



Confirmation - 2023-2024 Intercollegiate Athletics Survey

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To Kathy Baker <kjbaker3@uncg.edu>



Thank you for submitting your entry. A copy is included below for your records.

2023-2024 Intercollegiate Athletics Survey

Institution	UNC Greensboro
Contact/Submission POC Name	Kathy Baker
Contact/Submission POC Title	External Reporting & Survey Research Analyst
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Provide URL of institution's student-athlete admissions policy and/or upload a file

Total of Recruited Freshman Student-Athletes 56

Total of Recruited Freshman Student-Athletes who DID NOT MEET MCRs 0

Total of Recruited Freshman Student-Athletes who DID NOT MEET MERs 0

Average High School Core Course GPA of Recruited Freshman Student-Athletes 3.65

of Sections Flagged/Reviewed for Clustering 7

of Flagged Sections found to be irregular 2






For student-athletes enrolled in three or more flagged sections per academic year (including summers), the # of transcripts flagged for review	0
Of those transcripts flagged for review, the number found to be irregular	n/a
GPA Analysis: Student-Athlete Average Cumulative GPA for Spring 2024	3.40
GPA Comparison: Non-Student Athlete Cumulative GPA for Spring 2024	3.10
Division I Institutions Enter 2023 Single-Year Academic Progress Rate (APR)	964
Division II Institutions Enter 2023 Single-Year Academic Success Rate (ASR)	n/a
01 Ag, etc	0
03 Natural Resources	0
04 Architecture	0
05 Area etc. studies	0
09 Comm/journalism	8
11 Computer/CIS	1
13 Education	1
14 Engineering	0
15 Eng tech	0
16 Foreign languages	0
19 Family Sci	4
23 Engilsh	1
24 Liberal Arts	0
26 Bio	0
27 Math	0
30 Multi/Interdisciplinary	1
31 Parks & Rec	23
38 Philos/Religion	0

40 Physical Sci	0
42 Psych	8
43 Security, etc	0
44 Public Admin	0
45 Social Sci	22
49 Transportation	0
50 Visual/Perf Arts	2
51 Health Prof	5
52 Business, etc	18
54 History	1
XX - Undecided	0
Total # of SA	241

Booster Club Information

Chancellor's Approval

File Attachments

-  **UNCG_SA_Admissions_Policy.pdf** (23k)
-  **UNCG_Irregularities.docx** (35k)
-  **UNCG_Booster_Audit.pdf** (256k)
-  **UNCG_Athletic_Financial_Reporting - FY24.xlsx** (24k)
-  **UNCG_Reporting_Structure.pdf** (56k)
-  **UNCG_Booster_Procedures.pdf** (201k)

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UNC Greensboro does not have a separate Athletics exception policy. Any student athletes considered for exceptions are governed by the following two exception policies in line with UNC System policy. Chancellor Exceptions: Admissions criteria are uniformly applied, with a limited number of exceptions allowed by UNC System Policy. Specifically, a limited number (no more than 1% of the admitted class) of exceptions to the UNC first-year admissions requirements are made through a policy known as Chancellor Exceptions. The maximum number of chancellor's exceptions is limited to one percent of the total number of applicants accepted as first-time undergraduates each year. A chancellor's exception may be applied to the SAT/ACT minimum requirement or the high school GPA minimum requirement. Special Considerations for Students Missing Minimum Course Requirements (MCRs): Per UNC System Policy, each campus shall establish policies describing the admission of students requiring special consideration with regard to MCRs. Such students would not otherwise be eligible for admission at the institution, and further evaluation of their records is necessary. Any student admitted under special consideration must show demonstrable promise for academic success at the institution. Institutions may waive some minimum course requirements for applicants who have superior academic records in high school, as measured by grades, rank in class, test scores, or the rigor of courses taken, or who demonstrate special talents. These applicants must have completed the eleventh grade and met virtually all of the minimum course requirements as well as the requirements for high school graduation. Special Considerations for MCRs are reviewed by the Admissions Appeal Committee, a faculty-driven body responsible for evaluating and making recommendations on university admissions appeals for undergraduate students who meet their high school state requirements but do not meet North Carolina's or have been denied initial admission. This committee consists of six or more faculty and reviews student cases to complete recommendations on admission.

<https://catalog.uncg.edu/admissions/undergraduate-admissions/>

Independent Samples t test Results
Academic Year 2023-24

The Office of Institutional Research and Enterprise Data Management generates the “flagged” report according to official post grades course enrollment statistics. According to UNC system policy, a “flagged” course is defined as having 25% or greater enrollment of student-athletes. At the end of the semester when grades are available a t-test is performed to look for statistically significant differences in course grades between athletes and non-athletes in “flagged” courses (Table 1). Additional t-tests are run to compare grades in all “flagged” sections of a course with “non-flagged” sections (Table 2).

For Fall 2023 seven courses met the 25% threshold but only three (ENT324, KIN379, REL221) had sufficient course enrollment to be “flagged.” The other courses each had a total enrollment of four or less students. For Spring 2024 thirteen courses met the 25% threshold and four (DCE200, DCE235, KIN161, KIN175) had sufficient course enrollment to be “flagged.” The other nine courses each had a total enrollment of four or less students. For Summer 2024 only one course met the 25% threshold, however the total enrollment was less than five students which did not meet the requirement to be “flagged.”

Table 1
Results of t-tests and Descriptive Statistics for Course Grade Within Flagged Courses by Athlete Group

Course	Group						95% CI for Mean		t	df
	Athlete			Non-Athlete			Difference			
	M	SD	N	M	SD	n				
ENT324	4.00	0.00	2	2.90	0.49	4	-1.88, -0.32	-4.49*	3	
KIN379	3.78	0.67	9	3.67	0.48	21	-0.55, 0.33	-0.51	28	
REL221	3.56	1.33	9	2.89	1.41	25	-1.77, 0.44	-1.23	32	
DCE200	3.68	0.65	4	2.93	1.32	12	-2.24, 0.76	-1.06	14	
DCE235	3.83	0.41	6	3.79	0.39	14	-0.44, 0.35	-0.25	18	
KIN161	4.00	0.00	12	3.94	0.36	31	-0.20, 0.07	-1.00	30	
KIN175	3.92	0.23	9	3.91	0.34	15	-0.27, 0.26	-0.07	22	

Note: Satterthwaite approximation employed in cases of unequal group variances.

* p < .05.

ENT324, Fall 2023, is the only course with a statistically significant difference between the athletes and non-athletes in course grades at the 0.05 level of significance, however it is worth noting there are only 6 students in the entire class with only 2 being athletes. All other courses listed were not significant for the 2023-2024 academic year.

Table 2
Results of t-tests and Descriptive Statistics for Course Grade by Flagged Course Section

Course	Course Section						95% CI for Mean		t	df
	Flagged			Non-Flagged			Difference			
	M	SD	n	M	SD	n				
ENT324	3.27	0.68	6	3.21	0.64	8	-0.83, 0.72	-0.15	12	
KIN379	3.70	0.54	30	3.20	1.06	54	-0.85, -0.15	-2.86*	81.4	
REL221	3.07	1.40	34	3.41	0.81	26	-0.24, 0.92	1.18	54.54	
DCE200	3.12	1.22	16	2.49	1.36	28	-1.46, 0.19	-1.54	42	
DCE235	3.80	0.38	20	3.74	0.35	16	-0.31, 0.19	-0.51	34	

Note: Satterthwaite approximation employed in cases of unequal group variances.

