This article discusses the newest development in sports related real estate, sports condos on college campuses.

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**Sports Condominiums**

by Martin J. Greenberg, Greenberg & Hoeschen, LLC, & Evan Schmit, 3rd Year Student, Marquette University Law School, Milwaukee, WI

The insatiable appetite for sports in this country, particularly football, has spawned countless number of consumer products. There are the fairly mundane products such as jerseys, clothing, and sports gear. Then there are those that make friends and family members pretend not to know a person, such as the foam finger, body paint, bobbleheads, fatheads (life sized reusable stickers), and the epitome of sports paraphernalia, the cheesehead. One of the newest products aims squarely at the pocket books of the fans with a taste for the luxurious, the connoisseurs of tailgating.

“Sports condos” are designed, built, and marketed for the college football fan, but not just your average fan. Sports condos look for the fans that would rather be no place else than the game. These are fans who bleed their campus colors and are willing to bleed up to $1,000,000 for the chance to relive the campus experience in luxury.¹

The condos are marketed to the sophisticated sports enthusiast. Others have described owners as “zealous,” “diehard,” “rabid,” or the type of person who might have a tattoo of the head coach hidden on their body.² The typical buyer is an alumnus, upper middle-class, with a net worth of $2 to $3 million, 56 years in age, and a season ticket holder for at least 17 years.³ These owners spend $100,000 to $300,000 on average, and stay in the condos predominately on game weekends.⁴ While the amount may at first seem astonishing, the alternatives for many of these owners is to spend their money on hotels or RVs. Because they frequently attend games over a number of years, the amount spent on other alternatives can begin to equal the cost for a condo without the potential for return.

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³. Adler, supra note 1.
There are several characteristics common among sports condominiums. As in most real estate, location is everything in sports condos. The key to the success of sports condos appears to be the proximity to the stadium and campus environment. If not within walking distance, then the sports condo must be just a short shuttle ride away. The typical location provides owners with a view of the stadium and game day spectacle. Returning to campus is a common theme among owners. After location, atmosphere and amenities follow as priorities.

Developers make it their leading priority to provide owners with the best possible atmosphere in which to enjoy the game. From rooftop pavilions to host pre-game parties to parking lots designed specifically for tailgating and plasma screen televisions in each unit, everything is about the game. Some complexes have workout facilities and full-size swimming pools. Most have commercial real estate on the first level for restaurants and shopping.

Another benefit of purchasing a sports condo is the neighborhood. The neighbors are all fans, or possibly even the team’s coach. As previously stated, the condos are within walking distance of the stadium. After the game, owners can walk back to their condos for a celebration and good night’s rest. Meanwhile, other fans are stuck in traffic heading back home or to a hotel room possibly located in an outlying town.

To help ensure the campus sports atmosphere, condos are decorated and furnished with a sporting theme. The leading developer signs a licensing agreement to use the university name, colors and logos. Although no college event would be complete without students, it is customary to forbid outright student ownership. Finally, there is normally an optional rental service that will rent out the condos like a hotel room when owners are not using them.

Developers believe sport condominiums are the next step in the evolution of tailgating. While some fans are now attaching their grills to their tailgates, owners of sports condos are closer to attaching their entire backyard to the stadium. Purchasers have a wide range of choices between floor plans ranging from very basic to the extravagant. The extravagant penthouses have up to five bedrooms, multiple bathrooms, a full kitchen, washer and dryer, living room, and balcony. The most basic plan is normally a single bedroom with bathroom and a balcony. Regardless of the floor plan, owners are treated to their own exclusive game day getaway minus the usual game day hassle.

Among the leading reasons owners purchase sports condos is to eliminate the stress normally associated with game day weekends. Owners cite having to book a hotel room a year in advance, or to drive 300 miles round trip on game days, as reasons for purchasing their condos. Furthermore, parking in these

5. Opdyke, supra note 2.
7. Opdyke, supra note 2.
8. Id.
9. Id.
10. Id.
college towns has become a nightmare. Sports condo owners avoid the hassle of parking and booking hotel rooms. They also do not have to deal with packing up their vehicles, just to unpack once at the game, and repack before going home. Everything is already waiting for them at their condo conveniently located within walking distance of the stadium.

