DIVISION I WRESTLING
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Managing Director of Championships & Alliances
THE WHY...
OPPORTUNITY

• 2023-26 Division I Wrestling Championships
  • 20,000+ Fans
  • 330 Wrestlers
  • 200+ Coaches
  • 76 Division I Institutions
  • 10 Weight Classes
  • 6 Sessions
  • 3 Days
  • #1 Wrestling event in the world
SET-UP
OPPORTUNITY

• Avid fan base
• Repeat attendees
• Out of town travelers
• National media coverage
• Large social media following
THE STRATEGY

• Grow casual fan base
• Maximize coverage and access
• Enhance the student-athlete and fan experience
• Engaged LOC to assist with volunteer recruitment and local promotion
• Supportive local government
• Expanded hospitality opportunities
• Destination packaging
THE BID

Site selection guiding principles:

• Venue capacity: Ideal capacity 18,000+
• Positive financial outcome: $2.5M guarantee
• Venue amenities: Competition floor space, warm-up area, video boards, suites & clubs
• Geographic location: Access to traditional wrestling fan base, transportation options
• Student-athlete experience: Proximity to team hotels, double/double rooms, student-athlete lounge, participant seating, multiple locker rooms, Wi-Fi
• Fan Fest: Location in close proximity to competition venue, local programming and support
BENEFITS

• National television exposure across ESPN platforms

• 3,500+ room nights from participants alone

• Hosting the premiere wrestling event in the world
KEY REMINDERS IN BIDDING

• Review availability and dates in bid specifications
• Note any exceptions that are required
• Focus on student-athlete experience
• Financial guarantee is $2.5M
• Typical Expense budget is $1M - $1.2M
• Facility rental vs. Facility Fee
• Inflationary increases
• Added Championship enhancements for the student-athletes and fans
WHO WANTS TO BE NEXT...
QUESTIONS

www.ncaa.org/bids