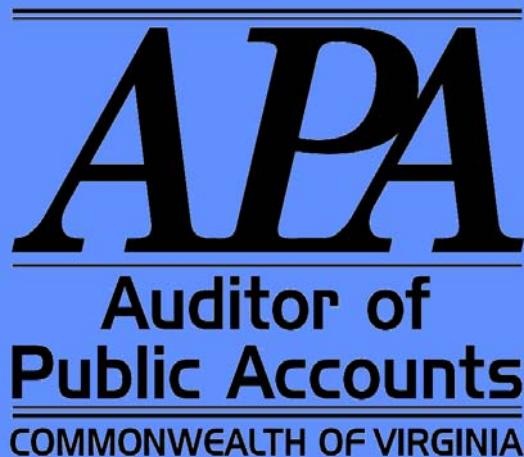


NORFOLK STATE UNIVERSITY

**INTERCOLLEGIATE ATHLETICS PROGRAMS
FOR THE YEAR ENDED
JUNE 30, 2007**



- TABLE OF CONTENTS -

	<u>Pages</u>
INDEPENDENT AUDITOR'S REPORT ON APPLICATION OF AGREED-UPON PROCEDURES	1-5
SCHEDULE	
Schedule of Revenues and Expenses of Intercollegiate Athletics Programs	6-7
Notes to the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs	8-9
UNIVERSITY OFFICIALS	10



Commonwealth of Virginia

Auditor of Public Accounts
P.O. Box 1295
Richmond, Virginia 23218

Walter J. Kucharski, Auditor

January 15, 2008

The Honorable Timothy M. Kaine
Governor of Virginia

The Honorable Thomas K. Norment, Jr.
Chairman, Joint Legislative Audit
And Review Commission

Carolyn W. Meyers
President, Norfolk State University

INDEPENDENT AUDITOR'S REPORT ON APPLICATION OF AGREED-UPON PROCEDURES

We have performed the procedures enumerated below, which were agreed to by the President of **Norfolk State University** solely to assist the University in evaluating whether the accompanying Schedule of Revenues and Expenses of Intercollegiate Athletics Programs of the University is in compliance with National Collegiate Athletic Association (NCAA) Bylaw 6.2.3, for the year ended June 30, 2007. The University's management is responsible for the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs and the Schedule's compliance with NCAA requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of the procedures is solely the responsibility of the University. Consequently, we make no representation regarding sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

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

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

Internal Controls

1. We reviewed documentation of accounting systems and operating procedures. We reviewed the relationship of internal control over intercollegiate athletics programs to internal control reviewed in connection with our audits of the University's financial statements. In addition, we identified and reviewed those controls unique

to intercollegiate athletics programs, which were not reviewed in connection with our audits of the University's financial statements.

2. We reviewed an organizational chart provided by the Intercollegiate Athletics Department and discussed it with appropriate personnel. We also made certain inquiries of management regarding control consciousness, the use of internal audit in the Department, competence of personnel, and protection of records and equipment.
3. The University provided us with their procedures for gathering information on the nature and extent of affiliated and outside organizational activity for or on behalf of the intercollegiate athletics programs.

Affiliated and Outside Organizations

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

Schedule of Revenues and Expenses of Intercollegiate Athletics Programs

7. We obtained the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs (Schedule) for the year ended June 30, 2007, as prepared by the University and shown in this report. We recalculated the addition of the amounts on the Schedule, traced the amounts on the Schedule to management's worksheets, and agreed the amounts on management's worksheets to the Intercollegiate Athletics Department's accounts in the accounting records. We noted no differences between the amounts in the Intercollegiate Athletics Department's accounts in the accounting records and the amounts on the worksheets. We discussed the nature of work sheet adjustments with management and are satisfied that the adjustments are appropriate.
8. We applied certain analytical review techniques to the balances reported on the Schedule in order to determine the reasonableness of amounts reported therein. These techniques included trend analyses and other tests using operating data and review of actual amounts expended in comparison to budgeted amounts.

