## Revenues

<table>
<thead>
<tr>
<th>Sport Revenues:</th>
<th>Audited 2015</th>
<th>2016 YE Projections as of 1/31/16</th>
<th>2016 Projections vs 2015 Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Football Ticket Sales</td>
<td>3,474,108</td>
<td>2,750,000</td>
<td>(724,108)</td>
</tr>
<tr>
<td>Away Game Ticket Sales</td>
<td>(6,933)</td>
<td>(15,345)</td>
<td>(8,412)</td>
</tr>
<tr>
<td>Men's Basketball Ticket Sales</td>
<td>977,126</td>
<td>1,020,000</td>
<td>42,874</td>
</tr>
<tr>
<td>Women's Basketball Ticket Sales</td>
<td>66,578</td>
<td>75,000</td>
<td>8,422</td>
</tr>
<tr>
<td>Men's Volleyball Ticket Sales</td>
<td>333,764</td>
<td>340,000</td>
<td>6,236</td>
</tr>
<tr>
<td>Women's Volleyball Ticket Sales</td>
<td>905,414</td>
<td>975,000</td>
<td>69,587</td>
</tr>
<tr>
<td>Baseball Ticket Sales</td>
<td>454,095</td>
<td>450,000</td>
<td>(4,095)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Fundraising:</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>AKA Donation</td>
<td>2,255,000</td>
<td>2,000,000</td>
<td>(255,000)</td>
</tr>
<tr>
<td>Annual Fundraising</td>
<td>-</td>
<td>250,000</td>
<td>250,000</td>
</tr>
<tr>
<td>Endowment Interest</td>
<td>206,588</td>
<td>180,000</td>
<td>(26,588)</td>
</tr>
<tr>
<td>Court Side Seats</td>
<td>150,000</td>
<td>170,000</td>
<td>20,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Media:</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>TV Contract</td>
<td>2,300,000</td>
<td>2,346,000</td>
<td>46,000</td>
</tr>
<tr>
<td>Radio Contract</td>
<td>160,000</td>
<td>170,000</td>
<td>10,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>University Support:</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>University Support - Scholarships</td>
<td>5,275,269</td>
<td>5,670,914</td>
<td>395,645</td>
</tr>
<tr>
<td>University Support - Non-resident</td>
<td>2,127,852</td>
<td>2,200,000</td>
<td>72,148</td>
</tr>
<tr>
<td>G Funds</td>
<td>2,318,061</td>
<td>2,300,000</td>
<td>(18,061)</td>
</tr>
<tr>
<td>G Fund Fringe</td>
<td>1,055,483</td>
<td>1,075,000</td>
<td>19,517</td>
</tr>
<tr>
<td>Student Fees</td>
<td>1,683,436</td>
<td>1,550,000</td>
<td>(133,436)</td>
</tr>
<tr>
<td>Reimbursement of Tuition</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Distributions:</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Conference Distribution</td>
<td>1,961,821</td>
<td>1,400,000</td>
<td>(561,821)</td>
</tr>
<tr>
<td>NCAA Distribution</td>
<td>1,186,151</td>
<td>1,250,000</td>
<td>63,849</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Other Revenues:</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Aloha Stadium</td>
<td>150,000</td>
<td>150,000</td>
<td></td>
</tr>
<tr>
<td>Camps and Clinics</td>
<td>380,941</td>
<td>450,000</td>
<td>69,059</td>
</tr>
<tr>
<td>Concessions</td>
<td>769,899</td>
<td>770,000</td>
<td>101</td>
</tr>
<tr>
<td>Diamond Head Classic</td>
<td>25,000</td>
<td>25,000</td>
<td></td>
</tr>
<tr>
<td>Facility Rentals</td>
<td>241,510</td>
<td>250,000</td>
<td>8,490</td>
</tr>
<tr>
<td>Game Guarantees</td>
<td>868,500</td>
<td>2,387,000</td>
<td>1,518,500</td>
</tr>
<tr>
<td>Interest Income</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Licensing &amp; Royalties</td>
<td>347,533</td>
<td>350,000</td>
<td>2,467</td>
</tr>
<tr>
<td>Merchandising / H Zone</td>
<td>1,055,931</td>
<td>1,220,000</td>
<td>164,069</td>
</tr>
<tr>
<td>Other Sources</td>
<td>13,168</td>
<td>15,000</td>
<td>1,832</td>
</tr>
<tr>
<td>Parking Revenues</td>
<td>47,217</td>
<td>50,000</td>
<td>2,783</td>
</tr>
<tr>
