

ATHLETIC DEPARTMENT  
UNIVERSITY OF LOUISIANA AT LAFAYETTE  
UNIVERSITY OF LOUISIANA SYSTEM  
STATE OF LOUISIANA



AGREED-UPON PROCEDURES REPORT  
ISSUED FEBRUARY 15, 2017

**LOUISIANA LEGISLATIVE AUDITOR  
1600 NORTH THIRD STREET  
POST OFFICE BOX 94397  
BATON ROUGE, LOUISIANA 70804-9397**

**LEGISLATIVE AUDITOR**  
DARYL G. PURPERA, CPA, CFE

**ASSISTANT LEGISLATIVE AUDITOR**  
**FOR STATE AUDIT SERVICES**  
NICOLE B. EDMONSON, CIA, CGAP, MPA

**DIRECTOR OF FINANCIAL AUDIT**  
ERNEST F. SUMMERVILLE, JR., CPA

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LOUISIANA LEGISLATIVE AUDITOR  
DARYL G. PURPERA, CPA, CFE

January 12, 2017

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

**DR. E. JOSEPH SAVOIE, PRESIDENT**  
**UNIVERSITY OF LOUISIANA AT LAFAYETTE**  
**UNIVERSITY OF LOUISIANA SYSTEM**  
**STATE OF LOUISIANA**  
Lafayette, Louisiana

We have performed the procedures enumerated below, which were agreed to by you as president of the University of Louisiana at Lafayette (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) Constitution 3.2.4.15 for the year ended June 30, 2016, 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, 2016. 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 fall under this amount. In addition, procedures were not performed on specific reporting categories that are less than 0.5% 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 organizational activity for or on behalf of the University's intercollegiate athletics program and performed tests to determine the University's adherence to those 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, 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 we considered necessary for the year ended June 30, 2016.
2. We verified the mathematical accuracy of the amounts on the Statement and compared 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.

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 operating revenue and expense account over 10% of total revenues or expenses for June 30, 2016, to June 30, 2015, amounts and budget estimates. We obtained and documented the University's explanations for any significant variances over the lesser of \$1 million or 10% from June 30, 2016.

We have included this analysis in Appendix A.

#### **MINIMUM AGREED-UPON PROCEDURES FOR REVENUES**

1. Using a schedule prepared by the University, we compared the value of the tickets sold, complementary 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 reconciliations for a random sample of one football, one basketball, and one baseball game. We recalculated the reconciliations for the games tested.

We found no exceptions as a result of these procedures.

2. We obtained and documented an understanding of the University's methodology for allocating student fees to the intercollegiate athletics program. We compared and agreed student fees reported by the University in the Statement for the reporting period to student enrollment during the same reporting period and recalculated the totals. The University does not allocate these fees to individual sports.

We found no exceptions as a result of these procedures.

3. We inquired about direct state or other governmental support recorded by the University during the reporting period and were informed by management that the University had no direct state or other governmental support as defined by NCAA guidelines.
4. 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.

5. We inquired about transfers back to the University from the athletic department and were informed by management that there were no transfers back to the University from the athletic department.

6. No procedures were performed for indirect institutional support since the amount was less than 0.5% of total revenues.

7. We selected the away game with the largest game guarantee settlement and agreed the settlement amount to the general ledger and to the contractual agreement. We recalculated the settlement report for the game tested.

We found no exceptions as a result of these procedures.

8. We obtained and reviewed supporting documentation for each contribution of monies, goods, or services received directly by an intercollegiate athletics program from any affiliated or outside organization, agency, or group of individuals, two or more, that constitute 10% or more of all contributions received for intercollegiate athletics during the reporting period.

We found no exceptions as a result of these procedures.

9. We compared and agreed the three largest in-kind donations recorded by the University during the reporting period with a schedule of in-kind donations and recalculated the totals.

We found no exceptions as a result of these procedures.

10. No procedures were performed for media rights agreements since the amount was less than 0.5% of total revenues.

11. We compared the amounts recorded in the revenue and expense reporting to general ledger detail for two randomly-selected NCAA distributions and other corroborative supporting documents and recalculated the totals.

We found no exceptions as a result of these procedures.

12. Based on the relevant terms and conditions of agreements related to the University's Conference distributions and participation in revenues from Conference tournaments during the reporting period, we compared and agreed two randomly-selected related revenues to the University's general ledger, corroborative supporting documents, and/or the Statement and recalculated the totals.

