Finance & Budget Committee of the
University of Louisville Athletic Association, Inc.

In Open Session

Members of the Finance & Budget Committee of the University of Louisville Athletic Association, Inc. Board of Directors met at 9:30 a.m. on Friday, June 17, 2011, in the Board Room, University Club, Belknap Campus, with members present and absent as follows:

Present: Mr. Ed Glasscock, Chair
Mr. Junior Bridgeman
Prof. Carmine Esposito
Mr. Wade Houston
Mr. Harry Jones
Prof. Bruce Kemelgor
Prof. Gerald Tolson
Prof. Elaine Wise

Absent: Mr. Owsley B. Frazier
Dr. Blaine Hudson
Prof. Mary Hums
Mr. Keith Inman
Mr. Kyle Kuric
Dr. Charlie Moyer
Mr. Sam Rechter

Other Board Members
Present: Mr. David James (arrived at 10:15 p.m.)
Prof. Joe Steffen

From the
University: Ms. Angela D. Koshewa
Mr. Kevin Miller
Mr. Kenny Klein
Mr. Jeff Spoelker
Ms. Debbie Dougherty

I. Call to Order

Having determined no quorum present, Chair Glasscock called upon Mr. Miller to provide an update on the 2010-11 Budget Analysis.

II. Information Item: 2010-11 Budget Analysis

Mr. Miller reviewed the budget statements as of April 30, 2011.

Prof. Tolson arrived at 9:40 a.m. Chair Glasscock determined a quorum present and called the meeting to order.

III. Approval of Minutes

Prof. Kemelgor made a motion, which Mr. Jones seconded, to approve the minutes of January 27, 2011. The motion passed.

IV. Action Item: Approval of Basketball Ticket Prices for 2011

Mr. Miller explained planning for the 2011-12 Budget used several revenue models. The 2011-12 ULAA Annual Budget has been developed with the rates projected in the Proposed Revenue Budget. Men's Basketball will host the following for 2011-12:

a. Two Exhibition Games.
b. One game event-Minardi Classic.
c. Nine Big East Conference Games.
d. Four games in a NCAA Certified Exempt Event. We will have four teams play a round-robin format in a 14 day period beginning November 11th.
e. Six non-conference games. One game will be a premium game with part of the proceeds designated to the Basketball Hall of Fame.

Mr. Jones made a motion, which Prof. Tolson seconded, to approve the Athletic Director's recommendation that the Board of Directors approve for Men's Basketball the following season ticket package:

| | **2009-10 (21 games)** | **2010-11 (23 games)** | **2011-12 (22 Games)** |
|---|---|---|---|
| **Exhibition Games** | **$64 (2@ $32)** | **$70 (2 @ $35)** | **$70 (2@$35)** |
| **Regular Games** | **$480 (15@$32)** | **$560 (16 @ $35)** | **$490 (14@$35)** |
| **Minardi Classic** | **$35 (1@$35)** | **$35 (1 @ $35)** | **$35 (1@$35)** |
| **NCAA Exempt Event** | **$105 (3@$35)** | **$140 (4 @ 35)** | **$140 (4@$35)** |
| **Hall of Fame Shootout** | **n/a** | **n/a** | **$40 (1@$40)** |
| **Total** | **$684** | **$805** | **$775** |

The motion passed.

V. Action Item: Approval of Capital Construction Projects

Mr. Miller explained any capital projects exceeding $100K require approval by the ULAA Board of Directors and any capital project exceeding $600,000 must be approved by the CPE.

The Astro Turf has an expected life of 7-10 years. At Trager Stadium (field hockey_, the Astro Turf has been in place since Cardinal Park opened approximately 12 years ago. The Coaches studied various turfs and selected Astro Turf as the premier turf for field hockey.

The Hydrotherapy pool will be installed in an addition adjoining the Trager Training Center. This area will be approximately 1,325 sq. ft. and will also include two training table areas. This project will benefit all student athletes who are injured and will be critical for their rehabilitation. Estimated cost of construction and purchase of pool is approximately $600,000. A reserve of $150,000 has been set aside for possible additional expense relating to environmental costs during construction.

The Permanent Video Towers for Football will replace the use of temporary lifts that have been banned by the NCAA. There will be three towers 36' in height and one tower 52' in height. They will be permanently attached to a concrete slab.

Mr. Bridgeman made a motion, which Prof. Kemelgor seconded, to approve the

**Athletic Director' recommendation that the Board of Directors approve the following Capital Purchases:**

| Project | Estimated Value | Funding Source |
|---|---|---|
| **(1) Trager Stadium (field hockey) Astro Turf** | **$850,000** | **Operations** |
| **(2) Hydrotherapy Training Room Addition to Trager Training Center** | **$1,000,000** | **Operations** |
| **(3) Permanent Video Towers For Football** | **$235,000** | **Operations** |

The motion passed. Committee members raised questions regarding the safety and construction of the permanent tower structures. Mr. Jones made a motion, which Prof. Kemelgor seconded, to authorize the Athletic Director to proceed with constructing the towers sharing the concerns raised by the committee with the contractor. The motion passed.

