



**University
of Idaho**

ATHLETICS FUNDING AND SPENDING

**UNIVERSITY OF IDAHO
CHUCK STABEN, PRESIDENT
APRIL 6, 2018**

ROLE OF ATHLETICS IN HIGHER EDUCATION

- I Competition opportunities for student-athletes
- I Scholarship opportunities for student-athletes
- I Student-athlete support (team, mentors, academic support)
- I Student, fan and community engagement
- I University visibility and media presence
- I Revenue
 - Media, tickets, licensing, donations, etc.*
 - Student-athlete net tuition/auxiliary revenue

PHILOSOPHY OF ATHLETICS SPENDING

- I Athletics benefit may incur net cost
- I Cost borne by all students should be constrained and minimized where possible
- I Cap policy has never recognized institutional revenue, only Athletics expenses
- I How should we calculate institutional costs?
- I What is the acceptable costs?
- I How can we optimize benefits?

CHARACTERISTICS AND CONSTRAINTS

- I Student-athletes choose schools in order to compete there
- I NCAA Football Championship Subdivision (FCS) programs must offer a minimum of:
 - 7 all male or mixed teams, including football, and 7 all-female sports (maximum of 2 emerging sports) teams, *OR ...*
 - 6 all male or mixed teams, including football, and 8 all-female sports (maximum of 2 emerging sports) teams
 - U of I currently offers 16 sports
- I The Big Sky Conference has 13 core sports
 - March 2018: BSC voted against any change in waiver policy or granting of waivers
- I Title IX compliance



FOOTBALL – PARTICIPANTS:	36%
Operational Revenue	\$4,743,595
Allocated Revenue	\$1,110,712
Out-of-state Tuition (Non-scholarship)	\$220,408
Tuition/Fees/Books (Non-scholarship)	\$190,561
Tuition/Fees/Books (Athletics)	\$715,543
Total Revenue – No Room and Board	\$6,980,819
Room and Board (Non-scholarship)	\$188,755
Room and Board (Athletics)	\$709,126
Total Room and Board Revenue	\$897,881
Total Revenue	\$7,878,700
Operational Expenditures	\$5,924,544
Overhead Expenditures	\$1,983,270
Total Expenses	\$7,907,814
Net Revenue – No Room and Board	\$(926,995)
TOTAL NET REVENUE	\$(29,114)

FOOTBALL AT U OF I

REVENUE & EXPENDITURES

- I** Football is essentially revenue neutral at U of I
- I** Will move to 63 scholarships shared by 85 student-athletes
- I** Operational revenue will decrease as an FCS participant
- I** Operational expenditures will also decrease



WOMEN'S BASKETBALL – PARTICIPANTS:	4%
Operational Revenue	\$268,276
Allocated Revenue	\$134,946
Out-of-state Tuition (Non-scholarship)	\$ -
Tuition/Fees/Books (Non-scholarship)	\$ -
Tuition/Fees/Books (Athletics)	\$110,084
Total Revenue – No Room & Board	\$513,306
Room and Board (Non-scholarship)	\$ -
Room and Board (Athletics)	\$109,096
Total Room & Board Revenue	\$109,096
Total Revenue	\$622,402
Operational Expenditures	\$1,208,762
Overhead Expenditures	\$240,958
Total Expenses	\$1,449,720
Net Revenue – No Room & Board	\$(936,414)
TOTAL NET REVENUE	\$(827,318)

WOMENS' BASKETBALL AT U OF I

REVENUE & EXPENSES

- I** Women's Basketball has 15 "Head Count" scholarships
- I** All head count sports other than football are net revenue negative

