School Info

We agree to release the institution's data to the conference: Yes

Institutional Contacts:

Primary Contact Person: Laurie Turner Phone: 2535357361 CEO: Allan Belton University CFO: Allan Belton Auditors: Title: Director of Athletics Email: turnerll@plu.edu CEO Email: allan.belton@plu.edu University CFO Email: allan.belton@plu.edu AUP Report Date:

Classification & Conference:

NCAA Primary Division: III Athletic Conference: Northwest Conference

Undergraduates by Gender:

	Number	Percent
Male Undergraduates:	987	36.7%
Female Undergraduates:	1,703	63.3%
Total Undergraduates:	2,690	

Sports Sponsorship:

Sport	Men's Teams Only	Women's Teams Only	Mixed Teams
Baseball	Х		
Basketball	Х	Х	
Beach Volleyball			
Bowling			
Cross Country	Х	Х	
Equestrian			
Fencing			
Field Hockey			
Football	Х		
Golf	Х	Х	
Gymnastics			

Sport	Men's Teams Only	Women's Teams Only	Mixed Teams
Ice Hockey			
Lacrosse			
Rifle			
Rowing		Х	
Rugby			
Skiing			
Soccer	Х	Х	
Softball		Х	
Swimming and Diving	Х	Х	
Tennis	Х	Х	
Track, Indoor	Х	Х	
Track, Outdoor	Х	Х	
Triathlon			
Volleyball		Х	
Water Polo			
Wrestling			
Others			
Totals	10	11	0

		Nevenue/Lypense Summary
ID	Item	Amount Definition
Rev	penues	
1	Ticket Sales	\$24,130 Input revenue received for sales of admissions to athletic events. This may include:
		• Public and faculty sales.
		• Student sales
		• Shipping and Handling fees.
		Please report amounts paid in excess of ticket's face value to obtain preferential seating or priority in Category 8 (Contributions).
2	Direct State or Other Government Support	\$0 Input state, municipal, federal and other appropriations made in support of athletics.
		This amount includes funding specifically earmarked for the athletics department by government agencies for which the institution cannot reallocate.
		Any state or other government support appropriated to the university, for which the university determines the dollar allocation to the athletics department shall be reported in Direct Institutional Support (Category 4).
3	Student Fees	\$0 Input student fees assessed and restricted for support of intercollegiate athletics.
4	Direct Institutional Support	\$2,756,444 Input direct funds provided by the institution to athletics for the operations of intercollegiate athletics including:
		• Unrestricted funds allocated to the athletics department by the university (e.g. state funds, tuition, tuition discounts/waivers, transfers)
		• Federal work study support for student workers employed by athletics.
		• Endowment unrestricted income, spending policy distributions and other investment income distributed to athletics in the reporting year to support athletic operations. Athletics restricted endowment income for athletics should be reported in Category 17.

Revenue/Expense Summary

ID	Item	Amount	Definition
5	Less - Transfers to Institution	\$0	If the institution allocated funds to athletics as represented in Categories 3-4 and the athletics department provided a transfer of funds back to the institution in the reporting year, report the transfer amount as a negative in this category. The transfer amount may not exceed the total of Categories 3-4. Transfers back to the institution in excess of Categories 3-4 should be reported in Category 50 - excess transfers to institution.
6	Indirect Institutional Support	\$660,824	 Input value of costs covered and services provided by the institution to athletics but <u>not charged</u> to athletics including: Administrative services provided by the university to athletics but not charged such as HR, Accounting and IT. Facilities maintenance. Security. Risk Management. Utilities. Do not include depreciation.
			Note: This category should equal Category 36. If the institution is paying for debt service, leases, or rental fees for athletic facilities, but not charging to athletics, include those amounts in Category 6A.
6A	Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees	\$0	Input debt service payments (principal and interest, including internal loan programs), leases and rental fees for athletics facilities for the reporting year provided by the institution to athletics but <u>not</u> <u>charged</u> to athletics.
			Do not report depreciation. Note: If the institution is paying for all athletic facilities debt service, lease and rental fees and not charging to athletics, this category will equal Category 34. If athletics or other entities are also paying these expenses or the institution is charging directly to athletics, this category will not equal Category 34.
7	Guarantees	\$6,400	Input revenue received from participation in away games.

ID	Item	Amount	Definition
8	Contributions		contributions provided <u>and</u> used by athletics in the reporting acluding:
		four	ounts received from individuals, corporations, associations, indations, clubs or other organizations designated for the rations of the athletics program.
		serv	ds contributed by outside contributors for the payment of debt ice, lease payments or rental fee expenses for athletic facilities he reporting year.
		• Am	ounts received above face value for tickets.
		Contri	butions shall include cash and marketable securities.
		Do no	report:
		• Plec	ges until funds are provided to athletics for use.
		• Con	tributions to be used in other reporting years.
9	In-Kind	\$1,150 Input a includ	narket value of in-kind contributions in the reporting year ing:
		• Dea	ler provided automobiles.
		• Equ	ipment.
		• Serv	vices.
		• Nut	ritional product.
			kind contributions that are made as a result of a licensing or or or brship agreement should be reported in Category 15.
		Please	offset in-kind values in the appropriate expense category.

ID	Item	Amount	Definition
10	Compensation and Benefits provided by a third party	\$0	Input all benefits provided by a third party and contractually guaranteed by the institution, but not included on the institution's W-2. These may include:
			• Car stipend.
			Country club membership.
			• Allowances for clothing, housing, entertainment.
			• Speaking fees.
			• Camps compensation.
			• Media income.
			• Shoe and apparel income.
			The total of this category should equal expense Categories 23 and 25 combined.
11	Media Rights	\$0	Input <u>all</u> revenue received for radio, television, internet, digital and e-commerce rights, including the portion of conference distributions related to media rights - if applicable.
			Consult with your conference offices if you do not have the media rights distribution amount available.
12	NCAA Distributions	\$60,973	Input revenues received from all NCAA distributions including NCAA championships reimbursements and payments received from the NCAA for hosting a championship.
			In some cases, NCAA distributions may be provided by the conference office. Consult with the conference office for the amount if you do not have it available and include in this category.
13	Conference Distributions (Non Media and Non Bowl)	\$1,142	Input all revenues received by conference distribution, excluding portions of distribution relating to media rights (reported in Category 11) or NCAA distributions (reported in Category 12).
			Note: Conference distributions of revenue generated by a post- season bowl to conference members should be recorded in this category. Distributions for reimbursement of post-season bowl expenses should be included in Category 19.

ID	Item	Amount	Definition
14	Program, Novelty, Parking and Concession	\$10,112	Input revenues from:
	Sales		• Game Programs.
			• Novelties.
			• Food and Concessions.
			• Parking.
			Advertising should be included in Category 15.
15	Royalties, Licensing, Advertisement and	\$4,910	Input revenues from:
	Sponsorships		• Sponsorships.
			• Licensing Agreements.
			• Advertisement.
			• Royalties.
			• In-kind products and services as part of sponsorship agreement.
			An allocation may be necessary to distinguish revenues generated by athletics versus the university if payments are combined.
16	Sports Camp Revenues	\$89,328	Input amounts received by the athletics department for sports camps and clinics.
17	Athletics Restricted Endowment and Investments Income	\$47,906	Please report <u>spending policy distributions</u> from athletics restricted endowments and <u>investment income used for athletics operations in</u> <u>the reporting year</u> .
			This category includes only restricted investment and endowment income used for the operations of intercollegiate athletics; institutional allocations of income from unrestricted endowments qualify as "Direct Institutional Support" and should be reported in Category 4.
			Note: Please make sure amounts reported are only up to the amount of expenses covered by the endowment for the reporting year.
18	Other Operating Revenue	\$0	Input any operating revenues received by athletics in the report year which cannot be classified into one of the stated categories.
			If the figure is greater than 10% of total revenues, please report the top three activities included in this category in the comments section.
19	Bowl Revenues	\$0	Input all amounts received related to participation in a post-season bowl game, including:
			• Expense reimbursements.
			• Ticket sales.

