



Southern Pacific Masters Swimming

PROFIT AND LOSS

January - September, 2017

	JAN 2017	FEB 2017	MAR 2017	APR 2017	MAY 2017	JUN 2017	JUL 2017	AUG 2017	SEP 2017	TOTAL
INCOME										
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	\$1,977.00
Offline Registrations	69.00	779.00	375.00	227.00	30.00	69.00	60.00	256.00	143.00	\$2,008.00
Offline Registrations Expense	-41.00	-590.00	-246.00	-123.00		-41.00		-195.00	-86.00	\$ -1,322.00
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
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
Sanction Revenue										\$0.00
Open Water		390.00	100.00	100.00	100.00	200.00	258.00			\$1,148.00
Open Water Expense							-315.00	-520.00	-100.00	\$ -935.00
Pool	400.00		-400.00							\$0.00
Pool (Non-Regional/Zone/National)			700.00		300.00	100.00	100.00	200.00		\$1,400.00
Pool (Recognized Expense)				-100.00				-100.00		\$ -200.00
Pool (Recognized)						200.00				\$200.00
Pool Expense	-150.00	-50.00	-100.00	-50.00	-150.00	-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
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							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 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
NET INCOME	\$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