

**MEMORANDUM**

**To:** Board of Regents  
**From:** Board Office  
**Subject:** Preliminary FY 2001 University Athletic Budgets  
**Date:** June 5, 2000

**Recommended Action:**

Give preliminary consideration to the FY 2001 preliminary athletic budgets for the University of Iowa, Iowa State University and the University of Northern Iowa.

**Executive Summary:**

The universities have prepared their FY 2001 preliminary athletic budgets, which total \$51.8 million for the three universities. In addition, \$2.2 million in men's athletic scholarships at the University of Iowa are not included in its athletic budget. Review of the athletic budgets is consistent with the Board of Regents Strategic Plan which provides for a review of institutional operating budget proposals (Action Step 4.1.1.2). Detail on the budgets is provided in Tables 1 through 3. Revenue by source is summarized below:

|                                     | <u>SUI</u>       | <u>ISU</u>       | <u>UNI</u>       | <u>Total</u>      |
|-------------------------------------|------------------|------------------|------------------|-------------------|
| General Fund Support                | \$1,925,000      | 2,345,424        | 2,921,814        | \$7,192,238       |
| Designated Tuition for Operations   | 0                | 960,000          | 586,450          | 1,546,450         |
| Designated Tuition for Debt Service | 710,000          | 0                | 0                | 710,000           |
| Sports Income                       | 11,207,500       | 7,981,011        | 871,950          | 20,060,461        |
| Athletic Conference/ NCAA Support   | 7,168,000        | 4,780,135        | 179,000          | 12,127,135        |
| Other Income                        | <u>4,740,000</u> | <u>3,850,679</u> | <u>1,596,000</u> | <u>10,186,679</u> |
| Total                               | \$25,750,500     | \$19,917,249     | \$6,155,214      | \$51,822,963      |

The following table compares revenue by institution for the FY 2000 Board approved budget, FY 2000 estimate (current estimate of revenues and expenditures) and FY 2001 preliminary budget.

|       | <u>FY 2000</u>         |                         | <u>Budget</u>    | <u>FY 2001 Preliminary</u>          |                                       |
|-------|------------------------|-------------------------|------------------|-------------------------------------|---------------------------------------|
|       | <u>Approved Budget</u> | <u>Current Estimate</u> |                  | <u>% Change from FY 2000 Budget</u> | <u>% Change from FY 2000 Estimate</u> |
| SUI   | \$23,980,500           | \$25,182,649            | \$25,750,500     | 7.38%                               | 2.25%                                 |
| ISU   | 17,613,693             | 18,493,663              | 19,917,249       | 13.08%                              | 7.70%                                 |
| UNI   | <u>5,607,534</u>       | <u>5,806,902</u>        | <u>6,155,214</u> | 9.77                                | 6.00%                                 |
| Total | \$47,201,727           | \$49,483,214            | \$51,822,963     |                                     |                                       |

Generally, the increases in income are comprised of a variety of fund sources, including sports income, athletic conference / NCAA support, general fund support and other income.

Budgeted University of Iowa sports income for FY 2001 includes increased football season and individual ticket prices for the home game with Iowa State University. There is also an increase, equivalent to \$ 1.00 per game, for men's basketball season tickets for the public, staff and students, and a \$1.00 increase in individual game tickets. General public, single-ticket prices for football and men's basketball also increased for FY 2000.

Single-ticket prices for men's and women's basketball for FY 2001 will increase at Iowa State University. Men's single game tickets and women's adult single game tickets will increase by \$2 / game. Women's ticket prices also increased during FY 2000.

No ticket price increases are included for the University of Northern Iowa.

Three years ago, the Board requested specific information on athletic scholarships, which are estimated to total \$9.3 million for FY 2001, as follows:

|                             |                  |
|-----------------------------|------------------|
| University of Iowa          | \$4,122,800      |
| Iowa State University       | 3,491,038        |
| University of Northern Iowa | <u>1,674,460</u> |
| Total                       | \$9,288,298      |

The \$9.3 million included in the FY 2001 preliminary budgets compares to \$8.8 million included in the FY 2000 budgets. There is an increase in the number of budgeted women's scholarships at the University of Iowa and the University of Northern Iowa. Iowa State University's FY 2001 preliminary budget includes an increase in women's scholarships above the FY 2000 estimate.

All scholarships for athletes at Iowa State University and the University of Northern Iowa are included in the athletic budgets presented for consideration by the Board. Women's scholarships at the University of Iowa are included in the University's athletic budget presented to the Board and men's scholarships are funded by gifts for that purpose. Detailed scholarship information is included in Table 1a – SUI, Table 2a – ISU, and Table 3a – UNI.

## **Background and Analysis:**

### University of Iowa

The University is estimating that FY 2000 revenues and expenses will be \$1.2 million higher than the Board approved FY 2000 budget.

- Lower than budgeted sports income (-\$640,000) has been more than offset by higher revenue from the athletic conference (\$661,000), general income (\$350,000), and alumni / foundation support (\$849,479).
- The increase in general income is due to additional monies from corporate signage opportunities.
- The University has indicated that the increased funds from the Foundation, above the amount budgeted, were needed to balance the men's FY 2000 athletic department budget due to a shortfall in ticket income for football and men's basketball and to accommodate additional transition expenses associated with these two sports.
- Expenses for football are estimated to exceed the budgeted amount by \$610,580 (16.4%) and the expenses for men's basketball are estimated to exceed the FY 2000 budgeted amount by \$229,951 (16.3%).

The University proposes a FY 2001 athletic budget with revenues of \$25,750,500 and expenses of \$25,619,970. Revenues for FY 2001 are estimated to be 2.3% higher (\$567,851) than FY 2000 estimated revenues; expenses are estimated to be 1.7% higher (\$437,321) than FY 2000 estimated expenditures.

