# 2011 - 2012

# OPERATING BUDGET

## **EXECUTIVE SUMMARY**



# UNIVERSITY ATHLETIC ASSOCIATION, INC.



### UNIVERSITY OF FLORIDA ATHLETIC ASSOCIATION, INC.

### **EXECUTIVE SUMMARY**

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#### UNIVERSITY OF FLORIDA ATHLETIC ASSOCIATION, INC.

#### 2011-2012 Fiscal Year Budget

In order to assist with the review of the 2011-2012 UAA budget, we have prepared this "Executive Summary". The summary will focus on three areas:

- 1. Budget Philosophy
- 2. An Overview of the 2011-2012 Budget
- 3. Future Trends and Projections

The Athletic Association continues to be in very good condition financially, as we are blessed with very supportive fans and an extremely successful Gator Booster organization. The continued financial strength of this program is vital to our future success.



### 2011-2012 Budget Request Revenue and Expenditure Summary

Account	2010-2011 Original Budget	2010-2011 Projected Actual	2011-2012 Request	% Increase (Dec)	
Revenue:					
Operating	94,189,571	96,244,681	96,282,565	2.22%	
Nonoperating and Other	2,320,037	11,794,418	2,465,300	6.26%	
Total Revenue	96,509,608	108,039,099	98,747,865	2.32%	
Expenditures:					
Operating - Gen., Men's & Comb.	69,275,296	68,876,776	71,997,641	3.93%	
Operating - Women's	9,284,728	8,782,426	9,984,842	7.54%	
Debt Service	6,272,134	5,631,090	6,161,762	(1.76%)	
Budgeted Capital Items	2,602,000	4,506,080	2,097,000	(19.41%)	
Contribution to UF	6,000,000	6,311,781	6,000,000	0.00%	
Payments to UF	1,246,573	1,310,970	1,473,112	18.17%	
Total Expenditures	94,680,731	95,419,123	97,714,357	3.20%	
<b>Reserves:</b> Football (only 6 home games in 2013)	1,300,000		700,000	(46.15%)	
Total Reserves	1,300,000	0	700,000	(46.15%)	
Excess of Revenue over Expenditures and Reserves	\$528,877	\$12,619,976	\$333,508	(36.94%)	

#### **BUDGET PHILOSOPHY**

Our budget philosophy is fairly simple: we want to provide a budget that allows our coaches and student-athletes the opportunity for success at the highest level. We also want to provide to our fans a first-class, quality experience when they attend our events. As we strive to balance this budget, we focus primarily on the needs of our student-athletes in their academic pursuits, the needs of our coaches and our teams in order to succeed athletically and the desire to build and maintain some of the nation's finest facilities. In the 2011-12 Operating Budget the Association has committed to spending \$11.8 million to fund student athlete scholarships and another \$20.3 million to fund the operation of the sports in which they compete. Since 2005 the Association has funded over \$95 million in construction and enhancements of athletic facilities in which the student athletes compete.

We also recognize our responsibility to the University to run our operation in an efficient manner that uses sound business practices and an ethical decision making process. The U.S economy continues to be in a recession and the University and the State of Florida face significant budget challenges. We approached the budget process with great attention to keeping our business obligation expense increases to a minimum and keeping our discretionary spending flat.

#### 2011-2012 BUDGET PROCESS

The budget approach for the University Athletic Association continued to reflect the challenges faced by the State, the University and the Association due to the continued recession in the U.S. economy. The Association has been fortunate to maintain a loyal and committed fan base. The financial support provided by our booster's commitment has allowed us to continue to provide the student athlete and coaches with a level of funding that allows them to compete in the class room and on the field at the highest level. As well, the Association continues to provide direct support back to the University. Since 1990 the Association has contributed over \$60 million dollars to the University and the 2011-12 budget includes a \$6 million contribution.

In April, the budget work papers were forwarded to all head coaches and department heads with the direction to review all budget line items keeping expense increases to a minimum. For any increases requested a formal justification would also have to be submitted. All of this information was subsequently returned to the business office by the end of April. At this point, a draft budget was complied. The draft budget includes all requests from staff as submitted. Then, several meetings are held internally to prioritize all requests, and to make the necessary adjustments to insure a balanced budget. The athletic director, associate athletic directors and the business office were all heavily involved in this process.

The balanced budget is thoroughly reviewed by a budget sub-committee of the Finance Committee. This sub-committee in turn recommends it to the Finance Committee. Once the budget has been reviewed and ratified by the Finance Committee, it is forwarded to the full UAA Board for approval.

#### **REVENUE – EXHIBITS A-C1**

As indicated in Exhibit B1, the revenue projections for the 2011-2012 UAA budget increased by a little more than \$2.2 million from the 2010-2011 budget. The primary reasons for these increases are as follows:

<u>Football Game Revenue - \$2.3 million</u> – increase is due to an increase in season and single game ticket prices.

The ability of our football program to generate significant dollars is the key component to our financial stability. Please see Exhibit D to see the impact that this sport has on the Association's finances.

Other significant items relating to the revenue projections for the UAA:

- Gator Boosters Inc. generates one third of the funds needed to run this program. This year the transfers to the UAA are projected to be <u>\$36</u> <u>million.</u>
- 2. SEC revenue from bowl games, television contract, and championships are projected to be <u>\$17 million</u> in 2011-2012.
- 3. Our equipment contracts pay to the UAA over <u>\$1.6 million</u>
- 4. Football (\$19.7 million) and Basketball (\$2 million) ticket sales generate \$21.7 million for the UAA
- 5. Our multi-media agreement generates the Association over <u>\$7.9 million.</u>
- 6. Our licensing agreement generates the Association over <u>\$4.8 million</u> annually.

#### **EXPENDITURES – EXHIBITS C2-C5**

The expenditure budget for the 2011-2012 fiscal year increased by \$3.2 million from last years budget. The major items that resulted in these increases and decreases are listed in Exhibit C-1.

