

THE UNIVERSITY OF TOLEDO
NCAA AGREED-UPON PROCEDURES
YEAR ENDED JUNE 30, 2020



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We have reviewed the *Independent Accountants' Report on Applying Agreed-Upon Procedures* of the University of Toledo NCAA Report, Lucas County, prepared by CliftonLarsonAllen LLP, for the audit period July 1, 2019 through June 30, 2020. Based upon this review, we have accepted these reports in lieu of the audit required by Section 117.11, Revised Code. The Auditor of State did not audit the accompanying financial statements and, accordingly, we are unable to express, and do not express an opinion on them.

Our review was made in reference to the applicable sections of legislative criteria, as reflected by the Ohio Constitution, and the Revised Code, policies, procedures and guidelines of the Auditor of State, regulations and grant requirements. The University of Toledo is responsible for compliance with these laws and regulations.

A handwritten signature in black ink that reads "Keith Faber".

Keith Faber
Auditor of State
Columbus, Ohio

December 08, 2020 |

**THE UNIVERSITY OF TOLEDO
NCAA AGREED-UPON PROCEDURES
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INDEPENDENT ACCOUNTANTS' REPORT ON APPLYING AGREED-UPON PROCEDURES

Dr. Gregory Postel, Interim President
The University of Toledo
Toledo, Ohio

We have performed the procedures enumerated below, which were agreed to by the President of the University of Toledo (the Institution), solely to assist you in evaluating whether the accompanying Intercollegiate Athletics Program statement of revenues and expenses (the statement) of the University of Toledo is in compliance with the National Collegiate Athletic Association (NCAA) Bylaw 3.2.4.17 for the year ended June 30, 2020. The University of Toledo's management is responsible for the statement and the statement's compliance with those requirements. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures enumerated below either for the purpose for which this report has been requested or for any other purpose.

AGREED-UPON PROCEDURES RELATED TO THE STATEMENT OF REVENUES AND EXPENSES

The procedures that we performed and our findings are as follows:

Internal Control Structure

A. Related to the Institution's internal control structure:

- We met with the Executive Director of Internal Audit and Chief Compliance Officer and inquired about the general control environment over intercollegiate athletic finances, the level of control consciousness in the Institution, the competence of personnel, and the protection of records and equipment.
- We obtained the University's audited financial statements for the year ended June 30, 2020, any additional reports regarding internal control, and any corrective action taken in response to comments concerning the internal control structure.
- We obtained documentation of the accounting systems and procedures unique to the Intercollegiate Athletics Department.
- Cash disbursements and athletic employee payroll were addressed in connection with the audit of the Institution's financial statements.

No exceptions noted.

NCAA Reporting

B. We compared and agreed the sports sponsored reported in the NCAA Membership Financial Reporting System to the squad lists of the Institution. The NCAA Membership Financial Reporting System populates the sports from the NCAA Membership Database as they are reported by the Institution.

Results: We noted no exceptions.

C. We compared current year Grants-in-Aid revenue distribution equivalencies to prior year reported equivalencies per the Membership Financial Report submission.

Results: Only football had a variance +/-4% due to a number of mid-year replacement student-athletes in FY20 than in FY19. Mid-year replacements occur due to student-athletes who graduate in December, and the number varies year to year. Explanation is considered reasonable. No exception noted.

D. 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 ensured that the Institution has properly reported these sports as countable for revenue distribution purposes within the NCAA Membership Financial Reporting System.

Results: We noted no exceptions.

E. We compared current year number of Sports Sponsored to prior year reported total per the Membership Financial Report submission.

Results: We noted no exceptions.

F. For Pell Grants: 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 Grant-in-Aid, Pell Grant recipients on Partial Grants-in-Aid and Pell Grant recipients with no Grants-in-Aid) and the total value of these Pell Grants reported in the NCAA Membership Financial Reporting System to a report, generated out of the Institution's financial aid records, of all student-athlete Pell Grants.