* p < .05.

The only statistically significant difference, at the 0.05 level of significance, between flagged and non-flagged sections of courses, is for KIN379, which was held in Fall 2023. The students in the flagged section had a higher mean course grade than the students in the non-flagged section. We further checked to see if there were student athletes enrolled in three or more flagged courses across the entire academic year and there were none.

**UNIVERSITY OF NORTH CAROLINA AT GREENSBORO
INTERCOLLEGIATE ATHLETICS PROGRAM**

**INDEPENDENT ACCOUNTANTS' REPORT ON THE
APPLICATION OF AGREED-UPON PROCEDURES**

FOR THE YEAR ENDED JUNE 30, 2024

**UNIVERSITY OF NORTH CAROLINA AT GREENSBORO
INTERCOLLEGIATE ATHLETICS PROGRAM
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**INDEPENDENT ACCOUNTANTS' REPORT ON THE
APPLICATION OF AGREED-UPON PROCEDURES**

Dr. Franklin D. Gilliam, Jr., Chancellor,
University of North Carolina at Greensboro:

We have performed the procedures enumerated below on the accompanying Statement of Revenues and Expenses (the Statement, see Exhibit I) of the University of North Carolina at Greensboro (the University) Intercollegiate Athletics Program (the Program) in compliance with the National Collegiate Athletic Association's (NCAA) Bylaw 20.2.4.17 for the year ended June 30, 2024. The University's management is responsible for the accompanying Statement and the Statement's compliance with those requirements for the year ended June 30, 2024.

The University has agreed to and acknowledged that the procedures performed are appropriate to meet the intended purpose of evaluating whether the accompanying Statement is in compliance with the NCAA's Bylaw 20.2.4.17 for the year ended June 30, 2024. This report may not be suitable for any other purpose. The procedures performed may not address all the items of interest to a user of this report and may not meet the needs of all users of this report and, as such, users are responsible for determining whether the procedures performed are appropriate for their purposes.

Exceptions totaling the lesser of \$100,000 or 10% of the line item total to which an agreed-upon procedure has been applied to, other than exceptions related to internal control procedures of the Program, for which there are no thresholds, have been reported. The procedures and the associated findings are as follows:

Agreed-Upon Procedures Related to the Statement of Revenues and Expenses

Procedure	Finding
All Revenue Categories	
<ul style="list-style-type: none"> Compare and agree each operating revenue category reported in the statement during the reporting period to supporting schedules provided by the Program. If a specific reporting category is less than 4.0% of the total revenues, no procedures are required for that specific category. 	No exceptions noted.
<ul style="list-style-type: none"> Compare and agree a sample of operating revenue receipts obtained from the above operating revenue supporting schedules to adequate supporting documentation. 	No exceptions noted.
<ul style="list-style-type: none"> Compare each major revenue account over 10% of the total revenues to prior period amounts and budget estimates. Obtain and document an explanation of any variations greater than 10%. Report the analysis as a supplement to the final Agreed-Upon procedures report. 	No exceptions noted and amounts and explanations for variations from the prior period are included in the supplement on page 21.

Procedure	Finding
1. Ticket Sales	
<ul style="list-style-type: none"> a. Compare tickets sold during the reporting period, complimentary tickets provided during the reporting period and unsold tickets to the related revenue reported by the Program in the statement and the related attendance figures and recalculate totals. 	As ticket sales represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.
2. Direct State or Other Governmental Support	
<ul style="list-style-type: none"> a. Compare direct state or other governmental support recorded by the Program during the reporting period with state appropriations, institutional authorizations and/or other corroborative supporting documentation and recalculate totals. 	No exceptions noted.
3. Student Fees	
<ul style="list-style-type: none"> a. Compare and agree student fees reported by the institution in the statement for the reporting period to student enrollments during the same reporting period and recalculate totals. 	No exceptions noted.
<ul style="list-style-type: none"> b. Obtain documentation of institution's methodology for allocating student fees to intercollegiate athletics programs. 	An understanding of the University's methodology was gained, and we noted the allocation was in accordance with the University's methodology.
<ul style="list-style-type: none"> c. If the Program is reporting that an allocation of student fees should be countable as generated revenue, recalculate the totals of their methodology for supporting that they are able to count each sport. Tie the calculation to supporting documents such as seat manifests, ticket sales reports and student fee totals. 	No exceptions noted.
4. Direct Institutional Support	
<ul style="list-style-type: none"> a. Compare the direct institutional support recorded by the Program during the reporting period with the institutional supporting budget transfers documentation and other corroborative supporting documentation and recalculate totals. 	As direct institutional support represents less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.
5. Less - Transfers to Institution	
<ul style="list-style-type: none"> a. Compare the transfers back to the institution with permanent transfers back to the institution from the Program and recalculate totals. 	As transfers to institution represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.

Procedure

Finding

6. Indirect Institutional Support (6 and 6A)

- a. Compare the indirect institutional support recorded by the institution during the reporting period with expense payments, cost allocation detail and other corroborative supporting documentation and recalculate totals.

No exceptions noted.

7. Guarantees

- a. Select a sample of settlement reports for away games during the reporting period and agree each selection to the Program's general ledger and/or the statement and recalculate totals.
- b. Select a sample of contractual agreements pertaining to revenues derived from guaranteed contests during the reporting period and compare and agree each selection to the Program's general ledger and/or the statement and recalculate totals.

As guarantees represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.

As guarantees represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.

8. Contributions

- a. Any contributions of moneys, goods or services received directly by an intercollegiate athletics program from any affiliated or outside organization, agency or group of individuals (two or more) not included above (e.g., contributions by corporate sponsors) that constitutes 10 percent or more in aggregate for the reporting year of all contributions received for intercollegiate athletics during the reporting periods shall obtain and review supporting documentation for each contribution and recalculate totals.

No exceptions noted.

9. In-Kind

- a. Compare the in-kind recorded by the Program during the reporting period with a schedule of in-kind donations and recalculate totals.

As in-kind revenues represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.

10. Compensation and Benefits Provided by a Third-Party

- a. Obtain the summary of revenues from affiliated and outside organizations (the "Summary") as of the end of the reporting period from the Program and select a sample of funds from the Summary and compare and agree each selection to supporting documentation, the Program's general ledger and/or the Summary and recalculate totals.

As there were no compensation and benefits provided by a third party for the year ended June 30, 2024, this procedure was not performed.

Procedure

Finding

11. Media Rights

- a. Obtain and inspect agreements to understand the institution's total media (broadcast, television, radio) rights received by the Program or through their conference offices as reported in the statement.
- b. Compare and agree the media rights revenues to a summary statement of all media rights identified, if applicable, and the Program's general ledger and recalculate totals. Ledger totals may be different for total conference distributions if media rights are not broken out separately.

As there were no media rights revenues for the year ended June 30, 2024, this procedure was not performed.

As there were no media rights revenues for the year ended June 30, 2024, this procedure was not performed.

12. NCAA Distributions

- a. Compare the amounts recorded in the revenue and expense categories reporting to general ledger detail for NCAA distributions and other corroborative supporting documents and recalculate totals.

No exceptions noted.

