BOARD OF REGENTS

Agenda Book

January 14, 2019
Open Session 9:00 AM
SUB, Ballroom C
The Board of Regents of the University of New Mexico
Meeting in Open Session and Executive Session
January 14, 2019, 9:00 AM
Open Session - Student Union Building (SUB), Ballroom C
Closed Session-luncheon, Cherry Silver Room, SUB

AGENDA

I. Call to Order, Confirmation of a Quorum, Adoption of the Agenda
   Regent President Rob Doughty ................................................................. 1

II. Approval of Minutes: December 11, 2018 regular meeting ................................................................. 2

   Public Comment – comments related to items on the agenda (limit 3 min.)
   Regent Advisors – comments related to agenda items (limit 3 min.)
   Comments from Regents

III. The President’s Administrative Report, President Garnett S. Stokes .................................................. 3

IV. Regent Committee Reports

   Consent Docket
   (Action items on Regent’s Committee agendas may move to the Board of Regents’ agenda as consent items; the below items are placed on
   the consent docket by the respective committee chairs; items on the consent docket received unanimous approval in committee; per Regents’
   Policy 1.2, “Any member of the Board of Regents shall have the right upon request to remove any item from the Board’s consent agenda and
   place the item on the Board’s regular agenda for discussion.”)

   1. Health Sciences Center Committee (HSCC) Consent Items, Regent Marron Lee, Chair
      a. Request for Approval of Repair, Renew, Replace Capital Project – Pre-Op Renovation
         $1,500,000 ............................................................................................................ C-1
      b. Request for the Approval of Repair, Renew, Replace Capital Project – UNM Family Health
         Clinic – DOH Licensing Improvements $2,200,000...................................................... C-2
      c. Request for the Approval of Repair, Renew, Replace Capital Project – ACC Ambulatory
         Elevators – Refurbished $786,588........................................................................ C-3

   2. Finance and Facilities Committee (F&F) Consent Items, Regent Marron Lee, Chair
      a. Approval of Disposition of Surplus Property for Main Campus for December 2018 ................ C-4
      b. Approval of Purchase of a JEOL Transmission Electron Microscope ............................. C-5

   Audit and Compliance Committee, Regent Tom Clifford, Chair
   Action Item
   1. Approval of FY18 University Consolidated Financial Statements External Audit Report by Moss
      Adams and KPMG, (This item was on the Committee’s October 15, 2018 agenda) Presenters: Moss Adams & KPMG ............ 4

   Health Sciences Center Committee (HSCC), Regent Marron Lee, Chair
   Action Item
   1. Request for the Approval of the Nomination of Dr. Jennifer K. Phillips to the UNM Hospitals Board
      of Trustees, Kate Becker, CEO, UNM Hospitals ............................................................... 5

   Information Items
      (This item was presented at the December 4, 2018 HSC Committee meeting)
   3. UNM Health System Report, Michael Richards, Vice Chancellor for Clinical Affairs, HSC ......................... 7
Finance and Facilities Committee (F&F), Regent Marron Lee, Chair

Action Items
1. Approval of Request for:
   a. Project Construction for KNME-TV ADA Stand-Alone Exterior Elevator .................................................. 8
   b. Project Construction for South Campus Repository .................................................................................... 9

Lisa Marbury, Executive Director, ISS

Information Item
2. Update on UNM Ticketing, Bruce Cherrin, Chief Procurement Officer, Purchasing Department .............................. 10

Public Comment – comments not related to items on the agenda (limit 3 min. per speaker) ........................................ 11

V. Advisors’ Comments (limit 3 min.) .......................................................................................................................... 11

VI. Vote to Close the Meeting and Proceed in Executive Session (Roll Call Vote)
   1. Discussion and determination where appropriate of potential purchase, acquisition, or disposal of real property, as permitted by Section 10-15-1.H(8), NMSA (1978)
   2. Discussion of “limited personnel matters” as defined in and permitted by Section 10-15-1.H(2), NMSA (1978)
      - regarding employee appeal
   3. Discussion, and determination where appropriate, of threatened or pending litigation as permitted by Section 10-15-1.H(7), NMSA (1978)

VII. Vote to re-open the meeting and certification that only those matters described in Agenda Items VI. were discussed in Closed Session, and if necessary, final action on matters discussed in Executive Session that are required to be taken in Open Session

VIII. Adjourn
Minutes of the Regular Meeting of the Board of Regents of the University of New Mexico
December 11, 2018
Student Union Building (SUB) – Main Campus
Open Session - Ballroom C
Executive Session – Cherry Silver Room

Members present
President Rob Doughty; Vice President Marron Lee; Secretary/Treasurer Tom Clifford; Suzanne Quillen; Brad Hosmer; Michael Brasher; Garrett Adcock

Administration present
Garnett S. Stokes, President; David Harris, EVP for Administration, COO, CFO; Paul Roth, Chancellor for Health Sciences; Rich Wood, Interim Provost and EVP for Academic Affairs; Loretta Martinez, Chief Legal Counsel; Richard Larson, Executive Vice Chancellor, HSC; Michael Richards, Vice Chancellor for Clinical Affairs; Patricia Henning for Gabriel Lopez, VP Research; Ava Lovell, Executive Officer for Finance & Administration, HSC; Lawrence Roybal, Interim VP for Equity and Inclusion; Dana Allen, VP Alumni Relations; Eliseo “Cheo” Torres, VP Student Affairs; Dorothy Anderson, VP HR; Liz Metzger, University Controller; Terry Babbitt, President’s Chief of Staff; Cinnamon Blair, Chief Marketing & Communications Officer

Advisors present
Pamela Pyle, Faculty Senate President; Rob Burford, Staff Council President; Steve Borbas, President, Retiree Association; Becka Myers, ASUNM President; Melissa Henry, GPSA Chief of Staff (President Boney Mubabazi)

Presenters in attendance
Rob Delcampo, Interim Dean, University College & Executive Directory, UNM Innovation Academy; Rob Robinson, CFO, Athletics; Connie Beimer, Director, Government Relations; Chamiza Pacheco de Alas, Chief of Staff, Office of the Chancellor; Matt Munoz, Government Relations Manager; Henry Nemcik, CEO, UNM Foundation; Kenny Stansbury, CFO, UNM Foundation; Tom Neale, Director, Real Estate

Others in attendance
Members of administration, faculty, staff, students, the media and others.

CALL TO ORDER, CONFIRMATION OF A QUORUM, ADOPTION OF THE AGENDA
Regent President Rob Doughty called the meeting to order at 9:06 AM. A quorum was confirmed with all seven members present, in person.

Before adoption of the agenda, Regent Lee requested two modifications to the agenda:

1) Combine Health Sciences Center Committee (HSCC) action item #1, Request for Approval of UNM Health Sciences Center Fall 2018 Graduates, with Academic/Student Affairs and Research Committee (ASAR) action item #1, Approval of Fall 2018 Degree Candidates, because the ASAR item is a comprehensive list of all degree candidates;
2) Take off the agenda, HSCC information item #4, Healthcare Workforce Report Update, because Dr. Larson needed to leave the meeting early to catch a flight.

The motion to approve the agenda as modified passed unanimously (1st Lee; 2nd Brasher).

APPROVAL OF MINUTES
The motion to approve the minutes of the November 15, 2018 meeting passed unanimously (1st Brasher; 2nd Lee).

