

**Collegiate Water Polo Association**  
**Surplus/Deficit Prev Year Comparison**  
 August 2015 through July 2016

Aug '15 - Jul 16

Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
DVD Sales	2,470.00
Equipment Rental	85.00
Host Income (\$ paid to host for streaming)	305.00
Live Streaming Subscriptions	6,050.70
Total Broadcast Production	8,910.70
Credit Card Sales	0.00
Inventory Sales	
Fleece	4,795.00
Hats	605.00
Shorts	980.00
Sunglasses	20.00
Swim Caps (Swim Caps)	30.00
T-Shirt Sales	
Long Sleeve T	561.00
Short Sleeve	3,240.00
Total T-Shirt Sales	3,801.00
Tank Tops (Ladies Tank Tops)	480.00
Water Bottles	20.00
Whistles	55.00
Total Inventory Sales	10,786.00
Photography	3,290.99
Sponsorship and Advertising	
Awards	2,838.75
Kap7	
Advertising	3,250.00
Balls	25,042.00
Clinic	65.00
Total Kap7	28,357.00
Program Advertising	300.00
Website Advertising	149.09
Whistles	564.00
Total Sponsorship and Advertising	32,208.84
Ticket Sales	
Championship	27,988.00
Total Ticket Sales	27,988.00
Total Event Management Income	83,184.53
Program Service Revenue	
League Fees-Championships	
Division II Men	1,248.00
Division III Men	3,744.00
NCCC-Men	8,025.00
NCCC-Women	8,025.00
NCCC III Men	3,960.00
Varsity Men	8,267.28
Total League Fees-Championships	33,269.28
League Fees-Regular Season	
Atlantic Men	27,040.00
Atlantic Women	10,816.00
Big Ten Men	21,632.00
Big Ten Women	18,928.00
Colonial Men	16,124.00

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Facility Fees	(1,087.50)
Florida Men	21,632.00
Great Lakes Men	22,055.00
Heartland Men	18,928.00
Heartland Women	15,419.00
Mid Atlantic Men	44,533.00
Mid Atlantic Women	16,224.00
Midwest Women	14,035.00
Missouri Valley Men	18,928.00
New England Men	16,224.00
New England Women	18,928.00
New York Men	29,744.00
New York Women	13,520.00
North Atlantic Men	18,928.00
North Atlantic Women	16,224.00
Northwest Men	13,520.00
Northwest Women	18,928.00
Pacific Coast Men	20,894.48
Pacific Coast Women	13,520.00
Rocky Mountain Men	19,078.00
Rocky Mountain Women	10,816.00
Sierra Pacific Men	27,040.00
Sierra Pacific Women	24,336.00
Southeast Men	18,928.00
Southeast Women	21,632.00
Southwest Men	17,548.86
Southwest Women	16,724.00
Texas Men	20,933.00
Texas Women	18,928.00
Varsity Div 3 Women	31,752.00
Varsity Women	5,827.28
Varsity North Men	31,710.00
Varsity Mid Atlantic Men	40,618.00
Varsity South Women	14,884.00
Varsity West Women	11,882.38
<b>Total League Fees-Regular Season</b>	<b>778,274.50</b>
MAAC Assignment Fee	500.00
Non-Conference Game Expenses (Non-League Fees)	
Ivy Championship	3,693.00
Non-Conference Game Expenses (Non-League Fees) - Other	35,013.18
<b>Total Non-Conference Game Expenses (Non-League Fees)</b>	<b>38,706.18</b>
<b>Total Program Service Revenue</b>	<b>850,749.96</b>
Uncategorized Income	0.00
Unrestricted Donations	10,000.00
<b>Total Income</b>	<b>943,934.49</b>
<b>Cost of Goods Sold</b>	
Cost of Goods Sold	
Credit Card Charges	1,167.70
Inventory Lost or Stolen	(36.12)
Printing/Embroidery	4,404.05
Shipping	698.64
Shirt design	929.00
Cost of Goods Sold - Other	3,630.30
<b>Total Cost of Goods Sold</b>	<b>10,793.57</b>
<b>Total COGS</b>	<b>10,793.57</b>
<b>Gross Profit</b>	<b>933,140.92</b>
<b>Expense</b>	
Event Mgmt	