13. Conference Distributions and Conference Distributions of Football Bowl Generated Revenue (13 and 13A)

- a. Obtain and inspect agreements related to the Program's conference distributions and participation in revenues from tournaments during the reporting period for relevant terms and conditions.
- b. Compare and agree the related revenues to the Program's general ledger, and/or the statement and recalculate totals.

As conference distributions and conference distributions of football bowl generated revenue represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.

As conference distributions and conference distributions of football bowl generated revenue represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.

14. Program Sales, Concessions, Novelty Sales and Parking

- a. Compare the amount recorded in the revenue reporting category to a general ledger detail of program sales, concessions, novelty sales and parking as well as any other corroborative supporting documents and recalculate totals.

As program sales, concessions, novelty sales and parking represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.

Procedure	Finding
15. Royalties, Licensing, Advertisements and Sponsorships	
<ul style="list-style-type: none"> a. Obtain and inspect agreements related to the Program’s participation in revenues from royalties, licensing, advertisements and sponsorships during the reporting period for relevant terms and conditions. 	As royalties, licensing, advertisements and sponsorships represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.
<ul style="list-style-type: none"> b. Compare and agree the related revenues to the Program’s general ledger, and/or the statement and recalculate totals. 	As royalties, licensing, advertisements and sponsorships represent less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.
16. Sports Camp Revenues	
<ul style="list-style-type: none"> a. Inspect sports camp contract(s) between the institution and person(s) conducting institutional sports-camps or clinics during the reporting period to obtain documentation of the Program’s methodology for recording revenues from sports- camps. 	As there were no sports camp revenues for the year ended June 30, 2024, this procedure was not performed.
<ul style="list-style-type: none"> b. Obtain schedules of camp participants and select a sample of individual camp participant cash receipts from the schedule of sports- camp participants and agree each selection to the Program’s general ledger, and/or the statement and recalculate totals. 	As there were no sports camp revenues for the year ended June 30, 2024, this procedure was not performed.
17. Athletics Restricted Endowment and Investment Income	
<ul style="list-style-type: none"> a. Obtain and inspect endowment agreements, if any, for relevant terms and conditions. 	As athletics restricted endowment and investment income represents less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.
<ul style="list-style-type: none"> b. Compare and agree the classification and use of endowment and investment income reported in the statement during the reporting period to the uses of income defined within the related endowment agreement and recalculate totals. 	As athletics restricted endowment and investment income represents less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.
18. Other Operating Revenue	
<ul style="list-style-type: none"> a. Perform minimum agreed-upon procedures referenced for all revenue categories and recalculate totals. 	As other operating revenue represents less than 4.0% of total revenues for the year ended June 30, 2024, this procedure was not performed.
19. Football Bowl Revenues	
<ul style="list-style-type: none"> a. Obtain and inspect agreements related to the Program’s revenues from post-season football bowl participation during the reporting period to gain an understanding of the relevant term and conditions. 	As there were no football bowl revenues for the year ended June 30, 2024, this procedure was not performed.

Procedure

Finding

- b. Compare and agree the related revenues to the Program's general ledger, and or the statement and recalculate totals.

As there were no football bowl revenues for the year ended June 30, 2024, this procedure was not performed.

All Expense Categories

- Compare and agree each expense category reported in the statement during the reporting period to supporting schedules provided by the institution. If a specific reporting category is less than 4.0% of the total expenses, no procedures are required for that specific category.
- Compare and agree a sample of expenses obtained from the above operating expense supporting schedules to adequate supporting documentation.
- Compare each major expense account over 10% of the total expenses to prior period amounts and budget estimates. Obtain and document an explanation of any variations greater than 10%. Report the analysis as a supplement to the final Agreed-Upon procedures report.

No exceptions noted.

No exceptions noted.

No exceptions noted and amounts and explanations for variations from the prior period are included in the supplement on page 21.

20. Athletic Student Aid

- a. Using the criteria below select a sample of student-athletes receiving athletic aid during the reporting period. Data should be captured by the institution through the creation of a squad/eligibility list for each sport sponsored.
- If using the NCAA's Compliance Assistant (CA) application, select 10% of the total student-athletes with a maximum sample size of 40.
 - If using a compliance application other than the NCAA's CA application, select 20% of total student-athletes with a maximum sample size of 60).

A sample of 20 student aid recipients was selected.

*Note: The Division I revenue distribution equivalencies (athletic grant amount divided by the full grant amount) should only include tuition, fees, living expenses and required course-related books, per Bylaw 20.02.10. Cost of Attendance or Other Expenses Related to Attendance are **not** countable for revenue distribution purposes.*

Note: The Calculation of Revenue Distribution Equivalencies Report (CRDE) within Compliance Assistant should provide equivalencies that do not contain Cost of Attendance or Other Expenses Related to Attendance.

Procedure	Finding
<p>b. Obtain individual student-athlete account detail for each selection. Reconcile the total athletic aid reported by the institution to the student-athlete's account detail reported in CA or the institution report that reconciles to the NCAA Membership Financial Reporting System.</p>	No exceptions noted.
<p>c. <u>Division I Institutions Only:</u> Perform a check of each student selected to ensure their information was reported accurately in either the NCAA's CA software or entered directly into the NCAA Membership Financial Reporting System using the following criteria:</p> <ul style="list-style-type: none"> • Grants-in-aid is calculated by using the revenue distribution equivalencies, athletic grant amount divided by the full grant amount. • Other expenses related to attendance (also known as cost of attendance) should not be included in grants-in-aid revenue distribution equivalencies. Only tuition, fees, living expenses, and course-related books are countable for grants-in-aid revenue distribution per Bylaw 20.02.10. <u>Note:</u> For compliance purposes equivalencies may include other expenses related to attendance per Bylaw 15.02.2. However, other expenses related to attendance are not allowed to be included for revenue distribution equivalencies. If using the NCAA CA application, the Calculation of Revenue Distribution Equivalencies Report (CRDE) should provide equivalencies that do not include other expenses related to attendance. • Full grant amount should be entered as a full year of tuition, not a semester or quarter. • Student-athletes are to be counted once, regardless of multiple sport participation, and should not receive a revenue distribution equivalency greater than 1.00. • Athletic grants are valid for revenue distribution purposes only in sports in which the NCAA conducts championships competition, emerging sports for women and football bowl subdivision football. • Grants-in-aid are valid for revenue distribution purposes in NCAA sports that do not meet the minimum contests and participants' requirements of Bylaw 20.10.6.3. 	<p>No exceptions noted.</p> <p>No exceptions noted.</p> <p>No exceptions noted.</p> <p>No exceptions noted.</p> <p>No exceptions noted.</p> <p>No exceptions noted.</p> <p>No exceptions noted.</p>

