



**University of Massachusetts
Department of Athletics
Financial Overview
FY11 – FY12**



DEPARTMENT OF ATHLETICS

FY11 – FY12 REVENUE AND EXPENSE SUMMARY



Revenue		<u>FY11 ACTUAL</u>	<u>% of Overall Budget</u>	<u>FY12 BUDGET</u>	<u>% of Overall Budget</u>
	State and University Subsidy	\$ 10,639,213	44%	\$ 10,970,688	44%
	Waivers	\$ 1,378,000	6%	\$ 2,005,960	8%
	Student Fees	\$ 7,858,242	33%	\$ 7,926,583	32%
	Ticket and Guarantee Revenue	\$ 1,880,330	8%	\$ 1,888,000	8%
	Marketing Corporate, TV, and Radio Sponsorship	\$ 702,960	3%	\$ 474,000	2%
	Conference and NCAA Distribution*1	\$ 996,788	4%	\$ 920,607	4%
	Facility Rental Income and Miscellaneous	\$ 241,432	1%	\$ 210,000	1%
	Post Season Revenue	\$ 114,405	0%	\$ 200,000	1%
	UMAA Foundation Annual Drive towards scholarship *2	\$ 197,492	1%	\$ 400,000	2%
	Camps	\$ 13,701	0%	\$ 15,000	0%
	Intercollegiate Beginning Fund Balance Used in FY	\$ 7,737	0%	\$ 136,809	1%
	TOTAL REVENUE	\$ 24,030,299	100%	\$ 25,147,648	100%
Expenses					
	Compensation	\$ 8,092,558	34%	\$ 8,467,442	34%
	Scholarships	\$ 6,697,374	28%	\$ 8,019,825	32%
	Sport Program Operating	\$ 4,407,427	18%	\$ 4,688,694	19%
	Post Season	\$ 265,527	1%	\$ 350,000	1%
	Facilities and Game Operations	\$ 1,341,943	6%	\$ 1,396,321	6%
	Administrative Operating	\$ 3,214,372	13%	\$ 2,210,366	9%
	Camps	\$ 11,098	0%	\$ 15,000	0%
	TOTAL EXPENSES	\$ 24,030,299	100%	\$ 25,147,648	100%

Please note that this report is cash basis versus the NCAA EADA and Audit Report which are accrual basis

*1 This includes portion of NCAA SAOF grant allocated to scholarship expenses

*2 This only includes the portion of fundraising that was allocated towards scholarships. This does not reflect the overall fundraising efforts.



FY11 ACTUAL EXPENSES



	<u>TOTAL COMPENSATION</u>	<u>TOTAL SCHOLARSHIPS</u>	<u>TOTAL</u>	<u>TOTAL ACTUAL</u>
	<u>FY11</u>	<u>FY11</u>	<u>OPERATING FY11</u>	<u>FY11</u>
Baseball	\$ 130,492	\$ 76,145	\$ 186,229	\$ 392,867
Basketball (M)	\$ 918,697	\$ 438,584	\$ 916,050	\$ 2,273,331
Basketball (W)	\$ 550,501	\$ 478,672	\$ 459,925	\$ 1,489,098
Crew (W)	\$ 193,787	\$ 237,493	\$ 177,054	\$ 608,334
Cross Country (M)	\$ -	\$ -	\$ 32,432	\$ 32,432
Cross Country (W)	\$ -	\$ -	\$ 25,178	\$ 25,178
Field Hockey	\$ 157,100	\$ 350,666	\$ 127,574	\$ 635,340
Football	\$ 890,492	\$ 1,750,674	\$ 1,019,028	\$ 3,660,193
Ice Hockey	\$ 506,741	\$ 556,437	\$ 392,206	\$ 1,455,384
Lacrosse (M)	\$ 177,736	\$ 284,206	\$ 104,808	\$ 566,750
Lacrosse (W)	\$ 162,096	\$ 359,866	\$ 128,146	\$ 650,108
Soccer (M)	\$ 120,719	\$ 71,724	\$ 95,607	\$ 288,050
Soccer (W)	\$ 160,819	\$ 362,734	\$ 137,472	\$ 661,025
Softball	\$ 139,064	\$ 350,087	\$ 212,167	\$ 701,318
Swimming (M)	\$ 122,106	\$ 61,900	\$ 73,477	\$ 257,483
Swimming (W)	\$ 104,592	\$ 216,071	\$ 75,969	\$ 396,632
Tennis (W)	\$ 99,800	\$ 227,599	\$ 72,984	\$ 400,383
Track M	\$ 124,299	\$ 90,605	\$ 76,149	\$ 291,054
Track W	\$ 100,099	\$ 270,741	\$ 94,973	\$ 465,812
Sport Programs Subtotal	\$ 4,659,143	\$ 6,184,203	\$ 4,407,427	\$ 15,250,773
Post Season Subtotal	\$ -	\$ -	\$ 265,527	\$ 265,527
Facilities/Game Ops Subtotal	\$ 681,014	\$ -	\$ 1,341,943	\$ 2,022,957
Administration/General Subtotal	\$ 2,752,401	\$ 513,172	\$ 3,214,372	\$ 6,479,945
Camps Subtotal	\$ -	\$ -	\$ 11,098	\$ 11,098
TOTAL EXPENSES FY11	\$ 8,092,558	\$ 6,697,374	\$ 9,240,367	\$ 24,030,299



