 | 6.00 | 15.00 | \$93.00 |
| Clinics & Seminars | | 12.00 | 504.98 | | 24.00 | | | | 170.00 | 909.71 | 577.14 | 24.00 | \$2,221.83 |
| Convention | | | | | | | | | | | | | \$0.00 |
| Advances | | | | | | | 11,904.00 | | | -3,876.00 | | | \$8,028.00 |
| Registration | | | | | | | 1,920.00 | | | | | | \$1,920.00 |
| Total Convention | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 13,824.00 | 0.00 | 0.00 | -3,876.00 | 0.00 | 0.00 | \$9,948.00 |
| Entry Fees - Comp'd | 309.00 | | | | 269.00 | | | | | | 340.00 | | \$918.00 |
| Equipment - Purchases | | | 168.00 | | 60.47 | 74.95 | 53.86 | | 80.25 | | 10.00 | 417.00 | \$864.53 |
| Equipment - Storage | | | | | | | | | | | 192.00 | | \$192.00 |
| Individual Registrations - Comp'd | 836.00 | 44.00 | | -44.00 | | | | | | | | | \$836.00 |
| Office Expenses & Supplies | | 279.14 | | 75.00 | | -264.05 | | | 11.51 | | | | \$101.60 |
| Phone & Fax | | | | 51.77 | | | | | | | 587.21 | | \$638.98 |
| Postage | | | | 491.03 | | 273.05 | | | 15.45 | | 1,174.70 | | \$1,954.23 |
| Professional Fees | | | | | | | | | | | | | \$0.00 |
| Legal | | 60.00 | | | 24.00 | | | 750.00 | | | 50.00 | | \$884.00 |
| Meet Operations | 175.00 | 350.00 | 325.00 | 375.00 | 350.00 | 350.00 | 175.00 | | | 200.00 | 100.00 | 400.00 | \$2,800.00 |
| Newsletter | | 200.00 | | 200.00 | | 200.00 | | 200.00 | | 200.00 | | 200.00 | \$1,200.00 |
| Open Water Coordinator | | | | | | | | | 100.00 | | 100.00 | | \$200.00 |
| Open Water Referee | | | | | | | | | 315.00 | | 195.00 | | \$510.00 |
| Registrar | 1,150.00 | 1,150.00 | 1,150.00 | 1,150.00 | 1,150.00 | 1,150.00 | 1,150.00 | 1,150.00 | 1,600.00 | 1,350.00 | 2,700.00 | 1,350.00 | \$16,200.00 |
| Top 10/Recorder | 325.00 | 325.00 | 325.00 | 325.00 | 325.00 | 325.00 | 325.00 | 325.00 | 325.00 | 741.66 | 416.66 | 216.66 | \$4,299.98 |
| Total Professional Fees | 1,650.00 | 2,085.00 | 1,800.00 | 2,050.00 | 1,849.00 | 2,025.00 | 1,650.00 | 2,425.00 | 2,340.00 | 2,491.66 | 3,561.66 | 2,166.66 | \$26,093.98 |
| Promotional & Advertising | 1,000.00 | | | 1,743.45 | 1,535.00 | | | | | | 1,815.00 | 1,921.86 | \$8,015.31 |
| Registration Expense | | | | | | | | | | | | | \$0.00 |
| Club Registration Expense | 30.00 | 90.00 | 150.00 | 60.00 | | 120.00 | 60.00 | 60.00 | 30.00 | | 2,160.00 | 390.00 | \$3,150.00 |
| Donations - ISHOF | 176.50 | 51.00 | 84.00 | 2.00 | 25.00 | 22.00 | 60.00 | 10.00 | 20.00 | | 35.00 | 410.00 | \$895.50 |
| Donations - USMS | 613.50 | 364.00 | 233.00 | 88.00 | 65.00 | 42.00 | 100.00 | 40.00 | 55.00 | 63.00 | 50.00 | 1,204.00 | \$2,917.50 |
