

NEW JERSEY INSTITUTE OF TECHNOLOGY

Intercollegiate Athletics Program

Agreed-Upon Procedures Report

Year ended June 30, 2007



KPMG LLP
New Jersey Headquarters
150 John F. Kennedy Parkway
Short Hills, NJ 07078

Independent Accountants' Report on Applying Agreed-Upon Procedures

Dr. Robert Altenkirch, President
New Jersey Institute of Technology:

We have performed the procedures enumerated below, which were agreed to by Dr. Robert Altenkirch, President, New Jersey Institute of Technology, and the management of New Jersey Institute of Technology, solely to assist New Jersey Institute of Technology in evaluating (1) whether the Schedule of Revenues and Expenses, Schedule of Revenues and Expenses – Men's Programs, and Schedule of Revenues and Expenses – Women's Programs of the Intercollegiate Athletics Program of New Jersey Institute of Technology are in compliance with National Collegiate Athletic Association (NCAA) Bylaw 6.2.3 for the year ended June 30, 2007, and (2) the effectiveness of New Jersey Institute of Technology Intercollegiate Athletics Program's internal control over financial reporting as of June 30, 2007. Management is responsible for New Jersey Institute of Technology's compliance with NCAA Bylaw 6.2.3 and the effectiveness of New Jersey Institute of Technology's Intercollegiate Athletics Program's internal control over financial reporting. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representations regarding the 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

- a. We obtained the Schedule of Revenues and Expenses of the Intercollegiate Athletics Program of New Jersey Institute of Technology (the University) for the year ended June 30, 2007, as prepared by management and shown in Schedule 1 herein. We recalculated the subtotal of each column on Schedule 1 to arrive at each amount on the lines "total revenues" and "total expenses". We subtracted "total expenses" from "total revenues" for each column to recalculate the "excess (deficiency) of revenues over expenses". We recalculated each amount in the "total" column by adding the amounts for each of the three previous columns. We compared the amounts on Schedule 1 to management prepared summarizing worksheets and compared the amounts on the summarizing worksheets to the University's FRS System (general ledger).

The information recalculated and all amounts were in agreement.

- b. We obtained the detail of ticket sales revenues for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We compared the ticket sales revenues amounts per the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.



- c. We obtained the calculation for the allocation of student fees revenues to the Intercollegiate Athletics Program for the year ended June 30, 2007 prepared by management. We recalculated the allocation and compared the student fees revenues amount to the corresponding amount in Schedule 1.

We found such amount and recalculation to be in agreement.

- d. We obtained the detail of guarantees revenues for the year ended June 30, 2007 from a management prepared worksheet and compared the total from the worksheet to the University's general ledger. We compared the detail of guarantees revenues from the management prepared worksheet to five memorandums of agreement between the University and Georgia Southern University, St. John's University, University of Central Florida, Columbia University and Longwood University. We compared the guarantees revenues amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- e. We reviewed the detail contributions revenues report for the year ended June 30, 2007, as prepared by management, and compared the balances to the University's general ledger. We identified individual contributions that constituted 10% or more of the total contributions revenues included in Schedule 1.

One contributor's total individual contributions constituted 10% or more of the total contributions revenues.

- f. We selected five items from the detail general ledger contributions accounts included in the contributions revenues report for the year ended June 30, 2007. We compared each amount to the respective Bursar's Office receipt. Utilizing the Bursar's Office receipt number, we compared the amount to the Bursar's Office "JV for Daily Deposits" report, which details all deposits for the day. Utilizing the batch number found on the "JV for Daily Deposits" report, we compared the total of all deposits for the day to the respective bank deposit slip. We compared the contributions revenues amounts from the detail contributions revenues report to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- g. We obtained the details and the calculation for direct institutional support revenues for the year ended June 30, 2007 prepared by management. We compared the details to the University's general ledger and recalculated the amounts and compared the direct institutional support revenues amounts per management's schedule to the corresponding amounts in Schedule 1.

We found such amounts and recalculation to be in agreement.

