



**Collegiate
Water Polo
Association**

Annual Report

2001

Overview

MISSION STATEMENT

The Mission of the Collegiate Water Polo Association is to provide its membership with first-class conference services, increase the number of members nationwide, and coordinate an Officiating Bureau that recruits, trains, and assigns the highest quality referees possible within an affordable budget.

HISTORY

The Collegiate Water Polo Association originally began as the Mid Atlantic Conference. Its founding membership included teams from Maryland, Pennsylvania, and New York.

The first major change to the organization came in 1990 when it hired a commissioner to perform basic scheduling for the 15 member teams. Officiating assignments at the time were performed by an independent organization called the Eastern Water Polo Referees Association (EWPPRA). The next major milestone occurred in 1993, when the Southern and New England Conferences merged into the Mid Atlantic. The new structure combined all of the varsity teams in the East, along with the few sport clubs in existence at that time.

During the 1995 season, the conference received its first major challenge, as the organization experienced a strike by its officiating core. This strike ultimately resulted in the organization establishing its own officiating bureau, assuming responsibility for all of its officiating assignments. The conference hired Tere Ma as its inaugural Director of Officials and Loren Bertocci as its first Technical Director. These two individuals laid the groundwork for the Officiating Bureau that exists today.

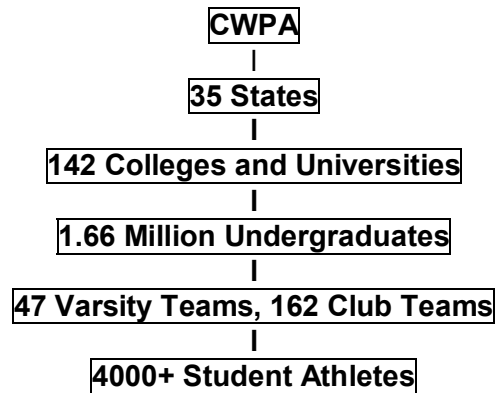
Over the years, the Association has undergone dramatic changes. A brief overview of this evolution is provided in the next section.

COLLEGIATE WATER POLO ASSOCIATION ANNUAL REPORT, 2001

Mid Atlantic Conference founded by Dick Russell (Bucknell) and Dick Hunkler (Slippery Rock).

- 1990 Mid Atlantic Conference hires a part-time commissioner.
- 1993 The Southern and New England conferences join the Mid Atlantic.
The conference changes its name to the Eastern Water Polo Association.
Thirty-nine club and varsity teams participate in the new structure.
- 1994 The Association adds women's teams to its membership.
Total membership equals 55 teams.
- 1995 Officials go on strike. Association hires a Director of Officials to supervise and schedule referees.
Men's Midwest Division is added.
Club championships are separated by division.
Membership increases to 82 teams.
- 1996 Women's Midwest Division is added.
Men's Southwest Division is added.
The conference changes its name to the Collegiate Water Polo Association to better reflect the geographic representation of its membership.
Membership rises to 95 teams.
- 1997 Women's Southwest Division is added.
Women's Northern Division splits into New York and New England Divisions.
Great Lakes Division is added.
Men's New England Division splits to New England and North Atlantic Divisions.
Membership reaches 110 teams.
- 1998 Northwest men and women's divisions added.
Men's Pacific Coast Division added.
Membership includes 40 women's and 97 men's teams, totaling 137.
- 1999 Women's Pacific Coast Division added.
Midwest Women's Division reinstated.
Men's Great Lakes Division changes its name to the Heartland Division.
Men's Great Plains Division added.
Membership increases to 52 women's and 107 men's teams totaling 159.
- 2000 The conference launches its web site.
Men's Southeast Division added.
Men's Atlantic Division added.
Membership increases to 56 women's teams and 125 men's teams totaling 181.
- 2001 Women's varsity and club programs separate competitively.
Women's varsity teams form Northern and Southern Divisions.
Women's Southeast Division added.
Texas Division added for men and women.
Membership increases to 130 men's and 79 women's teams totaling 209.
Conference hires a Director of Communication.

STATISTICAL DESCRIPTION



RECENT DEVELOPMENTS

This past year has seen a number of changes that will affect the organization. We hired a Director of Communication whose primary focus will be the management of results, awards, and web site. We expect the web site to serve as the major communication tool for the Association as it moves into the future.

