



# Southern Pacific Masters Swimming

## PROFIT AND LOSS

January - December 2016

|                                   | JAN 2016           | FEB 2016           | MAR 2016          | APR 2016          | MAY 2016          | JUN 2016          | JUL 2016          | AUG 2016          | SEP 2016          | OCT 2016          | NOV 2016          | DEC 2016           | TOTAL              |
|-----------------------------------|--------------------|--------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|--------------------|
| <b>INCOME</b>                     |                    |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |                    |
| Awards Sales                      | 1,230.10           |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    | \$1,230.10         |
| Clinic & Seminar Income           |                    |                    |                   |                   |                   |                   |                   |                   | 296.00            |                   |                   |                    | \$296.00           |
| Registration Revenue              |                    |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    | \$0.00             |
| Donations - LMSC                  | 1,051.00           | 49.00              | 160.00            |                   | 70.00             | 40.00             | 30.00             | 30.00             | 100.00            | 95.00             | 15.00             | 1,085.00           | \$2,725.00         |
| Offline Registrations             | 231.00             | 836.00             | 123.00            | 29.00             | 69.00             | 236.00            | 222.00            | 354.00            | 25.00             | 130.00            | 10.00             | 59.00              | \$2,324.00         |
| Offline Registrations Expense     | -156.00            | -580.00            | -78.00            |                   | -39.00            | -156.00           | -117.00           | -64.00            |                   | -75.00            |                   | -41.00             | \$ -1,306.00       |
| Online Registrations              | 21,585.00          | 14,620.00          | 4,290.00          | 3,375.00          | 2,745.00          | 2,535.00          | 3,465.00          | 2,638.00          | 3,270.00          | 1,920.00          | 2,085.00          | 15,684.00          | \$78,212.00        |
| <b>Total Registration Revenue</b> | <b>22,711.00</b>   | <b>14,925.00</b>   | <b>4,495.00</b>   | <b>3,404.00</b>   | <b>2,845.00</b>   | <b>2,655.00</b>   | <b>3,600.00</b>   | <b>2,958.00</b>   | <b>3,395.00</b>   | <b>2,070.00</b>   | <b>2,110.00</b>   | <b>16,787.00</b>   | <b>\$81,955.00</b> |
| Sanction Revenue                  |                    |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    | \$0.00             |
| Open Water                        | 3,204.00           | 200.00             | 100.00            |                   |                   |                   |                   |                   | 2,184.00          | 624.00            |                   |                    | \$6,312.00         |
| Open Water Expense                |                    |                    |                   |                   |                   |                   | -395.00           |                   | -1,820.00         | -885.00           | -100.00           |                    | \$ -3,200.00       |
| Pool                              | 400.00             | 175.00             | 300.00            | 75.00             | 225.00            |                   | 150.00            |                   | 300.00            | 75.00             |                   | 400.00             | \$2,100.00         |
| Pool Expense                      |                    |                    | -100.00           | -100.00           | -150.00           | -100.00           | -100.00           | -100.00           | -200.00           | -50.00            | -50.00            | -50.00             | \$ -1,000.00       |
| <b>Total Sanction Revenue</b>     | <b>3,604.00</b>    | <b>375.00</b>      | <b>300.00</b>     | <b>-25.00</b>     | <b>75.00</b>      | <b>-100.00</b>    | <b>-345.00</b>    | <b>-100.00</b>    | <b>464.00</b>     | <b>-236.00</b>    | <b>-150.00</b>    | <b>350.00</b>      | <b>\$4,212.00</b>  |