- h. We obtained the indirect facilities and administrative support revenues calculation for the year ended June 30, 2007 prepared by management. We reviewed the indirect cost rate utilized by the University to the "Colleges and Universities Rate Agreement" dated January 19, 2007 for use on grants, contracts and other agreements with the Federal Government. We recalculated the amounts per the calculation and compared the indirect facilities and administrative support revenues amount per management's schedule to the corresponding amount in Schedule 1.

We found such amount and recalculation to be in agreement.



- i. We obtained the detail of NCAA/conference distributions revenues for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. There was one distribution during the year ended June 30, 2007. The amount of the distribution was compared to the amount of the Bursar's Office receipt. Utilizing the Bursar's Office receipt number, we compared the amount to the Bursar's Office "JV for Daily Deposits" report, which details all deposits for the day. Utilizing the batch number on the "JV for Daily Deposits" report, we compared the total of all deposits for the day to the bank deposit slip. We compared the NCAA/conference distributions revenues amount from the management prepared worksheet to the corresponding amount in Schedule 1.

We found such amount to be in agreement.

- j. We obtained the detail of program sales, concessions, and novelty sales revenues for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared each amount to the respective Bursar's Office receipt. Utilizing the Bursar's Office receipt number, we compared the amount to the Bursar's Office "JV for Daily Deposits" report, which details all deposits for the day. Utilizing the batch number found on the "JV for Daily Deposits" report, we compared the total of all deposits for the day to the respective bank deposit slip. We compared the program sales, concessions, and novelty sales revenues amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- k. We obtained the detail of endowment and investment income revenues for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We compared the endowment and investment income revenues amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- l. We obtained the detail of other revenues for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared each amount to the respective Bursar's Office receipt. Utilizing the Bursar's Office receipt number, we compared the amount to the Bursar's Office "JV for Daily Deposits" report, which details all deposits for the day. Utilizing the batch number found on the "JV for Daily Deposits" report, we compared the total of all deposits for the day to the respective bank deposit slip. We compared the other revenues amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- m. We obtained the athletic student aid expenses listing for the year ended June 30, 2007 from a management prepared worksheet and compared amounts from the worksheet to the University's general ledger and to the "Details by Student" schedule prepared by management. We selected ten student aid transactions from the "Details by Student" schedule and compared the amounts and student account information to the University's student information system (Screen 317). We compared the athletic student aid expenses amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.



- n. We obtained the detail of guarantees expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the total from the worksheet to the University's general ledger. We compared the detail of guarantees expenses to the memorandum of agreement between the University and New York's Gazelle's women's basketball team. We compared the guarantees expenses amount from the memorandum of agreement and the management prepared worksheet to the corresponding amount in Schedule 1.

We found such amount to be in agreement.

- o. We obtained a listing of salaries and benefits expenses for the coaches employed by the University's Athletic Department as prepared by management. We compared the coaching salaries and benefits amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- p. We selected ten coaches from the listing described in item o. For each individual selected, we compared the salaries and benefits expenses per the listing to the "Salary and Fringe Benefit Report by Employee", a University payroll report. Additionally, we compared each salary amount to the coach's respective contract.

We found such amounts to be in agreement.

- q. We obtained a listing of salaries and benefits expenses for the support staff/administrative personnel employed by the University's Athletic Department as prepared by management. We compared the salaries and benefits amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- r. We selected ten support staff/administrative personnel from the listing described in item q. For each individual selected, we compared the salaries and benefits expenses per the listing to the "Salary and Fringe Benefit Report by Employee", a University payroll report. Additionally, we compared the salary amount to each employee's "Personnel Action Form", union contract, or merit increase worksheet, as appropriate.

We found such amounts to be in agreement.

- s. We obtained the detail of recruiting expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared the selected expenses to supporting documentation, which included their respective invoices and copies of checks. We compared the recruiting expenses amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.