We found no exceptions as a result of these procedures.

13. We compared the amount recorded by the University during the reporting period for program sales, concessions, novelty sales, and parking to the general ledger detail. We randomly selected two operating revenue receipts from this category and agreed the amounts reported to adequate supporting documentation and recalculated the totals.



We found no exceptions as a result of these procedures.

14. We obtained and inspected two randomly-selected agreements related to the University's participation in revenues from royalties, licensing, advertisements, and sponsorships during the reporting period. We compared and agreed the related revenues to the general ledger and/or the Statement and recalculated the totals.

We found no exceptions as a result of these procedures.

15. We inquired about sports camp contracts between the University and person(s) conducting the camps or clinics and were informed by management that the University had no sports camp or clinic revenue recorded during the reporting period.
16. No procedures were performed on endowment agreements since the amount was less than 0.5% of total revenues.
17. We compared and agreed the amount reported as other operating revenue to supporting schedules. We agreed two randomly-selected other operating revenue receipts to adequate supporting documentation and recalculated the totals.

We found no exceptions as a result of these procedures.

18. We inquired about postseason bowl participation during the reporting period and were informed by management that the University had no bowl revenues recorded during the reporting period.

#### **MINIMUM AGREED-UPON PROCEDURES FOR EXPENSES**

1. We selected a random sample of 20% of total student athletes from the listing of University student aid recipients, obtained individual student account detail for each selection, and compared total aid allocated from the related aid award letter to the student's account. We performed a check of each student selected to ensure their information was accurately entered directly into the NCAA Membership Financial Reporting System and recalculated the totals for each sport and overall.

We found no exceptions as a result of these procedures.

2. We obtained and inspected the away game with the largest settlement report received by the University during the reporting period and agreed the related expenses to the University's general ledger and/or Statement. We recalculated the totals.

We found no exceptions as a result of these procedures.

3. We obtained and inspected the largest contractual agreement pertaining to expenses recorded by the University from guaranteed contests during the reporting period. We compared and agreed related amounts expensed by the University during the reporting period to its general ledger and/or the Statement and recalculated the totals.

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 randomly selected two support staff/administrative personnel and all head coaches from football and men's and women's basketball, and performed the following procedures:

- (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 who were paid by third parties and were informed by management that no salaries were paid by third parties.
6. No procedures were performed on severance payments to athletic department employees since the amount was less than 0.5% of total expenses.
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 it 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 it 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 the general ledger detail for equipment, uniforms, and supplies and compared it to the total expenses reported. We randomly selected two expense transactions 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.

10. We obtained a listing of debt service schedules, lease payments, and rental fees for athletic facilities for the reporting year. We compared the two highest facility payments to additional supporting documentation. We compared amounts recorded to amounts listed in the general ledger detail and recalculated totals.

We found no exceptions as a result of these procedures.

11. We obtained the general ledger detail for each expense category not previously mentioned above and compared it to the respective total expenses reported. We randomly selected a sample of two expense transactions from each of these categories and validated the existence of the transactions and accuracy of reporting. 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 athletic department to identify any individual contributions that constitute more than 10% of the total contributions. We ensured the source of funds and goods and services, as well as the value associated with these items, were properly disclosed in the notes to the Statement.

No individuals or outside organizations other than the University of Louisiana at Lafayette Foundation, Inc., contributed monies, goods, or services for or on behalf of the athletic department that exceeded 10% of the total contributions included in Statement A.

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.

3. We obtained the repayment schedules for all outstanding intercollegiate athletics debt maintained by the University during the reporting period. We recalculated the annual maturities, agreed the annual maturities (principal and interest) to supporting documentation and to the University's general ledger. We ensured that the repayment schedule is properly disclosed within the notes to the Statement.