The significant items on this list are as follows:

- <u>Payments to UF</u> this budget item increased by <u>\$226,000</u> due to recognizing the payments made to the University for various services such as the General Counsels Office, Human Resources services and others. The Association continues to make an annual contribution of \$6 million dollars to the University of Florida.
- <u>Men's and Women's Scholarships</u> budget increase of <u>\$1.5 million</u> which reflects the percentage increase for tuition and fees administered by the university, as well as increases in room and board costs.
- 3. <u>Football Support</u> a budget increase of <u>\$340,000</u> due to increase in team travel due to an additional road trip and equipment expenses.
- Men's Basketball Support a budget increase of <u>\$182,000</u> due to increase in team travel and recruiting expenses.
- 5. <u>Various Teams Support</u> a budget increase of <u>\$175,000</u> due to significant increases in the cost of fuel which affects many of the team's travel budgets. This includes travel for baseball, men's and women's track, gymnastics, volleyball and soccer.
- 6. <u>Salaries</u> this budget item increased by <u>\$222,000</u>. This figure includes guaranteed increases in several coaches' contracts.
- 7. <u>Fringe Benefits</u> increased by <u>\$600,000</u> due to additional health insurance, pension and payroll tax increases.
- 8. <u>Gatorvision</u> increased by <u>\$226,000</u> due to anticipated increases in production expenses.

Other items to note:

- 1. The 2011-2012 budget once again contains significant funding for the Office of Student Life, as well as our community relations program, the Goodwill Gators.
- 2. The Association fully funds over 278 scholarships, which is the NCAA maximum, permitted for the 21 sports we sponsor. The annual budget for this expense is over \$11.8 million.

- **3.** To support the health and well being of our student athletes the Association operates four training rooms at a budgeted expense of \$1.3 million.
- 4. The UAA Nutrition Department which provides direction to all of our athletes on the issue of proper diet in their success.

We feel this budget will allow this program to continue to be one of the nation's best in all that we do. This budget will allow our student athletes and our respective programs to compete and succeed at the highest level. Continual success is very dependent on financial stability that has been and continues to be one of our challenges for the future.

#### FUTURE TRENDS AND PROJECTIONS

Keys to the future financial stability for the University Athletic Association are as follows:

- 1. The financial commitment that our fans have made to our Football and Men's basketball programs continue to generate significant revenue for the program. Success in these sports places our program in the elite ranks of college athletics. We will need to continue to capitalize on this success.
- 2. Southeastern Conference television and bowl contracts continue to play a huge role in our financial stability. The Conference has entered into a fifteen year agreement with CBS and ESPN that will continue to provide significant exposure for our programs and contributes significantly to our total revenue.
- 3. We must continue to seek donors for major gifts and endowments. The major gifts allow us to have some of the finest facilities in the country and the scholarship endowment (currently at \$47.8 million) protects our future. Raising dollars for endowment will be the major priority for the UAA and Gator Boosters in the University's Capital Campaign.
- 4. The Association also recognizes its role as an integral part of the University of Florida. As such the 2011-2012 operating budget again includes a commitment to contribution \$6 million back to the Institution.
- 5. As indicated in Exhibit H, we have significant debt (\$83.9 million) and we should always be cognizant of this obligation as we make plans for the future. The U.S. credit markets continue to show signs of volatility and it is imperative that the staff continue to monitor and track the trends in this area.

The University Athletic Association will continue to plan a strong focus on facilities, as we believe they are one of the strongest statements we can make about our commitment to our athletic programs as shown in Exhibit G.

During the 2010-2011 fiscal year the Association focused on infrastructure type projects as listed below:

 The University had relocated the offices occupied by UF Human Resources on the 3<sup>rd</sup> and 4<sup>th</sup> floors on the West side of the stadium. The Association has taken over these offices and has completed renovating the 3<sup>rd</sup> floor North and South to provide better work space for the Communications and Information Technology departments.

- In June 2010 the Association entered into an agreement with the School of Journalism located in Weimer Hall to relocate the Gatorvision offices to this location. The Association completed a renovation of this area in December 2010.
- Various projects including re-carpeting of the skybox complex, a new HVAC system for the O'Connell Center gymnastics studio, an upgrade to the JD Edwards accounting system and installed fire sprinklers in the Stadium West Administrative offices.

Current projects we are working on:

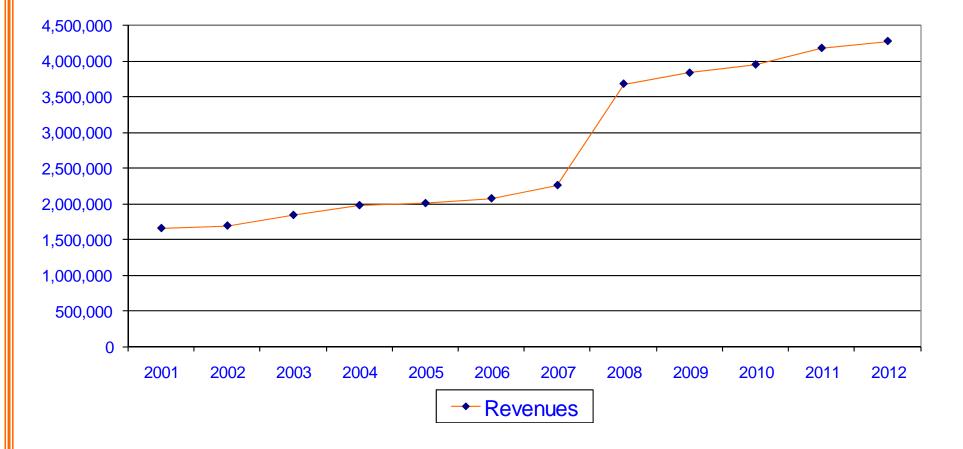
- The Association plans to continue working on infrastructure projects including new video towers for the football practice field, resurfacing of the track, a renovation of the football meeting rooms and an expansion of the golf team practice area.
- Pending approval of a new tax exempt debt issuance, there are various possible future projects including, but not limited to, a renovation of the Ben Hill Griffin Stadium West concourse and a renovation/ expansion of the O'Connell Center gymnastics studio.

