THE DIVISION III ATHLETICS ENTERPRISE: OPPORTUNITIES AND CHALLENGES
Definition of an Enterprise

• A unit of economic organization or activity.
• A systematic purposeful activity.
Introduction

1. The current state of the Division III athletics enterprise.
   - Opportunities.
   - Enrollment, teams, rosters, recruiting classes.
   - Athletics finance.
   - Stresses and imbalances.
Introduction

2. A Response.

• What can be done, if anything, to mitigate negative outcomes, stresses and imbalances?

• National, conference, campus perspectives.
Percent Increase/Decrease in Enrollment Last Five Years

-8%  -6%  -4%  -2%  0%  2%  4%  6%  8%

Overall  Private  Public

Student-Athletes  Student-Body
## Percent Student-Athletes

<table>
<thead>
<tr>
<th></th>
<th>Public Institutions</th>
<th>Private Institutions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall</td>
<td>8%</td>
<td>27%</td>
</tr>
<tr>
<td>Women</td>
<td>6%</td>
<td>19%</td>
</tr>
<tr>
<td>Men</td>
<td>10%</td>
<td>42%</td>
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Number of Teams Added Last Five Years

- W's Track: Roster 26
- M's Track: Roster 30
- W's Lacrosse: Roster 20
- M's Lacrosse: Roster 34
- Football: Roster 102
- Baseball: Roster 35
Number of Teams with Larger than Average Roster Sizes

- Baseball: Roster >102
- Football: Roster >28
- Men's Soccer: Roster >28
- Women's Soccer: Roster >25
- Women's Track: Roster >26
- Women's Volleyball: Roster >16
Number of Teams with the Largest Recruiting Classes

- **Baseball**: Class 52 to 138
- **Football**: Class 17 to 35
- **Men's Lacrosse**: Class 15 to 34
- **Men's Track**: Class 9 to 19
- **Women's Lacrosse**: Class 14 to 30
- **Women's Track**: Class 17 to 38
Increases in Expenses Last Five Years

Institution Expenses

-50% -40% -30% -20% -10% 0% 10% 20% 30% 40% 50%

Public
Private

Avg. $139M
Avg. $57M

Athletics Expenses

Avg. $3M
Avg. $3.2M

Public
Private

$139M $57M $3M $3.2M
Increases in Athletics Expenses Last Five Years

- Overall Expenses: 2016 Avg. $3.2M
- Head Coach Compensation
- Assistant Coaches Compensation: Personnel 49% of Overall Expenses
- Administrative Staff Compensation
- Game Expenses: 2016 Avg. $91K
- Travel: 2016 Avg. $380K

Overall Expenses: 49% of Personnel

2016
Avg.
$3.2M
The Typical Division III Athletics Department

411
Student-Athletes

19
Sports

4
Administrators

60
Coaches

3
Athletic Trainers
PANELIST REMARKS
Key Takeaways

Overall enrollment decreases while number of student-athletes increases.

Significant proportion of students are student-athletes.

Most teams added: Men’s and Women’s Lacrosse.
Key Takeaways

- Maximization of roster sizes and recruiting classes.
- Increases in athletics expenses.
- Imbalance between number of student-athletes and support staff.
Key Takeaways

Personnel hiring pressures.

Gender equity awareness.

Recruiting and roster management pressures.
Roundtable Discussion

1. How closely does the landscape we’ve presented align with the reality on your campus? How closely does it align with the Division III Philosophy Statement?

2. What can be done, if anything, to mitigate negative outcomes, stresses and imbalances? National, conference and campus perspectives should be considered.
Roundtable Discussion

Countdown Clock
10 Minutes
Roundtable Discussion

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QUESTIONS AND FEEDBACK