

ATHLETIC DEPARTMENT  
MCNEESE STATE UNIVERSITY  
UNIVERSITY OF LOUISIANA SYSTEM  
STATE OF LOUISIANA



AGREED-UPON PROCEDURES REPORT  
ISSUED JANUARY 25, 2021

**LOUISIANA LEGISLATIVE AUDITOR  
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# TABLE OF CONTENTS

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	Page
Independent Accountant’s Report on the Application of Agreed-Upon Procedures.....	2
<b>Statement</b>	
Financial Statement - Statement of Revenues and Expenses (Unaudited)..... A .....	12
Notes to the Financial Statement (Unaudited).....	13
<b>Appendix</b>	
Major Revenue and Expense Analysis (Unaudited) ..... A .....	15





LOUISIANA LEGISLATIVE AUDITOR  
DARYL G. PURPERA, CPA, CFE

January 12, 2021

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

**DR. DARYL BURCKEL, 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 President of McNeese 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 3.2.4.17 for the year ended June 30, 2020. University management is responsible for the accuracy of the Statement (unaudited) and the related notes (unaudited) and the 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 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 one cash receipt batch sheet of ticket sales and followed it through the University's cash control system to determine adherence to established policies and procedures.
- (b) We selected the two 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 year ended June 30, 2020.

Management noted that on August 27, 2020, Hurricane Laura made landfall in Southwestern Louisiana and traveled directly over Lake Charles, Louisiana, which resulted in extensive damage to the University's campus. On October 9, 2020, Hurricane Delta made landfall in Southwestern Louisiana, causing additional damage to the University's campus. Because damage assessments are ongoing, the extent of impairment is not quantifiable at this time.

On August 13, 2020, the Southland Athletic Conference, of which the University is a member, postponed Fall 2020 sports. Though the Conference is currently planning to conduct these sports in Spring 2021, the University's ability to participate in Spring 2021 is currently unknown.

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 greater than 10% of total revenues or expenses for June 30, 2020, to June 30, 2019, 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. We agreed the information on the schedule to the supporting game reconciliation 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. 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 5%. We also recalculated the totals. In addition, since the athletic department reported that an allocation of student fees should be countable as generated revenue, we recalculated the totals of its methodology and ensured that the athletic department is able to count each sport. We tied the calculation to supporting documents.

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 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 two contractual agreements pertaining to revenues derived from guaranteed contests during the reporting period and 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.

5. We were to obtain and review 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) that constitutes 10% or more in the aggregate for the reporting year of all contributions received for intercollegiate athletics during the reporting period and recalculate the totals.

We found that one contribution for \$3,088 was recorded twice. We made an adjustment to reduce contributions revenue and also decrease other operating expenses. We found no other exceptions as a result of these procedures. Additionally, no contribution constituted 10% or more of all contributions received for intercollegiate athletics during the reporting period.

6. We compared the NCAA distribution amounts recorded in the revenue and expense reporting during the reporting period to the general ledger detail for NCAA distributions and other corroborative supporting documentation. We recalculated the totals.

We found no exceptions as a result of these procedures.

7. We obtained and inspected agreements related to the University's participation in revenues from royalties, licensing, advertisements, and sponsorships during the reporting period for relevant terms and conditions. We compared and agreed related revenues to the general ledger and/or the Statement. 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 the listing of University student aid recipients and performed the following:
  - 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 Assistance (CA) software or the university report that ties directly to the NCAA Membership Financial Reporting System.
  - 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 2020 NCAA Agreed-Upon Procedures.
  - We recalculated the totals for each sport and overall for all sports.

We noted that the University used outdated squad lists to report the equivalencies awarded in 2019-2020 NCAA Membership Financial Reporting System. Management provided an updated squad list. The total equivalencies decreased from 180.97 on the original squad list to 179.86 on the updated squad list. We performed our procedures on the sample of student athletes using the updated squad list. 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 all head coaches' contracts for football and men's and women's basketball from the listing and a sample of two staff/administrative personnel and performed the following:
  - 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.
  - We obtained and inspected payroll summary registers for the reporting year for each selection.
  - 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.
  - We compared and agreed the totals recorded to any employment contracts executed for the sample selected.
  - We recalculated the totals.

