

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2012 through July 2013

Aug '12 - Jul 13

Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
DVD Sales	3,913.00
Equipment Rental	1,600.00
Live Streaming Subscriptions	10,961.30
Total Broadcast Production	16,474.30
Credit Card Sales	0.00
Inventory Sales	
Collared Shirt	175.00
Fleece	4,445.00
Hats	860.00
IPhone Covers	115.00
Shorts	720.00
Sweatshirts	
Hooded	90.00
Total Sweatshirts	90.00
Swim Caps (Swim Caps)	100.00
T-Shirt Sales	
Long Sleeve T	442.00
Short Sleeve	6,645.00
T-Shirt Sales - Other	730.00
Total T-Shirt Sales	7,817.00
Whistles	150.00
Total Inventory Sales	14,472.00
Media Guide Sales	130.00
Photography	2,278.90
Sponsorship and Advertising	
Awards	1,853.76
Kap7	
Advertising	2,000.00
Balls	18,125.00
Clinic	5,870.00
Turbo	1,250.00
Total Kap7	27,245.00
Program Advertising	300.00
Website Advertising	785.82
Whistles	625.00
Total Sponsorship and Advertising	30,809.58
Ticket Sales	
Championship	24,945.00
Total Ticket Sales	24,945.00
Total Event Management Income	89,109.78
Program Service Revenue	
League Fees-Championships	
Division II Men	1,908.00
Division II Women	954.00
Division III Men	2,385.00
NCCC-Men	7,600.00
NCCC-Women	7,600.00
NCCC III Men	4,275.00
Varsity Men	4,224.40

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Total League Fees-Championships	28,946.40
League Fees-Regular Season	
Atlantic Men	21,093.00
Big Ten Men	16,504.00
Big Ten Women	16,504.00
Facility Fees	600.00
Florida Men	16,504.00
Great Lakes Men	14,049.00
Great Plains Men	12,684.00
Heartland Men	16,504.00
Heartland Women	24,756.00
Mid Atlantic Men	31,836.00
Mid Atlantic Women	21,090.00
Midwest Women	7,875.00
Missouri Valley Men	12,684.00
New England Men	12,684.00
New England Women	12,684.00
New York Men	18,792.00
New York Women	10,545.00
North Atlantic Men	21,090.00
North Atlantic Women	12,684.00
Northwest Men	10,545.00
Northwest Women	16,504.00
Pacific Coast Men	16,504.00
Pacific Coast Women	14,518.00
Rocky Mountain Men	18,792.00
Sierra Pacific Men	16,504.00
Sierra Pacific Women	16,504.00
Southeast Men	14,518.00
Southeast Women	16,504.00
Southwest Women	16,504.00
Texas Men	16,504.00
Texas Women	10,545.00
Varsity Div 3 Women	24,894.00
Varsity Women	6,209.28
Varsity North Men	21,476.00
Varsity Mid Atlantic Men	40,518.00
Varsity South Women	17,336.00
Varsity West Women	16,508.70
Total League Fees-Regular Season	612,549.98
MAAC Assignment Fee	500.00
Non-Conference Game Expenses (Non-League Fees)	
Ivy Championship	2,495.68
Non-Conference Game Expenses (Non-League Fees) - Other	5,236.35
Total Non-Conference Game Expenses (Non-League Fees)	7,732.03
Total Program Service Revenue	649,728.41
Total Income	738,838.19
Cost of Goods Sold	
Cost of Goods Sold	
Credit Card Charges	1,867.63
Inventory Lost or Stolen	42.38
Printing/Embroidery	3,697.90
Shipping	1,435.88
Shirt design	690.00
Cost of Goods Sold - Other	4,816.11
Total Cost of Goods Sold	12,549.90
Total COGS	12,549.90
Gross Profit	726,288.29

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Expense	
Event Mgmt	
Clinic	230.00
Communications	
NCAA, CoSIDA Dues	1,215.00
Publications	11,190.34
Web site	7,535.40
Total Communications	19,940.74
Game Management	
Facility Rental	600.00
Food & Transportation	24,877.01
Lodging	5,591.95
Supplies and Equipment	
Awards	25,750.68
Shipping	10,537.95
Supplies and Equipment - Other	26,707.40
Total Supplies and Equipment	62,996.03
Telephone	2,978.13
Wages	18,122.50
Total Game Management	115,165.62
Membership	
Development	1,644.70
Hall of Fame	2,845.02
Total Membership	4,489.72
Multimedia	
Equipment Expenses	19,249.80
Host Site Rebate	1,771.50
Streaming Staff Contractor Fees	5,900.00
Streaming Staff Expenses	610.15
Total Multimedia	27,531.45
Photography	
Photographer Expenses	362.00
Photographer Wages	360.00
Photography - Other	764.68
Total Photography	1,486.68
Total Event Mgmt	168,844.21
General Overhead	
Accounting	
Accountant Fees	100.00
Bank Service Charges	434.42
Returned Check Charges	20.00
Accounting - Other	1,455.31
Total Accounting	2,009.73
Admin Salaries & Payroll Taxes	214,607.37
Hiring, Retention & Education	4,911.54
Insurance	
Insurance- Key Employees	14,815.00
Insurance-D & O	350.00
Insurance-Medical	8,887.50
Insurance-office contents	1,830.00
Insurance-Workers Comp	727.00
Total Insurance	26,609.50
Office Equipment & Supplies	8,826.91

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Postage	335.29
Rent	
Utilities & Maintenance	1,372.01
Rent - Other	6,000.00
Total Rent	7,372.01
Telephone	2,518.10
Total General Overhead	267,190.45
MAAC	
Air Fare	0.00
Car Rental	41.01
Game Fees	0.00
Head Ref Fee	0.00
Lodging	0.00
Per Diem	0.00
Total MAAC	41.01
Referees	
Competition	
Air Fare	35,856.43
Car Rental	11,137.94
Game Fees	141,507.50
Head Ref Fee	3,000.00
Hotel	38,780.74
Per Diem	18,488.23
Travel Reimbursement	31,367.05
Total Competition	280,137.89
General Overhead	
Insurance	1,454.10
Staff Administrators Wages	8,601.34
Uniforms and Equipment	6,558.55
Total General Overhead	16,613.99
Training and Education	
Clinician/Evaluator Stipend	12,728.25
Technical Committee Stipend	2,800.00
Training/Evaluation Expenses	21,991.50
Total Training and Education	37,519.75
Total Referees	334,271.63
Total Expense	770,347.30
Net Ordinary Income	(44,059.01)
Net Income	<u>(44,059.01)</u>