ID	Item	Amount	Definition
	Total Operating Revenues	\$4,121,415	Total of Categories 1-19.
Exp	penses		
20	Athletic Student Aid	\$0	Input the total amount of athletic student-aid for the reporting year including:
			• Summer school.
			• Tuition discounts and waivers (unless it is a discount or waiver available to the general student body).
			• Aid given to student-athletes who are inactive (medical reasons) or no longer eligible (exhausted eligibility).
			Athletics aid awarded to non-athletes (student-managers, graduate assistants, trainers) should be reported as Expenses Not Related to Specific Teams. It is permissible to report only dollars in the Expenses Not Related to Specific Teams row as long as you have reported non- zero entries for Equivalencies, Number of Students, and Dollars (all 3 required for at least one sport).
			Note: Pell grants are provided by the government, not the institution or athletics department, and therefore should be excluded from reporting in this category.
			This information can be managed within the NCAA's Compliance Assistance (CA) software. The information entered into compliance assistance will automatically populate to the athletic student aid section within the NCAA Financial Reporting System when the CA import feature is selected.
21	Guarantees	\$12,000	Input amounts paid to visiting participating institutions, including per diems and/or travel and meal expenses.
22	Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities	\$1,018,649	Input compensation, bonuses and benefits paid to all coaches reportable on the university or related entities W-2 and 1099 forms inclusive of:
			• Gross wages and bonuses.
			• Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation.
			Place any severance payments in Category 26.
			Note: Bonuses related to participation in a post-season bowl game should be included in Category 41.

Ι	D Item	Amount	Definition
2	3 Coaching Salaries, Benefits and Bonuses paid by a Third Party	\$0	Input compensation, bonuses and benefits paid to all coaches by a third party and contractually guaranteed by the institution, but not included on the institutions W-2 including:
			• Car stipend.
			Country club membership.
			• Allowances for clothing, housing, entertainment.
			• Speaking fees.
			Camps compensation.
			• Media income.
			• Shoe and apparel income.
			Expense Category 23 and 25 should equal Category 10.
			Note: Bonuses related to participation in a post-season bowl game should be included in Category 41.
2	4 Support Staff/ Administrative Compensation, Benefits and Bonuses paid by the	\$734,509	Input compensation, bonuses and benefits paid to all administrative and support staff reportable on the university or related entities (e.g. foundations or booster clubs) W-2 and 1099 forms inclusive of:
	University and Related		• Gross wages and bonuses.
	Entities		• Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation.
			Staff members responsible for the gender-specific athletics department, but not a specific sport (i.e., director of men's athletics), will have their compensation figures reported as Expenses Not Related to Specific Teams fields. Athletics department staff members who assist both men's and women's teams (sports information director, academic advisor) will be reported as Not Allocated by Gender column.

ID	Item	Amount	Definition
25	Support Staff/ Administrative Compensation, Benefits and Bonuses paid by Third Party	\$0	 Input compensation, bonuses and benefits paid to administrative and support staff by a third party and contractually guaranteed by the institution, but not included on the institutions W-2 including: Car stipend. Country club membership. Allowances for clothing, housing, entertainment. Speaking fees. Camps compensation.
			Media income.Shoe and apparel income.
			Expense Category 23 and 25 should equal Category 10.
26	Severance Payments	\$0	Input severance payments and applicable benefits recognized for past coaching and administrative personnel.
27	Recruiting	\$45,912	Input transportation, lodging and meals for prospective student- athletes and institutional personnel on official and unofficial visits, telephone call charges, postage and such. Include value of use of institution's own vehicles or airplanes as well as in-kind value of loaned or contributed transportation.
28	Team Travel	\$618,068	Input air and ground travel, lodging, meals and incidentals (including housing costs incurred during school break period) for competition related to preseason, regular season and non-bowl postseason. Amounts incurred for food and lodging for housing the team before a home game also should be included. Use of the institution's own vehicles or airplanes as well as in-kind value of donor-provided transportation.
			Note: Expenses related to post-season bowls should be included in Category 41.
29	Sports Equipment, Uniforms and Supplies	\$281,324	Input items that are provided to the teams only. Equipment amounts are those expended from current or operating funds. Include value of in-kind equipment provided.
			Note: Expenses related to post-season bowls should be included in Category 41.

ID	Item	Amount	Definition
30	Game Expenses	\$114,738	Input game-day expenses other than travel which are necessary for intercollegiate athletics competition, including officials, security, event staff, ambulance, etc. Input any payments back to the NCAA for hosting a tournament.
			Note: Expenses related to post-season bowls should be included in Category 41.
31	Fund Raising, Marketing and Promotion	\$49,722	Input costs associated with fund raising, marketing and promotion for media guides, brochures, recruiting publications and such.
32	Sports Camp Expenses	\$30,725	Input all expenses paid by the athletics department, including non- athletics personnel salaries and benefits, from hosting sports camps and clinics. Athletics personnel salaries and benefits should be reported in Categories 22-25.
33	Spirit Groups	\$7,450	Include support for spirit groups including bands, cheerleaders, mascots, dancers, etc.
			Note: Expenses related to post-season bowls should be included in Category 41.
34	Athletic Facilities Debt Service, Leases and Rental Fee	\$38,416	Input debt service payments (principal and interest, including internal loan programs), leases and rental fees for athletics facilities for the reporting year regardless of entity paying (athletics, institution or other).
			Do not report depreciation.
			Note: If the institution is paying for <u>all</u> debt service, leases, or rental fees for athletic facilities but not charging to athletics, this category should equal Category 6A. If athletics or other entities are paying these expenses or the institution is charging directly to athletics, this category will not equal Category 6A.
35	Direct Overhead and Administrative Expenses	\$0	Input overhead and administrative expenses <u>paid by or charged</u> <u>directly to athletics</u> including:
			 Administrative/Overhead fees charged by the institution to athletics. Facilities maintenance. Security. Risk Management.
			• Utilities.
			 Equipment Repair. Telephone
			Telephone.Other Administrative Expenses.

ID	Item	Amount	Definition
36	Indirect Institutional Support	\$660,824	Input overhead and administrative expenses NOT paid by or charged <u>directly to athletics</u> including:
			• Administrative/Overhead fees <u>not charged</u> by the institution to athletics.
			Facilities maintenance.
			• Security.
			• Risk Management.
			• Utilities.
			Equipment Repair.
			 Telephone. Other Administrative Expanses
			• Other Administrative Expenses.
			Do not report depreciation.
			Note: This category should equal Category 6.
37	Medical Expenses and Insurance	\$158,514	Input medical expenses and medical insurance premiums for student-athletes.
38	Memberships and Dues	\$30,650	Input memberships, conference and association dues.
39	Student-Athlete Meals (non-travel)	\$32,132	Include meal allowance and food/snacks provided to student- athletes.
			Note: Meals provided during team travel should be reported in Category 28.
40	Other Operating Expenses	\$79,424	Input any operating expenses paid by athletics in the report year which cannot be classified into one of the stated categories, including:
			• Non-team travel (conferences, etc.).
			 Team banquets and awards.
			If the figure is greater than 10% of total expenses, please report the top three activities included in this category in the comments section.
41	Bowl Expenses	\$0	Input all expenditures related to participation in a post-season bowl game, including:
			• Team travel, lodging and meal expenses.
			Bonuses related to bowl participation.
			• Spirit groups.
			• Uniforms.

ID	Item	Amount	Definition
	Total Operating Expenses	\$3,913,057 Total of Categories 20-41.	

Revenue/Expense Details

1 Ticket \$24,130 Input revenue received for sales of admissions to athletic events. This may include: Sales

- Public and faculty sales.
- Student sales
- Shipping and Handling fees.

Please report amounts paid in excess of ticket's face value to obtain preferential seating or priority in Category 8 (Contributions).

	Men's Teams Only Women's Teams Only Not Allocated by Gende		
Revenues by Source	Ticket Sales	Ticket Sales	Ticket Sales
Baseball			
Basketball	3,700	2,526	
Football	12,536		
Golf			
Rowing			
Soccer	1,705	1,940	
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball		1,723	
Others			
Subtotal All Teams	17,941	6,189	0
Revenue Not Related to Specific Teams			
Total Revenue	17,941	6,189	0

 2 Direct State or Other Government Support
 \$0 Input state, municipal, federal and other appropriations made in support of athletics.
 This amount includes funding specifically earmarked for the athletics department by government agencies for which the institution cannot reallocate.
 Any state or other government support appropriated to the university, for which the university determines the dollar allocation to the athletics department shall be reported in Direct Institutional Support (Category 4).

