



**Revenues and Expenses of  
Division I and II Intercollegiate  
Athletics Programs -  
Financial Trends and  
Relationships - 1995**

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# CHAPTER 1

## INTRODUCTION

This report provides summary information concerning revenues and expenses of NCAA Divisions I and II intercollegiate athletics programs for the 1994-95 fiscal year. It is the result of a questionnaire survey conducted during the fall of 1995. Similar studies have been conducted for the NCAA since 1969, with resulting reports published under the same title in 1970, 1978, 1982, 1986, 1990 and 1993. A similar report has been published for NCAA Division III institutions and is available by request from the NCAA office.

Where possible, comparative numbers for 1989 and, where appropriate and meaningful, 1985 fiscal years are presented. However, prior years' surveys were conducted independently of the NCAA, and the data collected are not in the possession of nor under the control of the NCAA. Thus, while we have included data for years prior to 1993, we cannot guarantee that the results are comparable.

In addition, the format of the survey instrument and the organization of the report were changed dramatically with the 1994 edition. This also affects comparability. We believe that these changes render the reports more useful and relevant.

### Objectives

The primary objective of the 1996 edition of **Revenues and Expenses of Intercollegiate Athletics Programs** is to update the information in the previous reports concerning financial aspects of intercollegiate athletics programs. Current data are presented concerning sources of revenues and objects of expenditures (grants-in-aid, coaches' salaries, etc.). Both revenue and expense data are categorized by program (men's and women's) and by the "major" sports of football and basketball. Where possible, historical data are presented to reveal trends in revenues and expenses over recent years.

The second objective is to provide a comparison of the revenue and expense trends of athletics programs within each of the respective NCAA divisions (Sections III through VII). To better achieve this goal, this report has been organized differently from pre-

ceding reports. Each of these NCAA divisions has its own section in which only data relevant to that division are included. Thus, all data for a particular division are shown in a self-contained section, although some summary data for all member institutions are provided in a summary section. Because the operation of Division III athletics programs differs dramatically from those of Divisions I and II, the survey and the resulting report differ significantly from this report.

A third objective is to provide data relevant to gender issues. Tables throughout the report provide comparisons of revenues and expenses of men's and women's programs within each division.

### Survey Methods

This year's survey was distributed to all 903 NCAA member institutions. For comparative purposes, member institutions were classified into seven homogeneous groups, consistent with NCAA divisional definitions (See Appendix A). We requested financial data for the fiscal year ending within the 1995 calendar year. Thus, although not all institutions adopt the same fiscal year-end, each completed questionnaire represented a 12-month period.

In all cases, respondents were asked to limit their responses to **intercollegiate athletics** only, excluding intramural and club sports. Sections II and III of the survey also requested that data be separated by gender, which enables data for men's and women's programs to be presented separately.

Section I of the survey requested general information concerning the fiscal objectives of the institution's athletics programs and its policies concerning student fees, and grants-in-aid.

Section II solicited organizational data, including the number of participating athletes, the number of sports offered, the cost of grants-in-aid, and other similar information.

Section III requested financial data, including: total revenues and expenses by program (basketball, football, other); total revenues by source (such as ticket sales, student fees, and television receipts); and total

expenses by expense object (such as grants-in-aid, salaries, and travel).

The complete survey is provided in Appendix B of this report.

## Response Rates

Usable survey responses were received from 501 members, a 55% response rate. Incomplete responses, or those containing incomplete information were not included. Table 1.1 list the divisions along with the response rates for each.

TABLE 1.1  
RESPONSE RATES BY DIVISION

Division	No. of Members	No. of Responses	Percent Responding
I-A	108	89	82%
I-AA	119	72	61
I-AAA	78	45	58
II with football	137	68	50
II without football	109	53	49
III with football	199	92	46
III without football	153	82	54
Total	903	501	55

The number of respondents within each division varies widely, from 45 institutions in Division I-AAA to 92 in Division III with football. The different response rates will greatly influence the average numbers for purposes of attempting to draw comparisons among divisions. Moreover, the percentages of members responding for the respective divisions do not coincide with the divisions' respective percentages of total NCAA membership. For instance, although Division I-A institutions make up twelve percent (12%) of NCAA membership, they contributed eighteen percent (18%) of the total survey responses. Table 1.2 indicates these percentages for each division.

TABLE 1.2  
PERCENTAGE OF MEMBERSHIP  
AND RESPONDENTS

Division	Percentage of Membership	Percentage of Respondents
I-A	12%	18%
I-AA	13	14
I-AAA	9	9
II with football	15	14
II without football	12	11
III with football	22	18
III without football	17	16
Total	100	100

Most relevant, however, are the results reported for each respective division. Readers are able to compare financial results for one member institution with the average results for those members in the same division. Readers may determine how their institutions' athletics programs are faring, relative to other similar institutions. They may also see how their institution's financial trends in recent years compare with the averages for similar institutions. Some comparisons may also be drawn among the average results in the various divisions. These comparisons are presented in tabular form in the summary section of the report.

## Organization of the Report

The financial information in this report is classified and presented in detail by division. In addition, summary tables present limited data for all divisions. The reported numbers consist almost entirely of averages and frequency distributions for the respective divisions. Financial data for the 1985 and 1989 fiscal years are taken from the 1990 edition of the report by the same title.

There are 10 sections to the report:

*Section I — Introduction and Survey Methodology.* This section provides a background for the study and its stated objectives. A description of the survey instrument is given, as well as an analysis of the number and relative proportion of respondents from each division.

*Section II — Summary Information.* Summary tables are presented in this section showing average total revenue and expense data for each division, as well as net operating results (profits and deficits). Tables also show average number of sports offered, average number of athletes, and average expense per athlete. These tables make it possible to see overall results and to make comparisons across divisions.

*Sections III through VII — Division Information.* Each of the five divisions is reported separately in these sections. Averages are shown for total revenues, total expenses, revenues and expenses by sport, revenues and expenses by gender, and net operating results. Frequency distributions are provided for each set of averages.

*Sections VIII — Fee Policies.* This section presents a summary of members' responses to questions concerning their institutions' policies for collection of student fees.

*Appendix A — Glossary.* This appendix provides definitions of terms as they are used in this report.

*Appendix B — Survey Instrument.* The entire questionnaire is provided in this section.

## Suggestions for the Reader

Several basic considerations should be weighed when using the information in this report.

(1) An individual institution's actual results may differ greatly from that institution's division average; no two institutions operate in identical environments and under identical circumstances. The varying sizes of institutions and their budgets, as well as the markets within which the institutions operate, have dramatic effects on financial results. In addition, there are inherent differences in fiscal demands and resources of public institutions and those of private institutions.

(2) There are very significant differences among the various divisions. For instance, athletics programs offering football operate in a different environment from those that do not. The impact of the differences noted above within a division are likely to be even greater when making comparisons across different divisions. The proportion of private institutions also varies by division.

(3) In general, comparisons of financial data prior to

1989 are not particularly relevant. However, in order to more clearly reflect the impact of the dramatic growth in women's athletics programs since the early 1980s, many tables in this report include data for the 1985 fiscal year.

(4) Since institutional support is included in the revenues reflected in this report, new operating profits or deficits include those amounts provided by the institutions' general funds. This may be misleading when attempting to determine the extent to which athletics programs contribute to or detract from institutions' coffers. Consequently, net operating profits and deficits for 1993 and 1995 have been calculated to report operating results **both with and without** institutional support. Explanations are provided on the appropriate tables.

Throughout the report, it is hoped that the information presented in a table is clear and self-explanatory. Brief explanations of tables are provided as deemed necessary. Please refer to the Glossary (Appendix A) for definitions of terms as they are used in this report.

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# CHAPTER II

## SUMMARY INFORMATION

### FOR ALL MEMBERSHIP

TABLE 2.1  
HIGHLIGHTS  
Fiscal Years 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	I-A	I-AA	I-AAA	II with Football	II w/o Football
Average Total Revenue					
1995 .....	15,482	4,012	3,042	1,350	838
1993 .....	13,632	3,320	2,176	991	696
1989 .....	9,765	2,425	1,243	714	429
Percent change* .....	14%	21%	40%	36%	20%
Average Total Expense					
1995 .....	14,336	4,481	3,430	1,571	1,015
1993 .....	12,972	3,938	2,834	1,423	906
1989 .....	9,687	3,191	1,914	1,179	797
Percent change .....	11%	14%	21%	10%	12%
Average Number of Sports					
1995 .....	19	17	16	13	10
1993 .....	18	18	16	13	11
1989 .....	18	17	15	14	11
Average Number of Athletes					
1995 .....	469	372	247	283	152
1993 .....	453	399	237	284	143
1989 .....	468	369	239	333	174
Average Expense per Athlete					
1995 .....	31	12	16	6	7
1993 .....	29	10	12	5	6
1989 .....	21	9	8	4	5
Percent change .....	7%	20%	33%	20%	17%

\*NOTE: Percentage changes shown reflect changes from 1993 to 1995.

TABLE 2.2  
ORGANIZATION AND ACTIVITY DATA  
Fiscal Years 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	I-A	I-AA	I-AAA	II with Football	II without Football
Participating athletes — Total					
Men's - 1995	315	249	140	195	86
Men's - 1993	321	274	139	200	86
Men's - 1989	335	260	150	229	104
Women's - 1995	154	123	107	88	66
Women's - 1993	131	125	98	84	58
Women's - 1989	136	109	88	104	73
Participating athletes — Varsity only					
Men's - 1995	308	245	137	193	85
Men's - 1993	312	264	136	193	84
Men's - 1989	N/A	N/A	N/A	N/A	N/A
Women's - 1995	152	121	103	88	65
Women's - 1993	128	124	97	81	56
Women's - 1989	N/A	N/A	N/A	N/A	N/A
Varsity sports offered					
Men's - 1995	10	9	8	7	5
Men's - 1993	10	10	8	7	5
Men's - 1989	10	9	8	8	6
Women's - 1995	9	8	8	6	5
Women's - 1993	9	8	8	6	5
Women's - 1989	8	8	7	6	6
Number of coaches - Full-time only					
Men's - 1995	23	15	9	7	3
Men's - 1993	23	15	8	8	3
Men's - 1989	N/A	N/A	N/A	N/A	N/A
Women's - 1995	14	8	7	4	2
Women's - 1993	12	7	6	4	3
Women's - 1989	N/A	N/A	N/A	N/A	N/A
Number of coaches - Total					
Men's - 1995	29	23	15	16	9
Men's - 1993	28	24	15	15	8
Men's - 1989	23	15	8	8	4
Women's - 1995	18	13	13	9	8
Women's - 1993	16	13	12	8	7
Women's - 1989	11	7	5	4	3
Program coaches by gender -Total					
Males coaching males - 1995	28	23	14	16	9
Males coaching females - 1995	8	5	6	4	4
Females coaching males - 1995	1	0	0	1	0
Females coaching females - 1995	11	8	7	4	4
Athletics aid equivalencies					
Men's - 1995	128	78	39	N/A	N/A
Men's - 1993	137	94	35	N/A	N/A
Men's - 1989	N/A	N/A	N/A	N/A	N/A
Women's - 1995	64	39	37	N/A	N/A
Women's - 1993	60	37	29	N/A	N/A
Women's - 1989	N/A	N/A	N/A	N/A	N/A
All countable grants					
Men's - 1995	139	89	44	48	23
Men's - 1993	143	97	42	49	22
Men's - 1989	147	105	38	48	23
Women's - 1995	71	45	42	22	19
Women's - 1993	67	42	35	20	17
Women's - 1989	62	39	26	18	15
Non-coaching personnel					
Total - 1995	60	19	14	5	3
Total - 1993	59	19	13	7	5
Total - 1989	50	16	11	6	5
Annual cost of full grant					
1995 - In-state	\$ 9,131	\$10,101	\$11,550	\$7,596	\$10,436
1995 - Out-of-state	13,353	12,905	14,596	9,955	12,530
1993 - In-state	\$ 8,127	\$ 8,907	\$10,601	\$ 7,208	\$ 9,139
1993 - Out-of-state	11,725	11,413	13,354	9,011	11,210
1989	\$ 7,731	\$ 6,672	\$ 9,838	\$ 6,034	\$ 8,690



TABLE 2.3  
NET OPERATING RESULTS (AVERAGES)  
ALL DIVISIONS  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1993 Excluding Institutional Support	1995	1995 Excluding Institutional Support
Division I-A						
Total Revenues .....	6,833	9,765	13,632	12,798	15,482	14,099
Total Expenses .....	6,894	9,687	12,972	12,972	14,336	14,336
Profit (Deficit).....	(61)	78	660	(174)	1,146	(237)
Division I-AA						
Total Revenues .....	1,616	2,425	3,320	2,522	4,012	2,807
Total Expenses .....	2,321	3,191	3,938	3,938	4,481	4,481
Profit (Deficit).....	(705)	(766)	(618)	(1,416)	(469)	(1,674)
Division I-AAA						
Total Revenues .....	609	1,243	2,176	1,700	3,042	2,366
Total Expenses .....	1,072	1,914	2,834	2,834	3,430	3,830
Profit (Deficit).....	(463)	(671)	(658)	(1,134)	(388)	(1,464)
Division II with Football						
Total Revenues .....	469	714	991	618	1,350	729
Total Expenses .....	875	1,179	1,423	1,423	1,571	1,571
Profit (Deficit).....	(406)	(465)	(432)	(805)	(221)	(842)
Division II w/o Football						
Total Revenues .....	349	429	696	403	838	431
Total Expenses .....	547	797	906	906	1,015	1,015
Profit (Deficit).....	(198)	(368)	(210)	(503)	(177)	(584)

NOTE: Average revenues and net operating results for fiscal years 1993 and 1995 have been restated excluding institutional support.

TABLE 2.4  
TOTAL REVENUES — SUMMARY  
ALL DIVISIONS  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Division I-A				
Largest Reported.....	17,803	22,717	30,215	39,323
Average .....	6,833	9,765	13,632	15,482
Division I-AA				
Largest Reported.....	3,776	7,715	11,181	17,483
Average .....	1,616	2,425	3,320	4,012
Division I-AAA				
Largest Reported.....	2,379	3,608	6,640	7,702
Average .....	609	1,243	2,176	3,042
Division II - With Football				
Largest Reported.....	1,382	2,562	3,458	3,496
Average .....	469	714	991	1,350
Division II - Without Football				
Largest Reported.....	1,248	2,500	2,255	2,380
Average .....	349	429	696	838

TABLE 2.5  
TOTAL EXPENSES — SUMMARY  
ALL DIVISIONS  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Division I-A				
Largest Reported.....	16,532	22,102	28,000	32,243
Average .....	6,894	9,687	12,972	14,336
Division I-AA				
Largest Reported.....	5,299	8,600	8,527	15,342
Average .....	2,321	3,191	3,938	4,481
Division I-AAA				
Largest Reported.....	2,356	5,420	6,640	20,074
Average .....	1,072	1,914	2,834	3,830
Division II - With Football				
Largest Reported.....	2,025	2,562	3,458	3,070
Average .....	875	1,179	1,423	1,571
Division II - Without Football				
Largest Reported.....	1,366	2,473	3,554	2,363
Average .....	547	797	906	1,015

# CHAPTER III

## DIVISION I-A TABLES

**TABLE 3.1**  
**TOTAL REVENUES, EXPENSES AND OPERATING RESULTS**  
**DIVISION I-A**  
**Fiscal Years 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	Percentage of 1993 Total	1995	Percentage of 1995 Total
<b>Total Revenues</b>						
Men's .....	6,731	9,144	9,441	69%	9,844	63%
Women's .....	129	621	492	4%	589	4%
Nongender .....	N/A	N/A	3,699	27%	5,049	33%
<b>Total Revenues</b>						
Average .....	6,860	9,765	13,632	100%	15,482	100%
Largest reported .....	17,803	22,717	30,215		39,323	
<b>Total Expenses</b>						
Men's .....	6,158	7,882	6,984	54%	7,354	52%
Women's .....	799	1,805	1,806	14%	2,291	16%
Nongender .....	N/A	N/A	4,222	32%	4,691	32%
<b>Total Expenses</b>						
Average .....	6,957	9,687	12,972	100%	14,336	100%
Largest Reported .....	16,532	22,102	28,000		32,243	
<b>Average Profit (Deficit)</b>						
Men's .....	573	1,262	2,457		2,490	
Women's .....	(670)	(1,184)	(1,314)		(1,702)	
Nongender .....	N/A	N/A	(523)		358	
<b>Total Profit (Deficit) .....</b>	<b>(97)</b>	<b>78</b>	<b>660</b>		<b>1,146</b>	
<b>Restated Without Institutional Support</b>						
Average Deficit .....	N/A	N/A	(174)		(237)	

**NOTES:**

For the 1993 and 1995 reporting years, only revenues and expenses specifically related to men's and women's programs are shown as such. Nongender-specific items are reported as Nongender. In 1985 and 1989 reports, however, the nongender-specific items were allocated between men's and women's programs. Thus, comparisons are misleading.