Initially sports condos were located in the south, however, developers have recently been moving north up the mid-Atlantic. The leading company in sports condos is Gameday Centers Southeastern. Based out of Atlanta, Gameday Centers opened their first sports condo at Auburn University in 1999.

Like condominiums built near the beach or golf community, sports condos target persons looking for a place to retreat and potentially retire. The big difference is that owners of sports condos are more interested in being on campus. While the condos provide current owners with a guaranteed spot to enjoy the game, they can also serve as a resource to future fans. One LSU condo owner hopes that his children “will go to school at LSU and have a place close to campus.” For these owners the condos serve as a weekend getaway as well as an investment in their children’s indoctrination.

Enjoying the game while providing shelter for your son or daughter is nice, but sports condos are also attractive investments. One developer claims their condos average a 35% increase in resale. Units initially purchased for $130,000 are being resold for between $190,000 and $200,000. In addition to potential gains through resale, owners can receive returns while owning by taking advantage of the rental services.

Typically the developer runs a concierge service to assist owners in renting out their condos. While owners are not occupying their condo, the service will rent them out like hotel rooms. The luxurious condos make for an attractive stay for out-of-town visitors. Developers have done a good job in selecting campuses with additional attractions for potential renters. For example, the sites considered in Louisville are near the University and Churchill Downs; the Florida State condos provide an attractive option to state legislators while in session; and the University of Georgia Center is within walking distance of the Classic Center. The return through rental as well as resale allows owners to have their brats, and eat them too.

Initially, sports condos were located in the south, however, developers have recently been moving north up the mid-Atlantic. The leading company in sports condos is Gameday Centers Southeastern. Based out of Atlanta, Gameday Centers opened their first sports condo at Auburn University in 1999. Gameday Centers has built four condo centers at campuses, and is working on five new centers. As

11. Id.
14. Id.
18. Opdyke, supra note 2.
part of the agreement to use the college name and logos on the centers, the university athletic department receives a percentage of the purchase price, typically 1%.22 The University of Georgia has already received $275,000 from the sales of condos from a Gameday Center.23

Gameday Centers hopes to open The Red Raider Center this season in Lubbock, Texas. This latest project includes a workout facility and spa. Judie Masante, executive assistant to the president, said Gameday Centers’ “niche is a little bit different” than other condo-hotel developers. The campus niche Gameday has created has alumni lining up.

The owners of Gameday’s first two sport condo centers, Auburn (1999) and Alabama (2001), are strictly alumni fans.24 The Georgia project (2004) has ninety percent alumni owners and ten percent owners buying from an investment standpoint.25 The most recently completed project, Tallahassee (2006), has fifty percent investment owners and fifty percent alumni fan.26 So it appears that in the currently cool real estate market, sports condos are still attractive investments.

Once work is done in Lubbock, Gameday Centers will not be wasting any time. Gameday Centers already has plans to develop the Hall of Fame Center in South Bend, Indiana,27 and the Volunteer Gameday Center in Knoxville, Tennessee.28 Irish fans looking for a place to stay during weekends will be able to purchase condos from $180,000 to $1 million.29 The building will be located two miles from the stadium with a view of the landmark golden dome.30 The shuttle service will take fans to and from the stadium.31 The center will be near the College Football Hall of Fame, and across the street from the Century Center Convention Center.32 The Hall of Fame Center will have between 175-200 units from 400 to 2,000 square feet.33

City officials are excited by the revitalizing effects the Hall of Fame Center could have on the downtown area. The project will expand the number of residential units and provide 12,000 square feet of retail space on the first floor.34 South Bend Mayor Stephen Luecke said, “The demand [for condos] is there.”35 Unfortunately for Irish fans the earliest the center will be completed is 2009.36

