

Southern Pacific Masters Swimming
PROFIT AND LOSS
 January - July, 2015

| | JAN 2015 | FEB 2015 | MAR 2015 | APR 2015 | MAY 2015 | JUN 2015 | JUL 2015 | TOTAL |
|-----------------------------------|--------------------|-------------------|--------------------|-------------------|-------------------|-------------------|----------------------|---------------------|
| Income | | | | | | | | |
| Awards Sales | | 1,883.25 | 550.15 | | | | | \$2,433.40 |
| Promotional Sales | | | | | | 389.50 | | \$389.50 |
| Registration Revenue | | | | | | | | \$0.00 |
| Offline Registrations | 260.00 | 495.00 | 223.00 | 233.00 | 241.00 | 104.00 | 639.00 | \$2,195.00 |
| Offline Registrations Expense | -185.00 | | -487.00 | -148.00 | -111.00 | -74.00 | -434.00 | \$ -1,439.00 |
| Online Registrations | 23,909.00 | | 20,002.00 | 3,445.00 | 2,775.00 | 2,875.00 | 3,531.00 | \$56,537.00 |
| Total Registration Revenue | 23,984.00 | 495.00 | 19,738.00 | 3,530.00 | 2,905.00 | 2,905.00 | 3,736.00 | \$57,293.00 |
| Sanction Revenue | | | | | | | | \$0.00 |
| Open Water | 25.00 | | 50.00 | | 25.00 | 876.00 | 50.00 | \$1,026.00 |
| Open Water Expense | | | | | | -1,000.00 | -2,000.00 | \$ -3,000.00 |
| Pool | 200.00 | 150.00 | 150.00 | 200.00 | 50.00 | 50.00 | 150.00 | \$950.00 |
| Total Sanction Revenue | 225.00 | 150.00 | 200.00 | 200.00 | 75.00 | -74.00 | -1,800.00 | \$ -1,024.00 |
| Total Income | \$24,209.00 | \$2,528.25 | \$20,488.15 | \$3,730.00 | \$2,980.00 | \$3,220.50 | \$1,936.00 | \$59,091.90 |
| Gross Profit | \$24,209.00 | \$2,528.25 | \$20,488.15 | \$3,730.00 | \$2,980.00 | \$3,220.50 | \$1,936.00 | \$59,091.90 |
| Expenses | | | | | | | | |
| Awards | | | | | | | | \$0.00 |
| Annual | | | | | 98.10 | | | \$98.10 |
| Competition - Pool | 186.30 | 73.85 | 133.65 | 214.60 | | | | \$608.40 |
| Total Awards | 186.30 | 73.85 | 133.65 | 214.60 | 98.10 | 0.00 | 0.00 | \$706.50 |
| Bank Charges | 11.84 | 11.66 | 28.44 | 12.28 | 20.84 | 12.40 | 69.76 | \$167.22 |
| Clinics & Seminars | | | 250.00 | | | 1,142.67 | 107.28 | \$1,499.95 |
| Convention | | | | | | | | \$0.00 |
| Advances | | | | | | | 23,486.25 | \$23,486.25 |
| Total Convention | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 23,486.25 | \$23,486.25 |
| Entry Fees - Comp'd | | 60.00 | | | | | | \$60.00 |
| Equipment - Purchases | 130.00 | | | | | | 67.30 | \$197.30 |
| Individual Registrations - Comp'd | 1,040.00 | | 52.00 | -52.00 | 52.00 | | | \$1,092.00 |
| Office Expenses & Supplies | 103.44 | | | | | | | \$103.44 |
| Phone & Fax | | 230.44 | | 156.97 | 147.20 | 170.19 | 166.42 | \$871.22 |
| Postage | 22.12 | 53.38 | 23.52 | 9.38 | 40.86 | | | \$149.26 |
| Professional Fees | | | | | | | | \$0.00 |
| Legal & Accounting | | 41.44 | 550.00 | | | | | \$591.44 |
| Newsletter/Top 10 Recorder | 483.33 | 483.33 | 483.33 | 483.33 | 483.33 | 483.33 | 483.33 | \$3,383.31 |
| Registrar | 1,675.00 | 1,675.00 | 1,675.00 | 1,675.00 | 1,675.00 | 1,675.00 | 1,675.00 | \$11,725.00 |
| Total Professional Fees | 2,158.33 | 2,199.77 | 2,708.33 | 2,158.33 | 2,158.33 | 2,158.33 | 2,158.33 | \$15,699.75 |
| Promotional & Advertising | 2,737.92 | | | | 250.00 | | | \$2,987.92 |
| Software | 101.10 | 95.18 | 101.10 | 99.13 | 101.10 | 99.13 | 101.10 | \$697.84 |
| Stationery & Printing | 18.20 | 38.51 | | 40.37 | 36.50 | | 31.53 | \$165.11 |
| Taxes & Licenses | | | 25.00 | | | | | \$25.00 |
| Video Services | 2,070.00 | | | | | | | \$2,070.00 |
| Website & Web Development | | 90.85 | | | | | | \$90.85 |
| Total Expenses | \$8,579.25 | \$2,853.64 | \$3,322.04 | \$2,639.06 | \$2,904.93 | \$3,582.72 | \$26,187.97 | \$50,069.61 |
| Net Operating Income | \$15,629.75 | \$ -325.39 | \$17,166.11 | \$1,090.94 | \$75.07 | \$ -362.22 | \$ -24,251.97 | \$9,022.29 |
| Other Income | | | | | | | | |
| Interest Earned | 1.02 | 1.02 | 0.92 | 0.86 | 0.82 | 0.85 | | \$5.49 |
| Total Other Income | \$1.02 | \$1.02 | \$0.92 | \$0.86 | \$0.82 | \$0.85 | \$0.00 | \$5.49 |
| Other Expenses | | | | | | | | |
| Miscellaneous Expense | | | 0.13 | | | | | \$0.13 |
| Total Other Expenses | \$0.00 | \$0.00 | \$0.13 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.13 |
| Net Other Income | \$1.02 | \$1.02 | \$0.79 | \$0.86 | \$0.82 | \$0.85 | \$0.00 | \$5.36 |
| Net Income | \$15,630.77 | \$ -324.37 | \$17,166.90 | \$1,091.80 | \$75.89 | \$ -361.37 | \$ -24,251.97 | \$9,027.65 |

Tuesday, Aug 11, 2015 04:06:17 PM PDT GMT-7 - Cash Basis