

ATHLETIC DEPARTMENT
UNIVERSITY OF LOUISIANA AT MONROE
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA



AGREED-UPON PROCEDURES REPORT
ISSUED MARCH 16, 2016

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LOUISIANA LEGISLATIVE AUDITOR
DARYL G. PURPERA, CPA, CFE

March 8, 2016

Independent Accountant's Report on the
Application of Agreed-Upon Procedures

DR. NICK BRUNO, PRESIDENT
UNIVERSITY OF LOUISIANA AT MONROE
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA
Monroe, Louisiana

We have performed the procedures enumerated below, which were agreed to by you as president of University of Louisiana at Monroe (University), solely to assist you in evaluating whether the accompanying Statement of Revenues and Expenses (Statement) of the University of Louisiana at Monroe Athletic Department is in compliance with the National Collegiate Athletic Association (NCAA) Bylaw 3.2.4.15 for the year ended June 30, 2015, and to assist you in your evaluation of the effectiveness of the University Athletic Department's internal control over financial reporting as of June 30, 2015. University management is responsible for the Statement (unaudited) and related notes (unaudited) and compliance with NCAA requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of management of the University. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

Procedures listed below related to specific reporting categories were not performed if the specific reporting category was less than 0.5% of the total revenues or expenses. The procedures that we performed and our findings are as follows:

MINIMUM COMPLIANCE AGREED-UPON PROCEDURES

INTERNAL CONTROL

1. We obtained, through discussion with management, the identity of those aspects of internal control that management considers unique to intercollegiate athletics.
2. We performed procedures to test specific elements of the control environment and accounting systems that are unique to intercollegiate athletics to determine

adherence to established policies and procedures relating to revenues and expenses. The following procedures were performed:

- (a) We randomly selected one deposit form for ticket sales payments received and followed it through the University's cash control system to determine adherence to established policies and procedures.
- (b) We selected the 10 largest athletic department cash disbursement transactions and followed them through the University's accounting system to determine adherence to established policies and procedures.
- (c) We inquired of and observed athletic department personnel to determine their compliance with policies and procedures related to the control and safeguarding of unsold tickets.

We found no exceptions as a result of these procedures.

3. We were to obtain internal audit reports issued during the period relating to the intercollegiate athletics program to identify any significant deficiencies noted.

The internal auditor did not issue any audit reports during the period relating to the intercollegiate athletics program.

4. We obtained the University's procedures for gathering information on the nature and extent of affiliated and outside organizational activity for or on behalf of the University's intercollegiate athletics program and determined the University's adherence to the procedures.

We found no exceptions as a result of these procedures.

STATEMENT OF REVENUES AND EXPENSES

GENERAL PROCEDURES

1. We obtained written representations from management as to the fair presentation of the Statement, completeness of required schedules and related financial information, adequacy of controls, compliance with NCAA rules and regulations, completeness of the list of all known affiliated and outside organizations, and other information we considered necessary for the year ended June 30, 2015.
2. We verified the mathematical accuracy of the amounts on the Statement and compared and agreed each operating revenue and expense category reported on the Statement to supporting schedules provided by the University and/or the University's general ledger.

We identified errors in reporting categories and amounts; however, the University made the necessary adjustments to its Statement to correct those errors, which are specifically identified in the procedures below.

3. We compared each major revenue and expense account over 10% of total revenues or expenses for June 30, 2015, to June 30, 2014, amounts and budget estimates, to identify variances over the lesser of \$1 million or 10% from June 30, 2015.

We identified significant variances over the lesser of \$1 million or 10% from June 30, 2015, and obtained and documented the University's explanations for the variances. We reported the analysis in Appendix A to this report.

