



# Southern Pacific Masters Swimming

## INCOME STATEMENT

January - December 2019

	JAN 2019	FEB 2019	MAR 2019	APR 2019	MAY 2019	JUN 2019	JUL 2019	AUG 2019	SEP 2019	OCT 2019	NOV 2019	DEC 2019	TOTAL
<b>Income</b>													
4000 Membership Fees													\$0.00
4010 Online Registrations	25,488.00	13,515.00	3,727.00	4,120.00	2,747.00	2,681.00	3,942.00	3,343.00		3,855.00	2,423.00	9,240.00	\$75,081.00
4020 Offline Registrations													\$0.00
4021 Registration Fees	63.00		18.00	16.00				-424.00		-1,620.00	2,580.00		\$633.00
4022 Transfer Fees	10.00	47.00	10.00	50.00	50.00	35.00	25.00	170.00	25.00	15.00	10.00	45.00	\$492.00
<b>Total 4020 Offline Registrations</b>	<b>73.00</b>	<b>47.00</b>	<b>28.00</b>	<b>66.00</b>	<b>50.00</b>	<b>35.00</b>	<b>25.00</b>	<b>-254.00</b>	<b>25.00</b>	<b>-1,605.00</b>	<b>2,590.00</b>	<b>45.00</b>	<b>\$1,125.00</b>
<b>Total 4000 Membership Fees</b>	<b>25,561.00</b>	<b>13,562.00</b>	<b>3,755.00</b>	<b>4,186.00</b>	<b>2,797.00</b>	<b>2,716.00</b>	<b>3,967.00</b>	<b>3,089.00</b>	<b>25.00</b>	<b>2,250.00</b>	<b>5,013.00</b>	<b>9,285.00</b>	<b>\$76,206.00</b>
4100 Meet/Open Water Revenue													\$0.00
4110 Pool Meet Fees													\$0.00
4111 Pool (Non-Championship)	-200.00	50.00	0.00		150.00	50.00		0.00	300.00	150.00	250.00	-100.00	\$650.00
4112 Pool (Championship)	-50.00	150.00	-50.00							150.00			\$200.00
4113 Pool (Recognized)			100.00							200.00		-100.00	\$200.00
<b>Total 4110 Pool Meet Fees</b>	<b>-250.00</b>	<b>200.00</b>	<b>50.00</b>		<b>150.00</b>	<b>50.00</b>		<b>0.00</b>	<b>300.00</b>	<b>500.00</b>	<b>250.00</b>	<b>-200.00</b>	<b>\$1,050.00</b>
4115 Open Water Fees			0.00	0.00	0.00		100.00	-730.00	240.00	-900.00	2,398.00		\$1,108.00
<b>Total 4100 Meet/Open Water Revenue</b>	<b>-250.00</b>	<b>200.00</b>	<b>50.00</b>	<b>0.00</b>	<b>150.00</b>	<b>50.00</b>	<b>100.00</b>	<b>-730.00</b>	<b>540.00</b>	<b>-400.00</b>	<b>2,648.00</b>	<b>-200.00</b>	<b>\$2,158.00</b>
4900 Other Types of Income													\$0.00
4950 Contributions and Donations	1,009.00	147.00	10.00	418.00	385.00	35.00	35.00	44.00		10.00		980.00	\$3,073.00
<b>Total 4900 Other Types of Income</b>	<b>1,009.00</b>	<b>147.00</b>	<b>10.00</b>	<b>418.00</b>	<b>385.00</b>	<b>35.00</b>	<b>35.00</b>	<b>44.00</b>		<b>10.00</b>		<b>980.00</b>	<b>\$3,073.00</b>
<b>Total Income</b>	<b>\$26,320.00</b>	<b>\$13,909.00</b>	<b>\$3,815.00</b>	<b>\$4,604.00</b>	<b>\$3,332.00</b>	<b>\$2,801.00</b>	<b>\$4,102.00</b>	<b>\$2,403.00</b>	<b>\$565.00</b>	<b>\$1,860.00</b>	<b>\$7,661.00</b>	<b>\$10,065.00</b>	<b>\$81,437.00</b>
<b>GROSS PROFIT</b>	<b>\$26,320.00</b>	<b>\$13,909.00</b>	<b>\$3,815.00</b>	<b>\$4,604.00</b>	<b>\$3,332.00</b>	<b>\$2,801.00</b>	<b>\$4,102.00</b>	<b>\$2,403.00</b>	<b>\$565.00</b>	<b>\$1,860.00</b>	<b>\$7,661.00</b>	<b>\$10,065.00</b>	<b>\$81,437.00</b>
<b>Expenses</b>													
5000 Programs and Activities													\$0.00
5035 Recognition Awards	64.35										260.79	48.26	\$373.40
5040 Program Discounts	1,654.00			52.00									\$1,706.00
5050 Awards for Events	643.00		40.69										\$683.69
<b>Total 5000 Programs and Activities</b>	<b>2,361.35</b>		<b>40.69</b>	<b>52.00</b>							<b>260.79</b>	<b>48.26</b>	<b>\$2,763.09</b>
5500 Convention													\$0.00
5510 Advances							18,799.50	1,230.50		-1,230.50			\$18,799.50
5520 Registration							180.00	2,880.00					\$3,060.00
5530 Other Convention Expenses										523.00	891.00		\$1,414.00
<b>Total 5500 Convention</b>							<b>18,979.50</b>	<b>4,110.50</b>		<b>-707.50</b>	<b>891.00</b>		<b>\$23,273.50</b>
5700 Coach and Club Development													\$0.00

