

Southern Pacific Masters Swimming

PROFIT AND LOSS

January - September, 2017

INCOME Promotional Sales 44.50 \$44.50 \$44.50 Promotional Sales 1.037.00 350.00 110.00 155.00 80.00 60.00 260.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 22.00 30.00 66.00 26.00 14.00 \$2.008.00 100.00 20.00 22.00 3.1977.00 1.1718.00 \$47.232.00 Ortline Registrations Expense 19.37.00 10.222.00 3.691.00 3.785.00 1.924.00 1.980.00 2.652.00 1.770.00 1.718.00 \$47.232.00 Charle Registrations Pevenue 21.002.00 100.00 100.00 100.00 2.050.00 2.652.00 1.100.00 \$3.00.00 Open Water Expense - - - - - \$3.00.00 \$3.00.00 100.00 200.00 \$0.00 \$4.00.00 \$3.90.00 100.00 200.00 \$0.00.00 \$2.00.00 \$0.00.00 \$0.00.00 \$0.00.00 \$2.00.00 <		JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	JUL 2017	AUG 2017	SEP 2017	TOTAL
Registration Revenue V V S0.00 Donations - LMSC 1,037.00 1037.00 175.00 155.00 80.00 105.00 60.00 220.00 220.00 220.00 0 220.00 0 220.00 0 220.00 0 220.00 0 220.00 0 244.00 220.00 0 240.00 246.00 120.00 244.00 -44.100 -195.00 250.00 1,770.00 1,718.00 \$47.639.00 Orline Registrations Revenue 2,002.00 1,924.00 2,034.00 2,113.00 2,625.00 1,770.00 1,780.00 \$26.00 1,770.00 1,780.00 2,030.00 2,030.00 2,030.00 2,030.00 2,030.00 100.00 2,030.00 2,030.00 100.00 200.00 2,020.00 2,020.00 2,030.00 100.00 2,000.00 2,000.00 5,000.00 5,000.00 5,000.00 5,000.00 5,000.00 2,000.00 2,000.00 5,000.00 5,000.00 5,000.00 5,000.00 5,000.00 5,000.00 5,000.00 </td <td>INCOME</td> <td></td>	INCOME										
Danations - LMSC 1,037.00 350.00 110.00 155.00 80.00 105.00 66.00 26.00 20.00 \$1,97.00 Offline Registrations 66.00 779.00 375.00 227.00 30.00 69.00 60.00 256.00 143.00 \$2,030.00 Offline 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 1,718.00 \$47,639.00 Online Registrations Revenue 21,002.00 10,761.00 3,890.00 100.00 100.00 2,072.00 1,891.00 1,770.00 \$47,639.00 Sanction Revenue 390.00 100.00 100.00 200.00 255.00 -50.00 \$1,148.00 \$40.00 \$400.00 \$200.00 256.00 -50.00 \$1,400.00 \$39.00 \$200.00 200.00 200.00 \$200.00 \$200.00 \$39.00 \$39.00 \$200.00 \$200.00 \$200.00 \$200.00 \$200.00 \$200.00 \$200.00 \$200.00 \$200.00 \$200.00 \$200.00	Promotional Sales		44.50								\$44.50
Offline Registrations 66.00 779.00 375.00 227.00 30.00 66.00 256.00 143.00 \$2,080.00 Offline Registrations 19.937.00 10.222.00 3,675.00 1,924.00 1,980.00 2,682.00 1,770.00 1,778.00 \$47,639.00 Total Registrations 19.937.00 10.222.00 3,676.00 2,034.00 2,113.00 2,772.00 1,778.00 \$47,639.00 Sanction Revenue 2,070.00 100.00 100.00 100.00 200.00 258.00 1,776.00 \$430.00 Open Water 390.00 100.00 100.00 100.00 200.00 258.00 -100.00 \$300.00 Pool (Non- 400.00 - - 300.00 100.00 100.00 200.00 200.00 \$20.	Registration Revenue										\$0.00
Offline Registrations Expense 441.00 -590.00 -246.00 -123.00 -41.00 -195.00 -195.00 1,770.00 1,718.00 \$47,639.00 Total Registration Revenue 21,002.00 10,761.00 3,890.00 1,094.00 2,010.00 2,772.00 1,770.00 1,775.00 \$47,639.00 Sanction Revenue 21,002.00 10,761.00 3,890.00 100.00 2,003.00 2,772.00 1,785.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$56,002.00 \$50,002.00 \$50,002.00 \$50,002.00 \$50,002.00 \$50,002.00 \$50,002.00 \$50,002.00 \$50,000.00 \$200.00	Donations - LMSC	1,037.00	350.00	110.00	155.00	80.00	105.00	60.00	60.00	20.00	\$1,977.00