VI. Action Item: Approval of 2011-12 Operating Budget

Chairman Glasscock stated the Finance & Budget Committee thoroughly reviewed the 2011-12 Operating Budget at its recent workshop. In addition to providing an overview of the 2011-12 budget analysis, Mr. Miller shared highlights of the projected budget. The Athletics Department has continued its allocation of $350,000 to the University for 2011-12. Mr. Miller expressed his appreciation for Alicia Clark's and Jeff Spoelker's assistance in building this year's budget. Mr. Miller noted he had met with Vice President Curtin while formulating the department's operating budget. Prof. Kemelgor commended Mr. Miller and his staff for transparency, and the revenue projections seem very attainable, conservative estimates. Prof. Kemelgor thanked Mr. Miller for incorporating the Contingency Analysis into the budget process; he found this

information most helpful. Chair Glasscock echoed the praise for Mr. Miller and staff for their work. Prof. Kemelgor made a motion, which Mr. Jones seconded, to approve the

> **Athletic Director's recommendation that the Board of Directors approve the 2011-12 Operating Budget for the University of Louisville Athletic Association, Inc., in the form attached.**

The motion passed.

VII. Other Business

Mr. Jones commended Vice President Jurich and staff in the Athletic Department for an exceptional job. Prof. Wise further recognized the excellent work of the Athletic Department. She commended the Department for doing as much as possible to make the student-athletes 1) fully integrated in the whole student body, and 2) better funded in academic support. Recognizing the many priorities for facilities, she encouraged the Athletic Department to keep the campaign for an academic support building at the forefront.

VIII. Adjournment

Mr. Bridgeman made a motion, which Prof. Wise seconded, to adjourn the meeting at 10:30 a.m. The motion passed.

Approved by:

Karalee M. Smith

Asst. Secretary

**Tab 4**

**RECOMMENDATION THE BOARD OF DIRECTORS OF THE UNIVERSITY OF LOUISVILLE ATHLETIC ASSOCIATION, INC. REGARDING THE 2011-12 OPERATING BUDGET**

**Finance & Budget Committee – June 17, 2011**
**Board of Directors – August 9, 2011**

**RECOMMENDATION:**

**The Athletic Director recommends that the Board of Directors approve the 2011-12 Operating Budget for the University of Louisville Athletic Association, Inc. in the form attached.**

| **Committee Action:** | **Board Action:** |
|---|---|
| **Passed _____** | **Passed _____** |
| **Did Not Pass ____** | **Did Not Pass____** |
| **Other _____** | **Other _____** |
| **Date_____** | **Date _____** |
| **_____** | **_____** |
| **Assistant Secretary** | **Assistant Secretary** |

# University of Louisville Athletic Association, Inc.

## 2011-2012 Operating Budget

UNIVERSITY OF LOUISVILLE®

**University of Louisville Athletic Association, Inc.**
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**University of Louisville Athletic Association, Inc.**
**Athletic Department Goals**

**Goals for 2011-12:**

(1) To maintain the highest level of ethics in the University's athletic program;

(2) To exceed the national average graduation rates for all of the Division I institutions in the NCAA;

(3) To provide quality intercollegiate athletic programs for student-athletes, students, alumni, faculty-staff and the public;

(4) To continue implementing a comprehensive gender equity plan to assure the University's on-going compliance with Title IX. To meet annually with our Title IX consultant to assure compliance;

(5) To continue monitoring the recommendations from the NCAA Steering Committee;

(6) To continue marketing the Hickman Camp Fund as the Athletic Association's source of endowment for funding future athletic scholarships;

(7) To continue funding model that allows all programs the opportunity to be successful in the Big East and NCAA;

(8) To continue monitoring the agreement with the Louisville Arena Authority that allows the University of Louisville to provide a new facility for its Men's and Women's Basketball Programs with priority dates and new revenue opportunities;

(9) To begin marketing the Arena in 2011 for Volleyball opportunities;

(10) To continue fund raising efforts for construction on: (a) the expansion of Patterson Stadium; (b) the expansion of Ulmer Stadium; and (c) a new soccer Stadium for both men and women's soccer;

(11) To maintain a financial plan with balanced annual budgets, expenditures sufficient to support athletic programs at the national level, and to continue to pursue new sources of revenue;

(12) To continue to grow Merchandising and Licensing Program to become much more visible, both nationally and internationally; and

(13) To continue to work with the University's Administration to assure the Athletic Department is an integral and vital part of the University.

