

## SOUTHERN MA SAILING ASSOCIATION

## Profit &amp; Loss

January through December 2012

	Jan - Dec 12	Jan - Dec 11	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Dues</b>			
Clubs	19,500.00	19,500.00	0.0%
<b>Total Dues</b>	19,500.00	19,500.00	0.0%
<b>Championships</b>			
Entry Fees	5,744.00	5,593.50	2.7%
Team Racing	0.00	345.00	-100.0%
Junior Sailing	0.00	358.00	-100.0%
<b>Total Championships</b>	5,744.00	6,296.50	-8.8%
<b>Total Income</b>	25,244.00	25,796.50	-2.1%
<b>Expense</b>			
<b>Administration Expenses</b>			
Bank Service Charges	35.00	42.00	-16.7%
Dues and Association Fees	500.00	250.00	100.0%
Insurance	1,830.00	1,830.00	0.0%
Meetings-SMSA	1,752.79	1,492.09	17.5%
<b>Professional Fees</b>			
Accounting Fees	2,246.50	2,163.75	3.8%
Administrative Fees	5,000.00	4,500.00	11.1%
<b>Total Professional Fees</b>	7,246.50	6,663.75	8.8%
<b>Web Site Fees</b>			
Website Maintenance	485.46	610.46	-20.5%
<b>Total Web Site Fees</b>	485.46	610.46	-20.5%
<b>Total Administration Expenses</b>	11,849.75	10,888.30	8.8%
<b>Championships Expenses</b>			
Trophies	2,905.80	2,203.88	31.9%
Team Racing	2,997.53	1,638.23	83.0%
Cummings Cup Expenses	154.41	0.00	100.0%
Gill Trophy Expenses	2,303.46	1,560.33	47.6%
<b>Total Championships Expenses</b>	8,361.20	5,402.44	54.8%
<b>Entertainment</b>			
End of the Summer Dance	480.00	0.00	100.0%
<b>Total Entertainment</b>	480.00	0.00	100.0%
<b>Office Expense</b>	0.00	56.70	-100.0%
<b>Postage and Delivery</b>	110.25	63.20	74.5%
<b>Fines &amp; Penalties</b>	0.00	1,542.25	-100.0%
<b>MA Annual Report</b>	100.00	100.00	0.0%
<b>Telephone</b>	0.00	48.52	-100.0%
<b>Total Expense</b>	20,901.20	18,101.41	15.5%
<b>Net Ordinary Income</b>	4,342.80	7,695.09	-43.6%
<b>Net Income</b>	<b>4,342.80</b>	<b>7,695.09</b>	<b>-43.6%</b>