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ABSTRACT

This report provides summary information concerning revenues and expenses of NCAA Division 3 intercollegiate athletics programs for the 1996-1997 fiscal year. The report compares revenue and expense trends of athletics programs within each of the NCAA divisions and revenues and expenses between men's and women's athletic programs. The questionnaire survey was completed by 737 institutions in the fall of 1996. The first section provides an introduction and survey methodology. Subsequent sections provide summary and division information. The appendix contains a glossary of terms. (JM)

III

ED 436 992

REVENUES AND EXPENSES OF DIVISION III INTERCOLLEGIATE ATHLETICS PROGRAMS

FINANCIAL TRENDS AND RELATIONSHIPS-1997

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by Daniel L. Fulks, Ph.D., CPA

Accounting Program Director

REVENUES AND EXPENSES

HE032-610

Preface and Acknowledgements

It is with pleasure that we present the 1998 edition of Revenues and Expenses of Intercollegiate Athletics Programs. This biennial project is particularly exciting for me, since I have had an interest in the financial aspects of organized sports since my days in public accounting. My work with clients in the professional sports industry spawned such interest, and I was able to capitalize on my experience during my graduate studies. Thus, it was with considerable enthusiasm that I accepted the invitation to consult with the NCAA, commencing with the 1994 edition of this study.

Previous editions of the study had been conducted independently of the NCAA; the 1994, 1996 and 1998 editions, however, have been joint efforts of the NCAA research staff and myself.

Both the format and content of the study continue to evolve. Like the 1996 edition, this edition consists of two separate reports — one for NCAA Divisions I and II member institutions, and one for Division III. The feedback we have received from readers of previous editions indicated that the operating environment and financial aspects in Division III are sufficiently different from Divisions I and II to warrant such a format. The format for the Divisions I and II report remains identical to that of the 1996 edition. In response to reader feedback, bar charts have been added to many tables.

I believe these reports provide valuable insight into the financial state of affairs in intercollegiate athletics and the changing environment in which college and university athletics programs operate. Interest in prior

reports has been outstanding, and we expect the same to be true for this edition. As always, reader comments, inquiries, and/or suggestions are welcome and appreciated, as we anticipate commencing work on the 2000 edition soon.

I would like to express my sincere appreciation to Ursula Walsh, who retired from her position as director of research for the NCAA in December of 1997. Ursula provided me the opportunity to conduct this study and the freedom to carry it out as I saw fit. As she was with so many other associates, Ursula was a sincere delight and inspiration for me. Very special thanks also to Todd Petr, who succeeded Ursula as director, and the members of the NCAA research staff — Maria DeJulio, Tom Paskus, and, especially, the inimitable Sara Abler — for their continued support, assistance, and collegiality.

Sincere appreciation also goes to the representatives of the 737 member institutions who responded to the survey at a time when demands upon athletics administrators for information is close to overwhelming. Confidentiality was assured and will be honored. Final thanks go to the administration of Transylvania University for encouraging me to continue this research.

We hope readers will find the report interesting and useful.

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Table of Contents

I.	INTRODUCTION		III.	DIVISION III INSTITUTIONS WITH FOOTBALL — TABLES	14
	A. Overview	4			
	B. Objectives	4	IV.	DIVISION III INSTITUTIONS WITHOUT FOOTBALL — TABLES	23
	C. Survey Methods	4			
	D. Response Rates	5	Appendix — Glossary		32
	E. Organization of Report	5			
	F. Suggestions for the Reader	6			
	G. List of Tables	7			
II.	SUMMARY INFORMATION FOR ALL DIVISION III	8			

CHAPTER 1

INTRODUCTION

This report provides summary information concerning revenues and expenses of NCAA Division III intercollegiate athletics programs for the 1996-1997 fiscal year. It is the result of a questionnaire survey conducted during the Fall of 1997. Similar studies have been conducted for the NCAA since 1969, with resulting reports published under the same title in 1970, 1978, 1982, 1986, 1990, 1994 and 1996. A similar report has been published for NCAA Divisions I and II institutions and is available by request from NCAA Publishing.

Comparative numbers for 1985 and 1989 fiscal years are provided in some tables. It should be noted, however, that surveys prior to 1993 were conducted independently of the NCAA, and the data collected are not in the possession of nor under the control of the NCAA. Thus, comparisons with prior reports may be misleading.

In addition, the format of the survey instrument and the organization of the report were changed dramatically with the 1995 edition. This also affects comparability. We believe that these changes render the reports more useful and relevant.

As this study continues to evolve, efforts have been made to provide information of particular interest to Division III administrators. For instance, very little data are presented concerning revenues, as Division III revenues are not significant. Moreover, **direct institutional support, (i.e. transfers from an institution's general funds) has been eliminated from revenues.** As in the prior report, detailed data are provided for specific sports for Division III, while the Divisions I and II report focuses on football and men's and women's basketball, with all other sports grouped together. **An additional significant change in this report is the manner in which means have been calculated.** In most cases, the means reported reflect only the responses of institutions that reported some amount for the specific line item. Thus, for example, although the total number of responses is 260, only 57 institutions reported expenditures for men's program insurance. The mean reported for insurance expense is the mean of those 57 institutions.

Objectives

The primary objective of the 1997 edition of Revenues and Expenses of Intercollegiate Athletics Programs is to update the information in the previous reports concerning financial aspects of intercollegiate athletics programs. Current data are presented concerning sources of revenues and objects of expenditures. Both revenue and expense data are categorized by program (men's and women's) and by individual sports. Where possible, historical data are presented to reveal trends in revenues and expenses over recent years.

The second objective is to provide a comparison of the revenue and expense trends of athletics programs within Division III. In Chapters III and IV, Division III institutions have been categorized into those with football and those without so that comparisons can be made among similar institutions. The operation of Division III athletics programs differs dramatically from those of Divisions I and II; therefore this report differs significantly from the Divisions I and II report.

A third objective of the report is to provide data relevant to gender issues. Tables throughout the report provide comparisons of revenues and expenses of men's and women's programs within Division III. Additional information in this area may be obtained from the NCAA biennial Gender Equity Report.

Survey Methods

This year's survey was distributed to all 901 NCAA member institutions. For comparative purposes, member institutions were classified into seven homogeneous groups, consistent with NCAA division definitions. (See Appendix) We requested financial data for the fiscal year ending within the 1997 calendar year. Thus, although not all institutions adopt the same fiscal year-end, each completed questionnaire represented a 12-month period.

In all cases, respondents were clearly instructed to limit their responses to **intercollegiate athletics** only, excluding intramural and club sports. Survey instruc-

tions also requested that data be separated by gender, which enables data for men's and women's programs to be presented separately. The financial data were solicited in conjunction with the gathering of information relative to the Equity in Athletics Disclosure Act.

The survey also obtained organizational data, including the number of participating athletes, the number of sports offered, the cost of grants-in-aid and other similar information.

The financial data requested included: total revenues and expenses by specific sport; total revenues by source (such as ticket sales, student fees and television receipts); and total expenses by expense object (such as fund-raising, salaries and travel).

Response Rates

Usable survey responses were received from 737 members, an 82 percent response rate. Incomplete responses, or those containing inconsistent or conflicting information, were not included. Table 1.1 lists the divisions, along with the response rates for each.

**TABLE 1.1
RESPONSE RATES BY DIVISION**

Division	No. of Members	No. of Responses	Percent Responding
I-A	110	99	90
I-AA	118	94	80
I-AAA	76	70	92
II with football	155	123	79
II without football	91	91	100
III with football	212	161	76
III without football	139	99	71
Total	901	737	82

The number of respondents within each division varies widely, from 70 institutions in Division I-AAA to 161 in Division III with football. The different response rates will greatly influence the average numbers for purposes of attempting to draw comparisons among divisions. Moreover, the percentages of members responding for the respective divisions do not coincide precisely with the divisions' respective percentages of total NCAA membership. For instance, although Division I-A institutions make up 12 percent (12%) of NCAA membership, they contributed 13 percent (13%) of the total survey responses. Table 1.2 indicates these percentages for each division.

**TABLE 1.2
PERCENTAGE OF MEMBERSHIP
AND RESPONDENTS**

Division	Percentage of Membership	Percentage of Respondents
I-A	12	13
I-AA	13	13
I-AAA	9	9
II with football	17	17
II without football	10	12
III with football	24	22
III without football	15	14
Total	100	100

Most relevant, however, are the results reported for each respective division. Readers are able to compare financial results for one member institution with the average results for those members in the same division. Readers may determine how their institution's athletics programs are faring, relative to other similar institutions. They may also see how their institution's financial trends in recent years compare with the averages for similar institutions. Some comparisons may also be drawn among the average results in the various divisions. These comparisons are presented in tabular form in the Summary Section of the report. Confidentiality was assured; therefore neither the NCAA nor the author make data available from individual institutions.

Organization of the Report

The financial information in this report is classified and presented in detail by division. In addition, some summary tables present limited data for all divisions. The reported numbers consist almost entirely of means for the divisions. There are four sections to the report:

Section I — Introduction and Survey Methodology. This section provides a background for the study and its stated objectives. A description of the survey instrument is given, as well as an analysis of the number and relative proportion of respondents from the respective divisions.

Section II — Summary Information. Summary tables are presented in this section showing average total expense data, as well as organizational and activity data for each division. These data include the average number of sports offered, average number of ath-

letes, average expense per athlete and others. These tables make it possible to make comparisons of participation across divisions. This section also presents summary financial data for all Division III respondents.

Sections III and IV — Division Information. Each of the two Division III subdivisions (with and without football) is reported separately in these sections. Averages are shown for individual sports and for men's and women's programs.

Appendix — Glossary. The appendix provides definitions of terms as they are used in the report.