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<b>Communications</b>	
NCAA, CoSIDA Dues	1,140.00
Publications	17,749.54
Salary and Benefits	54,945.00
Web site	4,569.86
Communications - Other	100.00
<b>Total Communications</b>	<b>78,504.40</b>
<b>Game Management</b>	
Food & Transportation	25,604.76
Lodging	11,378.44
Supplies and Equipment	
Awards	32,779.30
Balls	26,283.07
Shipping	4,578.53
Supplies and Equipment - Other	5,927.97
<b>Total Supplies and Equipment</b>	<b>69,568.87</b>
Telephone	944.82
Wages	11,740.00
Game Management - Other	1,245.75
<b>Total Game Management</b>	<b>120,482.64</b>
<b>Membership</b>	
Development	2,755.56
Hall of Fame	3,324.56
Salary and Benefits	36,450.00
Support	1,399.67
<b>Total Membership</b>	<b>43,929.79</b>
<b>Multimedia</b>	
Education Production	1,071.54
Equipment Expenses	6,938.86
Host Site Rebate	(50.00)
Intern Expenses	335.34
Salary and Benefits	37,999.92
Shipping	2,883.24
Streaming Staff Contractor Fees	11,451.00
Streaming Staff Expenses	835.43
<b>Total Multimedia</b>	<b>61,465.33</b>
<b>Photography</b>	
Photographer Expenses	399.04
Photographer Wages	1,430.00
Photography - Other	480.04
<b>Total Photography</b>	<b>2,309.08</b>
<b>Event Mgmt - Other</b>	<b>0.00</b>
<b>Total Event Mgmt</b>	<b>306,691.24</b>
<b>General Overhead</b>	
Accounting	
Bank Service Charges	252.23
Accounting - Other	3,113.69
<b>Total Accounting</b>	<b>3,365.92</b>
Admin Salaries & Payroll Taxes	156,772.42
Hiring, Retention & Education	3,520.89
Insurance	
Insurance-D & O	740.00
Insurance-Medical	32,918.42

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Insurance-office contents	2,458.00
<b>Total Insurance</b>	<b>36,116.42</b>
Office Equipment & Supplies	5,020.67
Postage	344.17
Rent	
Utilities & Maintenance	1,454.89
Rent - Other	7,200.00
<b>Total Rent</b>	<b>8,654.89</b>
Telephone	2,792.33
<b>Total General Overhead</b>	<b>216,587.71</b>
<b>MAAC</b>	
Air Fare	0.00
Car Rental	0.00
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>	
Competition	
Air Fare	37,757.48
Car Rental	12,419.29
Game Fees	172,656.00
Head Ref Fee	3,625.00
Hotel	43,928.27
Per Diem	25,477.09
Travel Reimbursement	52,065.51
<b>Total Competition</b>	<b>347,928.64</b>
General Overhead	
Insurance	1,158.75
Staff Administrators Wages	8,640.00
Uniforms and Equipment	8,309.28
<b>Total General Overhead</b>	<b>18,108.03</b>
Training and Education	
Arbiter Fee	700.00
Clinician/Evaluator Stipend	16,251.92
Lodging	3,772.87
Technical Committee Stipend	2,000.00
Training/Evaluation Expenses	13,290.06
<b>Total Training and Education</b>	<b>36,014.85</b>
<b>Total Referees</b>	<b>402,051.52</b>
Uncategorized Expenses	0.00
<b>Total Expense</b>	<b>925,330.47</b>
<b>Net Ordinary Income</b>	<b>7,810.45</b>
<b>Net Income</b>	<b><u>7,810.45</u></b>