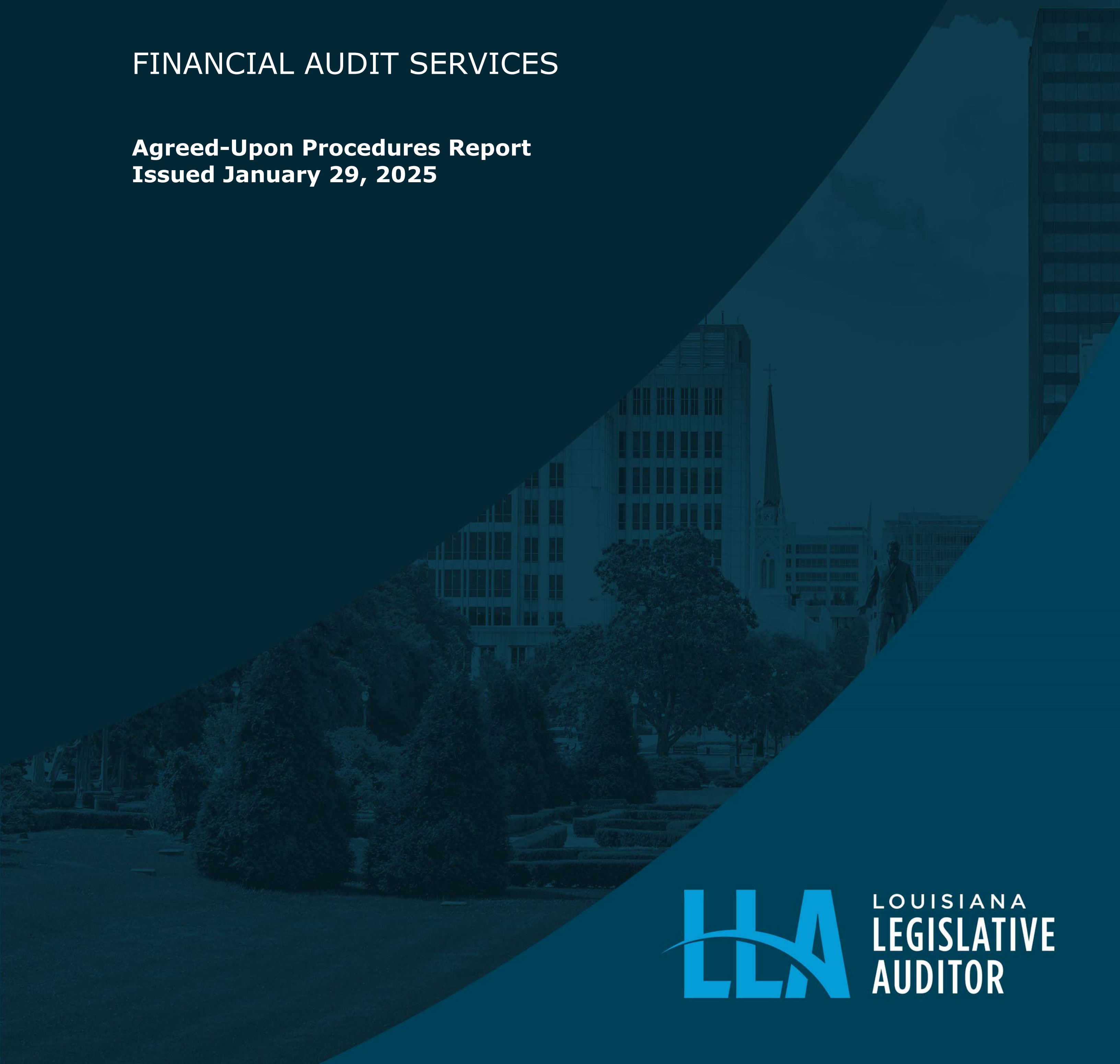
ATHLETICS DEPARTMENT
MCNEESE STATE UNIVERSITY

UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA

FINANCIAL AUDIT SERVICES

Agreed-Upon Procedures Report
Issued January 29, 2025



LOUISIANA LEGISLATIVE AUDITOR

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

LEGISLATIVE AUDITOR
MICHAEL J. "MIKE" WAGUESPACK, CPA

FIRST ASSISTANT LEGISLATIVE AUDITOR
BETH Q. DAVIS, CPA

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LOUISIANA LEGISLATIVE AUDITOR

MICHAEL J. "MIKE" WAGUESPACK, CPA
LOUISIANA LEGISLATIVE AUDITOR

January 14, 2024

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

DR. WADE ROUSSE, PRESIDENT
MCNEESE STATE UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA
Lake Charles, Louisiana

We have performed the procedures enumerated below, which were agreed to by you, as President of the McNeese State University (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 20.2.4.17, in evaluating the University's compliance with other specified NCAA legislation, and in evaluating the effectiveness of the University's internal control over compliance for the year ended June 30, 2024. 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 $2,000 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 two cash receipt batch sheets of ticket sales and followed them through the University's cash control system to determine adherence to established policies and procedures.