| <b>Total Income</b>               | <b>\$27,545.10</b> | <b>\$15,300.00</b> | <b>\$4,795.00</b> | <b>\$3,379.00</b> | <b>\$2,920.00</b> | <b>\$2,555.00</b> | <b>\$3,255.00</b> | <b>\$2,858.00</b> | <b>\$4,155.00</b> | <b>\$1,834.00</b> | <b>\$1,960.00</b> | <b>\$17,137.00</b> | <b>\$87,693.10</b> |
| <b>GROSS PROFIT</b>               | <b>\$27,545.10</b> | <b>\$15,300.00</b> | <b>\$4,795.00</b> | <b>\$3,379.00</b> | <b>\$2,920.00</b> | <b>\$2,555.00</b> | <b>\$3,255.00</b> | <b>\$2,858.00</b> | <b>\$4,155.00</b> | <b>\$1,834.00</b> | <b>\$1,960.00</b> | <b>\$17,137.00</b> | <b>\$87,693.10</b> |
| <b>EXPENSES</b>                   |                    |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    |                    |
| Awards                            |                    |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    | \$0.00             |
| Annual                            |                    |                    |                   |                   |                   |                   |                   |                   |                   |                   | 380.55            |                    | \$380.55           |
| Competition - Open Water          |                    | 1,219.67           |                   |                   |                   |                   |                   | 386.19            | 253.92            |                   |                   |                    | \$1,859.78         |
| <b>Total Awards</b>               |                    | <b>1,219.67</b>    |                   |                   |                   |                   |                   | <b>386.19</b>     | <b>253.92</b>     |                   | <b>380.55</b>     |                    | <b>\$2,240.33</b>  |
| Bank Charges                      | 17.44              | 69.32              | 20.39             | 11.78             | 14.64             | 11.78             | 14.64             | 43.35             | 44.92             | 15.14             | 42.46             | 13.65              | \$319.51           |
| Clinics & Seminars                |                    | 140.72             |                   | 450.00            |                   | 129.20            |                   |                   | 1,807.07          |                   | 745.40            | 175.00             | \$3,447.39         |
| Convention                        |                    |                    |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    | \$0.00             |
| Advances                          | -381.25            |                    |                   |                   |                   |                   | 18,230.00         |                   |                   | 1,159.00          | -1,159.00         |                    | \$17,848.75        |
| Other Convention Expenses         |                    |                    |                   |                   |                   |                   |                   | 542.25            | 444.41            |                   |                   |                    | \$986.66           |
| Registration                      |                    |                    |                   |                   |                   |                   |                   | 2,880.00          |                   |                   |                   |                    | \$2,880.00         |
| <b>Total Convention</b>           | <b>-381.25</b>     |                    |                   |                   |                   |                   | <b>18,230.00</b>  | <b>3,422.25</b>   | <b>444.41</b>     | <b>1,159.00</b>   | <b>-1,159.00</b>  |                    | <b>\$21,715.41</b> |
| Entry Fees - Comp'd               | 306.00             |                    |                   |                   | 85.00             |                   |                   |                   | 79.00             |                   |                   | 419.00             | \$889.00           |
| Equipment - Purchases             |                    | 646.00             |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    | \$646.00           |
| Individual Registrations - Comp'd |                    | 1,296.00           |                   |                   |                   |                   |                   |                   |                   |                   |                   |                    | \$1,296.00         |

