

**MEMORANDUM**

**To:** Board of Regents  
**From:** Board Office  
**Subject:** Preliminary FY 2004 Operating Budgets – Athletics  
**Date:** June 9, 2003

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**Recommended Actions:**

1. Receive the report on the FY 2004 preliminary athletic budgets for the University of Iowa, Iowa State University and the University of Northern Iowa.
  2. Direct the Board Office and the universities to evaluate, prior to the establishment of tuition and fees for the 2004-2005 academic year, the following funding sources for athletics:
    - a. Student fees used for athletics and propose, for Board consideration, a policy setting an appropriate maximum amount to be devoted to intercollegiate athletics at each institution.
    - b. Institutional educational (general university) funds used for athletics and propose, for Board consideration, a policy setting a proportional maximum amount of general university funds to be devoted to intercollegiate athletics at each institution.
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**Executive Summary:**

Intercollegiate athletics at the Regent universities are not self-supporting activities. Each University provides some general university support to its athletic department, and student fees support either debt service for or operations of the athletic departments.

The FY 2004 preliminary athletic budgets of the universities total \$78 million. The sources of funds and the percentages, in the aggregate, are as follows:

	<u>Total Revenue</u>	<u>% of Total</u>
Sports Income	\$29,688,592	38.1%
Athletic Conference / NCAA Support	15,863,403	20.3%
General University Support <sup>1</sup>	10,066,324	12.9%
Student Fees / Operations	2,311,325	3.0%
Student Fees / Debt Service	1,401,944	1.8%
Other Income	<u>18,630,541</u>	<u>23.9%</u>
Total	<u>\$77,962,129</u>	<u>100.0%</u>

<sup>1</sup> Includes diversity support.

Detail on the budgets is provided in Tables 1 through 3 on pages 17, 19, and 22.

Sources of revenue by institution in dollars and by percentage of total are summarized below:

<b>FY 2004 Budgeted Athletic Revenues</b>						
	<u>SUI</u>	<u>% of Total</u>	<u>ISU</u>	<u>% of Total</u>	<u>UNI</u>	<u>% of Total</u>
Sports Income	\$18,695,700	44.4	\$ 9,954,367	35.6	\$1,038,525	13.2
Athletic Conference /						
NCAA Support	10,419,000	24.8	5,194,403	18.6	250,000	3.2
General Univ. Support	2,389,361	5.7	3,165,951	11.3	4,011,012	50.9
Diversity Support					500,000	6.3
Student Fees /Operations			1,106,700	3.9	1,204,625	15.3
Student Fees/Debt Service	1,401,944	3.4				
Other Income	<u>9,193,541</u>	<u>21.8</u>	<u>8,564,500</u>	<u>30.6</u>	<u>872,500</u>	<u>11.1</u>
Total	\$42,099,546	100.0	\$27,985,921	100.0	\$7,876,662	100.0

**Sports Income** As noted above, sports income from gate receipts and game guarantees at the University of Iowa and Iowa State University provides slightly more than 44% and 35%, respectively, of the FY 2004 budgeted athletic revenue.

- This dependence on market-driven revenue to fund athletic programs places tremendous pressure on the men's basketball and football programs to be productive since they generate most of the revenue and help support the remaining athletic programs.

**Mandatory Fees / Designated Tuition** Mandatory student fees provide a portion of the operating athletic budget at Iowa State University, and mandatory student fees and designated tuition provide a portion of the budget at the University of Northern Iowa.

- No later than November of each year, the Board establishes base tuition and mandatory fees for each of the universities for the following academic year. At the subsequent May meeting, the Board allocates a portion of tuition income (designated tuition) for various purposes, including intercollegiate athletics, consistent with the procedure established in the Iowa Code.

**ISU**

- The Board approved the 2003-2004 mandatory student services fee for Iowa State University at its November 2002 meeting and allocated it at the May 2003 Board meeting. There was no change in the amount of the academic year mandatory student fee (\$42) allocated for intercollegiate athletics, while the amount allocated for the summer session declined by 50% to \$10.50.

UNI

- In November 2002, the Board approved an increase of \$18.50 in the University of Northern Iowa student services mandatory fee for a total of \$102.00.
- The Board allocated this mandatory fee, including \$45.50 for the 2003-2004 academic year for intercollegiate athletics at its May 2003 meeting; this amount is an increase of \$8.50 from the 2002-2003 academic year fee of \$37.00.
- In May 2003, the Board also allocated a portion of tuition specifically designated as student fees at the University of Northern Iowa. The amount of the student activities fee designated for intercollegiate athletics for the 2003-2004 academic year is \$21.90, an increase of \$3.10 from the 2002-2003 academic year.
- The sum of \$25 of the \$40 University of Northern Iowa Panther Pass, a portion of mandatory student fees, is also designated for Intercollegiate Athletics, bringing the total fee for Intercollegiate Athletics for the 2003-2004 academic year to \$92.40 per student at the University of Northern Iowa.

In November 2002, the Board directed the universities to phase out all allocations of tuition and to establish student fees as mandatory fees. Thus, in the 2004-2005 academic year all student fees to support intercollegiate athletics will be mandatory fees and will be a charge to students in addition to tuition paid.

SUI

The University of Iowa does not have a mandatory student fee for Athletic Department operations. However, the Athletic Department is responsible for the debt service for the Recreation Building and Carver-Hawkeye Arena and for new recreational facilities which are being developed on the west campus. Students pay a portion of the debt service through mandatory building fees, which will total \$58.42 for the 2003-2004 academic year and \$14.60 for the summer session.

Since student support for intercollegiate athletics will be from mandatory fees beginning with the 2004-2005 academic year and since students will pay significantly different mandatory fees for this purpose among the three institutions, it is recommended that the Board consider a policy setting an appropriate maximum amount to be devoted to intercollegiate athletics at each institution.

General  
University  
Support

General university support, which is an allocation from the general operations of the university and includes state appropriations and tuition receipts, is a significantly larger portion of the budget at the University of Northern Iowa since a smaller percentage of the budget is derived from sports and athletic conference income.

Changes in general university support between the FY 2003 projection and the FY 2004 preliminary budget include the following:

	<u>SUI</u>		<u>ISU</u>		<u>UNI*</u>	
	\$ <u>change</u>	% <u>change</u>	\$ <u>change</u>	% <u>change</u>	\$ <u>change</u>	% <u>change</u>
General Fund Support	(48,000)	(2.0)	73,296	2.4	304,070	7.2

\*Includes budget line for diversity support.

Since the total amount of general university funds used for athletics and the FY 2004 increases in general university funds differ significantly among the three institutions, it is recommended that the Board consider a policy setting a proportional maximum amount of general university funds to be devoted to intercollegiate athletics at each institution.

