

ATHLETIC DEPARTMENT
SOUTHEASTERN LOUISIANA UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA



AGREED-UPON PROCEDURES REPORT
ISSUED FEBRUARY 3, 2016

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LOUISIANA LEGISLATIVE AUDITOR
DARYL G. PURPERA, CPA, CFE

January 15, 2016

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

**DR. JOHN L. CRAIN, PRESIDENT
SOUTHEASTERN LOUISIANA UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA
Hammond, Louisiana**

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

The University set materiality at \$5,000, and the agreed-upon procedures described below were not applied to any transactions that fell under this amount.

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 10 largest athletic department cash disbursement transactions and followed them through the University's accounting system to determine adherence to established policies and procedures.
- (c) We inquired of and observed athletic department personnel to determine their compliance with policies and procedures related to the control and safeguarding of unsold tickets.

We found no exceptions as a result of these procedures.

3. We determined that the University's internal auditor issued one report during the reporting period related to athletics.

We found no significant deficiencies identified in the internal audit report.

4. We obtained the University's procedures for gathering information on the nature and extent of affiliated and outside organizational activity for or on behalf of the University's intercollegiate athletics program and determined the University's adherence to 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 fair presentation of the Statement of the intercollegiate athletics program, 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, 2015.
2. We verified the mathematical accuracy of the amounts on the Statement and agreed each operating revenue and expense category reported in the Statement to supporting schedules provided by the University and/or the University's general ledger.

Although we found no mathematical inaccuracies as a result of these procedures, and the operating revenue and expense categories reported in the Statement

agreed to supporting schedules provided by the University and/or the University's general ledger, we noted the following:

Indirect Institutional Support expenses, as defined in Appendix B of the 2015 NCAA Agreed-Upon Procedures, should include input overhead and administrative expenses not paid or charged directly to athletics and should equal the amount reported as Indirect Institutional Support revenues. The University reported \$869,122 in Indirect Institutional Support revenues, but only reported \$22,710 as Indirect Institutional Support expenses. The remaining \$846,412 was reported within other expense categories as follows: Athletic student aid - \$239,911; Coaching salaries, benefits, and bonuses paid by the University and related entities - \$564,501; and Membership and dues - \$42,000.

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

We identified significant variances over \$1 million or 10% from June 30, 2014, to June 30, 2015, and obtained and documented the University's explanations for the variances. See Appendix A for the analysis.

MINIMUM AGREED-UPON PROCEDURES FOR REVENUES

1. Using a schedule prepared by the University for football, men's basketball, women's basketball, and baseball, 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 one football, one men's basketball, one women's basketball, and one baseball game. We recalculated the reconciliations for the games tested and agreed them to the supporting documentation.

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 and obtained explanations from the University regarding any variances in excess of 5%. We also recalculated the totals.

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

3. We recalculated the allocation of student fees included as generated revenue by the Athletic Department for each sport. We obtained supporting documentation

such as seat manifests, ticket sales reports and student fee totals and tied to the calculated allocation of student fees by sport.

We found no exceptions as a result of these procedures.

4. We were to compare direct state or other governmental support recorded by the University during the reporting period with state appropriations, institutional authorizations, and/or other corroborative supporting documentation. We were informed by management that the University did not have any direct state or other governmental support during the reporting period.

5. 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.

6. We compared the transfers back to the University with permanent transfers back from the Athletic Department to the University. We recalculated the totals.

We found no exceptions as a result of these procedures.

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

We found no exceptions as a result of these procedures.

8. For one football, one men's basketball, and one baseball away game with a game guarantee contract including those with settlement reports, we compared and agreed the contractual agreement and/or settlement reports to the general ledger and/or the Statement. We recalculated the totals.

We found no exceptions as a result of these procedures.

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

The Lion Athletics Association, Inc. and the Southeastern Louisiana University Foundation are outside organizations that contributed monies, goods, or services for or on behalf of the athletic department that exceed 10% of total contributions.

10. We were to compare the in-kind recorded by the University during the reporting period with a schedule of in-kind donations. We were informed by management that the University did not have any in-kind donations during the reporting period.
11. We inquired of management regarding the relevant terms and conditions of all agreements related to the University's participation in revenues from broadcast, television, radio, and Internet rights during the reporting period and were informed by management that no revenues were received from television, radio, and Internet rights during the reporting period.
12. We compared and agreed the NCAA distribution amounts recorded in the revenue and expense reporting to the general ledger detail for NCAA distributions during the reporting period and other corroborative supporting documentation, and recalculated the totals.

We found no exceptions as a result of these procedures.