MINIMUM AGREED-UPON PROCEDURES FOR REVENUES

1. We were to use a schedule prepared by the University to compare the value of tickets sold, complimentary tickets provided, and unsold tickets for the reporting period per the schedule to the related revenue reported by the University in the general ledger and Statement and to the related attendance figures; however, official attendance figures are not maintained by the University. We were also to agree the information on the schedule to the supporting game reconciliation for the Wake Forest University football game, the University of Louisiana at Lafayette men's basketball game, and the Louisiana Tech University baseball game. The University did not provide a schedule of tickets sales by game for the reporting period.

We were provided event reconciliations prepared by the University for the games selected and found exceptions regarding ticket sales deposits, complimentary tickets issued, and unsold tickets. We recalculated the reconciliations for the games tested. For the Wake Forest football game, ticket sales deposits were short by \$13,375; 2,293 complimentary tickets were issued without supporting signatures of the holders; and three unsold tickets were on hand and not accounted for in the reconciliation. For the University of Louisiana at Lafayette basketball game, ticket sales deposits were short by \$3,206, and 1,088 complimentary tickets were issued without supporting signatures of the holders. For the Louisiana Tech University baseball game, ticket sales deposits were short by \$1,146, and 297 complimentary tickets were issued without supporting signatures of the holders. In addition, the University adjusted its statement to reclassify \$33,485 of ticket sales proceeds as ticket sales revenues instead of other operating revenues per NCAA guidelines.

2. Based on the University's methodology for allocating student fees to the intercollegiate athletics program, we compared and agreed student fees reported in the Statement to student enrollment. We were to obtain explanations from the University regarding any variances in excess of 10%. We also recalculated the totals.

We found no exceptions as a result of these procedures and identified no variances that exceeded 10%.

3. We compared the direct institutional support recorded by the University during the reporting period with the institutional supporting budget transfers documentation and other corroborative supporting documentation. We recalculated the totals.

The University adjusted its statement to reclassify \$1,634,026 of transfers to athletics as direct institutional support revenues instead of guarantee revenues per NCAA guidelines.

4. We compared the indirect institutional support recorded by the University during the reporting period with expense payments, cost allocation detail, and other corroborative supporting documentation. We recalculated the totals.

The University adjusted indirect institutional support revenues in its Statement by \$285,096 to remove \$474,165 of depreciation expenses, to report \$196,566 of debt service payments per NCAA guidelines, and to reflect \$7,497 in actual revenues instead of the budgeted amount.

5. We selected the final away game guarantee contest. We compared and agreed the contractual agreement amount to the University's general ledger and/or Statement. We recalculated the total.

We found no exceptions as a result of these procedures. However, as previously mentioned in direct institutional support revenues procedures, the University adjusted its Statement to reclassify \$1,634,026 of transfers to athletics as direct institutional support revenues instead of guarantee revenues per NCAA guidelines.

6. We obtained and reviewed supporting documentation for each contribution of monies, goods, or services received directly by an intercollegiate athletics program from any affiliated or outside organization, agency, or group of individuals (two or more) not included above (e.g. contributions by corporate sponsors) that constitutes 10% or more in aggregate for the reporting year of all contributions received for intercollegiate athletics during the reporting period. We recalculated the totals.

We found that no individual or outside organization other than the Foundation contributed more than 10% of all contributions.

7. We compared the in-kind recorded by the University during the reporting period with a schedule of in-kind donations. We recalculated the totals.

We found no exceptions as a result of these procedures.

8. We compared the NCAA distribution amounts reported as revenue and expense during the reporting period to the general ledger and other corroborative supporting documentation. We recalculated the totals.

The University adjusted its statement to reclassify \$417,088 of Conference distributions from NCAA distribution revenues per NCAA guidelines.

9. We compared and agreed the revenues related to the University's Conference distributions and participation in revenues from Conference tournaments during the reporting period to the University's general ledger, corroborative supporting documents, and/or the Statement. The University had no agreements related to these revenues during the reporting period. We recalculated the totals.

The University adjusted Conference distribution revenues in its Statement by \$421,039 to reclassify \$417,088 of Conference distributions receipts from NCAA contributions revenues, as previously mentioned above, and to change the estimate of a receivable by \$3,951.

