

Collegiate Water Polo Association
Surplus/Deficit Prev Year Comparison
August 2021 through July 2022

	Aug '21 - Jul 22	Aug '20 - Jul 21
Ordinary Income/Expense		
Income		
Grant Funds-Small Business Admi	52,825.00	64,470.00
Event Mgt Income		
Broadcast Production		
DVD Sales	46.80	60.00
Live Streaming Subscriptions	7,428.50	4,182.75
Total Broadcast Production	7,475.30	4,242.75
Credit Card Sales	0.00	0.01
Inventory Sales		
Fleece	2,057.49	0.00
Hats	710.00	0.00
Shorts	680.00	0.00
Swim Caps	15.00	0.00
T-Shirt Sales		
Long Sleeve T	748.00	0.00
Short Sleeve	1,945.00	0.00
Total T-Shirt Sales	2,693.00	0.00
Tank Tops (Ladies Tank Tops)	555.00	0.00
Whistles	85.00	0.00
Total Inventory Sales	6,795.49	0.00
Photography	1,776.19	557.52
Sponsorship and Advertising		
Awards	2,547.75	0.00
Kap7		
Balls	13,839.00	0.00
Total Kap7	13,839.00	0.00
Program Advertising	(35.00)	0.00
Whistles	375.00	0.00
Total Sponsorship and Advertising	16,726.75	0.00
Ticket Sales		
Championship	24,446.54	0.00
Total Ticket Sales	24,446.54	0.00
Total Event Mgt Income	57,220.27	4,800.28
Program Service Revenue		
League Fees-Championships		
Division II Men	1,594.80	0.00
Division III Men	3,411.07	0.00
NCCC-Men	7,606.88	0.00
NCCC-Women	8,560.00	0.00
NCCC III Women	1,980.00	0.00
Total League Fees-Championships	23,152.75	0.00

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League Fees-Regular Season		
Atlantic Men	15,274.00	0.00
Atlantic Women	16,500.00	0.00
Big Ten Men	19,250.00	0.00
Big Ten Women	21,155.00	0.00
Colonial Men	8,210.00	0.00
Florida Men	18,195.00	0.00
Great Lakes Men	15,080.00	0.00
Heartland Men	12,730.00	0.00
Heartland Women	11,000.00	0.00
Mid Atlantic Men	20,150.00	0.00
Mid Atlantic Women	18,405.00	0.00
Midwest Women	19,250.00	(1,828.00)
Missouri Valley Men	550.00	0.00
New England Men	5,100.00	0.00
New England Women	24,750.00	0.00
New York Men	6,800.00	0.00
New York Women	1,200.00	0.00
North Atlantic Men	15,565.00	0.00
North Atlantic Women	19,249.00	0.00
Northeast	32,471.11	0.00
Northwest Men	10,090.00	0.00
Northwest Women	14,810.00	0.00
Pacific Coast Men	13,910.00	0.00
Pacific Coast Women	19,465.00	0.00
Rocky Mountain Men	15,565.00	0.00
Rocky Mountain Women	15,696.96	0.00
Sierra Pacific Men	19,250.00	0.00
Sierra Pacific Women	21,323.00	0.00
Southeast Men	15,510.00	(1,000.00)
Southeast Women	18,902.00	0.00
Southwest Men	14,630.00	0.00
Southwest Women	22,215.00	0.00
Texas Men	25,380.00	0.00
Texas Women	15,690.00	0.00
Varsity Div 3 Women	39,737.40	35,141.71
Varsity Mid Atlantic Men	52,994.57	48,255.08
Varsity Women	35,047.04	12,617.36
Total League Fees-Regular Season	671,100.08	93,186.15
Assignment Fee	1,000.00	900.00
Non-Conference Game Revenue (Non-League Fees)	1,977.60	0.00
Total Program Service Revenue	697,230.43	94,086.15
Unrestricted Donations	28,228.00	29,416.81
Total Income	835,503.70	192,773.24
Cost of Goods Sold		
Cost of Goods Sold		
Photography	381.47	0.00
Credit Card Charges	916.81	241.83
Printing/Embroidery	884.50	0.00
Shipping	150.00	0.00
Cost of Goods Sold - Other	2,549.53	0.00
Total Cost of Goods Sold	4,882.31	241.83
Total COGS	4,882.31	241.83
Gross Profit	830,621.39	192,531.41

