



# Southern Pacific Masters Swimming

## PROFIT AND LOSS January - December 2017

	JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	JUL 2017	AUG 2017	SEP 2017	OCT 2017	NOV 2017	DEC 2017	TOTAL
<b>Income</b>													
Clinic & Seminar Income												1,347.50	\$1,347.50
Promotional Sales		44.50											\$44.50
Registration Revenue													\$0.00
Donations - LMSC	1,037.00	350.00	110.00	155.00	80.00	105.00	60.00	60.00	20.00	55.00	30.00	1,575.00	\$3,637.00
Offline Registrations	69.00	779.00	375.00	227.00	30.00	69.00	60.00	256.00	143.00	40.00	76.00	66.00	\$2,190.00
Offline Registrations Expense	-41.00	-590.00	-246.00	-123.00		-41.00		-195.00	-86.00		-43.00	-43.00	\$-1,408.00
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	1,265.00	1,978.00	17,631.00	\$68,513.00
<b>Total Registration Revenue</b>	<b>21,002.00</b>	<b>10,761.00</b>	<b>3,890.00</b>	<b>4,044.00</b>	<b>2,034.00</b>	<b>2,113.00</b>	<b>2,772.00</b>	<b>1,891.00</b>	<b>1,795.00</b>	<b>1,360.00</b>	<b>2,041.00</b>	<b>19,229.00</b>	<b>\$72,932.00</b>
Sanction Revenue													\$0.00
Open Water		390.00	100.00	100.00	100.00	200.00	258.00			792.00			\$1,940.00
Open Water Expense							-315.00	-520.00	-100.00	-100.00	-375.00		\$-1,410.00
Pool	400.00		-400.00										\$0.00
Pool (Non-Regional/Zone/National)			700.00		300.00	100.00	100.00	200.00		100.00		100.00	\$1,600.00
Pool (Recognized Expense)				-100.00				-100.00				-100.00	\$-300.00
Pool (Recognized)						200.00				200.00			\$400.00
Pool Expense	-150.00	-50.00	-100.00	-50.00	-150.00	-50.00	-50.00	-200.00	-100.00				\$-900.00
<b>Total Sanction Revenue</b>	<b>250.00</b>	<b>340.00</b>	<b>300.00</b>	<b>-50.00</b>	<b>250.00</b>	<b>450.00</b>	<b>-7.00</b>	<b>-620.00</b>	<b>-200.00</b>	<b>992.00</b>	<b>-375.00</b>	<b>0.00</b>	<b>\$1,330.00</b>
<b>Total Income</b>	<b>\$21,252.00</b>	<b>\$11,145.50</b>	<b>\$4,190.00</b>	<b>\$3,994.00</b>	<b>\$2,284.00</b>	<b>\$2,563.00</b>	<b>\$2,765.00</b>	<b>\$1,271.00</b>	<b>\$1,595.00</b>	<b>\$2,352.00</b>	<b>\$1,666.00</b>	<b>\$20,576.50</b>	<b>\$75,654.00</b>
<b>GROSS PROFIT</b>	<b>\$21,252.00</b>	<b>\$11,145.50</b>	<b>\$4,190.00</b>	<b>\$3,994.00</b>	<b>\$2,284.00</b>	<b>\$2,563.00</b>	<b>\$2,765.00</b>	<b>\$1,271.00</b>	<b>\$1,595.00</b>	<b>\$2,352.00</b>	<b>\$1,666.00</b>	<b>\$20,576.50</b>	<b>\$75,654.00</b>
<b>Expenses</b>													
Awards													\$0.00
Annual											463.32		\$463.32
Competition - Open Water				1,038.18		55.53		68.36				792.86	\$1,954.93
<b>Total Awards</b>				<b>1,038.18</b>		<b>55.53</b>		<b>68.36</b>			<b>463.32</b>	<b>792.86</b>	<b>\$2,418.25</b>
Bank Charges	17.30	10.50	17.30	13.65	18.30	17.05	10.50	14.15	10.00	20.70	10.00	13.65	\$173.10
Clinics & Seminars		439.40							4,500.00	642.20	359.21	516.07	\$6,456.88
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
<b>Total Convention</b>							<b>17,935.00</b>	<b>4,415.00</b>	<b>379.51</b>				<b>\$22,729.51</b>
Entry Fees - Comp'd		10.00				166.00	85.00			77.00			\$338.00
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				417.87		\$839.25
Phone & Fax	59.00	59.00	59.00	59.00		118.00	59.00	59.00	59.00		118.00		\$649.00

	JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	JUL 2017	AUG 2017	SEP 2017	OCT 2017	NOV 2017	DEC 2017	TOTAL
Postage		26.99	16.26	7.67		2.68	6.91	8.38		716.00			\$784.89
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	220.00	220.00	220.00	\$2,640.00
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	1,850.00	1,850.00	1,850.00	\$22,200.00
Top 10/Recorder	1,625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	\$8,500.00
<b>Total Professional Fees</b>	<b>3,695.00</b>	<b>2,748.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>3,245.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>\$33,943.00</b>
Promotional & Advertising			51.17			3,009.89				488.32			\$3,549.38
Software	61.15	485.18	61.15	59.18		120.33	61.15	61.15	59.18		120.33	61.15	\$1,149.95
Stationery & Printing	12.50					2.00				185.50			\$200.00
Taxes & Licenses						25.00							\$25.00
Video Services	2,435.00												\$2,435.00
Website & Web Development	720.00												\$720.00
<b>Total Expenses</b>	<b>\$6,999.95</b>	<b>\$5,776.45</b>	<b>\$2,899.88</b>	<b>\$3,872.68</b>	<b>\$2,659.30</b>	<b>\$6,761.48</b>	<b>\$21,112.04</b>	<b>\$7,321.04</b>	<b>\$7,702.69</b>	<b>\$4,824.72</b>	<b>\$4,183.73</b>	<b>\$4,078.73</b>	<b>\$78,192.69</b>
NET OPERATING INCOME	<b>\$14,252.05</b>	<b>\$5,369.05</b>	<b>\$1,290.12</b>	<b>\$121.32</b>	<b>\$ -375.30</b>	<b>\$ -4,198.48</b>	<b>\$ -18,347.04</b>	<b>\$ -6,050.04</b>	<b>\$ -6,107.69</b>	<b>\$ -2,472.72</b>	<b>\$ -2,517.73</b>	<b>\$16,497.77</b>	<b>\$ -2,538.69</b>
Other Income													
Interest Earned	0.85	0.85	0.77	0.84	0.84	0.83	0.84	0.85	0.84	0.84	0.85	0.82	\$10.02
<b>Total Other Income</b>	<b>\$0.85</b>	<b>\$0.85</b>	<b>\$0.77</b>	<b>\$0.84</b>	<b>\$0.84</b>	<b>\$0.83</b>	<b>\$0.84</b>	<b>\$0.85</b>	<b>\$0.84</b>	<b>\$0.84</b>	<b>\$0.85</b>	<b>\$0.82</b>	<b>\$10.02</b>
Other Expenses													
Reconciliation Discrepancies					-31.53								\$ -31.53
<b>Total Other Expenses</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$ -31.53</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$ -31.53</b>
NET OTHER INCOME	<b>\$0.85</b>	<b>\$0.85</b>	<b>\$0.77</b>	<b>\$0.84</b>	<b>\$32.37</b>	<b>\$0.83</b>	<b>\$0.84</b>	<b>\$0.85</b>	<b>\$0.84</b>	<b>\$0.84</b>	<b>\$0.85</b>	<b>\$0.82</b>	<b>\$41.55</b>
NET INCOME	<b>\$14,252.90</b>	<b>\$5,369.90</b>	<b>\$1,290.89</b>	<b>\$122.16</b>	<b>\$ -342.93</b>	<b>\$ -4,197.65</b>	<b>\$ -18,346.20</b>	<b>\$ -6,049.19</b>	<b>\$ -6,106.85</b>	<b>\$ -2,471.88</b>	<b>\$ -2,516.88</b>	<b>\$16,498.59</b>	<b>\$ -2,497.14</b>