

**Collegiate Water Polo Association**  
**Surplus/Deficit Prev Year Comparison**  
 August 2010 through July 2011

	Aug '10 - Jul 11
Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
Live Streaming Subscriptions	3,478.00
Total Broadcast Production	3,478.00
Gate Receipts- Miscellaneous	32.45
Inventory Sales	
Apparel Rebate	(220.00)
Fleece	2,310.00
Hats	400.00
Henley	25.00
Shorts	1,022.00
Sweatshirts	
Hooded	150.00
Total Sweatshirts	150.00
Swim Caps (Swim Caps)	40.00
T-Shirt Sales	
Long Sleeve T	646.00
Short Sleeve	8,160.00
T-Shirt Sales - Other	190.00
Total T-Shirt Sales	8,996.00
Total Inventory Sales	12,723.00
Media Guide Sales	1.06
Photography	2,616.31
Sponsorship and Advertising	
Awards	1,765.50
Kap7	
Advertising	2,000.00
Balls	16,250.00
Clinic	6,045.00
Turbo	1,250.00
Total Kap7	25,545.00
Program Advertising	1,500.00
Website Advertising	205.36
Whistles	537.00
Total Sponsorship and Advertising	29,552.86
Ticket Sales	
Championship	25,805.64
Regular Season	173.00
Ticket Rebate	(86.50)
Total Ticket Sales	25,892.14
Total Event Management Income	74,295.82
Program Service Revenue	
League Fees-Championships	
NCCC-Men	6,177.50
NCCC-Women	6,000.00
NCCC III Men	3,000.00
Varsity Men	4,684.64
Total League Fees-Championships	19,862.14
League Fees-Regular Season	
Atlantic Men	18,830.00
Big Ten Men	14,432.00
Big Ten Women	14,432.00

**Collegiate Water Polo Association**  
**Surplus/Deficit Prev Year Comparison**  
 August 2010 through July 2011

---

	Aug '10 - Jul 11
Facility Fees	631.20
Florida Men	11,382.00
Forfeit Fees, Men	266.04
Great Lakes Men	9,830.00
Great Plains Men	11,382.40
Heartland Men	14,432.00
Heartland Women	18,830.00
Mid Atlantic Men	27,970.00
Mid Atlantic Women	20,284.00
Midwest Women	6,025.00
Missouri Valley Men	14,432.00
New England Men	13,279.00
New England Women	9,485.00
New York Men	16,632.00
New York Women	11,382.00
North Atlantic Men	15,386.00
North Atlantic Women	11,382.00
Northwest Men	11,404.39
Northwest Women	16,798.75
Pacific Coast Men	31,992.00
Pacific Coast Women	18,830.00
Rocky Mountain Men	13,307.00
Rocky Mountain Women	2,128.00
Sierra Pacific Women	14,432.00
Southeast Men	12,908.00
Southeast Women	11,382.00
Southwest Men	9,285.00
Southwest Women	18,830.00
Texas Men	12,908.00
Texas Women	11,382.00
Varsity Div 3 Women	33,561.00
Varsity Women	8,437.66
Varsity North Men	31,772.00
Varsity Mid Atlantic Men	44,902.00
Varsity South Women	9,700.00
Varsity West Women	11,744.00
<b>Total League Fees-Regular Season</b>	<b>586,408.44</b>
<b>MAAC Assignment Fee</b>	<b>400.00</b>
<b>Non-Conference Game Expenses (Non-League Fees)</b>	
Ivy Championship	1,500.00
Non-Conference Game Expenses (Non-League Fees) - Other	1,400.00
<b>Total Non-Conference Game Expenses (Non-League Fees)</b>	<b>2,900.00</b>
<b>Total Program Service Revenue</b>	<b>609,570.58</b>
<b>Uncategorized Income</b>	<b>0.00</b>
<b>Total Income</b>	<b>683,866.40</b>
<b>Cost of Goods Sold</b>	
<b>Cost of Goods Sold</b>	
Credit Card Charges	2,093.81
Printing/Embroidery	3,504.20
Shipping	520.40
Shirt design	499.00
Cost of Goods Sold - Other	3,506.09
<b>Total Cost of Goods Sold</b>	<b>10,123.50</b>
<b>Total COGS</b>	<b>10,123.50</b>
<b>Gross Profit</b>	<b>673,742.90</b>
<b>Expense</b>	
Event Mgmt	
Clinic	930.00

