



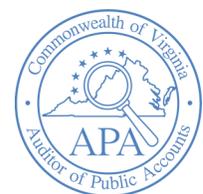
UNIVERSITY OF VIRGINIA

INTERCOLLEGIATE ATHLETICS PROGRAMS FOR THE YEAR ENDED JUNE 30, 2017

Auditor of Public Accounts
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Martha S. Mavredes, CPA
Auditor of Public Accounts

Commonwealth of Virginia

Auditor of Public Accounts

P.O. Box 1295
Richmond, Virginia 23218

January 16, 2018

The Honorable Ralph S. Northam
Governor of Virginia

The Honorable Robert D. Orrock, Sr.
Chairman, Joint Legislative Audit
And Review Commission

Teresa A. Sullivan
President, University of Virginia

INDEPENDENT ACCOUNTANT'S REPORT ON APPLYING AGREED-UPON PROCEDURES

We have performed the procedures enumerated below, which were agreed to by the President of the **University of Virginia**, solely to assist the University in evaluating whether the accompanying Schedule of Revenues and Expenses of Intercollegiate Athletics Programs of the University is in compliance with National Collegiate Athletic Association (NCAA) Constitution 3.2.4.15.1, for the year ended June 30, 2017. University management is responsible for the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs (Schedule) and the Schedule's compliance with NCAA requirements. The sufficiency of the procedures is solely the responsibility of the University. Consequently, we make no representation regarding sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

Agreed-Upon Procedures Related to the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs

Procedures described below were limited to material items. For the purpose of this report, and as defined in the agreed-upon procedures, items are considered material if they exceed four percent of total revenues or total expenses, as applicable. The procedures that we performed and our findings are as follows:

Internal Controls

1. We reviewed the relationship of internal control over Intercollegiate Athletics Programs to internal control reviewed in connection with our audit of the University's financial statements. In addition, we identified and reviewed those controls unique to Intercollegiate Athletics Programs, which were not reviewed in connection with our audit of the University's financial statements.
2. Intercollegiate Athletics Department management provided a current organizational chart. We also made certain inquiries of management regarding control consciousness, the use of internal audit in the department, competence of personnel, protection of records and equipment, and controls regarding information systems with the information technology department.
3. Intercollegiate Athletics Department management provided us with their process for gathering information on the nature and extent of affiliated and outside organizational activity for or on behalf of the University's Intercollegiate Athletics Programs. We tested these procedures as noted below.

Affiliated and Outside Organizations

4. Intercollegiate Athletics Department management identified all intercollegiate athletics-related affiliated and outside organizations and provided us with copies of audited financial statements for each such organization for the reporting period.
5. Intercollegiate Athletics Department management prepared and provided to us a summary of revenues and expenses for or on behalf of the intercollegiate athletics programs by affiliated and outside organizations included in the Schedule.
6. Intercollegiate Athletics Department management provided to us any additional reports regarding internal control matters identified during the audits of affiliated and outside organizations performed by independent public accountants. We were not made aware of any internal control findings.

Schedule of Revenues and Expenses of Intercollegiate Athletics Programs

7. Intercollegiate Athletics Department management provided to us the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs for the year ended June 30, 2017, as prepared by the University and shown in this report. We recalculated the addition of the amounts in the Schedule, traced the amounts on the Schedule to management's trial balance worksheets, and agreed the amounts in management's trial balance worksheets to the Intercollegiate Athletics Department's accounts in the accounting records. We noted no differences between the amounts in the Intercollegiate Athletics Department's accounting records and the amounts on the trial balance. We

discussed the nature of adjusting journal entries with management and are satisfied that the adjustments are appropriate.

