Division II is a collection of more than 300 NCAA colleges and universities that provide thousands of student-athletes the opportunity to earn athletics scholarships and compete at a high level while excelling in the classroom and fully engaging in the broader campus experience.

This booklet is designed to help athletics directors and other athletics department staff tout the benefits of Division II membership to both internal and external audiences.

For more information about Division II, visit www.NCAA.org/D2.
Characteristics of Division II institutions

- Division II spans from New England to Hawaii, from Florida to Alaska, from Texas to Minnesota and from the Carolinas to California.
- Division II is the only NCAA division with schools in Alaska (Anchorage and Fairbanks), Puerto Rico (Bayamon, Mayaguez and Rio Piedras) and Canada (Simon Fraser).
- Division II’s access ratio to NCAA championships is the best of the three divisions, with at least one of every 8.3 athletes enjoying postseason competition annually (even more in some sports).
- Division II believes in a balanced approach that integrates athletics into the college experience and allows students to focus fully on their academic pursuits and participate in other campus and community activities.

In a recent survey of current Division II athletes, 95 percent of them said they would recommend a Division II experience to a prospective student. A similar percentage (93 percent) of athletes 10 years removed from their DII athletics experience said they would recommend Division II to a prospect. That represents an ongoing and lasting impact!
Division II offers high-level athletics competition

- Division II student-athletes are competitive, skilled and passionate about their sports.
- Coaches on the recruiting trail have found that prospects are attracted to the idea of becoming an All-American and competing for a national title – both of which are plentiful in Division II.
- Division II athletes receive ample national exposure, including 22 regular-season and postseason football games, 36 regular-season men’s and women’s basketball games, six nationally televised postseason basketball games and 10 regular-season games in other sports. Nearly all other championships are streamed live on NCAA.com.
- Division II athletics events are held in intimate and family-friendly settings. Division II athletes can be highly regarded for their athletics ability – so much so that when they return to campus years later, people will know who they are.

“I love it when you see hard work and preparation come together and create success in whatever athletics endeavor that is. That’s really where student-athletes feel that pride and that sense of accomplishment, and that’s what’s going to propel them down the road in their lives because they know how much it took for them to achieve, and they see those two things meet and all of a sudden they’re standing on the podium, and it doesn’t get any better than that.”

Cherie Swarthout, Director of Athletics, Queens University of Charlotte
Division II means access to NCAA championships

- Division II sponsors and fully funds 25 national championships – 12 in men’s sports and 13 in women’s sports – that annually give the nearly 14,000 student-athletes who participate in them the experience of a lifetime.

- Of the three divisions, Division II provides its athletes with the most access to championships competition (one championships opportunity for every 8.3 athletes in highly sponsored sports such as basketball, volleyball and track; the ratio is even higher in sports like lacrosse and field hockey).

- Most Division II championships have large brackets, which means there are several berths for each of the division’s eight competition regions.

- Division II is the only NCAA division that conducts “National Championships Festivals,” Olympic-style events in which a number of national championships are held at a single site over a period of several days.

“You’re playing the sport because you love it, and you’re not in it for yourself or for proving that you are the superstar. Everyone is chipping in something to be a part of the team, which makes for strong and often lifelong relationships among Division II student-athletes.”

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Pennie Parker, Director of Athletics, Rollins College
Division II students achieve academic excellence

Division II's academic philosophy calls for a comprehensive program of learning and development in a personal setting. Graduation rates indicate the model's success, as student-athletes graduate at rates about 6 percentage points higher than their student body counterparts. Also, Division II established an “Academic Success Rate” in 2006, which, unlike the federal graduation rate, measures graduation outcomes for athletes who are not receiving athletically related financial aid (it also includes transfers and mid-year enrollees).

<table>
<thead>
<tr>
<th>Category</th>
<th>Student body Federal rate</th>
<th>Student-athlete Federal rate</th>
<th>ASR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Division II overall</td>
<td>49%</td>
<td>55%</td>
<td>72%</td>
</tr>
<tr>
<td>Division II men</td>
<td>45%</td>
<td>48%</td>
<td>64%</td>
</tr>
<tr>
<td>Division II women</td>
<td>53%</td>
<td>65%</td>
<td>85%</td>
</tr>
</tbody>
</table>

DID YOU KNOW?

Division II colleges and universities accommodate more first-generation students than any other division. Among a recent sample of approximately 20,000 college athletes, 16 percent of Divisions I and III reported being first-generation college students, while 24 percent of Division II student-athletes reported first-generation status.
Division II means achieving balance

- Division II shapes student-athletes who graduate with the skills and knowledge to be productive citizens.
- Division II students are able to play sports, be integrated in campus life, do well in the classroom and graduate with distinction. They are able to have a much more well-rounded experience, because their seasons don't last all year long.
- Division II students have an excellent opportunity to be highly skilled and highly decorated athletes, but the balanced approach allows them to become marketable in their career because they’ll have time to focus on their academic pursuits, their grades, their internships, and whatever else it takes to prepare themselves for life after graduation.
- Division II athletics programs actively engage with their communities, which helps drive attendance at athletics contests, fosters relationships between student-athletes and community members, and develops more of a shared civic experience. Community engagement also strengthens the bond among teammates and fosters individual and personal growth.