**Total Revenue** The changes in dollar amounts and percentages by revenue sources between the FY 2003 projections and the FY 2004 budgets are summarized in the following table:

**FY 2004 Budgeted Revenue Changes from FY 2003 Estimated (Projected) Revenues**

	<u>SUI</u>		<u>ISU</u>		<u>UNI</u>	
	\$ <u>change</u>	% <u>change</u>	\$ <u>change</u>	% <u>change</u>	\$ <u>change</u>	% <u>change</u>
Sports Income	\$1,676,800	9.0	\$(738,472)	(6.9)	\$(18,680)	(1.8)
Athletic Conference / NCAA Support	120,923	1.2	(1,306,422)	(20.1)	(32,647)	(11.6)
General Fund Support	(48,000)	(2.0)	73,296	2.4	367,768	10.1
Diversity Support					(63,698)	(11.3)
Stud. Fees/ Operation			(123,900)	(10.1)	169,425	16.4
Stud. Fees/ Debt Ser.	(103,456)	(6.9)				
Other Income	<u>(113,359)</u>	(1.2)	<u>2,437,330</u>	39.8	<u>74,908</u>	9.4
Total	\$1,532,908	3.8	\$341,832	1.2	\$497,076	6.7

**Expenses** Expenses include salaries, sports operational costs, and scholarships. The athletic departments pay for goods and services from other campus entities, many of which are self-supporting enterprises. Thus, some of the expenses of the athletic departments are revenue to other campus entities.

Budgeted increased expenses are consistent with the budgeted increases in revenue and detailed in this memorandum.

**Scholarships** When the athletic departments award athletic scholarships, they become responsible for paying the tuition related to those scholarships. Thus, the tuition payments are an expense of the Department and a source of revenue for the general university.

Six years ago, the Board requested that specific information on athletic scholarships be included in the docket materials. FY 2004 scholarships, which are included in the athletics budgets presented in this memorandum, are budgeted at \$13.7 million, as follows:

University of Iowa	\$6,355,404
Iowa State University	4,792,497
University of Northern Iowa	<u>2,508,541</u>
TOTAL	\$13,656,442

Detailed scholarship information is included in Table 1a – SUI (page 18), Table 2a – ISU (page 21), and Table 3a – UNI (page 23).

**Strategic Plan:**

The review of athletic budgets supports the Board's strategic plan, Key Result Area 4, which provides for a review of institutional operating budget proposals (Action Step 4.1.1.2) and the Board's policy on athletics.

**Background:**

Information on the three university athletic budgets has been presented to the Board for a number of years in one memorandum rather than including detailed information in the budget memorandums for each university. The presentation in one memorandum aids in the understanding of the Regent athletic enterprise.

Title IX Title IX of the Higher Education Amendments of 1972 forbids sex discrimination at any college or school that receives federal funds. Sports opportunities for women athletes have increased significantly since Title IX was approved and the universities have increased their allocation of general funds to support the increased opportunities.

Equity in Athletics Disclosure Act (AEDA) The federal Equity in Athletics Disclosure Act (EADA) of 1994 requires all coeducational institutions of higher education that participate in any Federal student financial aid program and have intercollegiate athletics programs to provide information for gender equity purposes. The EADA reports are to be available for inspection by October of each year for the previous reporting period.

The EADA reports include data on athletics participation (by gender), coaching assignments and salaries, operating (game day) expenses, recruiting expenditures, athletically related student aid, and overall revenues and expenses. The EADA is not a financial report; therefore it will not totally reflect the athletic budgets presented to the Board, as included in this memorandum. The EADA does not take into account financial information that is non-sport related such as debt service and capital expenditures.

**Analysis:**

**University of Iowa**

Summary

The following table provides a summary of the University of Iowa FY 2004 preliminary athletic budget. The FY 2004 budget includes compensation from the University of Iowa Foundation, which had been previously paid, but not included in the athletic budget. Approximately 1.1% of the increased revenue and expenses is attributable to this inclusion. A more detailed budget is included on page 17.

	FY 2003 Projection (as of 5/03)	FY 2004 Preliminary Budget	% Diff.
<b><u>INCOME:</u></b>			
Men's Sports	\$16,795,500	\$18,473,700	10.0%
Women's Sports	223,400	222,000	-0.6%
General University Support	2,437,361	2,389,361	-2.0%
Other Income	<u>21,110,377</u>	<u>21,014,485</u>	-0.5%
<b>TOTAL INCOME</b>	<b><u>\$40,566,638</u></b>	<b><u>\$42,099,546</u></b>	<b><u>3.8%</u></b>
<b><u>EXPENSES:</u></b>			
Men's Sports	\$18,396,407	\$18,634,980	1.3%
Women's Sports	7,330,509	7,987,039	9.0%
Other Expenses	<u>14,818,013</u>	<u>15,477,527</u>	4.5%
<b>TOTAL OPERATING EXPENSES</b>	<b><u>\$40,544,929</u></b>	<b><u>\$42,099,546</u></b>	<b><u>3.8%</u></b>

Reduction of  
FY 2002 Shortfall

As reported to the Board previously, University athletics had a \$1.34 million shortfall in FY 2002. Net revenue of \$650,000 from the 7<sup>th</sup> fall 2002 football game is not included in the FY 2003 projected revenues in the table above and is being used to reduce the shortfall. Nonrecurring revenue from the 7<sup>th</sup> home fall 2003 football game is not reflected in the FY 2004 budget and will also be used to reduce the FY 2002 shortfall.

FY 2004  
Summary

Revenues and expenses for FY 2004 are estimated to be approximately \$1.5 million higher than FY 2003 projected revenue and expenditures.

The University reports that consolidation of various expenses continues to be made to reflect the merger of the men's and women's athletic departments. Opportunities will present themselves in the years ahead to capture savings as a result of economies of scale.

Revenue:

**Sports Income** FY 2004 sports income is budgeted to increase by \$1.7 million (10.0%). The University reports that this increased income is due primarily to increases in football ticket prices although a portion of the increase is due to increased parking fees which are reflected in the sports' income lines.

**Ticket Prices** Football public season ticket prices will increase from \$196 to \$246, an increase of \$50 for the 7 games. Single game tickets will increase from \$32 to \$40 for all games except the game against Buffalo (ticket price of \$28) and the game against Michigan (ticket price of \$45).

Men's basketball public season ticket prices will increase by the equivalent of approximately \$3.60 per game (\$340 for 18 games in the 2002-2003 season compared to \$360 for 16 games in the 2003-2004 season), with an increase of \$2 for individual game tickets (\$24 to \$26).

**Athletic Conference** Athletic Conference income is budgeted to increase \$120,923 (1.2% above the FY 2003 projection) due to increased television contracts.

**General University Support** Due to budget shortfalls in the General Education Fund, FY 2004 university general support is budgeted to decline by 2.0% (-\$48,000) from the FY 2003 projection (\$2,437,361 to \$2,389,361).

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

The Athletic Department is responsible for the debt service for the Recreation Building and Arena, and for the new recreational facilities, which are being developed on the west campus.

Mandatory building fees in the amounts of \$28.78 per academic year and \$7.19 for the summer session support a portion of the Recreation Building and Arena debt.

The FY 2004 budget also includes income from the FY 2004 building fee (\$29.64 per academic year and \$7.41 for the summer) for the new West Campus recreational facilities; bonds were sold in September 2000 for the first phase of this project.

Expenses:

**Salaries** The University reports that salary budgets have been developed to address contractual commitments, collective bargaining agreements, and a policy for professional and scientific employees that will fall in the range of the General University policy.

