



Athletic Financial Summary

September 12, 2018

PRESENTED BY
Mr. Kelvin Lawson
Board of Trustees, Chair

Florida Agricultural and Mechanical University



Athletic Financial Summary

FY 2017-18 Year-End Budget Summary

Revenues:	Budgeted	2017-2018 Collected					
	9,800,600	11,579,595	118%				
Breakdown of Revenues C	Budgeted	Actual	Projections	%	Account		
	3,720,000	3,951,497		106.22%	601000	Fees	
	290,000	346,793		119.58%	602130	Football Gate Receipts	
	750,000	700,000		93.33%	602131	Game Guarantees	
	1,000,000	1,007,965		100.80%	602131	Other Game Guarantees	
	100,000	95,718		95.72%	602132	Athletic Concession Sales	
	5,600	5,455		97.41%	602133	Athletic Program Sales	
	305,000	198,544		65.10%	602134	Football Season Tickets	
	200,000	38,200		19.10%	602136	Athletic Advertising Sales	
	130,000	98,760		75.97%	602139	Royalty	
	400,000	442,620		110.66%	602141	NCAA Revenues	
	20,000	9,741		48.71%	602144	Basketball Receipts	
	400,000	527,375		131.84%	602149	Investing in Champions	
	800,000	710,792		88.85%	602152	Florida Classic Consortium	
	200,000	194,625		97.31%	602153	MEAC Revenue	
	250,000	529,000		211.60%	602154	Tampa Classic	
	130,000	66,569		51.21%	602155	Athletic Parking/Vending/Misc	
	1,100,000	2,655,941		0.00%	615001	Transfers	
	9,800,600	11,579,595			11,579,595	Total Revenue	

Expenses						11,579,595	Total Expenses
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	Budgeted	Encumbrances	Expenditures	Projection	Balance		
Salary	3,595,349		3,997,582		(402,233)		
OPS	377,499		396,061		(18,562)		
SAOF	278,625		403,103		(124,478)		
Expense	2,899,127		3,926,944		(1,027,817)		
Scholarship	2,450,000		2,643,780		(193,780)		
Mandatories	200,000		212,125		(12,125)		
	9,800,600		11,579,595	-	(1,778,995)		





2018-19 Athletics Projected Revenue

Budget	Account	Description
3,920,000	601000	Fees
620,000	602130	Football Gate Receipts
250,000	602131	Game Guarantees
662,000	602131	Other Game Guarantees
100,000	602132	Athletic Concession Sales
6,000	602133	Athletic Program Sales
300,000	602134	Football Season Tickets
375,000	602136	Athletic Advertising Sales
130,000	602139	Royalty
400,000	602141	NCAA Revenues
25,000	602144	Basketball Receipts
900,000	602149	Investing in Champions
800,000	602152	Florida Classic Consortium
200,000	602153	MEAC Revenue
121,000	602155	Athletic Parking/Vending/Misc/Beer Garden
989,653	615001	Transfers*
175,000		Tag Bragg
9,973,653		Total Projected Revenue

*These are dollars from the President's Concession Fund, Boosters, NAA, Foundation, and other affiliates.





2018-19 Athletics Projected Expenditures

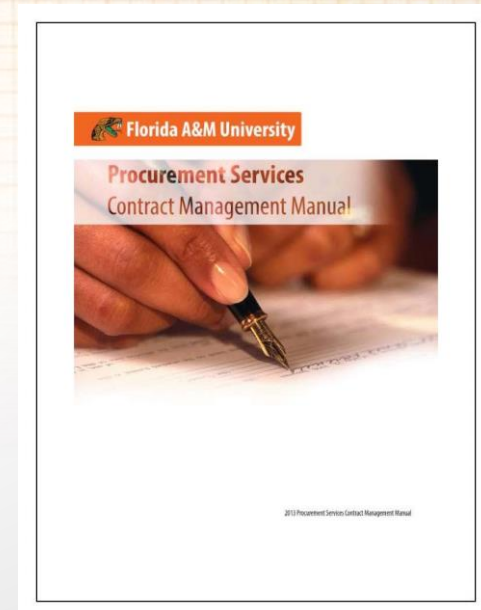
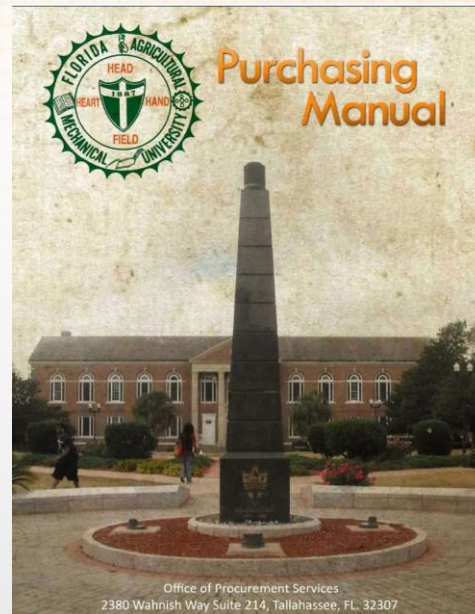
Expense Title	TOTAL
Salaries	4,002,409
Other Personnel Serv (OPS)	258,731
Attorney Services	15,000
Auditing Services	20,000
Travel	60,000
Dues	39,000
Workers Comp Insurance	0
Insurance Coverage	364,390
Mandatories	200,000
Team Travel	929,000
Recruiting Travel	80,000
Admin Travel	61,669
Guarantees	95,500
Player Supplies	92,700
Uniforms	75,000
Telephone	0
Contractual Services	249,890
Building and Grounds	0
Repairs and Maintenance	70,000
Printing	40,800
Scholarships	3,000,000
RICOH Contract	11,464
Software	47,600
MEAC Tournament Tickets	40,000
Advertising	4,000
Other Expenses	216,500
Other Capital Outlay (fixed assets > \$5,000)	0
GRAND TOTAL	9,973,653





INTERNAL OPERATING PROCEDURES

The Division of Finance and Administration provides comprehensive Training and Support to the University Community in person and online.





