

**Southern Pacific Masters Swimming  
Profit & Loss**

January - October, 2013

	Jan 2013	Feb 2013	Mar 2013	Apr 2013	May 2013	Jun 2013	Jul 2013	Aug 2013	Sep 2013	Oct 2013	Total
<b>Income</b>											
Awards Fees		110.00	92.00	156.00	264.40	1,765.00	199.60	61.20		124.80	\$2,773.00
Registration Revenue											\$0.00
Offline Registrations	1,456.00	502.00	1,107.00	584.00	428.00	260.00	596.00	1,466.00	660.00	138.00	\$7,197.00
Offline Registrations Expense	-1,036.00	-372.00	-813.00	-238.00	-335.00	-210.00	-461.00	-1,015.00	-140.00	-89.00	\$ -4,709.00
Online Registrations	16,841.00	10,768.00	3,465.00	3,296.00	3,603.00	2,597.00	3,572.00	3,226.00	2,080.00	1,432.00	\$50,880.00
<b>Total Registration Revenue</b>	<b>17,261.00</b>	<b>10,898.00</b>	<b>3,759.00</b>	<b>3,642.00</b>	<b>3,696.00</b>	<b>2,647.00</b>	<b>3,707.00</b>	<b>3,677.00</b>	<b>2,600.00</b>	<b>1,481.00</b>	<b>\$53,368.00</b>
Sanction Revenue											\$0.00
Open Water		-175.00	50.00	25.00			745.00	2,732.00		1,356.00	\$4,733.00
Open Water Expense							-1,000.00	-2,000.00	-1,000.00		\$ -4,000.00
Pool	100.00	300.00		100.00	50.00	200.00		100.00	50.00	250.00	\$1,150.00
<b>Total Sanction Revenue</b>	<b>100.00</b>	<b>125.00</b>	<b>50.00</b>	<b>125.00</b>	<b>50.00</b>	<b>200.00</b>	<b>-255.00</b>	<b>832.00</b>	<b>-95.00</b>	<b>1,606.00</b>	<b>\$1,883.00</b>
<b>Total Income</b>	<b>\$17,361.00</b>	<b>\$11,133.00</b>	<b>\$3,901.00</b>	<b>\$3,923.00</b>	<b>\$4,010.40</b>	<b>\$4,612.00</b>	<b>\$3,651.60</b>	<b>\$4,570.20</b>	<b>\$1,650.00</b>	<b>\$3,211.80</b>	<b>\$58,024.00</b>
<b>Gross Profit</b>	<b>\$17,361.00</b>	<b>\$11,133.00</b>	<b>\$3,901.00</b>	<b>\$3,923.00</b>	<b>\$4,010.40</b>	<b>\$4,612.00</b>	<b>\$3,651.60</b>	<b>\$4,570.20</b>	<b>\$1,650.00</b>	<b>\$3,211.80</b>	<b>\$58,024.00</b>
<b>Expenses</b>											
Awards											\$0.00
Annual					48.38						\$48.38
Competition - Open Water	700.72										\$700.72
Competition - Pool	3,234.70			564.60				1,769.90		414.00	\$5,983.20
<b>Total Awards</b>	<b>3,935.42</b>	<b>0.00</b>	<b>0.00</b>	<b>564.60</b>	<b>48.38</b>	<b>0.00</b>	<b>0.00</b>	<b>1,769.90</b>	<b>0.00</b>	<b>414.00</b>	<b>\$6,732.30</b>
Bank Charges	6.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00		\$33.00
Clinics & Seminars		1,450.00	24.00	1,197.00	-38.00						\$2,838.00
Convention											\$0.00
Advances									1,104.32	4,640.60	\$5,744.92
Hosting									250.00	1,650.00	\$1,900.00
Registration								340.00	340.00	1,870.00	\$2,550.00
<b>Total Convention</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>340.00</b>	<b>1,694.32</b>	<b>8,160.60</b>	<b>\$10,194.92</b>
Entry Fees - Comp'd										139.00	\$139.00
Equipment - Purchases			206.00				106.00				\$312.00
Equipment - Storage		96.00	96.00	96.00	102.00		300.00	204.00		102.00	\$996.00
Individual Registrations - Comp'd	874.00										\$874.00
Office Expenses & Supplies	7.00		13.06		5.71						\$25.77
Phone & Fax									768.39		\$768.39
Postage								19.95			\$19.95
Professional Fees											\$0.00
Legal				32.00			550.00				\$582.00
Meet Operations	100.00	200.00	200.00	200.00	400.00	125.00	100.00			300.00	\$1,625.00
Newsletter/Top 10 Recorder	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	416.66	\$4,166.60
Open Water Coordinator						50.00				50.00	\$100.00
Open Water Referee								50.00			\$50.00
Registrar	1,671.00	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	1,350.00	\$13,821.00
<b>Total Professional Fees</b>	<b>2,187.66</b>	<b>1,966.66</b>	<b>1,966.66</b>	<b>1,998.66</b>	<b>2,166.66</b>	<b>1,941.66</b>	<b>2,416.66</b>	<b>1,816.66</b>	<b>1,766.66</b>	<b>2,116.66</b>	<b>\$20,344.60</b>
Promotional & Advertising			2,615.00						9,768.81	826.20	\$13,210.01
Software							478.39				\$478.39
Stationery & Printing	50.00										\$50.00
Travel	116.30	431.57	145.66	57.14	234.48	518.67	253.13	35.30		515.68	\$2,307.93
<b>Total Expenses</b>	<b>\$7,176.38</b>	<b>\$3,947.23</b>	<b>\$5,069.38</b>	<b>\$3,916.40</b>	<b>\$2,522.23</b>	<b>\$2,463.33</b>	<b>\$3,557.18</b>	<b>\$4,188.81</b>	<b>\$14,001.18</b>	<b>\$12,482.14</b>	<b>\$59,324.26</b>
<b>Net Operating Income</b>	<b>\$10,184.62</b>	<b>\$7,185.77</b>	<b>\$ -1,168.38</b>	<b>\$6.60</b>	<b>\$1,488.17</b>	<b>\$2,148.67</b>	<b>\$94.42</b>	<b>\$381.39</b>	<b>\$ -12,351.18</b>	<b>\$ -9,270.34</b>	<b>\$ -1,300.26</b>
<b>Other Income</b>											
Interest Earned	1.00	1.01	1.18	1.13	1.17	1.14	1.20	1.22	1.13	1.04	\$11.22