Results: We noted no exceptions.

G. We compared current year Pell Grants total to prior year reported total per the Membership Financial Report submission.

Results: We noted no exceptions.

Notes and Disclosures

H. We obtained the Institution's policies and procedures for acquiring, approving, depreciating, and disposing of intercollegiate athletics-related assets, and reviewed them for consistency with the University's policies as described in Note 1 to the statement. We agreed the schedule to the Institution's general ledger. We obtained repayment schedules for all outstanding intercollegiate athletics debt maintained by the Institution during the reporting period. We recalculated annual maturities (consisting of principal and interest) provided in the schedules obtained and agreed the total annual maturities to supporting documentation and the Institution's general ledger, as applicable. The repayment schedule(s) are included in Note 2 to the statement.

Results: We noted no exceptions.

- I. Changes in loan, endowment, or plant funds related to intercollegiate athletics were not included in the Statement.
- 1) We obtained significant additions to restricted funds related to intercollegiate athletics, as well as significant changes to endowment and plant funds. Significant is defined as exceeding 10% of total contributions.
 - 2) We obtained and disclosed the value of endowments at the fiscal year-end that are dedicated to the sole support of athletics.
 - 3) We obtained and disclosed the value of all pledges at the fiscal year-end that support athletics.
 - 4) We obtained and disclosed the athletics department fiscal year-end fund balance.

Results: We noted no exceptions. There were no significant changes to endowment and plant funds. See Note 3 for disclosures.

Statement of Revenues and Expenses

- J. We obtained the Intercollegiate Athletics Program Statement of Revenues and Expenses for the reporting period, prepared by management, and agreed all amounts back to the Institution's general ledger.

Results: We noted no exceptions.

- K. For each major revenue/expense account over 10% of the total revenues/expenses, we agreed each revenue and expense amount from the statement to prior year amounts and budget estimates. We obtained and documented an understanding of any variations greater than 10% of total revenues/expenses.

Results: We reported this analysis as a supplement to the final report. See Appendix A.

- L. We performed additional procedures on the following revenue and expense categories unless the specific reporting category was less than 4.0% of total revenues or expenses.

Results: See procedures below.

Revenues

- M. We agreed each revenue category reported in the statement during the reporting period to supporting schedules provided by the Institution.

Results: We noted no exceptions.

For each of the operating revenue categories in excess of 4% of total revenues reported in the statement, we performed the following procedures:

1) Ticket Sales

We compared tickets sold during the reporting period, complimentary tickets provided during the reporting period, and unsold tickets to the related revenue reported by the Institution in the statement and related attendance figures and recalculated totals.

Results: We selected the following ticket sales transactions for testing:

<u>Date</u>	<u>Description</u>	<u>Amount</u>
09/30/2019	Sept '19 CC X10506FB	\$183,716
10/25/2019	191060004BYU Tickets 9/28	22,066
07/26/2019	1907220009x10506 Checks/Cash 7/1	4,290
02/29/2020	Jan CC X10510 MBB	21,823
03/31/2020	Feb CC X10510 MBB	11,362
08/17/2019	1908130014X10511 WBB Checks 8/8	2,048

We noted no exceptions.

2) Student Fees

We compared and agreed student fees reported by the Institution in the statement for the reporting period to student enrollments during the same reporting period and recalculated totals. We obtained and documented an understanding of the Institution's methodology for allocating student fees to intercollegiate athletics programs and recalculated totals.

Results: We noted no exceptions. We noted the total amount allocated to athletics agreed to the approved budgeted amount and was comprised of the following elements:

<u>Name</u>	<u>Amount</u>
Athletics and Cheerleaders	\$9,546,944
Glass Bowl	51,042

3) Direct Institutional Support

We compared the direct institutional support recorded by the Institution during the reporting period with the institutional supporting budget transfers documentation and other corroborative supporting documentation and recalculated totals.

Results: We noted no exceptions.