PUBLIC COMMENT (no comments)

REGENT ADVISORS COMMENTS (no comments)

COMMENTS FROM REGENTS (no comments)

RECOGNITION: PETE V. DOMENICI INSTITUTE, UNM STUDENT SCHOLAR (JOEL ROBINSON)
Regent Lee welcomed and congratulated Joel Robinson, the first UNM Student Scholar of the Domenici Institute. Regent Lee, who worked for Pete Domenici for seven years, said he was a proud Lobo and always supported UNM. The Domenici Student Scholar program was established just last year, 2017, for college students in the State of New Mexico to address issues confronting New Mexico, the nation and the world through producing high-quality policy white paper. As the Domenici Student Scholar, Joel participated in the Domenici Public Policy Conference in September. Joel worked on his policy white paper, Multicultural Integration Policy: A Comparison of Canadian Policies to the United States, under the guidance of Dr. Jami Nelson-Nuñez, an assistant professor at the UNM Political Science Department. Kiyoko Simmons Director, Center
for Academic Excellence & Leadership Development Program in the Honors College, presented Mr. Robinson his certificate for completing the program and regalia in the form of a badge. A photo was taken with the Regents, President Stokes, Joel Robinson, Kiyoko Simmons, and Aaron Stoddard, Program Assistant, Domenici Institute at New Mexico State University.

THE PRESIDENT’S ADMINISTRATIVE REPORT

President Garnett S. Stokes opened her report giving recognition and thanks to David Harris for his work and service to the University - EVP Harris will retire at the end of the year after 14 years with the University. President Stokes spoke about the upcoming Fall Commencement ceremony and UNM’s newest promotional video, State of Minds. Dr. Stokes mentioned recent highlights including, UNM’s involvement in the statewide NSF EPSCoR (Established Program to Stimulate Competitive Research) grant to revitalize the electric grid and spoke about the Health Sciences Center’s application for an NIH Healing Communities Study grant that will fund up to three research sites in the nation to reduce opioid-related deaths in their respective states by 40% over a 3-year period - recipients of the grant will be announced in March 2019.

President Stokes discussed the significance of student transfers to UNM - about 50% of UNM students are transfer students, and about 50% are first-time in, full- or part-time, so when addressing enrollment issues, the transfer student turns out to be just as important as attempts to bring in first time in college students. UNM is the primary destination of choice for students who transfer from NM community colleges or two-year colleges, maintaining about a 51% market share of all transfers. UNM averages about 1500 transfers every year. Enrollment however in the top 2-year feeder schools has declined over the past 5 years, and UNM is looking to understand the causes of this declining pipeline. Over the past few years, UNM has worked with the NM HED to address three critical areas in the transfer student experience: meta-majors, the general education core, and articulation & transfer (common course numbering), and UNM has been a leader in the State working on these issues. UNM’s 6-year transfer student graduation rate is 66%, falling about in the middle among peer institutions. Dr. Stokes discussed further the importance of understanding transfer students’ unique needs and the necessity for UNM to ensure that their experience at the University is seamless.

President Stokes discussed UNM’s participation in the APLU (Association of Public and Land-Grant Universities), Powered by Publics: Scaling Student Success Initiative. UNM is one of 130 institutions joining together to collaborate to improve college access, advance equity, and increase college degrees awarded. Other highlights mentioned were the Women’s Cross Country first NCAA championship award; the re

REGENT COMMITTEE REPORTS

CONSENT DOCKET

Regent Doughty addressed the consent docket. There were no requests to remove any items for discussion.

1. Academic/Student Affairs and Research Committee (ASAR) Consent Items
   a. Program Deletion: Office and Business Technology Certificate (Valencia)
   b. Approval of New NM Consortium Member (John Sarrao)

2. Health Sciences Center Committee (HSCC) Consent Items
   a. Approval of Disposition of Assets
   b. Approval of Repair, Renew, Replace Capital Project – ACC Roof Replacement $1,830,000
   c. Approval of Repair, Renew, Replace Capital Project – Pneumatic Tube System $950,000

3. Finance and Facilities Committee (F&F) Consent Items
   a. Approval of Disposition of Surplus Property for Main Campus for November 2018
   b. Approval of Request for Project Construction for Zimmerman Library Restroom Renovations

The motion to approval the items on the Consent Docket passed unanimously (1st Lee; 2nd Brasher).

ACADEMIC/STUDENT AFFAIRS AND RESEARCH COMMITTEE

Approval of the Fall 2018 Degree Candidates

Pamela Pyle, Faculty Senate President, presented the item and gave a breakdown in the number of graduates per type of degree and also numbers by college which included also the Health Sciences Center graduates.

The motion to approve the Fall 2018 Degree Candidates passed with a unanimous vote in favor (1st Hosmer; 2nd Lee).
Update: Innovation Academy and University College (information item)
Rob Delcampo presented the update. The Innovation Academy started in 2015 and is the over-arching program that allows students from any major to explore ideas in innovation and creativity and entrepreneurship. The Academy currently has over 900 students enrolled – graduate and undergraduates. Of those enrolled, over 50% are women, over 65% are first generation college students, and over 50% are students of color, and there are over 85 majors represented. The Academy has raised approximately $1.9 million that has funded the enterprise over its first 2.5 years; approximately $200K is directly given to students to support student enterprises and the remaining goes to program support. Dr. Delcampo discussed the various programs in the Academy, including the NSF Innovation Corps, the 2+1+2 program, and the Rainforest Pitch Competition. Ninety-one percent of the pitch competition participants are currently in business. Thirty-six student enterprises are currently in operation. To help make affordable credit more accessible to student entrepreneurs, in spring 2019, the Co-op Capital Loan program through Nusenda Credit Union, will provide student entrepreneurs relationship-based loans of up to $10K. Dr. Delcampo discussed UNM Innovation Academy’s recent win of the, Dion’s ‘Keep It Cool’ Challenge. UNM produced six successful solutions to Dion’s challenge, to keep a bottle of Ranch Dressing between 36 and 41 degrees Fahrenheit for a period of 48-72 hours. The solution that was finally selected will be rolled out by Dion’s in January. The winners will receive free Dion’s for one year and a $1,000 cash prize.

HEALTH SCIENCES CENTER COMMITTEE
HSC Financial Update (information item)
Ava Lovell presented the item, referring to material that was provided in the eBook. As of October 31, total UNM Health Sciences Center net margin was $6.7 million, compared to $6.2 million last year. The UNM HSC Academic Enterprise net margin is $5.8 million. The net margin for I&G for FY2019 year to date is $5.0 million - the entire fall semester’s tuition is included in the balance, which adds approximately $2.6 million to the net margin. The HSC Research operation has a net margin of $(670K) as of October 31. There is a lag in expenses year-to-date versus the budget. A full year of Cost Share transfers have already been booked for the year. The operating budget reflects a use of reserves for non-recurring expenditures that includes CTSC Scholar (Clinical & Translational Science Center) startup packages, equipment purchases and research supplies. Regarding Clinical Operations, the School of Medicine Clinical Departments have a favorable net margin of $1.2 million as of October 31; UNM Hospitals currently has a net margin of $971K for a combined net margin of $2.2 million.