   (b) We selected the two largest athletics 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 athletics department personnel to determine their compliance with policies and procedures related to the control and safeguarding of unsold tickets.

   We found no exceptions as a result of these procedures.

3. We obtained the University's procedures for gathering information on the nature and extent of affiliated and outside organization activity for or on behalf of the University's intercollegiate athletics program and performed procedures to determine the University's adherence to these procedures.

   We found no exceptions as a result of these procedures.

STATEMENT OF REVENUES AND EXPENSES

GENERAL PROCEDURES

1. We obtained written representations from management as to the accuracy of the Statement, completeness of required schedules and related financial information, adequacy of controls, compliance with NCAA rules and 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, 2024.

2. We verified the mathematical accuracy of the amounts on the Statement and compared and agreed the amounts to supporting schedules provided by the University and/or the University's general ledger.

   We found no exceptions as a result of these procedures.

3. We compared and agreed a sample of five operating revenue receipts and a sample of five expense disbursements obtained from the supporting schedules to adequate supporting documentation.

   We found no exceptions as a result of these procedures.

4. We compared each major revenue and expense account over 10% of total revenues or expenses for June 30, 2024, to June 30, 2023, amounts and budget estimates, to identify variations greater than 10%.

   We reported the analysis in Appendix A to this report.

MINIMUM AGREED-UPON PROCEDURES FOR REVENUES

1. Using a schedule prepared by the University, we compared the value of the tickets sold, complimentary tickets provided, and unsold tickets for the reporting period per the schedule to the related revenue reported by the University in the general ledger and Statement and to the related attendance figures. We agreed the information on the schedule to the supporting game 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 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.

3. We selected a sample of two contractual agreements pertaining to revenues derived from guaranteed contests during the reporting period and we compared and agreed each selection to the University's general ledger and/or the Statement. We recalculated the totals.

   We found no exceptions as a result of these procedures.

4. We were to obtain and review supporting documentation for each contribution of monies, goods, or services received directly by an intercollegiate athletics program from any affiliated or outside

organization, agency, or group of individuals (two or more) not included above (e.g., contributions by corporate sponsors) that constitutes 10% or more in the aggregate for the reporting year of all contributions received for intercollegiate athletics during the reporting period and recalculate the totals.

There were no contributions received directly by the University during the reporting period that constituted 10% or more of all contributions received for intercollegiate athletics.

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

   We found no exceptions as a result of these procedures.

6. We obtained and inspected agreements related to the University's participation in revenues from royalties, licensing, advertisements, and sponsorships during the reporting period for relevant terms and conditions. We compared and agreed related revenues to the general ledger and/or the Statement and recalculated the totals.

   We found that one transaction totaling $10,000 related to football overstated royalties, licensing, advertisements, and sponsorships in error. Additionally, we found that certain transactions totaling $28,584 for football ($3,686), men's basketball ($8,055), women's basketball ($3,253), other sports ($6,422), and non-program specific ($7,168) were unrecorded. The corresponding errors for both the $10,000 and $28,584 revenue misstatements were recorded in the fundraising, marketing, and promotion expense category. Statement A was corrected.

MINIMUM AGREED-UPON PROCEDURES FOR EXPENSES

1. We selected a sample of 10% of student athletes from the listing of University student aid recipients and performed the following:

   - We obtained individual student account detail for each selection, and reconciled total aid in the University's student system to the student's detail in the NCAA's Compliance Assistant (CA) software.

   - We performed a check of each student selected to ensure his/her information was reported accurately in the NCAA's CA software using the criteria found in the 2024 NCAA Agreed-Upon Procedures Appendix D, step 20.c.

- We recalculated the totals for each sport and overall for all sports.

We found that certain transactions totaling $4,069 for football ($966), women's basketball ($133), and other sports ($2,970) were erroneously recorded as athletic student aid. Statement A was corrected.

