

**SF Tsunami Swim Club - P&L History & Forecast**  
**January 2011 - December 2017 (unaudited, cash basis)**

	<i>actuals</i>						<i>forecast</i>	<i>proposed</i>
	2011	2012	2013	2014	2015	2016	2017	2018
<b>Income</b>								
4000 Membership Dues	109,657.12	83,851.80	101,947.66	123,608.37	103,052.50	1,804.56	42,000.00	
4010 Swim Dues						58,373.00	48,790.00	102,570.00
4020 Synchro Dues						10,293.00	8,007.50	12,285.00
4030 Drop-In Fees		300.00				1,620.00	2,179.50	1,440.00
4040 Stroke Clinic Fees							120.00	
<b>Total 4000 Membership Dues</b>	<b>\$ 109,657.12</b>	<b>\$ 84,151.80</b>	<b>\$ 101,947.66</b>	<b>\$ 123,608.37</b>	<b>\$ 103,052.50</b>	<b>\$ 72,090.56</b>	<b>\$ 101,097.00</b>	<b>\$ 116,295.00</b>
4100 Discounted Dues - Members & Coaches (NON CASH)				14,985.80	16,288.08	12,120.00	12,240.00	13,845.00
4200 Administrative Fee		6,655.00		8,910.00				
4300 Sales of Product (Suits, Caps, etc.)				7,627.30	343.00	262.61	471.08	
4400 Sales of Event Tickets						4,979.75		
4500 Fundraising & Donations Received	4,150.00	9,542.97	17,419.23	9,762.35	10,100.25	4,698.84	6,500.00	7,000.00
4510 Swim Fundraising		675.00	50.00	215.00				
4520 Synchro Fundraising	50.00	4,010.00	1,581.00	458.00		500.00	200.00	
<b>Total 4500 Fundraising &amp; Donations Received</b>	<b>\$ 4,200.00</b>	<b>\$ 14,227.97</b>	<b>\$ 19,050.23</b>	<b>\$ 10,435.35</b>	<b>\$ 10,100.25</b>	<b>\$ 5,198.84</b>	<b>\$ 6,700.00</b>	<b>\$ 7,000.00</b>
4600 Interest Income	36.44	159.75	156.68	110.08	40.96	166.47	1,066.00	463.00
4700 Other Income	7,006.50							
Appeal Income (deleted)	113.60							
<b>Total Income</b>	<b>\$ 121,013.66</b>	<b>\$ 105,194.52</b>	<b>\$ 121,154.57</b>	<b>\$ 165,676.90</b>	<b>\$ 129,824.79</b>	<b>\$ 94,818.23</b>	<b>\$ 121,574.08</b>	<b>\$ 137,603.00</b>
<b>Cost of Goods Sold</b>								
5000 Pool Rental	9,898.87	40,943.59	23,762.47					
5010 Swim Pool Rental				35,653.82	44,658.69	38,402.91	40,415.43	40,715.97
5020 Synchro Pool Rental				2,863.62	4,801.96	4,746.84	4,955.80	4,536.00
<b>Total 5000 Pool Rental</b>	<b>\$ 9,898.87</b>	<b>\$ 40,943.59</b>	<b>\$ 23,762.47</b>	<b>\$ 38,517.44</b>	<b>\$ 49,460.65</b>	<b>\$ 43,149.75</b>	<b>\$ 45,371.23</b>	<b>\$ 45,251.97</b>
5100 Coaching Expense	39,799.50		946.00	165.00				
5110 Head Coaching Expense		3,540.00	4,155.00	3,733.00	5,553.75	8,315.00	3,442.50	4,860.00
5120 Swim Coaching		19,185.00	16,740.00	19,155.00	27,445.00	28,770.75	29,522.50	30,159.98
5130 Synchro Coaching		8,225.00	6,677.82	9,370.00	14,777.50	17,036.25	15,082.50	16,840.00
5140 Meet Coaching		1,298.03	2,755.00	390.00	2,706.38	1,640.00	1,630.00	2,040.00
5150 Retreat Coaching			59.00	320.00				
<b>Total 5100 Coaching Expense</b>	<b>\$ 39,799.50</b>	<b>\$ 32,248.03</b>	<b>\$ 31,332.82</b>	<b>\$ 33,133.00</b>	<b>\$ 50,482.63</b>	<b>\$ 55,762.00</b>	<b>\$ 49,677.50</b>	<b>\$ 53,899.98</b>
5200 Coaches' Fees Waived				8,774.04	9,155.52	7,080.00	7,200.00	8,580.00
5300 Merchandise Cost (Suits, Caps, Shirts, etc.)		2,385.50	6,546.74	7,212.53		200.10		
<b>Total Cost of Goods Sold</b>	<b>\$ 49,698.37</b>	<b>\$ 75,577.12</b>	<b>\$ 61,642.03</b>	<b>\$ 87,637.01</b>	<b>\$ 109,098.80</b>	<b>\$ 106,191.85</b>	<b>\$ 102,248.73</b>	<b>\$ 107,731.95</b>