Suggestions for the Reader

Several basic considerations should be weighed when using the information in this report.

(1) An individual institution's actual results may differ greatly from that institution's division average; no two institutions operate in identical environments or under identical circumstances. The varying sizes of institutions and their budgets, as well as the markets within which the institutions operate, have dramatic effects on financial results. In addition, there are inherent differences in fiscal demands and resources of public institutions and those of private institutions.

(2) There are very significant differences among the various divisions. For instance, athletics programs offering football operate in a different environment than those that do not. And the impact of the differences noted above within a division are likely to be even greater when making comparisons across differ-

ent divisions. The proportion of private institutions also varies by division.

(3) In general, comparisons of financial data prior to 1989 are not particularly relevant. However, in order to more clearly reflect the impact of the dramatic growth in women's athletics programs since the early 1980's, some tables in the Divisions I and II report include data for the 1985 fiscal years. Division III data for years prior to 1993 may be found in prior years' reports.

(4) Direct institutional support has been removed from the mean revenues. Although these budgetary transfers may possibly be considered "revenues" for the institution's athletics department, they do not represent revenues for the institution itself. Moreover, there are undoubtedly many instances in which athletics-related expenses, such as insurance, are paid out of an institution's general funds. Unfortunately, these expenses are not reflected in the mean expenses in this report. This may be misleading when attempting to determine the extent to which athletics programs contribute to or detract from institutions' coffers. There remains a need for uniformity and consistency in financial reporting among member institutions. It is hoped that the format of this report, i.e., including only above-zero responses in mean calculations, mitigates this problem somewhat.

Throughout the report, it is also hoped that the information presented in a table is clear and self-explanatory. Brief explanations of tables are provided as deemed necessary. Please refer to the Glossary (Appendix) for definitions of terms as they are used in this report.

LIST OF TABLES

1.1 Response Rates by Division	5	3.9 through 3.11 — Coaches and Participants by Sport	
1.2 Percentage of Membership and Respondents	5	3.9 All Institutions with Football	20
2.1 through 2.6 — Division III Summaries — All Institutions		3.10 Public Institutions with Football	21
2.1 Organization and Activity Data	8	3.11 Private Institutions with Football	22
2.2 Total Operating Expenses	9	4.1 through 4.11 — Division III Institutions without Football	
2.3 Expenses by Object of Expenditure	10	4.1 Expenses by Object of Expenditure	23
2.4 Operating Revenues and Expenses by Sport — Men's Programs ...	11	4.2 through 4.4 — Operating Revenues and Expenses by Sport — Men's Programs	
2.5 Operating Revenues and Expenses by Sport — Women's Programs	11	4.2 All Institutions without Football	25
2.6 Comparative Operating Expenses by Sport	12	4.3 Public Institutions without Football	25
2.7 Coaches and Participants by Sport	13	4.4 Private Institutions without Football	26
3.1 through 3.11 — Institutions with Football		4.5 through 4.7 — Operating Revenues and Expenses by Sport — Women's Programs	
3.1 Expenses by Object of Expenditure	14	4.5 All Institutions without Football	26
3.2 through 3.4 — Operating Revenues and Expenses by Sport — Men's Programs		4.6 Public Institutions without Football	27
3.2 All Institutions with Football	16	4.7 Private Institutions without Football	27
3.3 Public Institutions with Football	16	4.8 Comparative Operating Expenses by Sport	28
3.4 Private Institutions with Football	17	4.9 through 4.11 — Coaches and Participants by Sport	
3.5 through 3.7 — Operating Revenues and Expenses by Sport — Women's Programs		4.9 All Institutions without Football	29
3.5 All Institutions with Football	17	4.10 Public Institutions without Football	30
3.6 Public Institutions with Football	18	4.11 Private Institutions without Football	31
3.7 Private Institutions with Football	18		
3.8 Comparative Operating Expenses by Program	19		

CHAPTER II

DIVISION III SUMMARIES

All Institutions

TABLE 2.1
 ORGANIZATION AND ACTIVITY DATA
 ALL DIVISIONS
 Fiscal Years 1989, 1993, 1995 and 1997
 (Dollar Amounts in Thousands)

	I-A	I-AA	I-AAA	II with Football	II w/o Football	III with Football	III without Football
Average Total Expense							
1997	17,297	4,903	3,645	1,635	1,276	772	443
1995	14,336	4,481	3,830	1,571	1,015	786	380
1993	12,972	3,938	2,834	1,423	906	745	352
1989	9,687	3,191	1,914	1,179	797	551	312
Percentage change	21%	9%	-5%	4%	26%	-2%	17%
Average No. of Sports (See note)							
1997	16	14	14	12	11	16	13
1995	19	17	16	13	10	18	12
1993	18	18	16	13	11	18	12
1989	18	17	15	14	11	18	13
Percentage change	-16%	-18%	-13%	-8%	10%	-11%	8%
Average Expense per Athlete							
1997	36	13	15	6	8	1.9	1.9
1995	31	12	16	6	7	2	1
1993	29	10	12	5	6	2	2
1989	21	9	8	4	5	1	1
Percentage change	16%	8%	-6%	0%	14%	-1%	90%
Participating athletes							
Men's - 1997	305	246	136	200	94	252	116
- 1995	315	249	140	195	86	230	184
- 1993	321	274	139	200	86	264	96
- 1989	335	260	150	229	104	263	137
Women's - 1997	181	141	114	97	72	149	103
- 1995	154	123	107	88	66	140	116
- 1993	131	125	98	84	58	132	101
- 1989	136	109	88	104	73	128	108
Average Expense Per Athlete (by gender)							
Men's - 1997	27	10	11	5	6	1.5	1.5
Women's - 1997	17	9	11	4	6	1.5	1.5
Varsity sports offered (by gender)							
Men's - 1997	8	7	7	6	5	8	6
Women's - 1997	8	7	7	6	5	8	7

	I-A	I-AA	I-AAA	II with Football	II w/o Football	III with Football	III without Football
Number of coaches - Full-time only							
Men's - 1997	22	12	7	6	4	6	4
- 1995	23	15	9	7	3	9	7
- 1993	23	15	8	8	3	7	2
Women's - 1997	15	8	7	4	4	5	4
- 1995	14	8	7	4	2	7	5
- 1993	12	7	6	4	3	4	2
Number of coaches - Total							
Men's - 1997	32	25	17	20	11	26	14
- 1995	29	23	15	16	9	22	19
- 1993	28	24	15	15	8	20	9
- 1989	23	15	8	8	4	7	4
Women's - 1997	23	17	17	13	11	18	14
- 1995	18	13	13	9	8	17	14
- 1993	16	13	12	8	7	11	8
- 1989	11	7	5	4	3	4	3

NOTES:

For 1997, Indoor Track, Outdoor Track, and Cross Country were combined into one sport for reporting purposes, as were Swimming and Diving. These were reported as separate sports in prior years. Percentage changes shown reflect changes from 1995 to 1997.

TABLE 2.2
TOTAL OPERATING EXPENSES
DIVISION III
Fiscal Years 1985, 1989, 1993, 1995 and 1997
(Dollar Amounts in Thousands)

	1993	Percentage of Total	1995	Percentage of Total	1997	Percentage of Total
Institutions with Football						
Men's Programs.....	357	48	387	49	378	49
Women's Programs.....	172	23	201	26	223	29
Nongender related.....	216	29	198	25	171	22
Total	745	100	786	100	772	100
Institutions without Football						
Men's Programs.....	111	32	117	31	181	41
Women's Programs.....	143	41	144	38	157	35
Nongender related.....	98	28	119	31	105	24
Total	352	100	380	100	443	100

NOTE:

For the 1993, 1995 and 1997 reporting years, only revenues and expenses specifically related to men's and women's programs are shown as such. Nongender-specific items are reported as Nongender. In 1985 and 1989 reports, however, the nongender-specific items were allocated to men's and women's programs. Thus, comparisons with reports prior to 1993 may be misleading. Means are for all institutions responding and include debt service and capital expenditures.

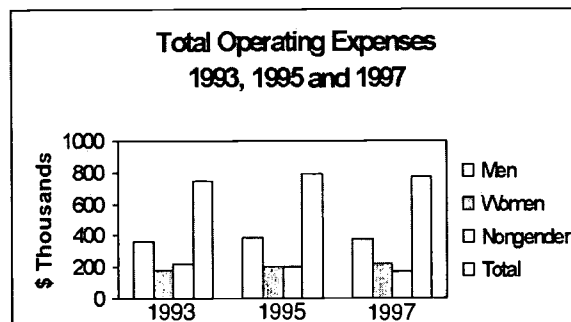


TABLE 2.3
EXPENSES BY OBJECT OF EXPENDITURE
ALL DIVISION III
Fiscal Year 1997

	For Those Schools Reporting Some Amount of Expenditure (Note A)						For All Division III Schools (Note B)					
	Men's Programs		Women's Programs		Administrative		Men's Programs		Women's Programs		Administrative	
	Mean	(n)	Mean	(n)	Mean	(n)	Mean	(n)	Mean	(n)	Mean	(n)
Guarantees and Options Paid...	3,800	45	3,900	21	5,300	3	659	260	300	260	100	260
Salaries and Wages	168,800	250	112,700	251	157,300	142	162,300	260	108,800	260	85,900	260
Team Travel.....	61,900	231	46,600	230	15,900	65	55,000	260	41,200	260	4,000	260
Recruiting and Scouting.....	13,400	223	6,200	223	7,600	32	11,500	260	5,300	260	900	260
Athletic Equipment, Uniforms and Supplies.....	39,300	230	20,800	229	29,800	99	34,700	260	18,400	260	11,300	260
Fund-raising.....	18,800	46	11,300	44	30,300	20	3,300	260	1,900	260	2,300	260
Insurance	13,900	57	9,200	58	23,100	71	3,000	260	2,000	260	6,300	260
Contract Services (Medical, Game Officials, Legal, Ticket Sellers, etc.).....	19,100	137	11,900	139	15,900	57	10,100	260	6,300	260	3,500	260
Other.....	43,700	122	25,600	117	67,700	92	20,500	260	11,500	260	24,000	260
Total Operating Expenses.....	N/A	N/A	N/A	N/A	N/A	N/A	301,059	260	195,700	260	138,300	260
Other Expenditures:												
Debt Service	0	0	2,600	1	76,100	2	0	260	0	260	600	260
Capital Expenditures	14,600	27	23,900	24	47,300	39	1,500	260	2,200	260	7,100	260
Total Expenses	N/A	N/A	N/A	N/A	N/A	N/A	302,559	260	197,900	260	146,000	260

NOTES:

(A) These means include only those schools that reported some amount for each respective item. Zeroes and non responses are not included. The "n" column reflects the number of responses for each item.

