

California State University, Fresno
Athletic Corporation



2011 – 2012

Annual Budget

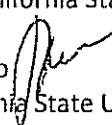


CALIFORNIA
STATE
UNIVERSITY,
FRESNO

MEMORANDUM

DATE: June 30, 2011

TO: John D. Welty
President, California State University Fresno

FROM: Paul M. Oliaro 
Chair, California State University Fresno Athletic Corporation Board

SUBJECT: Athletic Corporation Budget for 2011 - 2012

Enclosed is the proposed 2011 – 2012 budget for the Department of Athletics. This has been approved by the Athletic Corporation Board of Directors. It is a budget of \$ 24,369,277 with a small surplus of \$9,060 – but it does not have a contingency. This budget has been built upon realistic revenue estimates for both football and men’s basketball based on past history and projected trends for 2011 – 2012. This budget also reflects the following conditions:

- A reduction in revenue from the Western Athletic Conference (WAC) during our final year of affiliation.
- Approximately 10% reduction in most sport operating budgets. Approximately 15% decreases in other programmatic areas.
- An increase in athletic aid of 10% based on the fall tuition increase; does not reflect any other potential increases.
- Reflects the increase of \$2.5 million in IRA funding as recommended by the Campus Fee Advisory Committee and approved by you.
- The slight increase in salary and benefits is due to the elimination of furloughs in 2011 – 2012; several positions have not been filled during the past year.

In addition, there is almost \$700K available in non-operating revenue project fund that could also be used as a contingency if necessary. There was diligent discussion and review of this budget by both the budget and audit committee prior to full approval by the Board. I recommend your approval. If you have any questions, please feel free to contact me.

PMO:tmw

Cc: Mr. Clint Moffitt
Ms. Martina Buckley

APPROVED:


JOHN D. WELTY
PRESIDENT

DATE: 7/8/11



Office of the
Vice President for
Student Affairs and
Dean of Students

5150 N. Maple Ave. M/S JA67
Fresno, CA 93740-8026
559.278.2541
Fax 559.278.7276

California State University, Fresno Athletic Corporation
2011-2012 Budget

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California State University, Fresno Athletic Corporation
2011-2012 Budget Summary

Operating Revenue	
Bulldog Shop	\$ 694,575
Concessions	173,320
Conference/NCAA	1,032,995
Development	3,976,695
Facilities	399,975
Guarantees	938,900
Miscellaneous	293,945
Rights Fees	2,381,862
Ticket Operations	114,775
University Support	7,854,881
Gate Receipts	6,507,355
Total Operating Revenue	\$ 24,369,277
Operating Expenditures	
Administration	\$ 1,745,380
Athletic Aid	5,450,703
Athletic Communications	75,005
Bulldog Shop	385,610
Compliance	11,949
Equipment Room	50,279
Facilities	1,952,493
Guarantees	872,000
Information Technology	192,187
Marketing	166,940
Pep Band/Pep Squad	38,080
Production Services	96,461
Salary & Benefits	9,763,496
Strength & Conditioning	38,110
Student Athlete Services	45,798
Ticket Office	152,365
Training Room	199,207
<u>Sport Operations</u>	
Baseball	215,781
Basketball - Men	256,449
Basketball - Women	248,082
Cross Country - Men	23,232
Cross Country - Women	27,824
Equestrian	211,748
Football	986,809
Golf - Men	50,482
Golf - Women	63,743
Lacrosse	123,444
Soccer	120,588
Softball	179,272
Swimming & Diving	93,812
Tennis - Men	87,083
Tennis - Women	93,960
Track - Men	74,534
Track - Women	108,256
Volleyball	159,055
Total Operating Expenditures	\$ 24,360,217
Operating Net	\$ 9,060
Project Fund	\$ 697,168
Increase/(Decrease) in Net Assets	\$ 706,229

Current Revenue

1 Bulldog Shop

Gross Sales	1,619,000
Discounts	0
Sales Tax	(145,305)
Cost of Goods Sold	(777,120)
Freight	(20,000)
Sub Lease	18,000
Total Bulldog Shop	<u><u>694,575</u></u>

2 Concessions

Baseball	11,200
Football	147,420
Soccer	1,750
Softball	10,000
Other	2,950
Total Concessions	<u><u>173,320</u></u>

