MEMORANDUM

TO:	Fort Wayne Senate
FROM:	Jeffrey Malanson, Chair

Budgetary Affairs Subcommittee

DATE: January 25, 2017

SUBJ: Annual Report on Athletics Budget

- WHEREAS, On 17 October 2016, the Fort Wayne Senate amended the Senate Bylaws for the Budgetary Affairs Subcommittee (BAS) to include the charge to "Review and comment on the annual athletic budget, and supporting activities in the fall semester each year"; and
- WHEREAS, This charge was previously the responsibility of the Subcommittee on Athletics (SCOA) (now the Athletics Advisory Subcommittee); and
- WHEREAS, The Athletics budget has undergone significant changes in recent years in an effort to make it a more accurate reflection of the real costs of Athletics at IPFW and to make those costs more transparent to the university community; and
- WHEREAS, The Athletics budget has come under increasing scrutiny in recent years as a result of IPFW's enrollment declines and the resulting loss of revenues; and
- WHEREAS, A review of Senate records suggests that SCOA never submitted an annual report on the Athletics budget to the Senate;
- BE IT RESOLVED, That the Senate accept this report from BAS, which provides an overview of the recent changes to the Athletics budget, as well as a year-over-year assessment of the Athletics budget.

Approve	Not Approve	Abstain	Absent
Hosni Abu-Mulaweh			Jordan Marshall
Nurgul Aitalieva			
Martha Coussement			
Suining Ding			
Cigdem Gurgur			
Steven Hanke			
Jeffrey Malanson			

Budgetary Affairs Subcommittee Report on the IPFW Athletics Budget

Note: All data referenced in this report was provided to the Budgetary Affairs Subcommittee by Senior Associate Athletic Director Tim Heffron, and is included as an Appendix.

Athletics appears an Auxiliary Fund within the IPFW university budget. This means that Athletics is responsible for managing its own balance sheet. Athletics has three general sources of revenue: Student Activity Fees, the IPFW General Fund, and Athletics-generated revenue. Student Activity Fee and General Fund revenues combine to form the institutional subsidy for Athletics.

Student Activity Fees: For 2016-17, students pay \$13.10 per credit hour of tuition as a Student Activity Fee. Current university policy allocates 65% of the Student Activity Fee (\$8.515) to Athletics.

IPFW General Fund: For 2016-17, 4.4% of IPFW's General Fund revenues are allocated to Athletics. Action Plan 41 dictates that in future years Athletics will continue to be budgeted at the rate of 4.4% of the General Fund.

Athletics-Generated Revenue: This revenue comes in a variety of forms, including tickets sales, NCAA and Summit League distributions, appearance guarantees, interest income, and other sources. This revenue is generated by Athletics and its operations, and is used by Athletics to support its operations.

The Athletics budget and annual expenses are reported in two documents. Athletics has an annual IPFW budget, and must also submit an annual financial audit to the NCAA. IPFW and the NCAA require much (but not all) of the same information; however, there are important differences in how that information is presented. The IPFW budget is developed each spring and is an attempt to project anticipated revenues and expenditures for the next fiscal year. The NCAA financial audit is an accounting of all revenues and expenditures prepared after the close of the fiscal year; it reflects what actually took place. As a result, the information contained in the IPFW and NCAA documents does not perfectly align. Both documents have also undergone significant changes in recent years, making meaningful comparisons of the current year's document to prior year problematic.

The Appendix to this report includes a breakdown of recent historical IPFW Athletics budgets and NCAA financial audits, as well as brief explanations of all of the changes that were made to the respective reporting templates over the past five years. This report highlights the changes that account for major increases or decreases in Athletics revenues and/or expenditures.