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5710 Coach Development													\$0.00
5712 USMS Coaching Level 1 and 2 Scholarships										950.00	760.00		\$1,710.00
5713 USMS Coaching Level 3 Scholarships											225.00		\$225.00
<b>Total 5710 Coach Development</b>										<b>950.00</b>	<b>985.00</b>		<b>\$1,935.00</b>
5720 Club and Workout Group Development		485.17	156.48	225.00									\$866.65
<b>Total 5700 Coach and Club Development</b>		<b>485.17</b>	<b>156.48</b>	<b>225.00</b>						<b>950.00</b>	<b>985.00</b>		<b>\$2,801.65</b>
6000 Administrative Expenses													\$0.00
6010 Office Expenses													\$0.00
6011 Bank Charges	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	22.00	\$132.00
6012 Postage							3.60					19.95	\$23.55
6013 Stationery & Printing							26.94						\$26.94
6014 Phone and Fax	708.00											708.00	\$1,416.00
6015 Software	320.00										270.00	790.71	\$1,380.71
6017 QuickBooks Payments Fees	3.15		6.30	6.05		3.15	3.15		6.30	13.80	31.45	3.15	\$76.50
6018 Rule Books	360.00												\$360.00
6019 Newsletter Expenses				164.59			116.99			108.74			\$390.32
<b>Total 6010 Office Expenses</b>	<b>1,401.15</b>	<b>10.00</b>	<b>16.30</b>	<b>180.64</b>	<b>10.00</b>	<b>13.15</b>	<b>160.68</b>	<b>10.00</b>	<b>16.30</b>	<b>132.54</b>	<b>311.45</b>	<b>1,543.81</b>	<b>\$3,806.02</b>
6030 Registration Expenses													\$0.00
6031 Postage and Membership Cards	1,220.25											1,323.65	\$2,543.90
<b>Total 6030 Registration Expenses</b>	<b>1,220.25</b>											<b>1,323.65</b>	<b>\$2,543.90</b>
6050 Meeting Expenses													\$0.00
6051 Face-to-Face Planning Workshops		246.70					210.00						\$456.70
6052 Annual Meeting										295.36	892.43		\$1,187.79
6053 SCPPOA Expenses									560.00	20.00			\$580.00
<b>Total 6050 Meeting Expenses</b>		<b>246.70</b>					<b>210.00</b>		<b>560.00</b>	<b>315.36</b>	<b>892.43</b>		<b>\$2,224.49</b>
6070 Professional Fees													\$0.00
6071 Accounting			40.00			500.00							\$540.00
6072 Newsletter	457.50	237.50	237.50	237.50	237.50	237.50	237.50	237.50		475.00	237.50	237.50	\$3,070.00
6073 Top 10/Recorder	250.00	250.00	250.00	250.00	250.00	250.00	250.00			1,250.00	500.00	500.00	\$4,000.00
<b>Total 6070 Professional Fees</b>	<b>707.50</b>	<b>487.50</b>	<b>527.50</b>	<b>487.50</b>	<b>487.50</b>	<b>987.50</b>	<b>487.50</b>	<b>237.50</b>		<b>1,725.00</b>	<b>737.50</b>	<b>737.50</b>	<b>\$7,610.00</b>
6080 Advertising and Promotional			836.55			664.95	174.61					861.12	\$2,537.23
6090 Miscellaneous Admin						25.00					0.00		\$25.00
<b>Total 6000 Administrative Expenses</b>	<b>3,328.90</b>	<b>744.20</b>	<b>1,380.35</b>	<b>668.14</b>	<b>497.50</b>	<b>1,690.60</b>	<b>1,032.79</b>	<b>247.50</b>	<b>576.30</b>	<b>2,172.90</b>	<b>1,941.38</b>	<b>4,466.08</b>	<b>\$18,746.64</b>
6100 Website and Social Media	720.00												\$720.00
6200 Paid Registrar	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00		4,000.00	2,000.00	2,000.00	\$24,000.00
6300 Other Expenses										50.00	-50.00		\$0.00
6350 Scholarships													\$0.00
6351 Individual Registrations Waived	1,952.00			-122.00									\$1,830.00
<b>Total 6350 Scholarships</b>	<b>1,952.00</b>			<b>-122.00</b>									<b>\$1,830.00</b>
<b>Total 6300 Other Expenses</b>	<b>1,952.00</b>			<b>-122.00</b>						<b>50.00</b>	<b>-50.00</b>		<b>\$1,830.00</b>

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<b>Total Expenses</b>	\$10,362.25	\$3,229.37	\$3,577.52	\$2,823.14	\$2,497.50	\$3,690.60	\$22,012.29	\$6,358.00	\$576.30	\$6,465.40	\$6,028.17	\$6,514.34	\$74,134.88
NET OPERATING INCOME	\$15,957.75	\$10,679.63	\$237.48	\$1,780.86	\$834.50	\$ -889.60	\$ -17,910.29	\$ -3,955.00	\$ -11.30	\$ -4,605.40	\$1,632.83	\$3,550.66	\$7,302.12
Other Income													
4800 Interest And Dividend Income												130.68	\$130.68
<b>Total Other Income</b>	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$130.68	\$130.68
NET OTHER INCOME	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$130.68	\$130.68
NET INCOME	\$15,957.75	\$10,679.63	\$237.48	\$1,780.86	\$834.50	\$ -889.60	\$ -17,910.29	\$ -3,955.00	\$ -11.30	\$ -4,605.40	\$1,632.83	\$3,681.34	\$7,432.80