While no operating balance is estimated as of June 30, 2000, the preliminary budget for FY 2001 includes an operating balance of \$130,530 as of June 30, 2001. The net operating earnings will be used to build reserves for use in years when revenues are not as strong as they are estimated to be in FY 2001. (There was a net operating deficit for FY 1999 of \$40,668.)

FY 2001 income from football is budgeted to increase slightly (2.8%) from FY 2000 estimates while income from men's basketball is estimated to increase 28.4% from FY 2000 estimates. Although there is a \$1.00 increase per game in the ticket price for men's basketball, the University is projecting the significant increase in revenue based on three additional home games against quality opponents.

FY 2001 university general support is budgeted to increase by 15.0% (\$251,330) from the FY 2000 estimate (\$1,673,670 to \$1,925,000) and \$211,000 from the FY 2000 Board approved budget. (The FY 2000 estimate of general fund support is \$40,330 less than the Board approved budget.)

- The University indicates that the additional general funds will help sustain support in providing opportunities for women in intercollegiate athletics. In a table submitted as part of the general fund budget (see G.D. 8a), the University shows the support as being focused on inflationary costs for scholarships created by the tuition rate increase and funds to meet the University salary policy, as shown below:

|  |                |
|--|----------------|
| Women's athletics, scholarship inflation | \$105,000      |
| Women's athletics, salary inflation      | <u>106,000</u> |
| Total                                    | \$211,000      |

The University does not have an earmarked student athletic fee for operating expenses.

- Designated tuition of \$27.72 per academic year, \$6.80 for the summer session, supports a portion of the Recreation Building and Arena debt. The sum of \$710,000 in income from the designated tuition is included in the athletic budget along with debt service costs.
- Although the amount of designated tuition for the Recreation Building and Arena has not changed from FY 2000 to FY 2001, the \$710,000 is \$7,000 less than the FY 2000 estimate but \$15,000 higher than the FY 2000 budgeted amount of \$695,000.

FY 2001 Athletic Conference income is projected to be almost identical to the FY 2000 estimate.

Football and basketball radio income will increase by \$50,000 (5.0%) from the FY 2000 estimate while general income is expected to increase 15.8% (\$315,000).

- The FY 2001 general income estimate includes additional funds from the 2001 NCAA Wrestling Meet which will be held in Iowa City in March 2001.

FY 2001 alumni / foundation support is expected to decline by more than \$800,000 (-63.0%) from the FY 2000 estimate; the amount in the FY 2001 preliminary budget is the same as the amount included in the Board approved FY 2000 budget.

Expenses for FY 2001 for men's sports are budgeted to increase 3.0% from the FY 2000 estimate. Included are increased recruiting costs and increases in team travel for football and men's basketball.

Expenses for women's sports are expected to increase 14.1% from the FY 2000 estimate. The increase is a result of significantly higher salaries for new basketball staff, a new administrative assistant position in women's basketball, all part-time women's coaches increased to full-time (gender equity issue), an average salary increase of 4% for remaining staff, and increases in scholarships.

- The FY 2001 preliminary budget includes 129.15 women's scholarships. This number is an increase of 7.07 scholarships above the FY 2000 estimate and 1.15 scholarships above the number included in the FY 2000 budget.
- The sum of \$1,942,800 is included for women's scholarships in FY 2001. This amount is \$254,061 higher than the FY 2000 estimate and \$171,205 higher than the FY 2000 budgeted amount.

The University of Iowa football team will be competing in the Eddie Robinson Football Classic in the latter part of August against Kansas State University. The budget does not include any revenue or expenses related to this additional game on the schedule. One-time net revenues associated with the game would be used for capital projects.

Budget detail is included as Table 1 (page 11); scholarship information is included on Table 1a (page 12).

#### Iowa State University

The FY 2000 projection of revenues and expenses is \$879,970 higher than the FY 2000 Board approved budget.

- Increases in revenue include additional revenue from the Big Twelve Conference (\$633,159) and University increased general fund support (\$164,760).
- The additional Big 12 conference revenue includes football TV revenue from an additional televised game, conference bowl revenue, and men's basketball NCAA tournament revenue.

- The additional revenue allowed the Department to address the operational needs of many of the sports programs and enhance academics by increasing the tutoring and summer school budget.
- A portion of the NCAA men's basketball tournament revenue was directed to enhance the strength and conditioning equipment for all Olympic sports, to purchase video editing equipment for the Department, and to upgrade computer equipment.

The University proposes a balanced athletic budget of \$19,917,249 for FY 2001. This preliminary budget is approximately 7.7% more (\$1,423,586) than the FY 2000 estimate and 13.1% (\$2,303,556) higher than the FY 2000 approved budget.

The University states that the budget maintains a broad-based athletic program and continues the Athletic Department's commitment to gender equity principles and meeting Title IX of the Education Amendments of 1972, which forbids sex discrimination at any college or school that receives federal funds.

University general fund support is expected to remain approximately the same as the FY 2000 estimate.

There is no increase in FY 2001 in the amount of designated tuition for intercollegiate athletics (\$18.00 per semester). FY 2001 revenue from the fee is projected at \$960,000, which is the FY 2000 estimate.

The total support for intercollegiate athletics from general funds and from designated tuition is estimated to be \$3,305,424 for FY 2001.

The FY 2001 preliminary budget reflects an accounting change to recognize a game guarantee as an expenditure within the sports operating budget rather than netting the guarantee against the sports revenue. This change is consistent with reporting requirements of the federal Equity in Athletics Disclosure Act.

FY 2001 sports income is expected to increase by \$1,175,476 or 17.3% from FY 2000 estimated revenue. Without the accounting change, the increase would be 7.1% (\$529,476).

- Revenue from football is projected to increase by \$388,632 or 10.6% from FY 2000 estimated revenue. Without the accounting change, the increase would be \$123,632 higher (3.2%).