Online Registration 19,937.00 10,222.00 3,651.00 3,785.00 1,982.00 2,652.00 1,770.00 1,718.00 \$47,639.00 Total Registration Revenue 21,002.00 10,761.00 3,890.00 4,044.00 2,034.00 2,113.00 2,772.00 1,891.00 1,795.00 \$50.00 Sanction Revenue 390.00 100.00 100.00 100.00 100.00 200.00 258.00 -50.00 -50.00 \$-935.00 \$-935.00 \$-935.00 \$-930.00 \$-935.00 \$-900.00 \$-900.00 \$-900.00 \$-900.00 \$-900.00 \$200.00 \$-900.00	Offline Registrations	69.00	779.00	375.00	227.00	30.00	69.00	60.00	256.00	143.00	\$2,008.00
Total Registration Revenue 21,002.00 10,761.00 3,890.00 4,044.00 2,034.00 2,173.00 1,891.00 1,795.00 \$50,002.00 Sanction Revenue 390.00 100.00 100.00 200.00 258.00 .520.00 .51,148.00 Open Water Expense 400.00 -400.00 .530.00 .100.00 100.00 258.00 .520.00 .100.00 \$0.00 Pool Non- 700.00 .400.00 .500.00 100.00 100.00 100.00 200.00 .500.00 \$0.00 Pool (Recognized Expense) . .100.00 .500.00 .100.00 200.00 .500.00 .200.00 .500.00 .200.00		-41.00	-590.00	-246.00	-123.00		-41.00		-195.00	-86.00	\$ -1,322.00
Sanction Revenue 390.00 100.00 100.00 200.00 2258.00 -520.00 -100.00 \$\$1,148.00 Open Water Expense -400.00 -400.00 -315.00 -520.00 -100.00 \$\$0.00 Pool (Non- -700.00 -400.00 -50.00 100.00 100.00 200.00 200.00 \$\$0.00 Pool (Recognized Expense) -700.00 -700.00 -700.00 -100.00 -50.00 -100.00 -100.00 -200.00	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	1,718.00	\$47,639.00
Open Water 390.00 100.00 100.00 200.00 258.00 -520.00 -100.00 \$-935.00 Pool 400.00 -400.00 -400.00 -315.00 -520.00 -100.00 \$00.00 Pool (Non- Regional/Zone/National) 700.00 700.00 300.00 100.00 100.00 200.00 -500.00 \$280.00 Pool (Recognized Expense)	Total Registration Revenue	21,002.00	10,761.00	3,890.00	4,044.00	2,034.00	2,113.00	2,772.00	1,891.00	1,795.00	\$50,302.00
Open Water Expense	Sanction Revenue										\$0.00
Pool 400.00 -400.00 -400.00 300.00 100.00 200.00 200.00 \$1,400.00 Pool (Non- Regional/Zone/National) - - - - - 000 \$100.00 100.00 200.00 \$1,400.00 Pool (Recognized Expense) - - - - - 000 \$200.00	Open Water		390.00	100.00	100.00	100.00	200.00	258.00			\$1,148.00
Pool (Non- Regional/Zone/National) 700.00 300.00 100.00 200.00 \$1,400.00 Pool (Recognized Expense)	Open Water Expense							-315.00	-520.00	-100.00	\$ -935.00
Regional/Zone/National) Pool (Recognized Expense) -100.00 -100.00 \$200.00 Pool (Recognized Expense) -150.00 -50.00 -50.00 -50.00 50.00 200.00 Pool Expense -150.00 -50.00 -50.00 -50.00 -50.00 -200.00 \$200.00 Pool Expense -150.00 -50.00 -50.00 -50.00 -50.00 -200.00 \$200.00 Total Sanction Revenue 250.00 \$40.00 -50.00 \$200.00 \$200.00 \$200.00 \$51.059.00 \$51.	Pool	400.00		-400.00							\$0.00
Pool (Recognized Expense) -100.00 -100.00 -100.00 -100.00 200.00 Pool (Recognized) - - 200.00 -200.00 \$200.00 Pool Expense -150.00 -50.00 -50.00 -50.00 -50.00 -200.00 \$200.00 Total Sanction Revenue 250.00 340.00 300.00 -50.00 250.00 450.00 -7.00 -620.00 -200.00 \$713.00 Total Income \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,765.00 \$1,271.00 \$1,595.00 \$51,059.50 GROSS PROFIT \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,765.00 \$1,271.00 \$1,595.00 \$51,059.50 EXPENSES	Pool (Non-			700.00		300.00	100.00	100.00	200.00		\$1,400.00
Pool (Recognized) 200.00 200.00 200.00 -50.00 -50.00 -50.00 -200.00 -100.00 \$200.00 Total Sanction Revenue 250.00 340.00 300.00 -50.00 250.00 450.00 -200.00 -200.00 -200.00 \$100.00 \$-900.00 Total Sanction Revenue 250.00 340.00 300.00 -50.00 250.00 450.00 -200.00 -200.00 \$1.00.00 \$1.00.00 \$1.00.00 \$20.00 -200.00 \$1.00.00 \$1.00.00 \$2.00.00 \$0.00 \$2.00.00 \$4.00.00 \$1.00.01 \$1.00.01 \$1.00.01 \$1.00.01 \$1.00.00 \$1.00.00 \$1.00.00 \$1.00.00 \$1.00.00 \$1.00.00 \$4.00.00 \$4.00.00 \$4.00.00 \$4.00.00 \$4.00.00 \$4.00.00 <	Regional/Zone/National)										
