

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2009 through July 2010

	Aug '09 - Jul 10
Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
Live Streaming Subscriptions	2,512.00
Total Broadcast Production	2,512.00
Gate Receipts- Miscellaneous	1.00
Inventory Sales	
Apparel Rebate	(345.00)
Collared Shirt	175.00
Fleece	3,875.00
Food/Water	(47.13)
Hats	605.00
Jacket	135.00
Shorts	1,060.00
Sweatshirts	
Full Zip	30.00
Hooded	300.00
Total Sweatshirts	330.00
Swim Caps (Swim Caps)	35.00
Swim Suits	2,912.00
T-Shirt Sales	
Long Sleeve T	680.00
Short Sleeve	2,993.00
T-Shirt Sales - Other	5,460.00
Total T-Shirt Sales	9,133.00
Whistles	195.00
Total Inventory Sales	18,062.87
Media Guide Sales	3.00
Officiating	
Officiating Travel Fund (Per Diem saved- local refs)	
Travel Fund	580.00
Total Officiating Travel Fund (Per Diem saved- local refs)	580.00
Total Officiating	580.00
Photography	2,666.97
Sponsorship and Advertising	
Awards	1,765.50
Kap7	
Advertising	2,000.00
Balls	16,250.00
Clinic	2,646.24
Turbo	1,250.00
Total Kap7	22,146.24
Program Advertising	300.00
Website Advertising	365.45
Whistles	550.00
Total Sponsorship and Advertising	25,127.19
Ticket Sales	
Championship	30,640.01
Regular Season	1,042.00
Ticket Rebate	(221.00)
Total Ticket Sales	31,461.01

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Total Event Management Income	80,414.04
Program Service Revenue	
League Fees-Championships	
NCCC-Men	6,000.00
NCCC-Women	6,000.00
NCCC III Men	3,000.00
Varsity Men	7,440.00
Total League Fees-Championships	22,440.00
League Fees-Regular Season	
Atlantic Men	19,459.00
Big Ten Men	12,383.00
Big Ten Women	12,383.00
Facility Fees	2,600.00
Florida Men	10,920.00
Great Lakes Men	8,771.00
Great Plains Men	12,383.00
Heartland Men	12,383.00
Heartland Women	13,840.00
Mid Atlantic Men	23,123.00
Mid Atlantic Women	16,361.20
Midwest Women	5,372.00
Missouri Valley Men	15,991.00
New England Men	13,840.00
New England Women	8,910.00
New York Men	15,957.00
New York Women	8,910.00
North Atlantic Men	13,840.00
North Atlantic Women	8,910.00
Northwest Men	12,383.00
Northwest Women	12,383.00
Pacific Coast Men	35,083.00
Pacific Coast Women	16,191.00
Rocky Mountain Men	11,208.00
Sierra Pacific Women	13,840.00
Southeast Men	10,920.00
Southeast Women	8,910.00
Southwest Men	9,100.00
Southwest Women	16,536.00
Texas Men	13,840.00
Texas Women	12,383.00
Varsity Div 3 Women	38,790.00
Varsity Women	7,759.92
Varsity North Men	23,263.00
Varsity North Women	4,533.00
Varsity Mid Atlantic Men	42,710.00
Varsity South Women	10,844.00
Varsity West Women	10,655.00
Total League Fees-Regular Season	547,668.12
MAAC Assignment Fee	400.00
Non-Conference Game Expenses (Non-League Fees)	1,650.00
Total Program Service Revenue	572,158.12
Total Income	652,572.16
Cost of Goods Sold	
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Credit Card Charges	2,370.34
Printing/Embroidery	6,608.95
Shipping	374.77
Shirt design	230.00
Cost of Goods Sold - Other	6,991.74

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Total Cost of Goods Sold	16,575.80
Total COGS	16,575.80
Gross Profit	635,996.36
Expense	
Event Mgmt	
Communications	
NCAA, CoSIDA Dues	900.00
Publications	8,648.27
Web site	5,008.04
Total Communications	14,556.31
Game Management	
Facility Rental	3,427.63
Food & Transportation	15,411.72
Lodging	5,245.38
Supplies and Equipment	
Awards	27,345.58
Shipping	9,161.26
Supplies and Equipment - Other	32,255.35
Total Supplies and Equipment	68,762.19
Telephone	2,724.31
Wages	10,600.00
Total Game Management	106,171.23
Membership	
Development	1,055.82
Hall of Fame	2,274.33
Total Membership	3,330.15
Multimedia	
Streaming Staff Contractor Fees	1,500.00
Streaming Staff Expenses	25.00
Total Multimedia	1,525.00
Photography	734.39
Event Mgmt - Other	875.77
Total Event Mgmt	127,192.85
General Overhead	
Accounting	
Bad Debt	1,150.00
Bank Service Charges	281.60
Returned Check Charges	15.00
Accounting - Other	336.50
Total Accounting	1,783.10
Admin Salaries & Payroll Taxes	137,699.42
Hiring, Retention & Education	485.30
Insurance	
Insurance-D & O	1,623.00
Insurance-Medical	22,312.80
Insurance-Workers Comp	830.00
Total Insurance	24,765.80
Office Equipment & Supplies	3,037.16
Postage	382.70
Rent	
Utilities & Maintenance	1,409.20

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Rent - Other	6,000.00
Total Rent	7,409.20
Telephone	3,029.71
Total General Overhead	178,592.39
MAAC	
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	22,257.22
Car Rental	7,227.23
Game Fees	130,183.00
Head Ref Fee	2,460.00
Hotel	31,709.45
Per Diem	14,536.20
Travel Reimbursement	21,333.27
Total Competition	229,706.37
General Overhead	
Insurance	2,324.00
Rules Books	641.00
Staff Administrators Wages	16,629.56
Uniforms and Equipment	10,262.44
Total General Overhead	29,857.00
Training and Education	
Clinician/Evaluator Stipend	11,058.38
Technical Committee Stipend	2,000.00
Training/Evaluation Expenses	19,156.03
Total Training and Education	32,214.41
Total Referees	291,777.78
Reimbursable Expenses	0.00
Uncategorized Expenses	0.00
Total Expense	597,563.02
Net Ordinary Income	38,433.34
Net Income	38,433.34