**University of Louisville Athletic Association, Inc.**
**Planning Process**

## Financial Planning Goals

Comprehensive Budget
Balanced Budget
Maintain Commitment to Financial Plan as Presented to Board of Trustees in May 2002
Maintain Commitment to Gender Equity Plan
Maintain Programmatic Goals for each Sport
Continue to Integrate Athletic Budget with University

## Financial Planning Process

Maintain Budget Initiatives Implemented in 2001-02
Revenue Projections were used as Planning Base
Developed Expenditure Projections with Coaches and Administrators
Reviewed Budget with Senior Staff to develop strategy
Reviewed Budget with University Administration
Final Review with Athletic Director

## Budget Assumptions

**Source of Funds:**

(1) Football ticket sales were projected at 2010 actual with adjustments made for ticket pricing and fee dedicated for stadium expansion. Current budget has six (6) games budgeted vs. seven (7) games in prior year. Actual sales on east side for loge, suites and upper deck have been reflected in projections.
(2) Big East Television Revenue for Football and Basketball is based on estimated appearances from prior year.
(3) Revenue from concessions and parking for Football and Basketball is based on number of events projected using 2010-11 actual revenue as basis for estimates.
(4) Revenue for Football and Basketball Guarantees represent contracted amounts.
(5) Basketball ticket sales are projected as follows:
    (a) 2 Exhibition games at $35 each
    (b) Four day exempt round-robin tournament @ $35 per day.
    (c) Minardi Classic @ $35
    (d) 9 Big East Games @ $35
    (e) Five non-conference games @ $35 each
    (f) Basketball Hall of Fame Classic @ $40

All MBB ticket pricing include a $2 per ticket facility fee due to the Arena.
(6) Annual Donations reflect estimate based on continued growth of the Cardinal Athletic Fund due to new opportunities in the Arena.
(7) Revenue from Marketing continues to increase based on success of Nelligan Sports Marketing and University Licensing Program.
(8) Earnings from Athletic Accounts held in UL Foundation are conservatively budgeted.

**University of Louisville Athletic Association, Inc.**
**Planning Process**

**Application of Funds:**

(1) Followed University salary proposal with exception of contractual obligations.
(2) Fringe Benefits were estimated at 28% of gross salary.
(3) Coaches and Managers were asked to prepare "zero-based budgets". Proposed expenses were reviewed in detail. Allocation of funds to various budgets was based on revenue availability. Recurring expense allocations were based on availability of recurring revenue.
(4) Allocation of $350K to the University for general support contiues to be funded.
(5) Financial Aid for student athletes increased $961K. This includes increased funding for tuition and food allowances.
(6) Recruiting expenses are estimated at $850k, an increase of $57K.
(7) Team travel expenses for in-season travel are estimated at $3.95M. an increase of $84K.
(8) Academic Counseling budget is estimated at $1.5M, an increase of $267K. The increase in 2010-11 was $301K. Therefore, Academic Counseling has increased $568K over a 2 year period. This increased covers additional tutors, counselors and two research specialists. This office supports all teams and their support staffs, all spirit groups including the Athletic Pep Band.
(9) A "Facility Fee" for Papa Johns Cardinal Stadium will continue to be implemented. Estimated receipts total $420K. Initial expenses included expenses directly related to marketing the stadium expansion and consulting service for construction. Funds now will be directed to Debt Service on expansion.
(10) Athletics has been assessed an annual fee relating to the University being "PCI Compliant". This includes our internal assesment to reach compliance, new computer equipment and dedicated data access points in Athletics.
(11) To enhance student welfare, a budget line for Sports Nutrition was added to reflect a nutritionist and related operational expenses. Estimated budget is $104K.
(12) Game management expenses are estimated at $946K, an increase of $318K. These expenses are related to the new staffs hired at the Arena and at Papa Johns Cardinal Stadium. In addition, the added attendance at those venues justified adding personnel.
(13) Arena related expenses continue to be estimated at $4.26M.