We noted that the amounts reported for Support Staff/Administrative Compensation, Benefits and Bonuses paid by the University and Related Entities did not agree to the supporting schedules when recalculating the totals. An adjustment was made to decrease Support Staff/Administrative Compensation, Benefits and Bonuses paid by the University and Related Entities and increase Game Expenses by \$15,787. We found no other exceptions as a result of these procedures. Statement A was corrected.

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 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 two transactions to validate the existence of the transactions and the accuracy of their recordings. We recalculated the totals.

We found no exceptions as a result of these procedures.

5. We obtained the general ledger detail for direct overhead and administrative expenses and compare 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 recordings. 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 athletic 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 were to obtain the schedules and general ledger detail of all athletics dedicated endowments maintained by athletics, the University, and affiliated organizations. We were to agree 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 organization and outside organization. These funds are part of the Foundation's total endowment/investments and subject to an outside CPA's audit. Due to the impacts of Hurricanes Laura and Delta, the Foundation was granted an extension to the due date of its annual audit report. As of the date of this report, the Foundation's audit report has not been finalized. We obtained a draft of the audit report. We reviewed the Foundation's draft audit report from the same reporting period and noted no findings related to endowments/investments.

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

We found no exceptions as a result of these procedures.

5. We obtained a schedule of athletics related capital expenditures made by athletics, the University, and affiliated organizations during the reporting period. 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 recordings. 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 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.

We noted the McNeese State University Foundation is the only outside organization that provided individual contributions of monies, goods, or services to the athletic department that exceeded 10% of the total contributions. There were no individual contributions that exceeded 10% of 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. We recalculated the annual maturities, agreed annual maturities to supporting documentation and to the University's general ledger, 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 the Cowboy Club Gaming Account were the only outside organizations created for or on behalf of the athletic department.
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
<b>Revenues:</b>						
Contributions	\$193,268	\$157,556	\$19,555	\$543,080	\$105,404	\$1,018,863
Total revenues	193,268	157,556	19,555	543,080	105,404	1,018,863
<b>Expenses:</b>						
Athletic student aid		411		171	5,816	6,398
Guarantees				1,000		1,000
Recruiting	8,574	7,936	5,619	20,482	1,544	44,155
Team travel	4,403	14,099	350	16,918	344	36,114
Sports equipment, uniforms, and supplies	32,868	17,183	3,245	127,064	10,128	190,488
Game expenses	45	4,649		6,674		11,368
Fundraising, marketing and promotion	47,895	71,267	4,373	51,970	10,846	186,351
Direct overhead and administrative expenses	1,661	349	865	214,527	27,675	245,077
Medical xpenses and insurance	3,117	121	162	2,206	1,158	6,764
Membership and dues	145	6,738	16	15,524	855	23,278
Student-Aahlete meals (non-travel)	76,754	16,285	2,223	19,162	27,623	142,047
Other operating expense	17,806	18,518	2,702	67,382	19,415	125,823
Total expenses	\$193,268	\$157,556	\$19,555	\$543,080	\$105,404	\$1,018,863
<b>EXCESS OF REVENUES OVER EXPENSES</b>						
	NONE	NONE	NONE	NONE	NONE	NONE

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

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 McNeese State University Foundation's statements are being audited by an independent certified public accountant for the years ended June 30, 2020, and June 30, 2019. Due to the impacts of Hurricanes Laura and Delta, the Foundation was granted an extension to the due date of its annual audit report. As of the date of this report, the Foundation's audit report has not been finalized. We obtained and reviewed a draft of the audit report. The draft audit report included no significant deficiencies on the outside organization's internal control.