13. Based on the relevant terms and condition of agreements related to the University's Conference distributions and participant revenues from Conference tournaments during the reporting period, we compared and agreed the related revenues to the University's general ledger, corroborative supporting documentation, and /or Statement. We recalculated the totals.

We found no exceptions as a result of these procedures.

14. Based on the relevant terms and conditions of agreements related to the University's participation in revenues from royalties, licensing, advertisements, and sponsorships during the reporting period, we compared and agreed related revenues to the University's general ledger and/or the Statement. We obtained two revenue receipts related to royalties, licensing, advertisements, and sponsorships during the reporting period and agreed to the supporting documentation. We recalculated the totals.

We found no exceptions as a result of these procedures.

15. We inquired with management regarding endowment agreements for the reporting period and were informed by management that the University did not have any endowment agreements during the reporting period.
16. We randomly selected two operating revenue receipts from each revenue category not previously mentioned above and agreed the operating revenue transactions selected to adequate supporting documentation. We recalculated the totals.

We found no exceptions as a result of these procedures.

MINIMUM AGREED-UPON PROCEDURES FOR EXPENSES

1. We selected a random sample of 10% of total student athletes from the listing of University student aid recipients. We obtained the individual student account details for each student selected, and compared the total aid allocated from the related aid award letter to the student's account.

We found no exceptions as a result of these procedures.

2. We performed a check of each student selected for student aid to ensure that the information was reported accurately in the NCAA Compliance Assistance Software using NCAA specified criteria. We recalculated the totals for each sport and overall.

We found no exceptions as a result of these procedures.

3. We selected one football, one men's basketball, and one baseball game with game guarantee expenses during the reporting period, and agreed to the contractual agreements and to the University's general ledger and/or Statement. We recalculated the settlement reports for the games tested.

We found no exceptions as a result of these procedures.

4. 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 examined contracts for the two highest-paid support staff/administrative personnel and a random sample of one support staff/administrative personnel and all head coaches from football, men's and women's basketball, and baseball 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.

5. We inquired about coaches and support staff/administrative personnel that were paid by third parties and were informed by management that the University did

not have any coaches and support staff/administrative personnel paid directly by third parties during the reporting period.

6. Using a list prepared by the University, we randomly selected the athletic employee with the highest severance payment and agreed the severance pay to the related termination letter or employment contract. We recalculated the total.

We found no exceptions as a result of these procedures.

7. We compared and agreed the University's recruiting expense policies to existing University and NCAA-related policies. We obtained the general ledger detail and compared to the total expenses reported. We randomly selected a sample of two recruiting expenses and validated the existence of the transactions and accuracy of recording. We recalculated the totals.

We found no exceptions as a result of these procedures.

8. We compared and agreed the University's team travel policies to existing University and NCAA-related policies. We obtained the general ledger detail and compared to the total expenses reported. We randomly selected a sample of two team travel expenses and validated the existence of the transactions and accuracy of recording. We recalculated the totals.

We found no exceptions as a result of these procedures.

9. We obtained a listing of debt service schedules, lease payments, and rental fees for athletic facilities and compared the two highest facility payments to the supporting documentation and the general ledger detail. We recalculated the totals.

We found no exceptions as a result of these procedures.

10. We randomly selected two equipment, uniforms, and supplies expenses and validated the existence of the transactions and accuracy of recording. We obtained the general ledger detail and compared to the total expenses reported. We recalculated the totals.

We found no exceptions as a result of these procedures.

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

We found no exceptions as a result of these procedures.

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

We found no exceptions as a result of this procedure.

**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 an intercollegiate athletics program for 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.

The Lion Athletics Association, Inc., and the Southeastern Louisiana University Foundation are outside organizations that contributed monies, goods, or services for or on behalf of the athletic department that exceed 10% of total contributions. See note 1.

2. We obtained a description of the University's policies and procedures for acquiring, approving, depreciating, and disposing of intercollegiate athletics-related assets along with a schedule of changes in those assets. We agreed the schedule of changes to the University's general ledger. We ensured that the University's policies and procedures and schedule of changes are properly disclosed in the notes to the Statement. See note 2.

We found no exceptions as a result of these procedures.

3. We inquired of University management regarding 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.

**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. Also, we obtained written representations from management that the organizations on the listing provided to us by the University are the only outside organizations created for or on behalf of the athletic department.
2. We obtained from management statements for all affiliated and outside organizations and performed the following:
 - (a) We agreed the amounts reported in the statements to the University's general ledger or, alternatively, confirmed revenue and expenses directly with a responsible official of the organization.
 - (b) We reconciled the cash disbursements made by the organization for or on behalf of the University's intercollegiate athletics programs or employees to the revenues reported on the University's Statement.

- (c) We reconciled the direct payments of outside organizations to the University with the revenues reported on the University's Statement.