NET REVENUE BY SPORT



	36%	5%	10%	3%	3%	6%	4%	11%	10%	2%	3%	9%	Total
	MFB	MBB	MTR	MGO	MTE	WVB	WBB	WSW	WTR	WGO	WTE	WSO	Total
Operational Revenue	\$ 4,743,595	\$ 473,885	\$ 194,225	\$ 69,424	\$ 59,396	\$ 184,796	\$ 268,276	\$ 163,594	\$ 264,450	\$ 95,608	\$ 95,216	\$ 249,850	\$ 6,862,315
Allocated Revenue	\$ 1,110,712	\$ 155,707	\$ 311,415	\$ 83,044	\$ 83,044	\$ 176,468	\$ 134,946	\$ 332,176	\$ 301,034	\$ 72,663	\$ 83,044	\$ 269,893	\$ 3,114,147
Out-of-State Tuition NS	220,408	32,653	172,408	43,429	52,082	48,980	-	281,224	210,612	21,388	32,653	209,959	1,325,796
Tuition/Fees/Books NS	\$ 190,561	\$ 16,924	\$ 175,945	\$ 32,007	\$ 35,474	\$ 42,347	\$ -	\$ 170,350	\$ 155,293	\$ 11,085	\$ 16,924	\$ 114,757	\$ 961,667
Tuition/Fees/Books -athletics	\$ 715,543	\$ 110,084	\$ 78,149	\$ 35,726	\$ 32,240	\$ 101,616	\$ 110,084	\$ 100,499	\$ 90,264	\$ 48,160	\$ 50,808	\$ 105,297	\$ 1,578,470
Total Revenue - No R&B	\$ 6,980,819	\$ 789,253	\$ 932,142	\$ 263,630	\$ 262,236	\$ 554,207	\$ 513,306	\$ 1,047,843	\$ 1,021,653	\$ 248,904	\$ 278,645	\$ 949,756	\$13,842,395
Room & Board NS	\$ 188,755	\$ 16,791	\$ 174,211	\$ 31,717	\$ 35,161	\$ 41,945	\$ -	\$ 168,914	\$ 153,887	\$ 10,998	\$ 16,791	\$ 113,832	\$ 953,002
Room & Board Athletics	\$ 709,126	\$ 109,096	\$ 77,455	\$ 35,415	\$ 31,987	\$ 100,704	\$ 109,096	\$ 99,688	\$ 89,448	\$ 47,764	\$ 50,352	\$ 104,416	\$ 1,564,547
Total R&B Revenue	\$ 897,881	\$ 125,887	\$ 251,666	\$ 67,132	\$ 67,148	\$ 142,649	\$ 109,096	\$ 268,602	\$ 243,335	\$ 58,762	\$ 67,143	\$ 218,248	\$ 2,517,549
Total Revenue	\$ 7,878,700	\$ 915,140	\$ 1,183,808	\$ 330,762	\$ 329,384	\$ 696,856	\$ 622,402	\$ 1,316,445	\$ 1,264,988	\$ 307,666	\$ 345,788	\$1,168,004	\$16,359,944
Operational Expenditures	\$ 5,924,544	\$ 1,663,988	\$ 468,928	\$ 229,427	\$ 222,861	\$ 751,316	\$ 1,208,762	\$ 507,135	\$ 595,247	\$ 317,665	\$ 246,470	\$ 669,850	\$12,806,191
Overhead Expenditures	\$ 1,983,270	\$ 278,029	\$ 556,057	\$ 148,282	\$ 148,282	\$ 315,099	\$ 240,958	\$ 593,128	\$ 537,522	\$ 129,747	\$ 148,282	\$ 481,916	\$ 5,560,571
Total Expenses	\$ 7,907,814	\$ 1,942,017	\$ 1,024,985	\$ 377,709	\$ 371,143	\$ 1,066,415	\$ 1,449,720	\$ 1,100,263	\$ 1,132,769	\$ 447,411	\$ 394,751	\$1,151,766	\$18,366,762
Net Revenue No R&B	\$ (926,995)	\$ (1,152,763)	\$ (92,843)	\$ (114,079)	\$ (108,907)	\$ (512,207)	\$ (936,414)	\$ (52,420)	\$ (111,116)	\$ (198,507)	\$ (116,106)	\$ (202,010)	\$ (4,524,367)
Total Net Revenue	\$ (29,114)	\$ (1,026,876)	\$ 158,823	\$ (46,947)	\$ (41,759)	\$ (369,558)	\$ (827,318)	\$ 216,182	\$ 132,219	\$ (139,745)	\$ (48,963)	\$ 16,238	\$ (2,006,818)
Removes all Institutional Support and Student Fees from Revenues													
Removes debt service costs from expenditures													

- I Most sports are essentially net revenue neutral
- I Equivalency sports generate more net revenue than head count sports
- I Equivalency sports can be “revenue optimized”



