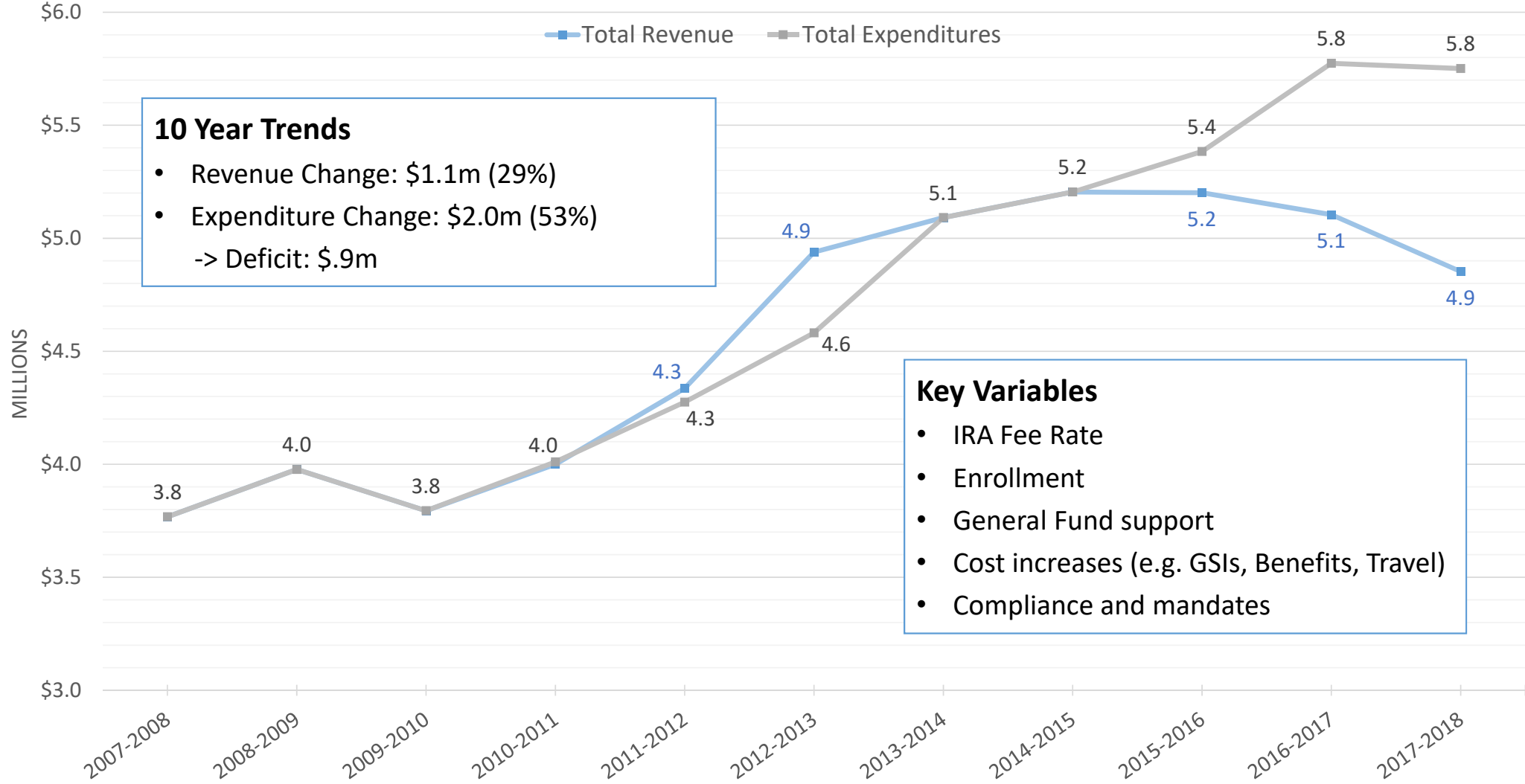


Athletics Budget History - All Funds Revenues and Expenditures (excluding scholarships)



10 Year Trends

- Revenue Change: \$1.1m (29%)
- Expenditure Change: \$2.0m (53%)
- > Deficit: \$0.9m