We found no exceptions as a result of these procedures.

3. We obtained from 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. We obtained written representations from management as to the fair presentation of the summary schedule and compared summary schedules provided by outside organizations to ensure the data was included in the University's Statement.

We found no exceptions as a result of these procedures.

	Lion Athletics Association, Inc.	(A Portion of) Southeastern Louisiana University Foundation	(A Portion of) Southeastern Alumni Association and Other	Total
Revenues				
Contributions	\$399,225	\$124,833		\$524,058
In-kind	2,665			2,665
Media rights	2,329			2,329
Program sales, concessions, novelty sales, and parking	165,639			165,639
Royalties, licensing, advertisements, and sponsorships	807,800			807,800
Athletic restricted endowments and investments income	936	79,180		80,116
Other	224,649		\$64,081	288,730
Total revenues	<u>1,603,243</u>	<u>204,013</u>	<u>64,081</u>	<u>1,871,337</u>
Expenses				
Athletic student aid		6,302		6,302
Guarantees	11,400			11,400
Coaching salaries, benefits, and bonuses paid by the University and related entities	221,315			221,315
Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities	183,250			183,250
Recruiting	925			925
Team travel	1,760		8,608	10,368
Equipment, uniforms, and supplies	6,888			6,888
Game expenses	22,737			22,737
Fundraising, marketing, and promotion	403,642		18,640	422,282
Athletic facilities debt service, leases, and rental fees	21,952			21,952
Spirit groups	7,451	15		7,466
Direct overhead and administrative expenses	64,805			64,805
Other	76,377	35,715		112,092
Total expenses	<u>1,022,502</u>	<u>42,032</u>	<u>27,248</u>	<u>1,091,782</u>
Excess of revenues over expenses	<u>\$580,741</u>	<u>\$161,981</u>	<u>\$36,833</u>	<u>\$779,555</u>

4. For all affiliated and outside organizations that had an independent audit, we obtained and reviewed the independent auditor's report, identified any significant deficiencies relating to the outside organization's internal controls, made inquiries

of management, and documented any corrective action taken in response to the significant deficiencies.

The financial statements of the Lion Athletics Association, Inc., were audited by an independent certified public accounting firm for the year ended June 30, 2015. The audit report is dated December 17, 2015, and included no significant deficiencies on the outside organization's internal control.

The financial statements of the Southeastern Louisiana University Foundation were audited by an independent certified public accounting firm for the year ended June 30, 2015. The audit report is dated October 30, 2015, and included no significant deficiencies on the outside organization's internal control.

The financial statements of the Southeastern Louisiana University Alumni Association were audited by an independent certified public accounting firm for the year ended June 30, 2015. The audit report is dated December 4, 2015, and did not include a report on internal control.

ADDITIONAL MINIMUM AGREED-UPON PROCEDURES

1. We obtained the squad lists of the University and compared and agreed the sports sponsored reported in the NCAA Membership Financial Reporting System to the squad lists of the institution. We inquired about any discrepancies and validated that the discrepancy is justifiable.

We found discrepancies of one to three participants in the sponsored sports. The University explained the reported squad totals include only those players on the squad as of the first contest. In the event a player was given aid then cut from the team prior to the first game, for instance, there would be a discrepancy.