- Income from men's basketball is projected to increase by \$598,541 or 23.7% from the FY 2000 estimate. Without the accounting change, the increase would be \$217,541 (7.5%). Additional revenue from the ticket price increases is included.
- Women's basketball is estimated to generate income of \$746,117. This amount is \$222,790 higher (42.6%) than the FY 2000 estimate, which is more than double the FY 2000 amount budgeted. Included in this estimate is an increase in the ticket price for women's basketball from \$6 to \$8 per game.

Big Twelve Conference income is projected at approximately the same amount (+\$86,274) as FY 2000 estimated income. It is projected to increase by 19.9% (\$719,433) from the FY 2000 Board approved budget.

Corporate sponsorship is projected to increase by 12.0% (\$100,000) from the FY 2000 estimate. This income will be generated from additional game day sponsorships for men's and women's basketball and new signage contracts.

Total expenses for sports are budgeted to increase by 13.7% from the FY 2000 estimated expenses. However, the 7.6% increase for football and the 42.6% increase for men's basketball include the guarantee expenditures discussed above. Without the guarantee expenditures, increases would be 4.3% for football and 3.2% for basketball.

Scholarship costs are budgeted to increase \$195,913 above the FY 2000 estimate. Included are an increase of 8.64 men's scholarships and 6.68 women's scholarships above the FY 2000 estimate.

Expenses for marketing are budgeted to increase \$42,178 (38.7%) over the FY 2000 estimate. The Athletic Department plans to increase its efforts to generate revenue for the trademark licensing program through the promotion of high profile student athletes.

Salaries are estimated to increase by \$638,768 (9.8%) over the FY 2000 estimate to a total of \$7,156,957. Salary increases include a 4% merit increase plus market adjustments.

Budget detail is included as Table 2 (page 13); scholarship information is included on Table 2a (page 14).

### **University of Northern Iowa**

The FY 2000 projection of revenues is \$199,368 (3.6%) higher than the FY 2000 Board approved budget. Included in this net revenue amount is:

- Sports income that is estimated to be lower than budgeted by \$283,567 (-26.7%);
- Additional general university support in the amount of \$184,523 (6.9%) above the amount budgeted; (The University reported that the increased funds were due to hiring activity, terminal payouts, gender equity adjustments and starting a women's soccer program.)
- The sum of \$300,000 in income for diversity support for scholarships to further subgoal 2B of the University's strategic plan, "Create and nurture a diverse community within the University;" and
- Other small changes in revenue from the amounts budgeted for student activity fees, alumni / foundation support, athletic conference / NCAA support, novelties and general income.

Increased FY 2000 estimated expenses, which are higher than the amounts budgeted, include:

- Men's sports expenses that are estimated at \$103,096 (3.7%) higher;
- Women's sports expenses that are estimated at \$59,859 (4.0%) higher; and
- Increases in other expenses (athletic training, and administration and general) that are \$34,911 (2.6%) higher.

The University proposes an athletic budget of \$6,155,214 for FY 2001. This amount is \$348,312 (6.0%) higher than the FY 2000 estimate and \$547,680 higher than the Board approved FY 2000 budget.

Sports income is expected to increase by 11.8% (\$91,950) from FY 2000 estimated income. No ticket price increases are included. However, Athletic Club ticket purchase discounts are to be decreased, which will increase revenues. (The Athletic Club's purpose is to raise money to assist the University in providing scholarship support for student-athletes.)



FY 2001 general university support will increase 1.7% from the FY 2000 estimate to \$2,921,814; included are funds for salary increases averaging 4% for merit and professional / scientific staff.

The FY 2001 budget also includes additional revenue from tuition designated for intercollegiate athletics. At its May 2000 meeting, the Board approved an increase in this designation of \$3.80 for the academic year (from \$44.80 to \$48.60) and \$.10 for the summer (from \$3.75 to \$3.85).

- It is estimated that the fee will generate an additional \$45,000.
- The University stated, in its May report, that in addition to augmenting scholarship aid and operations, the funds would provide partial support for the development of a Panther Pass.
  - The Panther Pass is being introduced in FY 2001, as an optional flat-fee student activity pass for entrance into many athletic, theater and music events.
    - The University projects that the Pass will help stabilize revenues (vs. individual event ticket sales) and improve student attendance, interest and support, and concession sales.
    - Currently, students have been able to buy an all-sport pass, a football-only pass, a basketball-only pass, or single event tickets at one-half the general public price.

The estimated subsidy for intercollegiate athletics in FY 2001 from general funds (including general funds for diversity support) and designated tuition is \$3,808,264.

Alumni/Foundation Support is projected to increase by \$55,000 (7.9%) from FY 2000 estimated income.

General income is projected to increase by 30.7% (\$115,000) from FY 2000 estimated income. Included is income from the UNI-Dome lessee event parking program and the radio sports network.

- The Dome venue is to capture a revenue opportunity from “non-student / non-staff” event attendees.
- Formerly, the rights to broadcast athletic events were contracted to a flagship station for a nominal fee. The athletic department has taken this in-

house, coordinating and assigning broadcast rights and selling the advertising inventory.

Expenses for men's sports are budgeted to increase by approximately 3.7% above the FY 2000 estimate.

- Expenses for football are projected to increase by \$121,046 (8.7%) over the FY 2000 estimate including additional scholarship costs, salaries and one additional football away game flight.

Expenses for women's sports are projected to increase by 10.3% (\$159,954) from FY 2000 estimated expenditures.

- Included is the sum of \$134,200 in reallocated general funds (see G.D. 8c) to add a women's soccer sports program to address gender equity goals.
- Information submitted by the University shows a \$73,849 (13.1%) increase in the FY 2001 total dollar value of women's scholarships as compared to the FY 2000 estimate.
- To maximize award opportunities in women's sports, the University is moving all but two women's programs to full, NCAA-allowable, resident awards by converting several non-resident allocations. (Only soccer and women's swimming will remain under maximum limits.)

Budget detail is included as Table 3 (page 15); scholarship information is included on Table 3a (page 16).