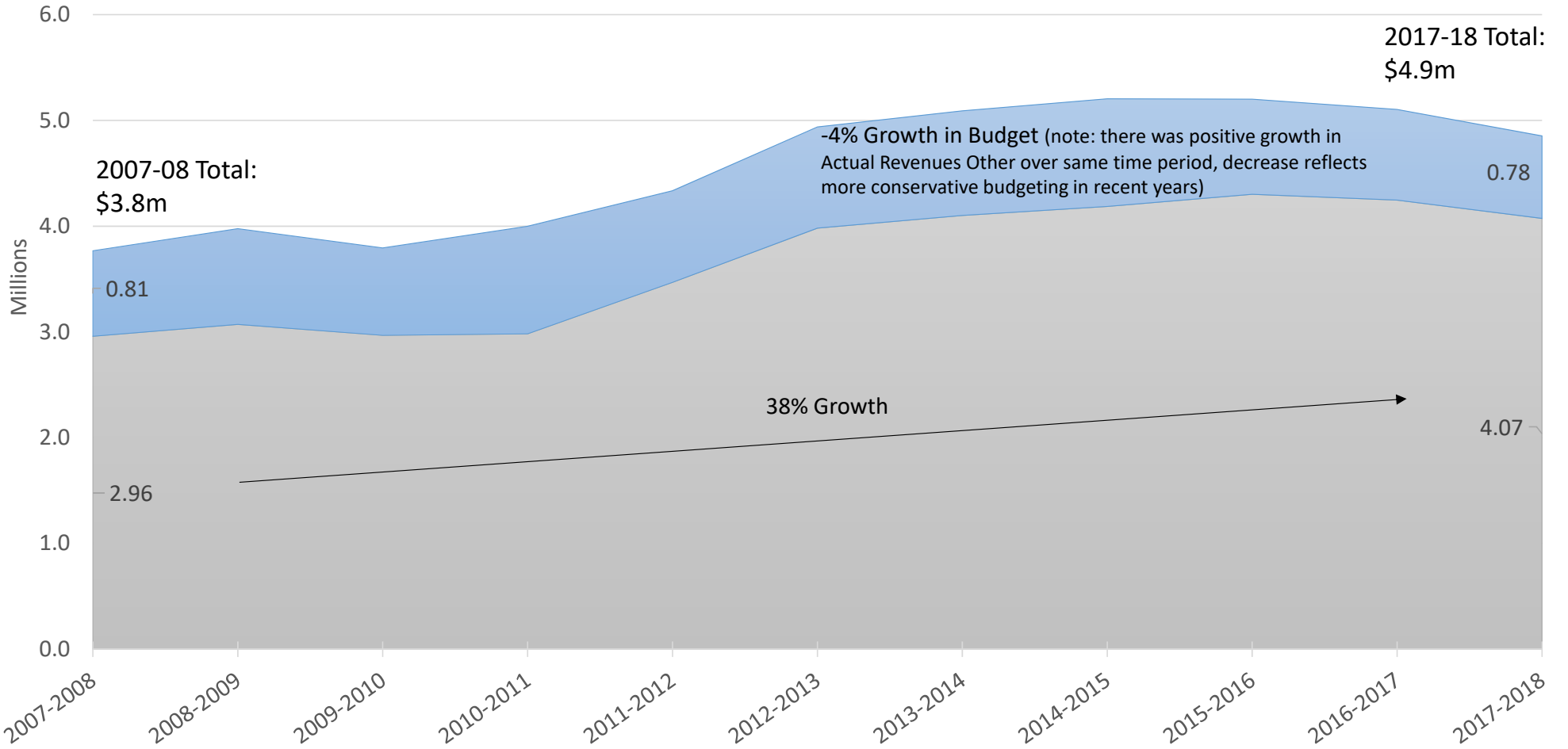
Key Variables

- IRA Fee Rate
- Enrollment
- General Fund support
- Cost increases (e.g. GSIs, Benefits, Travel)
- Compliance and mandates