- Men's Sports      The FY 2004 budgeted increase in expenses for men's sports is 1.3% (\$238,573) above the FY 2003 projection; this amount includes a reduction of \$518,690 for football and an increase of \$511,948 for basketball.
- The FY 2003 projection for football includes the incentives paid to Coach Ferentz, which are not budgeted to reoccur in FY 2004.
  - The FY 2004 budget for basketball includes contractual bonus incentives and Coach Alford's compensation from the University of Iowa Foundation, which had been previously paid but not included in the athletic budget.
  - Increased expenses for men's other sports include higher salary costs, some higher team travel expenses, higher scholarship costs, as well as higher medical expenses.
- Women's Sports      Expenses for women's sports are expected to increase by 9.0% (\$656,530) from the FY 2003 projection. The increases range from 11.2% for volleyball to 8.7% for basketball and all other women's sports.
- Increased expenses include higher salary costs, some higher team travel expenses, higher scholarship costs, increased event management costs, as well as higher medical expenses.
  - The increase for basketball includes higher salaries for coaches and anticipated higher costs for travel, primarily because of game locations. The increase also includes compensation paid to Coach Bluder from the University of Iowa Foundation, which has been paid previously but not included in the athletic budget.
- Scholarships      The FY 2004 budget includes a total of 144.66 men's scholarships. The number does not include scholarships for 5<sup>th</sup> year students, summer school and medical cases. The scholarships are valued at approximately \$3.3 million.
- The FY 2004 budget includes a total of 126.48 women's scholarships. The number does not include scholarships for 5<sup>th</sup> year students, summer school and medical cases). The total dollar value is \$3.1 million.
- Scholarship information is included on Table 1a (page 18)
- Administration & General      Administration and general expenses are budgeted to increase by 11.4% (\$700,334) from the FY 2003 projection to the FY 2004 budget. This increase includes:
- Salary increases, including \$167,000 for Athletic Director Bowsby received from the University of Iowa Foundation. (The salary component from the Foundation has been paid previously, but was not included in the athletic budget.)



- Salary line for anticipated post season and supplemental salary bonus.
- New budget line of telecommunications (had been included in the buildings and grounds budget), which includes the majority of phone and data ports assigned to Athletics, plus long distance calls and the 800 numbers assigned to Athletics.
- Increase in overhead assigned to Athletics by the University Central Administration.

Academic & Counseling

Academic and Counseling, which provides student support including tutorials, will increase by 8.4% (\$101,504) to \$1.3 million.

Buildings & Grounds

Facility expenses will increase because of operation expenses (approximately \$125,000) for the Russell and Ann Gerdin Athletics Learning Center which is scheduled to open in fall 2003.

The total amount for buildings and grounds will, however, decrease by \$125,602 (-2.9%) due to anticipated lower custodial costs, lower utility costs in some areas, lower salary requirements due to retirement, and the transfer of telecommunications expenses to administration and general (see above).

## Iowa State University

Summary

The following table provides a summary of the Iowa State University FY 2004 preliminary athletic budget. A more detailed budget is included on page 19.

	FY 2003 <u>Projection</u>	FY 2004 Prel. <u>Budget</u>	% <u>Diff.</u>
<u>INCOME:</u>			
Sports	\$ 10,692,839	\$ 9,954,367	-6.9%
Other	13,858,595	14,865,603	7.3%
University Support	<u>3,092,655</u>	<u>3,165,951</u>	2.4%
TOTAL INCOME	<u>\$27,644,089</u>	<u>\$27,985,921</u>	<u>1.2%</u>
<u>EXPENSES:</u>			
Sports	\$5,907,110	\$6,032,000	2.1%
NonSports Operations	3,520,460	3,578,085	1.6%
Scholarships	4,095,888	4,792,497	17.0%
Salaries	9,976,106	11,397,337	14.2%
Other	<u>4,144,525</u>	<u>2,186,002</u>	-47.3%
TOTAL EXPENSE	<u>\$27,644,089</u>	<u>\$27,985,921</u>	<u>1.2%</u>

FY 2004  
Summary

The University reports that its FY 2004 budget maintains a broad-based athletic program while continuing the Athletic Department's commitment to gender equity principles and meeting the requirements of Title IX of the Education Amendments of 1972. The Department also strives to provide an environment that allows the student-athletes to be competitive in their sport and academics.

Revenues and expenses are budgeted to increase by 1.2% (\$341,832). The University reports that the FY 2004 revenue budget reflects conservative goals for ticket sales to offset the budgeted expenditures that include tuition and fee increases, inflationary cost increases, the new ISU Administrative Fee (2%) assessed to all auxiliary units, and the need to be competitive in the market with coaches contracts.

Revenue:

Sports Income Sports income is budgeted to decrease by \$738,472 (-6.9%) from the FY 2003 projection.

Ticket Prices Football season tickets will increase from \$175 to \$215 for the 2003 season including a \$15 per season ticket facility fee. There are seven home games.

- The single Iowa premium ticket increased from \$45 to \$50; other single game football ticket prices are \$25 or \$35.
- Men's basketball season tickets for the arena and parquet will remain the same price as in the past season; balcony season tickets will decrease from \$410 to \$199.
- Women's basketball season tickets will remain the same price as the 2002-2003 season.

Athletic Conference Big Twelve Conference revenue is budgeted to decline by \$1,210,389 (-20.3%) from the FY 2003 projection; the FY 2004 budget includes three televised games while the FY 2003 projection includes the eight televised football games which occurred.

General University Support General University revenue is budgeted to increase by a net amount of \$73,296 (2.4%) from the FY 2003 estimate to a total of \$3,165,951. This amount reflects the tuition increase in the women's scholarship allocation, a 2% salary increase for professional and scientific staff and the merit salary contract increase of 6.5%.

Student Fees / Operations The mandatory fee for intercollegiate athletics is \$42.00 for the 2003-2004 academic year and \$10.50 for the summer session. The fee for the academic year is unchanged from the 2002-2003 year, while the fee for the summer has declined by 50% (-\$10.50).

The reduction in the fee for the summer plus budgeted enrollment declines will result in \$123,900 less revenue (\$1,106,700) from student fees for the 2003-2004 academic year compared to the 2002-2003 year.

**Other Income** An increase of \$1,110,000 (36.7%) from \$3,025,000 (FY 2003 projection) to \$4,135,000 (FY 2004 budget) is included from Athletic Development. This change is due to increased Cyclone Club fundraising goals.

Also included is increased income due to the marketing rights contract with Clear Channel / ESPN.

Expenses:

**Sports Operations** The FY 2004 budget includes small increases for football (\$32,500) and women's basketball (\$15,650), a decline for men's basketball (-\$12,160) and a total increase of \$88,900 for other men's and women's sports programs. (The sports operations budgets do not include funding for scholarships or coaches' salaries.)