8. We compared each major revenue and expense account over ten percent of total revenues or total expenses, respectively, to prior period amounts and budget estimates. Variances exceeding ten percent of prior period amounts or budget estimates are explained below:

| <u>Line Item</u> | <u>Explanation</u> |
|------------------|--|
| Ticket Sales | The University experienced a 16 percent decline in ticket sales during fiscal year 2017 as a result of underperformance with respect to budgeted ticket sales and fewer football home games than in the prior year. |
| Contributions | The University experienced an 18 percent decrease in contributions due to the football fieldhouse loan being fully paid. In addition, gifts supporting the operation of various athletic facilities and programs collectively decreased. |

Revenues

9. We performed a walkthrough of the University's process for selling tickets and recording ticket sales revenue. We received a summary report of tickets sold by sport from the University's ticketing system and agreed ticket sales revenue for all tickets sold by comparing the summary report to total revenue recorded in the general ledger and the Schedule. We compared numbers of tickets sold to total announced attendance for each sport. We determined the amounts reported in the Schedule to be substantially in agreement with the amounts reported in the ticketing system.
10. We obtained an understanding of the institution's methodology for allocating student fees to intercollegiate athletics programs. We compared student fees reported in the Schedule to amounts reported in the accounting records and an expected amount based on fee rates and enrollment. We found these amounts to be substantially in agreement with minor differences attributes to the methodology used for projecting student fee revenue.
11. Intercollegiate Athletics Department management provided us with a listing of settlement reports and game guarantee agreements for away games during the reporting period. This amount was deemed to be immaterial for detailed testing.

12. Intercollegiate Athletics Department management provided us with a listing of all contributions of moneys, goods or services received directly by the Intercollegiate Athletics Programs from any affiliated or outside organization, agency or group of individuals that constitutes ten percent or more of all contributions received during the reporting period. Except for contributions received from the Virginia Athletic Foundation, an affiliated organization, we noted no individual contribution that constituted more than ten percent of total contributions received for Intercollegiate Athletics Programs. We reviewed contributions from the Virginia Athletic Foundation, which exceeded ten percent of all contributions, and agreed them to supporting documentation.
13. We obtained the amount of in-kind contribution revenue reported in the Schedule during the reporting period. This amount was deemed to be immaterial for detailed testing.
14. Intercollegiate Athletics Department management provided us with a listing and copies of all agreements related to participation in revenues from broadcast, television, radio, internet, and e-commerce rights. We gained an understanding of the relevant terms of the agreements and agreed selected amounts to proper posting in the accounting records and supporting documentation.
15. Intercollegiate Athletics Department management provided us with a listing and copies of all agreements related to participation in revenues from tournaments, conference distributions, and NCAA distributions. We gained an understanding of the terms of the agreements and agreed selected amounts to proper posting in the accounting records and supporting documentation.
16. We obtained the amount of revenue related to program sales, concessions, novelty sales, and parking reported in the Schedule during the reporting period. This amount was deemed to be immaterial for detailed testing.
17. Intercollegiate Athletics Department management provided us with a listing and copies of all agreements related to participation in revenues from royalties, licensing, advertisements, and sponsorships. We gained an understanding of the terms of the agreements and agreed selected amounts to proper posting in the accounting records and supporting documentation.
18. We obtained an understanding of the University's methodology for recording revenues from sport camps. This amount was deemed to be immaterial for detailed testing.
19. We obtained the amount of revenue related to endowments and investments reported in the Schedule during the reporting period. The amount was deemed to be immaterial for detailed testing.

20. We obtained the amount of revenue related to other revenue reported in the Schedule during the reporting period. This amount was deemed to be immaterial for detailed testing.