Revenues by Source	Men's Teams Only Direct State or Other Government Support	Women's Teams Only Direct State or Other Government Support	Not Allocated by Gender Direct State or Other Government Support
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X- Country			
Volleyball			
Others			
Subtotal All Teams	0	(0 0
Revenue Not Related to Specific Teams			
Total Revenue	0	(0 0

3 Student Fees \$0 Input student fees assessed and restricted for support of intercollegiate athletics.

	Men's Teams Only Women's Teams Only Not Allocated by Gender		
Revenues by Source	Student Fees	Student Fees	Student Fees
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball			
Others			
Subtotal All Teams	0		0 0
Revenue Not Related to Specific Teams	3		
Total Revenue	0		0 0

4	Direct	\$2,756,444 Input direct funds provided by the institution to athletics for the operations of
	Institutional	intercollegiate athletics including:
	Support	
		• Unrestricted funds allocated to the athletics department by the university (e.g. state funds, tuition, tuition discounts/waivers, transfers)
		• Federal work study support for student workers employed by athletics.
		• Endowment unrestricted income, spending policy distributions and other investment income distributed to athletics in the reporting year to support athletic operations. Athletics restricted endowment income for athletics should be reported in Category 17.

	Men's Teams Only	Women's Teams Only	Not Allocated by Gender
Revenues by Source	Direct Institutional Support	Direct Institutional Support	Direct Institutional Support
Baseball	142,741		
Basketball	134,527	129,980	
Football	347,321		
Golf	39,810	37,650	
Rowing		111,125	
Soccer	96,666	119,921	
Softball		125,538	
Swimming and Diving	56,563	71,462	
Tennis	36,630	36,630	
Track and Field, X-Country	85,428	85,428	
Volleyball		86,866	
Others			
Subtotal All Teams	939,686	804,600	0
Revenue Not Related to Specific Teams			1,012,158
Total Revenue	939,686	804,600	1,012,158

5 Less - \$0 If the institution allocated funds to athletics as represented in Categories 3-4 and the athletics department provided a transfer of funds back to the institution in the reporting year, report the transfer amount as a negative in this category. The transfer amount may not exceed the total of Categories 3-4. Transfers back to the institution in excess of Categories 3-4 should be reported in Category 50 - excess transfers to institution.

Revenues by Source	Men's Teams Only Less - Transfers to Institution	Women's Teams Only Less - Transfers to Institution	Not Allocated by Gender Less - Transfers to Institution
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball			
Others			
Subtotal All Teams	() () 0
Revenue Not Related to Specific Teams			
Total Revenue	() () 0

6 Indirect Institutional Support	\$660,824 Input value of costs covered and services provided by the institution to athletics but <u>not charged</u> to athletics including:
	 Administrative services provided by the university to athletics but not charged such as HR, Accounting and IT. Facilities maintenance.
	• Security.
	Risk Management.
	• Utilities.

Do not include depreciation.

Note: This category should equal Category 36. If the institution is paying for debt service, leases, or rental fees for athletic facilities, but not charging to athletics, include those amounts in Category 6A.

Revenues by Source	Men's Teams Only Indirect Institutional Support	Women's Teams Only Indirect Institutional Support	Not Allocated by Gender Indirect Institutional Support
Baseball	28,627		
Basketball	31,353	29,646	; ;
Football	88,400		
Golf	9,963	8,991	
Rowing		29,999	
Soccer	19,121	27,855	
Softball		27,702	
Swimming and Diving	14,598	14,598	
Tennis	8,991	8,991	
Track and Field, X-Country	20,777	20,777	
Volleyball		19,121	
Others			
Subtotal All Teams	221,830	187,680	0
Revenue Not Related to Specific Teams			251,314
Total Revenue	221,830	187,680	251,314

6A	Indirect Institutional	\$0 Input debt service payments (principal and interest, including internal loan
	Support - Athletic Facilities	programs), leases and rental fees for athletics facilities for the reporting
	Debt Service, Lease and	year provided by the institution to athletics but <u>not charged</u> to athletics.
	Rental Fees	
		Do not report depreciation.
		Note: If the institution is paying for all athletic facilities debt service, lease and rental fees and not charging to athletics, this category will equal
		Category 34. If athletics or other entities are also paying these expenses or
		the institution is charging directly to athletics, this category will not equal
		Category 34.

Revenues by Source	Men's Teams Only Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees	Women's Teams Only Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees	Not Allocated by Gender Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball			
Others			
Subtotal All Teams	0	0	0
Revenue Not Related to Specific Teams			
Total Revenue	0	0	0

7 Guarantees

\$6,400 Input revenue received from participation in away games.

	Men's Teams Only W	Vomen's Teams Only No	ot Allocated by Gender
Revenues by Source	Guarantees	Guarantees	Guarantees
Baseball			
Basketball	3,700	1,200	
Football			
Golf			
Rowing			
Soccer	1,500		
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball			
Others			
Subtotal All Teams	5,200	1,200	0
Revenue Not Related to Specific Teams	5		
Total Revenue	5,200	1,200	0

8 Contributions \$458,096 Input contributions **provided** <u>and</u> used by athletics in the reporting year including:

- Amounts received from individuals, corporations, associations, foundations, clubs or other organizations designated for the operations of the athletics program.
- Funds contributed by outside contributors for the payment of debt service, lease payments or rental fee expenses for athletic facilities in the reporting year.
- Amounts received above face value for tickets.

Contributions shall include cash and marketable securities.

Do not report:

- Pledges until funds are provided to athletics for use.
- Contributions to be used in other reporting years.

	•	Vomen's Teams Only No	•
Revenues by Source	Contributions	Contributions	Contributions
Baseball	33,281		
Basketball	29,211	16,818	
Football	62,159		
Golf	38,204	14,909	
Rowing		56,916	
Soccer	23,052	40,245	
Softball		18,803	
Swimming and Diving	17,388	17,140	
Tennis	2,470	6,300	
Track and Field, X-Country	17,052	17,052	
Volleyball		1,827	
Others			
Subtotal All Teams	222,817	190,010	0
Revenue Not Related to Specific Teams			45,269
Total Revenue	222,817	190,010	45,269

Reporting Institution: Pacific Lutheran University

9 In-Kind \$1,150 Input market value of in-kind contributions in the reporting year including:

- Dealer provided automobiles.
- Equipment.
- Services.
- Nutritional product.

All in-kind contributions that are made as a result of a licensing or sponsorship agreement should be reported in Category 15.

Please offset in-kind values in the appropriate expense category.

Revenues by Source	Men's Teams Only Wo In-Kind	men's Teams Only Not In-Kind	Allocated by Gender In-Kind
Baseball			
Basketball	200	200	
Football	750		
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball			
Others			
Subtotal All Teams	950	200	0
Revenue Not Related to Specific Teams			
Total Revenue	950	200	0

- 10 Compensation and Benefits provided by a third party and contractually guaranteed by the institution, but not included on the institution's W-2. These may include:
 - Car stipend.
 - Country club membership.
 - Allowances for clothing, housing, entertainment.
 - Speaking fees.
 - Camps compensation.
 - Media income.
 - Shoe and apparel income.

The total of this category should equal expense Categories 23 and 25 combined.

Revenues by Source	Men's Teams Only Compensation and Benefits provided by a third party	Women's Teams Only Compensation and Benefits provided by a third party	Not Allocated by Gender Compensation and Benefits provided by a third party
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X- Country			
Volleyball			
Others			
Subtotal All Teams	0	0	0
Revenue Not Related to Specific Teams			
Total Revenue	0	0	0

11 Media Rights \$0 Input <u>all</u> revenue received for radio, television, internet, digital and e-commerce rights, including the portion of conference distributions related to media rights - if applicable.

Consult with your conference offices if you do not have the media rights distribution amount available.

	÷		y Not Allocated by Gender
Revenues by Source	Media Rights	Media Rights	Media Rights
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball			
Others			
Subtotal All Teams	0		0 0
Revenue Not Related to Specific Teams	5		
Total Revenue	0		0 0

12 NCAA \$60,973 Input revenues received from all NCAA distributions including NCAA championships Distributions ns In some cases, NCAA distributions may be provided by the conference office. Consult with the conference office for the amount if you do not have it available and include in this category.

Revenues by Source	Men's Teams Only Women's Teams Only NCAA Distributions NCAA Distributions	•
Baseball		
Basketball		
Football		
Golf	4,476	
Rowing	11,659	
Soccer	8,490	
Softball		
Swimming and Diving		
Tennis		
Track and Field, X-Country	2,016 1,008	
Volleyball		
Others		
Subtotal All Teams	6,492 21,157	0
Revenue Not Related to Specific Team	15	33,324
Total Revenue	6,492 21,157	33,324

13	Conference	\$1,142 Input all revenues received by conference distribution, excluding portions
	Distributions (Non	of distribution relating to media rights (reported in Category 11) or NCAA
	Media and Non Bowl)	distributions (reported in Category 12).
		Note: Conference distributions of revenue generated by a post-season bowl to conference members should be recorded in this category. Distributions for reimbursement of post-season bowl expenses should be included in Category 19.

