







UNIVERSITY OF VIRGINIA

INTERCOLLEGIATE ATHLETICS PROGRAMS FOR THE YEAR ENDED JUNE 30, 2021

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Commonwealth of Virginia

Auditor of Public Accounts

P.O. Box 1295 Richmond, Virginia 23218

January 27, 2022

The Honorable Glenn Youngkin Governor of Virginia

Joint Legislative Audit and Review Commission

James E. Ryan President, University of Virginia

INDEPENDENT ACCOUNTANT'S REPORT ON APPLYING AGREED-UPON PROCEDURES

We have performed the procedures enumerated below on the University of Virginia's Schedule of Revenues and Expenses of Intercollegiate Athletics Programs (Schedule) for the year ended June 30, 2021. University management is responsible for the Schedule and its compliance with National Collegiate Athletic Association (NCAA) requirements.

University management has agreed to and acknowledged that the procedures performed are appropriate to meet the intended purpose of evaluating whether the Schedule is in compliance with NCAA Constitution 3.2.4.17.1, for the year ended June 30, 2021. 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.

<u>Agreed-Upon Procedures Related to the</u> <u>Schedule of Revenues and Expenses of Intercollegiate Athletics Programs</u>

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

Internal Controls

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

Affiliated and Outside Organizations

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

Schedule of Revenues and Expenses of Intercollegiate Athletics Programs

7. Intercollegiate Athletics Department management provided to us the Schedule of Revenues and Expenses of Intercollegiate Athletics Programs for the year ended June 30, 2021, as prepared by the university and shown in this report. We recalculated the addition of the amounts in the Schedule, traced the amounts on the Schedule to management's trial balance worksheets, and agreed the amounts in management's trial balance worksheets to the Intercollegiate Athletics Department's accounts in the accounting records. Certain adjustments to the Schedule were necessary to conform to

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

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

Line Item	Explanation
Ticket Sales	Ticket sales declined \$15 million and were 99 percent less than budgeted ticket sales revenue as fans were not allowed in attendance for the majority of games during the year due to the COVID-19 pandemic.
Direct State or Other Government Support	Direct state or other government support revenue increased by \$17,374,690 due to COVID-19 relief funding provided by the federal government and allocated to the Intercollegiate Athletics Department by the university.
Student Fees	Student fee revenue declined \$1,472,547 or 10 percent and was 13.7 percent less than budgeted student fee revenue due to remote students not having to pay the athletics fee portion of their student fees.
Contributions	Contributions revenue declined 14.7 percent due primarily to the lack of suite revenue from football and men's basketball as a result of COVID-19 attendance restrictions.
Media Rights	Media rights revenue increased 22.1 percent as fiscal year 2021 was the first year of proceeds from the ACC Network.
Sponsorships & Concessions (Budget item)	Sponsorships and concessions revenue was 10 percent less than budgeted due to COVID-19 attendance policies and adjustments to sponsorship agreements during the year.
Administrative and Support Expenses (Budget item)	Expenses were 11.5 percent less than original budgeted expenses due to Intercollegiate Athletics

Department budget reductions and decreases in postseason participation.

Revenues

- 9. We obtained the amount of ticket sales revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.
- 10. We compared amounts reported in the Schedule for direct state or other governmental support to state appropriations, institutional authorizations and/or other corroborative supporting documentation, and noted them to be substantially in agreement.
- 11. We obtained documentation of the university's methodology for allocating student fees to intercollegiate athletics programs. We compared student fees reported in the Schedule to amounts reported in the accounting records and an expected amount based on fee rates and enrollment. We found these amounts to be substantially in agreement with minor differences attributed to the methodology used for projecting student fee revenue.
- 12. We compared amounts reported in the Schedule for direct institutional support to institutional budget transfer documentation and/or other corroborative supporting documentation and noted them to be substantially in agreement.
- 13. We obtained the amount of indirect institutional support athletics facilities debt service, lease, and rental fees from the Schedule. The amount was deemed to be immaterial for detailed testing.
- 14. We obtained the amount of game guarantee revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.
- 15. Intercollegiate Athletics Department management provided us with a listing of all contributions of moneys, goods or services received directly by its intercollegiate athletics programs from any affiliated or outside organization, agency or group of individuals that constitutes ten percent or more of all contributions received during the reporting period. Except for contributions received from the Virginia Athletics Foundation, an affiliated organization, we noted no individual contribution which constituted more than ten percent of total contributions received for intercollegiate athletics programs. We reviewed contributions from the Virginia Athletics Foundation, which exceeded ten percent of all contributions and agreed them to supporting documentation.
- 16. We obtained the amount of in-kind revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.