2. We obtained and inspected a list of coaches and support staff/ administrative personnel paid by the University and related entities during the reporting period. We selected all head coaches' contracts for football, men's basketball, and women's basketball from the listing and a sample of two staff/administrative personnel and performed the following:

    - We compared and agreed the financial terms and conditions of each selection to the related salaries, benefits, and bonuses recorded by the University and related entities in the Statement during the reporting period.
    - We obtained and inspected payroll summary registers for the reporting year for each selection.
    - We compared and agreed payroll summary registers for each selection to the related salaries, benefits, and bonuses paid by the University and related entities' expense recorded by the University in the Statement during the reporting period.
    - We compared and agreed the totals recorded to any employment contracts executed for the sample selected.
    - We recalculated the totals.

    We found that certain transactions totaling $55,994 related to coaching salaries, benefits, and bonuses paid by the University and related entities for men's basketball were misclassified as support staff/administrative compensation, benefits, and bonuses paid by the University and related entities. Statement A was corrected.

3. We obtained documentation of the University's team travel policies and compared and agreed the University's team travel policies to existing University and NCAA-related policies. In addition, we obtained the general ledger detail and compared the detail to the total expenses reported. We recalculated the totals.

    We found no exceptions as a result of these procedures.

4. We obtained general ledger detail for the purchase of sports equipment, uniforms, and supplies and we compared the detail to the total expenses reported. We selected a sample of five transactions to validate the existence of the transactions and the accuracy of their recording. We recalculated the totals.

We found that certain transactions netting to an error of $3,099 caused an understatement for football ($3,124) and an overstatement for men's basketball (-$25). Statement A was corrected.

5. We obtained the general ledger detail for other operating expenses and transfers to the University and we compared the detail to the total expenses reported. We selected a sample of five transactions to validate the existence of the transactions and the accuracy of their recording. We recalculated the totals.

   We found no exceptions as a result of these procedures.

MINIMUM AGREED-UPON PROCEDURES FOR OTHER REPORTING ITEMS

1. We obtained the repayment schedules and general ledger detail for all outstanding intercollegiate athletics debt during the reporting period. We recalculated the annual maturities (consisting of principal and interest) provided in the schedules obtained. We agreed the total annual maturities and total outstanding athletics debt to supporting documentation and the University's general ledger, as applicable.

   We found no exceptions as a result of these procedures.

2. We agreed the total outstanding University debt to supporting documentation and the University's general ledger.

   We found no exceptions as a result of these procedures.

3. We obtained the schedules and general ledger detail of all athletics dedicated endowments maintained by athletics, the University, and affiliated organizations. We agreed the fair market value in the schedules to the supporting documentation and the general ledger.

   We obtained the schedules of all athletics dedicated endowments that were generated from the McNeese State University Foundation's general ledger. The endowments are owned and held by the McNeese State University Foundation, a private not-for-profit outside organization. These funds are part of the foundation's total endowment/investments and subject to an outside CPA's audit. We obtained the McNeese State University Foundation audit report and reviewed it. We determined there were no findings related to endowments/investments.

4. We agreed the total fair market value of University endowments to supporting documentation, the University's general ledger, and the audited financial statements of the McNeese State University Foundation.

   We found no exceptions as a result of these procedures.

5. We obtained a schedule of athletics-related capital expenditures made by athletics, the University, and affiliated organizations during the reporting period, additions only. We obtained the general ledger detail and compared the detail to the total expenses reported. We selected a sample of two transactions to validate the existence of the transactions and the accuracy of their recording. We recalculated the totals.

   We noted that athletics-related capital expenditures were understated by $4,693,497. This item has been corrected.

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 (e.g., contributions by corporate sponsors) that constitutes 10% or more of all contributions received for intercollegiate athletics during the reporting period, and ensured the source(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.

   We noted the McNeese State University Foundation is the only outside organization that contributed monies, goods, or services directly to the athletics department that constitutes 10% or more, in the aggregate, of the total contributions. There were no individual contributions that exceeded 10% of total contributions (see Note 1 to the Statement).

2. We obtained a description of the University's policies and procedures for acquiring, approving, depreciating, and disposing of intercollegiate athletics-related assets. We ensured that the University's policies and procedures are properly disclosed within the notes to the Statement.

   We found no exceptions as a result of these procedures (see Note 2 to the Statement).

3. We obtained from University management the repayment schedules for all outstanding intercollegiate athletics debt maintained by the University during the reporting period and ensured the repayment schedule is properly disclosed within the notes to the Statement.

