

ATHLETICS DEPARTMENT MCNEESE STATE UNIVERSITY

UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA

FINANCIAL AUDIT SERVICES

Agreed-Upon Procedures Report
Issued January 22, 2026

**LOUISIANA LEGISLATIVE AUDITOR
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January 14, 2026

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

**DR. KEDRICK NICHOLAS, INTERIM PRESIDENT
MCNEESE STATE UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA**

Lake Charles, Louisiana

We have performed the procedures enumerated below, which were agreed to by you, as Interim President of the McNeese State University (University), solely to assist you in evaluating whether the accompanying Statement of Revenues and Expenses (Statement) of the University's Athletics Department is in compliance with the National Collegiate Athletic Association (NCAA) Bylaw 20.2.4.18, in evaluating the University's compliance with other specified NCAA legislation, and in evaluating the effectiveness of the University's internal control over compliance for the year ended June 30, 2025. University management is responsible for the accuracy of the Statement (unaudited) and the related notes (unaudited), compliance with NCAA requirements and legislation, and internal control over financial reporting and compliance. 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. Management of the University has acknowledged that the procedures performed are appropriate to meet the intended purpose of the engagement. This report may not be suitable for any other purpose. The procedures performed may not address all the items of interest to a user of this report and may not meet the needs of all users of this report and, as such, users are responsible for determining whether the procedures performed are appropriate for their purposes.

The University specified a threshold of \$2,000 for reporting exceptions, and the agreed-upon procedures described below were not applied to any transactions that fell under this amount, nor did we report any exceptions noted below this amount. In addition, procedures were not performed on specific reporting categories that were less than 4% 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 two cash receipt batch sheets of ticket sales and followed them through the University's cash control system to determine adherence to established policies and procedures.
 - (b) We selected the two largest athletics 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 athletics 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 obtained the University's procedures for gathering information on the nature and extent of affiliated and outside organization activity for or on behalf of the University's intercollegiate athletics program and performed procedures to determine the University's adherence to these 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 accuracy of the Statement, completeness of required schedules and related financial information, adequacy of controls, compliance with NCAA rules and legislations, completeness of the list of all known affiliated and outside organizations, and other information as we considered necessary for the fiscal year ended June 30, 2025.

2. We verified the mathematical accuracy of the amounts on the Statement and compared and agreed the amounts to supporting schedules provided by the University and/or the University's general ledger.

We found no exceptions as a result of these procedures.

3. We compared and agreed a sample of five operating revenue receipts and a sample of five expense disbursements obtained from the supporting schedules to adequate supporting documentation.

We found no exceptions as a result of these procedures.

4. We compared each major revenue and expense account over 10% of total revenues or expenses for June 30, 2025, to June 30, 2024, amounts and budget estimates, to identify variations greater than 10%.

We reported the analysis in Appendix A to this report.

MINIMUM AGREED-UPON PROCEDURES FOR REVENUES

1. Using a schedule prepared by the University, we compared the value of the 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 and recalculated totals. We agreed the information on the schedule to the supporting game reconciliations for a random sample of one football, one basketball, and one baseball game. We recalculated the reconciliations for the games tested.

We found no exceptions as a result of these procedures.

2. We compared 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.

We found that one transaction totaling \$225,000 related to direct state or other government support for non-program specific was misclassified as direct institutional support. Statement A was corrected.

3. We selected a sample of two contractual agreements pertaining to revenues derived from guaranteed contests during the reporting period and we compared and agreed each selection to the University's general ledger and/or the Statement. We recalculated the totals.

We found no exceptions as a result of these procedures.

4. 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 the aggregate for the reporting year of all contributions received for intercollegiate athletics during the reporting period and recalculated the totals.

We found no exceptions as a result of these procedures.