10. Based on the relevant terms and conditions of agreements related to the University's participation in revenues from royalties, licensing, advertisements, and sponsorships during the reporting period, we compared and agreed the related revenues to the general ledger and the Statement. We recalculated the totals.

The University adjusted its Statement to reclassify \$50,000 generated from a medical billing service contract as other operating revenues instead of royalties, licensing, advertisements, and sponsorships revenues per NCAA guidelines.

11. We randomly selected a sample of one operating revenue receipt from each revenue category not previously sampled and agreed to adequate supporting documentation. We recalculated the totals.

The University adjusted other operating revenues in its statement by \$32,840, as previously mentioned, to reclassify \$33,485 of ticket sales revenues; to include \$50,000 of revenues from a medical billing service contract per NCAA guidelines; and to correct a \$16,325 posting error.

MINIMUM AGREED-UPON PROCEDURES FOR EXPENSES

1. We randomly selected a sample of 10% of the total student athletes from the listing of University student aid recipients, obtained individual student-account detail for each selection, and compared total aid allocated from the related aid award letter to the student's account. We performed a check of each student selected to ensure their information was reported accurately in the NCAA's Compliance Assistant software using NCAA specified criteria. We recalculated the totals for each sport and overall.

We found no exceptions as a result of these procedures. However, the University adjusted its Statement to report \$250 of basketball game expenses misclassified as athletic student aid in error.

2. We obtained and inspected a random sample of one contractual agreement that pertains to expenses recorded by the University from guaranteed contests during the reporting period. We agreed the related expenses to the University's general ledger and Statement. We recalculated the totals.

We found no exceptions as a result of these procedures.

3. We obtained from management a list of coaches and support staff/administrative personnel paid by the University and related entities during the reporting period and examined the contracts for a random sample of one support staff/administrative personnel and all head coaches from football and men's and women's basketball. The following procedures were performed:

- (a) We compared and agreed the financial terms and conditions of each selection to the related salaries, benefits, and bonuses recorded by the University and related entities in the Statement during the reporting period.
- (b) We obtained and inspected payroll summary registers for the reporting year for each selection.
- (c) We compared and agreed related payroll summary registers for each selection to the related salaries, benefits, and bonuses paid by the University and related entities' expense recorded by the University in the Statement during the reporting period.
- (d) We compared and agreed the totals recorded to the employment contracts executed for the sample selected.
- (e) We recalculated the totals.

We found no exceptions as a result of these procedures.

4. We were to obtain a list prepared by the University and randomly select one athletic employee receiving a severance payment from the University during the reporting period. We were to then agree the severance payment to the related termination letter or employment contract and recalculate the totals.

The University had no employees who received a severance payment during the reporting period.

5. We compared and agreed the University's recruiting expense policies to existing University and NCAA-related policies. We also obtained the general ledger detail, compared to the total expenses reported, and recalculated the totals.

The University adjusted its Statement to reclassify \$236 of men's golf recruiting expenses from team travel expenses.

6. We compared and agreed the University's team travel policies to existing institutional and NCAA-related policies. We also obtained the general ledger detail, compared it to the total expenses reported, and recalculated the totals.

As previously mentioned above, the University adjusted its Statement to reclassify \$236 of men's golf recruiting expenses from team travel expenses.

7. We randomly selected a sample of one expense from each expense category not previously sampled and validated existence of the transaction and accuracy of recording. We also obtained the general ledger detail, compared the total expenses reported, and recalculated the totals.