(B) These means include all institutions, including zeroes and nonresponses.

TABLE 2.4
OPERATING REVENUES AND EXPENSES BY SPORT — MEN'S PROGRAMS
ALL DIVISION III
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Baseball	2,100	6,000	8,100	14,600	900	17,500	3,000	36,000	232
Basketball	1,300	7,900	9,200	15,400	2,600	27,400	4,800	50,200	257
Fencing	400	0	400	10,300	300	8,300	1,200	20,100	11
Football	2,700	14,400	17,100	37,100	6,600	73,100	10,400	127,200	161
Golf	300	700	1,000	4,300	200	7,700	1,100	13,300	175
Gymnastics	0	300	300	8,500	0	17,400	0	25,900	2
Ice Hockey	1,800	35,100	36,900	42,300	3,500	30,400	28,700	104,900	49
Lacrosse	1,800	5,300	7,100	12,000	1,500	20,400	8,000	41,900	73
Rifle	200	100	300	4,000	100	2,900	500	7,500	5
Rowing	1,900	1,600	3,500	11,900	200	19,400	1,700	33,200	16
Skiing	100	800	900	7,400	200	12,600	600	20,800	13
Soccer	500	2,800	3,300	10,000	1,000	14,300	2,700	28,000	244
Squash	1,500	0	1,500	7,000	400	13,200	700	21,300	10
Swimming and Diving	600	2,700	3,300	7,700	500	15,000	1,700	24,900	127
Tennis	300	1,100	1,400	4,300	200	7,600	700	12,800	221
Track & Field, X-Country	600	3,300	3,900	10,300	600	17,600	1,900	30,400	217
Volleyball	700	5,100	5,800	6,200	500	6,600	3,400	16,700	25
Wrestling	900	3,700	4,600	10,300	900	14,700	4,900	30,800	85
Other Varsity Sports	200	1,200	1,400	3,600	100	6,700	1,500	11,900	35
Nonspecific	600	4,000	4,600	0	0	0	0	0	260

NOTE:

Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 2.5
OPERATING REVENUES AND EXPENSES BY SPORT — WOMEN'S PROGRAMS
ALL DIVISION III
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Basketball	600	2,100	2,700	13,200	1,600	22,800	3,100	40,700	256
Fencing	400	0	400	7,700	100	7,200	700	15,700	12
Field Hockey	500	1,500	2,000	8,300	600	16,200	1,600	26,700	88
Golf	200	300	500	4,000	200	6,900	600	11,700	59
Gymnastics	1,300	4,000	5,300	11,500	200	13,900	3,000	28,600	14
Ice Hockey	500	100	600	26,800	800	15,100	3,500	46,200	8
Lacrosse	600	1,200	1,800	8,200	600	17,200	2,400	28,400	69
Rifle	0	0	0	3,100	100	3,200	200	6,600	4
Rowing	1,400	1,500	2,900	12,000	300	17,300	2,000	31,600	18
Skiing	100	0	100	6,600	200	12,400	600	19,800	13
Soccer	300	1,400	1,700	10,000	900	12,200	1,600	24,700	233
Softball	600	1,600	2,200	9,300	600	12,200	1,400	23,500	217
Squash	400	100	500	6,300	100	12,000	200	18,600	9
Swimming and Diving	500	1,500	2,000	8,000	500	14,900	1,700	25,100	141
Synchronized Swimming	0	0	0	9,700	500	30,200	0	40,400	1
Tennis	100	500	600	4,200	200	9,000	800	14,200	231
Track & Field, X-Country	400	1,800	2,200	9,400	600	16,100	1,600	27,700	221
Volleyball	200	1,600	1,800	9,000	600	13,100	1,700	24,400	243
Other Varsity Sports	100	300	400	3,200	300	6,300	1,600	11,400	46
Nonspecific	700	1,400	2,100	0	0	0	0	0	260

NOTE:

Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 2.6
COMPARATIVE OPERATING EXPENSES BY SPORT
ALL DIVISION III
Fiscal Year 1997

Sport	Men's		Women's	
	Total Oper. Exp.	Percent of Aggregate	Total Oper. Exp.	Percent of Aggregate
Baseball	36,000	5	0	0
Basketball	50,200	8	40,700	9
Fencing	20,100	3	15,700	3
Field Hockey	0	0	26,700	6
Football	127,200	19	0	0
Golf	13,300	2	11,700	3
Gymnastics	25,900	4	28,600	6
Ice Hockey	104,900	16	46,200	10
Lacrosse	41,900	6	28,400	6
Rifle	7,500	1	6,600	1
Rowing	33,200	5	31,600	7
Skiing	20,800	3	19,800	4
Soccer	28,000	4	24,700	5
Softball	0	0	23,500	5
Squash	21,300	3	18,600	4
Swimming and Diving	24,900	4	25,100	5
Synchronized Swimming	0	0	40,400	9
Tennis	12,800	2	14,200	3
Track & Field, X-Country	30,400	5	27,700	6
Volleyball	16,700	3	24,400	5
Wrestling	30,800	5	0	0
Other Varsity Sports	11,900	2	11,400	2
Aggregate	657,800	100	466,000	100

NOTE:

These data include only those amounts related to specific sports. Thus, the totals do not correspond with total expenses reflected on other tables. The aggregate amount is provided only for purposes of comparisons among sports.

TABLE 2.7
COACHES AND PARTICIPANTS BY SPORT
ALL DIVISION III
Fiscal Year 1997

Sport	Men's Programs						Women's Programs					
	FTE Coaches		Salary per FTE		Number of		FTE Coaches		Salary per FTE		Number of	
	Head	Assistant	Head	Assistant	Athletes	Responses	Head	Assistant	Head	Assistant	Athletes	Responses
Baseball	0.49	0.43	30,300	16,400	26	232	0.00	0.00	0	0	0	0
Basketball	0.59	0.53	38,700	18,000	18	257	0.58	0.45	33,000	17,500	15	256
Fencing	0.46	0.36	20,600	12,600	18	11	0.40	0.38	20,200	11,900	14	12
Field Hockey	0.00	0.00	0	0	0	0	0.45	0.37	33,600	15,400	22	88
Football	0.71	2.21	49,300	23,900	82	161	0.00	0.00	0	0	0	0
Golf	0.33	0.19	28,800	18,200	11	175	0.27	0.19	28,600	25,800	7	59
Gymnastics	0.50	0.33	33,400	4,500	14	2	0.41	0.19	28,800	17,800	13	14
Ice Hockey	0.55	0.54	36,400	18,500	27	49	0.59	0.38	29,700	13,700	18	8
Lacrosse	0.55	0.49	30,900	16,200	29	73	0.43	0.37	37,800	15,800	21	69
Rifle	0.35	0.00	9,900	0	10	5	0.40	0.00	10,500	0	6	4
Rowing	0.52	0.67	30,300	13,000	25	16	0.49	0.77	28,100	12,300	34	18
Skiing	0.42	0.32	26,900	14,600	13	13	0.42	0.32	26,900	14,600	10	13
Soccer	0.44	0.34	29,300	14,000	25	244	0.44	0.34	26,100	14,400	21	233
Softball	0.00	0.00	0	0	0	0	0.43	0.36	26,800	14,600	18	217
Squash	0.48	0.22	34,600	8,100	15	10	0.61	0.16	27,900	15,100	14	9
Swimming and Diving	0.38	0.34	35,500	15,900	17	127	0.38	0.29	34,800	16,700	20	141
Synchronized Swimming	0.00	0.00	0	0	0	0	0.75	0.00	37,900	0	17	1
Tennis	0.34	0.28	24,300	14,100	11	221	0.36	0.29	26,500	14,200	11	231
Track & Field, X-Country	0.46	0.49	30,900	18,000	40	217	0.46	0.49	28,100	17,300	32	221
Volleyball	0.37	0.38	17,800	9,800	13	25	0.46	0.32	27,200	14,200	14	243
Wrestling	0.44	0.29	31,500	15,800	21	85	0.00	0.00	0	0	0	0
Other Varsity Sports	0.39	0.33	26,800	11,300	15	35	0.40	0.25	24,900	15,600	16	46

CHAPTER III

DIVISION III INSTITUTIONS WITH FOOTBALL

TABLE 3.1
OPERATING EXPENSES BY OBJECT OF EXPENDITURE
DIVISION III WITH FOOTBALL
Fiscal Year 1997
(Dollar Amounts in Thousands)

