

ATHLETIC DEPARTMENT
NICHOLLS STATE UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA



AGREED-UPON PROCEDURES REPORT
ISSUED FEBRUARY 4, 2015

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LOUISIANA LEGISLATIVE AUDITOR
DARYL G. PURPERA, CPA, CFE

January 15, 2015

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

**DR. BRUCE T. MURPHY, PRESIDENT
NICHOLLS STATE UNIVERSITY
UNIVERSITY OF LOUISIANA SYSTEM
STATE OF LOUISIANA**
Thibodaux, Louisiana

We have performed the procedures enumerated below that were agreed to by you as president of Nicholls State University (University), solely to assist you in evaluating whether the accompanying Statement of Revenues and Expenses (Statement) of the Nicholls State University Athletic Department is in compliance with the National Collegiate Athletic Association (NCAA) Constitution 3.2.4.16 for the year ended June 30, 2014, 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, 2014. University management is responsible for the Statement (Unaudited) and related note (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 procedures that we performed and associated 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 the 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 the 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 inquired of management about the involvement of the University's internal auditor in the intercollegiate athletics program and were informed the internal auditor conducted no athletics-related audits during the reporting period.
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 we considered necessary for the year ended June 30, 2014.
2. We verified the mathematical accuracy of the amounts on the Statement and agreed the amounts on 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 for June 30, 2013, and June 30, 2014, to identify variances of 20 percent or greater between individual revenue and expense accounts that are 5 percent or more of the total. We obtained and documented the University's explanations for any significant variations.

As a result of our procedures, we identified variances of 20 percent or greater in the following revenue and expense accounts that are 5 percent or more of the total:

Revenues

Student fees
Contributions

Expenses

Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities
Other operating expenses

5. We compared the budgeted revenues and expenses to actual revenues and expenses for each major operating revenue and expense account for the year ended June 30, 2014, to identify any variances of 20 percent or greater in individual revenue and expense accounts that are 5 percent or more of the total. We obtained and documented the University's explanations for any significant variations.

As a result of our procedures, we identified variances of 20 percent or greater in the following individual revenue and expense accounts that are 5 percent or more of the total:

Revenues

Athletic gate receipts

Expenses

Operating services
Professional services

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 reconciliation for a random sample of one football, one basketball, and one baseball game. We recalculated the reconciliations for the games tested.

We found no exceptions as a result of these procedures.

2. Based on the University's methodology for allocating student fees to the intercollegiate athletics program, we compared and agreed student fees reported in the Statement to student enrollment and obtained explanations from the University regarding any variances in excess of 5 percent. We recalculated the totals.

We found no exceptions as a result of these procedures.

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

We found no exceptions as a result of these procedures.

4. We obtained and reviewed supporting documentation for each contribution 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) not included above (e.g., contributions by corporate sponsors) that constitutes 10 percent or more of all contributions received for intercollegiate athletics during the reporting period.

The Nicholls State University Foundation, Inc., is an outside organization that contributed monies, goods, or services for or on behalf of the athletic department that exceed 10 percent of total contributions.

5. We inquired of management regarding 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 and were informed by management that no direct state or other governmental support was received during the reporting period.
6. We compared direct institutional support recorded by the University during the reporting period with state appropriations, institutional authorizations, and/or other corroborative supporting documentation and recalculated the totals.

We found no exceptions as a result of these procedures.

7. We compared indirect facilities and administrative support recorded by the University during the reporting period with state appropriations, institutional authorizations, and/or other corroborative supporting documentation and recalculated the totals.

We found no exceptions as a result of these procedures.

8. Based on the relevant terms and conditions of one randomly-selected agreement related to the University's participation in revenues from NCAA/conference

tournaments during the reporting period, we compared and agreed the related revenues to the University's general ledger and/or the Statement. We recalculated the totals.

We found no exceptions as a result of these procedures.

9. Based on the relevant terms and conditions of all agreements related to the University's participation in revenues from broadcasts, television, radio, and Internet rights during the reporting period, we compared and agreed related revenues to the general ledger and/or the Statement. We recalculated the totals.

We found no exceptions as a result of these procedures.

10. Based on the relevant terms and conditions of all 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 general ledger and/or the Statement. We recalculated the totals.

We found no exceptions as a result of these procedures.

11. We obtained a schedule listing all sports-camp contracts between the University and the person conducting University sports camps or clinics during the reporting period, the total amount of revenue generated for each camp, the charge per participant, and the number of participants for each camp. We randomly selected one individual camp participant cash receipt from the schedule and agreed the cash receipt to the Statement based on the University's methodology for recording revenues for the camps. We recalculated the totals.

