

**Collegiate Water Polo Association**  
**Surplus/Deficit Prev Year Comparison**  
 August 2014 through July 2015

Aug '14 - Jul 15

Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
DVD Sales	2,571.00
Equipment Rental	1,400.00
Live Streaming Subscriptions	5,779.20
<b>Total Broadcast Production</b>	<b>9,750.20</b>
Credit Card Sales	0.04
Inventory Sales	
Fleece	4,270.00
Hats	350.00
Shorts	500.00
Sweatshirts	
Crewneck	25.00
Hooded	60.00
<b>Total Sweatshirts</b>	<b>85.00</b>
Swim Caps (Swim Caps)	95.00
T-Shirt Sales	
Long Sleeve T	544.00
Short Sleeve	3,178.12
<b>Total T-Shirt Sales</b>	<b>3,722.12</b>
Whistles	60.00
<b>Total Inventory Sales</b>	<b>9,082.12</b>
Online T-Shirt Sales (T-shirts sold through Booster.com)	76.50
Photography	3,071.29
Royalty Payment Apparel	188.86
Sponsorship and Advertising	
Awards	2,987.10
Kap7	
Advertising	3,250.00
Balls	25,042.00
<b>Total Kap7</b>	<b>28,292.00</b>
Program Advertising	300.00
Website Advertising	102.72
Whistles	557.00
<b>Total Sponsorship and Advertising</b>	<b>32,238.82</b>
Ticket Sales	
Championship	27,495.00
<b>Total Ticket Sales</b>	<b>27,495.00</b>
<b>Total Event Management Income</b>	<b>81,902.83</b>
Program Service Revenue	
League Fees-Championships	
Division II Men	1,092.00
Division III Men	3,276.00
NCCC-Men	7,600.00
NCCC-Women	7,600.00
NCCC III Men	4,275.00
Varsity Men	5,808.00
<b>Total League Fees-Championships</b>	<b>29,651.00</b>
League Fees-Regular Season	
Atlantic Men	23,540.00
Atlantic Women	11,870.00

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Big Ten Men	18,832.01
Big Ten Women	18,834.00
Florida Men	21,186.00
Great Lakes Men	15,975.00
Great Plains Men	14,124.00
Great Plains Women	100.00
Heartland Men	14,124.00
Heartland Women	14,124.00
Mid Atlantic Men	39,074.00
Mid Atlantic Women	14,124.00
Midwest Women	10,550.00
Missouri Valley Men	15,851.00
New England Men	16,478.00
New England Women	18,832.00
New York Men	21,874.00
New York Women	11,770.00
North Atlantic Men	23,640.00
North Atlantic Women	14,124.00
Northwest Men	14,124.00
Northwest Women	16,478.00
Pacific Coast Men	25,894.00
Pacific Coast Women	14,124.00
Rocky Mountain Men	22,940.00
Rocky Mountain Women	12,341.00
Sierra Pacific Men	18,832.00
Sierra Pacific Women	16,478.00
Southeast Men	18,832.00
Southeast Women	14,124.00
Southwest Women	9,416.00
Texas Men	18,832.00
Texas Women	16,478.00
Varsity Div 3 Women	28,184.00
Varsity Women	5,772.80
Varsity North Men	29,260.00
Varsity Mid Atlantic Men	36,618.00
Varsity South Women	15,390.00
Varsity West Women	19,823.28
<b>Total League Fees-Regular Season</b>	<b>692,967.09</b>
<b>MAAC Assignment Fee</b>	<b>500.00</b>
<b>Non-Conference Game Expenses (Non-League Fees)</b>	
Ivy Championship	2,762.90
Non-Conference Game Expenses (Non-League Fees) - Other	2,841.00
<b>Total Non-Conference Game Expenses (Non-League Fees)</b>	<b>5,603.90</b>
<b>Total Program Service Revenue</b>	<b>728,721.99</b>
<b>Unrestricted Donations</b>	<b>10,000.00</b>
<b>Total Income</b>	<b>820,624.82</b>
<b>Cost of Goods Sold</b>	
<b>Cost of Goods Sold</b>	
Credit Card Charges	1,762.05
Inventory Lost or Stolen	4.98
Printing/Embroidery	4,410.85
Shipping	394.68
Shirt design	862.50
Cost of Goods Sold - Other	3,436.20
<b>Total Cost of Goods Sold</b>	<b>10,871.26</b>
<b>Total COGS</b>	<b>10,871.26</b>
<b>Gross Profit</b>	<b>809,753.56</b>
<b>Expense</b>	