**University of Louisville Athletic Association, Inc.**
**Proposed Source of Funds Budget**
**2011-12**

| Source | Original Budget 2010-11 | Adjusted Budget 2010-11 | Estimated 2010-11 (as of April 30) | Proposed Budget 2011-12 | |
|---|---|---|---|---|---|
| Football Program | | | | | |
| Ticket Sales | $ 10,977,000 | $ 11,527,000 | $ 11,534,000 | $ 9,157,500 | |
| Facility Fee | 520,000 | 520,000 | 597,000 | 420,000 | |
| Guarantees | 950,000 | 950,000 | 950,000 | 1,200,000 | |
| Media | 500,000 | 500,000 | 500,000 | 500,000 | |
| Concessions/Parking | 1,225,000 | 1,525,000 | 1,533,000 | 1,280,000 | |
| Suite Rentals | 2,160,000 | 2,160,000 | 2,089,000 | 2,250,000 | |
| Loge Seats | 1,050,000 | 1,050,000 | 1,028,500 | 1,032,500 | |
| Other | 2,500,000 | 3,000,000 | 3,300,000 | 2,500,000 | |
| Total | $ 19,882,000 | $ 21,232,000 | $ 21,531,500 | $ 18,340,000 | |
| Papa Johns Cardinal Stadium (Non UL Football) | | | | | |
| Rental | $ 90,000 | $ 90,000 | $ 91,000 | $ 90,000 | |
| Concessions/Parking | 200,000 | 200,000 | 378,000 | 200,000 | |
| Total | $ 290,000 | $ 290,000 | $ 469,000 | $ 290,000 | |
| Basketball | | | | | |
| Ticket Sales | $ 12,509,000 | $ 13,709,000 | $ 14,047,000 | $ 13,480,000 | |
| Arena Facility Fee | 740,000 | 827,000 | 827,000 | 792,000 | |
| Guarantees | 30,000 | 30,000 | 50,000 | 80,000 | |
| Media | 1,250,000 | 1,250,000 | 1,250,000 | 1,250,000 | |
| Concessions/Parking | 350,000 | 610,000 | 724,000 | 600,000 | |
| Suite Rentals | 5,124,000 | 5,499,000 | 5,687,000 | 5,500,000 | |
| Other | 800,000 | 1,550,000 | 2,180,000 | 1,650,000 | |
| Total | $ 20,803,000 | $ 23,475,000 | $ 24,765,000 | $ 23,352,000 | |
| Annual Seat Donations | $ 12,650,000 | $ 17,190,000 | $ 17,206,000 | $ 16,000,000 | |
| NCAA/Conference Distribution | 900,000 | 1,225,000 | 1,228,000 | 1,000,000 | |
| Marketing | 4,455,000 | 4,455,000 | 4,410,000 | 4,315,000 | |
| Earnings from UL Foundation | 500,000 | 500,000 | - | 500,000 | |
| Gender Equity Commitment | 1,323,000 | 1,323,000 | 1,323,000 | 1,323,000 | |
| Allocation from prior years | | | | - | |
| Other | 3,615,000 | 3,665,000 | 4,004,000 | 3,690,000 | (1) |
| **Total** | **$ 64,418,000** | **$ 73,355,000** | **$ 74,936,500** | **$ 68,810,000** | |

(1) Other :

| | | | | |
|---|---|---|---|---|
| Student Athletic Fee | $ 1,700,000 | $ 1,700,000 | $ 1,801,000 | $ 1,700,000 |
| Natatorium | 100,000 | 100,000 | 70,000 | 100,000 |
| Tennis Center | 210,000 | 210,000 | 207,000 | 210,000 |
| Retention Commitment | 830,000 | 830,000 | 830,000 | 830,000 |
| Other Revenue from Other Sports | 775,000 | 825,000 | 1,096,000 | 850,000 |
| Total Other Revenue | $ 3,615,000 | $ 3,665,000 | $ 4,004,000 | $ 3,690,000 |

**University of Louisville Athletic Association, Inc.**
**Proposed Application of Funds Budget**
**2011-12**

| Source | Original Budget 2010-11 | Adjusted Budget 2010-11 | Estimated 2010-11 (as of April 30) | Proposed Budget 2011-12 |
|---|---|---|---|---|
| Football Program | $ 10,970,286 | $ 11,293,124 | $ 11,100,613 | $ 12,266,495 |
| Papa Johns Cardinal Stadium | 1,646,880 | 1,889,900 | 1,862,313 | 1,642,653 |
| Basketball Program | 6,456,113 | 6,541,032 | 6,340,024 | 6,641,450 |
| Other Varsity Sports | 16,024,439 | 17,010,549 | 15,698,996 | 17,641,960 |
| Administration | 3,685,675 | 4,181,641 | 4,003,132 | 3,920,081 |
| Marketing and Development | 3,209,453 | 3,326,930 | 3,172,257 | 3,365,028 |
| Support Services | 6,234,620 | 6,419,111 | 6,202,689 | 6,743,349 |
| Spirit Groups | 315,527 | 315,527 | 296,069 | 356,473 |
| Debt Service from Operations | 3,579,159 | 3,196,086 | 5,560,670 | 2,908,000 |
| Arena Related Exenses | 4,263,900 | 4,502,756 | 4,518,480 | 4,263,900 |
| Game Management/ Facilities Operations | 2,220,957 | 2,620,916 | 2,435,438 | 2,765,279 |
| Other Expenses | 5,038,991 | 5,184,136 | 4,814,674 | 5,205,332 |
| Contingency | 772,000 | 6,939,845 | 7,486,531 | 1,090,000 |
| **Total Operating Expenditures** | **$ 64,418,000** | **$ 73,421,553** | **$ 73,491,886** | **$ 68,810,000** |
| **June 30 Encumbrances** | **-** | **(66,697)** | **-** | **-** |
| **2010-11 Income Adj** | **-** | **(8,936,856)** | **-** | **-** |
| **Grand Total** | **$ 64,418,000** | **$ 64,418,000** | **$ 73,491,886** | **$ 68,810,000** |