Changes to How the IPFW Athletics Budget is Reported

IPFW utilized the same Athletics budget template from 2011-12 to 2014-15. On the revenue side, budgeted revenue (including the three broad revenue categories discussed above) and nonbudgeted revenue (including third-party contributions and indirect facilities charges) were broadly categorized. On the expenditures side, expenses were reported by team or operating unit within Athletics. Significant changes were made to the budget template for FY 2016 (2015-16), with additional refinements made in FY 2017 (2016-17). On the revenue side, sources of revenue have been much more specifically broken down. For FY 2017, the full General Fund subsidy to Athletics is reflected in the operating income of Athletics. On the expenditures side, prior to FY 2016, scholarships were not budgeted, and a portion of many salaries associated with Athletics coaches and employees appeared in the university's General Fund budget but not in the Athletics budget. This meant that in prior years the costs of Athletics to the university, as those costs were reflected in the Athletics budget, were underreported. Starting with the FY 2016 Athletics budget. The result is that the FY 2016 Athletics budget is a far more transparent and accurate document than those from previous years. These changes, while positive, make comparisons with prior year budgets quite difficult.

Also on the expenditures side, expenses are now broken down by Cost Center across Athletics rather than by team. This brings the Athletics budget more in line with how all other unit budgets are reported at IPFW, and clarifies the kinds of expenses Athletics makes and how they change over time. The other major change, not fully reflected in the spreadsheet included in the Appendix, is that while Athletics scholarships are now a budgeted expense, as of FY 2017 that expense no longer shows up as part of the Athletics budget. Purdue University, whose budget templates we utilize, wants to track all student scholarships in a uniform manner, which requires moving that expense category out of Athletics. A clear picture of the Athletics budget would see this expense moved back in, as was done for the data used in this report, but this will no longer be the default reporting template.

Changes to the NCAA Financial Audit

The NCAA financial audit remained consistent from 2010-11 to 2013-14, but underwent major revisions in 2014-15 and 2015-16. In both years, additional revenue and expenditure categories were added in order to better reflect the variety of activities various Athletics programs engage in. The most notable change on the revenue side in 2014-15 was the renaming of "Indirect Facilities" to "Indirect Institutional Support," and the inclusion in this category of Athletics' portion of university HR, Accounting Services, and IT expenses, along with Physical Plant.

Two bigger changes appear in the 2015-16 financial audit, one as a result of the NCAA, and one as a result of IPFW. The NCAA added a new revenue subcategory to Indirect Institutional Support called "Athletic Facilities Debt Service, Lease and Rental Fees" that is designed to more fully reflect the Athletics portion of institutional debt. This added a new \$1.6 million dollars in revenue to the Athletics budget, although IPFW would be paying most, if not all of this money even if the Athletics department went away.

The 2015-16 financial audit is the first one where IPFW fully reported Athletics scholarships and salaries as part of the Athletics budget. On the revenue side of the financial audit, this shows up as an almost \$1.9 million increase in the "Direct institutional support" category. When combined with the \$1.6 million revenue increase due to the revised definition of Indirect Institutional Support, and other changes, it shows up as an Athletics budget that increased by \$3.2 million in a single year. Corresponding increases in salaries and facilities expenditures show up as a \$2.9 million increase in Athletics Expenditures. It must be reiterated that one significant portion of

this increase is the result of a more accurate reporting of Athletics expenses on salaries and scholarships, and that another significant portion of this increase is debt payments that IPFW was already making and will continue to make regardless of Athletics.

Comparison of FY 2016 (2015-16) and FY 2017 (2016-17) IPFW Athletics Budgets

The Athletics budget, as reflected in the IPFW budget documents for FY 2016 and FY 2017, remained stable, showing a decrease of \$11,000 in expenses out of a budget of more than \$8.3 million.

Revenues: Athletics budgeted a decline in Student Fee revenue of \$80,000 as a result of enrollment declines, but budgeted modest increases in almost all of the Athletics-generated revenue categories. The notable exception here is "Voluntary Support," which is budgeted to decrease by \$111,800. The "Administrative Charge," which is the General Fund subsidy, is listed as \$500 for FY 2016, but in reality it was about \$10,000 more than the "Administrative Charge" of \$4.92 million for FY 2017.

