



## DIVISIONAL BENCHMARK ANALYSIS



**PREPARED FOR:** Tim Hall, Director of Athletics



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## EXECUTIVE SUMMARY

The University of Missouri – Kansas City, as part of an internal assessment of its program, retained NACDA Consulting to conduct a divisional analysis and benchmarking assessment. NACDA Consulting reviewed all four levels of intercollegiate competition (NCAA Division I, II, III and NAIA). Research and analysis focused on:

- Overview of each division
- Conference analysis within each division
- Institutional comparison
- Benchmarking comparison and analysis

UMKC, which had its greatest athletic success as a NAIA institution from 1969 to 1986, moved to Division I in 1987. UMKC has made 6 NCAA tournament team appearances in the past 23 years. As a member of the Summit League, UMKC has taken measures in alignment with the *Summit Plan* to increase its budget and competitiveness across all 16 programs.

NACDA Consulting's initial analysis assessed UMKC within Division I and the Summit League. As part of athletics' *Forward..Together* plan developed in 2008, UMKC has aggressively taken steps to improve its intercollegiate athletics program. A top-line athletics analysis shows UMKC in alignment with the number of sports offered. UMKC's total athletic operating expenses are \$10.03 million, which ranks in the top-half of the Summit League. As a comparison, in 2007-08, UMKC's athletic budget ranked 9-of-10 in the Summit. A review of individual sports operating budgets, illustrated that the majority of sport programs rank in the top-third within the Summit. The Summit League has a wide geographic footprint, reaching eight states with UMKC's average one-way travel time at nearly nine hours. Within the Summit League Commissioner's Cup, UMKC ranked 6-of-10 in the Overall All-Sports Standings. Also, UMKC did not earn any points in the 2009-10 Directors' Cup standings and ranked 279<sup>th</sup>.

From an institutional standpoint, UMKC is in alignment with Summit League conference members with regard to enrollment and tuition. The institution has a Carnegie Classification of Research University, the highest classification, and shares this designation with three Summit League institutions. The National Center for Education Statistics indicates the UMKC has the largest endowment within the conference. From an overall metrics standpoint, UMKC is in alignment with Division I and its peer institutions, however, it is important to note, that athletics faces a significant budget cut in 2011-12, which will impact the strides made in the past two years. Also, it will be important for UMKC to show competitive progress. In 2008-09, both men's soccer and men's tennis, won conference titles. In 2009-10, UMKC showed improvement in the Commissioner's Cup moving from seventh to sixth-place.



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The philosophy of Division II is “life in the balance” and the NCAA has taken steps with regard to scheduling and length of season to preserve and reinforce this guiding principal. There are currently 306 Division II institutions and there is discussion amongst the NCAA to cap membership at 350. The average Division II enrollment is 3,700 with a near 50/50 split between public and private institutions. UMKC was compared with the Great Lakes Valley Conference (GLVC), a 16-member conference with a strong Division II history.

Institutionally, UMKC would not only be one of the largest institutions in the GLVC, but one of the largest institutions in Division II overall, with a total enrollment of nearly 15,000. The majority of GLVC institutions are classified by Carnegie as Master’s College & Universities and UMKC is one of just two institutions at the highest classification of Research Universities. Identical to Summit League research, UMKC would have the highest endowment within the GLVC.

From an athletics standpoint, UMKC is in alignment with the GLVC with regard to sports offered. The average DII athletic budget within the Director’s Cup top-25 is \$6.7 million, which takes into account those institutions which offer football. For non-football DII schools, the average budget is \$4 million. Budget reductions would be seen in scholarships, with a maximum of 98.8 at Division II, compared to 129.5 at Division I, for UMKC’s current sports. The number and salaries of administrative and coaching staff would be reduced. Travel costs would be reduced, as Division II focuses on regional scheduling and the average one-way trip for UMKC within the GLVC would be slightly less than six hours. It is important to note that UMKC would have a traditional rival within the GLVC, as Drury is located less than one-tenth of a mile from the UMKC campus.

Division III athletics is largest of the three NCAA divisions with 432 member institutions. The typical Division III institution is private with an average enrollment of 2,500. Division III follows the motto of “follow your passion, develop your potential” and utilizes intercollegiate athletics as an opportunity to enrich the student experience and athletics is completely integrated into the fabric of the institution as witnessed that nearly 80% of athletic departments report through the Student Affairs Department. This is further reinforced by the guideline that Division III institutions do not offer athletically-related financial aid. NACDA Consulting compared UMKC with the St. Louis Intercollegiate Athletic Conference (SLIAC), which is a geographic fit for UMKC, with an average one-way travel time of 4.8 hours.

UMKC would be the second largest institution in the SLIAC, as only Webster with 18,154 students is larger. The SLIAC has six institutions with 1,000 or less students. In alignment with Division III, every SLIAC institution is private. None of the SLIAC member-institutions has the Research University designation, with 4-of-9 having the lowest classification of Baccalaureate College – Diverse Fields. From an institutional standpoint, UMKC would not be in alignment with the SLIAC. Due to its size, it is





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projected that UMKC would have difficulty gaining conference membership at Division III, which is a similar issue that the University of New Orleans is currently undergoing as part of its transition from Division I to III.

Athletically, the number of sports offered by UMKC is in alignment with the SLIAC. The average budget for top-25 Division III institutions is \$3.5 million, which includes football-playing institutions. For institutions without football, the budget is reduced to \$2.25 million. The number of participants is significantly higher at Division III, with an average of 700 student-athletes. For institutions without football, that number is reduced to 575 student-athletes, while in comparison UMKC has approximately 260 student-athletes. Staffing and operating budgets are dramatically lower at Division III, with head coaches serving in dual roles either as administrators or instructors.

The NAIA, which is headquartered in Kansas City, was the home division of UMKC athletics until 1986. The organization boasts 278 member-institutions with 82% of those private and less than 1,500 students. NAIA offers membership to both four-year and upper-level two year institutions and has members in both the United State and Canada. The NAIA's guiding principal is focused on its "Champions of Character" initiative which focuses on integrity, respect, responsibility, sportsmanship and leadership.

UMKC was compared to the American Midwest Conference (AMC), which is the closest fit within the NAIA based on geography. Average one-way travel distance within the conference is slightly more than three hours. From an institutional standpoint, UMKC would be the largest institution within the AMC. However, two other institutions (Columbia, Park) have enrollment in excess of 12,500. Average enrollment within the AMC is less than 5,000 with every institution being private. Identical to the Carnegie Classification within the SLIAC, the majority of AMC institutions are Baccalaureate Colleges and UMKC would be the only Research University and would have the highest endowment by more than \$120 million.

Athletically there is not a minimum number of sports that institutions need to offer at the NAIA level, thus there is a wide disparity within the AMC. Two institutions have more than 20 sports, while four institutions have seven or less sports. The maximum number of scholarships within the NAIA for UMKC's 16 sports is 118, compared to 129.5 at Division I. The average budget for top-25 NAIA programs is \$4.3 million, which is reduced to \$3.3 million for non-football playing schools. The top programs within NAIA are similar to Division II and an average of 8 – 10 schools leave NAIA annually to pursue Division II or Division III membership. In 2009, there were preliminary discussions between the NAIA and NCAA with regard to merger opportunities. The NCAA made the decision to end discussions in the summer of 2009, and since that time the NAIA has been developing a strategic plan to strengthen its division.

In the past 12 months three institutions have begun procedures to drop from Division I to a lower classification. Summit League member Centenary is joining Division III and



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the American Southwest Conference; Winston Salem State will rejoin the CIAA and the University of New Orleans has been accepted into Division III, but has been unable to find conference membership.

From an institutional standpoint, UMKC is not a fit for either Division III or NAIA. Although there are similarities at Division II with regard to Carnegie Classification and even number of private and public institutions, UMKC is more in alignment with its peer institutions at Division I. In the past two years, UMKC has demonstrated its commitment to build intercollegiate athletics and increase its competitiveness within the Summit League.

As noted earlier, UMKC's budget has moved from ninth to fourth in the conference and sports operating budgets are competitive for all 17 programs. It will be important to continue to show competitive progress and improve its Commissioner Cup and Director's Cup standing. Two areas of concern with Summit League membership is the conference travel, especially with Southern Utah, and the budget disparity between the football-playing and non football-playing institutions. It will be critical for UMKC to monitor discussions to add football as a conference sport, as well as movement by any of the four Dakota institutions from FCS to FBS. If the Summit League adds football, UMKC as part of its operational and strategic assessment should research conferences that might provide a better fit.

Overall, NACDA Consulting believes that UMKC is a fit for Division I membership both from an institutional and athletic comparative standpoint and the institution would not be a better fit if it was to move its intercollegiate athletic program to a lower classification.



### **DIVISION I BENCHMARKING: SUMMIT LEAGUE**

#### **Overview of Division I**

NCAA Division I is the most prominent of all divisions with institutions generating revenue, recruiting both regionally and nationally, as well as serving the University and the general public. Typically members of Division I have larger undergraduate student enrollment when compared to Division II, III and NAIA, with Division I averaging 10,790. According to the NCAA, there are presently 335 Division I institutions with 97 that do not offer football. Currently, 66% of the members are public institutions and 34% are private. On average, Division I institutions have 18.8 sports and 443 student-athletes.

#### **Membership**

Division I institutions that do not offer football are required to have a minimum of 14 sports with seven for men/seven for women, or six for men/eight for women. Each institution must play a minimum number of contests against Division I opponents with minimums varying by sport. For the 2009-10 academic year, an institution was required to provide a minimum amount of financial aid equal to at least one of the following:

- A. 50% of maximum allowable grants in each sport; or
- B. Minimum aggregate expenditure of \$1,148,451 (with at least \$574,225 in women's sports) in 2009-2010 (excluding football and men's and women's basketball). Grant value may not be less than 38 full grants (with at least 19 for women); or
- C. Equivalent of 25 full grants in men's sports and 25 full grants in women's sports (exclusive of grants in football and men's and women's basketball).

Division I is presently under a membership moratorium preventing any institution from applying for membership. The moratorium is scheduled to lift in August of 2011. At that time, it is anticipated that multiple institutions will apply for membership. The new Division I requirements will require a significant application fee, presently estimated at \$750,000 - \$1 million, as well as a bona fide offer for conference membership. Recently some institutions have expressed their intent to move from Division I to another division. Those include current Summit League member Centenary, the University of New Orleans, and Winston-Salem State.



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### Financial Aid Limitations

Division I financial aid limitations for sports that UMKC presently offers are provided below. The total maximum financial aid for all of UMKC's sports is 129.5 grants-in-aid. Men's basketball, women's basketball, volleyball and women's tennis are head count sports. All other sports are measured by equivalencies. UMKC is budgeted for maximum scholarships in every sport that it offers.

Maximum Allowable Financial Aid By Sport		
Men's Sports	*Division I	UMKC
Basketball	13.0	13.0
Cross Country/Track and Field	12.6	12.6
Golf	4.5	4.5
Soccer	9.9	9.9
Tennis	4.5	4.5
<b>Total Men</b>	<b>44.5</b>	<b>44.5</b>
Women's Sports	**Division I	
Basketball	15.0	15.0
Cross Country/Track and Field	18.0	18.0
Golf	6.0	6.0
Soccer	14.0	14.0
Softball	12.0	12.0
Tennis	8.0	8.0
Volleyball	12.0	12.0
<b>Total Women</b>	<b>85.0</b>	<b>85.0</b>
<b>Total All Sports</b>	<b>129.5</b>	<b>129.5</b>

*\*Men's Basketball is a head count sport.*

*\*Women's Tennis, Basketball, and Volleyball are head count sports.*





## **Overview of the Summit League**

### History

Originally formed in 1982 as the Association of Mid-Continent Universities and later known as the Mid-Continent Conference, the conference changed its name to the Summit League in 2007. The Summit League prides itself on providing quality athletic, academic and social experiences for their student-athletes.

### Member Schools

The ten current members of the Summit League are Centenary, IPFW, IUPUI, UMKC, North Dakota State, Oakland, Oral Roberts, South Dakota State, Southern Utah, and Western Illinois. Centenary has announced that it will be leaving the conference in 2011 to compete at the NCAA Division III level. South Dakota accepted an invitation to join the league with full membership during the 2011-12 academic year.

### Championship Sports

The Summit League offers 19 championships in 9 men's and 10 women's sports:

#### Men's

Baseball  
Basketball  
Cross Country  
Golf  
Soccer  
Swimming & Diving  
Indoor Track & Field  
Outdoor Track & Field  
Tennis

#### Women's

Basketball  
Cross Country  
Golf  
Soccer  
Softball  
Swimming & Diving  
Indoor Track & Field  
Outdoor Track & Field  
Tennis  
Volleyball

### Athletic Success

The Summit League has produced four Olympic athletes, four NCAA champions and several All-Americans in the sports of track & field, swimming & diving, and cross country. Numerous professionals and several draft choices have come directly from the Summit League, including three Major League Baseball first-round picks, a pair of NBA first-rounders and one WNBA selection. Former Summit Leaguers Kevin Duckworth (NBA) and Kevin Seitzer (MLB) were each two-time all-stars during their professional careers.

