

## The University of Virginia Athletics Department

relies primarily on NCAA and conference distributions, ticket sales and student fees to fund its annual budget. Additionally, it relies on private support each year for scholarships, the academic affairs program, summer school and operations that provide student-athletes the opportunity to achieve academic and athletic excellence.

The Virginia Athletics Foundation (VAF) is the fund-raising organization of Virginia Athletics and provides a way for individuals to assist talented student-athletes in receiving a quality education and competitive athletics experience.

- The Virginia Athletics Foundation was able to provide \$12,142,500 in scholarships for student-athletes during the 2008-09 academic year—fully-funding each program to the maximum allowed by NCAA rules.
- The staff concentrated their fund-raising efforts in several areas:
  - *2008 Annual Campaign*
  - *The Endowment*
  - *Davenport Field Renovation Project*
  - *Cavaliers for Life*—a program that encourages student-athlete alumni to give back, allowing current and future student-athletes the same educational and athletic opportunities they experienced.
- Donor commitments for suite leases continue to be sold out with a waiting list in all three venues: baseball, basketball and football. All revenue generated from the suites is currently committed to debt service for facility construction.

### Virginia Athletics Department Financials

2008-09 Revenues and Expenses (unaudited)  
July 1, 2008 – June 30, 2009 (Academic Year)

#### REVENUES

Student Fees .....	\$11,874,202
Virginia Athletics Foundation Scholarship Support .....	\$11,584,061
NCAA and ACC Conference Distributions .....	\$10,840,662
Football Ticket Sales/Guarantees (home and away).....	\$10,387,826
Gifts: "Friends Of" and Other .....	\$4,021,157
Corporate Sponsorships .....	\$3,008,171
Smith Center Suite Leases .....	\$2,808,764
Men's Basketball Ticket Sales .....	\$2,541,482
Virginia Athletics Foundation Operational Support .....	\$1,719,586
Virginia Athletics Foundation Academic Affairs Support ..	\$1,200,232
Concessions.....	\$812,810
Endowment Income.....	\$626,277
Post Season Expense Allowances.....	\$548,497
Other Ticket Sales .....	\$498,405
Facility Rental.....	\$419,562
Licensing.....	\$322,649
Arena Fund-raising Support .....	\$284,165
Miscellaneous: Clinics, Entry Fees, Etc. ....	\$194,195
Interest Earned.....	\$12,787
<b>Total .....</b>	<b>\$63,705,491</b>

#### EXPENSES

Salaries & Wages .....	\$20,003,498
Scholarships.....	\$11,881,665
Contractual Services.....	\$9,007,930
Travel .....	\$5,125,382
Fringe Benefits.....	\$4,650,170
Debt Service.....	\$4,108,350
Supplies and Equipment.....	\$2,741,656
Continuous Charges .....	\$2,473,717
University Overhead and Contributions .....	\$2,416,644
<b>Total .....</b>	<b>\$62,409,013</b>
Net Transfer To (From) Reserves .....	\$322,540
Net .....	\$973,938



### In 2008-09:

- Contributions from 9,854 donors, including 2,147 new donors, totaled \$16,931,519 to the 2008 Annual Campaign.
- The endowment received \$686,144 from new commitments.
- Funding of \$1.5 million for the renovation of the softball facility was allocated.
- Capital support for the John Paul Jones Arena in the amount of \$12,823,912 was transferred to the athletics department.
- Various sports were the recipient of \$1,620,994 for capital improvements.
- Summer school funding for student-athletes cost \$1,198,695.
- More than 300 student-athletes personally thanked 4,253 donors for their contributions via phone calls and notecards during the annual Thank-a-Thon.
- Enthusiasm for the athletics program was fueled by 118 activities and events during the academic year.
- The annual campaign had contributions of just over \$2.3 million from 1,446 student-athlete alumni—representing 17.69% of all student-athlete alumni. There were 132 first-time donors.

**In 2008, the Foundation enjoyed a banner fund-raising year, exceeding its \$15.4 million fund-raising goal. In addition to the scholarships, the Foundation also supported the Academic Affairs program, summer school for student-athletes, the operational budgets for Olympic sports, and various facility renovations and upgrades.**

### Virginia Athletics Foundation

2008 Operating Revenues and Expenses (unaudited)  
January 1, 2008 to December 31, 2008

#### REVENUES

Annual commitments.....	\$14,759,595
"Friends Of" .....	\$1,550,321
Parking .....	\$603,713
Interest income .....	\$288,424
Endowment income distribution .....	\$2,854,352
Other revenue.....	\$17,960
V-Sabre and "V" license plate revenue.....	\$50,000
<b>Total .....</b>	<b>\$20,124,365</b>

#### EXPENSES

Personnel.....	\$2,221,128
General and administrative .....	\$475,038
Publications .....	\$403,008
Parking .....	\$377,061
Sponsored events.....	\$240,174
Development travel.....	\$182,758
Scholarships.....	\$11,093,933
"Friends Of" revenue transferred .....	\$1,415,252
Athletics operational support .....	\$2,303,685
Academic Affairs support.....	\$1,172,202
Depreciation .....	\$18,915
Athletics marketing.....	\$142,847
<b>Total .....</b>	<b>\$20,046,001</b>

Athletic facilities funds transferred ..... \$14,220,823

#### FUND-RAISING EFFORTS NOT REFLECTED IN THESE FINANCIALS:

New commitments to the John Paul Jones Arena .....	\$652,841
Individual gifts designated for specific facility improvement projects.....	\$1,821,672
Individual gifts to the endowment.....	\$881,060