“We want to help them find and discover their passion for what they want to do for the rest of their lives. If we can give them a once-in-a-lifetime experience here athletically and walk them out the door with a degree, but then also a direction where they want to take that life and they can look back and say that their athletics experience helped them get to where they are 10 years, 15 years, 20 years later, that’s what we want.”

Josh Looney, Director of Athletics, Missouri Western State University
Division II is affordable

- Rather than being financially self-sustaining, almost all Division II programs are funded through the institution itself, just like other departments of the college or university.

- Division II’s “partial scholarship” model for financial aid helps keep athletics budgets more in line with the institution’s bottom line. It costs Division II schools less than half as much to sponsor a competitive athletics program as it does in Division I (see accompanying chart).

- The median expense for Division II athletics departments with football is roughly $6.5 million, while that figure is about $17 million for Division I Football Championship Subdivision programs and about $71 million for programs in the Division I Football Bowl Subdivision.

- Even when applying generated revenues against total expenses, the median institutional subsidy to balance the athletics budget in Division I is more than $14 million (FBS) and $12 million (FCS). The subsidy in Division II is about $5.5 million for schools with football and $4.5 million for schools without.

- A recent study demonstrated that a school moving from Division II to Division I experienced an average increase in athletics spending of $3.7 million each year. Only $500,000, on average, was offset by new revenue (tickets, media, agreements, donors, NCAA distribution, sponsorships). That means a reclassifying school would have to generate $3.2 million each year from other sources of funding (for example, increased student fees, state government support, transfer of funds from other campus departments).

### MEDIAN NET OPERATING RESULTS

<table>
<thead>
<tr>
<th></th>
<th>Football Bowl Subdivision</th>
<th>Football Championship Subdivision</th>
<th>DI Schools Without Football</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Division I</strong></td>
<td>$52,845,000</td>
<td>$4,492,000</td>
<td>$2,842,000</td>
</tr>
<tr>
<td><strong>Division II</strong></td>
<td>$770,000</td>
<td>$397,000</td>
<td>$335,000</td>
</tr>
<tr>
<td><strong>Division III</strong></td>
<td>$335,000</td>
<td>$165,000</td>
<td>$165,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Schools With Football</th>
<th>Schools Without Football</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Generated Revenues</strong></td>
<td>$52,845,000</td>
<td>$335,000</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$71,689,000</td>
<td>$3,689,000</td>
</tr>
<tr>
<td><strong>Net Generated Revenue</strong></td>
<td>-$14,407,000</td>
<td>-$3,611,000</td>
</tr>
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</table>
As the leader of the athletics department, you’re proud of the growth and development opportunities you afford your student-athletes. But some people who don’t understand Division II as well as you do think that the Division II experience is somehow lesser than others in the collegiate sports menu. Here are some suggestions from Division II ADs regarding how to refute the myths:

The myths and the misperceptions out there, whether they come from internal stakeholders or from external audiences, are almost always because of a lack of information. And they can sound defensive, but I am never defensive when I address them. What I do is talk about providing a first-class experience for our student-athletes. That’s what we’re in this to accomplish.

Daron Montgomery, Director of Athletics, Saint Anselm College

We’re always asked to distinguish Division II from Division I. It doesn’t matter whether you’re new to the division or you’ve been in Division II for many years. What we’ve done at Le Moyne is to sit down as a staff and determine what our own distinguishing attributes and characteristics are. I would advise anyone just joining the division to build within your department that uniform culture of communication about what you represent as a Division II institution.

Matt Bassett, Assistant Vice President and Director of Athletics, Le Moyne College

When I talk to prospects and their families about what they’ll experience at our institution, I emphasize the student aspect. I talk about the regional focus, the reduced travel and missed class time. Our student-athletes have the ability to do both – being a student and an athlete – very well in Division II. In addition, our partial scholarship model gives us an advantage in several sports. In many cases depending upon your university, you can put together a financial aid package that is superior to the equivalency a prospect might receive at a Division I school.

Debbie DeJong, Director of Athletics and Recreation, Long Island University/LIU Post

When you talk about the athletics experience in Division II, reiterate what the potential outcomes are. At the so-called Division I mid-majors, prospects probably will be competing for conference championships, whereas in Division II, they’ll be contending for national championships.

We as Division II leaders are incredible. We do the same amount of work as our counterparts in Division I and are subject to the same kinds of expectations, yet we do all of this typically with fewer resources and staff. We’re in the business of developing young people, and that doesn’t change at whatever level you serve – that’s our responsibility. At the end of the day, we’re preparing students for life after college.

Sherie Gordon, Director of Athletics, Albany State University (Georgia)

Brad Wachler, Vice President of Intercollegiate Athletics, Lindenwood University