The largest total revenue reported by a division member is reported, as is the largest total expense. All other amounts are division averages.

The average deficit has been restated to reflect the deficit that results from the removal of institutional support from total revenues.

**TABLE 3.2**  
**REVENUES AND EXPENSES BY SPORT**  
**DIVISION I-A**  
**Fiscal Years 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	Football	Basketball	Other Sports	Unrelated	Total
<b>Men's Programs Revenues</b>					
1989 — Average .....	4,340	1,640	264	3,026	9,144
Percent of Total .....	47%	18%	3%	32%	100%
1993 — Average .....	6,300	2,117	400	624	9,441
Percent of Total .....	67%	22%	4%	7%	100%
1995 — Average .....	6,439	2,503	427	475	9,844
Percent of Total .....	66%	25%	4%	5%	100%
<b>Men's Program Expenses</b>					
1989 — Average .....	3,112	948	1,084	2,738	7,882
Percent of Total .....	39%	12%	14%	35%	100%
1993 — Average .....	4,031	1,091	1,406	456	6,984
Percent of Total .....	57%	16%	20%	7%	100%
1995 — Average .....	4,098	1,219	1,485	552	7,354
Percent of Total .....	56%	17%	20%	7%	100%
<b>Women's Programs Revenues</b>					
1989 — Average .....		58	119	585	621
Percent of Total .....		8%	16%	76%	100%
1993 — Average .....		90	219	183	492
Percent of Total .....		18%	44%	38%	100%
1995 — Average .....		133	265	191	589
Percent of Total .....		23%	45%	32%	100%
<b>Women's Programs Expenses</b>					
1989 — Average .....		301	799	705	1,805
Percent of Total .....		17%	44%	39%	100%
1993 — Average .....		444	1,232	130	1,806
Percent of Total .....		25%	68%	7%	100%
1995 — Average .....		547	1,736	8	2,291
Percent of Total .....		24%	75%	1%	100%

NOTE: Revenue and expense items not specifically related to a particular sport are reported as Unrelated.

**TABLE 3.3**  
**TRENDS IN PROGRAM REVENUES**  
**DIVISION I-A**  
**Fiscal Years 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Football</b>				
Largest Reported .....	10,700	14,931	20,322	21,959
Average .....	3,735	4,340	6,300	6,439
Percentage of Men's Total .....	55%	47%	46%	66%
<b>Men's Basketball</b>				
Largest Reported .....	3,482	9,174	6,370	8,527
Average .....	995	1,640	2,117	2,503
Percentage of Men's Total .....	15%	18%	22%	25%
<b>Women's Basketball</b>				
Largest Reported .....	136	507	875	1,141
Average .....	19	58	90	133
Percentage of Women's Total .....	13%	8%	18%	23%

**TABLE 3.4**  
**TOTAL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	3,000	1	1 %	1 %
3,000	6,000	7	8	9
6,000	9,000	13	15	24
9,000	12,000	10	11	35
12,000	15,000	15	17	52
15,000	18,000	11	12	64
18,000	21,000	12	13	78
21,000	24,000	8	9	87
24,000	27,000	7	8	94
27,000		5	6	100
		<b>89</b>	<b>100 %</b>	

**TABLE 3.5**  
**MEN'S TOTAL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	2,000	13	15%	15%
2,000	4,000	9	10	25
4,000	6,000	8	9	34
6,000	8,000	13	15	49
8,000	10,000	8	9	58
10,000	12,000	1	1	59
12,000	14,000	9	10	69
14,000	16,000	10	11	80
16,000	18,000	7	8	88
18,000		11	12	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.6**  
**WOMEN'S TOTAL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	100	31	35%	35%
100	200	15	17	52
200	300	9	10	62
300	400	2	2	64
400	500	2	2	66
500	600	1	1	67
600	700	2	2	69
700	800	5	6	75
800	900	2	2	77
900		20	23	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.7**  
**FOOTBALL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	1,000	11	12%	12%
1,000	2,000	8	9	21
2,000	3,000	6	7	28
3,000	4,000	10	11	39
4,000	5,000	8	9	48
5,000	6,000	5	6	54
6,000	7,000	4	4	58
7,000	8,000	6	7	65
8,000	9,000	6	7	72
9,000		25	28	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.8**  
**MEN'S BASKETBALL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	400	11	12%	12%
400	800	12	14	26
800	1,200	7	8	34
1,200	1,600	9	10	44
1,600	2,000	6	7	51
2,000	2,400	6	7	58
2,400	2,800	4	4	62
2,800	3,200	5	6	68
3,200	3,600	1	1	69
3,600		28	31	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.9**  
**WOMEN'S BASKETBALL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	1	6	7%	7%
1	2	2	2	9
2	3	1	1	10
3	4	0	0	10
4	5	2	2	12
5	6	2	2	14
6	7	3	4	18
7	8	1	1	19
8	9	2	2	21
9		70	79	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.10**  
**TRENDS IN PROGRAM EXPENSES**  
**DIVISION I-A**  
**Fiscal Years 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Football</b>				
Largest Reported .....	6,000	8,387	9,041	9,314
Average .....	2,391	3,112	4,031	4,098
Percentage of Men's Total .....	39%	39%	57%	56%
<b>Men's Basketball</b>				
Largest Reported .....	1,684	4,522	3,125	3,343
Average .....	621	948	1,091	1,219
Percentage of Men's Total .....	10%	12%	16%	17%
<b>Women's Basketball</b>				
Largest Reported .....	553	825	1,042	1,126
Average .....	195	301	444	547
Percentage of Women's Total .....	24%	16%	25%	24%

**TABLE 3.11**  
**TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	3,000	2	2%	2%
3,000	6,000	6	7	9
6,000	9,000	13	15	24
9,000	12,000	13	15	39
12,000	15,000	16	18	57
15,000	18,000	13	15	72
18,000	21,000	10	11	83
21,000	24,000	8	9	92
24,000	27,000	5	5	97
27,000		3	3	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.12**  
**MEN'S TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	2,000	3	4%	4%
2,000	4,000	15	17	21
4,000	6,000	20	23	44
6,000	8,000	15	17	61
8,000	10,000	19	21	82
10,000	12,000	9	10	92
12,000	14,000	2	2	94
14,000	16,000	3	3	97
16,000	18,000	2	2	99
18,000		1	1	100
		<b>89</b>	<b>100%</b>	



**TABLE 3.13**  
**WOMEN'S TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	500	2	2%	2%
500	1,000	10	11	13
1,000	1,500	12	14	27
1,500	2,000	19	21	48
2,000	2,500	14	16	64
2,500	3,000	8	9	73
3,000	3,500	12	14	87
3,500	4,000	4	4	91
4,000	4,500	2	2	93
4,500		6	7	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.14**  
**FOOTBALL TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	1,000	3	3%	3%
1,000	2,000	12	14	17
2,000	3,000	11	12	29
3,000	4,000	22	25	54
4,000	5,000	13	15	69
5,000	6,000	14	16	85
6,000	7,000	9	10	95
7,000	8,000	1	1	96
8,000	9,000	3	3	99
9,000		1	1	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.15**  
**MEN'S BASKETBALL TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	200	0	0%	0%
200	400	3	3	3
400	600	13	15	18
600	800	8	9	27
800	1,000	11	12	39
1,000	1,200	9	10	49
1,200	1,400	16	18	67
1,400	1,600	9	10	77
1,600	1,800	8	9	86
1,800		12	14	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.16**  
**WOMEN'S BASKETBALL TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	100	5	6%	6%
100	200	2	2	8
200	300	5	6	14
300	400	6	7	21
400	500	17	19	40
500	600	12	13	53
600	700	21	24	77
700	800	10	11	88
800	900	7	8	96
900		4	4	100
		<b>89</b>	<b>100%</b>	

**TABLE 3.17**  
**REPORTED NET PROFITS AND DEFICITS**  
**DIVISION I-A**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985 Total	1989			1993			1993 — Excluding* Institutional Support	1995			1995 — Excluding* Institutional Support
		Men	Women	Total	Men	Women	Total		Men	Women	Total	
<b>Revenues Exceed Expenses</b>												
No. of Respondents	37	69	5	48	59	3	61	43	58	2	67	41
Average profits	1,175	1,814	85	1,046	4,290	260	1,483	1,718	4,651	170	1,843	2,309
% reporting net profit	42%	80%	6%	55%	69%	4%	72%	51%	65%	2%	75%	46%
<b>Expenses Exceed Revenues</b>												
No. of Respondents	50	16	78	35	26	82	20	42	30	86	12	46
Average deficit	977	1,376	1,354	1,337	1,702	1,371	1,715	2,111	1,607	1,765	1,794	2,762
% reporting deficit	56%	19%	92%	40%	31%	96%	24%	49%	34%	97%	14%	52%
<b>Revenues Equal Expenses</b>												
No. of Respondents	2	1	2	4	0	0	4	0	1	1	10	2
% reporting break-even	2%	1%	2%	5%	0%	0%	4%	0%	1%	1%	11%	2%

**NOTES:**

Average profits - Those schools reporting a profit have been averaged.

Average deficit - Those school reporting a deficit have been averaged.

Total - The Total columns represent the net for a school (men and women, combined). For example, if a school has \$1,000 profit from women's programs and a \$2,000 deficit from men's, the total would appear as a deficit.

\* - 1993 and 1995 totals are shown exclusive of institutional support. For example, in 1993 if institutions had not made contributions to the athletics programs, only 43 schools would have shown a profit.

**TABLE 3.18**  
**REPORTED NET PROFITS AND DEFICITS — FOOTBALL**  
**DIVISION I-A**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Revenues Exceed Expenses</b>				
Number of Respondents.....	60	47	57	60
Average Profit.....	2,196	2,771	3,883	3,908
Percentage Reporting Profits.....	69%	55%	67%	67%
<b>Expenses Exceed Revenues</b>				
Number of Respondents.....	27	39	28	27
Average Deficit.....	449	638	1,020	969
Percentage Reporting Deficits.....	31%	45%	33%	30%
<b>Revenues Equal Expenses</b>				
Number of Respondents.....	0	0	0	2
Percentage Reporting Break-even.....	0%	0%	0%	3%

**NOTE:**

The average profits shown reflect the average only for those institutions reporting profits.

The average deficit is for those reporting deficits.

TABLE 3.19  
REPORTED NET PROFITS AND DEFICITS — MEN'S BASKETBALL  
DIVISION I-A  
Fiscal Year 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Revenues Exceed Expenses				
Number of respondents .....	51	55	57	62
Average Profit .....	743	1,167	1,637	1,939
Percentage Reporting Profits .....	58%	66%	67%	70%
Expenses Exceed Revenues				
Number of Respondents .....	37	28	27	26
Average Deficit .....	153	238	226	227
Percentage Reporting Deficits .....	42%	34%	32%	29%
Revenues Equal Expenses				
Number of Respondents .....	0	0	1	1
Percentage Reporting Break-even .....	0%	0%	1%	1%

NOTES:

The average profits shown reflect the average only for those institutions reporting profits.  
The average deficit is for those reporting deficits.

TABLE 3.20  
REPORTED NET PROFITS AND DEFICITS — WOMEN'S BASKETBALL  
DIVISION I-A  
Fiscal Year 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Revenues Exceed Expenses				
Number of Respondents .....	N/A	N/A	1	5
Average Profit .....	N/A	N/A	57	67
Percentage Reporting Profits .....	N/A	N/A	2%	6%
Expenses Exceed Revenues				
Number of Respondents .....	N/A	N/A	81	81
Average Deficit .....	N/A	N/A	373	459
Percentage Reporting Deficits .....	N/A	N/A	95%	91%
Revenues Equal Expenses				
Number of Respondents .....	N/A	N/A	3	3
Percentage Reporting Break-even .....	N/A	N/A	4%	3%

NOTES:

The average profits shown reflect the average only for those institutions reporting profits.  
The average deficit is for those reporting deficits.

**TABLE 3.21**  
**TOTAL OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	300	28	36 %	0	300	5	42 %
300	600	8	10	300	600	1	8
600	900	4	5	600	900	0	0
900	1,200	4	5	900	1,200	1	8
1,200	1,500	5	7	1,200	1,500	0	0
1,500	1,800	2	3	1,500	1,800	0	0
1,800	2,100	5	7	1,800	2,100	0	0
2,100	2,400	8	10	2,100	2,400	0	0
2,400	2,700	2	3	2,400	2,700	1	8
2,700		11	14	2,700		4	34
		<b>77</b>	<b>100%</b>			<b>12</b>	<b>100%</b>

**TABLE 3.22**  
**MEN'S PROGRAMS OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS**  
**DIVISION I-A**  
**Fiscal Year 1995**  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	100	10	17 %	0	300	2	7 %
1,000	2,000	9	15	300	600	2	7
2,000	3,000	2	3	600	900	3	10
3,000	4,000	10	17	900	1,200	3	10
4,000	5,000	2	3	1,200	1,500	4	13
5,000	6,000	9	15	1,500	1,800	5	17
6,000	7,000	5	9	1,800	2,100	5	17
7,000	8,000	1	2	2,100	2,400	1	3
8,000	9,000	3	5	2,400	2,700	0	0
9,000		8	14	2,700		5	16
		<b>59</b>	<b>100%</b>			<b>30</b>	<b>100 %</b>

TABLE 3.23  
WOMEN'S PROGRAMS PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS  
DIVISION I-A  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	30	1	34 %	0	300	3	3 %
30	60	0	0	300	600	4	5
60	90	0	0	600	900	10	12
90	120	0	0	900	1,200	10	12
120	150	1	33	1,200	1,500	13	15
150	180	0	0	1,500	1,800	15	17
180	210	0	0	1,800	2,100	6	7
210	240	1	33	2,100	2,400	7	8
240	270	0	0	2,400	2,700	2	2
270		0	0	2,700		16	19
		3	100 %			86	100 %

TABLE 3.24  
FOOTBALL OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS  
DIVISION I-A  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	750	13	21 %	0	200	2	7 %
750	1,500	12	19	200	400	6	22
1,500	2,250	10	16	400	600	1	4
2,250	3,000	5	8	600	800	5	19
3,000	3,750	6	9	800	1,000	2	7
3,750	4,500	5	8	1,000	1,200	1	4
4,500	5,250	2	4	1,200	1,400	4	15
5,250	6,000	0	0	1,400	1,600	0	0
6,000	6,750	1	2	1,600	1,800	2	7
6,750		8	13	1,800		4	15
		62	100 %			27	100 %

TABLE 3.25  
MEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-A  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	400	12	19 %	0	50	3	12 %
400	800	7	11	50	100	2	7
800	1,200	9	14	100	150	1	4
1,200	1,600	6	10	150	200	8	31
1,600	2,000	2	3	200	250	4	15
2,000	2,400	2	3	250	300	1	4
2,400	2,800	7	11	300	350	2	7
2,800	3,200	5	8	350	400	1	4
3,200	3,600	5	8	400	450	1	4
3,600		8	13	450		3	12
		<b>63</b>	<b>100 %</b>			<b>26</b>	<b>100 %</b>

TABLE 3.26  
WOMEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-A  
Fiscal Year 1995  
(Dollar Amounts in Thousands)  
For Those Institutions Reporting Deficits

More than	Less than	Number	Percentage
0	75	2	2 %
75	150	3	4
150	225	8	10
225	300	3	4
300	375	5	6
375	450	16	20
450	525	13	16
525	600	14	17
600	675	8	10
675		9	11
		<b>81</b>	<b>100 %</b>

**TABLE 3.27**  
**SOURCES OF TOTAL REVENUES — PUBLIC, PRIVATE, TOTAL DIVISION**  
**DIVISION I-A**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

	Public	% of Total	Private	% of Total	Division	% of Total
<b>Ticket Sales:</b>						
Public/faculty/staff	4,500	28	3,119	23	4,298	28
Students	261	2	119	1	240	2
<b>Total Ticket Sales</b>	<b>4,761</b>	<b>30</b>	<b>3,238</b>	<b>23</b>	<b>4,538</b>	<b>29</b>
<b>Postseason Compensation:</b>						
Bowl games	408	3	458	3	416	3
Tournaments	124	1	75	1	117	1
Other	23	0	0	0	20	0
<b>Total Postseason</b>	<b>555</b>	<b>4</b>	<b>533</b>	<b>4</b>	<b>553</b>	<b>4</b>
NCAA distributions	388	2	227	2	365	2
Conference distributions	1,085	7	1,222	9	1,105	7
Student Activity Fees	1,175	7	237	2	1,038	7
Guarantees and Options	898	6	1,024	7	917	6
Donor Contributions	2,320	15	2,118	15	2,291	15
Direct Government Support	314	2	149	1	290	2
Institutional Support	1,221	8	2,330	17	1,383	9
<b>Other:</b>						
Concessions	346	2	522	4	372	2
Radio/television	1,135	7	1,042	8	1,121	7
Special events	83	1	70	1	81	1
Program sales/advertising	96	1	83	1	94	1
Signage/sponsorship	459	3	328	2	439	3
Sports camps	136	1	152	1	138	1
Miscellaneous	833	5	520	4	787	5
<b>Total Other</b>	<b>3,088</b>	<b>20</b>	<b>2,717</b>	<b>20</b>	<b>3,032</b>	<b>20</b>
<b>TOTAL</b>	<b>15,805</b>	<b>100</b>	<b>13,795</b>	<b>100</b>	<b>15,512</b>	<b>100</b>

**NOTES:**

Total public institutions reporting = 76.