- 17. Intercollegiate Athletics Department management provided us with a listing and copies of all agreements related to media rights. We gained an understanding of the relevant terms of the agreements and agreed selected amounts to proper posting in the accounting records and supporting documentation.
- 18. Intercollegiate Athletics Department management provided us with a listing and copies of all agreements related to participation in revenues from tournaments, conference distributions, and NCAA distributions. We inspected the terms of the agreements and agreed selected amounts to proper posting in the accounting records and supporting documentation.
- 19. We obtained the amount of program, novelty, parking, and concession sales revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.
- 20. Intercollegiate Athletics Department management provided us with a listing and copies of all agreements related to participation in revenues from royalties, licensing, advertisement, and sponsorships. We inspected the terms of the agreements and agreed selected amounts to proper posting in the accounting records and supporting documentation.
- 21. We obtained and inspected endowment agreements for the relevant terms and conditions of the agreement. We confirmed the amount of athletics-restricted endowment and investments income used for operations during the fiscal year with management and compared it to the amount reported in the Schedule. We determined adjustments should be made to reduce the endowment related revenue by \$680,806 to properly reflect the amount of income used for operations during the fiscal year. Following the adjustment, we believe athletics-restricted endowment and investments income to be properly stated.
- 22. We obtained the amount of other operating revenue from the Schedule. The amount was deemed to be immaterial for detailed testing.

Expenses

23. Intercollegiate Athletics Department management provided us a listing of student aid recipients during the reporting period. Since the university used the NCAA Compliance Assistant software to prepare athletic aid detail, we selected 40 individual student-athletes across all sports and obtained the students' account detail from the university's student information system. We agreed each student's information to the information reported in the NCAA Membership Financial Reporting System via Compliance Assistant. We also ensured that the total aid amount for each sport agreed to amounts reported as financial aid in the student accounting system. We performed a check of selected students' information as reported in the NCAA's Compliance Assistant software to ensure proper calculation of revenue distribution equivalencies. We determined one athlete's'

award information was incorrectly recorded in the NCAA's Compliance Assistant software resulting in an incorrect revenue distribution equivalency. Following revision, we compared amounts in the NCAA's Compliance Assistant software to the student accounting system and noted the award information to be accurate.

- 24. We obtained the amount of game guarantee expense from the Schedule. The amount was deemed to be immaterial for detailed testing.
- 25. Intercollegiate Athletics Department management provided us with a listing of coaches, support staff, and administrative personnel employed and paid by the university during the reporting period. We selected and tested individuals, including football and men's and women's basketball coaches, and compared amounts paid during the fiscal year from the payroll accounting system to their contract 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.
- 26. We obtained the amount of severance payments expense reported in the Schedule. The amount was deemed to be immaterial for detailed testing.
- 27. We obtained the Intercollegiate Athletics Department's written recruiting and team travel policies from Intercollegiate Athletics Department management and documented an understanding of those policies. We compared these policies to existing university and NCAA policies and noted substantial agreement of those policies.
- 28. We selected a sample of disbursements for team travel, game expenses, direct overhead and administration, and other operating expenses. We compared and agreed the selected operating expenses to adequate supporting documentation. We found all reviewed amounts to be properly approved, reasonable to intercollegiate athletics, and properly recorded in the accounting records.
- 29. We obtained the amount of athletic facility leases and rental fees, and athletic facility debt service expenses from the Schedule. These amounts were determined to be immaterial for detailed testing.
- 30. We obtained an understanding of the university's methodology for charging indirect cost to the Intercollegiate Athletics Department. We evaluated indirect cost charges for reasonableness and noted proper reporting of these charges in the Schedule.

