

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2019 through July 2020

	<u>Aug '19 - Jul 20</u>
Ordinary Income/Expense	
Income	
Event Management Income	
Broadcast Production	
DVD Sales	955.00
Live Streaming Subscriptions	7,084.00
	8,039.00
Total Broadcast Production	8,039.00
Credit Card Sales	0.00
Inventory Sales	
Collared Shirt	200.00
Fleece	595.00
Hats	765.00
Magnets	20.00
Shorts	280.00
T-Shirt Sales	
Long Sleeve T	612.00
Short Sleeve	1,320.00
	1,932.00
Total T-Shirt Sales	1,932.00
Total Inventory Sales	3,792.00
Photography	866.60
Sponsorship and Advertising	
Awards	1,816.50
Kap7	
Advertising	1,625.00
Balls	25,042.00
Broadcast	3,060.00
	29,727.00
Total Kap7	29,727.00
Whistles	566.80
Total Sponsorship and Advertising	32,110.30
Ticket Sales	
Championship	16,642.50
	16,642.50
Total Ticket Sales	16,642.50
Total Event Management Income	61,450.40
Program Service Revenue	
League Fees-Championships	
Division II Men	2,733.16
Division III Men	2,977.21
NCCC-Men	8,025.00
NCCC III Men	2,970.00
Varsity Men	(302.68)
	16,402.69
Total League Fees-Championships	16,402.69
League Fees-Regular Season	
Atlantic Men	23,703.33
Atlantic Women	4,378.08
Big Ten Men	24,615.00
Big Ten Women	6,589.71
Colonial Men	19,145.00
Facility Fees	4,711.16
Florida Men	17,555.00
Great Lakes Men	19,145.00
Heartland Men	21,880.00
Heartland Women	3,383.56
Mid Atlantic Men	32,410.00
Mid Atlantic Women	5,678.04
Midwest Women	4,972.60

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2019 through July 2020

	<u>Aug '19 - Jul 20</u>
Missouri Valley Men	15,615.00
New England Men	19,145.00
New England Women	6,961.64
New York Men	29,290.00
New York Women	12,234.24
North Atlantic Men	10,940.00
North Atlantic Women	8,661.60
Northeast	33,681.28
Northwest Men	13,674.99
Northwest Women	11,356.08
Pacific Coast Men	17,555.00
Pacific Coast Women	13,183.40
Rocky Mountain Men	25,760.00
Rocky Mountain Women	11,934.24
Sierra Pacific Men	26,055.00
Sierra Pacific Women	20,144.96
Southeast Men	25,615.00
Southeast Women	5,678.04
Southwest Men	21,085.00
Southwest Women	6,383.48
Texas Men	24,260.00
Texas Women	4,683.52
Varsity Div 3 Women	4,937.40
Varsity Mid Atlantic Men	65,985.66
Varsity Women	3,518.80
	<hr/>
Total League Fees-Regular Season	626,505.81
Non-Conference Game Revenue (Non-League Fees)	2,740.77
	<hr/>
Total Program Service Revenue	645,649.27
Uncategorized Income	0.00
Unrestricted Donations	10,300.00
	<hr/>
Total Income	717,399.67
Cost of Goods Sold	
Cost of Goods Sold	
Credit Card Charges	0.03
Inventory Lost or Stolen	107.95
Printing/Embroidery	2,811.50
Shipping	60.84
Shirt design	374.40
Cost of Goods Sold - Other	1,070.32
	<hr/>
Total Cost of Goods Sold	4,425.04
	<hr/>
Total COGS	4,425.04
	<hr/>
Gross Profit	712,974.63
Expense	
Event Mgmt	
Communications	
NCAA, CoSIDA Dues	1,955.00
Publications	593.70
Salary and Benefits	58,222.08
Web site	4,411.77
	<hr/>
Total Communications	65,182.55
Game Management	
Contractor Wages	11,166.25
Facility Rental	5,586.00
Food & Transportation	15,896.58
Lodging	3,181.44

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
 August 2019 through July 2020

	Aug '19 - Jul 20
Supplies and Equipment	
Awards	20,239.17
Balls	27,754.95
Shipping	5,026.35
Supplies and Equipment - Other	3,240.54
Total Supplies and Equipment	56,261.01
Telephone	1,832.59
Total Game Management	93,923.87
Membership	
Development	688.17
Hall of Fame	2,895.61
Salary and Benefits	37,583.26
Support	437.93
Total Membership	41,604.97
Multimedia	
Podcasts	2,634.88
Education Production	16.95
Equipment Expenses	12,795.74
Intern Expenses	90.00
Salary and Benefits	49,000.08
Streaming	
Production Costs	2,043.41
Shipping	4,412.21
Staff Expenses	436.78
Staff Wages	25,874.96
Total Streaming	32,767.36
Total Multimedia	97,305.01
Photography	
Photographer Expenses	866.46
Photographer Wages	1,900.00
Total Photography	2,766.46
Total Event Mgmt	300,782.86
General Overhead	
Accounting	
Accountant Fees	5,880.00
Bank Service Charges	3,684.40
Returned Check Charges	20.00
Accounting - Other	(557.74)
Total Accounting	9,026.66
Admin Salaries & Payroll Taxes	173,628.77
Hiring, Retention & Education	3,310.44
Insurance	
Insurance-D & O	745.00
Insurance-Medical	39,791.93
Insurance-office contents	1,618.00
Insurance-Workers Comp	1,097.00
Total Insurance	43,251.93
Office Equipment & Supplies	3,972.73
Postage	54.95

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
August 2019 through July 2020

	Aug '19 - Jul 20
Rent & Utilities	
Rent	9,600.00
Utilities & Maintenance	2,753.49
Total Rent & Utilities	12,353.49
Telephone	3,233.51
Total General Overhead	248,832.48
Referees	
Competition	
Air Fare	14,172.25
Car Rental	9,375.26
Game Fees	125,859.74
Head Ref Fee	2,650.00
Hotel	26,339.55
Per Diem	20,116.76
Travel Reimbursement	33,753.87
Total Competition	232,267.43
Education	
Arbiter Fee	2,550.60
Clinician/Eval Stipend	10,900.00
Lodging	1,165.89
Training/Eval Expenses	7,861.43
Total Education	22,477.92
Overhead	
Administrators Wages	13,500.00
Development Expenses	598.00
Insurance	1,168.00
Tech Committee Stipend	400.00
Uniforms/Equipment	5,070.98
Total Overhead	20,736.98
Total Referees	275,482.33
Reimbursable Expenses	0.00
Total Expense	825,097.67
Net Ordinary Income	(112,123.04)
Net Income	(112,123.04)