Expenses

21. Intercollegiate Athletics Department management provided us a listing of institutional student aid recipients during the reporting period. Since the University used the NCAA Compliance Assistant software to prepare athletic aid detail, we selected 42 individual student-athletes across all sports and obtained the students' account detail from the institution's student information system. We agreed each student's information to the information reported in the NCAA Membership Financial Reporting System. We also ensured that the total aid amount for each sport agreed to amounts reported as Financial Aid in the student accounting system.
22. Intercollegiate Athletics Department management provided us with a listing of settlement reports and game guarantee agreements for home games during the reporting period. This amount was deemed to be immaterial for detailed testing.
23. Intercollegiate Athletics Department management provided us with a listing of coaches, support staff, and administrative personnel employed and paid by the University during the reporting period. We selected and tested individuals, including football and men's and women's basketball coaches, and compared amounts paid during the fiscal year from the payroll accounting system to their contract, other employment agreement documents, or other approved payroll information. We found that recorded expenses equaled amounts paid as salary and bonuses and were in agreement with approved contracts or other documentation.
24. We obtained the amount of expenses related to severance payments reported in the Schedule during the reporting period. We deemed the amount to be immaterial for detailed testing.
25. We discussed the Intercollegiate Athletics Department's recruiting expense and team travel policies with Intercollegiate Athletics Department management and documented an understanding of those policies. We compared these policies to existing University and NCAA policies and noted substantial agreement of those policies.
26. We selected a sample of disbursements for team travel, direct overhead and administrative expenses, and other operating expenses. We compared and agreed the selected operating expenses to adequate supporting documentation. We found all reviewed amounts to be properly approved, reasonable to intercollegiate athletics, and properly recorded in the accounting records.
27. We obtained a listing of debt service payments, lease payments, and rental fees for athletics facilities for the reporting year. We selected a sample of facility payments

included in the Schedule, including the two highest facility payments, and agreed them to supporting documentation.

28. We obtained an understanding of the University's methodology for charging indirect cost to the athletic department. We evaluated indirect cost charges for reasonableness and noted proper reporting of these charges in the Schedule.

Other Reporting Items

29. We obtained repayment schedules for all outstanding intercollegiate athletics debt during the reporting period. We recalculated annual maturities reporting in the notes to the Schedule and agreed total annual maturities and total outstanding athletic related debt to supporting documentation.
30. We agreed total outstanding institutional debt to supporting debt schedules and the University's audited financial statements.
31. We agreed the fair value of athletics dedicated endowments to supporting documentation provided by the University.
32. We agreed the fair value of institutional endowments to supporting documentation, including the audited financial statements of the University.
33. We obtained a schedule of athletics related capital expenditures made during the period. We selected a sample of transactions to validate existence and accuracy of recording and recalculated totals.

Additional Procedures

34. We compared the sports sponsored, as reported in the NCAA Membership Financial Reporting System, to the squad lists of the institution. We noted agreement of the sports reported.
35. We obtained the institution's Sports Sponsorship and Demographics Forms Report for the reporting year. We validated that the countable sports identified by the institution met the minimum requirements for number of contests and minimum number of participants as defined in NCAA Bylaw 20.9.6.3. We ensured that countable sports have been properly identified in the NCAA Membership Financial Reporting System for the purpose of revenue distribution calculations.
36. We obtained a listing of student-athletes receiving Pell Grant awards from the institution's student information system and attempted to agree the total value of these Pell Grants to the amount reported in the NCAA Membership Financial Reporting System. We noted a difference of \$530 between the amounts reported in the respective systems.

This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. We were not engaged to and did not conduct an audit, the objective of which would be the expression of an opinion on the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs or any of the accounts or items referred to above. Accordingly, we do not express such an opinion. Had we performed additional procedures or had we conducted an audit of any financial statements of the Intercollegiate Athletics Department of the University of Virginia in accordance with generally accepted auditing standards, other matters might have come to our attention that would have been reported to the University. This report relates only to the accounts and items specified above and does not extend to the financial statements of the University of Virginia or its Intercollegiate Athletics Department taken as a whole.

This report is intended solely for the information and use of the President and the University and is not intended to be and should not be used by anyone other than these specified parties. However, this report is a matter of public record and its distribution is not limited.

AUDITOR OF PUBLIC ACCOUNTS

EMS/clj

UNIVERSITY OF VIRGINIA
SCHEDULE OF REVENUES AND EXPENSES OF
INTERCOLLEGIATE ATHLETICS PROGRAMS
For the year ended June 30, 2017

