



University Funding of Athletics
June 1, 2011

The University of Memphis Athletics supports approximately 400 men and women student-athletes in a successful and broad-based NCAA Division I intercollegiate program. Athletics contributes to our University's educational mission by providing support for students, providing broader community involvement and rallying students & alumni.

Athletics has traditionally received financial support from the University, but far less than other Conference USA schools. According to C-USA statistics, the University of Memphis contributes the least percentage of support to athletics of all of the C-USA institutions. Among the universities governed by the Tennessee Board of Regents, TBR, the University of Memphis has the largest generated revenues and the lowest financial support levels. According to TBR policies, the maximum the University of Memphis could allocate from the General Fund for Athletics financial support is \$7,330,200. We are well under the \$7.3 million. Private donations, ticket sales and other items make up the rest of Athletics budget, and their donations have grown each year for the last five years.

Below are some points about Athletics Department funding and about contributions our student-athletes make to the University:

- 350 student-athletes and 50 pom and cheerleaders receive scholarships that are paid for by the Athletics Department budget and the donors' contributions. None of their tuition is waived. When tuition rises for our students, it rises for all of our students and the Athletics Department must make up the additional tuition costs.
- Nearly 40% of our international undergraduate students on campus are student-athletes and receive no tuition waivers.
- Our student-athletes graduate at a higher rate than the student body as a whole. Graduation rates typically exceed 50%, while the University's undergraduate rate is in the upper 30s.
- 40 student-athletes are in our Helen Hardin Honors Program.
- All U of M student-athletes exceed the Academic Progress Report (APR) standards required by the NCAA.
- No individual coach receives more than \$200,000 in base salary. Donors supplement the additional compensation for football and for men's and women's basketball, not state funds.
- U of M provides equity in women's athletics in order to comply with NCAA Division 1 rules and Title IX requirements, yet none of these sports is self-funded.
- U of M faculty receives tickets at half price as a part of the University Community.

This report includes the following:

1. UofM Study - Athletic Support & Peer Comparisons 4-15-2010
2. TBR July Budget Analysis Form 4(A) Revenues – prior year actual operations; current budget; future year budget
3. TBR July Budget Analysis Form 4(B) Expenditures – prior year actual operations; current budget; future year budget
4. Appendix V from the FY10 Financial Statement – actual prior year summary of athletic operations by sport.

The University of Memphis

Support for Intercollegiate Athletics

How We Compare...National, State, & Conference Peers

Among NCAA Football Bowl Subdivision Universities, 79% received University Support according to the latest NCAA report on Revenue & Expense of Division I Intercollegiate Athletic Programs

NCAA

UoM's Support Level of 28% (General+Fees) is comparable to other FBS Universities →

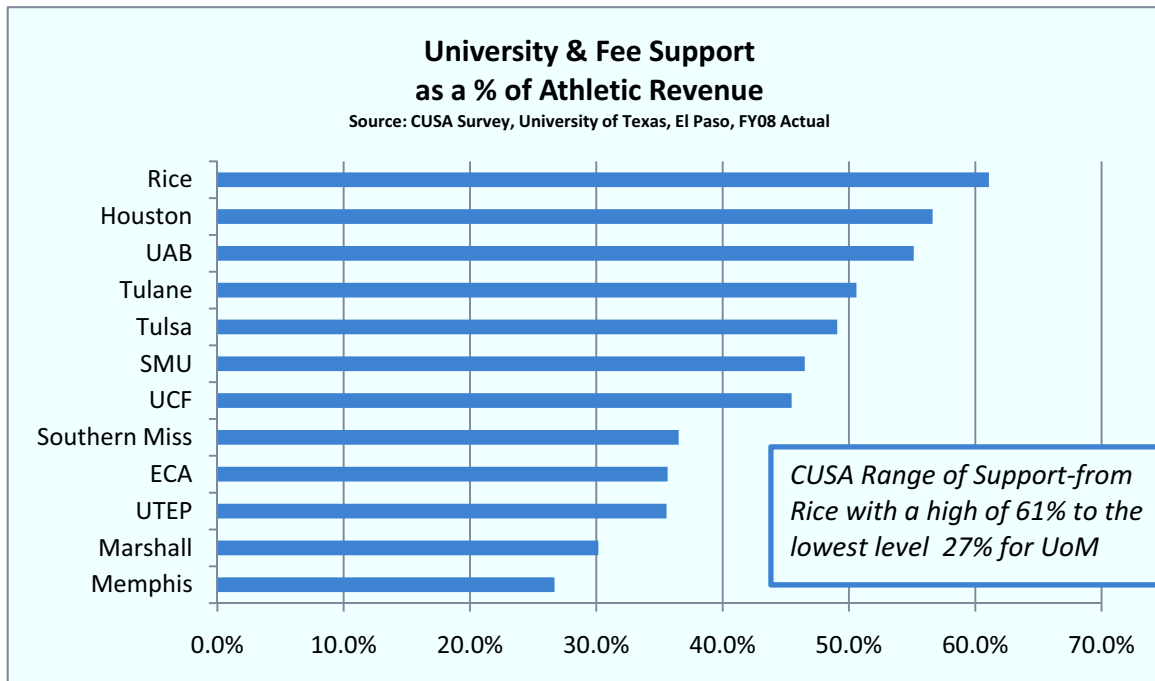
NCAA Football Bowl Subdivision -Public		
Allocated Revenues		
	NCAA	UoM
Median	21.7%	28.2%
Mean	29.0%	28.2%