UNM Health System Report (information item)
Michael Richards, Vice Chancellor for Clinical Affairs, presented the item and referred to materials provided in the eBook. The report represents year-to-date activity through October. There continues to be strong progress in quality and safety metrics; UNM Hospitals had 11 out of 14, and SRMC had 10 out of 14, of the metrics that are above target. The targets are reset every single year, with at least a minimum of a 5% advance. Activity levels show total inpatient discharges and observation discharges up 1% compared to prior year. The classification of those patients being regular admissions or observations admissions continues to be a challenge. Inpatient discharges are down 4% (3% at UNMH; 7% at SRMC); adult length of stays are down 3%. Health System observation discharges are up 13% compared to prior year (12% at UNMH; 18% at SRMC) – this is largely due to federal regulations that have redefined some surgery patients as being outpatient surgery patients as opposed to regular inpatients. The Case Mix Index (CMI), which is a measure of the severity of illness, is flat compared to prior year. Health System total outpatient activity has seen the largest growth at 6% compared to prior year; primary care clinic visits are up 11%, and specialty clinic visits are up 6%. Emergency Department (ED) visits are down 15% compared to prior year. This is due predominantly to a timing issue on the way the statistic is reported – actual volumes are probably within the 3-5% decrease, consistent with ED volumes across the city. Regarding finances, Health System total operating revenues are up 5% year over year; total operating expenses are up 4%. The Sandoval County Hospital Mill Levy for SRMC passed in the November 2018 election; the mill tax will support building clinical services to meet Sandoval County behavioral health care needs and for SRMC to develop a Level 3 Trauma Center program.

UNMH CEO Kate Becker has named former interim UNMH CEO Michael Chicarelli as UNMH Chief Operating Officer.

Regent Quillen inquired regarding the reductions as depicted in the daily census report (code purple report). Dr. Richards responded the code purple number has gone down partly due to the slight ED volume decline and also due to length-of-stay improvements. Regent Quillen inquired if the hospital still runs at about 90% occupancy; Dr. Richards affirmed this and added the statistics are calculated at midnight, so the actual occupancy during the peak hours of the day may oftentimes be higher.

Regent Clifford inquired about the 15% reduction in ED visits and decline in surgeries. Dr. Richards discussed redirection of patients and the timing factors related to reporting the information, billing data lags behind operating data. The actual number is probably really around 3-5%; numbers should normalize within the next couple of months. The surgeries are down primarily due to clinical providers at SRMC – about 40% of that surgical platform was being used by community surgeons who relocated their practices to central Albuquerque. UNM backfilled that surgical capacity with UNM patients that have more (case) complexity, so total number of surgeries has gone down.
FINANCE AND FACILITIES COMMITTEE

Regent Lee opened her Finance and Facilities Committee agenda with recognition and thanks to David Harris for his contributions to UNM and his service to the State. She also thanked him for his support to Regent Lee as Chair of F&F.

Regent Clifford echoed Regent Lee’s words and added he has worked with David Harris off and on for 24 years and thanked him for his knowledge, willingness to address difficult challenges, and his honesty.

Preview of 2019 Legislative Session – UNM Priorities and Opportunities (information item)

Connie Beimer opened the presentation. The regents have approved parts of the legislative package being presented. The legislative session will be a 60-day session; there will be new governor and 21 new legislators. The new state revenue estimates were revised down slightly to $1.1 billion. This is good news, as Higher Education (HE) bore the brunt of the cuts at the last session. UNM-Day in Santa Fe will be February 28.

Matt Munoz discussed UNM’s long-standing number-one priority, to increase I&G (Instruction and General funding) that comes into the University - UNM is working with CUP (Council of University Presidents) and other HE institutions across the State seeking an 8% increase. This is the main pot of money that comes from the State to support programs for students at the universities. Next on the priority list is the Medical School I&G. The Medical School has not been part of the funding formula since the formula’s origin. This year, UNM is asking for the Medical School I&G increase to be in parity with the requested 8% funding formula I&G increase. The third priority is for the Cancer Center 340B replacement funding in the amount of $5.8 million to replace money lost due to 340B regulatory changes. The total funding effect was $9 million due to the regulatory changes, and the request is to replace the funding hit what could not be covered. The next priority is UNM’s support for solvency of the lottery scholarship fund that is equitable for all students. ASUNM students will seek to restore the Liquor Excise Tax to the lottery fund to provide full tuition for NM Students.

The next UNM priority is compensation funding – UNM supports a compensation package that reflects the hard work and dedication of its faculty and staff. Faculty and staff have effectively received a 2% compensation increase since 2008. The NM Legislature compensates the University for only the I&G portion of any pay raises. On main campus, the I&G portion of the academic mission is calculated at 52%; for the Health Sciences it is only about 1/3 of the total compensation. UNM also supports a revision to the formula used to calculate compensation for its faculty and staff. The next priority is ERB reform (Educational Retirement Board). UNM supports a 3% increase in the employer contribution spread over the next three years. The next priority is related to the Higher Education Endowment – UNM supports funding in House Bill 2 for endowed faculty positions and also supports putting any extra non-recurring funds into the endowment to further support HE in future years.

UNM also supports the NMNEC (New Mexico Nursing Education Consortium) funding – NMNEC seeks a $300K annual appropriation to continue the program. NMNEC began in 2010 with grant funding to build multiple pathways into nursing education; sixteen NM institutions created a shared curriculum with common advising, admissions and seamless transfer between schools.

Chamiza Pacheco de Alas presented the two HSC capital requests. The first capital request is for $3.5 million for the Movement Disorder Center. The HSC would match that with another $3.5 million. Currently, the facility plans are for a roughly estimated 14,000 sq. ft. building that would include clinical rooms, a gym, a library, rooms for mental health services, etc. This request did not get passed through the NM HED, so the hope is it will go through the Legislative Finance Committee. The other capital request is for $1.4 million for a scanner for the Office of the Medical Investigator (OMI). The OMI is administrated by the UNM School of Medicine. The current CT scanner is old, inadequate and in need of replacement. A CT scanner is important and necessary to the OMI workflow and even more so in New Mexico when addressing religious and cultural sensitivity regarding autopsy.

Regent Clifford inquired the number of projects that HED did move forward. Mr. Munoz responded the top priorities were moved forward at a discounted rate. Regent Clifford expressed his concern about the process for establishing priorities. The RPSPs (Research and Public Service Projects) were brought forward to the regents for approval already, but the board has not seen the other priorities before this meeting. Mr. Munoz responded the majority of the legislative priorities have been priorities for a number of years. Regent Clifford reiterated his concern for the process and requested to President Stokes for future, that these would come to the board. As a former budget director for the State, if there is a significant request for additional funding for example for I&G, the question would be, “where does that money go,” to what initiative? If there is additional money going into the program, what are the new things these monies are going to fund? This needs to be articulated. With regard to the lottery scholarship, we are at a turning point. The State now has the money to fund the scholarship, but the question it begs is, “what is the right structure for that scholarship?”, and UNM should have a recommendation. There was discussion about the lottery scholarship and previous years’ recommendations for changes.
Regent Quillen expressed agreement with Regent Clifford’s comments, particularly when it comes to having the necessary and adequate information to be able to lobby for UNM in Santa Fe and discuss the priorities with lawmakers. Regent Quillen requested that moving forward Regents would be more involved in the discussions, or at least have more information, about how these decisions were arrived at.

Mr. Munoz continued with presenting the capital project requests for main campus. The first capital priority is for the Learning Environment Critical Safety and Technology Upgrades – UNM is requesting $11 million. The funds would go toward renewal and upgrades for systems like HVAC, IT, and fire suppression systems in older buildings that currently do not meet code. Of the $11 million request, $3.5 million would go toward campus safety upgrades to critical infrastructure and learning environments in existing facilities across the UNM campus.