Pool Expense -150.00 -50.00 -100.00 -50.00 -50.00 -50.00 -200.00 -100.00 \$-900.00 Total Sanction Revenue 250.00 340.00 300.00 -50.00 250.00 450.00 -7.00 -620.00 -200.00 \$713.00 Total Income \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,563.00 \$2,765.00 \$1,271.00 \$1,595.00 \$51,059.50 GROSS PROFIT \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,563.00 \$2,765.00 \$1,271.00 \$1,595.00 \$51,059.50 GROSS PROFIT \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,563.00 \$2,765.00 \$1,595.00 \$1,595.00 \$51,059.50 GROSS PROFIT \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$5,553 68.36 \$1,62.07 Competition - Open Water I I I I I I I I I I I I<					-100.00				-100.00		
Total Sanction Revenue 250.00 340.00 300.00 -50.00 250.00 450.00 -7.00 -620.00 -200.00 \$713.00 Total Income \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,663.00 \$2,765.00 \$1,271.00 \$1,595.00 \$51,059.50 GROSS PROFIT \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,663.00 \$2,765.00 \$1,271.00 \$1,595.00 \$51,059.50 EXPENSES Stand Stand \$5.53 68.36 \$1,162.07 Ocompetition - Open Water Stand 1,038.18 55.53 68.36 \$1,162.07 Bank Charges 17.30 10.50 17.30 13.65 18.30 17.05 10.50 14.15 10.00 \$1,287.5 Convention Stand Stand 17.05 11,265.00 \$4,939.40 \$3,994.00 \$3,994.00 \$3,994.00 \$3,994.00 \$3,994.00 \$3,994.00 \$3,994.00 \$3,994.00 \$3,994.00 \$3,994.00 \$3,994.00							200.00				\$200.00
Total Income \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,765.00 \$1,271.00 \$1,595.00 \$51,059.50 GROSS PROFIT \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,765.00 \$1,271.00 \$1,595.00 \$51,059.50 EXPENSES	Pool Expense	-150.00	-50.00	-100.00	-50.00	-150.00	-50.00	-50.00	-200.00	-100.00	\$ -900.00
GROSS PROFIT \$21,252.00 \$11,145.50 \$4,190.00 \$3,994.00 \$2,284.00 \$2,765.00 \$1,271.00 \$1,595.00 \$51,059.50 EXPENSES Awards \$0.00 \$1,162.07 \$0.00 \$1,162.07 \$0.00 \$1,162.07 \$0.00 \$1,162.07 \$0.00 \$1,287.5 \$0.00 \$1,287.5 \$0.00 \$1,287.5 \$0.00 \$1,41.5 \$0.00 \$1,287.5 \$0.00 \$1,287.5 \$0.00 \$1,287.5 \$0.00 \$0.00 \$1,265.00 \$1,90.00 \$1,90.00 \$0.00 \$1,00.00 \$1,287.5 \$0.00 \$1,265.00 \$1,90.00 \$1,90.	Total Sanction Revenue	250.00	340.00	300.00	-50.00	250.00	450.00	-7.00	-620.00	-200.00	\$713.00
EXPENSES Awards \$0.00 Competition - Open Water 1,038.18 55.53 68.36 \$1,162.07 Total Awards 1,038.18 55.53 68.36 \$1,162.07 Bank Charges 17.30 10.50 17.30 13.65 18.30 17.05 10.50 14.15 10.00 \$128.75 Clinics & Seminars 439.40 ************************************	Total Income	\$21,252.00	\$11,145.50	\$4,190.00	\$3,994.00	\$2,284.00	\$2,563.00	\$2,765.00	\$1,271.00	\$1,595.00	\$51,059.50
Awards \$0.00 Competition - Open Water 1,038.18 \$55.53 68.36 \$1,162.07 Total Awards 17.30 10.50 17.30 13.65 18.30 17.05 10.50 14.15 10.00 \$128.75 Bank Charges 17.30 10.50 17.30 13.65 18.30 17.05 10.50 14.15 10.00 \$128.75 Clinics & Seminars 439.40	GROSS PROFIT	\$21,252.00	\$11,145.50	\$4,190.00	\$3,994.00	\$2,284.00	\$2,563.00	\$2,765.00	\$1,271.00	\$1,595.00	\$51,059.50