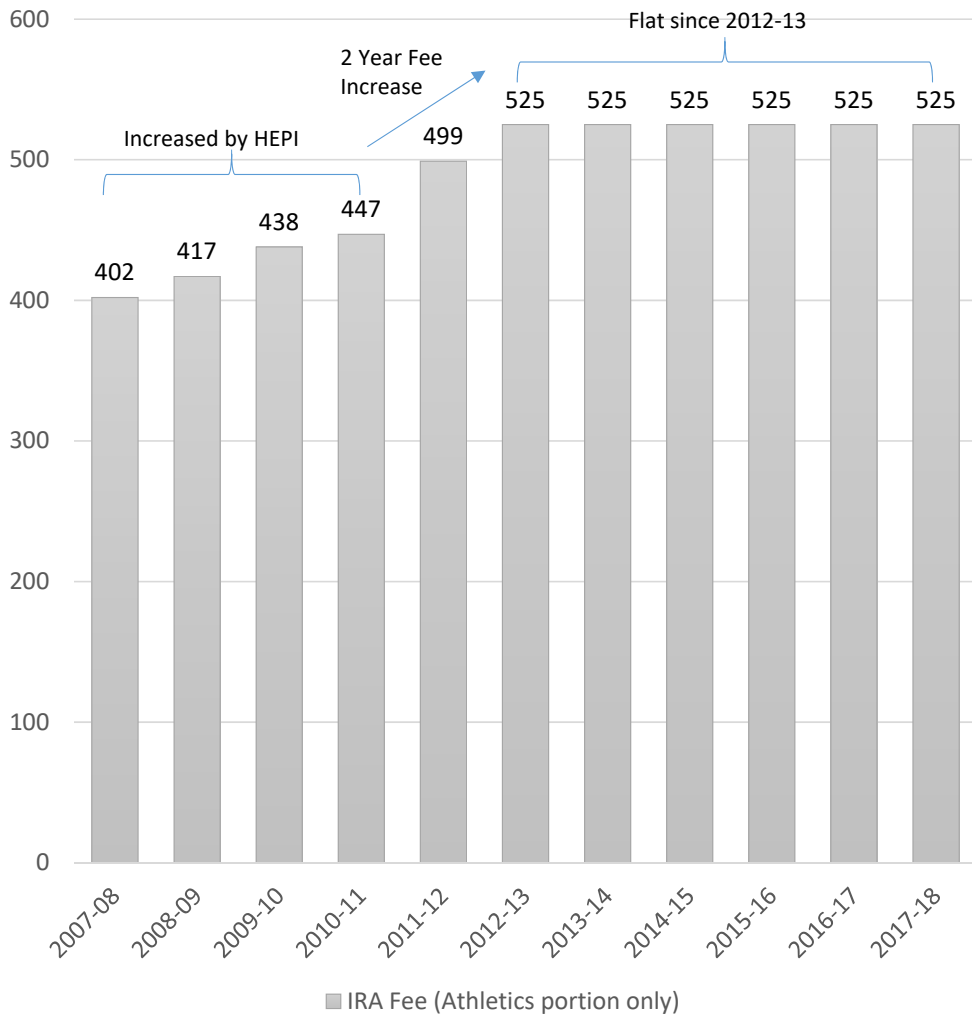
Athletics Revenue Budget History by Source

Revenues Other reflects Athletics generated revenue including charitable contributions, fundraising, corporate partnerships, ticket sales, concessions, camps, etc.)