5. We obtained a summary of customers for total revenue and were to select a sample of five agreements related to the University's participation in revenues from royalties, licensing, advertisement, and sponsorships during the reporting period for relevant terms and conditions. The University participated in one agreement related to royalties, licensing, advertisement, and sponsorships during the reporting period. All other agreements related to royalties, licensing, advertisement, and sponsorships during the reporting period are held by the McNeese State University Foundation. We compared and agreed related revenues to the general ledger and/or the Statement and recalculated the totals.

We found that certain transactions totaling \$11,500 for other sports (\$1,500) and non-program specific (\$10,000) were unrecorded. The corresponding error for the \$11,500 revenue misstatement was recorded in the fundraising, marketing, and promotion expense category. Statement A was corrected.

**MINIMUM AGREED-UPON PROCEDURES
FOR EXPENSES**

1. We selected a sample of 10% of student athletes from the listing of University student aid recipients and performed the following:
 - (a) We obtained individual student account detail for each selection, and reconciled total aid in the University's student system to the student's detail in the NCAA's Compliance Assistant (CA) software.
 - (b) We performed a check of each student selected to ensure his/her information was reported accurately in the NCAA's CA software using the criteria found in the 2025 NCAA Agreed-Upon Procedures Appendix D, step 20.c.
 - (c) We recalculated the totals for each sport and overall for all sports.

We found one instance where the athletic aid reported in the CA software was overstated by \$3,000 and the revenue distribution equivalency was

overstated by 0.14 for softball. This error did not impact the Statement. This item has been corrected.

2. We obtained and inspected a list of coaches and support staff/administrative personnel employed by the University and related entities during the reporting period. We selected all head coaches' contracts for football, men's basketball, and women's basketball from the listing and a sample of two staff/administrative personnel and performed the following:
 - (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 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 any employment contracts executed for the sample selected.
 - (e) We recalculated the totals.

We found no exceptions as a result of these procedures.

3. We obtained documentation of the University's team travel policies and compared and agreed the University's team travel policies to existing University and NCAA-related policies. In addition, we obtained the general ledger detail and compared the detail to the total expenses reported. We recalculated the totals.

We found no exceptions as a result of these procedures.

4. We obtained the general ledger detail for other operating expenses and transfers to the University and we compared the detail to the total expenses reported. We selected a sample of five transactions to validate the existence of the transactions and the accuracy of their recording. We recalculated the totals.

We found no exceptions as a result of these procedures.

**MINIMUM AGREED-UPON PROCEDURES
FOR OTHER REPORTING ITEMS**

1. We obtained the repayment schedules and general ledger detail for all outstanding intercollegiate athletics debt during the reporting period. We recalculated the annual maturities (consisting of principal and interest) provided in the schedules obtained. We agreed the total annual maturities and total outstanding athletics debt to supporting documentation and the University's general ledger, as applicable.

We found no exceptions as a result of these procedures.

2. We agreed the total outstanding University debt to supporting documentation and the University's general ledger.

We found no exceptions as a result of these procedures.

3. We obtained the schedules and general ledger detail of all athletics dedicated endowments maintained by athletics, the University, and affiliated organizations. We agreed the fair market value in the schedules to the supporting documentation and the general ledger.

We obtained the schedules of all athletics dedicated endowments that were generated from the McNeese State University Foundation's general ledger. The endowments are owned and held by the McNeese State University Foundation, a private not-for-profit outside organization. These funds are part of the foundation's total endowment/investments and subject to an outside CPA's audit. We obtained the McNeese State University Foundation audit report and reviewed it. We determined there were no findings related to endowments/investments.

4. We agreed the total fair market value of University endowments to supporting documentation, the University's general ledger, and the audited financial statements of the McNeese State University Foundation.

We noted that University endowments were understated by \$20,001. This item has been corrected.

5. We obtained a schedule of athletics-related capital expenditures made by athletics, the University, and affiliated organizations during the reporting period, additions only. We obtained the general ledger detail and compared the detail to the total expenses reported. We selected a sample of two transactions to validate the existence of the transactions and the accuracy of their recording. We recalculated the totals.