**University of Louisville Athletic Association, Inc.**
**Proposed Expenditure Budget 2011-12**

| | Salaries & Wages | Fringe Benefits | Total Personal Service | Operating Expenses | Proposed Budget 2011-12 | Original Budget 2010-11 | Increase (Decrease) |
|---|---|---|---|---|---|---|---|
| **Football Program** | 4,260,830 | 869,223 | 5,130,053 | 7,136,442 | 12,266,495 | 10,970,286 | 1,296,209 |
| **Papa Johns Cardinal Stadium:** | | | | | | | |
| Stadium Operations | 148,024 | 40,429 | 188,453 | 780,700 | 969,153 | 918,980 | 50,173 |
| Stadium Expansion Mktg | | | - | 420,000 | 420,000 | 520,000 | (100,000) |
| Non-Football Variable Expenses | | | | 253,500 | 253,500 | 207,900 | 45,600 |
| **Total Stadium** | 148,024 | 40,429 | 188,453 | 1,454,200 | 1,642,653 | 1,646,880 | (4,227) |
| **Basketball Program** | 2,740,061 | 360,400 | 3,100,461 | 3,540,989 | 6,641,450 | 6,456,113 | 185,337 |
| **Other Varsity Sports:** | | | | | | | |
| Men's Baseball | 858,661 | 240,425 | 1,099,086 | 826,341 | 1,925,427 | 1,784,000 | 141,427 |
| Men's Golf | 150,247 | 42,069 | 192,316 | 278,712 | 471,028 | 466,119 | 4,909 |
| Men's Tennis | 104,498 | 29,259 | 133,757 | 278,842 | 412,599 | 381,645 | 30,954 |
| Men's Track/CC | 178,869 | 50,083 | 228,952 | 583,433 | 812,385 | 748,233 | 64,152 |
| Men's Swimming | 168,500 | 47,180 | 215,680 | 495,260 | 710,940 | 591,290 | 119,650 |
| Men's Soccer | 410,000 | 114,800 | 524,800 | 622,076 | 1,146,876 | 909,332 | 237,544 |
| Women's Basketball | 1,086,850 | 304,318 | 1,391,168 | 1,454,693 | 2,845,861 | 2,646,077 | 199,784 |
| Women's Volleyball | 302,000 | 84,560 | 386,560 | 704,050 | 1,090,610 | 945,872 | 144,738 |
| Women's Tennis | 94,056 | 26,336 | 120,392 | 374,745 | 495,137 | 469,441 | 25,696 |
| Women's Track/CC | 178,869 | 50,083 | 228,952 | 864,002 | 1,092,954 | 988,574 | 104,380 |
| Women's Field Hockey | 216,350 | 60,578 | 276,928 | 625,289 | 902,217 | 789,264 | 112,953 |
| Women's Swimming | 168,500 | 47,180 | 215,680 | 639,857 | 855,537 | 756,031 | 99,506 |
| Women's Soccer | 221,562 | 62,037 | 283,599 | 783,842 | 1,067,441 | 958,266 | 109,175 |
| Women's Golf | 116,521 | 32,626 | 149,147 | 368,582 | 517,729 | 488,853 | 28,876 |
| Women's Softball | 282,881 | 79,207 | 362,088 | 667,995 | 1,030,083 | 943,176 | 86,907 |
| Women's Rowing | 169,521 | 47,466 | 216,987 | 1,057,397 | 1,274,384 | 1,213,340 | 61,044 |
| Women's Lacrosse | 199,361 | 55,821 | 255,182 | 735,570 | 990,752 | 944,926 | 45,826 |
| **Total Other Varsity Sports** | 4,907,246 | 1,374,028 | 6,281,274 | 11,360,686 | 17,641,960 | 16,024,439 | 1,617,521 |