	Public	(n)	Private	(n)	Total Division	(n)
Guarantees and Options						
Men.....	4,100	7	2,300	19	2,800	26
Women	2,400	3	2,000	9	2,100	12
Administrative	3,500	1	6,800	1	5,100	2
Salaries						
Men.....	164,000	22	223,400	133	214,900	155
Women	119,100	22	132,300	133	130,400	155
Administrative	238,200	18	150,000	73	167,400	91
Team Travel						
Men.....	62,600	21	74,400	120	72,600	141
Women	46,500	21	50,800	119	50,100	140
Administrative	26,900	10	16,500	37	18,700	47
Recruiting and Scouting						
Men.....	7,600	22	19,000	119	17,200	141
Women	3,400	22	7,700	118	7,100	140
Administrative	7,300	4	7,500	21	7,500	25
Equipment/Uniforms/Supplies						
Men.....	51,700	21	48,900	120	49,300	141
Women	29,200	20	21,700	119	22,800	139
Administrative	49,700	15	29,000	56	33,400	71
Fund-raising						
Men.....	31,500	8	19,400	19	23,000	27
Women	17,700	7	13,000	18	14,300	25
Administrative	66,300	6	17,600	7	40,000	13
Insurance						
Men.....	9,900	5	19,000	28	17,600	33
Women	8,400	5	11,800	28	11,200	33
Administrative	22,400	8	28,700	39	27,600	47
Contract services						
Men.....	25,000	16	21,500	70	22,100	86
Women	17,300	16	10,800	70	12,000	86
Administrative	24,100	10	16,800	29	18,700	39

	Public	(n)	Private	(n)	Total Division	(n)
Other						
Men.....	64,700	13	50,400	71	52,600	84
Women	33,200	12	27,100	70	28,000	82
Administrative	54,700	10	81,700	54	77,500	64
Debt Service						
Men.....	0	0	0	0	0	0
Women	0	0	0	0	0	0
Administrative	78,600	1	73,500	1	76,100	2
Capital Expenditures						
Men.....	10,900	6	14,200	14	13,200	20
Women	7,500	4	33,500	12	27,000	16
Administrative	117,200	5	30,100	19	48,700	24

NOTES:

Total public institutions reporting = 22

Total private institutions reporting = 139

These means include only those schools that reported some amount for each respective item. Zeroes and nonresponses are not included. The "n" column reflects the number of responses for each item.

TABLE 3.2
OPERATING REVENUES AND EXPENSES BY SPORT — MEN'S PROGRAMS
ALL DIVISION III WITH FOOTBALL
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Baseball	2,300	5,400	7,700	14,300	1,000	18,900	3,300	37,500	155
Basketball.....	1,500	8,700	10,200	16,000	2,900	31,200	5,800	55,900	160
Fencing.....	700	0	700	10,900	100	9,400	800	21,200	3
Football.....	2,700	14,400	17,100	37,100	6,600	73,100	10,400	127,200	161
Golf.....	300	300	600	4,000	300	8,200	1,100	13,600	121
Gymnastics	0	300	300	8,500	0	17,400	0	25,900	2
Ice Hockey.....	1,700	38,200	39,900	47,600	4,000	34,200	26,200	112,000	30
Lacrosse.....	2,200	6,800	9,000	12,300	1,900	24,400	14,200	52,800	37
Rifle.....	200	100	300	4,000	100	2,900	500	7,500	5
Rowing	800	300	1,100	9,700	100	23,100	1,600	34,500	9
Skiing.....	200	1,400	1,600	8,100	200	13,600	800	22,700	8
Soccer	600	2,700	3,300	9,800	1,100	14,800	3,500	29,200	151
Squash	2,000	0	2,000	7,500	600	14,200	1,000	23,300	7
Swimming and Diving.....	800	2,300	3,100	7,400	400	15,400	1,900	25,100	93
Synchronized Swimming	0	0	0	0	0	0	0	0	0
Tennis.....	400	600	1,000	4,400	300	7,700	900	13,300	141
Track & Field, X-Country.....	700	3,100	3,800	11,600	800	20,900	2,500	35,800	146
Volleyball	2,500	1,100	3,600	5,700	100	6,500	0	12,300	4
Wrestling	900	3,600	4,500	10,100	1,000	15,100	5,700	31,900	70
Other Varsity Sports.....	100	1,400	1,500	2,900	200	9,200	1,700	14,000	20
Nonspecific.....	900	3,200	4,100	0	0	0	0	0	161

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 3.3
OPERATING REVENUES AND EXPENSES BY SPORT — MEN'S PROGRAMS
DIVISION III WITH FOOTBALL
PUBLIC SCHOOLS
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Baseball	1,200	24,200	25,400	17,100	600	18,500	6,700	42,900	21
Basketball.....	2,500	31,600	34,100	17,600	2,000	26,400	18,300	64,300	21
Football.....	5,400	62,600	68,000	38,400	3,300	57,300	11,100	110,100	22
Golf.....	900	2,000	2,900	4,400	0	5,200	1,900	11,500	3
Gymnastics	0	0	0	0	0	0	0	0	0
Ice Hockey.....	800	31,300	32,100	30,000	1,300	19,900	8,600	59,800	9
Lacrosse.....	0	4,500	4,500	9,300	1,000	16,200	1,000	27,500	3
Rifle	0	500	500	500	0	0	0	500	1
Rowing	0	3,100	3,100	4,000	800	10,000	4,000	18,800	1
Skiing.....	0	11,000	11,000	10,800	100	2,500	0	13,400	1
Soccer	700	14,200	14,900	10,000	300	12,500	1,800	24,600	16
Swimming and Diving.....	1,000	9,800	10,800	7,400	200	13,400	3,500	24,500	13
Tennis.....	200	5,900	6,100	3,600	0	4,200	1,100	8,900	10
Track & Field, X-Country.....	1,200	16,300	17,500	14,600	400	16,000	2,200	33,200	21
Volleyball	0	3,800	3,800	700	0	5,600	0	6,300	1
Wrestling	1,400	14,600	16,000	11,300	400	14,200	3,300	29,200	11
Other Varsity Sports.....	0	5,900	5,900	5,200	200	2,900	300	8,600	4
Nonspecific.....	1,100	17,000	18,100	0	0	0	0	0	22

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 3.4
OPERATING REVENUES AND EXPENSES BY SPORT — MEN'S PROGRAMS
DIVISION III WITH FOOTBALL
PRIVATE SCHOOLS
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Baseball	2,500	2,500	5,000	13,800	1,000	19,000	2,800	36,600	134
Basketball.....	1,300	5,300	6,600	15,800	3,000	31,900	3,900	54,600	139
Fencing.....	700	0	700	10,900	100	9,400	800	21,200	3
Football.....	2,300	6,800	9,100	36,900	7,100	75,600	10,300	129,900	139
Golf.....	300	300	600	4,000	300	8,300	1,100	13,700	118
Gymnastics	0	300	300	8,500	0	17,400	0	25,900	2
Ice Hockey.....	2,100	41,100	43,200	55,100	5,100	40,400	33,700	134,300	21
Lacrosse.....	2,300	7,000	9,300	12,600	2,000	25,100	15,300	55,000	34
Rifle	200	0	200	4,800	100	3,700	600	9,200	4
Rowing	1,000	0	1,000	10,400	0	24,700	1,300	36,400	8
Skiing.....	200	0	200	7,700	200	15,300	900	24,100	7
Soccer.....	600	1,400	2,000	9,800	1,200	15,100	3,700	29,800	135
Squash.....	2,000	0	2,000	7,500	600	14,200	1,000	23,300	7
Swimming and Diving.....	800	1,000	1,800	7,400	500	15,700	1,600	25,200	80
Tennis.....	400	200	600	4,400	300	8,000	900	13,600	131
Track & Field, X-Country.....	700	800	1,500	11,000	900	21,700	2,600	36,200	125
Volleyball	3,300	200	3,500	7,400	100	6,800	0	14,300	3
Wrestling	800	1,500	2,300	9,800	1,100	15,300	6,100	32,300	59
Other Varsity Sports.....	100	300	400	2,400	200	10,800	2,100	15,500	16
Nonspecific.....	800	1,100	1,900	0	0	0	0	0	139

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 3.5
OPERATING REVENUES AND EXPENSES BY SPORT — WOMEN'S PROGRAMS
ALL DIVISION III WITH FOOTBALL
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Basketball.....	600	2,000	2,600	12,900	1,700	25,200	3,100	42,900	160
Fencing.....	700	0	700	9,000	100	9,000	200	18,300	3
Field Hockey	600	1,500	2,100	8,500	700	18,600	2,100	29,900	57
Golf.....	200	300	500	4,300	200	7,200	700	12,400	51
Gymnastics	1,400	4,200	5,600	11,500	200	14,300	3,200	29,200	13
Ice Hockey.....	400	100	500	30,300	1,000	16,600	4,700	52,600	6
Lacrosse.....	900	1,400	2,300	8,400	700	18,800	3,400	31,300	43
Rifle	0	0	0	3,100	100	3,200	200	6,600	4
Rowing	600	300	900	12,200	300	18,500	1,800	32,800	10
Skiing.....	200	0	200	7,500	200	13,600	900	22,200	8
Soccer.....	400	1,400	1,800	9,000	900	12,700	1,800	24,400	152
Softball	500	1,900	2,400	9,600	700	13,600	1,700	25,600	143
Squash.....	500	200	700	7,000	100	11,600	400	19,100	6
Swimming and Diving.....	600	1,200	1,800	7,700	500	15,500	1,900	25,600	102
Synchronized Swimming	0	0	0	0	0	0	0	0	0
Tennis.....	200	400	600	4,200	300	9,400	1,000	14,900	147
Track & Field, X-Country.....	500	1,800	2,300	10,400	800	19,000	2,000	32,200	149
Volleyball	200	1,700	1,900	8,900	700	14,700	2,000	26,300	155
Other Varsity Sports.....	100	200	300	3,400	400	8,000	1,300	13,100	25
Nonspecific.....	1,000	2,300	3,300	0	0	0	0	0	161