4) Transfers Back to the Institution

We compared the transfers back to the Institution with permanent transfers back to the Institution from the athletics department and recalculated totals.

Results: We noted no transfers back to the Institution.

5) Contributions

We obtained and reviewed supporting documentation and recalculated totals for any 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 constituted 10% or more in aggregate for the reporting year of all contributions received for intercollegiate athletics during the reporting period.

Results: We obtained the general ledger detail for contribution revenue and noted there was one contribution over 10%.

<u>Revenue Source</u>	<u>Amount</u>
Stock Gift	\$513,859

We noted no exceptions.

6) Media Rights

We obtained and inspected agreements to understand the Institution's total media (broadcast, television, radio) rights received by the Institution or through their conference offices as reported in the statement. We compared and agreed the media rights revenue recorded to a summary statement of all media rights identified, if applicable, and the Institution's general ledger and recalculated totals.

Results: We selected the following revenue:

<u>Revenue Source</u>	<u>Amount</u>
Learfield (UT's media partner)	\$1,178,580

We noted no exceptions.

7) NCAA Distributions

We compared the amounts recorded in the revenue and expense reporting to general ledger detail for NCAA revenue and other corroborative supporting documents and recalculated totals.

Results: We selected the following NCAA revenues:

<u>Description</u>	<u>Amount</u>
NCAA CDA Trade Pay	\$382,943
PNC Bank	383,238

We noted no exceptions.

8) Conference Distributions

We obtained and inspected agreements related to the Institution's conference distributions and participation in revenues from tournaments during the reporting period to gain an understanding of the relevant terms and conditions. We compared the related revenues to the Institution's general ledger and the statement, and recalculated totals.

Results: We selected the following conference distributions:

<u>Description</u>	<u>Amount</u>
MAC Conference Distribution	\$1,427,000
NCAA base and incentive pool	151,901

We compared the above distributions to documentation from the Mid-American Conference and the related deposit slips. We noted no exceptions.

9) Guarantees

We obtained and inspected contractual agreements pertaining to revenues derived from guaranteed contests during the reporting period and compared and agreed each selection to the Institution's general ledger.

Results: We selected the following guarantee:

<u>Description</u>	<u>Amount</u>
University of Kentucky football game	\$1,200,000

We reviewed the related game contract, noting that \$1,200,000 was the contracted revenue amount. We also reviewed the check copy and deposit slip indicating deposit on November 7, 2019. We noted no exceptions.

Expenses

N. We agreed each expense category reported in the statement during the reporting period to supporting schedules provided by the Institution.

Results: We noted no exceptions.

For each of the operating expense categories in excess of 4% of total expenses reported in the statement, we performed the following procedures:

1) Athletic Student Aid

We selected a sample of 35 students from the listing of institutional student aid recipients during the reporting period (no less than 10% of the total student athletes since the Institution used NCAA's Compliance Assistant software to prepare athletic aid detail). We obtained individual student account detail for each selection and agreed total aid in the Institution's student system to the student's detail in Compliance Assistant.

- a) We performed a check of each student selected to ensure that his or her information was reported accurately in either the NCAA's Compliance Assistant software or entered directly into the NCAA Membership Financial Reporting System using the following criteria:
 - i) The equivalency value for each student athlete in all sports, including head-count sports, needs to be converted to a full-time equivalency value. The full-time equivalency value is calculated using the athletic grant amount reported on the squad list as the numerator, and the full grant amount, which is the total cost for tuition, fees, books, room and board for an academic year as the denominator. If using the NCAA Compliance Assistant software, this equivalency value should already be calculated on that squad list labeled "Rev. Dist. Equivalent Award."
 - ii) A student-athlete can only be included in one sport. NCAA Compliance Assistant software will place an asterisk by the student athlete within the sport that is not countable towards grants-in-aid revenue distribution per sport hierarchy listed in the Division I manual.
 - iii) All equivalency calculations should be rounded to two decimal places. The NCAA Compliance Assistant software and the on-line summary form will automatically round to two decimal places.