The staff has also embarked on comprehensive review of all administrative activities and procedures, focusing on a strategic plan that includes five main areas of priority during the next three years:

1. Membership Growth
2. Web Site
3. Officiating Bureau
4. Sponsorship
5. Administrative Services

By embarking on this strategic plan, the staff hopes to build an organization that will provide an increasing number of benefits and services for our membership as we continue to grow.

ORGANIZATIONAL SERVICES

The CWPA performs a number of services for its membership throughout the year, while acting as a clearinghouse for information on a variety of topics relating to the sport. The primary services offered are outlined below.

- The CWPA coordinates a competitive schedule for 15 men's divisions and 12 women's divisions throughout the country.
- The Director of Officials assigns referees to more than 1100 league and over 370 non-league contests.
- The CWPA maintains a web site that offers everything from job postings to latest news and results.
- More than 800 athletes receive awards via the CWPA's all-Conference and all-Academic teams.
- The Director of Communication coordinates a Player of the Week program for 27 divisions.
- CWPA's Officiating Bureau recruits and trains officials all over the country.
- All 4000 plus athletes and coaches receive a conference program.
- Lodging and travel arrangements are simplified with just one toll free call to CWPA's travel agent, All Sport Travel.

STAFF

Director of Communications, Mike McDowell

Responsible for web site, media and releases, awards program, inventory for resale.

Director of Officials, Tom Tracey

Responsible for recruitment, training, evaluation, and assignment of all officials.

Commissioner, Daniel Sharadin

Responsible for supervision of all conference services and activities, including staff.

Proposed Staff for 2002 (in order of hiring priority):

Team Liaison

Responsible for assisting teams in meeting conference deadlines.

Game Management Intern

Responsible for game management services at selected sites.

Marketing Intern

Responsible for securing additional advertising for media guide and for handling inventory sales.

FINANCIAL PICTURE

Enclosed are statements that describe our financial picture as of today. Members should recognize that the books will not close until December 31. Consequently, the financial picture reflects a more positive end of year balance than is actually expected. This is due to the fact that year-end expenses have not yet been paid and we anticipate that no more revenue will be earned before January to offset these expenses. Accordingly, the residual will probably be only slightly higher than last year's total.

The CWPA is a non-profit organization and is therefore not organized to earn a profit or return the earnings to its membership in the form of dividends. However, the positive balance at year-end demonstrates that in the absence of any unexpected financial expenses, teams may anticipate their league fees remaining constant. This is great news in light of the fact that expenses incurred by the organization continue to rise from outside vendors. The reason we continue to maintain our fee structure and still increase services and rates of pay to our officials relates directly to our continued growth and greater efficiencies within the administration.

In the appendix of this Annual Report are the financial statements printed as of December 6th. The first report listed is a Balance Sheet. It describes the assets and liabilities as of today. It serves as a picture of our financial situation on the day it was processed. The Profit & Loss Comparison is the next report and it is provided in two versions. The first is a summary statement and the second a detailed explanation. Each of these outline the revenue earned and the expenses incurred by the organization from the beginning of the year until the date it was printed. There is also a graph included that shows the expenses incurred this year.

When reviewing the reports, you can naturally understand that officiating is our greatest cost, comprising over 50% of all expenses. Approximately a third of the expenses go towards overhead for the administrative support of the conference and about 10% is used to pay direct expenses, such as rule books and awards.

At the present time, approximately 95% of our income is derived from league fees, with a small amount coming from media guide advertisement and inventory sales.

Appendix

**CWPA REFEREE ISSUES
ASSIGNMENTS, POLLS, EVALUATIONS & CLINICS**

EVENTS

WOMEN SPRING 2001

Total: 82
League: 52
Non-League: 30
Officials: 51

MEN FALL 2001

Total: 84
League: 76
Non-League: 8
Officials: 62

GAMES

WOMEN SPRING 2001

Total: 720
League: 430
Varsity: 132
Club: 298
Non-League: 290

MEN FALL 2001

Total: 837
League: 753
Varsity: 163
Club: 590
Non-League: 84

POLLS

The Midseason poll is vital to the assignment process. A complete list of officials working the current season is posted on the CWPA Web page under Latest News and Officiating Information. Coaches and officials are sent a reminder of where the form is located and the date the forms are due. For this past season, the Women's 2001 Ranking Form was due 3/15/01 and the Men's 2001 Ranking Form was due 10/10/01.