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 3.6
OPERATING REVENUES AND EXPENSES BY SPORT — WOMEN'S PROGRAMS
DIVISION III WITH FOOTBALL
PUBLIC SCHOOLS
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Basketball.....	1,400	10,000	11,400	15,400	1,000	23,600	4,400	44,400	21
Field Hockey	0	6,000	6,000	5,600	200	14,100	1,500	21,400	11
Golf.....	800	1,900	2,700	6,300	200	8,200	300	15,000	4
Gymnastics	800	7,800	8,600	12,000	200	14,200	3,900	30,300	7
Ice Hockey.....	0	0	0	0	0	0	0	0	0
Lacrosse.....	200	1,200	1,400	5,200	200	20,800	1,800	28,000	5
Rifle	0	0	0	500	0	0	0	500	1
Rowing	0	3,100	3,100	1,000	800	7,800	1,000	10,600	1
Skiing.....	0	0	0	10,800	100	2,500	0	13,400	1
Soccer	900	6,300	7,200	10,500	400	10,100	1,700	22,700	20
Softball	700	9,400	10,100	13,200	500	16,300	3,600	33,600	22
Swimming and Diving.....	1,100	5,100	6,200	7,700	200	13,500	2,900	24,300	14
Synchronized Swimming	0	0	0	0	0	0	0	0	0
Tennis.....	100	2,100	2,200	4,900	0	6,000	1,100	12,000	13
Track & Field, X-Country.....	700	8,700	9,400	13,100	400	17,900	1,600	33,000	22
Volleyball.....	400	8,800	9,200	10,400	400	13,800	3,500	28,100	21
Other Varsity Sports.....	0	300	300	4,500	100	3,400	800	8,800	6
Nonspecific.....	1,100	11,800	12,900	0	0	0	0	0	22

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 3.7
OPERATING REVENUES AND EXPENSES BY SPORT — WOMEN'S PROGRAMS
DIVISION III WITH FOOTBALL
PRIVATE SCHOOLS
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Basketball.....	500	800	1,300	12,600	1,800	25,400	2,900	42,700	139
Fencing.....	700	0	700	8,900	100	9,100	200	18,300	3
Field Hockey	700	400	1,100	9,200	800	19,700	2,300	32,000	46
Golf.....	100	200	300	4,100	300	7,100	700	12,200	47
Gymnastics	2,100	100	2,200	10,900	100	14,500	2,400	27,900	6
Ice Hockey.....	400	100	500	30,300	1,000	16,600	4,700	52,600	6
Lacrosse.....	1,000	1,400	2,400	8,900	700	18,600	3,600	31,800	38
Rifle	0	0	0	3,900	200	4,400	200	8,700	3
Rowing	700	0	700	13,400	300	19,800	1,800	35,300	9
Skiing.....	200	0	200	7,000	200	15,300	1,000	23,500	7
Soccer	300	600	900	8,700	1,000	13,100	1,800	24,600	132
Softball	500	500	1,000	8,900	800	13,200	1,300	24,200	121
Squash.....	500	200	700	7,000	100	11,600	400	19,100	6
Swimming and Diving.....	600	600	1,200	7,700	500	15,800	1,800	25,800	88
Tennis.....	200	200	400	4,200	300	9,700	1,000	15,200	134
Track & Field, X-Country.....	400	600	1,000	10,000	800	19,300	2,000	32,100	127
Volleyball	200	600	800	8,700	700	14,800	1,800	26,000	134
Other Varsity Sports.....	100	200	300	3,000	500	9,500	1,400	14,400	19
Nonspecific.....	1,000	800	1,800	0	0	0	0	0	139

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 3.8
COMPARATIVE OPERATING EXPENSES BY SPORT
DIVISION III WITH FOOTBALL
Fiscal Year 1997

Sport	Men's		Women's	
	Total Oper. Exp.	Percent of Aggregate	Total Oper. Exp.	Percent of Aggregate
Baseball.....	37,500	5	0	0
Basketball.....	55,900	8	42,900	9
Fencing.....	21,200	3	18,300	4
Field Hockey.....	0	0	29,900	7
Football.....	127,200	18	0	0
Golf.....	13,600	2	12,400	3
Gymnastics.....	25,900	4	29,200	6
Ice Hockey.....	112,000	16	52,600	11
Lacrosse.....	52,800	8	31,300	7
Rifle.....	7,500	1	6,600	1
Rowing.....	34,500	5	32,800	7
Skiing.....	22,700	3	22,200	5
Soccer.....	29,200	4	24,400	5
Softball.....	0	0	25,600	6
Squash.....	23,300	3	19,100	4
Swimming and Diving.....	25,100	4	25,600	6
Synchronized Swimming.....	0	0	0	0
Tennis.....	13,300	2	14,900	3
Track & Field, X-Country.....	35,800	5	32,200	7
Volleyball.....	12,300	2	26,300	6
Wrestling.....	31,900	5	0	0
Other Varsity Sports.....	14,000	2	13,100	3
Aggregate.....	695,700	100	459,400	100

NOTE:

These data include only those amounts related to specific sports. Thus, the totals do not correspond with total expenses reflected on other tables. The aggregate amount is provided only for purposes of comparisons.

TABLE 3.9
COACHES AND PARTICIPANTS BY SPORT
ALL DIVISION III WITH FOOTBALL
Fiscal Year 1997

Sport	Men's Programs						Women's Programs					
	FTE Coaches		Salary per FTE		Number of		FTE Coaches		Salary per FTE		Number of	
	Head	Assistant	Head	Assistant	Athletes	Responses	Head	Assistant	Head	Assistant	Athletes	Responses
Baseball	0.48	0.41	32,300	17,200	28	155	0.00	0.00	0	0	0	0
Basketball	0.60	0.53	42,900	19,200	19	160	0.59	0.44	35,700	18,800	16	160
Fencing	0.61	0.50	19,500	6,000	16	3	0.61	0.50	19,200	6,000	15	3
Field Hockey	0.00	0.00	0	0	0	0	0.46	0.43	39,100	15,900	22	57
Football	0.71	2.21	49,300	23,900	82	161	0.00	0.00	0	0	0	0
Golf	0.31	0.19	30,800	22,000	11	121	0.28	0.15	28,700	34,000	7	51
Gymnastics	0.50	0.33	33,400	4,500	14	2	0.44	0.20	27,200	16,200	13	13
Ice Hockey	0.58	0.61	38,600	19,700	28	30	0.61	0.43	30,500	13,100	17	6
Lacrosse	0.55	0.46	38,200	17,000	31	37	0.44	0.39	43,200	15,100	22	43
Rifle	0.35	0.00	9,900	0	10	5	0.40	0.00	10,500	0	6	4
Rowing	0.59	0.89	31,900	12,500	23	9	0.47	0.72	30,800	12,300	33	10
Skiing	0.33	0.38	31,000	17,800	15	8	0.33	0.38	31,000	17,800	11	8
Soccer	0.43	0.31	30,100	14,700	26	151	0.42	0.30	27,100	14,900	22	152
Softball	0.00	0.00	0	0	0	0	0.43	0.32	28,500	15,500	18	143
Squash	0.41	0.28	39,000	4,000	16	7	0.57	0.19	29,300	14,500	14	6
Swimming and Diving	0.37	0.33	38,000	17,100	18	93	0.37	0.28	36,800	17,800	20	102
Synchronized Swimming	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Team Handball	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Tennis	0.31	0.23	26,200	16,500	11	141	0.34	0.25	28,500	16,300	11	147
Track & Field, X-Country	0.49	0.51	34,500	18,700	48	146	0.49	0.51	30,700	18,200	38	149
Volleyball	0.31	0.28	15,800	10,700	14	4	0.46	0.32	29,200	15,000	15	155
Wrestling	0.44	0.29	31,900	15,800	22	70	0.00	0.00	0	0	0	0
Other Varsity Sports	0.34	0.33	32,200	13,100	19	20	0.35	0.19	28,400	16,000	17	25

TABLE 3.10
COACHES AND PARTICIPANTS BY SPORT
DIVISION III WITH FOOTBALL
PUBLIC SCHOOLS
Fiscal Year 1997

Sport	Men's Programs						Women's Programs					
	FTE Coaches		Salary per FTE		Number of		FTE Coaches		Salary per FTE		Number of	
	Head	Assistant	Head	Assistant	Athletes	Responses	Head	Assistant	Head	Assistant	Athletes	Responses
Baseball	0.43	0.28	34,300	21,800	29	21	0.00	0.00	0	0	0	0
Basketball	0.50	0.34	39,500	23,100	16	21	0.53	0.34	34,900	22,300	16	21
Fencing	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Field Hockey	0.00	0.00	0	0	0	0	0.48	0.26	30,400	17,700	23	11
Football	0.67	1.27	41,200	27,000	82	22	0.00	0.00	0	0	0	0
Golf	0.13	0.00	28,300	26,800	11	3	0.27	0.00	30,800	0	9	4
Gymnastics	0.00	0.00	0	0	0	0	0.43	0.16	28,300	19,600	14	7
Ice Hockey	0.46	0.32	31,500	19,500	27	9	0.00	0.00	0	0	0	0
Lacrosse	0.41	0.15	32,900	17,800	27	3	0.46	0.23	36,900	17,900	20	5
Rifle	0.00	0.00	0	0	5	1	0.00	0.00	0	0	4	1
Rowing	0.20	0.00	50,000	0	18	1	0.20	0.00	39,000	0	18	1
Skiing	0.10	0.00	25,000	0	8	1	0.10	0.00	25,000	0	4	1
Soccer	0.37	0.19	28,300	17,700	26	16	0.29	0.18	26,700	18,500	22	20
Softball	0.00	0.00	0	0	0	0	0.38	0.25	31,700	20,200	21	22
Squash	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Swimming and Diving	0.34	0.59	34,800	17,700	19	13	0.34	0.22	34,900	22,300	21	14
Synchronized Swimming	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Tennis	0.17	0.00	24,200	20,800	12	10	0.20	0.00	28,000	22,900	13	13
Track & Field, X-Country	0.40	0.29	31,100	22,200	56	21	0.43	0.37	30,800	20,400	48	22
Volleyball	0.16	0.00	22,500	22,200	13	1	0.33	0.23	30,100	18,900	15	21
Wrestling	0.36	0.18	32,700	19,400	24	11	0.00	0.00	0	0	0	0
Other Varsity Sports	0.13	0.00	32,000	0	13	4	0.16	0.14	24,800	6,700	15	6