Expenditures: Expenditures are broken down as Salaries and Wages (S&W) and Supplies and Expenses (S&E). Athletics budgeted a decline in Administrative S&W, which includes coaches, of \$58,500, and a decline in Employee Benefits of \$113,000. All told, Athletics S&W is budgeted to decline by \$186,000. Most of this decline in S&W is offset by increases in S&E, primarily in the areas of "Personal Services," which sees a budgeted increase of \$270,000, and "Travel," which sees a budgeted increase of \$82,000. Athletics Scholarships for FY 2017 declined by \$237,000.

Under Personal Services, the most significant increases were the Athletics medical insurance premium (an increase of \$50,000), medical deductible (\$70,000), guarantees paid (\$121,000), and the cost of officials (\$27,000). These four categories account for a \$268,000 increase year-over-year. One note on guarantees paid: not reflected in the budget is the totality of the revenue generated as a result of the guarantees. This year's game against the IU men's basketball team was possible because of the guarantees paid investment, and generated \$170,000 in ticket revenue. We do not know if there will be a similar rate of return on this investment in future years, but it is important to recognize that none of these expenses occur in a vacuum.

All told, S&E expenditures were budgeted to increase by \$175,000. When combined with the \$186,000 decline in S&W expenditures, it totals an overall decrease of \$11,000 in the Athletics budget for FY 2017.

Final Notes

- 1. A meaningful comparison of the most recent NCAA financial audits cannot be completed at this time due to both the significant changes that the reporting template underwent in 2014-15 and 2015-16 (the most recent years for which Audit documents are available), and the inclusion for the first time in the 2015-16 Audit of all salary and scholarship data.
- 2. Not reflected in the Athletics budget, or in this report, is the tuition paid by student-athletes. Many student-athletes receive full scholarships, but many more only receive partial scholarships or do not receive any scholarship money. In any conversation about the overall

financial impact of Athletics on IPFW's budget, it is important to weigh this added source of revenue for the university.

3. The presumed intent of requiring an annual report on the Athletics budget is to make transparent to the university community the costs of participation in Intercollegiate Athletics, and NCAA Division I Athletics in particular. As recent conversations on campus surrounding Athletics and its budget have made clear, though, the costs are not easily understood. Administrators, Athletics personnel, faculty, and community members utilize financial data from different sources and from different years, and often present that data in uninformed or misleading ways. The fact that IPFW budget data and the NCAA financial audit essentially present two different pictures of the costs of Athletics significantly complicates matters. It is essential that we strive to develop a common understanding of the Athletics budget so that we, as a campus community, can engage in meaningful conversations about the costs of Athletics based on shared facts.

NCAA Financial Audit Definitions these years were the same

Maior update on categories and their definitions

2014-15

89,244

1,931,525

3,160,449

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46 Value of Institute Dedicated Endow

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Revenue:

1 Ticket sales

3 Student fees

2 Direct government support

4 Direct institutional support 5 Less - Transfers to Institution

Continued updating categories and definitions

2015-16

91,282

1,860,486 5,040,491

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r	103,418	115,305	122,767	136,620	14	
	26,849	87,592	37,956	33,404	15	
	6,762,966	7,097,559	7,878,962	7,393,037	16	
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-	5	Less - Transfers to Institution	-
577,000	6	Indirect Institutional Support	561,000
299,974	6A	IIS - Ath Fac Debt Serv, Lease, Rent	1,640,592
413,504	7	Guarantees	314,825
270,492	8	Contributions	268,176
106,112	9	In-Kind	155,435
-	10	Comp provided by a third party	159,501
299,785	11	Broadcast rights	-
186,474	12	NCAA distributions	394,229
27,358	13	Conference distributions	157,938
105,015	14	Concessions and parking	31,860
6,000	15	Royalties and sponsorships	99,652
217,464	16	Sports camp revenue	6,000
48,374	17	Investment income	156,280
7,738,770	18	Other	43,704
	19	Bowl Revenues	-
		Total revenue	10,981,451
2,241,267			
16,175	-	iditures:	
865,827	20	Student aid	2,270,070
-	21	Guarantees	36,046
838,739	22	Coaching salaries paid by Univ	1,606,597
106,112	23	Coaching salaries by third party	-
-	24	Support salaries paid by Univ	1,252,499
161,735	25	Support salaries paid by third party	159,501
1,236,658	26	Severance payments	-
258,288	27	Recruiting	148,450
195,149	28	Team travel	1,177,438
235,030	29	Equipment and uniforms	301,022
8,302	30	Game expenses	195,121
35,305	31	Fund raising and marketing	272,328
82,833	32	Sports camp expense	2,914
4,943	33	Spirit groups	36,431
577,000	34	Ath fac debt serv, leases, rental fees	1,719,064
418,353	35	Direct facilities	70,382
62,058	36	Indirect Institutional Support	561,000
334,070	37	Medical expenses and insurance	361,851
7,677,844	38	Memberships and dues	61,610
	39	Student-Athlete Meals (non-travel)	13,163
	40	Other operating expense	345,346
60,926	41	Bowl Expenses	-
		Total expenditures	10,590,833
-			
-	Exces	s (deficiency) of revenue	
-		over expenditures	
127,745,846			
3,322,094	50	Transfers to Institution	-
75,286,923	51	Conference Realignment	-
	52	Total Athletics Related Debt	14,620,960
	53	Total Institutional Debt	121,800,226
	54	Value of Athletic Dedicated Endow	3,087,381
	55	Value of Institute Dedicated Endow	51,373,193
	56	Total Athletics Related Capital Exp	-

2014-15 NCAA Financial Audit Changes in categories and definitions

Revenue

Indirect Facilities becomes Indirect Institutional Support New definition adds HR, Accounting Services, and IT with Physical Plant

In-Kind donations become a new category leaving the Contributions category

NCAA Distributions and Conference Distributions become two different cagegories

Expenses

Athletic Facilities Debt Service, Leases and Rental Fees are split off from Direct Facilities

New information is reported on....

Transfers to Institution Conference Realignment Total Athletics Related Debt Total Institutional Debt Value of Athletic Dedicated Endowments Value of Institute Dedicated Endowments

2015-16 NCAA Financial Audit Changes in categories and definitions

Income

Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees not charged to Athletics becomes a new category

Contributions are not provided and used in the same reporting year

Bowl income becomes a new category

Expenses

Athletic Facilities Debt Service, Lease and Rental Fees now includes the above Indirect Institutional Support of these items

Student-Athlete Meals (non-travel)

Bowl Expenses

New information is reported on.... Total Athletics Related Capital Exp

2015-16 Changes in IPFW's budgeting procedures that affect this report

IPFW no longer charges a portion of an athletic salary to the general fund. An athletic salary is now charged to athletics with one exception, NCAA Compliance as it is located in the Chancellors budget. Example: 2014-15 salaries were \$1,704,566 for 15-16 I estimate we will report \$2,859,096