#### **ADDITIONAL MINIMUM AGREED-UPON PROCEDURES**

1. 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.

2. 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 noted that the University used outdated squad lists to compute grants-in-aid revenue distribution equivalencies in the current year. Management provided an updated squad list. We performed our comparison to the prior year using both the original and the updated squad list. We found no exceptions as a result of these procedures and did not identify any variances greater than +/- 4%.

3. We obtained the University's Sports Sponsorship and Demographics Form submitted to the NCAA for the reporting year and validated that the University's countable NCAA sports reported 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. As a result of COVID-19 and its impact on institutional sport seasons, NCAA Division I Council Coordination Committee has approved a blanket waiver of the minimum sports sponsorship requirements for the 2019-20 academic year for spring sports.

4. 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 found no exceptions as a result of these procedures and did not identify any variances in the number of Sports Sponsored.

5. We agreed the total number of Division I student athletes who, during the academic year, received a Pell Grant award and the total value 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.

6. We compared current-year Pell Grants total to 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.

We found no exceptions as a result of these procedures and did not identify any variances greater than +/-20 grants.

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 3.2.4.17 or on the effectiveness of the University Athletic Department's internal control over financial reporting for the year ended June 30, 2020. 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.

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 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,



Daryl G. Purpera, CPA, CFE  
Legislative Auditor

RE:RJM:BH:EFS:ch

MSUNCAA2020

**UNAUDITED**

**Statement A**

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

**Statement of Revenues and Expenses  
For the Year Ended June 30, 2020**

	FOOTBALL	MEN'S BASKETBALL	WOMEN'S BASKETBALL	OTHER SPORTS	NON- PROGRAM SPECIFIC	TOTAL
<b>REVENUES</b>						
Operating revenues:						
Ticket sales	\$1,005,181	\$107,381	\$78,034	\$84,044		\$1,274,640
Student fees	265,661	175,771	69,685	183,656		694,773
Direct institutional support	837,788	142,586	399,984	2,552,566	\$1,135,145	5,068,069
Indirect institutional support					203,191	203,191
Indirect institutional support - athletic facilities debt service, lease, and rental fees					438,500	438,500
Guarantees	475,000	435,000	40,000	3,000		953,000
Contributions	279,248	312,595	40,496	768,310	142,329	1,542,978
In-kind	18,614	23,013	6,600	21,929	5,920	76,076
Media rights					4,447	4,447
NCAA distributions	50,968	60,551	131,459	407,386	93,574	743,938
Program, novelty, parking, and concession sales	197,298	5,241	1,631	3,244	6,949	214,363
Royalties, licensing, advertisement, and sponsorships	214,898	53,030	46,848	192,473	306,884	814,133
Athletics restricted endowment and investments income					11,772	11,772
Other operating revenue	40,006				98,171	138,177
Total operating revenues	<u>3,384,662</u>	<u>1,315,168</u>	<u>814,737</u>	<u>4,216,608</u>	<u>2,446,882</u>	<u>12,178,057</u>
<b>EXPENSES</b>						
Operating expenses:						
Athletic student aid	1,408,095	315,972	341,142	2,043,400	131,329	4,239,938
Guarantees	156,580	19,428	6,088	27,097		209,193
Coaching salaries, benefits, and bonuses paid by the University and related entities	914,351	435,587	225,183	903,886		2,479,007
Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities	96,652	18,998			1,291,468	1,407,118
Severance payments	27,383	635		6,157	14,381	48,556
Recruiting	55,151	48,103	32,825	98,047	14,564	248,690
Team travel	277,039	203,626	68,882	385,801	4,216	939,564
Sports equipment, uniforms, and supplies	170,919	38,170	30,871	307,313	12,581	559,854
Game expenses	82,637	49,799	37,244	76,328	65,039	311,047
Fundraising, marketing, and promotion	47,895	72,267	5,373	52,281	168,758	346,574
Athletic facilities debt service, leases, and rental fees					438,500	438,500
Direct overhead and administrative expenses	50,451	349	865	357,337	164,807	573,809
Indirect institutional support					203,191	203,191
Medical expenses and insurance	7,797	5,069	162	2,529	303,933	319,490
Memberships and dues	32,705	20,438	10,157	22,848	38,329	124,477
Student-athlete meals (non-travel)	190,461	34,524	12,107	48,700	32,200	317,992
Other operating expenses	60,041	20,927	3,759	93,010	181,350	359,087
Total operating expenses	<u>3,578,157</u>	<u>1,283,892</u>	<u>774,658</u>	<u>4,424,734</u>	<u>3,064,646</u>	<u>13,126,087</u>
Excess transfers to institution						
Total expenses	<u>3,578,157</u>	<u>1,283,892</u>	<u>774,658</u>	<u>4,424,734</u>	<u>3,064,646</u>	<u>13,126,087</u>
<b>EXCESS (Deficiency) OF REVENUES OVER (Under) EXPENSES</b>	<u>(\$193,495)</u>	<u>\$31,276</u>	<u>\$40,079</u>	<u>(\$208,126)</u>	<u>(\$617,764)</u>	<u>(\$948,030)</u>



