

ATHLETICS DEPARTMENT SOUTHERN UNIVERSITY AND A&M COLLEGE

**SOUTHERN UNIVERSITY SYSTEM
STATE OF LOUISIANA**

FINANCIAL AUDIT SERVICES

**Agreed-Upon Procedures Report
Issued January 28, 2026**

**LOUISIANA LEGISLATIVE AUDITOR
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January 20, 2026

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

**DR. ORLANDO MCMEANS, INTERIM PRESIDENT
SOUTHERN UNIVERSITY AND A&M COLLEGE
SOUTHERN UNIVERSITY SYSTEM
STATE OF LOUISIANA**
Baton Rouge, Louisiana

We have performed the procedures enumerated below, which were agreed to by you, as President of the Southern University and A&M College (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 \$5,000 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 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 largest athletics department cash disbursement transaction and followed it 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 noted that, for one football game, the University did not follow its policies and procedures governing the handling of cash. The ticket sales transaction selected was entered into the accounting system 56 days after the required time per policy.

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 one operating revenue receipt and a sample of one expense disbursement 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 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 and one men's basketball game. We recalculated the reconciliation for the games tested.

We found no exceptions as a result of these procedures.

2. We compared and agreed student fees reported in the Statement to student enrollment during the same reporting period and recalculated totals. We were to obtain explanations from the University regarding any variances in excess of 5%. Additionally, if the athletics department is reporting that an allocation of student fees should be countable as generated revenue, we were to obtain documentation of the university's methodology for allocating student fees to the intercollegiate athletics program and recalculate the totals of the University's methodology for supporting that the athletics department is able to count each sport. We were to tie the calculation to supporting documents such as seat manifests, ticket sales reports, and student fee totals.

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

The University does not report the allocation of student fees as generated revenue.

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

These procedures included the associated expenses reported in Statement A as indirect institutional support. We found no exceptions as a result of these procedures.

5. We were to select a sample of one settlement report for an away game during the reporting period, agree to the University's general ledger and/or the Statement, and recalculate totals. We selected a sample of one contractual agreement pertaining to revenues derived from guaranteed contests during the reporting period and compared and agreed the transaction to the University's general ledger and/or the Statement. We recalculated the totals.

There were no settlement reports during the reporting period. We found no exceptions as a result of these procedures.

6. We obtained a summary of customers for total revenue and selected a sample of one agreement related to the University's participation in revenues from royalties, licensing, advertisement, and sponsorships during the reporting period for relevant terms and conditions. We compared and agreed the 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:
 - (a) We obtained individual student account details for each selection, and reconciled the total athletic aid reported to the student athlete's account detail reported in the NCAA's Compliance Assistance (CA) software.

- (b) We performed a check of each student selected to ensure his/her information was reported accurately in the NCAA 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.

Four of 28 student athletes tested had the incorrect athletic grant amounts in the NCAA CA software. Three students' grant amounts were understated by a total of \$5,597, and one student's grant amount was overstated by \$100, for a net understatement of \$5,497. The student account details in the NCAA CA software were 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 the 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 and recalculated the totals.

We found no exceptions as a result of these procedures.

4. We obtained the general ledger detail for game expenses and compared the detail to the total expenses reported. We selected a sample of one transaction to validate the existence of the transaction and the accuracy of its recording and recalculated the totals.

We found no exceptions as a result of these procedures.

5. We obtained a listing of debt service schedules, lease payments, and rental fees for athletic facilities and compared the two highest facility payments to additional supporting documentation (e.g., debt financing agreements, leases, rental agreements). We compared amounts recorded to the general ledger detail. We recalculated the totals.

These procedures included the associated revenues reported in Statement A as Indirect institutional support – athletic facilities debt service, lease, and rental fees. We found no exceptions as a result of these procedures.

MINIMUM AGREED-UPON PROCEDURES FOR OTHER REPORTING ITEMS

1. We obtained the repayment schedule 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 schedule obtained. We agreed the total annual maturities and total outstanding athletics debt to supporting documentation and the University's general ledger, as applicable.

Total Athletics Related Debt for Other Reporting Items in the NCAA financial reporting system was understated by \$123,040. The NCAA financial reporting system was corrected.

2. We agreed the total outstanding University debt to supporting documentation and the University's audited financial statements, if available, or the University's general ledger.