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Expense	Aug '21 - Jul 22	Aug '20 - Jul 21
Event Mgmt		
Communications		
NCAA, CoSIDA Dues	1,975.00	1,800.00
Publications	660.92	25.31
Salary and Benefits	57,474.99	52,399.92
Web site	4,807.82	4,769.22
Total Communications	64,918.73	58,994.45
Game Mgt		
Contractor Wages	20,430.00	4,504.90
Food & Transportation	14,762.90	4,863.17
Lodging	7,027.65	1,872.97
Supplies/Equip		
Misc	3,802.46	23.31
Awards		
Shipping UPS	2,360.35	0.00
Awards - Other	25,734.30	15,882.19
Total Awards	28,094.65	15,882.19
Balls	13,839.00	1,156.70
Shipping	1,471.32	0.00
Supplies/Equip - Other	456.56	0.00
Total Supplies/Equip	47,663.99	17,062.20
Telephone	946.72	1,066.68
Total Game Mgt	90,831.26	29,369.92
Membership		
Hall of Fame	3,005.15	0.00
Salary and Benefits	0.00	23,062.50
Support	653.81	4,139.10
Total Membership	3,658.96	27,201.60
Multimedia		
Podcasts	0.00	1,725.00
Equipment	2,508.25	2,177.77
Intern Expenses	2,103.49	0.00
Salary and Benefits	36,750.00	42,262.50
Streaming		
Production Costs	662.93	119.88
Shipping	1,210.20	369.70
Staff Expenses	986.72	0.00
Staff Wages	10,055.00	3,305.00
Total Streaming	12,914.85	3,794.58
Total Multimedia	54,276.59	49,959.85
Photography		
Photographer Expenses	0.00	359.88
Photographer Wages	320.00	225.00
Total Photography	320.00	584.88
Total Event Mgmt	214,005.54	166,110.70
General Overhead		
Accounting		
Bank Service Charges	490.12	740.01
Accounting - Other	1,579.35	2,338.48
Total Accounting	2,069.47	3,078.49

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Admin Salaries & Payroll Taxes	100,061.36	101,079.50
Fundraising	459.72	1,364.48
Hiring, Retention & Education	3,946.36	1,085.62
Insurance		
Insurance-D & O	781.00	725.00
Insurance-Medical	28,985.75	33,328.75
Insurance-office contents	1,761.00	0.00
Insurance-Workers Comp	1,675.00	807.00
Total Insurance	33,202.75	34,860.75
Office Equipment & Supplies	3,815.62	2,114.49
Postage	(2,908.27)	10,475.22
Rent & Utilities		
Rent	9,600.00	9,600.00
Utilities & Maintenance	1,596.83	1,938.78
Total Rent & Utilities	11,196.83	11,538.78
Telephone	2,658.74	3,309.84
Total General Overhead	154,502.58	168,907.17
MAAC		
Air Fare	(993.80)	0.00
Car Rental	(686.73)	0.00
Game Fees	(11,155.00)	0.00
Head Ref Fee	(175.00)	0.00
Lodging	0.00	0.00
Mileage	(5,052.64)	0.00
Per Diem	(1,980.00)	0.00
Total MAAC	(20,043.17)	0.00
Referees		
Competition		
Air Fare	16,553.92	540.04
Car Rental	10,243.44	957.42
Game Fees	150,410.00	12,030.00
Head Ref Fee	3,075.00	275.00
Hotel	28,709.37	3,065.31
Per Diem	22,037.31	365.21
Travel Reimbursement	49,986.22	7,074.31
Total Competition	281,015.26	24,307.29
Education		
Expenses	3,917.64	0.00
Lodging	461.38	0.00
Wages	650.00	0.00
Total Education	5,029.02	0.00
Overhead		
COVID Testing	32.00	2,312.71
Administrator Wages	15,122.35	0.00
Development Expenses	189.11	0.05
Insurance	1,789.00	1,688.00
Uniforms/Equipment	148.00	29.00
Total Overhead	17,280.46	4,029.76
Total Referees	303,324.74	28,337.05

07/11/23

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	<u>Aug '21 - Jul 22</u>	<u>Aug '20 - Jul 21</u>
Reimbursable Expenses	0.00	0.00
Total Expense	<u>651,789.69</u>	<u>363,354.92</u>
Net Ordinary Income	<u>178,831.70</u>	<u>(170,823.51)</u>
Net Income	<u><u>178,831.70</u></u>	<u><u>(170,823.51)</u></u>