# NOTES TO THE FINANCIAL STATEMENT

(UNAUDITED)

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## 1. CONTRIBUTIONS

The McNeese State University Foundation is the only individual or outside organization that contributed monies, goods, or services directly to the athletic department that exceeded 10% of the total contributions. None of the individual contributions made directly to the athletic department exceeded 10% of the total contributions.

## 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 athletic 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 athletic department for the year ended June 30, 2020:

Issue	Date of Issue	Original Issue	Principal Outstanding June 30, 2019	Issued (Redeemed)	Principal Outstanding June 30, 2020	Maturity (Years)	Interest Rates	Interest Outstanding June 30, 2020
University Field House Project – Series 2009	August 6, 2009	\$6,000,000	\$3,860,000	(\$290,000)	\$3,570,000	2030	3.93%	\$745,914

The following is the amortization schedule for the outstanding bonds payable for the athletic department as of June 30, 2020:

<u>Fiscal Year Ending</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2021	\$300,000	\$134,406	\$434,406
2022	310,000	122,420	432,420
2023	320,000	110,040	430,040
2024	335,000	97,169	432,169
2025	350,000	83,709	433,709
2026-2030	1,955,000	198,169	2,153,169
Total	<u>\$3,570,000</u>	<u>\$745,913</u>	<u>\$4,315,913</u>

# 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  
MCNEESE STATE UNIVERSITY  
UNIVERSITY OF LOUISIANA SYSTEM  
STATE OF LOUISIANA**

**Major Revenue and Expense Analysis  
For the Year Ended June 30, 2020**

<b>Accounts Exceeding 10% Threshold and Variation Greater Than 10%</b>	<b>Fiscal Year 2020</b>	<b>Fiscal Year 2019</b>	<b>Increase/ (Decrease)</b>	<b>Percent Variance</b>	
<b>Operating Revenues per Statement A</b>					
Ticket Sales	\$1,274,640	\$1,132,010	\$142,630	13%	1
<b>Operating Expenses per Statement A</b>					
No variations met the 10% variance threshold in the NCAA guidelines, and no explanations are required.					
	<b>Fiscal Year 2020 - Actual</b>	<b>Fiscal Year 2020 - Budget</b>	<b>Increase/ (Decrease)</b>	<b>Percent Variance</b>	
<b>Budget</b>					
Contributions	\$1,542,978	\$674,464	\$868,514	129%	2

**NOTES:**

1. In fiscal year 2020, the football team had six home games as opposed to five home games in fiscal year 2019. This resulted in increased ticket sales of \$170,392
2. The University's budgeted amount for contributions represents only amounts that are certain to be received from the Foundation. The majority of the contributions in excess of budget are from the Foundation to cover budget overages.