The Commissioner's Cup is given annually to the institution that collects the most combined points in relationship to finishes in league-sponsored sports between its men's and women's athletic programs, while the all-sports awards are given to the member-institutions that accumulate the most points in male and female sports. The men's award is named for former Valparaiso Director of Athletics Dr. William Steinbrecher, who guided the Crusaders from 1979-2004, while the women's award is named for former Western



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Illinois Director of Athletics Dr. Helen Smiley, who headed up that athletic program from 1994-2001.

### Academic Success

The Summit League Scholar-Athlete of the Year Award is the most prestigious individual honor given by the league. The award is voted on by the League's faculty athletic representatives. UMKC has had three Scholar-Athlete of the Year honorees - Sonya Ahmed (2000-01, 2001-02) and Jason Kaiser (1994-95). The League also sponsors the Commissioner's List of Academic Excellence, in which the student-athlete must carry a 3.0 or better cumulative GPA, achieve sophomore academic standing at the institution, have used a year of eligibility, and be on the squad list in the sport for which he/she is nominated. In addition, the Summit League also has an Academic All-Summit League Team. In order to be named to the Academic All-Summit League Team, a student-athlete must have a 3.0 or better grade-point average in the semester in which they compete and must use a year of eligibility. In 2007-08, a record 10 Summit League student-athletes were recognized as Academic All-Americans by CoSIDA/*ESPN The Magazine*.



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### **Sport Sponsorship**

NACDA Consulting researched the Summit League's sports participation. This included conference sports, as well as sports offered at each individual institution. Data was collected from the conference and member-institution websites. UMKC has 16 sports, with seven men's and nine women's programs.

The conference average for total number of sports sponsored is 17.1. The University is slightly below the average and ranks 5-of-10. South Dakota State has the conference high with 21 sports, while IPUI has the conference low of 15 sports.

Summit League Total Sports Sponsored			
Institution	Women	Men	Total
Conference Sports	10	9	19
UMKC	9	7	16
Fort Wayne	9	7	16
IUPUI	8	7	15
North Dakota State	8	8	16
Oakland	10	8	18
Oral Roberts	8	8	16
South Dakota	10	7	17
South Dakota State	11	10	21
Southern Utah	9	7	16
Western Illinois	10	10	20
Average	9.2	7.9	17.1
Variance	-2%	-11%	-6%
Rank	5	6	5

Source: Official Athletic Site of each institution.



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### Men's Sports

UMKC ranks 6-of-10 in men's sports offered, sponsoring seven sports. Summit League institutions sponsor an average of 7.9 men's sports, and UMKC is 11% below the average. Every school in the conference offers basketball, cross country and golf. Baseball, indoor track & field, and outdoor track & field are all offered by eight institutions in the conference. Five schools in the conference currently offer football (including South Dakota which will be a full member in 2011), and the sport could become a conference sport with the addition of one more football-playing institution. The Summit League has a championship for every men's sport that UMKC offers.

Summit League Sport Sponsorship													
Men's Sports	Total	Base	MBB	X-C	I-TF	O-TF	Golf	Socc	Swm	Tenn	FB	VB	WR
Conference Sports	9	X	X	X	X	X	X	X	X	X			
UMKC	7		X	X	X	X	X	X		X			
Fort Wayne	7	X	X	X			X	X		X		X	
IUPUI	7	X	X	X			X	X	X	X			
North Dakota State	8	X	X	X	X	X	X				X		X
Oakland	8	X	X	X	X	X	X	X	X				
Oral Roberts	8	X	X	X	X	X	X	X		X			
South Dakota	7		X	X	X	X	X		X		X		
South Dakota State	10	X	X	X	X	X	X		X	X	X		X
Southern Utah	7	X	X	X	X	X	X				X		
Western Illinois	10	X	X	X	X	X	X	X	X	X	X		
Average/Total	7.9	8	10	10	8	8	10	6	5	6	5	1	2
Variance	-11%												
Rank	6												

Source: Official Athletic Site of each institution.



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## Women's Sports

UMKC ranks 5-of-10 in women's sports offered in the Summit and is below the conference average of 9.2 by just 2%. Every school in the conference offers basketball, cross country, golf, soccer, and volleyball. IUPUI is the only institution that does not offer indoor and outdoor track & field, while NDSU is the only school without tennis. The Summit League has a championship for every women's sport that UMKC offers.

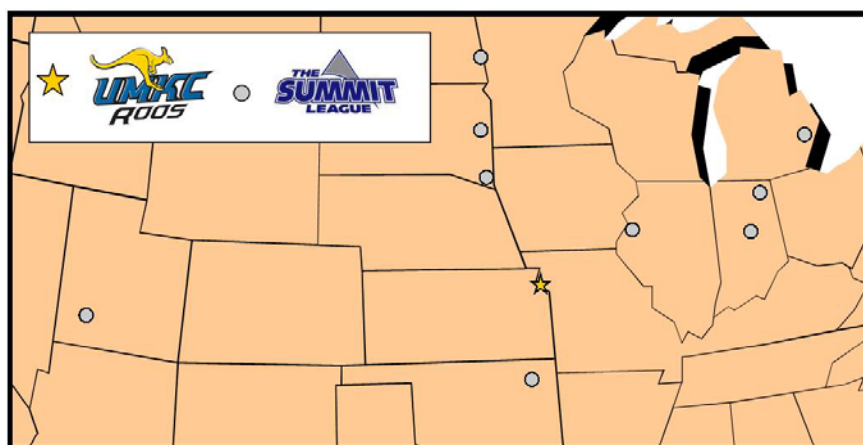
Summit League Sport Sponsorship													
Women's Sports	Total	WBB	X-C	I-TF	O-TF	Golf	Socc	Soft	Swm	Tenn	VB	EQ	Gym
<b>Conference Sports</b>	<b>10</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>		
<b>UMKC</b>	<b>9</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>		<b>X</b>	<b>X</b>		
Fort Wayne	9	X	X	X	X	X	X	X		X	X		
IUPUI	8	X	X			X	X	X	X	X	X		
North Dakota State	8	X	X	X	X	X	X	X			X		
Oakland	10	X	X	X	X	X	X	X	X	X	X		
Oral Roberts	8	X	X	X	X	X	X			X	X		
South Dakota	10	X	X	X	X	X	X	X	X	X	X		
South Dakota State	11	X	X	X	X	X	X	X	X	X	X	X	
Southern Utah	9	X	X	X	X	X	X			X	X		X
Western Illinois	10	X	X	X	X	X	X	X	X	X	X		
<b>Average/Total</b>	<b>9.2</b>	<b>10</b>	<b>10</b>	<b>9</b>	<b>9</b>	<b>10</b>	<b>10</b>	<b>8</b>	<b>5</b>	<b>9</b>	<b>10</b>	<b>1</b>	<b>1</b>
<b>Variance</b>	<b>-2%</b>												
<b>Rank</b>	<b>5</b>												

Source: Official Athletic Site of each institution.

## Travel Distances

NACDA Consulting researched travel distances for each member-institution from the Summit to determine geographic proximity to UMKC. Data provided is the calculated distance between cities using mapquest.com. For consistency, miles indicated are the shortest travel time. In addition, a driving time estimate is calculated based on travel distance.

The Summit has a wide conference footprint of eight states including Illinois, Indiana, Michigan, Missouri, North Dakota, Oklahoma, South Dakota, and Utah.



Overall, the closest institution to UMKC is Oral Roberts, 270 miles away. Southern Utah is the farthest away at 1,186 miles. On average, schools are 553 miles from UMKC. Average one-way travel time from UMKC to Summit League schools is 8.6 hours.

Summit League One-Way Travel Distance				
Institution	Location	Distance	Time Estimate	
			Hours	Min
Fort Wayne	Fort Wayne, IN	612	9	46
IUPUI	Indianapolis, IN	484	7	45
North Dakota State	Fargo, ND	608	9	0
Oakland	Rochester, MI	778	12	39
Oral Roberts	Tulsa, OK	270	4	12
South Dakota	Vermillion, SD	321	5	2
South Dakota State	Brookings, SD	422	6	25
Southern Utah	Cedar City, UT	1,186	17	40
Western Illinois	Macomb, IL	297	4	55
Average from UMKC		553	8.6	

Source: [www.mapquest.com](http://www.mapquest.com) - "Shortest Time"





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## Member-Institution Analysis

NACDA Consulting researched the enrollments, tuition costs, endowments, Carnegie classifications, and Directors' Cup rankings for institutions in the Summit League to compare to UMKC. Data came from the NCES, and enrollment numbers are full-time undergraduate students and total full-time students. Centenary is not included in the analysis due to its impending departure, while USD's data is included as it will become a full member of the Summit in 2011.

UMKC is above the Summit average in total enrollment by 8% but is below the conference average in undergraduate enrollment by 43%. UMKC has 14,481 total students and 5,805 undergraduate students. UMKC ranks 3-of-10 in total enrollment and 9-of-10 in undergraduate enrollment. The average male-to-female enrollment ratio in the Summit is 44.5% male and 55.5% female.

The Summit average for in-state tuition is \$8,288 and \$15,299 for out-of-state tuition. UMKC ranks 4-of-10 for in-state tuition (\$7,756) and 4-of-10 for out-of-state tuition (\$18,106) in the conference. The Summit is comprised of nine public schools and one private school.

Summit League Institutional Analysis							
Summit League	Public-Private	Enrollment Fall		% of Undergraduate Enrollment		Tuition & Fees	
		Total	Undergrad	Male	Female	In-state	Out-of-State
<b>UMKC</b>	<b>Public</b>	<b>14,481</b>	<b>5,805</b>	<b>42%</b>	<b>58%</b>	<b>\$ 7,756</b>	<b>\$ 18,106</b>
Fort Wayne	Public	12,338	11,578	44%	56%	\$ 6,233	\$ 14,829
IUPUI	Public	30,300	21,423	42%	58%	\$ 7,523	\$ 22,420
North Dakota State	Public	13,230	11,062	57%	43%	\$ 6,455	\$ 15,554
Oral Roberts	Private	3,067	2,558	42%	58%	\$ 19,106	\$ 19,106
Oakland	Public	18,175	14,397	39%	61%	\$ 8,783	\$ 20,498
South Dakota	Public	9,291	6,958	37%	63%	\$ 6,468	\$ 7,841
South Dakota State	Public	11,995	10,532	48%	52%	\$ 6,155	\$ 7,528
Southern Utah	Public	7,516	6,784	42%	58%	\$ 4,269	\$ 12,847
Western Illinois	Public	13,175	10,735	53%	47%	\$ 9,617	\$ 13,006
<b>Average</b>		<b>13,357</b>	<b>10,183</b>	<b>44.6%</b>	<b>55.4%</b>	<b>\$ 8,237</b>	<b>\$ 15,174</b>
<b>Variance</b>		<b>8%</b>	<b>-43%</b>	<b>-6%</b>	<b>5%</b>	<b>-6%</b>	<b>19%</b>
<b>Rank</b>		<b>3</b>	<b>9</b>	<b>5</b>	<b>3</b>	<b>4</b>	<b>4</b>
<b>Public</b>	<b>9</b>						
<b>Private</b>	<b>1</b>						

Source: National Center for Education Statistics



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The average endowment in the Summit is \$107 million. UMKC has the conference highest endowment with \$170 million, while NDSU has the Summit low at \$369,753. UMKC is 58% above the SL average. South Dakota reported an endowment of \$0 and was, therefore, not included in the average or rankings.

Of the 10 Summit institutions, four of the schools are classified as "Research Universities (high research activity)", while three other Summit institutions are classified as "Doctoral/Research Universities." UMKC is classified as "Research Universities (high research activity)." Three of the member-institutions are classified as "Master's Colleges & Universities" of various sizes.

Summit League			
Institution	Endowment	Carnegie Classification	
UMKC	\$ 170,718,971	Research Universities (high research activity)	
Fort Wayne	\$ 27,717,615	Master's Colleges & Universities (medium programs)	
IUPUI	\$ 601,932,876	Research Universities (high research activity)	
North Dakota State	\$ 369,753	Research Universities (high research activity)	
Oakland	\$ 50,450,072	Doctoral/Research Universities	
Oral Roberts	\$ 34,774,759	Doctoral/Research Universities	
South Dakota*	N/A	Doctoral/Research Universities	
South Dakota State	\$ 44,910,799	Research Universities (high research activity)	
Southern Utah	\$ 14,832,761	Master's Colleges & Universities (smaller programs)	
Western Illinois	\$ 24,959,618	Master's Colleges & Universities (larger programs)	
Average	\$ 107,851,914	Classification	# of Institutions
Variance	58%	Research Universities (high research activity)	4
Rank	2	Doctoral/Research Universities	3
		Master's Colleges & Universities (larger programs)	1
		Master's Colleges & Universities (medium programs)	1
		Master's Colleges & Universities (smaller programs)	1

Source: National Center for Education Statistics

\*South Dakota Reported "0" Endowment



## NACDA Consulting Report

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NACDA Consulting researched the 2009-2010 Directors' Cup standings for institutions in the Summit. UMKC did not score any points in the Division I Directors' Cup. Oral Roberts was the Summit's highest ranking institution in the Division I Directors' Cup, finishing 126<sup>th</sup>. IUPUI (183<sup>rd</sup>), SDSU (186<sup>th</sup>), and Southern Utah (193<sup>rd</sup>) were the only other member-institutions ranked in the top-200 of the standings.

