



REVIEW REPORT OF INDEPENDENT ACCOUNTANTS
AND FINANCIAL STATEMENTS WITH
SUPPLEMENTARY INFORMATION FOR

WASHINGTON INTERSCHOLASTIC
ACTIVITIES ASSOCIATION

July 31, 2017 and 2016



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Review Report of Independent Accountants

To the Executive Board
Washington Interscholastic Activities Association

We have reviewed the accompanying financial statements of Washington Interscholastic Activities Association (the Association) which comprise the statements of financial position as of July 31, 2017 and 2016, and the related statements of activities and cash flows for the years then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of Association management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement whether due to fraud or error.

Accountant's Responsibility

Our responsibility is to conduct the review engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with the accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountant's Conclusion

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

Supplementary Information

The accompanying supplementary information is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the financial statements. The supplementary information has been subjected to the review procedures applied in our review of the basic financial statements. We are not aware of any material modifications that should be made to the supplementary information. We have not audited the supplementary information and do not express an opinion on such information.

Mess Adams LLP

Seattle, Washington

January 18, 2018

Washington Interscholastic Activities Association
Statements of Financial Position

ASSETS

	July 31,	
	<u>2017</u>	<u>2016</u>
Cash and cash equivalents	\$ 927,265	\$ 711,186
Investments	1,435,354	1,515,769
Accounts receivable	362,918	385,741
Deferred expenses	64,826	94,267
Sponsorship receivables related to future year fees	1,643,256	2,376,075
Property and equipment, net	<u>1,952,146</u>	<u>2,061,914</u>
	<u>\$ 6,385,765</u>	<u>\$ 7,144,952</u>

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable	\$ 35,860	\$ 30,485
Accrued liabilities	159,191	146,301
Deferred revenue	20,020	20,695
Member school L&I insurance	-	8,514
Scholarship funds	1,350	1,350
Total liabilities	<u>216,421</u>	<u>207,345</u>

NET ASSETS

Unrestricted net assets	4,526,088	4,561,532
Temporarily restricted		
Sponsorships to be received in future years	<u>1,643,256</u>	<u>2,376,075</u>
Total net assets	<u>6,169,344</u>	<u>6,937,607</u>
	<u>\$ 6,385,765</u>	<u>\$ 7,144,952</u>

Washington Interscholastic Activities Association Statements of Activities

	Years Ended July 31,	
	2017	2016
UNRESTRICTED NET ASSETS		
Revenues		
State tournaments	\$ 2,647,250	\$ 2,382,126
Sponsorship fees	645,540	646,126
Fees from member schools	594,060	593,733
Concessions	294,323	285,986
Conferences and workshops	123,076	116,797
Tournament programs	108,185	110,792
Radio and television	104,325	101,416
Net appreciation of investments and earnings	58,143	62,932
Other income	28,500	26,493
Development contributions	11,529	8,150
Special events	-	52,405
Total revenues	4,614,931	4,386,956
Expenses		
Program services		
State tournaments	1,667,815	1,450,296
Trophies and awards	147,980	131,581
Conferences and workshops	70,227	63,274
Member school publications	56,215	57,428
Tournament programs	48,656	51,881
Marketing and promotions	39,285	54,314
Catastrophic insurance	25,208	25,208
Special events	1,351	68,304
	2,056,737	1,902,286
Management and general	2,456,372	2,264,046
Investigative fact finding	-	137,609
Depreciation	137,266	143,570
Total expenses	4,650,375	4,447,511
Decrease in unrestricted net assets	(35,444)	(60,555)
TEMPORARILY RESTRICTED NET ASSETS		
Revenues		
Sponsorship fees (to be received in future years)	16,481	1,719,347
Sponsorship fees released from restrictions	(749,300)	(670,684)
Increase in temporarily restricted net assets	(732,819)	1,048,663
INCREASE (DECREASE) IN NET ASSETS	(768,263)	988,108
NET ASSETS, beginning of year	6,937,607	5,949,499
NET ASSETS, end of year	\$ 6,169,344	\$ 6,937,607