Total private institutions reporting = 13.

TABLE 3.28  
OPERATING EXPENSES BY OBJECT OF EXPENDITURE  
DIVISION I-A  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

	Public	% of Total	Private	% of Total	Division	% of Total
Grants-in-Aid						
Men	1,571	10	2,650	17	1,729	11
Women	800	5	1,143	7	850	5
Administrative	101	1	70	0	96	1
Total	2,472	16	3,863	25	2,675	17
Guarantees and Options						
Men	1,036	7	806	5	1,002	6
Women	12	0	4	0	11	0
Administrative	33	0	0	0	29	0
Total	1,081	7	810	5	1,042	7
Salaries/Wages/Fringes						
Men	1,939	13	1,949	12	1,941	13
Women	662	4	483	3	636	4
Administrative	2,365	15	1,642	10	2,259	15
Total	4,966	32	4,074	26	4,836	31
Team Travel						
Men	697	5	708	5	699	5
Women	302	2	239	2	293	2
Administrative	33	0	10	0	30	0
Total	1,032	7	957	6	1,022	7
Scouting and Recruiting						
Men	250	2	290	2	256	2
Women	77	0	65	0	75	0
Administrative	2	0	1	0	2	0
Total	329	2	356	2	333	2
Equipment/Uniforms/Supplies						
Men	303	2	258	2	296	2
Women	88	1	66	0	85	1
Administrative	163	1	98	1	153	1
Total	554	4	422	3	534	3
Fund-raising						
Men	25	0	0	0	22	0
Women	8	0	0	0	7	0
Administrative	219	1	457	3	254	2
Total	252	2	457	3	283	2
Insurance						
Men	23	0	28	0	24	0
Women	5	0	2	0	5	0
Administrative	99	1	89	1	98	1
Total	127	1	119	1	127	1



	Public	% of Total	Private	% of Total	Division	% of Total
Contract Services						
Men	87	1	66	0	84	1
Women	27	0	14	0	25	0
Administrative	217	1	121	1	203	1
Total	331	2	201	1	312	2
Game Day Services						
Men	360	2	602	4	395	3
Women	65	0	38	0	61	0
Administrative	65	0	20	0	59	0
Total	490	3	660	4	515	3
Other						
Men	753	5	692	4	744	5
Women	164	1	110	1	156	1
Administrative	1,951	13	2,959	19	2,098	14
Total	2,868	19	3,761	24	2,998	19
Total Operating Expenses						
Men	7,047	46	8,048	51	7,193	46
Women	2,221	14	2,163	14	2,213	14
Administrative	5,247	34	4,461	29	5,132	33
Total	14,515	94	14,672	94	14,538	94
Debt Service						
Men	113	1	0	0	97	1
Women	10	0	0	0	8	0
Administrative	378	2	342	2	373	2
Total	501	3	342	2	478	3
Capital Expenditures						
Men	79	1	57	0	76	0
Women	32	0	5	0	28	0
Administrative	336	2	568	4	370	2
Total	447	3	630	4	474	3
Total Expenditures						
Men	7,239	47	8,105	52	7,366	48
Women	2,263	15	2,168	14	2,249	15
Administrative	5,961	39	5,371	34	5,875	38
Total	15,463	100	15,644	100	15,490	100

NOTES:

Total public institutions reporting = 76.

Total private institutions reporting = 13.

# CHAPTER IV

## DIVISION I-AA TABLES

TABLE 4.1  
TOTAL REVENUES, EXPENSES AND NET OPERATING RESULTS  
DIVISION I-AA  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	Percentage of 1993 Total	1995	Percentage of 1995 Total
Total Revenues						
Men's .....	1,534	2,141	989	30%	1,330	33%
Women's .....	133	284	156	5%	235	6%
Nongender .....	N/A	N/A	2,175	65%	2,447	61%
Total Revenues						
Average .....	1,667	2,425	3,320	100%	4,012	100%
Largest reported .....	3,776	7,715	11,181		17,483	
Total Expenses						
Men's .....	1,990	2,421	2,147	54%	2,357	53%
Women's .....	367	785	797	20%	1,003	22%
Nongender .....	N/A	N/A	1,020	26%	1,121	25%
Total Expenses						
Average .....	2,321	3,191	3,938	100%	4,481	100%
Largest Reported .....	5,299	8,600	8,527		15,342	
Average Profit (Deficit)						
Men's .....	(456)	(280)	(1,158)		(1,027)	
Women's .....	(234)	(501)	(641)		(768)	
Nongender .....	N/A	N/A	1,155		1,326	
Total Profit (Deficit) .....	(654)	(766)	(618)		(469)	
Restated Without Institutional Support						
Average Deficit .....	N/A	N/A	(1,416)		(1,674)	

**NOTES:**

For the 1993 and 1995 reporting years, only revenues and expenses specifically related to men's and women's programs are shown as such. Nongender-specific items are reported as nongender. In 1985 and 1989 reports, however, the nongender-specific items were allocated between men's and women's programs. Thus, comparisons are misleading.

The largest total revenue reported by a division member is reported, as is the largest total expense. All other amounts are division averages.

The average deficit has been restated to reflect the deficit that results from the removal of institutional support from total revenues.

TABLE 4.2  
REVENUES AND EXPENSES BY SPORT  
DIVISION I-AA  
Fiscal Years 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	Football	Basketball	Other Sports	Unrelated	Total
<b>Men's Programs Revenues</b>					
1989 — Average .....	472	336	92	1,241	2,141
Percent of Total .....	22%	16%	4%	58%	100%
1993 — Average .....	366	363	93	167	989
Percent of Total .....	37%	37%	9%	17%	100%
1995 — Average .....	523	476	159	172	1,330
Percent of Total .....	39%	36%	12%	13%	100%
<b>Men's Programs Expenses</b>					
1989 — Average .....	967	401	452	624	2,421
Percent of Total .....	40%	17%	19%	26%	100%
1993 — Average .....	990	476	569	113	2,147
Percent of Total .....	46%	22%	27%	5%	100%
1995 — Average .....	1,024	557	696	80	2,357
Percent of Total .....	43%	24%	30%	3%	100%
<b>Women's Programs Revenues</b>					
1989 — Average .....		21	44	219	284
Percent of Total .....		7%	15%	77%	100%
1993 — Average .....		39	47	70	156
Percent of Total .....		25%	30%	45%	100%
1995 — Average .....		85	97	53	235
Percent of Total .....		36%	41%	23%	100%
<b>Women's Programs Expenses</b>					
1989 — Average .....		177	372	236	785
Percent of Total .....		23%	47%	30%	100%
1993 — Average .....		255	480	62	797
Percent of Total .....		32%	60%	8%	100%
1995 — Average .....		321	648	34	1,003
Percent of Total .....		32%	65%	3%	100%

NOTE: Revenue and expense items not specifically related to a particular sport are reported as unrelated.

TABLE 4.3  
TRENDS IN PROGRAM REVENUES  
DIVISION I-AA  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
<b>Football</b>				
Largest Reported .....	1,412	1,494	1,780	2,206
Average .....	506	472	366	523
Percentage of Men's Total .....	33%	22%	37%	39%
<b>Men's Basketball</b>				
Largest Reported .....	1,088	2,262	2,421	3,482
Average .....	239	336	363	476
Percentage of Men's Total .....	16%	16%	37%	36%
<b>Women's Basketball</b>				
Largest Reported .....	488	152	571	912
Average .....	43	21	39	85
Percentage of Women's Total .....	30%	7%	25%	36%

TABLE 4.4  
TOTAL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	1,000	7	10 %	10 %
1,000	2,000	5	7	17
2,000	3,000	10	14	31
3,000	4,000	16	22	53
4,000	5,000	15	20	73
5,000	6,000	5	7	80
6,000	7,000	10	14	95
7,000	8,000	0	0	95
8,000	9,000	2	3	97
9,000		2	3	100
		<b>72</b>	<b>100 %</b>	

TABLE 4.5  
MEN'S TOTAL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	300	11	15 %	15%
300	600	16	22	37
600	900	9	13	50
900	1,200	5	7	57
1,200	1,500	4	6	63
1,500	1,800	7	10	73
1,800	2,100	1	1	74
2,100	2,400	4	5	79
2,400	2,700	2	3	82
2,700		13	18	100
		<b>72</b>	<b>100 %</b>	

TABLE 4.6  
WOMEN'S TOTAL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	30	29	40%	40%
30	60	7	10	50
60	90	2	3	53
90	120	4	6	59
120	150	3	4	63
150	180	2	3	66
180	210	1	1	67
210	240	0	0	67
240	270	3	4	71
270		21	29	100
		72	100%	

TABLE 4.7  
FOOTBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	75	12	17%	17%
75	150	10	14	31
150	225	9	12	43
225	300	7	10	53
300	375	3	4	57
375	450	7	10	67
450	525	1	1	68
525	600	2	3	71
600	675	0	0	71
675		21	29	100
		72	100%	

TABLE 4.8  
MEN'S BASKETBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	75	10	14%	14
75	150	17	24	38
150	225	7	10	48
225	300	5	7	55
300	375	7	10	65
375	450	6	8	73
450	525	3	4	77
525	600	1	1	78
600	675	5	7	85
675		11	15	100
		72	100%	

TABLE 4.9  
WOMEN'S BASKETBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	4	22	31%	31%
4	8	6	8	39
8	12	6	8	47
12	16	5	7	54
16	20	2	3	57
20	24	2	3	60
24	28	4	6	66
28	32	0	0	66
32	36	0	0	66
36		25	35	100
		72	100%	

TABLE 4.10  
TRENDS IN PROGRAM EXPENSES  
DIVISION I-AA  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Football				
Largest Reported .....	1,579	1,998	2,205	2,586
Average .....	751	967	990	1,024
Percentage of Men's Total .....	38%	39%	25%	43%
Men's Basketball				
Largest Reported .....	444	1,000	1,222	2,129
Average .....	263	401	476	557
Percentage of Men's Total .....	13%	17%	22%	24%
Women's Basketball				
Largest Reported .....	271	357	509	911
Average .....	105	177	255	321
Percentage of Women's Total .....	28%	22%	32%	32%

TABLE 4.11  
TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	1,000	1	1%	1%
1,000	2,000	4	6	7
2,000	3,000	14	19	26
3,000	4,000	14	19	45
4,000	5,000	17	24	69
5,000	6,000	8	11	80
6,000	7,000	5	7	87
7,000	8,000	4	6	93
8,000	9,000	4	6	99
9,000		1	1	100
		72	100%	

TABLE 4.12  
MEN'S TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	500	0	0%	0%
500	1,000	3	4	4
1,000	1,500	15	21	25
1,500	2,000	11	15	40
2,000	2,500	18	25	65
2,500	3,000	7	10	75
3,000	3,500	9	13	88
3,500	4,000	4	6	94
4,000	4,500	1	1	95
4,500		4	5	100
		72	100%	

TABLE 4.13  
WOMEN'S TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	200	4	6%	6
200	400	2	3	9
400	600	7	10	19
600	800	17	24	43
800	1,000	13	18	61
1,000	1,200	13	18	79
1,200	1,400	1	1	80
1,400	1,600	4	5	85
1,600	1,800	3	4	89
1,800		8	11	100
		<b>72</b>	<b>100%</b>	

TABLE 4.14  
FOOTBALL TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	200	4	6%	6%
200	400	9	13	19
400	600	6	8	27
600	800	5	7	34
800	1,000	16	22	56
1,000	1,200	4	5	61
1,200	1,400	10	14	75
1,400	1,600	5	7	82
1,600	1,800	5	7	89
1,800		8	11	100
		<b>72</b>	<b>100%</b>	

TABLE 4.15  
MEN'S BASKETBALL TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	100	0	0%	0%
100	200	3	4	4
200	300	5	7	11
300	400	17	24	35
400	500	13	18	53
500	600	10	14	67
600	700	13	18	85
700	800	2	3	88
800	900	1	1	89
900		8	11	100
		<b>72</b>	<b>100%</b>	

TABLE 4.16  
WOMEN'S BASKETBALL TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	75	3	4%	4%
75	150	5	7	11
150	225	11	15	26
225	300	18	25	51
300	375	14	19	70
375	450	8	11	81
450	525	7	10	91
525	600	0	0	91
600	675	4	6	97
675		2	3	100
		<b>72</b>	<b>100%</b>	

**TABLE 4.17**  
**REPORTED NET PROFITS AND DEFICITS**  
**DIVISION I-AA**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985 Total	1989			1993			1993 — Excluding* Institutional Support	1995			1995 — Excluding* Institutional Support
		Men	Women	Total	Men	Women	Total		Men	Women	Total	
<b>Revenues Exceed Expenses</b>												
No. of Respondents	5	29	9	18	6	4	30	11	10	3	31	9
Average profits	139	581	105	199	388	154	539	726	512	71	322	441
% reporting net profit	10%	54%	17%	33%	8%	5%	41%	15%	14%	4%	43%	13%
<b>Expenses Exceed Revenues</b>												
No. of Respondents	45	24	43	28	68	68	31	59	57	64	28	61
Average deficit	831	1,331	653	1,636	1,294	707	1,963	1,912	1,387	867	1,563	2,041
% reporting deficit	87%	44%	81%	52%	92%	92%	42%	81%	79%	89%	39%	85%
<b>Revenues Equal Expenses</b>												
No. of Respondents	2	1	1	8	0	2	13	4	5	5	13	2
% reporting break-even	3%	2%	2%	15%	0%	3%	17%	5%	7%	7%	18%	2%

**NOTES:**

Average profits - Those schools reporting a profit have been averaged.

Average deficit - Those school reporting a deficit have been averaged.

Total - The Total columns represent the net for a school (men and women, combined). For example, if a school has \$1,000 profit from women's programs and a \$2,000 deficit from men's, the total would appear as a deficit.

\* - 1993 and 1995 totals are shown exclusive of institutional support. For example, in 1993, if institutions had not made contributions to the athletics programs, only 43 schools would have shown a profit.

**TABLE 4.18**  
**REPORTED NET PROFITS AND DEFICITS — FOOTBALL**  
**DIVISION I-AA**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Revenues Exceed Expenses</b>				
Number of Respondents.....	12	3	4	7
Average Profit.....	255	166	75	351
Percentage Reporting Profits .....	24%	6%	5%	10%
<b>Expenses Exceed Revenues</b>				
Number of Respondents.....	38	51	70	61
Average Deficit .....	416	535	664	632
Percentage Reporting Deficits.....	76%	94%	95%	84%
<b>Revenues Equal Expenses</b>				
Number of Respondents.....	0	0	0	4
Percentage Reporting Break-even .....	0%	0%	0%	6%

**NOTE:**

The average profits shown reflect the average only for those institutions reporting profits.

The average deficit is for those reporting deficits.