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

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

Respectfully submitted,



Daryl G. Purpera, CPA, CFE
Legislative Auditor

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

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

	<u>FOOTBALL</u>	<u>MEN'S BASKETBALL</u>	<u>WOMEN'S BASKETBALL</u>	<u>BASEBALL</u>	<u>OTHER SPORTS</u>	<u>NON- PROGRAM SPECIFIC</u>	<u>TOTAL</u>
REVENUES							
Operating revenues:							
Ticket sales	\$431,367	\$29,048	\$13,124	\$71,619	\$24,824		\$569,982
Student Fees	854,053	139,239	217,682	179,594	901,960	\$254,722	2,547,250
Direct institutional support	1,684,880	313,159	433,998	275,305	1,704,570	266,689	4,678,601
Less - transfer to insitution						(100,620)	(100,620)
Indirect institutional support	87,898	30,806	86,685	61,052	295,746	306,935	869,122
Guarantees	260,000	505,000	84,500	16,500	2,500		868,500
Contributions	143,798	20,311	2,270	64,612	121,642	250,645	603,278
In-kind				500		2,165	2,665
Media rights						2,329	2,329
NCAA distributions	58,273	3,768	1,048	270	52,242	496,750	612,351
Conference distributions (non-media or bowl)						78,975	78,975
Program sales, concessions, novelty sales, and parking	2,663	276	249	840	10,539	157,052	171,619
Royalties, licensing, advertisements, and sponsorships	152,458	31,948	28,544	59,583	137,860	659,388	1,069,781
Athletic restricted endowments and investment income	49,587	10,480	3,511	5,390	9,306	1,842	80,116
Other	56,810	1,452	1,132	13,950	71,095	172,318	316,757
Total operating revenues	<u>3,781,787</u>	<u>1,085,487</u>	<u>872,743</u>	<u>749,215</u>	<u>3,332,284</u>	<u>2,549,190</u>	<u>12,370,706</u>
EXPENSES							
Operating expenses:							
Athletic student aid	1,698,558	342,658	365,515	224,817	1,672,592	11,400	4,315,540
Guarantees	150,000	17,000	6,000	15,900	9,092		197,992
Coaching salaries, benefits, and bonuses paid by the University and related entities	921,590	353,375	301,633	210,364	767,328	94,197	2,648,487
Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities		6,286	9,603		14,050	1,665,448	1,695,387
Severance payments	11,598	2,963	142	1,789	2,378	15,155	34,025
Recruiting	49,927	37,696	21,463	19,432	32,854	0	161,372
Team travel	265,169	164,874	73,932	97,544	353,569	3,490	958,578
Sports equipment, uniforms, and supplies	149,033	40,315	26,608	51,080	154,048	0	421,084
Game expenses	105,843	33,249	26,349	30,859	47,514	120	243,934
Fundraising, marketing, and promotion	38,281	8,295	7,507	12,840	34,939	380,739	482,601
Spirit groups						7,451	7,451
Athletic facilities debt service, leases, and rental fees	10,242		6,500	10,859	24,287	55,105	106,993
Direct overhead and administrative expenses	112,364	21,203	17,960	22,684	69,456	152,745	396,412
Indirect institutional support					22,355	355	22,710
Medical expenses and medical insurance	129,719	33,312	3,051	22,309	94,490	67,488	350,369
Memberships and dues	12,660	1,710	519		1,583	34,934	51,406
Other operating expenses	126,803	22,551	5,961	28,738	31,749	218,874	434,676
Total operating expenses	<u>3,781,787</u>	<u>1,085,487</u>	<u>872,743</u>	<u>749,215</u>	<u>3,332,284</u>	<u>2,707,501</u>	<u>12,529,017</u>
EXCESS (Deficiency) OF REVENUES OVER EXPENSES	<u>None</u>	<u>None</u>	<u>None</u>	<u>None</u>	<u>None</u>	<u>(\$158,311)</u>	<u>(\$158,311)</u>

NOTES TO THE FINANCIAL STATEMENT

(UNAUDITED)

1. CONTRIBUTIONS

Individual contributions to the athletic department from the Lion Athletics Association, Inc. and the Southeastern Louisiana University Foundation exceeded 10% of the total contributions included in Statement A. Contributions from the two entities equaled \$524,058, which is included as part of total contributions reported on 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 three 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. The University has no debt associated with its athletic department's capital assets.

MAJOR REVENUE AND EXPENSE ANALYSIS

Appendix A

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

Unaudited

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

APPENDIX A

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

Accounts	Fiscal Year 2015	Fiscal Year 2014	Increase/ (Decrease)	% Variance
10% of Operating Revenues per Statement A	1,237,071			
Revenue Account Balances Exceeding 10% Threshold				
Student fees	2,547,250	1,388,835	1,158,415	83.41%
Direct institutional support	4,678,601	4,744,201	(65,600)	(1.38%)
10% of Operating Expenses per Statement A	1,252,902			
Expense Account Balances Exceeding 10% Threshold				
Athletic student aid	4,315,540	3,717,524	598,016	16.09%
Coaching salaries, benefits, and bonuses paid by the University and related entities	2,648,487	2,302,473	346,014	15.03%
Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities	1,695,387	1,565,251	130,136	8.31%
Fiscal Year 2015 - Significant Budget Variances				
Revenue Account Balances Exceeding 10% Threshold				
	Actual	Budget	Positive/ (Negative)	% Variance
Student fees	2,547,250	2,552,300	(5,050)	(0.20%)
Direct institutional support	3,363,329	3,363,329	0	0.00%
Expense Account Balances Exceeding 10% Threshold				
Athletic student aid	2,789,942	2,671,710	(118,232)	(4.43%)
Coaching and support staff/administrative salaries, benefits, and bonuses paid the University	3,343,749	3,465,904	122,155	3.52%

NOTE: The budget analysis is presented only on University data as budgeted specifically for athletics. Budget information is not available for the affiliated and outside organizational activity; and activity that is budgeted within the overall University and not separable specifically for athletics are also not presented in this analysis.