3 Conference/NCAA

Conference - M Basketball	289,563
Conference - Football	367,088
Conference - Obligations	(581,651)
NCAA Academic Enhancement	65,000
NCAA Grants-In-Aid	712,449
NCAA Sports Sponsorships	180,546
Total Conference/NCAA	<u><u>1,032,995</u></u>

4 Development

Annual Fund	3,852,703
BDF Donations - Sports/Dept	115,816
Suite Rental - SMC	8,176
Total Development	<u><u>3,976,695</u></u>

5 Facilities

Rental - Facilities	7,500
Summer Camp Fees	34,260
Parking - Football	318,615
Total Facilities	<u><u>399,975</u></u>

6 Guarantees

Basketball - Mens	195,000
Basketball - Womens	10,000
Football	705,000
Tennis - Mens	1,300
Tennis - Womens	1,100
Soccer	7,000
Golf - Mens	9,000
Golf - Womens	10,500
Total Guarantees	<u><u>938,900</u></u>

7 Miscellaneous

Book Buyback	40,000
Interest Income	0
Junior Bulldog Memberships	445
Other	3,500
Allocated Income (Bulldog Shop)	250,000
Total Miscellaneous	<u><u>293,945</u></u>

8 Rights Fees

Bulldog Sports Properties	2,070,000
TeamFanShop Online	18,750
Royalties/Commissions	237,546
Contracts	55,566
Total Rights Fees	<u><u>2,381,862</u></u>

9 Ticket Operations

Handling Charges	114,775
Total Ticket Operations	<u><u>114,775</u></u>

Current Revenue

10 University Support

2011-12 State Allocation Level-A Funding	3,161,060
Equity Supplement	650,000
WAC Dues	323,000
Financial Aid Augmentation	119,469
IRA Fee	3,376,751
Student Body Fee	224,602
Total University Support	<u><u>7,854,881</u></u>

11 Gate Receipts

	<u>Games</u>	<u>Season</u>	<u>Sngl Game</u>	<u>Total</u>	<u>Fac Fee</u>	
Baseball	33	134,809	100,320	235,129	(9,826)	225,303
Basketball - Mens	16	990,260	51,968	1,042,228	(53,596)	988,632
Basketball - Womens	15	31,290	28,395	59,685	(2,921)	56,764
Football	6	3,001,685	2,310,408	5,312,093	(156,370)	5,155,723
Softball	13	34,827	39,220	74,047.00	(2,684)	71,363
Volleyball	13	3,372	7,020	10,392.00	(822)	9,570
Total Gate Receipts						<u><u>6,507,355</u></u>

Total Revenue

24,369,277

Current Expenditures

1 Administration

Awards - Team	11,900
Candidate & Relocation	32,500
Conference Assessments	407,800
Depreciation (Equip)	249,601
Dues & Subscriptions	9,787
Insurance	708,842
Maintenance	6,800
Postage	850
Printing	100
Public Relations	3,485
Service Fees	185,375
Student/Temp Help	17,400
Supplies	4,250
Telephone	101,590
Travel	5,100
Total Administration	1,745,380

2 Athletic Aid

Post-Eligibility	266,751
Discontinued Sports	0
Summer Aid Pre-Enrollment	35,222
Summer Aid Continuing	337,391
Winter Session (tuition & books only)	15,000
Medical Non-Counter	29,158
Books Adjustment to Actual	98,300
International Insurance (Paid by SAF Funds)	0

<u>Academic Year Scholarships</u>	<u>FRE Limit</u>	<u>FRE Allocation</u>	<u>Out-of-State FRE Limit</u>	<u>Out-of-State Allocation</u>	
* M Baseball	11.70	172,481	2.925	32,643	205,124
M Basketball	13.00	191,646	13.000	145,080	336,726
M Football	84.00	1,238,328	12.000	133,920	1,372,248
* M Golf	4.50	66,339	1.125	12,555	78,894
* M Tennis	4.50	66,339	4.500	50,220	116,559
* M Track/Cross Country	9.00	132,678	2.250	25,110	157,788
W Basketball	15.00	221,130	15.000	167,400	388,530
* W Equestrian	15.00	221,130	3.750	41,850	262,980
* W Golf	6.00	88,452	1.500	16,740	105,192
* W Lacrosse	12.00	176,904	3.000	33,480	210,384
* W Soccer	14.00	206,388	3.500	39,060	245,448
* W Softball	12.00	176,904	3.000	33,480	210,384
* W Swimming/Diving	14.00	206,388	3.500	39,060	245,448
W Tennis	8.00	117,936	8.000	89,280	207,216
* W Track/Cross Country	18.00	265,356	4.500	50,220	315,576
W Volleyball	12.00	176,904	3.000	33,480	210,384
Total Academic Year Scholarships	252.70	3,725,303	84.550	943,578	4,668,881
Total Athletic Aid					5,450,703