| | Football | Men's Basketball | Women's Basketball | Baseball | Track & Field | Other Sports | Non-Program Specific | Total |
|--|---------------------|-----------------------------|-------------------------------|-----------------------|------------------------------|-----------------------|---------------------------------|-----------------------|
| Operating revenues: | | | | | | | | |
| Ticket sales | \$ 6,994,893 | \$ 4,072,910 | \$ 148,303 | \$ 454,013 | \$ - | \$ 179,963 | \$ 489,215 | \$ 12,339,296 |
| Student fees | - | - | - | - | - | - | 13,942,471 | 13,942,471 |
| Guarantees | 625,000 | - | - | - | - | 19,432 | - | 644,432 |
| Contributions | 4,249,407 | 2,015,373 | 749,152 | 809,796 | 1,714,949 | 10,975,264 | 5,095,262 | 25,609,203 |
| In-Kind | 2,580 | 10,000 | - | - | 6,846 | 111,702 | 387,539 | 518,668 |
| Media rights | 13,308,334 | 3,327,084 | - | - | - | - | - | 16,635,418 |
| NCAA distributions | - | 76,875 | 1,750 | 16,725 | 46,078 | 167,024 | 2,547,823 | 2,856,275 |
| Conference distributions (non-media or bowl) | 232,581 | 228,038 | 203,778 | 140,697 | 108,611 | 289,723 | 5,494,075 | 6,697,503 |
| Program, novelty, parking, and concession sales | 442,329 | 261,598 | 38,254 | 122,082 | - | 46,646 | 20,308 | 931,217 |
| Royalties, licensing, advertisement and sponsorships | - | 6,000 | - | 15,000 | - | 131,000 | 8,323,542 | 8,475,542 |
| Sports camp revenues | - | - | - | - | - | - | 147,180 | 147,180 |
| Athletics restricted endowment and investments income | - | - | - | - | - | - | 2,340,107 | 2,340,107 |
| Other operating revenue | 5,100 | - | - | - | 35,237 | 2,000 | 1,685,526 | 1,727,863 |
| Total operating revenues | 25,860,225 | 9,997,876 | 1,141,237 | 1,558,312 | 1,911,721 | 11,922,754 | 40,473,049 | 92,865,175 |
| Operating expenses: | | | | | | | | |
| Athletic student aid | 4,249,407 | 875,364 | 749,152 | 583,716 | 1,676,476 | 9,329,480 | 391,745 | 17,855,339 |
| Guarantees | 1,225,000 | 430,000 | 72,000 | 31,000 | - | 15,000 | - | 1,773,000 |
| Coaching salaries, benefits, and bonuses paid by the University and related entities | 7,891,105 | 3,899,350 | 1,663,394 | 1,570,705 | 646,222 | 5,793,746 | - | 21,464,522 |
| Support staff/administrative compensation, benefits, and bonuses paid by the University and related entities | 1,358,126 | 853,461 | 354,027 | 136,388 | 36,591 | 298,695 | 13,436,216 | 16,473,504 |
| Severance payments | 1,277,006 | - | - | - | - | 543,498 | 155,545 | 1,976,049 |
| Recruiting | 657,706 | 269,501 | 111,679 | 62,014 | 47,854 | 439,353 | (41) | 1,588,067 |
| Team travel | 1,351,999 | 899,449 | 620,133 | 466,168 | 571,171 | 2,509,788 | - | 6,418,707 |
| Sports equipment, uniforms, and supplies | 699,888 | 85,524 | 76,534 | 93,165 | 147,021 | 766,699 | - | 1,868,833 |
| Game expenses | 1,377,234 | 862,103 | 454,805 | 495,976 | 147,099 | 433,540 | - | 3,770,756 |
| Fundraising, marketing and promotion | 223,001 | 76,329 | 20,528 | 29,478 | 4,830 | 56,959 | 81,457 | 492,581 |
| Sports camp expenses | - | - | - | - | - | - | 187,459 | 187,459 |
| Spirit groups | 41,636 | - | - | - | - | - | 136,976 | 178,612 |
| Athletic facility leases and rental fees | - | - | - | - | - | - | 679,222 | 679,222 |
| Athletic facility debt service | - | - | - | - | - | - | 8,781,217 | 8,781,217 |
| Direct overhead and administrative expenses | 1,194,367 | 50,626 | 12,348 | 38,069 | 39,226 | 286,355 | 4,723,042 | 6,344,033 |
| Indirect cost paid to the institution by athletics | - | - | - | - | - | - | 3,461,000 | 3,461,000 |
| Medical expenses and insurance | 109,201 | 24,398 | 12,698 | 24,530 | 76,961 | 248,715 | 908,944 | 1,405,448 |
| Memberships and dues | 4,317 | - | 130 | 580 | 2,700 | 16,775 | 69,641 | 94,142 |
| Student-Athlete Meals (non-travel) | 3,991 | 4,534 | 8,040 | 2,892 | 1,396 | 29,185 | 1,057,273 | 1,107,312 |
| Other operating expenses | 619,751 | 321,967 | 122,275 | 51,503 | 42,118 | 354,985 | 2,892,113 | 4,404,712 |
| Total operating expenses | 22,283,734 | 8,660,247 | 4,286,485 | 3,586,403 | 3,439,666 | 21,153,109 | 36,914,871 | 100,324,517 |
| Excess (deficiency) of revenues over (under) expenses | \$ 3,576,491 | \$ 1,337,629 | \$ (3,145,248) | \$ (2,028,091) | \$ (1,527,944) | \$ (9,230,355) | \$ 3,558,178 | \$ (7,459,342) |
| Other Reporting Items: | | | | | | | | |
| Total athletics-related debt | | | | | | | | \$62,478,876 |
| Total institutional debt | | | | | | | | \$1,603,907,503 |
| Value of athletics-dedicated endowments | | | | | | | | \$144,637,183 |
| Value of institutional endowments | | | | | | | | \$6,285,198,750 |
| Total athletics-related capital expenditures | | | | | | | | \$7,410,224 |