Revenues by Source	Men's Teams Only Conference Distributions (Non Media and Non Bowl)	Women's Teams Only Conference Distributions (Non Media and Non Bowl)	Not Allocated by Gender Conference Distributions (Non Media and Non Bowl)
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X- Country			
Volleyball			
Others			
Subtotal All Teams	0	0	0
Revenue Not Related to Specific Teams			1,142
Total Revenue	0	0	1,142

14 Program, Novelty, Parking and Concession Sales \$10,112 Input revenues from:

- Game Programs.
- Novelties.
- Food and Concessions.
- Parking.

Advertising should be included in Category 15.

Revenues by Source	Men's Teams Only Program, Novelty, Parking and Concession Sales	Women's Teams Only Program, Novelty, Parking and Concession Sales	Not Allocated by Gender Program, Novelty, Parking and Concession Sales
Baseball			
Basketball	1,758	1,758	
Football	4,838		
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X- Country			
Volleyball		1,758	
Others			
Subtotal All Teams	6,596	3,516	0
Revenue Not Related to Specific Teams			
Total Revenue	6,596	3,516	0

 15 Royalties, Licensing, Advertisement and Sponsorships
 Sponsorships.
 Licensing Agreements.

- Advertisement.
- Royalties.
- In-kind products and services as part of sponsorship agreement.

An allocation may be necessary to distinguish revenues generated by athletics versus the university if payments are combined.

Revenues by Source	Men's Teams Only Royalties, Licensing, Advertisement and Sponsorships	Women's Teams Only Royalties, Licensing, Advertisement and Sponsorships	Not Allocated by Gender Royalties, Licensing, Advertisement and Sponsorships
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X- Country			
Volleyball			
Others			
Subtotal All Teams	0) (0 0
Revenue Not Related to Specific Teams			4,910
Total Revenue	0) (9 4,910

16 Sports Camp
Revenues\$89,328 Input amounts received by the athletics department for sports camps and
clinics.

	Men's Teams Only	Women's Teams Only	Not Allocated by Gender
Revenues by Source	Sports Camp Revenues	Sports Camp Revenues	Sports Camp Revenues
Baseball			
Basketball	8,381	1 8,070	
Football	4,422	2	
Golf			
Rowing			
Soccer		6,734	
Softball		7,941	
Swimming and Diving	7,322	2 7,322	,
Tennis			
Track and Field, X-Country			
Volleyball		39,136	
Others			
Subtotal All Teams	20,125	5 69,203	0
Revenue Not Related to Specific Teams			
Total Revenue	20,125	5 69,203	0

1'	7 Athletics Restricted Endowment and Investments Income	\$47,906 Please report <u>spending policy distributions</u> from athletics restricted endowments and <u>investment income used for athletics operations in the</u> <u>reporting year</u> .
		This category includes only restricted investment and endowment income <u>used</u> for the operations of intercollegiate athletics; institutional allocations of income from unrestricted endowments qualify as "Direct Institutional Support" and should be reported in Category 4.
		Note: Please make sure amounts reported are only up to the amount of expenses covered by the endowment for the reporting year.

Revenues by Source	Men's Teams Only Athletics Restricted Endowment and Investments Income	Women's Teams Only Athletics Restricted Endowment and Investments Income	Not Allocated by Gender Athletics Restricted Endowment and Investments Income
Baseball			
Basketball	1,400	1,400	
Football	583		
Golf			
Rowing		3,625	
Soccer		1,013	
Softball			
Swimming and Diving			
Tennis	2,666		
Track and Field, X- Country			
Volleyball			
Others			
Subtotal All Teams	4,649	6,038	0
Revenue Not Related to Specific Teams			37,219
Total Revenue	4,649	6,038	37,219

18 Other Operating
Revenue\$0 Input any operating revenues received by athletics in the report year which cannot
be classified into one of the stated categories.

If the figure is greater than 10% of total revenues, please report the top three activities included in this category in the comments section.

	Men's Teams Only	Women's Teams Only	Not Allocated by Gender	
Revenues by Source	Other Operating Revenue	Other Operating Revenue	Other Operating Revenue	
Baseball				
Basketball				
Football				
Golf				
Rowing				
Soccer				
Softball				
Swimming and Diving				
Tennis				
Track and Field, X-Country				
Volleyball				
Others				
Subtotal All Teams	() 0	(
Revenue Not Related to Specific Teams				
Total Revenue	() 0	(

Reporting Institution: Pacific Lutheran University

19Bowl
Revenues\$0 Input all amounts received related to participation in a post-season bowl game,
including:

- Expense reimbursements.
- Ticket sales.

	Men's Teams Only Women's Teams Only Not Allocated by Gender				
Revenues by Source	Bowl Revenues	Bowl Revenues	Bowl Revenues		
Baseball					
Basketball					
Football					
Golf					
Rowing					
Soccer					
Softball					
Swimming and Diving					
Tennis					
Track and Field, X-Country					
Volleyball					
Others					
Subtotal All Teams	0		0 0		
Revenue Not Related to Specific Teams	S				
Total Revenue	0		0 0		

Total Operating Revenues

\$4,121,415 Total of Categories 1-19.

	Men's Teams Only	Women's Teams Only	Not Allocated by Gender	
Revenues by Source	Total Operating Revenues	Total Operating Revenues	Total Operating Revenues	
Baseball	204,649			
Basketball	214,230	191,598		
Football	521,009			
Golf	92,453	61,550		
Rowing		213,324		
Soccer	142,044	206,198		
Softball		179,984		
Swimming and Diving	95,871	110,522		
Tennis	50,757	51,921		
Track and Field, X-Country	125,273	124,265		
Volleyball		150,431		
Others				
Subtotal All Teams	1,446,286	1,289,793	0	
Revenue Not Related to Specific Teams			1,385,336	
Total Revenue	1,446,286	1,289,793	1,385,336	

20 Athleti Studen						ar	
Aid	t Amouni	Summer school.					
			 Tuition discounts and waivers (unless it is a discount or waiver available to the general student body). 				
		 Aid given to student-athletes who are inactive (medical reasons) or no longer eligible (exhausted eligibility). 					
		Athletics aid awarded to non-athletes (student-managers, graduate assistants, trainers) should be reported as Expenses Not Related to Specific Teams. It is permissible to report only dollars in the Expenses Not Related to Specific Teams row as long as you have reported non- zero entries for Equivalencies, Number of Students, and Dollars (all 3 required for at least one sport).					
	Note: Pell grants are provided by the government, not the institution or athletics department, and therefore should be excluded from reporting in this category.						
		This information can be managed within the NCAA's Compliance Assistance (CA) software. The information entered into compliance assistance will automatically populate to the athletic student aid section within the NCAA Financial Reporting System when the CA import feature is selected.					
	Total Equivalencies Awarded	0					
	Total Students Receiving Aid	0					
			Male Athlete	Scholarships			
Spo	rt Athletic A Equivalency		Exhausted Eligibility or Medical Equivalency (B)	Total Equivalencies Awarded in 2016-2017 (A+B)	Number of Students Receiving Athletic Aid	Total Dollar Amount	
Baseball			· · · · · · · · · · · · · · · · · · ·				
Basketball							
Football							
Golf							
Soccer							

Soccer

Sport	Athletic Aid Equivalency (A)	Exhausted Eligibility or Medical Equivalency (B)	Total Equivalencies Awarded in 2016-2017 (A+B)	Number of Students Receiving Athletic Aid	Total Dollar Amount
Swimming and Diving					
Tennis					
Track and Field, X-Country					
Expenses Not Related to Specific Teams					
Totals	0	0) () 0	0
		Female Athlete	e Scholarships		
Sport	Athletic Aid Equivalency (A)	Exhausted Eligibility or Medical Equivalency (B)	Total Equivalencies Awarded in 2016-2017 (A+B)	Number of Students Receiving Athletic Aid	Total Dollar Amount
Basketball		(_)			
Golf					
Rowing					
Soccer					
Softball					
Swimming and Diving					
Tennis					
Track and Field, X-Country					
Volleyball					
Expenses Not Related to Specific Teams					
Totals	0	() () 0	0

Not Allocated by Gender Scholarships

Sport	Athletic Aid Equivalency (A)	Exhausted Eligibility or Medical Equivalency (B)	Total Equivalencies Awarded in 2016-2017 (A+B)	Number of Students Receiving Athletic Aid	Total Dollar Amount
Expenses Not Related to Specific Teams					
Totals	0		0 0) 0	0

21 Guarantees \$12,000 Input amounts paid to visiting participating institutions, including per diems and/or travel and meal expenses.