**Nonsports Operations** Changes in nonsports operational expenditures (FY 2004 budget compared to FY 2003 projection) include:

- A decline of 8.7% (\$-12,720) in academic services (does not include any carry-over of Special Assistance Funds);
- An increase of 21.1% (\$66,200) for buildings and grounds (includes \$50,000 for six months of operation of the new Indoor Practice Facility);
- An increase of 15.5% (\$20,600) for marketing (increased funding to enhance football marketing for additional ticket sales); and
- A decline of 23.2% (-\$127,475) in corporate sponsorship (debt service payments on the Hilton video board were completed in FY 2003).

**Salaries** Salaries are budgeted to increase by 14.2% (\$1,421,231) above the FY 2003 projection. This amount includes a 2% salary increase for P&S staff and the merit 6.5% contract increase and includes contract buy-outs for men's basketball.

**Scholarships** Scholarships are budgeted at the full number of scholarships allowed by the NCAA.

The FY 2004 budget includes a total of 127.70 men's scholarships (budgeted at \$2,208,424), an increase of 7.06 scholarships over the FY 2003 projection (\$1,870,188).

A total of 109 women's scholarships is budgeted at \$2,016,903, an increase of \$353,603 (21.3%) over the FY 2003 projection (99.95 scholarships at a cost of \$1,663,300).

Detailed scholarship information is included on Table 2a (page 21).

### University of Northern Iowa

FY 2003 The University submitted a FY 2003 revised budget in addition to a FY 2003 projection. These budgets include the salary / wage increases which were not effective until November 2002, team fundraising, estimates of diversity qualifying student athletes, postseason expense, reinstatement of women's tennis and swimming, and athletic media operations. (The latter had not previously been included in the budget for intercollegiate athletics.)

FY 2004 Budget Reduction not Included Intercollegiate Athletics will incur a budget reduction of \$100,000. This budget reduction is not reflected in the table which follows. The University reports that this reduction was determined after the preliminary budget was prepared. The final FY 2004 athletic budget will include this reduction.

The following table provides a summary of the University of Northern Iowa FY 2004 preliminary athletic budget. A more detailed budget is included on page 22.

	FY 2003 <u>Projection</u>	FY 2004 Preliminary <u>Budget</u>	% <u>Diff</u>
<b><u>INCOME:</u></b>			
Sports	\$1,057,205	\$1,038,525	-1.8%
Student Activities / Services Fees	1,035,200	1,204,625	16.4%
General University Support <sup>1</sup>	4,206,942	4,511,012	7.2%
Other Income	<u>1,080,239</u>	<u>1,122,500</u>	3.9%
<b>TOTAL INCOME</b>	<b><u>\$7,379,586</u></b>	<b><u>\$7,876,662</u></b>	<b><u>6.7%</u></b>
<b><u>EXPENSES:</u></b>			
Men's Sports	\$3,487,165	\$3,649,307	4.6%
Women's Sports	2,212,038	2,453,689	10.9%
Other Expenses	<u>1,680,383</u>	<u>1,773,666</u>	5.6%
<b>TOTAL EXPENSES</b>	<b><u>\$7,379,586</u></b>	<b><u>\$7,876,662</u></b>	<b><u>6.7%</u></b>

<sup>1</sup> Includes budget line for diversity support.

Revenue:

Sports Income      FY 2004 sports income is expected to decline by \$18,680 (-1.8%) from FY 2003 projected income.

Ticket prices will increase from \$20 to \$24 per game for football premium seating (reserved for Athletic Club members who receive ticket discounts based on levels of giving). Non-premium reserved or general admission seats for adults will increase by \$3 to \$15 per ticket. Ticket price increases will generate an estimated \$27,000.

The increase in football income (\$49,455 from the FY 2003 projection to the FY 2004 budget) and the decrease in men's basketball income (\$55,581 between the same two budgets) also reflect changes in the guarantees to be received and paid during the 2003-2004 athletic seasons.

Volleyball ticket prices will increase by \$2 to \$8 per game, the first increase since the 1999 season. The increased ticket price is estimated to generate an additional \$10,000 in revenues.

General University Support      General University support is budgeted to increase by \$367,768 (10.1%) in FY 2004, while Diversity support (also funded by the general fund) is budgeted to decrease by \$63,698 (-11.3%) from the FY 2003 projection. Together, income from these two line items is budgeted to increase by \$304,070 (7.2%) from the FY 2003 projection to the FY 2004 budget.

The University reports that the increase in general university support is for salary and fringe benefit increases and women's tennis and swimming programs, including scholarships. The FY 2003 revised budget included general university support for operations and a portion of the coaches' salaries for women's swimming and tennis. However, the general university did not fund women's scholarships in FY 2003; these were funded from foundation support.

Student Fees      In November 2001, the Board approved the redirection from designated tuition to mandatory fees (student services fee) of funding for intercollegiate athletics in the amount of \$37 per academic year and \$16.75 for the summer.

In November 2002, the Board approved an increase in the University of Northern Iowa student services mandatory fee of \$18.50 (from \$83.50 to \$102.00).

In May 2003, the Board allocated the UNI student services mandatory fee, including \$45.50 for the 2003-2004 academic year for intercollegiate athletics, an increase of \$8.50 from the 2002-2003 academic year fee of \$37.00.

The Board in May also allocated a portion of tuition specifically designated as student fees. The amount of the student activities fee

designated for intercollegiate athletics is \$21.90 for the 2003-2004 academic year, an increase of \$3.10 per academic year.

The Board also approved, in November 2001, initiation of a fee for the Panther Pass, which will provide free or reduced admission for students to most UNI athletic, music and theatre events. This fee, which is part of the mandatory student services fee, was increased as part of the allocation of mandatory fees in May 2003 from \$30 to \$40. The sum of \$25 of the \$40 fee is allocated to Intercollegiate Athletics.

In total, the three sources of fees (listed above) for Intercollegiate Athletics total \$92.40 per academic year per student at the University of Northern Iowa; the revenue from the fees is budgeted at \$1,204,625 for FY 2004.

General fund support (including funds for diversity support) mandatory fees and designated tuition total \$5,715,637 or 72.6% of the FY 2004 budget; this compares to a 71.0% share for the FY 2003 projection and a FY 2002 actual share of 63.8%.

Alumni /  
Foundation  
Support

Alumni/Foundation Support is projected to increase by \$30,908 (5.7%) to \$575,000 from the FY 2003 projection of \$544,092. In FY 2001 and FY 2002 Alumni / Foundation support totaled more than \$1 million each year. The University reports that endowment income has dropped.

Further, in FY 2002, alumni / foundation support included post-season expenses, terminal payouts for coaches, new coaching positions needed immediately, search and transition expenses for vacancies and some part-time temporary coaches. In addition, the University reports that other revenue projections were too optimistic. The combination of these two items required a large transfer from the athletics foundation endowment to balance FY 2002.

General Income

General income is budgeted to increase by \$35,000 (16.5%) from the FY 2003 projection. The increase is from new advertising revenue for use of the video board installed in the UNI-Dome in October 2002.

Expenses:

Men's Sports

Expenses for men's sports are budgeted to increase by \$162,142 (4.6%) from the FY 2003 projection. The University reports that the increases are due to staff salary increases and scholarships, including scholarship support for athletes meeting diversity criteria.