3 Athletics Communication

Dues/Subscriptions	1,500
Equipment	500
Maintenance	400
Media Guides	4,400
Promotions (Media Tours)	100
Miscellaneous	500
Photography	1,000
Postage	1,000
Printing	3,000
Public Relations	300
Student/Temp Help	55,955
Supplies	3,850
Telephone	500
Travel	2,000
Total Athletics Communication	75,005

Current Expenditures

4 Bulldog Shop

Operating Expenses	135,610
Allocated Administrative Expense	145,000
In-House Advertising	105,000
Total Bulldog Shop	385,610

5 Compliance

Dues & Subscriptions	235
Postage	250
Printing	1,464
Student/Temp Help	5,000
Supplies	1,000
Travel	4,000
Total Compliance	11,949

6 Equipment Room

Dues & Subscriptions	500
Equipment	8,000
Maintenance	0
Postage	1,000
Student/Temp Help	26,579
Supplies	10,000
Travel	4,200
Total Equipment Room	50,279

7 Facilities

Maintenance	313,250
Equipment	10,600
Postage	170
Rental	52,560
Student/Temp Help	12,240
Supplies	39,985
Telephone	0
Travel	1,020
<u>Home Game Expense</u>	
Baseball	84,000
Basketball - Mens	283,500
Basketball - Womens	153,150
Cross Country - M/W	750
Equestrian	90,368
Football	726,000
Golf - Mens	12,000
Golf - Womens	12,000
Lacrosse	12,000
Soccer	11,200
Softball	52,500
Swimming & Diving	1,600
Tennis- Mens	8,400
Tennis - Womens	8,400
Track	4,400
Volleyball	62,400
Total Facilities	1,952,493

Current Expenditures

8 Guarantees

Baseball	24,000
Basketball - Mens	80,000
Basketball - Womens	10,000
Football	750,000
Soccer	0
Softball	2,000
Volleyball	6,000
Total Guarantees	<u>872,000</u>

9 Information Technology

Equipment	45,050
Hardware Maintenance	480
Interest Expense - LRS Video System Payments	3,537
Software Maintenance	114,645
Student/Temp Help	25,075
Supplies	3,400
Total Information Technology	<u>192,187</u>

10 Marketing

Advertising & Sales	47,439
Dues & Subscriptions	375
Equipment	0
Outsource - Graphic Design	2,500
Postage	1,000
Printing	0
Rights Fees/Production Exp	31,422
Royalties	10,000
Student/Temp Help	34,704
Supplies	1,000
Telephone	0
Travel	1,000
Events	37,500
Total Marketing	<u>166,940</u>

11 Pep Band/Pep Squad

Pep Squad Athletic Aid	0
Pep Squad - Operations	26,080
Pep Band - Operations	12,000
Total Pep Band/Pep Squad	<u>38,080</u>

12 Production Services

Dues/Subscriptions	75
Equipment	19,986
Maintenance	7,000
Shipping & Postage	200
Production Expenses	34,200
Student/Temp Help	25,000
Supplies	10,000
Travel	0
Total Productions Services	<u>96,461</u>