	Men's Teams Only Women's Teams Only Not Allocated by Gender							
Expenses by Object of Expenditure	Guarantees	Guarantees	Guarantees					
Baseball								
Basketball	10,000	2,000						
Football								
Golf								
Rowing								
Soccer								
Softball								
Swimming and Diving								
Tennis								
Track and Field, X-Country								
Volleyball								
Others								
Subtotal All Teams	10,000	2,000	0					
Expenses Not Related to Specific Teams								
Total Expenses	10,000	2,000	0					

23 Coaching Salaries, Benefits and

Bonuses paid by a Third Party

22 Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities
\$1,018,649 Input compensation, bonuses and benefits paid to all coaches reportable on the university or related entities W-2 and 1099 forms inclusive of:
Gross wages and bonuses.
Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation.

Place any severance payments in Category 26.

Note: Bonuses related to participation in a post-season bowl game should be included in Category 41.

- \$0 Input compensation, bonuses and benefits paid to all coaches by a third party and contractually guaranteed by the institution, but not included on the institutions W-2 including:
 - Car stipend.
 - Country club membership.
 - Allowances for clothing, housing, entertainment.
 - Speaking fees.
 - Camps compensation.
 - Media income.
 - Shoe and apparel income.

Expense Category 23 and 25 should equal Category 10.

Note: Bonuses related to participation in a post-season bowl game should be included in Category 41.

Men's Teams Coaching Expenses

	Men's Teams Head Coaches				Men's Teams Assistant Coaches			
Sport	Numbe FTE r of Positio ns	Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities	Coaching Salaries, Benefits and Bonuses paid by a Third Party	Numbe FTE r of Positio ns	Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities	Coaching Salaries, Benefits and Bonuses paid by a Third Party		
Baseball	1 0.75	52,931		3 0.51	19,440			
Basketball	1 0.75	62,777		3 0.45	17,280			
Football	1 0.9	86,865		8 2.35	142,086			
Golf	1 0.3	15,498		2 0.1	3,780			

NCAA Membership Financial Reporting System

Reporting Institution: Pacific Lutheran University

Sport	Numbe F r of Positio ns	ГЕ	n's Teams Head C Coaching Salaries, Benefits and Bonuses paid by the University and	oaches Coaching Salaries, Benefits and Bonuses paid by a Third	Numl r of Positi ns	be		s Teams Assistant Coaching Salaries, Benefits and Bonuses paid by the University and	Coaches Coaching Salaries, Benefits and Bonuses paid by a Third
<u> </u>	1 (Related Entities	Party		4	0.24	Related Entities	Party
Soccer).5	32,469			4	0.34	,	
Swimming and Diving	1 0.	37	30,768			1	0.2	7,560	
Tennis	1 ().3	15,498			2	0.1	3,780	
Track and Field, X- Country	1 ().5	36,879			8	0.4	15,390	
Subtotal All Teams	8 4.	37	333,685	() 3	31	4.45	224,436	0
Expenses Not Related to Specific Teams									
Total Expenses			333,685	()			224,436	0

Women's Teams Coaching Expenses

Smort	Women's Teams Head Coaches			Women's Teams Assistant Coaches			
Sport	Numbe FTE r of Positio ns	Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities	Coaching Salaries, Benefits and Bonuses paid by a Third Party	Numbe FTE r of Positio ns	Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities	Coaching Salaries, Benefits and Bonuses paid by a Third Party	
Basketball	1 0.75	58,230		3 0.45	17,280		
Golf	1 0.3	15,390		1 0.1	3,780		
Rowing	1 1	56,945		2 0.25	9,720		
Soccer	1 0.75	56,051		4 0.34	15,120		
Softball	1 0.75	54,348		3 0.42	16,200		
Swimming and Diving	1 0.37	30,768		1 0.2	7,560		
Tennis	1 0.3	15,498		2 0.1	3,780		

Reporting Institution: Pacific Lutheran University

Sport	Numbe r of Positio ns	FTE	en's Teams Head Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities	Coaches Coaching Salaries, Benefits and Bonuses paid by a Third Party	W Numbe r of Positio ns		n's Teams Assistan Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities	t Coaches Coaching Salaries, Benefits and Bonuses paid by a Third Party
Track and Field, X- Country	1	0.5	36,879		8	0.4	15,390	
Volleyball	1	0.5	32,469		2	0.34	15,120	
Subtotal All Teams	9	5.22	356,578	() 26	2.60	103,950	0
Expenses Not Related to Specific Teams								
Total Expenses			356,578	()		103,950	0

	24 Support Staff/ Administrative Compensation, Benefits and Bonuses paid by the University and Related Entities	 \$734,509 Input compensation, bonuses and benefits paid to all administrative and support staff reportable on the university or related entities (e.g. foundations or booster clubs) W-2 and 1099 forms inclusive of: Gross wages and bonuses. Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation. 						
		Staff members responsible for the gender-specific athletics department, but not a specific sport (i.e., director of men's athletics), will have their compensation figures reported as Expenses Not Related to Specific Teams fields. Athletics department staff members who assist both men's and women's teams (sports information director, academic advisor) will be reported as Not Allocated by Gender column.						
	25 Support Staff/ Administrative Compensation, Benefits and Bonuses paid by	\$0 Input compensation, bonuses and benefits paid to administrative and support staff by a third party and contractually guaranteed by the institution, but not included on the institutions W-2 including:						
	Third Party	• Car stipend.						
		• Country club membership.						
		• Allowances for clothing, housing, entertainment.						
		• Speaking fees.						
		Camps compensation.						
		Media income.						
		• Shoe and apparel income.						
		Expense Category 23 and 25 should equal Category 10.						
	Men's Teams OnlyWomen's Teams OnlyNot Allocated by GenderExpensesSupport Staff/ Support Staff/							
1	-	Renefits and Renefits and Renefits and Renefits and						

Expenditur	Benefits and	Benefits and	Benefits and	Benefits and	Benefits and	Benefits and
e	Bonuses paid					
	by the	by Third Party	by the	by Third Party	by the	by Third Party
	University and		University and		University and	
	Related		Related		Related	
	Entities		Entities		Entities	
Baseball						

Basketball

by Object of	Support Staff/ Administrative	Administrative	Support Staff/ Administrative Compensation, Benefits and Bonuses paid	Geams Only Support Staff/ Administrative Compensation, Benefits and Bonuses paid by Third Party	Administrative Compensation, Benefits and Bonuses paid	Support Staff/ Administrative
Football						
Golf						
Rowing						
Soccer						
Softball						
Swimming and Diving						
Tennis						
Track and Field, X- Country						
Volleyball						
Others						
Subtotal All Teams	0	0	0	0 0	0	0
Expenses Not Related to Specific Teams					734,509	
Total Expenses	0	0	0	0	734,509	0

26 Severance
Payments\$0 Input severance payments and applicable benefits recognized for past coaching and
administrative personnel.

Men's Teams Only Women's Teams OnlyNot Allocated by GenderExpenses by Object of ExpenditureSeverance PaymentsSeverance Payments

	J.	e de la companya de	•
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball			
Others			
Subtotal All Teams	0	0	0
Expenses Not Related to Specific Teams			
Total Expenses	0	0	0

27 Recruiting \$45,912 Input transportation, lodging and meals for prospective student-athletes and institutional personnel on official and unofficial visits, telephone call charges, postage and such. Include value of use of institution's own vehicles or airplanes as well as in-kind value of loaned or contributed transportation.

	Men's Teams Only Women's Teams Only Not Allocated by Gend					
Expenses by Object of Expenditure	Recruiting	Recruiting	Recruiting			
Baseball	2,493					
Basketball	1,912	4,072				
Football	13,682					
Golf	700	700				
Rowing		2,245				
Soccer	1,153	1,719				
Softball		1,308				
Swimming and Diving	451	451				
Tennis	720	776				
Track and Field, X-Country	450	450				
Volleyball		3,088				
Others						
Subtotal All Teams	21,561	14,809	0			
Expenses Not Related to Specific Teams			9,542			
Total Expenses	21,561	14,809	9,542			

28 Team \$618,068 Input air and ground travel, lodging, meals and incidentals (including housing costs
 Trave incurred during school break period) for competition related to preseason, regular season
 and non-bowl postseason. Amounts incurred for food and lodging for housing the team
 before a home game also should be included. Use of the institution's own vehicles or
 airplanes as well as in-kind value of donor-provided transportation.