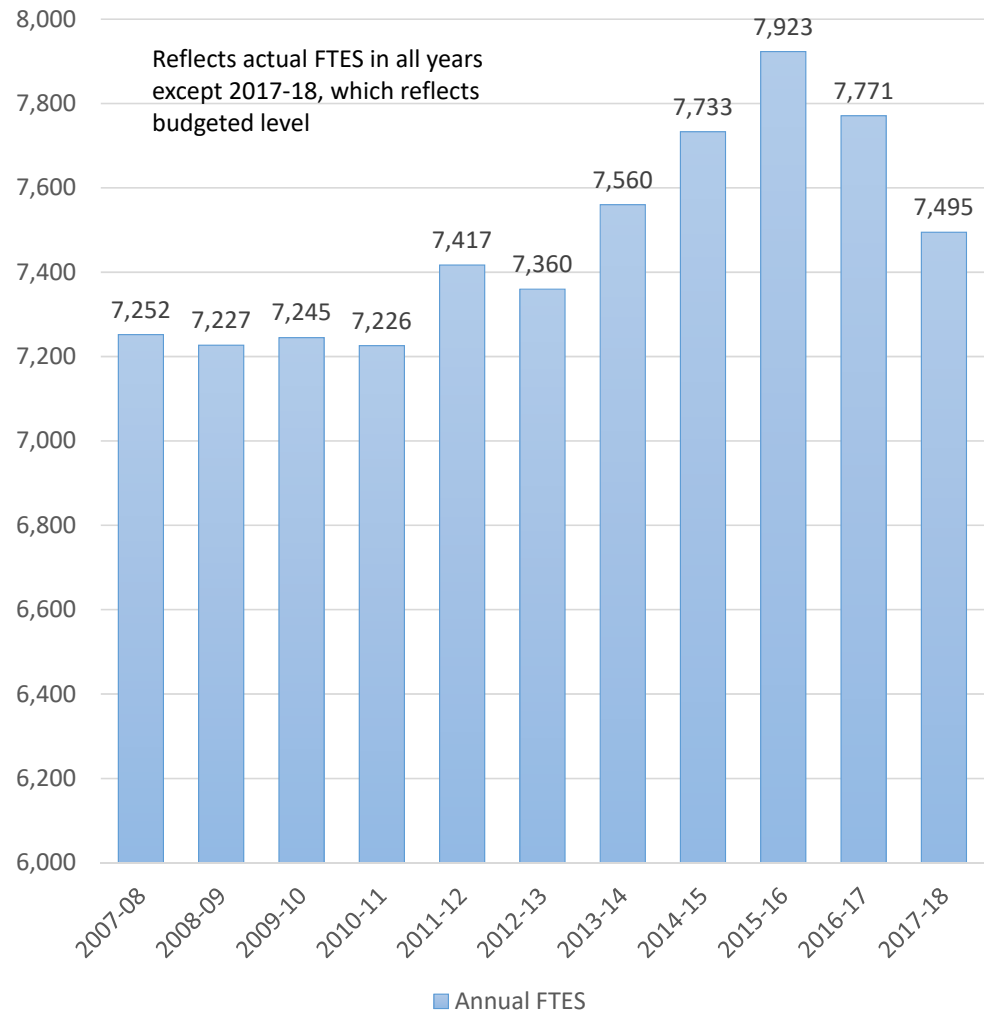
■ Revenues IRA Fee ■ Revenues Other



Annual IRA Fee Rate (estimated Athletics portion)