- t. We obtained the detail of team travel expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared the selected expenses to their respective invoices and copies of checks. We compared the team travel expenses amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- u. We obtained the detail of equipment, uniforms, and supplies expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared the selected expenses to their respective invoices and copies of checks. We compared the equipment, uniforms, and supplies expenses amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- v. We obtained the detail of game expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared the selected expenses to their respective invoices and copies of checks. We compared the game expenses amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- w. We obtained the detail of fundraising, marketing, and promotion expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared the selected expenses to their respective invoices and copies of checks. We compared the fundraising, marketing, and promotion expenses amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- x. We obtained the detail of direct facilities, maintenance, and rental expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared the selected expenses to their respective invoices and copies of checks. One of the items was a rental payment which was compared to the contract between the University and the Newark Bears Baseball Club, Inc. We compared the direct facilities, maintenance, and rental expenses amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- y. We compared the indirect facilities and administrative support expenses amount to the corresponding revenue amount in Schedule 1.

We found such amount to be in agreement.



- z. We obtained the detail of medical expenses and medical insurance expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected three transactions from the University's general ledger and compared the selected expenses to their respective invoices and copies of checks. We compared the medical expenses and medical insurance expenses amount from the management prepared worksheet to the corresponding amount in Schedule 1.

We found such amount to be in agreement.

- aa. We obtained the detail of memberships and dues expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared the selected expenses to their respective invoices and copies of checks. We compared the memberships and dues expenses amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- bb. We obtained the detail of other operating expenses for the year ended June 30, 2007 from a management prepared worksheet and compared the totals from the worksheet to the University's general ledger. We selected five transactions from the University's general ledger and compared the selected expenses to their respective invoices and copies of checks. We compared the other operating expenses amounts from the management prepared worksheet to the corresponding amounts in Schedule 1.

We found such amounts to be in agreement.

- cc. We recalculated the totals on all management prepared worksheets (noted in procedures b, d, i through o, q, s through x, and z through bb above) and compared the totals to the corresponding amounts in Schedule 1.

The information recalculated and all amounts were in agreement.

Agreed-Upon Procedures Related to the Schedule of Revenues and Expenses – Men's Programs and Schedule of Revenues and Expenses – Women's Programs

- a. We obtained the Schedule of Revenues and Expenses – Men's Programs of the Intercollegiate Athletics Program of the University for the year ended June 30, 2007, as prepared by management and shown in Schedule 2 herein. We recalculated the subtotal of each column on Schedule 2 to arrive at each amount on the lines "total revenues" and "total expenses". We subtracted "total expenses" from "total revenues" for each column to recalculate the "excess (deficiency) of revenues over expenses". We recalculated each amount in the "total" column by adding the amounts for each of the eight previous columns. We compared the amounts on Schedule 2 to management's prepared worksheet. We also compared the total column on Schedule 2 to the corresponding column on Schedule 1.

The information recalculated and all amounts were in agreement.



- b. We obtained the Schedule of Revenues and Expenses – Women’s Programs of the Intercollegiate Athletics Program of the University for the year ended June 30, 2007, as prepared by management and shown in Schedule 3 herein. We recalculated the subtotal of each column on Schedule 3 to arrive at each amount on the lines “total revenues” and “total expenses”. We subtracted “total expenses” from “total revenues” for each column to recalculate the “excess (deficiency) of revenues over expenses”. We recalculated each amount in the “total” column by adding the amounts for each of the seven previous columns. We compared the amounts on Schedule 3 to management’s prepared worksheet. We also compared the total column on Schedule 3 to the corresponding column on Schedule 1.

The information recalculated and all amounts were in agreement.

Agreed-Upon Procedures Related to Internal Control Over Financial Reporting

- a. We compared sixteen items (same items selected in procedures f, i, j and l above) from the University’s general ledger to the respective Bursar’s Office receipt, “JV for Daily Deposits” report, which details all deposits for the day, and to deposit slips. These procedures were performed to determine if these cash receipts had been deposited and properly recorded in the appropriate Athletic Department revenue accounts, and if such amounts in the general ledger represented actual cash receipts.