As indicated previously, our number one priority for the future will be to increase our athletic scholarship endowments and major gift giving, as we believe this is a key for our future stability. We also want to continue to provide resources to the academic mission of this institution as we have done in the past. Please see Exhibit F that illustrates the significant contributions that the UAA has made to this University over the years.

The success of this athletic program can be attributed to many factors, but certainly financial stability and growth is a primary factor. Continuing to remain financially stable will be a key component for any future success. We are confident this will happen and we are confident there are many good things in store for this program in the future.

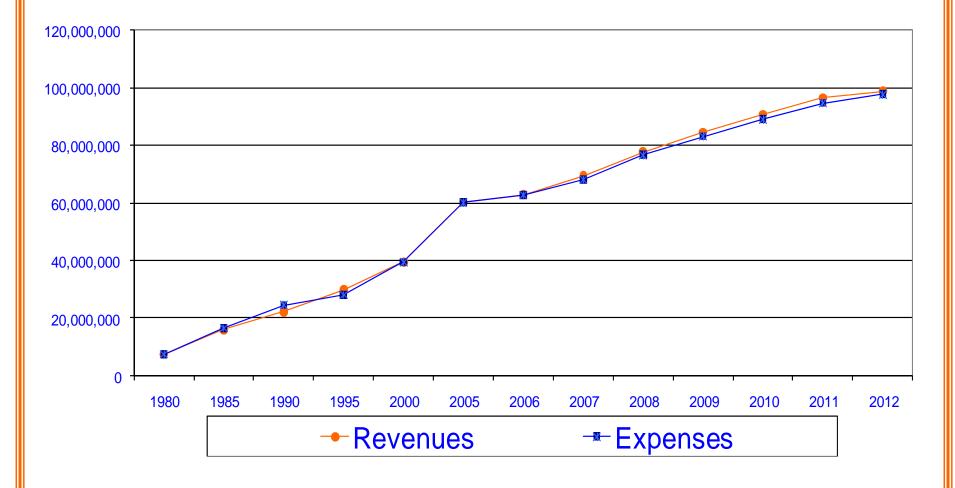


# **Licensing Revenues**



### **Exhibit A**

# **Budgeted Revenues and Expenses**



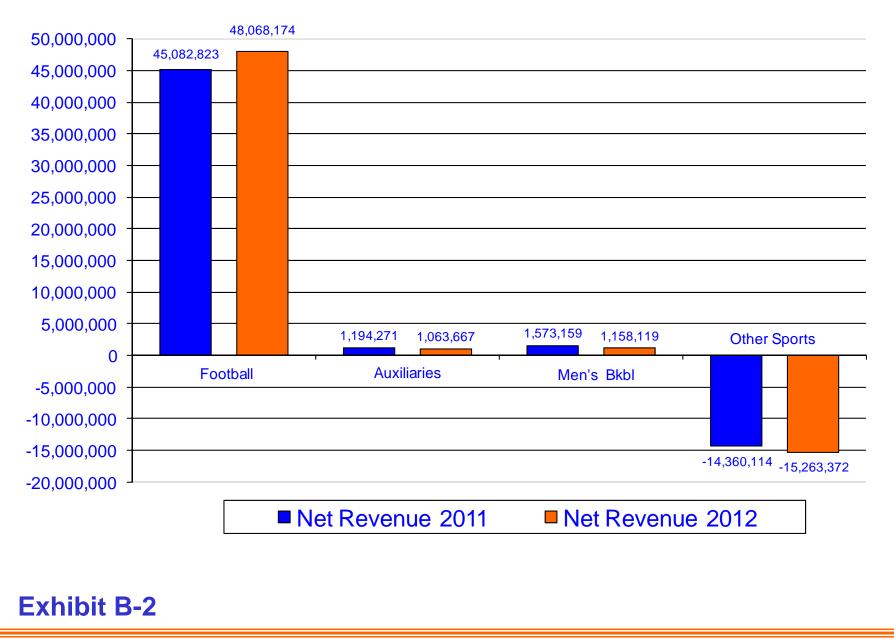
**Exhibit B** 

### 2011 - 2012 Budget

#### <u>Revenue is budgeted to increase by more than \$2,200,000 over</u> the previous year's budget due to the following:

Football game revenue, net(increase in ticket prices)	\$ 2,270,000
Club Seating - Football	(532,500)
SEC surplus	300,000
Men's Basketball Revenue	(250,000)
Multi-Media Rights	412,000
Licensing	95,000
Gator Sports Shop	(180,000)
Interest Income	100,000
Total	\$ 2,214,500

# **Net Revenue Contributed to Cover Operations**





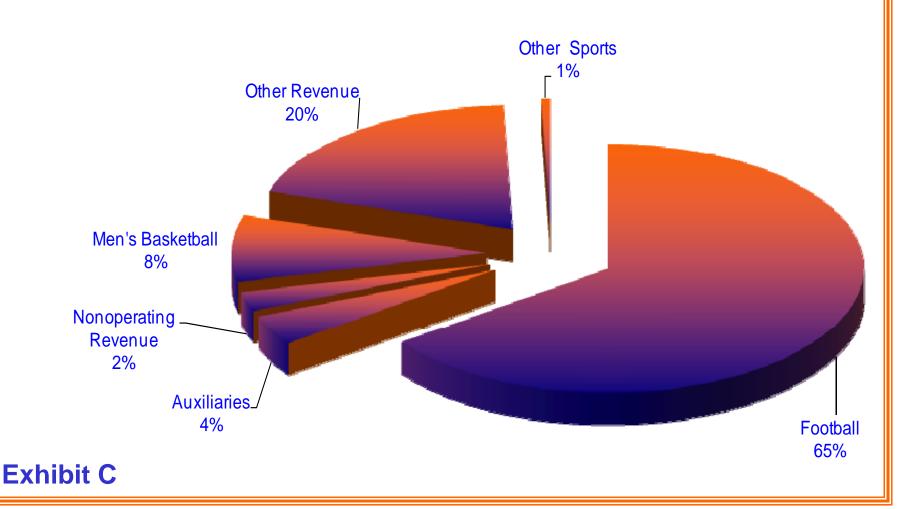
### 2011-2012 Budget Request Operating and Nonoperating Revenues