<td>Plant Fund Revenues</td>
<td>165,714</td>
<td>-</td>
<td>(165,714)</td>
</tr>
<tr>
<td>Post Season Revenues</td>
<td>166,248</td>
<td>100,000</td>
<td>(66,248)</td>
</tr>
<tr>
<td>Rainbow Fever</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Reimbursements</td>
<td>153,330</td>
<td>40,000</td>
<td>(113,330)</td>
</tr>
<tr>
<td>Sponsorships</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Corporate Partnerships</td>
<td>2,117,174</td>
<td>2,200,000</td>
<td>82,826</td>
</tr>
<tr>
<td>MBNA Contract</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Local Partnerships</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Stadium Endowment</td>
<td>441,000</td>
<td>466,470</td>
<td>25,470</td>
</tr>
<tr>
<td>Under Armour</td>
<td>155,000</td>
<td>160,000</td>
<td>5,000</td>
</tr>
</tbody>
</table>

**Total Revenues:** 33,831,977  34,790,039  958,062

**Total Expenses:** (38,067,258)  (39,507,670)  (1,440,411)

**Projected Net Income / (Loss):** (4,235,281)  (4,717,631)  (482,350)
<table>
<thead>
<tr>
<th>Expenses</th>
<th>Audited 2015</th>
<th>2016 YE Projections as of 1/31/16</th>
<th>2016 Projections vs 2015 Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Administration</td>
<td>687,162</td>
<td>287,313</td>
<td>(399,849)</td>
</tr>
<tr>
<td>Senior Woman Administrator</td>
<td>27,028</td>
<td>27,500</td>
<td>472</td>
</tr>
<tr>
<td>Band</td>
<td>13,601</td>
<td>15,640</td>
<td>2,039</td>
</tr>
<tr>
<td>Business Office</td>
<td>164,380</td>
<td>161,832</td>
<td>(2,548)</td>
</tr>
<tr>
<td>Compliance</td>
<td>9,065</td>
<td>12,000</td>
<td>2,935</td>
</tr>
<tr>
<td>Computer Services</td>
<td>107,429</td>
<td>104,500</td>
<td>(2,929)</td>
</tr>
<tr>
<td>Facilities - General</td>
<td>383,924</td>
<td>322,500</td>
<td>(61,424)</td>
</tr>
<tr>
<td>Facilities - Les Murakami Stadium</td>
<td>90,117</td>
<td>96,017</td>
<td>5,900</td>
</tr>
<tr>
<td>Facilities - Stan Sheriff Center</td>
<td>232,868</td>
<td>226,779</td>
<td>(6,089)</td>
</tr>
<tr>
<td>Facilities - Pool</td>
<td>83,708</td>
<td>91,750</td>
<td>8,042</td>
</tr>
<tr>
<td>H Zone</td>
<td>1,037,849</td>
<td>1,212,867</td>
<td>175,018</td>
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<tr>
<td>Koa Anuenue</td>
<td>10,494</td>
<td>-</td>
<td>(10,494)</td>
</tr>
<tr>
<td>Life Skills</td>
<td>6,194</td>
<td>10,500</td>
<td>2,306</td>
</tr>
<tr>
<td>Media Relations</td>
<td>91,916</td>
<td>102,780</td>
<td>10,864</td>
</tr>
<tr>
<td>Sports Marketing</td>
<td>154,732</td>
<td>150,000</td>
<td>(4,732)</td>
</tr>
<tr>
<td>Student Affairs</td>
<td>2,393</td>
<td>6,076</td>
<td>3,683</td>
</tr>
<tr>
<td>Student Academic Athletic Svcs</td>
<td>207,414</td>
<td>246,620</td>
<td>39,206</td>
</tr>
<tr>
<td>Equipment Room</td>
<td>107,350</td>
<td>103,600</td>
<td>(3,750)</td>
</tr>
<tr>
<td>Ticket Office</td>
<td>434,060</td>
<td>394,576</td>
<td>(39,484)</td>
</tr>
<tr>
<td>Training Room</td>
<td>188,905</td>
<td>166,300</td>
<td>(22,605)</td>
</tr>
<tr>
<td>Weight Room (Strength &amp; Conditioning)</td>
<td>9,239</td>
<td>15,900</td>
<td>6,661</td>
</tr>
<tr>
<td><strong>SUBTOTAL - ADMINISTRATION</strong></td>
<td><strong>4,051,830</strong></td>
<td><strong>3,755,050</strong></td>
<td><strong>(296,780)</strong></td>
</tr>
<tr>
<td>Baseball</td>
<td>501,219</td>
<td>537,010</td>
<td>35,791</td>
</tr>
<tr>
<td>Men's Basketball</td>
<td>993,539</td>
<td>764,408</td>
<td>(229,131)</td>
</tr>
<tr>
<td>Coed Sailing</td>
<td>71,828</td>
<td>90,525</td>
<td>18,697</td>
</tr>
<tr>
<td>Football</td>
<td>4,293,156</td>
<td>4,723,059</td>
<td>429,903</td>
</tr>