The University adjusted its Statement for the following expense categories not previously sampled:

- To exclude \$481,662 from indirect institutional support expenses, representing \$474,165 of depreciation expenses as per NCAA guidelines, and \$7,497 actual instead of budget amount, as previously mentioned for indirect institutional support revenues.
- To report \$196,566 of debt payments made during reporting period as athletic facilities debt service, leases, and rental fee expenses per NCAA guidelines, as previously mentioned for indirect institutional support revenues.
- To reclassify \$3,609 of direct overhead tennis stadium expenses as direct overhead and administrative expenses instead of equipment, uniforms, and supplies expenses.
- To reclassify \$65,100 of women's basketball Sunbelt Conference game expenses fees from other operating expenses and \$250 of men's basketball game expenses from athletic student aid.
- To reclassify \$7,721 of other operating expenses from membership and dues expenses.

8. For the expense transactions selected above, we compared and agreed to adequate supporting documentation.

We found no exceptions as a result of these procedures.

**MINIMUM AGREED-UPON PROCEDURES
FOR NOTES AND DISCLOSURES**

1. We obtained from University management a list of contributions of monies, goods, or services received directly by the athletic department to identify any contribution from an affiliated or outside organization, agency, or individuals (e.g., contributions by corporate sponsors) that constitute 10% or more of all contributions received during the reporting period. We ensured the source of funds, goods, and services, as well as the value associated with these items, were properly disclosed in the notes to the Statement. We obtained and reviewed supporting documentation for each such contribution.

The Foundation, an outside organization, contributed monies, goods, or services for or on behalf of the athletic department that exceeded 10% of the total contributions.

We found no exceptions as a result of these procedures

2. We obtained a description of the University's policies and procedures for acquiring, approving, depreciating, and disposing of intercollegiate athletics-related assets. We ensured that the University's policies and procedures are properly disclosed in the notes to the Statement.

We found no exceptions as a result of these procedures.

3. We obtained from University management the repayment schedules of all outstanding intercollegiate athletics debt maintained by the University during the reporting period. We recalculated the annual maturities (consisting of principal and interest) and agreed annual maturities to supporting documentation and to the University's general ledger. We ensured that the repayment schedule is properly disclosed within the notes to the Statement.

We found no exceptions as a result of these procedures.

**MINIMUM AGREED-UPON PROCEDURES FOR
AFFILIATED AND OUTSIDE ORGANIZATIONS**

1. We obtained from University management a listing of all affiliated and outside organizations for the reporting period. We obtained written representations from management that the University of Louisiana at Monroe Athletic Foundation, Inc. was the only outside organization created for or on behalf of the athletic department.
2. We obtained from management of the University statements for the affiliated and outside organization and performed the following:

- (a) We confirmed revenues and expenses directly with a responsible official of the organization.
- (b) We reconciled the cash disbursements made by the organization for or on behalf of the University's intercollegiate athletics programs or employees to the revenues reported on the University's Statement.
- (c) We reconciled the direct payments of outside organizations to the University with the revenues reported on the University's Statement.

We found no exceptions as a result of these procedures.

3. We obtained from University management a summary schedule of revenues and expenses for or on behalf of intercollegiate athletics programs by affiliated and outside organizations not under the accounting control of the University to be included with the agreed-upon procedures report as follows:

	FOOTBALL	MEN'S BASKETBALL	WOMEN'S BASKETBALL	OTHER SPORTS	NON- PROGRAM SPECIFIC	TOTAL
Revenues						
Contributions	\$312,067	\$43,025	\$34,912	\$379,033	\$186,094	\$955,131
In-kind	58,640	4,350		10,775	188,383	262,148
Total revenues	<u>370,707</u>	<u>47,375</u>	<u>34,912</u>	<u>389,808</u>	<u>374,477</u>	<u>1,217,279</u>
Expenses						
Athletics student aid	21,547	4,650	6,977	16,441		49,615
Coaching salaries, benefits, and bonuses paid by the University and related entities	120,210	18,989	8,974	104,772		252,945
Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities					19,710	19,710
Recruiting	65	1,719		1,285		3,069
Team travel				13,715		13,715
Sports equipment, uniform, and supplies					54,383	54,383
Game expenses	40,517	13,933	18,168	100,095	84	172,797
Fundraising, marketing, and promotion	177,173	268	119	26,891	184,963	389,414
Athletic facilities debt service, leases, and rental fee	6,925					6,925
Direct overhead and administrative expenses		5,627		68,590	24,714	98,931
Medical expenses and insurance				125	55,964	56,089
Memberships and dues		385		7,415	300	8,100
Other operating expenses	4,270	1,804	674	50,479	34,359	91,586
Total expenses	<u>370,707</u>	<u>47,375</u>	<u>34,912</u>	<u>389,808</u>	<u>374,477</u>	<u>1,217,279</u>
EXCESS (DEFICIENCY) OF REVENUES OVER (UNDER) EXPENSES	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>