The second capital project request will be for the ROTC Phase 2 of the facility – UNM will request $6 million. UNM graduates the highest number of Hispanic officers in the nation and receives over $4.5 million in federal funds for ROTC students. Currently, three ROTC units are housed in separate buildings all constructed in the early 1930’s and 40’s. The buildings are neither ADA nor student safety compliant and lack proper facilities for women. Phase two of the UNM ROTC project will allow the institution to meet Department of Defense security and training facility requirements.

Regent Brasher expressed his concern regarding the $11 million request for the Learning Environment Critical Safety and Technology Upgrades, if that amount would be enough for such expensive upgrades as HVAC and IT systems, and if there would be enough funds available for the necessary security upgrades. Mr. Munoz agreed with the concern and explained that these funds will address only the top priorities on a long checklist of deferred maintenance backlog, the total of which is an estimated $450 million. Regent Brasher reiterated his concern for the inadequacy in the amount of funding for security when security needs and costs are much greater than they used to be.

**Monthly Athletics’ Report on Revenue, Expenditures and Compliance (information item)**

Rob Robinson presented the item, referring to material included in the eBook. The report details financial activity through October 31. Schedule A depicts revenues and expenses for the Athletics Department as a whole; Schedule B outlines year-to-date actuals versus budget by sports program. The majority of Football home game revenues will not be seen until the November financials are reported; Basketball revenues will begin to be seen in next month’s report as well. Overall, expenses are lower than last year’s.

**UNM Foundation Quarterly Financial & Investment Advisor Report (information item)**

Henry Nemcik opened the presentation with thanks to David Harris for his mentorship and all of work he has done for the University and for the Foundation. Mr. Nemcik also recognized Regent Hosmer, Ava Lovell, and Mark Peceny, for their contributions when they served on a Philanthropy Study Committee several years ago that met over a 12 month period. At that time, Regents wanted to ensure the Foundation was set up well for the long-term and gave the Foundation the charge to review and benchmark other institutions, to evaluate size and scope of peers’ development operations and funding mechanisms, to evaluate philanthropic efforts encompassing staffing, funding, and design of efforts moving forward, and for the committee to make its recommendations to the Board and to the Foundation’s Board. To date, the Foundation is on target to achieve the goals recommended by that committee, including the growth in the endowment to the $454 million level.

Mr. Nemcik continued with a presentation on the quarterly Changing Worlds report, and mentioned President Stokes and he have decided to continue the campaign through 2020, even though the $1 billion level has been reached. The timing will work well to allowing the President to work with the Foundation’s new CEO who will come on board next summer. UNM is one of 59 public universities to have achieved the $1 billion goal. UNM has averaged a $0.12 expenditure to raise $1.00. The endowment has increased $174 million through new contributions and investment growth. UNM is in the top quartile (204 out of 818) of endowment size within the U.S. Distributions have grown over 43% during the campaign, and half of the endowment distribution is dedicated to scholarships which comes to about $8 million per year.

Kenny Stansbury discussed details of endowment growth, spending distribution, and consolidated fund returns over time. In 1989-1990, the consolidated fund was valued at $50 million, today it is valued at $455 million; spending distributions were $2 million in 1989-90, today they are at $16 million, half of which is used for student support and scholarships. Returns to the endowment over a 10-year period have averaged 7.5%. Since 1989, the endowment has distributed over $300 million, while the endowment grew by over $400 million.

**Update of Plans to Relocate Albuquerque Institute for Mathematics and Science (AIMS) (information item)**

Tom Neale provided an update on the status of the AIMS relocation and expansion project. There are two goals of this project: to relocate AIMS out of 1155 University Blvd. (Student Success Building) and consolidate AIMS into one location at 933 Bradbury where they are currently occupy space. The second goal is to relocate UNM Hospital’s Patient Financial Services out of 933 Bradbury so that AIMS can move in. The outcome of a feasibility study to expand AIMS within 933
Bradbury was affirmative. Architectural services were procured and a contractor has been procured for that portion of the project, which is a $1.5 million project. Those funds will be paid back through rent from AIMS. The second part of this project has proved to be more challenging - to relocate the hospital units out of 933 Bradbury into other parts of the Science & Tech Park (South Campus). Two iterations to relocate them within the Park did not prove feasible; the first iteration required a $1.4 million investment; plan B has an $860K cost. The second option didn't provide the hospital group room to decompress and expand some of their occupancy. The density in 933 Bradbury is extremely high. Plan C is to secure lease space outside of the Science & Tech Park to a location that was identified earlier in the year. The economics for that look to be favorable; a letter of intent has been submitted for that space, and there is a requirement for the landlord to deliver the space in the spring. The delivery date for the 933 Bradbury expansion space for AIMS will therefore move back to a fall delivery.

Regent Doughty reminded Mr. Neale that he had requested at the F&F Committee meeting that a committee be formed to address this issue and bring a recommendation to the Board. Mr. Neale responded he believed that the committee that formed was President Stokes, Paul Roth, and David Harris, and they met and gave clear instructions to Mr. Neale last week on Wednesday, subsequent to Tuesday's F&F meeting. Mr. Neale said he has taken their instructions and is working diligently to make it happen.

Regent Quillen commented this has been a big circle for over a year now. Last year David Harris executed a rental contract with AIMS, and the agreement was revenue producing for UNM. Now AIMS has to move out, because the space is needed for Athletics. There are remodel costs for the Hospital group, and there will be remodel costs associated with Athletics moving into 1155 University, and that has not been discussed. UNM will lose rental revenues and the dollar amount keeps going up to where we are now in the millions. Mr. Neale responded we are trying to find the optimal option to reduce expenditures. One of the things that is driving the cost is the high-density nature of office occupants, the desire from the Hospital to decompress that to make it more attractive place for their employees, and the IT component which makes this more expensive. The other goal was to free up the space at 1155 University for institutional use, and Mr. Neale agreed there is a loss in revenue.

Regent Quillen inquired about current AIMS locations and UNM Medical Group location. AIMS is currently in two locations. It currently has 15,000 sq. ft. in 933 Bradbury, and they currently occupy 14,700 sq. ft. at the Student Success Building (1155 University) on the second floor. They occupy ¾ of that building. The Medical Group is within 933 Bradbury. In this relocation effort, currently, the plan is for the Medical Group to remain in 933 Bradbury, only UNM HR and Patient Financial Services will relocate. Regent Quillen inquired from where UNM will get the financial support to do the renovations. David Harris responded that earlier in the year the Lobo Development Corporation agreed to provide a $1.5 loan to remodel the space for AIMS and this would be recaptured through AIMS lease payments. Regent Quillen commented that this has ended up being a big domino effect started by moving AIMS out of 1155 University.

Regent Clifford said it would be helpful to know if there is a long-term commitment, which is important if UNM is going to make that kind of investment in a facility. Mr. Neale agreed and added that he never recommends a large block of lease space in a third party building that UNM does not have control over.

Regent Lee commented there is another component to this, and she asked Rob Robinson to speak about the issue of having student athletes and high-school students mingling together in the same building. Mr. Robinson said that from an NCAA compliance standpoint, dealing with high-school students, which could be viewed as prospective student athletes, as well as the current student athletes, that it is best to have them separate, as well as any other inter-mingling issues and issues with regard to NCAA recruitment requirements. Regent Lee said this is something UNM has to fix on multiple levels.