22. Opdyke, supra note 2.
23. Id.
24. Telephone Interview with Judy Masante, Executive Assistant to the President, Gameday Centers, in Atlanta, Ga. (Aug. 17, 2007).
25. Id.
26. Id.
27. Press Release, Stephen J. Luecke, Mayor, Office of the Mayor The City of South Bend, In., Wake Up the Echoes, Gameday Centers Is Coming! (Apr. 21, 2006).
29. Press Release, supra note 27.
30. Adler, supra note 1.
31. Id.
32. Press Release, supra note 27.
33. Adler, supra note 1.
34. Press Release, supra note 27.
35. Adler, supra note 1.
36. Interview, supra note 24.
The center in Knoxville, Tennessee, will have 212 units ranging from $175,000 to $435,000. The Volunteer Center is “A Luxury Sports Condominium Hotel owned by Volunteers.” The complex will include an optional rental program, access to the Rocky Top Club room, workout facility, high-speed internet, and private parking. Like other Gameday condos, the Volunteer complex will be fully furnished and professionally decorated. If the success of the other Gameday complexes is any indication, the Hall of Fame and Volunteer centers will have no problem selling out.

### SPORTS CONDOMINIUMS

<table>
<thead>
<tr>
<th>Location</th>
<th>Developer</th>
<th>Year Built</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Auburn University</td>
<td>Gameday Centers</td>
<td>1999</td>
<td>32</td>
</tr>
<tr>
<td>University of Alabama</td>
<td>Gameday Centers</td>
<td>2001</td>
<td>48</td>
</tr>
<tr>
<td>University of Georgia</td>
<td>Gameday Centers</td>
<td>2004</td>
<td>133</td>
</tr>
<tr>
<td>Florida State University</td>
<td>Gameday Centers</td>
<td>2006</td>
<td>102</td>
</tr>
<tr>
<td>University of Tennessee</td>
<td>Gameday Centers</td>
<td>under development</td>
<td>212</td>
</tr>
<tr>
<td>University of Notre Dame</td>
<td>Gameday Centers</td>
<td>under development</td>
<td>175-200</td>
</tr>
<tr>
<td>University of Texas</td>
<td>Gameday Centers</td>
<td>under development</td>
<td>136</td>
</tr>
<tr>
<td>Texas A&amp;M University</td>
<td>Gameday Centers</td>
<td>under development</td>
<td>120-180</td>
</tr>
<tr>
<td>Texas Tech University</td>
<td>Gameday Centers</td>
<td>under development</td>
<td>113</td>
</tr>
<tr>
<td>Kansas State University</td>
<td>Capstone Development</td>
<td>2006</td>
<td>24</td>
</tr>
<tr>
<td>Louisiana Tech University</td>
<td>Capstone Development</td>
<td>Complete</td>
<td>98</td>
</tr>
<tr>
<td>Mississippi State University</td>
<td>Capstone Development</td>
<td>Complete</td>
<td>—</td>
</tr>
<tr>
<td>University of South Carolina</td>
<td>E.R.A. Reality Inc.</td>
<td>Complete</td>
<td>125</td>
</tr>
<tr>
<td>Ohio State University</td>
<td>C.R. O’Neill and Co.</td>
<td>Complete</td>
<td>2,500</td>
</tr>
<tr>
<td>West Virginia University</td>
<td>Unlimited Construction Inc.</td>
<td>under development</td>
<td>—</td>
</tr>
</tbody>
</table>

Other major real estate developers have dabbled in the sports condo industry. Capstone Development of Birmingham, Alabama, traditionally a developer of dormitory housing for universities, built several sports condo complexes or “field-houses.” Capstone has sports condos with tailgate zones at Mississippi State University. However, the developer does not plan on moving forward with development on land purchased near the University of Louisville.

After building condos at LSU and Kansas, Capstone has decided to leave the market. Unfortunately, plans to develop condos near Lambeau Field, home of the Green Bay Packers, were dropped due to complications during negotiations with the city of Green Bay. The move to Green Bay would have been the first sports condominium development outside of the campus atmosphere. Unlike Gameday Centers, Capstone does not have a licensing agreement with the area sports teams.

