

# **ATHLETIC DEPARTMENT GRAMBLING STATE UNIVERSITY**

**UNIVERSITY OF LOUISIANA SYSTEM  
STATE OF LOUISIANA**

**FINANCIAL AUDIT SERVICES**

**Agreed-Upon Procedures Report  
Issued February 14, 2024**

**LOUISIANA LEGISLATIVE AUDITOR  
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**FIRST ASSISTANT LEGISLATIVE AUDITOR**  
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February 5, 2024

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

**DR. CONNIE WALTON, INTERIM PRESIDENT  
GRAMBLING STATE UNIVERSITY  
UNIVERSITY OF LOUISIANA SYSTEM  
STATE OF LOUISIANA**  
Grambling, Louisiana

We have performed the procedures enumerated below, which were agreed to by you, as Interim President of Grambling State University (University), solely to assist you in evaluating whether the accompanying Statement of Revenues and Expenses (Statement) of the University's athletic department is in compliance with the National Collegiate Athletic Association (NCAA) Bylaw 20.2.4.17, 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, 2023. 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.

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 five 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 five 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 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 legislation, 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, 2023.

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 identified a net adjustment of \$309,125, which included a reduction of other operating expenses by a total of \$309,259 in football and other sports categories, as well as an increase of \$134 in the nonprogram specific category related to capital expenditures, which should not be included in the Statement in accordance with NCAA Agreed-Upon Procedures guidelines. Of the \$309,125 in capital expenditure activity removed from the Statement, \$264,471 were capital expenditures made by the Grambling University Foundation, Inc. on behalf of the University for which the related contributions in football and other sports were reduced. In addition, we identified an adjustment to reduce Student Fees by \$1,359 for an amount erroneously included in the total. The University made the necessary adjustments to correct its Statement for these errors.

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, 2023, to June 30, 2022, 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. Official attendance figures are not maintained by the University. We agreed the information on the schedule to the supporting game reconciliations for a random sample of one football game, one basketball game, and one baseball game. The schedule provided by the University reflected one total for all basketball game ticket sales and one total for all baseball game ticket sales, instead of by individual game.

We were provided ticket sales summaries generated by Ticketmaster and the university's new ticketing system, known as Arctic, for the games selected and we examined differences between these totals and those in the general ledger. We found the Ticketmaster total for the selected football game was \$896 more than that recorded in the general

ledger. Management represented that this difference is from fees charged that were deducted from the gross sales originally recorded.

2. We obtained documentation of 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 and we were to obtain explanations from the University regarding any variances in excess of 5%. We recalculated the totals.

We found no exceptions as a result of these procedures and identified no variances that exceeded 5%.

3. 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 no exceptions as a result of these procedures.

4. We selected a sample of one settlement report for an away game during the reporting period and agreed the selection to the University's general ledger and/or the Statement. We recalculated the totals.

We found the revenue recorded for the game to be \$8,335 less than the total shown on the settlement report. Management represented that the difference is due to fees charged by Ticketmaster.

5. We selected a sample of one contractual agreement pertaining to revenues derived from guaranteed contests during the reporting period and compared and agreed to the University's general ledger and/or the Statement. We recalculated the totals.

We found a guarantee amount of \$75,000 was misclassified as football instead of men's basketball. The University made the necessary adjustments to correct the misclassification in its Statement. We found no other exceptions as a result of these procedures.

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 constituted 10% or more in the aggregate for the reporting year of all contributions received for intercollegiate athletics during the reporting period. We recalculated the totals.

We found no exceptions as a result of these procedures.

**MINIMUM AGREED-UPON PROCEDURES  
FOR EXPENSES**

1. We selected a sample of 10% of student athletes from a listing of University student aid recipients. The following procedures were performed:
  - (a) We obtained individual student account detail for each selection, and compared 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 criteria found in the 2023 NCAA Agreed-Upon Procedures Appendix D, step 20.c.
  - (c) We recalculated the totals for each sport and overall for all sports.

We found no exceptions as a result of these procedures.

2. We obtained and inspected a list of coaches and support staff/administrative personnel paid by the University and related entities during the reporting period. We selected a sample of three coaches' contracts for football and men's and women's basketball and a sample of three staff/administrative personnel. 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.