- Expenses for football and men's basketball are budgeted to increase by 8.7% (\$145,368) and 7.7% (\$57,223) respectively.
- The budgets for all other men's sports, in the aggregate, will decline by 3.8% (\$-40,449); fewer funds are budgeted for post-season tournament expense.

**Women's Sports** Expenses for women's sports are budgeted to increase in total by \$241,651 (10.9%) from the FY 2003 projection. The University reports that the increases are due to staff salary increases and scholarships, including scholarship support for athletes meeting diversity criteria.

The budget for women's basketball is to increase by \$57,634 (9.6%) over the FY 2003 projection while the budget for volleyball will increase by \$41,498 (12.2%) over the FY 2003 projection.

Expenses for all other women's sports are budgeted to increase by \$142,519 (11.2%) from the FY 2003 projection. Two additional soccer scholarships, for a total of seven scholarships, will be available.

Expenses for all other women's sports are budgeted to increase by \$142,519 (11.2%) from the FY 2003 projection. Two additional soccer scholarships, for a total of seven scholarships, will be available.

**Other Expenses** Other expenses are budgeted to increase by 5.6% (\$93,283) in total.

- Athletic training will decline by 5.2% (-\$17,086) from the FY 2003 projection.
- There will be a minimal increase in the FY 2004 budget for Athletic Media Relations from the FY 2003 projection. The budget for this Department was first reflected in the Intercollegiate Athletics budget beginning with the FY 2003 revised budget (see page 22)
- Administration and general expenses are budgeted to increase by \$39,608 (3.4%) from the FY 2003 projection.

**Scholarships** The number of budgeted scholarships for FY 2004 will increase by a total of two scholarships, reflecting an increase for women's soccer.

One hundred and three men's scholarships are budgeted with a value of \$1,485,161; the number of scholarships is not changed from the FY 2003 projection, but the dollar value is \$164,596 higher (11.2%) than the FY 2003 projection.

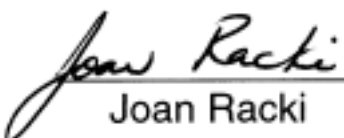
Eighty-four women's scholarships are budgeted (two more than FY 2003) at a cost of \$1,023,380; the dollar amount is \$202,190 higher (24.6%) than the FY 2003 projection, but only \$87,394 higher than the FY 2003 revised budget.

- The significant reduction in the dollar amount for women's scholarships from the FY 2003 revised budget to the FY 2003 projection reflects a change in the mix of out-of-state to in-state students since the total number of scholarships did not change.

- When the women's soccer program was started in FY 2001, five scholarships were made available. The University reports that the plan was to gradually increase scholarship support for the program. For FY 2004, seven scholarships will be available and the NCAA limit is twelve.

Scholarship information is included on Table 3a (page 23).

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Joan Racki

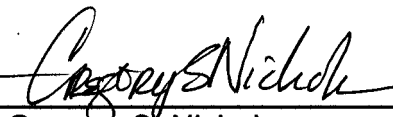
Approved:   
Gregory S. Nichols



Table 1  
UNIVERSITY OF IOWA ATHLETIC BUDGETS

	FY 2001	FY 2002	FY 2003		Preliminary Budget	FY 2004	% Change from FY 2003 Projection
	Actual	Actual	Original Budget	03-Jun Projection (as of 4/30)		\$ Change from FY 2003 Projection	
<b>INCOME:</b>							
<b>Men's Sports</b>							
Football	\$ 9,757,989	\$ 9,780,052	\$ 11,400,000	\$ 12,018,400	\$ 13,783,200	\$ 1,764,800	14.7%
Basketball	3,795,404	3,909,607	4,481,500	4,503,500	4,462,000	(41,500)	-0.9%
Wrestling	179,274	210,343	201,000	269,100	226,000	(43,100)	-16.0%
All Other	6,666	11,481	3,500	4,500	2,500	(2,000)	-44.4%
<b>Total Men's Sports</b>	<b>\$ 13,739,333</b>	<b>\$ 13,911,483</b>	<b>\$ 16,086,000</b>	<b>\$ 16,795,500</b>	<b>\$ 18,473,700</b>	<b>\$ 1,678,200</b>	<b>10.0%</b>
<b>Women's Sports</b>							
Basketball	153,710	\$ 214,674	\$ 200,000	\$ 200,000	\$ 200,000		
Volleyball	9,477	258,316	10,000	10,000	10,000		
All Other	12,957	11,068	12,000	13,400	12,000	(1,400)	-10.4%
<b>Total Women's Sports</b>	<b>\$ 176,144</b>	<b>\$ 235,383</b>	<b>\$ 222,000</b>	<b>\$ 223,400</b>	<b>\$ 222,000</b>	<b>\$ (1,400)</b>	<b>-0.6%</b>
<b>Other Income</b>							
Student Activity Fees	705,395	\$ 1,490,611	\$ 1,289,444	\$ 1,505,400	\$ 1,401,944	\$ (103,456)	-6.9%
Athletic Conference	7,055,704	9,010,848	10,003,000	10,298,077	10,419,000	120,923	1.2%
Univ. General Support	1,925,000	2,166,137	2,437,361	2,437,361	2,389,361	(48,000)	-2.0%
Interest	486,718	258,316	425,000	350,000	300,000	(50,000)	-14.3%
Alumni/Foundation Support	3,836,386	3,623,720	4,078,000	4,236,200	4,597,566	361,366	8.5%
Novelties--Bookstore	450,000	450,000	470,000	810,000	500,000	(310,000)	-38.3%
Radio, Football & Basketball	1,055,000	1,115,000	1,275,000	1,275,000	1,300,000	25,000	2.0%
General	2,773,064	2,385,989	2,130,000	2,635,700	2,495,975	(139,725)	-5.3%
<b>Total Other Income</b>	<b>\$ 18,287,267</b>	<b>\$ 20,500,621</b>	<b>\$ 22,107,805</b>	<b>\$ 23,547,738</b>	<b>\$ 23,403,846</b>	<b>\$ (143,892)</b>	<b>-0.6%</b>
<b>TOTAL INCOME</b>	<b>\$ 32,202,744</b>	<b>\$ 34,647,487</b>	<b>\$ 38,415,805</b>	<b>\$ 40,566,638</b>	<b>\$ 42,099,546</b>	<b>\$ 1,532,908</b>	<b>3.8%</b>
<b>EXPENSES:</b>							
<b>Men's Sports</b>							
Football	8,251,619	\$ 9,150,065	\$ 10,177,479	\$ 11,724,586	\$ 11,205,896	\$ (518,690)	-4.4%
Basketball	2,785,542	3,319,727	3,115,966	3,310,177	3,822,125	511,948	15.5%
Wrestling	717,961	721,514	704,601	737,389	823,210	85,821	11.6%
Other Sports	2,355,985	2,376,065	2,516,554	2,624,255	2,783,749	159,494	6.1%
<b>Total Men's Sports</b>	<b>\$ 14,111,107</b>	<b>\$ 15,567,371</b>	<b>\$ 16,514,600</b>	<b>\$ 18,396,407</b>	<b>\$ 18,634,980</b>	<b>\$ 238,573</b>	<b>1.3%</b>
<b>Women's Sports</b>							
Basketball	1,028,824	\$ 1,506,134	\$ 1,626,575	\$ 1,716,652	\$ 1,866,848	\$ 150,196	8.7%
Volleyball	497,525	554,782	650,596	673,608	749,226	75,618	11.2%
Other Sports	3,666,816	4,483,753	4,912,064	4,940,249	5,370,965	430,716	8.7%
<b>Total Women's Sports</b>	<b>\$ 5,193,165</b>	<b>\$ 6,544,669</b>	<b>\$ 7,189,235</b>	<b>\$ 7,330,509</b>	<b>\$ 7,987,039</b>	<b>\$ 656,530</b>	<b>9.0%</b>
<b>Other Expenses</b>							
Training Room	690,000	\$ 733,745	\$ 765,000	\$ 765,000	\$ 787,000	\$ 22,000	2.9%
Medical Exp. - Women Athletes <sup>1</sup>	207,564						
Sports Information	488,938	585,297	602,100	619,137	644,415	25,278	4.1%
Admin. & General Expenses	5,303,743	5,549,160	5,919,159	6,131,300	6,831,634	700,334	11.4%
Fifth Year Scholarship <sup>1</sup>	105,757						
Debt Retirement	1,186,010	1,746,218	1,765,944	1,765,944	1,701,944	(64,000)	-3.6%
Academic & Counseling	1,199,307	1,140,903	1,290,036	1,206,000	1,307,504	101,504	8.4%
Buildings & Grounds	4,112,551	4,121,862	4,038,963	4,330,632	4,205,030	(125,602)	-2.9%
<b>Total Other Expenses</b>	<b>\$ 13,293,870</b>	<b>\$ 13,877,185</b>	<b>\$ 14,381,202</b>	<b>\$ 14,818,013</b>	<b>\$ 15,477,527</b>	<b>\$ 659,514</b>	<b>4.5%</b>
<b>TOTAL OPER. EXPENSE</b>	<b>\$ 32,598,142</b>	<b>\$ 35,989,225</b>	<b>\$ 38,085,037</b>	<b>\$ 40,544,929</b>	<b>\$ 42,099,546</b>	<b>\$ 1,554,617</b>	<b>3.8%</b>
<b>Total Operating Balance June 30</b>	<b>\$ (395,398)</b>	<b>\$ (1,341,738)</b>	<b>\$ 330,768</b>	<b>\$ 21,709</b>	<b>\$ -</b>	<b>\$ (21,709)</b>	