- iv) The full grant amount should be the full cost of tuition for an academic year, not semester. The “Period of Award” column on the NCAA Compliance Assistance squad list can identify those student-athletes receiving aid for a particular semester.
- v) If a sport is discontinued and the athletic grant(s) are still being honored by the Institution, the grant(s) are included in student-athlete aid for revenue distribution purposes.
- vi) Student-athletes receiving athletic aid who have exhausted their athletic eligibility or are inactive due to medical reasons should be included in the student-athlete aid total and correctly noted on the squad list.
- vii) If a selected student received a Pell Grant, ensure the value of the grant is not included in the calculation of equivalencies or the total dollar amount of student athletic aid expense for the Institution.
- viii) If a selected student received a Pell Grant, ensure the student’s grant was included in the total number and total value of Pell Grants reported for Revenue Distribution purposes in the NCAA Membership Financial Reporting System.

b) We recalculated totals for each sport and overall.

Results: We noted no exceptions. The students’ accounts tested are summarized below:

Student Tested	Amount Awarded	Student Tested	Amount Awarded
1	\$18,180	19	\$16,648
2	37,538	20	18,360
3	18,126	21	37,538
4	9,788	22	15,019
5	4,227	23	29,038
6	24,038	24	37,538
7	20,305	25	27,000
8	14,799	26	36,993
9	21,167	27	37,538
10	25,350	28	36,360
11	21,991	29	36,993
12	17,168	30	13,817
13	27,375	31	13,817
14	25,235	32	37,538
15	36,993	33	37,538
16	36,993	34	5,650
17	37,538	35	13,867
18	18,384		

2) Coaching Salaries, Benefits, and Bonuses Paid by the Institution and Related Entities

We obtained and inspected a listing of coaches employed by the Institution and related entities during the reporting period. We selected a sample of eight coaches’ contracts that included football, and men’s and women’s basketball from the listing. We compared and agreed the financial terms and conditions of each selection to the related coaching salaries, benefits, and bonuses recorded by the Institution and related entities in the summary registers to the related coaching salaries, benefits and bonuses paid by the Institution and related entities expense recorded by the Institution in the statement during the reporting period. We compared and agreed the totals recorded to any employment contracts executed for the sample selected and recalculated totals.

Results: We noted no exceptions. We selected eight coaches' for detail testing (including football, men and women's basketball), obtained contracts (where applicable), and performed the procedures above for the following coaches:

Coach	Title
1	Football – Head Coach
2	Women's Basketball – Head Coach
3	Men's Basketball – Head Coach
4	Volleyball – Head Coach
5	Men's Basketball – Assistant Coach
6	Men's Tennis – Head Coach
7	Diving – Assistant Coach
8	Strength – Coach

3) Support Staff/Administrative Salaries, Benefits, and Bonuses Paid by the University and Related Entities

We selected a sample of four support staff/administrative personnel employed by the Institution and related entities during the reporting period. We obtained and inspected the reporting period summary payroll register for each selection. We compared and agreed the related summary payroll register to the related support staff/administrative salaries, benefits and bonuses paid by the Institution and related entities expense recorded by the Institution in the statement during the reporting period and recalculated totals.

Results: We selected four support staff/administrative personnel for detail testing and performed the procedures above for the following staff:

Staff	Title
1	Director of Football Strength and Coordination
2	Assistant Athletic Trainer
3	Associate Director, Athletic Development
4	Associate Athletic Director/Operations and Events

We noted no exceptions.

4) Equipment, Uniforms, and Supplies

We obtained general ledger detail and compared to the total expenses reported. We selected a sample of three transactions to validate existence of the transaction and accuracy of recording and recalculated totals.

Results: We selected the following transactions:

Date	Expense Description	Amount
1/18/2019	Team Apparel	\$4,817.64
4/01/2020	Etching and Framing	1,675.00
8/16/2019	Laptop	4,717.93

We noted no exceptions.