Expenses by Object of Expenditure	Men's Teams Only V Team Travel	Vomen's Teams Only N Team Travel	ot Allocated by Gender Team Travel
Baseball	61,246		
Basketball	38,932	32,775	
Football	79,875		
Golf	29,971	16,064	
Rowing		40,196	
Soccer	45,778	54,233	
Softball		52,370	
Swimming and Diving	29,624	37,421	
Tennis	8,432	10,558	
Track and Field, X-Country	23,142	23,142	
Volleyball		34,309	
Others			
Subtotal All Teams	317,000	301,068	0
Expenses Not Related to Specific Teams			
Total Expenses	317,000	301,068	0

29 Sports Equipment, Uniforms and Supplies \$281,324 Input items that are provided to the teams only. Equipment amounts are those expended from current or operating funds. Include value of in-kind equipment provided.

Expenses by Object of Expenditure	Men's Teams Only Sports Equipment, Uniforms and Supplies	Women's Teams Only Sports Equipment, Uniforms and Supplies	Not Allocated by Gender Sports Equipment, Uniforms and Supplies
Baseball	21,590		
Basketball	16,034	12,060	
Football	28,715		
Golf	9,624	4,917	
Rowing		60,238	
Soccer	9,494	12,274	
Softball		18,079	
Swimming and Diving	6,954	8,784	
Tennis	2,343	3,413	
Track and Field, X- Country	9,661	9,661	
Volleyball		11,229	
Others			
Subtotal All Teams	104,415	140,655	0
Expenses Not Related to Specific Teams			36,254
Total Expenses	104,415	140,655	36,254

30 Game \$114,738 Input game-day expenses other than travel which are necessary for intercollegiate athletics competition, including officials, security, event staff, ambulance, etc. Input any payments back to the NCAA for hosting a tournament.

Expenses by Object of Expenditure	Men's Teams Only V Game Expenses	Vomen's Teams Only N Game Expenses	ot Allocated by Gender Game Expenses
Baseball	10,388		
Basketball	13,251	13,243	
Football	28,929		
Golf	2,860	2,422	
Rowing		2,856	
Soccer	8,912	8,337	
Softball		5,795	
Swimming and Diving	1,946	1,946	
Tennis	475	625	
Track and Field, X-Country	1,897	1,897	
Volleyball		8,959	
Others			
Subtotal All Teams	68,658	46,080	0
Expenses Not Related to Specific Teams			
Total Expenses	68,658	46,080	0

Reporting Institution: Pacific Lutheran University

31 Fund Raising, Marketing \$49,722 Input costs associated with fund raising, marketing and promotion for media guides, brochures, recruiting publications and such.

Expenses by Object of Expenditure	Men's Teams Only Fund Raising, Marketing and Promotion	Women's Teams Only Fund Raising, Marketing and Promotion	Not Allocated by Gender Fund Raising, Marketing and Promotion
Baseball	700		
Basketball	650	650	
Football	4,070		
Golf	700	700	
Rowing		2,550	
Soccer	4,142	5,323	
Softball		700	
Swimming and Diving	607	607	
Tennis	700	700	
Track and Field, X- Country	700	700	
Volleyball		700	
Others			
Subtotal All Teams	12,269	12,630	0
Expenses Not Related to Specific Teams			24,823
Total Expenses	12,269	12,630	24,823

32 Sports\$30,725 Input all expenses paid by the athletics department, including non-athletics personnel
salaries and benefits, from hosting sports camps and clinics. Athletics personnel
salaries and benefits should be reported in Categories 22-25.

	Men's Teams Only	Women's Teams Only	Not Allocated by Gender
Expenses by Object of Expenditure	Sports Camp Expenses	Sports Camp Expenses	Sports Camp Expenses
Baseball			
Basketball	3,833	3 3,961	
Football	77	1	
Golf			
Rowing			
Soccer		536	
Softball		616	
Swimming and Diving	50	1 501	
Tennis			
Track and Field, X-Country			
Volleyball		20,006	
Others			
Subtotal All Teams	5,10	5 25,620	0
Expenses Not Related to Specific Teams			
Total Expenses	5,10:	5 25,620	0

33 Spirit Groups \$7,450 Include support for spirit groups including bands, cheerleaders, mascots, dancers, etc.

	Men's Teams Only Women's Teams Only Not Allocated by Gender		
Expenses by Object of Expenditure	Spirit Groups	Spirit Groups	Spirit Groups
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball			
Others			
Subtotal All Teams	0		0 0
Expenses Not Related to Specific Teams			7,450
Total Expenses	0		0 7,450

34	Athletic Facilities Debt Service, Leases	\$38,416 Input debt service payments (principal and interest, including internal loan programs), leases and rental fees for athletics facilities for the reporting year
	and Rental Fee	regardless of entity paying (athletics, institution or other).
		Do not report depreciation.
		Note: If the institution is paying for <u>all</u> debt service, leases, or rental fees for athletic facilities but not charging to athletics, this category should equal Category 6A. If athletics or other entities are paying these expenses or the institution is charging directly to athletics, this category will not equal
		Category 6A.

Expenses by Object of Expenditure		Women's Teams Only Athletic Facilities Debt Service, Leases and Rental Fee	Not Allocated by Gender Athletic Facilities Debt Service, Leases and Rental Fee
Baseball			
Basketball			
Football	4,761		
Golf	7,674	7,674	
Rowing		3,305	
Soccer			
Softball			
Swimming and Diving	747	747	
Tennis	6,754	6,754	
Track and Field, X- Country			
Volleyball			
Others			
Subtotal All Teams	19,936	18,480	0
Expenses Not Related to Specific Teams			
Total Expenses	19,936	18,480	0

Direct Overhead and Administrative Expenses	\$0 Input overhead and administrative expenses <u>paid by or charged</u> <u>directly to athletics</u> including:
	• Administrative/Overhead fees charged by the institution to athletics.

- Facilities maintenance.
- Security.
- Risk Management.
- Utilities.
- Equipment Repair.
- Telephone.
- Other Administrative Expenses.

Expenses by Object of Expenditure	Men's Teams Only Direct Overhead and Administrative Expenses	Women's Teams Only Direct Overhead and Administrative Expenses	Not Allocated by Gender Direct Overhead and Administrative Expenses
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X- Country			
Volleyball			
Others			
Subtotal All Teams	0	0	0
Expenses Not Related to Specific Teams			
Total Expenses	0	0	0

Reporting Institution: Pacific Lutheran University

36 Indirect Institutional	\$660,824 Input overhead and administrative expenses NOT paid by or charged
Support	directly to athletics including:
	• Administrative/Overhead fees <u>not charged</u> by the institution to athletics.
	• Facilities maintenance.
	• Security.
	Risk Management.
	• Utilities.
	Equipment Repair.
	• Telephone.
	Other Administrative Expenses.
	Do not report depreciation.
	Note: This category should equal Category 6.

Expenses by Object of Expenditure	Men's Teams Only Indirect Institutional Support	Women's Teams Only Indirect Institutional Support	Not Allocated by Gender Indirect Institutional Support
Baseball	28,627		
Basketball	31,353	29,646	5
Football	88,400		
Golf	9,963	8,991	
Rowing		29,999	
Soccer	19,121	27,855	5
Softball		27,702	2
Swimming and Diving	14,598	14,598	3
Tennis	8,991	8,991	
Track and Field, X-Country	20,777	20,777	1
Volleyball		19,121	
Others			
Subtotal All Teams	221,830	187,680) 0
Expenses Not Related to Specific Teams			251,314
Total Expenses	221,830	187,680	251,314

37 Medical Expenses and Insurance

\$158,514 Input medical expenses and medical insurance premiums for student-athletes.

Expenses by Object of Expenditure	Men's Teams Only Medical Expenses and Insurance	Women's Teams Only Medical Expenses and Insurance	Not Allocated by Gender Medical Expenses and Insurance
Baseball			
Basketball			
Football			
Golf			
Rowing			
Soccer			
Softball			
Swimming and Diving			
Tennis			
Track and Field, X-Country			
Volleyball			
Others			
Subtotal All Teams	0	() 0
Expenses Not Related to Specific Teams			158,514
Total Expenses	0	() 158,514

38 Memberships and Dues

\$30,650 Input memberships, conference and association dues.

	Men's Teams Only	Women's Teams Only	Not Allocated by Gender
Expenses by Object of Expenditure	Memberships and Dues	Memberships and Dues	Memberships and Dues
Baseball	45		
Basketball	165	290	
Football	465		
Golf	250	90	
Rowing		750	
Soccer	365	375	
Softball		130	
Swimming and Diving	225	225	
Tennis	240	240	
Track and Field, X-Country	200	200	
Volleyball		180	
Others			
Subtotal All Teams	1,955	2,480	0
Expenses Not Related to Specific Teams			26,215
Total Expenses	1,955	2,480	26,215

39 Student-Athlete Meals (non-travel)

\$32,132 Include meal allowance and food/snacks provided to studentathletes.