Current Expenditures

13 Salary & Benefits

Personnel	Salary		Benefit		Total
	Salaries	Account	Benefits	Account	
Administration	\$1,366,989	601931	246,606	603826	1,613,595
Athletics Communication	\$204,514	601931	94,076	603826	298,590
Bulldog Shop	\$115,733	601931	53,237	603826	168,970
Compliance	\$140,904	601931	33,120	603826	174,024
Development	\$56,848	601931	7,750	603826	64,598
Equipment Room	\$123,151	601931	57,279	603826	180,430
Facilities	\$362,179	601931	103,122	603826	465,301
Marketing	\$120,314	601931	55,344	603826	175,658
Production Services	\$80,000	601931	36,800	603826	116,800
Student Athlete Services	\$174,619	601931	50,484	603826	225,103
Ticket Office	\$123,239	601931	55,304	603826	178,543
Training Room	\$278,600	601931	122,096	603826	400,696
Weight Room	\$115,701	601931	53,222	603826	168,923
Baseball	\$289,632	601931	0	603826	289,632
Basketball - Mens	\$888,282	601931	44,471	603826	932,753
Basketball - Womens	\$369,455	601931	21,754	603826	391,209
Equestrian	\$174,568	601931	0	603826	174,568
Football	\$1,966,097	601931	250,283	603826	2,216,380
Golf - Mens	\$95,976	601931	0	603826	95,976
Golf - Womens	\$61,307	601931	7,654	603826	68,961
Lacrosse	\$166,572	601931	0	603826	166,572
Soccer	\$179,376	601931	0	603826	179,376
Softball	\$259,716	601931	17,094	603826	276,810
Swimming & Diving	\$165,778	601931	0	603826	165,778
Tennis - Mens	\$57,540	601931	0	603826	57,540
Tennis - Womens	\$61,200	601931	0	603826	61,200
Track - Mens	\$119,430	601931	0	603826	119,430
Track - Womens	\$119,430	601931	0	603826	119,430
Volleyball	\$216,648	601931	0	603826	216,648
Total Salary & Benefits	\$8,453,798		1,309,698		9,763,496

14 Strength & Conditioning

Dues/Subscriptions	551
Equipment	2,700
Maintenance	2,000
Student/Temporary Help	21,800
Supplies	9,059
Travel	2,000
Total Strength & Conditioning	38,110

15 Student Athlete Services

Misc (SAAC/Champs)	0
Student/Temp Help	42,900
Awards (Night of Champions)	0
Printing	150
Postage	0
Supplies	2,748
Travel	0
Total Student Athlete Services	45,798

16 Ticket Office

Credit Card Fees	70,000
Dues & Subscriptions	0
Equipment	0
Maintenance	0
Postage	22,000
Printing	2,500
Student/Temp Help	39,865
Supplies	18,000
Travel	0
Total Ticket Office	152,365

Current Expenditures

17 Training Room

Scholarships	11,406
Academic Recess Allocation	7,000
Assistance Program	8,000
Dues & Subscriptions	1,170
Equipment	9,000
Maintenance	0
Postage	1,000
Printing	0
Student/Temp Help	68,200
Supplies	89,231
Travel (NATA Convention)	4,200
Total Training Room	<u><u>199,207</u></u>

18 Baseball

Academic Recess Allocation	7,245
Dues	0
Equipment	43,664
Game Day Food	6,200
Recruiting	30,000
Student/Temp Help	5,800
Supplies	1,650
Travel-Coaches	0
Travel-Team	181,291
Unallocation 10% reduction	-60,069
Total Baseball	<u><u>215,781</u></u>

19 Basketball - Men

Academic Recess Allocation	6,311
Dues	0
Equipment	24,000
Game Day Food	5,440
Postage	200
Public Relations	0
Recruiting	67,100
Student/Temp Help	10,000
Supplies	0
Travel-Coaches	0
Travel-Team	143,398
Total Basketball - Men	<u><u>256,449</u></u>

20 Basketball - Women

Academic Recess Allocation	6,384
Dues	1,000
Equipment	18,000
Game Day Food	2,977
Postage	200
Recruiting	35,000
Student/Temp Help	11,000
Supplies	0
Travel-Coaches	1,000
Travel-Team	172,521
Total Basketball - Women	<u><u>248,082</u></u>

21 Cross Country - Men

Academic Recess Allocation	0
Equipment	12,825
Supplies	0
Travel-Local	0
Travel-Team	10,407
Total Cross Country	<u><u>23,232</u></u>

Current Expenditures

22 Cross Country - Women

Academic Recess Allocation	0
Equipment	12,825
Supplies	0
Travel-Local	0
Travel-Team	14,999
Total Cross Country	27,824