We obtained written representations from management as to the fair presentation of the summary schedule. We compared the summary schedule provided by the outside organization to ensure data is included in the University's Statement.

We found classification errors between reporting categories, including but not limited to \$7,500 of payments to other universities for game guarantees reported for the Foundation as other operating expenses.

- For all outside organizations that had an independent audit, we obtained the independent auditor's report to identify any significant deficiencies relating to the outside organization's internal control. We were to make inquiries of management to document any corrective action taken in response to the significant deficiencies.

The financial statements of the Foundation were audited by an independent certified public accounting firm for the years ended June 30, 2015, and 2014. The audit report is dated December 16, 2015, and did not include a report on internal control.

ADDITIONAL MINIMUM AGREED-UPON PROCEDURES

1. We obtained the squad lists of the University and compared and agreed the sports sponsored reported in the NCAA Membership Financial Reporting System to the squad lists of the institution. We were to inquire about any discrepancies and report the justification.

We found no discrepancies as a result of these procedures.

We were not engaged to, and did not, conduct an examination, the objective of which would be the expression of an opinion on the accompanying Statement and related notes of the University's Athletic Department or on its compliance with NCAA Bylaw 3.2.4.15 or on the effectiveness of the University Athletic Department's internal control over financial reporting for the year ended June 30, 2015. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of the president of the University and is not intended to be and should not be used by anyone other than the president. By provisions of state law, this report is a public document, and it has been distributed to appropriate public officials.

Respectfully submitted,



Daryl G. Purpera, CPA, CFE
Legislative Auditor

KVL:BAC:BDC:EFS:aa

ULMNCAA 2015

**ATHLETIC DEPARTMENT
UNIVERSITY OF LOUISIANA AT MONROE
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA**

**Statement of Revenues and Expenses
For the Year Ended June 30, 2015**

	FOOTBALL	MEN'S BASKETBALL	WOMEN'S BASKETBALL	OTHER SPORTS	NON- PROGRAM SPECIFIC	TOTAL
REVENUES						
Operating revenues:						
Ticket sales	\$510,024	\$71,699		\$51,171		\$632,894
Student fees					\$302,318	302,318
Direct institutional support	11,305		\$105,313	112,238	3,471,560	3,700,416
Indirect institutional support					291,516	291,516
Guarantees	3,091,428	255,000	35,000	1,500		3,382,928
Contributions	312,067	43,025	34,912	379,034	556,094	1,325,132
In-kind	58,640	4,350		10,775	188,383	262,148
NCAA distributions					897,088	897,088
Conference distributions	689,204	40,252	42,990	65,744	534,791	1,372,981
Program, novelty, parking, and concession sales	32,501	11,663	2,609	13,500	8,733	69,006
Royalties, licensing, advertisements, and sponsorships	27,575				142,882	170,457
Athletics restricted endowment and investments income					123	123
Other operating revenue	(558)	582	582	69,886	475,922	546,414
Total operating revenues	4,732,186	426,571	221,406	703,848	6,869,410	12,953,421
EXPENSES						
Operating expenses:						
Athletic student aid	1,196,073	268,979	259,009	1,605,213	16,818	3,346,092
Guarantees	300,000	24,000	8,500			332,500
Coaching salaries, benefits, and bonuses paid by the University and related entities	1,342,465	395,427	308,056	926,799		2,972,747
Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities	11,305	893	874	17,232	1,306,016	1,336,320
Recruiting	52,080	38,531	14,197	40,710		145,518
Team travel	720,863	129,844	51,985	491,507	59	1,394,258
Sports equipment, uniforms, and supplies	20,504	3,881	2,427	1,375	166,784	194,971
Game expenses	552,330	175,603	120,314	398,743	16,213	1,263,203
Fundraising, marketing, and promotion	184,318	732	1,527	30,610	209,169	426,356
Athletic facilities, debt service, leases, and rental fees	6,925				196,566	203,491
Direct overhead and administrative expenses	25,930	6,968	1,370	156,721	190,944	381,933
Indirect institutional support					94,950	94,950
Medical expenses and insurance	171,136	35,701	23,117	149,915	60,453	440,322
Memberships and dues	3,245	3,365	640	9,949	123,848	141,047
Other operating expenses	9,726	2,000	976	61,370	53,267	127,339
Total operating expenses	4,596,900	1,085,924	792,992	3,890,144	2,435,087	12,801,047
EXCESS (Deficiency) OF REVENUES OVER (Under) EXPENSES	\$135,286	(\$659,353)	(\$571,586)	(\$3,186,296)	\$4,434,323	\$152,374