  
\_\_\_\_\_  
Joan Racki

Approved:   
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Frank J. Stork

Table 1  
UNIVERSITY OF IOWA ATHLETIC BUDGETS

|  | FY 1999<br>Actual    | FY 2000 Bd.<br>Approved<br>Budget | FY 2000<br>Estimated<br>(as of 3/00) | FY 2001<br>Preliminary<br>Budget | % Change<br>FY 2001<br>Prelim./<br>FY 2000<br>Budget | % Change<br>FY 2001<br>Prelim./<br>FY 2000<br>Estimated |
|--|----------------------|-----------------------------------|--------------------------------------|----------------------------------|--|---|
| <b>INCOME:</b>                           |                      |                                   |                                      |                                  |  |   |
| <b>Men's Sports</b>                      |                      |                                   |                                      |                                  |  |   |
| Football                                 | \$ 7,580,873         | \$ 7,835,000                      | \$ 7,560,000                         | \$ 7,775,000                     | -0.77%   | 2.84%   |
| Basketball                               | 2,545,101            | 2,775,000                         | 2,375,000                            | 3,050,000                        | 9.91%  | 28.42%  |
| Wrestling                                | 149,299              | 126,000                           | 176,000                              | 151,000                          | 19.84%   | -14.20%   |
| All Other                                | 4,559                | 3,500                             | 3,500                                | 3,500                            | 0.00%  | 0.00%   |
| <b>Total Men's Sports</b>                | <b>\$ 10,279,832</b> | <b>\$ 10,739,500</b>              | <b>\$ 10,114,500</b>                 | <b>\$ 10,979,500</b>             | <b>2.23%</b>   | <b>8.55%</b>  |
| <b>Women's Sports</b>                    |                      |                                   |                                      |                                  |  |   |
| Basketball                               | 184,484              | \$ 213,000                        | \$ 198,000                           | \$ 201,000                       | -5.63%   | 1.52%   |
| Volleyball                               | 11,208               | 15,000                            | 15,000                               | 10,000                           | -33.33%  | -33.33%   |
| All Other                                | 4,273                | 7,000                             | 7,000                                | 17,000                           | 142.86%  | 142.86%   |
| <b>Total Women's Sports</b>              | <b>\$ 199,965</b>    | <b>\$ 235,000</b>                 | <b>\$ 220,000</b>                    | <b>\$ 228,000</b>                | <b>-2.98%</b>  | <b>3.64%</b>  |
| <b>Other Income</b>                      |                      |                                   |                                      |                                  |  |   |
| Student Act Fees (Arena debt)            | \$ 715,341           | \$ 695,000                        | \$ 717,000                           | \$ 710,000                       | 2.16%  | -0.98%  |
| Athletic Conference                      | 6,361,068            | 6,572,000                         | 7,233,000                            | 7,168,000                        | 9.07%  | -0.90%  |
| Univ. General Support                    | 1,325,000            | 1,714,000                         | 1,673,670                            | 1,925,000                        | 12.31%   | 15.02%  |
| Interest                                 | 433,143              | 425,000                           | 425,000                              | 425,000                          |  |   |
| Alumni/Foundation Support                | 400,000              | 500,000                           | 1,349,479                            | 500,000                          |  | -62.95%   |
| Novelties--Bookstore                     | 450,000              | 450,000                           | 450,000                              | 450,000                          |  |   |
| Radio, Football & Basketball             | 954,823              | 1,000,000                         | 1,000,000                            | 1,050,000                        | 5.00%  | 5.00%   |
| General                                  | 1,832,803            | 1,650,000                         | 2,000,000                            | 2,315,000                        | 40.30%   | 15.75%  |
| <b>Total Other Income</b>                | <b>\$ 12,472,178</b> | <b>\$ 13,006,000</b>              | <b>\$ 14,848,149</b>                 | <b>\$ 14,543,000</b>             | <b>11.82%</b>  | <b>-2.06%</b>   |
| <b>TOTAL INCOME</b>                      | <b>\$22,951,975</b>  | <b>\$ 23,980,500</b>              | <b>\$25,182,649</b>                  | <b>\$ 25,750,500</b>             | <b>7.38%</b>   | <b>2.25%</b>  |
| <b>EXPENSES:</b>                         |                      |                                   |                                      |                                  |  |   |
| <b>Men's Sports</b>                      |                      |                                   |                                      |                                  |  |   |
| Football                                 | \$ 3,752,508         | \$ 3,714,750                      | \$ 4,325,330                         | \$ 4,413,575                     | 18.81%   | 2.04%   |
| Basketball                               | 1,323,536            | 1,411,699                         | 1,641,650                            | 1,755,686                        | 24.37%   | 6.95%   |
| Wrestling                                | 449,231              | 511,860                           | 514,335                              | 532,654                          | 4.06%  | 3.56%   |
| Other Sports                             | 1,397,241            | 1,422,334                         | 1,530,576                            | 1,553,249                        | 9.20%  | 1.48%   |
| <b>Total Men's Sports</b>                | <b>\$ 6,922,516</b>  | <b>\$ 7,060,643</b>               | <b>\$ 8,011,891</b>                  | <b>\$ 8,255,164</b>              | <b>16.92%</b>  | <b>3.04%</b>  |
| <b>Women's Sports</b>                    |                      |                                   |                                      |                                  |  |   |
| Basketball                               | \$ 640,203           | \$ 700,854                        | \$ 690,614                           | \$ 881,900                       | 25.83%   | 27.70%  |
| Volleyball                               | 409,670              | 440,808                           | 425,876                              | 468,600                          | 6.30%  | 10.03%  |
| Other Sports                             | 2,992,139            | 3,455,702                         | 3,365,738                            | 3,764,100                        | 8.92%  | 11.84%  |
| <b>Total Women's Sports</b>              | <b>\$ 4,042,012</b>  | <b>\$ 4,597,364</b>               | <b>\$ 4,482,228</b>                  | <b>\$ 5,114,600</b>              | <b>11.25%</b>  | <b>14.11%</b>   |
| <b>Other Expenses</b>                    |                      |                                   |                                      |                                  |  |   |
| Training Room                            | \$ 624,996           | \$ 650,000                        | \$ 650,000                           | \$ 670,000                       | 3.08%  | 3.08%   |
| Medical Exp. - Women Athletes            | 209,545              | 200,000                           | 200,000                              | 200,000                          |  |   |
| Sports Information                       | 478,145              | 478,853                           | 504,200                              | 504,100                          | 5.27%  | -0.02%  |
| Admin. & General Expenses                | 4,662,787            | 4,887,196                         | 5,172,632                            | 4,746,501                        | -2.88%   | -8.24%  |
| Fifth Year Scholarship                   | 104,329              | 75,925                            | 72,161                               | 80,000                           | 5.37%  | 10.86%  |
| Debt Retirement                          | 1,170,412            | 1,154,472                         | 1,154,472                            | 1,186,010                        | 2.73%  | 2.73%   |
| Academic & Counseling                    | 1,133,823            | 1,290,867                         | 1,184,310                            | 1,215,798                        | -5.82%   | 2.66%   |
| Buildings & Grounds                      | 3,644,078            | 3,539,753                         | 3,750,755                            | 3,647,797                        | 3.05%  | -2.74%  |
| <b>Total Other Expenses</b>              | <b>\$ 12,028,115</b> | <b>\$ 12,277,066</b>              | <b>\$ 12,688,530</b>                 | <b>\$ 12,250,206</b>             | <b>-0.22%</b>  | <b>-3.45%</b>   |
| <b>TOTAL OPERATING EXPENSE</b>           | <b>\$22,992,643</b>  | <b>\$ 23,935,073</b>              | <b>\$25,182,649</b>                  | <b>\$ 25,619,970</b>             | <b>7.04%</b>   | <b>1.74%</b>  |
| <b>Total Operating Balance - June 30</b> | <b>\$ (40,668)</b>   | <b>\$ 45,427</b>                  | <b>\$ -</b>                          | <b>\$ 130,530</b>                |  |   |