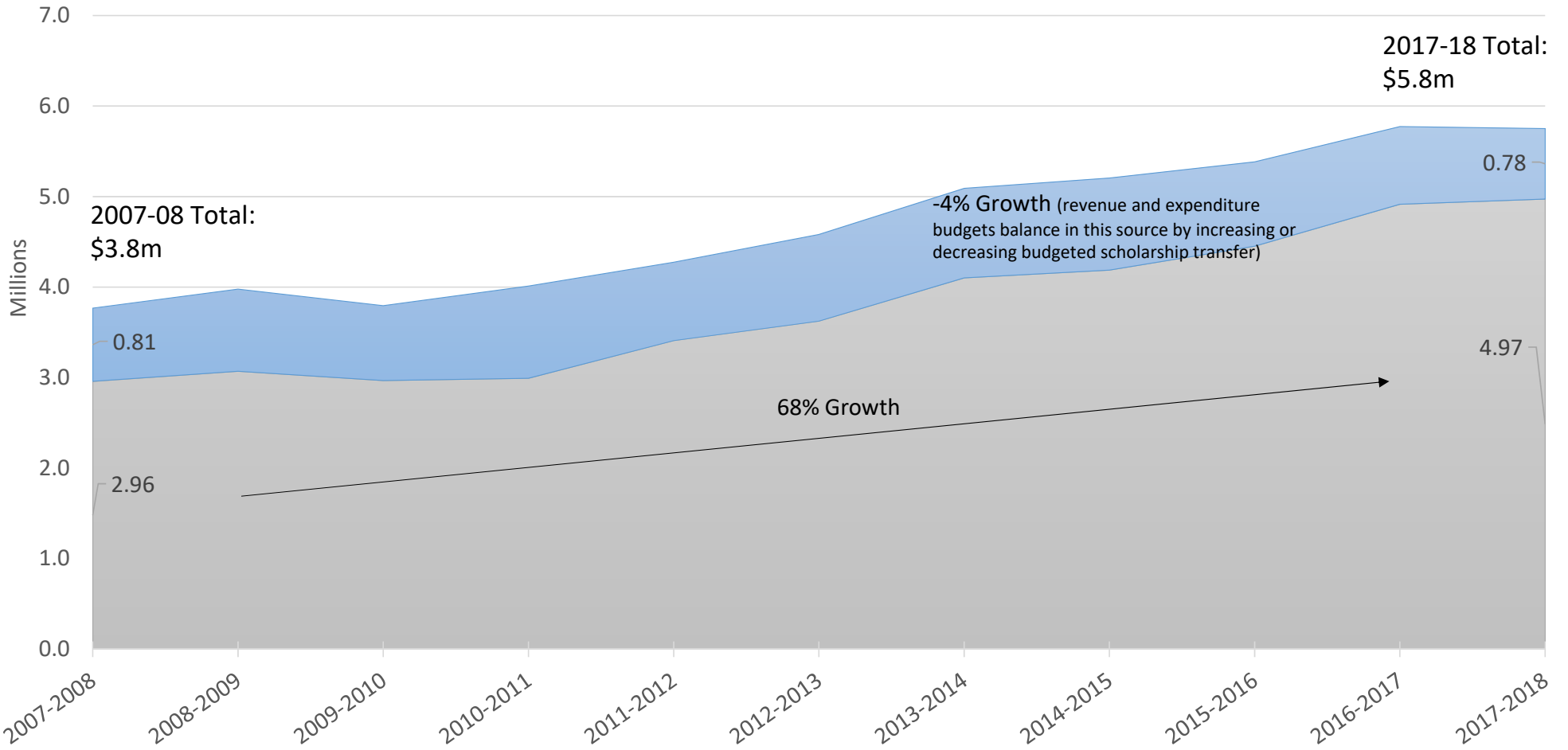


Annual FTES



Athletics Expenditure Budget History by Source

■ Expenditures IRA Fee ■ Expenditures Other



2007-08 Total:
\$3.8m

2017-18 Total:
\$5.8m

-4% Growth (revenue and expenditure budgets balance in this source by increasing or decreasing budgeted scholarship transfer)