REVENUE CATEGORY	AMOUNT
Tuition/Books/Fees (Athletics)	\$1,578,470
Room & Board (Athletics)	\$1,564,547
Athletic Revenue Generated	\$3,143,017
Out-of-state Tuition (Non-scholarship)	1,325,796
Tuition/Fees/Books (Non-scholarship)	\$961,422
Room & Board (Non-scholarship)	\$953,002
Non-scholarship Revenue Generated	\$3,240,220
Total Generated Revenue	\$6,383,237
General Education	\$3,052,200
Gender Equity	\$1,299,800
Institutional Support	\$966,600
Total Institutional Support	\$5,318,600
TOTAL NET REVENUE	\$1,064,637

2017-2018 ATHLETICS REVENUE

*Generated revenue exceeds
institutional support by
\$1,064,637*



REVENUE ENHANCEMENTS, COST SAVINGS

- I** Optimize current equivalency sports
- I** Add additional equivalency sports
- I** Reduce operational costs
- I** Enhance sport, donor engagement



CATEGORY	WSW	WSW (NS)	DIFFERENCE	ATHLETICS SAVINGS
Operational Revenue	\$163,594	\$163,594	\$ -	
Allocated Revenue	\$332,176	\$332,176	\$ -	
Tuition/Fees/Books (Non-scholarship)	\$451,575	\$417,468	\$(34,107)	
Tuition/Fees/Books (Athletics)	\$100,499	\$ -	\$(100,499)	\$100,499
Total Revenue – No R&B	\$1,047,844	\$913,238	\$(134,606)	
Room & Board (Non-scholarship)	\$168,914	\$327,288	\$158,374	
Room & Board (Athletics)	\$99,688	\$ -	\$(99,688)	\$99,688
Total R&B Revenue	\$268,602	\$327,288	\$58,686	
Total Revenue	\$1,316,446	\$1,240,526	\$(75,920)	
Operational Expenditures	\$337,347	\$270,000	\$(67,347)	\$67,347
Overhead Expenditures	\$593,128	\$593,127	\$(1)	
Total Expenses	\$930,475	\$863,127	\$(67,348)	\$67,348
Net Revenue – No R&B	\$117,369	\$50,111	\$(67,258)	
TOTAL NET REVENUE	\$385,971	\$377,399	\$(8,572)	

WOMEN'S SWIMMING TRANSITION

NON-SCHOLARSHIP SCENARIO

ASSUMPTIONS:

- I** Increase women's roster to 38 from 32
- I** 10 WUE student-athletes only
- I** 5 walk-on student-athletes

Athletics Savings = \$267,524



REVENUE CATEGORY	M SWIMMING	W TRIATHLON	RIFLE	TOTAL
Operational Revenue	\$107,000	\$211,000	\$53,000	\$371,000
Allocated Revenue				\$ -
Tuition/Fees/Books (Non-scholarship)	\$169,360	\$169,360	\$84,680	\$423,400
Tuition/Fees/Books (Athletics)				\$ -
Total Revenue – No R&B	\$276,360	\$380,360	\$137,680	\$794,400
				\$ -
Room & Board (Non-scholarship)	\$167,840	\$167,840	\$83,920	\$419,600
Room & Board (Athletics)				\$ -
Total R&B Revenue	\$167,840	\$167,840	\$83,920	\$419,600
Total Revenue	\$444,200	\$548,200	\$221,600	\$1,214,000
Operational Expenditures	\$75,000	\$25,000	\$15,000	\$115,000
Overhead Expenditures				\$ -
Total Expenses	\$75,000	\$25,000	\$15,000	\$115,000
Net Revenue – No R&B	\$201,360	\$355,360	\$122,680	\$539,400
TOTAL NET REVENUE	\$369,200	\$523,200	\$206,600	\$1,099,000

SPORT ADDITIONS

- I Men’s swimming:** a niche opportunity for U of I and for student-athletes, coached by current staff, with dual meets for men and women to reduced operational costs.
- I Women’s Triathlon:** Fits well at U of I, opportunity for shared coaching and facilities. \$140,000 start-up grant available (not included here).
- I Rifle:** Fits well at U o I, potential for use of existing facilities and coaching.