Account	2010-2011 Original Budget	2010-2011 Projected Actual	2011-2012 Request	% Increase (Dec)
	J			. ,
Football:	17 406 064	17 102 205	19,767,144	12.97%
Game Revenue, net Other Revenue	17,496,964 45,951,215	17,483,205 48,081,386	45,718,715	
Sales Tax to Wmn's Athletics		· ·		(.51%) 9.41%
Sales Tax to Willi's Athletics Subtotal	(1,267,872) <b>62,180,307</b>	(1,294,976) <b>64,269,615</b>	(1,387,186) <b>64,098,673</b>	<u> </u>
	02,100,307	04,209,013	04,030,073	5.0378
Men's Basketball:	0.004.700	4 700 404	0.004.000	050/
Game Revenue	2,061,700	1,782,421	2,081,300	.95%
Other Revenue	6,795,000	6,475,000	6,495,000	(4.42%)
Sales Tax to Wmn's Athletics	(161,526)	(138,808)	(131,888)	(18.35%)
Subtotal	8,695,174	8,118,613	8,444,412	(2.88%)
Other Sports:				
Other Sports Game Revenue	506,000	585,350	561,000	10.87%
Sales Tax to Wmn's Athletics	(28,834)	834) (33,852) (31,529)		9.35%
Subtotal	477,166	551,498	529,471	10.96%
Auxiliaries:				
Gator Sportshop	2,826,000	2,413,430	2,645,690	(6.38%)
Golf Course	1,233,000	1,100,230	1,208,000	(2.03%)
Facility Rental	21,700	87,458	28,900	33.18%
Subtotal	4,080,700	3,601,118	3,882,590	(4.85%)
Other Revenue:				
Centerplate (Concessions)	1,347,650	1,280,689	1,398,400	3.77%
Licensing	4,800,250	5,332,650	4,895,375	1.98%
Marketing	7,557,824	7,961,096	7,969,794	5.45%
Other Revenue	5,050,500	5,129,402	5,063,850	.26%
Subtotal	18,756,224	19,703,837	19,327,419	3.05%
Total Operating Revenues	94,189,571	96,244,681	96,282,565	2.22%
Nonoperating Revenue & Capita	I Contributions			
Nonoperating Revenue	2,320,037	9,842,333	2,465,300	6.26%
Capital Contributions	0	1,952,085	0	0.00%
Subtotal	2,320,037	11,794,418	2,465,300	6.26%
Total Revenues	\$96,509,608	\$108,039,099	\$98,747,865	2.32%