The accompanying Notes to the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs are an integral part of this Schedule.

UNIVERSITY OF VIRGINIA
NOTES TO SCHEDULE OF REVENUES AND EXPENSES OF
INTERCOLLEGIATE ATHLETICS PROGRAMS
FOR THE YEAR ENDED JUNE 30, 2017

1. BASIS OF PRESENTATION

The accompanying Schedule of Revenues and Expenses of Intercollegiate Athletics Programs has been prepared on the accrual basis of accounting. The purpose of the Schedule is to present a summary of revenues and expenses of the intercollegiate athletics programs of the University for the year ended June 30, 2017. The Schedule includes those intercollegiate athletics revenues and expenses made on behalf of the University's athletics programs by outside organizations not under the accounting control of the University. Because the Schedule presents only a selected portion of the activities of the University, it is not intended to and does not present either the financial position, changes in financial position, or cash flows for the year presented. Revenues and expenses directly identifiable with each category of sport presented are reported accordingly. Revenues and expenses not directly identifiable to a specific sport are reported under the category "Non-Program Specific."

2. AFFILIATED ORGANIZATIONS

The University received \$27,721,969 in operating contributions from the Virginia Athletics Foundation (VAF). This amount includes approximately \$17,580,762 for scholarships for student-athletes, \$4,538,762 for operating expenses and \$1,594,099, which is used to fund capital expenses. Due to NCAA reporting requirements, these capital expenses are not recorded in the Schedule of Revenues and Expenses.

It also includes approximately \$116,512 paid directly by VAF for the benefit of University Athletics, for fundraising and operating expenses, as well as for improvements and equipment. In addition, the University received \$3,891,834 from VAF, which the University is currently using to fund debt service for Scott Stadium and the John Paul Jones Arena. These amounts are included in the accompanying Schedule in Contributions revenue.

3. CAPITAL ASSETS

Capital assets are stated at cost at date of acquisition, or fair market value at date of donation in the case of gifts. The University capitalizes construction costs that have a value or cost in excess of \$250,000 at the date of acquisition. Renovations in excess of \$250,000 are capitalized if they significantly extend the useful life of the existing asset. The Academic Division (which includes Athletics) capitalizes moveable equipment at a value or cost of \$5,000 and an expected useful life of two or more years. Maintenance or renovation expenses of \$250,000 or more are

capitalized only to the extent that such expenses prolong the life of the asset or otherwise enhance its capacity to render service.

Depreciation of buildings, improvements other than buildings, and infrastructure is provided on a straight-line basis over the estimated useful lives ranging from ten to 50 years. Depreciation of equipment and capitalized software is provided on a straight-line basis over estimated useful lives ranging from three to twenty years.

