

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2007 through July 2008

Aug '07 - Jul 08

Ordinary Income/Expense	
Income	
Event Management Income	
Inventory Sales	
Balls	25.00
Collared Shirt	400.00
Fleece	2,195.00
Food/Water	215.94
Hats	965.00
Jacket	1,530.00
Shorts	694.00
Sweatshirts	
Hooded	300.00
Total Sweatshirts	300.00
T-Shirt Sales	
Long Sleeve T	765.00
Short Sleeve	3,405.00
T-Shirt Sales - Other	7,800.00
Total T-Shirt Sales	11,970.00
Whistles	28.50
Total Inventory Sales	18,323.44
Media Guide Sales	33.00
Officiating	
Officiating Travel Fund (Per Diem saved- local refs)	
Travel Fund	1,514.99
Total Officiating Travel Fund (Per Diem saved- local refs)	1,514.99
Total Officiating	1,514.99
Photography	3,363.29
Sponsorship and Advertising	
Awards	1,681.83
Kap7	
Advertising	2,000.00
Balls	16,250.00
Clinic	2,205.00
Olympian Dinner	245.00
Total Kap7	20,700.00
Program Advertising	1,500.00
Whistles	492.00
Total Sponsorship and Advertising	24,373.83
Ticket Sales	
Championship	24,084.27
Regular Season	839.00
Ticket Rebate	(68.00)
Total Ticket Sales	24,855.27
Total Event Management Income	72,463.82
Program Service Revenue	
League Fees-Championships	
NCCC-Men	5,600.00
NCCC-Women	6,700.00
NCCC III Men	2,900.00
Varsity Men	3,095.92
Total League Fees-Championships	18,295.92

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League Fees-NAIA Invite	3,765.00
League Fees-Regular Season	
Atlantic Men	16,280.00
Facility Fees	0.00
Florida Men	9,690.50
Great Lakes Men	8,020.00
Great Plains Men	8,075.70
Heartland Men	11,170.00
Heartland Women	8,925.00
Mid Atlantic Men	17,534.00
Mid Atlantic Women	14,574.00
Midwest Women	8,920.00
Missouri Valley Men	12,752.00
New England Men	12,810.00
New England Women	9,719.00
New York Men	16,218.00
New York Women	8,075.00
North Atlantic Men	12,752.00
North Atlantic Women	10,058.00
Northwest Men	11,270.00
Northwest Women	12,880.00
Pacific Coast Men	19,780.00
Pacific Coast Women	13,260.00
Rocky Mountain Men	11,270.00
Sierra Pacific Women	11,270.00
Southeast Men	8,075.00
Southeast Women	7,782.00
Southwest Men	8,066.00
Southwest Women	11,270.00
Texas Men	12,752.00
Texas Women	11,070.00
Varsity Women	4,180.00
Varsity North Men	23,538.14
Varsity North Women	17,490.00
Varsity Mid Atlantic Men	31,289.55
Varsity South Women	10,588.00
Varsity West Women	22,992.00
Total League Fees-Regular Season	434,395.89
MAAC Assignment Fee	400.00
Non-Conference Game Expenses (Non-League Fees)	2,114.00
Total Program Service Revenue	458,970.81
Total Income	531,434.63
Cost of Goods Sold	
Cost of Goods Sold	
Credit Card Charges	543.30
Printing/Embroidery	10,615.47
Shipping	890.82
Shirt design	1,450.00
Cost of Goods Sold - Other	4,804.87
Total Cost of Goods Sold	18,304.46
Total COGS	18,304.46
Gross Profit	513,130.17
Expense	
Event Mgmt	
Communications	
NCAA, CoSIDA Dues	900.00
Publications	14,590.47
Web site	5,205.94

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Total Communications	20,696.41
Game Management	
Food & Transportation	14,630.60
Lodging	2,116.84
Supplies and Equipment	
Awards	24,353.65
Shipping	6,183.00
Supplies and Equipment - Other	22,333.50
Total Supplies and Equipment	52,870.15
Telephone	2,646.41
Wages	15,489.97
Total Game Management	87,753.97
Membership	
Development	2,098.19
Hall of Fame	1,981.91
Total Membership	4,080.10
Photography	2,464.29
Total Event Mgmt	114,994.77
General Overhead	
Accounting	
Bank Service Charges	259.03
Accounting - Other	210.94
Total Accounting	469.97
Admin Salaries & Payroll Taxes	105,087.71
Hiring, Retention & Education	1,094.27
Insurance	
Insurance-D & O	1,562.00
Insurance-Medical	16,580.29
Insurance-Workers Comp	640.00
Total Insurance	18,782.29
Office Equipment & Supplies	4,476.25
Postage	361.50
Rent	
Utilities & Maintenance	1,286.26
Rent - Other	2,800.00
Total Rent	4,086.26
Telephone	2,824.75
Total General Overhead	137,183.00
MAAC	
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
Referees	
Competition	
Air Fare	17,315.87
Car Rental	6,277.13
Game Fees	121,107.50
Head Ref Fee	2,320.00

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Hotel	
Booking Fee	(7.50)
Hotel - Other	29,106.86
Total Hotel	29,099.36
Per Diem	13,856.35
Travel Reimbursement	15,715.55
Total Competition	205,691.76
General Overhead	
Insurance	990.00
Rules Books	1,110.71
Staff Administrators Wages	14,250.00
Uniforms and Equipment	6,316.36
Total General Overhead	22,667.07
Training and Education	
Clinician/Evaluator Stipend	(1,450.00)
Technical Committee Stipend	9,500.00
Training/Evaluation Expenses	
General Clinic	
Clinician Stipend	125.00
Total General Clinic	125.00
Training/Evaluation Expenses - Other	12,877.78
Total Training/Evaluation Expenses	13,002.78
Total Training and Education	21,052.78
Total Referees	249,411.61
Reimbursable Expenses	0.00
Uncategorized Expenses	0.00
Total Expense	501,589.38
Net Ordinary Income	11,540.79
Net Income	<u>11,540.79</u>