23 Equestrian

Academic Recess Allocation	0
Dues	2,500
Equipment	54,000
Game Day Food	5,000
Recruiting	7,000
Student/Temp Help	25,000
Supplies	1,000
Travel-Coaches	6,000
Travel-Team	111,248
Total Equestrian	211,748

24 Football

Academic Recess Allocation	70,087
Dues	0
Equipment	135,000
Game Day Food	15,368
Postage	327
Recruiting	95,000
Student/Temp Help	53,972
Supplies	12,134
Travel-Coaches	0
Travel-Team	604,921
Total Football	986,809

25 Golf - Men

Academic Recess Allocation	0
Dues	1,200
Equipment	5,000
Game Day Food	0
Recruiting	1,000
Student/Temp Help	0
Supplies	150
Travel-Coaches	1,000
Travel-Team	42,132
Total Golf - Men	50,482

26 Golf - Women

Academic Recess Allocation	0
Dues	0
Equipment	15,526
Game Day Food	0
Recruiting	3,917
Student/Temp Help	0
Supplies	300
Travel-Coaches	0
Travel-Team	44,000
Total Golf - Women	63,743

Current Expenditures

27 Lacrosse

Academic Recess Allocation	5,520
Dues	400
Equipment	20,000
Game Day Food	3,024
Recruiting	5,000
Student/Temp Help	0
Supplies	500
Travel-Coaches	3,000
Travel-Team	86,000
Total Lacrosse	<u><u>123,444</u></u>

28 Soccer

Academic Recess Allocation	15,613
Dues	500
Equipment	6,315
Game Day Food	3,360
Postage	100
Recruiting	4,000
Student/Temp Help	0
Supplies	200
Travel-Coaches (3)	1,500
Travel-Team	89,000
Total Soccer	<u><u>120,588</u></u>

29 Softball

Academic Recess Allocation	5,272
Dues	200
Equipment	25,000
Game Day Food	2,000
Postage	0
Public Relations	0
Recruiting	10,000
Student/Temp Help	5,300
Supplies	500
Travel-Coaches	1,000
Travel-Team	130,000
Total Softball	<u><u>179,272</u></u>

30 Swimming/Diving

Academic Recess Allocation	8,211
Dues	1,000
Equipment	16,699
Game Day Food	1,000
Recruiting	11,000
Student/Temp Help	872
Supplies	1,000
Travel-Coaches	1,500
Travel-Team	52,530
Total Swimming/Diving	<u><u>93,812</u></u>

31 Tennis - Men

Academic Recess Allocation	690
Dues	500
Equipment	14,000
Game Day Food	690
Recruiting	6,282
Student/Temp Help	16,121
Supplies	0
Travel-Coaches	1,000
Travel-Team	47,800
Total Tennis - Men	<u><u>87,083</u></u>

Current Expenditures

32 Tennis - Women

Academic Recess Allocation	368
Dues	475
Equipment	16,924
Game Day Food	525
Recruiting	1,600
Student/Temp Help	26,975
Supplies	100
Travel-Coaches	0
Travel-Team	46,993
Total Tennis - Women	93,960

33 Track - Men

Academic Recess Allocation	0
Dues	300
Equipment	19,566
Game Day Food	1,600
Recruiting	4,500
Student/Temp Help	0
Supplies	0
Travel-Coaches	700
Travel-Team	47,868
Total Track - Men	74,534

34 Track - Women

Academic Recess Allocation	0
Dues	300
Equipment	19,516
Game Day Food	1,600
Recruiting	7,200
Student/Temp Help	0
Supplies	500
Travel-Coaches	700
Travel-Team	78,440
Total Track - Women	108,256

35 Volleyball

Academic Recess Allocation	7,150
Dues	500
Equipment	23,728
Game Day Food	3,500
Postage	200
Recruiting	6,000
Student/Temp Help	3,500
Supplies	500
Travel-Coaches	0
Travel-Team	113,977
Total Volleyball	159,055