Washington Interscholastic Activities Association

Statements of Cash Flows

	Years Ended July 31,	
	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase (decrease) in net assets	\$ (768,263)	\$ 988,108
Adjustments to reconcile increase (decrease) in net assets to net cash and cash equivalents from operating activities		
Depreciation	137,266	143,570
Net appreciation of investments and earnings	(58,143)	(62,932)
Changes in assets and liabilities		
Accounts receivable	24,194	(121,502)
Deferred expenses	29,441	(25,712)
Sponsorship receivables	732,819	(1,048,663)
Accounts payable	5,375	(19,765)
Accrued liabilities	12,890	8,208
Deferred revenue	(675)	2,174
Member school L&I insurance	(9,885)	(133,033)
	105,019	(269,547)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of building improvements and equipment	(27,498)	(90,724)
Proceeds from sales of investments	138,558	-
	111,060	(90,724)
NET CHANGE IN CASH AND CASH EQUIVALENTS	216,079	(360,271)
CASH AND CASH EQUIVALENTS, beginning of year	711,186	1,071,457
CASH AND CASH EQUIVALENTS, end of year	\$ 927,265	\$ 711,186

Washington Interscholastic Activities Association

Notes to Financial Statements

Note 1 – Organization and Significant Accounting Policies

Organization – Washington Interscholastic Activities Association (the Association) is a not-for-profit corporation. The purpose of the Association is to control, supervise and regulate all interscholastic, extracurricular activities of an athletic, cultural, social or recreational nature for high schools and middle schools within Washington State. All public and private school districts in Washington State are eligible to become members of the Association. Revenues are generated primarily from ticket sales to sporting events and state tournaments, member fees paid by the schools and sponsorship fees.

The Association also provides certain administrative services for Washington Officials Association (WOA), a not-for-profit corporation that provides officials for events sanctioned by the Association. Services charged to and paid by WOA totaled \$13,100 for the years ended July 31, 2017 and 2016.

Cash and cash equivalents – The Association considers all highly liquid investments held for use in general operations with a maturity of three months or less when purchased to be cash equivalents. Cash equivalents included funds invested in a money market fund totaling \$178,078 and \$327,056 at July 31, 2017 and 2016, respectively. The Association also maintains cash in demand deposit bank accounts with certain financial institutions. The bank deposit balances, at times, may exceed federally insured limits. The money market fund is not federally insured. The Association has not experienced any losses in such accounts.

Accounts receivable – Accounts receivable at July 31, 2017 and 2016 consist primarily of amounts due for fees related to state tournaments and legal fee reimbursements. Based on historical experience, the Association does not record an allowance for doubtful accounts and management believes year-end balances are collectible. A receivable is written off as uncollectible when management determines that the possibility of collection is remote. No material receivables were written off during the years ended July 31, 2017 and 2016.

Deferred expenses – Deferred expenses consist of prepaid insurance, facility deposits and prepaid expenses.

Sponsorship receivables – Sponsorship receivables consist of unconditional promises to give by various corporate sponsors. Sponsorship receivables due in more than one year are reflected at the present value of estimated future cash flows using a discount rate equal to the U.S. Treasury rate corresponding to the discount period. The discount rates applied to future sponsorship receivables for the years ended July 31, 2017 and 2016 ranged from 1.34% to 1.84% and 0.67% to 1.03%, respectively.

Sponsorship receivables related to future years consist of the following:

	July 31,	
	2017	2016
Restricted to future years	\$ 1,657,900	\$ 2,389,200
Less unamortized discount	14,644	13,125
	<u>\$ 1,643,256</u>	<u>\$ 2,376,075</u>

Washington Interscholastic Activities Association

Notes to Financial Statements

Note 1 – Organization and Significant Accounting Policies (continued)

Sponsorship receivables related to future years due by fiscal years consist of the following:

<u>Year Ending July 31,</u>	
2018	\$ 706,300
2019	313,005
2020	312,482
2021	<u>311,469</u>
	<u><u>\$ 1,643,256</u></u>

One sponsor accounted for 59% and three sponsors accounted for 76% of sponsorship receivables at July 31, 2017 and 2016, respectively.

Property and equipment – Purchases of property and equipment are recorded at cost. The Association capitalizes property and equipment with costs greater than \$1,000 and with useful lives in excess of one year. Depreciation is computed using the straight-line method over the estimated useful lives of the asset. Asset lives range from 5 to 39 years.

Impairment of long-lived assets – Long-lived assets are reviewed for potential impairment at such time when events or changes in circumstances indicate that the carrying amount of the asset may not be recoverable. An impairment loss would be recognized when the sum of the expected, undiscounted future net cash flows is less than the carrying amount of the asset. To date, there have been no impairment charges related to the write-down of long-lived assets.