The sports condo industry is not limited to big developers. Local developers have been successful in moving into the market, even on campuses where bigger developers have staked their claim. In some

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37. Volunteer Center flier 2.
38. Volunteer Center flier 1.
39. Id.
40. Id.
41. Auburn Gameday Center (sold out), Bama Gameday Center (sold out), Georgia Gameday Center (sold out), Tallahassee Center (93% sold Oct. 21, 2007).
43. Id.
44. Phone Interview with John McElrath, Development Manager, Capstone Development, in Birmingham, Ala. (Aug. 17, 2007).
cases local developers have managed to beat out the national developers. C.R. O’Neill and Co. has more than 2,500 condos in Columbus near Ohio State University. Local developers benefit from their local relationships and ability to move faster than their larger national counterparts.

CONCLUSION

Sports condominiums capitalize on the love and devotion college alumni have for their alma mater. They are attractive because they preserve the experiences of tailgating in a luxurious atmosphere without the usual hassle. For fans with children, sports condos can serve multiple purposes. The condos provide the kids with a place to stay while in school, and a place for parents to stay when visiting. In addition, the condos may be purchased as investment opportunities, making owners money through resale or rent. Currently sports condos are located in only a few campuses; however, it is possible that sports condos will spread nationwide to all big college football towns. Tailgating has long been serious business for college football fans. Developers of sports condo have found out how to turn tailgating into serious commercial business.

46. Basen, supra note 42.

Sports Law Scholarship and Teaching Colloquium

On Thursday, September 27, 2007, the National Sports Law Institute of Marquette University Law School hosted the first Sports Law Scholarship and Teaching Colloquium in Eisenberg Memorial Hall at the Law School. The Colloquium featured sports law professors who presented current scholarship and discussed the teaching methods they use in their sports law courses.

The morning began with scholarship presentations presented by Professor Paul Rogers, Southern Methodist University School of Law, Dallas, TX, who discussed “The Quest for Number One in College Football: Should the Antitrust Laws Sack the Bowl Championship Series?;” Professor Jim McCurdy, Gonzaga University School of Law, Spokane, WA, who discussed “Economic Principles That Underlie a League’s Choice of Devices to Ensure All Costs and Benefits Are Taken Into Account in League Decision-Making and Other Matters;” and Professor Jeff Standen, Willamette University College of Law, Salem, OR, who discussed “Market Failures in Professional Sports.”

After a short break, the next set of scholarship presentations included Professor Gabe Feldman, Director of the Tulane Sports Law Program, Tulane Law School, New Orleans, LA, who discussed “The Misuse of the Less Restrictive Alternative in Sports Antitrust Litigation” and Professor Jo Potuto, the Richard H. Larson Professor of Constitutional Law, University of Nebraska College of Law, Lincoln, NE, who discussed “1st Amendment Issues in Athletics.”

After a break for lunch, the third set of scholarship presentations began with Professor Christo Lassiter, University of Cincinnati College of Law, Cincinnati, OH, who discussed “Lex Sportiva: Thoughts Toward Developing a Criminal Law Jurisprudence for Competitive Contact Sports.” Professor Rick
Karcher, Director, Center for Law and Sports, Florida Coastal College of Law, Jacksonville, FL, followed and discussed “Fundamental Fairness in Union Regulation of Sports Agents.” The final presentation on this panel was by Professor Ed Edmonds, Associate Dean and Director of the Kresge Library, University of Notre Dame Law School, IN, who presented “Baseball Salary Arbitration – A Twenty Year Analysis.”

The final set of scholarship presentations included Professor Mike McCann, Mississippi College School of Law, Jackson, MS, who discussed “Connecting Social Psychology to Sports Law” and Professor Maureen Weston, Pepperdine University School of Law, and Professor Richard McLaren, University of Western Ontario, London, Ontario, Canada, who jointly discussed “Legal Issues Arising Out of Floyd Landis Arbitration.”