Competition - Open Water 1,038.18 55.53 68.36 \$1,162.07 Total Awards 1,038.18 55.53 68.36 \$1,162.07 Bank Charges 17.30 10.50 17.30 13.65 18.30 17.05 10.50 14.15 10.00 \$128.75 Clinics & Seminars 439.40 - - - - - \$0.00 \$4,500.00 \$4,939.40 Convention - - - - - - \$0.00 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,900.00 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,939.40 \$4,930.40 \$4,939.40 \$4,930.40 <td>EXPENSES</td> <td></td>	EXPENSES										
Total Awards 1,038.18 55.53 68.36 \$1,62.07 Bank Charges 17.30 10.50 17.30 13.65 18.30 17.05 10.50 14.15 10.00 \$128.75 Clinics & Seminars 439.40 439.40 - - - 4,500.00 \$4,939.40 Convention 439.40 - - - - - \$0.00 \$0.00 \$0.00 - \$0.00 <	Awards										\$0.00
Bank Charges 17.30 10.50 17.30 13.65 18.30 17.05 10.50 14.15 10.00 \$128.75 Clinics & Seminars 439.40 - - - - - 4,500.00 \$4,939.40 Convention - - - - - - \$0.00 Advances - - - 17,935.00 1,265.00 \$19,200.00 Other Convention Expenses - - - - 379.51 \$379.51 Registration - - - - - - \$3,150.00 \$3,150.00	Competition - Open Water				1,038.18		55.53		68.36		\$1,162.07
Clinics & Seminars 439.40 4,500.00 \$4,939.40 Convention \$0.00 Advances 17,935.00 1,265.00 \$19,200.00 Other Convention Expenses 379.51 \$379.51 Registration 3,150.00 \$3,150.00	Total Awards				1,038.18		55.53		68.36		\$1,162.07
Convention \$0.00 Advances 17,935.00 1,265.00 \$19,200.00 Other Convention Expenses 379.51 \$379.51 \$379.51 Registration 3,150.00 \$3,150.00 \$3,150.00	Bank Charges	17.30	10.50	17.30	13.65	18.30	17.05	10.50	14.15	10.00	\$128.75
Advances 17,935.00 1,265.00 \$19,200.00 Other Convention Expenses 379.51 \$379.51 Registration 3,150.00 \$3,150.00	Clinics & Seminars		439.40							4,500.00	\$4,939.40
Other Convention Expenses 379.51 \$379.51 Registration 3,150.00 \$3,150.00	Convention										\$0.00
Registration 3,150.00 \$3,150.00	Advances							17,935.00	1,265.00		\$19,200.00
	Other Convention Expenses									379.51	\$379.51
Total Convention 17,935.00 4,415.00 379.51 \$22,729.51	Registration								3,150.00		\$3,150.00
	Total Convention							17,935.00	4,415.00	379.51	\$22,729.51

	JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	JUL 2017	AUG 2017	SEP 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	59.00	\$531.00
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	220.00	\$1,980.00
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	\$16,650.00
Top 10/Recorder	1,625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	\$6,625.00
Total Professional Fees	3,695.00	2,748.00	2,695.00	2,695.00	2,695.00	3,245.00	2,695.00	2,695.00	2,695.00	\$25,858.00
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	59.18	\$968.47
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
Total Expenses	\$6,999.95	\$5,776.45	\$2,899.88	\$3,872.68	\$2,659.30	\$6,761.48	\$21,112.04	\$7,321.04	\$7,702.69	\$65,105.51
NET OPERATING INCOME	\$14,252.05	\$5,369.05	\$1,290.12	\$121.32	\$ -375.30	\$ -4,198.48	\$ -18,347.04	\$ -6,050.04	\$ -6,107.69	\$ -14,046.01
OTHER INCOME										
Interest Earned	0.85	0.85	0.77	0.84	0.84	0.83	0.84	0.85	0.84	\$7.51
Total Other Income	\$0.85	\$0.85	\$0.77	\$0.84	\$0.84	\$0.83	\$0.84	\$0.85	\$0.84	\$7.51
OTHER EXPENSES										
Reconciliation Discrepancies					-31.53					\$ -31.53
Total Other Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$ -31.53	\$0.00	\$0.00	\$0.00	\$0.00	\$ -31.53
NET OTHER INCOME	\$0.85	\$0.85	\$0.77	\$0.84	\$32.37	\$0.83	\$0.84	\$0.85	\$0.84	\$39.04
	\$14,252.90	\$5,369.90	\$1,290.89	\$122.16	\$ -342.93	\$ -4,197.65	\$ -18,346.20	\$ -6,049.19	\$ -6,106.85	\$ -14,006.97