

**Southern Pacific Masters Swimming**  
**PROFIT AND LOSS**  
 January - May, 2014

	JAN 2014	FEB 2014	MAR 2014	APR 2014	MAY 2014	TOTAL
<b>Income</b>						
Awards Sales	2,033.90	133.10	161.70	260.70		\$2,589.40
Promotional Sales	180.00	411.25		10.00		\$601.25
Registration Revenue						\$0.00
Offline Registrations	706.00	706.00	548.00	176.00	121.00	\$2,257.00
Offline Registrations Expense	-513.00	-519.00	-396.00	-110.00	-78.00	\$-1,616.00
Online Registrations	21,427.00	14,487.00	4,311.00	3,499.00	2,377.00	\$46,101.00
<b>Total Registration Revenue</b>	<b>21,620.00</b>	<b>14,674.00</b>	<b>4,463.00</b>	<b>3,565.00</b>	<b>2,420.00</b>	<b>\$46,742.00</b>
Sanction Revenue						\$0.00
Open Water				50.00	25.00	\$75.00
Pool	300.00	200.00	50.00		250.00	\$800.00
<b>Total Sanction Revenue</b>	<b>300.00</b>	<b>200.00</b>	<b>50.00</b>	<b>50.00</b>	<b>275.00</b>	<b>\$875.00</b>
<b>Total Income</b>	<b>\$24,133.90</b>	<b>\$15,418.35</b>	<b>\$4,674.70</b>	<b>\$3,885.70</b>	<b>\$2,695.00</b>	<b>\$50,807.65</b>
<b>Gross Profit</b>	<b>\$24,133.90</b>	<b>\$15,418.35</b>	<b>\$4,674.70</b>	<b>\$3,885.70</b>	<b>\$2,695.00</b>	<b>\$50,807.65</b>
<b>Expenses</b>						
Bank Charges	3.00	13.00	19.99			\$35.99
Clinics & Seminars		920.58			149.00	\$1,069.58
Entry Fees - Comp'd	397.00		187.00			\$584.00
Equipment - Purchases		260.00				\$260.00
Equipment - Storage	100.00	100.00	100.00	100.00	100.00	\$500.00
Individual Registrations - Comp'd	960.00					\$960.00
Office Expenses & Supplies			107.44			\$107.44
Phone & Fax			897.99			\$897.99
Postage			855.80			\$855.80
Professional Fees						\$0.00
Legal & Accounting		75.00		8.00	550.00	\$633.00
Meet Operations	100.00		600.00		400.00	\$1,100.00
Newsletter/Top 10 Recorder	416.66		1,249.98		416.66	\$2,083.30
Registrar	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	\$6,750.00
<b>Total Professional Fees</b>	<b>1,866.66</b>	<b>1,425.00</b>	<b>3,199.98</b>	<b>1,358.00</b>	<b>2,716.66</b>	<b>\$10,566.30</b>
Promotional & Advertising	2,576.20	22.00	3,424.81			\$6,023.01
Software			318.58			\$318.58
Stationery & Printing			5,274.97			\$5,274.97
Taxes & Licenses					25.00	\$25.00
Travel	169.50		830.38		166.90	\$1,166.78
Website & Web Development		720.00				\$720.00
<b>Total Expenses</b>	<b>\$6,072.36</b>	<b>\$3,460.58</b>	<b>\$15,216.94</b>	<b>\$1,458.00</b>	<b>\$3,157.56</b>	<b>\$29,365.44</b>
<b>Net Operating Income</b>	<b>\$18,061.54</b>	<b>\$11,957.77</b>	<b>\$ -10,542.24</b>	<b>\$2,427.70</b>	<b>\$ -462.56</b>	<b>\$21,442.21</b>
<b>Other Income</b>						
Interest Earned	1.07				2.01	\$3.08
Miscellaneous Income		0.01				\$0.01
<b>Total Other Income</b>	<b>\$1.07</b>	<b>\$0.01</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2.01</b>	<b>\$3.09</b>
<b>Other Expenses</b>						
Miscellaneous Expense			0.01			\$0.01
<b>Total Other Expenses</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.01</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.01</b>

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Net Other Income	\$1.07	\$0.01	\$ -0.01	\$0.00	\$2.01	\$3.08
Net Income	\$18,062.61	\$11,957.78	\$ -10,542.25	\$2,427.70	\$ -460.55	\$21,445.29

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