Total Expenditures

24,360,217

2010/11 - 2011/12 Operating Revenue & Expenditure Budget Comparison

Operating Revenue	10-11 Budget	11-12 Budget	Variance	Percentage	Description
				Change	
Bulldog Shop	\$ 693,174	\$ 694,575	\$ 1,401	0.20%	
Concessions	277,351	173,320	(104,031)	-37.51%	Adjust to 10-11 actual. Reduce 7 home games to 6. Lower Average Gross Sales per game
Conference/NCAA	1,508,024	1,032,995	(475,029)	-31.50%	Reduce 11-12 WAC Revenue, WAC Exit Fee-Forfeiting Last Year - (\$581K)
Development	5,487,326	3,976,695	(1,510,631)	-27.53%	Reduced 11-12 BDF annual fund drive to projection plus BDF supplement
Facilities	399,870	399,975	105	0.03%	
Guarantees	356,450	938,900	582,450	163.40%	Adjust to contracted amounts
Marketing	-	-	0		
Miscellaneous	303,945	293,945	(10,000)	-3.29%	Eliminate Interest Income
Rights Fees					
Learfield	1,950,710	2,070,000	119,290	6.12%	Learfield increase \$100K, Eliminate PJK Revenue Reduction - (\$19.2K)
Commissions/Contracts	374,343	311,862	(62,481)	-16.69%	Reduce TeamFanShop Commission (\$56K); Increase revenue on contracts & royalties - \$8.7K
Ticket Operations	124,976	114,775	(10,201)	-8.16%	Reduce FB Handling Fee Revenue
University Support	5,132,686	7,854,881	2,722,195	53.04%	Increase Level A Funding to 11-12 projected - \$804K; Increase IRA funding \$2.5M; Reduce Financial Aid FTE - (\$30.8K)
Gate Receipts					
Football	5,743,367	5,155,723	(587,644)	-10.23%	Reduce FB 10-11 projected actual - (\$724K), plus 11-12 additional reduction - (\$370K) due to 7% attendance reduction and \$15/ticket price reduction; add Cal game \$516K
Other Sports	1,851,089	1,351,632	(499,457)	-26.98%	Reduce MBK 10-11 projected actual - (\$287K), plus 11-12 additional reduction - (\$200K)
Total Operating Revenue	24,203,310	24,369,277	165,966	0.69%	
Operating Expenditures					
Administration					
Candidate & Relocation	40,000	32,500	(7,500)	-18.75%	15% Unit Budget reduction with adjustment
Conference Assessment	407,800	407,800	0	0.00%	Fixed Cost
Depreciation	252,091	249,601	(2,490)	-0.99%	Fixed Cost; Add LRS Video system depreciation
Insurance	710,599	708,842	(1,757)	-0.25%	Fixed Cost
Service Fee	129,400	185,375	55,975	43.26%	15% on non-fixed costs; Add back \$70K SMC PSL Amortization
Telephone	101,590	101,590	0	0.00%	Fixed Cost
Other	67,902	59,672	(8,230)	-12.12%	15% Unit Budget reduction with adjustment
Athletic Aid	5,358,618	5,450,703	92,085	1.72%	
Athletics Communication	88,241	75,005	(13,236)	-15.00%	Unit Budget reduction
	392,014	385,610	(6,404)	-1.63%	15% Reduction on (\$42.7K) Temp Help line item only, all other costs fixed
Bulldog Shop					
Compliance	14,058	11,949	(2,109)	-15.00%	
Development	9,500	-	(9,500)	-100.00%	Eliminate Development Unit
Equipment Room	59,152	50,279	(8,873)	-15.00%	

