

Athletics Budgeting

The Athletics Budget is a Unicorn

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Systems to Hold Us Accountable

- How did we spend our money in the past? *4 year rolling average*
- How do we want to spend our money in the future? *Guiding Financial Philosophies*
- Who and where will we compete? *Coach Worksheet*
- How are we spending our money now? *Zero Based Budget Tool*
- Where can we consolidate resources? *Values Matrix*

Four Year Rolling Average

	A	B	C	D	E	F	G	H	I	J
		3 YR. AVERAGE	2012-2013 BUDGET	2012-2013 ACTUAL	2013-2014 BUDGET	2014-2015 WORKSHEET	2014-2015 REQ	2014-2015 REQ ADJ	Comments	2013-2014 comments
1										
2	TOTAL	\$ 1,204,020.00	\$ 990,694.00	\$ 1,308,265.00	\$ 1,076,615.00	\$ 1,331,842.00	\$ 1,266,000.00	\$ 1,263,000.00		
3	Athletic Director	\$ 200,000.00	\$ 167,968.00	\$ 258,091.00	\$ 174,905.00	\$ 202,953.00	\$ 200,000.00	\$ 200,000.00	Increase due to increase in fall break meals (\$10K to \$15K), conference dues and telephone charges.	
4	Athletic Director/NCAC							\$ 55,000.00	To be used to offset costs of participating in the NCAC conference tournaments.	
5	Athletic Training (Sports Medicine)	\$ 19,407.00	\$ 20,000.00	\$ 23,432.00	\$ 20,000.00	\$ 39,415.00	\$ 30,000.00	\$ 30,000.00	Approximately 20% increase in products that contain petroleum. Beginning FY 2012, has been receiving \$3,000 allocation from LAX gift to cover increased costs due to new LAX teams.	
6	Baseball	\$ 50,545.00	\$ 51,450.00	\$ 58,174.00	\$ 51,540.00	\$ 89,229.00	\$ 60,000.00	\$ 55,000.00	Had been utilizing \$3/\$5/\$7 for meals; 2012-2013 budget did not include travel to NCAC tournament. Does play a limited JV schedule.	
7	Men's Basketball	\$ 63,312.00	\$ 63,000.00	\$ 58,344.00	\$ 63,000.00	\$ 72,016.00	\$ 68,000.00	\$ 65,000.00	Spent approx. \$10K recruiting. Provides \$6/meal on the road. Has to pay for meals during fall break and winter break. 2012-2013 budget did not include travel to NCAC tournament.	
8	Women's Basketball	\$ 73,812.00	\$ 63,000.00	\$ 78,199.00	\$ 63,000.00	\$ 70,789.00	\$ 68,000.00	\$ 65,000.00	Uniforms are 5-7 years old. Must travel more to play adequate competition. Has to pay for meals during fall break and winter break. 2012-2013 budget did not include travel to NCAC tournament.	
9	Men's Cross Country	\$ 15,885.00	\$ 15,825.00	\$ 15,610.00	\$ 15,825.00	\$ 20,130.00	\$ 17,000.00	\$ 17,000.00	Increase for recruiting	
10	Women's Cross Country	\$ 17,816.00	\$ 15,825.00	\$ 17,090.00	\$ 15,825.00	\$ 20,130.00	\$ 17,000.00	\$ 17,000.00	Increase for recruiting	
11	Field Hockey	\$ 48,285.00	\$ 38,650.00	\$ 49,508.00	\$ 38,650.00	\$ 49,811.00	\$ 52,000.00	\$ 48,000.00	2012-2013 budget did not include travel to NCAC tournament. Needs to travel nationally because closest schools are conference opponents. Increase in recruiting.	
12	Football	\$ 181,181.00	\$ 160,340.00	\$ 170,046.00	\$ 160,340.00	\$ 151,842.00	\$ 160,000.00	\$ 160,000.00	3 year average includes unusual and unauthorized spending during FY 2012 (approximately \$50,000)	
13	Men's Golf	\$ 20,946.00	\$ 18,715.00	\$ 21,205.00	\$ 18,715.00	\$ 37,412.00	\$ 30,000.00	\$ 30,000.00	Travel low for 13-14 since DePauw and Wabash are hosting NCAC tournament.	
14	Women's Golf	\$ 19,535.00	\$ 18,715.00	\$ 24,378.00	\$ 18,715.00	\$ 36,164.00	\$ 30,000.00	\$ 30,000.00	Travel low for 13-14 since DePauw and Wabash are hosting NCAC tournament.	