Revenues

9. We compared each major revenue account to prior period amounts and budget estimates. We obtained and documented an understanding of all significant variances.
10. Intercollegiate Athletics Department management provided us with a reconciliation of tickets sold during the reporting period along with complimentary tickets and unsold tickets to the revenue recorded in the Schedule and related attendance figures. We reviewed these reconciliations for selected games and found such reconciliations to be materially in agreement to amounts recorded as ticket revenue for those games.
11. We compared student fees reported in the Schedule to amounts reported in the accounting records and an expected amount based on fee rates and enrollment. We found these amounts to be materially in agreement.
12. Intercollegiate Athletics Department management provided us with a listing of game guarantee revenues, which we agreed to the accounting records. Based on an analytical review of the amounts reported in the Schedule, we consider the amount reported to be reasonable. This amount was deemed to be immaterial for detailed testing.
13. Intercollegiate Athletics Department management provided us with a listing of all contributions of moneys, goods, or services received directly by the Intercollegiate Athletics Department from any affiliated or outside organization, agency, or group of individuals that constitutes ten percent or more of all contributions received during the reporting period. We vouched each individual contribution received directly by the University for its intercollegiate athletics programs that constituted more than ten percent of the contributions so received. Except for contributions received from the Athletics Foundation of Norfolk State University, we noted no individual contribution which constituted more than ten percent of total contributions received for intercollegiate athletics.
14. Intercollegiate Athletics Department management provided us with a listing of all revenues from tournaments, conference distributions, and NCAA distributions. Based on an analytical review of the amounts reported in the Schedule, we consider the amount reported to be reasonable. This amount was deemed to be immaterial for detailed testing.
15. Intercollegiate Athletics Department management provided us with a listing and all agreements related to participation in revenues from royalties, advertisements, and sponsorships. We inspected the agreements and consider the amount reported to be reasonable. This amount was deemed to be immaterial for detailed testing.
16. Based on receipts as listed in the accounting records, we selected and tested collections by the intercollegiate athletics program. We found all reviewed amounts to be in agreement with supporting documentation, deposited promptly and intact, and properly recorded in the accounting records.

Expenses

17. We compared each major expense account to prior period amounts and budget estimates. We obtained and documented an understanding of all significant variances.
18. Intercollegiate Athletics Department management provided us a listing of institutional student aid recipients during the reporting period. We selected individual student athletes across all sports and agreed amounts from the listing to their award letter. We also ensured that the total aid amount for each sport materially agreed to amounts reported as financial aid in the student accounting system.
19. Based on analytical review of the amounts reported in the Schedule, we deemed game guarantee expenses for home games to be reasonable. We deemed these expenses to be immaterial for detailed testing.
20. Intercollegiate Athletics Department management provided us with a listing of coaches, support staff, and administrative personnel employed and paid by the University during the reporting period. We selected and tested individuals and compared amounts paid for one pay period or a bonus payment from the payroll accounting system to their contract or other employment agreement document. We found that recorded expenses equaled amounts paid as salary and bonuses and were in agreement with approved contracts or other documentation.
21. We discussed the University's recruiting expense and team travel policies with Intercollegiate Athletics Department management and documented an understanding of those policies.
22. We obtained an understanding of the University's methodology for allocating indirect facilities support and ensured that amounts reported on the Schedule agreed to amounts recorded in the accounting records.
23. Based on disbursements as listed in the accounting records, we selected and tested payments to third parties by the intercollegiate athletics program. These disbursements were for supplies, equipment, travel, and other general expenses. We compared and agreed the selected operating expenses to adequate supporting documentation. We found all reviewed amounts to be properly approved, in agreement with supporting documentation, and properly recorded in the accounting records.

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

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

AUDITOR OF PUBLIC ACCOUNTS

JHS/wdh

SCHEDULE

NORFOLK STATE UNIVERSITY
SCHEDULE OF REVENUES AND EXPENSES
OF INTERCOLLEGIATE ATHLETICS PROGRAMS
For the Year Ended June 30, 2007

	Football	Men's Basketball	Women's Basketball
Operating revenues:			
Ticket sales	\$ 444,953	\$ 49,569	\$ 6,046
Student activity fees	1,759,375	619,470	520,496
Game guarantees	-	245,000	2,000
Contributions	16,429	19,968	5,218
NCAA and conference distributions	-	-	-
Program sales, concessions, novelty sales and parking	-	-	-
Royalties, licensing, advertisements and sponsorships	10,857	3,823	472
Other	715	240	-
Total operating revenues	2,232,329	938,070	534,232
Operating expenses:			
Financial aid	953,694	227,054	226,307
Game guarantees	60,000	-	-
Coaching salaries, benefits, and bonuses paid by the University	717,113	224,639	225,621
Administrative salaries, benefits, and bonuses paid by the University	-	-	21,019
Recruiting	40,378	19,968	10,073
Travel	49,733	182,623	61,285
Uniforms, supplies, and equipment	62,103	823	11,087
Game expenses	36,189	24,022	23,100
Marketing and promotion	128	1,500	-
Direct facilities, maintenance, and rental	5,527	1,452	-
Other	406,814	139,212	108,143
Total operating expenses	2,331,679	821,293	686,635
Excess/(deficiency) of revenues over/(under) expenses	\$ (99,350)	\$ 116,777	\$ (152,403)