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 intercollegiate athletics program from any affiliated or outside organization, agency, or group of individuals (e.g., contributions by corporate sponsors) that constitutes 10% or more of all contributions received for intercollegiate athletics during the reporting period, and ensured the source(s) of the funds, goods, and services, as well as the value associated with these items, were properly disclosed in the notes to the Statement.

We noted the McNeese State University Foundation and a private citizen are the only outside organization or individual that provided individual contributions of monies, goods, or services to the athletics department that exceeded 10% of the total contributions (see Note 1 to the Statement).

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 within the notes to the Statement.

We found no exceptions as a result of these procedures (see Note 2 to the Statement).

3. We obtained from University management the repayment schedules for all outstanding intercollegiate athletics debt maintained by the University during the reporting period and ensured the repayment schedule is properly disclosed within the notes to the Statement.

We found no exceptions as a result of these procedures (see Note 3 to the Statement).

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

1. We obtained from management a listing of all affiliated and outside organizations for the reporting period. We obtained written representations from management that the McNeese State University Foundation and Cowboy Club Account are the only outside organizations created for or on behalf of the athletics department.

We found no exceptions as a result of these procedures.

2. We obtained from management of the University statements for all affiliated and outside organizations and agreed the amounts reported in the statements to the University's general ledger.

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	\$332,264	\$379,752	\$55,219	\$384,301	\$223,077	\$1,374,613
Total revenues	332,264	379,752	55,219	384,301	223,077	1,374,613
Expenses:						
Athletic student aid	39,342	18,464		1,900	18,675	78,381
Coaching salaries, benefits, and bonuses	10,000			6,669		16,669
Support staff/administrative compensation, benefits, and bonuses		2,733			2,530	5,263
Recruiting	14,171	19,085	1,589	43,099	3,556	81,500
Team travel	17,926	111,188	1,958	20,020	4,587	155,679
Sports equipment, uniforms, and supplies	35,170	20,990	195	107,653	1,592	165,600
Game expenses	4,059	16,756	10	10,667	753	32,245
Fundraising, marketing, and promotion	12,156	26,730	907	40,563	98,633	178,989
Direct overhead and administrative expenses	8,057	199		13,069	7,874	29,199
Facilities maintenance and operations	1,748	6,121		9,552	6,316	23,737
Medical expenses and insurance	3,625	1,820	30	11,350	35,637	52,462
Membership and dues	950			17,050	2,541	20,541
Student-athlete meals (non travel)	148,516	113,164	9,259	52,146	7,319	330,404
Other operating expense	36,544	42,502	41,271	50,563	32,958	203,838
NCAA post-season non-football expenses					106	106
Total expenses	\$332,264	\$379,752	\$55,219	\$384,301	\$223,077	\$1,374,613
EXCESS OF REVENUES OVER EXPENSES	NONE	NONE	NONE	NONE	NONE	NONE

4. We obtained written representations from management as to the accuracy of the summary schedule.

We found no exceptions as a result of these procedures.

5. 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 controls. We were to make inquiries of management to document any corrective action taken in response to the significant deficiencies.

The McNeese State University Foundation statements were audited by an independent certified public accountant for the year ended June 30, 2025, and June 30, 2024. The audit report dated November 10, 2025, included no significant deficiencies on the outside organization's internal control.

ADDITIONAL MINIMUM AGREED-UPON PROCEDURES

1. In order for the NCAA to place reliance on the Division I financial reporting to calculate the NCAA revenue distributions, we performed the following procedures:

(a) For Grants-in-Aid, we compared and agreed the sports sponsored and reported in the NCAA Membership Financial Reporting System to the University's squad list that supports the equivalency calculations from the institution. We were to inquire about any discrepancies and report the justification.

We found no exceptions as a result of these procedures.