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Miscellaneous Income		100.00	95.00	-192.00							\$3.00
<b>Total Other Income</b>	<b>\$1.00</b>	<b>\$101.01</b>	<b>\$96.18</b>	<b>\$ -190.87</b>	<b>\$1.17</b>	<b>\$1.14</b>	<b>\$1.20</b>	<b>\$1.22</b>	<b>\$1.13</b>	<b>\$1.04</b>	<b>\$14.22</b>
<b>Net Other Income</b>	<b>\$1.00</b>	<b>\$101.01</b>	<b>\$96.18</b>	<b>\$ -190.87</b>	<b>\$1.17</b>	<b>\$1.14</b>	<b>\$1.20</b>	<b>\$1.22</b>	<b>\$1.13</b>	<b>\$1.04</b>	<b>\$14.22</b>
<b>Net Income</b>	<b>\$10,185.62</b>	<b>\$7,286.78</b>	<b>\$ -1,072.20</b>	<b>\$ -184.27</b>	<b>\$1,489.34</b>	<b>\$2,149.81</b>	<b>\$95.62</b>	<b>\$382.61</b>	<b>\$ -12,350.05</b>	<b>\$ -9,269.30</b>	<b>\$ -1,286.04</b>

Tuesday, Nov 05, 2013 08:15:16 AM PST GMT-8 - Cash Basis