**AUDIT AND COMPLIANCE COMMITTEE**
**Meeting Summary Report, December 6, 2018 Meeting**
Regent Tom Clifford addressed the summary report that was provided in the eBook. There were no action items at the meeting, but audits are currently ongoing and results will be discussed at the next meeting. Regent Clifford thanked staff, management and academic units for their hard work and cooperation during audits. Issues inevitably arise in institutions of this size, and staff and the HSC have been highly responsive in addressing them. The compliance staff also does outstanding work. Regent Clifford offered compliments to the Director of Internal Audit, Manu Patel, who will be retiring at the end of the year and to his staff who do an outstanding job.

**PUBLIC COMMENT**
Victor G., Student Union Building Student Employee, commented about the quality of presentation materials presented at the Board meetings and recommended more brevity on the power point slides.

**ADVISORS’ COMMENTS**
Faculty Senate, President Pamela Pyle, commented on recent activities and events, including an update on the *Academics Within Borders* project and the recent visit to Farmington.
Staff Council, President Rob Burford, commented on recent activities and events, including the recent Gerald May outstanding staff awards.

ASUNM President, Becka Myers, commented on recent activities and events, including recent senator elections, the Cherry Reel Film Festival that was hosted by Canon, the annual Arts & Crafts Fair, and plans for the upcoming legislative session. Retiree Association President, Steve Borbas, commented on recent activities and events.

- Regent Doughty announced that this meeting is Student Regent, Garrett Adcock’s, last meeting. He has been accepted into the Marine Corp and is going to be a JAG Officer with the U.S. Marine Corps. Regent Doughty thanked Garrett for his service on the Board and wished him well in his future. [Applause] Other members on the board echoed Regent Doughty’s words.

Vote to Close the Meeting and Proceed in Executive Session
Regent Doughty noted the Regents’ closed session agenda and asked for a motion to close the meeting and clarified he would take a roll call vote; Regent Lee motioned to close the meeting; Regent Brasher seconded the motion; the following votes were taken: Regent Adcock-yes; Regent Hosmer-yes; Regent Quillen-yes; Regent Lee-yes; Regent Clifford-yes; Regent Brasher-yes; Regent Doughty-yes vote also. The motion to close the meeting passed. The meeting closed at 11:26 AM. Members moved to the Cherry Silver Room.

Executive Session Agenda: all members were present during discussion and votes
1. Discussion and determination where appropriate of potential purchase, acquisition, or disposal of real property, as permitted by Section 10-15-1.1-H(8), NMSA (1978)
2. Discussion of personally identifiable information about any individual student as permitted by Section 10-15-1.1-H(4), NMSA (1978) -- 2 Student Appeals
3. Discussion of “limited personnel matters” as defined in and permitted by Section 10-15-1.1-H(2), NMSA (1978)
   a. Regarding employee appeal.
4. Discussion, and determination where appropriate, of threatened or pending litigation as permitted by Section 10-15-1.1-H(7), NMSA (1978)

Vote to re-open the meeting and certification that only those matters described in the Closed Session Agenda were discussed in Closed Session, and if necessary, final action on matters discussed in Executive Session that are required to be taken in Open Session
Regent Lee motioned to re-open the meeting; Regent Clifford seconded; all were in favor; the meeting re-opened at 12:54 PM; the doors to the Cherry Silver Room were opened. Regent Doughty certified that only those matters described in the closed session agenda were discussed and there were three (3) items upon which action would be taken in open session:

Regent Lee motioned that the Board give David Harris, or his successor, and Paul Roth the authority to proceed with a real estate property transaction; Regent Hosmer seconded; all were in favor; motioned passed.

Regent Quillen motioned that the Board accept Paul Roth’s request to withdrawal the petition respondents submitted on November 8, 2018; Regent Lee seconded; all were in favor; motioned passed.

Regent Lee motioned that the Board accept the request from a student to consider the student’s appeal of an OEO finding and in addition to have an independent hearing officer hold an evidentiary hearing; Regent Quillen seconded; all were in favor; motioned passed.

ADJOURN
There being no further business, Regent Doughty asked for a motion to adjourn; Regent Lee motioned; Regent Brasher seconded; motion passed unanimously; the meeting adjourned at 12:57 PM.

Approved:  Attest:

____________________________________  ___________________________________
Robert M. Doughty III, President        Tom Clifford, Secretary/Treasurer

Minutes originated and finalized by Mallory Reviere
President’s Administrative Report

Garnett S. Stokes

President Stokes’ report will be presented at the meeting.
CONSENT DOCKET

(Action items on Regent's Committee agendas may move to the Board of Regents' agenda as consent items; the below items are placed on the consent docket by the respective committee chairs; items on the consent docket received unanimous approval in committee; per Regents' Policy 1.2, "Any member of the Board of Regents shall have the right upon request to remove any item from the Board's consent agenda and place the item on the Board’s regular agenda for discussion.")

1. Health Sciences Center Committee (HSCC) Consent Items, Regent Marron Lee, Chair
   a. Request for Approval of Repair, Renew, Replace Capital Project – Pre-Op Renovation $1,500,000 .................................................................C-1
   b. Request for the Approval of Repair, Renew, Replace Capital Project – UNM Family Health Clinic – DOH Licensing Improvements $2,200,000 ..................................................C-2
   c. Request for the Approval of Repair, Renew, Replace Capital Project – ACC Ambulatory Elevators – Refurbished $786,588 ..................................................C-3

2. Finance and Facilities Committee (F&F) Consent Items, Regent Marron Lee, Chair
   a. Approval of Disposition of Surplus Property for Main Campus for December 2018 C-4
   b. Approval of Purchase of a JEOL Transmission Electron Microscope .........................C-5
CAPITAL PROJECT APPROVAL
UH Main – OR Locker Room and Pre-OP projects

December 2018

REQUESTED ACTION:
As required by Section 7.12 of Board of Regents Policy Manual, the New Mexico Higher Education Department and the New Mexico State Board of Finance, capital project approval is requested for UH Main – OR Locker Room and Pre-OP projects.

DESCRIPTION:
Phase One of this project is to renovate the old pre-anesthesia area with OR men’s and women’s locker rooms. The present locker rooms are no longer adequate to facilitate all staff members. The project will provide much need lockers, restrooms and showers.

Phase Two of the project will replace the current men’s and women’s locker rooms with new Main OR Pre-Op bays increasing the current bed count. Currently we have five bays for 16 Operating Rooms which is inadequate. The addition of up to nine bays will allow for better patient throughput and result in faster turnover times, and greater physician and patient satisfaction.

RATIONALE REPLACEMENT:
UH Main OR currently houses over 10 specialties and its volume exceeds 10,000 cases annually. This project will allow for increased staff satisfaction as well as improved patient throughput and faster turnover times to moved patients into surgery.

PURCHASING PROCESS:
Competitive sealed RFP process.

FUNDING:
Phase One of the project budget is estimated at $600,000 and will be started on FY2019, carrying over into FY2020. Phase Two of the project budget is estimated at $900,000 and will begin in FY2020.

The total project budget is estimated at and shall not exceed $1,500,000 and will be funded by UNM Hospitals Capital Renovation Fund.
CAPITAL PROJECT APPROVAL
UNM Family Health Clinic – DOH Licensing Improvements

December 2018

REQUESTED ACTION:
As required by Section 7.12 of the Board of Regents Policy Manual, the New Mexico Higher Education Department and the New Mexico State Board of Finance, capital project approval is requested for the DOH Licensing Improvements at the McMahon Clinic.