Deferred revenue – Fees received for events to be held in the upcoming year are deferred and will be recognized as revenue when earned.

Labor & industries fund – Member school L&I insurance represents amounts apportioned to participating member schools for State of Washington workers' labor and industries insurance fees (L&I) in excess of actual claims at year end.

Net assets – The net assets of the Association and changes therein are classified and reported as follows:

Unrestricted – Net assets that are not subject to sponsor-imposed stipulations.

Temporarily Restricted – Net assets subject to sponsor-imposed stipulations that will be met by actions of the Association or the passage of time.

Permanently Restricted – Net assets subject to sponsor-imposed stipulations that they be maintained permanently by the Association.

Washington Interscholastic Activities Association

Notes to Financial Statements

Note 1 – Organization and Significant Accounting Policies (continued)

Revenues are reported as increases in unrestricted net assets unless use of the related asset is limited by sponsor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit stipulation or by law.

Sponsorship fees – The Association has entered into various corporate sponsorship agreements. Some sponsorship agreements are structured with payments to be received in future periods, or with payments to be used for specific purposes occurring in the future. Sponsorship fees with sponsor-imposed limitations are reported as temporarily restricted support in the year the agreement is entered into. When a sponsorship is earned, that is, when a stipulated time limitation ends or purpose limitation is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as sponsorship fees released from restrictions. Sponsorship fees received with sponsor-imposed limitations that are met in the same year in which the fees are received are classified directly as unrestricted sponsorship fees. Certain sponsorship agreements contain provisions that provide for event tickets and advertising space for the corporate sponsors.

Three sponsors accounted for 61% and 72% of total unrestricted sponsorship fee revenue for the years ended July 31, 2017 and 2016.

Use of estimates – The preparation of financial statements in accordance with United States generally accepted accounting principles requires management to make estimates and assumptions that affect reported amounts and related disclosures. Actual results could differ from those estimates.

Income taxes – Pursuant to a letter of determination from the Internal Revenue Service, the Association is a not-for-profit corporation exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The Association is also exempt from real estate property and certain excise taxes. The Association has no uncertain tax positions based on a recognition threshold and measurement process prescribed by accounting standards.

Subsequent events – Subsequent events are events or transactions that occur after the statement of financial position date but before the financial statements are available to be issued. The Association recognized in the financial statements the effects of all subsequent events that provide additional evidence about conditions that existed at the date of the statement of financial position, including the estimates inherent in the process of preparing the financial statements.

The Association has evaluated subsequent events through January 18, 2018, which is the date the financial statements were available to be issued.

Washington Interscholastic Activities Association

Notes to Financial Statements

Note 2 – Investments

Investments include reserve funds set aside by the Association's Executive Board for equipment replacement, to alleviate future cash shortfalls that may occur from operations, and for revenue sharing. Investments are stated at fair value and consist of money market funds, common stocks, mutual funds, exchange traded funds, and municipal and corporate bonds. During November 2016, the Association sold investments totaling \$137,500 to offset investigative fact finding expenses. As of July 31, 2017 and 2016, the cost, fair values and accumulated net appreciation (depreciation) of investments are summarized as follows:

	<u>Cost</u>	<u>Net Appreciation (Depreciation)</u>	<u>Fair Value</u>
July 31, 2017			
Money market funds	\$ 419,095	\$ -	\$ 419,095
Common stocks	246,056	40,050	286,106
Mutual funds	219,269	72,754	292,023
Exchange traded funds	214,315	1,289	215,604
Municipal bonds	141,118	3,370	144,488
Corporate bonds	78,301	(263)	78,038
	<u>\$ 1,318,154</u>	<u>\$ 117,200</u>	<u>\$ 1,435,354</u>
July 31, 2016			
Money market funds	\$ 541,917	\$ -	\$ 541,917
Common stocks	250,776	21,018	271,794
Mutual funds	201,348	56,665	258,013
Exchange traded funds	207,563	(289)	207,274
Municipal bonds	149,414	6,908	156,322
Corporate bonds	81,852	(1,403)	80,449
	<u>\$ 1,432,870</u>	<u>\$ 82,899</u>	<u>\$ 1,515,769</u>

Net appreciation of investments and earnings consist of the following:

	<u>Year Ended July 31,</u>	
	<u>2017</u>	<u>2016</u>
Investments		
Net realized and unrealized gains	\$ 58,107	\$ 53,511
Interest and dividends	-	8,972
Cash and cash equivalents		
Interest, net of expenses	36	449
	<u>\$ 58,143</u>	<u>\$ 62,932</u>

Washington Interscholastic Activities Association

Notes to Financial Statements

Note 3 – Fair Value Measurements

The Association classifies its investments based on an established fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements).

