

Southern Pacific Masters Swimming

PROFIT AND LOSS

January - October, 2014

	JAN 2014	FEB 2014	MAR 2014	APR 2014	MAY 2014	JUN 2014	JUL 2014	AUG 2014	SEP 2014	OCT 2014	TOTAL
<b>Income</b>											
Awards Sales	2,033.90	133.10	161.70	260.70			202.95				\$2,792.35
Promotional Sales	180.00	411.25		10.00							\$601.25
Registration Revenue											\$0.00
Offline Registrations	706.00	706.00	548.00	176.00	121.00	53.00	707.00	729.00	300.00	30.00	\$4,076.00
Offline Registrations Expense	-513.00	-519.00	-396.00	-110.00	-78.00		-536.00	-8.00		-109.00	\$ -2,269.00
Online Registrations	21,427.00	14,487.00	4,311.00	3,499.00	2,377.00		6,249.00	3,024.00	1,362.00	1,269.00	\$58,005.00
<b>Total Registration Revenue</b>	<b>21,620.00</b>	<b>14,674.00</b>	<b>4,463.00</b>	<b>3,565.00</b>	<b>2,420.00</b>	<b>53.00</b>	<b>6,420.00</b>	<b>3,745.00</b>	<b>1,662.00</b>	<b>1,190.00</b>	<b>\$59,812.00</b>
Sanction Revenue											\$0.00
Open Water				50.00	25.00	500.00	175.00	2,712.00	1,554.00	246.00	\$5,262.00
Open Water Expense							-3,000.00	-1,000.00	-1,000.00		\$ -5,000.00
Pool	300.00	200.00	50.00		250.00	50.00	50.00	50.00	150.00	200.00	\$1,300.00
<b>Total Sanction Revenue</b>	<b>300.00</b>	<b>200.00</b>	<b>50.00</b>	<b>50.00</b>	<b>275.00</b>	<b>550.00</b>	<b>-2,775.00</b>	<b>1,762.00</b>	<b>704.00</b>	<b>446.00</b>	<b>\$1,562.00</b>
<b>Total Income</b>	<b>\$24,133.90</b>	<b>\$15,418.35</b>	<b>\$4,674.70</b>	<b>\$3,885.70</b>	<b>\$2,695.00</b>	<b>\$603.00</b>	<b>\$3,847.95</b>	<b>\$5,507.00</b>	<b>\$2,366.00</b>	<b>\$1,636.00</b>	<b>\$64,767.60</b>
<b>Gross Profit</b>	<b>\$24,133.90</b>	<b>\$15,418.35</b>	<b>\$4,674.70</b>	<b>\$3,885.70</b>	<b>\$2,695.00</b>	<b>\$603.00</b>	<b>\$3,847.95</b>	<b>\$5,507.00</b>	<b>\$2,366.00</b>	<b>\$1,636.00</b>	<b>\$64,767.60</b>
<b>Expenses</b>											
Awards											\$0.00
Annual						48.38					\$48.38
Competition - Pool										1,464.88	\$1,464.88
<b>Total Awards</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>48.38</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,464.88</b>	<b>\$1,513.26</b>
Bank Charges	3.00	13.00	19.99			1.78	1.84	11.84	11.78	11.84	\$75.07
Clinics & Seminars		920.58			149.00	633.01		-100.00	802.95		\$2,405.54
Convention											\$0.00
Advances						16,293.00	2,462.00		-1,231.50		\$17,523.50
Other Convention Expenses									1,139.58		\$1,139.58
Registration								2,550.00			\$2,550.00
<b>Total Convention</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>16,293.00</b>	<b>2,462.00</b>	<b>2,550.00</b>	<b>-91.92</b>	<b>0.00</b>	<b>\$21,213.08</b>
Entry Fees - Comp'd	397.00		187.00								\$584.00
Equipment - Purchases		260.00									\$260.00
Equipment - Storage	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	122.24		\$922.24
Individual Registrations - Comp'd	960.00										\$960.00
Office Expenses & Supplies			107.44								\$107.44
Phone & Fax			897.99				130.30	94.11	190.00	178.75	\$1,491.15
Postage			855.80			147.08		21.05	7.25	38.40	\$1,069.58
Professional Fees											\$0.00
Legal & Accounting		75.00		8.00	550.00						\$633.00
Meet Operations	100.00		600.00		400.00	200.00		400.00			\$1,700.00
Newsletter/Top 10 Recorder	416.66		1,249.98		416.66	416.66	416.66	416.66	416.74	483.33	\$4,233.35
Open Water Referee						50.00					\$50.00
Registrar	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	1,675.00	\$13,825.00
<b>Total Professional Fees</b>	<b>1,866.66</b>	<b>1,425.00</b>	<b>3,199.98</b>	<b>1,358.00</b>	<b>2,716.66</b>	<b>2,016.66</b>	<b>1,766.66</b>	<b>2,166.66</b>	<b>1,766.74</b>	<b>2,158.33</b>	<b>\$20,441.35</b>
Promotional & Advertising	2,576.20	22.00	3,424.81				40.00	3,068.74	100.00		\$9,231.75
Software			318.58			299.36	154.03	101.10	99.13	101.10	\$1,073.30
Stationery & Printing			5,274.97				348.79		144.46	1,272.50	\$7,040.72
Taxes & Licenses					25.00						\$25.00
Travel	169.50		830.38		166.90	256.66		380.52			\$1,803.96
Website & Web Development		720.00									\$720.00
<b>Total Expenses</b>	<b>\$6,072.36</b>	<b>\$3,460.58</b>	<b>\$15,216.94</b>	<b>\$1,458.00</b>	<b>\$3,157.56</b>	<b>\$19,795.93</b>	<b>\$5,003.62</b>	<b>\$8,394.02</b>	<b>\$3,152.63</b>	<b>\$5,225.80</b>	<b>\$70,937.44</b>
<b>Net Operating Income</b>	<b>\$18,061.54</b>	<b>\$11,957.77</b>	<b>\$ -10,542.24</b>	<b>\$2,427.70</b>	<b>\$ -462.56</b>	<b>\$ -19,192.93</b>	<b>\$ -1,155.67</b>	<b>\$ -2,887.02</b>	<b>\$ -786.63</b>	<b>\$ -3,589.80</b>	<b>\$ -6,169.84</b>
<b>Other Income</b>											
Interest Earned	1.07				2.01	1.02	0.98	1.02	1.02	0.99	\$8.11
Miscellaneous Income		0.01					100.00			100.00	\$200.01
<b>Total Other Income</b>	<b>\$1.07</b>	<b>\$0.01</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2.01</b>	<b>\$1.02</b>	<b>\$100.98</b>	<b>\$1.02</b>	<b>\$1.02</b>	<b>\$100.99</b>	<b>\$208.12</b>

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Other Expenses											
Miscellaneous Expense			0.01								\$0.01
Total Other Expenses	\$0.00	\$0.00	\$0.01	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.01
Net Other Income	\$1.07	\$0.01	\$ -0.01	\$0.00	\$2.01	\$1.02	\$100.98	\$1.02	\$1.02	\$100.99	\$208.11
Net Income	\$18,062.61	\$11,957.78	\$ -10,542.25	\$2,427.70	\$ -460.55	\$ -19,191.91	\$ -1,054.69	\$ -2,886.00	\$ -785.61	\$ -3,488.81	\$ -5,961.73

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