Procedure	Finding
<ul style="list-style-type: none"> • Institutions providing grants to student-athletes listed on the CRDE as “Exhausted Eligibility (fifth-year)” or “Medical” receive credit in the grants-in-aid component. 	No exceptions noted.
<ul style="list-style-type: none"> • The athletics aid equivalency cannot exceed maximum equivalency limits. However, the total revenue distribution equivalency can exceed maximum equivalency limits due to exhausted eligibility and medical equivalencies, Bylaw 15.5.3.1. <u>Note:</u> The NCAA Membership Financial Reporting System’s Revenue Distribution data entry webpage will automatically reduce the Total Revenue Distribution Equivalencies Awarded column to adhere to Bylaw 15.5.3.1. 	No exceptions noted.
<ul style="list-style-type: none"> • If a sport is discontinued and athletic aid is still being awarded/honored by the institution, the athletic aid is countable for revenue distribution purposes. <u>Note:</u> The discontinued sport will need to be added to the NCAA Membership Financial Reporting System’s Revenue Distribution data entry Webpage. 	As there were no discontinued sports for the year ended June 30, 2024, this procedure was not performed.
<ul style="list-style-type: none"> • All equivalency calculations should be rounded to two decimal places. 	No exceptions noted.
<ul style="list-style-type: none"> • 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. 	No exceptions noted.
<ul style="list-style-type: none"> • If a selected student received a Pell Grant, ensure the student's grant was included in the total number and total dollar value of Pell Grants reported for Revenue Distribution purposes in the NCAA Membership Financial Reporting System. 	No exceptions noted.
<p>d. Recalculate totals for each sport and overall.</p>	No exceptions noted.
21. Guarantees	
<p>a. Obtain and inspect visiting institution's away-game settlement reports received by the institution during the reporting period and agree related expenses to the Program’s general ledger and/or the statement and recalculate totals.</p>	As guarantees represent less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.

Procedure

Finding

- b. Obtain and inspect contractual agreements pertaining to expenses recorded by the institution from guaranteed contests during the reporting period. Compare and agree related amounts expended by the institution during the reporting period to the institution's general ledger and/or the statement and recalculate totals.

As guarantees represent less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.

22. Coaching Salaries, Benefits, and Bonuses Paid by the University and Related Entities

- a. Obtain and inspect a listing of coaches employed by the Program and related entities during the reporting period. Select a sample of coaches' contracts that must include football, and men's and women's basketball from the listing.
- b. Compare and agree the financial terms and conditions of each selection to the related coaching salaries, benefits, and bonuses recorded by the Program and related entities in the statement during the reporting period.
- c. Obtain and inspect payroll summary registers for the reporting year for each selection. Compare and agree payroll summary registers from the reporting period to the related coaching salaries, benefits and bonuses paid by the Program and related entities expense recorded by the Program in the statement during the reporting period.
- d. Compare and agree the totals recorded to any employment contracts executed for the sample selected and recalculate totals.

A listing of all coaches employed by the Program was obtained. A sample of five coaches for two pay periods each was selected, including the men's and women's basketball head coaches.

No exceptions noted.

No exceptions noted.

No exceptions noted.

23. Coaching Salaries, Benefits, and Bonuses Paid by a Third-Party

- a. Obtain and inspect a listing of coaches employed by third parties during the reporting period. Select a sample of coaches' contracts that must include football, and men's and women's basketball from the listing.
- b. Compare and agree the financial terms and conditions of each selection to the related coaching other compensation and benefits paid by a third party and recorded by the Program in the statement during the reporting period.
- c. Obtain and inspect reporting period payroll summary registers for each selection. Compare and agree related payroll summary register to the coaching other compensation and benefits paid by a third-party recorded by the institution in the statement during the reporting period and recalculate totals.

As there were no coaching salaries, benefits, and bonuses paid by a third-party for the year ended June 30, 2024, this procedure was not performed.

As there were no coaching salaries, benefits, and bonuses paid by a third-party for the year ended June 30, 2024, this procedure was not performed.

As there were no coaching salaries, benefits, and bonuses paid by a third-party for the year ended June 30, 2024, this procedure was not performed.

Procedure

Finding

24. Support Staff/Administrative Compensation, Benefits and Bonuses Paid by the University and Related Entities

- a. Select a sample of support staff/administrative personnel employed by the Program and related entities during the reporting period.
- b. Obtain and inspect reporting period summary payroll register for each selection. Compare and agree related summary payroll register to the related support staff administrative salaries, benefits and bonuses paid by the Program and related entities expense recorded by the Program in the statement during the reporting period and recalculate totals.

A sample of five support staff/administrative personnel for two pay periods each was selected.

No exceptions noted.

25. Support Staff/Administrative Compensation, Benefits, and Bonuses Paid by a Third-Party

- a. Select a sample of support staff/administrative personnel employed by the third parties during the reporting period.
- b. Obtain and inspect reporting period payroll summary registers for each selection. Compare and agree related payroll summary registers to the related support staff administrative other compensation and benefits expense recorded by the Program in the statement during the reporting period and recalculate totals.

As there were no support staff/administrative compensation benefits, and bonuses paid by a third-party for the year ended June 30, 2024, this procedure was not performed.

As there were no support staff/administrative compensation, benefits, and bonuses paid by a third-party for the year ended June 30, 2024, this procedure was not performed.

26. Severance Payments

- a. Select a sample of employees receiving severance payments by the institution during the reporting period and agree each severance payment to the related termination letter or employment contract and recalculate totals.

As there were no severance payments for the year ended June 30, 2024, this procedure was not performed.

27. Recruiting

- a. Obtain documentation of the Program's recruiting expense policies.
- b. Compare and agree to existing institutional- and NCAA-related policies.

As recruiting represents less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.

As recruiting represents less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.

Procedure	Finding
<ul style="list-style-type: none"> c. Obtain general ledger detail and compare to the total expenses reported and recalculate totals. 	As recruiting represents less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.
28. Team Travel	
<ul style="list-style-type: none"> a. Obtain documentation of the Program’s team travel policies. 	We obtained and documented an understanding of the Program’s team travel policies.
<ul style="list-style-type: none"> b. Compare and agree to existing institutional- and NCAA-related policies. 	No exceptions noted and policies are consistent with institutional and NCAA-related policies.
<ul style="list-style-type: none"> c. Obtain general ledger detail and compare to the total expenses reported and recalculate totals. 	No exceptions noted.
29. Sports Equipment, Uniforms and Supplies	
<ul style="list-style-type: none"> a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals. 	As sports equipment, uniforms and supplies represent less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.
30. Game Expenses	
<ul style="list-style-type: none"> a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals. 	As game expenses represent less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.
31. Fund Raising, Marketing and Promotion	
<ul style="list-style-type: none"> a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals. 	As fund raising, marketing and promotion represent less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.
32. Sports Camp Expenses	
<ul style="list-style-type: none"> a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals. 	As there were no sports camp expenses for the year ended June 30, 2024, this procedure was not performed.
33. Spirit Groups	
<ul style="list-style-type: none"> a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals. 	As spirit groups represent less than 4.0% of the total expenses for the year ended June 30, 2024, this procedure was not performed.

Procedure	Finding
34. Athletic Facilities Debt Service, Leases and Rental Fees	
<p>a. Obtain a listing of debt service schedules, lease payments and rental fees for athletics facilities for the reporting year. Compare a sample of facility payments including the top two highest facility payments to additional supporting documentation (e.g. debt financing agreements, leases, rental agreements).</p>	As athletic facilities debt service, leases and rental fees represent less than 4.0% for the year ended June 30, 2024, this procedure was not performed.
<p>b. Compare amounts recorded to amounts listed in the general ledger detail and recalculate totals.</p>	As athletic facilities debt service, leases and rental fees represent less than 4.0% for the year ended June 30, 2024, this procedure was not performed.
35. Direct Overhead and Administrative Expenses	
<p>a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.</p>	No exceptions noted.
36. Indirect Institutional Support	
<p>a. Tested with revenue section- Indirect Institutional Support.</p>	No exceptions noted.
37. Medical Expenses and Insurance	
<p>a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.</p>	As medical expenses and insurance represent less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.
38. Memberships and Dues	
<p>a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.</p>	As memberships and dues represent less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.
39. Student-Athlete Meals (non-travel)	
<p>a. Obtain general ledger detail and compare to the total expenses report. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.</p>	As student-athlete meals (non-travel) represent less than 4.0% of total expenses for the year ended June 30, 2024, this procedure was not performed.