Summit League 2009-2010 Director's Cup Standings		
School	Rank	Points
UMKC	279	0.00
North Dakota State	236	25.00
Oral Roberts	126	129.88
South Dakota State	186	64.00
Oakland	236	25.00
IUPUI	183	68.50
Southern Utah	193	59.30
Fort Wayne	204	50.00
Western Illinois	236	25.00
South Dakota	279	0.00
Average	215.8	44.67

Source: [www.nacda.com](http://www.nacda.com)



### **DIVISION II BENCHMARKING: GREAT LAKES VALLEY CONFERENCE**

#### **Overview of Division II**

Division II athletic departments are financed in the institution's budget like other academic departments on campus. There are presently 294 Division II institutions. Currently, 52% of the members are public institutions and 48% are private. On average, Division II institutions have 14.7 sports and 306 student-athletes. Undergraduate student enrollment is significantly lower than that of Division I with the average student enrollment at 3,706.

NCAA Division II has a 'Life in the Balance' initiative which focuses on student-athlete experience by providing growth opportunities through academic achievement, learning in high-level athletic competition, and development of positive societal attitudes in service to community.

The NCAA Division II strategic positioning platform is based upon five areas including the following:

- Learning: Multiple opportunities to broaden knowledge and skills
- Service: Positive societal attitude through contributions to community
- Passion: Enthusiastic dedication and desire in effort
- Balance: Emphasis on collective knowledge; integration of skills
- Resourcefulness: Versatile skill set drawn from broad range of experiences
- Sportsmanship: Respect for fairness, courtesy; ethical conduct toward others

#### **Membership**

Division II institutions are required to offer a minimum of 10 sports with five for men/five for women, or four men/six for women. In addition, there must be a minimum of two team sports for men and two for women.

Each institution must play a minimum number of contests against Division II opponents with minimums varying by sport. For the 2009-10 academic year, an institution was required to provide a minimum amount of financial aid equal to at least one of the following:

- D. A minimum of 50% of the maximum allowable in four separate sports, at least two of which must be women's sports;
- E. A minimum of 20 total full equivalency grants with at least 10 total full equivalency grants in women's sports; or
- F. A minimum total expenditure of \$250,000 in athletically-related financial aid with at least \$125,000 in women's sports.



## NACDA Consulting Report

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NCAA Division II has recently placed restrictions on its membership process. At no time may there be more than 30 institutions within the membership process. The application fee is set on an annual basis by the membership committee, and for 2010 applications the fee was \$28,000. The annual dues for active members are \$900. Institutions seeking to reclassify from Division I will not be required to go through the typical membership process. The reclassification process will be determined by the membership committee.

The NCAA requires a campus visit. A recent agenda was developed for a reclassifying institution and will be the template for future reclassifying institutions. This includes the following:

- Attendees: NCAA staff that will be in attendance and a representative from the conference office that the institution will be joining.
- Institution must provide the following information: (1) a document that outlines the chancellor's or president's vision for athletics; (2) a copy of the institution's mission (including a strategic plan); (3) a statement on why the institution wants to become a Division II member; (4) information outlining that the institution's future intentions are in relation to division membership; and (5) a document outlining the institution's goals and purposes for athletics.

Winston-Salem State, which is currently reclassifying, was also required to provide to the committee the following:

- A plan from the institution to include information on how the institution plans to meet Division II legislation. The plan would address:
  - Division II maximum financial aid limitations
  - Sports sponsorship
  - Conference affiliation
  - Eligibility certification
  - Education of staff members of Division II legislation and compliance issues.
- The institution was required to have an outside contractor complete an audit of the institution's compliance with Division II legislation and provide a report to the committee to be reviewed at the 2010 in-person meeting.



## NACDA Consulting Report

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### Financial Aid Limitations

Division II financial aid limits for the sports that UMKC offers is provided. The total maximum financial aid for UMKC's sports would be 98.8 grants-in-aid at the Division II level. This is 30 less grant-in-aid than what is currently allowed at Division I. There are no head count sports for Division II, as all sports are measured by equivalencies.

Maximum Allowable Financial Aid By Sport	
Men's Sports	Division II
Basketball	10.0
Cross Country/Track and Field	12.6
Golf	3.6
Soccer	9.0
Tennis	4.5
<b>Total Men</b>	<b>39.7</b>
Women's Sports	Division II
Basketball	10.0
Cross Country/Track and Field	12.6
Golf	5.4
Soccer	9.9
Softball	7.2
Tennis	6.0
Volleyball	8.0
<b>Total Women</b>	<b>59.1</b>
<b>Total All Sports</b>	<b>98.8</b>





# NACDA Consulting Report

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## Overview of the Great Lakes Valley Conference

### History

The formation of the GLVC can be traced as far back as 1972, when the athletic directors of three member schools - Kentucky Wesleyan, Bellarmine, and Indiana State University at Evansville (now the University of Southern Indiana) - began preliminary discussions about forming a basketball conference. Four years later, the University of Indianapolis and Saint Joseph's College expressed interest. On July 7, 1978, those schools - along with Ashland University - united to become the GLVC. The GLVC is considered one of the top small college basketball conferences in the nation. In January 2010, the Great Lakes Valley Conference announced the addition of football as a league championship sport, beginning with the 2012 season.

### Member Schools

The 16 members of the Great Lakes Valley are University of Wisconsin-Parkside, Lewis University, Saint Joseph's College, Quincy University, University of Indianapolis, University of Illinois-Springfield, Rockhurst University, University of Southern Indiana, Northern Kentucky University, Maryville University, University of Missouri-St. Louis, Bellarmine University, Missouri S&T, Kentucky Wesleyan College, William Jewell College and Drury University. UIS is the most recent addition, joining the conference as a full-time member in 2010-11; William Jewell and Maryville, which are currently in Division II reclassification, will become full members once they become full-time Division II member.

### Championship Sports

The Great Lakes Valley offers 17 championships in 8 men's and 9 women's sports:

#### Men's

Baseball  
Basketball  
Cross Country  
Golf  
Soccer  
Indoor Track & Field  
Outdoor Track & Field  
Tennis

#### Women's

Basketball  
Cross Country  
Golf  
Soccer  
Softball  
Indoor Track & Field  
Outdoor Track & Field  
Tennis  
Volleyball

### Athletic Success

The GLVC institutions have won 11 national championships in basketball. Kentucky Wesleyan leads all Division II institutions with eight men's basketball titles. Northern Kentucky's women won the school's first-ever basketball national championship in 2000 and followed with another national title in 2008. In addition, SIUE became the first GLVC institution to win a national championship in softball in 2007. The GLVC annually



## NACDA Consulting Report

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presents the Richard F. Scharf Paragon Award to the top male and female student-athlete in the league.

### Academic Success

The league continually maintains an effort to combine academic and athletics excellence, and the hard work put forth by the student-athletes has been evident on the playing field and in the classrooms.



## NACDA Consulting Report

### Sport Sponsorship

NACDA Consulting researched the GLVC's sports participation. This included conference sports, as well as sports offered at each individual institution. Data was collected from the conference and member-institution websites. UMKC has 16 sports, with seven men's and nine women's programs.

The conference average for total number of sports sponsored is 15.6. If UMKC were to join the GLVC, the University would be 3% above the average and would rank 8-of-16 for total sports offered in the conference. Indianapolis offers the most sports in the conference with 21, while Missouri-St. Louis and Rockhurst are tied for the GLVC low with 11 sports offered each.

Great Lakes Valley Total Sports Sponsored			
Institution	Women	Men	Total
<b>Conference Sports</b>	<b>10</b>	<b>9</b>	<b>19</b>
<b>UMKC</b>	<b>9</b>	<b>7</b>	<b>16</b>
Bellarmino	9	9	<b>18</b>
Drury	9	9	<b>18</b>
Illinois - Springfield	6	4	<b>10</b>
Indianapolis	10	11	<b>21</b>
Kentucky Wesleyan	7	6	<b>13</b>
Lewis	10	10	<b>20</b>
Maryville	9	8	<b>17</b>
Missouri S&T	8	8	<b>16</b>
Missouri - St. Louis	6	5	<b>11</b>
Northern Kentucky	7	6	<b>13</b>
Quincy	7	8	<b>15</b>
Rockhurst	6	5	<b>11</b>
Saint Joseph's	9	9	<b>18</b>
Southern Indiana	9	9	<b>18</b>
UW - Parkside	7	9	<b>16</b>
<b>Average</b>	<b>7.9</b>	<b>7.7</b>	<b>15.7</b>
<b>Variance</b>	<b>13%</b>	<b>-9%</b>	<b>2%</b>
<b>Rank</b>	<b>3</b>	<b>11</b>	<b>8</b>

Source: Official Athletic Site of each institution.



# NACDA Consulting Report

## Men's Sports

UMKC would rank 11-of-16 in men's sports offered, sponsoring seven sports. GLVC institutions sponsor an average of 7.7 men's sports, and UMKC would be 9% below the average. Every school in the conference offers men's basketball and soccer. Illinois-Springfield is the only institution in the conference that does not sponsor baseball, and Missouri S&T is the only school that does not offer golf. The GLVC has a championship for every men's sport that UMKC offers.

Great Lakes Valley Conference Sport Sponsorship														
Men's Sports	Total	Base	MBB	X-C	FB	I-TF	O-TF	Golf	Socc	Swm	Tenn	LAX	VB	WR
Conference Sports	9	X	X	X		X	X	X	X	X	X			
UMKC	7		X	X		X	X	X	X		X			
Bellarmino	9	X	X	X		X	X	X	X		X	X		
Drury	9	X	X	X		X	X	X	X	X	X			
Illinois - Springfield	4		X					X	X		X			
Indianapolis	11	X	X	X	X	X	X	X	X	X	X			X
Kentucky Wesleyan	6	X	X	X	X			X	X					
Lewis	10	X	X	X		X	X	X	X	X	X		X	
Maryville	8	X	X	X		X	X	X	X		X			
Missouri S&T	8	X	X	X	X	X	X		X	X				
Missouri - St. Louis	5	X	X					X	X		X			
Northern Kentucky	6	X	X	X				X	X		X			
Quincy	8	X	X	X	X			X	X		X		X	
Rockhurst	5	X	X					X	X		X			
Saint Joseph's	9	X	X	X	X	X	X	X	X		X			
Southern Indiana	9	X	X	X	X	X	X	X	X		X			
UW - Parkside	9	X	X	X	X	X	X	X	X					X
Average/Total	7.7	14	15	12	7	9	9	14	15	4	12		2	2
Variance	-9%													
Rank	11													

Source: Official Athletic Site of each institution.



# NACDA Consulting Report

## Women's Sports

UMKC would rank 3-of-16 in women's sports offered in the GLVC, tied with five other institutions, and is above the conference average of 7.9 by 13%. Every school in the conference offers basketball, soccer, and volleyball. Drury is the only institution that does not offer softball. Missouri S&T and UW-Parkside are the only schools without golf. The GLVC has a championship for every women's sport that UMKC offers.

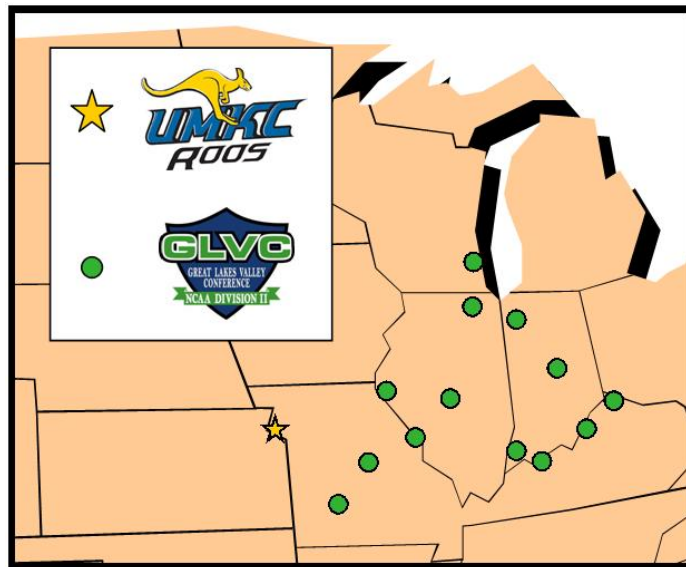
Great Lakes Valley Conference Sport Sponsorship													
Women's Sports	Total	WBB	X-C	I-TF	O-TF	Golf	Socc	Soft	Swm	Tenn	VB	EQ	Gym
<b>Conference Sports</b>	<b>10</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>		
<b>UMKC</b>	<b>9</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>		<b>X</b>	<b>X</b>		
Bellarmino	9	X	X	X	X	X	X	X		X	X		
Drury	9	X	X	X	X	X	X		X	X	X		
Illinois - Springfield	6	X				X	X	X		X	X		
Indianapolis	10	X	X	X	X	X	X	X	X	X	X		
Kentucky Wesleyan	7	X	X			X	X	X		X	X		
Lewis	10	X	X	X	X	X	X	X	X	X	X		
Maryville	9	X	X	X	X	X	X	X		X	X		
Missouri S&T	8	X	X	X	X		X	X		X	X		
Missouri - St. Louis	6	X				X	X	X		X	X		
Northern Kentucky	7	X	X			X	X	X		X	X		
Quincy	7	X	X			X	X	X		X	X		
Rockhurst	6	X				X	X	X		X	X		
Saint Joseph's	9	X	X	X	X	X	X	X		X	X		
Southern Indiana	9	X	X	X	X	X	X	X		X	X		
UW - Parkside	7	X	X	X	X		X	X			X		
<b>Average/Total</b>	<b>7.9</b>	<b>15</b>	<b>12</b>	<b>9</b>	<b>9</b>	<b>13</b>	<b>15</b>	<b>14</b>	<b>3</b>	<b>14</b>	<b>15</b>	<b>0</b>	<b>0</b>
<b>Variance</b>	<b>13%</b>												
<b>Rank</b>	<b>3</b>												

Source: Official Athletic Site of each institution.