NOTES TO THE FINANCIAL STATEMENT

(UNAUDITED)

1. CONTRIBUTIONS

No individuals or outside organizations, other than the University of Louisiana at Monroe Athletic Foundation, Inc. (Foundation) contributed monies, goods, or services for or on behalf of the athletic department that exceeded 10% of the total contributions included in Statement A. The Foundation's contributions totaled \$1,217,279.

2. CAPITAL ASSETS

Capital assets are reported at cost at the date of acquisition or their estimated fair value at the date of donation. For movable property, the University's capitalization policy includes all items with a unit cost of \$5,000 or more and an estimated useful life greater than one year. Renovations to buildings, infrastructure, and land improvements that significantly increase the value or extend the useful life of the structure are capitalized if they exceed \$100,000. Any infrastructure exceeding \$3 million must be capitalized, but the University does not have any infrastructure that meets that criterion. Routine repairs and maintenance are charged to operating expense in the year in which the expense was incurred.

Depreciation is computed using the straight-line method over the estimated useful life of the assets, generally 40 years for buildings and infrastructure, 20 years for depreciable land improvements, and three to 10 years for most movable property. All departments within the University follow standardized policies and procedures established by state laws and regulations for acquiring, approving, depreciating, and disposing of capital assets.

3. LONG-TERM LIABILITY

The following is a detailed summary of the bond payable for the athletic department for the year ended June 30, 2015:

Issue	Date of Issue	Original Issue	Principal Outstanding at June 30, 2015	Issued/ (Retired)	Principal Outstanding at June 30, 2015	Maturities	Interest Rates	Interest Outstanding at June 30, 2015
2014	6/30/2014	\$1,845,000	\$1,845,000	(\$155,000)	\$1,690,000	2024	2.92%	\$242,552
Total		<u>\$1,845,000</u>	<u>\$1,845,000</u>	<u>(\$155,000)</u>	<u>\$1,690,000</u>			<u>\$242,552</u>

In June 2014, the Louisiana Local Government Environmental Facilities and Community Development Authority (Authority) issued \$1,845,000 in Revenue and Refunding Bonds (Series 2014 Athletic Facilities Project). The proceeds of the bonds were loaned to University of Louisiana at Monroe Facilities, Inc. (Facilities), a blended component unit of the University, to refund a Promissory Note in favor of Regions Bank for scoreboards and facility upgrades, to

finance football field improvements, and to pay bond issuance costs. The Series 2014 Athletic Facilities Project bond proceeds were loaned to the Facilities pursuant to a Loan and Assignment Agreement by and between the Facilities and the Authority dated June 30, 2014.