   We found no exceptions as a result of these procedures (see Note 3 to the Statement).

MINIMUM AGREED-UPON PROCEDURES FOR AFFILIATED AND OUTSIDE ORGANIZATIONS

1. We obtained from management a listing of all affiliated and outside organizations for the reporting period. We obtained written

representations from management that the McNeese State University Foundation and Cowboy Club Account 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.

   We found no exceptions as a result of these procedures.

3. We obtained from University management a summary schedule of revenues and expenses for or on behalf of intercollegiate athletics programs by affiliated and outside organizations not under the accounting control of the University to be included with the agreed-upon procedures report as follows:

	FOOTBALL	MEN'S BASKETBALL	WOMEN'S BASKETBALL	OTHER SPORTS	NON-PROGRAM SPECIFIC	TOTAL
Revenues:						
Contributions	$301,280	$504,768	$19,931	$525,972	$271,420	$1,623,371
Total revenues	301,280	504,768	19,931	525,972	271,420	1,623,371
Expenses:						
Athletic student aid		5,718	3,431	1,184	3,658	13,991
Coaching salaries, benefits, and bonuses	11,822	98,229		2,719		112,770
Support staff/administrative compensation, benefits, and bonuses	5,288	3,925			1,000	10,213
Recruiting	25,753	52,142	3,837	75,658	2,833	160,223
Team travel	6,306	88,710	1,139	9,805	16,957	122,917
Sports equipment, uniforms, and supplies	37,814	33,086	1,857	136,331	24,603	233,691
Game expenses	14,203	6,355		14,042	31,475	66,075
Fundraising, marketing, and promotion	11,167	10,114	5	71,881	72,857	166,024
Direct overhead and administrative expense	8,976	77,857	673	85,287	33,459	206,252
Medical expenses and insurance	8,390	5,343		10,696	15,866	40,295
Memberships and dues	125	300		9,694	10,313	20,432
Student-athlete meals (non travel)	134,320	93,776	5,144	40,431	4,357	278,028
Other operating expense	37,116	29,213	3,845	68,244	54,042	192,460
Total expenses	$301,280	$504,768	$19,931	$525,972	$271,420	$1,623,371
EXCESS OF REVENUES OVER EXPENSES	NONE	NONE	NONE	NONE	NONE	NONE

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

As noted in Minimum Agreed-upon Procedures for Expenses, item 2, we found that certain transactions totaling $55,994 related to coaching salaries, benefits, and bonuses for men's basketball were misclassified as support staff/administrative compensation, benefits, and bonuses. The summary schedule was corrected.

We also found that certain transactions totaling $6,156 related to contributions for football ($3,681), men's basketball (-$25), and other sports ($2,500) were unrecorded. Corresponding corrections for unrecorded transactions related to the following expenses were also required: recruiting totaling -$600 for football; sports equipment, uniforms, and supplies totaling $3,099 for football ($3,124) and men's basketball (-$25), as previously noted in the Minimum Agreed-upon Procedures for Expenses, item 4; direct overhead and administrative expenses totaling $2,500 for other sports; and student-athlete meals (non-travel) totaling $1,157 for football. Statement A and the summary schedule were corrected.

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 McNeese State University Foundation statements were audited by an independent certified public accountant for the year ended June 30, 2024, and June 30, 2023. The audit report dated November 10, 2024, included no significant deficiencies on the outside organization's internal control

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 University's squad list that supports the equivalency calculations from the institution. We were to inquire about any discrepancies and report the justification.

   We found no exceptions as a result of these procedures.

   (b) We compared current-year Grants-in-Aid revenue distribution equivalencies to prior-year reported equivalencies per the Membership Financial Report submission. We were to inquire and document an explanation for any variance greater than 4%.

We found no exceptions as a result of these procedures and did not identify any variances greater than 4%.

(c) We obtained the University's Sports Sponsorship and Demographics Form submitted to the NCAA for the reporting year. We validated that the University's countable NCAA sports reported by the University met the minimum requirements set forth in Bylaw 20.10.6.3, for the number of contests and participants. We ensured the University properly reported these sports as countable for revenue distribution purposes within the NCAA Membership Financial Reporting System.

We found no exceptions as a result of these procedures.

(d) We compared the current-year number of Sports Sponsored to prior-year reported total per the Membership Financial Report submission. We were to inquire and document an explanation for any variance.