Guiding Financial Philosophies for Coaches

Roster Management

Scheduling
Opponents

Uniforms/Participant
Costs

Personal Protective
Equipment and Sport
Tools

Extended Travel

Awards

Officials

General Costs Related
to Home Competition

Coach Worksheet

E7				3/21/2015							
	A	B	C	D	E	F	G	H	I	J	K
1	Softball				If away...			If home...			
2	Date (mm/dd/yy)	Location (H or A)	Opponent (full name)	Time of Contest	expected departure	expected return	# travel party	Cost of officials	B	L	D
3	02/21 & 02/22/15	A	At Washington University- St. Louis; Opponents TBD- 4 game tournament	TBD	02/20/15	02/22/15	30		2	2	3
4	03/07 & 03/08/15	A	At Emory University; Opponents TBD- 4 game tournament	TBD	03/06/15	03/08/15	30		2	3	3
5	03/14/15	H	Trine University	1:00pm; 3:00pm				\$310			
6	03/22/15	A	Salisbury University	1:00pm; 3:00pm	03/21/15	03/28/15	30		7	7	7
7	03/24/15	A	Christopher Newport University	2:00pm; 4:00pm	03/21/15	03/28/15	30				
8	03/26/15	A	Lynchburg College	TBD	03/21/15	03/28/15	30				
9	03/28/15	A	Kenyon College	1:00pm; 3:00pm	03/27/15	03/28/15	30		1	1	2
10	03/31/15	H	Denison University	3:30pm; 5:30pm				\$310			
11	04/04/15	A	Hiram College	1:00pm; 3:00pm	04/03/15	04/04/15	30		1	2	2
12	04/08/15	A	Ohio Wesleyan University	3:30pm; 5:30pm	04/08/15	04/08/15	30		1	1	1
13	04/11/15	H	Oberlin College	1:00pm; 3:00pm				\$310			
14	04/18/15	H	Allegheny College	1:00pm; 3:00pm				\$310			
15	04/22/15	A	Wittenberg University	3:30pm; 5:30pm	04/22/15	04/22/15	30		1	1	1
16	04/25/15	H	College of Wooster	1:00pm; 3:00pm				\$310			
17											
18									15	17	19

Zero Based Budget Worksheet

	A	B	C	D	E
1	145051000	SOFTBALL			
2			2014-2015		
3			Requested		
4	.4490	Misc Revenue	\$-		
5	.6350	Admin/Office Expense	\$ 50.00		
6	.6357	Equipment, Ath	\$ 1,929.00		
7	.6366	Uniforms	\$ 2,472.00		
8	.6450	Travel, Employee	\$ 2,135.00		
9	.6454	Recruiting	\$ 6,250.00		
10	.6455	Housing/Hotels	\$ 12,000.00		
11	.6456	Meals	\$ 15,210.00		
12	.6458	Transportation	\$ 15,350.00		
13	.6600	Equipment Rent/Lease	\$ -		
14	.6654	Maint/Repair Equipment	\$ 100.00		
15	.6670	Permanent Equipment	\$ -		
16	.6902	Outside Services	\$ -		
17	.6950	Printing	\$ 50.00		
18	.6951	Copier	\$ 250.00		
19	.7001	Books/Subscript	\$ -		
20	.7050	Memberships	\$ 180.00		
21	.7100	Postage	\$ 75.00		
22	.7910	Recognition/Appreciation	\$ -		
23	.7913	Officials	\$ 2,170.00		
24	.7923	Participant Costs	\$ -		
25					
26		TOTAL	\$ 58,221.00		
27					

Zero Based Budget Worksheet, detail

Microsoft Excel - Softball 2014-2015

	A	B	C
1	.6540	Travel, Employee	
2			
3		Item	Cost
4			
5		Flight for NFCA Conference- Head Coach	\$ 350.00
6		Flight for NFCA Conference- Asst Coach	\$ 350.00
7		Hotel for 2 Coaches for 4 nights at NFCA Conference	\$ 520.00
8		Baggage fee for 2 Coaches for 2 flights	\$ 100.00
9		Taxi Fare to and from Airport	\$ 40.00
10		Rental Car for NFCA Conference	\$ 180.00
11		NFCA Conference Cost- Head Coach	\$ 400.00
12		NSCA Conference Cost- Asst Coach	\$ 325.00
13		NSCA Conference Cost- Prof Member	\$ 220.00
14			\$ 2,135.00
15			

	Cost	Competitive Program	SA Experience	Job Satisfaction	Overall Brand	Health and Safety	Diversity and Inclusion
		Impact	Impact	Impact	Impact		
Do not pay for meals for off-campus recruiting unless there is an overnight stay involved.	\$ (10,000.00)	Low	Low	Medium/High	Low		
Decrease off-campus recruiting	\$ (50,000.00)	High	Low	Medium/High	High		
Eliminate GA positions	\$ (150,000.00)	High	High	High	High		
Eliminate paid assistant positions	\$ (50,000.00)	High	High	High	High		
No expenses for volunteer coaches	\$ (6,000.00)	Low	Low	Medium	Low/Medium		
No midweek overnights for competition	\$ (4,000.00)	Low	Low	Low/Medium	Low		

What It Looks Like Today ...

Bench Marking

	Total Budget:	Total Salaries:	Not Allocated by sport/gender:	Recruiting Expenses:	Sport Operating Expenses:
Allegheny College	\$3,454,657	\$1,192,737	\$769,804	\$113,032	\$954,789
Denison University	\$5,557,935	\$1,538,447	\$1,672,787	\$118,418	\$1,140,252
DePauw University	\$4,697,796	\$1,610,915	\$1,064,634	\$58,176	\$991,693
Hiram College	\$2,266,811	\$836,672	\$364,644	\$97,739	\$664,266
Kenyon College	\$5,754,019	\$1,379,102	\$1,259,603	\$147,552	\$484,823
Oberlin College	\$3,748,282	\$1,077,491	\$1,667,795	\$41,273	\$674,641
Ohio Wesleyan University	\$4,681,508	\$954,957	\$630,371	\$76,302	\$815,645
The College of Wooster	\$4,385,053	\$1,221,282	\$759,782	\$42,975	\$645,500
Wittenberg University	\$3,837,869	\$1,269,784	\$708,598	\$40,237	\$807,336

Keys To Success

- Budget management must be a priority – develop a monitoring system that is pro-active and not reactive.
- Athletics roster management is being frequently used to support the University's enrollment management.
- Engage your staff, and be transparent, as much as possible.
- Be creative and share resources.
- Ask for help.

THANK YOU!

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