Other Reporting Items

31. We obtained repayment schedules for all outstanding intercollegiate athletics debt during the reporting period. We recalculated annual maturities reported in the notes to the Schedule and agreed total annual maturities and total outstanding athletic related debt to supporting documentation.

- 32. We agreed total outstanding institutional debt to supporting debt schedules and the university's audited financial statements.
- 33. We agreed the fair value of athletics-dedicated endowments to supporting documentation provided by the university.
- 34. We agreed the fair value of institutional endowments to supporting documentation provided by the university and its related foundations, including the university's general ledger.
- 35. We obtained a schedule of athletics-related capital expenditures made during the period. We selected a sample of transactions to validate existence and accuracy of recording and recalculated totals.

Additional Procedures

- 36. We compared the sports sponsored by the university, as reported in the NCAA Membership Financial Reporting System, to the Calculation of Revenue Distribution Equivalencies Report (CRDE) from the NCAA's Compliance Assistant software. We noted agreement of the sports reported.
- 37. We compared total current year grants-in-aid revenue distribution equivalencies to total prior year reported equivalencies per the NCAA Membership Financial Report submission and noted no variations exceeding four percent when compared to prior year.
- 38. We obtained the university's Sports Sponsorship and Demographics Forms Report for the reporting year. We validated that the countable sports identified by the institution met the minimum requirements for number of contests and minimum number of participants as defined in NCAA Bylaw 20.9.6.3 or qualified for the extraordinary blanket waiver per NCAA guidance due to the COVID-19 pandemic. We ensured that countable sports have been properly identified in the NCAA Membership Financial Reporting System for the purpose of revenue distribution calculations.
- 39. We compared the current number of sports sponsored to the prior year total reported in the university's NCAA Membership Financial Report submission and noted no variations when compared to prior year.
- 40. We obtained a listing of student-athletes receiving Pell grant awards from the university's student information system and agreed the total value of these Pell grants to the amount reported in the NCAA Membership Financial Reporting System. We noted agreement of the amounts reported.

41. We compared the total number of Pell grant awards in the current year to the number reported in the prior year Membership Financial Report submission. We noted no variations greater than 20 grants when compared with the prior year.

We were engaged by university management to perform this agreed-upon procedures engagement and conducted our engagement in accordance with attestation standards established by the American Institute of Certified Public Accountants. We were not engaged to and did not conduct an audit, examination, or review engagement, the objective of which would be the expression of an opinion or conclusion, respectively, 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 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 other ethical responsibilities, in accordance with the relevant ethical requirements related to our agreed-upon procedures engagement.

This report is intended solely for the information and use of the University of Virginia and its President 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.