Total \$ Increase (Dec) \$

\$2,238,257

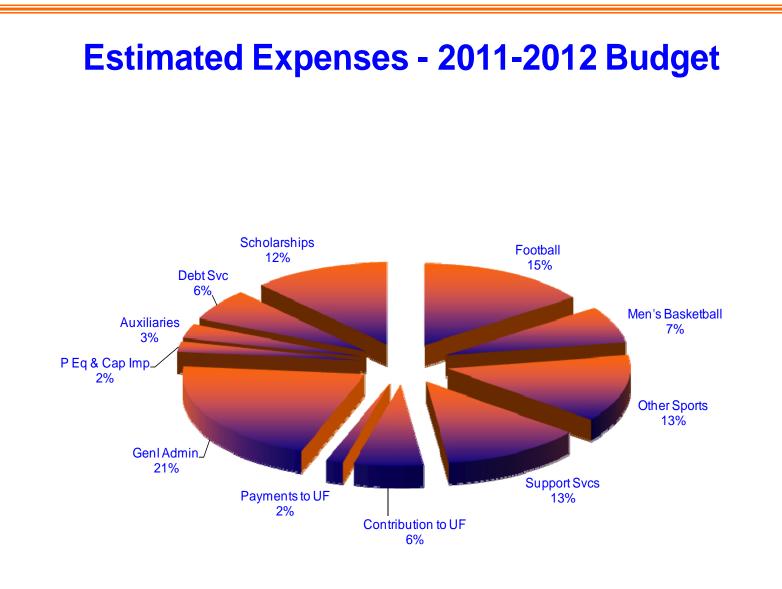
# Estimated Revenue - 2011-2012 Budget



### 2011 - 2012 Budget

#### Expenses are budgeted to increase by more than \$3,200,000 over the previous year's budget due to the following:

Payments to UF   \$ 226,539     Scholarships (M & W)   1,342,000     Salaries   222,000     OPS   106,000     Fringe Benefits   600,000     Utilities   117,000     Football & support   340,000     Men's Basketball & support   340,000     Swimming   25,000     Track   47,000     Soccer   46,000     Volleyball & support   105,000     Gymnastics   30,000     Gatorvision   226,000     Marketing   27,000     Marketing   27,000     Marketing   27,000     Marketing   27,000     Maintenance   70,000     Aviation-King Air   45,000     Sub-total   3,957,539     Operating Decreases:   (110,372)     Budgeted Capital Items   (600,000)     Sub-total   \$ (710,372)     Total   3,247,167	Operating Increases:	
Scholarships (M & W) 1,342,000   Salaries 222,000   OPS 106,000   Fringe Benefits 600,000   Utilities 117,000   Football & support 340,000   Men's Basketball & support 182,000   Baseball 27,000   Swimming 25,000   Track 47,000   Soccer 46,000   Volleyball & support 105,000   Gatorvision 226,000   Office of Student Life 151,000   Nutrition 23,000   Maintenance 70,000   Aviation-King Air 45,000   Sub-total 3,957,539   Operating Decreases: (110,372)   Budgeted Capital Items (600,000)   Sub-total \$ (710,372)		\$ 226 539
Salaries 222,000   OPS 106,000   Fringe Benefits 600,000   Utilities 117,000   Football & support 340,000   Men's Basketball & support 182,000   Baseball 27,000   Swimming 25,000   Track 47,000   Soccer 46,000   Volleyball & support 105,000   Gymnastics 30,000   Gatorvision 226,000   Office of Student Life 151,000   Nutrition 23,000   Marketing 27,000   Maintenance 70,000   Aviation-King Air 45,000   Sub-total 3,957,539   Debt Service (110,372)   Budgeted Capital Items (600,000)   Sub-total \$		
OPS   106,000     Fringe Benefits   600,000     Utilities   117,000     Football & support   340,000     Men's Basketball & support   182,000     Baseball   27,000     Swimming   25,000     Track   47,000     Soccer   46,000     Volleyball & support   105,000     Gymmastics   30,000     Gatorvision   226,000     Office of Student Life   151,000     Nutrition   23,000     Marketing   27,000     Maintenance   70,000     Aviation-King Air   45,000     Sub-total   3,957,539     Debt Service   (110,372)     Budgeted Capital Items   (600,000)     Sub-total   \$_(710,372)		
Fringe Benefits 600,000   Utilities 117,000   Football & support 340,000   Men's Basketball & support 182,000   Basseball 27,000   Swimming 25,000   Track 47,000   Soccer 46,000   Volleyball & support 105,000   Gatorvision 226,000   Office of Student Life 151,000   Nutrition 23,000   Marketing 27,000   Aviation-King Air 45,000   Sub-total 3,957,539   Operating Decreases: (110,372)   Budgeted Capital Items (600,000)   Sub-total \$ (710,372)		
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Football & support 340,000   Men's Basketball & support 182,000   Baseball 27,000   Swimming 25,000   Track 47,000   Soccer 46,000   Volleyball & support 105,000   Gymmastics 30,000   Gatorvision 226,000   Office of Student Life 151,000   Nutrition 23,000   Marketing 27,000   Maintenance 70,000   Aviation-King Air 45,000   Sub-total 3,957,539   Operating Decreases: (110,372)   Budgeted Capital Items (600,000)   Sub-total \$ (710,372)	•	
Men's Basketball & support 182,000   Baseball 27,000   Swimming 25,000   Track 47,000   Soccer 46,000   Volleyball & support 105,000   Gymnastics 30,000   Gatorvision 226,000   Office of Student Life 151,000   Nutrition 23,000   Marketing 27,000   Maintenance 70,000   Aviation-King Air 45,000   Sub-total 3,957,539   Operating Decreases: (110,372)   Budgeted Capital Items (600,000)   Sub-total \$ (710,372)		
Baseball 27,000   Swimming 25,000   Track 47,000   Soccer 46,000   Volleyball & support 105,000   Gymnastics 30,000   Gatorvision 226,000   Office of Student Life 151,000   Nutrition 23,000   Marketing 27,000   Maintenance 70,000   Aviation-King Air 45,000   Sub-total 3,957,539   Operating Decreases: (110,372)   Budgeted Capital Items (600,000)   Sub-total \$ (710,372)		
Swimming   25,000     Track   47,000     Soccer   46,000     Volleyball & support   105,000     Gymnastics   30,000     Gatorvision   226,000     Office of Student Life   151,000     Nutrition   23,000     Marketing   27,000     Maintenance   70,000     Aviation-King Air   45,000     Sub-total   3,957,539     Operating Decreases:   (110,372)     Budgeted Capital Items   (600,000)     Sub-total   \$ (710,372)		
Track 47,000   Soccer 46,000   Volleyball & support 105,000   Gymnastics 30,000   Gatorvision 226,000   Office of Student Life 151,000   Nutrition 23,000   Marketing 27,000   Maintenance 70,000   Aviation-King Air 45,000   Sub-total 3,957,539   Operating Decreases: (110,372)   Budgeted Capital Items (600,000)   Sub-total \$ (710,372)		
Soccer   46,000     Volleyball & support   105,000     Gymnastics   30,000     Gatorvision   226,000     Office of Student Life   151,000     Nutrition   23,000     Marketing   27,000     Maintenance   70,000     Aviation-King Air   45,000     Sub-total   3,957,539     Operating Decreases:   (110,372)     Budgeted Capital Items   (600,000)     Sub-total   \$_(710,372)		
Volleyball & support   105,000     Gymnastics   30,000     Gatorvision   226,000     Office of Student Life   151,000     Nutrition   23,000     Marketing   27,000     Maintenance   70,000     Aviation-King Air   45,000     Sub-total   3,957,539     Operating Decreases:   (110,372)     Budgeted Capital Items   (600,000)     Sub-total   \$ (710,372)		
Gymnastics   30,000     Gatorvision   226,000     Office of Student Life   151,000     Nutrition   23,000     Marketing   27,000     Maintenance   70,000     Aviation-King Air   45,000     Sub-total   3,957,539     Operating Decreases:   (110,372)     Budgeted Capital Items   (600,000)     Sub-total   \$ (710,372)		
Gatorvision 226,000   Office of Student Life 151,000   Nutrition 23,000   Marketing 27,000   Maintenance 70,000   Aviation-King Air 45,000   Sub-total 3,957,539   Operating Decreases: (110,372)   Budgeted Capital Items (600,000)   Sub-total \$ (710,372)		
Nutrition23,000Marketing27,000Maintenance70,000Aviation-King Air45,000Sub-total3,957,539Operating Decreases: Debt Service Budgeted Capital Items(110,372)Sub-total(600,000)Sub-total\$ (710,372)		
Marketing   27,000     Maintenance   70,000     Aviation-King Air   45,000     Sub-total   3,957,539     Operating Decreases:   (110,372)     Debt Service   (110,372)     Budgeted Capital Items   (600,000)     Sub-total   \$_(710,372)	Office of Student Life	151,000
Maintenance Aviation-King Air   70,000 45,000     Sub-total   3,957,539     Operating Decreases: Debt Service Budgeted Capital Items   (110,372) (600,000)     Sub-total   \$ (710,372)	Nutrition	23,000
Aviation-King Air45,000Sub-total3,957,539Operating Decreases: Debt Service Budgeted Capital Items(110,372) (600,000)Sub-total\$ (710,372)	Marketing	27,000
Sub-total3,957,539Operating Decreases: Debt Service Budgeted Capital Items(110,372) (600,000)Sub-total\$ (710,372)	Maintenance	70,000
Operating Decreases: Debt Service(110,372) (600,000)Budgeted Capital Items(600,000)Sub-total\$ (710,372)	Aviation-King Air	45,000
Operating Decreases: Debt Service(110,372) (600,000)Budgeted Capital Items(600,000)Sub-total\$ (710,372)		
Debt Service   (110,372)     Budgeted Capital Items   (600,000)     Sub-total   \$ (710,372)	Sub-total	3,957,539
Debt Service   (110,372)     Budgeted Capital Items   (600,000)     Sub-total   \$ (710,372)		
Budgeted Capital Items   (600,000)     Sub-total   \$ (710,372)		
<u>Sub-total</u> \$ (710,372)		
	Budgeted Capital Items	(600,000)
<u>Total</u> 3,247,167	Sub-total	\$ (710,372)
	Total	3,247,167