Note: Meals provided during team travel should be reported in Category 28.

Expenses by Object of Expenditure	Men's Teams Only Student-Athlete Meals (non-travel)	Women's Teams Only Student-Athlete Meals (non-travel)	Not Allocated by Gender Student-Athlete Meals (non-travel)
Baseball	2,475		
Basketball	2,040	780	
Football	8,157		
Golf			
Rowing		2,025	
Soccer	5,130	4,114	
Softball		1,260	
Swimming and Diving			
Tennis			
Track and Field, X- Country	1,781	1,781	
Volleyball		2,459	
Others			
Subtotal All Teams	19,583	12,419	0
Expenses Not Related to Specific Teams			130
Total Expenses	19,583	12,419	130

40 Other Operating
Expenses\$79,424 Input any operating expenses paid by athletics in the report year which cannot
be classified into one of the stated categories, including:

- Non-team travel (conferences, etc.).
- Team banquets and awards.

If the figure is greater than 10% of total expenses, please report the top three activities included in this category in the comments section.

	Men's Teams Only	Women's Teams Only	Not Allocated by Gender
Expenses by Object of Expenditure	Other Operating Expenses	Other Operating Expenses	Other Operating Expenses
Baseball	2,217		
Basketball	4,557	3,044	
Football	10,699		
Golf	1,007	822	
Rowing		2,495	
Soccer	360	1,025	
Softball		1,116	
Swimming and Diving	1,890	1,890	
Tennis	171	586	
Track and Field, X-Country	510	510	
Volleyball		1,752	
Others			
Subtotal All Teams	21,411	13,240	0
Expenses Not Related to Specific Teams			44,773
Total Expenses	21,411	13,240	44,773

Reporting Institution: Pacific Lutheran University

41 Bowl Expenses \$0 Input all expenditures related to participation in a post-season bowl game, including:

- Team travel, lodging and meal expenses.
- Bonuses related to bowl participation.
- Spirit groups.
- Uniforms.

	Men's Teams Only Women's Teams Only Not Allocated by Gender						
Expenses by Object of Expenditure	Bowl Expenses	Bowl Expenses	Bowl Expenses				
Baseball							
Basketball							
Football							
Golf							
Rowing							
Soccer							
Softball							
Swimming and Diving							
Tennis							
Track and Field, X-Country							
Volleyball							
Others							
Subtotal All Teams	0	(0 0				
Expenses Not Related to Specific Teams							
Total Expenses	0	(0 0				

Total Operating Expenses

\$3,913,057 Total of Categories 20-41.

	Men's Teams Only	Women's Teams Only	Not Allocated by Gender	
Expenses by Object of Expenditure	Total Operating Expenses	Total Operating Expenses	Total Operating Expenses	
Baseball	202,152			
Basketball	202,784	178,031		
Football	497,475			
Golf	82,027	61,550		
Rowing		213,324		
Soccer	142,044	186,962		
Softball		179,624		
Swimming and Diving	95,871	105,498		
Tennis	48,104	51,921		
Track and Field, X-Country	111,387	111,387		
Volleyball		149,392		
Others				
Subtotal All Teams	1,381,844	1,237,689	0	
Expenses Not Related to Specific Teams	0	0	1,293,524	
Total Expenses	1,381,844	1,237,689	1,293,524	

Athletics Participation

Table 490 Table 1 - - - Athletics Participation. A participant is a student-athlete who, as of the day of a varsity team's first scheduled contest in the traditional season: (a) is listed as a team member; (b) practices with the varsity team and receives coaching from one or more varsity coaches; or (c) receives athletically-related student aid.

Any student who satisfies one or more of the criteria above is a participant, including a student on a team the institution designates or defines as junior varsity, freshman, or novice, or a student who does not play in a scheduled contest, whether for medical reasons or to preserve eligibility (i.e., a redshirt).

Student-athletes who participate in more than one sport should be counted in each sport. The Coed Teams column is marked based on the content of the sports sponsored table (Mixed Sports) in the School Info page. Male practice players are NOT to be included as participants in this table.

Number of Dentities and Number of Dentities and Number of Dentities

	Number of Participants Number of Participants Number of Participants						
				_	pating on a nd Team	Participating on a Third Team	
Sport	Coed Teams	Men's Teams	Women's Teams	Men's Teams	Women's Teams	Men's Teams	Women's Teams
Baseball	Itams	33	Icams	2	Itams	Icams	Itams
Basketball		17	13		2		
Cross Country		20	18	13	10		
Football		83		7			
Golf		7	8				
Rowing			44		1		
Soccer		31	36		1		
Softball			24				
Swimming and Diving		19	24		2		
Tennis		11	15		2		
Track, Indoor		5	2				
Track, Outdoor		28	33	18	13		
Volleyball			19		1		
Others							
Total Participants		254	236	40	32	0	0
Participant Proportion		51.8%	48.2%				
Unduplicated Count of Participants		234	220				

Head Coaching Assignments - Men's Teams

Table 2A

8 Table 2A - - - Head Coaches Assignments Men's Teams

		Head Coaches of Men's Teams						
]	Male Coach	nes - Head C	Count	\mathbf{F}	emale Coac	ches - Head	Count
Sport			Full Time University Employee	Part Time University Employee or Volunteer	Coaching		Full Time University Employee	
Baseball		1	1					
Basketball		1	1					
Football		1	1					
Golf		1		1				
Soccer		1		1				
Swimming and Diving		1	1					
Tennis		1		1				
Track and Field, X- Country		1	1					
Others								
Coaching Position Totals	0	8	5	3	0	0	0	0

Head Coaching Assignments - Women's Teams

Table 2B

9 Table 2B - - - Head Coaches Assignments Women's Teams

		Head Coaches of Women's Teams								
Sport	Full Time	Part Time	nes - Head C Full Time University Employee	Part Time University	Full Time Coaching	Part Time Coaching	University	Part Time		
Basketball						1	1			
Golf						1		1		
Rowing		1	1							
Soccer		1	1							
Softball						1	1			
Swimming and Diving		1	1							
Tennis						1		1		
Track and Field, X- Country		1	1							
Volleyball		1		1						
Others										
Coaching Position Totals	0	5	4	1	0	4	2	2		

Assistant Coaching Assignments - Men's Teams

Table 3A

31 Table 3A - - - Assistant Coaches Assignments Men's Teams

	Assistant Coaches of Men's Teams							
		Male Coach	nes - Head C	ount	F	emale Coac	ches - Head	Count
Sport			Full Time University Employee	Part Time University Employee or Volunteer	Coaching		University	Part Time University Employee or Volunteer
Baseball		3		3				
Basketball		3		3				
Football		7	2	5		1		1
Golf		2		2				
Soccer		4		4				
Swimming and Diving		1		1				
Tennis		2		2				
Track and Field, X- Country		6	1	5		2		2
Others								
Coaching Position Totals	0	28	3	25	0	3	0	3

Assistant Coaching Assignments - Women's Teams

Table 3B

25 Table 3B - - - Assistant Coaches Assignments Women's Teams

	Assistant Coaches of Women's Teams							
	I	Male Coach	nes - Head C	ount	F	emale Coac	hes - Head	Count
Sport			•	Part Time University Employee or Volunteer	Coaching	Coaching	University	Part Time University Employee or Volunteer
Basketball		2		2		1		1
Golf		1		1				
Rowing						2		2
Soccer		3		3		1		1
Softball		1		1		2		2
Swimming and Diving		1		1				
Tennis		2		2				
Track and Field, X- Country		6	1	5		2		2
Volleyball						1		1
Others								
Coaching Position Totals	0	16	1	15	0	9	0	9

Other Reporting Items

AUP Data Categories:

50 - Excess Transfers to Institution: \$0
51 - Conference Realignment Expenses: \$0
52 - Total Athletics Related Debt: \$0
53 - Total Institutional Debt: \$58,259,803
54 - Athletics Dedicated Endowments: \$966,039
55 - Institutional Endowments: \$95,235,419
56 - Athletics Related Capital Expenditures: \$81,217

Other Data Categories:

Institutional Expenses: \$96,385,189 Athletically-Related Facilities Annual Debt Service: \$0 Institution's Annual Debt Service: \$2,651,240 Institution's Education and General Expenses: \$68,663,270 Average Cost of Full Grant-in-Aid - In-State: \$49,780 Average Cost of Full Grant-in-Aid - Out-of-State: \$53,308 Average Cost of Attendance - In-State: \$53,308 Average Cost of Attendance - Out-of-State: \$53,308

Comments

Comments: We are a Division III school..no athletics financial aid.