**University of Louisville Athletic Association, Inc.**
**Proposed Expenditure Budget 2011-12**

| | Salaries & Wages | Fringe Benefits | Total Personal Service | Operating Expenses | Proposed Budget 2011-12 | Original Budget 2010-11 | Increase (Decrease) |
|---|---|---|---|---|---|---|---|
| **Administration:** | | | | | | | |
| Central Administration | 909,955 | 270,842 | 1,180,797 | 1,333,893 | 2,514,690 | 2,296,755 | 217,935 |
| Varsity Sports Administration | 210,100 | 55,369 | 265,469 | 60,000 | 325,469 | 292,586 | 32,883 |
| SWA/Student Welfare | 317,200 | 88,816 | 406,016 | 63,500 | 469,516 | 597,136 | (127,620) |
| Life Skills | 51,500 | 14,420 | 65,920 | 35,000 | 100,920 | - | 100,920 |
| Compliance | 339,325 | 95,011 | 434,336 | 75,150 | 509,486 | 499,198 | 10,288 |
| **Total Administration** | 1,828,080 | 524,458 | 2,352,538 | 1,567,543 | 3,920,081 | 3,685,675 | 234,406 |
| **Marketing and Development:** | | | | | | | |
| Promotions and Marketing | 268,500 | 70,296 | 338,796 | 552,525 | 891,321 | 918,848 | (27,527) |
| Cardinal Athletic Fund | 625,640 | 170,702 | 796,342 | 707,100 | 1,503,442 | 1,424,493 | 78,949 |
| NSM Tickets | | | - | 400,000 | 400,000 | 400,000 | - |
| Licensing/Merchandising | 117,395 | 32,870 | 150,265 | 30,000 | 180,265 | 176,112 | 4,153 |
| Special Events | | | | 360,000 | 360,000 | 260,000 | 100,000 |
| Capital Projects Marketing | | | | 30,000 | 30,000 | 30,000 | - |
| **Total Marketing and Development** | 1,011,535 | 273,868 | 1,285,403 | 2,079,625 | 3,365,028 | 3,209,453 | 155,575 |
| **Support Services:** | | | | | | | |
| Ticket Office | 373,272 | 102,074 | 475,346 | 263,200 | 738,546 | 664,864 | 73,682 |
| Business Office | 369,316 | 100,966 | 470,282 | 80,000 | 550,282 | 527,181 | 23,101 |
| Sports Medicine | 830,900 | 232,042 | 1,062,942 | 441,755 | 1,504,697 | 1,434,464 | 70,233 |
| Medical for s/a's | | | - | 325,000 | 325,000 | 325,000 | - |
| Equipment Services | 165,400 | 45,091 | 210,491 | 72,000 | 282,491 | 281,723 | 768 |
| Strength and Conditioning | 339,318 | 93,992 | 433,310 | 126,499 | 559,809 | 515,706 | 44,103 |
| Sports Nutrition | 61,800 | 17,304 | 79,104 | 25,000 | 104,104 | - | 104,104 |
| FB Video Operations | | | | 25,000 | 25,000 | 25,000 | - |
| FB Strength and Conditioning | | | | 35,000 | 35,000 | 35,000 | - |
| Sports Information | 710,162 | 156,511 | 866,673 | 167,860 | 1,034,533 | 1,108,904 | (74,371) |
| Counseling | 957,544 | 252,443 | 1,209,987 | 373,900 | 1,583,887 | 1,316,778 | 267,109 |
| **Total Support Services** | 3,807,712 | 1,000,423 | 4,808,135 | 1,935,214 | 6,743,349 | 6,234,620 | 508,729 |
| **Spirit Groups:** | | | | | | | |
| Coed Cheer Squad | 40,480 | 11,334 | 51,814 | 30,000 | 81,814 | 78,255 | 3,559 |
| All Women Cheer Squad | 35,243 | 9,868 | 45,111 | 30,000 | 75,111 | 72,562 | 2,549 |
| Ladybirds Dance Team | 6,678 | 1,870 | 8,548 | 30,000 | 38,548 | 35,878 | 2,670 |
| Pep Band | 50,000 | 14,000 | 64,000 | 97,000 | 161,000 | 128,832 | 32,168 |
| **Total Spirit Groups** | 132,401 | 37,072 | 169,473 | 187,000 | 356,473 | 315,527 | 40,946 |