We noted that other operating revenue was overstated and indirect institutional support – athletic facilities debt service, lease and rental fees was understated by \$628,879. Statement A was corrected. We found no exceptions with the repayment schedule which is disclosed in 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 representation from management of the University that the University of Louisiana at Lafayette Foundation, Inc., was the only outside organization created for or on behalf of the athletic department.
2. We obtained from management 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 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	\$612,594	\$69,590	\$39,630	\$436,824	\$492,370	\$1,651,008
In-kind	92,136			11,067	32,093	135,296
Royalties, licensing, advertisement, and sponsorships	1,091	3,273	3,636			8,000
Total revenues	<u>705,821</u>	<u>72,863</u>	<u>43,266</u>	<u>447,891</u>	<u>524,463</u>	<u>1,794,304</u>
<b>Expenses:</b>						
Athletic student aid				1,593		1,593
Coaching salaries, benefits, and bonuses paid by the University and related entities	17,369		2,856	4,496		24,721
Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities					31,942	31,942
Recruiting	28,491	1,044	521	2,850	2,954	35,860
Team travel	2,219			4,946		7,165
Sports equipment, uniforms, and supplies	253,339	6,269	6,086	56,900	4,333	326,927
Game expenses	1,655	3,573	3,636	44,954		53,818
Fundraising, marketing, and promotion	138,627	41,780	24,011	226,998	295,524	726,940
Direct overhead and administrative expenses	15,053		26	12,483	6,287	33,849
Medical expenses and insurance	1,250	1,350		670	45,000	48,270
Memberships and dues	280			438	1,185	1,903
Student-athlete meals (non-travel)	13,255	3,948		26,894	901	44,998
Other operating expense	234,283	14,899	6,130	64,669	136,337	456,318
Total expenses	<u>705,821</u>	<u>72,863</u>	<u>43,266</u>	<u>447,891</u>	<u>524,463</u>	<u>1,794,304</u>
<b>EXCESS OF REVENUES OVER EXPENSES</b>	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>

We obtained written representation from management as to the fair presentation of the summary schedule.

- For all affiliated and outside organizations that had an independent audit, we obtained and reviewed the independent auditor's report to identify any significant deficiencies relating to the outside organization's internal controls, in order to make inquiries of management, and to document any corrective action taken in response to the significant deficiencies.

The financial statements of the University of Louisiana at Lafayette Foundation, Inc., were audited by an independent certified public accounting firm for the year ended June 30, 2016. The audit report is dated September 29, 2016, and includes no significant deficiencies on the outside organization's internal control.

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

- 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 University.

We found no exceptions as a result of these procedures.

- We obtained the institution's Sports Sponsorship and Demographics Forms Report for the reporting year. We validated that the countable sports reported by

the institution meet the minimum requirements set forth in Bylaw 20.9.6.3 for the number of contests and the number of participants in each contest that is counted toward meeting the minimum contest requirement. We also ensured that the institution 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.

We were not engaged to, and did not, conduct an examination, the objective of which would be the expression of an opinion on the compliance of 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, 2016. 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