WOMEN SPRING 2001

Total Referees: 51
Voting Referees: 19
Total Varsity Coaches: 21
Voting Varsity Coaches: 7
Total Club Coaches: 59
Voting Club Coaches: 9 (6 Declined)
Declined)

MEN FALL 2001

Total Referees: 62
Voting Referees: 27
Total Varsity Coaches: 22
Voting Varsity Coaches: 7
Total Club Coaches: 101
Voting Club Coaches: 14 (7

EVALUATIONS

As of 12/5/01, coaches have the ability to fill out an interactive evaluation form located under Officiating Information on the CWPA Web page. This form is sent directly to the Director of Officials.

WOMEN SPRING 2001

Total Submitted Forms: 12
By Varsity Coaches: 8
By Club Coaches: 4

MEN FALL 2001

Total Submitted Forms: 15
By Varsity Coaches: 6
By Club Coaches: 9

Appendix

DEPARTING REFEREE SURVEY

During this past season, we polled past officials why they no longer officiate with the CWPA. The purpose of the poll was to gain a better understanding on what their reasons were when they decided to depart from our league. Polled individuals were asked the following two questions. After the first question, we supplied information regarding recent major changes that effect our officials. Although we did not have a great response, here are the results of our survey (Only seven officials responded):

1. Prioritize why you stopped officiating with the CWPA ("1" = the main reason):

- #1 Family Commitments
- #2 Unwilling to Travel Major Distances
- #3 Lack of Time (Time Commitment)
- #4 Lack of Adequate Pay
- None Lack of Respect from Coaches
- None Lack of Respect from Other Officials
- None Poor Administration and Support from CWPA

2. Knowing these changes, prioritize why you would not return to officiating with the CWPA:

- #1 Family Commitments
- #2 Lack of Time/Unwilling to Travel Major Distances
- #3 Lack of Current Knowledge of Rules
- #4 Lack of Adequate Pay
- None Lack of Respect from Coaches
- None Lack of Respect from Other Officials
- None Poor Administration and Support from CWPA

BASIC REFEREE CLINICS

Clinic sites and dates are posted on the CWPA Web page under Officiating Information. Clinics run approximately 3-4 hours and are geared toward the beginner referee who would like to gain a basic knowledge of water polo officiating. All clinics are free and supply those attending with a current version of the NCAA Rules Book and USWP Referee Manual.

WOMEN SPRING 2001	MEN FALL 2001	TOTALS FOR 2001	
Varsity Event Clinics: 2	Varsity Event Clinics: 1	Clinics held:	10
Varsity Attendance: 10	Varsity Attendance: 4	Attendance:	49
Club Event Clinics: 2	Club Event Clinics: 5	Clinics Canceled:	8
Club Attendance: 8	Club Attendance: 22		
Canceled Clinics: 3	Canceled Clinics: 5		

Appendix

CWPA REFEREE CLINICS

WOMEN SPRING 2001

VARSIITY EVENTS:

DATE	SITE	CLINICIAN	ATTENDANCE
4/20/01	Grove City College	Dennis Lawrence	6
4/28/01	Brown University	Brad Peavey	4

CLUB EVENTS:

DATE	SITE	CLINICIAN	ATTENDANCE
4/21/01	Emory University	Julio Pinto	5
5/4/01	Miami University of Ohio	Todd Cook	3

CANCELED EVENTS:

DIVISION	CLINICIAN	REASON
New York Division	Loren Bertocci	Interest
Texas Division	Todd Cook	Space/Interest
Southwest Division	Rod Hormell	Interest

MEN FALL 2001

VARSIITY EVENTS:

DATE	SITE	CLINICIAN	ATTENDANCE
11/17/01	Princeton University	Bill Frady	4

CLUB EVENTS:

DATE	SITE	CLINICIAN	ATTENDANCE
9/29/01	Knox College	Bruce Murden	5
9/29/01	Colorado School of Mines	Julio Pinto	4
10/12/01	Bloomsburg University	Chuck Bartlett	12
10/12/01	Texas A&M University	Dennis Lawrence	1
11/10/01	University of Florida	Loren Bertocci	5