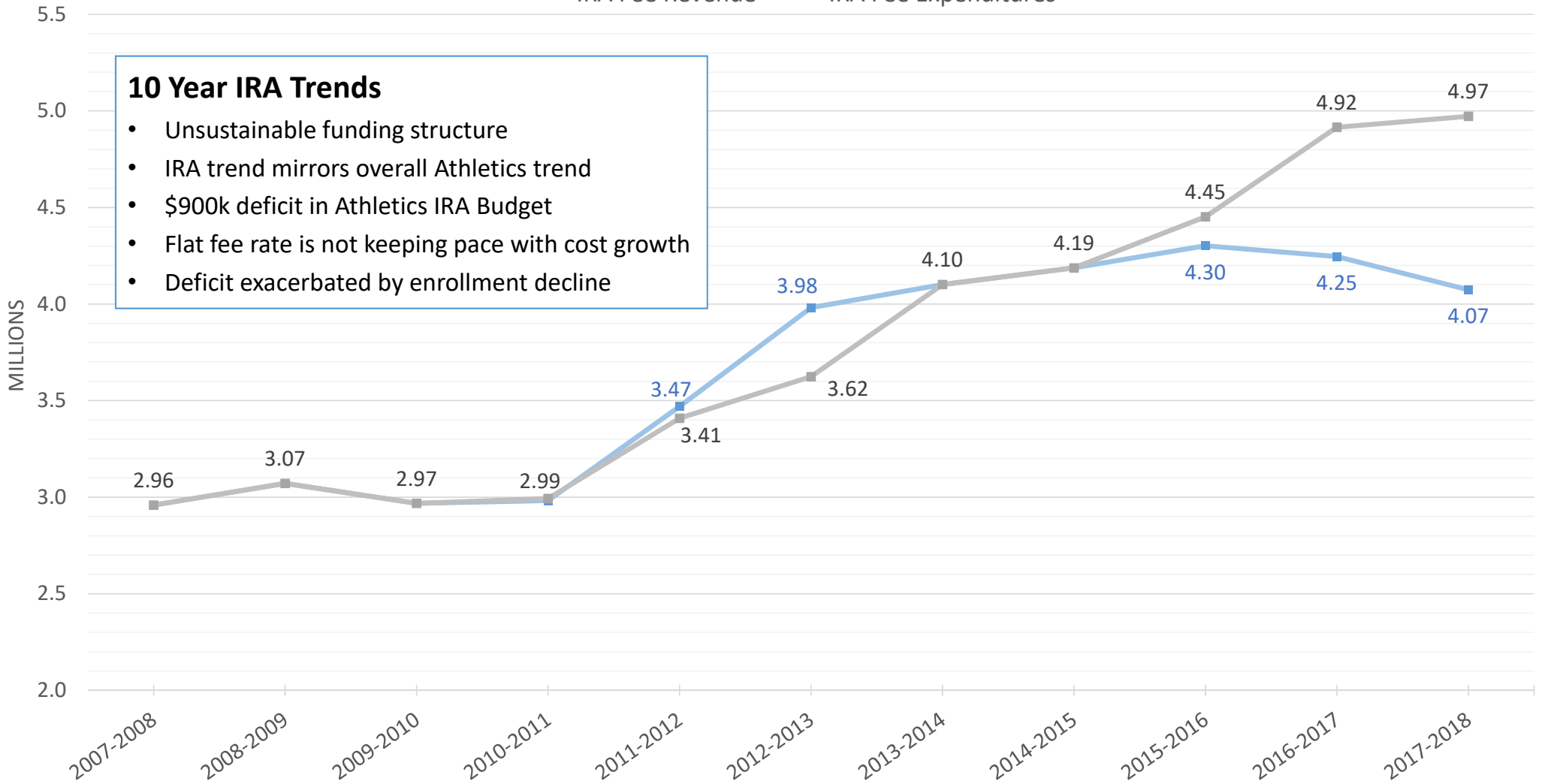
68% Growth

Athletics IRA Budget History - Revenues and Expenditures

IRA Fee Revenue IRA Fee Expenditures

10 Year IRA Trends

- Unsustainable funding structure
- IRA trend mirrors overall Athletics trend
- \$900k deficit in Athletics IRA Budget
- Flat fee rate is not keeping pace with cost growth
- Deficit exacerbated by enrollment decline



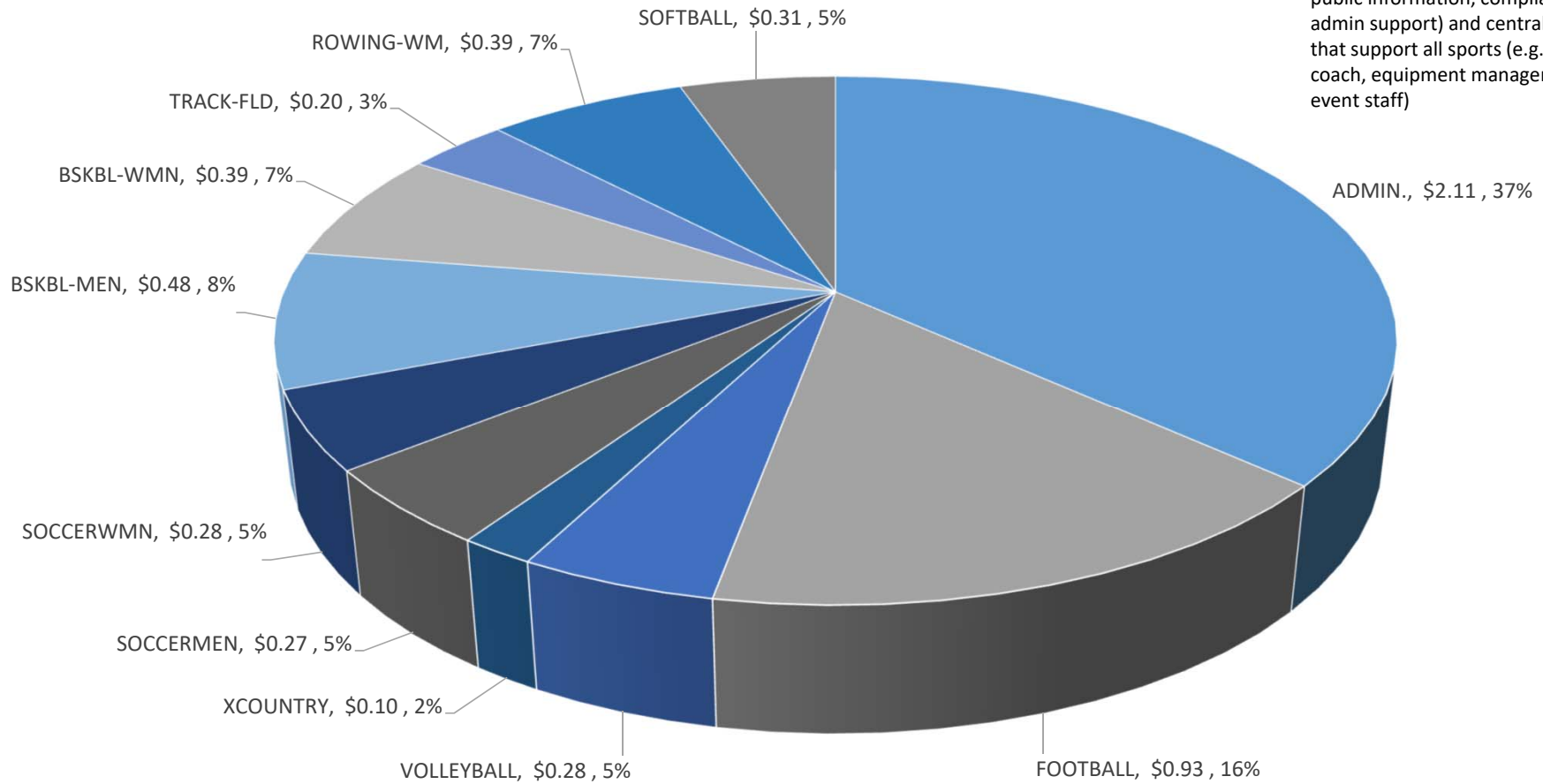
Athletics IRA Fee and General Fund (Operating Fund) Expenditure Trends