West Lafayette Budgeting tool

IPFW 2016 and 2017 Budget Template

	2011-12	2012-13	2013-14	2014-15	Athletic Grand Total Income	FY 2016	FY 2017	Athletic Grand Total Expenses	FY 2016	FY 2017
Beginning Balance	80,241	45,482	99,719	102,631	Operating Income			Salary & Wages		
	,	.,	,	. ,	Housing & Rental Inc (422000)	-		Salary And Wages (506000)		
Revenue					Special Act/Fees (420000)	-	-	Administrative S & W (506010)	1,830,574	1,772,072
Budgeted Revenue					Grants & Contracts (415000)	-	7,500	Limited Term Lectur (506040)	14,000	14.000
Student Fee Income	2,190,913	2,125,381	1,931,495	2,026,980	Student Fees (401000)	1,995,815	1,914,351	Grad Staff (506080)	113,250	128,350
Interest Income	6,000	5,000	5,000	5,000	Food/Fountain & Othe (423000)	5,150	32,290	Clerical Regular (506110)	86,200	58,416
Continuing Education Transfer	8,000	5,000	5,000	5,000	Rec & Sports Income (427000)	-	52,290	Service - Regular (506120)	13,000	14,000
Institutional Support	0,000	5,000	5,000	1,038,935	Admis-Season Tickets (427005)	32,500	44,500	Temp AP - Regular (506120)	-	14,000
NCAA Distributions	237,900	248,000	258,100	298,042	Admis-Disc Seas Tix (427010)	-		Clerical Temporary (506140)	-	-
Organizational Income (Tickets)	112,500	125,500	125,200	84,300	Admis-Disc Seas Tix (427010) Admis-Staff Seas Tix (427015)			Service Temporary (506150)	77,000	82,966
Organizational Income (Trekets)	305,000	278,500	297,500	301,000	Admis-Staff Seas Tix (427015) Admis-Single Tix (427020)	50,000	53,806	Clerical Student (506160)	100	5,000
Organizational Income (Marketing)	339,613	490,000	550,000	51,000	Admis-Disc Singl Tix (427025)	100	-	Service Student (506170)	115,400	102,550
Organizational Income (Entry Fees)	22,000	15,000	17,000	16,800	Admis-Office Shigi 11x (427023) Admis-Other (427050)	-	-	Other Compensation (508000)	115,400	-
	154,800	199,583	397.600	269,950		288.000		A	773,680	- 660,246
Organizational Income (Gifts)	- í		96,400	<i></i>	Guarantees (427100)		396,250	Employee Benefits (512000)		2,837,599
Organizational Income (Other Revenue)	62,400	76,400	,	8,400	Advertising (427120)	-	-	Total Salary & Wages	3,023,304	2,837,399
Subtotal Budgeted Revenue	3,439,126	3,568,364	3,683,295	4,105,407	Performance Income (427130)	-	-			
Non-Budgeted Revenue		10 1 0 0 0			Sponsorships (427135)	2,750	32,500	Supplies & Expense		
Third Party Contributions	392,000	424,000	170,000	150,400	Entry Fees-Athletics (427195)	19,100	19,100	Contingency	-	-
Indirect Facilities	365,000	377,000	490,000	388,000	Clthg/Mdse Sales (427215)	1,000	-	Miscellaneous	-	-
Subtotal Non-Budgeted Revenue	757,000	801,000	660,000	538,400	Camp Fees (427220)	-	-	R & R Equipment replacement	51,000	51,000
					Fw Parking Inc (427226)	-	-	Championships budget	20,000	20,000
Total Revenue	4,196,126	4,369,364	4,343,295	4,643,807	Concessions Income (427235)	30,000	-	Supplies & Service (520000)	-	-
					Memberships (427270)	-	-	Merchandise for Resa (512000)	17,700	20,900
Expenditures					Ncaa Distributions (427300)	495,000	352,000	Maintenance & Other (522000)	15,600	14,200
Budgeted Expenditures					Athletic Conf Distr (427305)	-	154,712	Classroom & Laborato (523000)	2,250	130
Athletic Reserve	11,000	11,000	11,000	11,000	Other Rec Sports Act (427900)	-	-	Printing / Office Su (524000)	94,700	108,145
Intercollegiate Men's Basketball	512,664	497,456	479,173	601,872	Other Sales & Servic (428000)	3,300	3,400	Agriculture Expenses (525000)	-	-
Intercollegiate Women's Basketball	326,777	339,736	416,501	450,464	Administrative Charg (430000)	500	4,917,465	Cleaning / Sanitatio (528000)	350	550
Intercollegiate Men's Volleyball	191,278	207,428	215,730	248,770	Indirect Cost Recove (445000)	-	-	Freight & Demurrage (529000)	-	-
Intercollegiate Women's Volleyball	209,140	213,312	213,330	212,396	Other Operating Inco (446000)	12,500		Telecommunication/Po (530000)	67,600	62,720