**TABLE 4.19**  
**REPORTED NET PROFITS AND DEFICITS — MEN'S BASKETBALL**  
**DIVISION I-AA**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Revenues Exceed Expenses</b>				
Number of Respondents.....	16	14	14	14
Average Profit.....	212	321	450	560
Percentage Reporting Profits.....	32%	26%	19%	19%
<b>Expenses Exceed Revenues</b>				
Number of Respondents.....	34	40	60	54
Average Deficit.....	137	199	244	253
Percentage Reporting Deficits.....	68%	74%	81%	75%
<b>Revenues Equal Expenses</b>				
Number of Respondents.....	0	0	0	4
Percentage Reporting Break-even.....	0%	0%	0%	6%

**NOTES:**

The average profits shown reflect the average only for those institutions reporting profits.  
The average deficit is for those reporting deficits.

**TABLE 4.20**  
**REPORTED NET PROFITS AND DEFICITS — WOMEN'S BASKETBALL**  
**DIVISION I-AA**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Revenues Exceed Expenses</b>				
Number of Respondents.....	N/A	N/A	2	2
Average Profit.....	N/A	N/A	91	153
Percentage Reporting Profits.....	N/A	N/A	3%	2%
<b>Expenses Exceed Revenues</b>				
Number of Respondents.....	N/A	N/A	69	63
Average Deficit.....	N/A	N/A	234	274
Percentage Reporting Deficits.....	N/A	N/A	93%	88%
<b>Revenues Equal Expenses</b>				
Number of Respondents.....	N/A	N/A	3	7
Percentage Reporting Break-even.....	N/A	N/A	4%	10%

**NOTES:**

The average profits shown reflect the average only for those institutions reporting profits.  
The average deficit is for those reporting deficits.

TABLE 4.21  
TOTAL OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	50	22	50 %	0	300	9	32 %
50	100	2	4	300	600	3	11
100	150	7	16	600	900	3	11
150	200	0	0	900	1,200	0	0
200	250	1	2	1,200	1,500	1	4
250	300	0	0	1,500	1,800	2	7
300	350	2	5	1,800	2,100	1	3
350	400	2	5	2,100	2,400	0	0
400	450	0	0	2,400	2,700	2	7
450		8	18	2,700		7	25
		44	100 %			28	100 %

TABLE 4.22  
MEN'S PROGRAMS OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	50	5	33 %	0	300	3	5 %
50	100	3	20	300	600	5	9
100	150	2	13	600	900	7	12
150	200	0	0	900	1,200	11	19
200	250	0	0	1,200	1,500	11	19
250	300	0	0	1,500	1,800	6	11
300	350	0	0	1,800	2,100	7	12
350	400	0	0	2,100	2,400	1	2
400	450	0	0	2,400	2,700	2	4
450		5	34	2,700		4	7
		15	100 %			57	100 %

**TABLE 4.23**  
**WOMEN'S PROGRAMS PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS**  
**DIVISION I-AA**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	300	6	74 %	0	200	7	11 %
300	600	1	13	200	400	6	9
600	900	0	0	400	600	5	8
900	1,200	0	0	600	800	14	22
1,200	1,500	0	0	800	1,000	12	19
1,500	1,800	1	13	1,000	1,200	6	9
1,800	2,100	0	0	1,200	1,400	3	5
2,100	2,400	0	0	1,400	1,600	3	5
2,400	2,700	0	0	1,600	1,800	3	4
2,700		0	0	1,800		5	8
		<b>8</b>	<b>100 %</b>			<b>64</b>	<b>100 %</b>

**TABLE 4.24**  
**FOOTBALL OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS**  
**DIVISION I-AA**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**  
**For Those Institutions Reporting Deficits**

More than	Less than	Number	Percentage
0	150	8	13 %
150	300	6	10
300	450	11	18
450	600	9	15
600	750	9	15
750	900	5	8
900	1,050	3	5
1,050	1,200	5	8
1,200	1,350	1	2
1,350		4	6
		<b>61</b>	<b>100 %</b>

TABLE 4.25  
MEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	100	8	44 %	0	50	3	6 %
100	200	2	11	50	100	6	11
200	300	0	0	100	150	6	11
300	400	2	11	150	200	5	9
400	500	0	0	200	250	9	17
500	600	1	6	250	300	8	15
600	700	1	6	300	350	4	7
700	800	1	6	350	400	3	6
800	900	0	0	400	450	4	7
900		3	16	450		6	11
		<b>18</b>	<b>100 %</b>			<b>54</b>	<b>100 %</b>

TABLE 4.26  
WOMEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)  
For Those Institutions Reporting Deficits

More than	Less than	Number	Percentage
0	60	1	1 %
60	120	8	13
120	180	7	11
180	240	13	21
240	300	10	16
300	360	10	16
360	420	4	6
420	480	3	5
480	540	6	10
540		1	1
		<b>63</b>	<b>100 %</b>

**TABLE 4.27**  
**SOURCES OF TOTAL REVENUES -- PUBLIC, PRIVATE, TOTAL DIVISION**  
**DIVISION I-AA**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

	Public	% of Total	Private	% of Total	Total Division	% of Total
<b>Ticket Sales:</b>						
Public/faculty/staff	529	12	437	12	500	12
Students	31	1	8	0	23	1
<b>Total Ticket Sales</b>	<b>560</b>	<b>13</b>	<b>445</b>	<b>12</b>	<b>523</b>	<b>12</b>
<b>Postseason Compensation:</b>						
Bowl games	1	0	2	0	1	0
Tournaments	18	0	27	1	21	0
Other	10	0	0	0	7	0
<b>Total Postseason</b>	<b>29</b>	<b>1</b>	<b>29</b>	<b>1</b>	<b>29</b>	<b>1</b>
NCAA distributions	118	3	81	2	106	2
Conference distributions	38	1	55	1	43	1
Student Activity Fees	1,211	27	233	6	899	21
Guarantees and Options	152	3	125	3	143	3
Donor Contributions	419	9	399	11	413	10
Direct Government Support	678	15	0	0	461	11
Institutional Support	875	20	1,908	51	1,205	28
<b>Other:</b>						
Concessions	43	1	30	1	39	1
Radio/television	54	1	105	3	70	2
Special events	16	0	12	0	14	0
Program sales/advertising	28	1	37	1	31	1
Signage/sponsorship	68	2	109	3	81	2
Sports camps	41	1	58	2	47	1
Miscellaneous	148	3	127	3	141	3
<b>Total Other</b>	<b>398</b>	<b>9</b>	<b>478</b>	<b>13</b>	<b>423</b>	<b>10</b>
<b>Total</b>	<b>4,478</b>	<b>100</b>	<b>3,753</b>	<b>100</b>	<b>4,245</b>	<b>100</b>

**NOTES:**

Total public institutions reporting = 49.

Total private institutions reporting = 23.

TABLE 4.28  
OPERATING EXPENSES BY OBJECT OF EXPENDITURE  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

	Public	% of Total	Private	% of Total	Total Division	% of Total
Grants-in-Aid						
Men	719	17	1,014	13	813	16
Women	332	8	647	9	433	8
Administrative	30	1	12	0	24	0
Total	1,081	26	1,673	22	1,270	24
Guarantees and Options						
Men	73	2	54	1	67	1
Women	3	0	4	0	3	0
Administrative	0	0	0	0	0	0
Total	76	2	58	1	70	1
Salaries/Wages/Fringes						
Men	704	17	827	11	744	14
Women	273	7	516	7	351	7
Administrative	534	13	743	10	601	11
Total	1,511	36	2,086	28	1,696	32
Team Travel						
Men	267	6	272	4	269	5
Women	122	3	136	2	126	2
Administrative	21	1	25	0	22	0
Total	410	10	433	6	417	8
Scouting and recruiting						
Men	76	2	101	1	84	2
Women	27	1	33	0	29	1
Administrative	3	0	2	0	2	0
Total	106	3	136	2	115	2
Equipment/Uniforms/Supplies						
Men	113	3	123	2	116	2
Women	40	1	39	1	40	1
Administrative	59	1	70	1	63	1
Total	212	5	232	3	219	4
Fund-raising						
Men	5	0	7	0	5	0
Women	1	0	2	0	2	0
Administrative	50	1	28	0	43	1
Total	56	1	37	0	50	1
Insurance						
Men	13	0	10	0	12	0
Women	6	0	4	0	5	0
Administrative	35	1	34	0	35	1
Total	54	1	48	1	52	1

	% of Public	Total	% of Private	Total	% of Division	Total
Contract Services						
Men	39	1	9	0	29	1
Women	9	0	3	0	7	0
Administrative	67	2	12	0	49	1
Total	115	3	24	0	85	2
Game Day Services						
Men	73	2	93	1	79	2
Women	19	0	29	0	22	0
Administrative	10	0	33	0	17	0
Total	102	2	155	2	118	2
Other						
Men	112	3	171	2	131	3
Women	34	1	41	1	36	1
Administrative	309	7	319	4	312	6
Total	455	11	531	7	479	9
Total Operating Expenses						
Men	2,156	52	4,854	65	3,018	58
Women	864	21	1,247	17	987	19
Administrative	1,109	27	1,277	17	1,163	22
Total	4,129	99	7,378	98	5,168	99
Debt Service						
Men	12	0	1	0	8	0
Women	0	0	0	0	0	0
Administrative	6	0	9	0	7	0
Total	18	0	10	0	15	0
Capital Expenditures						
Men	4	0	6	0	4	0
Women	0	0	1	0	1	0
Administrative	15	0	121	2	49	1
Total	19	0	128	2	54	1
Total Expenditures						
Men	2,172	52	4,861	65	3,030	58
Women	864	21	1,248	17	988	19
Administrative	1,130	27	1,407	19	1,219	23
Total	4,166	100	7,516	100	5,237	100

NOTES:

Total public institutions reporting = 49.

Total private institutions reporting = 23.

# CHAPTER V

## DIVISION I-AAA TABLES

TABLE 5.1  
TOTAL REVENUES, EXPENSES AND NET OPERATING RESULTS  
DIVISION I-AAA  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	Percentage of 1993 Total	1995	Percentage of 1995 Total
Total Revenues						
Men's.....	598	988	676	31%	811	27%
Women's .....	18	255	133	6	375	12
Nongender .....	N/A	N/A	1,367	63	1,856	61
Total Revenues						
Average .....	616	1,243	2,176	100%	3,042	100%
Largest reported.....	2,379	3,608	6,640		7,702	
Total Expenses						
Men's.....	878	1,296	1,249	44%	1,451	42%
Women's .....	206	618	763	27	1,038	30%
Nongender .....	N/A	N/A	822	29	941	28%
Total Expenses						
Average .....	1,084	1,914	2,834	100%	3,430	100%
Largest Reported .....	2,356	5,420	6,640		6,489	
Average Profit (Deficit)						
Men's .....	(280)	(308)	(573)		(640)	
Women's.....	(188)	(363)	(630)		(663)	
Nongender .....	N/A	N/A	545		915	
Total Profit (Deficit).....	(468)	(671)	(658)		(388)	
Restated Without Institutional Support						
Average Deficit .....	N/A	N/A	(1,134)		(1,464)	

**NOTES:**

For the 1993 and 1995 reporting years, only revenues and expenses specifically related to men's and women's programs are shown as such. Nongender-specific items are reported as nongender. In 1985 and 1989 reports, however, the nongender-specific items were allocated between men's and women's programs. Thus, comparisons are misleading.

The largest total revenue reported by a division member is reported, as is the largest total expense. All other amounts are division averages.

The average deficit has been restated to reflect the deficit that results from the removal of institutional support from total revenues.



TABLE 5.2  
REVENUES AND EXPENSES BY SPORT  
DIVISION I-AAA  
Fiscal Years 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	Football	Basketball	Other Sports	Unrelated	Total
<b>Men's Programs Revenues</b>					
1989 — Average .....	68	444	101	375	988
Percent of Total .....	7%	45%	10%	38%	100%
1993 — Average .....	18	454	126	78	676
Percent of Total .....	3%	67%	19%	12%	100%
1995 — Average .....	0	465	225	121	811
Percent of Total .....	0%	57%	28%	15%	100%
<b>Men's Programs Expenses</b>					
1989 — Average .....	238	487	377	194	1,296
Percent of Total .....	18%	38%	29%	15%	100%
1993 — Average .....	33	604	553	59	1,249
Percent of Total .....	3%	48%	44%	5%	100%
1995 — Average .....	1	645	692	113	1,451
Percent of Total .....	0%	44%	48%	8%	100%
<b>Women's Programs Revenues</b>					
1989 — Average .....		20	55	180	255
Percent of Total .....		8%	22%	71%	100%
1993 — Average .....		37	63	33	133
Percent of Total .....		28%	47%	25%	100%
1995 — Average .....		90	182	103	375
Percent of Total .....		24%	49%	27%	100%
<b>Women's Programs Expenses</b>					
1989 — Average .....		182	244	192	618
Percent of Total .....		29%	39%	31%	100%
1993 — Average .....		291	423	49	763
Percent of Total .....		38%	55%	6%	100%
1995 — Average .....		338	600	100	1,038
Percent of Total .....		32%	58%	10%	100%

NOTE: Revenue and expense items not specifically related to a particular sport are reported as Unrelated.

**TABLE 5.3**  
**TRENDS IN PROGRAM REVENUES**  
**DIVISION I-AAA**  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Football				
Largest Reported .....	N/A	N/A	781	0
Average .....	N/A	68	19	0
Percentage of Men's Total .....	N/A	1%	1%	0%
Men's Basketball				
Largest Reported .....	2,072	3,255	3,264	2,458
Average .....	329	444	454	465
Percentage of Men's Total .....	51%	45%	67%	57%
Women's Basketball				
Largest Reported .....	43	158	385	546
Average .....	7	20	37	90
Percentage of Women's Total .....	35%	7%	28%	24%

**TABLE 5.4**  
**TOTAL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-AAA**  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	500	3	7 %	7 %
500	1,000	4	9	16
1,000	1,500	2	4	20
1,500	2,000	3	7	27
2,000	2,500	4	9	36
2,500	3,000	8	17	53
3,000	3,500	4	9	62
3,500	4,000	4	9	71
4,000	4,500	5	11	82
4,500		8	18	100
		45	100 %	

**TABLE 5.5**  
**MEN'S TOTAL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-AAA**  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	150	13	29 %	29%
150	300	2	4	33
300	450	3	7	40
450	600	3	7	47
600	750	3	7	54
750	900	3	7	61
900	1,050	1	2	63
1,050	1,200	2	4	67
1,200	1,350	3	7	74
1,350		12	26	100
		45	100 %	

TABLE 5.6  
WOMEN'S TOTAL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	30	19	42%	42%
30	60	3	7	49
60	90	2	5	54
90	120	0	0	54
120	150	0	0	54
150	180	1	2	56
180	210	0	0	56
210	240	1	2	58
240	270	1	2	60
270		18	40	100
		45	100%	

TABLE 5.8  
MEN'S BASKETBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	75	8	18%	18%
75	150	8	18	36
150	225	1	2	38
225	300	5	11	49
300	375	3	7	56
375	450	3	7	63
450	525	2	4	67
525	600	2	4	71
600	675	3	7	78
675		10	22	100
		45	100%	

TABLE 5.9  
WOMEN'S BASKETBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	3	10	22%	22%
3	6	6	13	35
6	9	5	11	46
9	12	0	0	46
12	15	2	5	51
15	18	2	5	56
18	21	0	0	56
21	24	2	4	60
24	27	1	2	62
27		17	38	100
		45	100%	

**TABLE 5.10**  
**TRENDS IN PROGRAM EXPENSES**  
**DIVISION I-AAA**  
**Fiscal Years 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Football</b>				
Largest Reported .....	N/A	N/A	1,146	33
Average .....	N/A	N/A	33	1
Percentage of Men's Total .....	N/A	N/A	1%	0%
<b>Men's Basketball</b>				
Largest Reported .....	744	1,480	1,702	1,631
Average .....	314	487	604	645
Percentage of Men's Total .....	36%	38%	48%	44%
<b>Women's Basketball</b>				
Largest Reported .....	276	490	723	559
Average .....	88	182	291	338
Percentage of Women's Total .....	38%	28%	38%	33%