We found no exceptions as a result of these procedures.

3. We agreed the total fair market value of University endowments to supporting documentation, the University's general ledger, and/or audited financial statements, if available.

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 (two or more) 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.

Per University management, no contributions were received by the University for intercollegiate athletics during the reporting period.

2. We obtained a description of the University's policies and procedures for acquiring, approving, depreciating, amortizing 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 1 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 2 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 Southern University System Foundation (Foundation) and the Southern University Alumni Federation (Federation) 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 or, alternatively, we confirmed revenues and expenses directly with a responsible official of the organization.

University management represented there was no activity for the Federation; therefore, no statements were prepared. 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:

	Southern University System Foundation
Revenues	
Sponsorships	\$850,113
Total operating revenues	<u>850,113</u>
Expenses	
Coaching salaries, benefits, and bonuses	
Team travel	80,603
Sport equipment, uniforms, and supplies	31,181
Game expenses	140,864
Direct overhead and administrative expenses	105,891
Other operating expenses	242,077
Total operating expenses	<u>600,616</u>
 Excess (Deficiency) of Revenues Over (Under) Expenses	 <u><u>\$249,497</u></u>

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

We found no exceptions as a result of these procedures.

4. 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 financial statements of the Foundation for the year ended December 31, 2024, are being audited by an independent certified public accounting firm. The audit report has not been issued as of January 20, 2026.

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 CA or other report 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 inquired and documented explanations for variances greater than +/- 4%.

We found no exceptions as a result of these procedures.

- (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 20.9.6.3, related to the number of contests and the number of participants. Once validated, we ensured that the University has 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 the prior-year reported total per the Membership Financial Report submission and obtained explanations for any variances.

No variances were noted.

- (e) For Pell Grants, 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.

On the original NCAA report provided to auditors, we found that 30 students were excluded who received Pell Grants totaling \$200,826 per the University Banner system. The amounts were reported correctly in the NCAA Membership Financial Reporting System.

- (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.

We found no exceptions as a result of these procedures and identified no variances that 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 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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SUBRNCAA2025

UNAUDITED

Statement A

**ATHLETICS DEPARTMENT
SOUTHERN UNIVERSITY AND A&M COLLEGE
SOUTHERN UNIVERSITY SYSTEM
STATE OF LOUISIANA**

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

	FOOTBALL	MEN'S BASKETBALL	WOMEN'S BASKETBALL	OTHER SPORTS	NON- PROGRAM SPECIFIC	TOTAL
REVENUES						
Operating revenues:						
Ticket sales	\$1,750,635	\$67,102	\$2,292	\$25,650		\$1,845,679
Student fees					\$3,487,560	3,487,560
Direct institutional support					3,707,497	3,707,497
Indirect institutional support					2,975,305	2,975,305
Indirect institutional support - athletic facilities debt service, lease, and rental fees	1,224,361					1,224,361
Guarantees	275,000	540,000	165,000	20,500		1,000,500
NCAA distributions					263,831	263,831
Conference distributions (non-media and non-post-season) Program, novelty, parking, and concession sales	457,260				495,770	495,770
Royalties, licensing, advertisement, and sponsorships					950,544	950,544
Other operating revenue	400,000				73,832	473,832
Total operating revenues	<u>4,107,256</u>	<u>607,102</u>	<u>167,292</u>	<u>46,150</u>	<u>11,954,339</u>	<u>16,882,139</u>
EXPENSES						
Operating expenses:						
Athletic student aid	1,060,734	264,000	330,000	1,941,421		3,596,155
Guarantees	70,000	15,000				85,000
Coaching salaries, benefits, and bonuses paid by the University and related entities	1,390,100	615,361	467,094	1,021,054		3,493,609
Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities					1,964,504	1,964,504
Severance payments	3,590	10,145	4,381			18,116
Recruiting	13,569	1,936	8,963	23,451		47,919
Team travel	552,743	332,186	264,456	833,522	15,647	1,998,554
Sports equipment, uniforms, and supplies	144,766	15,000	34,759	92,124	12,821	299,470
Game expenses	658,809	42,300	40,000	50,535	117,836	909,480
Spirit groups	42,854				33,313	76,167
Athletic facilities debt service, leases, and rental fees	1,567,561					1,567,561
Direct overhead and administrative expenses					159,163	159,163
Indirect institutional support					2,975,305	2,975,305
Medical expenses and insurance	9,433				408,985	418,418
Membership and dues					3,300	3,300
Student-athlete meals (non-travel)	73,536			18,271		91,807
Other operating expenses	70,398	5,800		18,284	575,432	669,914
Total operating expenses	<u>5,658,093</u>	<u>1,301,728</u>	<u>1,149,653</u>	<u>3,998,662</u>	<u>6,266,306</u>	<u>18,374,442</u>
EXCESS (Deficiency) OF REVENUES OVER (Under) EXPENSES	<u><u>(\$1,550,837)</u></u>	<u><u>(\$694,626)</u></u>	<u><u>(\$982,361)</u></u>	<u><u>(\$3,952,512)</u></u>	<u><u>\$5,688,033</u></u>	<u><u>(\$1,492,303)</u></u>