2010/11 - 2011/12 Operating Revenue & Expenditure Budget Comparison

	10-11 Budget	11-12 Budget	Variance	Percentage	
Facilities	1,837,718	1,952,493	114,775	6.25%	Increase SMC exp - MBK \$200K, WBK \$88.5K, VB \$50k; 1 less FB Home Game (\$151K); Less Shaw Rent (\$34K); Reduce various line items - (\$26K)
Guarantees	889,300	872,000	(17,300)	-1.95%	Adjust contracted amounts
Information Technology	182,540	192,187	9,647	5.28%	Transfer software maintenance from sport & units to IT
Marketing	196,400	166,940	(29,460)	-15.00%	
Pep Band/Pep Squad	44,800	38,080	(6,720)	-15.00%	
Production Services	113,483	96,461	(17,022)	-15.00%	
Salary & Benefits	9,628,522	9,763,496	134,974	1.40%	
Strength & Conditioning	40,563	38,110	(2,453)	-6.05%	10/11 mid-year adjustment \$3.6K
Student Athlete Services	53,880	45,798	(8,082)	-15.00%	
Ticket Office	180,826	152,365	(28,461)	-15.74%	15% reduction; plus move \$1,573 playerguest software to IT
Training Room	218,661	199,207	(19,454)	-8.90%	10% reduction with rate increase in GA fees
Sport Operations					
Baseball	239,757	215,781	(23,976)	-10.00%	
Basketball - Men	248,832	256,449	7,617	3.06%	Guarantee Revenue of \$65K over \$50K net split 50/50 with WBK
Basketball - Women	239,536	248,082	8,546	3.57%	Guarantee Revenue of \$65K over \$50K net split 50/50 with MBK
Cross Country - Men	25,814	23,232	(2,582)	-10.00%	
Cross Country - Women	30,916	27,824	(3,092)	-10.00%	
Equestrian	235,221	211,748	(23,473)	-9.98%	
Football	880,074	986,809	106,735	12.13%	Increase Team Travel \$144K - 5 away to 7 away; 10% reduction totaling (\$42K) on all other 10-11 budget line item amounts
Golf - Men	56,091	50,482	(5,609)	-10.00%	
Golf - Women	70,826	63,743	(7,083)	-10.00%	
Lacrosse	135,098	123,444	(11,654)	-8.63%	10% reduction with adjustments
Soccer	133,987	120,588	(13,399)	-10.00%	
Softball	199,191	179,272	(19,919)	-10.00%	
Swimming & Diving	104,235	93,812	(10,423)	-10.00%	
Tennis - Men	95,181	87,083	(8,098)	-8.51%	10% reduction plus elimination of Assnt Coach out-of-state fees
Tennis - Women	99,212	93,960	(5,252)	-5.29%	10% reduction; Added \$4,158 Professional Grad Fees
Track - Men	82,815	74,534	(8,281)	-10.00%	
Track - Women	120,284	108,256	(12,028)	-10.00%	
Volleyball	176,728	159,055	(17,673)	-10.00%	
Total Operating Expenditures	24,191,456	24,360,217	168,761	0.70%	
Operating Net	\$ 11,854	\$ 9,060	\$ (2,795)		
Contingency Reserve	(140,000)	-	140,000		
Operating Net Less Contingency	(128,146)	9,060	137,206		
Project Fund	234,118	697,168	463,050		
Increase/(Decrease) in Net Assets	\$ 105,972	\$ 706,229	\$ 600,257		

**Non-Operating Revenue/Expense
(Project Fund)**

Revenue	2011-12	2010-11
Football - Sky Suites	\$ 410,810	\$ 399,020
Facility Donations	813,735	-
Seat Options	-	-
Facilities Fee Assessment	226,219	315,929
Duncan/Ricchiuti Building - BDF	-	200,000
Total Revenue	1,450,764	914,949
Expenditures		
Bad Debt Expense	0	0
Donation Expense	64,598	87,658
Facility Improvements Expense	17,500	45,667
Interest Expense	24,088	8,450
Depreciation Expense	647,410	539,056
Total Expenditures	753,596	680,831
Non-Operating Net	\$ 697,168	\$ 234,118

**2011-2012 Operating & Non-Operating
Cash Flow Summary**

Operating Net		\$ 9,060
Less: Operating Capital Equipment Purchases		(42,541)
Non-Operating Net		697,168
Add Back: Depreciation & Amortization		1,002,911
Operating		
Depreciation - Prior Year Equipment	249,601	
Depreciation - Current Year Equipment	0	
Amortization - SMC PSL's	<u>105,900</u>	
Total Operating		355,501
Non-Operating		
Depreciation - Duncan/Ricchiuti	134,944	
Depreciation - Bulldog Stadium Turf	69,944	
Depreciation - Bulldog Stadium Video Board	88,268	
Depreciation - Facility Improvements	49,022	
Depreciation - Prior Year Additions	<u>305,232</u>	
Total Non-Operating		647,410
Less: Non-Operating Debt Payment on Principal		(968,450)
Less: Non-Operating Capitalized Facility Improvements		<u>(343,157)</u>
Net Cash Flow		<u><u>\$ 354,992</u></u>