(b) We compared current-year Grants-in-Aid revenue distribution equivalencies to prior-year reported equivalencies per the Membership Financial Report submission. We were to inquire and document an explanation for any variance greater than 4%.

We found no exceptions as a result of these procedures and did not identify any variances greater than 4%.

(c) We obtained the University's Sports Sponsorship and Demographics Form submitted to NCAA Research for the reporting year. We validated that the University's countable NCAA sports reported by the University met the minimum requirements set forth in Bylaw 20.9.6.3, for the number of contests and participants. We ensured the University properly reported these sports as countable for revenue distribution purposes within the NCAA Membership Financial Reporting System.

We found no exceptions as a result of these procedures.

(d) We compared the current-year number of Sports Sponsored to prior-year reported total per the Membership Financial Report submission. We were to inquire and document an explanation for any variance.

We did not identify any variances from prior year.

(e) We agreed the total number of Division I student athletes who, during the academic year, received a Pell Grant award (e.g., Pell Grant recipients on Full Athletic Aid, Pell Grant recipients on Partial Athletic Aid, and Pell Grant recipients with no Athletic Aid) and the total dollar amount of these Pell Grants reported in the NCAA Membership Financial Reporting System to a report, generated out of the University's financial aid records, of all student-athlete Pell Grants.

We found no exceptions as a result of these procedures.

(f) We compared the current-year Pell Grants total to the prior-year reported total per the Membership Financial Report submission. We were to inquire and document an explanation for any variance greater than 20 grants.

The variance between current-year and prior-year Pell Grants did not exceed 20 grants.

An agreed-upon procedures engagement involves the practitioner performing specific procedures that the engaging party has agreed to and acknowledged to be appropriate for the intended purpose of the engagement and reporting on findings based on the procedures performed. We were not engaged to, and did not, conduct an examination or review, the objective of which would be the expression of an opinion or conclusion, respectively, on the compliance of the accompanying Statement and related notes of the University's Athletics Department or on its compliance with NCAA Bylaw 20.2.4.18 or on the effectiveness of the University Athletics Department's internal control over financial reporting or compliance for the year ended June 30, 2025. Accordingly, we do not express such an opinion or conclusion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

We are required to be independent of the University and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our agreed-upon procedures engagement.

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

Respectfully submitted,



Michael J. "Mike" Waguespack, CPA
Legislative Auditor

EE:CJH:RR:BQD:aa

MSUNCAA2025

UNAUDITED**Statement A**

ATHLETICS DEPARTMENT
MCNEESE STATE UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA

Statement of Revenues and Expenses
For the Year Ended June 30, 2025

	<u>FOOTBALL</u>	<u>MEN'S BASKETBALL</u>	<u>WOMEN'S BASKETBALL</u>	<u>OTHER SPORTS</u>	<u>NON-PROGRAM SPECIFIC</u>	<u>TOTAL</u>
REVENUES						
Operating revenues:						
Ticket sales	\$581,615	\$352,006	\$352,006	\$152,120		\$1,437,747
Direct state or other government support					\$344,077	344,077
Student fees	189,095	135,212	53,052	214,153		591,512
Direct institutional support	1,102,913	867,597	584,713	2,398,755	2,258,298	7,212,276
Indirect institutional support - athletic facilities debt service, lease, and rental fees					412,943	412,943
Guarantees	500,000	145,000	87,500	26,000		758,500
Contributions	1,829,134	830,620	71,861	796,935	342,176	3,870,726
In-kind	24,632	5,870	4,436	23,068	23,692	81,698
Media rights					7,000	7,000
Total NCAA distributions (\$597,040)						
NCAA distributions	119,662	65,496	62,915	260,280		508,353
Post-season non-football NCAA expense reimbursements		88,687				88,687
Conference distributions (non media and non-post-season)	169,399	39,909	49,085	61,106		319,499
Program, novelty, parking, and concession sales	228,945					228,945
Royalties, licensing, advertisement, and sponsorships	420,080	221,387	187,031	778,682	207,905	1,815,085
Athletics restricted endowment and investments income					60,565	60,565
Other operating revenue					26,878	26,878
Total operating revenues	<u>5,165,475</u>	<u>2,751,784</u>	<u>1,452,599</u>	<u>4,718,099</u>	<u>3,676,534</u>	<u>17,764,491</u>
EXPENSES						
Operating expenses:						
Athletic student aid	1,794,443	337,006	384,068	1,940,825	213,001	4,669,343
Guarantees	100,000	14,300	9,994	46,114		170,408
Coaching salaries, benefits, and bonuses paid by the University and related entities	1,204,613	1,113,612	270,143	899,758		3,488,126
Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities	157,170	141,934	12,711	49,205	2,011,033	2,372,053
Severance payments	338,647	122,578	21,114	26,731	41,692	550,762
Recruiting	106,084	61,954	31,083	127,401	35,940	362,462
Team travel	556,056	498,128	159,725	754,123	33,804	2,001,836
Sports equipment, uniforms, and supplies	228,690	52,975	27,241	390,566	15,811	715,283
Game expenses	62,959	102,316	72,874	149,476	168,762	556,387
Fundraising, marketing, and promotion	78,291	52,261	13,181	100,527	263,559	507,819
Athletic facilities debt service, leases, and rental fees					473,439	473,439
Direct overhead and administrative expenses	8,057	199		13,069	10,670	31,995
Facilities maintenance and operations	123,308	6,121		40,538	56,632	226,599
Medical expenses and insurance	4,107	2,060	30	11,787	434,187	452,171
Membership and dues	19,268	5,500		20,710	8,986	54,464
Student-athlete meals (non-travel)	273,438	125,233	19,292	82,194	7,319	507,476
Other operating expenses	205,446	216,763	87,663	117,927	441,481	1,069,280
NCAA post-season non-football expenses			285,750		11,472	106
NCAA post-season non-football expenses - coaching compensation/bonuses						297,328
Total operating expenses	<u>5,260,577</u>	<u>3,169,273</u>	<u>1,109,119</u>	<u>4,783,646</u>	<u>4,216,422</u>	<u>18,539,037</u>
EXCESS (Deficiency) OF REVENUES OVER (Under) EXPENSES						
	<u>(\$95,102)</u>	<u>(\$417,489)</u>	<u>\$343,480</u>	<u>(\$65,547)</u>	<u>(\$539,888)</u>	<u>(\$774,546)</u>

NOTES TO THE FINANCIAL STATEMENT

(Unaudited)

1. CONTRIBUTIONS

Individual contributions received directly by the Athletics Department from the McNeese State University Foundation, totaling \$405,116, and a private citizen, totaling \$1,000,000, exceeded 10% of the total contributions included in Statement A.

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, 3 to 10 years for most movable property, 3 years for software with an acquisition cost of \$1,000,000 or more, and 3 to 10 years for internally-generated software with development costs of \$1,000,000 or more. All departments within the University follow standardized policies and procedures prescribed by state laws and regulations for acquiring, approving, depreciating, and disposing of capital assets.

3. BONDS PAYABLE

The University has the following debt associated with its athletics department's capital assets:

On August 6, 2009, the University entered into a trust indenture with The Bank of New York Mellon Trust Company to obtain financing of the renovation and expansion of the University's athletic field house. Financing of the project is through the issuance of \$6,000,000 University Revenue Bonds, Series 2009. The bonds have a yearly fixed rate of interest at 3.93% and are due in varying installments through 2030.