3. We obtained and documented an understanding 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 the purchase of equipment, uniforms, and supplies and compared the detail to the total expenses reported. We selected a sample of three transactions to validate the existence of the transactions and the accuracy of their recording. We recalculated the totals.

We noted that equipment, uniforms, and supplies were overstated by \$581 for student meals that were incorrectly classified. Statement A has been corrected for the misclassification.

5. We obtained the general ledger detail for game expenses and compared the detail to the total expenses reported. We selected a sample of three 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 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.

2. We obtained the schedule 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 schedule to the supporting documentation.

We noted a variance of \$23,237 when comparing supporting documentation for all athletics dedicated endowments to the amount recorded by the University in the Other Reporting Items section of the NCAA Financial Report. The understatement was due to the University using the prior year amount. The University corrected the report.

3. We agreed the total fair market value of University endowments to supporting documentation and the University's general ledger.

We noted a variance of \$1,334,191 when comparing the amount recorded by the University in the Other Reporting Items section of the

NCAA Financial Report to the University's audited endowment balance. The understatement was due to the University reporting the unaudited endowment amount. The University corrected the report.

4. 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 the amount of athletics-related capital expenditures as reported by the University in the Other Reporting Items section of the NCAA Financial Report was understated by \$289,595. The University corrected the report. We found no other 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 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 of the funds, goods, and services, as well as the value associated with these items, were properly disclosed in the notes to the Statement.

The Grambling University Foundation, Inc. is the only outside organization that contributed monies, goods, or services directly to the athletic department that constitutes 10% or more, in the aggregate, of all contributions received for intercollegiate athletics during the reporting period (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 were to obtain from University management the repayment schedules for all outstanding intercollegiate athletics debt maintained by the University during the reporting period. We were informed by management that the University did not maintain any debt related to intercollegiate athletics during the reporting period.

An affiliated organization, the Grambling University Foundation, Inc., has a note payable of \$1,036,395 to finance renovation of the University's football stadium. We ensured the repayment schedule is properly disclosed within the notes to the Statement (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 Grambling University Foundation, Inc. is the only outside organization created for or on behalf of the athletic department.

We found no exceptions as a result of these procedures.

2. We obtained from management of the University a statement for the affiliated and outside organization and confirmed the revenues and expenses directly with a responsible official of the organization.

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:

<i>Grambling University Foundation, Inc.</i>	Football	Men's Basketball	Women's Basketball	Other Sports	Non-Program Specific	Total
<b>Revenues</b>						
Contributions	\$552,026	\$37,617	\$7,996	\$21,585	\$93,290	\$712,514
Total operating revenues	552,026	37,617	7,996	21,585	93,290	712,514
<b>Expenses</b>						
Athletic student aid	26,187	324	1,066	1,470		29,047
Recruiting	23,917	19,085	1,949	472		45,423
Sports equipment, uniforms, and supplies	29,767	12,795	696	13,802	1,797	58,857
Game expenses	114,110		350			114,460
Athletic facilities, debt service, leases, rental fees	288,470					288,470
Memberships and dues	35,000	3,233	3,000	4,500	390	46,123
Student-athlete meals (non-travel)	25,120	2,180	935			28,235
Other operating expenses	9,455			1,341	91,103	101,899
Total operating expenses	552,026	37,617	7,996	21,585	93,290	712,514
Excess (Deficiency) of Revenues Over (Under) Expenses	NONE	NONE	NONE	NONE	NONE	NONE

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

We noted \$288,470 in contributions and athletic facilities debt service expenses for football were omitted. Additionally, as noted above in General Procedures, item 2, we also identified a \$264,471 overstatement in contributions and capital expenditures (\$78,699 for football and \$185,772 for other sports). The summary schedule above and Statement A have been corrected to include these adjustments.

We also noted \$19,085 of recruiting expense for basketball had been incorrectly classified as a football expense in Statement A. Statement A has been corrected for the misclassification.

4. For all outside organizations that had an independent audit, we were to obtain 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 Grambling University Foundation, Inc. has not had an independent audit for the fiscal year ended June 30, 2023, as of the date of our procedures.