DESCRIPTION:
This request is to correct code deficiencies at the McMahon clinic based on Americans with Disabilities Act (ADA) regulations and Facility Guidelines Institute (FGI) guidelines. The project includes correcting HIPAA violations by enclosing triage areas; widening doorways into exam rooms; widening hallways; remodeling the patient check-in and reception area; creating consultation spaces; increasing the air flow, return air and fresh air exchanges throughout the building; installing new lower counters at nurses stations; enlarging restrooms for access; installing door operators; updating light fixtures to incorporate dimmers and occupancy sensors; installing new HVAC units; and new finishes throughout the clinic.

RATIONALE REPLACEMENT:
This clinic is located in an older building that does not meet code in a number of areas. These items need to be changed in order for the clinic to continue to operate. This project is to correct the code deficiencies in order to provide better care for patients.

PURCHASING PROCESS:
Competitive sealed RFP process.

FUNDING:
The total project construction budget is estimated at and shall not exceed $2,200,000 and will be funded from the UNMH Hospital Capital Improvement Funds.
CAPITAL PROJECT APPROVAL
UH Main – Refurbish Elevators 4, 5 & 6

December 2018

REQUESTED ACTION:
As required by Section 7.12 of the Board of Regents Policy Manual, the New Mexico Higher Education Department and the New Mexico State Board of Finance, capital project approval is requested for the UH Main – Refurbish Elevators 4, 5 & 6.

DESCRIPTION:
UNM Hospital is refurbishing three existing elevators serving our patients, staff and the public. The scope of this project includes equipment change out and essential upgrades of existing UH Main Elevators 4, 5 & 6. The project includes new hoist cables, motors, roller & car guides, car doors, hallway call stations, and the replacement of 91 other components.

RATIONALE:
Due to increased maintenance cost, slow elevator response time, increased energy consumption, and needed improvements to fire and life safety features, refurbishment of these elevators is necessary to avoid failure. These elevators are over 20 years old. The controls are obsolete, and some parts have to be manufactured, which can take 18 weeks. The planned modernization provides for refurbishment prior to an elevator outage that could lead to extensive down time. Retained parts from these three elevators can be stored for potential repair of other older elevators in the facility.

PURCHASING PROCESS:
UNMH is utilizing the GSA price agreement #70-000-18-00054 with the State of New Mexico to procure services.

FUNDING:
The total project budget is estimated at and shall not exceed $786,588, and will be funded by UNM Hospital Capital Renovation Fund.
Disposition of Surplus Property Approval – December 2018

Date: December 18, 2018

To: Bruce Cherrin
Chief Procurement Officer
Purchasing Department

From: Marcos Roybal
Associate Director
University Services

Attached for your review and submission to the Board of Regents is the Surplus Property Disposition detail list for the month of December 2018.

Consistent with UNM Board of Regents Policy 7.9 and the NM Disposition of Surplus Property Act, 13-6-1, NMSA 1978, and based upon documentation submitted by the UNM departments responsible for the equipment, I certify that the equipment identified on the monthly list is worn-out, unusable or obsolete to the extent that the items are no longer economical or safe for continued use by the University. I recommend that the items be deleted from UNM’s inventory and disposed of in accordance with the above noted Regents Policy and NM Surplus Property Act.
UNIVERSITY SERVICES – DISPOSITION OF SURPLUS PROPERTY
DECEMBER 2018
## Surplus Property Disposition - December FY19

<table>
<thead>
<tr>
<th>Memo</th>
<th>Asset Tag</th>
<th>Department</th>
<th>Description</th>
<th>Manufacturer</th>
<th>Purchased</th>
<th>Total Cost ($)</th>
<th>NBV ($)</th>
<th>Disposal Method</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>238177</td>
<td>Neurology</td>
<td>Applied Biosystems</td>
<td>PeAppBiosy</td>
<td>08/26/1999</td>
<td>$36,000.00</td>
<td>$0.00</td>
<td>Obsolete</td>
</tr>
<tr>
<td>1</td>
<td>N00011438</td>
<td>KNME Operations</td>
<td>Unity Lanshare</td>
<td>Avid</td>
<td>04/26/2007</td>
<td>$22,821.80</td>
<td>$0.00</td>
<td>Obsolete</td>
</tr>
<tr>
<td>3</td>
<td>207261</td>
<td>Earth and Planetary Sciences E PS</td>
<td>OSCILLOSCOPE</td>
<td>Lecroy</td>
<td>02/08/1995</td>
<td>$12,830.00</td>
<td>$0.00</td>
<td>Obsolete</td>
</tr>
<tr>
<td>2</td>
<td>N00017190</td>
<td>LUME-ETS Educational Tech Support</td>
<td>video Conferencing Equipment</td>
<td>AdvPresent</td>
<td>07/21/2008</td>
<td>$10,823.00</td>
<td>$0.00</td>
<td>Obsolete</td>
</tr>
</tbody>
</table>

**Total Asset Disposition (#)**: 4

**Total Capitalization ($)**: $82,474.80

**Total Net Book Value ($)**: $0.00
Memo

To: University Services
From: Susan Rhymer, Director of Finance and Administration, KNME-TV
CC: Steven Campbell, Karen Allen
Date: 10/24/2018
Re: Surplus of items over $10,000

This memo serves as a request to remove the items below items from our inventory list.

Item N00011438 ($22,821.80) Avid Unity LANShare is a network attached storage system that is no longer used by the station. It was purchased in 2007. It was taken out of service. It is difficult to find parts to repair it. The system is 5 years past its useful life and as a result, it is no longer cost effective to keep running.

Thank you for your attention to this matter. If you should have any further questions please feel free to contact Karen Allen at 7-1215 or kallen@nmpbs.org.

<table>
<thead>
<tr>
<th>Asset</th>
<th>Description</th>
<th>Acq. Cost</th>
<th>NBV</th>
<th>Date</th>
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<tbody>
<tr>
<td>N00011438</td>
<td>Server</td>
<td>$22,821.80</td>
<td>0.00</td>
<td>2007</td>
</tr>
</tbody>
</table>
November 20, 2018

TO: University Services

FROM: Peter Fawcett, Chair, E&PS

SUBJ: Request to surplus item

The chair of the Department of Earth and Planetary Sciences is requesting to surplus asset #207261 a LeCroy Oscilloscope that was purchased in 1995. The item is no longer usable for any type of research or teaching in the department and we would like to have it picked up and removed from our inventory.

Thank you for your assistance

<table>
<thead>
<tr>
<th>Asset</th>
<th>Description</th>
<th>Acq. Cost</th>
<th>NBV</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>207261</td>
<td>Oscilloscope</td>
<td>$12,830.00</td>
<td>0.00</td>
<td>1995</td>
</tr>
</tbody>
</table>
DATE: April 23, 2018  
TO: Ashley Wolf, NM Surplus Property  
FROM: Paul McGuire, PhD - Associate Dean, UME  
RE: Request for Deletion of Assets from Previous Inventories

This document provides authorization to dispose of UNM equipment asset N00017190, Polycom Conferencing System model number VSX-7000S-s. The asset was sent to surplus unbeknownst to us. Surplus Property discovered that it is missing the surplus documentation for the asset and reached out to Carlos Colon, UME’s Inventory Contact, for more information.