## Travel Distances

NACDA Consulting researched travel distances for each member-institution from the GLVC to determine geographic proximity to UMKC. Data provided is the calculated distance between cities using mapquest.com. For consistency, miles indicated are the shortest travel time. In addition, a driving time estimate is calculated based on travel distance.

The GLVC has a conference footprint of five states including Illinois, Indiana, Kentucky, Missouri, and Wisconsin.







## NACDA Consulting Report

Overall, the closest institution to UMKC by far is Rockhurst, less than one mile away. The second closest institution is Drury, which is 163 miles away. Northern Kentucky is the farthest away at 597 miles. On average, schools are 362 miles from UMKC. Average one-way travel time from UMKC to GLVC schools is 5.9 hours.

Great Lakes Valley One Way Travel Distance				
Institution	Location	Distance	Time Estimate	
			Hours	Min
Bellarmine	Louisville, KY	515	8	14
Drury	Springfield, MO	163	2	39
Illinois - Springfield	Springfield, IL	315	5	5
Indianapolis	Indianapolis, IN	484	7	43
Kentucky Wesleyan	Owensboro, KY	457	7	31
Lewis	Romeoville, IL	485	7	53
Maryville	St. Louis, MO	232	3	42
Missouri S&T	Rolla, MO	219	3	38
Missouri - St. Louis	St. Louis, MO	239	3	51
Northern Kentucky	Highland Heights, KY	597	9	30
Quincy	Quincy, IL	231	3	48
Rockhurst	Kansas City, MO	0	0	1
Saint Joseph's	Rensselaer, IN	503	8	16
Southern Indiana	Evansville, IN	417	6	52
UW - Parkside	Kenosha, WI	571	9	4
Average from UMKC		362	5.9	

Source: [www.mapquest.com](http://www.mapquest.com) - "Shortest Time"



# NACDA Consulting Report

## Member-Institution Analysis

NACDA Consulting researched the enrollments, tuition costs, endowments, Carnegie classifications, and Directors' Cup rankings for institutions in the GLVC to compare to UMKC. Data came from the NCES, and enrollment numbers are full-time undergraduate students and total full-time students.

UMKC is above the GLVC average in total enrollment by 153% and is above the conference average in undergraduate enrollment by 23%. Three institutions currently in the conference have more than 10,000 total students. UMKC ranks 3-of-16 in total enrollment and 4-of-16 in undergraduate enrollment. The average male-to-female enrollment ratio in the GLVC is 42% male and 58% female.

The GLVC average for in-state tuition is \$16,360 and \$19,717 for out-of-state tuition. UMKC ranks 12-of-16 for in-state tuition and 11-of-16 for out-of-state tuition in the conference. The GLVC is comprised of six public schools and nine private schools.

Great Lakes Valley Institutional Analysis							
Great Lakes Valley	Public-Private	Enrollment Fall		% of Undergraduate Enrollment		Tuition & Fees	
		Total	Undergrad	Male	Female	In-state	Out-of-State
<b>UMKC</b>	<b>Public</b>	<b>14,481</b>	<b>5,805</b>	<b>42%</b>	<b>58%</b>	<b>\$ 7,756</b>	<b>\$ 18,106</b>
Bellarmino	Private	3,040	2,344	35%	65%	\$ 28,900	\$ 28,900
Drury	Private	5,260	4,763	37%	63%	\$ 19,015	\$ 19,015
Illinois - Springfield	Public	4,711	2,889	44%	58%	\$ 7,440	\$ 14,760
Indianapolis	Private	4,829	3,648	34%	66%	\$ 21,170	\$ 21,170
Kentucky Wesleyan	Private	909	909	53%	47%	\$ 16,870	\$ 16,870
Lewis	Private	5,536	3,960	41%	59%	\$ 22,990	\$ 22,990
Maryville	Private	3,517	2,898	24%	76%	\$ 20,994	\$ 20,994
Missouri S&T	Public	6,367	4,911	78%	22%	\$ 8,488	\$ 19,579
Missouri - St. Louis	Public	15,741	12,358	35%	65%	\$ 8,595	\$ 19,686
Northern Kentucky	Public	15,082	13,003	43%	57%	\$ 6,792	\$ 12,792
Quincy	Private	1,424	1,144	45%	55%	\$ 22,030	\$ 22,030
Rockhurst	Private	3,086	2,242	39%	61%	\$ 25,840	\$ 25,840
Saint Joseph's	Private	1,076	1,076	43%	57%	\$ 24,530	\$ 24,530
Southern Indiana	Public	10,126	9,320	41%	59%	\$ 5,474	\$ 12,755
UW - Parkside	Public	5,167	5,045	45%	55%	\$ 6,276	\$ 13,849
<b>Average</b>		<b>5,725</b>	<b>4,701</b>	<b>42%</b>	<b>58%</b>	<b>\$ 16,360</b>	<b>\$ 19,717</b>
<b>Variance</b>		<b>153%</b>	<b>23%</b>	<b>-1%</b>	<b>1%</b>	<b>-53%</b>	<b>-8%</b>
<b>Rank</b>		<b>3</b>	<b>4</b>	<b>8</b>	<b>9</b>	<b>12</b>	<b>11</b>
<b>Public</b>	<b>6</b>						
<b>Private</b>	<b>9</b>						

Source: National Center for Education Statistics



## NACDA Consulting Report

The average endowment in the GLVC is \$41 million. UMKC would have the conference high in endowment with \$170 million, while UW-Parkside has the GLVC lowest at \$3.6 million. UMKC is 310% above the GLVC average and has an endowment that is \$46 million higher than the current conference leader.

Of the 15 GLVC institutions, seven of the schools are classified as "Master's Colleges & Universities (larger programs)." UMKC is classified as "Research Universities (high research activity)," and two institutions in the GLVC, Missouri S&T and Missouri-St. Louis, are also in that category.

Great Lakes Valley			
Institution	Endowment	Carnegie Classification	
<b>UMKC</b>	<b>\$ 170,718,971</b>	<b>Research Universities (high research activity)</b>	
Bellarmine	\$ 35,784,871	Master's Colleges & Universities (larger programs)	
Drury	\$ 74,440,860	Master's Colleges & Universities (medium programs)	
Illinois - Springfield	\$ 9,089,416	Master's Colleges & Universities (larger programs)	
Indianapolis	\$ 70,895,232	Master's Colleges & Universities (larger programs)	
Kentucky Wesleyan	\$ 26,961,003	Baccalaureate Colleges - Arts & Sciences	
Lewis	\$ 44,244,852	Master's Colleges & Universities (larger programs)	
Maryville	\$ 39,418,877	Master's Colleges & Universities (larger programs)	
Missouri S&T	\$ 124,022,531	Research Universities (high research activity)	
Missouri - St. Louis	\$ 47,602,280	Research Universities (high research activity)	
Northern Kentucky	\$ 51,025,000	Master's Colleges & Universities (larger programs)	
Quincy	\$ 13,549,349	Baccalaureate Colleges - Diverse Fields	
Rockhurst	\$ 36,304,103	Master's Colleges & Universities (larger programs)	
Saint Joseph's	\$ 16,245,234	Baccalaureate Colleges - Diverse Fields	
Southern Indiana	\$ 30,594,300	Master's Colleges & Universities (medium programs)	
UW - Parkside	\$ 3,693,450	Baccalaureate Colleges - Arts & Sciences	
<b>Average</b>	<b>\$ 41,591,424</b>	<b>Classification</b>	<b># of Institutions</b>
<b>Variance</b>	<b>310%</b>	Research Universities (high research activity)	2
<b>Rank</b>	<b>1</b>	Doctoral/Research Universities	0
		Master's Colleges & Universities (larger programs)	7
		Master's Colleges & Universities (medium programs)	2
		Master's Colleges & Universities (smaller prgrams)	0
		Baccalaureate Colleges - Arts & Sciences	2
		Baccalaureate Colleges - Diverse Fields	2

Source: National Center for Education Statistics



## NACDA Consulting Report

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NACDA Consulting researched the 2009-2010 Directors' Cup standings for institutions in the GLVC to determine the conference's strength at Division II. Drury was the GLVC's highest-ranking institution in the Division II Directors' Cup, finishing 14<sup>th</sup>. Indianapolis (17<sup>th</sup>), Southern Indiana (34<sup>th</sup>), and Lewis (48<sup>th</sup>) were all ranked in the top-50 of Division II. Every school in the GLVC scored points in the Directors' Cup, with the exception of Illinois-Springfield and Maryville.

Great Lakes Valley 2009-2010 Director's Cup Standings		
School	Rank	Points
Bellarmine	128	160.00
Drury	14	555.75
Illinois - Springfield	222	0.00
Indianapolis	17	471.00
Kentucky Wesleyan	221	25.00
Lewis	48	338.50
Maryville	222	0.00
Missouri S&T	103	195.00
Missouri - St. Louis	198	51.50
Northern Kentucky	59	292.00
Quincy	138	139.00
Rockhurst	199	50.00
Saint Joseph's	121	165.50
Southern Indiana	34	407.00
UW - Parkside	159	105.00
Average	125.5	197.02

Source: [www.nacda.com](http://www.nacda.com)



### **DIVISION III BENCHMARKING: ST. LOUIS INTERCOLLEGIATE ATHLETIC CONFERENCE**

#### **Overview of Division III**

Division III is the largest of the three divisions with 432 member institutions. Currently, 20% of the members are public institutions and 80% are private. On average Division III institutions have 17.6 sports and 382 student-athletes, both of which are higher than that of Division II. Undergraduate student enrollment is significantly lower than that of both Division I and II with the average enrollment of 2,530. Similar to Division II, athletic departments are financed in the institution's budget like other academic departments on campus.

NCAA Division III recently adopted a strategic-positioning which describes Division III as a place to "follow your passions and develop your potential," within an approach to intercollegiate athletics that combines rigorous academics, competitive sports and an opportunity to pursue other interests.

#### **Membership**

Sport sponsorship requirements at the Division III level are based upon student enrollment. Institutions with an enrollment over 1,000 students, such as UMKC, must offer at least six sports for men and six for women. The institution must sponsor at least three team sports for each gender. The school also must have participating male and female teams or participants in the fall, winter and spring seasons. Division III does not offer any athletic-related financial aid.

The Division III reclassification process is a four-year process. There is a maximum limitation of four institutions admitted to the provisional or reclassifying membership program in any one year. The application fee is \$20,000. The annual dues for active members are \$900.

Recently, two Division I institutions, Centenary and the University of New Orleans, have started reclassification to Division III. A reclassifying institution must not award aid to incoming students beginning the first year of their reclassification process. Beginning in the second year of reclassification, an institution must not award any athletically-related financial aid to any student.



## NACDA Consulting Report

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### **Overview of the St. Louis Intercollegiate Athletic Conference**

#### History

The St. Louis Intercollegiate Athletic Conference was formally chartered in September of 1989 at Maryville University of St. Louis, and the first championships were conducted during the 1990-91 school year. In September of 2008, football began play as the 13<sup>th</sup> conference sport after a nine-year hiatus; however, in April 2009, the conference announced it would no longer sponsor football.

#### Member Schools

The nine current members of the SLIAC are Blackburn College, Eureka College, Fontbonne University, Greenville College, MacMurray College, Principia College, Spalding University, Webster University and Westminster College.

#### Championship Sports

The St. Louis Intercollegiate Athletic Conference offers 12 championships in 6 men's and 6 women's sports:

##### Men's

Baseball  
Basketball  
Cross Country  
Golf  
Soccer  
Tennis

##### Women's

Basketball  
Cross Country  
Soccer  
Softball  
Tennis  
Volleyball

#### Athletic Success

In 1999, the conference created the SLIAC All-Sports Trophy. The award is determined by awarding points based on each school's finish in the conference's 13 sports. Webster won the All-Sports Trophy for the sixth consecutive time in 2010. The SLIAC enjoys great parity, with six of the nine member-institutions winning at least one conference championship.