**TABLE 5.11**  
**TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-AAA**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	750	0	0%	0%
750	1,500	1	2	2
1,500	2,250	7	16	18
2,250	3,000	9	20	38
3,000	3,750	11	24	62
3,750	4,500	9	20	82
4,500	5,250	3	7	89
5,250	6,000	3	7	96
6,000	6,750	2	4	100
		<b>45</b>	<b>100%</b>	

**TABLE 5.12**  
**MEN'S TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION I-AAA**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	300	0	0%	0%
300	600	1	2	2
600	900	4	9	11
900	1,200	12	27	38
1,200	1,500	8	18	56
1,500	1,800	9	20	76
1,800	2,100	7	16	92
2,100	2,400	1	2	94
2,400	2,700	1	2	96
2,700		2	4	100
		<b>45</b>	<b>100%</b>	

TABLE 5.13  
WOMEN'S TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	200	0	0%	0%
200	400	0	0	0
400	600	5	11	11
600	800	5	11	22
800	1,000	13	29	51
1,000	1,200	14	31	82
1,200	1,400	3	7	89
1,400	1,600	2	4	93
1,600	1,800	0	0	93
1,800		3	7	100
		45	100%	

TABLE 5.14  
FOOTBALL TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	5	44	98%	98%
5	10	0	0	98
10	15	0	0	98
15	20	0	0	98
20	25	0	0	98
25	30	0	0	98
30	35	1	2	100
35	40	0	0	100
40	45	0	0	100
45		0	0	100
		45	100%	

TABLE 5.15  
MEN'S BASKETBALL TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	150	0	0%	0%
150	300	2	5	5
300	450	10	22	27
450	600	8	18	45
600	750	12	27	72
750	900	6	13	85
900	1,050	4	9	94
1,050	1,200	1	2	96
1,200	1,350	1	2	98
1,350		1	2	100
		45	100%	

TABLE 5.16  
WOMEN'S BASKETBALL TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	75	2	5%	5%
75	150	0	0	5
150	225	6	13	18
225	300	6	13	31
300	375	15	33	64
375	450	7	16	80
450	525	8	18	98
525	600	1	2	100
		45	100%	

**TABLE 5.17**  
**REPORTED NET PROFITS AND DEFICITS**  
**DIVISION I-AAA**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985 Total	1989			1993			1993 — Excluding* Institutional Support	1995			1995 — Excluding* Institutional Support
		Men	Women	Total	Men	Women	Total		Men	Women	Total	
Revenues Exceed Expenses												
No. of Respondents	5	22	7	15	7	3	16	8	6	4	22	8
Average profits	122	360	81	166	517	26	129	142	203	153	266	449
% reporting net profit	15%	40%	13%	27%	15%	6%	33%	17%	13%	9%	49%	18%
Expenses Exceed Revenues												
No. of Respondents	29	33	48	40	41	45	28	39	39	41	19	37
Average deficit	565	726	476	1,061	750	684	1,244	1,435	770	743	1,229	1,879
% reporting deficit	85%	60%	87%	71%	85%	94%	58%	81%	87%	91%	42%	82%
Revenues Equal Expenses												
No. of Respondents	0	0	0	1	0	0	4	1	0	0	4	0
% reporting break-even	0%	0%	0%	2%	0%	0%	9%	2%	0%	0%	9%	0%

**NOTES:**

Average profits - Those schools reporting a profit have been averaged.

Average deficit - Those school reporting a deficit have been averaged.

Total - The total columns represent the net for a school (men and women, combined). For example, if a school has \$1,000 profit from women's programs and a \$2,000 deficit from men's, the total would appear as a deficit.

\* - 1993 and 1995 totals are shown exclusive of institutional support. For example, in 1993, if institutions had not made contributions to the athletics programs, only 43 schools would have shown a profit.

**TABLE 5.18**  
**REPORTED NET PROFITS AND DEFICITS — FOOTBALL**  
**DIVISION I-AAA**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
Revenues Exceed Expenses				
Number of Respondents.....	N/A	N/A	0	0
Average Profit.....	N/A	N/A	0	0
Percentage Reporting Profits.....	N/A	N/A	0%	0%
Expenses Exceed Revenues				
Number of Respondents.....	N/A	N/A	6	1
Average Deficit.....	N/A	N/A	136	33
Percentage Reporting Deficits.....	N/A	N/A	13%	2%
Revenues Equal Expenses				
Number of Respondents.....	N/A	N/A	N/A	N/A
Percentage Reporting Break-even.....	N/A	N/A	N/A	N/A

**NOTE:**

The average profits shown reflect the average only for those institutions reporting profits.

The average deficit is for those reporting deficits.

TABLE 5.19  
REPORTED NET PROFITS AND DEFICITS — MEN'S BASKETBALL  
DIVISION I-AAA  
Fiscal Year 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Revenues Exceed Expenses				
Number of Respondents.....	9	14	9	11
Average Profit.....	347	511	499	243
Percentage Reporting Profits.....	29%	25%	19%	24%
Expenses Exceed Revenues				
Number of Respondents.....	22	41	38	34
Average Deficit.....	149	223	300	317
Percentage Reporting Deficits.....	71%	75%	79%	76%
Revenues Equal Expenses				
Number of Respondents.....	0	0	1	0
Percentage Reporting Break-even.....	0%	0%	2%	0%

NOTES:

The average profits shown reflect the average only for those institutions reporting profits.  
The average deficit is for those reporting deficits.

TABLE 5.20  
REPORTED NET PROFITS AND DEFICITS — WOMEN'S BASKETBALL  
DIVISION I-AAA  
Fiscal Year 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Revenues Exceed Expenses				
Number of Respondents.....	N/A	N/A	2	4
Average Profit.....	N/A	N/A	31	43
Percentage Reporting Profits.....	N/A	N/A	4%	9%
Expenses Exceed Revenues				
Number of Respondents.....	N/A	N/A	44	39
Average Deficit.....	N/A	N/A	285	291
Percentage Reporting Deficits.....	N/A	N/A	92%	87%
Revenues Equal Expenses				
Number of Respondents.....	N/A	N/A	2	2
Percentage Reporting Break-even.....	N/A	N/A	4%	4%

NOTES:

The average profits shown reflect the average only for those institutions reporting profits.  
The average deficit is for those reporting deficits.

**TABLE 5.21**  
**TOTAL OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS**  
**DIVISION I-AAA**  
**Fiscal Year 1995**  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	25	8	31 %	0	200	4	21 %
25	50	3	11	200	400	1	5
50	75	3	11	400	600	0	0
75	100	0	0	600	800	1	5
100	125	0	0	800	1,00	2	11
125	150	0	0	1,00	1,200	2	11
150	175	2	8	1,200	1,400	1	5
175	200	1	4	1,400	1,600	2	11
200	225	1	4	1,600	1,800	0	0
225		8	31	1,800		6	31
		<b>26</b>	<b>100 %</b>			<b>19</b>	<b>100 %</b>

**TABLE 5.22**  
**MEN'S PROGRAMS OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS**  
**DIVISION I-AAA**  
**Fiscal Year 1995**  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	200	3	50 %	0	150	4	10 %
200	400	3	50	150	300	1	3
400	600	0	0	300	450	4	10
600	800	0	0	450	600	4	10
800	1,000	0	0	600	750	5	13
1,000	1,200	0	0	750	900	6	15
1,200	1,400	0	0	900	1,050	7	18
1,400	1,600	0	0	1,050	1,200	3	8
1,600	1,800	0	0	1,200	1,350	2	5
1,800		0	0	1,350		3	8
		<b>6</b>	<b>100 %</b>			<b>39</b>	<b>100 %</b>



TABLE 5.23  
WOMEN'S PROGRAMS OPERATING PROFITS AND DEFICITS —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	20	0	0 %	0	200	4	10 %
20	40	0	0	200	400	3	7
40	60	0	0	400	600	6	15
60	80	0	0	600	800	9	22
80	100	1	25	800	1,000	9	22
100	120	0	0	1,000	1,200	8	20
120	140	1	25	1,200	1,400	1	2
140	160	0	0	1,400	1,600	0	0
160	180	1	25	1,600	1,800	1	2
180		1	25	1,800		0	0

TABLE 5.25  
MEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	100	5	46 %	0	75	3	9 %
100	200	2	18	75	150	3	9
200	300	2	18	150	225	6	17
300	400	0	0	225	300	6	17
400	500	0	0	300	375	4	12
500	600	0	0	375	450	4	12
600	700	0	0	450	525	2	6
700	800	1	9	525	600	3	9
800	900	1	9	600	675	3	9
900		0	0	675		0	0
		11	100 %			34	100 %

---

TABLE 5.26  
WOMEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —  
FREQUENCY DISTRIBUTIONS  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)  
For Those Institutions Reporting Deficits

More than	Less than	Number	Percentage
0	75	2	5 %
75	150	1	3
150	225	10	26
225	300	8	20
300	375	8	20
375	450	3	8
450	525	6	15
525	600	1	3
600	675	0	0
675		0	0
		<b>39</b>	<b>100 %</b>

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TABLE 5.27  
SOURCES OF TOTAL REVENUES — PUBLIC, PRIVATE, TOTAL DIVISION  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

	Public	% of Total	Private	% of Total	Total Division	% of Total
<b>Ticket Sales:</b>						
Public/Faculty/Staff	228	6	328	15	268	9
Students	1	0	5	0	2	0
<b>Total Ticket Sales</b>	<b>229</b>	<b>6</b>	<b>333</b>	<b>16</b>	<b>270</b>	<b>9</b>
<b>Postseason Compensation:</b>						
Bowl Games	0	0	0	0	0	0
Tournaments	5	0	9	0	6	0
Other	4	0	10	0	7	0
<b>Total Postseason</b>	<b>9</b>	<b>0</b>	<b>19</b>	<b>1</b>	<b>13</b>	<b>0</b>
NCAA Distributions	94	3	75	4	86	3
Conference Distributions	130	4	23	1	88	3
Student Activity Fees	1,708	47	134	6	1,078	35
Guarantees and Options	47	1	40	2	44	1
Donor Contributions	197	5	192	9	195	6
Direct Government Support	211	6	187	9	201	7
Institutional Support	563	15	846	40	676	22
<b>Other:</b>						
Concessions	19	1	9	0	15	0
Radio/Television	24	1	58	3	38	1
Special Events	45	1	17	1	34	1
Program Sales/Advertising	38	1	13	1	28	1
Signage/Sponsorship	45	1	44	2	45	1
Sports Camps	55	2	41	2	49	2
Miscellaneous	227	6	105	5	179	6
<b>Total Other</b>	<b>453</b>	<b>12</b>	<b>287</b>	<b>13</b>	<b>388</b>	<b>13</b>
<b>Total</b>	<b>3,641</b>	<b>100</b>	<b>2,136</b>	<b>100</b>	<b>3,039</b>	<b>100</b>

**NOTES:**

Total public institutions reporting = 27.  
Total private institutions reporting = 18.

TABLE 5.28  
OPERATING EXPENSES BY OBJECT OF EXPENDITURE  
DIVISION I-AAA  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

	Public	% of Total	Private	% of Total	Total Division	% of Total
Grants-in-Aid						
Men	430	12	609	19	501	14
Women	405	11	569	18	471	13
Administrative	21	1	22	1	21	1
Total	856	23	1,200	38	993	28
Guarantees and Options						
Men	36	1	25	1	31	1
Women	3	0	3	0	3	0
Administrative	0	0	8	0	4	0
Total	39	1	36	1	38	1
Salaries/Wages/Fringes						
Men	421	11	344	11	390	11
Women	302	8	182	6	254	7
Administrative	660	18	396	13	554	16
Total	1,383	37	922	29	1,198	34
Team Travel						
Men	163	4	155	5	160	5
Women	116	3	109	3	113	3
Administrative	23	1	19	1	22	1
Total	302	8	283	9	295	8
Scouting and Recruiting						
Men	48	1	47	1	48	1
Women	31	1	17	1	25	1
Administrative	13	0	1	0	8	0
Total	92	2	65	2	81	2
Equipment/Uniforms/Supplies						
Men	69	2	50	2	61	2
Women	46	1	29	1	39	1
Administrative	80	2	64	2	74	2
Total	195	5	143	5	174	5
Fund-raising						
Men	35	1	6	0	23	1
Women	24	1	3	0	15	0
Administrative	56	1	45	1	52	1
Total	115	3	54	2	90	3
Insurance						
Men	6	0	2	0	4	0
Women	4	0	2	0	4	0
Administrative	28	1	23	1	26	1
Total	38	1	27	1	34	1

	Public	% of Total	Private	% of Total	Division	% of Total
Contract Services						
Men	9	0	1	0	6	0
Women	7	0	1	0	5	0
Administrative	34	1	19	1	28	1
Total	50	1	21	1	39	1
Game Day Services						
Men	63	2	79	2	69	2
Women	18	0	17	1	18	1
Administrative	20	1	6	0	14	0
Total	101	3	102	3	101	3
Other						
Men	72	2	110	3	87	2
Women	44	1	38	1	42	1
Administrative	362	10	94	3	255	7
Total	478	13	242	8	384	11
Total Operating Expenses						
Men	1,351	36	1,428	45	1,381	39
Women	1,001	27	972	31	989	28
Administrative	1,303	35	696	22	1,060	30
Total	3,655	98	3,096	98	3,430	98
Debt Service						
Men	0	0	0	0	0	0
Women	0	0	0	0	0	0
Administrative	69	2	19	1	49	1
Total	69	2	19	1	49	1
Capital Expenditures						
Men	1	0	11	0	5	0
Women	0	0	10	0	4	0
Administrative	10	0	29	1	17	0
Total	11	0	50	2	26	1
Total Expenditures						
Men	1,352	36	1,439	45	1,386	40
Women	1,001	27	982	31	993	28
Administrative	1,382	37	744	24	1,126	32
Total	3,735	100	3,165	100	3,505	100

NOTES:

Total public institutions reporting = 27.

Total private institutions reporting = 18.

# CHAPTER VI

## DIVISION II TABLES WITH FOOTBALL

TABLE 6.1  
TOTAL REVENUES, EXPENSES AND OPERATING RESULTS  
DIVISION II WITH FOOTBALL  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	Percentage of 1993 Total	1995	Percentage of 1995 Total
Total Revenues						
Men's.....	419	549	327	33%	480	36%
Women's .....	75	175	111	11%	194	14%
Nongender .....	N/A	N/A	553	56%	676	50%
Total Revenues						
Average .....	494	714	991	100%	1,350	100%
Largest reported.....	1,382	2,562	3,458		3,496	
Total Expenses						
Men's.....	719	854	793	56%	846	54%
Women's .....	156	325	314	22%	377	24%
Nongender .....	N/A	N/A	316	22%	348	22%
Total Expenses						
Average .....	875	1,179	1,423	100%	1,571	100%
Largest Reported .....	2,025	2,562	3,458		3,070	
Average Profit (Deficit)						
Men's .....	(300)	(305)	(466)		(366)	
Women's .....	(81)	(150)	(203)		(183)	
Nongender .....	N/A	N/A	237		328	
Total Profit (Deficit) .....	(381)	(465)	(432)		(221)	
Restated Without Institutional Support						
Average Deficit .....	N/A	N/A	(805)		(842)	

### NOTES:

For the 1993 and 1995 reporting years, only revenues and expenses specifically related to men's and women's programs are shown as such. Nongender-specific items are reported as nongender. In 1985 and 1989 reports, however, the nongender-specific items were allocated between men's and women's programs. Thus, comparisons are misleading.

The largest total revenue reported by a division member is reported, as is the largest total expense. All other amounts are division averages.

The average deficit has been restated to reflect the deficit that results from the removal of institutional support from total revenues.

**TABLE 6.2**  
**REVENUES AND EXPENSES BY SPORT**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Years 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	Football	Basketball	Other Sports	Unrelated	Total
<b>Men's Programs Revenues</b>					
1989 — Average .....	101	49	90	309	549
Percent of Total .....	18%	9%	16%	56%	100%
1993 — Average .....	132	61	95	39	327
Percent of Total .....	40%	19%	29%	12%	100%
1995 — Average .....	186	84	128	82	480
Percent of Total .....	38%	18%	27%	17%	100%
<b>Men's Program Expenses</b>					
1989 — Average .....	331	125	196	202	854
Percent of Total .....	39%	15%	23%	24%	100%
1993 — Average .....	369	157	224	43	793
Percent of Total .....	47%	20%	28%	5%	100%
1995 — Average .....	392	163	261	30	846
Percent of Total .....	46%	19%	31%	4%	100%
<b>Women's Programs Revenues</b>					
1989 — Average .....		21	49	105	175
Percent of Total .....		12%	28%	60%	100%
1993 — Average .....		30	49	32	111
Percent of Total .....		27%	44%	29%	100%
1995 — Average .....		61	90	43	194
Percent of Total .....		32%	46%	22%	100%
<b>Women's Programs Expenses</b>					
1989 — Average .....		83	144	98	325
Percent of Total .....		26%	44%	30%	100%
1993 — Average .....		115	165	34	314
Percent of Total .....		37%	53%	11%	100%
1995 — Average .....		128	217	32	377
Percent of Total .....		34%	58%	8%	100%

NOTE: Revenue and expense items not specifically related to a particular sport are reported as unrelated.