Intercollegiate Men's Tennis	65,429	70,898	86,572	91,438	Voluntary Support (466000)	308,900	197,100	Rentals & Maintenanc (532000)	20,950	57,150
Intercollegiate Women's Tennis	78,973	78,979	83,626	114,382	Interest Income (467000)	-	300	Personal Services & (533000)	627,998	897,540
Intercollegiate Men's Soccer	131,529	126,292	149,782	172,120	Capital Gains (468000)	-	-	Repairs & Maintenanc (534000)	1.600	800
Intercollegiate Women's Soccer	163,204	156,857	162.208	212,116	Endowment/Trust Inco (469000)	23,900	185,000	Travel (535000)	1.030.800	1,112,869
Intercollegiate Wonen's Baseball	248,515	240.679	219.015	247,660	Capital Gains (471000)	2.000	16,500	Minor Equipment - No (536000)	334,800	373,940
Intercollegiate Women's Softball	221,809	240,077	232,890	224,600	Non Mandatory Transf (491000)	139,900	10,500	Capitalized Equipmen (537000)	-	575,740
Intercollegiate Wollen's Sortoan	27,883	29,289	28,950	35,747	Total Income	3,410,415	8,326,775	Administrative Charg (541000)	-	
· · · · ·		,		-	Totai Income	5,410,415	8,520,775			-
Intercollegiate Women's Cross Country	38,734	39,365	39,826	51,058				Legal, Taxes & Insur (542000)	90	103
Intercollegiate Women's Indoor Track	38,734	39,365	39,826	51,058		1,414,100	1,494,959	Financial (543000)	2,500	5,000
Intercollegiate Women's Outdoor Track	38,734	39,365	39,826	51,058				Other Expenses (546000)	413,100	387,820
Intercollegiate Men's Golf	104,636	106,660	103,721	105,883		4,927,527		Stdt. Scholarships,F (558000)	2,613,600	-
Intercollegiate Women's Golf	88,854	89,898	98,619	92,463				Stdt. Scholarships,F (491010)	-	2,376,309
Athletic Training	51,680	48,450	46,990	46,800				Total Supplies & Exp	5,314,638	5,489,176
Cheerleaders	27,500	27,500	26,900	33,360						
Pep Band	16,000	16,000	26,000	77,360				Total Expenses	8,337,942	8,326,775
Sports Information and Promotion	155,331	150,885	152,250	171,787						
Intramural Sports (Coed)	57,700	57,782	57,782	100				Balance	(4,927,527)	-
Marketing and Promotions	161,375	135,197	135,200	161,900						
Athletic Department	471,647	603,190	617,578	640,015						
Subtotal Budgeted Expenditures	3,439,126	3,568,364	3,683,295	4,105,407						
Non-Budgeted Expenditures										
Athletic Training	392,000	424,000	170.000	150,400						
Athletic Department	365,000	377.000	490.000	388.000						
Subtotal Non-Budgeted Expenditures	757,000	801,000	660,000	538,400						
Subtotal Non-Budgeted Experiatures	/37,000	801,000	000,000	556,400						
	4 10/ 10/	1200.201	4 2 4 2 2 2 2 -	4 (12 005						
Total Expenditures	4,196,126	4,369,364	4,343,295	4,643,807						
_11										
Ending Balance	80,241	45,482	99,719	102,631						

2015-16 IPFW Budget Changes in categories and definitions

Overall

As of 15-16 scholarships and general fund salaries become budgeted The non Budgeted items are no longer refected Indirect Facilities becomes Indirect Institutional Support not reflected anymore In-Kind Parkview Sport Medicine and OrthoNorthEast

Revenue

Categories now match with the general ledger in a standard IPFW wide system

Expenses

Categories now match with the general ledger in a standard IPFW wide system MAP and Compliance Expenses now in the Athletic budget

2016-17 IPFW Budget Changes in categories and definitions

Overall

Institutional Support is listed so the balance is zero

Scholarships are no longer reported as expense in the athletic budget so not to double count NCAA Distributions and Conference Distributions become two different cagegories The NCAA Compliance Budget moves back in the Chancellor's area

Differences between NCAA Financial Audit (Actuals) and IPFW Budget (Estimates)

Items in the NCAA Report (Actuals) and not in the IPFW Budgeting system (Estimates) Indirect Institutional Support In-Kind donations Value of Trade Foundation payments to 3rd parties 3rd party payments to staff Athletic Honor Scholarships Reduce Gift income if it is not spent