5) Game Expenses

We obtained general ledger detail and compared to the total expenses reported. We selected a sample of transactions to validate existence of the transaction and accuracy of recording and recalculated totals.

Results: We selected the following transactions:

<u>Date</u>	<u>Expense Description</u>	<u>Amount</u>
11/26/2019	Renaissance Hotel	\$23,120.40
8/29/2019	Football Officials	112,775.00
1/30/2020	Crowd Management Services	2,246.80

We noted no exceptions.

6) Athletic Facility Debt Service, Leases, and Rental Fees

We obtained a listing of debt service schedules, lease payments, and rental fees for athletic facilities for the reporting year. We compared a sample of facility payments including the top two highest facility payments to additional supporting documentation (e.g. debt financing agreements, leases, rental agreements). We compared amounts recorded to amounts listed in the general ledger detail and recalculated totals.

Results: We selected the following facility debt service payments:

<u>Expense Description</u>	<u>Amount</u>
Larimer Renovation Funding Repayment	\$250,000
UT Foundation Loan	1,076,000
Turf	113,752
Glass Bowl Facility Debt Service Transfer	38,500

We noted no exceptions.

7) Other Operating Expenses

We obtained general ledger detail and compared to the total expenses reported. We selected a sample of three transactions to validate existence of the transaction and accuracy of recording and recalculated totals.

Results: We selected the following transactions:

<u>Date</u>	<u>Expense Description</u>	<u>Amount</u>
2/12/2020	Delta Air Flight	\$214.60
4/22/2020	American Air Flight	357.40
8/16/2019	Synergy Sports Technology, LLC	1,100.00

We noted no exceptions.

Affiliated and Outside Organizations

O. In preparation for our procedures related to the Institution's affiliated and outside organizations, we:

- 1) Inquired of management as to whether they have identified any affiliated and outside organizations that meet any of the following criteria:

- Booster organizations established by or on behalf of an intercollegiate athletics program.
 - Independent or affiliated foundations or other organizations that have as a principal purpose, generating or maintaining of grants-in-aid or scholarships funds, gifts, endowments or other monies, goods, or services to be used entirely or in part by the intercollegiate athletics program.
 - Alumni organizations that have as one of its principal purposes the generating of monies, goods or services for or on behalf of an intercollegiate athletics programs and that contribute monies, goods or services directly to an intercollegiate athletics program, booster group, or independent or affiliated foundation as previously noted.
- 2) We also obtained documentation on the Institution’s practices and procedures for monitoring the internal controls in place and financial activities of these organizations. We inquired of management on the procedures for gathering information on the nature and extent of affiliated and outside organization activity for or on behalf of the Institution’s intercollegiate athletic program.
- 3) We obtained and inspected audited financial statements of the organization and any additional reports regarding internal controls and any corrective action taken in response to comments concerning the control environment that were provided to us by management.

Results: We obtained the following listing prepared by the Institution of all identified affiliated and outside organizations and agreed that list to the activities recorded in the Institution’s financial statements and to the Intercollegiate Athletics Program statement of revenue and expenditures. We noted that two of the organizations’ finances are handled through the Institution’s foundation, with only the Downtown Coaches Association being outside the control of the Institution. We noted the following activity with the three affiliated outside organizations:

Entity	Beginning Cash Balance at 6/30/19	Cash Receipts	Contribution to or on Behalf of Program	Ending Cash Balance at 6/30/20
Varsity ‘T’ Club	\$56,285	\$15,457	\$39,944	\$31,798
Downtown Coaches Association	5,249	179,247	182,214	2,282
The University of Toledo Women’s Basketball Fan Club	5,671	26,309	19,940	12,040
Total All Funds	\$67,205	\$221,013	\$242,098	\$46,120

P. For expenses on or behalf of intercollegiate athletic programs by affiliated and outside organizations not under the Institution’s accounting control, we obtained that organization’s financial statements for the reporting period. We agreed the amounts reported to the organization’s general ledger, and performed the following procedures:

- 1) We disclosed the following summary of revenue and expenses for one such organization outside the Institution’s control, the Downtown Coaches Association (DCA), as of June 30, 2020:

Revenue	\$179,247
Expenses	182,215
Net Gain/(Loss)	\$(2,968)

- 2) We agreed a sample of three operating revenue categories reported in the DCA's statement during the reporting period to supporting schedules provided by the DCA.