Staci A. Henshaw
AUDITOR OF PUBLIC ACCOUNTS

DLR/cli

		Men's	Women's				Non-Program	
	Football	Basketball	Basketball	Baseball	Track	Other Sports	Specific	 Total
Operating revenues:								
Ticket sales	\$ 77,984	\$ 34,527	\$ 5,495	\$ 18,890	\$ -	\$ 9,435	\$ 32,606	\$ 178,937
Direct state or other government support	-	-	-	-	-	-	17,374,690	17,374,690
Student fees	-	-	-	-	-	-	13,242,806	13,242,806
Direct institutional support	353,285	27,293	21,866	4,368	15,310	124,796	572,228	1,119,146
Indirect institutional support - athletic facilities debt								
service, lease and rental fees	-	-	-	-	-	-	933,083	933,083
Guarantees	-	60,000	-	-	-	3,000	-	63,000
Contributions	5,772,209	1,106,049	1,006,500	995,379	1,870,732	11,748,621	1,376,119	23,875,609
In-Kind	58,804	534,308	10,250	13,250	9,388	44,208	48,570	718,778
Media rights	17,459,012	4,364,753	-	-	-	-	-	21,823,765
NCAA distributions	-	2,311,670	-	-	6,370	304,319	2,099,519	4,721,878
Conference distributions (non-media and non-football bowl)	-	343,858	-	-	49,143	158,295	247,784	799,080
Conference distributions of football bowl generated revenue	6,657,296	-	-	-	-	-	-	6,657,296
Program, novelty, parking, and concession sales	43,483	19,871	2,772	1,720	4	4,369	76,434	148,653
Royalties, licensing, advertisement and sponsorships	-	4,466	-	25,000	-	177,754	7,734,825	7,942,045
Athletics-Restricted endowment and investments income	-	103,176	26,013	-	25,097	908,342	3,139,290	4,201,918
Other operating revenue	250		1,781		47,731	223,518	1,272,463	 1,545,743
Total operating revenues	30,422,323	8,909,971	1,074,677	1,058,607	2,023,775	13,706,657	48,150,417	 105,346,427
Operating expenses:								
Athletic student aid	5,861,352	965,222	1,096,033	709,237	1,961,384	10,810,859	265,339	21,669,426
Guarantees	425,000	123,000	11,000	12,500	-	3,000	-	574,500
Coaching salaries, benefits, and bonuses paid by the								
university and related entities	9,015,999	6,357,365	1,276,492	2,021,538	806,747	6,878,445	-	26,356,586
Support staff/administrative compensation, benefits, and								
bonuses paid by the university and related entities	2,859,978	1,156,550	397,418	230,054	21,252	273,152	13,807,931	18,746,335
Severance payments	233,697	-	-	-	13,003	-	204,183	450,883
Recruiting	145,620	72,203	4,464	1,092	4,205	54,280	-	281,864
Team travel	1,599,010	748,196	330,695	372,307	389,353	1,685,394	-	5,124,955
Sports equipment, uniforms, and supplies	926,125	102,665	79,134	197,269	126,851	783,034	-	2,215,078
Game expenses	677,937	291,945	79,378	313,118	139,589	543,823	-	2,045,790
Fundraising, marketing and promotion	3,000	5,300	1,640	3,143	100	2,539	39,469	55,191
Spirit groups	-	=	-	-	-	-	11,949	11,949
Athletic facility leases and rental fees	-	-	-	-	-	-	554,061	554,061
Athletic facility debt service	-	=	-	-	-	-	933,083	933,083
Direct overhead and administrative expenses	165,609	25,714	16,551	11,054	29,636	294,591	8,257,363	8,800,518
Indirect cost paid to the institution by athletics	-	-	-	-	-	-	3,098,000	3,098,000
Medical expenses and insurance	661,320	148,034	83,258	94,935	212,980	1,104,730	1,179,588	3,484,845
Memberships and dues	-	=	130	325	900	7,961	2,406,064	2,415,380
Student-Athlete meals (non-travel)	849,309	106,423	29,936	17,061	52,214	298,134	705,085	2,058,162
Other operating expenses	446,913	201,181	48,621	66,940	16,358	250,767	1,265,449	 2,296,229
Total operating expenses	23,870,869	10,303,798	3,454,750	4,050,573	3,774,572	22,990,709	32,727,564	101,172,835
Excess (deficiency) of revenues over (under) expenses	\$ 6,551,454	\$ (1,393,827)						\$ 4,173,592
Other Penarting Items:	_ 		_ 	_ 		_ 	<u></u>	<u></u>

Other Reporting Items:

Total athletics-related debt

Total institutional debt

Value of athletics-dedicated endowments

Value of institutional endowments

Total athletics-related capital expenditures

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

\$ 58,016,295 \$ 2,058,755,331

\$ 261,401,035

\$ 10,532,650,962 \$ 16,459,864

UNIVERSITY OF VIRGINIA NOTES TO SCHEDULE OF REVENUES AND EXPENSES OF INTERCOLLEGIATE ATHLETICS PROGRAMS FOR THE YEAR ENDED JUNE 30, 2021

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, 2021. The Schedule includes those intercollegiate athletics revenues and expenses made on behalf of the university's athletics programs by outside organizations not under the accounting control of the university. Because the Schedule presents only a selected portion of the activities of the university, it is not intended to and does not present either the financial position, changes in financial position, or cash flows for the year presented. Revenues and expenses directly identifiable with each category of sport presented are reported accordingly. Revenues and expenses not directly identifiable to a specific sport are reported under the category "Non-Program Specific."