### Exhibit C-2



2011-2012 Budget Request Operating Expenses - General, Men's, & Combined

	2010-2011	2010-2011		
	Original	Projected	2011-2012	% Increase
Account	Budget	Actual	Request	(Dec)
Football:				
Football	2,329,975	2,345,740	2,513,495	7.88%
Football Support	4,347,321	4,345,487	4,504,875	3.62%
Subtotal	6,677,296	6,691,227	7,018,370	5.11%
Men's Basketball:				
Basketball-Men	873,880	930,532	1,050,325	20.19%
Basketball Support-Men	816,904	776,934	823,255	.78%
Subtotal	1,690,784	1,707,466	1,873,580	10.81%
Other Sports:				
Baseball	441,841	430,475	468,762	6.09%
Baseball Support	121,300	136,532	122,930	1.34%
Golf-Men	110,344	106,000	113,220	2.61%
Swimming-Men & Women	339,272	362,080	364,200	7.35%
Swimming Support-Men & Women	21,040	26,475	24,440	16.16%
Tennis-Men	184,500	193,245	192,434	4.30%
Tennis Support-Men & Women	2,850	1,629	2,150	(24.56%)
Track-Men & Women & CC	560,498	605,013	607,085	` 8.31%́
Track Support-Men & Women	43,180	20,923	41,080	(4.86%)
Championship Travel-Men	577,050	958,376	577,050	0.00%
Subtotal	2,401,875	2,840,748	2,513,351	4.64%
Scholarships:				
Scholarships-Men	5,276,551	5,503,568	6,126,259	16.10%
Subtotal	5,276,551	5,503,568	6,126,259	16.10%
Support Services:				
Football Equipment Room	54,452	63,032	58,625	7.66%
Lemerand Equipment Room	43,801	43,700	43,801	0.00%
Video Expenses	330,975	331,475	331,475	.15%
Other Video Expenses	31,820	33,660	31,820	0.00%
Strength & Conditioning	37,400	39,336	37,400	0.00%
Baseball Training Room	67,605	66,717	67,767	.24%
SEZ Training Room	882,830	985,775	890,589	.88%
Lemerand Training Room	214,272	215,155	224,964	4.99%
Basketball Facility Training Room	113,572	80,598	117,422	3.39%
Nutrition Expenses	322,211	324,006	345,004	7.07%
Media Relations	15,900	15,900	20,900	31.45%
Communications	409,585	366,963	404,585	(1.22%)
Marketing & Promotion	888,725	910,969	915,325	2.99%
Exhibit C-3				



2011-2012 Budget Request Operating Expenses - General, Men's, & Combined

Account	2010-2011 Original Budget	2010-2011 Projected Actual	2011-2012 Request	% Increase (Dec)
Gatorvision	725,100	5,100 770,486 951,		31.18%
Office of Student Life	93,500	131,315	244,400	161.39%
Subtotal	4,231,748	4,379,087	4,685,277	10.72%
General & Administrative:				
Compliance & Sports Administratio	21,250	15,600	21,000	(1.18%)
Human Resources	368,710	356,660	377,810	2.47%
Utilities, Insurance & Services	5,161,474	4,799,505	5,278,534	2.27%
General Administration	1,189,170	1,193,313	1,091,950	(8.18%)
Maintenance	758,782	786,889	828,376	9.17%
Major Maintenance	252,372	369,748	252,228	(.06%)
Ticket Office	1,096,200	1,099,900	1,099,200	.27%
Information Technology	574,350	750,668	574,350	0.00%
Purchasing & Receiving	238,830	236,150	251,825	5.44%
Operations	21,000	16,305	21,000	0.00%
Licensing	226,854	255,404	223,004	(1.70%)
Aviation-Citation	19,917	8,338	15,708	(21.13%)
Aviation-B200 King Air	13,531	19,445	58,200	330.12%
Aviation-Administrative	150,000	131,825	150,000	0.00%
Subtotal	10,092,440	10,039,750	10,243,185	1.49%
Auxiliaries:				
Gator Sportshop	1,644,237	1,370,882	1,546,703	(5.93%)
Golf Course	1,229,032	1,313,194	1,254,683	2.09%
Facility Rental	13,160	19,417	17,537	33.26%
Subtotal	2,886,429	2,703,493	2,818,923	(2.34%)
Salaries, OPS & Benefits:				
Salaries-General, Men's & Women'	28,422,044	27,849,499	28,461,668	.14%
OPS	1,010,556	1,058,675	1,117,006	10.53%
Fringe Benefits	6,585,573	6,103,262	7,140,022	8.42%
Subtotal	36,018,173	35,011,436	36,718,696	1.94%
Total Operating Expenses	\$69,275,296	\$68,876,776	\$71,997,641	3.93%