- Athletics IRA Fee expenditures increased at a rate close to double the Operating Fund over the past 10 years
- Athletics' budgeted salaries and benefits increased by \$1.26m over 10 years
 - **Estimated growth that would have been "state funded" if Athletics was funded by the General Fund: \$760k** (*note: HSU did not receive this state funding either since Athletics costs were not paid out of this source*)
 - Estimated unfunded growth: \$500k
- Athletics IRA Fee operating expenses (non-personnel) increased by \$740k
 - None of this growth would have been "state funded"
 - Increases in team travel, equipment, additional coverage of operating costs to free up other sources that could be used for scholarships

IRA Fee Expenditure Budget	2007-08	2017-18	10 YR \$ CHG	10 YR % CHG
Salaries & Wages	1,530,936	2,281,808	750,872	49%
Work Study	0	8,500	8,500	
Benefits	633,718	1,147,020	513,302	81%
Financial Aid	0	0	0	
Operating Expenses	794,186	1,534,752	740,566	93%
Total IRA Exp.	2,958,840	4,972,080	2,013,240	68%

Operating Fund Expenditure Budget	2007-08	2017-18	10 YR \$ CHG	10 YR % CHG
Salaries & Wages	55,177,230	66,963,392	11,786,162	21%
Work Study	65,842	39,458	-26,384	-40%
Benefits	20,803,505	36,037,262	15,233,757	73%
Financial Aid	7,909,797	14,755,530	6,845,733	87%
Operating Expenses	15,233,053	16,396,402	1,163,349	8%
Total Op. Fund Exp.	99,189,427	134,192,044	35,002,617	35%

2017-2018 Expenditure Budget by Department (excluding scholarships) (in millions)



Note: The Admin department consists of Athletics administrative costs (e.g. director, public information, compliance, marketing, admin support) and centrally managed costs that support all sports (e.g. trainers, strength coach, equipment manager, conference fees, event staff)

Athletics Scholarships

- Funded from direct charitable contributions and Other Revenue savings
- IRA Fee cannot be spent on scholarships
- Generate funding a year ahead - money collected last year funds this year's scholarships. Due to recruitment schedule, some award commitments are made prior to receipt of funding.
- Annual scholarship allocations around \$800k-\$900k
- \$250k is the minimum scholarship level to be in DII

2017-18
Budget
Estimate
(toward
2018-19)

\$220k Direct
charitable gifts to
scholarships

\$550k from
planned unspent
Other Revenue

\$770k available
for 2018-19
scholarships

2017-18 Scholarships Estimate by Sport