Capital assets related to construction are capitalized as expenses are incurred. Projects that have not been completed as of the date of the statement of net position are classified as Construction in Process. Construction period interest cost in excess of earnings associated with the debt proceeds is capitalized as a component of the capital asset. Capital assets, such as roads, parking lots, sidewalks, and other non-building structures and improvements are capitalized as infrastructure and depreciated accordingly.

A summary of the various capital asset categories relating to Athletics for the year ending June 30, 2017, is presented below. The summary presents total amounts for capital assets that are used some or all of the time for intercollegiate athletic activities, including the John Paul Jones Arena. While all basketball games will be played in the Arena, it hosts many non-Athletic events.

| | Balance at June 30, 2017 |
|---------------------------------------|-----------------------------|
| <hr/> | |
| Non-depreciable Capital Assets: | |
| Construction in Progress | \$ 2,267,767 |
| Total Non-depreciable Capital Assets | <u>2,267,767</u> |
| | |
| Depreciable Capital Assets: | |
| Buildings | 235,634,609 |
| Infrastructure | 12,712,719 |
| Equipment | 3,289,858 |
| Improvements other than buildings | <u>112,053,588</u> |
| Total depreciable capital assets | <u>363,690,774</u> |
| | |
| Less Accumulated Depreciation for: | |
| Buildings | 85,412,624 |
| Infrastructure | 4,409,087 |
| Equipment | 2,704,794 |
| Improvements other than buildings | <u>86,628,745</u> |
| Total accumulated depreciation | <u>179,155,250</u> |
| | |
| Total Depreciable Capital Assets, Net | <u>184,535,524</u> |
| Total Capital Assets, Net | <u>\$186,803,291</u> |

4. LONG-TERM DEBT

Long-term Debt Related to Athletics:

| Description | Interest Rates | Maturity | Balance at June 30, 2017 |
|-------------------------------|----------------|----------|-----------------------------|
| Revenue Bonds: | | | |
| Scott Stadium/JPJ Arena Combo | 3.81% | 2024 | <u>\$62,478,876</u> |
| Total Long-term Debt | | | <u>\$62,478,876</u> |

| Long-term debt maturities: | Fiscal Year | Principal | Interest |
|----------------------------|-------------|---------------------|---------------------|
| | 2018 | \$ 5,149,889 | \$ 2,184,234 |
| | 2019 | 5,149,889 | 1,988,024 |
| | 2020 | 5,149,889 | 1,791,813 |
| | 2021 | 5,149,889 | 1,595,602 |
| | 2022 | 5,149,889 | 1,399,391 |
| | 2023-2026 | <u>36,729,429</u> | <u>3,023,648</u> |
| | Total | <u>\$62,478,876</u> | <u>\$11,982,712</u> |

5. ALLOCATION OF ATHLETIC OVERHEAD COSTS

The University recovers overhead from all auxiliary enterprises, including Athletics, by applying an indirect cost rate to the auxiliary enterprise's expense base. This rate is calculated every two years. The rate in effect for the year ended June 30, 2017 was 5.3 percent and generated \$3,461,000 in overhead recoveries from Athletics.

6. NON-REVENUE FUNDING SOURCES

The athletics department used \$2,453,075 from athletics reserves from previous years' surplus. This is not reflected as current year revenues to avoid double counting revenue recognized in previous years. The athletics department also received an operating loan from the University that allows the department to run a deficit for the 2017 fiscal year, with the agreement that the athletics department will repay the loan over future years.

UNIVERSITY OF VIRGINIA

As of June 30, 2017

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Jeffrey C. Walker

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Student Representative

Nina J. Solenski
Faculty Representative

Susan G. Harris
Secretary to the Board of Visitors

ADMINISTRATIVE OFFICERS

As of January 16, 2018

Teresa A. Sullivan
President

Patrick D. Hogan
Executive Vice President and Chief Operating Officer

Carla G. Williams
Director of Intercollegiate Athletic Programs

Steven A. Pritzker
Senior Associate Athletic Director for Business Operations/CFO