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<b>Event Mgmt</b>	
<b>Communications</b>	
NCAA, CoSIDA Dues	1,145.00
Publications	19,969.86
Salary and Benefits	54,000.00
Web site	3,855.92
<b>Total Communications</b>	78,970.78
<b>Game Management</b>	
Facility Rental	135.00
Food & Transportation	20,500.22
Lodging	10,361.70
<b>Supplies and Equipment</b>	
Awards	33,561.57
Balls	27,888.63
Shipping	17,183.99
Supplies and Equipment - Other	2,533.49
<b>Total Supplies and Equipment</b>	81,167.68
Telephone	1,779.60
Wages	23,130.00
<b>Total Game Management</b>	137,074.20
<b>Membership</b>	
Development	408.74
Hall of Fame	2,216.48
Salary and Benefits	23,250.00
Support	1,411.58
<b>Total Membership</b>	27,286.80
<b>Multimedia</b>	
Equipment Expenses	4,501.33
Salary and Benefits	11,083.31
Shipping	1,650.00
Streaming Staff Contractor Fees	17,592.11
Streaming Staff Expenses	2,990.96
<b>Total Multimedia</b>	37,817.71
<b>Photography</b>	
Photographer Expenses	346.88
Photographer Wages	330.00
Photography - Other	122.56
<b>Total Photography</b>	799.44
<b>Total Event Mgmt</b>	281,948.93
<b>General Overhead</b>	
<b>Accounting</b>	
Bad Debt	1,700.00
Bank Service Charges	(165.71)
Returned Check Charges	20.00
Accounting - Other	2,468.39
<b>Total Accounting</b>	4,022.68
<b>Admin Salaries &amp; Payroll Taxes</b>	93,112.27
<b>Hiring, Retention &amp; Education</b>	2,749.03
<b>Insurance</b>	
Insurance-D & O	740.00
Insurance-Medical	26,337.18
Insurance-office contents	1,141.00
Insurance-Workers Comp	2,173.00

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Total Insurance	30,391.18
Office Equipment & Supplies	2,223.69
Postage	502.28
Rent	
Utilities & Maintenance	1,536.18
Rent - Other	7,200.00
Total Rent	8,736.18
Telephone	2,619.88
Total General Overhead	144,357.19
<b>MAAC</b>	
Air Fare	0.00
Car Rental	0.00
Game Fees	0.00
Head Ref Fee	0.00
Lodging	0.00
Per Diem	0.00
Total MAAC	0.00
<b>Referees</b>	
<b>Competition</b>	
Air Fare	34,021.12
Car Rental	11,720.66
Game Fees	152,411.00
Head Ref Fee	3,325.00
Hotel	38,702.20
Per Diem	18,105.03
Travel Reimbursement	49,922.27
Total Competition	308,207.28
<b>General Overhead</b>	
Insurance	1,293.75
Staff Administrators Wages	7,920.00
Uniforms and Equipment	7,823.55
Total General Overhead	17,037.30
<b>Training and Education</b>	
Arbiter Fee	1,350.00
Clinician/Evaluator Stipend	13,935.26
Lodging	1,977.90
Technical Committee Stipend	2,400.00
Training/Evaluation Expenses	17,645.12
Total Training and Education	37,308.28
Total Referees	362,552.86
Total Expense	788,858.98
Net Ordinary Income	20,894.58
Net Income	<u>20,894.58</u>