NOTES TO THE FINANCIAL STATEMENT

(Unaudited)

1. 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. 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. 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. Library collections regardless of age, with a total acquisition value of \$5,000,000 or more are capitalized and depreciated.

The right to use assets are initially measured at an amount equal to the initial measurement of the related lease liability, less lease incentives, and plus ancillary charges necessary to place the lease into service. The right to use assets are amortized on a straight-line basis over the life of the related lease. The University reports lessee and lessor leases of \$100,000 or more based upon the total lease contract value.

2. LEASES

Financed Purchase Lease with Foundation

The Southern University System (System) records items under the lease agreement with the Foundation as assets and liabilities in its financial statements. Assets under the Foundation lease agreement are included as capital assets in the notes to the System's financial statement. The lease liability is associated with the Foundation lease agreement described in the notes to the System's financial statement. The lease liability reported by the System does not equal the lease receivable reported by the Foundation due to the Foundation's fiscal year ending on December 31. The following is a schedule of future minimum lease payments under these leases, together with the present value of minimum lease payments, at June 30, 2025, for the Southern University and A&M College campus within the System (Note: The University Athletics Department is responsible for an annual allocated percentage of these future minimum lease payments):

<u>Fiscal Year Ended June 30,</u>	<u>Amount</u>
2026	\$1,582,110
2027	1,583,752
2028	1,583,048
2029	1,579,999
2030	1,579,178
2031-2035	7,925,316
2036-2039	6,303,953
Total minimum payments	<u>22,137,356</u>
Less - amount representing interest	<u>(5,282,594)</u>
Present value of net minimum lease payments	<u><u>\$16,854,762</u></u>

The gross amount, including capitalized interest, of assets held under the leases as of June 30, 2025, for the Southern University and A&M College campus, totals \$27,354,227 and includes buildings, land and improvements, and equipment of \$24,152,164, \$2,218,112, and \$983,951, respectively.

The annual allocated percentage of the lease payment that the University's Athletics Department owed for the fiscal year 2025 is \$1,567,561, which represents 92.63% of the total due by the System to the Foundation.

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
SOUTHERN UNIVERSITY AND A&M COLLEGE
SOUTHERN UNIVERSITY 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					
Ticket sales	\$1,845,679	\$2,285,262	(\$439,583)	(19%)	1

Operating Expenses per Statement A

No variations met the 10% variance threshold in the NCAA guidelines, and no explanations are required.

Budget	Fiscal Year 2025 - Actual	Fiscal Year 2025 - Budget	Increase/ (Decrease)	Percent Variance	
Athletic student aid	\$3,596,155	\$3,258,279	\$337,876	10%	2
Team travel	\$1,917,951	\$1,657,500	\$260,451	16%	3

NOTES:

The budget analysis is presented based on University data only.

1. The decrease in Ticket Sales is due to, in fiscal year 2024 Football hosted six home contests compared to five home contests in fiscal year 2025. During fiscal year 2024, the program averaged approximately \$457,000 in revenue per home contest. As a result, the reduction of one home contest in fiscal year 2025 directly contributed to lower overall revenue.
2. Athletic Student Aid - Grants in Aid were increased to cover additional educational fees such as Follet Access Fee to access digital books and online course(s) fees.
3. Team Travel exceed the budgeted amount due to participation in championship tournaments/contests for the following sports: Football, Baseball, Softball, Men's Basketball, and Women's Basketball. Also, due to new schedule formats, the following sports exceeded their travel budgets: Golf and Baseball.