	Revenue Category	Amount
1	Football 50/50	\$96,815
2	Membership Dues	4,530
3	Womens' Basketball 50/50	24,734

- 3) We agreed a sample of three operating revenue receipts obtained from the above operating revenue schedule to supporting documentation.

	Date of Receipt	Amount
1	10/05/2019	\$26,136
2	7/01/2019	3,005
3	3/09/2020	2,374

- 4) We agreed each operating expense category reported in the DCA statement during the reporting period to supporting schedules provided by the DCA.

	Expense Category	Amount
1	Lunches – Aramark	\$22,435
2	Miscellaneous Expenses	1,132
3	Football 50/50 Awards	35,345
4	Mens BB 50/50 Awards	14,560
5	Womens BB 50/50 Awards	10,379
6	50/50 Withhold - IRS	8,370
7	Pointstreak Commission	9,559
8	Pointstreak Tech Fees	1,833
9	Misc 50/50 Expenses	1,369
10	Executive Compensation	4,600
11	50/50 Team Distribution	35,633
12	Athletic Department Distribution	37,000

- 5) We agreed a sample of three operating expenses obtained from the above operating expense supporting schedules to supporting documentation.

	Expense Category	Amount
1	Men's BB Winner	\$2,791
2	Pointstreak Commission	2,038
3	Executive Compensation	600

- 6) We directly confirmed cash balances recorded at the end of the reporting period by the DCA and agreed to the related year-end bank reconciliations. The balance per the bank was \$2,281.57 at June 30, 2020.

Dr. Gregory Postel, Interim President
The University of Toledo

- 7) We obtained and inspected minutes of the DCA's governing body during the reporting period and selected a sample of three financial transactions discussed in the minutes. Each transaction selected was agreed to supporting documentation without exception.

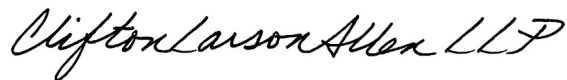
	<u>Meeting Date</u>	<u>Amount</u>
1	12/02/2019	\$9,142
2	2/03/2020	402
3	12/02/2019	3,837

- 8) We obtained and documented an understanding of the internal controls in place surrounding revenues and expenses related to the organization.

* * * * *

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 examination or review, the objective of which would be the expression of an opinion or conclusion, respectively, on the compliance of the accompanying Intercollegiate Athletics Program statement of revenues and expenses of the University of Toledo. 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.

This report is intended solely for the information and use of the specified users above, and is not intended to be, and should not be, used by anyone other than these specified parties.



CliftonLarsonAllen LLP

Toledo, Ohio
October 15, 2020

**THE UNIVERSITY OF TOLEDO
INTERCOLLEGIATE ATHLETICS PROGRAM –
STATEMENT OF REVENUE AND EXPENSES
YEAR ENDED JUNE 30, 2020**