#### Academic Success

Academic All-Conference teams are announced three times a year in the fall, winter and spring. Student-athletes are eligible for All-Academic honors in the season in which they participate. In order to be named Academic All-Conference, a student-athlete must have a minimum of a 3.5 cumulative GPA, be at least a sophomore in academic standing, have at least one full year at the institution, and must be a member of the varsity roster. During the 2009-10 year, a total of 241 student-athletes earned this academic honor.





## NACDA Consulting Report

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### **Sport Sponsorship**

NACDA Consulting researched the SLIAC's sports participation. This included conference sports, as well as sports offered at each individual institution. Data was collected from the conference and member-institution websites. UMKC has 16 sports, with seven men's and nine women's programs.

The conference average for total number of sports sponsored is 15.9. If UMKC were to join the SLIAC, the University would be slightly above the average and would rank 5-of-10 for total sports offered in the conference. Fontbonne offers the most sports in the conference with 22, while MacMurray has the SLIAC low with 10 sports offered.

<b>St. Louis Intercollegiate Athletic Conference Total Sports Sponsored</b>			
<b>Institution</b>	<b>Women</b>	<b>Men</b>	<b>Total</b>
<b>Conference Sports</b>	<b>10</b>	<b>9</b>	<b>19</b>
<b>UMKC</b>	<b>9</b>	<b>7</b>	<b>16</b>
Blackburn	6	5	<b>11</b>
Eureka	9	10	<b>19</b>
Fontbonne	12	10	<b>22</b>
Greenville	8	8	<b>16</b>
MacMurray	5	5	<b>10</b>
Principia	9	9	<b>18</b>
Spalding	7	7	<b>14</b>
Webster	8	8	<b>16</b>
Westminster	9	9	<b>18</b>
<b>Average</b>	<b>8.1</b>	<b>7.9</b>	<b>16.0</b>
<b>Variance</b>	<b>11%</b>	<b>-11%</b>	<b>0%</b>
<b>Rank</b>	<b>2</b>	<b>7</b>	<b>5</b>

*Source: Official Athletic Site of each institution.*



# NACDA Consulting Report

## Men's Sports

UMKC would rank 7-of-10 in men's sports offered, sponsoring seven sports. SLIAC institutions sponsor an average of 7.9 men's sports, and UMKC would be 11% below the average. Every school in the conference offers baseball, men's basketball, and soccer. MacMurray is the only institution in the conference that does not sponsor cross country. The SLIAC has a championship for every men's sport that UMKC offers.

St. Louis Intercollegiate Athletic Conference Sport Sponsorship														
Men's Sports	Total	Base	MBB	X-C	FB	I-TF	O-TF	Golf	Socc	Swm	Tenn	LAX	Rugby	VB
Conference Sports	9	X	X	X		X	X	X	X	X	X			
UMKC	7		X	X		X	X	X	X		X			
Blackburn	5	X	X	X				X	X					
Eureka	10	X	X	X	X	X	X	X	X	X	X			
Fontbonne	10	X	X	X		X	X	X	X		X	X		X
Greenville	8	X	X	X	X	X	X		X		X			
MacMurray	5	X	X		X			X	X					
Principia	9	X	X	X		X	X		X	X	X		X	
Spalding	7	X	X	X		X	X	X	X					
Webster	8	X	X	X		X	X	X	X		X			
Westminster	9	X	X	X	X	X	X	X	X		X			
Average/Total	7.9	9	9	8	4	7	7	7	9	2	6		1	1
Variance	-11%													
Rank	7													

Source: Official Athletic Site of each institution.



# NACDA Consulting Report

## Women's Sports

UMKC would rank 2-of-10 in women's sports offered in the SLIAC, tied with three other institutions, and is above the conference average of 8.1 by 11%. Every school in the conference offers basketball, soccer, softball, and volleyball. MacMurray is the only institution that does not offer cross country. Blackburn and MacMurray are the only schools without indoor and outdoor track & field, while MacMurray and Spalding are the only institutions without tennis. The SLIAC has a championship for every women's sport that UMKC offers.

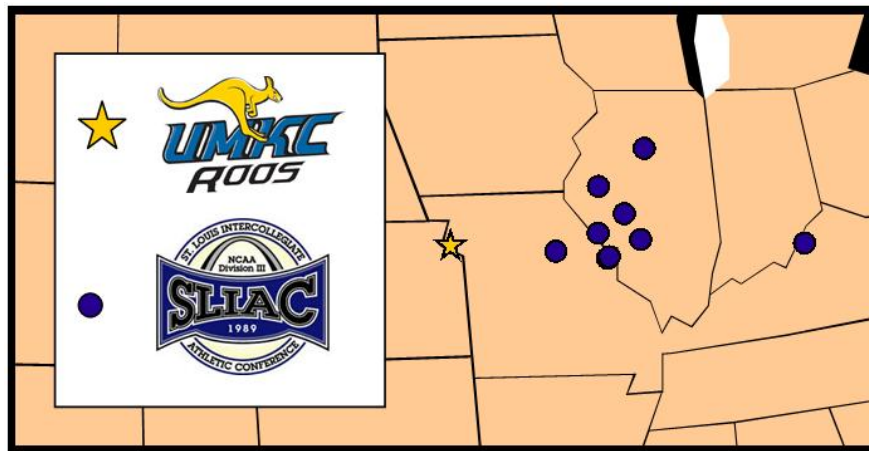
St. Louis Intercollegiate Athletic Conference Sport Sponsorship														
Women's Sports	Total	WBB	X-C	I-TF	O-TF	Golf	Socc	Soft	Swm	Tenn	VB	Bowl	FHock	LAX
Conference Sports	10	X	X	X	X	X	X	X	X	X	X			
UMKC	9	X	X	X	X	X	X	X		X	X			
Blackburn	6	X	X				X	X		X	X			
Eureka	9	X	X	X	X		X	X	X	X	X			
Fontbonne	12	X	X	X	X	X	X	X		X	X	X	X	X
Greenville	8	X	X	X	X		X	X		X	X			
MacMurray	5	X				X	X	X			X			
Principia	9	X	X	X	X		X	X	X	X	X			
Spalding	7	X	X	X	X		X	X			X			
Webster	8	X	X	X	X		X	X		X	X			
Westminster	9	X	X	X	X	X	X	X		X	X			
Average/Total	8.1	9	8	7	7	3	9	9	2	7	9	1		1
Variance	11%													
Rank	2													

Source: Official Athletic Site of each institution.

## Travel Distances

NACDA Consulting researched travel distances for each member-institution from the SLIAC to determine geographic proximity to UMKC. Data provided is the calculated distance between cities using mapquest.com. For consistency, miles indicated are the shortest travel time. In addition, a driving time estimate is calculated based on travel distance.

The SLIAC has a conference footprint of three states including Illinois, Kentucky, and Missouri.



Overall, the closest institution to UMKC is Westminster, which is 155 miles away. Spalding is the farthest away at 509 miles. On average, schools are 298 miles from UMKC. Average one-way travel time from UMKC to SLIAC schools is 4.8 hours.

St. Louis Intercollegiate Athletic Conference One-Way Travel Distance				
Institution	Location	Distance	Time Estimate	
			Hours	Min
Blackburn	Carlinville, IL	293	5	2
Eureka	Eureka, IL	397	6	25
Fontbonne	St. Louis, MO	243	3	55
Greenville	Greenville, IL	292	4	43
MacMurray	Jacksonville, IL	283	4	38
Principia	Elsah, IL	266	4	21
Spalding	Louisville, KY	509	8	7
Webster	St. Louis, MO	244	3	59
Westminster	Fulton, MO	155	2	25
Average from UMKC		298	4.8	

Source: [www.mapquest.com](http://www.mapquest.com) - "Shortest Time"



# NACDA Consulting Report

## Member-Institution Analysis

NACDA Consulting researched the enrollments, tuition costs, endowments, Carnegie classifications, and Directors' Cup rankings for institutions in the SLIAC to compare to UMKC. Data came from the NCES, and enrollment numbers are full-time undergraduate students and total full-time students.

UMKC is above the SLIAC average in total enrollment by 366% and is above the conference average in undergraduate enrollment by 334%. Only one institution in the conference, Webster, has a total enrollment above 3,000 students. UMKC ranks 2-of-10 in total enrollment and first in undergraduate enrollment. The average male-to-female enrollment ratio in the SLIAC is 41% male and 59% female.

The SLIAC average for both in-state and out-of-state tuition is \$18,959. UMKC ranks last for in-state tuition (\$7,756) and 7-of-10 for out-of-state tuition (\$18,106) in the conference. UMKC's in-state tuition is \$6,013 below the current conference low. The SLIAC is comprised entirely of private schools.

St. Louis Intercollegiate Athletic Conference Institutional Analysis							
SLIAC	Public-Private	Enrollment Fall		% of Undergraduate Enrollment		Tuition & Fees	
		Total	Undergrad	Male	Female	In-state	Out-of-State
UMKC	Public	14,481	5,805	42%	58%	\$ 7,756	\$ 18,106
Blackburn	Private	636	636	43%	57%	\$ 14,286	\$ 14,286
Eureka	Private	753	753	44%	56%	\$ 17,390	\$ 17,390
Fontbonne	Private	2,967	2,084	29%	71%	\$ 19,795	\$ 19,795
Greenville	Private	1,618	1,435	46%	54%	\$ 20,216	\$ 20,216
MacMurray	Private	602	602	34%	66%	\$ 18,390	\$ 18,390
Principia	Private	519	519	50%	50%	\$ 23,040	\$ 23,040
Spalding	Private	1,712	1,063	24%	76%	\$ 17,700	\$ 17,700
Webster	Private	18,154	3,956	40%	60%	\$ 21,116	\$ 21,116
Westminster	Private	1,000	1,000	55%	45%	\$ 18,700	\$ 18,700
<b>Average</b>		<b>3,107</b>	<b>1,339</b>	<b>41%</b>	<b>59%</b>	<b>\$ 18,959</b>	<b>\$ 18,959</b>
<b>Variance</b>		<b>366%</b>	<b>334%</b>	<b>4%</b>	<b>-2%</b>	<b>-59%</b>	<b>-5%</b>
<b>Rank</b>		<b>2</b>	<b>1</b>	<b>6</b>	<b>5</b>	<b>10</b>	<b>7</b>
<b>Public</b>	<b>0</b>						
<b>Private</b>	<b>9</b>						

Source: National Center for Education Statistics

The average endowment in the SLIAC is \$61 million. Principia has the conference high in endowment with \$367 million, while MacMurray has the SLIAC low at \$6.3 million. UMKC is 177% above the SLIAC average and would rank second in endowment in the conference.



## NACDA Consulting Report

Of the nine SLIAC institutions, four of the schools are classified as "Baccalaureate Colleges-Diverse Fields." UMKC is classified as "Research Universities (high research activity)," and only one institution in the SLIAC, Spalding, is classified as a research university.

St. Louis Intercollegiate Athletic Conference			
Institution	Endowment	Carnegie Classification	
UMKC	\$ 170,718,971	Research Universities (high research activity)	
Blackburn	\$ 11,806,032	Baccalaureate Colleges - Diverse Fields	
Eureka	\$ 11,569,806	Baccalaureate Colleges - Diverse Fields	
Fontbonne	\$ 18,182,350	Master's Colleges & Universities (larger programs)	
Greenville	\$ 11,349,528	Baccalaureate Colleges - Diverse Fields	
Mac Murray	\$ 6,371,631	Baccalaureate Colleges - Diverse Fields	
Principia	\$ 367,252,181	Baccalaureate Colleges - Arts & Sciences	
Spalding	\$ 7,470,103	Doctoral/Research Universities	
Webster	\$ 70,290,188	Master's Colleges & Universities (larger programs)	
Westminster	\$ 51,079,127	Baccalaureate Colleges - Arts & Sciences	
Average	\$ 61,707,883	Classification	# of Institutions
Variance	177%	Research Universities (high research activity)	0
Rank	2	Doctoral/Research Universities	1
		Master's Colleges & Universities (larger programs)	2
		Master's Colleges & Universities (medium programs)	0
		Master's Colleges & Universities (smaller programs)	0
		Baccalaureate Colleges - Arts & Sciences	2
		Baccalaureate Colleges - Diverse Fields	4

Source: National Center for Education Statistics

NACDA Consulting researched the 2009-2010 Directors' Cup standings for institutions in the SLIAC. Webster was the SLIAC's highest-ranking institution in the Division III Directors' Cup, finishing 128<sup>th</sup>. Greenville (171) was the only other member-institution ranked in the top-200 of the standings. Four institutions, nearly half the conference, did not score any points in the Division III Directors' Cup.

St. Louis Intercollegiate Athletic Conference 2009-2010 Director's Cup Standings		
School	Rank	Points
Blackburn	258	38.00
Eureka	312	0.00
Fontbonne	234	50.00
Greenville	171	103.50
MacMurray	312	0.00
Principia	312	0.00
Spalding	312	0.00
Webster	128	150.00
Westminster	234	50.00
Average	252.6	43.50

Source: www.nacda.com



### NAIA BENCHMARKING: AMERICAN MIDWEST CONFERENCE

#### **Overview of the NAIA**

The National Association of Intercollegiate Athletics (NAIA) member-institutions view athletics as part of the overall educational process with the emphasis on "student" in the term student-athlete. The NAIA has 278 member institutions and 25 conferences. Currently, 18% of the members are public institutions and 82% are private. On average, NAIA institutions have 11.9 sports and 211 student-athletes. Average undergraduate student enrollment is the lowest at the NAIA level when compared to all divisions of the NCAA, with an average student enrollment of 1,514.