CANCELED EVENTS:

DIVISION	CLINICIAN	REASON
Northern Division	Loren Bertocci	Interest
Midwest Division	Joe Peila	Travel Problem – Flight Changed
Mid Atlantic Division	Tere Ma	HS Invite/Re-registered Easterns
Midwest Division	Marte Salmi	Registered After Date
Great Plains Division	None Available	Original Clinician Reassigned

TOTALS FOR 2001

CLINICS HELD:	10
ATTENDANCE:	49
CLINICS CANCELED:	8

Appendix

Balance Sheet, December 6, 2001

ASSETS

Current Assets

Checking/Savings

Checking 5,428.68

Postal Expenses 15.81

Total Checking/Savings 5,444.49

Accounts Receivable

Accounts Receivable 49,462.81

Total Accounts Receivable 49,462.81

Other Current Assets

Inventory Asset 4,843.48

Undeposited Funds 159.00

Total Other Current Assets 5,002.48

Total Current Assets 59,909.78

TOTAL ASSETS 59,909.78

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

Payroll Liabilities 860.81

Total Other Current Liabilities 860.81

Total Current Liabilities 860.81

Total Liabilities 860.81

Equity

Opening Bal Equity 2,665.18

Retained Earnings 32,209.71

Net Income 24,174.08

Total Equity 59,048.97

TOTAL LIABILITIES & EQUITY 59,909.78

Appendix

CWPA Net Income as of 12/6/01

Income

	Jan - Dec 01	Jan - Dec 00	\$ Change	% Change
Inventory Sales				
Apparel Rebate	-236	-308	72	23.40%
Total Inventory Sales	3,172.00	4,172.70	-1,000.70	-24.00%
 League Fees				
Varsity South Women	12,780.00	0	12,780.00	100.00%
Varsity North Women	8,885.00	0	8,885.00	100.00%
Texas Men	5,325.00	0	5,325.00	100.00%
Texas Women	5,307.00	0	5,307.00	100.00%
Southeast Women	3,350.00	0.00	3,350.00	100.00%
Southeast Men	9,980.00	5,360.00	4,620.00	86.20%
Atlantic Men	8,520.00	8,520.00	0	0.00%
Allegheny Women	0.00	8,520.00	-8,520.00	-100.00%
Championship Wmn	3,000.00	4,500.00	-1,500.00	-33.30%
Championship, Men	2,800.00	2,800.00	0	0.00%
Facility Fees	-500.00	-500.00	0.00	0.00%
Great Plains Men	9,585.00	5,360.00	4,225.00	78.80%
Heartland Men	4,690.00	4,690.00	0	0.00%
Heartland Women	450.00	0.00	45	100.00%
Mid Atlantic Men	9,585.00	10,650.00	-1,065.00	-10.00%
Mid Atlantic Women	7,327.50	8,520.00	-1,192.50	-14.00%
Midwest Men	13,450.00	13,450.00	0.00	0.00%
Midwest Women	4,020.00	3,960.00	60	1.50%
New England Men	11,715.00	11,715.00	0.00	0.00%
New England Women	11,715.00	14,910.00	-3,195.00	-21.40%
New York Men	8,520.00	9,585.00	-1,065.00	-11.10%
New York Women	5,325.00	7,380.00	-2,055.00	-27.90%
North Atlantic Men	5,325.00	5,325.00	0	0.00%
Northwest Men	5,271.00	4,620.00	651.00	14.10%
Northwest Women	3,350.00	3,150.00	200	6.40%
Pacific Coast Men	6,700.00	5,025.00	1,675.00	33.30%
Pacific Coast Wmn	5,360.00	2,830.00	2,530.00	89.40%
Southwest Men	5,110.00	11,415.00	-6,305.00	-55.20%
Southwest Women	5,977.00	4,690.00	1,287.00	27.40%
Varsity North Men	18,437.00	14,700.00	3,737.00	25.40%
Total League Fees	220,466.50	190,161.00	30,305.50	15.90%
 Tournament Fees				
Division III	1,500.00	2,750.00	-1,250.00	-45.50%
National Championship, Men	3,630.00	3,500.00	130	3.70%
Total Tournament Fees	5,130.00	6,250.00	-1,120.00	-17.90%