The principal and interest payments on the loan are required to be the amount equal to the principal and interest amounts of the underlying bonds. As such, the loan bears interest at a rate of 2.92% per annum and matures on June 11, 2024. Principal and interest is payable on the loan each September 11, December 11, March 11, and June 11 commencing September 11, 2014, in accordance to the amortization schedule included in the bond closing documents. To secure the Facilities' obligations under the Loan and Assignment Agreement, the Facilities transferred, assigned, and pledged unto the Authority, all right, title, and interest of the Facilities in, to, and under the Agreement to Lease with Option to Purchase dated March 18, 2011, along with all amendments, between the Facilities and the Board of Supervisors for the University of Louisiana System, and any leases, subleases and use agreements or other similar agreements relating to the Scoreboards, Athletic Facilities Upgrades & Electronic Display Boards. The principal balance due on the Note Payable – Series 2014 Athletic Facilities Project Bonds totaled \$1,690,000 at June 30, 2015.

The following is the amortization schedule for the outstanding bond payable for the athletic department as of June 30, 2015:

<u>Fiscal Year Ending</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2016	\$165,000	\$48,389	\$213,389
2017	170,000	43,374	213,374
2018	175,000	38,341	213,341
2019	180,000	32,938	212,938
2020	190,000	27,572	217,572
2021-2024	810,000	51,938	861,938
Total	<u>\$1,690,000</u>	<u>\$242,552</u>	<u>\$1,932,552</u>

MAJOR REVENUE AND EXPENSE ANALYSIS

Appendix A

Appendix A includes an analysis of revenue and expense accounts that exceed 10% of total revenues and expenses. A comparison is presented of current year amounts to prior year amounts and of current year amounts to budget estimates.

UNAUDITED

APPENDIX A

ATHLETIC DEPARTMENT
UNIVERSITY OF LOUISIANA AT MONROE
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA

Major Revenue and Expense Analysis
For the Year Ended June 30, 2015

Accounts	Fiscal Year 2015	Fiscal Year 2014	Increase/ (Decrease)	% Variance
10% of Operating Revenues per Statement A	1,295,342			
Revenue Account Balances Exceeding 10% Threshold				
Direct institutional support	3,700,416	3,904,133	(203,717)	(5.22%)
Guarantees	3,382,928	2,455,852	927,076	37.75%
Contributions	1,325,132	1,853,993	(528,861)	(28.53%)
Conference distributions	1,372,981	0	1,372,981	100.00%
10% of Operating Expenses per Statement A	1,280,105			
Expense Account Balances Exceeding 10% Threshold				
Athletics student aid	3,346,092	3,373,815	(27,723)	(0.82%)
Coaching and support staff/administrative salaries, benefits, and bonuses paid by the University	2,972,747	2,605,781	366,966	14.08%
Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities	1,336,320	1,341,615	(5,295)	(0.39%)
Team travel	1,394,258	1,077,779	316,479	29.36%
Fiscal Year 2015 - Significant Budget Variances				
Revenue Account Balances Exceeding 10% Threshold				
	Actual	Budget	Variance	% Variance
Direct institutional support	3,700,416	3,570,647	129,769	3.51%
Guarantees	3,382,928	3,416,835	(33,907)	(1.00%)
Conference distributions	1,372,981	1,003,795	369,186	26.89%
Expense Account Balances Exceeding 10% Threshold				
Athletic student aid	3,296,477	3,253,868	42,609	1.29%
Coaching salaries, benefits, and bonuses paid by the institution and related entities	2,719,802	2,587,594	132,208	4.86%
Support staff/administrative, compensation, benefits, and and bonuses paid by the institution and related entities	1,316,610	1,234,621	81,989	6.23%
Team travel	1,380,543	1,293,864	86,679	6.28%

Note: The budget analysis is presented based on University data only. Budget information is not available for the University of Louisiana at Monroe Foundation.