Procedure	Finding
40. Other Operating Expenses	
<ul style="list-style-type: none"> a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals. 	No exceptions noted.
41. Football Bowl Expenses (41 and 41A)	
<ul style="list-style-type: none"> a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals. 	As there were no football bowl expenses for the year ended June 30, 2024, this procedure was not performed.

ADDITIONAL MINIMUM AGREED-UPON PROCEDURES

In order for the NCAA to place reliance on the **Division I** financial reporting to calculate the Division I NCAA revenue distributions, which is a financial benefit to the institution, the following procedures are required:

Procedure	Finding
1. Grants-in-Aid:	
<ul style="list-style-type: none"> a. Compare and agree the sports sponsored reported in the NCAA Membership Financial Reporting System to the Calculation of Revenue Distribution Equivalencies Report (CRDE) from Compliance Assistant (CA) or other report that supports the equivalency calculations from the institution. The NCAA Membership Financial Reporting System populates the sports from the NCAA Sports Sponsorship and Demographics Form as they are reported by the institution between April and June. If there is a discrepancy in the sports sponsored between the NCAA Membership Financial Reporting System and the CRDE or other report that supports the equivalency calculations, inquire about the discrepancy, and report the justification in the AUP report. 	No exceptions noted.
<ul style="list-style-type: none"> b. Compare current year Grants-in-Aid revenue distribution equivalencies to prior year reported equivalencies per the Membership Financial Report submission. Inquire and document an explanation for any variance great than +/- 4%. The submitted data is reviewed by NCAA staff. Providing a detailed variance explanation will assist with the review process. 	We noted no variance greater than the threshold.

2. Sports Sponsorship:

- a. Obtain the institution's Sports Sponsorship and Demographics Form submitted to NCAA Research for the reporting year. Validate that the countable NCAA sports reported by the institution meet the minimum requirements, set forth in Bylaw 20.10.6.3, related to the number of contests and the number of participants. If the institution requested and/or received a waiver related to minimum contests or minimum participants for a sport, that sport would not qualify as a sponsored sport for the purposes of revenue distribution. Also, only sports in which the NCAA conducts championships competition, emerging sports for women and bowl subdivision football are eligible. Once the countable sports have been validated, ensure that the institution has properly reported these sports as countable for revenue distribution purposes within the NCAA Membership Financial Reporting System. Any discrepancies MUST be resolved within the NCAA Membership Financial Reporting System prior to the report being submitted to the NCAA.
- No exceptions noted.
- b. Compare current year number of Sports Sponsored to prior year reported total per the Membership Financial Report submission. Inquire and document an explanation for any variance. The submitted data is reviewed by NCAA staff. Providing a detailed variance explanation will assist with the review process.
- No variance noted.

3. Pell Grants:

- a. Agree the total number of Division I student-athletes who, during the academic year, received a Pell Grant award (e.g. Pell Grant recipients on Full Athletic Aid, Pell Grant recipients on Partial Athletic Aid and Pell Grant recipients with no Athletic Aid) and the total dollar amount of these Pell Grants reported in the NCAA Membership Financial Reporting System to a report generated out of the institutions financial aid records of all student-athlete Pell Grants.
- No exceptions noted.
- Note 1: Only Pell Grants for sports in which the NCAA conducts championships competition, emerging sports for women and bowl subdivision football are countable.
 - Note 2: Student-athletes should only be counted once even if the athlete participates in multiple sports.
 - Note 3: Individual student-aid file testing in step 31 above should tie any selected student athletes who received Pell Grants back to the report of all student athlete Pell Grants to test the completeness and accuracy of the report.

Procedure	Finding
<p>b. Compare current year Pell Grants total to prior year reported total per the Membership Financial Report submission. Inquire and document an explanation for any variance greater than +/- 20 grants. The submitted data is reviewed by NCAA staff. Providing a detailed variance explanation will assist with the review process.</p>	<p>We noted no variance greater than the threshold.</p>

Minimum Agreed-Upon Procedures for Other Reporting Items

50. Excess Transfers to Institution

- | | |
|---|---|
| <p>a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.</p> | <p>As there were no excess transfers to institution for the year ended June 30, 2024, this procedure was not performed.</p> |
|---|---|

51. Conference Realignment Expenses

- | | |
|---|---|
| <p>a. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.</p> | <p>As there were no conference realignment expenses for the year ended June 30, 2024, this procedure was not performed.</p> |
|---|---|

52. Total Athletics Related Debt

- | | |
|---|-----------------------------|
| <p>a. Obtain repayment schedules for all outstanding intercollegiate athletics debt during the reporting period. Recalculate annual maturities (consisting of principal and interest) provided in the schedules obtained.</p> | <p>No exceptions noted.</p> |
| <p>b. Agree the total annual maturities and total outstanding athletic related debt to supporting documentation and the institution's general ledger, as applicable.</p> | <p>No exceptions noted.</p> |

53. Total Institutional Debt

- | | |
|---|-----------------------------|
| <p>a. Agree the total outstanding institutional debt to supporting documentation and the institution's audited financial statements, if available, or the institution's general ledger.</p> | <p>No exceptions noted.</p> |
|---|-----------------------------|

54. Value of Athletics Dedicated Endowments

- | | |
|---|-----------------------------|
| <p>a. Obtain a schedule of all athletics dedicated endowments maintained by the Program, the institution, and affiliated organizations. Agree the fair market value in the schedule(s) to supporting documentation, the general ledger(s) and audited financial statements, if available.</p> | <p>No exceptions noted.</p> |
|---|-----------------------------|

Procedure	Finding
55. Value of Institutional Endowments	
a. Agree the total fair market value of institutional endowments to supporting documentation, the institution's general ledger and/or audited financial statements, if available.	No exceptions noted.
56. Total Athletics Related Capital Expenditures	
a. Obtain a schedule of athletics related capital expenditures made by the Program, the institution, and affiliated organizations during the reporting period, additions only.	No exceptions noted.
b. Obtain general ledger detail and compare to the total expenses reported. Select a sample of transactions to validate existence of transaction and accuracy of recording and recalculate totals.	No exceptions noted.

Agreed-Upon Procedures Related to Affiliated and Outside Organizations

Procedure

- The Program shall identify all intercollegiate athletics-related affiliated and outside organizations and obtain those organizations' statements for the reporting period. Once the Program has made these statements available, the independent accountant shall agree the amounts reported in the statement to the organization's general ledger or, alternatively, confirm revenues and expenses directly with a responsible official of the organization. In addition, the Program shall prepare a summary of revenues and expenses for or on behalf of intercollegiate athletics programs affiliated and outside organizations to be included with the agreed-upon procedures report.