NCAA Football Bowl Subdivision		
Quartile	Median Budget	Allocated Revenue
1	82,976,000	4.69%
2	54,673,000	13.63%
3	32,090,000	33.01%
4	19,235,000	55.94%
UoM	34,370,000	28.15%

As budgets grow, the percentage of support diminishes

← *UoM is under in Q3*

Conference USA



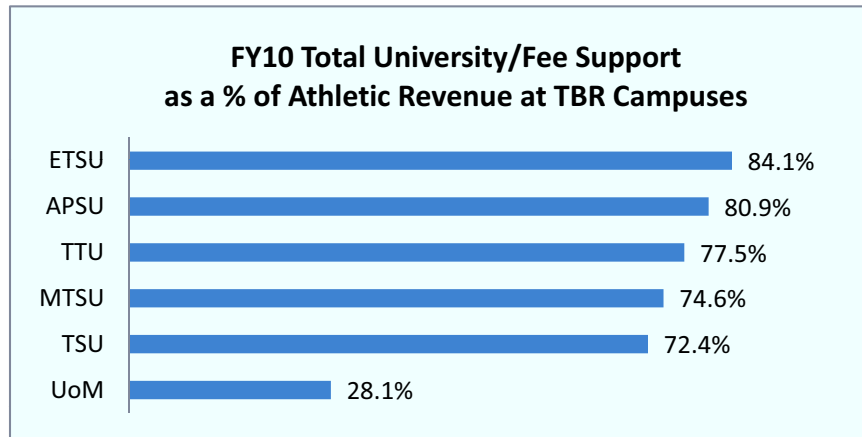
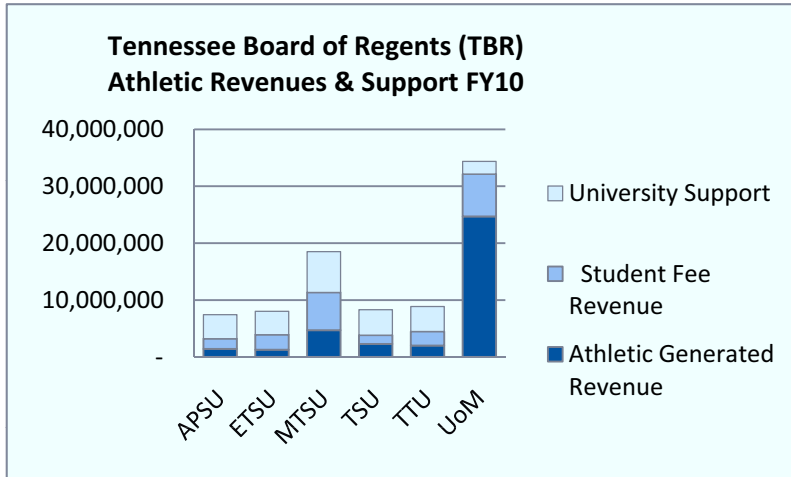
The University of Memphis

Support for Intercollegiate Athletics

How We Compare...National, State, & Conference Peers

Tennessee

Among TBR campuses, UoM has the largest generated revenues & the lowest support level (28%)



➡ UoM Athletic General Support (\$2.2M in FY10) as a percentage of the E&G Budget is 0.7%