Changes to the number of sports sponsored from the prior year to the current year included the addition of women's beach volleyball, increasing the total number of sports sponsored from 14 in fiscal year 2023 to 15 in fiscal year 2024.

(e) 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.

We found no exceptions as a result of these procedures.

(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. We identified an increase of 29 grants from fiscal year 2023 to fiscal year 2024 due to more students being qualified for Pell Grants and the addition of 2 athletes due to the addition of women's beach volleyball to sports sponsored.

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 20.2.4.17 or on the effectiveness of the University Athletics Department's internal control over financial reporting or compliance for the year ended June 30, 2024. 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

EE:CJH:RR:BQD:aa

MSUNCAA2024

UNAUDITED

Statement A

ATHLETICS DEPARTMENT
MCNEESE STATE UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA

Statement of Revenues and Expenses
For the Year Ended June 30, 2024

	FOOTBALL	MEN'S BASKETBALL	WOMEN'S BASKETBALL	OTHER SPORTS	NON-PROGRAM SPECIFIC	TOTAL
REVENUES						
Operating revenues:						
Ticket sales	$443,852	$279,353	$279,352	$174,613		$1,177,170
Student fees	184,933	101,640	35,878	246,309		568,760
Direct institutional support	1,662,800	472,445	522,163	2,625,116	$1,097,242	6,379,766
Indirect institutional support					219,349	219,349
Indirect institutional support - athletic facilities debt service, lease, and rental fees					419,707	419,707
Guarantees	500,000	265,000	74,000	67,000		906,000
Contributions	497,029	702,572	56,376	833,609	363,382	2,452,968
In-kind	33,251	19,841	13,274	54,449	32,696	153,511
Media rights					1,295	1,295
NCAA distributions	446,802	205,024	92,105	321,558	(101)	1,065,388
Conference distributions (non-media and non-football bowl)				3,250		3,250
Program, novelty, parking, and concession sales	226,290					226,290
Royalties, licensing, advertisement, and sponsorships	526,438	115,554	141,171	660,227	121,914	1,565,304
Athletics restricted endowment and investments income					66,353	66,353
Other operating revenue					30,636	30,636
Total operating revenues	4,521,395	2,161,429	1,214,319	4,986,131	2,352,473	15,235,747
EXPENSES						
Operating expenses:						
Athletic student aid	1,786,132	345,794	329,514	1,946,962	149,259	4,557,661
Guarantees		21,868	13,770	67,010		102,648
Coaching salaries, benefits, and bonuses paid by the University and related entities	1,182,942	824,733	254,632	853,641		3,115,948
Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities	123,560	63,994	39,555	28,468	1,740,373	1,995,950
Severance payments	28,093		4,137	18,975	19,646	70,851
Recruiting	127,315	96,077	48,449	159,437	33,338	464,616
Team travel	446,066	452,203	91,774	863,895	50,425	1,904,363
Sports equipment, uniforms, and supplies	215,452	69,664	32,615	368,651	26,289	712,671
Game expenses	64,194	78,367	64,100	155,959	148,434	511,054
Fundraising, marketing, and promotion	82,787	36,660	11,393	137,547	203,394	471,781
Athletic facilities debt service, leases, and rental fees					434,669	434,669
Direct overhead and administrative expenses	28,002	90,631	673	135,863	147,282	402,451
Indirect institutional support					219,349	219,349
Medical expenses and insurance	8,390	5,343		10,696	342,588	367,017
Memberships and dues	51,664	12,750	250	9,879	23,612	98,155
Student-athlete meals (non-travel)	229,168	106,153	7,918	73,132	4,357	420,728
Other operating expenses	92,870	235,325	20,317	121,942	569,032	1,039,486
Total operating expenses	4,466,635	2,439,562	919,097	4,952,057	4,112,047	16,889,398
EXCESS (Deficiency) OF REVENUES OVER (Under) EXPENSES	$54,760	($278,133)	$295,222	$34,074	($1,759,574)	($1,653,651)

NOTES TO THE FINANCIAL STATEMENT
(Unaudited)

1. CONTRIBUTIONS

The McNeese State University Foundation is the only individual or outside organization that contributed monies, goods, or services directly to the Athletics Department that exceeded 10% of the total contributions included in Statement A. None of the individual contributions made directly to the Athletics Department exceeded 10% of the total contributions.