TABLE 3.11
COACHES AND PARTICIPANTS BY SPORT
DIVISION III WITH FOOTBALL
PRIVATE SCHOOLS
Fiscal Year 1997

Sport	Men's Programs						Women's Programs					
	FTE Coaches		Salary per FTE		Number of		FTE Coaches		Salary per FTE		Number of	
	Head	Assistant	Head	Assistant	Athletes	Responses	Head	Assistant	Head	Assistant	Athletes	Responses
Baseball	0.49	0.43	32,100	16,500	28	134	0.00	0.00	0	0	0	0
Basketball	0.61	0.56	43,400	18,700	19	139	0.60	0.46	35,800	18,200	16	139
Fencing	0.61	0.50	19,500	6,000	16	3	0.61	0.50	19,200	6,000	15	3
Field Hockey	0.00	0.00	0	0	0	0	0.45	0.47	41,000	15,500	22	46
Football	0.71	2.35	50,500	23,500	82	139	0.00	0.00	0	0	0	0
Golf	0.32	0.23	30,900	20,800	11	118	0.28	0.15	28,500	34,000	7	47
Gymnastics	0.50	0.33	33,400	4,500	14	2	0.45	0.24	25,700	12,900	13	6
Ice Hockey	0.63	0.74	41,700	19,900	28	21	0.61	0.43	30,500	13,100	17	6
Lacrosse	0.56	0.50	38,700	16,900	32	34	0.44	0.42	44,100	14,600	22	38
Rifle	0.35	0.00	9,900	0	11	4	0.40	0.00	10,500	0	6	3
Rowing	0.64	0.89	29,700	12,500	24	8	0.50	0.72	29,900	12,300	35	9
Skiing	0.36	0.38	31,800	17,800	16	7	0.36	0.38	31,800	17,800	12	7
Soccer	0.44	0.32	30,300	14,400	26	135	0.44	0.32	27,200	14,300	22	132
Softball	0.00	0.00	0	0	0	0	0.44	0.33	27,900	14,500	18	121
Squash	0.41	0.28	39,000	4,000	16	7	0.57	0.19	29,300	14,500	14	6
Swimming and Diving	0.37	0.29	38,600	17,000	17	80	0.37	0.29	37,100	17,000	20	88
Synchronized Swimming	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Tennis	0.32	0.24	26,400	16,200	11	131	0.36	0.27	28,500	15,700	11	134
Track & Field, X-Country	0.50	0.55	35,100	18,200	47	125	0.50	0.54	30,700	17,700	36	127
Volleyball	0.39	0.38	12,400	4,900	14	3	0.48	0.34	29,100	14,300	15	134
Wrestling	0.46	0.31	31,800	15,000	22	59	0.00	0.00	0	0	0	0
Other Varsity Sports	0.39	0.33	32,200	13,100	20	16	0.41	0.21	29,500	19,200	18	19

CHAPTER IV

DIVISION III INSTITUTIONS WITHOUT FOOTBALL

TABLE 4.1
OPERATING EXPENSES BY OBJECT OF EXPENDITURE
DIVISION III WITHOUT FOOTBALL
Fiscal Year 1997
(Dollar Amounts in Thousands)

	Public	(n)	Private	(n)	Total Division	(n)
Guarantees and Options						
Men.....	11,400	3	4,000	16	5,200	19
Women.....	15,000	2	3,800	7	6,300	9
Administrative.....	5,600	1	0	0	5,600	1
Salaries						
Men.....	82,500	29	98,400	66	93,600	95
Women.....	75,600	29	88,000	67	84,200	96
Administrative.....	191,900	18	110,500	33	139,300	51
Team Travel						
Men.....	38,900	28	47,800	62	45,100	90
Women.....	34,500	28	44,000	62	41,000	90
Administrative.....	9,300	6	8,000	12	8,400	18
Recruiting and Scouting						
Men.....	5,000	25	7,700	57	6,900	82
Women.....	3,700	25	5,200	58	4,800	83
Administrative.....	2,000	2	10,600	5	8,200	7
Equipment/Uniforms/Supplies						
Men.....	23,800	27	23,200	62	23,400	89
Women.....	17,100	27	18,100	63	17,800	90
Administrative.....	17,900	12	22,500	16	20,500	28
Fund-raising						
Men.....	15,800	9	10,400	10	13,000	19
Women.....	8,300	9	6,300	10	7,200	19
Administrative.....	14,800	5	5,500	2	12,200	7
Insurance						
Men.....	4,500	6	10,200	18	8,700	24
Women.....	4,800	6	6,900	19	6,400	25
Administrative.....	12,000	12	16,500	12	14,200	24
Contract services						
Men.....	15,800	16	13,300	35	14,100	51
Women.....	10,900	17	11,900	36	11,600	53
Administrative.....	15,000	6	7,500	12	10,000	18

	Public	(n)	Private	(n)	Total Division	(n)
Other						
Men.....	18,000	11	26,700	27	24,200	38
Women.....	10,700	10	23,400	25	19,800	35
Administrative.....	42,800	12	47,000	16	45,200	28
Debt Service						
Men.....	0	0	0	0	0	0
Women.....	0	0	2,600	1	2,600	1
Administrative.....	0	0	0	0	0	0
Capital Expenditures						
Men.....	40,400	2	10,200	5	18,800	7
Women.....	43,100	2	9,200	6	17,700	8
Administrative.....	85,900	4	30,100	11	45,000	15

NOTES:

Total public institutions reporting = 30

Total private institutions reporting = 69

These means include only those schools that reported some amount for each respective item. Zeroes and nonresponses are not included. The "n" column reflects the number of responses for each item.

TABLE 4.2
OPERATING REVENUES AND EXPENSES BY SPORT — MEN'S PROGRAMS
ALL DIVISION III WITHOUT FOOTBALL
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Baseball	1,700	7,200	8,900	15,400	800	14,500	2,200	32,900	77
Basketball.....	900	6,400	7,300	14,400	2,200	21,000	3,300	40,900	97
Fencing.....	300	0	300	10,100	400	7,800	1,400	19,700	8
Golf.....	300	1,400	1,700	4,800	200	6,600	900	12,500	54
Gymnastics	0	0	0	0	0	0	0	0	0
Ice Hockey.....	1,900	30,300	32,200	33,900	2,800	24,400	32,800	93,900	19
Lacrosse.....	1,500	3,800	5,300	11,700	1,100	16,200	1,700	30,700	36
Rifle	0	0	0	0	0	0	0	0	0
Rowing	3,200	3,100	6,300	14,800	300	14,700	1,800	31,600	7
Skiing.....	0	0	0	6,400	200	10,900	200	17,700	5
Soccer	400	3,000	3,400	10,300	900	13,400	1,500	26,100	93
Squash	200	0	200	5,700	0	10,900	0	16,600	3
Swimming and Diving	300	4,000	4,300	8,400	800	14,000	1,200	24,400	34
Tennis.....	100	2,000	2,100	4,100	200	7,300	400	12,000	80
Track & Field, X-Country.....	200	3,900	4,100	7,600	200	10,800	700	19,300	71
Volleyball	400	5,900	6,300	6,200	500	6,700	4,100	17,500	21
Wrestling	1,100	4,100	5,200	11,300	400	13,000	1,000	25,700	15
Other Varsity Sports.....	400	1,000	1,400	4,300	100	3,300	1,100	8,800	15
Nonspecific.....	200	5,100	5,300	0	0	0	0	0	99

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 4.3
OPERATING REVENUES AND EXPENSES BY SPORT — MEN'S PROGRAMS
DIVISION III WITHOUT FOOTBALL
PUBLIC SCHOOLS
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Baseball	4,100	19,000	23,100	17,100	600	15,300	4,000	37,000	22
Basketball.....	1,100	13,600	14,700	11,500	1,100	18,400	2,300	33,300	29
Fencing.....	100	0	100	1,200	100	2,800	700	4,800	2
Golf.....	1,300	3,700	5,000	5,400	200	11,700	1,600	18,900	10
Gymnastics	0	0	0	0	0	0	0	0	0
Ice Hockey.....	2,000	24,200	26,200	32,300	2,000	22,800	6,800	63,900	7
Lacrosse.....	1,100	9,400	10,500	9,700	700	8,200	2,500	21,100	11
Rifle	0	0	0	0	0	0	0	0	0
Rowing	5,600	17,200	22,800	16,400	900	17,000	11,000	45,300	1
Skiing.....	0	0	0	2,100	100	2,500	0	4,700	1
Soccer	700	7,100	7,800	9,700	700	12,800	2,400	25,600	28
Swimming and Diving	600	5,700	6,300	7,200	300	10,500	2,100	20,100	11
Tennis.....	200	6,000	6,200	3,500	200	7,200	700	11,600	20
Track & Field, X-Country.....	200	8,400	8,600	8,000	300	8,300	900	17,500	23
Volleyball	800	13,500	14,300	8,000	800	8,400	8,100	25,300	9
Wrestling	1,300	11,000	12,300	14,500	200	19,800	1,900	36,400	5
Other Varsity Sports.....	600	2,500	3,100	3,500	100	3,800	700	8,100	6
Nonspecific.....	0	16,200	16,200	0	0	0	0	0	30