**Table 1a  
Athletic Scholarships  
University of Iowa**

**Scholarships Included in Operating Budget Approved by Board**

|   | <b>FY 2000<br/>Approved<br/>Budget</b>                   | <b>FY 2000<br/>Estimated</b> | <b>FY 2001<br/>Preliminary<br/>Budget</b> |
|---|--|------------------------------|---|
| Total # Women's Scholarships  | 128.00   | 122.08                       | 129.15                                    |
| Recipients  | 213.00   | 208.00                       | 215.00                                    |
| Total Dollar Value  | \$ 1,771,595   | \$ 1,688,739                 | \$ 1,942,800                              |
| Total # Men's Scholarships  |  |                              |   |
| Total Dollar Value  |  |                              |   |
| Total # of Scholarships   | 128.00   | 122.08                       | 129.15                                    |
| Total Dollar Value  | \$ 1,771,595   | \$ 1,688,739                 | \$ 1,942,800                              |
| Explanation of How<br>Displayed in Budget<br>(e.g. within sports budgets) | Women's scholarships are included within sports budgets. |                              |   |

**Scholarships Funded by Other Sources**

|                              | <b>FY 2000<br/>(Estimate<br/>June 1999)</b> | <b>FY 2000<br/>Current<br/>Estimate</b> | <b>FY 2001<br/>Preliminary<br/>Budget</b> |
|------------------------------|---|---|---|
| Total # Women's Scholarships |   |   |   |
| Total Dollar Value           |   |   |   |
| Total # Men's Scholarships   | 157.40                                      | 155.49                                  | 157.40                                    |
| Recipients                   | 220.00                                      | 220.00                                  | 220.00                                    |
| Total Dollar Value           | \$ 2,100,000                                | \$ 2,085,000                            | \$ 2,180,000                              |
| Total # of Scholarships      | 157.40                                      | 155.49                                  | 157.40                                    |
| Total Dollar Value           | \$ 2,100,000                                | \$ 2,085,000                            | \$ 2,180,000                              |

Men's scholarships are funded by gifts for that purpose.