**University of Louisville Athletic Association, Inc.**
**Proposed Expenditure Budget 2011-12**

| | Salaries & Wages | Fringe Benefits | Total Personal Service | Operating Expenses | Proposed Budget 2011-12 | Original Budget 2010-11 | Increase (Decrease) |
|---|---|---|---|---|---|---|---|
| **Game Management/ Facilities Operations:** | | | | | | | |
| Facilities | 237,999 | 62,977 | 300,976 | 330,000 | 630,976 | 573,483 | 57,493 |
| Groundskeeping | 250,466 | 60,464 | 310,930 | 263,200 | 574,130 | 553,673 | 20,457 |
| Technology/Infrastructure | 120,725 | 31,768 | 152,493 | 460,800 | 613,293 | 465,001 | 148,292 |
| Basketball Game Mgmt. | 96,480 | 27,014 | 123,494 | 283,000 | 406,494 | 252,400 | 154,094 |
| Football Game Mgmt. | 104,520 | 29,266 | 133,786 | 251,600 | 385,386 | 306,400 | 78,986 |
| Other Sports Game Mgmt. | | | | 155,000 | 155,000 | 70,000 | 85,000 |
| **Total Game Management/ Facilities Operations** | 810,190 | 211,489 | 1,021,679 | 1,743,600 | 2,765,279 | 2,220,957 | 544,322 |
| **Arena Related Expenses:** | | | | | | | |
| Rental for Men's Basketball | | | | 1,250,900 | 1,250,900 | 1,250,900 | - |
| Facility Fee | | | | 740,000 | 740,000 | 740,000 | - |
| License fee for Suites | | | | 635,000 | 635,000 | 635,000 | - |
| License fee for Club Seats | | | | 630,000 | 630,000 | 630,000 | - |
| License fee for Loge Seats | | | | 86,000 | 86,000 | 86,000 | - |
| License fee for Terrace Club | | | | 186,000 | 186,000 | 186,000 | - |
| Parking for Premium Seats | | | | 736,000 | 736,000 | 736,000 | - |
| | | | | | | | - |
| Total Arena Related Expenses | - | - | - | 4,263,900 | 4,263,900 | 4,263,900 | - |

**University of Louisville Athletic Association, Inc.**
**Proposed Expenditure Budget 2011-12**

| | Salaries & Wages | Fringe Benefits | Total Personal Service | Operating Expenses | Proposed Budget 2011-12 | Original Budget 2010-11 | Increase (Decrease) |
|---|---|---|---|---|---|---|---|
| **Debt Service:** | | | | | | | |
| PJCS Bond Debt Service | | | | 2,500,000 | 2,500,000 | 1,019,350 | 1,480,650 |
| Republic Bank-Scoreboard System | | | | 408,000 | 408,000 | 407,000 | 1,000 |
| Debt Service Reserve | | | | - | - | 2,152,809 | (2,152,809) |
| | | | | | | | - |
| Total Debt Service from Operat | - | - | - | 2,908,000 | 2,908,000 | 3,579,159 | (671,159) |
| **Other Expenses:** | | | | | | | |
| Athletic Insurance | | | | 440,000 | 440,000 | 440,000 | - |
| Radio-TV Productions | 2,324,000 | 150,720 | 2,474,720 | - | 2,474,720 | 2,444,000 | 30,720 |
| Awards and Championships | | | | 41,000 | 41,000 | 40,375 | 625 |
| Transportation | | | | 60,000 | 60,000 | 50,000 | 10,000 |
| Summer/5th Year Aid | | | | 700,000 | 700,000 | 700,000 | - |
| University Commitment | | | | 350,000 | 350,000 | 350,000 | - |
| Bass Rudd Tennis Center | 173,402 | 33,290 | 206,692 | 45,000 | 251,692 | 245,827 | 5,865 |
| Wright Natatorium | 212,855 | 42,302 | 255,157 | 109,200 | 364,357 | 325,357 | 39,000 |
| Patterson Stadium | | | | 95,000 | 95,000 | 55,000 | 40,000 |
| Musselman Golf Center | | | | 40,000 | 40,000 | 40,000 | - |
| G.Garvin Brown III Rowing | | | | 25,000 | 25,000 | - | 25,000 |
| Cardinal Park Operating | | | | 25,000 | 25,000 | 25,000 | - |
| Varsity Sports Rental | | | | 135,000 | 135,000 | 175,000 | (40,000) |
| Capital Projects | 36,000 | 10,080 | 46,080 | - | 46,080 | - | 46,080 |
| YUM Center | 83,971 | 23,512 | 107,483 | 50,000 | 157,483 | 148,432 | 9,051 |
| **Total Other Expenses** | 2,830,228 | 259,904 | 3,090,132 | 2,115,200 | 5,205,332 | 5,038,991 | 166,341 |
| **Contingency** | | | | 1,090,000 | 1,090,000 | 772,000 | 318,000 |
| **TOTAL EXPENDITURES** | **22,476,307** | **4,951,294** | **27,427,601** | **41,382,399** | **68,810,000** | **64,418,000** | **4,392,000** |
| **2010-11 Totals** | **(20,611,418)** | **(4,473,644)** | **(25,085,062)** | **(39,332,938)** | **(64,418,000)** | | |
| **Increase** | **1,864,889** | **477,650** | **2,342,539** | **2,049,461** | **4,392,000** | | |