2011-2012 Budget Request Operating Expenses - Women's

Account	2010-2011 Original Budget	2010-2011 Projected Actual	2011-2012 Request	% Increase (Dec)
Sports:				
Basketball-Women	795,975	819,116	797,806	.23%
Basketball Support-Women	285,888	255,880	290,188	1.50%
Golf-Women	148,828	119,784	144,818	(2.69%)
Gymnastics	205,377	219,959	235,361	14.60%
Gymnastics Support	59,000	61,234	64,100	8.64%
Lacrosse	314,450	286,273	311,330	(.99%)
Lacrosse Support	37,000	35,405	36,050	(2.57%)
Soccer	329,161	307,368	375,181	13.98%
Soccer Support	23,100	22,361	23,100	0.00%
Softball	311,384	300,074	315,464	1.31%
Softball Support	63,030	63,030	64,730	2.70%
Tennis-Women	172,895	173,166	184,563	6.75%
Volleyball	360,626	371,075	407,944	13.12%
Volleyball Support	159,900	174,812	217,900	36.27%
Championship Travel-Women	651,581	649,768	651,581	0.00%
Subtotal	3,918,195	3,859,305	4,120,116	5.15%
Scholarships:				
Scholarships-Women	5,202,778	4,759,327	5,695,232	9.47%
Subtotal	5,202,778	4,759,327	5,695,232	9.47%
General & Administrative:				
Women's Administrative	163,755	163,794	169,494	3.50%
Subtotal	163,755	163,794	169,494	3.50%
Total Operating Expenses	\$9,284,728	\$8,782,426	\$9,984,842	7.54%

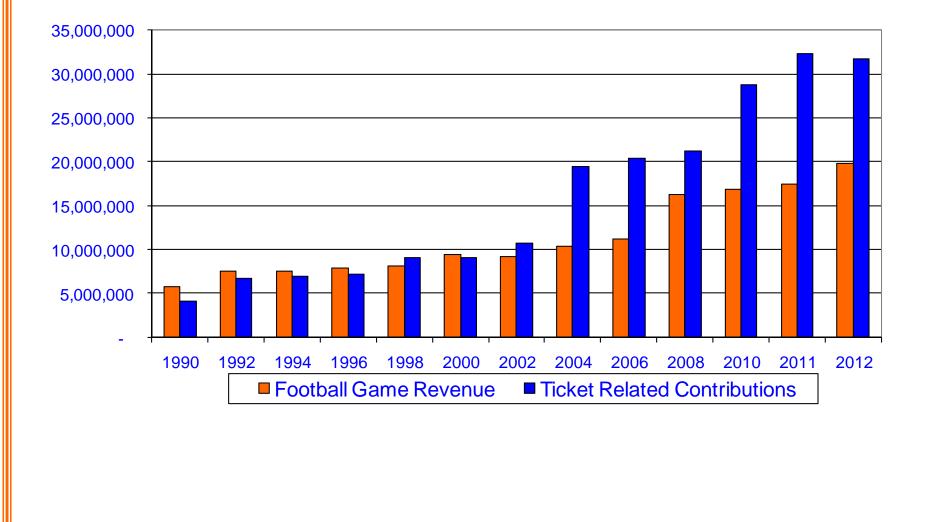


2011-2012 Budget Request

Debt Service, Capital Items, Contributions & Payments to UF

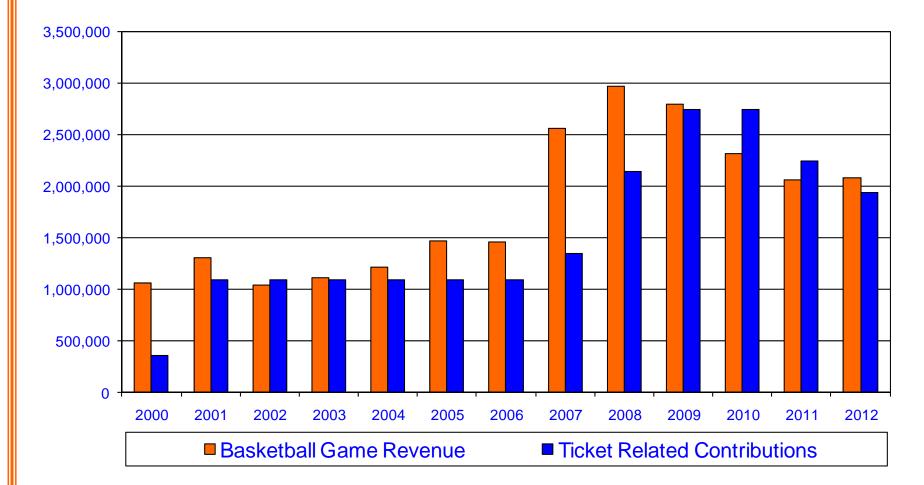
Account	2010-2011 Original Budget	2010-2011 Projected Actual	2011-2012 Request	% Increase (Dec)	
Account	Budget	Actual	Request	(DCC)	
Debt Service:					
Debt Service-Interest	3,202,134	2,561,090	3,106,762	(2.98%)	
Debt Service-Principal	3,070,000	3,070,000	3,055,000	(.49%)	
Subtotal	6,272,134	5,631,090	6,161,762	(1.76%)	
Budgeted Capital Items:					
Permanent Equipment	522,000	609,736	422,000	(19.16%)	
Capital Improvements	2,080,000	3,896,344	1,675,000	(19.47%)	
Subtotal	2,602,000	4,506,080	2,097,000	(19.41%)	
Contributions to UF:					
Contribution to UF	6,000,000	6,311,781	6,000,000	0.00%	
Subtotal	6,000,000	6,311,781	6,000,000	0.00%	
Payments to UF:					
Payments to UF	1,246,573	1,310,970	1,473,112	18.17%	
Subtotal	1,246,573	1,310,970	1,473,112	18.17%	
Total Debt Service,Capital Items,					
Contributions & Payments to UF	\$16,120,707	\$17,759,921	\$15,731,874	(2.41%)	