The NAIA has a "Champions of Character" initiative which is designed to instill an understanding of character values in sport and provide practical tools for student-athletes, coaches and parents to use in modeling exemplary character traits. The initiative equips coaches, athletic administrators and parents with the skills necessary to build character in the context of sport.

The NAIA platform is based upon five areas including:

- Integrity
- Respect
- Responsibility
- Sportsmanship
- Servant Leadership

#### **Membership**

NAIA membership is open to four-year colleges and universities and upper-level, two-year institutions in the United States and Canada that award a bachelor's degree or its equivalent. Active members must be not-for-profit organizations and fully accredited (U.S. members only) by one of the six established regional accrediting bodies. The NAIA has no minimum sport requirements for participation.

The membership application is due 90 days prior to the spring or fall meetings of the NAIA Council of Presidents (COP). Upon receipt of the application, a membership evaluation team will visit the campus at least one month prior to the COP meeting. If approved at the meeting, membership becomes effective immediately for fall applications and effective July 1 for spring applications. The membership application fee is \$2,000 with annual membership dues of \$5,900 for 2009-2010.

Recent entrants into the NAIA include institutions that are starting an athletics program, or transitioning from a two-year to a four-year degree-granting program. There are no limitations on the number of institutions in the membership process.



## NACDA Consulting Report

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### Financial Aid Limitations

The NAIA has financial aid limitations by sport with limitations the same for men's or women's programs that both offer a sport. Financial aid is limited to actual cost of tuition, fees, books, supplies, room and board. The NAIA has two divisions for basketball with separate financial aid limitations.

In addition, academically gifted students will be exempted from the aid counted for the maximum allowable aid by use of the following criteria:

1. Aid to continuing students with a 3.60 cumulative GPA or top 10% of class will not count against the limits.
2. Only one-half of the aid to continuing students with a 3.30 - 3.59 cumulative GPA or upper 11%-25% class ranking will count against the limits.
3. Aid to entering freshmen will be exempted upon achievement of minimum SAT/ACT scores (1050/23=half exemption, 1200/27=full exemption) or cumulative high school GPA (3.50-3.74=half exemption, 3.75-4.0=full exemption) or high school class rank (top 11%-25%=half exemption, top 10%=full exemption)

Maximum Allowable Financial Aid By Sport	
Sport	NAIA
Basketball	11.0 (Div I), 6.0 (Div II)
Cross Country	5.0
Track and Field	12.0
Golf	5.0
Soccer	12.0
Softball	10.0
Tennis	5.0
Volleyball	8.0





# NACDA Consulting Report

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## **Overview of the American Midwest Conference**

### History

The American Midwest Conference was originally formed in 1986 as the Show-Me Collegiate Conference, with only five member-institutions. In 1994, the conference became known as the American Midwest Conference.

### Member Schools

The nine current members of the AMC are Columbia College, Hannibal-LaGrange College, Harris-Stowe State University, McKendree University, Missouri Baptist University, Park University, Stephens College, William Woods University, and Williams Baptist College.

### Championship Sports

The AMC offers 15 championships in 7 men's and 8 women's sports:

#### Men's

Baseball  
Basketball  
Cross Country  
Golf  
Soccer  
Indoor Track & Field  
Outdoor Track & Field

#### Women's

Basketball  
Cross Country  
Golf  
Soccer  
Softball  
Indoor Track & Field  
Outdoor Track & Field  
Volleyball

### Athletic Success

Throughout the year, each athletic team receives points for its institution based on its final standing in conference regular season and postseason competition. The institution that collects the most points during the year is awarded the AMC's President's Cup for the academic year.



## NACDA Consulting Report

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### **Sport Sponsorship**

NACDA Consulting researched the AMC's sports participation. This included conference sports, as well as sports offered at each individual institution. Data was collected from the conference and member-institution websites. UMKC has 16 sports, with seven men's and nine women's programs.

The conference average for total number of sports sponsored is 13.1. If UMKC were to join the AMC, the University would be 22% above the average and would rank 4-of-10 for total sports offered in the conference. Missouri Baptist offers the most sports in the conference with 24, while Columbia and Stephens are tied for the AMC low with five sports offered.

American Midwest Conference Total Sports Sponsored			
Institution	Women	Men	Total
Conference Sports	10	9	19
UMKC	9	7	16
Columbia	3	2	5
Hannibal - LaGrange	9	10	19
Harris - Stowe State	4	3	7
McKendree	10	12	22
Missouri Baptist	12	12	24
Park University	8	7	15
Stephens	5	0	5
William Woods	8	7	15
Williams Baptist	3	3	6
Average	6.9	6.2	13.1
Variance	31%	13%	22%
Rank	3	4	4

Source: Official Athletic Site of each institution.



# NACDA Consulting Report

## Men's Sports

UMKC would rank 4-of-10 in men's sports offered, sponsoring seven sports. AMC institutions sponsor an average of 6.2 men's sports, and UMKC would be 13% above the average. Stephens is a women-only college and sponsors no men's sports. Every school in the conference other than Stephens offers men's basketball and soccer. Columbia is the only institution in the conference that does not sponsor baseball. The AMC has a championship for every men's sport that UMKC offers.

American Midwest Conference Sport Sponsorship																
Men's Sports	Total	Base	MBB	X-C	FB	I-TF	O-TF	Golf	Socc	Swm	Tenn	VB	WR	Bowl	Hock	LAX
Conference Sports	9	X	X	X		X	X	X	X	X	X					
UMKC	7		X	X		X	X	X	X		X					
Columbia	2		X						X							
Hannibal - LaGrange	10	X	X	X		X	X	X	X	X		X	X			
Harris - Stowe State	3	X	X						X							
McKendree	12	X	X	X	X	X	X	X	X		X		X	X	X	
Missouri Baptist	12	X	X	X		X	X	X	X		X	X	X	X		X
Park University	7	X	X	X		X	X		X			X				
Stephens	0															
William Woods	7	X	X	X		X	X	X	X							
Williams Baptist	3	X	X						X							
Average/Total	6.2	7	8	5	1	5	5	4	8	1	2	3	3	2	1	1
Variance	13%															
Rank	4															

Source: Official Athletic Site of each institution.



# NACDA Consulting Report

## Women's Sports

UMKC would rank 3-of-10 in women's sports offered in the AMC, tied with Hannibal-La Grange, and is above the conference average of 6.9 by 31%. Every school in the conference offers basketball, softball, and volleyball. Three institutions do not offer cross country and soccer. The AMC has a championship for every women's sport that UMKC offers.

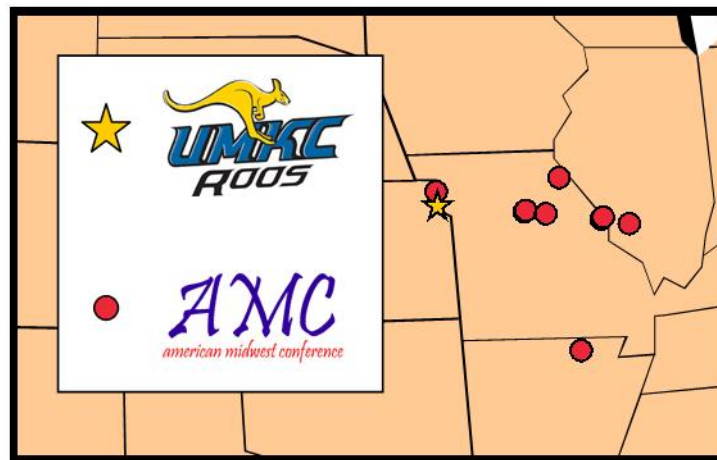
American Midwest Conference Sport Sponsorship														
Women's Sports	Total	WBB	X-C	I-TF	O-TF	Golf	Socc	Soft	Swm	Tenn	VB	Bowl	LAX	WR
Conference Sports	10	X	X	X	X	X	X	X	X	X	X			
UMKC	9	X	X	X	X	X	X	X		X	X			
Columbia	3	X						X			X			
Hannibal - LaGrange	9	X	X	X	X	X	X	X	X		X			
Harris - Stowe State	4	X					X	X			X			
McKendree	10	X	X	X	X	X	X	X		X	X	X		
Missouri Baptist	12	X	X	X	X	X	X	X		X	X	X	X	X
Park University	8	X	X	X	X	X	X	X			X			
Stephens	5	X	X					X		X	X			
William Woods	8	X	X	X	X	X	X	X			X			
Williams Baptist	3	X						X			X			
Average/Total	6.9	9	6	5	5	5	6	9	1	3	9	2	1	1
Variance	31%													
Rank	3													

Source: Official Athletic Site of each institution.

## Travel Distances

NACDA Consulting researched travel distances for each member-institution from the AMC to determine geographic proximity to UMKC. Data provided is the calculated distance between cities using mapquest.com. For consistency, miles indicated are the shortest travel time. In addition, a driving time estimate is calculated based on travel distance.

The AMC has a conference footprint of three states including Arkansas, Illinois, and Missouri.



Overall, the closest institution to UMKC is Park University, which is 14 miles away. Williams Baptist is the farthest away at 360 miles. On average, schools are 194 miles from UMKC. Average one-way travel time from UMKC to AMC schools is 3.2 hours.

American Midwest Conference One-Way Travel Distance				
Institution	Location	Distance	Time Estimate	
			Hours	Min
Columbia	Columbia, MO	126	2	3
Hannibal - LaGrange	Hannibal, MO	214	3	28
Harris - Stowe State	St. Louis, MO	247	3	59
McKendree	Lebanon, IL	272	4	27
Missouri Baptist	St. Louis, MO	234	3	44
Park University	Parkville, MO	14	0	21
Stephens	Columbia, MO	127	2	4
William Woods	Fulton, MO	152	2	27
Williams Baptist	Walnut Ridge, AR	360	6	8
Average from UMKC		194	3.2	

Source: [www.mapquest.com](http://www.mapquest.com) - "Shortest Time"



# NACDA Consulting Report

## Member-Institution Analysis

NACDA Consulting researched the enrollments, tuition costs, endowments, Carnegie classifications, and Directors' Cup rankings for institutions in the AMC to compare to UMKC. Data came from the NCES, and enrollment numbers are full-time undergraduate students and total full-time students.

UMKC is above the AMC average in total enrollment by 215% and is above the conference average in undergraduate enrollment by 44%. Only two institutions currently in the conference, Columbia and Park, have more than 5,000 total students. UMKC would rank first in total enrollment and 3-of-10 in undergraduate enrollment. The average male-to-female enrollment ratio in the AMC is 35% male and 65% female.

The AMC average for in-state tuition is \$15,070 and \$15,494 for out-of-state tuition. UMKC ranks 9-of-10 for in-state tuition (\$7,756) and 3-of-10 for out-of-state tuition (\$18,106) in the conference. The AMC is comprised of one public school and eight private schools.

American Midwest Conference Institutional Analysis							
American Midwest Conference	Public-Private	Enrollment Fall		% of Undergraduate Enrollment		Tuition & Fees	
		Total	Undergrad	Male	Female	In-state	Out-of-State
UMKC	Public	14,481	5,805	42%	58%	\$ 7,756	\$ 18,106
Columbia	Private	14,081	13,454	40%	60%	\$ 14,576	\$ 14,576
Hannibal - LaGrange	Private	1,099	1,057	40%	60%	\$ 15,530	\$ 15,530
Harris - Stowe State	Public	1,854	1,854	33%	67%	\$ 4,336	\$ 8,154
McKendree	Private	3,257	2,277	43%	57%	\$ 22,070	\$ 22,070
Missouri Baptist	Private	4,614	3,276	41%	59%	\$ 17,860	\$ 17,860
Park University	Private	12,457	11,865	49%	51%	\$ 8,394	\$ 8,394
Stephens	Private	1,147	947	3%	97%	\$ 24,150	\$ 24,150
William Woods	Private	2,305	1,008	25%	75%	\$ 17,310	\$ 17,310
Williams Baptist	Private	560	560	45%	55%	\$ 11,400	\$ 11,400
<b>Average</b>		<b>4,597</b>	<b>4,033</b>	<b>35%</b>	<b>65%</b>	<b>\$ 15,070</b>	<b>\$ 15,494</b>
<b>Variance</b>		<b>215%</b>	<b>44%</b>	<b>18%</b>	<b>-10%</b>	<b>-49%</b>	<b>17%</b>
<b>Rank</b>		<b>1</b>	<b>3</b>	<b>4</b>	<b>7</b>	<b>9</b>	<b>3</b>
<b>Public</b>	<b>1</b>						
<b>Private</b>	<b>8</b>						

Source: National Center for Education Statistics

The average endowment in the AMC is \$18.9 million. UMKC would have the conference high with an endowment of \$170 million, while Harris-Stowe State has the AMC low at \$859,319. UMKC is 801% above the AMC average and has an endowment that is \$122 million more than the current conference high in endowment.