The first teaching panel was moderated by Professor Paul Anderson, the Associate Director of the National Sports Law Institute. This panel included Professor Emeritus Bob Berry, Boston College Law School, Newton, MA, who discussed simulated negotiations, brief writing, oral arguments, and drafting; Professor andre douglas pond cummings, West Virginia University College of Law, Morgantown, WV, who discussed teaching race in sports law, including the American Indian mascot debate; Professor Alfred Mathewson, University of New Mexico School of Law, Albuquerque, NM, who presented a free agent market exercise; Professor John Sahl, Deputy Director of the Miller Institute of Professional Responsibility, and a Research Fellow of the Constitutional Law Center, The University of Akron School of Law, Akron, OH, who discussed incorporating professional responsibility and guest speakers; and Professor Anderson who discussed developing an advanced, practical sports law course (e.g., Amateur Sports Law Workshop) and using sports law as a means of teaching legal research.”

The second teaching panel was moderated by Professor Matt Mitten, the Director of the National Sports Law Institute and member, Court of Arbitration for Sport. This panel included, Professor Allan Erbsen, University of Minnesota Law School, Minneapolis, MN, who discussed his future seminar on the arbitration of international and domestic sports disputes; Professor James Naftziger, Thomas B. Stoel Professor and Director, International Law Programs, Willamette University College of Law, Salem, OR, who discussed developing an interdisciplinary sports law course; Professor Mike Straubel, Valparaiso University School of Law,
Valparaiso, IN, who discussed the Valparaiso Sports Law Clinic; Professor J. Gordon Hylton, Marquette University Law School, who discussed teaching the legal history of American sport; and Professor Mitten who discussed incorporating an international and/or comparative law component into a sports law course and Marquette’s LL.M. in Sports Law for foreign lawyers.

The Increasing Globalization of Sports: Olympic, International and Comparative Law & Business Issues

On Friday, September 28, 2007, the National Sports Law Institute hosted a conference titled *The Increasing Globalization of Sports: Olympic, International and Comparative Law & Business Issues* at the Hilton Milwaukee City Center. Conference sponsors included the law firms of Foley & Lardner, LLP and Greenberg & Hoeschen, LLC, along with the Sports & Entertainment Law Section of the State Bar of Wisconsin.

The conference began with a welcome from conference host Professor Mitten and conference sponsor Mary Kay Braza, partner and chair of the Sports Industry Team at Foley & Lardner, LLP, Milwaukee, WI.

The first conference panel focused on “The Global Expansion of Sport and Its Implications.” Moderated by John Collins, partner, Collins & Collins, Chicago, IL, this panel included Casey Shilts, Chief Operating Officer, Hicks Sports Group LLC, and Executive Vice President, Hicks Holdings LLC, Dallas, TX, who discussed “American Ownership of Overseas Franchises (i.e. Liverpool Football Club);” Mary Kay Braza, who discussed “U.S. Leagues Focus on the World-wide Market;” and Gordon Kirke, Sports Lawyer and Sports Law Professor, Toronto, Canada, who discussed “Canadian Laws Impacting U.S. Sports Leagues.”

The second panel focused on “Global Sports Marketing and Legal Protection of Intellectual Property.” Moderated by Professor André Douglas Pond Cummings, West Virginia University College of Law, Morgantown, WV, the panel included Anne Wall, Owner, Marketing Navigators, Inc, Oconomowoc, WI and member, NSLI Board of Advisors, who discussed “Intellectual Property Rights in China” and Michael J. Mellis, Senior Vice President and General Counsel, MLB Advanced Media, Inc., New York, NY, who discussed “Online TV Piracy and Live Sports Telecasts.”

At the conference luncheon the National Sports Law Institute presented the Master of the Game Award. The 2007 winner of the Master of the Game Award is to Michael Conley, Executive Director, World Sport Chicago, and CEO, MAC Management Group, Chicago, Illinois. The Award honors an individual who has made significant contributions to the sports industry and who exemplifies the highest level of professionalism in his or her field.
Michael Conley is well known on several fronts in both the business and sport world. He is currently the Executive Director of World Sport Chicago, an organization devoted to bringing international and Olympic-style sporting events to the city of Chicago. He is also the founder and CEO of MAC Management Group (MMG), a sports management company.

