

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2013 through July 2014

Aug '13 - Jul 14

Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
DVD Sales	2,455.00
Equipment Rental	2,000.00
Live Streaming Subscriptions	12,864.70
Total Broadcast Production	17,319.70
Credit Card Sales	0.00
Inventory Sales	
Bags	35.00
Collared Shirt	100.00
Fleece	3,285.00
Hats	760.00
IPhone Covers	35.00
Shorts	1,325.00
Sweat Pants	10.00
Sweatshirts	
Hooded	20.00
Total Sweatshirts	20.00
Swim Suits	155.00
T-Shirt Sales	
Long Sleeve T	765.00
Short Sleeve	4,815.00
T-Shirt Sales - Other	220.00
Total T-Shirt Sales	5,800.00
Whistles	70.00
Total Inventory Sales	11,595.00
Media Guide Sales	25.00
Photography	3,403.95
Royalty Payment Apparel	377.19
Sponsorship and Advertising	
Awards	2,271.07
Kap7	
Advertising	2,000.00
Balls	18,125.00
Turbo	1,250.00
Total Kap7	21,375.00
Program Advertising	300.00
Website Advertising	497.58
Whistles	801.50
Total Sponsorship and Advertising	25,245.15
Ticket Sales	
Championship	22,866.00
Total Ticket Sales	22,866.00
Total Event Management Income	80,831.99
Program Service Revenue	
League Fees-Championships	
Division II Men	1,384.00
Division III Men	4,152.00
NCCC-Men	7,600.00
NCCC-Women	7,600.00
NCCC III Men	4,275.00
Varsity Men	5,984.16

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Total League Fees-Championships	30,995.16
League Fees-Regular Season	
Atlantic Men	23,540.00
Big Ten Men	18,832.01
Big Ten Women	18,832.00
Florida Men	21,186.00
Great Lakes Men	21,186.00
Great Plains Men	11,770.00
Great Plains Women	11,770.00
Heartland Men	16,478.00
Heartland Women	14,124.00
Mid Atlantic Men	39,119.00
Mid Atlantic Women	23,540.00
Midwest Women	8,875.00
Missouri Valley Men	18,832.00
New England Men	14,124.00
New England Women	16,478.00
New York Men	23,474.00
New York Women	11,770.00
North Atlantic Men	23,540.00
North Atlantic Women	14,124.00
Northwest Men	14,124.00
Northwest Women	16,478.00
Pacific Coast Men	19,010.00
Pacific Coast Women	18,832.00
Rocky Mountain Men	21,186.00
Sierra Pacific Men	18,832.00
Sierra Pacific Women	16,478.00
Southeast Men	18,832.00
Southeast Women	16,478.00
Southwest Women	18,832.00
Texas Men	18,932.00
Texas Women	12,714.67
Varsity Div 3 Women	30,464.00
Varsity Women	6,033.44
Varsity North Men	27,671.00
Varsity Mid Atlantic Men	37,348.00
Varsity South Women	15,564.00
Varsity West Women	13,143.00
Total League Fees-Regular Season	692,546.12
MAAC Assignment Fee	500.00
Non-Conference Game Expenses (Non-League Fees)	3,832.47
Total Program Service Revenue	727,873.75
Unrestricted Donations	10,200.00
Total Income	818,905.74
Cost of Goods Sold	
Cost of Goods Sold	
Credit Card Charges	1,224.76
Inventory Lost or Stolen	(0.50)
Printing/Embroidery	3,305.05
Shipping	987.92
Shirt design	1,001.20
Cost of Goods Sold - Other	4,175.34
Total Cost of Goods Sold	10,693.77
Total COGS	10,693.77
Gross Profit	808,211.97
Expense	
Event Mgmt	

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Communications	
NCAA, CoSIDA Dues	1,225.00
Publications	14,403.53
Web site	59.96
Total Communications	15,688.49
Game Management	
Food & Transportation	22,142.60
Lodging	4,627.90
Supplies and Equipment	
Awards	25,403.82
Balls	20,755.75
Shipping	14,581.13
Supplies and Equipment - Other	6,465.02
Total Supplies and Equipment	67,205.72
Telephone	2,707.73
Wages	22,181.44
Total Game Management	118,865.39
Membership	
Development	424.68
Hall of Fame	17.77
Total Membership	442.45
Multimedia	
Equipment Expenses	20,939.37
Host Site Rebate	2,678.00
Streaming Staff Contractor Fees	7,969.00
Streaming Staff Expenses	990.73
Total Multimedia	32,577.10
Photography	
Photographer Expenses	164.00
Photographer Wages	880.00
Photography - Other	697.19
Total Photography	1,741.19
Total Event Mgmt	169,314.62
General Overhead	
Accounting	
Accountant Fees	1,665.00
Bank Service Charges	289.54
Returned Check Charges	20.00
Accounting - Other	1,928.49
Total Accounting	3,903.03
Admin Salaries & Payroll Taxes	211,130.25
Hiring, Retention & Education	4,003.16
Insurance	
Insurance-D & O	735.00
Insurance-Medical	26,030.87
Total Insurance	26,765.87
Office Equipment & Supplies	2,383.05
Postage	5,223.98
Rent	
Utilities & Maintenance	1,369.45
Rent - Other	6,600.00
Total Rent	7,969.45

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Telephone	2,641.74
Total General Overhead	264,020.53
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	36,823.85
Car Rental	14,765.91
Game Fees	148,080.00
Head Ref Fee	3,475.00
Hotel	34,537.58
Per Diem	18,440.00
Travel Reimbursement	42,300.74
Total Competition	298,423.08
General Overhead	
Insurance	1,276.00
Staff Administrators Wages	9,520.00
Uniforms and Equipment	5,602.66
Total General Overhead	16,398.66
Training and Education	
Clinician/Evaluator Stipend	14,217.58
Technical Committee Stipend	2,800.00
Training/Evaluation Expenses	20,508.63
Total Training and Education	37,526.21
Total Referees	352,347.95
Reimbursable Expenses	0.00
Total Expense	785,683.10
Net Ordinary Income	22,528.87
Net Income	<u>22,528.87</u>