



Southern Pacific Masters Swimming

PROFIT AND LOSS

January - June, 2017

| | JAN 2017 | FEB 2017 | MAR 2017 | APR 2017 | MAY 2017 | JUN 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 | \$1,837.00 |
| Offline Registrations | 69.00 | 779.00 | 375.00 | 227.00 | 30.00 | 69.00 | \$1,549.00 |
| Offline Registrations Expense | -41.00 | -590.00 | -246.00 | -123.00 | | -41.00 | \$ -1,041.00 |
| Online Registrations | 19,937.00 | 10,222.00 | 3,651.00 | 3,785.00 | 1,924.00 | 1,980.00 | \$41,499.00 |
| Total Registration Revenue | 21,002.00 | 10,761.00 | 3,890.00 | 4,044.00 | 2,034.00 | 2,113.00 | \$43,844.00 |
| Sanction Revenue | | | | | | | \$0.00 |
| Open Water | | 390.00 | 100.00 | 100.00 | 100.00 | 200.00 | \$890.00 |
| Pool | 400.00 | | -400.00 | | | | \$0.00 |
| Pool (Non-Regional/Zone/National) | | | 700.00 | | 300.00 | 100.00 | \$1,100.00 |
| Pool (Recognized Expense) | | | | -100.00 | | | \$ -100.00 |
| Pool (Recognized) | | | | | | 200.00 | \$200.00 |
| Pool Expense | -150.00 | -50.00 | -100.00 | -50.00 | -150.00 | -50.00 | \$ -550.00 |
| Total Sanction Revenue | 250.00 | 340.00 | 300.00 | -50.00 | 250.00 | 450.00 | \$1,540.00 |
| Total Income | \$21,252.00 | \$11,145.50 | \$4,190.00 | \$3,994.00 | \$2,284.00 | \$2,563.00 | \$45,428.50 |
| GROSS PROFIT | \$21,252.00 | \$11,145.50 | \$4,190.00 | \$3,994.00 | \$2,284.00 | \$2,563.00 | \$45,428.50 |
| EXPENSES | | | | | | | |
| Awards | | | | | | | \$0.00 |
| Competition - Open Water | | | | 1,038.18 | | 55.53 | \$1,093.71 |
| Total Awards | | | | 1,038.18 | | 55.53 | \$1,093.71 |
| Bank Charges | 17.30 | 10.50 | 17.30 | 13.65 | 18.30 | 17.05 | \$94.10 |
| Clinics & Seminars | | 439.40 | | | | | \$439.40 |
| Entry Fees - Comp'd | | 10.00 | | | | 166.00 | \$176.00 |
| Equipment - Purchases | | 264.00 | | | | | \$264.00 |
| Individual Registrations - Comp'd | | 1,512.00 | | | -54.00 | | \$1,458.00 |
| Meals and Entertainment | | 221.38 | | | | | \$221.38 |
| Phone & Fax | 59.00 | 59.00 | 59.00 | 59.00 | | 118.00 | \$354.00 |
| Postage | | 26.99 | 16.26 | 7.67 | | 2.68 | \$53.60 |
| 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 | \$1,320.00 |
| Registrar | 1,850.00 | 1,850.00 | 1,850.00 | 1,850.00 | 1,850.00 | 1,850.00 | \$11,100.00 |
| Top 10/Recorder | 1,625.00 | 625.00 | 625.00 | 625.00 | 625.00 | 625.00 | \$4,750.00 |
| Total Professional Fees | 3,695.00 | 2,748.00 | 2,695.00 | 2,695.00 | 2,695.00 | 3,245.00 | \$17,773.00 |
| Promotional & Advertising | | | 51.17 | | | 3,009.89 | \$3,061.06 |

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|------------------------------|--------------------|-------------------|-------------------|-------------------|-------------------|---------------------|--------------------|
| Software | 61.15 | 485.18 | 61.15 | 59.18 | | 120.33 | \$786.99 |
| 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 | \$28,969.74 |
| NET OPERATING INCOME | \$14,252.05 | \$5,369.05 | \$1,290.12 | \$121.32 | \$ -375.30 | \$ -4,198.48 | \$16,458.76 |
| OTHER INCOME | | | | | | | |
| Interest Earned | 0.85 | 0.85 | 0.77 | 0.84 | 0.84 | 0.83 | \$4.98 |
| Total Other Income | \$0.85 | \$0.85 | \$0.77 | \$0.84 | \$0.84 | \$0.83 | \$4.98 |
| OTHER EXPENSES | | | | | | | |
| Reconciliation Discrepancies | | | | | -31.53 | | \$ -31.53 |
| Total Other Expenses | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$ -31.53 | \$0.00 | \$ -31.53 |
| NET OTHER INCOME | \$0.85 | \$0.85 | \$0.77 | \$0.84 | \$32.37 | \$0.83 | \$36.51 |
| NET INCOME | \$14,252.90 | \$5,369.90 | \$1,290.89 | \$122.16 | \$ -342.93 | \$ -4,197.65 | \$16,495.27 |