**Collegiate Water Polo Association**  
**Surplus/Deficit Prev Year Comparison**  
 August 2010 through July 2011

---

	Aug '10 - Jul 11
<b>Communications</b>	
NCAA, CoSIDA Dues	1,095.00
Publications	11,767.85
Web site	8,905.29
<b>Total Communications</b>	<b>21,768.14</b>
<b>Game Management</b>	
Food & Transportation	25,321.16
Lodging	6,871.10
<b>Supplies and Equipment</b>	
Awards	21,625.10
Shipping	8,826.51
Supplies and Equipment - Other	25,140.55
<b>Total Supplies and Equipment</b>	<b>55,592.16</b>
Telephone	2,455.47
Wages	16,172.50
<b>Total Game Management</b>	<b>106,412.39</b>
<b>Membership</b>	
Development	604.02
Hall of Fame	3,186.51
<b>Total Membership</b>	<b>3,790.53</b>
<b>Multimedia</b>	
Streaming Staff Contractor Fees	3,250.00
Streaming Staff Expenses	50.00
<b>Total Multimedia</b>	<b>3,300.00</b>
<b>Photography</b>	<b>704.27</b>
<b>Event Mgmt - Other</b>	<b>310.00</b>
<b>Total Event Mgmt</b>	<b>137,215.33</b>
<b>General Overhead</b>	
<b>Accounting</b>	
Bad Debt	1,894.98
Bank Service Charges	165.70
Returned Check Charges	15.03
Accounting - Other	316.94
<b>Total Accounting</b>	<b>2,392.65</b>
Admin Salaries & Payroll Taxes	132,911.75
Hiring, Retention & Education	2,767.66
<b>Insurance</b>	
Insurance-D & O	1,623.00
Insurance-Medical	20,559.66
Insurance-Workers Comp	132.00
<b>Total Insurance</b>	<b>22,314.66</b>
Office Equipment & Supplies	3,977.39
Postage	419.62
<b>Rent</b>	
Utilities & Maintenance	1,635.67
Rent - Other	6,000.00
<b>Total Rent</b>	<b>7,635.67</b>
Telephone	3,092.10
<b>Total General Overhead</b>	<b>175,511.50</b>
<b>MAAC</b>	

**Collegiate Water Polo Association**  
**Surplus/Deficit Prev Year Comparison**  
 August 2010 through July 2011

---

	Aug '10 - Jul 11
Game Fees	0.00
Head Ref Fee	0.00
Lodging	0.00
Per Diem	0.00
<b>Total MAAC</b>	<b>0.00</b>
<b>Referees</b>	
<b>Competition</b>	
Air Fare	30,893.68
Car Rental	12,005.44
Game Fees	149,478.40
Head Ref Fee	2,420.00
Hotel	34,584.79
Per Diem	18,821.89
Travel Reimbursement	26,691.17
<b>Total Competition</b>	<b>274,895.37</b>
<b>General Overhead</b>	
Insurance	1,474.00
Rules Books	912.50
Staff Administrators Wages	8,667.60
Uniforms and Equipment	5,570.53
<b>Total General Overhead</b>	<b>16,624.63</b>
<b>Training and Education</b>	
Clinician/Evaluator Stipend	13,672.89
Technical Committee	131.50
Technical Committee Stipend	2,000.00
Training/Evaluation Expenses	20,817.31
<b>Total Training and Education</b>	<b>36,621.70</b>
<b>Total Referees</b>	<b>328,141.70</b>
Reimbursable Expenses	0.00
Uncategorized Expenses	0.00
<b>Total Expense</b>	<b>640,868.53</b>
<b>Net Ordinary Income</b>	<b>32,874.37</b>
<b>Net Income</b>	<b><u>32,874.37</u></b>