The information compared was in agreement and amounts were properly recorded in the appropriate Athletic Department revenue accounts.

- b. We compared forty-three items (same items selected in procedures s through x and procedures z through bb above) from the University’s general ledger to vendor invoices and copies of checks. We noted signatures indicating approval on the invoices. These procedures were performed to determine if these expenses had been authorized and recorded in the appropriate Athletic Department expense accounts, and if amounts in the general ledger represented properly authorized expenses for Intercollegiate Athletics Program purposes.

The information compared was in agreement and amounts were properly authorized and recorded in the appropriate Athletic Department expense accounts.

- c. We compared twenty items (same items selected in procedures p and r above) from the University’s listing of coaches and support staff and compared the amounts to “Salary and Fringe Benefit Report by Employee” and contract (for coaches) and “Personnel Action Form”, union contract, or merit increase worksheet, as appropriate (for support staff). These procedures were performed to determine if payroll expenses had been recorded in the appropriate Athletic Department payroll expense accounts, and if amounts in the general ledger represented actual payroll expenses for Intercollegiate Athletics Program purposes.

The information compared was in agreement and amounts were properly recorded in the appropriate Athletic Department payroll expense accounts.



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We were not engaged to, and did not, conduct an examination, the objective of which would be the expression of an opinion on the Schedule of Revenues and Expenses, Schedule of Revenues and Expenses – Men’s Programs, and Schedule of Revenues and Expenses – Women’s Programs of the Intercollegiate Athletics Program of New Jersey Institute of Technology for the year ended June 30, 2007, or on New Jersey Institute of Technology’s compliance with NCAA Bylaw 6.2.3 for the year ended June 30, 2007, or on the effectiveness of New Jersey Institute of Technology’s Intercollegiate Athletics Program’s internal control over financial reporting as of June 30, 2007. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of Dr. Robert Altenkirch, President, New Jersey Institute of Technology, and the management of New Jersey Institute of Technology and is not intended to be and should not be used by anyone other than these specified parties.

KPMG LLP

November 12, 2007

NEW JERSEY INSTITUTE OF TECHNOLOGY

Intercollegiate Athletics Program
 Schedule of Revenues and Expenses
 Year ended June 30, 2007

	Men's Programs	Women's Programs	Nonprogram Specific	Total
Revenues:				
Ticket sales	\$ 4,048	\$ 1,736	\$ —	\$ 5,784
Student fees	—	—	774,448	774,448
Guarantees	62,500	2,000	—	64,500
Contributions	58,304	20,960	201,030	280,294
Direct institutional support	2,013,982	1,516,326	404,636	3,934,944
Indirect facilities and administrative support	—	—	1,550,404	1,550,404
NCAA/conference distributions	—	—	666	666
Program sales, concessions, and novelty sales	18,053	1,969	1,522	21,544
Endowment and investment income	41,650	55,450	—	97,100
Other	3,983	2,993	—	6,976
Total revenues	<u>\$ 2,202,520</u>	<u>\$ 1,601,434</u>	<u>\$ 2,932,706</u>	<u>\$ 6,736,660</u>
Expenses:				
Athletic student aid	\$ 966,581	\$ 842,917	\$ —	\$ 1,809,498
Guarantees	—	1,500	—	1,500
Coaching salaries and benefits, paid by the University	426,663	358,831	—	785,494
Support staff/administrative salaries and benefits, paid by the University	2,144	—	753,525	755,669
Recruiting	49,750	19,887	—	69,637
Team travel	388,066	233,010	79	621,155
Equipment, uniforms, and supplies	138,255	108,630	68,241	315,126
Game expenses	41,391	28,867	200	70,458
Fundraising, marketing, and promotion	174	—	67,656	67,830
Direct facilities, maintenance, and rental	85,503	3,629	4	89,136
Indirect facilities and administrative support	—	—	1,550,404	1,550,404
Medical expenses and medical insurance	—	—	106,400	106,400
Memberships and dues	1,950	1,690	7,160	10,800
Other operating expenses	27,653	16,650	194,600	238,903
Total expenses	<u>\$ 2,128,130</u>	<u>\$ 1,615,611</u>	<u>\$ 2,748,269</u>	<u>\$ 6,492,010</u>
Excess (deficiency) of revenues over expenses	<u>\$ 74,390</u>	<u>\$ (14,177)</u>	<u>\$ 184,437</u>	<u>\$ 244,650</u>

See accompanying notes to schedules of revenues and expenses.