RJM:CR:BH:EFS:ch

ULL NCAA 2016

**ATHLETIC DEPARTMENT  
UNIVERSITY OF LOUISIANA AT LAFAYETTE  
UNIVERSITY OF LOUISIANA SYSTEM  
STATE OF LOUISIANA**

**Statement of Revenues and Expenses  
For the Year Ended June 30, 2016**

REVENUES	FOOTBALL	MEN'S BASKETBALL	WOMEN'S BASKETBALL	OTHER SPORTS	NON- PROGRAM SPECIFIC	TOTAL
<b>Operating Revenues:</b>						
Ticket sales	\$1,514,259	\$400,081	\$6,282	\$889,430		\$2,810,052
Student fees					\$457,452	457,452
Direct institutional support	3,487,871	1,366,961	1,317,195	4,590,796	1,362,709	12,125,532
Indirect institutional support	29,886	3,819	3,819	24,446	9,885	71,855
Indirect institutional support - athletic facilities debt service, lease and rental fees					628,879	628,879
Guarantees	1,190,000	199,075	20,000	23,000		1,432,075
Contributions	1,598,618	454,751	68,044	701,910	1,136,459	3,959,782
In-kind	92,136			11,068	32,093	135,297
Media rights					47,134	47,134
NCAA distributions				44,007	1,028,209	1,072,216
Conference distributions (non media or bowl)					1,309,224	1,309,224
Program, novelty, parking, and concession sales	264,593		237	166,320	9,553	440,703
Royalties, licensing, advertisements, and sponsorships	120,145	31,613	23,596	161,782	604,495	941,631
Athletics restricted endowment and investments income	4,100	1,032	15	23,969	1,500	30,616
Other operating revenue	21,960				115,034	136,994
<b>Total operating revenues</b>	<b>8,323,568</b>	<b>2,457,332</b>	<b>1,439,188</b>	<b>6,636,728</b>	<b>6,742,626</b>	<b>25,599,442</b>
<b>EXPENSES</b>						
<b>Operating Expenses:</b>						
Athletic student aid	1,830,645	327,969	378,216	2,491,920	556,514	5,585,264
Guarantees	300,000	26,000	31,500	17,399		374,899
Coaching salaries, benefits, and bonuses paid by the University and related entities	2,639,836	1,143,592	474,410	1,623,542		5,881,380
Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities	242,789	111,191	34,699	42,142	2,568,188	2,999,009
Severance payments	31,957		1,405	19,257	25,694	78,313
Recruiting	167,764	58,926	45,172	90,869	9,970	372,701
Team travel	849,772	252,426	157,827	711,665		1,971,690
Sports equipment, uniforms, and supplies	691,595	55,832	47,885	477,592	32,583	1,305,487
Game expenses	687,728	334,658	193,171	531,832	170,748	1,918,137
Fundraising, marketing, and promotion	163,932	54,168	24,012	235,498	303,570	781,180
Athletic facilities debt service, leases and rental fee					1,486,331	1,486,331
Direct overhead and administrative expenses	246,764	14,437	4,278	175,097	425,803	866,379
Indirect institutional support	29,886	3,819	3,819	24,446	9,885	71,855
Medical expenses and insurance	1,425	5,078		4,244	831,808	842,555
Memberships and dues	2,195	1,030	867	4,861	91,082	100,035
Student-athlete meals (non-travel)	30,956	18,419	13,367	88,965	10,844	162,551
Other operating expense	406,324	49,787	28,560	97,399	288,490	870,560
<b>Total operating expenses</b>	<b>8,323,568</b>	<b>2,457,332</b>	<b>1,439,188</b>	<b>6,636,728</b>	<b>6,811,510</b>	<b>25,668,326</b>
<b>EXCESS (Deficiency) OF REVENUES OVER (Under) EXPENSES</b>	<b>NONE</b>	<b>NONE</b>	<b>NONE</b>	<b>NONE</b>	<b>(\$68,884)</b>	<b>(\$68,884)</b>





# NOTES TO THE FINANCIAL STATEMENT

(UNAUDITED)

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## 1. CONTRIBUTIONS

No individuals or outside organizations other than the University of Louisiana at Lafayette Foundation, Inc., contributed monies, goods, or services for or on behalf of the athletic department that exceeded 10% of the total contributions included in Statement A.

## 2. CAPITAL ASSETS

Capital assets are reported at cost at the date of acquisition or their estimated fair value at the date of donation. The University's capitalization policy provides that movable property items with a unit cost of \$5,000 or more and an estimated useful life greater than one year and buildings and improvements with a cost of \$100,000 or more are capitalized. Renovations to buildings, infrastructure, and land improvements that significantly increase the value or extend the useful life of the structure are capitalized. Any infrastructure exceeding \$3 million must be capitalized. Routine repairs and maintenance are charged to operating expense in the year in which the expense is 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, three to 10 years for most movable property, three years for software with an acquisition cost of \$1,000,000 or more, and three to 10 years for internally-generated software with development costs of \$1,000,000 or more.

## 3. BONDS PAYABLE

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

On November 1, 2013, Ragin' Cajun Facilities, Inc., entered into a loan agreement with the Louisiana Local Government Environmental Facilities and Community Development Authority to obtain financing for the design, development, equipping, renovation, reconstruction, and/or construction of University athletic facilities. Financing of the project is through the issuance of \$23,605,000 in Ragin' Cajun Facilities, Inc. – Athletic Facilities Project Series 2013 Revenue Bonds issued at a discount of \$144,319. The bonds have a yearly fixed variable interest at 2.0-5.0% and are due in varying installments through 2043.

The following is a detailed summary of bonds payable for the athletic department for the year ended June 30, 2016:

<u>Issue</u>	<u>Date of Issue</u>	<u>Original Issue</u>	<u>Outstanding June 30, 2015</u>	<u>Issued (Redeemed)</u>	<u>Outstanding June 30, 2016</u>	<u>Maturities</u>	<u>Interest Rates</u>	<u>Interest Outstanding June 30, 2016</u>
Ragin' Cajun Facilities, Inc.: Athletic Facilities Series 2013	November 26, 2013	\$23,605,000	\$23,605,000	(\$465,000)	\$23,140,000	2015-2043	2.0-5.0%	\$18,211,939
Bond Discount			(144,319)	12,515	(131,804)			
Total		<u>\$23,605,000</u>	<u>\$23,460,681</u>	<u>(\$452,485)</u>	<u>\$23,008,196</u>			<u>\$18,211,939</u>