SPORT ADDITION REVENUE SUMMARY

REVENUE CATEGORY	AMOUNT
NCAA - \$35,000 Per Sport	\$105,000
NCAA – GIA >150=\$6,000	\$96,000
Women’s Triathlon Grant	\$140,000
Men’s Swimming Fundraising	\$30,000
TOTAL REVENUE	\$371,000

SPORT ADDITION VS. SPORT ELIMINATION

ADDITION

- I Add triathlon, rifle, men's swimming
- I Reduce personnel costs
- I Optimize net tuition/revenue
- I Enhance student opportunities
- I New sports = new constituencies

ELIMINATION

- I Cut women's swimming, men's golf, women's soccer, while adding sand volleyball and women's triathlon
- I Decrease cost, though revenue also decreases
- I Eliminate student opportunities



SPORT ELIMINATION

REVENUE CATEGORY	AMOUNT	SPORT ELIMINATION	TOTAL
Tuition/Fees/Books -Athletics	\$1,578,470	\$(241,522)	\$1,336,148
Room & Board (Athletics)	\$1,564,547	\$(239,520)	\$1,325,027
Athletic Revenue Generated	\$3,143,017	\$(481,042)	\$2,661,975
Out-of-state Tuition (Non-scholarship)	\$1,325,796	\$(534,612)	\$791,184
Tuition/Fees/Books (Non-scholarship)	\$961,422	\$(317,114)	\$644,308
Room & Board (Non-scholarship)	\$953,002	\$(314,463)	\$638,539
Non-scholarship Revenue Generated	\$3,240,220	\$(1,166,189)	\$2,074,031
Total Generated Revenue	\$6,383,237	\$(1,647,231)	\$4,736,006