#### **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 Calculation of Revenue Distribution Equivalencies Report from the NCAA's CA software.

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 variance 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 countable NCAA sports reported by the University met the minimum requirements, set forth in Bylaw 20.10.6.3, related to the number of contests and the number of participants. We ensured the University properly reported these sports as countable for revenue distribution

purposes within the NCAA Membership Financial Reporting System.

We found that although the number of contests the university participated in met the minimum requirement, the number of contests for women's tennis was incorrectly entered as zero into the Sports Sponsorship and Demographics form. We found no other exceptions as a result of these procedures.

- (d) We compared the current-year number of Sports Sponsored to the 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 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 that the University overstated the dollar amount of Pell Grants reported in the NCAA Membership Financial Reporting System for men's track and field and cross country by \$5,000 due to an input error. We found no other exceptions as a result of our procedures.

- (f) We compared the current-year Pell Grants total to the prior-year reported total in the Membership Financial Report submission and obtained an explanation for any variance greater than +/- 20 grants.

The variance between current-year and prior-year Pell Grants was an overall decrease of 46 grants. The University represented that the number decreased in fiscal year 2023 as a result of a larger number of student athletes who did not apply or were not eligible for the Pell grant.

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 Athletic Department or on its compliance with NCAA Bylaw 20.2.4.17 or on the effectiveness of the University Athletic Department's internal control over financial reporting or compliance for the

year ended June 30, 2023. 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

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GSUNCAA2023



**UNAUDITED**

**Statement A**

**ATHLETIC DEPARTMENT  
GRAMBLING STATE UNIVERSITY  
UNIVERSITY OF LOUISIANA SYSTEM  
STATE OF LOUISIANA**

**Statement of Revenues and Expenses  
For the Year Ended June 30, 2023**

	FOOTBALL	MEN'S BASKETBALL	WOMEN'S BASKETBALL	OTHER SPORTS	NON- PROGRAM SPECIFIC	TOTAL
<b>REVENUES</b>						
Operating revenues:						
Ticket sales	\$1,260,395	\$5,463	\$5,463	\$2,669		\$1,273,990
Student fees					\$1,078,950	1,078,950
Direct institutional support					7,338,214	7,338,214
Guarantees	375,850	485,000	122,000	58,500		1,041,350
Contributions	552,025	37,617	7,996	24,986	93,490	716,114
NCAA distributions					405,000	405,000
Conference distributions (non media and non-football bowl)					175,000	175,000
Program, novelty, parking, and concession sales					64,814	64,814
Other operating revenue					54,549	54,549
Total operating revenues	<u>2,188,270</u>	<u>528,080</u>	<u>135,459</u>	<u>86,155</u>	<u>9,210,017</u>	<u>12,147,981</u>
<b>EXPENSES</b>						
Operating expenses:						
Athletic student aid	1,233,539	255,031	289,913	1,537,262	11,279	3,327,024
Coaching salaries, benefits, and bonuses paid by the University and related entities	1,719,753	361,797	294,211	715,965		3,091,726
Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities					1,248,867	1,248,867
Severance payments			24,917			24,917
Recruiting	174,479	29,076	7,433	4,949	(19,008)	196,929
Team travel	563,936	257,370	227,874	770,091		1,819,271
Sports equipment, uniforms, and supplies	203,761	63,151	54,023	321,847	89,597	732,379
Game expenses	189,953	56,901	15,403	69,452	280,113	611,822
Spirit groups					262,725	262,725
Athletic facilities debt service, leases, and rental fees	288,470					288,470
Medical expenses and insurance					346,244	346,244
Memberships and dues	42,475	25,318	25,640	35,452	35,739	164,624
Student-athlete meals (non-travel)	52,891	3,284	989	8,991	42,527	108,682
Other operating expenses	66,239	7,859		111,499	259,391	444,988
Total operating expenses	<u>4,535,496</u>	<u>1,059,787</u>	<u>940,403</u>	<u>3,575,508</u>	<u>2,557,474</u>	<u>12,668,668</u>
<b>EXCESS (Deficiency) OF REVENUES OVER (Under) EXPENSES</b>	<u>(\$2,347,226)</u>	<u>(\$531,707)</u>	<u>(\$804,944)</u>	<u>(\$3,489,353)</u>	<u>\$6,652,543</u>	<u>(\$520,687)</u>