The three levels of the fair value hierarchy are described below:

- Level 1** Unadjusted quoted prices in active markets that are accessible at the measurement date for identical, unrestricted assets or liabilities;
- Level 2** Quoted prices in markets that are not considered to be active or financial instruments without quoted market prices, but for which all significant inputs are observable, either directly or indirectly;
- Level 3** Prices or valuations that require inputs that are both significant to the fair value measurement and unobservable.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. The following is a description of the valuation methodologies used for the Association's investments measured at fair value. There have been no changes in the methodologies used at July 31, 2017 and 2016.

Mutual funds and exchange traded funds – Shares of mutual funds and exchange traded funds are valued using the net asset value (NAV) provided by the administrator of the fund. The NAV is based on the value of the underlying assets owned by the fund, minus its liabilities, and then divided by the number of shares outstanding.

Money market funds – Units in the money market funds, which include balances held as investments and cash equivalents, are valued using \$1 for the NAV.

Common stocks – Common stocks are valued at the closing price reported on the active market on which the individual securities are traded.

Corporate and municipal bonds – Corporate and municipal bonds are valued using pricing models maximizing the use of observable inputs for similar securities which includes basing value on yields currently available on comparable securities of issuers with similar credit ratings.

Washington Interscholastic Activities Association

Notes to Financial Statements

Note 3 – Fair Value Measurements (continued)

The following tables disclose the investment hierarchy of the Association's assets at fair value:

	Fair Value Measurements as of July 31, 2017			
	Level 1	Level 2	Level 3	Total
Cash equivalents				
Money market fund	\$ 178,078	\$ -	\$ -	\$ 178,078
Investments				
Money market fund	419,095	-	-	419,095
Common stocks	286,106	-	-	286,106
Mutual funds - Large cap value	292,023	-	-	292,023
Exchange traded funds -				
Fixed income	215,604	-	-	215,604
Municipal bonds	-	144,488	-	144,488
Corporate bonds	-	78,038	-	78,038
	<u>\$ 1,390,906</u>	<u>\$ 222,526</u>	<u>\$ -</u>	<u>\$ 1,613,432</u>

	Fair Value Measurements as of July 31, 2016			
	Level 1	Level 2	Level 3	Total
Cash equivalents				
Money market fund	\$ 327,056	\$ -	\$ -	\$ 327,056
Investments				
Money market fund	541,917	-	-	541,917
Common stocks	271,794	-	-	271,794
Mutual funds - Large cap value	258,013	-	-	258,013
Exchange traded funds -				
Fixed income	207,274	-	-	207,274
Municipal bonds	-	156,322	-	156,322
Corporate bonds	-	80,449	-	80,449
	<u>\$ 1,606,054</u>	<u>\$ 236,771</u>	<u>\$ -</u>	<u>\$ 1,842,825</u>

Note 4 – Property and Equipment

Property and equipment consists of the following:

	July 31,	
	2017	2016
Land and land improvements	\$ 630,444	\$ 630,444
Building and building improvements	2,185,806	2,166,740
Furniture and equipment	851,971	842,520
	<u>3,668,221</u>	<u>3,639,704</u>
Less accumulated depreciation	<u>1,716,075</u>	<u>1,577,790</u>
	<u>\$ 1,952,146</u>	<u>\$ 2,061,914</u>

Washington Interscholastic Activities Association Notes to Financial Statements

Note 5 – Temporarily Restricted Net Assets

Temporarily restricted net assets consist of sponsorship fee revenue that is restricted as to time and purpose. Temporarily restricted net assets were available for the following purposes:

	July 31,	
	2017	2016
All sport tournaments or exhibition events	\$ 353,000	\$ 731,000
Specific sport tournament events	1,304,900	1,658,200
	1,657,900	2,389,200
Less unamortized discounts	14,644	13,125
	\$ 1,643,256	\$ 2,376,075

Note 6 – Retirement Plan

The Association has a defined contribution retirement plan covering all full-time employees. Each fiscal year, the Association matches participants' contributions made to the plan up to 6% of each participant's eligible compensation. The Association may also make discretionary contributions to the plan. For the years ended July 31, 2017 and 2016, the Association made additional contributions of 3% of each participant's eligible compensation to the plan. The Association's contributions to the plan totaled \$89,333 and \$86,737 for the years ended July 31, 2017 and 2016, respectively.

