

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2016 through July 2017

	Aug '16 - Jul 17
Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
DVD Sales	2,550.00
Live Streaming Subscriptions	11,010.30
Total Broadcast Production	13,560.30
Credit Card Sales	0.00
Inventory Sales	
Apparel Rebate	(25.00)
Collared Shirt	250.00
Fleece	4,625.00
Hats	1,510.00
Shorts	870.00
Sunglasses	(12.99)
Swim Suits	40.00
T-Shirt Sales	
Long Sleeve T	578.00
Short Sleeve	3,305.00
Total T-Shirt Sales	3,883.00
Tank Tops (Ladies Tank Tops)	1,155.00
Water Bottles	50.00
Whistles	55.00
Total Inventory Sales	12,400.01
Photography	2,648.00
Sponsorship and Advertising	
Awards	2,616.75
Kap7	
Advertising	3,250.00
Balls	25,042.00
Clinic	2,750.00
Total Kap7	31,042.00
Whistles	554.00
Total Sponsorship and Advertising	34,212.75
Ticket Sales	
Championship	30,116.00
Total Ticket Sales	30,116.00
Total Event Management Income	92,937.06
Program Service Revenue	
League Fees-Championships	
Division II Men	1,083.00
Division III Men	2,885.00
NCCC-Men	8,025.00
NCCC-Women	8,025.00
NCCC III Men	3,465.00
Total League Fees-Championships	23,483.00
League Fees-Regular Season	
Atlantic Men	27,650.00
Atlantic Women	13,825.00
Big Ten Men	24,035.00
Big Ten Women	23,215.00
Colonial Men	13,825.00
Florida Men	17,785.00
Great Lakes Men	29,580.00
Heartland Men	19,355.00

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Heartland Women	13,825.00
Mid Atlantic Men	41,208.00
Mid Atlantic Women	16,590.00
Midwest Women	22,370.00
Missouri Valley Men	21,285.00
New England Men	21,285.00
New England Women	22,120.00
New York Men	30,354.00
New York Women	13,825.00
North Atlantic Men	19,355.00
North Atlantic Women	19,355.00
Northwest Men	16,590.00
Northwest Women	21,053.00
Pacific Coast Men	21,121.11
Pacific Coast Women	16,414.55
Rocky Mountain Men	21,285.00
Rocky Mountain Women	12,990.00
Sierra Pacific Men	24,050.00
Sierra Pacific Women	27,910.00
Southeast Men	22,120.00
Southeast Women	14,920.00
Southwest Men	16,590.00
Southwest Women	15,755.00
Texas Men	28,046.00
Texas Women	21,285.00
Varsity Div 3 Women	35,712.00
Varsity Women	40,180.80
Varsity North Men	29,610.00
Varsity Mid Atlantic Men	58,830.00
Total League Fees-Regular Season	855,304.46
MAAC Assignment Fee	1,700.00
Non-Conference Game Expenses (Non-League Fees)	52,227.26
Total Program Service Revenue	932,714.72
Returned Check Charges	0.00
Uncategorized Income	0.00
Unrestricted Donations	10,000.00
Total Income	1,035,651.78
Cost of Goods Sold	
Cost of Goods Sold	
Championship	300.00
Credit Card Charges	2,155.60
Inventory Lost or Stolen	6.66
Printing/Embroidery	5,402.40
Shipping	174.45
Shirt design	102.96
Cost of Goods Sold - Other	3,807.56
Total Cost of Goods Sold	11,949.63
Total COGS	11,949.63
Gross Profit	1,023,702.15
Expense	
Event Mgmt	
Communications	
NCAA, CoSIDA Dues	2,465.00
Publications	1,276.88
Salary and Benefits	55,080.00
Web site	4,949.16
Total Communications	63,771.04

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Game Management	
Inventory Adjustment	1,286.89
Clinic	1,500.00
Food & Transportation	21,273.12
Lodging	8,447.48
Supplies and Equipment	
Awards	35,200.92
Balls	28,637.80
Shipping	5,670.32
Supplies and Equipment - Other	8,019.23
Total Supplies and Equipment	77,528.27
Telephone	884.44
Wages	10,910.00
Total Game Management	121,830.20
Membership	
Development	2,553.28
Hall of Fame	3,193.11
Salary and Benefits	35,628.97
Support	1,579.12
Total Membership	42,954.48
Multimedia	
Education Production	401.60
Equipment Expenses	7,628.30
Intern Expenses	917.70
Salary and Benefits	37,999.92
Shipping	3,147.64
Streaming Staff Contractor Fees	17,500.00
Streaming Staff Expenses	741.53
Total Multimedia	68,336.69
Photography	
Photographer Expenses	75.08
Photographer Wages	1,950.00
Photography - Other	37.88
Total Photography	2,062.96
Total Event Mgmt	298,955.37
General Overhead	
Accounting	
Bank Service Charges	(9.29)
Accounting - Other	1,944.67
Total Accounting	1,935.38
Admin Salaries & Payroll Taxes	164,840.70
Hiring, Retention & Education	4,089.19
Insurance	
Insurance-D & O	740.00
Insurance-Medical	30,705.35
Insurance-office contents	1,471.00
Insurance-Workers Comp	1,199.00
Total Insurance	34,115.35
Office Equipment & Supplies	7,182.44
Postage	436.62
Rent	
Utilities & Maintenance	1,509.95
Rent - Other	9,600.00

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Total Rent	11,109.95
Restoration Fund	(7.50)
Telephone	2,881.41
Total General Overhead	226,583.54
MAAC	
Air Fare	0.00
Car Rental	0.00
Game Fees	0.00
Head Ref Fee	0.00
Lodging	0.00
Mileage	0.00
Per Diem	0.00
Total MAAC	0.00
Referees	
Competition	
Air Fare	32,391.08
Car Rental	14,759.67
Game Fees	189,991.00
Head Ref Fee	3,800.00
Hotel	39,122.88
Per Diem	25,189.55
Travel Reimbursement	47,481.89
Total Competition	352,736.07
General Overhead	
Insurance	1,181.25
Staff Administrators Wages	9,600.00
Uniforms and Equipment	5,368.65
Total General Overhead	16,149.90
Training and Education	
Arbiter Fee	1,860.00
Clinician/Evaluator Stipend	13,788.00
Lodging	2,646.32
Technical Committee Stipend	1,000.00
Training/Evaluation Expenses	13,058.54
Total Training and Education	32,352.86
Total Referees	401,238.83
Reimbursable Expenses	0.00
Total Expense	926,777.74
Net Ordinary Income	96,924.41
Net Income	<u>96,924.41</u>