Our Academic Multimedia Services department has evaluated the asset and believes it is obsolete. The Polycom system is ten years old and newer technologies have replaced its functionality.

Please contact Carlos Colon at 272-0666 if you need further assistance.

Sincerely,

[Signature]

Paul McGuire, PhD  
Associate Dean, UME  
MSC08 4710

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<thead>
<tr>
<th>Asset</th>
<th>Description</th>
<th>Acq. Cost</th>
<th>NBV</th>
<th>Date</th>
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<tbody>
<tr>
<td>N00017190</td>
<td>Polycom System</td>
<td>$10,823.00</td>
<td>0.00</td>
<td>2008</td>
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</table>
**REQUEST FOR DISPOSAL OF SURPLUS PROPERTY**

Please enter one **CODE** per item: (S1) Obsolete (S2) Too Costly (S3) Beyond Repair (S4) Cannibalized

<table>
<thead>
<tr>
<th>Code</th>
<th>UNM Tag #</th>
<th>Manufacturer</th>
<th>Model #</th>
<th>Serial #</th>
<th>Description</th>
<th>Surplus Property Use Only</th>
<th>Hold</th>
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<tr>
<td>1</td>
<td>S1</td>
<td>N00017190</td>
<td>AdvPresent</td>
<td>VSX7000S</td>
<td>Polycom video system</td>
<td></td>
<td></td>
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<td>10</td>
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</tr>
</tbody>
</table>

☐ Pick up items at Building #: ___________ Building Name: ___________ Room #: ___________ Phone: ___________

☐ Items will be delivered to Surplus Property. Date: ___________ Time: ___________ By: ___________

**For Department Requesting Disposal of Surplus Property:**

Date: 4/23/2018 Org Code: 524J

Department Name: UME Academic Multimedia Services

Contact Name: Carlos Colon Phone: 272-0666

PRINT NAME & TITLE (authorized by): Paul McGuire, PhD Associate Dean, Undergraduate Medical Education

Additional Information: Asset was sent to surplus by another department. Surplus does missing.

**For Surplus Property Use ONLY**

Received by Surplus Property
Date: ___________ Time: ___________

Surplus Signature: ___________

☐ SRS
☐ Export
☐ CGA

Released By: ___________

Sign Name: ____________________ Print Name: ____________________

*Call Surplus Property at 277-2923 with questions*

Receipts will **only** be available at the time of the pick-up or drop-off
MEMORANDUM

To: Dr. Michel Torbey
From: Dr. Gary Rosenberg
CC: Traci Jastrzemski, Jeff Thompson
Date: 11/14/18
Re: Surplus PCR Machine Tag 238177/serial 22794E2TYA39

Comments: Regarding the surplus disposition of an old PCR machine in the lab. Our Perkin Elmer 5700 has been occupying a bench top in the lab for many years. It is obsolete technology and had been replaced by the ABI QuantStudio 3 Real Time PCR system located in the CTSC clinical lab here in Domenici Hall. Any qPCR assays to be done would be run on that system and not the older, less flexible instrument. In fact the 5700 has not even been turned on in over 10 years. Since it was purchased over 10 years, we do not have information on original funding source, but it has been listed in the Neurology property list.

<table>
<thead>
<tr>
<th>Asset</th>
<th>Description</th>
<th>Acq. Cost</th>
<th>NBV</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>238177</td>
<td>PCR Machine</td>
<td>$36,000.00</td>
<td>0.00</td>
<td>1999</td>
</tr>
</tbody>
</table>
13-6-1. Disposition of obsolete, worn-out or unusable tangible personal property.

A. The governing authority of each state agency, local public body, school district and state educational institution may dispose of any item of tangible personal property belonging to that authority and delete the item from its public inventory upon a specific finding by the authority that the item of property is:

1. of a current resale value of five thousand dollars ($5,000) or less; and

2. worn out, unusable or obsolete to the extent that the item is no longer economical or safe for continued use by the body.

B. The governing authority shall, as a prerequisite to the disposition of any items of tangible personal property:

1. designate a committee of at least three officials of the governing authority to approve and oversee the disposition; and

2. give notification at least thirty days prior to its action making the deletion by sending a copy of its official finding and the proposed disposition of the property to the state auditor and the appropriate approval authority designated in Section 13-6-2 NMSA 1978, duly sworn and subscribed under oath by each member of the authority approving the action.

C. A copy of the official finding and proposed disposition of the property sought to be disposed of shall be made a permanent part of the official minutes of the governing authority and maintained as a public record subject to the Inspection of Public Records Act [Chapter 14, Article 2 NMSA 1978].

D. The governing authority shall dispose of the tangible personal property by negotiated sale to any governmental unit of an Indian nation, tribe or pueblo in New Mexico or by negotiated sale or donation to other state agencies, local public bodies, school districts, state educational institutions or municipalities or through the central purchasing office of the governing authority by means of competitive sealed bid or public auction or, if a state agency, through the surplus property bureau of the transportation services division of the general services department.

E. A state agency shall give the surplus property bureau of the transportation services division of the general services department the right of first refusal when disposing of obsolete, worn-out or unusable tangible personal property of the state agency.

F. If the governing authority is unable to dispose of the tangible personal property pursuant to Subsection D or E of this section, the governing authority may sell or, if the property has no value, donate the property to any organization described in Section 501(c)(3) of the Internal Revenue Code of 1986.
G. If the governing authority is unable to dispose of the tangible personal property pursuant to Subsection D, E or F of this section, it may order that the property be destroyed or otherwise permanently disposed of in accordance with applicable laws.

H. If the governing authority determines that the tangible personal property is hazardous or contains hazardous materials and may not be used safely under any circumstances, the property shall be destroyed and disposed of pursuant to Subsection G of this section.

I. No tangible personal property shall be donated to an employee or relative of an employee of a state agency, local public body, school district or state educational institution; provided that nothing in this subsection precludes an employee from participating and bidding for public property at a public auction.

J. This section shall not apply to any property acquired by a museum through abandonment procedures pursuant to the Abandoned Cultural Properties Act [18-10-1 to 18-10-5 NMSA 1978].

K. Notwithstanding the provisions of Subsection A of this section, the department of transportation may sell through public auction or dispose of surplus tangible personal property used to manage, maintain or build roads that exceeds five thousand dollars ($5,000) in value. Proceeds from sales shall be credited to the state road fund. The department of transportation shall notify the department of finance and administration regarding the disposition of all property.

L. If the secretary of public safety finds that the K-9 dog presents no threat to public safety, the K-9 dog shall be released from public ownership as provided in this subsection. The K-9 dog shall first be offered to its trainer or handler free of charge. If the trainer or handler does not want to accept ownership of the K-9 dog, then the K-9 dog shall be offered to an organization described in Section 501(c)(3) of the Internal Revenue Code of 1986 free of charge. If both of the above fail, the K-9 dog shall only be sold to a qualified individual found capable of providing a good home to the animal.

MEMORANDUM

To: David Harris, Executive Vice President for Administration

From: Bruce Cherrin, Chief Procurement Officer

Subject: Contract Approval

Date: December 20, 2018

The following is being submitted for approval per Regent Policy 7.4. This will need to proceed to the full Board of Regents.

A sole source was posted to the sunshine portal on December 20, 2018 on behalf of the Center for Micro-engineered Materials for the purchase of a JEOL transmission electron microscope in the amount of $2,468,412.00.