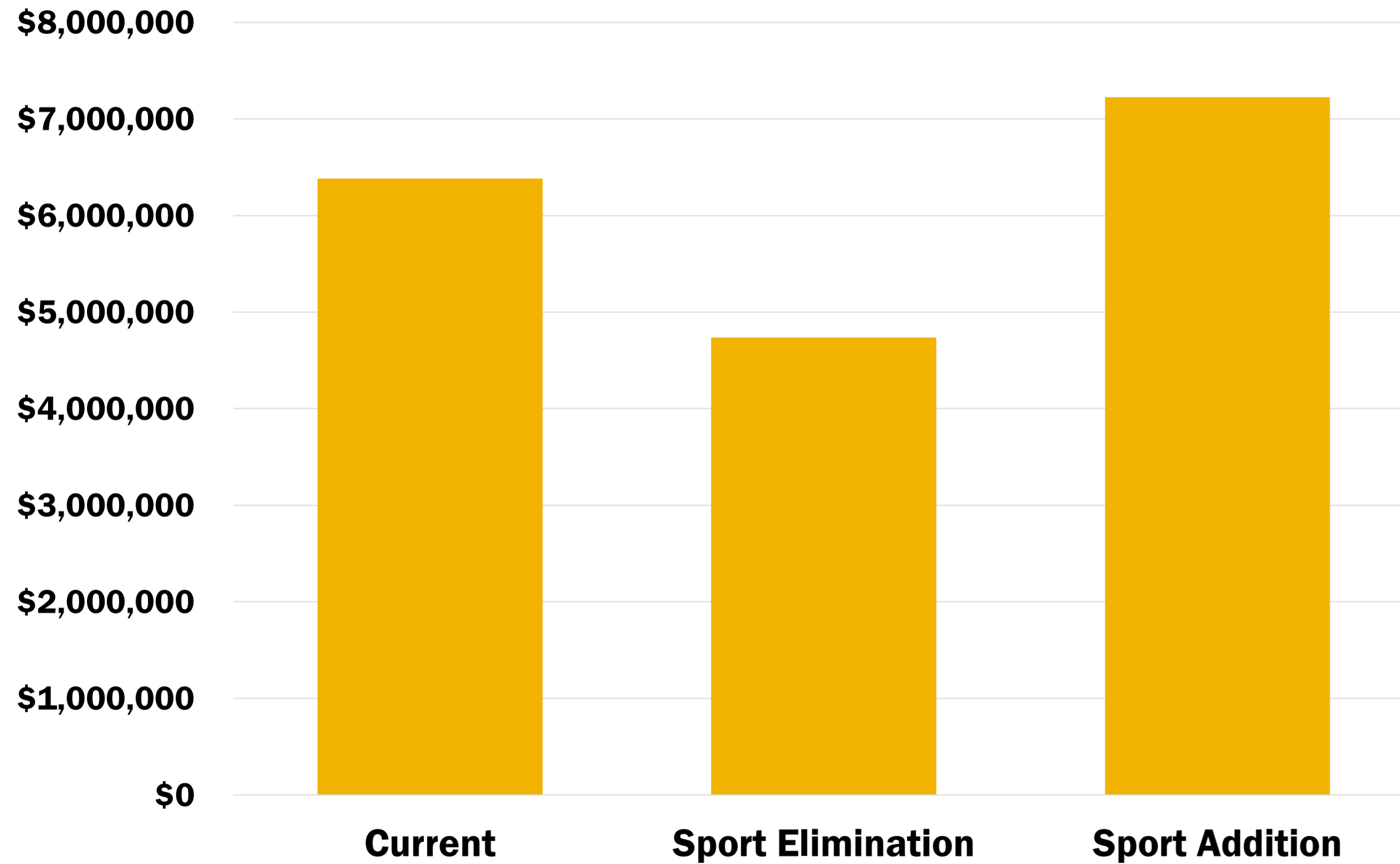


SPORT ADDITION



REVENUE CATEGORY	AMOUNT	SPORT ADDITION	TOTAL
Tuition/Fees/Books -Athletics	\$1,578,470	\$ -	\$1,578,470
Room & Board (Athletics)	\$1,564,547	\$ -	\$1,564,547
Athletic Revenue Generated	\$3,143,017	\$ -	\$3,143,017
Out-of-state Tuition (Non-scholarship)	\$1,325,796	\$ -	\$1,325,796
Tuition/Fees/Books (Non-scholarship)	\$961,422	\$423,400	\$1,384,822
Room & Board (Non-scholarship)	\$953,002	\$419,600	\$1,372,602
Non-scholarship Revenue Generated	\$3,240,220	\$843,000	\$4,083,220
Total Generated Revenue	\$6,383,237	\$843,000	\$7,226,237



REVENUE



SPORT ELIMINATION VS. SPORT ADDITION

-  Sport addition creates a minimum of 60 full-time students
-  Elimination decreases full-time student enrollment by 65

TRANSITION/OVERSIGHT PLAN

- I** Monitor program from holistic revenue/expense perspective, implementing cost controls
- I** Maintain student fees near constant level
- I** Manage NET general education input
- I** 2018: Optimize recruiting, initiate added sports
- I** 2019: Begin competition in added sports
- I** 2020-2022: Programs grow and stabilize, FCS operations revenues and expenses decrease

FOOTBALL SALARIES



NAME	SALARY	BENEFITS	MEDIA
Petrino, P	\$191,214	\$71,514	\$255,000
Cinkovich, K	\$155,730	\$58,243	
Breske, M	\$135,262	\$50,588	
Purcell, T	\$69,014	\$25,811	
Williams, A	\$75,026	\$28,060	
Ellis, L	\$70,637	\$26,418	
Daly, R	\$57,970	\$21,681	
Shumaker, J	\$83,616	\$31,272	
Brown, E	\$65,645	\$24,551	
Molnar, C	\$76,502	\$28,612	
Reader, B	\$49,899	\$18,662	
TOTAL	\$1,030,515	\$385,413	\$255,000

NAME	SALARY	BENEFITS	MEDIA
Head Coach	\$191,214	\$71,514	\$70,000
Asst. Coach	\$100,000	\$37,400	
Asst. Coach	\$100,000	\$37,400	
Asst. Coach	\$60,000	\$22,400	
Asst. Coach	\$60,000	\$22,440	
Asst. Coach	\$50,000	\$18,700	
Asst. Coach	\$50,000	\$18,700	
Asst. Coach	\$50,000	\$18,700	
Asst. Coach	\$50,000	\$18,700	
Asst. Coach	\$49,899	\$18,662	
TOTAL	\$761,114	\$284,656	\$70,000
DIFFERENCE	\$269,402	\$100,756	\$185,000
TOTAL DIFFERENCE: \$555,158			



University
of Idaho

QUESTIONS?