Results

The Program identified the UNCG Excellence Foundation, Inc. (the Foundation) and the University of North Carolina at Greensboro Investment Fund, Inc. (the Fund) as the only outside organizations making expenditures for, or on behalf of the Program or its employees. The Foundation and the Fund serve as the official legal conduits for the acceptance, investment, and distribution of private gifts in support of the activities and programs of the Program. Expenditures for, or on behalf of the Program or its employees are made directly from the Foundation and the Fund. For the year ended June 30, 2024, the Foundation recognized revenues of \$619,321 and expenses of \$457,653 on behalf of the Program. The Fund did not recognize any revenues or expenses on behalf of the Program for the year ended June 30, 2024.

Finding

No exceptions noted.

Procedure

2. The independent accountant shall obtain and review the audited financial statements of the organization and any additional reports regarding internal control matters if the organization is audited independent of the agreed-upon procedures required by NCAA legislation. The Program's independent accountant shall also inquire of institutional and outside organization management as to corrective action taken in response to comments concerning internal control structure (if any).

Results

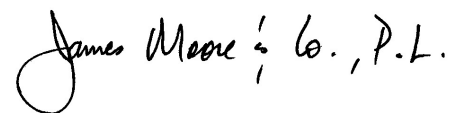
We obtained and read the audited financial statements of the Foundation and the Fund for the year ended June 30, 2024, and the related management letters. The results of this procedure disclosed that the independent auditors expressed an unmodified opinion on the financial statements of the Foundation and the Fund. The independent auditors noted no material weaknesses in the Foundation or Fund's internal control.

Finding

No exceptions noted.

We were engaged by the University to perform this agreed-upon procedures engagement and conducted our engagement in accordance with attestation standards established by the AICPA. We were not engaged to and did not conduct an examination or review, the objective of which would be the expression of an opinion or conclusion, respectively, on the compliance of the accompanying Statement of Revenues and Expenses (Exhibit I) of the University and the accompanying notes to the Statement of Revenues and Expenses (Exhibit II). Accordingly, we do not express such an opinion or conclusion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

We are required to be independent of the University and to meet our ethical responsibilities, in accordance with the relevant ethical requirements related to our agreed-upon procedures engagement.

A handwritten signature in black ink that reads "James Moore & Co., P.L." The signature is written in a cursive style with a large, looped initial 'J'.

Gainesville, Florida
December 20, 2024

UNIVERSITY OF NORTH CAROLINA AT GREENSBORO
INTERCOLLEGIATE ATHLETICS PROGRAM
STATEMENT OF REVENUES AND EXPENSES
FOR THE YEAR ENDED JUNE 30, 2024
(UNAUDITED - SEE ACCOMPANYING INDEPENDENT ACCOUNTANTS' REPORT
ON THE APPLICATION OF AGREED-UPON PROCEDURES)

	Men's Basketball	Women's Basketball	Other Sports	Nonprogram Specific	Total
Revenues					
1 Ticket sales	\$ 136,902	\$ 5,856	\$ 7,514	\$ -	\$ 150,272
2 Direct state or other governmental support	-	-	-	1,653,400	1,653,400
3 Student fees	1,336,461	896,202	2,728,679	5,194,018	10,155,360
4 Direct institutional support	-	-	-	110,000	110,000
5 Less - Transfers to institution	-	-	-	(642,752)	(642,752)
6 Indirect institutional support	-	-	-	2,913,947	2,913,947
6A Indirect institutional support - athletic facilities debt service, leases and rental fees	-	-	-	206,874	206,874
7 Guarantees	265,000	40,000	35,500	-	340,500
8 Contributions	80,455	24,858	852,930	1,382,064	2,340,307
9 In-kind	5,605	7,490	115,172	73,548	201,815
10 Compensation and benefits provided by a third-party	-	-	-	-	-
11 Media rights	-	-	-	-	-
12 NCAA distributions	85,802	-	-	1,120,789	1,206,591
13 Conference distributions (non media and non football bowl)	-	-	-	136,000	136,000
13A Conference distributions of football bowl generated revenue	-	-	-	-	-
14 Program, novelty, parking and concession sales	-	-	-	49,605	49,605
15 Royalties, licensing, advertisement and sponsorships	-	-	1,500	320,984	322,484
16 Sports camp revenues	-	-	-	-	-
17 Athletics restricted endowment and investment income	135	137	1,055	281,108	282,435
18 Other operating revenue	-	-	312,439	232,984	545,423
19 Football bowl revenues	-	-	-	-	-
Total operating revenues	<u>1,910,360</u>	<u>974,543</u>	<u>4,054,789</u>	<u>13,032,569</u>	<u>19,972,261</u>
Expenses					
20 Athletic student aid	405,957	438,486	2,133,630	-	2,978,073
21 Guarantees	9,000	8,000	26,007	-	43,007
22 Coaching salaries, benefits and bonuses paid by the university and related entities	1,016,138	655,137	1,958,082	-	3,629,357
23 Coaching salaries, benefits and bonuses paid by a third-party	-	-	-	-	-
24 Support staff/administrative compensation, benefits and bonuses paid by the university and related entities	1,257	1,509	481	3,000,048	3,003,295
25 Support staff/administrative compensation, benefits and bonuses paid by a third-party	-	-	-	-	-
26 Severance payments	-	-	-	-	-
27 Recruiting	84,844	47,339	123,937	-	256,120
28 Team travel	456,543	222,051	859,485	-	1,538,079
29 Sports equipment, uniforms and supplies	110,094	90,866	495,956	6,360	703,276
30 Game expenses	360,732	71,755	162,854	44,862	640,203
31 Fund raising, marketing and promotion	-	-	-	182,517	182,517
32 Sports camp expenses	-	-	-	-	-
33 Spirit groups	-	-	-	47,326	47,326
34 Athletic facilities debt service, leases and rental fees	-	-	11,684	224,337	236,021
35 Direct overhead and administrative expenses	572,071	186,434	413,230	750,234	1,921,969
36 Indirect institutional support	-	-	-	2,913,947	2,913,947
37 Medical expenses and insurance	26,931	11,285	24,285	127,278	189,779
38 Memberships and dues	1,005	3,618	14,998	57,061	76,682
39 Student-athlete meals (non-travel)	38,541	16,892	14,127	85,377	154,937
40 Other operating expenses	152,101	48,671	232,919	735,258	1,168,949
41 Football bowl expenses	-	-	-	-	-
41A Football bowl expenses - coaching compensation/bonuses	-	-	-	-	-
Total operating expenses	<u>3,235,214</u>	<u>1,802,043</u>	<u>6,471,675</u>	<u>8,174,605</u>	<u>19,683,537</u>
Results of operations	<u>\$ (1,324,854)</u>	<u>\$ (827,500)</u>	<u>\$ (2,416,886)</u>	<u>\$ 4,857,964</u>	<u>288,724</u>
50 Excess transfers to institution					-
Excess (deficiency) of revenues over (under) expenses:					<u>\$ 288,724</u>
Other reported items					
51 Conference realignment expenses					<u>\$ -</u>
52 Total athletics related debt					<u>\$ 875,480</u>
53 Total institutional debt					<u>\$ 237,414,770</u>
54 Value of athletics dedicated endowments					<u>\$ 15,132,877</u>
55 Value of institutional endowments					<u>\$ 429,934,216</u>
56 Total athletics related capital expenditures					<u>\$ 171,267</u>

