

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2017 through July 2018

	Aug '17 - Jul 18
Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
DVD Sales	1,065.00
Live Streaming Subscriptions	13,630.63
Total Broadcast Production	14,695.63
Credit Card Sales	0.00
Inventory Sales	
Magnets	95.00
Collared Shirt	75.00
Fleece	5,145.00
Hats	970.00
Shorts	360.00
Sweatshirts	
Crewneck	150.00
Hooded	215.00
Total Sweatshirts	365.00
Swim Caps	85.00
Swim Suits	70.00
T-Shirt Sales	
Long Sleeve T	714.00
Short Sleeve	2,760.00
Total T-Shirt Sales	3,474.00
Tank Tops (Ladies Tank Tops)	870.00
Whistles	150.00
Total Inventory Sales	11,659.00
Photography	2,425.10
Sponsorship and Advertising	
Education	2,500.00
Awards	2,506.00
Kap7	
Advertising	3,250.00
Balls	25,042.00
Clinic	3,178.33
Total Kap7	31,470.33
Whistles	579.00
Total Sponsorship and Advertising	37,055.33
Ticket Sales	
Championship	29,783.00
Total Ticket Sales	29,783.00
Total Event Management Income	95,618.06
Program Service Revenue	
League Fees-Championships	
Division II Men	1,323.24
Division III Men	2,376.45
NCCC-Men	8,025.00
NCCC-Women	7,757.50
NCCC III Men	3,960.00
Total League Fees-Championships	23,442.19
League Fees-Regular Season	
Atlantic Men	30,250.00
Atlantic Women	11,250.00

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Big Ten Men	19,250.00
Big Ten Women	23,360.00
Colonial Men	16,500.00
Facility Fees	0.00
Florida Men	19,510.00
Forfeit Fees, Men	(266.04)
Great Lakes Men	23,930.00
Heartland Men	19,250.00
Heartland Women	11,000.00
Mid Atlantic Men	38,080.00
Mid Atlantic Women	16,500.00
Midwest Women	25,150.00
Missouri Valley Men	18,430.00
New England Men	22,000.00
New England Women	22,000.00
New York Men	30,196.25
New York Women	13,750.00
North Atlantic Men	16,500.00
North Atlantic Women	19,250.00
Northeast	29,889.96
Northwest Men	11,100.00
Northwest Women	17,610.00
Pacific Coast Men	12,911.34
Pacific Coast Women	20,360.00
Rocky Mountain Men	25,860.00
Rocky Mountain Women	18,430.00
Sierra Pacific Men	23,930.00
Sierra Pacific Women	27,790.00
Southeast Men	19,250.00
Southeast Women	15,680.00
Southwest Men	19,250.00
Southwest Women	17,610.00
Texas Men	29,640.00
Texas Women	15,930.00
Varsity Div 3 Women	31,999.52
Varsity Women	40,264.00
Varsity Mid Atlantic Men	60,749.14
Total League Fees-Regular Season	834,144.17
MAAC Assignment Fee	1,700.00
Total Program Service Revenue	859,286.36
Unrestricted Donations	10,205.00
Total Income	965,109.42
Cost of Goods Sold	
Cost of Goods Sold	
Credit Card Charges	2,945.89
Inventory Lost or Stolen	28.97
Printing/Embroidery	3,556.85
Shipping	263.67
Shirt design	228.80
Cost of Goods Sold - Other	3,988.54
Total Cost of Goods Sold	11,012.72
Total COGS	11,012.72
Gross Profit	954,096.70
Expense	
Event Mgmt	
Communications	
NCAA, CoSIDA Dues	2,710.00
Publications	942.50

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Salary and Benefits	57,890.08
Web site	19,623.25
Communications - Other	291.50
Total Communications	81,457.33
Game Management	
Clinic	348.36
Food & Transportation	22,106.51
Lodging	13,918.83
Supplies and Equipment	
Awards	36,598.68
Balls	25,042.00
Shipping	6,804.11
Supplies and Equipment - Other	6,643.76
Total Supplies and Equipment	75,088.55
Telephone	1,698.87
Wages	14,555.00
Total Game Management	127,716.12
Membership	
Development	5,861.25
Hall of Fame	507.05
Salary and Benefits	24,910.77
Support	345.98
Total Membership	31,625.05
Multimedia	
Education Production	0.00
Equipment Expenses	16,278.51
Intern Expenses	4,303.19
Salary and Benefits	41,804.80
Shipping	5,087.25
Streaming Staff Contractor Fees	16,200.00
Streaming Staff Expenses	834.97
Total Multimedia	84,508.72
Photography	
Photographer Expenses	799.04
Photographer Wages	1,450.00
Total Photography	2,249.04
Total Event Mgmt	327,556.26
General Overhead	
Accounting	
Bank Service Charges	2.92
Accounting - Other	1,661.07
Total Accounting	1,663.99
Admin Salaries & Payroll Taxes	177,795.17
Hiring, Retention & Education	7,034.58
Insurance	
Insurance-D & O	740.00
Insurance-Medical	31,548.08
Insurance-office contents	1,437.00
Insurance-Workers Comp	2,158.00
Total Insurance	35,883.08
Office Equipment & Supplies	3,960.98
Postage	237.21
Rent	

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Utilities & Maintenance	1,612.90
Rent - Other	9,600.00
Total Rent	11,212.90
Telephone	2,889.70
Total General Overhead	240,677.61
MAAC	
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	31,420.32
Car Rental	15,365.75
Game Fees	156,356.02
Head Ref Fee	3,480.31
Hotel	41,655.92
Per Diem	29,614.87
Travel Reimbursement	36,449.83
Total Competition	314,343.02
General Overhead	
Development Stipend	1,250.00
Development Expenses	1,565.53
Bureau Review	3,000.00
Insurance	1,168.00
Staff Administrators Wages	9,600.00
Uniforms and Equipment	8,482.46
Technical Committee Stipend	800.00
Total General Overhead	25,865.99
Training and Education	
Arbiter Fee	2,115.00
Clinician/Evaluator Stipend	11,561.00
Lodging	3,533.50
Training/Evaluation Expenses	9,479.74
Total Training and Education	26,689.24
Total Referees	366,898.25
Total Expense	935,132.12
Net Ordinary Income	18,964.58
Net Income	<u>18,964.58</u>