<sup>1</sup> Medical Expenses for Women Athletes and Fifth Year Scholarship budgeted by sport beginning in FY 2002.

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

**Scholarships Included in Operating Budget**

	<b>FY 2003 <u>Budget</u></b>	<b>FY 2003 <u>Projection</u><sup>1</sup></b>	<b>FY 2004 <u>Preliminary Budget</u><sup>2</sup></b>
Total # Women's Scholarships	141.00	147.83	126.48
Recipients	220.00	221.00	199.00
Total Dollar Value	\$ 2,606,425	\$ 2,727,700	\$ 3,080,039
Total # Men's Scholarships	157.40	152.72	144.66
Recipients	220.00	227.00	213.00
Total Dollar Value	\$ 2,832,425	\$ 2,832,425	\$ 3,275,365
Total # of Scholarships		300.55	271.14
Total Recipients		448.00	412.00
Total Dollar Value		\$ 5,560,125	\$ 6,355,404
band, trainers, managers		\$ 187,600	\$ 215,015
summer school			319,240
<b>GRAND TOTAL</b>			<b>\$ 6,889,659</b>

Table 2  
IOWA STATE UNIVERSITY ATHLETIC BUDGETS

	FY 2001	FY 2002	FY 2003		FY 2004		
	Actual	Actual	Original Budget	Projection	Preliminary Budget	\$ Change from FY 2003 Projection	% Change from FY 2003 Projection
<b>INCOME</b>							
<b>Sports:</b>							
Football	\$ 4,526,017	\$ 5,390,310	\$ 6,518,791	\$ 7,295,531 <sup>3</sup>	\$ 6,477,166 <sup>3</sup>	\$ (818,365)	-11.2%
Men's Basketball	3,155,325	3,243,094	2,914,294	2,637,683	2,669,501	31,818	1.2%
Women's Basketball	667,548	761,400	759,385	663,683	657,401	(6,282)	-0.9%
Other Sports	82,122	156,698	81,564	95,942	150,299	54,357	56.7%
<b>Subtotal</b>	<b>\$ 8,431,012</b>	<b>\$ 9,551,502</b>	<b>\$ 10,274,034</b>	<b>\$ 10,692,839</b>	<b>\$ 9,954,367</b>	<b>\$ (738,472)</b>	<b>-6.9%</b>
<b>Other Income</b>							
Student Activity Fees	1,005,264	\$ 1,045,224	\$ 1,230,600	\$ 1,230,600	\$ 1,106,700	\$ (123,900)	-10.1%
Big Twelve Conference	4,783,058	4,681,567	4,387,349	5,973,389 <sup>4</sup>	4,763,000 <sup>4</sup>	(1,210,389)	-20.3%
NCAA Scholarships	471,225	474,670	495,877	527,436	431,403	(96,033)	-18.2%
Physical Therapy	218,219	155,220	220,000	160,000	160,000	-	0.0%
Other	670,105	604,094	1,684,000	1,793,537	2,130,000	336,463	18.8%
Alumni Credit Card	30,000	30,000	30,000	30,000	30,000	-	0.0%
Athletic Development	2,240,000	3,160,000	3,375,000	3,025,000	4,135,000	1,110,000	36.7%
Corporate Sponsorship	885,662	937,946	261,500	291,500	319,500	28,000	9.6%
Endowment Income	163,362	116,013	70,000	86,700	85,000	(1,700)	-2.0%
Foundation Development	155,000	155,000	155,000	155,000	155,000	-	0.0%
<b>Subtotal</b>	<b>\$ 10,621,895</b>	<b>\$ 11,359,734</b>	<b>\$ 11,909,326</b>	<b>\$ 13,273,162</b>	<b>\$ 13,315,603</b>	<b>\$ 42,441</b>	<b>0.3%</b>
<b>University Support</b>	<b>2,403,465</b>	<b>2,778,396</b>	<b>2,853,125</b>	<b>3,092,655</b>	<b>3,165,951</b>	<b>73,296</b>	<b>2.4%</b>
<b>Trans. from Accrual Reserves</b>				<b>585,433 <sup>5</sup></b>		<b>(585,433)</b>	
<b>Transfer from Operating Reserve</b>					<b>1,550,000 <sup>6</sup></b>	<b>1,550,000</b>	
<b>Advance Ticket Sales</b>	<b>865,237</b>	<b>1,518,518</b>					
<b>TOTAL INCOME</b>	<b>\$ 22,321,609</b>	<b>\$ 25,208,150</b>	<b>\$ 25,036,485</b>	<b>\$ 27,644,089</b>	<b>\$ 27,985,921</b>	<b>\$ 341,832</b>	<b>1.2%</b>
<b>EXPENSES</b>							
<b>Sports Operations:</b>							
Football	2,121,116	\$ 2,370,538	\$ 2,328,500	\$ 2,580,500	\$ 2,613,000	\$ 32,500	1.3%
Men's Basketball	1,229,522	1,292,266	1,287,000	1,282,160	1,270,000	(12,160)	-0.9%
Women's Basketball	584,427	666,762	691,350	686,350	702,000	15,650	2.3%
Other Men's Sports	507,776	303,570	339,700	339,700	359,500	19,800	5.8%
Other Women's Sports	913,300	911,691	997,600	1,018,400	1,087,500	69,100	6.8%
<b>Subtotal</b>	<b>\$ 5,356,141</b>	<b>\$ 5,544,827</b>	<b>\$ 5,644,150</b>	<b>\$ 5,907,110</b>	<b>\$ 6,032,000</b>	<b>\$ 124,890</b>	<b>2.1%</b>
<b>NonSports Operations:</b>							
Training	270,448	\$ 237,448	\$ 246,650	\$ 240,650	\$ 242,000	\$ 1,350	0.6%
Academic Services	120,042	139,010	126,500	146,720	134,000	(12,720)	-8.7%