<b>Gross Profit</b>	<b>\$ 71,315.29</b>	<b>\$ 29,617.40</b>	<b>\$ 59,512.54</b>	<b>\$ 78,039.89</b>	<b>\$ 20,725.99</b>	<b>\$ -11,373.62</b>	<b>\$ 19,325.35</b>	<b>\$ 29,871.05</b>
<b>Expenses</b>								
6000 Club Management Platform (Mindbody etc.)	5,275.23	5,167.05	4,886.91	6,654.38	6,983.81	5,288.65	6,058.14	4,982.78
6010 Admin Expenses & Supplies	1,487.54	93.55	258.12	27.20	62.95	286.70	534.41	600.00
6020 Insurance					1,191.25	875.00	900.00	900.00
6030 Legal & Professional Fees	2,590.00	2,931.00	1,250.00	861.98	1,300.00	1,300.00	1,300.00	1,300.00
6040 IT (Web hosting, Quickbooks, etc.)	0.00	729.70	4,608.90	592.64	466.64	478.64	478.64	400.00
6050 Postage & Shipping	362.20	312.75	300.00	349.10	418.02	342.00	409.80	400.00
6060 Taxes & Licenses	180.00	680.00	60.00	60.00	60.00	80.00	35.00	100.00
6070 Bank Fees	3.00	3.00		55.00		12.00	11.70	0.00
6100 Team & Coach Registration (USMS, IGLA, etc.)	195.00	580.00	205.00	1,131.06	-145.00	662.00	1,684.00	1,650.00
6110 Pool & Coaching Supplies	864.18	804.73	636.25	463.71	201.53	307.98	310.87	600.00
6120 Repair & Maintenance		451.32						0.00
6200 Meet Supplies, Reg, & Travel (Non-Scholarship)	3,615.32	5,008.43	3,477.89	4,279.79	5,521.80	3,512.72	3,500.00	4,200.00
6300 Member Event Supplies & Expenses	726.39	1,870.51	51.06	626.25	412.93	1,274.99	738.96	700.00
6310 Event Facility Rental (Non Pool-Time, Holiday Party etc)	525.00	530.00	530.00	555.00	789.50	2,500.00	1,100.00	750.00
6350 Food & Bev (Member Events, etc.)	3,184.45	340.01	1,146.71	3,827.50	2,993.29	8,495.19	2,500.00	2,500.00
6400 Board Meetings (Food, Supplies, & Time)	1,830.89	1,628.45	1,418.06	2,503.95	1,466.90	909.45	1,111.46	1,095.00
6450 Coaches Meetings (Food, Supplies, & Time)		60.00				50.00	306.25	1,600.00
6500 Gifts & Awards- Coaches		375.00	500.00	950.00	1,050.00	650.00	600.00	600.00
6550 Gifts & Awards- Swimmers (Non-Scholarship)		241.94	425.00	625.00	675.00	665.00	555.35	585.00
6700 Fundraising Expenses	73.07	562.81	544.88	280.69	134.30	248.14	300.00	300.00
6900 Suspense	1,903.49		-85.78					
<b>Total Expenses</b>	<b>\$ 22,815.76</b>	<b>\$ 22,370.25</b>	<b>\$ 20,213.00</b>	<b>\$ 23,843.25</b>	<b>\$ 23,582.92</b>	<b>\$ 27,938.46</b>	<b>\$ 22,434.58</b>	<b>\$ 23,262.78</b>
<b>Net Operating Income</b>	<b>\$ 48,499.53</b>	<b>\$ 7,247.15</b>	<b>\$ 39,299.54</b>	<b>\$ 54,196.64</b>	<b>\$ 2,856.93</b>	<b>\$ -39,312.08</b>	<b>\$ 3,109.23</b>	<b>\$ 6,608.27</b>
<b>Other Expenses</b>								
7000 Member Dues Assistance				6,211.76	7,132.56	5,040.00	5,160.00	5,265.00
7100 Member Meet Scholarships		2,349.12	1,584.90	3,580.00	1,700.00	500.00	1,700.00	1,000.00
7200 Charitable Donations	1,668.00	150.00	4,317.00	3,000.07	850.00	3,750.00	500.00	500.00
<b>Total Other Expenses</b>	<b>\$ 1,668.00</b>	<b>\$ 2,499.12</b>	<b>\$ 5,901.90</b>	<b>\$ 12,791.83</b>	<b>\$ 9,682.56</b>	<b>\$ 9,290.00</b>	<b>\$ 7,360.00</b>	<b>\$ 6,765.00</b>
<b>Net Other Income</b>	<b>-\$ 1,668.00</b>	<b>-\$ 2,499.12</b>	<b>-\$ 5,901.90</b>	<b>-\$ 12,791.83</b>	<b>-\$ 9,682.56</b>	<b>-\$ 9,290.00</b>	<b>-\$ 7,360.00</b>	<b>-\$ 6,765.00</b>
<b>Net Income</b>	<b>\$ 46,831.53</b>	<b>\$ 4,748.03</b>	<b>\$ 33,397.64</b>	<b>\$ 41,404.81</b>	<b>-\$ 12,539.49</b>	<b>-\$ 48,602.08</b>	<b>-\$ 10,469.23</b>	<b>-\$ 156.73</b>