We found no exceptions as a result of these procedures.

12. We inquired with management regarding endowment agreements and investment income received for the reporting period and were informed by management that the University did not have any endowment agreements or receive revenues from investment income in support of the athletic department during the reporting period.

13. We randomly selected one operating revenue receipt from each category not previously mentioned and agreed 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 four students from the listing of University student aid recipients during the reporting period, 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 recalculated the totals.

We found no exceptions as a result of these procedures.

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

We found no exceptions as a result of these procedures.

3. We obtained and inspected one contractual agreement pertaining to expenses recorded by the University from a guaranteed contest during the reporting period and compared and agreed related expenses by the University during the reporting period to the general ledger and/or Statement. We recalculated the totals.

We found no exceptions as a result of these procedures.

4. We obtained and inspected from management a list of coaches and support staff/administrative personnel paid by the University and related entities during the reporting period. We selected a random sample of three support staff/administrative personnel and all head coaches from football, men's and women's basketball, and baseball. The following procedures were performed:

- (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.
- (b) We obtained and inspected W-2s and 1099s for each selection.
- (c) We compared and agreed related W-2s and 1099s for each selection to the related salaries, benefits, and bonuses paid by the University and related entities' expenses recorded by the University in the Statement during the reporting period.
- (d) 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 employed by third parties and were informed by management that the University did not have any coaches and support staff/administrative personnel employed by third parties during the reporting period.
6. We inquired of management regarding severance payments to athletic department employees and were informed by management that the University has no severance payments as defined by the NCAA during the reporting period.

We noted that \$21,190 representing payments for employees' leave balances that should have been reported as coaching or support staff/administrative salaries,

benefits, and bonuses paid by the University and related entities was misclassified as severance payments. Management corrected Statement A.

7. We compared and agreed the University's recruiting expense policies to existing University and NCAA-related policies.

We found no exceptions as a result of this procedure.

8. We compared and agreed the University's team travel policies to existing University and NCAA-related policies.

We found no exceptions as a result of this procedure.

9. We obtained and documented the University's methodology for allocating indirect facilities support. We summed the indirect facilities support and indirect institutional support totals reported by the University in the Statement and determined if they were presented in accordance with the University's methodology for allocating indirect facilities support. We compared and agreed indirect facilities and administrative support reported by the University in the Statement to the corresponding revenue category (indirect facilities and administrative support) reported by the University's general ledger. We recalculated the totals.

We found no exceptions as a result of these procedures.

10. We randomly selected one operating expense from each category not previously mentioned and agreed to adequate supporting documentation. 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 listing of any contributions 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 constituted 10 percent or more of all contributions received for intercollegiate athletics during the reporting period and ensured the source(s) of funds, goods, and services as well as the value associated with these items were properly disclosed within the notes to the Statement.

The Nicholls State University Foundation, Inc., is an outside organization that contributed monies, goods, or services for or on behalf of the athletic department that exceed 10 percent of the total contributions (note 1).

**MINIMUM AGREED-UPON PROCEDURES FOR
AFFILIATED AND OUTSIDE ORGANIZATIONS**

1. We obtained written representations from management of the University that the listing of all known affiliated and outside organizations 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 disbursement 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 revenue 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.

	<u>Nicholls State University Foundation, Inc.</u>
REVENUES	
Guarantees	\$140,000
Contributions	670,520
Compensation and benefits provided by a third party	12,300
Broadcast, television, radio, and Internet rights	1,030
Royalties, licensing, advertisements, and sponsorship	1,050
Other	40,568
Total revenues	<u>865,468</u>
EXPENSES	
Athletic student aid	37,542
Coaching salaries, benefits, and bonuses paid by the University and related entities	48,625
Coaching other compensation and benefits paid by a third party	8,400
Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities	64,398
Support staff/administrative other compensation and benefits paid by a third party	3,900
Recruiting	60,671
Team travel	7,448
Equipment, uniforms, and supplies	78,763
Game expenses	159,444
Fund raising, marketing, and promotion	18,124
Direct facilities and administrative support	57,894
Medical expenses and medical insurance	2,522
Memberships and/or dues	7,583
Other	417,425
Total expenses	<u>972,739</u>
DEFICIENCY OF REVENUES UNDER EXPENSES	<u><u>(\$107,271)</u></u>

4. We obtained written representations as to the fair presentation of the summary schedule and agreed the amounts reported to the University's general ledger.