**TABLE 6.3**  
**TRENDS IN PROGRAM REVENUES**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Years 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Football</b>				
Largest Reported .....	402	835	1,446	985
Average .....	92	101	132	186
Percentage of Men's Total .....	22%	18%	13%	39%
<b>Men's Basketball</b>				
Largest Reported .....	516	303	540	366
Average .....	64	49	61	84
Percentage of Men's Total .....	15%	9%	19%	18%
<b>Women's Basketball</b>				
Largest Reported .....	73	163	251	282
Average .....	11	21	30	61
Percentage of Women's Total .....	13%	11%	27%	31%

**TABLE 6.4**  
**TOTAL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	300	10	15 %	15 %
300	600	6	9	24
600	900	10	15	39
900	1,200	7	10	49
1,200	1,500	11	16	65
1,500	1,800	4	6	71
1,800	2,100	5	7	78
2,100	2,400	4	6	84
2,400	2,700	4	6	90
2,700		7	10	100
		<b>68</b>	<b>100 %</b>	

**TABLE 6.5**  
**MEN'S TOTAL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	75	18	27 %	27%
75	150	7	10	37
150	225	4	6	43
225	300	4	6	49
300	375	5	7	56
375	450	2	3	59
450	525	2	3	62
525	600	1	1	63
600	675	4	6	69
675		21	31	100
		<b>68</b>	<b>100 %</b>	



TABLE 6.6  
WOMEN'S TOTAL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	20	24	35%	35%
20	40	4	6	41
40	60	2	3	44
60	80	2	3	47
80	100	2	3	50
100	120	3	4	54
120	140	3	4	58
140	160	1	2	60
160	180	0	0	60
180		27	40	100
		68	100%	

TABLE 6.7  
FOOTBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	25	17	25%	25%
25	50	12	18	43
50	75	7	11	54
75	100	3	4	58
100	125	2	3	61
125	150	0	0	61
150	175	2	3	64
175	200	3	4	68
200	225	3	4	72
225		19	28	100
		68	100%	

TABLE 6.8  
MEN'S BASKETBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	10	20	29%	29%
10	20	7	10	39
20	30	5	7	46
30	40	4	5	51
40	50	1	2	53
50	60	0	0	53
60	70	1	2	55
70	80	1	2	57
80	90	1	2	59
90		28	41	100
		68	100%	

TABLE 6.9  
WOMEN'S BASKETBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	2	18	27%	27%
2	4	4	6	33
4	6	5	7	40
6	8	1	2	42
8	10	2	3	45
10	12	0	0	45
12	14	1	1	46
14	16	1	1	47
16	18	1	1	48
18		35	52	100
		68	100%	

**TABLE 6.10**  
**TRENDS IN PROGRAM EXPENSES**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Years 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Football</b>				
Largest Reported .....	558	993	1,009	838
Average .....	245	331	369	392
Percentage of Men's Total .....	34%	39%	26%	46%
<b>Men's Basketball</b>				
Largest Reported .....	562	243	373	394
Average .....	117	125	157	163
Percentage of Men's Total .....	16%	14%	20%	19%
<b>Women's Basketball</b>				
Largest Reported .....	120	188	355	296
Average .....	46	83	115	124
Percentage of Women's Total .....	30%	26%	37%	33%

**TABLE 6.11**  
**TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	300	0	0%	0%
300	600	4	6	6
600	900	10	15	21
900	1,200	8	12	33
1,200	1,500	12	17	50
1,500	1,800	10	15	65
1,800	2,100	9	13	78
2,100	2,400	4	6	84
2,400	2,700	6	9	93
2,700		5	7	100
		<b>68</b>	<b>100%</b>	

**TABLE 6.12**  
**MEN'S TOTAL EXPENSES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

More than	Less than	Number	Percentage	Cumulative Percentage
0	200	1	2%	2%
200	400	10	15	17
400	600	8	12	29
600	800	12	17	46
800	1,000	15	22	68
1,000	1,200	11	16	84
1,200	1,400	6	9	93
1,400	1,600	3	4	97
1,600	1,800	0	0	97
1,800		2	3	100
		<b>68</b>	<b>100%</b>	

TABLE 6.13  
WOMEN'S TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	75	1	2%	2%
75	150	7	10	12
150	225	12	18	30
225	300	7	10	40
300	375	13	19	59
375	450	8	12	71
450	525	6	9	80
525	600	3	4	84
600	675	5	7	91
675		6	9	100
		68	100%	

TABLE 6.14  
FOOTBALL TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	75	3	4%	4%
75	150	5	7	11
150	225	8	12	23
225	300	6	9	32
300	375	8	12	44
375	450	11	16	60
450	525	10	15	75
525	600	8	12	87
600	675	4	6	93
675		5	7	100
		68	100%	

TABLE 6.15  
MEN'S BASKETBALL TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	40	3	5%	5%
40	80	4	6	11
80	120	11	16	27
120	160	17	23	50
160	200	18	27	77
200	240	6	9	86
240	280	6	9	95
280	320	2	3	98
320	360	0	0	98
360		1	2	100
		68	100%	

TABLE 6.16  
WOMEN'S BASKETBALL TOTAL EXPENSES — FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	30	4	6%	6%
30	60	5	7	13
60	90	9	13	26
90	120	14	21	47
120	150	14	21	68
150	180	7	10	78
180	210	9	13	91
210	240	4	6	97
240	270	1	2	99
270		1	1	100
		68	100%	

**TABLE 6.17**  
**REPORTED NET PROFITS AND DEFICITS**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985 Total	1989			1993			1993 — Excluding* Institutional Support	1995			1995 — Excluding* Institutional Support
		Men	Women	Total	Men	Women	Total		Men	Women	Total	
<b>Revenues Exceed Expenses</b>												
No. of Respondents	2	17	5	9	7	6	22	6	17	15	33	11
Average profits	50	106	32	42	218	38	137	50	133	63	131	87
% reporting net profit	6%	29%	9%	15%	10%	8%	30%	9%	25%	22%	49%	16%
<b>Expenses Exceed Revenues</b>												
No. of Respondents	32	38	48	39	63	64	44	66	48	50	26	57
Average deficit	459	541	209	685	571	236	808	909	565	268	743	1,002
% reporting deficit	89%	66%	83%	66%	86%	88%	60%	90%	71%	74%	38%	84%
<b>Revenues Equal Expenses</b>												
No. of Respondents	2	3	5	11	3	3	7	1	3	3	9	0
% reporting break-even	5%	5%	8%	19%	4%	4%	10%	1%	4%	4%	13%	0%

**NOTES:**

Average profits - Those schools reporting a profit have been averaged.

Average deficit - Those school reporting a deficit have been averaged.

Total - The Total columns represent the net for a school (men and women, combined). For example, if a school has \$1,000 profit from women's programs and a \$2,000 deficit from men's, the total would appear as a deficit.

\* - 1993 and 1995 Totals are shown exclusive of institutional support. For example, in 1993 if institutions had not made contributions to the athletic programs, only 6 schools would have shown a profit.

**TABLE 6.18**  
**REPORTED NET PROFITS AND DEFICITS — FOOTBALL**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Year 1985, 1989, 1993 and 1995**  
**(Dollar Amounts in Thousands)**

	1985	1989	1993	1995
<b>Revenues Exceed Expenses</b>				
Number of Respondents.....	3	2	8	12
Average Profit.....	49	37	144	64
Percentage Reporting Profits .....	9%	3%	11%	17%
<b>Expenses Exceed Revenues</b>				
Number of Respondents.....	32	56	62	49
Average Deficit.....	176	247	289	302
Percentage Reporting Deficits.....	91%	97%	85%	72%
<b>Revenues Equal Expenses</b>				
Number of Respondents.....	0	0	3	7
Percentage Reporting Break-even.....	0%	0%	4%	1%

**NOTE:**

The average profits shown reflect the average only for those institutions reporting profits.

The average deficit is for those reporting deficits.

TABLE 6.19  
REPORTED NET PROFITS AND DEFICITS — MEN'S BASKETBALL  
DIVISION II WITH FOOTBALL  
Fiscal Year 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Revenues Exceed Expenses				
Number of Respondents .....	5	6	8	13
Average Profit .....	19	39	65	28
Percentage Reporting Profits .....	15%	11%	11%	19%
Expenses Exceed Revenues				
Number of Respondents .....	29	50	61	50
Average Deficit .....	67	93	134	114
Percentage Reporting Deficits .....	85%	89%	84%	74%
Revenues Equal Expenses				
Number of Respondents .....	0	0	4	5
Percentage Reporting Break-even .....	0%	0%	5%	7%

NOTES:

The average profits shown reflect the average only for those institutions reporting profits.

The average deficit is for those reporting deficits.

TABLE 6.20  
REPORTED NET PROFITS AND DEFICITS — WOMEN'S BASKETBALL  
DIVISION II WITH FOOTBALL  
Fiscal Year 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Revenues Exceed Expenses				
Number of Respondents .....	N/A	N/A	4	9
Average Profit .....	N/A	N/A	16	33
Percentage Reporting Profits .....	N/A	N/A	5%	13%
Expenses Exceed Revenues				
Number of Respondents .....	N/A	N/A	65	53
Average Deficit .....	N/A	N/A	94	92
Percentage Reporting Deficits .....	N/A	N/A	90%	78%
Revenues Equal Expenses				
Number of Respondents .....	N/A	N/A	4	6
Percentage Reporting Break-even .....	N/A	N/A	5%	9%

NOTES:

The average profits shown reflect the average only for those institutions reporting profits.

The average deficit is for those reporting deficits.

TABLE 6.21  
TOTAL OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	20	14	33 %	0	150	7	27 %
20	40	4	10	150	300	1	4
40	60	8	19	300	450	2	8
60	80	2	5	450	600	2	8
80	100	0	0	600	750	0	0
100	120	1	2	750	900	3	12
120	140	1	2	900	1,050	1	4
140	160	5	12	1,050	1,200	3	11
160	180	1	2	1,200	1,350	4	15
180		6	15	1,350		3	11
		42	100 %			26	100 %

TABLE 6.22  
MEN'S PROGRAMS OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	20	4	20 %	0	100	8	17 %
20	40	6	30	100	200	2	4
40	60	1	5	200	300	5	11
60	80	1	5	300	400	4	8
80	100	1	5	400	500	5	11
100	120	1	5	500	600	2	4
120	140	0	0	600	700	3	6
140	160	1	5	700	800	4	8
160	180	0	0	800	900	4	8
180		5	25	900		11	23
		20	100 %			48	100 %

TABLE 6.23  
WOMEN'S PROGRAMS OPERATING PROFITS AND DEFICITS —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those institutions Reporting Profits				For Those institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	3	4	22 %	0	50	8	16 %
3	6	1	5	50	100	4	8 %
6	9	0	0	100	150	6	12
9	12	1	6	150	200	4	8
12	15	1	6	200	250	2	4
15	18	1	6	250	300	6	12
18	21	1	6	300	350	5	10
21	24	0	0	350	400	3	6
24	27	1	5	400	450	4	8
27		8	44	450		8	16

TABLE 6.24  
FOOTBALL OPERATING PROFITS AND DEFICITS —FREQUENCY DISTRIBUTIONS  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)  
For Those Institutions Reporting Deficits

More than	Less than	Number	Percentage
0	50	4	9 %
50	100	3	6
100	150	6	12
150	200	2	4
200	250	4	8
250	300	4	8
300	350	5	10
350	400	6	12
400	450	5	10
450		10	21
		49	100 %

TABLE 6.25  
 MEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —FREQUENCY DISTRIBUTIONS  
 DIVISION II WITH FOOTBALL  
 Fiscal Year 1995  
 (Dollar Amounts in Thousands)  
 For Those Institutions Reporting Deficits

More than	Less than	Number	Percentage
0	3	5	13 %
30	60	3	8
60	90	9	24
90	120	0	0
120	150	5	13
150	180	8	21
180	210	4	10
210	240	0	0
240	270	1	3
270		3	8
		<b>38</b>	<b>100 %</b>

TABLE 6.26  
 WOMEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —  
 FREQUENCY DISTRIBUTIONS  
 DIVISION II WITH FOOTBALL  
 Fiscal Year 1995  
 (Dollar Amounts in Thousands)  
 For Those Institutions Reporting Deficits

More than	Less than	Number	Percentage
0	25	9	17 %
25	50	6	11
50	75	6	11
75	100	12	23
100	125	7	13
125	150	4	8
150	175	4	8
175	200	2	4
200	225	0	0
225		3	5
		<b>53</b>	<b>100 %</b>



**TABLE 6.27**  
**SOURCES OF TOTAL REVENUES — PUBLIC, PRIVATE, TOTAL DIVISION**  
**DIVISION II WITH FOOTBALL**  
**Fiscal Year 1995**  
**(Dollar Amounts in Thousands)**

	Public	% of Total	Private	% of Total	Division	% of Total
<b>Ticket Sales:</b>						
Public/Faculty/Staff	88	6	24	2	73	5
Students	4	0	2	0	3	0
<b>Total Ticket Sales</b>	<b>92</b>	<b>6</b>	<b>26</b>	<b>2</b>	<b>76</b>	<b>6</b>
<b>Postseason Compensation:</b>						
Bowl Games	0	0	0	0	0	0
Tournaments	3	0	2	0	3	0
Other	1	0	1	0	1	0
<b>Total Postseason</b>	<b>4</b>	<b>0</b>	<b>3</b>	<b>0</b>	<b>4</b>	<b>0</b>
<b>NCAA Distributions</b>	<b>6</b>	<b>0</b>	<b>5</b>	<b>0</b>	<b>5</b>	<b>0</b>
Conference Distributions	2	0	1	0	2	0
Student Activity Fees	387	27	7	1	298	22
Guarantees and Options	13	1	7	1	12	1
Donor Contributions	99	7	135	12	108	8
Direct Government Support	138	10	0	0	105	8
Institutional Support	551	38	849	78	621	46
<b>Other:</b>						
Concessions	16	1	4	0	13	1
Radio/Television	4	0	0	0	3	0
Special Events	17	1	8	1	15	1
Program Sales/Advertising	10	1	8	1	10	1
Signage/Sponsorship	11	1	4	0	9	1
Sports Camps	54	4	29	3	48	4
Miscellaneous	32	2	2	0	25	2
<b>Total Other</b>	<b>144</b>	<b>10</b>	<b>55</b>	<b>5</b>	<b>123</b>	<b>9</b>
<b>Total</b>	<b>1,436</b>	<b>100</b>	<b>1,088</b>	<b>100</b>	<b>1,354</b>	<b>100</b>

**NOTES:**

Total public institutions reporting = 52.

Total private institutions reporting = 16.