The following is the amortization schedule for the outstanding bonds payable for the athletic department as of June 30, 2016:

<u>Fiscal Year Ending</u>	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2017	\$475,000	\$1,009,556	\$1,484,556
2018	485,000	999,906	1,484,906
2019	495,000	986,344	1,481,344
2020	510,000	971,156	1,481,156
2021	525,000	955,519	1,480,519
2022-2026	2,905,000	4,499,928	7,404,928
2027-2031	3,530,000	3,865,480	7,395,480
2032-2036	4,415,000	2,958,050	7,373,050
2037-2041	5,660,000	1,700,250	7,360,250
2042-2044	<u>4,140,000</u>	<u>265,750</u>	<u>4,405,750</u>
Subtotal	23,140,000	18,211,939	41,351,939
Unamortized Discount	<u>(131,804)</u>	NONE	<u>(131,804)</u>
Total	<u>\$23,008,196</u>	<u>\$18,211,939</u>	<u>\$41,220,135</u>

## MAJOR REVENUE AND EXPENSE ANALYSIS

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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  
UNIVERSITY OF LOUISIANA LAFAYETTE  
UNIVERSITY OF LOUISIANA SYSTEM  
STATE OF LOUISIANA

## APPENDIX A

Major Revenue and Expense Analysis  
For the Year Ended June 30, 2016

**Fiscal Year 2016 to Fiscal Year 2015 - Significant Variances**

**10% of Operating Revenues per Statement A**

<b>Revenue Account Balances Exceeding 10% Threshold and Variance of \$1 Million or 10%</b>	<b>Fiscal Year 2016</b>	<b>Fiscal Year 2015</b>	<b>Increase/ (Decrease)</b>	<b>% Variance</b>	
Direct institutional support	\$12,125,532	\$7,760,534	\$4,364,998	56%	1
Contributions	\$3,959,782	\$6,050,329	(\$2,090,547)	(35%)	2

**10% of Operating Expenses per Statement A**

<b>Expense Account Balances Exceeding 10% Threshold and Variance of \$1 Million or 10%</b>					
Athletic student aid	\$5,585,264	\$4,602,647	\$982,617	21%	3
Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities	\$2,999,009	\$2,538,961	\$460,048	18%	4

**Fiscal Year 2016 - Significant Budget Variances<sup>5</sup>**

<b>Revenue Account Balances Exceeding 10% Threshold and Variance of \$1 Million or 10%</b>	<b>Actual</b>	<b>Budget</b>	<b>Positive/ (Negative)</b>	<b>% Variance</b>	
Direct institutional support	\$12,015,195	\$7,619,313	\$4,395,882	58%	1
<b>Expense Account Balances Exceeding 10% Threshold and Variance of \$1 Million or 10%</b>					
Athletic student aid	\$5,583,672	\$5,084,649	(\$499,023)	(10%)	6

**NOTES:**

<sup>1</sup> Direct institutional support increased/exceeded budget due to the following: decreased contributions from Foundation, implementation of the cost of attendance allowance for athletic student aid, and the provision of a 4% merit raise.

<sup>2</sup> Contributions from the foundation for revenues and expenses recognized in the Statement decreased. Foundation contributions used for capital projects increased, although capital projects are not recognized in the Statement.

<sup>3</sup> Athletics student aid increased due to increased tuition and implementation of a cost of attendance allowance.

<sup>4</sup> Non-program specific support staff/administrative compensation, benefits, and bonuses paid by the University and related entities increased due to new positions (RCAF Executive Director, Assistant Director of RCAF, RCAF part-time wages); upgraded positions (Head Strength and Conditioning Coach increased to fill vacancy); filled vacant positions (Assistant Trainer was vacant in 2014-2015 and was filled in 2015-2016); and the provision of a 4% merit raise for current staff members. As a result of the changes listed, associated fringe benefits and moving costs increased.

<sup>5</sup> The budget analysis is presented based on University Athletic Fund data only. Budget information is not available for the University of Louisiana at Lafayette Foundation, Inc.

<sup>6</sup> Athletic student aid actual exceeded budget because tuition was not established prior to the budget being completed. Tuition was later increased additionally due to a System board approval and a cost of attendance allowance was implemented.