We found no exceptions as a result of these procedures.

5. 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 Nicholls State University Foundation, Inc., are being audited by an independent certified public accounting firm for the year ended June 30, 2014. The audit report has not been issued as of January 15, 2015.

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 3.2.4.16 or on the effectiveness of the University Athletic Department's internal control over financial reporting for the year ended June 30, 2014. 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,

A handwritten signature in blue ink that reads "Daryl G. Purpera". The signature is written in a cursive style with a large, prominent initial "D".

Daryl G. Purpera, CPA, CFE
Legislative Auditor

JRH:CGEW:EFS:aa

NSU NCAA 2014

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

**Statement of Revenues and Expenses
For the Year Ended June 30, 2014**

	FOOTBALL	MEN'S BASKETBALL	WOMEN'S BASKETBALL	OTHER SPORTS	NON- PROGRAM SPECIFIC	TOTAL
REVENUES						
Operating revenues:						
Ticket sales	\$98,080	\$12,125	\$11,203	\$47,332	(\$252)	\$168,488
Student fees	608,665	138,124	317,560	1,209,082		2,273,431
Guarantees	965,000	413,500	56,000	2,000		1,436,500
Contributions	95,438	39,354	80,029	194,542	854,416	1,263,779
Compensation and benefits provided by third party	4,200	4,200			3,900	12,300
Direct institutional support	532,597	120,861	361,181	1,224,663		2,239,302
Indirect facilities and administrative support					205,524	205,524
NCAA/conference distributions, including all tournament revenues	2,500			11,100	404,416	418,016
Broadcast, television, radio, and Internet rights					1,030	1,030
Program sales, concessions, novelty sales, and parking	16,643	820	774	4,785		23,022
Royalties, licensing, advertisements, and sponsorships					21,642	21,642
Sports-camp revenues				2,771		2,771
Other	1,000				46,425	47,425
Total operating revenues	<u>2,324,123</u>	<u>728,984</u>	<u>826,747</u>	<u>2,696,275</u>	<u>1,537,101</u>	<u>8,113,230</u>
EXPENSES						
Operating expenses:						
Athletics student aid	939,408	206,275	269,549	1,076,915	116,444	2,608,591
Guarantees	85,000			10,500		95,500
Coaching salaries, benefits, and bonuses paid by the University and related entities	580,925	212,874	204,079	594,311	48,626	1,640,815
Support staff/administrative salaries, benefits, and bonuses paid by the University and related entities					919,222	919,222
Coaching other compensation and benefits paid by a third party	4,200	4,200				8,400
Support staff/administrative other compensation and benefits paid by a third party					3,900	3,900
Recruiting	51,621	4,849	24,459	49,816	179	130,924
Team travel	352,135	96,030	99,374	317,925	3,891	869,355
Equipment, uniforms, and supplies	45,134	28,005	33,149	144,510	49,247	300,045
Game expenses	36,310	31,200	82,500	57,916	106,516	314,442
Fund raising, marketing, and promotion	3,722	143	286	2,886	97,460	104,497
Direct facilities, maintenance, and rental	2,243			43,547	127,243	173,033
Indirect facilities and administrative support					205,524	205,524
Medical expenses and medical insurance					66,515	66,515
Memberships and dues	60		320	2,700	50,361	53,441
Other operating expenses	52,065	106,537	23,662	54,983	370,587	607,834
Total operating expenses	<u>2,152,823</u>	<u>690,113</u>	<u>737,378</u>	<u>2,356,009</u>	<u>2,165,715</u>	<u>8,102,038</u>
EXCESS/(Deficiency) OF REVENUES OVER/(Under) EXPENSES	<u>\$171,300</u>	<u>\$38,871</u>	<u>\$89,369</u>	<u>\$340,266</u>	<u>(\$628,614)</u>	<u>\$11,192</u>

NOTE TO THE FINANCIAL STATEMENT
(UNAUDITED)

1. CONTRIBUTIONS

No individuals or outside organizations, other than the Nicholls State University Foundation (NSUF), contributed monies, goods, or services for, or on behalf of, the athletic department that exceeded 10 percent of the total contributions included in Statement A.

The athletic department received contributions totaling \$682,820 from NSUF for the year ended June 30, 2014. Contributions from NSUF on Statement A reflect gifts in the form of goods, services, and benefits paid for or on behalf of the athletic department as follows:

Contributions	\$670,520
Compensation and benefits provided by a third party	<u>12,300</u>
Total	<u><u>\$682,820</u></u>