Oversight/Accountability

- The Division of Finance & Administration conducted training for all athletic staff on key policies and procedures (Refreshers held periodically)
 - Participant Requirement-Document acknowledging training and consequences for non-adherence to University guidelines, policies, and procedures

Training Acknowledgment

As a University employee and pursuant to Section 1012.80(1)(b), of the Florida Statutes, I understand and acknowledge the following:

Any person who accepts the privilege extended by the laws of this state of employment at any state university shall, by working at such institution, be deemed to have given his or her consent to the policies of that institution, the policies of the Board of Governors, and the laws of this state.

This shall include but is not limited to: all University Regulations, Policies, and Internal Operation Procedures; Regulation 1.019 University Code of Conduct; Regulation 3.019 Settlement of Delinquent Accounts; Collection and Returned Check/Electronic Payment Fees; Write-off Uncollectible Accounts; Regulation 6.005 Purchase of Commodities and Contractual Services; Regulation 10.111 Disruptive Conduct; BOT Policy 2006-04 Purchasing Cards; and all Personnel Regulations under Chapter 10 including Regulations 10.302 Disciplinary and Separation from Employment Actions for University Support Personnel System Employees.

I acknowledge and confirm that on March 22, 2018, I have received Training (i.e. Procurement, Budget, Cash Collections, Travel and Accounts Payable Procedures, Human Resources Recruitment, Maintenance and Repairs, and Property) by the Division of Finance and Administration and will comply. If I have questions about the training, materials presented, or any policy and procedure, I understand it is my responsibility to seek clarification from the Human Resources Department or the Division of Finance and Administration, as appropriate.

I further understand and agree that non-compliance with any law, regulation, policy and/or internal operating procedure, is subject to disciplinary action as appropriate. A signed copy of this acknowledgment will be placed in my personnel file.

Date _____

Employee Signature _____

Print Name _____

Department: _____

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Sec. 1012.80(1)(b), Fl. Stat.





Oversight and Accountability

Strategies for Ensuring Success

- The Controller's Office oversees the Ticket Box Office within Athletics
- The Athletics Oversight Taskforce provided key insights and recommendations for improvement
- The Office of Audit and Compliance tested a number of practices and made recommendations to strengthen internal controls
- The University Compliance Officer completed a detailed compliance monitoring and action plan in April 2018
 - Three broad opportunities for improvement include:
 1. Oversight
 2. Compliance with University policy and procedure, state and federal law, and external association regulations
 3. Accountability





Oversight and Accountability

Strategies for Ensuring Success

- Goals and action items have been identified for the three areas
- Step Owners are included for each action item
- Athletics is included as a high risk area within the institutional compliance risk assessment
- Athletics is on a six-month monitoring plan with unscheduled checks on specific issues identified through internal audit and risk assessments
- Action Plan focuses on training, enforcement and accountability, and operational structural changes





Compliance/Accountability

Professional Development and Training Calendar

Spring 2018

- Feb 13 All Staff Compliance Meeting
- March 20 Monthly Compliance Meeting (Student Health and Suicide Prevention)
- April 22 Student Athlete NCAA Sexual Assault Prevention & Title IX Educational Session
- April 24 All Staff Compliance Meeting (Consent, Title IX Mandates, Duty to Report, etc.)
- May 12 Head Coaches Meeting (Financial Aid/NCAA legislation)
- June 1 APR 101 workshop (APR Calculation and APR Process)
- June 5 NCAA Regional Rules and Lunch with NCAA (Q&A Opportunity)
- July 12 Head Coaches Meeting (New Transfer Legislation)
- July 31 All Staff Compliance Meeting





Compliance/Accountability

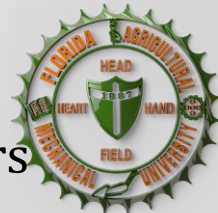
Professional Development and Training Calendar

Fall 2018

- Aug 1 Football Compliance Meeting
- Aug 7 Volleyball Compliance Meeting
- Aug 26 All Sport Compliance Meeting
- August NCAA Compliance Meeting
- September Financial Literacy Workshop
- October Sexual Assault Prevention and Title IX Education
- November NCAA Eligibility Requirements (Progress towards Degree)

Spring 2019

- January Student Athlete Mental Health Training
- February Sexual Assault Prevention Training and Title IX discussion Part II
- March Student Health Discussion (Personal and Sexual Health/Smart Choices)
- April Diversity Education/Partnership with Student Affairs





“At FAMU, Great Things Are Happening Every Day.”

established 1887