NEW JERSEY INSTITUTE OF TECHNOLOGY

Intercollegiate Athletics Program

Schedule of Revenues and Expenses – Men's Programs

Year ended June 30, 2007

	<u>Baseball</u>	<u>Basketball</u>	<u>Fencing</u>	<u>Soccer</u>	<u>Swimming</u>	<u>Tennis</u>	<u>Track and Cross Country</u>	<u>Volleyball</u>	<u>Total</u>
Revenues:									
Ticket sales	\$ —	\$ 2,800	\$ —	\$ 1,149	\$ —	\$ —	\$ —	\$ 99	\$ 4,048
Guarantees	3,500	59,000	—	—	—	—	—	—	62,500
Contributions	16,603	4,885	12,725	18,893	—	50	195	4,953	58,304
Direct institutional support	426,469	642,462	25,061	384,982	87,347	113,973	84,084	249,604	2,013,982
Program sales, concessions, and novelty sales	12,748	4,255	—	50	—	—	1,000	—	18,053
Endowment and investment income	5,400	19,500	—	7,250	—	2,500	2,000	5,000	41,650
Other	—	—	—	—	—	—	3,983	—	3,983
Total revenues	\$ 464,720	\$ 732,902	\$ 37,786	\$ 412,324	\$ 87,347	\$ 116,523	\$ 91,262	\$ 259,656	\$ 2,202,520
Expenses:									
Athletic student aid	\$ 138,619	\$ 306,825	\$ 1,000	\$ 232,082	\$ 54,600	\$ 74,996	\$ 29,665	\$ 128,794	\$ 966,581
Coaching salaries and benefits, paid by the University	50,370	177,710	9,134	100,599	15,099	12,936	16,537	44,278	426,663
Support staff/administrative salaries and benefits, paid by the University	—	—	—	—	—	—	—	2,144	2,144
Recruiting	314	32,913	—	8,900	697	—	363	6,563	49,750
Team travel	123,884	111,039	6,157	36,974	11,457	17,730	17,836	62,989	388,066
Equipment, uniforms, and supplies	43,783	24,129	6,625	16,965	12,144	7,788	19,101	7,720	138,255
Game expenses	6,079	21,950	—	4,984	230	—	4,073	4,075	41,391
Fundraising, marketing, and promotion	—	174	—	—	—	—	—	—	174
Direct facilities, maintenance, and rental	81,600	—	1,500	—	—	2,353	50	—	85,503
Memberships and dues	—	—	600	—	300	350	700	—	1,950
Other operating expenses	897	17,139	45	1,728	2,170	320	3,296	2,058	27,653
Total expenses	\$ 445,546	\$ 691,879	\$ 25,061	\$ 402,232	\$ 96,697	\$ 116,473	\$ 91,621	\$ 258,621	\$ 2,128,130
Excess (deficiency) of revenues over expenses	\$ 19,174	\$ 41,023	\$ 12,725	\$ 10,092	\$ (9,350)	\$ 50	\$ (359)	\$ 1,035	\$ 74,390

See accompanying notes to schedules of revenues and expenses.