TABLE 6.28  
OPERATING EXPENSES BY OBJECT OF EXPENDITURE  
DIVISION II WITH FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

	Public	% of Total	Private	% of Total	Division	% of Total
Grants-in-Aid						
Men	226	15	656	34	327	21
Women	95	6	306	16	144	9
Administrative	5	0	12	1	6	0
Total	326	22	974	51	477	30
Guarantees and Options						
Men	8	1	2	0	7	0
Women	1	0	0	0	1	0
Administrative	0	0	0	0	0	0
Total	9	1	2	0	8	1
Salaries/Wages/Fringes						
Men	265	18	227	12	256	16
Women	133	9	93	5	124	8
Administrative	200	13	172	9	193	12
Total	598	40	492	26	573	36
Team Travel						
Men	83	6	72	4	80	5
Women	49	3	37	2	47	3
Administrative	6	0	14	1	8	1
Total	138	9	123	6	135	8
Scouting and Recruiting						
Men	19	1	14	1	17	1
Women	7	0	8	0	7	0
Administrative	1	0	1	0	1	0
Total	27	2	23	1	25	2
Equipment/Uniforms/Supplies						
Men	63	4	43	2	59	4
Women	26	2	19	1	24	2
Administrative	16	1	9	0	14	1
Total	105	7	71	4	97	6
Fund-Raising						
Men	3	0	6	0	3	0
Women	2	0	1	0	2	0
Administrative	12	1	7	0	11	1
Total	17	1	14	1	16	1
Insurance						
Men	8	1	14	1	10	1
Women	4	0	7	0	5	0
Administrative	25	2	13	1	22	1
Total	37	2	34	2	37	2

	Public	% of Total	Private	% of Total	Division	% of Total
Contract Services						
Men	6	0	5	0	6	0
Women	3	0	1	0	2	0
Administrative	8	1	2	0	7	0
Total	17	1	8	0	15	1
Game Day Services						
Men	14	1	15	1	15	1
Women	6	0	6	0	6	0
Administrative	2	0	0	0	1	0
Total	22	1	21	1	22	1
Other						
Men	112	8	26	1	92	6
Women	17	1	10	1	15	1
Administrative	122	8	68	4	109	7
Total	251	17	104	5	216	14
Total Operating Expenses						
Men	743	50	1,082	56	823	52
Women	342	23	482	25	375	24
Administrative	395	27	338	18	382	24
Total	1,480	99	1,902	99	1,580	99
Debt Service						
Men	0	0	0	0	0	0
Women	0	0	0	0	0	0
Administrative	3	0	0	0	3	0
Total	3	0	0	0	3	0
Capital Expenditures						
Men	1	0	7	0	2	0
Women	1	0	7	0	2	0
Administrative	3	0	3	0	3	0
Total	5	0	17	1	7	0
Total Expenditures						
Men	744	50	1,089	57	825	52
Women	343	23	489	25	377	24
Administrative	401	27	341	18	388	24
Total	1,488	100	1,919	100	1,590	100

NOTES:

Total public institutions reporting = 52.

Total private institutions reporting = 16..

# CHAPTER VII

## DIVISION II TABLES

### WITHOUT FOOTBALL

TABLE 7.1  
TOTAL REVENUES, EXPENSES AND NET OPERATING RESULTS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	Percentage of 1993 Total	1995	Percentage of 1995 Total
Total Revenues						
Men's.....	282	354	178	26%	216	26%
Women's.....	125	120	76	11%	167	20%
Nongender.....	N/A	N/A	440	63%	455	54%
Total Revenues						
Average.....	407	429	696	100%	838	100%
Largest reported.....	1,248	2,500	2,255		2,380	
Total Expenses						
Men's.....	408	501	402	44%	442	44%
Women's.....	139	296	259	29%	349	34%
Nongender.....	N/A	N/A	245	27%	224	22%
Total Expenses						
Average.....	547	797	906	100%	1,015	100%
Largest Reported.....	1,326	2,473	2,800		2,363	
Average Profit (Deficit)						
Men's.....	(126)	(147)	(224)		(226)	
Women's.....	(14)	(176)	(183)		(182)	
Nongender.....	N/A	N/A	195		231	
Total Profit (Deficit).....	(140)	(368)	(210)		(177)	
Restated Without Institutional Support						
Average Deficit.....	N/A	N/A	(503)		(584)	

#### NOTES:

For the 1993 and 1995 reporting years, only revenues and expenses specifically related to men's and women's programs are shown as such. Nongender-specific items are reported as non-gender. In 1985 and 1989 reports, however, the nongender-specific items were allocated between men's and women's programs. Thus, comparisons are misleading.

The largest total revenue reported by a division member is reported, as is the largest total expense. All other amounts are division averages.

The average deficit has been restated to reflect the deficit that results from the removal of institutional support from total revenues.

TABLE 7.2  
REVENUES AND EXPENSES BY SPORT  
DIVISION II WITHOUT FOOTBALL  
Fiscal Years 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	Basketball	Other Sports	Unrelated	Total
<b>Men's Programs Revenues</b>				
1989 — Average.....	.50	104	267	354
Percent of Total .....	14%	24%	62%	100%
1993 — Average.....	.48	88	42	178
Percent of Total .....	27%	49%	24%	100%
1995 — Average.....	.82	104	30	216
Percent of Total .....	38%	48%	14%	100%
<b>Men's Programs Expenses</b>				
1989 — Average .....	.134	216	151	501
Percent of Total .....	27%	43%	30%	100%
1993 — Average .....	.150	214	38	402
Percent of Total .....	37%	53%	10%	100%
1995 — Average .....	.168	242	32	442
Percent of Total .....	38%	55%	7%	100%
<b>Women's Program Revenues</b>				
1989 — Average.....	.21	45	93	120
Percent of Total .....	15%	24%	61%	100%
1993 — Average.....	.18	30	28	76
Percent of Total .....	24%	39%	37%	100%
1995 — Average.....	.52	81	34	167
Percent of Total .....	31%	49%	20%	100%
<b>Women's Programs Expenses</b>				
1989 — Average.....	.84	125	87	296
Percent of Total .....	28%	42%	30%	100%
1993 — Average.....	.96	133	30	259
Percent of Total .....	37%	51%	12%	100%
1995 — Average .....	.124	199	26	349
Percent of Total .....	36%	57%	7%	100%

NOTE: Revenue and expense items not specifically related to a particular sport are reported as unrelated.

**TABLE 7.3**  
**TRENDS IN PROGRAM REVENUES**  
**DIVISION II WITHOUT FOOTBALL**  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Men's Basketball				
Largest Reported .....	249	214	423	410
Average .....	65	50	48	82
Percentage of Men's Total .....	22%	14%	27%	38%
Women's Basketball				
Largest Reported .....	122	125	154	253
Average .....	25	21	18	52
Percentage of Women's Total .....	21%	15%	24%	31%

**TABLE 7.4**  
**TOTAL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION II WITHOUT FOOTBALL**  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	200	11	20 %	20 %
200	400	4	8	28
400	600	5	9	37
600	800	3	6	43
800	1,000	8	15	58
1,000	1,200	8	15	73
1,200	1,400	7	13	86
1,400	1,600	3	6	92
1,600	1,800	0	0	92
1,800		4	8	100
		<b>53</b>	<b>100 %</b>	

**TABLE 7.5**  
**MEN'S TOTAL REVENUES —**  
**FREQUENCY DISTRIBUTIONS**  
**DIVISION II WITHOUT FOOTBALL**  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	15	18	34 %	34%
15	30	3	6	40
30	45	1	2	42
45	60	2	4	46
60	75	3	5	51
75	90	0	0	51
90	105	1	2	53
105	120	1	2	55
120	135	1	2	57
135		23	43	100
		<b>53</b>	<b>100 %</b>	

TABLE 7.6  
WOMEN'S TOTAL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	10	19	36%	36%
10	20	2	4	40
20	30	5	9	49
30	40	2	4	53
40	50	0	0	53
50	60	0	0	53
60	70	0	0	53
70	80	0	0	53
80	90	1	2	55
90		24	45	100
		53	100%	

TABLE 7.8  
MEN'S BASKETBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	4	9	17%	17%
4	8	7	13	30
8	12	4	8	38
12	16	4	8	46
16	20	1	2	48
20	24	0	0	48
24	28	3	5	53
28	32	0	0	53
32	36	1	2	55
36		24	45	100
		53	100%	

TABLE 7.9  
WOMEN'S BASKETBALL REVENUES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	2	17	32%	32%
2	4	3	5	37
4	6	2	4	41
6	8	2	4	45
8	10	1	2	47
10	12	3	6	53
12	14	0	0	53
14	16	0	0	53
16	18	0	0	53
18		25	47	100
		53	100%	

TABLE 7.10  
TRENDS IN PROGRAM EXPENSES  
DIVISION II WITHOUT FOOTBALL  
Fiscal Years 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Men's Basketball				
Largest Reported .....	287	222	344	351
Average .....	132	134	150	168
Percentage of Men's Total .....	32%	26%	37%	38%
Women's Basketball				
Largest Reported .....	336	201	242	300
Average .....	66	84	96	124
Percentage of Women's Total .....	39%	28%	37%	36%

TABLE 7.11  
TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	200	0	0%	0%
200	400	4	8	8
400	800	7	13	21
600	800	4	7	28
800	1,000	13	24	52
1,000	1,200	11	21	73
1,200	1,400	7	13	86
1,400	1,600	3	6	92
1,600	1,800	0	0	92
1,800		4	8	100
		<b>53</b>	<b>100%</b>	

TABLE 7.12  
MEN'S TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	30	2	4%	4%
30	60	0	0	4
60	90	4	8	12
90	120	2	4	16
120	150	2	4	20
150	180	3	6	26
180	210	5	9	35
210	240	6	11	46
240	270	6	11	57
270		23	43	100
		<b>53</b>	<b>100%</b>	



TABLE 7.13  
WOMEN'S TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	60	0	0 %	0 %
60	120	1	2	2
120	180	7	13	15
180	240	7	13	28
240	300	7	13	41
300	360	8	15	56
360	420	11	21	77
420	480	0	0	77
480	540	5	10	87
540		7	13	100
		53	100%	

TABLE 7.15  
MEN'S BASKETBALL TOTAL EXPENSES —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	30	3	6%	6%
30	60	4	8	14
60	90	5	9	23
90	120	2	4	27
120	150	7	13	40
150	180	8	15	55
180	210	7	13	68
210	240	8	15	83
240	270	2	4	87
270		7	13	100
		53	100%	

TABLE 7.16  
WOMEN'S BASKETBALL TOTAL EX-  
PENSES — FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

More than	Less than	Number	Percentage	Cumulative Percentage
0	25	3	6%	6%
25	50	6	11	17
50	75	5	9	26
75	100	8	15	41
100	125	9	17	58
125	150	3	6	64
150	175	9	17	81
175	200	1	2	83
200	225	2	4	87
225		7	13	100
		53	100%	

TABLE 7.17  
REPORTED NET PROFITS AND DEFICITS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985 Total	1989			1993			1993 — Excluding* Institutional Support	1995			1995 — Excluding* Institutional Support
		Men	Women	Total	Men	Women	Total		Men	Women	Total	
Revenues Exceed Expenses												
No. of Respondents	4	9	2	6	4	3	13	3	7	7	17	6
Average profits	25	145	10	29	37	12	60	49	44	12	121	46
% reporting net profit	16%	29%	6%	18%	8%	6%	27%	7%	13%	13%	32%	10%
Expenses Exceed Revenues												
No. of Respondents	21	21	28	22	40	43	25	45	40	41	24	46
Average deficit	256	361	219	560	278	215	444	552	307	237	477	690
% reporting deficit	84%	68%	88%	67%	82%	88%	51%	92%	76%	77%	45%	87%
Revenues Equal Expenses												
No. of Respondents	0	1	2	5	5	3	11	1	6	5	12	1
% reporting break-even	0%	3%	6%	15%	10%	6%	22%	2%	11%	10%	23%	2%

NOTES:

Average profits - Those schools reporting a profit have been averaged.

Average deficit - Those schools reporting a deficit have been averaged.

Total - The Total columns represent the net for a school (men and women, combined). For example, if a school has \$1,000 profit from women's programs and a \$2,000 deficit from men's, the total would appear as a deficit.

\* - 1993 and 1995 Totals are shown exclusive of institutional support. For example, in 1993, if institutions had not made contributions to the athletics programs, only 3 of the reporting schools would have shown a profit.

TABLE 7.19  
REPORTED NET PROFITS AND DEFICITS — MEN'S BASKETBALL  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Revenues Exceed Expenses				
Number of Respondents .....	2	3	5	7
Average Profit .....	14	23	33	39
Percentage Reporting Profits .....	9%	10%	10%	13%
Expenses Exceed Revenues				
Number of Respondents .....	21	27	40	38
Average Deficit .....	81	105	129	127
Percentage Reporting Deficits .....	91%	90%	82%	72%
Revenues Equal Expenses				
Number of Respondents .....	0	0	4	8
Percentage Reporting Break-even .....	0%	0%	8%	15%

NOTES:

The average profits shown reflect the average only for those institutions reporting profits.  
The average deficit is for those reporting deficits.

TABLE 7.20  
REPORTED NET PROFITS AND DEFICITS — WOMEN'S BASKETBALL  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1985, 1989, 1993 and 1995  
(Dollar Amounts in Thousands)

	1985	1989	1993	1995
Revenues Exceed Expenses				
Number of Respondents .....	N/A	N/A	1	4
Average Profit .....	N/A	N/A	6	6
Percentage Reporting Profits .....	N/A	N/A	2%	7%
Expenses Exceed Revenues				
Number of Respondents .....	N/A	N/A	43	38
Average Deficit .....	N/A	N/A	89	101
Percentage Reporting Deficits .....	N/A	N/A	88%	72%
Revenues Equal Expenses				
Number of Respondents .....	N/A	N/A	5	11
Percentage Reporting Break-even .....	N/A	N/A	10%	21%

NOTES:

The average profits shown reflect the average only for those institutions reporting profits.  
The average deficit is for those reporting deficits.

TABLE 7.21  
TOTAL OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	10	13	45 %	0	75	6	25 %
10	20	2	7	75	150	3	13
20	30	1	4	150	225	0	0
30	40	4	14	225	300	0	0
40	50	1	3	300	375	3	13
50	60	2	7	375	450	0	0
60	70	0	0	450	525	2	8
70	80	0	0	525	600	1	4
80	90	1	3	600	675	1	4
90		5	17	675		8	33
		29	100 %			24	100 %

TABLE 7.22  
MEN'S PROGRAMS OPERATING PROFITS AND DEFICITS — FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	3	7	53 %	0	75	5	13 %
3	6	0	0	75	150	5	13
6	9	0	0	150	225	4	10
9	12	1	8	225	300	7	17
12	15	1	8	300	375	8	20
15	18	0	0	375	450	3	7
18	21	1	8	450	525	1	3
21	24	0	0	525	600	3	7
24	27	1	8	600	675	3	7
27		2	15	675		1	3
		13	100 %			40	100 %

TABLE 7.23  
WOMEN'S PROGRAMS OPERATING PROFITS AND DEFICITS —  
FREQUENCY DISTRIBUTIONS  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

For Those Institutions Reporting Profits				For Those Institutions Reporting Deficits			
More than	Less than	Number	Percentage	More than	Less than	Number	Percentage
0	2	7	59 %	0	50	6	15 %
2	4	0	0	50	100	1	2
4	6	1	8	100	150	5	12
6	8	1	8	150	200	5	12
8	10	1	8	200	250	9	22
10	12	0	0	250	300	4	10
12	14	1	8	300	350	4	10
14	16	0	0	350	400	3	7
16	18	0	0	400	450	1	2
18		1	9	450		3	8

TABLE 7.25  
 MEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —FREQUENCY DISTRIBUTIONS  
 DIVISION II WITHOUT FOOTBALL  
 Fiscal Year 1995  
 (Dollar Amounts in Thousands)

More than	Less than	Number	Percentage
0	30	5	13 %
30	60	5	13
60	90	4	10
90	120	7	17
120	150	8	20
150	180	3	7
180	210	1	3
210	240	3	7
240	270	3	7
270		1	3
		<b>40</b>	<b>100 %</b>

TABLE 7.26  
 WOMEN'S BASKETBALL OPERATING PROFITS AND DEFICITS —  
 FREQUENCY DISTRIBUTIONS  
 DIVISION II WITHOUT FOOTBALL  
 Fiscal Year 1995  
 (Dollar Amounts in Thousands)

More than	Less than	Number	Percentage
0	50	5	13 %
50	100	0	0
100	150	6	16
150	200	5	13
200	250	7	18
250	300	3	8
300	350	4	11
350	400	2	5
400	450	1	3
450		5	13
		<b>38</b>	<b>100 %</b>

TABLE 7.27  
SOURCES OF TOTAL REVENUES — PUBLIC, PRIVATE, TOTAL DIVISION  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

	Public	% of Total	Private	% of Total	Division	% of Total
Ticket Sales:						
Public/Faculty/Staff	19	2	40	6	29	3
Students	1	0	0	0	0	0
Total Ticket Sales	20	2	40	6	29	3
Postseason Compensation:						
Bowl Games	0	0	0	0	0	0
Tournaments	2	0	0	0	1	0
Other	1	0	0	0	1	0
Total Postseason	3	0	0	0	2	0
NCAA Distributions	6	1	14	2	10	1
Conference Distributions	1	0	2	0	1	0
Student Activity Fees	332	32	66	10	207	24
Guarantees and Options	7	1	13	2	10	1
Donor Contributions	59	6	21	3	41	5
Direct Government Support	166	16	0	0	88	10
Institutional Support	351	33	470	70	407	46
Other:						
Concessions	8	1	5	1	7	1
Radio/Television	1	0	0	0	1	0
Special Events	14	1	7	1	11	1
Program Sales/Advertising	5	0	4	1	4	0
Signage/Sponsorship	5	0	3	0	4	0
Sports Camps	34	3	19	3	27	3
Miscellaneous	41	4	12	2	27	3
Total Other	108	10	50	7	81	9
<b>Total</b>	<b>1,053</b>	<b>100</b>	<b>676</b>	<b>100</b>	<b>876</b>	<b>100</b>

NOTES:

Total public institutions reporting = 28.