<tr>
<td>Men's Golf</td>
<td>111,590</td>
<td>112,789</td>
<td>1,199</td>
</tr>
<tr>
<td>Men's Swimming/Diving</td>
<td>156,196</td>
<td>141,405</td>
<td>(14,791)</td>
</tr>
<tr>
<td>Men's Tennis</td>
<td>130,391</td>
<td>122,670</td>
<td>(7,721)</td>
</tr>
<tr>
<td>Men's Volleyball</td>
<td>287,085</td>
<td>256,512</td>
<td>(30,573)</td>
</tr>
<tr>
<td>Cheer</td>
<td>21,438</td>
<td>21,500</td>
<td>62</td>
</tr>
<tr>
<td>Women's Basketball</td>
<td>571,645</td>
<td>566,130</td>
<td>(5,514)</td>
</tr>
<tr>
<td>Women's Golf</td>
<td>94,895</td>
<td>102,673</td>
<td>7,778</td>
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<tr>
<td>Women's Sailing</td>
<td>48,892</td>
<td>71,521</td>
<td>22,629</td>
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<tr>
<td>Women's Soccer</td>
<td>263,129</td>
<td>262,933</td>
<td>(196)</td>
</tr>
<tr>
<td>Women's Softball</td>
<td>345,345</td>
<td>367,965</td>
<td>22,620</td>
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<tr>
<td>Women's Swimming/Diving</td>
<td>203,175</td>
<td>202,978</td>
<td>(197)</td>
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<tr>
<td>Women's Tennis</td>
<td>139,479</td>
<td>146,478</td>
<td>6,999</td>
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<tr>
<td>Women's Volleyball</td>
<td>196,542</td>
<td>229,418</td>
<td>32,876</td>
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<tr>
<td>Women's Sand Volleyball</td>
<td>135,035</td>
<td>141,868</td>
<td>6,833</td>
</tr>
<tr>
<td>Women's Water Polo</td>
<td>227,787</td>
<td>253,409</td>
<td>25,622</td>
</tr>
<tr>
<td>Women's X-Country/Track &amp; Field</td>
<td>408,671</td>
<td>398,866</td>
<td>(9,805)</td>
</tr>
<tr>
<td>Big West Travel Subsidies</td>
<td>565,485</td>
<td>596,100</td>
<td>30,615</td>
</tr>
<tr>
<td><strong>SUBTOTAL - SPORTS</strong></td>
<td><strong>9,766,521</strong></td>
<td><strong>10,110,017</strong></td>
<td><strong>343,496</strong></td>
</tr>
<tr>
<td>Interest Expense</td>
<td>6,024</td>
<td>10,000</td>
<td>3,976</td>
</tr>
<tr>
<td>Rentals</td>
<td>210,792</td>
<td>150,000</td>
<td>(60,792)</td>
</tr>
<tr>
<td>Postseason Expense (Reimbursed)</td>
<td>94,948</td>
<td>100,000</td>
<td>5,052</td>
</tr>
<tr>
<td>Camps and Clinics/Tournaments</td>
<td>322,654</td>
<td>425,000</td>
<td>102,346</td>
</tr>
<tr>
<td>Plant Fund Expense (Depreciation)</td>
<td>251,143</td>
<td>-</td>
<td>(251,143)</td>
</tr>
<tr>
<td>Supplemental Meals/Training Table</td>
<td>400,000</td>
<td>400,000</td>
<td>0</td>
</tr>
<tr>
<td>G Fund Fringe</td>
<td>1,021,020</td>
<td>1,075,000</td>
<td>53,980</td>
</tr>
<tr>
<td>Personnel Expense</td>
<td>9,939,500</td>
<td>10,609,931</td>
<td>670,431</td>
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<tr>
<td>Benefits Expense</td>
<td>2,964,181</td>
<td>2,768,743</td>
<td>(195,439)</td>
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<tr>
<td>MOA / Overtime Expense</td>
<td>161,162</td>
<td>188,837</td>
<td>27,674</td>
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<tr>
<td>Scholarship Expenses (GIA)</td>
<td>9,003,678</td>
<td>9,685,092</td>
<td>681,414</td>
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<tr>
<td>Medical Expenses</td>
<td>273,805</td>
<td>230,000</td>
<td>(43,805)</td>
</tr>
<tr>
<td><strong>SUBTOTAL - OTHER</strong></td>
<td><strong>24,248,908</strong></td>
<td><strong>25,642,603</strong></td>
<td><strong>1,393,695</strong></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>38,067,258</strong></td>
<td><strong>39,507,670</strong></td>
<td><strong>1,440,411</strong></td>
</tr>
</tbody>
</table>