# NOTES TO THE FINANCIAL STATEMENT

## (Unaudited)

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### 1. CONTRIBUTIONS

Individual contributions received directly by the Athletic Department from the Grambling University Foundation, Inc., totaling \$264,471 and \$272,279, 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, and 3 to 10 years for most movable property, three 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. DEBT NOTE

The following is a detailed summary of a note payable for the athletic department for the year ended June 30, 2023:

Project	Date of Note Payable	Original Amount	Principal Outstanding at 6/30/2022	Payment	Principal Outstanding at 6/30/2023	Maturity	Interest Rate
Football Stadium	9/2/2017	\$2,100,250	\$1,246,134	\$209,739	\$1,036,395	2023	4.95%

On September 2, 2017, the Grambling University Foundation, Inc. (GUF) obtained a construction permanent note payable with Origin Bank to finance renovation of the University's football stadium. The original amount of the note was \$2,100,250, bearing interest at 4.95%, and maturing in 2023, payable as interest only payments until March 1, 2019, then in annual installments of \$272,279 until maturity, with balloon payment at maturity of balance, secured by certificates of deposit.

On September 27, 2023, the GUF made an interest payment of \$12,825. The remaining principal balance of \$1,036,395, as well as an interest amount of \$5,985, was paid in full on October 31, 2023.

# **MAJOR REVENUE AND EXPENSE ANALYSIS**

## **(Unaudited)**

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### 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.



**ATHLETIC DEPARTMENT  
GRAMBLING STATE UNIVERSITY  
UNIVERSITY OF LOUISIANA SYSTEM  
STATE OF LOUISIANA**

**Major Revenue and Expense Analysis  
For the Year Ended June 30, 2023**

<b>Accounts Exceeding 10% Threshold and Variation Greater Than 10%</b>	<b>Fiscal Year 2023</b>	<b>Fiscal Year 2022</b>	<b>Increase/ (Decrease)</b>	<b>Percent Variance</b>	
<b>Operating Revenues per Statement A</b>					
Ticket sales	\$1,273,990	\$763,192	\$510,798	67%	1
<b>Operating Expenses per Statement A</b>					
Athletic student aid	\$3,327,024	\$2,957,065	\$369,959	13%	2
Team travel	\$1,819,271	\$1,363,290	\$455,981	33%	3
<b>Budget</b>					
	<b>Fiscal Year 2023 - Actual</b>	<b>Fiscal Year 2023 - Budget</b>	<b>Increase/ (Decrease)</b>	<b>Percent Variance</b>	
Ticket sales	\$1,273,990	\$2,866,889	(\$1,592,899)	(56%)	4
Direct institutional support	\$7,338,214	\$4,791,463	\$2,546,751	53%	5
Coaching salaries, benefits, and bonuses paid by the University and related entities	\$3,091,726	\$2,794,050	\$297,676	11%	6
Team travel	\$1,819,271	\$1,372,633	\$446,638	33%	3

**NOTES:**

1. Ticket sales increased due to the football team playing four home games in fiscal year 2023 as compared to three home games in fiscal year 2022. In addition, season ticket sales increased as a result of the additional game as well as the State Fair Classic and Northwestern State games that were added to the season package. The hiring of a new head football coach in Fall 2022 generated a lot of excitement, thus increasing ticket sales and attendance in fiscal year 2023.
2. Athletic student aid increased due to an increase of approximately \$1,165 per scholarship amount for approximately 300 scholarships awarded in fiscal year 2023.
3. Team travel increased in fiscal year 2023 due to the increased costs in transportation and more teams flying to Florida to play two members in the SWAC, Florida A&M and Bethune Cookman.
4. Ticket sales fell short of the projected amount because the Northwestern State game did not generate the projected attendance, and home game attendance decreased due to losing multiple games once the season began.
5. The University transferred additional funds to Athletics over the budgeted amount to reduce the current year deficit.
6. Salaries and benefits increased in fiscal year 2023 due to the hiring of the new football coach at an increased salary of \$200,000.