Total private institutions reporting = 25.

TABLE 7.28  
OPERATING EXPENSES BY OBJECT OF EXPENDITURE  
DIVISION II WITHOUT FOOTBALL  
Fiscal Year 1995  
(Dollar Amounts in Thousands)

	Public	% of Total	Private	% of Total	Division	% of Total
Grants-in-Aid						
Men	149	14	260	26	202	20
Women	117	11	213	21	162	16
Administrative	4	0	6	1	5	0
Total	270	26	479	48	369	36
Guarantees and Options						
Men	10	1	2	0	6	1
Women	2	0	1	0	1	0
Administrative	0	0	1	0	0	0
Total	12	1	4	0	7	1
Salaries/Wages/Fringes						
Men	135	13	90	9	114	11
Women	113	11	70	7	93	9
Administrative	169	16	120	12	146	14
Total	417	39	280	28	353	34
Team Travel						
Men	52	5	38	4	45	4
Women	37	3	33	3	35	3
Administrative	5	0	4	0	4	0
Total	94	9	75	7	84	8
Scouting and Recruiting						
Men	6	1	7	1	6	1
Women	4	0	5	0	5	0
Administrative	0	0	1	0	0	0
Total	10	1	13	1	11	1
Equipment/Uniforms/Supplies						
Men	26	2	21	2	24	2
Women	18	2	19	2	19	2
Administrative	16	2	18	2	17	2
Total	60	6	58	6	60	6
Fund-Raising						
Men	3	0	3	0	3	0
Women	1	0	2	0	1	0
Administrative	4	0	2	0	3	0
Total	8	1	7	1	7	1
Insurance						
Men	6	1	4	0	5	0
Women	4	0	4	0	4	0
Administrative	12	1	6	1	9	1
Total	22	2	14	1	18	2



	Public	% of Total	Private	% of Total	Division	% of Total
Contract Services						
Men	6	1	1	0	4	0
Women	3	0	1	0	2	0
Administrative	10	1	6	1	8	1
Total	19	2	8	1	14	1
Game Day Services						
Men	10	1	9	1	9	1
Women	5	0	6	1	5	0
Administrative	3	0	1	0	2	0
Total	18	2	16	2	16	2
Other						
Men	21	2	7	1	14	1
Women	16	2	5	0	11	1
Administrative	67	6	31	3	50	5
Total	104	10	43	4	75	7
Total Operating Expenses						
Men	424	40	443	44	433	42
Women	321	30	359	36	339	33
Administrative	290	27	192	19	244	24
Total	1,035	98	994	99	1,016	99
Debt Service						
Men	0	0	0	0	0	0
Women	0	0	0	0	0	0
Administrative	1	0	0	0	0	0
Total	1	0	0	0	0	0
Capital Expenditures						
Men	5	0	1	0	3	0
Women	2	0	1	0	1	0
Administrative	15	1	6	1	11	1
Total	22	2	8	1	15	1
Total Expenditures						
Men	429	41	444	44	436	42
Women	323	31	360	36	340	33
Administrative	306	29	198	20	255	25
Total	1,058	100	1,002	100	1,031	100

NOTES:

Total public institutions reporting = 28.

Total private institutions reporting = 25.

## CHAPTER VIII

# COLLECTION OF STUDENT FEES

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In a question related to the collection of student fees for support of athletics programs, respondents were asked whether:

- a. The institution assesses a student fee that is allocated specifically to athletics.
- b. Such fee, if any, guarantees students admission to sports events.
- c. Some form of general activity fee, in lieu of a specific fee, is assessed and allocated in part to athletics.

Table 8.1 summarizes these responses.

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TABLE 8.1  
ASSESSMENT OF STUDENT FEES — ALL DIVISIONS  
Fiscal Year 1995

	Percent of Respondents				
	I-A	I-AA	I-AAA	II-With	II-W/O
Fees assessed	54	71	56	56	43
Guaranteed admission	83	94	80	97	100
Portion of activity fee	34	8	5	20	23

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## APPENDIX A

# GLOSSARY

**Division I-A:** In accordance with NCAA bylaws, the group includes those institutions that play at least 60 percent of their regular-season football games against other Division I-A institutions. All but four basketball games (both men's and women's programs) must be against other Division I teams. Seven men's and seven women's, or alternatively six men's and eight women's sports must be sponsored. There are also requirements for attendance, scheduling and financial aid.

**Division I-AA:** These institutions must play more than 50 percent of their regular-season football games against Division I-A or I-AA institutions. All but four basketball games (both men's and women's programs) must be against other Division I teams. Seven men's and seven women's, or alternatively six men's and eight women's sports must be sponsored. There are also requirements for scheduling and financial aid.

**Division I-AAA:** This group of institutions does not sponsor football. Other requirements are identical to those of Divisions I-A and I-AA.

**Division II:** For Division II institutions, at least 50 percent of all football games must be played against Division I-A, I-AA or II teams. At least 50 percent of all basketball games (both men's and women's programs) must be played against Division I or II members. At least four men's and four women's sports must be sponsored. There are not attendance, scheduling or financial-aid requirements.

**Division III:** For these institutions, more than 50 percent of all football games must be played against Division III teams or nonmembers who grant financial aid on need only. More than 50 percent of all men's basketball games must be against Division III teams or nonmembers who grant financial aid on need only. At least four men's and four women's sports must be sponsored. There are no attendance, scheduling or financial aid requirements.

**Institutional support:** This item includes direct transfers of administrative funds by the institution to the athletics programs. Indirect support, such as housing and food services provided by the institution, are not necessarily included.

<b>Net operating results:</b>	Total revenues less total operating expenses.
<b>Object of expenditure:</b>	Respondents were provided 12 itemized classifications of expenditures, such as grants-in-aid, salaries, travel, etc. These are summarized in Table 9.28.
<b>Operating expenses:</b>	Operating expenses include the use of cash or other assets in generating revenues. Debt service and replacement of facilities should not be included.
<b>Private institutions:</b>	See "Public institutions."
<b>Public institutions:</b>	Respondents were asked to designate their institutions as either public or private institutions. This term generally implies that a significant portion of an institution's financial support is from the public sector.
<b>Revenues:</b>	Revenues as used in this report include more than the traditional receipt of funds from the sale of goods or services. Included are virtually all sources of cash, such as alumni contributions and governmental and institutional support.

# NCAA DIVISIONS I AND II QUESTIONNAIRE FOR ANALYSIS OF REVENUES AND EXPENSES OF INTERCOLLEGIATE ATHLETICS PROGRAMS

The questionnaire for this study, which is sponsored by the National Collegiate Athletic Association, consists of three parts:

Part I – General Information

Part II – Organization and Activity Data

Part III – Revenue and Expense Information

All questions and schedules in this questionnaire refer to the men's and women's intercollegiate athletics programs on a combined basis, unless there are instructions to the contrary.

## I. GENERAL INFORMATION

Please limit your responses to **intercollegiate athletics only**, excluding intramural or club sports. If the question does not apply to your institution, indicate so by marking "NA." Be assured that all responses will remain anonymous.

1. Your institution is considered

\_\_\_\_\_ a. Public.

\_\_\_\_\_ b. Private.

2. The current NCAA classification of your institution is

\_\_\_\_\_ a. Division I-A

\_\_\_\_\_ b. Division I-AA

\_\_\_\_\_ c. Division I-AAA

\_\_\_\_\_ d. Division II with football

\_\_\_\_\_ e. Division II with no football

3. The following questions pertain to your institution's assessment of student fees.

- a. Does your institution assess students a specific activity (or athletics) fee that is allocated to intercollegiate athletics?

\_\_\_\_\_ Yes

\_\_\_\_\_ No

- b. If yes, does payment of this fee provide guaranteed admission to your revenue sports events?

\_\_\_\_\_ All

\_\_\_\_\_ Some

\_\_\_\_\_ None

- c. If no such specific fee is assessed, is some portion of a **general** activity fee paid by students allocated to intercollegiate athletics without entitling admission to athletics events?

\_\_\_\_\_ Yes

\_\_\_\_\_ No

4. Does your institution award athletics grants-in-aid? (The term "grants-in-aid" refers to any institutionally administered financial aid awarded to a student who has been recruited on the basis of athletics ability, or any athletically related financial aid provided to a student-athlete regardless of recruitment.)

\_\_\_\_\_ Yes

\_\_\_\_\_ No

## II. ORGANIZATION AND ACTIVITY DATA

Please provide the following organization and activity data for your **intercollegiate athletics** programs during the 1994-95 academic year. Do not include intramural or club sports.

	Program	
	Men's	Women's
1. Total number of athletes participating in all intercollegiate sports, including junior varsity, etc.	_____	_____
2. Total number of athletes participating in intercollegiate sports, <b>varsity only</b>	_____	_____
3. Total number of varsity-level sports offered	_____	_____
4. Total number of <b>full-time equivalent</b> coaching personnel	_____	_____
5. Actual number of coaching personnel, including part-time (head-count)		
a. Male	_____	_____
b. Female	_____	_____
c. Total	_____	_____
6. Total <b>number</b> of equivalent annual full grants-in-aid	_____	_____
a. Athletics aid equivalencies from revenue distribution plan (Division I only)	_____	_____
b. All countable grants, etc., including athletics aid, equivalencies (all divisions)	_____	_____
7. Average annual cost of full grant-in-aid		
a. In-state	\$ _____	
b. Out-of-state	\$ _____	
8. Total number of full-time equivalent noncoaching personnel, excluding students, employed by athletics department (men's and women's programs combined)	_____	

### III. REVENUE AND EXPENSE INFORMATION

The following schedules request revenue and expense information for your institution's academic year that ended within the 1995 calendar year. All data should pertain to **intercollegiate athletics** only, excluding intramural sports, club sports and physical education. We ask that you answer all questions to the best of your ability. **Please round your responses to the nearest \$1,000 and eliminate cents.**

#### SCHEDULE A — REVENUES BY SOURCE

Amounts reported in this schedule should include men's and women's intercollegiate athletics programs combined. Do not include intramural sports, club sports or physical education. If a particular revenue source does not apply to your institution, indicate with "None" in the appropriate space. **Please round your responses to the nearest \$1,000 and eliminate cents.**

##### REVENUES BY SOURCE Combined Men's and Women's Programs Fiscal Year 1994-1995

Total ticket sales (Do not reduce by guarantees paid.):

Sales to public and university faculty/staff.....\$ \_\_\_\_\_

Sales to students..... \_\_\_\_\_

Postseason compensation:

Bowl games..... \_\_\_\_\_

Tournaments..... \_\_\_\_\_

Other ..... \_\_\_\_\_

NCAA distributions ..... \_\_\_\_\_

Conference distributions..... \_\_\_\_\_

Student activity fees (if not included above) ..... \_\_\_\_\_

Guarantees and options received (away games) ..... \_\_\_\_\_

Cash contributions from donors<sup>1</sup>..... \_\_\_\_\_

Direct state or other government support..... \_\_\_\_\_

Institutional support (including salaries, cash, tuition waivers, etc.) ..... \_\_\_\_\_

Other revenues intended for intercollegiate sports:

Concessions..... \_\_\_\_\_

Radio/television ..... \_\_\_\_\_

<sup>1</sup>Include earnings on endowments



Special events .....  
 Program sales/advertising .....  
 Signage/sponsorship/royalties .....  
 Sports camps .....  
 All other .....  
 Total Revenues (Must agree with Schedule B).....\$

## SCHEDULE B — TOTAL REVENUES

Total revenues directly related to a particular sport should include admissions, concessions, advertising, broadcasting fees and similar items for each sport, to the extent that identification is possible. Guarantees and options should be included as well as institutional government support. Specific gender-related revenues are asked for first, with revenues that are not directly related to either the men's or women's programs added at the bottom of the schedule. **Please round your responses to the nearest \$1,000 and eliminate cents.**

### TOTAL ATHLETICS REVENUES Fiscal Year 1994-1995

	Program	
	Men's	Women's
Football .....	\$	\$ N/A
Basketball .....		
All Other Sports .....		
All Other Revenues Not Related to Specific Sports.....		
Total Revenues by Gender (Sum of each column) .....	(a)	(b)
Total Gender-Related Revenues (a+b) .....	(c)	
Revenues Not Directly Related to Either Men's or Women's Programs .....	(d)	
Total Athletics Revenues (c+d) .....	\$	

## SCHEDULE C — EXPENSES BY OBJECT

Total operating expenses directly related to a particular sport should include grants-in-aid, coaches' salaries, team travel, equipment, game expenses, recruiting expenses and other clearly identifiable expense items for each sport. Please do not prorate or allocate general overhead expenses of the athletics program to the various sports. However, a portion of the salaries of the athletics director and other administrators should be allocated to specific sports, based upon the relative time these persons commit to fulfilling coaching responsibilities for those sports. General expenses should include administrative salaries, clerical salaries, publicity and promotional expenses, and all other expense items of a general overhead nature that are not related to a specific sport but are related to a specific gender. Expenses related to "common sports," such as a combined men's/women's track program, should be allocated by gender based upon the number of participants of each gender. Expenses directly related to or allocated to either the men's or women's programs should be indicated in the appropriate column. Expenses not directly related to gender should be included in the Administrative column. Please do not allocate administrative expenses. **The totals from this schedule must equal the totals from Schedule D. Please round your responses to the nearest \$1,000 and eliminate cents.**

### EXPENSES BY OBJECT OF EXPENDITURE

Fiscal Year 1994-95

	Men's Program	Women's Program	Admini- strative
Grants-in-aid .....	\$_____	\$_____	\$_____
Guarantees and options paid .....	_____	_____	_____
Salaries, wages and fringe benefits <sup>1</sup> .....	_____	_____	_____
Team travel.....	_____	_____	_____
Recruiting .....	_____	_____	_____
Athletics equipment, uniforms and supplies.....	_____	_____	_____
Fund-raising <sup>2</sup> .....	_____	_____	_____
Insurance .....	_____	_____	_____
Contract services (medical, legal, etc.) .....	_____	_____	_____
Game-day expenses (officials, ticket sellers, etc.) .....	_____	_____	_____
Other .....	_____	_____	_____
Total operating expenses (Must agree with Schedule D) (a)_____ (b)_____ (c)_____			

<sup>1</sup>Include all: part time, full time, graduate students, etc.

<sup>2</sup>Include all expenses related to fund-raising

Other expenditures:

Debt service ..... \_\_\_\_\_

Capital expenditures ..... \_\_\_\_\_

Total nonoperating expenses ..... \$\_\_\_\_\_ \$\_\_\_\_\_ \$\_\_\_\_\_

## SCHEDULE D — TOTAL OPERATING EXPENSES

Please see instructions for Schedule C. Gender-related expenses (per Schedule C instructions) are asked for first, with expenses that are not directly related to either the men's or women's programs added at the bottom of the schedule. If it is not possible to identify or allocate an expense item by gender, the item should be included on the space marked (d). **Please round your responses to the nearest \$1,000 and eliminate cents. Do NOT include debt service and capital expenditures.**

### TOTAL OPERATING EXPENSES

Fiscal Year 1994-1995

	Program	
	Men's	Women's
Football.....	\$_____	\$ N/A _____
Basketball .....	_____	_____
All Other Sports .....	_____	_____
All Other Operating Expenses Not Related to Specific Sports .....	_____	_____
Total Expenses by Gender (Sum of each column).....(a)_____	(b)_____	
Total Gender-Related Expenses (a+b).....(c)_____		
Expenses Not Directly Related to Either Men's or Women's Programs....(d)_____		
Total Athletics Operating Expenses (c+d) .....	\$_____	