TABLE 2  
IOWA STATE UNIVERSITY ATHLETIC BUDGETS

|                                       | FY 1999<br>Actual    | FY 2000<br>Board<br>Approved<br>Budget | FY 2000<br>Projection | FY 2001<br>Preliminary<br>Budget | % Change<br>FY 2001<br>Prel. /<br>FY 2000<br>Budget | % Change<br>FY 2001<br>Prel. /<br>FY 2000<br>Projected |
|---------------------------------------|----------------------|--|-----------------------|----------------------------------|---|--|
| <b>INCOME</b>                         |                      |  |                       |                                  |   |  |
| <b>Sports:</b>                        |                      |  |                       |                                  |   |  |
| Football                              | \$ 3,314,933         | \$ 3,757,331                           | \$ 3,659,615          | \$ 4,048,247 <sup>(3)</sup>      | 7.74%   | 10.62%   |
| Men's Basketball                      | 2,459,463            | 2,749,028                              | 2,523,534             | 3,122,075 <sup>(3)</sup>         | 13.57%  | 23.72%   |
| Women's Basketball                    |                      | 224,798                                | 523,327               | 746,117                          | 231.91%   | 42.57%   |
| Other Sports                          | <u>234,302</u>       | <u>74,489</u>                          | <u>99,059</u>         | <u>64,572</u>                    | <u>-13.31%</u>                                      | <u>-34.81%</u>   |
| <b>Subtotal</b>                       | <b>\$ 6,008,698</b>  | <b>\$ 6,805,646</b>                    | <b>\$ 6,805,535</b>   | <b>\$ 7,981,011</b>              | <b>17.27%</b>                                       | <b>17.27%</b>  |
| <b>Other Income</b>                   |                      |  |                       |                                  |   |  |
| Student Activity Fees                 | \$ 953,082           | \$ 960,000                             | \$ 960,000            | \$ 960,000                       |   |  |
| Big Twelve Conference                 | 3,630,063            | 3,612,533                              | 4,245,692             | 4,331,966                        | 19.91%  | 2.03%  |
| NCAA Scholarships                     | 429,592              | 438,184                                | 439,381               | 448,169                          | 2.28%   | 2.00%  |
| Physical Therapy                      | 162,322              | 145,000                                | 145,000               | 145,000                          |   |  |
| Other <sup>(1)</sup>                  | 146,505              | 121,153                                | 190,838               | 264,259                          | 118.12%   | 38.47%   |
| Concerts                              | 203,203              |  |                       |                                  |   |  |
| Alumni Credit Card                    | 200,000              | 50,000                                 | 50,000                | 30,000                           | -40.00%   | -40.00%  |
| Athletic Development                  | 2,223,000            | 2,240,000                              | 2,240,000             | 2,240,000                        |   |  |
| Corporate Sponsorship                 | 679,255              | 760,700                                | 836,420               | 936,420                          | 23.10%  | 11.96%   |
| Endowment Income                      | 76,450               | 80,000                                 | 81,300                | 80,000                           |   | -1.60%   |
| Foundation Development                | <u>155,000</u>       | <u>155,000</u>                         | <u>155,000</u>        | <u>155,000</u>                   |   |  |
| <b>Subtotal</b>                       | <b>\$ 8,858,472</b>  | <b>\$ 8,562,570</b>                    | <b>\$ 9,343,631</b>   | <b>\$ 9,590,814</b>              | <b>12.01%</b>                                       | <b>2.65%</b>   |
| <b>University Support</b>             | <b>\$ 2,223,801</b>  | <b>\$ 2,179,737</b>                    | <b>\$ 2,344,497</b>   | <b>\$ 2,345,424</b>              | <b>7.60%</b>  | <b>0.04%</b>   |
| <b>Trans. from Operating Reserve</b>  | <b>\$ 375,804</b>    | <b>\$ 65,740</b>                       |                       |                                  |   |  |
| <b>Advance Ticket Sales</b>           | <b>\$ 677,170</b>    |  |                       |                                  |   |  |
| <b>TOTAL INCOME</b>                   | <b>\$ 18,143,945</b> | <b>\$ 17,613,693</b>                   | <b>\$ 18,493,663</b>  | <b>\$ 19,917,249</b>             | <b>13.08%</b>                                       | <b>7.70%</b>   |
| <b>EXPENSES</b>                       |                      |  |                       |                                  |   |  |
| <b>Sports Operations:</b>             |                      |  |                       |                                  |   |  |
| Football                              | \$ 1,473,304         | \$ 1,571,500                           | \$ 1,692,200          | \$ 1,821,518 <sup>(3)</sup>      | 15.91%  | 7.64%  |
| Men's Basketball                      | 773,700              | 815,500                                | 861,500               | 1,228,730 <sup>(3)</sup>         | 50.67%  | 42.63%   |
| Women's Basketball                    | 468,562              | 412,000                                | 519,000               | 547,100                          | 32.79%  | 5.41%  |
| Other Men's Sports                    | 450,406              | 449,600                                | 463,750               | 474,025                          | 5.43%   | 2.22%  |
| Other Women's Sports                  | <u>715,071</u>       | <u>749,800</u>                         | <u>816,800</u>        | <u>876,538</u>                   | <u>16.90%</u>                                       | <u>7.31%</u>   |
| <b>Subtotal</b>                       | <b>\$ 3,881,043</b>  | <b>\$ 3,998,400</b>                    | <b>\$ 4,353,250</b>   | <b>\$ 4,947,911</b>              | <b>23.75%</b>                                       | <b>13.66%</b>  |
| <b>NonSports Operations:</b>          |                      |  |                       |                                  |   |  |
| Training                              | \$ 437,700           | \$ 493,700                             | \$ 543,700            | \$ 556,474                       | 12.72%  | 2.35%  |
| Academic Services                     | 276,262              | 257,000                                | 302,000               | 334,700                          | 30.23%  | 10.83%   |
| Building & Grounds                    | 279,074              | 270,500                                | 289,500               | 279,990                          | 3.51%   | -3.28%   |
| Development                           | 71,687               | 69,000                                 | 69,000                | 70,380                           | 2.00%   | 2.00%  |
| Administration                        | 753,079              | 765,500                                | 774,000               | 797,325                          | 4.16%   | 3.01%  |
| Media Relations                       | 107,645              | 102,300                                | 106,300               | 108,426                          | 5.99%   | 2.00%  |
| Marketing                             | 130,967              | 102,900                                | 108,900               | 151,078                          | 46.82%  | 38.73%   |
| Corporate Sponsorship                 | 391,613              | 439,945                                | 443,345               | 453,345                          | 3.05%   | 2.26%  |
| Other <sup>(2)</sup>                  | <u>429,916</u>       | <u>419,500</u>                         | <u>464,300</u>        | <u>487,680</u>                   | <u>16.25%</u>                                       | <u>5.04%</u>   |
| <b>Subtotal</b>                       | <b>\$ 2,877,943</b>  | <b>\$ 2,920,345</b>                    | <b>\$ 3,101,045</b>   | <b>\$ 3,239,398</b>              | <b>10.93%</b>                                       | <b>4.46%</b>   |
| <b>Scholarships</b>                   | <b>\$ 3,066,157</b>  | <b>\$ 3,472,125</b>                    | <b>\$ 3,295,125</b>   | <b>\$ 3,491,038</b>              | <b>0.54%</b>  | <b>5.95%</b>   |
| <b>Salaries</b>                       | <b>\$ 6,141,618</b>  | <b>\$ 6,404,597</b>                    | <b>\$ 6,518,189</b>   | <b>\$ 7,156,957</b>              | <b>11.75%</b>                                       | <b>9.80%</b>   |
| <b>Projects</b>                       | <b>\$ 521,770</b>    | <b>\$ 5,186</b>                        | <b>\$ 241,146</b>     | <b>\$ 229,537</b>                | <b>4326.09%</b>                                     | <b>-4.81%</b>  |
| <b>Debt Service</b>                   | <b>\$ 717,408</b>    | <b>\$ 718,040</b>                      | <b>\$ 682,408</b>     | <b>\$ 682,408</b>                | <b>-4.96%</b>                                       |  |
| <b>Post Season Championship Pool</b>  | <b>\$ 86,788</b>     | <b>\$ 95,000</b>                       | <b>\$ 220,000</b>     | <b>\$ 170,000</b>                | <b>78.95%</b>                                       |  |
| <b>Transfer to Plant Reserve Fund</b> | <b>\$ 75,000</b>     |  | <b>\$ 82,500</b>      |                                  |   |  |
| <b>FY 1994 Deficit Repayment</b>      | <b>\$ 90,051</b>     |  |                       |                                  |   |  |
| <b>Accrual Reserve</b>                | <b>\$ 686,167</b>    |  |                       |                                  |   |  |
| <b>TOTAL EXPENSE</b>                  | <b>\$ 18,143,945</b> | <b>\$ 17,613,693</b>                   | <b>\$ 18,493,663</b>  | <b>\$ 19,917,249</b>             | <b>13.08%</b>                                       | <b>7.70%</b>   |