2. CAPITAL ASSETS

Capital assets are reported at cost at the date of acquisition or their estimated fair value at the date of donation. For movable property, the University's capitalization policy includes all items with a unit cost of $5,000 or more and an estimated useful life greater than one year. Renovations to buildings, infrastructure, and land improvements that significantly increase the value or extend the useful life of the structure are capitalized if they exceed $100,000. Any infrastructure exceeding $3 million must be capitalized, but the University does not have any infrastructure that meets that criterion. Routine repairs and maintenance are charged to operating expense in the year in which the expense was incurred.

Depreciation is computed using the straight-line method over the estimated useful life of the assets, generally 40 years for buildings and infrastructure, 20 years for depreciable land improvements, 3 to 10 years for most movable property, 3 years for software with an acquisition cost of $1,000,000 or more, and 3 to 10 years for internally-generated software with development costs of $1,000,000 or more. All departments within the University follow standardized policies and procedures prescribed by state laws and regulations for acquiring, approving, depreciating, and disposing of capital assets.

3. BONDS PAYABLE

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

> On August 6, 2009, the University entered into a trust indenture with The Bank of New York Mellon Trust Company to obtain financing of the renovation and expansion of the University's athletic field house. Financing of the project is through the issuance of $6,000,000 University Revenue Bonds, Series 2009. The bonds have a yearly fixed rate of interest at 3.93% and are due in varying installments through 2030.

The following is a detailed summary of bonds payable for the athletics department for the year ended June 30, 2024:

Issue	Date of Issue	Original Issue	Principal Outstanding June 30, 2023	Issued (Redeemed)	Principal Outstanding June 30, 2024	Maturity (Years)	Interest Rates	Interest Outstanding June 30, 2024
University Field House Project – Series 2009	August 6, 2009	$6,000,000	$2,640,000	($335,000)	$2,305,000	2030	3.93%	$281,879

Fiscal Year Ending	Principal	Interest	Total
2025	$350,000	$83,709	$433,709
2026	360,000	69,758	429,758
2027	375,000	55,315	430,315
2028	390,000	40,283	430,283
2029	410,000	24,563	434,563
2030	420,000	8,251	428,251
Total	$2,305,000	$281,879	$2,586,879

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.

UNAUDITED

APPENDIX A

ATHLETICS DEPARTMENT
MCNEESE STATE UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA

Major Revenue and Expense Analysis
For the Year Ended June 30, 2024

Accounts Exceeding 10% Threshold and Variation Greater Than 10%	Fiscal Year 2024	Fiscal Year 2023	Increase/ (Decrease)	Percent Variance	
Operating Revenues per Statement A					
Direct institutional support	$6,379,766	$7,131,511	($751,745)	(11%)	1
Contributions	$2,452,968	$1,892,497	$560,471	30%	2
Royalties, licensing, advertisement and sponsorships	$1,565,304	$1,325,352	$239,952	18%	3
Operating Expenses per Statement A					
Coaching salaries, benefits, and bonuses paid by the University and related entities	$3,115,948	$2,624,427	$491,521	19%	4
Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities	$1,995,950	$1,761,056	$234,894	13%	5
Team travel	$1,904,363	$1,281,037	$623,326	49%	6

Budget	Fiscal Year 2024 - Actual	Fiscal Year 2024 - Budget	Increase/ (Decrease)	Percent Variance	
Contributions	$2,452,968	$326,207	$2,126,761	652%	7
Royalties, licensing, advertisement and sponsorships	$1,565,304	$1,400,000	$165,304	12%	8
Team travel	$1,904,363	$1,315,000	$589,363	45%	9

NOTES:

1. The year-end Community Support Funds for fiscal year 2024 were lower then fiscal year 2023 by $611,000, and insurance recoveries decreased by $171,000.
2. The Athletics Department had an increase in its recruiting efforts, team travel, athletic meals, and direct overhead, which resulted in an increase in contributions from the McNeese State University Foundation by approximately $450,000.
3. There was an increase in corporate sponsorships for wall signs of $177,000 and an increase in the trade outs of $73,000.
4. There was an increase in amounts paid to the head basketball coaches of $293,052 and increases for many other coaches in addition to new benefits not provided in prior years.
5. Salaries increased for many staff in addition to new benefits not provided in prior years.
6. The University had several teams make it to the playoffs, which contributed to additional team travel.
7. The University received more donations and foundation contributions than were expected.
8. The McNeese State University Foundation exceeded its fundraising efforts and was able to contribute additional funds over the amount budgeted.
9. Actual costs of team travel exceeded the budget due to conference realignment, non-finalized schedules, and increased costs on most items after the submission of the budget.