



# Southern Pacific Masters Swimming

## PROFIT AND LOSS

January - December 2018

	JAN 2018	FEB 2018	MAR 2018	APR 2018	MAY 2018	JUN 2018	JUL 2018	AUG 2018	SEP 2018	OCT 2018	NOV 2018	DEC 2018	TOTAL
<b>Income</b>													
Clinic & Seminar Income										3,120.50			\$3,120.50
Registration Revenue													\$0.00
Donations - LMSC	871.00	495.00	240.00	25.00	35.00	50.00			15.00	5.00	50.00	663.00	\$2,449.00
Offline Registrations	258.00	494.00	90.00	161.00	50.00	25.00	61.00	275.00	136.00	10.00	5.00	2,057.00	\$3,622.00
Offline Registrations Expense	-1,343.00	-299.00	-62.00	-95.00		-43.00	-43.00		-958.00	-690.00		-90.00	\$ -3,623.00
Online Registrations	22,725.00	16,773.00	4,350.00	3,501.00	3,828.00	3,035.00	3,615.00	2,623.00	2,389.00	2,466.00	2,583.00	14,242.00	\$82,130.00
<b>Total Registration Revenue</b>	<b>22,511.00</b>	<b>17,463.00</b>	<b>4,618.00</b>	<b>3,592.00</b>	<b>3,913.00</b>	<b>3,067.00</b>	<b>3,633.00</b>	<b>2,898.00</b>	<b>1,582.00</b>	<b>1,791.00</b>	<b>2,638.00</b>	<b>16,872.00</b>	<b>\$84,578.00</b>
<b>Sanction Revenue</b>													
Open Water		200.00	2,292.00				200.00					2,946.00	\$5,638.00
Open Water Expense	-1,645.00								-1,100.00	-675.00	-545.00		\$ -3,965.00
Pool (Non-Regional/Zone/National)	300.00		400.00		300.00	200.00		200.00	100.00		100.00	200.00	\$1,800.00
Pool (Recognized Expense)												-100.00	\$ -100.00
Pool (Recognized)			200.00						200.00				\$400.00
Pool (Regional/Zone/National)	150.00	-50.00	150.00					150.00					\$400.00
Pool Expense	-50.00		-50.00	-100.00	-100.00	-150.00	-50.00		-150.00	-50.00		-50.00	\$ -750.00
<b>Total Sanction Revenue</b>	<b>-1,245.00</b>	<b>150.00</b>	<b>2,992.00</b>	<b>-100.00</b>	<b>200.00</b>	<b>50.00</b>	<b>150.00</b>	<b>350.00</b>	<b>-950.00</b>	<b>-725.00</b>	<b>-445.00</b>	<b>2,996.00</b>	<b>\$3,423.00</b>
<b>Total Income</b>	<b>\$21,266.00</b>	<b>\$17,613.00</b>	<b>\$7,610.00</b>	<b>\$3,492.00</b>	<b>\$4,113.00</b>	<b>\$3,117.00</b>	<b>\$3,783.00</b>	<b>\$3,248.00</b>	<b>\$632.00</b>	<b>\$4,186.50</b>	<b>\$2,193.00</b>	<b>\$19,868.00</b>	<b>\$91,121.50</b>
<b>GROSS PROFIT</b>	<b>\$21,266.00</b>	<b>\$17,613.00</b>	<b>\$7,610.00</b>	<b>\$3,492.00</b>	<b>\$4,113.00</b>	<b>\$3,117.00</b>	<b>\$3,783.00</b>	<b>\$3,248.00</b>	<b>\$632.00</b>	<b>\$4,186.50</b>	<b>\$2,193.00</b>	<b>\$19,868.00</b>	<b>\$91,121.50</b>
<b>Expenses</b>													
Awards													\$0.00
Annual	109.57										218.79	191.54	\$519.90
Competition - Open Water	396.69												\$396.69
<b>Total Awards</b>	<b>506.26</b>										<b>218.79</b>	<b>191.54</b>	<b>\$916.59</b>
Bank Charges	-189.81	10.00	36.80	10.00	14.15	17.30	17.05	37.85	17.05	10.00	10.00	20.50	\$10.89
Clinics & Seminars	45.00						200.00			3,486.37	330.00	125.00	\$4,186.37
Convention													\$0.00
Advances							17,080.80		129.30	-1,209.20			\$16,000.90
Other Convention Expenses										316.31			\$316.31
Registration								2,520.00					\$2,520.00
<b>Total Convention</b>							<b>17,080.80</b>	<b>2,520.00</b>	<b>129.30</b>	<b>-892.89</b>			<b>\$18,837.21</b>
Entry Fees - Comp'd	233.00		262.00	67.00									\$562.00
Equipment - Purchases	300.00										2,457.23		\$2,757.23
Individual Registrations - Comp'd	1,708.00			-122.00	122.00			-122.00					\$1,586.00
Meals and Entertainment		246.14					60.00			200.00	893.53	182.50	\$1,582.17
Phone & Fax	708.00												\$708.00

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Postage	10.30	5.04											\$15.34
Professional Fees													\$0.00
Legal & Accounting			50.00		587.00								\$637.00
Newsletter	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	220.00	17.50	237.50	237.50	\$2,472.50
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	2,000.00	2,000.00	2,000.00	\$22,650.00
Top 10/Recorder	625.00	1,625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00		500.00	250.00	\$7,375.00
<b>Total Professional Fees</b>	<b>2,695.00</b>	<b>3,695.00</b>	<b>2,745.00</b>	<b>2,695.00</b>	<b>3,282.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,695.00</b>	<b>2,017.50</b>	<b>2,737.50</b>	<b>2,487.50</b>	<b>\$33,134.50</b>
Promotional & Advertising									636.65	749.60			\$1,386.25
Software	601.15		175.56				181.48			196.47	120.33		\$1,274.99
Stationery & Printing											3.60		\$3.60
Taxes & Licenses					25.00								\$25.00
Video Services	3,074.64												\$3,074.64
Website & Web Development							720.00						\$720.00
<b>Total Expenses</b>	<b>\$9,691.54</b>	<b>\$3,956.18</b>	<b>\$3,219.36</b>	<b>\$2,650.00</b>	<b>\$3,443.15</b>	<b>\$2,712.30</b>	<b>\$20,954.33</b>	<b>\$5,130.85</b>	<b>\$3,478.00</b>	<b>\$5,767.05</b>	<b>\$6,770.98</b>	<b>\$3,007.04</b>	<b>\$70,780.78</b>
NET OPERATING INCOME	\$11,574.46	\$13,656.82	\$4,390.64	\$842.00	\$669.85	\$404.70	\$ -17,171.33	\$ -1,882.85	\$ -2,846.00	\$ -1,580.55	\$ -4,577.98	\$16,860.96	\$20,340.72
Other Income													
Interest Earned	0.85	1.62	0.14										\$2.61
<b>Total Other Income</b>	<b>\$0.85</b>	<b>\$1.62</b>	<b>\$0.14</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>\$0.00</b>	<b>\$0.00</b>	<b>\$2.61</b>
NET OTHER INCOME	\$0.85	\$1.62	\$0.14	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2.61
<b>NET INCOME</b>	<b>\$11,575.31</b>	<b>\$13,658.44</b>	<b>\$4,390.78</b>	<b>\$842.00</b>	<b>\$669.85</b>	<b>\$404.70</b>	<b>\$ -17,171.33</b>	<b>\$ -1,882.85</b>	<b>\$ -2,846.00</b>	<b>\$ -1,580.55</b>	<b>\$ -4,577.98</b>	<b>\$16,860.96</b>	<b>\$20,343.33</b>