- See accompanying notes to statement of revenues and expenses -

**UNIVERSITY OF NORTH CAROLINA AT GREENSBORO
INTERCOLLEGIATE ATHLETICS PROGRAM
NOTES TO STATEMENT OF REVENUES AND EXPENSES
FOR THE YEAR ENDED JUNE 30, 2024
(UNAUDITED – SEE ACCOMPANYING INDEPENDENT ACCOUNTANTS’
REPORT ON THE APPLICATION OF AGREED-UPON PROCEDURES)**

(1) **Basis of Accounting:**

The statement of revenues and expenses of the University of North Carolina at Greensboro (the University) Intercollegiate Athletics Program (the Program) has been prepared using the accrual basis of accounting except where noted below. Under this method, revenues are recorded when earned and expenses are recognized when they are incurred. The statement of revenues and expenses includes adjustments to a liability for compensated absences. Employees earn the right to be compensated during absences for annual leave (i.e. personal leave) and sick leave pursuant to §126-8, North Carolina General Statutes. The Program has recorded an accrual for the liability associated with the employee’s right to receive compensation for future absences in preparing the statement of revenues and expenses.

(2) **Capital Assets:**

Capital asset purchases of the Program are recorded as expenditures when incurred, as capital assets are recorded in the property funds of the University, and are not recorded as assets in the Program’s accounting records. As such, no depreciation expense is recorded in the Program’s accounting records.

(3) **Contributions:**

The University, the UNCG Excellence Foundation, Inc. (the Foundation), and the University of North Carolina at Greensboro Investment Fund, Inc. (the Fund) serve as the official legal conduit for the acceptance, investment, and distribution of private gifts in support of the activities and programs of the Program. Contributions of \$2,340,307 were recognized from the University and the Foundation for the year ended June 30, 2024, and have been included in the accompanying statement of revenues and expenses. Contributions received from the University and the Foundation were the only contributions exceeding 10% of total contributions, as reported in the statement of revenues and expenses, for the year ended June 30, 2024.

(4) **Athletics Related Debt:**

The University issued the Series 2012A Bond for renovations to the softball stadium and track venue. The Series 2012A Bond was refinanced by the Series 2017 Bond, which includes interest at the rate of 5.00% and matures in April 2029.

The University issued the Series 2021B Bond for renovations to the softball stadium and track venue. The Series 2021B Bond was refinanced by the Series 2022 Bond, which includes interest at the rate of 2.10% and matures in April 2029.

**UNIVERSITY OF NORTH CAROLINA AT GREENSBORO
 INTERCOLLEGIATE ATHLETICS PROGRAM
 NOTES TO STATEMENT OF REVENUES AND EXPENSES
 FOR THE YEAR ENDED JUNE 30, 2024
 (UNAUDITED – SEE ACCOMPANYING INDEPENDENT ACCOUNTANTS’
 REPORT ON THE APPLICATION OF AGREED-UPON PROCEDURES)**

(4) **Athletics Related Debt:** (Continued)

The following is a schedule of future principal and interest payments for long-term debt as of June 30, 2024:

<u>Year Ended June 30,</u>	<u>Principal</u>	<u>Interest</u>	<u>Total Principal and Interest</u>
2025	\$ 170,663	\$ 31,828	\$ 202,491
2026	173,354	25,805	199,159
2027	173,696	19,609	193,305
2028	177,891	13,289	191,180
2029	179,876	6,737	186,613
Total	<u>\$ 875,480</u>	<u>\$ 97,268</u>	<u>\$ 972,748</u>

(5) **Surplus/Deficit Allocations:**

The Program is allowed to carry forward all available funds at the end of each fiscal year to the next fiscal year. Deficits are funded by the Program to the extent there is sufficient net position available.

UNIVERSITY OF NORTH CAROLINA AT GREENSBORO INTERCOLLEGIATE ATHLETICS PROGRAM
SUPPLEMENT TO STATEMENT OF REVENUES AND EXPENSES
VARIATION ANALYSIS OF THE TOTAL REVENUES AND EXPENSES
TO PRIOR PERIOD AMOUNTS AND BUDGET ESTIMATES
FOR THE YEAR ENDED JUNE 30, 2024
(UNAUDITED - SEE ACCOMPANYING INDEPENDENT ACCOUNTANTS'
REPORT ON THE APPLICATION OF AGREED-UPON PROCEDURES)

Revenues		<u>2024</u>	<u>2023</u>	<u>\$ Variance</u>	<u>% Variance</u>	<u>Variance Explanation</u>
6	Indirect institutional support	\$ 2,913,947	\$ 3,616,338	\$ (702,391)	-19.42%	Decrease in FY2024 due to a change in the indirect institutional support rate methodology. In FY2024, the rate utilized was 18.61% compared to 26% in FY2023. This rate was updated based on analysis conducted on how other schools calculate this rate.
8	Contributions	\$ 2,340,307	\$ 1,855,156	\$ 485,151	26.15%	Increase in FY2024 primarily due to a \$450,000 legacy gift that was received in FY2024 that was not received in FY2023.
Expenses						
20	Athletic student aid	\$ 2,978,073	\$ 2,690,116	\$ 287,957	10.70%	Increase in FY2024 due to increased cost of out-of-state tuition, room and board, and off-campus room and board. Additionally, there were expansions of summer school needs.
36	Indirect institutional support	\$ 2,913,947	\$ 3,616,338	\$ (702,391)	-19.42%	Decrease in FY2024 due to a change in the indirect institutional support rate methodology. In FY2024, the rate utilized was 18.61% compared to 26% in FY2023. This rate was updated based on analysis conducted on how other schools calculate this rate.

Note 1: The budget estimates for the University of North Carolina at Greensboro are not prepared in a format consistent with the revenue and expense categories specified by the NCAA. Thus, the variance analysis of total revenues and expenses to the budget estimates for the year ended June 30, 2024, could not be performed.

Annual Athletic Financial Reporting

Please provide financial data as reported to the NCAA for FY24. See Appendices A, B, and C of the NCAA 2024 Agreed Upon Procedures for category definitions.

Institution: University of North Carolina Greensboro

Prepared by: Ashlee Magosin, Sr Associate AD for Business

Email: a.magosin@uncg.edu

ID	Category	FY24 Amount
Revenues		
1	Ticket Sales	\$150,272
2	Direct State or Other Government Support	\$1,653,400
3	Student Fees	\$10,155,361
4	Direct Institutional Support	\$110,000
5	Less - Transfers to Institution	-\$642,752
6	Indirect Institutional Support	\$2,913,947
6A	Indirect Institutional Support - Athletic Facilities Debt Service, Lease & Rental Fees	\$206,874
7	Guarantees	\$340,500
8	Contributions	\$2,340,307
9	In-Kind	\$201,815
10	Compensation & Benefits Provided by a Third Party	\$0
11	Media Rights	\$0
12	NCAA Distributions	\$1,206,591
13	Conference Distributions (Non Media and Non-Football Bowl)	\$136,000
13A	Conference Distributions of Football Bowl Generated Revenue	\$0
14	Program, Novelty, Parking, & Concession Sales	\$49,605
15	Royalties, Licensing, Advertisement, & Sponsorships	\$322,484
16	Sports Camp Revenues	\$0
17	Athletics Restricted Endowment and Investments Income	\$282,435
18	Other Operating Revenue	\$545,422
19	Football Bowl Revenues	\$0
	Total Operating Revenues (Sum of Categories 1-19)	\$19,972,260
Expenses		
20	Athletic Student Aid	\$2,978,073
21	Guarantees	\$43,007
22	Coaching Salaries, Benefits, and Bonuses paid by the University & Related Entities	\$3,629,357
23	Coaching Salaries, Benefits, and Bonuses paid by a Third Party	\$0
24	Support Staff/Administrative Compensation, Benefits & Bonuses paid by the University and Related Entities	\$3,003,295
25	Support Staff/Administrative Compensation, Benefits & Bonuses paid by Third Party	\$0
26	Severance Payments	\$0
27	Recruiting	\$256,120
28	Team Travel	\$1,538,079