## NACDA Consulting Report

Of the nine AMC institutions, four of the schools are classified as "Baccalaureate Colleges-Diverse Fields." UMKC is classified as "Research Universities (high research activity)," and no schools currently in the AMC are classified as research institutions.

American Midwest Conference Endowment & Carnegie Classification			
Institution	Endowment	Carnegie Classification	
UMKC	\$ 170,718,971	Research Universities (high research activity)	
Columbia	\$ 42,660,362	Master's Colleges & Universities (smaller programs)	
Hannibal - LaGrange	\$ 4,999,129	Baccalaureate Colleges - Diverse Fields	
Harris - Stowe State	\$ 859,319	Baccalaureate Colleges - Diverse Fields	
McKendree	\$ 22,349,414	Baccalaureate Colleges - Diverse Fields	
Missouri Baptist	\$ 2,973,039	Master's Colleges & Universities (medium programs)	
Park University	\$ 48,025,957	Master's Colleges & Universities (smaller programs)	
Stephens	\$ 26,423,017	Baccalaureate Colleges - Arts & Sciences	
William Woods	\$ 13,069,044	Master's Colleges & Universities (larger programs)	
Williams Baptist	\$ 9,227,903	Baccalaureate Colleges - Diverse Fields	
Average	\$ 18,954,132	Classification	# of Institutions
Variance	801%	Research Universities (high research activity)	0
Rank	1	Doctoral/Research Universities	0
		Master's Colleges & Universities (larger programs)	1
		Master's Colleges & Universities (medium programs)	1
		Master's Colleges & Universities (smaller programs)	2
		Baccalaureate Colleges - Arts & Sciences	1
		Baccalaureate Colleges - Diverse Fields	4

Source: National Center for Education Statistics

NACDA Consulting researched the 2009-2010 NAIA Directors' Cup standings for institutions in the AMC. McKendree was the AMC's highest-ranking institution in the NAIA Directors' Cup, finishing 19<sup>th</sup>. Missouri Baptist (53<sup>rd</sup>), Columbia (65<sup>th</sup>), and William Woods (97<sup>th</sup>) were the only other member-institutions ranked in the top-100 of the standings. Every school in the AMC scored points in the Directors' Cup, with the exception of Harris-Stowe State and Williams Baptist.

American Midwest Conference 2009-2010 Director's Cup Standings		
School	Rank	Points
Columbia	65	201.33
Hannibal - LaGrange	139	77.00
Harris - Stowe State	197	0.00
McKendree	19	501.50
Missouri Baptist	53	243.00
Park University	107	115.50
Stephens	169	38.00
William Woods	97	123.00
Williams Baptist	197	0.00
Average	115.9	144.37

Source: www.nacda.com



## NACDA Consulting Report

### EADA ANALYSIS

NACDA Consulting researched DI, DII, DIII, and NAIA institutions for comparison to UMKC from data provided in the 2008-09 EADA reporting. Research included general institution and athletic department information, sports sponsorship, participant totals, operating expense, revenue and expenses. Data was sorted into six categories:

- UMKC
- Division I-AAA institutions
- Summit League
- Division II Directors' Cup Top-25
- Division III Directors' Cup Top-25
- NAIA Directors' Cup Top-25

UMKC is ranked out of 26 schools in the Division II and Division III Directors' Cup Top-25 and out of 25 schools in the NAIA Directors' Cup Top-25 due to one of the top NAIA schools not submitting EADA data. Within the Summit League and I-AAA comparisons, UMKC ranks favorably in both comparisons. At UMKC, 10-of-16 programs rank in the top-third in conference operating expense comparisons, and 15-of-16 are above the conference average.

#### Participants

The average number of participants in DI-AAA is 321 student-athletes, with slightly more females than males. UMKC's number of student-athletes is 62 participants below the average. DIII Directors' Cup Top-25 has the highest number of average participants (700) of the three divisions evaluated, followed by Division II and the NAIA.

#### **Total Athletics Participation**

	UMKC	DI-AAA	Summit League	Division II Top 25	Division III Top 25	NAIA Top 25
Males	117	157	214	259	401	214
Rank	n/a	76 of 102	9 of 10	24 of 26	26 of 26	21 of 25
Females	142	164	177	190	299	146
Rank	n/a	57 of 102	7 of 10	16 of 26	26 of 26	11 of 25
Total	259	321	391	449	700	360
Rank	n/a	67 of 102	7 of 10	24 of 26	26 of 26	18 of 25





## NACDA Consulting Report

### Sports Revenue/Budget

The average total revenue for DI-AAA institutions is approximately \$10.9 million. UMKC reported \$8.46 million in total revenue, ranking below the Summit League average. The University has \$2 million more in total revenue than the average of the DII Directors' Cup Top-25 (\$6.7 million), \$5 million more in total revenue than the average of the DIII Directors' Cup Top-25 (\$3.5 million), and \$4 million more in total revenue than the average of the NAIA Directors' Cup Top-25 (\$4.3 million).

### **Total Athletics Revenues**

	UMKC	DI-AAA	Summit League	Division II Top 25	Division III Top 25	NAIA Top 25
Average	\$ 8,468,961	\$ 10,931,259	\$ 9,171,035	\$ 6,762,335	\$ 3,592,251	\$ 4,365,597
Rank	n/a	51 of 102	4 of 10	2 of 26	1 of 26	2 of 25
High	n/a	\$ 29,727,319	\$ 13,523,873	\$ 10,489,868	\$ 7,962,744	\$ 10,797,563
Median	n/a	\$ 9,783,941	\$ 9,459,155	\$ 6,574,015	\$ 3,520,547	\$ 3,908,262
Low	n/a	\$ 3,420,155	\$ 5,463,623	\$ 2,852,629	\$ 1,616,403	\$ 1,593,992
2008 Average	\$ 8,669,116	\$ 10,256,387	\$ 8,322,118	\$ 6,232,615	\$ 3,143,198	\$ 3,849,253
% Change	-2.3%	6.6%	10.2%	8.5%	14.3%	13.4%

Note: Total athletics department revenue as recorded in the EADA report.

### Recruiting Expense Analysis

The average recruiting expense for DI-AAA members is \$185,348, while UMKC reported total recruiting expenses at \$160,656. UMKC ranks 5-of-10 in the conference and 53-of-102 in DI-AAA. Schools in the Division II Directors' Cup Top-25 average \$74,363 in recruiting expenses, while institutions in the Division III Directors' Cup Top-25 average \$40,593 in recruiting expenses. NAIA Directors' Cup Top-25 institutions' recruiting expenses average \$26,607.



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### Total Recruiting Expenses

	UMKC	DI-AAA	Summit League	Division II Top 25	Division III Top 25	NAIA Top 25
2009 Average	\$ 160,656	\$ 185,348	\$ 173,342	\$ 74,363	\$ 40,593	\$ 26,607
Rank	n/a	53 of 102	5 of 10	4 of 26	1 of 26	1 of 25
High	n/a	\$ 740,062	\$ 327,604	\$ 188,330	\$ 150,199	\$ 96,119
Median	n/a	\$ 162,636	\$ 159,605	\$ 61,590	\$ 34,551	\$ 21,707
Low	n/a	\$ 10,490	\$ 54,162	\$ 17,030	\$ -	\$ -
2008 Average	\$ 188,805	\$ 178,265	\$ 163,621	\$ 82,416	\$ 33,830	\$ 31,732
% Change	-14.9%	4.0%	5.9%	-9.8%	20.0%	-16.2%

### Operating Expense

The average men's operating expense, exclusive of salaries and financial aid, for DI-AAA is \$578,983, while the average women's operating expense is \$618,711. UMKC's men's sports budgeted operating cost is nearly 75,000 above the average with the 2008-09 actual being \$136,327 above the SL average. The women's 2010-11 budgeted operating cost is \$215,000 above the average, with the 2008-09 actual being \$58,740 above the average, but it is important to note that this total excludes women's soccer.

Division II Directors' Cup Top-25 institutions average \$245,596 for men's total operating expenses and \$346,499 for women's total operating expenses. Schools in the Division III Directors' Cup Top-25 average \$184,375 for men's total operating expenses and \$247,190 for women's total operating expenses. NAIA Directors' Cup Top-25 institutions average \$169,605 for men's total operating expenses and \$239,859 for women's total operating expenses.

	UMKC		SL	DI-AAA	Top-25 - DII	Top-25 DIII	Top-25 NAIA
	2010-11 Budget	2008-09 Actual					
<b>MEN'S TOTAL</b>	\$ 652,433	\$ 706,120	\$ 569,793	\$ 578,983	\$ 245,596	\$ 184,375	\$ 169,605
<b>WOMEN'S TOTAL</b>	\$ 833,949	\$ 741,396	\$ 682,656	\$ 618,711	\$ 346,499	\$ 247,190	\$ 239,859
<b>GRAND TOTAL</b>	\$ 1,486,382	\$ 1,447,516	\$ 1,252,449	\$ 1,197,694	\$ 592,095	\$ 431,565	\$ 409,464



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### Operating Budget - Men

UMKC sponsors seven NCAA men's sports, including basketball, cross country, indoor track & field, outdoor track & field, golf, soccer, and tennis. Within the Summit League, UMKC ranks in the top-half for every men's sport.

	UMKC		SL	DI-AAA	Top-25 - DII	Top-25 DIII	Top-25 NAIA
	2010-11 Budget	2008-09 Actual					
Basketball	\$ 382,276	\$ 404,004	\$ 336,027	\$ 355,408	\$ 82,555	\$ 43,887	\$ 51,246
Cross Country/T&F	\$ 84,426	\$ 99,997	\$ 73,378	\$ 56,144	\$ 49,042	\$ 54,594	\$ 38,456
Soccer	\$ 87,985	\$ 103,664	\$ 73,087	\$ 84,713	\$ 55,034	\$ 35,126	\$ 36,762
Golf	\$ 50,193	\$ 65,054	\$ 44,793	\$ 48,370	\$ 38,537	\$ 26,132	\$ 28,415
Tennis	\$ 47,553	\$ 33,401	\$ 42,508	\$ 34,348	\$ 20,428	\$ 24,636	\$ 14,726
<b>MEN'S TOTAL</b>	<b>\$ 652,433</b>	<b>\$ 706,120</b>	<b>\$ 569,793</b>	<b>\$ 578,983</b>	<b>\$ 245,596</b>	<b>\$ 184,375</b>	<b>\$ 169,605</b>

UMKC's budgeted operating cost for men's basketball is \$382,276 and is in the top-half of the Summit League. The operating expense average for DI-AAA is \$355,408 and the Summit average is \$336,027. The DI-AAA high for men's basketball operating expense is \$3.2 million. Schools in the Division II Directors' Cup Top-25 average \$82,555 in operating expenses, with a high of \$288,839. Division III Directors' Cup Top-25 institutions average \$43,887 in operating expense and have a high of \$119,566. Institutions in the NAIA Directors' Cup Top-25 have an average of \$51,246 in men's basketball operating expenses with a high of \$114,409.

DI-AAA institutions have an average operating expense of \$56,144 for men's cross country/track & field combined, with a high of \$179,617. The average operating expense in the Summit is \$78,378, with a high of \$172,637. UMKC's operating expense of \$84,426 ranks in the top-third in the Summit. Division II Directors' Cup Top-25 schools average \$49,042 in operating expense and have a high of \$119,564. Institutions in the Division III Directors' Cup Top-25 have an average of \$54,594 in men's cross country/track & field combined operating expenses, with a high of \$84,502. NAIA Directors' Cup Top-25 institutions average \$38,456 in operating expenses and have a high of \$101,315.

UMKC's operating cost for men's golf is \$50,193 and in the top-third of the SL. The operating expense average for DI-AAA is \$48,370, and the Summit average is \$44,793. The DI-AAA high for men's golf operating expense is \$139,131, and the Summit League high is \$69,377. Schools in the Division II Directors' Cup Top-25 average \$38,537 in operating expenses, with a high of \$118,019. Division III Directors' Cup Top-25 institutions average \$26,132 in operating expense and have a high of \$146,236. Institutions in the NAIA Directors' Cup Top-25 have an average of \$28,415 in men's golf operating expenses with a high of \$92,670.

DI-AAA institutions have an average operating expense of \$84,713 for men's soccer, with a high of \$236,684. The average operating expense in the Summit is \$73,087, and



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UMKC has an operating expense of \$87,985. Division II Directors' Cup Top-25 schools average \$55,034 in operating expense and have a high of \$130,184. Institutions in the Division III Directors' Cup Top-25 have an average of \$35,126 in men's soccer operating expenses, with a high of \$62,686. NAIA Directors' Cup Top-25 institutions average \$36,762 in operating expenses and have a high of \$82,007.

