

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2011 through July 2012

	Aug '11 - Jul 12
Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
DVD Sales	50.00
Equipment Rental	1,235.00
Live Streaming Subscriptions	4,362.00
Total Broadcast Production	5,647.00
Credit Card Sales	0.00
Inventory Sales	
Apparel Rebate	(48.00)
Balls	309.30
Collared Shirt	300.00
Fleece	3,955.00
Hats	250.00
Shorts	1,340.00
Sweat Pants	80.00
Sweatshirts	
Hooded	300.00
Total Sweatshirts	300.00
Swim Caps (Swim Caps)	90.00
Swim Suits	200.00
T-Shirt Sales	
Long Sleeve T	527.00
Short Sleeve	5,235.57
T-Shirt Sales - Other	1,985.00
Total T-Shirt Sales	7,747.57
Whistles	40.00
Inventory Sales - Other	139.49
Total Inventory Sales	14,703.36
Media Guide Sales	102.00
Officiating	
Referee Forum	80.00
Total Officiating	80.00
Photography	3,727.10
Sponsorship and Advertising	
Awards	2,053.08
Kap7	
Advertising	2,000.00
Balls	18,125.00
Clinic	1,155.00
Turbo	1,250.00
Total Kap7	22,530.00
Program Advertising	900.00
Website Advertising	947.65
Whistles	625.00
Total Sponsorship and Advertising	27,055.73
Ticket Sales	
Championship	21,928.50
Regular Season	544.00
Ticket Rebate	(271.50)
Total Ticket Sales	22,201.00
Total Event Management Income	73,516.19

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Program Service Revenue	
League Fees-Championships	
Division II Men	1,908.00
Division III Men	1,908.00
NCCC-Men	7,600.00
NCCC-Women	7,600.00
NCCC III Men	3,800.00
Varsity Men	5,643.44
Total League Fees-Championships	28,459.44
League Fees-Regular Season	
Atlantic Men	18,792.00
Big Ten Men	14,518.00
Big Ten Women	16,504.00
Facility Fees	(631.28)
Florida Men	14,518.00
Great Lakes Men	10,896.00
Great Plains Men	11,702.00
Heartland Men	16,504.00
Heartland Women	27,144.00
Mid Atlantic Men	30,510.00
Mid Atlantic Women	19,241.00
Midwest Women	7,875.00
Missouri Valley Men	12,378.00
New England Men	12,684.00
New England Women	14,518.00
New York Men	18,292.00
New York Women	10,570.00
North Atlantic Men	21,090.00
North Atlantic Women	10,545.00
Northwest Men	10,545.00
Northwest Women	16,769.62
Pacific Coast Men	16,134.00
Pacific Coast Women	20,740.00
Rocky Mountain Men	21,936.57
Sierra Pacific Men	18,792.00
Sierra Pacific Women	14,441.00
Southeast Men	12,444.00
Southeast Women	12,684.00
Southwest Women	20,630.00
Texas Men	14,518.00
Texas Women	12,684.00
Varsity Div 3 Women	29,772.00
Varsity Women	5,602.48
Varsity North Men	21,476.00
Varsity Mid Atlantic Men	40,518.00
Varsity South Women	17,112.00
Varsity West Women	20,278.00
Total League Fees-Regular Season	614,726.39
MAAC Assignment Fee	500.00
Non-Conference Game Expenses (Non-League Fees)	
Ivy Championship	2,503.04
Non-Conference Game Expenses (Non-League Fees) - Other	3,958.00
Total Non-Conference Game Expenses (Non-League Fees)	6,461.04
Total Program Service Revenue	650,146.87
Total Income	723,663.06
Cost of Goods Sold	
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Championship	(41.11)
Credit Card Charges	1,325.17
Inventory Lost or Stolen	32.73

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Printing/Embroidery	4,244.90
Shipping	1,222.75
Shirt design	499.00
Cost of Goods Sold - Other	5,995.81
Total Cost of Goods Sold	13,279.25
Total COGS	13,279.25
Gross Profit	710,383.81
Expense	
Event Mgmt	
Clinic	290.00
Communications	
Publications	13,521.96
Web site	6,249.82
Total Communications	19,771.78
Game Management	
Food & Transportation	21,749.15
Lodging	4,070.72
Supplies and Equipment	
Awards	23,041.79
Shipping	6,999.86
Supplies and Equipment - Other	29,720.82
Total Supplies and Equipment	59,762.47
Telephone	2,531.11
Wages	19,036.54
Total Game Management	107,149.99
Membership	
Development	2,028.82
Hall of Fame	1,219.63
Total Membership	3,248.45
Multimedia	
Equipment Expenses	33,822.16
Host Site Rebate	289.20
Streaming Staff Contractor Fees	4,600.00
Streaming Staff Expenses	412.52
Total Multimedia	39,123.88
Photography	
Photographer Wages	770.00
Photography - Other	629.32
Total Photography	1,399.32
Total Event Mgmt	170,983.42
General Overhead	
Accounting	
Bad Debt	1,780.42
Bank Service Charges	190.65
Reconciliation Discrepancies	(88.60)
Returned Check Charges	30.00
Accounting - Other	885.05
Total Accounting	2,797.52
Admin Salaries & Payroll Taxes	142,363.90
Hiring, Retention & Education	1,192.66
Insurance	
Insurance-D & O	350.00

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Insurance-Medical	23,173.84
Insurance-Workers Comp	1,556.00
Total Insurance	25,079.84
Office Equipment & Supplies	14,177.78
Postage	232.69
Rent	
Utilities & Maintenance	2,206.07
Rent - Other	6,000.00
Total Rent	8,206.07
Telephone	2,490.61
Total General Overhead	196,541.07
MAAC	
Air Fare	(9.40)
Car Rental	0.00
Game Fees	0.00
Head Ref Fee	(25.00)
Lodging	0.00
Per Diem	0.00
Total MAAC	(34.40)
Referees	
Competition	
Air Fare	34,398.64
Car Rental	10,438.78
Game Fees	144,316.60
Head Ref Fee	3,245.00
Hotel	30,423.11
Per Diem	20,005.18
Travel Reimbursement	29,463.73
Total Competition	272,291.04
General Overhead	
Insurance	1,087.00
Rules Books	830.00
Staff Administrators Wages	7,920.00
Uniforms and Equipment	6,374.92
Total General Overhead	16,211.92
Training and Education	
Clinician/Evaluator Stipend	13,173.26
Technical Committee Stipend	2,450.00
Training/Evaluation Expenses	20,882.57
Total Training and Education	36,505.83
Total Referees	325,008.79
Reimbursable Expenses	(345.03)
Uncategorized Expenses	0.00
Total Expense	692,153.85
Net Ordinary Income	18,229.96
Net Income	<u>18,229.96</u>