Previously, he was Executive Director of Elite Athlete Division at USA Track & Field for seven years where his responsibilities included Elite Athlete Retreat, Rookie camps, Agent program, Anti Doping, National Teams, Athlete Support, Elite Athlete Insurance, Elite Athlete Publication and websites, as well as serving as Team Leader for the 2000 and 2004 Olympic Team. In 2005, Mike was responsible for establishing Track & Field’s first Professional Athletics Association, (PAA), to protect the rights of the professional track and field athlete. He currently serves as the PAA’s Chief Executive Officer.

Mike is a three-time Olympian, winning a Gold medal at the 1992 Olympic Games and a Silver medal in 1984 Olympics, and taking fourth in the 1996 Olympics in the triple jump. Previously, Mike lived in Fayetteville, Arkansas where he was an assistant track coach at the University of Arkansas, and a 9-time NCAA Champion. He owned and operated one of the largest K-9 importing businesses in the country importing competition and show dogs, as well as Schutzhund and police canines.

Past recipients of the award are Al McGuire (1992), former head men's basketball coach at Marquette University; Bart Starr (1994), NFL Hall of Fame member and former Green Bay Packer; Hank Aaron (1995), MLB Hall of Fame member and executive with the Atlanta Braves; Bob Harlan (1997), President of the Green Bay Packers; Allan H. "Bud" Selig (2000), Commissioner of Major League Baseball, and Tommy G. Thompson (2001), Secretary of Health and Human Services and former Governor of the State of Wisconsin; Donna de Varona, women's rights advocate and dual Olympic Gold Medalist 1964 (2003); and Dr. Cedric Dempsey, former Executive Director, National Collegiate Athletic Association (2004).

After the Master of the Game Award luncheon, the first afternoon panel focused on “Resolution of International Sports Disputes.” Moderated by Professor Mitten, panelists included Professor Allan Erbsen, University of Minnesota Law School, Minneapolis, MN, who discussed “The Jurisprudence of the Court of Arbitration for Sport;” Professor Richard McLaren, University of Western Ontario, London, Ontario, Canada, Counsel to McKenzie Lake Lawyers LLP,
member, Court of Arbitration for Sport, Lausanne, Switzerland, and member, NSLI Board of Advisors, who discussed “WADA Drug Testing Standards;” Professor Mike Straubel, Director, Sports Law Clinic, Valparaiso School of Law, Valparaiso, IN, who discussed the “UNESCO Anti-Doping Convention and WADA Code Amendments;” and Gary Johansen, Associate General Counsel, United States Olympic Committee, Colorado Springs, CO, who presented the “USOC Perspective on CAS & WADA: Resolution of Sports Disputes Internationally.”

The final panel focused on a “Comparative Analysis of Sports League Structure, Governance and Player Restraints.” Moderated by Jim McKeown, partner, chair, Antitrust Practice Group, and member, Sports Industry Team, Foley & Lardner LLP, Milwaukee, WI, the panel included Professor James Nafziger, Thomas B. Stoel Professor and Director, International Law Programs, Willamette University College of Law, Salem, OR, who presented “A Comparison of the European and North American Models of Sports Organization;” Dr. Anastasios Kaburakis, Director of Sports Management Graduate Program, Assistant Professor of Sports Law and Sports Management, Southern Illinois University, Edwardsville, IL, who presented “A Comparative Analysis of Player Restraints and Transfer Rules in European Union and United States Professional and Amateur Sports;” and Professor Stephen Ross, Director, Penn State Institute for Sports Law, Policy and Research, The Pennsylvania State University, Dickinson School of Law, University Park, PA, who discussed “Internal League Governance Matters On An International Level.”

Approximately 140 lawyers, industry professionals, sports management and sports law professors, and law students attended the conference. The conference packet containing approximately 400 pages of materials and handouts can be ordered by calling (414) 288-5815, sending an email to paul.anderson@marquette.edu, or visiting the NSLI’s publication webpage at http://law.marquette.edu/jw/pubs and search under “conference materials.”
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Webpage: http://www.law.depaul.edu/students/organizations_journals/student_orgs/lawslj/home.asp

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