UMKC's operating cost for men's tennis is \$47,553 and 3<sup>rd</sup> in the SL. The operating expense average for DI-AAA is \$34,348, and the Summit average is \$42,508. The DI-AAA high for men's tennis operating expense is \$116,817 and the Summit League high is \$79,823. Schools in the Division II Directors' Cup Top-25 average \$20,428 in operating expenses, with a high of \$70,541. Division III Directors' Cup Top-25 institutions average \$24,636 in operating expense and have a high of \$77,355. Institutions in the NAIA Directors' Cup Top-25 have an average of \$14,726 in men's tennis operating expenses with a high of \$28,685.

### Operating Budgets - Women's

UMKC sponsors nine NCAA women's sports, including basketball, cross country, indoor track & field, outdoor track & field, golf, soccer, softball, tennis, and volleyball. All of the women's programs, with the exception of cross country/track & field rank in the top-half of the Summit League.

	UMKC		SL	DI-AAA	Top-25 - DII	Top-25 DIII	Top-25 NAIA
	2010-11 Budget	2008-09 Actual					
Basketball	\$ 325,586	\$ 245,069	\$ 226,077	\$ 218,427	\$ 76,385	\$ 41,936	\$ 50,102
Cross Country/T&F	\$ 84,426	\$ 109,997	\$ 86,361	\$ 61,038	\$ 48,249	\$ 53,329	\$ 37,495
Soccer	\$ 87,985	\$ -	\$ 79,715	\$ 87,073	\$ 57,885	\$ 34,090	\$ 36,184
Softball	\$ 118,803	\$ 184,930	\$ 114,491	\$ 94,602	\$ 55,603	\$ 41,561	\$ 40,812
Volleyball	\$ 119,503	\$ 134,882	\$ 103,814	\$ 81,937	\$ 59,318	\$ 36,509	\$ 39,451
Golf	\$ 50,093	\$ 46,817	\$ 43,418	\$ 43,206	\$ 31,081	\$ 18,818	\$ 21,291
Tennis	\$ 47,553	\$ 19,701	\$ 28,780	\$ 32,428	\$ 17,978	\$ 20,947	\$ 14,524
<b>WOMEN'S TOTAL</b>	<b>\$ 833,949</b>	<b>\$ 741,396</b>	<b>\$ 682,656</b>	<b>\$ 618,711</b>	<b>\$ 346,499</b>	<b>\$ 247,190</b>	<b>\$ 239,859</b>

DI-AAA institutions have an average operating expense of \$218,427 for women's basketball, with a high of \$977,886. The average operating expense in the Summit is \$226,077. UMKC's budgeted operating expense of \$325,586 ranks in the top-third of the SL and it's 2008-09 actual is in the top-half. Division II Directors' Cup Top-25 schools average \$76,385 in operating expense and have a high of \$172,236. Institutions in the Division III Directors' Cup Top-25 have an average of \$41,936 in women's basketball operating expenses, with a high of \$119,037. NAIA Directors' Cup Top-25 institutions average \$50,102 in operating expenses and have a high of \$92,075.

UMKC's operating cost for women's cross country/track & field is \$84,426 ranking below the SL average. The operating expense average for DI-AAA is \$61,038, and the Summit



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average is \$86,361. The DI-AAA high for men's tennis operating expense is \$177,165, and the Summit League high is \$86,361. Schools in the Division II Directors' Cup Top-25 average \$48,249 in operating expenses, with a high of \$101,615. Division III Directors' Cup Top-25 institutions average \$53,329 in operating expense and have a high of \$95,037. Institutions in the NAIA Directors' Cup Top-25 have an average of \$37,495 in women's cross country/track & field operating expenses with a high of \$98,531.

DI-AAA institutions have an average operating expense of \$43,206 for women's golf, with a high of \$162,664. The average operating expense in the Summit is \$43,418, with a high of \$80,118. UMKC's operating expense of \$50,093 ranks in the top-half of the Summit. Division II Directors' Cup Top-25 schools average \$31,081 in operating expense and have a high of \$77,055. Institutions in the Division III Directors' Cup Top-25 have an average of \$18,818 in women's golf operating expenses, with a high of \$58,908. NAIA Directors' Cup Top-25 institutions average \$21,291 in operating expenses and have a high of \$54,628.

The women's soccer operating expense average for DI-AAA is \$87,073, and the Summit average is \$79,715 with UMKC having an operating budget of \$87,985. The DI-AAA high for women's soccer operating expense is \$287,979 and the Summit League high is \$126,007. Schools in the Division II Directors' Cup Top-25 average \$57,885 in operating expenses, with a high of \$153,947. Division III Directors' Cup Top-25 institutions average \$34,090 in operating expense and have a high of \$68,445. Institutions in the NAIA Directors' Cup Top-25 have an average of \$36,184 in women's soccer operating expenses with a high of \$90,483.

DI-AAA institutions have an average operating expense of \$94,602 for softball, with a high of \$189,083. The average operating expense in the Summit is \$114,491, and UMKC is above the average with \$118,803. Division II Directors' Cup Top-25 schools average \$55,603 in operating expense and have a high of \$92,804. Institutions in the Division III Directors' Cup Top-25 have an average of \$41,561 in softball operating expenses, with a high of \$89,414. NAIA Directors' Cup Top-25 institutions average \$40,812 in operating expenses and have a high of \$68,312.

UMKC's operating cost for women's tennis is \$47,533 ranking in the top-third of the Summit League. The operating expense average for DI-AAA is \$32,428 and the Summit average is \$28,780. The DI-AAA high for women's tennis operating expense is \$125,298, and the Summit League high is \$54,393. Schools in the Division II Directors' Cup Top-25 average \$17,978 in operating expenses, with a high of \$45,477. Division III Directors' Cup Top-25 institutions average \$20,947 in operating expense and have a high of \$45,898. Institutions in the NAIA Directors' Cup Top-25 have an average of \$14,524 in women's tennis operating expenses with a high of \$28,731.



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DI-AAA institutions have an average operating expense of \$81,937 for women's volleyball, with a high of \$263,602. The average operating expense in the Summit is \$103,814, with a high of \$145,517. UMKC's operating expense of \$119,503 ranks in the top-third of the SL. Division II Directors' Cup Top-25 schools average \$59,318 in operating expense and have a high of \$126,102. Institutions in the Division III Directors' Cup Top-25 have an average of \$36,509 in women's volleyball operating expenses, with a high of \$71,696. NAIA Directors' Cup Top-25 institutions average \$39,451 in operating expenses and have a high of \$89,414.



### **SALARY ANALYSIS**

NACDA Consulting developed a coaching salary matrix to illustrate the salary differences between Division II, III and NAIA for all the sports offered by UMKC. Data was taken from the Division II – Athletic Director's Association 2009-10 Survey and for Division III and NAIA, an aggregate of six institutional budgets within each division.

There are a couple of key items to point out with regard to coaching salaries and analysis within each level of competition.

- Division II – dedicated head coaches and assistant coaches within Division II for all team sports. Individual sports, such as golf, tennis, track & field, historically share head coaches amongst the men's and women's programs.
- Division III – there are two rules of thumb at Division III with regard to coaches. Team sports tend to have dedicated full-time head coaches, although there are still schools that have dedicated full-time head coaches for their team sports, that also have teaching or administrative responsibilities. Individual sports have "non-teaching professionals" as head coaches. These individuals are part-time and generally do not have another role on-campus or within athletics.
- NAIA – dedicated head coaches for team sports with graduate assistant or part-time assistant coach. It is common for the head coach to have additional roles within athletics at the NAIA level. Individual sports, follow a similar pattern to Division III with "NTP's" serving as the head coach.





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### Salary Analysis

The salaries within Division II and NAIA illustrate areas of alignment with regard to head coach's salaries. There is significant differential for the assistant coaches, whereas the Division II model has full-time assistant coaches, most NAIA assistant coaches are part-time or non-teaching professional and have a salary significantly less than the Division II average. The Division III salaries are lower than both the Division II and NAIA average.

Men's Basketball	DII	DIII	NAIA
Head Coach	\$ 68,413	\$ 45,000	\$ 51,500
Ass't Coach	\$ 34,311	\$ 15,000	\$ 12,000
Ass't Coach	\$ 17,544	\$ -	\$ -
Ass't Coach	\$ 1,500	\$ -	\$ -
Men's Soccer	DII	DIII	NAIA
Head Coach	\$ 45,204	\$ 38,500	\$ 41,200
Ass't Coach	\$ 23,567	\$ 15,000	\$ 12,000
Ass't Coach	\$ -	\$ -	\$ -
Men's Golf	DII	DIII	NAIA
Head Coach	\$ 19,962	\$ 7,500	\$ 16,000
Ass't Coach	\$ 8,320	\$ -	\$ -
Men's XC/T&F	DII	DIII	NAIA
Head Coach	\$ 27,212	\$ 22,000	\$ 15,000
Ass't Coach	\$ 17,158	\$ 7,500	\$ 10,000
Men's Tennis	DII	DIII	NAIA
Head Coach	\$ 20,845	\$ 7,000	\$ 12,000
Ass't Coach	\$ -	\$ -	\$ -





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The analysis of women's programs mirrors the men's sports analysis with regard to salary differential and number and type of assistant coaches.

Softball	DII	DIII	NAIA
Head Coach	\$ 44,165	\$ 37,500	\$ 40,000
Ass't Coach	\$ 25,728	\$ 15,000	\$ 12,000
Ass't Coach	\$ -	\$ -	\$ -
Women's Basketball	DII	DIII	NAIA
Head Coach	\$ 62,560	\$ 45,000	\$ 46,500
Ass't Coach	\$ 32,591	\$ 15,000	\$ 12,000
Ass't Coach	\$ -	\$ -	\$ -
Women's Golf	DII	DIII	NAIA
Head Coach	\$ 16,729	\$ 7,500	\$ 12,000
Women's Tennis	DII	DIII	NAIA
Head Coach	\$ 19,342	\$ 7,000	\$ 12,000
Ass't Coach	\$ 3,937	\$ -	\$ -
Women's X-C/T&F	DII	DIII	NAIA
Head Coach	\$ 27,212	\$ 22,000	\$ 15,000
Ass't Coach	\$ 17,158	\$ 7,500	\$ 10,000
Women's Soccer	DII	DIII	NAIA
Head Coach	\$ 43,953	\$ 42,500	\$ 41,200
Ass't Coach	\$ 24,273	\$ 15,000	\$ 12,000
Ass't Coach	\$ -	\$ -	\$ -
Volleyball	DII	DIII	NAIA
Head Coach	\$ 48,419	\$ 39,100	\$ 41,200
Ass't Coach	\$ 35,000	\$ 15,000	\$ 12,000
Ass't Coach	\$ 28,092	\$ -	\$ -

### IMPACT OF CHANGING DIVISIONS

A possible transition in divisions from Division I to a lower divisional alignment should be thoughtfully and thoroughly considered. Although there are significant cost savings for the intercollegiate athletics program, there are considerable concerns. In the past 12 months, Centenary College (Summit League), University of New Orleans (Sun Belt) and Winston-Salem State University (MEAC) have all announced their intentions to change divisions.

In 2006, Birmingham Southern College, which had initially made the transition from Division II to Division I, chose to drop athletics to Division III and add football. All four institutions faced significant institutional budget issues and felt that they could no longer compete within Division I athletics. BSC, which joined the Southern Collegiate Athletic Conference, has seen both its enrollment and endowment grow in the past four years. The addition of football has added significantly to the institution's net tuition revenue, and football has helped tremendously with the negative publicity due to the drop from Division I.

UNO, which never recovered financially from Hurricane Katrina, also plans to add football as part of its transition to Division III. According to published reports, the athletic department owes more than \$5.5 million to the UNO auxiliary funds. Unlike Centenary and BSC, which were offered conference membership within Division III after announcing their intentions to drop, UNO has not secured a conference commitment.

Centenary had witnessed a 20% reduction in its endowment due to the economy and the institution was facing significant budget cuts and layoffs. The athletic program had been repeatedly hit with APR penalties and had the lowest athletic budget in the Summit League. After initially rejecting overtures from the American Southwest Conference, Centenary announced in April 2010 that it would join the ASC.

Winston Salem State made the move to Division I and the MEAC in 2004, but after six years of budgetary woes, including an athletic deficit close to \$2 million, the institution made the decision in Sept. 2009 to drop from Division I to Division II. WSSU was welcomed back by its previous conference, the CIAA.

All four institutions have had a common theme with regard to budgetary issues, both institutionally and athletically as well as an overall lack of competitiveness at Division I. Centenary, UNO and WSSU annually faced APR issues and not meeting the minimum NCAA standards.

The initial impact on staffing, graduation rates and student-athlete retention is significant. All of the institutions honored or stated they would honor scholarship commitments to its student-athletes. However, the transfer rate for rising sophomores



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and juniors will approach 100% turnover. All of the institutions felt an immediate impact with regard to recruiting, as they recruit student-athletes that fit the Division II or Division II. UNO and Centenary have already witnessed coaching and administrative turnover, as their staff as a Division I institution did not wish to make to make the transition to Division III. The loss of coaches within a short amount of time has adversely impacted the athletic program from a recruitment and program standpoint. If UMKC were to make a move to a lower division, the institution would lose the majority of its current student-athletes, coaches and administrators and within its divisional strategic plan would need to account for the loss of personnel.