**University of Louisville Athletic Association, Inc.**
**Financial Aid Analysis**

| Sport | 2010-11 Budget | % Increase | 2011-12 Budget |
|---|---|---|---|
| Football | $ 2,518,380 | 7.51% | $ 2,707,590 |
| Men's Basketball | $ 385,164 | 7.51% | $ 414,102 |
| Baseball | $ 346,648 | 7.51% | $ 372,692 |
| Men's Golf | $ 133,326 | 7.51% | $ 143,343 |
| Men's Tennis | $ 133,326 | 7.51% | $ 143,343 |
| Men's Track/CC | $ 373,313 | 7.51% | $ 401,360 |
| Men's Swimming | $ 293,317 | 7.51% | $ 315,355 |
| Men's Soccer | $ 293,317 | 7.51% | $ 315,355 |
| Women's Basketball | $ 444,420 | 7.51% | $ 477,810 |
| Volleyball | $ 355,536 | 7.51% | $ 382,248 |
| Women's Tennis | $ 237,024 | 7.51% | $ 254,832 |
| Women's Track/CC | $ 533,304 | 7.51% | $ 573,372 |
| Field Hockey | $ 355,536 | 7.51% | $ 382,248 |
| Women's Swimming | $ 414,792 | 7.51% | $ 445,956 |
| Women's Soccer | $ 414,792 | 7.51% | $ 445,956 |
| Women's Golf | $ 177,768 | 7.51% | $ 191,124 |
| Softball | $ 355,536 | 7.51% | $ 382,248 |
| Rowing | $ 592,560 | 7.51% | $ 637,080 |
| Lacrosse | $ 355,536 | 7.51% | $ 382,248 |
| **Total Sports** | **$ 8,713,595** | **7.51%** | **$ 9,368,261** |
| Summer & 5th Year Aid | 700,000 | 0.00% | 700,000 |
| **Grand Total** | **$ 9,413,595** | **6.95%** | **$ 10,068,261** |
| Full In-State Scholarship | $ 17,621 | 8.54% | $ 19,126 |
| Full Out-of-State Scholarship | $ 29,628 | 7.51% | $ 31,854 |

Please note that the above figures do not include figures for scholarships for graduate assistants, trainers and managers.

# University of Louisville Athletic Association, Inc.
## Proposed Debt Service Schedule
## 2009-10

| Debt Outstanding | Funded from Pledge Receipts | Funded from Student Fees | Funded from Operations | Total |
|---|---|---|---|---|
| (1) Louisville Metro Govt. Revenue Bonds, Series 2008A (PJCS Expansion) and Series 2008B (PJCS Refinancing). | $ 5,711,000 | $ - | $ 2,500,000 | $ 8,211,000 |
| In July 2008, Louisville Metro Government issued $39.8M of Mortgage Revenue Bonds 2008 Series A and $43.5M of Mortgage Revenue Bonds 2008 Series B at a combined net interest cost of 4.2%. The bonds were used to retire existing debt on PJCS and the balance to be used for the expansion of PJCS. Series A has debt service for 10 years. Series B has a debt service for 20 years. | | | | |
| (2) Series O CEBRB (Natatorium) | 63,605 | 550,000 | - | 613,605 |
| Original debt (November 2003) was $11.235M. Payments will be made for 20 years from pledge receipts and student fees dedicated to the Natatorium. Balance outstanding as of June 30, 2011 is $7,382,193. | | | | |
| (3) Series A 2007 (Patterson Stadium, Trager FB Practice Facility, YUM Center, Marshall Center and Musselman Center | 1,561,574 | - | - | 1,561,574 |
| Original debt (Nov 2007) for the above projects totaled $20.985M. Payments will be made for 20 years from pledge receipts and supplemented with Operating Revenue beginning in 2013-14. | | | | |
| (4) Cardinal Park loan to UL Foundation | 390,844 | - | - | - 390,844 |
| Original $8.5M unsecured, non-interest bearing loan from the UL Foundation. Payments of $500K have been adjusted to reflect pymt schedule for next 3 years. Balance as of June 30, 2011 is $1,705,062. | | | | |
| (5) Minardi Dorm | - | - | - | - |
| Original cost of construction of dorm was $4.548,208. Payments have been made toward construction from pledge receipts, one-time contributions and MBB game. Balance oustanding was paid in full from 2010-11 operations. Project is fully funded. | | | | |
| (6) Republic Bank | | | | |
| Cost to acquire new video/scoreboard and ribbon boards for Papa John's Cardinal Stadium (PJCS); new message board for along Central Avenue (South of PJCS); and new video/scoreboard for track stadium totaled $2.4M. | | | 408,000 | 408,000 |
| **TOTAL** | **$ 7,727,023** | **$ 550,000** | **$ 2,908,000** | **$ 11,185,023** |