The following is a detailed summary of bonds payable for the athletics department for the year ended June 30, 2025:

Issue	Date of Issue	Original Issue	Principal Outstanding June 30, 2024	Issued (Redeemed)	Principal Outstanding June 30, 2024	Maturity (Years)	Interest Rates	Interest Outstanding June 30, 2024
University Field House Project – Series 2009	August 6, 2009	\$6,000,000	\$2,305,000	(\$350,000)	\$1,955,000	2030	3.93%	\$198,170
Fiscal Year Ending								
2026		\$360,000		\$69,758		\$429,758		
2027		375,000		55,315		430,315		
2028		390,000		40,283		430,283		
2029		410,000		24,563		434,563		
2030		420,000		8,251		428,251		
Total		\$1,955,000		\$198,170		\$2,153,170		

MAJOR REVENUE AND EXPENSE ANALYSIS

(Unaudited)

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.

ATHLETICS DEPARTMENT
MCNEESE STATE UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA

Major Revenue and Expense Analysis
For the Year Ended June 30, 2025

Accounts Exceeding 10% Threshold and Variation Greater Than 10%	Fiscal Year 2025	Fiscal Year 2024	Increase/ (Decrease)	Percent Variance																									
Operating Revenues per Statement A																													
Direct institutional support	\$7,212,276	\$6,379,766	\$832,510	13% 1																									
Contributions	\$3,870,726	\$2,452,968	\$1,417,758	58% 2																									
Royalties, licensing, advertisement, and sponsorships	\$1,815,085	\$1,565,304	\$249,781	16% 3																									
Operating Expenses per Statement A																													
Coaching salaries, benefits, and bonuses paid by the University and related entities	\$3,488,126	\$3,115,948	\$372,178	12% 4																									
Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities	\$2,372,053	\$1,995,950	\$376,103	19% 5																									
<table border="1"> <thead> <tr> <th>Budget</th> <th>Fiscal Year 2025 - Actual</th> <th>Fiscal Year 2025 - Budget</th> <th>Increase/ (Decrease)</th> <th>Percent Variance</th> </tr> </thead> <tbody> <tr> <td>Direct institutional support</td><td>\$7,212,276</td><td>\$5,907,210</td><td>\$1,305,066</td><td>22% 6</td></tr> <tr> <td>Contributions</td><td>\$3,870,726</td><td>\$725,301</td><td>\$3,145,425</td><td>434% 7</td></tr> <tr> <td>Royalties, licensing, advertisement, and sponsorships</td><td>\$1,815,085</td><td>\$2,200,000</td><td>(\$384,915)</td><td>(17%) 8</td></tr> <tr> <td>Team travel</td><td>\$2,001,836</td><td>\$1,382,500</td><td>\$619,336</td><td>45% 9</td></tr> </tbody> </table>					Budget	Fiscal Year 2025 - Actual	Fiscal Year 2025 - Budget	Increase/ (Decrease)	Percent Variance	Direct institutional support	\$7,212,276	\$5,907,210	\$1,305,066	22% 6	Contributions	\$3,870,726	\$725,301	\$3,145,425	434% 7	Royalties, licensing, advertisement, and sponsorships	\$1,815,085	\$2,200,000	(\$384,915)	(17%) 8	Team travel	\$2,001,836	\$1,382,500	\$619,336	45% 9
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NOTES:

1. The year-end Community Support Funds for fiscal year 2025 were higher than fiscal year 2024 by \$845,000.
2. The increase was due to the University receiving \$1,000,000 from a private citizen along with \$412,000 of contributions to cover a percentage of salary and termination costs.
3. There was a decrease in corporate sponsorships for wall signs of \$882,000, offset by \$1,000,000 for the men's basketball head coach buyout, an increase in the trade outs of \$51,000, and an increase in courtesy cars by \$71,000.
4. The revised men's basketball head coach contract resulted in an approximately \$292,000 increase in salaries.
5. The University hired 17 additional positions in FY25 for support staff.
6. Community Support Funds exceeded budgeted collection estimates.
7. The University received more donations and foundation contributions than were expected.
8. The University reallocated budgeted funding to non-athletic purposes to fill in budget shortfalls.
9. Actual costs of team travel exceeded the budget due to conference realignment, additional recruiting travel for football, and two international trips for men's basketball.