ID	Category	FY24 Amount
29	Sports Equipment, Uniforms & Supplies	\$703,276
30	Game Expenses	\$640,203
31	Fund Raising, Marketing, and Promotion	\$182,517
32	Sports Camp Expenses	\$0
33	Spirit Groups	\$47,326
34	Athletic Facilities, Debt Service, Leases and Rental Fees	\$236,021
35	Direct Overhead & Administrative Expenses	\$1,921,969
36	Indirect Institutional Support (This category should equal Category 6)	\$2,913,947
37	Medical Expenses & Insurance	\$189,779
38	Memberships & Dues	\$76,682
39	Student-Athlete Meals (non-travel)	\$154,937
40	Other Operating Expenses	\$1,168,949
41	Football Bowl Expenses	\$0
41A	Football Bowl Expenses - Coaching Compensation/Bonuses	\$0
	Total Operating Expenses (Sum of Categories 20-41A)	\$19,683,538
Other Reporting Items		
50	Excess Transfers to Institution (if applicable)	\$0
51	Conference Realignment Expenses	\$0
52	Total Athletics Related Debt	\$875,480
53	Total Institutional Debt	\$237,414,770
54	Value of Athletics Dedicated Endowments	\$15,132,877
55	Value of Institutional Endowments	\$429,934,216
56	Total Athletics Related Capital Expenditures	\$163,459

Other Athletics Related Reporting Requirements

Per the recommendation put forth by the UNC Task Force on Athletics and Academics (effective January 1, 2013), in which the Compliance Office reports to the chancellor (or the chancellor's non-athletics department designee), the position of Executive Associate Athletic Director reports to the Director of Athletics and the University General Counsel.

SECTION M • ATHLETIC DEVELOPMENT

Purpose

The purpose of this section of the policy is to specify the roles and responsibilities of coaches, athletic staff, student-athletes, alumni, boosters and/or other internal or external individuals or groups in the athletics development process to ensure that proper fundraising and stewardship practices are followed and that there is strict adherence to required financial and reporting requirements and the policies of the Board of Trustees, UNCG's Division of University Advancement, the UNCG Excellence Foundation and University Administration.

Working in collaboration with University Advancement, the Athletic Development staff solicits and stewards gifts through the Spartan Club via the following methods, annual fund solicitation (phone calls, letters, personal visits); major gift solicitation (individual asks for gifts of \$50,000 and above); strategic planning and financial reporting. The Spartan Club generates contributions for the following types of funds, including, but not limited to Spartan Club Athletic Scholarship Fund, Named Endowments, Team Enrichment Funds and Capital Project Accounts.

Roles and Responsibilities of Coaches and Administrators in the Athletics Development Process

Coaches and athletic administration staff provide for an important part of the cultivation process via attention given to donors/prospects. Attention may come in a variety of ways, including gift acknowledgment, a visit with a development staff member, and/or establishing/developing an on-going personal relationship.

Athletic development personnel, working with University Advancement, provide personal attention and cultivation to donors and prospects daily through personal relationship development, mass communications, and special events.

Athletic development personnel and University Advancement will often be the stewards of cultivation on behalf of the coaches and administration. For example, athletic development personnel will provide information for gift acknowledgment, will arrange for coaches/administrators to attend special events, and will direct the introduction and development of personal relationships with appropriate donors/prospects.

Head coaches are asked to work in conjunction with athletic development to enhance the overall development effort for the ultimate benefit of the program and the donor.

All coaches and non-development athletic staff members will share key details of any significant interaction with donors/prospects/alumni. A simple email sent to Executive Associate Athletic Director for External Operations or Associate Athletic Director for

Development will suffice. It should include the name of the donor/prospect/alum, date and location of meeting or type of communication, and any key pieces of information that may be important to the overall relationship with the donor/prospect, or anything related to the donor/prospect's interest in a financial contribution.

Events/Alumni Reunions

Coaches must coordinate with the Spartan Club before moving forward with plans for any events that involve alumni and/or donors/prospects and team awards banquets/gatherings.

Correspondence with Donors

Head coaches will be asked to communicate with either phone calls and/or written acknowledgment for gifts made by donors to their sports program. The Athletic Development staff will supply head coaches with all the appropriate information necessary for such correspondence. Athletic Development personnel will gladly assist any head coach in the development of a process and/or the communication piece as requested.

Coaches will share any updated contact information they have on former Student-Athletes with the Spartan Club. Coaches will not maintain separate databases of alumni/donors. Any requests for mailing/phone/email lists will be made through the Spartan Club.

Contributions/Gifts

Any and all financial contributions for athletics must be sent to the Spartan Club for processing, allocation, and acknowledgment purposes.

All gifts must be directed in accordance with the donor's wishes as long as the donor's wishes are legal and viable under Federal and State law, NCAA and university regulations. A gift should not be accepted without a clear understanding that it can be used as the donor intends. Should a case arise in which you do not have a clear understanding, please contact a member of the athletic development staff before accepting the gift.

Donor Information

Donor information (names, addresses, phone, email, and gift amounts) is private and protected by law. Do NOT disseminate any such information without first contacting the Athletic Development staff for approval.

Promotional/Advertising/Publicity

All promotional, advertising and publicity support for fundraising activities must be approved by a member of the Spartan Club staff.

Solicitation

Approval for any form of direct solicitation from alumni, parents, current and past student-athletes, friends, spectators or past contributors must first be obtained from a member of the Spartan Club staff.

Priority Points Seating Program

The priority points seating program (launched in FY 2013) at UNCG is designed to both reward donors who proactively support athletics as well as to leverage the interest in our high-profile sports programs in order to benefit the greater good of Athletics and the University. Together, the athletic development and ticketing staffs will be the ones communicating and administering this program.



Athletic Development

Thank You Letters

Each week the Spartan Club sends thank you letters to all donors who makes a gift or pledge to the Spartan Athletics Scholarship Fund or a specific Team Enrichment Fund. Depending on the amount of the donation these letters are signed Chase Blake, Associate AD for Development.

Once a month, a list is sent to each coach of any gifts made to their sport's Enrichment Fund. The coach will personally write a thank you note to each of these donors.

Gift Processing

Each time a gift or pledge comes in, the Spartan Club records each in a daily spreadsheet. This spreadsheet contains the name of the donor, their Banner ID, the gift or pledge amount, the Designation of the gift, the Appeal Code associated with the gift, and any Benefits if applicable. The gift spreadsheet, along with the gift(s), are sent over to the Advancement Services office located at 101 S. Elm Street. The Advancement team then deposits the gifts and records all the information in the Banner system.