

## 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