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 4.4
OPERATING REVENUES AND EXPENSES — MEN'S PROGRAMS
DIVISION III WITHOUT FOOTBALL
PRIVATE SCHOOLS
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Baseball	700	2,500	3,200	14,700	900	14,200	1,500	31,300	55
Basketball.....	800	3,300	4,100	15,600	2,700	22,100	3,700	44,100	68
Fencing.....	300	0	300	13,100	500	9,500	1,600	24,700	6
Golf.....	100	900	1,000	4,700	200	5,500	700	11,100	44
Gymnastics	0	0	0	0	0	0	0	0	0
Ice Hockey.....	1,900	33,800	35,700	34,800	3,300	25,200	48,000	111,300	12
Lacrosse.....	1,700	1,300	3,000	12,600	1,300	19,800	1,300	35,000	25
Rowing	2,800	800	3,600	14,500	200	14,300	300	29,300	6
Skiing.....	0	0	0	7,400	300	13,000	200	20,900	4
Soccer.....	300	1,200	1,500	10,600	900	13,700	1,200	26,400	65
Squash	200	0	200	5,800	0	10,800	0	16,600	3
Swimming and Diving	100	3,200	3,300	9,000	1,000	15,500	900	26,400	23
Tennis.....	100	600	700	4,200	200	7,400	300	12,100	60
Track & Field, X-Country.....	200	1,700	1,900	7,400	200	11,900	700	20,200	48
Volleyball	0	200	200	4,900	400	5,400	1,000	11,700	12
Wrestling	1,000	600	1,600	9,700	600	9,600	500	20,400	10
Other Varsity Sports.....	300	0	300	4,800	100	3,000	1,400	9,300	9
Nonspecific.....	300	300	600	0	0	0	0	0	69

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 4.5
OPERATING REVENUES AND EXPENSES BY SPORT — WOMEN'S PROGRAMS
DIVISION III WITHOUT FOOTBALL
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Basketball.....	600	2,100	2,700	13,700	1,400	18,900	3,000	37,000	96
Fencing.....	300	0	300	7,300	200	6,500	800	14,800	9
Field Hockey	400	1,500	1,900	8,000	400	11,800	600	20,800	31
Golf.....	0	100	100	2,200	100	4,600	200	7,100	8
Gymnastics	0	600	600	12,700	200	8,000	0	20,900	1
Ice Hockey.....	700	0	700	16,300	300	10,300	0	26,900	2
Lacrosse.....	100	900	1,000	7,800	500	14,500	700	23,500	26
Rifle	0	0	0	0	0	0	0	0	0
Rowing	2,300	2,900	5,200	11,700	300	15,800	2,300	30,100	8
Skiing.....	0	0	0	5,100	300	10,500	100	16,000	5
Soccer.....	300	1,500	1,800	11,900	900	11,300	1,200	25,300	81
Softball	800	1,100	1,900	8,600	400	9,600	700	19,300	74
Squash	200	0	200	5,000	0	12,700	0	17,700	3
Swimming and Diving	200	2,100	2,300	8,500	700	13,300	1,200	23,700	39
Synchronized Swimming	0	0	0	9,700	600	30,100	0	40,400	1
Tennis.....	100	700	800	4,200	200	8,300	400	13,100	84
Track & Field, X-Country.....	200	1,900	2,100	7,100	300	10,000	800	18,200	72
Volleyball	200	1,400	1,600	9,000	400	10,500	1,100	21,000	88
Other Varsity Sports.....	200	300	500	2,900	100	4,300	2,000	9,300	21
Nonspecific.....	200	0	200	0	0	0	0	0	99

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 4.6
OPERATING REVENUES AND EXPENSES BY SPORT — WOMEN'S PROGRAMS
DIVISION III WITHOUT FOOTBALL
PUBLIC SCHOOLS
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Basketball.....	900	3,400	4,300	10,500	900	17,500	1,600	30,500	29
Fencing.....	200	0	200	1,400	0	3,700	1,000	6,100	3
Field Hockey	400	6,300	6,700	10,700	600	8,400	1,000	20,700	6
Golf.....	0	0	0	1,200	500	0	0	1,700	1
Gymnastics	0	600	600	12,700	200	8,000	0	20,900	1
Lacrosse.....	200	3,800	4,000	9,300	500	11,800	700	22,300	6
Rowing	700	11,500	12,200	14,200	400	11,800	7,800	34,200	2
Skiing.....	0	0	0	800	100	2,500	0	3,400	1
Soccer.....	500	2,500	3,000	10,200	600	11,800	1,600	24,200	23
Softball	1,700	2,900	4,600	9,600	400	10,300	1,100	21,400	27
Swimming and Diving	500	1,500	2,000	7,100	300	11,100	1,700	20,200	13
Tennis.....	100	600	700	3,200	200	9,300	500	13,200	23
Track & Field, X-Country.....	400	2,400	2,800	7,500	300	8,600	1,200	17,600	23
Volleyball	600	2,800	3,400	8,600	400	10,900	1,300	21,200	25
Other Varsity Sports.....	200	600	800	2,900	0	3,200	300	6,400	8
Nonspecific.....	0	0	0	0	0	0	0	0	30

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 4.7
OPERATING REVENUES AND EXPENSES BY SPORT — WOMEN'S PROGRAMS
DIVISION III WITHOUT FOOTBALL
PRIVATE SCHOOLS
Fiscal Year 1997

Sport	Revenues			Expenses				Total Oper. Expenses	Number of Respondents
	Fund-Raising	All Other Revenues	Total Revenues	Direct "Game" Exp.	Recruiting	Salaries	All Other		
Basketball.....	500	1,600	2,100	15,100	1,700	19,500	3,600	39,900	67
Fencing.....	300	0	300	10,100	300	8,000	700	19,100	6
Field Hockey	400	400	800	7,400	300	12,600	500	20,800	25
Golf.....	0	100	100	2,300	100	5,200	300	7,900	7
Gymnastics	0	0	0	0	0	0	0	0	0
Ice Hockey.....	700	0	700	16,300	300	10,300	0	26,900	2
Lacrosse.....	100	0	100	7,300	500	15,400	600	23,800	20
Rowing	2,800	0	2,800	10,800	300	17,100	500	28,700	6
Skiing.....	0	0	0	6,200	300	12,500	100	19,100	4
Soccer.....	200	1,100	1,300	12,600	1,000	11,100	1,100	25,800	58
Softball	300	100	400	8,100	400	9,100	500	18,100	47
Squash.....	200	0	200	5,000	0	12,700	0	17,700	3
Swimming and Diving	100	2,400	2,500	9,300	900	14,400	900	25,500	26
Synchronized Swimming	0	0	0	9,700	500	30,200	0	40,400	1
Tennis.....	100	700	800	4,500	200	8,000	300	13,000	61
Track & Field, X-Country.....	100	1,700	1,800	6,900	400	10,700	500	18,500	49
Volleyball	100	900	1,000	9,200	500	10,400	900	21,000	63
Other Varsity Sports.....	200	100	300	2,900	200	5,000	3,000	11,100	13
Nonspecific.....	300	0	300	0	0	0	0	0	69

NOTE: Direct "Game" Expenses include Team Travel, Contract Services, Equipment, Uniforms and Supplies.

TABLE 4.8
COMPARATIVE OPERATING EXPENSES BY SPORT
ALL DIVISION III WITHOUT FOOTBALL
Fiscal Year 1997

Sport	Men's		Women's	
	Total Oper. Exp.	Percent of Aggregate	Total Oper. Exp.	Percent of Aggregate
Baseball.....	32,900	8	0	0
Basketball.....	40,900	10	37,000	10
Fencing.....	19,700	5	14,800	4
Field Hockey.....	0	0	20,800	5
Golf.....	12,500	3	7,100	2
Gymnastics.....	0	0	20,900	5
Ice Hockey.....	93,900	22	26,900	7
Lacrosse.....	30,700	7	23,500	6
Rifle.....	0	0	0	0
Rowing.....	31,600	7	30,100	8
Skiing.....	17,700	4	16,000	4
Soccer.....	26,100	6	25,300	7
Softball.....	0	0	19,300	5
Squash.....	16,600	4	17,700	5
Swimming and Diving.....	24,400	6	23,700	6
Synchronized Swimming.....	0	0	40,400	10
Tennis.....	12,000	3	13,100	3
Track & Field, X-Country.....	19,300	4	18,200	5
Volleyball.....	17,500	4	21,000	5
Wrestling.....	25,700	6	0	0
Other Varsity Sports.....	8,800	2	9,300	2
Nonspecific.....	0	0	0	0
Aggregate.....	430,300	100	385,100	100

NOTE:

These data include only those amounts related to specific sports. Thus, the totals do not correspond with total expenses reflected on other tables. The aggregate amount is provided only for purposes of comparisons.