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

Other Sports	Non-Program Specific	Total
\$ 4,021	\$ 3,133	\$ 507,722
1,857,194	2,377,312	7,133,847
-	-	247,000
35,830	42,153	119,598
-	208,963	208,963
-	8,223	8,223
14,192	14,656	44,000
800	83,548	85,303
1,912,037	2,737,988	8,354,656
1,059,625	78,240	2,544,920
-	-	60,000
381,415	-	1,548,788
-	927,451	948,470
9,950	-	80,369
258,688	16,323	568,652
73,088	19,491	166,592
38,090	29,637	151,038
3,982	30,706	36,316
7,799	408,747	423,525
402,639	625,658	1,682,466
2,235,276	2,136,253	8,211,136
\$ (323,239)	\$ 601,735	\$ 143,520

NORFOLK STATE UNIVERSITY
NOTES TO SCHEDULE OF REVENUES AND EXPENSES OF
INTERCOLLEGIATE ATHLETICS PROGRAMS
FOR THE YEAR ENDED JUNE 30, 2007

1. BASIS OF PRESENTATION

The accompanying Schedule of Revenues and Expenses of Intercollegiate Athletics Programs has been prepared on the accrual basis of accounting. The purpose of the Schedule is to present a summary of revenues and expenses of the intercollegiate athletics programs of the University for the year ended June 30, 2007, using the accounting methods used by the University to monitor intercollegiate athletics program activities. The Schedule includes both those revenues and expenses for athletic programs under the direct accounting control of the University and those on behalf of the University's athletics programs by outside organizations not under the University's accounting control. Because the Schedule presents only a selected portion of the activities of the University, it is not intended to and does not present either the financial position, changes in financial position or changes in cash flows for the year then ended. Revenues and expenses directly identifiable with each category of sport presented are reported accordingly. Revenues and expenses not directly identifiable to a specific sport are reported under the category "Non-program specific."

2. CONTRIBUTIONS

The University received \$109,597 in on behalf contributions from the Athletics Foundation of Norfolk State University, which totals at least ten percent of total contributions. The contributions received are included in the accompanying schedule as contribution revenue.

3. CAPITAL ASSETS

Capital assets include buildings and other improvements, equipment, and infrastructure assets. The University generally defines capital assets as assets with an initial cost of \$5,000 or more and an estimated useful life in excess of two years. Such assets are recorded at historical cost or estimated historical cost and donated capital assets are recorded at the estimated fair market value at the date of contribution. Expenses for major capital assets and improvements are capitalized (construction-in-progress) as projects are constructed. The costs of normal maintenance and repairs that do not add to an asset's value or materially extend its useful life are not capitalized.

Depreciation is computed using the straight-line method over the estimated useful life of the asset and is not allocated to the functional expense categories. Useful lives by asset categories are listed below:

Buildings	30 years
Other improvements and infrastructure	8-25 years
Equipment	4-20 years

A summary of capital asset balances for the year ending June 30, 2007, follows:

Depreciable capital assets:	
Buildings	\$ 26,358,475
Equipment	35,286
Infrastructure	103,500
Other improvements	<u>34,840</u>
Total depreciable capital assets	<u>26,532,101</u>
Less accumulated depreciation for:	
Buildings	12,267,664
Equipment	29,472
Infrastructure	6,038
Other improvements	<u>11,807</u>
Total accumulated depreciation	<u>12,314,981</u>
Total capital assets, net	<u>\$ 14,217,120</u>

4. LONG TERM DEBT

The University issued General Revenue Pledge Bonds Series 1996 (d), for \$9,260,000 to finance construction of Dick Price Stadium. The bonds will be repaid with general operating revenue through 2018 as shown in the table below.

Year Ending June 30,	Principal	Interest
2008	\$ 415,000	\$ 310,678
2009	435,000	290,446
2010	460,000	268,696
2011	480,000	245,236
2012	505,000	220,636
2013-2017	2,960,000	675,467
2018	<u>690,000</u>	<u>37,088</u>
Total	<u>\$ 5,945,000</u>	<u>\$ 2,048,247</u>

5. ADMINISTRATIVE COST RECOVERIES

The University recovers from each auxiliary enterprise an amount to reimburse for the cost of administrative support. For the year ended June 30, 2007, the University recovered \$975,929 of auxiliary support costs from the Intercollegiate Athletics Department as reflected in the Schedule.

NORFOLK STATE UNIVERSITY

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