<sup>(1)</sup> Includes Novelties, NCAA Royalties, ISU Licensing, Spirit Squad, Student Stadium Parking.

<sup>(2)</sup> Includes Video, Strength & Conditioning, Compliance, Physical Therapy, General Equipment and Supplies, Graphic Design, and Spirit Squad.

<sup>(3)</sup> Accounting change to recognize guarantee expenditure within sport operating budget.

**Table 2a  
Athletic Scholarships  
Iowa State University**

**Scholarships Included in Operating Budget Approved by Board**

|   | <u>FY 2000<br/>Approved<br/>Budget</u> | <u>FY 2000<br/>Estimated<br/>Year-End</u> | <u>FY 2001<br/>Preliminary<br/>Budget</u> |
|---|--|---|---|
| Total # Women's Scholarships              | 109.00                                 | 94.17                                     | 100.85                                    |
| Total Dollar Value                        | \$ 1,288,749                           | \$ 1,213,501                              | \$ 1,299,233                              |
| Total # Men's Scholarships                | 146.60                                 | 128.76                                    | 137.40                                    |
| Total Dollar Value                        | \$ 1,748,376                           | \$ 1,600,001                              | \$ 1,725,581                              |
| Summer School/<br>Exhausted & Medical Aid | \$ 435,000                             | \$ 481,623                                | \$ 466,224                                |
| Total Scholarships                        | \$ 3,472,125                           | \$ 3,295,125                              | \$ 3,491,038                              |

Explanation of How  
Displayed in Budget  
(e.g. within sports budgets)

The dollar totals equal the scholarship  
line in the budget presented to the Board.

**Scholarships Funded by Other Sources**

|                              | <u>FY 2000</u> | <u>Estimated<br/>FY 2001</u> |
|------------------------------|----------------|------------------------------|
| Total # Women's Scholarships |                |                              |
| Total Dollar Value           |                |                              |
| Total # Men's Scholarships   |                |                              |
| Total Dollar Value           |                |                              |
| Total # of Scholarships      | 0              | 0                            |
| Total Dollar Value           | \$0            | \$0                          |