TABLE 4.9
COACHES AND PARTICIPANTS BY SPORT
ALL DIVISION III WITHOUT FOOTBALL
Fiscal Year 1997

Sport	Men's Programs						Women's Programs					
	FTE Coaches		Salary per FTE		Number of		FTE Coaches		Salary per FTE		Number of	
	Head	Assistant	Head	Assistant	Athletes	Responses	Head	Assistant	Head	Assistant	Athletes	Responses
Baseball	0.50	0.48	25,900	14,700	23	77	0.00	0.00	0	0	0	0
Basketball	0.58	0.53	31,300	15,800	15	97	0.55	0.46	28,500	15,200	13	96
Fencing	0.39	0.33	21,200	13,900	19	8	0.31	0.35	20,700	13,400	14	9
Field Hockey	0.00	0.00	0	0	0	0	0.44	0.27	24,500	14,700	20	31
Golf	0.37	0.16	24,200	10,100	9	54	0.23	0.26	28,000	13,500	5	8
Gymnastics	0.00	0.00	0	0	0	0	0.11	0.00	48,500	0	16	1
Ice Hockey	0.51	0.41	32,700	16,300	27	19	0.56	0.12	27,600	16,700	21	2
Lacrosse	0.56	0.52	23,700	15,400	26	36	0.41	0.34	28,600	17,100	19	26
Rifle	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Rowing	0.43	0.45	28,300	13,600	28	7	0.53	0.82	24,700	12,200	35	8
Skiing	0.61	0.15	18,800	5,000	10	5	0.61	0.15	18,800	5,000	8	5
Soccer	0.46	0.40	28,100	12,800	23	93	0.46	0.40	24,200	13,300	20	81
Softball	0.00	0.00	0	0	0	0	0.42	0.44	23,500	12,800	16	74
Squash	0.70	0.10	21,500	16,300	12	3	0.70	0.10	24,200	16,300	13	3
Swimming and Diving	0.42	0.34	28,500	12,600	15	34	0.41	0.32	28,900	13,700	17	39
Synchronized Swimming	0.00	0.00	0	0	0	0	0.75	0.00	37,900	0	17	1
Tennis	0.40	0.36	20,700	10,400	10	80	0.38	0.36	22,900	10,200	10	84
Track & Field, X-Country	0.40	0.43	22,700	15,700	22	71	0.40	0.44	22,200	14,800	21	72
Volleyball	0.38	0.41	18,200	9,500	13	21	0.47	0.33	23,200	12,400	12	88
Wrestling	0.40	0.30	29,600	15,600	18	15	0.00	0.00	0	0	0	0
Other Varsity Sports	0.46	0.35	18,500	7,200	10	15	0.46	0.36	20,400	14,800	15	21

TABLE 4.10
COACHES AND PARTICIPANTS BY SPORT
DIVISION III WITHOUT FOOTBALL
PUBLIC SCHOOLS
Fiscal Year 1997

Sport	Men's Programs						Women's Programs					
	FTE Coaches		Salary per FTE		Number of		FTE Coaches		Salary per FTE		Number of	
	Head	Assistant	Head	Assistant	Athletes	Responses	Head	Assistant	Head	Assistant	Athletes	Responses
Baseball	0.59	0.57	23,600	14,100	25	22	0.00	0.00	0	0	0	0
Basketball	0.58	0.60	26,600	15,000	15	29	0.53	0.55	28,400	15,700	14	29
Fencing	0.18	0.00	20,000	0	14	2	0.20	0.00	20,300	0	11	3
Field Hockey	0.00	0.00	0	0	0	0	0.44	0.17	17,100	16,100	19	6
Golf	0.46	0.15	24,500	10,300	10	10	0.00	0.00	0	0	2	1
Gymnastics	0.00	0.00	0	0	0	0	0.11	0.00	48,500	30,300	16	1
Ice Hockey	0.42	0.38	41,500	17,700	26	7	0.00	0.00	0	0	0	0
Lacrosse	0.66	0.76	12,800	7,900	26	11	0.48	0.61	20,200	12,100	22	6
Rifle	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Rowing	0.49	0.15	28,600	20,000	33	1	0.75	1.08	18,900	10,100	31	2
Skiing	1.00	0.00	2,500	0	8	1	1.00	0.00	2,500	0	3	1
Soccer	0.54	0.51	24,000	11,200	24	28	0.47	0.58	24,300	13,200	20	23
Softball	0.00	0.00	0	0	0	0	0.49	0.60	21,800	13,500	17	27
Squash	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Swimming and Diving	0.46	0.42	20,700	10,700	16	11	0.45	0.44	22,300	12,100	19	13
Synchronized Swimming	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Tennis	0.47	0.43	19,000	7,600	11	20	0.43	0.43	23,900	7,300	10	23
Track & Field, X-Country	0.42	0.51	20,200	14,300	27	23	0.42	0.50	20,700	13,000	24	23
Volleyball	0.42	0.44	19,500	11,400	13	9	0.49	0.38	23,400	15,300	13	25
Wrestling	0.44	0.21	35,500	22,600	19	5	0.00	0.00	0	0	0	0
Other Varsity Sports	0.50	0.55	17,000	5,400	9	6	0.49	0.55	15,200	5,400	16	8

TABLE 4.11
COACHES AND PARTICIPANTS BY SPORT
DIVISION III WITHOUT FOOTBALL
PRIVATE SCHOOLS
Fiscal Year 1997

Sport	Men's Programs						Women's Programs					
	FTE Coaches		Salary per FTE		Number of		FTE Coaches		Salary per FTE		Number of	
	Head	Assistant	Head	Assistant	Athletes	Responses	Head	Assistant	Head	Assistant	Athletes	Responses
Baseball	0.47	0.44	26,900	15,000	22	55	0.00	0.00	0	0	0	0
Basketball	0.58	0.49	33,500	16,200	15	68	0.55	0.42	28,600	15,000	13	67
Fencing	0.50	0.41	21,800	11,200	21	6	0.40	0.46	20,900	9,600	16	6
Field Hockey	0.00	0.00	0	0	0	0	0.44	0.29	26,400	14,400	21	25
Golf	0.34	0.17	24,200	10,000	9	44	0.23	0.26	28,000	13,500	6	7
Gymnastics	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Ice Hockey	0.56	0.44	27,400	15,300	27	12	0.56	0.12	27,600	16,700	21	2
Lacrosse	0.51	0.42	29,000	18,400	27	25	0.39	0.28	31,500	18,200	19	20
Rifle	0.00	0.00	0	0	0	0	0.00	0.00	0	0	0	0
Rowing	0.42	0.51	28,300	12,300	27	6	0.46	0.71	26,700	13,000	36	6
Skiing	0.48	0.15	24,200	5,000	11	4	0.48	0.15	24,200	5,000	9	4
Soccer	0.42	0.34	30,000	13,600	23	65	0.46	0.32	24,200	13,400	20	58
Softball	0.00	0.00	0	0	0	0	0.38	0.35	24,600	12,400	16	47
Squash	0.70	0.10	21,500	16,300	12	3	0.70	0.10	24,200	16,300	13	3
Swimming and Diving	0.40	0.30	32,300	13,700	14	23	0.38	0.24	32,500	14,800	17	26
Synchronized Swimming	0.00	0.00	0	0	0	0	0.75	0.00	37,900	0	17	1
Tennis	0.37	0.33	21,300	11,400	10	60	0.36	0.33	22,400	11,400	10	61
Track & Field, X-Country	0.39	0.35	24,100	16,900	20	48	0.38	0.39	23,000	16,400	19	49
Volleyball	0.35	0.38	16,700	7,000	13	12	0.46	0.31	23,100	11,100	12	63
Wrestling	0.37	0.35	25,900	11,200	17	10	0.00	0.00	0	0	0	0
Other Varsity Sports	0.40	0.15	20,300	9,000	10	9	0.44	0.23	23,500	21,100	15	13

APPENDIX A

GLOSSARY

Direct Game

Expenses: This expense category includes those expenses directly related to game competition – Team Travel, Contract Services, Equipment, Uniforms and Supplies.

Division I-A: In accordance with NCAA bylaws, the group includes those institutions that play at least 60 percent of their regular-season football games against other Division I-A institutions. All but four basketball games (both men's and women's programs) must be against other Division I teams. Seven men's and seven women's, or alternatively six men's and eight women's sports must be sponsored. There are also requirements for attendance, scheduling and financial aid.

Division I-AA: These institutions must play more than 50 percent of their regular-season football games against Division I-A or I-AA institutions. All but four basketball games (both men's and women's programs) must be against other Division I teams. Seven men's and seven women's, or alternatively six men's and eight women's sports must be sponsored. There are also requirements for scheduling and financial aid.

Division

I-AAA: This group of institutions does not sponsor football. Other requirements are identical to those of Divisions I-A and I-AA.

Division II: For Division II institutions, at least 50 percent of all football games must be played against Division I-A, I-AA or II teams. At least 50 percent of all basketball games (both men's and women's programs) must be played against Division I or II members. At least four men's and four women's sports must be sponsored. There are not attendance, scheduling or financial-aid requirements.

Division III: For these institutions, more than 50 percent of all football games must be played against Division III teams or nonmembers who grant financial aid on need only. More than 50 percent of all men's basketball games must be against Division III teams or nonmembers who grant financial aid on need only. At least four men's and four women's sports must be sponsored. There are no attendance, scheduling or financial aid requirements.

FTE: Full-time equivalent; based upon time devoted to the activity. For example, a coach devoting one-half time to a particular sport would be .50 FTE.

Institutional support:

This item includes direct transfers of administrative funds by the institution to the athletics programs. Indirect support, such as housing and food services provided by the institution, are not necessarily included.

Net operating results:

Total revenues less total operating expenses.

- Object of expenditure:** Respondents were provided 11 itemized classifications of expenditures, such as grants-in-aid, salaries, travel, etc. These are summarized in Tables 2.3, 3.1, and 4.1.
- Operating expenses:** Operating expenses include the use of cash or other assets in generating revenues. Debt service and replacement of facilities should not be included.
- Private institutions:** See "Public institutions."
- Public institutions:** Respondents were asked to designate their institutions as either public or private institutions. This term generally implies that a significant portion of an institution's financial support is from the public sector.
- Revenues:** Revenues as used in this report include more than the traditional receipt of funds from the sale of goods or services. Included are virtually all sources of cash, such as alumni contributions and governmental and institutional support.



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