# **History Football Revenue and Ticket Related Contributions**



**Exhibit D** 

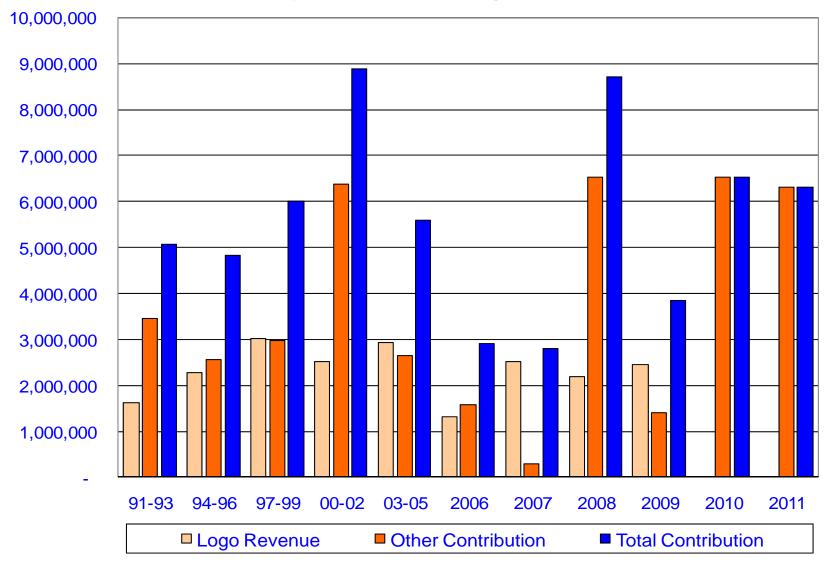
# **History Basketball Revenue and Ticket Related Contributions**



### **Exhibit E**

# Actual Contributions to UF 1990-2011\*

(\*Current year estimated through June 2011)

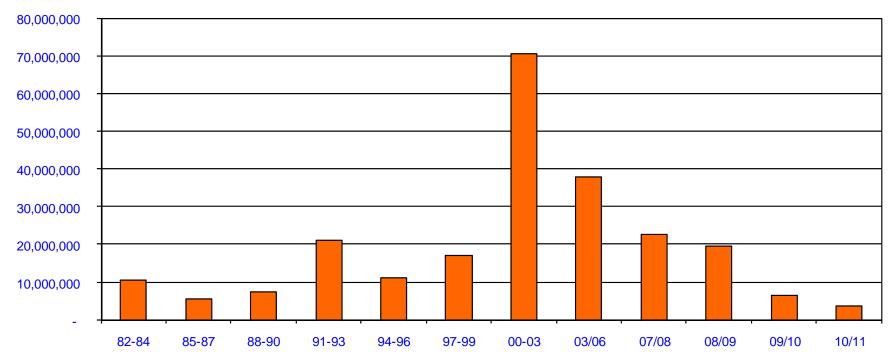


**Exhibit F** 

Total: 1990-2011 = \$61,466,709

# **Facilities & Improvements 1982-2011\***

(\*Current year through May 2011)



Total: 1982-2011 = \$233,292,237

**Exhibit G** 

### Amortization Schedule for 1990, 2001, 2005 & 2007 Bonds

	1990 E	Bonds	2001 E	Bonds	2005 E	Bonds	2007 B	onds	Yearly	Total
	Amortization	Outstanding								
Date	<b>Requirements</b>	<b>Balance</b>								
1-Oct-07		19,600,000	735,000	53,815,000		10,000,000			735,000	83,415,000
31-Oct-07		19,600,000		53,815,000		10,000,000		10,000,000		93,415,000
1-Oct-08		19,600,000	710,000	53,105,000	2,400,000	7,600,000	500,000	9,500,000	3,610,000	89,805,000
1-Oct-09	4,000,000	15,600,000	790,000	52,315,000	600,000	7,000,000	500,000	9,000,000	5,890,000	83,915,000
1-Oct-10	1,200,000	14,400,000	770,000	51,545,000	600,000	6,400,000	500,000	8,500,000	3,070,000	80,845,000
1-Oct-11	1,200,000	13,200,000	755,000	50,790,000	600,000	5,800,000	500,000	8,000,000	3,055,000	77,790,000
1-Oct-12	1,300,000	11,900,000	845,000	49,945,000	600,000	5,200,000	500,000	7,500,000	3,245,000	74,545,000
1-Oct-13	1,400,000	10,500,000	835,000	49,110,000	600,000	4,600,000	500,000	7,000,000	3,335,000	71,210,000
1-Oct-14	1,500,000	9,000,000	730,000	48,380,000	600,000	4,000,000	500,000	6,500,000	3,330,000	67,880,000
1-Oct-15	1,600,000	7,400,000	730,000	47,650,000	600,000	3,400,000	500,000	6,000,000	3,430,000	64,450,000
1-Oct-16	1,700,000	5,700,000	735,000	46,915,000	600,000	2,800,000	500,000	5,500,000	3,535,000	60,915,000
1-Oct-17	1,800,000	3,900,000	740,000	46,175,000	600,000	2,200,000	500,000	5,000,000	3,640,000	57,275,000
1-Oct-18	1,900,000	2,000,000	750,000	45,425,000	600,000	1,600,000	500,000	4,500,000	3,750,000	53,525,000
1-Oct-19	2,000,000	0	765,000	44,660,000	600,000	1,000,000	500,000	4,000,000	3,865,000	49,660,000
1-Oct-20			785,000	43,875,000	1,000,000	0	500,000	3,500,000	2,285,000	47,375,000
1-Oct-21			3,210,000	40,665,000			500,000	3,000,000	3,710,000	43,665,000
1-Oct-22			3,350,000	37,315,000			500,000	2,500,000	3,850,000	39,815,000
1-Oct-23			3,490,000	33,825,000			500,000	2,000,000	3,990,000	35,825,000
1-Oct-24			3,640,000	30,185,000			500,000	1,500,000	4,140,000	31,685,000
1-Oct-25			3,795,000	26,390,000			500,000	1,000,000	4,295,000	27,390,000
1-Oct-26			3,955,000	22,435,000			500,000	500,000	4,455,000	22,935,000
1-Oct-27			4,120,000	18,315,000			500,000	0	4,620,000	18,315,000
1-Oct-28			4,295,000	14,020,000					4,295,000	14,020,000
1-Oct-29			4,480,000	9,540,000					4,480,000	9,540,000
1-Oct-30			4,670,000	4,870,000					4,670,000	4,870,000
1-Oct-31			4,870,000	0					4,870,000	0
	20,400,000		56,010,000		10,000,000		10,000,000		95,610,000	