**TABLE 3**  
**UNIVERSITY OF NORTHERN IOWA ATHLETIC BUDGETS**

|   | <b>FY 1999</b>      | <b>FY 2000</b>      | <b>FY 2000</b>      | <b>FY 2001</b>      | <b>% Change</b> | <b>% Change</b>  |
|---|---------------------|---------------------|---------------------|---------------------|-----------------|------------------|
| <b>INCOME</b>                                     | <b>Actual</b>       | <b>Budget</b>       | <b>Estimated</b>    | <b>Preliminary</b>  | <b>FY 2001</b>  | <b>FY 2001</b>   |
|   |                     |                     |                     | <b>Budget</b>       | <b>Prel. /</b>  | <b>Prel. /</b>   |
|   |                     |                     |                     |                     | <b>FY 2000</b>  | <b>FY 2000</b>   |
|   |                     |                     |                     |                     | <b>Budget</b>   | <b>Projected</b> |
| <b>Sports</b>                                     |                     |                     |                     |                     |                 |                  |
| Football  | \$ 385,414          | \$ 589,610          | \$ 455,000          | \$ 507,500          | -13.93%         | 11.54%           |
| Men's Basketball                                  | 241,040             | 386,041             | 255,000             | 260,500             | -32.52%         | 2.16%            |
| Men - All Other Sports                            | 24,887              | 30,335              | 28,000              | 43,250              | 42.57%          | 54.46%           |
| Women - All Sports                                | 36,247              | 57,581              | 42,000              | 60,700              | 5.42%           | 44.52%           |
| <b>Subtotal</b>                                   | <b>\$ 687,588</b>   | <b>\$ 1,063,567</b> | <b>\$ 780,000</b>   | <b>\$ 871,950</b>   | <b>-18.02%</b>  | <b>11.79%</b>    |
| <b>Other Income</b>                               |                     |                     |                     |                     |                 |                  |
| Student Activity Fees                             | \$ 557,494          | \$ 541,400          | \$ 568,500          | \$ 586,450          | 8.32%           | 3.16%            |
| General University Support                        | 2,863,457           | 2,688,379           | 2,872,902           | 2,921,814           | 8.68%           | 1.70%            |
| Diversity Support                                 |                     |                     | 300,000             | 300,000             |                 |                  |
| Alumni/Foundation Support                         | 662,266             | 770,000             | 700,000             | 755,000             | -1.95%          | 7.86%            |
| Athletic Conference/NCAA Support                  | 155,333             | 155,000             | 175,000             | 179,000             | 15.48%          | 2.29%            |
| Novelties -- Bookstore                            |                     | 30,000              | 35,500              | 51,000              | 70.00%          | 43.66%           |
| General   | 352,461             | 359,188             | 375,000             | 490,000             | 36.42%          | 30.67%           |
| <b>Subtotal</b>                                   | <b>\$ 4,591,011</b> | <b>\$ 4,543,967</b> | <b>\$ 5,026,902</b> | <b>\$ 5,283,264</b> | <b>16.27%</b>   | <b>5.10%</b>     |
| <b>TOTAL INCOME</b>                               | <b>\$ 5,278,599</b> | <b>\$ 5,607,534</b> | <b>\$ 5,806,902</b> | <b>\$ 6,155,214</b> | <b>9.77%</b>    | <b>6.00%</b>     |
| <b>EXPENSES</b>                                   |                     |                     |                     |                     |                 |                  |
| <b>Men's Sports</b>                               |                     |                     |                     |                     |                 |                  |
| Football  | \$ 1,308,664        | \$ 1,367,690        | \$ 1,389,000        | \$ 1,510,046        | 10.41%          | 8.71%            |
| Basketball  | 635,626             | 629,902             | 660,000             | 648,180             | 2.90%           | -1.79%           |
| All Other Men's Sports                            | 800,906             | 786,312             | 838,000             | 836,370             | 6.37%           | -0.19%           |
| <b>Subtotal</b>                                   | <b>\$ 2,745,196</b> | <b>\$ 2,783,904</b> | <b>\$ 2,887,000</b> | <b>\$ 2,994,596</b> | <b>7.57%</b>    | <b>3.73%</b>     |
| <b>Women's Sports</b>                             |                     |                     |                     |                     |                 |                  |
| Basketball  | \$ 461,097          | \$ 531,855          | \$ 496,000          | \$ 498,057          | -6.35%          | 0.41%            |
| Volleyball  | 210,978             | 240,879             | 250,900             | 256,117             | 6.33%           | 2.08%            |
| All Other   | 738,652             | 725,807             | 811,500             | 964,180             | 32.84%          | 18.81%           |
| <b>Subtotal</b>                                   | <b>\$ 1,410,727</b> | <b>\$ 1,498,541</b> | <b>\$ 1,558,400</b> | <b>\$ 1,718,354</b> | <b>14.67%</b>   | <b>10.26%</b>    |
| <b>Other Expenses</b>                             |                     |                     |                     |                     |                 |                  |
| Athletic Training                                 | \$ 240,162          | \$ 251,284          | \$ 295,000          | \$ 266,995          | 6.25%           | -9.49%           |
| Administration & General                          | 979,879             | 1,006,723           | 1,065,000           | 1,092,747           | 8.54%           | 2.61%            |
| Contingency                                       | -                   | 67,082              | -                   | 82,522              | 23.02%          | 0.00%            |
| <b>Subtotal</b>                                   | <b>\$ 1,220,041</b> | <b>\$ 1,325,089</b> | <b>\$ 1,360,000</b> | <b>\$ 1,442,264</b> | <b>8.84%</b>    | <b>6.05%</b>     |
| <b>TOTAL EXPENSES</b>                             | <b>\$ 5,375,964</b> | <b>\$ 5,607,534</b> | <b>\$ 5,805,400</b> | <b>\$ 6,155,214</b> | <b>9.77%</b>    | <b>6.03%</b>     |
| <b>NET INCOME (LOSS)</b>                          | <b>\$ (97,365)</b>  |                     |                     |                     |                 |                  |
| <b>TRANSFERS IN</b>                               | <b>\$ 98,598</b>    |                     |                     |                     |                 |                  |
| <b>REVENUE OVER (UNDER) EXPENSE AND TRANSFERS</b> | <b>\$ 1,233</b>     |                     | <b>\$ 1,502</b>     | <b>\$ -</b>         |                 |                  |

**Table 3a  
Athletic Scholarships  
University of Northern Iowa**

**Scholarships Included in Operating Budget Approved by Board**

|                              | <u>FY 2000<br/>Approved<br/>Budget</u> | <u>FY 2000<br/>Estimated</u> | <u>FY 2001<br/>Preliminary<br/>Budget</u> |
|------------------------------|--|------------------------------|---|
| Total # Women's Scholarships | 66 <sup>1</sup>                        | 89 <sup>2</sup>              | 82 <sup>1,3</sup>                         |
| Total Dollar Value           | \$ 574,212                             | \$ 564,029                   | \$ 637,878                                |
| Total # Men's Scholarships   | 103 <sup>1</sup>                       | 161 <sup>2</sup>             | 103 <sup>1</sup>                          |
| Total Dollar Value           | \$ 988,028                             | \$ 966,885                   | \$ 1,036,582                              |
| Total # of Scholarships      | 169 <sup>1</sup>                       | 250 <sup>2</sup>             | 185 <sup>1</sup>                          |
| Total Dollar Value           | \$ 1,562,240                           | \$ 1,530,914                 | \$ 1,674,460                              |

Explanation of How  
Displayed in Budget  
(e.g. within sports budgets)

Displayed within sports budgets.

**Scholarships Funded by Other Sources**

|                              | <u>FY 2000</u> | <u>Estimated<br/>FY 2001</u> |
|------------------------------|----------------|------------------------------|
| Total # Women's Scholarships |                |                              |
| Total Dollar Value           |                |                              |
| Total # Men's Scholarships   |                |                              |
| Total Dollar Value           |                |                              |
| Total # of Scholarships      | 0              | 0                            |
| Total Dollar Value           | \$ -           | \$ -                         |

<sup>1</sup> Budgets are based on full scholarships.

<sup>2</sup> Current year estimates include all student-athletes receiving a scholarship (full, partial or medical).

<sup>3</sup> Includes addition of women's soccer.