Miscellaneous Information

Note: These values are calculated from data entered earlier in the system.

Athletically
Related Student
Aid
Input the total amount of athletic student-aid for the reporting year including:
Summer school.
Tuition discounts and waivers (unless it is a discount or waiver available to the general

- student body).
- Aid given to student-athletes who are inactive (medical reasons) or no longer eligible (exhausted eligibility).

Athletics aid awarded to non-athletes (student-managers, graduate assistants, trainers) should be reported as Expenses Not Related to Specific Teams. It is permissible to report only dollars in the Expenses Not Related to Specific Teams row as long as you have reported non- zero entries for Equivalencies, Number of Students, and Dollars (all 3 required for at least one sport).

Note: Pell grants are provided by the government, not the institution or athletics department, and therefore should be excluded from reporting in this category.

This information can be managed within the NCAA's Compliance Assistance (CA) software. The information entered into compliance assistance will automatically populate to the athletic student aid section within the NCAA Financial Reporting System when the CA import feature is selected.

Men's Teams	\$0
Women's Teams	\$0
Total Amount	\$0

Recruiting Input transportation, lodging and meals for prospective student-athletes and institutional Expenditures personnel on official and unofficial visits, telephone call charges, postage and such. Include value of use of institution's own vehicles or airplanes as well as in-kind value of loaned or contributed transportation.

Men's Teams	\$21,561
Women's Teams	\$14,809
Total Amount	\$36,370

Head CoachesInput compensation, bonuses and benefits paid to all coaches reportable on the university or
related entities W-2 and 1099 forms inclusive of:

- Gross wages and bonuses.
- Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation.

Place any severance payments in Category 26.

Note: Bonuses related to participation in a post-season bowl game should be included in Category 41.

Average Salaries of Head Coaches	Dollars per FTE's FTE	Dollars per Position	Number of Positions
Men's Teams	\$76,358 4.37	\$41,711	8
Women's Teams	\$68,310 5.22	\$39,620	9

Assistant Coaches Input compensation, bonuses and benefits paid to all coaches reportable on the university or related entities W-2 and 1099 forms inclusive of:

- Gross wages and bonuses.
- Benefits including allowances, speaking fees, retirement, stipends, memberships, media income, tuition reimbursement and earned deferred compensation.

Place any severance payments in Category 26.

Note: Bonuses related to participation in a post-season bowl game should be included in Category 41.

Average Salaries of Assistant Coaches	Dollars per 1 FTE	FTE's	Dollars per Position	Number of Positions
Men's Teams	\$50,435	4.45	\$7,240	31
Women's Teams	\$39,981	2.6	\$3,998	26

For the year ended June 30, 2017 (UNAUDITED)							
ID	Item	Football	Men's Basketball	Women's Basketball		Non-Program Specific	Total
Rev	venues				-	-	
1	Ticket Sales	\$12,536	\$3,700	\$2,526	\$5,368	\$0	\$24,130
2	Direct State or Other Government Support	\$0	\$0	\$0	\$0	\$0	\$0
3	Student Fees	\$0	\$0	\$0	\$0	\$0	\$0
4	Direct Institutional Support	\$347,321	\$134,527	\$129,980	\$1,132,458	\$1,012,158	\$2,756,444
5	Less - Transfers to Institution	\$0	\$0	\$0	\$0	\$0	\$0
6	Indirect Institutional Support	\$88,400	\$31,353	\$29,646	\$260,111	\$251,314	\$660,824
6A	Indirect Institutional Support - Athletic Facilities Debt Service, Lease and Rental Fees	\$0	\$0	\$0	\$0	\$0	\$0
7	Guarantees	\$0	\$3,700	\$1,200	\$1,500	\$0	\$6,400
8	Contributions	\$62,159	\$29,211	\$16,818	\$304,639	\$45,269	\$458,096
9	In-Kind	\$750	\$200	\$200	\$0	\$0	\$1,150
10	Compensation and Benefits provided by a third party	\$0	\$0	\$0	\$0	\$0	\$0
11	Media Rights	\$0	\$0	\$0	\$0	\$0	\$0
12	NCAA Distributions	\$0	\$0	\$0	\$27,649	\$33,324	\$60,973
13	Conference Distributions (Non Media and Non Bowl)	\$0	\$0	\$0	\$0	\$1,142	\$1,142
14	Program, Novelty, Parking and Concession Sales	\$4,838	\$1,758	\$1,758	\$1,758	\$0	\$10,112
15	Royalties, Licensing, Advertisement and Sponsorships	\$0	\$0	\$0	\$0	\$4,910	\$4,910
16	Sports Camp Revenues	\$4,422	\$8,381	\$8,070	\$68,455	\$0	\$89,328
17	Athletics Restricted Endowment and Investments Income	\$583	\$1,400	\$1,400	\$7,304	\$37,219	\$47,906
18	Other Operating Revenue	\$0	\$0	\$0	\$0	\$0	\$0
19	Bowl Revenues	\$0	\$0	\$0	\$0	\$0	\$0
	Total Operating Revenues	\$521,009	\$214,230	\$191,598	\$1,809,242	\$1,385,336	\$4,121,415
Exp	penses						
20	Athletic Student Aid	\$0	\$0	\$0	\$0	\$0	\$0
21	Guarantees	\$0	\$10,000	\$2,000	\$0	\$0	\$12,000

Statement of Revenues and Expenses For the year ended June 30, 2017 (UNAUDITED

NCAA Membership Financial Reporting System

Reporting Institution: Pacific Lutheran University

ID	Item	Football	Men's Basketball	Women's Basketball	Other Sports	Non-Program Specific	Total
22	Coaching Salaries, Benefits and Bonuses paid by the University and Related Entities	\$228,951	\$80,057	\$75,510	\$634,131	\$0 \$	\$1,018,649
23	Coaching Salaries, Benefits and Bonuses paid by a Third Party	\$0	\$0	\$0	\$0	\$0	\$0
24	Support Staff/Administrative Compensation, Benefits and Bonuses paid by the University and Related Entities	\$0	\$0	\$0	\$0	\$734,509	\$734,509
25	Support Staff/Administrative Compensation, Benefits and Bonuses paid by Third Party	\$0	\$0	\$0	\$0	\$0	\$0
26	Severance Payments	\$0	\$0	\$0	\$0	\$0	\$0
27	Recruiting	\$13,682	\$1,912	\$4,072	\$16,704	\$9,542	\$45,912
28	Team Travel	\$79,875	\$38,932	\$32,775	\$466,486	\$0	\$618,068
29	Sports Equipment, Uniforms and Supplies	\$28,715	\$16,034	\$12,060	\$188,261	\$36,254	\$281,324
30	Game Expenses	\$28,929	\$13,251	\$13,243	\$59,315	\$0	\$114,738
31	Fund Raising, Marketing and Promotion	\$4,070	\$650	\$650	\$19,529	\$24,823	\$49,722
32	Sports Camp Expenses	\$771	\$3,833	\$3,961	\$22,160	\$0	\$30,725
33	Spirit Groups	\$0	\$0	\$0	\$0	\$7,450	\$7,450
34	Athletic Facilities Debt Service, Leases and Rental Fee	\$4,761	\$0	\$0	\$33,655	\$0	\$38,416
35	Direct Overhead and Administrative Expenses	\$0	\$0	\$0	\$0	\$0	\$0
36	Indirect Institutional Support	\$88,400	\$31,353	\$29,646	\$260,111	\$251,314	\$660,824
37	Medical Expenses and Insurance	\$0	\$0	\$0	\$0	\$158,514	\$158,514
38	Memberships and Dues	\$465	\$165	\$290	\$3,515	\$26,215	\$30,650
39	Student-Athlete Meals (non-travel)	\$8,157	\$2,040	\$780	\$21,025	\$130	\$32,132
40	Other Operating Expenses	\$10,699	\$4,557	\$3,044	\$16,351	\$44,773	\$79,424
41	Bowl Expenses	\$0	\$0	\$0	\$0	\$0	\$0
	Total Operating Expenses	\$497,475	\$202,784	\$178,031	\$1,741,243	\$1,293,524	\$3,913,057
	Excess (Deficiencies) of Revenues Over (Under) Expenses	\$23,534	\$11,446	\$13,567	\$67,999	\$91,812	\$208,358