|                                | JAN 2016           | FEB 2016          | MAR 2016          | APR 2016            | MAY 2016          | JUN 2016          | JUL 2016             | AUG 2016            | SEP 2016            | OCT 2016            | NOV 2016          | DEC 2016          | TOTAL              |
|--------------------------------|--------------------|-------------------|-------------------|---------------------|-------------------|-------------------|----------------------|---------------------|---------------------|---------------------|-------------------|-------------------|--------------------|
| Office Expenses & Supplies     | 23.05              |                   |                   |                     |                   |                   |                      |                     | 110.84              |                     |                   |                   | \$133.89           |
| Phone & Fax                    | 59.00              | 59.00             | 59.00             | 59.00               | 59.00             | 59.00             | 59.00                | 59.00               | 59.00               | 59.00               |                   | 118.00            | \$708.00           |
| Postage                        | 34.30              |                   |                   | 16.17               |                   |                   | 7.15                 | 20.50               |                     | 30.97               |                   | 1,442.00          | \$1,551.09         |
| Professional Fees              |                    |                   |                   |                     |                   |                   |                      |                     |                     |                     |                   |                   | \$0.00             |
| Legal & Accounting             |                    |                   | 32.00             |                     |                   |                   | 550.00               |                     |                     |                     |                   |                   | \$582.00           |
| Newsletter                     |                    |                   |                   |                     |                   |                   |                      |                     |                     | 220.00              | 220.00            | 220.00            | \$660.00           |
| Newsletter/Top 10 Recorder     | 483.33             | 483.33            | 483.33            | 483.33              | 483.33            | 483.33            | 483.33               | 483.33              | 483.33              |                     |                   |                   | \$4,349.97         |
| Registrar                      | 1,675.00           | 1,675.00          | 1,675.00          | 1,675.00            | 1,675.00          | 1,675.00          | 1,675.00             | 1,675.00            | 1,675.00            | 1,850.00            | 1,850.00          | 1,850.00          | \$20,625.00        |
| Top 10/Recorder                |                    |                   |                   |                     |                   |                   |                      |                     |                     | 625.00              | 625.00            | 1,625.00          | \$2,875.00         |
| <b>Total Professional Fees</b> | <b>2,158.33</b>    | <b>2,158.33</b>   | <b>2,190.33</b>   | <b>2,158.33</b>     | <b>2,158.33</b>   | <b>2,158.33</b>   | <b>2,708.33</b>      | <b>2,158.33</b>     | <b>2,158.33</b>     | <b>2,695.00</b>     | <b>2,695.00</b>   | <b>3,695.00</b>   | <b>\$29,091.97</b> |
| Promotional & Advertising      |                    |                   |                   |                     |                   |                   |                      |                     |                     |                     |                   | 1,638.55          | \$1,638.55         |
| Software                       | 491.10             | 57.21             | 61.15             | 59.18               | 61.15             | 59.18             | 61.15                | 61.15               | 59.18               | 61.15               |                   | 120.33            | \$1,151.93         |
| Stationery & Printing          | 110.62             |                   |                   | 25.22               | 11.66             | 60.94             |                      | 53.84               | 40.39               | 42.97               |                   | 19.77             | \$365.41           |
| Taxes & Licenses               |                    |                   |                   |                     |                   |                   | 25.00                |                     |                     |                     |                   |                   | \$25.00            |
| Video Services                 | 2,335.00           |                   |                   | 1,690.00            |                   |                   |                      |                     | 1,480.00            |                     |                   |                   | \$5,505.00         |
| Website & Web Development      | 60.00              | 60.00             | 60.00             | 60.00               | 60.00             | 60.00             | 60.00                | 60.00               | 60.00               | 60.00               | 60.00             | 60.00             | \$720.00           |
| <b>Total Expenses</b>          | <b>\$5,213.59</b>  | <b>\$5,706.25</b> | <b>\$2,390.87</b> | <b>\$4,529.68</b>   | <b>\$2,449.78</b> | <b>\$2,538.43</b> | <b>\$21,165.27</b>   | <b>\$6,264.61</b>   | <b>\$6,597.06</b>   | <b>\$4,123.23</b>   | <b>\$2,764.41</b> | <b>\$7,701.30</b> | <b>\$71,444.48</b> |
| NET OPERATING INCOME           | <b>\$22,331.51</b> | <b>\$9,593.75</b> | <b>\$2,404.13</b> | <b>\$ -1,150.68</b> | <b>\$470.22</b>   | <b>\$16.57</b>    | <b>\$ -17,910.27</b> | <b>\$ -3,406.61</b> | <b>\$ -2,442.06</b> | <b>\$ -2,289.23</b> | <b>\$ -804.41</b> | <b>\$9,435.70</b> | <b>\$16,248.62</b> |
| OTHER INCOME                   |                    |                   |                   |                     |                   |                   |                      |                     |                     |                     |                   |                   |                    |
| Interest Earned                | 0.85               | 0.84              | 0.80              | 0.85                | 0.82              | 0.84              | 0.84                 | 1.35                | 0.35                | 0.82                | 0.85              | 0.82              | \$10.03            |
| <b>Total Other Income</b>      | <b>\$0.85</b>      | <b>\$0.84</b>     | <b>\$0.80</b>     | <b>\$0.85</b>       | <b>\$0.82</b>     | <b>\$0.84</b>     | <b>\$0.84</b>        | <b>\$1.35</b>       | <b>\$0.35</b>       | <b>\$0.82</b>       | <b>\$0.85</b>     | <b>\$0.82</b>     | <b>\$10.03</b>     |
| NET OTHER INCOME               | <b>\$0.85</b>      | <b>\$0.84</b>     | <b>\$0.80</b>     | <b>\$0.85</b>       | <b>\$0.82</b>     | <b>\$0.84</b>     | <b>\$0.84</b>        | <b>\$1.35</b>       | <b>\$0.35</b>       | <b>\$0.82</b>       | <b>\$0.85</b>     | <b>\$0.82</b>     | <b>\$10.03</b>     |
| NET INCOME                     | <b>\$22,332.36</b> | <b>\$9,594.59</b> | <b>\$2,404.93</b> | <b>\$ -1,149.83</b> | <b>\$471.04</b>   | <b>\$17.41</b>    | <b>\$ -17,909.43</b> | <b>\$ -3,405.26</b> | <b>\$ -2,441.71</b> | <b>\$ -2,288.41</b> | <b>\$ -803.56</b> | <b>\$9,436.52</b> | <b>\$16,258.65</b> |