Note 7 – Commitments and Contingencies

Service agreement – The Association has an agreement with an attorney for the performance of general legal services through July 31, 2018. In accordance with the terms of the agreement, the Association will pay \$110,980 for legal counsel during the year ending July 31, 2018. The Association paid \$121,557 and \$107,748 for legal counsel as part of professional services for the years ended July 31, 2017 and 2016, respectively. As defined in the agreement, the Association provides certain additional benefits to the attorney and reimburses certain expenses.

Merchandising agreement – The Association has entered into an agreement with a merchandising company. The agreement, which expires August 31, 2020, grants the merchandising company the exclusive right to produce and market merchandise (other than programs) and apparel at state tournament events. As defined in the agreement, the merchandising company agrees to pay the Association royalties based on a percentage of gross sales less sales tax. Royalties received under the agreement and included in concessions totaled \$283,379 and \$254,629 for the years ended July 31, 2017 and 2016, respectively.

Media rights agreement – The Association has entered into a media rights agreement with a network controlled by a joint venture of the National Federation of State High School Associations and a production company for exclusive rights to produce and distribute, by means of online and television distribution, the Association's post season events defined in the agreement. The network agrees to pay additional fees for rights to state football and girls and boys basketball finals (Tier 1 events).

Washington Interscholastic Activities Association

Notes to Financial Statements

Note 7 – Commitments and Contingencies (continued)

Pursuant to the agreement, the Association received \$90,000 and \$85,000 in media revenues during the years ended July 31, 2017 and 2016, respectively. Under the agreement, which expires in July 2023, the network agrees to pay the Association future guaranteed annual rights fees as summarized below.

<u>Year Ending July 31,</u>	<u>Base</u>	<u>Tier 1</u>	<u>Total</u>
2018	\$ 60,000	\$ 30,000	\$ 90,000
2019	60,000	-	60,000
2020	90,000	-	90,000
2021	90,000	-	90,000
2022	105,000	-	105,000
2023	105,000	-	105,000
	<u>\$ 510,000</u>	<u>\$ 30,000</u>	<u>\$ 540,000</u>

Operating leases – The Association has entered into various noncancelable operating lease agreements for equipment, a vehicle and for certain event-related athletic facilities. Certain facility leases contain clauses which state that lease payments consist of the greater of a minimum amount or a percentage of ticket revenues for the related event. Total rent expense on all operating leases and on several short-term rental agreements, including contractual reimbursements to lessors for certain event staffing costs, totaled \$813,930 and \$662,347 for the years ended July 31, 2017 and 2016, respectively, and are included as facility charges and equipment rental expenses.

Washington Interscholastic Activities Association

Notes to Financial Statements

Note 7 – Commitments and Contingencies (continued)

Future minimum commitments under non-cancelable leases are as follows:

<u>Year Ending July 31,</u>	
2018	\$ 188,900
2019	185,400
2020	8,100
2021	5,500
2022	<u>1,100</u>
	<u>\$ 389,000</u>

Contingencies – From time to time, the Association is named as a defendant in personal injury lawsuits arising from injuries incurred at various athletic events sponsored by the Association, claims related to student athlete eligibility, and lawsuits related to other matters. The Association’s exposure is limited to amounts not covered by its liability insurance. Although certain lawsuits were pending or threatened at year end, management believes the Association has meritorious defenses and the outstanding claims do not present a risk of material financial liability to the Association.