COLLEGIATE WATER POLO ASSOCIATION ANNUAL REPORT, 2001

Officiating Revenue	Jan - Dec 01	Jan - Dec 00	\$ Change	% Change
Travel Fund	1,670.00	1,644.00	26	1.60%
Total Officiating Revenue	1,670.00	1,644.00	26	1.60%
Ticket Sales				
Day Passes	1,452.00	1,127.00	325	28.80%
Season Passes	0.00	0.00	0	0.00%
Weekend Passes	2,507.00	2,374.00	133	5.60%
Ticket Rebate	-1,979.50	-1,098.00	-881.5	-80.30%
Total Ticket Sales	1,979.50	2,403.00	-423.5	-17.60%
Media Guide Revenue				
Advertising	0	1,451.00	-1,451.00	-100.00%
Media Guide Sales	102.00	136.00	-34.00	-25.00%
Media Guide Revenue-Other	1,200.00	0	1,200.00	100.00%
Total Media Guide Revenue	1,302.00	1,587.00	-285.00	-18.00%
Uncategorized Income	47.02	0.00	47.02	100.00%
 Total Income	 233,767.02	 206,217.70	 27,549.32	 13.40%
 Cost of Goods Sold				
Cost of Goods Sold	2,071.21	3,408.10	-1,336.89	-39.20%
Total COGS	2,071.21	3,408.10	-1,336.89	-39.20%
 Gross Profit	 231,695.81	 202,809.60	 28,886.21	 14.20%

COLLEGIATE WATER POLO ASSOCIATION ANNUAL REPORT, 2001

Expense	Jan - Dec 01	Jan - Dec 00	\$ Change	% Change
Direct Expense				
Game Management	378	0	378	100.00%
Rulebooks	1,395.50	1,378.00	17.50	1.30%
Awards	7,705.61	10,742.06	-3,036.45	-28.30%
Coaches Manuals	0	154.53	-154.53	-100.00%
Media Guide	6,994.40	7,227.37	-232.97	-3.20%
NCAA Dues	900.00	900.00	0	0.00%
Total Direct Expense	17,373.51	20,401.96	-3,028.45	-14.80%
Officiating				
Rulebooks	300.00	0.00	300.00	100.00%
Shirts	678.26	0.00	678.26	100.00%
NASO Registration	870	296	574	193.90%
Game Fees	70,044.00	63,315.00	6,729.00	10.60%
Head Ref Fee	2,420.00	1,900.00	520	27.40%
Per Diem	11,800.00	9,280.00	2,520.00	27.20%
Hotel	14,255.99	11,098.12	3,157.87	28.50%
Travel	6,998.68	9,422.79	-2,424.11	-25.70%
Staff Administrators	6,644.30	6,000.00	644.3	10.70%
Overhead	118.7	167.39	-48.69	-29.10%
Clinic Materials	0	162.34	-162.34	-100.00%
Clinician	50	600	-550	-91.70%
Clinic Travel/Meals	0.00	1,461.65	-1,461.65	-100.00%
Total Officiating	114,179.93	103,703.29	10,476.64	10.10%
Overhead				
Web site	765.00	681.45	83.55	12.30%
Accounting	129.00	90.73	38.27	42.20%
Bank Service Charges	146.01	17.55	128.46	732.00%
Copying & Postage	3,366.40	3,738.34	-371.94	-10.00%
Gift	0.00	46.00	-46	-100.00%
Insurance	2,639.00	1,891.00	748	39.60%
Office Equipment	2,053.76	1,261.09	792.67	62.90%
Office Supplies	1,402.52	2,547.30	-1,144.78	-44.90%
Payroll Expenses & Taxes	59,687.51	53,568.92	6,118.59	11.40%
Rent	1,920.00	2,084.52	-164.52	-7.90%
Telephone	3,880.38	3,834.84	45.54	1.20%
Travel 0.00	50.00	-50.00	-100.00%	
Total Overhead	75,989.58	69,811.74	6,177.84	8.90%
Reimbursable Expenses	0	29.8	-29.8	-100.00%
Uncategorized Expenses	0	0	0	0.00%
Total Expense	207,543.02	193,946.79	13,596.23	7.00%
Net Ordinary Income	24,152.79	8,862.81	15,289.98	172.50%
Net Income	24,152.79	8,862.81	15,289.98	172.50%