Building & Grounds	311,855	293,292	315,800	313,800	380,000	66,200	21.1%
Development	73,285	67,830	63,400	57,400	58,550	1,150	2.0%
Administration	751,971	739,044	938,000	948,000	992,000	44,000	4.6%
Ticket Operations	259,514	285,324	280,200	387,200	386,000	(1,200)	-0.3%
Media Relations	119,956	112,862	128,400	132,400	135,000	2,600	2.0%
Marketing	165,214	148,887	133,000	133,000	153,600	20,600	15.5%
Corporate Sponsorship	431,063	471,325	478,865	548,340	420,865	(127,475)	-23.2%
Medical	505,123	386,917	460,000	310,000	370,500	60,500	19.5%
Other <sup>(1)</sup>	260,733	314,322	281,350	302,950	305,570	2,620	0.9%
<b>Subtotal</b>	<b>\$ 3,269,204</b>	<b>\$ 3,196,261</b>	<b>\$ 3,452,165</b>	<b>\$ 3,520,460</b>	<b>\$ 3,578,085</b>	<b>\$ 57,625</b>	<b>1.6%</b>
<b>Scholarships</b>	<b>3,695,976</b>	<b>3,735,562</b>	<b>4,535,888</b>	<b>4,095,888</b>	<b>4,792,497 <sup>7</sup></b>	<b>696,609</b>	<b>17.0%</b>
<b>Salaries</b>	<b>7,072,093</b>	<b>9,185,749</b>	<b>9,907,782</b>	<b>9,976,106 <sup>8</sup></b>	<b>11,397,337 <sup>8</sup></b>	<b>1,421,231</b>	<b>14.2%</b>
<b>Projects</b>	<b>408,018</b>	<b>479,796</b>	<b>13,500</b>	<b>1,013,525 <sup>9</sup></b>	<b>40,000</b>	<b>(973,525)</b>	<b>-96.1%</b>
<b>Debt Service</b>	<b>721,993</b>	<b>816,530</b>	<b>1,133,000</b>	<b>1,195,000</b>	<b>1,608,002 <sup>10</sup></b>	<b>413,002</b>	<b>34.6%</b>
<b>Post Season Championship Pool</b>	<b>(32,511)</b>	<b>(224,526)</b>	<b>350,000</b>	<b>70,000 <sup>11</sup></b>	<b>375,000</b>	<b>305,000</b>	<b>435.7%</b>
<b>Transfer to Operating Reserve</b>	<b>886,596</b>			<b>1,448,000 <sup>6</sup></b>		<b>(1,448,000)</b>	
<b>Accrual Reserve</b>	<b>944,099</b>	<b>2,103,951</b>					
<b>Transfer to Plant Fund</b>		<b>370,000</b>		<b>418,000</b>	<b>163,000 <sup>6</sup></b>	<b>(255,000)</b>	<b>-61.0%</b>
<b>TOTAL EXPENSE</b>	<b>\$ 22,321,609</b>	<b>\$ 25,208,150</b>	<b>\$ 25,036,485</b>	<b>\$ 27,644,089</b>	<b>\$ 27,985,921</b>	<b>\$ 341,832</b>	<b>1.2%</b>

**Notes to Iowa State University Athletics FY 2003 Projection and FY 2004 Budget**

- <sup>(1)</sup> Other: Includes Video, Strength & Conditioning, Compliance, Physical Therapy, General Equipment and Supplies, Graphic Design and Spirit Squad.
- <sup>(2)</sup> Accounting change - transferred computer support budget line item from all sports/units to Administration budget.
- <sup>(3)</sup> FY 2003 included the \$1 million guarantee from the Eddie Robinson Classic. FY 2004 revenue reflects increased football ticket prices for 2004 season plus the \$15 facility fee for each ticket. FY 2003 projection includes 2003 season ticket revenue received before July 1, 2003.
- <sup>(4)</sup> FY 2003 Projection includes 8 football televised games; annually budget for 3 televised games.
- <sup>(5)</sup> FY 2003 Transfer from Accrual Reserve: Projects funded with FY 2002 year-end funding; the funds were transferred into the accrual reserve in FY 2002.
- <sup>(6)</sup> FY 2003 Transfer to Operating Reserve will be used to balance FY 2004 budget.
- <sup>(7)</sup> FY 2004 budget includes scholarships budgeted for the full number of scholarships allowed by the NCAA (234).
- <sup>(8)</sup> FY 2003 Projection for Salaries includes new contract for head football coach and increase in assistant football coach salary pool. FY 2004 Budget for Salaries includes contract buy-outs for Men's Basketball.
- <sup>(9)</sup> FY 2003 Projection for Projects includes \$214,000 paid for football video board on July 1994 master lease. One time items approved as funds become available.
- <sup>(10)</sup> FY 2004 Debt Service includes new University administrative fee charged to auxiliary units (estimated at \$310,000).
- <sup>(11)</sup> FY 2003 Post Season Championship Pool: Humanitarian Bowl net proceeds.
- <sup>(12)</sup> FY 2004 Transfer to Plant Fund - \$175,00 for softball bleachers and \$243,000 facility fee funds for stadium maintenance.