Terms, Acronyms, & Sources--

University/Fee Support:	<i>Direct Athletic Support from University General, Waivers, & Designated Student Athletic Fees</i>
Allocated Revenues:	<i>NCAA Term; Same as University/Fee Support</i>
NCAA FBS:	<i>National Collegiate Athletic Association, Football Bowl Subdivision (formerly Division 1A)</i>
NCAA Financial Report:	<i>Revenues & Expenses Division I Programs 2004-08; August 2009</i>
THEC Athletic Information:	<i>State Institutions FY09 & FY10; THEC Commission meeting November 2009</i>
Conference USA Data:	<i>Conference USA; FY08 UTEP Survey, February 2009 Graphs & Information Compiled April 2010; FP</i>

The University of Memphis
July Budget 2011-12
Financing of Intercollegiate Athletics: Revenue

	Actual 2009-10			Estimated 2010-11			Proposed 2011-12		
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
1 Student Athletic Fee	7,666,067	-	7,666,067	8,990,000	-	8,990,000	8,990,000	-	8,990,000
2 General Fund Support	2,498,890	-	2,498,890	3,498,941	-	3,498,941	1,310,941	-	1,310,941
3 Ticket Sales	9,305,103	-	9,305,103	8,665,250	-	8,665,250	8,456,250	-	8,456,250
4 Game Guarantees	160,000	-	160,000	501,500	-	501,500	201,500	-	201,500
5 Conference Income	911,254	204,472	1,115,726	1,586,655	-	1,586,655	2,009,242	-	2,009,242
6 Conference Tournament	36,582	-	36,582	-	-	-	-	-	-
7 NCAA Proceeds	643,090	-	643,090	622,587	-	622,587	-	-	-
8 Program / Ad Sales	5,365	-	5,365	-	-	-	-	-	-
9 Concessions	-	-	-	-	-	-	-	-	-
10 TV Income and Radio	1,157,049	-	1,157,049	891,948	-	891,948	891,948	-	891,948
11 Gifts	11,101,479	44,708	11,146,187	11,022,500	200,000	11,222,500	11,022,500	200,000	11,222,500
12 Interest Income	-	2,502	2,502	-	-	-	-	-	-
13 Athletic Marketing / Advertising	-	-	-	100	-	100	100	-	100
14 Parking Permits	369,279	-	369,279	375,400	-	375,400	33,400	-	33,400
15 Licensing Fees	2,197,171	500	2,197,671	2,700,000	-	2,700,000	2,900,000	-	2,900,000
16 Other	-	-	-	-	-	-	-	-	-
A. Misc Commissions Earned	104,592	-	104,592	60,000	-	60,000	60,000	-	60,000
B. Post Season Revenue	84,562	-	84,562	96,617	-	96,617	96,617	-	96,617
C. Federal C.W.S.P.	-	9,798	9,798	-	-	-	-	-	-
D. Other Revenue	8,895	37,586	46,481	8,830	-	8,830	8,830	-	8,830
Total Revenue	36,249,378	299,566	36,548,944	39,020,328	200,000	39,220,328	35,981,328	200,000	36,181,328
General Fund Support	1,310,890			1,310,941			1,310,941		
ARRA - Scholarships	575,000			-			-		
MOE - Scholarships	613,000			2,188,000			-		
Total General Support	<u>\$ 2,498,890</u>			<u>\$ 3,498,941</u>			<u>\$ 1,310,941</u>		

The University of Memphis
July Budget 2011-12
Financing of Intercollegiate Athletics: Expenditures