	<u>Football</u>	<u>Men's Basketball</u>	<u>Women's Basketball</u>	<u>Other</u>	<u>Total</u>
OPERATING REVENUES					
Ticket Sales	\$ 1,178,839	\$ 451,090	\$ 165,847	\$ 54,746	\$ 1,850,522
Student Fees	-	-	-	9,597,986	9,597,986
Direct Institutional Support	32,289	-	-	1,300,048	1,332,337
Guarantees	1,200,000	-	-	8,000	1,208,000
Contributions	624,418	81,053	75,675	3,436,635	4,217,781
Media Rights	-	-	-	1,278,580	1,278,580
NCAA Revenue	-	-	-	1,008,421	1,008,421
MAC Revenue	-	-	-	1,661,799	1,661,799
Program Sales, Concessions, and Parking	40,592	8,687	8,644	29,147	87,070
Royalties, Ads, and Sponsorships	7,219	-	-	621,187	628,406
Sports Camp Revenue	-	13,866	1,050	128,372	143,288
Athletics Restricted Endowment and Investment Income	-	-	-	184,876	184,876
Other Revenue	104,481	26,927	22,532	248,773	402,713
Total Operating Revenues	<u>3,187,838</u>	<u>581,623</u>	<u>273,748</u>	<u>19,558,570</u>	<u>23,601,779</u>
OPERATING EXPENSES					
Athletic Student Aid	3,511,366	471,671	490,850	4,674,916	9,148,803
Guarantees	575,000	45,000	23,000	-	643,000
Coaching Salaries	3,589,270	1,196,612	1,029,982	1,744,434	7,560,298
Support Staff Salaries	1,289	1,365	965	4,067,707	4,071,326
Recruiting	193,555	81,192	49,561	75,124	399,432
Team Travel	275,363	99,794	153,606	738,015	1,266,778
Equipment, Uniforms, and Supplies	642,941	67,737	76,297	877,905	1,664,880
Game Expenses	1,114,770	387,530	271,758	151,503	1,925,561
Fundraising, Marketing, and Promotion	545	-	2,124	686,382	689,051
Sports Camp Expense	20,559	11,794	7,782	42,758	82,893
Spirit Groups	-	-	-	93,372	93,372
Debt Service	-	-	-	1,463,041	1,463,041
Direct Overhead	34,185	6,946	4,345	795,140	840,616
Medical Expenses and Insurance	3,100	490	1,886	438,841	444,317
Memberships and Dues	1,365	1,180	4,165	198,206	204,916
Student-Athlete Meals	155,996	2,895	5,605	10,829	175,325
Other Operating Expenses	236,445	91,284	78,789	1,211,602	1,618,120
Total Operating Expenses	<u>10,355,749</u>	<u>2,465,490</u>	<u>2,200,715</u>	<u>17,269,775</u>	<u>32,291,729</u>
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES	<u>\$ (7,167,911)</u>	<u>\$ (1,883,867)</u>	<u>\$ (1,926,967)</u>	<u>\$ 2,288,795</u>	<u>\$ (8,689,950)</u>

This statement should be read only in connection with the accompanying agreed upon procedures report and the notes to the statement.

**THE UNIVERSITY OF TOLEDO
NOTES TO INTERCOLLEGIATE ATHLETICS PROGRAM –
STATEMENT OF REVENUE AND EXPENSES
YEAR ENDED JUNE 30, 2020**

NOTE 1 INTERCOLLEGIATE ATHLETICS-RELATED ASSETS

Property and equipment are recorded at cost or, if donated, the acquisition value at the time of donation. Expense for maintenance and repairs are charged to current expense as incurred. Depreciation is computed using the straight-line method. No depreciation is recorded on land. Expenses for major renewals and betterments that extend the useful lives of the assets are capitalized. Estimated service lives range from four to forty years depending on class.