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

**Scholarships Included in Operating Budget**

	<b>FY 2003 Original <u>Budget</u></b>	<b>FY 2003 <u>Projection</u></b>	<b>FY 2004 Preliminary <u>Budget</u></b>
Total # Women's Scholarships	109.00	99.95	109.00
Total Dollar Value	\$ 1,843,726	\$ 1,663,300	\$ 2,016,903
Total # Men's Scholarships	129.15	120.64	127.70
Total Dollar Value	\$ 2,074,773	\$ 1,870,188	\$ 2,208,424
Summer School/ Exhausted & Medical Aid	\$ 617,391	\$ 562,400	\$ 567,170
Total Scholarships	\$ 4,535,890	\$ 4,095,888	\$ 4,792,497

Table 3  
UNIVERSITY OF NORTHERN IOWA ATHLETIC BUDGETS

	FY 2001	FY 2002	FY 2003			FY 2004		
	Actual	Actual	Original Budget	Revised Budget <sup>1</sup>	Projection <sup>1</sup>	Preliminary Budget	\$ Change from FY 2003 Projection	% Change from FY 2003 Projection
<b>INCOME</b>								
<b>Sports</b>								
Football	\$ 331,249	\$ 609,146	\$ 494,000	\$ 494,000	\$ 552,545	\$ 602,000	\$ 49,455	9.0%
Men's Basketball	322,209	350,903	307,800	307,800	315,581	280,000	(55,581)	-17.6%
Men - All Other Sports	79,363	30,195	27,700	62,700	72,570	66,250	(6,320)	-8.7%
Women - All Sports	90,903	73,198	84,800	109,800	116,509	110,275	(6,234)	-5.4%
<b>Subtotal</b>	<b>\$ 823,724</b>	<b>\$ 1,063,442</b>	<b>\$ 914,300</b>	<b>\$ 974,300</b>	<b>\$ 1,057,205</b>	<b>\$ 1,038,525</b>	<b>\$ (18,680)</b>	<b>-1.8%</b>
<b>Other Income</b>								
Student Activity/Services Fees	\$ 622,626	\$ 682,617	\$ 1,035,200	\$ 1,035,200	\$ 1,035,200	\$ 1,204,625	\$ 169,425	16.4%
General University Support	3,272,435	3,244,460	3,222,823	3,615,404	3,643,244	4,011,012	367,768	10.1%
Diversity Support	300,000	603,645	400,000	563,698	563,698	500,000	(63,698)	-11.3%
Alumni/Foundation Support	1,314,957	1,009,027	615,000	660,500	544,092	575,000	30,908	5.7%
Athletic Conf. / NCAA Support	169,961	209,255	200,000	200,000	282,847	250,000	(32,847)	-11.6%
Novelties -- Bookstore	200	750	15,000	25,000	41,000	50,000	9,000	22.0%
General	346,160	293,180	301,000	291,000	212,500	247,500	35,000	16.5%
<b>Subtotal</b>	<b>\$ 6,026,339</b>	<b>\$ 6,042,934</b>	<b>\$ 5,789,023</b>	<b>\$ 6,390,802</b>	<b>\$ 6,322,381</b>	<b>\$ 6,838,137</b>	<b>\$ 515,756</b>	<b>8.2%</b>
<b>TOTAL INCOME</b>	<b>\$ 6,850,063</b>	<b>\$ 7,106,376</b>	<b>\$ 6,703,323</b>	<b>\$ 7,365,102</b>	<b>\$ 7,379,586</b>	<b>\$ 7,876,662</b>	<b>\$ 497,076</b>	<b>6.7%</b>
<b>EXPENSES</b>								
<b>Men's Sports</b>								
Football	\$ 1,565,633	\$ 1,617,867	\$ 1,674,552	\$ 1,718,436	\$ 1,678,500	\$ 1,823,868	\$ 145,368	8.7%
Basketball	737,455	675,937	710,042	738,438	744,200	801,423	57,223	7.7%
All Other Men's Sports	1,104,701	1,124,610	840,804	898,078	1,064,465	1,024,016	(40,449)	-3.8%
<b>Subtotal</b>	<b>\$ 3,407,789</b>	<b>\$ 3,418,414</b>	<b>\$ 3,225,398</b>	<b>\$ 3,354,952</b>	<b>\$ 3,487,165</b>	<b>\$ 3,649,307</b>	<b>\$ 162,142</b>	<b>4.6%</b>
<b>Women's Sports</b>								
Basketball	\$ 507,931	536,205	\$ 604,969	\$ 631,066	\$ 601,800	\$ 659,434	\$ 57,634	9.6%
Volleyball	268,581	303,810	322,330	345,790	341,425	382,923	41,498	12.2%
All Other	1,109,866	1,275,334	1,012,064	1,285,465	1,268,813	1,411,332	142,519	11.2%
<b>Subtotal</b>	<b>\$ 1,886,378</b>	<b>\$ 2,115,349</b>	<b>\$ 1,939,363</b>	<b>\$ 2,262,321</b>	<b>\$ 2,212,038</b>	<b>\$ 2,453,689</b>	<b>\$ 241,651</b>	<b>10.9%</b>
<b>Other Expenses</b>								
Athletic Training	\$ 290,450	298,125	\$ 303,297	\$ 306,873	\$ 327,880	\$ 310,794	\$ (17,086)	-5.2%
Athletic Media Relations <sup>2</sup>				178,678	178,678	179,306	628	0.4%
Administration & General	1,265,446	1,271,424	1,098,502	1,125,515	1,158,825	1,198,433	39,608	3.4%
Contingency		3,064	136,763	136,763	15,000	85,133	70,133	467.6%
<b>Subtotal</b>	<b>\$ 1,555,896</b>	<b>\$ 1,572,613</b>	<b>\$ 1,538,562</b>	<b>\$ 1,747,829</b>	<b>\$ 1,680,383</b>	<b>\$ 1,773,666</b>	<b>\$ 93,283</b>	<b>5.6%</b>
<b>TOTAL EXPENSES</b>	<b>\$ 6,850,063</b>	<b>\$ 7,106,376</b>	<b>\$ 6,703,323</b>	<b>\$ 7,365,102</b>	<b>\$ 7,379,586</b>	<b>\$ 7,876,662</b>	<b>\$ 497,076</b>	<b>6.7%</b>

Notes to University of Northern Iowa FY 2003 Revised Budget and Projection and FY 2004 Budget

<sup>(1)</sup> FY 2003 Revised Budget and FY 2003 Projection columns include salary and wage increases which did not become effective until November 2002, team fundraising, estimates of diversity qualifying student-athletes, postseason expense and athletic media relations

<sup>(2)</sup> Athletic Media Relations is included in the FY 2003 revised, FY 2003 projection and FY 2004 budget. This General Education Account was not previously included in the Intercollegiate Athletic Budget.

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

**Scholarships Included in Operating Budget**

	<b><u>FY 2003 Original Budget</u></b>	<b><u>FY 2003 Revised Budget</u></b>	<b><u>FY 2003 Projection</u></b>	<b><u>FY 2004 Preliminary Budget</u></b>
Total # Women's Scholarships	82 <sup>1</sup>	82 <sup>1</sup>	82	84 <sup>1</sup>
Number of Recipients			104	
Total Dollar Value	\$ 797,204	\$ 935,986	\$ 821,190	\$ 1,023,380
Total # Men's Scholarships	103 <sup>1</sup>	103 <sup>1</sup>	103	103 <sup>1</sup>
Number of Recipients			194	
Total Dollar Value	\$ 1,300,238	\$ 1,325,154	\$ 1,320,565	\$ 1,485,161
Total # of Scholarships	185 <sup>1</sup>	185 <sup>1</sup>	185	187 <sup>1</sup>
Total Dollar Value	\$ 2,097,442	\$ 2,261,140	\$ 2,141,755	\$ 2,508,541

<sup>1</sup> Budgets are based on full-time equivalent (FTE) scholarships and estimates of diversity qualifying student -athletes.