	Actual 2009-10			Estimated 2010-11			Proposed 2011-12		
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
1 Salaries - Administrative	2,514,834	-	2,514,834	694,999	-	694,999	694,999	-	694,999
2 Salaries - Coaches	5,853,594	-	5,853,594	5,954,341	-	5,954,341	6,604,392	-	6,604,392
3 Salaries - Support Staff	3,424,458	7,183	3,431,641	4,131,686	-	4,131,686	3,309,844	-	3,309,844
4 Employee Benefits	2,677,004	553	2,677,557	2,324,653	-	2,324,653	2,324,653	-	2,324,653
5 Team Travel	3,091,508	23,355	3,114,863	2,898,727	-	2,898,727	2,971,615	-	2,971,615
6 Other Travel	1,015,612	14,815	1,030,427	2,479,410	-	2,479,410	2,541,755	-	2,541,755
7 Out-of-State Performance-Based Scholarships	5,692,803	26,823	5,719,626	5,301,649	-	5,301,649	4,381,378	-	4,381,378
8 Other Scholarships	1,188,000	-	1,188,000	3,595,228	-	3,595,228	2,971,161	-	2,971,161
9 Post-Season Expense	-	-	-	-	-	-	-	-	-
10 Other Operating	10,583,969	224,326	10,808,295	11,371,513	200,000	11,571,513	9,903,409	200,000	10,103,409
11 Capital Outlay	104,656	-	104,656	65,290	-	65,290	65,290	-	65,290
12 Operating	-	-	-	-	-	-	-	-	-
Total Expense	<u>36,146,438</u>	<u>297,055</u>	<u>36,443,493</u>	<u>38,817,496</u>	<u>200,000</u>	<u>39,017,496</u>	<u>35,768,496</u>	<u>200,000</u>	<u>35,968,496</u>
13 Encumbrances									
14 Prior Year (Negative Amount)	-	-	-	-	-	-	-	-	-
15 Current Year	-	-	-	-	-	-	-	-	-
16 Transfers	102,940	-	102,940	202,832	-	202,832	212,832	-	212,832
Total Expenditures, Encumbrances and Transfers	<u>36,249,378</u>	<u>297,055</u>	<u>36,546,433</u>	<u>39,020,328</u>	<u>200,000</u>	<u>39,220,328</u>	<u>35,981,328</u>	<u>200,000</u>	<u>36,181,328</u>

APPENDIX V
Revised

THE UNIVERSITY OF MEMPHIS
SCHEDULE OF REVENUES, EXPENDITURES AND TRANSFERS
INTERCOLLEGIATE ATHLETICS

For the Year Ended June 30, 2010

With Comparative Figures for the Year Ended June 30, 2009

	Year Ended June 30, 2010			Year Ended June 30, 2009
	Unrestricted	Restricted	Total	
REVENUES				
Sports				
Basketball - Men	\$ 6,830,582.45		\$ 6,830,582.45	\$ 7,138,440.48
Football	3,961,142.01		3,961,142.01	3,488,317.94
Baseball - Men	32,184.79		32,184.79	44,104.55
Golf - Men		\$ 16,660.00	16,660.00	35,900.00
Soccer - Men	3,265.90		3,265.90	22,394.17
Tennis - Men				26,954.34
Track - Men				5,056.09
Basketball - Women	71,537.15	12,350.00	83,887.15	30,516.98
Golf - Women	-	3,083.24	3,083.24	5,275.00
Soccer - Women	1,596.34	72.00	1,668.34	1,525.99
Softball - Women	1,093.83	720.00	1,813.83	12,778.54
Tennis - Women		2,025.00	2,025.00	2,300.00
Volleyball - Women	2,622.41		2,622.41	8,275.52
Other				
Student Fees	7,666,067.26		7,666,067.26	7,420,972.37
Interest Income		2,501.84	2,501.84	7,772.47
License Fees	2,197,171.25		2,197,171.25	1,292,277.01
General Gifts	11,101,478.96	9,797.92	11,111,276.88	8,614,814.87
Federal ARRA		575,000.00	575,000.00	
Federal Portion - College Work Study Program		13,469.52	13,469.52	6,273.68
Other Sales and Services	1,874,235.54		1,874,235.54	3,094,455.18
Other Revenues	7,510.00	252,355.46	259,865.46	226,282.36
TOTAL REVENUES	\$ 33,750,487.89	\$ 888,034.98	\$ 34,638,522.87	\$ 31,484,687.54
EXPENDITURES				
Athletics Administration - Men				
Personal Services	\$ 3,918,157.46	\$ 13,469.52	\$ 3,931,626.98	\$ 3,793,025.80
Supplies and Expenses	6,021,029.90	195,999.12	6,217,029.02	6,100,618.91
Basketball - Men				
Personal Services	1,261,830.13		1,261,830.13	1,456,818.58
Supplies and Expenses	4,851,196.81		4,851,196.81	5,158,222.41
Football				
Personal Services	4,999,155.19		4,999,155.19	1,977,602.59
Supplies and Expenses	5,983,173.98	575,000.00	6,558,173.98	6,351,061.95