2. AFFILIATED ORGANIZATIONS

The University received \$31,398,868 in contributions from the Virginia Athletics Foundation (VAF). This amount includes approximately \$19,911,988 for scholarships for student-athletes, \$3,963,621 for operating expenses and \$6,804,480, which was used to fund capital expenses. Due to NCAA reporting requirements, these capital expenses are not recorded in the Schedule of Revenues and Expenses. It also includes approximately \$718,779 paid directly by VAF for the benefit of university athletics, for fundraising and operating expenses, as well as for improvements and equipment. These amounts are included in the accompanying schedule in Contributions revenue.

3. CAPITAL ASSETS

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

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

equipment and capitalized software is provided on a straight-line basis over estimated useful lives ranging from three to twenty years.

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

A summary of the various capital asset categories relating to athletics for the year ending June 30, 2021, is presented below. The summary presents total amounts for capital assets that are used some or all of the time for intercollegiate athletic activities, including the John Paul Jones Arena. While all basketball games will be played in the Arena, it hosts many non-athletic events.

	Balance at	
	June 30, 2021	
Nondepreciable Capital Assets:		
Construction in Progress	\$ 4,197,92 <u>5</u>	
Total nondepreciable capital assets	4,197,925	
Depreciable Capital Assets:		
Buildings	279,260,617	
Infrastructure	13,322,587	
Equipment	5,668,987	
Improvements other than buildings	<u> 171,515,975</u>	
Total depreciable assets	469,768,165	
Less Accumulated Depreciation for:		
Buildings	108,770,423	
Infrastructure	6,165,103	
Equipment	4,351,009	
Improvements other than buildings	110,049,517	
Total accumulated depreciation	229,336,051	
Total Depreciable Capital Assets, Net	<u>\$240,432,114</u>	
Total Capital Assets, Net	<u>\$244,630,039</u>	

4. LONG-TERM DEBT

The composition of long-term debt relating to athletics at June 30, 2021, is summarized as follows:

			Balance at		
Description	Interest Rates (%)	Maturity	June 30, 2021		
Revenue Bonds:					
University of Virginia Series 2015B – JPJ & Scott Stadium Expansion	2.0% to 5.0%	2022	\$ 553		
University of Virginia Series 2020 – JPJ & Scott Stadium Expansion	2.26%	2051	24,939,741		
Internal Loans:					
JPJ Performance Center Renovation	2.48%	2025	8,265,338		
Athletics Complex Master Plan	2.48%	2026	24,810,663		
Total Long-term Debt			<u>\$ 58,016,295</u>		
Long-term Debt Maturity:					
(Revenue Bonds plus Internal Loans)	Fiscal Year	Principal	Interest		
	2022	\$ 5,361,192	\$ 1,070,855		
	2023	8,208,809	1,157,092		
	2024	8,414,718	951,184		
	2025	8,214,043	740,535		
	2026-2051	27,817,533	14,367,072		
	Total	\$58,016,295	\$18,286,738		

5. ALLOCATION OF ATHLETIC OVERHEAD COSTS

The university recovers overhead from all auxiliary enterprises, including the Intercollegiate Athletics Department, by applying an indirect cost rate to the auxiliary enterprise's expense base. This rate is calculated every two years. The rate in effect for the year ended June 30, 2021, was 4.28 percent and generated \$3,098,000 in overhead recoveries from the Intercollegiate Athletics Department.

UNIVERSITY OF VIRGINIA

As of June 30, 2021

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