FY12 EXPENSE BUDGET



	<u>TOTAL COMPENSATION</u>	<u>TOTAL SCHOLARSHIPS</u>	<u>TOTAL</u>	<u>TOTAL ACTUAL</u>
	<u>FY12</u>	<u>FY12</u>	<u>OPERATING FY12</u>	<u>FY12</u>
Baseball	\$ 130,966	\$ 78,272	\$ 176,657	\$ 385,894
Basketball (M)	\$ 954,985	\$ 520,904	\$ 1,009,370	\$ 2,485,259
Basketball (W)	\$ 548,065	\$ 601,043	\$ 493,256	\$ 1,642,363
Crew (W)	\$ 194,491	\$ 258,063	\$ 181,836	\$ 634,391
Cross Country (M)	\$ -	\$ -	\$ 28,061	\$ 28,061
Cross Country (W)	\$ -	\$ -	\$ 29,167	\$ 29,167
Field Hockey	\$ 147,808	\$ 391,566	\$ 134,070	\$ 673,444
Football	\$ 1,012,103	\$ 2,302,709	\$ 1,157,887	\$ 4,472,700
Ice Hockey	\$ 534,619	\$ 538,447	\$ 354,863	\$ 1,427,929
Lacrosse (M)	\$ 176,457	\$ 336,267	\$ 105,040	\$ 617,764
Lacrosse (W)	\$ 146,803	\$ 391,566	\$ 132,097	\$ 670,466
Soccer (M)	\$ 121,043	\$ 78,272	\$ 95,719	\$ 295,034
Soccer (W)	\$ 160,373	\$ 450,433	\$ 154,746	\$ 765,552
Softball	\$ 146,417	\$ 404,354	\$ 218,270	\$ 769,041
Swimming (M)	\$ 130,388	\$ 73,580	\$ 74,268	\$ 278,236
Swimming (W)	\$ 96,306	\$ 299,959	\$ 80,335	\$ 476,599
Tennis (W)	\$ 96,614	\$ 261,044	\$ 73,259	\$ 430,917
Track M	\$ 127,963	\$ 99,866	\$ 83,601	\$ 311,431
Track W	\$ 103,698	\$ 302,461	\$ 106,190	\$ 512,349
Sport Programs Subtotal	\$ 4,829,098	\$ 7,388,806	\$ 4,688,694	\$ 16,906,597
Post Season Subtotal	\$ 55,000	\$ -	\$ 350,000	\$ 405,000
Facilities/Game Ops Subtotal	\$ 703,057	\$ -	\$ 1,396,321	\$ 2,099,378
Administration/General Subtotal	\$ 2,880,287	\$ 631,019	\$ 2,210,366	\$ 5,721,672
Camps Subtotal	\$ -	\$ -	\$ 15,000	\$ 15,000
TOTAL EXPENSES FY12	\$ 8,467,442	\$ 8,019,825	\$ 8,660,381	\$ 25,147,648



FY12 FOOTBALL EXPENSE BUDGET



	<u>FY12 Expense Budget</u>	<u>FY12 Original Pro Forma Expense Projections</u>		
Athletic Student Aid (academic year)	\$ 2,302,709	\$ 2,203,411		
Compensation	\$ 1,012,103	\$ 1,022,778		
Guarantees	\$ 75,000	\$ 75,000		
Recruiting	\$ 208,000	\$ 208,000		
Team Travel	\$ 474,111	\$ 475,000		
Equipment, Uniforms and Supplies	\$ 160,000	\$ 190,000		
Game Expenses	\$ 65,900	\$ 65,900		
Fund Raising, Marketing, and Promotion (printing)	\$ 11,500	\$ 11,500		
Medical Expenses and Medical Insurance	\$ 6,750	\$ 7,500		
Memberships and Dues	\$ 31,000	\$ 32,000		
Other Operating Expenses (AV, office, and AO)	\$ 125,627	\$ 125,627		
Football Specific Budget Subtotal	\$ 4,472,700	\$ 4,416,716		
Administrative Football Specific Budget Subtotal*1	\$ 1,011,865	\$ 1,011,865		
TOTAL FOOTBALL EXPENSES FY12	\$ 5,484,565	\$ 5,428,581		

*1 Note: This includes summer/winterterm scholarships; game operating expenses; fundraising, marketing, and promotion; Direct Facilities, Maintenance and Rental; and Other



FY12 FOOTBALL REVENUE BUDGET



	<u>FY12 Revenue Budget</u>	<u>FY12 Original Pro Forma Revenue Projections</u>	
University Support	\$ 849,783	\$ 849,783	
Departmental Support (Student Fee/Auxilliary Revenue streams/BHE waivers, etc)	\$ 2,598,743	\$ 2,542,759	
Transitional Bridge Funding Football	\$ 423,467	\$ 423,467	
University Out-of-State Waivers	\$ 627,960	\$ 627,960	
Sponsorship	\$ 300,000	\$ 300,000	
Ticket Sales and Guarantees	\$ 598,000	\$ 598,000	
Contributions	\$ 59,014	\$ 59,014	
Endowment and Investment Income	\$ 5,058	\$ 5,058	
Other (including program sales, concessions, novelty sales, and parking)	\$ 22,540	\$ 22,540	
TOTAL FOOTBALL REVENUE FY12	\$ 5,484,565	\$ 5,428,581	