The current year capitalized additions and deletions to facilities during the year ended June 30, 2020 are as follows:

	<u>Current Year Additions</u>	<u>Current Year Deletions</u>
Football Athletic Facilities	\$8,953	\$-0-
Other Athletic Facilities	2,873,446	92,216
Total Athletics Facilities	<u>\$2,882,399</u>	<u>\$92,216</u>
Other Institutional Facilities	\$25,237,733	\$15,056,702

The total estimated book values of property, plant, and equipment, net of depreciation, of the Institution as of and for the year ended June 30, 2020 are as follows:

	<u>Estimated Book Value</u>
Athletics-Related Property, Plant, and Equipment Balance	\$41,917,555
Institution's Total Property, Plant, and Equipment Balance	521,024,000

NOTE 2 INTERCOLLEGIATE ATHLETICS-RELATED DEBT

The annual debt service and debt outstanding for the Institution as of the year ended June 30, 2020 is as follows:

	<u>Annual Debt Service</u>	<u>Debt Outstanding</u>
Athletics-Related Facilities	\$2,395,574	\$32,454,858
Institution's Total	20,875,000	388,762,000

The repayment schedule for all outstanding intercollegiate athletics debt maintained by the Institution during the year ended June 30, 2020 is as follows:

Year	Glass Bowl		Savage Hall		Practice Facility		Total		Total
	Principal	Interest	Principal	Interest	Principal	Interest	Principal	Interest	
2021	19,450	17,300	618,407	663,611	642,533	434,273	1,280,390	1,115,185	2,395,574
2022	0	0	709,648	578,570	671,921	406,082	1,381,569	984,652	2,366,220
2023	0	0	679,234	602,676	701,309	376,601	1,380,543	979,278	2,359,821
2024	0	0	770,475	520,754	733,369	344,236	1,503,844	864,990	2,368,833
2025	0	0	790,750	490,287	766,765	310,391	1,557,515	800,678	2,358,193
Thereafter	0	0	11,070,504	3,071,608	5,451,509	1,012,594	16,522,013	4,084,203	20,606,216
Total	19,450	17,300	14,639,018	5,927,506	8,967,406	2,884,178	23,625,873	8,828,984	32,454,858

**THE UNIVERSITY OF TOLEDO
NOTES TO INTERCOLLEGIATE ATHLETICS PROGRAM –
STATEMENT OF REVENUE AND EXPENSES
YEAR ENDED JUNE 30, 2020**

NOTE 3 CONTRIBUTIONS

The value of all endowments dedicated to the sole support of athletics at June 30, 2020 is \$8,349,371. The value of all pledges dedicated to the sole support of athletics at June 30, 2020 is \$3,228,413.84. The athletic department fiscal year-end fund balance for the year ended June 30, 2020 is \$-0-. There was one individual contributions of monies, goods, or services received directly by the Institution's intercollegiate athletics program from any affiliated or outside organization, agency, or individuals (e.g., contributions by corporate sponsors) that constitute 10% or more of all contributions received for intercollegiate athletics during the year ended June 30, 2020.

Revenue Source	Amount
Stock Gift	\$513,859

**THE UNIVERSITY OF TOLEDO
 INTERCOLLEGIATE ATHLETICS PROGRAM –
 NCAA AGREED UPON PROCEDURES—APPENDIX A
 YEAR ENDED JUNE 30, 2020**

	2019-20 Total	2018-19 Total	Amount Change	Percent Change	<u>Explanation of Variance per Management</u>
OPERATING EXPENSES					
Support Staff Salaries	\$ 4,071,326	\$ 3,650,367	\$ 420,960	11.53%	Increase is due to additional hires in FY20: Marketing - 2 video positions, Sports Medicine - 2 Assistant Athletic Trainers, Development - 1 Athletic Development Associate, and Facilities - 1 Events Manager

OHIO AUDITOR OF STATE KEITH FABER



UNIVERSITY OF TOLEDO - NATIONAL COLLEGIATE ATHLETICS ASSOCIATION

LUCAS COUNTY

AUDITOR OF STATE OF OHIO CERTIFICATION

This is a true and correct copy of the report, which is required to be filed pursuant to Section 117.26, Revised Code, and which is filed in the Office of the Ohio Auditor of State in Columbus, Ohio.



Certified for Release 12/22/2020

88 East Broad Street, Columbus, Ohio 43215
Phone: 614-466-4514 or 800-282-0370

This report is a matter of public record and is available online at
www.ohioauditor.gov