| Individual Registration Expense | 32,426.00 | 24,307.00 | 10,050.00 | 8,619.50 | 5,463.50 | 6,668.00 | 9,338.50 | 7,819.50 | 5,717.50 | 4,602.00 | 1,751.50 | 28,666.00 | \$145,429.00 |
| Total Registration Expense | 33,246.00 | 24,812.00 | 10,517.00 | 8,769.50 | 5,553.50 | 6,852.00 | 9,558.50 | 7,929.50 | 5,822.50 | 4,665.00 | 3,996.50 | 30,670.00 | \$152,392.00 |
| Software | | | | | | | | | | | 344.40 | -14.05 | \$330.35 |
| Stationery & Printing | | | 157.47 | 533.06 | 210.31 | | 128.78 | | 191.53 | 75.00 | 359.40 | | \$1,655.55 |
| Travel | | | | | | 426.46 | 63.80 | | 245.90 | 67.71 | 468.35 | 90.20 | \$1,362.42 |
| Total Expenses | \$39,392.30 | \$27,232.14 | \$13,147.45 | \$13,718.07 | \$9,504.28 | \$10,419.51 | \$27,061.34 | \$10,390.50 | \$8,886.14 | \$6,151.08 | \$13,733.34 | \$33,368.81 | \$213,004.96 |
| Net Operating Income | \$8,104.70 | \$9,913.96 | \$2,348.35 | \$-1,101.07 | \$-1,472.28 | \$925.29 | \$-12,848.34 | \$879.50 | \$137.26 | \$-51.08 | \$-7,520.14 | \$11,821.24 | \$11,137.39 |
| Other Income | | | | | | | | | | | | | |
| Interest Earned | 0.97 | 0.94 | 1.04 | 1.08 | 1.08 | 1.04 | 1.00 | 0.98 | 0.95 | 0.98 | 0.92 | 0.97 | \$11.95 |

| | Jan 2012 | Feb 2012 | Mar 2012 | Apr 2012 | May 2012 | Jun 2012 | Jul 2012 | Aug 2012 | Sep 2012 | Oct 2012 | Nov 2012 | Dec 2012 | Total |
|-----------------------------|-------------------|-------------------|-------------------|---------------------|---------------------|-----------------|----------------------|-----------------|-----------------|------------------|---------------------|--------------------|--------------------|
| Miscellaneous Income | | | 41.00 | | | 37.00 | | 112.00 | 345.00 | 21.00 | 46.01 | 227.00 | \$829.01 |
| Total Other Income | \$0.97 | \$0.94 | \$42.04 | \$1.08 | \$1.08 | \$38.04 | \$1.00 | \$112.98 | \$345.95 | \$21.98 | \$46.93 | \$227.97 | \$840.96 |
| Other Expenses | | | | | | | | | | | | | |
| Miscellaneous Expense | 81.00 | | -60.00 | 44.00 | | | 84.00 | | | | 80.22 | | \$229.22 |
| Total Other Expenses | \$81.00 | \$0.00 | \$ -60.00 | \$44.00 | \$0.00 | \$0.00 | \$84.00 | \$0.00 | \$0.00 | \$0.00 | \$80.22 | \$0.00 | \$229.22 |
| Net Other Income | \$ -80.03 | \$0.94 | \$102.04 | \$ -42.92 | \$1.08 | \$38.04 | \$ -83.00 | \$112.98 | \$345.95 | \$21.98 | \$ -33.29 | \$227.97 | \$611.74 |
| Net Income | \$8,024.67 | \$9,914.90 | \$2,450.39 | \$ -1,143.99 | \$ -1,471.20 | \$963.33 | \$ -12,931.34 | \$992.48 | \$483.21 | \$ -29.10 | \$ -7,553.43 | \$12,049.21 | \$11,749.13 |

Tuesday, Jan 08, 2013 06:03:35 PM PST GMT-8 - Cash Basis