NEW JERSEY INSTITUTE OF TECHNOLOGY
Intercollegiate Athletics Program
Schedule of Revenues and Expenses – Women’s Programs
Year ended June 30, 2007

	Basketball	Fencing	Soccer	Swimming	Tennis	Track and Cross Country	Volleyball	Total
Revenues:								
Ticket sales	\$ 1,050	\$ —	\$ 310	\$ —	\$ —	\$ —	\$ 376	\$ 1,736
Guarantees	2,000	—	—	—	—	—	—	2,000
Contributions	5,000	12,525	3,240	—	—	195	—	20,960
Direct institutional support	525,908	26,992	376,813	73,927	175,162	68,655	268,869	1,516,326
Program sales, concessions, and novelty sales	550	—	250	—	169	1,000	—	1,969
Endowment and investment income	28,900	—	9,550	—	5,000	4,500	7,500	55,450
Other	—	—	—	—	—	2,093	900	2,993
Total revenues	\$ 563,408	\$ 39,517	\$ 390,163	\$ 73,927	\$ 180,331	\$ 76,443	\$ 277,645	\$ 1,601,434
Expenses:								
Athletic student aid	\$ 224,630	\$ 10,000	\$ 232,980	\$ 38,125	\$ 126,175	\$ 25,988	\$ 185,019	\$ 842,917
Guarantees	1,500	—	—	—	—	—	—	1,500
Coaching salaries and benefits, paid by the University	173,784	9,134	104,232	15,099	20,482	7,007	29,093	358,831
Recruiting	8,989	—	7,930	1,414	—	683	871	19,887
Team travel	96,204	4,488	42,682	12,339	22,716	17,135	37,446	233,010
Equipment, uniforms, and supplies	25,226	1,625	20,828	11,961	8,168	20,120	20,702	108,630
Game expenses	21,275	—	2,764	650	200	1,533	2,445	28,867
Direct facilities, maintenance, and rental	—	1,500	—	—	2,079	50	—	3,629
Memberships and dues	290	50	—	300	350	700	—	1,690
Other operating expenses	7,926	195	3,979	3,204	112	442	792	16,650
Total expenses	\$ 559,824	\$ 26,992	\$ 415,395	\$ 83,092	\$ 180,282	\$ 73,658	\$ 276,368	\$ 1,615,611
Excess (deficiency) of revenues over expenses	\$ 3,584	\$ 12,525	\$ (25,232)	\$ (9,165)	\$ 49	\$ 2,785	\$ 1,277	\$ (14,177)

See accompanying notes to schedules of revenues and expenses.

NEW JERSEY INSTITUTE OF TECHNOLOGY

Intercollegiate Athletics Program
Notes to Schedules of Revenues and Expenses
Year ended June 30, 2007

(1) Organization and Basis of Presentation

Organization

The New Jersey Institute of Technology Athletic Department (the “Department”) is fully integrated within the organizational structure of New Jersey Institute of Technology (the “University”). The Department is responsible for:

- Advising in the development of athletic policy;
- Interpreting and implementing established policy;
- Initiating program, budget, and facility planning;
- Facilitating, coordinating, and guiding the operational activities of the Department; and
- Compliance with NCAA regulations.

Basis of Presentation

The schedules of revenues and expenses are prepared on the accrual basis of accounting. Revenues are recognized when earned and expenses are recognized when incurred. All costs directly associated with various sports programs are presented as such. All remaining costs are identified as nonprogram specific. Certain University-wide costs, such as utility costs, are included in indirect facilities and administrative support expenses.

(2) Contributions Revenues

For the year ended June 30, 2007, individual contributions constituting 10% or more of contributions received for the Intercollegiate Athletics Program were as follows:

<u>Contributor's Name</u>	<u>Contributed Amount</u>
Seymour Fleisher	\$ 56,500

(3) Policies and Procedures for Intercollegiate Athletic-Related Assets

Capital assets are carried at cost, or in the case of gifts, at fair value at date of donation. Expenditures for replacements are capitalized, and the replaced items are retired. Expenses resulting from disposal of property are included in nonoperating revenues (expenses) in the financial statements of the University. Depreciation is calculated on the straight-line basis over the following estimated useful lives:

Land improvements	20 years
Building and building improvements	20 to 40 years
Equipment and other assets	3 to 10 years