APPENDIX V
Revised

THE UNIVERSITY OF MEMPHIS
SCHEDULE OF REVENUES, EXPENDITURES AND TRANSFERS
INTERCOLLEGIATE ATHLETICS

For the Year Ended June 30, 2010

With Comparative Figures for the Year Ended June 30, 2009

	Year Ended June 30, 2010			Year Ended June 30, 2009
	Unrestricted	Restricted	Total	
EXPENDITURES (Continued)				
Baseball - Men				
Personal Services	\$ 280,379.09		\$ 280,379.09	\$ 251,961.43
Supplies and Expenses	594,654.64	\$ 25,556.75	620,211.39	667,871.42
Golf - Men				
Personal Services	88,450.85	1,507.80	89,958.65	93,549.02
Supplies and Expenses	144,322.17	43,538.88	187,861.05	179,712.63
Olympic Sports				
Personal Services	665.00		665.00	
Supplies and Expenses	6,700.85		6,700.85	5,042.65
Rifle - Men				
Personal Services	23,755.86		23,755.86	24,819.19
Supplies and Expenses	99,520.60		99,520.60	68,492.94
Soccer - Men				
Personal Services	102,985.15		102,985.15	109,388.96
Supplies and Expenses	409,628.12	991.41	410,619.53	482,109.53
Tennis - Men				
Personal Services	80,853.13	6,227.87	87,081.00	83,867.56
Supplies and Expenses	216,420.98	1,341.20	217,762.18	228,389.95
Track - Men				
Personal Services	102,531.82		102,531.82	100,676.27
Supplies and Expenses	527,755.38	1,627.41	529,382.79	412,404.47
Basketball - Women				
Personal Services	764,299.80		764,299.80	652,035.76
Supplies and Expenses	1,137,124.17	60.00	1,137,184.17	1,048,436.29
Golf - Women				
Personal Services	84,984.54		84,984.54	86,147.01
Supplies and Expenses	212,790.63	9,868.04	222,658.67	180,097.95
Soccer - Women				
Personal Services	162,536.35		162,536.35	125,041.81
Supplies and Expenses	650,810.90		650,810.90	577,351.18
Softball - Women				
Personal Services	191,685.19		191,685.19	186,890.66
Supplies and Expenses	666,172.33	1,838.95	668,011.28	608,500.42

APPENDIX V
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THE UNIVERSITY OF MEMPHIS
SCHEDULE OF REVENUES, EXPENDITURES AND TRANSFERS
INTERCOLLEGIATE ATHLETICS

For the Year Ended June 30, 2010

With Comparative Figures for the Year Ended June 30, 2009

	Year Ended June 30, 2010			Year Ended June 30, 2009
	Unrestricted	Restricted	Total	
EXPENDITURES (Continued)				
Tennis - Women				
Personal Services	\$ 67,935.34		\$ 67,935.34	\$ 73,313.04
Supplies and Expenses	275,522.69	\$ 3,982.44	279,505.13	242,453.43
Track - Women				
Personal Services	107,833.48		107,833.48	107,226.00
Supplies and Expenses	513,043.64		513,043.64	454,654.47
Volleyball - Women				
Personal Services	239,657.58		239,657.58	225,031.95
Supplies and Expenses	621,155.23	4,514.51	625,669.74	661,634.82
Physical Plant Administration				
Personal Services	73,160.52		73,160.52	36,618.60
Supplies and Expenses	89,559.01		89,559.01	54,278.62
TOTAL EXPENDITURES	\$ 35,571,438.51	\$ 885,523.90	\$ 36,456,962.41	\$ 32,865,348.27
EXCESS (DEFICIT) OF REVENUES OVER EXPENDITURES	\$ (1,820,950.62)	\$ 2,511.08	\$ (1,818,439.54)	\$ (1,380,660.73)
TRANSFERS				
Mandatory				
Retirement of Indebtedness	\$ 102,939.77		\$ 102,939.77	\$ 102,901.18
TOTAL TRANSFERS	\$ 102,939.77		\$ 102,939.77	\$ 102,901.18
EXCESS (DEFICIT) OF REVENUES OVER OPERATING EXPENDITURES AND TRANSFERS	\$ (1,923,890.39)	\$ 2,511.08	\$ (1,921,379.31)	\$ (1,483,561.91)
<i>Additional funding provided:</i>				
General Fund Support	1,310,890.39		1,310,890.39	
Football Scholarships-MOE/ Federal ARRA	613,000.00	575,000.00	1,188,000.00	
	<u>1,923,890.39</u>	<u>575,000.00</u>	<u>2,498,890.39</u>	