Supplementary Information

Washington Interscholastic Activities Association
Schedules of State Tournament Revenues and Expenses

	Years Ended July 31,	
	2017	2016
STATE TOURNAMENT REVENUES		
Ticket sales	\$ 2,647,250	\$ 2,382,126
STATE TOURNAMENT EXPENSES		
Facility charges	773,611	626,874
Tournament staff	441,466	391,659
Officials	334,748	312,187
Managers' fees	57,780	54,679
Supplies	44,116	47,479
Travel	13,970	15,400
School ticket sales	2,124	2,018
Total tournament expenses	<u>1,667,815</u>	<u>1,450,296</u>
STATE TOURNAMENT REVENUES IN EXCESS OF EXPENSES	<u>\$ 979,435</u>	<u>\$ 931,830</u>

Washington Interscholastic Activities Association
Schedules of State Tournament Revenues and Expenses by Tournament

	Year Ended July 31, 2017			Year Ended July 31, 2016		
	Revenues	Expenses	Excess (Deficiency) of Revenues Over Expenses	Revenues	Expenses	Excess (Deficiency) of Revenues Over Expenses
BOYS						
Baseball	\$ 141,863	\$ 119,835	\$ 22,028	\$ 109,519	\$ 70,648	\$ 38,871
Football	358,868	109,637	249,231	374,658	135,227	239,431
Soccer	37,251	13,001	24,250	37,221	12,880	24,341
Swimming	34,251	27,622	6,629	32,332	26,637	5,695
Wrestling	298,880	249,417	49,463	295,307	238,201	57,106
	<u>871,113</u>	<u>519,512</u>	<u>351,601</u>	<u>849,037</u>	<u>483,593</u>	<u>365,444</u>
GIRLS						
Bowling	5,781	5,510	271	3,896	4,353	(457)
Gymnastics	22,599	43,055	(20,456)	23,134	25,317	(2,183)
Soccer	36,451	13,664	22,787	38,179	13,568	24,611
Softball	76,131	67,823	8,308	73,632	65,284	8,348
Swimming	35,117	27,637	7,480	35,256	26,837	8,419
Volleyball	96,977	79,525	17,452	94,565	78,128	16,437
	<u>273,056</u>	<u>237,214</u>	<u>35,842</u>	<u>268,662</u>	<u>213,487</u>	<u>55,175</u>
COED						
Basketball	1,180,488	588,939	591,549	957,771	453,384	504,387
Cheerleading	26,544	19,638	6,906	31,035	16,010	15,025
Cross-country	49,618	14,407	35,211	46,916	14,332	32,584
Drill and dance	38,168	28,405	9,763	38,980	24,523	14,457
Golf	20,940	22,209	(1,269)	20,340	24,570	(4,230)
Soccer	10,166	5,705	4,461	9,941	6,316	3,625
State solo	19,400	45,989	(26,589)	19,730	44,129	(24,399)
Tennis	11,670	25,620	(13,950)	11,760	24,564	(12,804)
Track	129,999	98,080	31,919	126,879	87,703	39,176
	<u>1,486,993</u>	<u>848,992</u>	<u>638,001</u>	<u>1,263,352</u>	<u>695,531</u>	<u>567,821</u>
ADMINISTRATIVE	<u>16,088</u>	<u>62,097</u>	<u>(46,009)</u>	<u>1,075</u>	<u>57,685</u>	<u>(56,610)</u>
	<u>\$ 2,647,250</u>	<u>\$ 1,667,815</u>	<u>\$ 979,435</u>	<u>\$ 2,382,126</u>	<u>\$ 1,450,296</u>	<u>\$ 931,830</u>

Washington Interscholastic Activities Association

Schedules of Management and General Expenses

	Years Ended July 31,	
	2017	2016
STAFF COSTS		
Executive staff	\$ 599,011	\$ 577,225
Office staff	454,076	442,733
Payroll taxes and employee benefits	390,279	378,315
	1,443,366	1,398,273
 OTHER MANAGEMENT AND GENERAL EXPENSES		
Professional services	233,334	190,439
Insurance	150,577	142,586
Equipment rental and service contracts	132,277	66,802
Executive Board	78,295	72,114
Committee meetings	74,531	54,986
Staff travel and meetings	54,615	53,100
Postage	45,594	43,219
Strategic planning	40,000	34,500
Telephone	39,256	39,856
Utilities	35,735	35,964
National Federation	33,176	25,154
Supplies	32,065	42,651
Maintenance of property and equipment	26,933	19,561
Affiliated organization grants - WOA and others	18,000	18,000
Other	14,262	20,107
Business and property taxes	12,358	13,171
Printing	5,098	6,663
Less amounts charged to WOA	(13,100)	(13,100)
	1,013,006	865,773
 TOTAL MANAGEMENT AND GENERAL EXPENSES	 \$ 2,456,372	 \$ 2,264,046