Research projects enabled by the instrument include studies of novel catalysts for exhaust emissions control and for energy storage, fuel cells using earth abundant metals, inorganic membranes that permit gas separation at elevated temperatures, nanoparticles for drug delivery, and interface defects in semiconductor materials used in solar cells and in optical communications.

The microscope will also be used to study the environmental impact of toxic metals from mine wastes. The development of novel alloy compositions for nuclear reactors, improved cements to fortify deep underground exploration in oil wells, and ultraconductive metal nanocarbon composites will also be enabled by this instrument.

The funding source for this instrument from NSF is for $1.75 million. The UNM cost share is $750K for a total project cost of $2.5 million.
Proposed Sole Source Purchase Form

Pursuant to New Mexico Procurement law, the UNM Purchasing Department will post your completed form on the UNM Sunshine Portal for 30 days prior to purchase of the goods/services.

I. GENERAL INFORMATION. PLEASE PROVIDE THE FOLLOWING:

<table>
<thead>
<tr>
<th>Date of Request</th>
<th>Requisition Number (If Applicable)</th>
</tr>
</thead>
<tbody>
<tr>
<td>11/13/2018</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Request Submitted by:</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abhaya Datye &amp; Adrian Brearley</td>
<td>Distinguished Professors</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Department</th>
<th>Email</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Center for Micro-engineered Materials</td>
<td><a href="mailto:datye@unm.edu">datye@unm.edu</a></td>
<td>505-277-0477</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Proposed Vendor</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>JEOL Inc</td>
<td>$2,468,412</td>
</tr>
</tbody>
</table>

| Buyer Team - See Commodity list at http://purchase.unm.edu/staff--commodities.html |

Provide a basic description of goods/services to be provided:

Transmission electron microscope equipped with spherical aberration correctors to enable a finely focused probe scanning across the specimen, allowing images obtained in S/TEM mode. The microscope is equipped with dual, large-area, x-ray detectors for rapid acquisition of spatially resolved elemental composition maps.

Why is this purchase needed?

Research projects enabled by the instrument include studies of novel catalysts for exhaust emissions control and for energy storage, fuel cells using earth abundant metals, inorganic membranes that permit gas separation at elevated temperatures, nanoparticles for drug delivery, and interface defects in semiconductor materials used in solar cells and in optical communications. The microscope will also be used to study the environmental impact of toxic metals from mine wastes. The development of novel alloy compositions for nuclear reactors, improved cements to fortify deep underground exploration in oil wells, and ultra-conductive metal nanocarbon composites will also be enabled by this instrument.

II. BASIS FOR SOLE SOURCE PROCUREMENT. CHOOSE APPLICABLE BOX(ES) AND PROVIDE ADDITIONAL INFORMATION, AS REQUESTED:

☐ Proprietary item, technology or service only available from the proposed vendor. (Check box and describe proprietary component)

☐ Compatibility requirement with existing item, technology or service. (Check box and describe compatibility requirement)
☐ Renewal of support/maintenance/subscription of software, technology or other intellectual property. (Check box and describe)

X Other Basis for Sole Source: Please describe below:

The determination that the JEOL NeoARM is the only instrument meeting our research needs is based on the published specifications for each instrument and the evaluation of the performance of competing instruments by the principal investigators as described in the attached document. We visited installations where these microscopes have been installed and took our test samples and obtained images and EDS maps to study how well the instruments performed. What was important to us was the ease with which multiple samples could be studied, since this instrument will be located in a multiuser lab where the researchers will want to study multiple samples. The stability of the instrument, the ability to resolve single atoms and the ease of use are all important. We concluded that the instruments are comparable in terms of ease of use, but differ in their image resolution and energy resolution. We have determined that the JEOL NeoARM is the only instrument that meets our needs, which is why we are requesting a sole source determination, allowing us to purchase this instrument. Due to substantial discounts offered by the vendor, we are able to get the instrument at a price that we can afford, including two additional years of warranty service. With the JEOL instruments in our lab since 1985, we have had excellent service and each instrument has performed at the stated resolution throughout its lifetime. The installed sample holders will all be compatible with the new instrument, saving us the costs of buying new accessories.

III. SUPPLEMENTAL DETAILS. PLEASE PROVIDE ADDITIONAL INFORMATION AS REQUESTED BELOW:

Describe in detail the unique capabilities of the proposed vendor's goods/service and/or personnel performing the work and why this constitutes the only source. Focus on what is unique about the goods/service and why no other vendor could meet your needs.

The capabilities of the competing instruments were evaluated with a set of catalyst samples provided by Prof. Datye and meteorite samples provided by Prof. Brearley. The catalyst samples involved imaging of individual atoms of Pt on a ceria support. We compared images obtained from our evaluations in fall 2018 with images obtained previously (1) on the JEOL ARM 200 CF installed in 2011 at the Univ. of Illinois, Chicago. The images from the newest JEOL NeoARM were superior to those obtained previously on the ARM 200 CF at UIC (which is now 7 years old and the predecessor to the NeoARM). The JEOL NeoARM instrument also performed remarkably well in atomic resolution EDS mapping of meteorite samples. Based on our need to resolve isolated atoms in all of our projects, and for atomic resolution EDS mapping, we have selected the JEOL NeoARM as the only instrument that meets the needs of this NSF Major Research Instrumentation grant (NSF 1828731).

Describe the due diligence made to locate other possible sources including communications with other universities, communications with similar providers, web searches, yellow page searches, review of advertisements and trade publications, etc.

We initiated the project with numerous on site meetings with each of the vendors in Albuquerque to discuss specifications, plan visits to their installations, and the types of samples that we planned to investigate. In December 2017, the principal investigators submitted samples to the three vendors (Thermo Fisher, JEOL and Hitachi) who manufacture instruments that meet requirements for the research to be enabled by this grant. Prof. Brearley visited JEOL in Japan in Dec. 2017 and Thermo Fisher in January 2018. Images and analytical data (EDS maps) were provided by the vendors. Hitachi sent images via email. Some of these images were used in the grant application submitted to NSF in February 2018 where we stated that a more rigorous examination of the performance of these instruments would be conducted after the grant was awarded. Since August 2018, we have carried out further detailed evaluations by on-site visits where the instruments have been installed. The following visits have been concluded - Hitachi instrument (HF-5000) (Oct. 22-24, 2018, University of Arizona) Thermo Fisher Themis 200 (Nov. 1-2, 2018, University of Pittsburgh) and the NeoARM (Dec 2018). Based on these evaluations, we concluded that the JEOL NeoARM instrument is the only one which will meet the needs of our project.

List the other vendors who were contacted. Please describe the specs/qualifications/criteria that the other vendors were unable to satisfy.

Thermo Fisher, JEOL, and Hitachi were contacted as the three vendors who make instruments capable of meeting our research needs. The JEOL NeoARM provides the following capabilities that distinguish it from the other competing instruments: 1) TEM point to point resolution is 0.19 nm (UR pole piece) compared to 0.24 nm for the other two instruments. This demonstrates that the spherical aberration coefficient of the lenses is superior in the JEOL instrument which has impact on its performance and this difference is significant for the imaging performance of the instruments. 2) STEM resolution of 0.071 nm (UR pole piece) compared to 0.078 nm for the other two instruments. This is critical for imaging at the atomic scale allowing individual atoms to be detected with high contrast. 3) The JEOL and Hitachi instruments both have cold field emission guns with energy resolution of 0.3 eV, whereas the Thermo Fisher instrument uses a Schottky X-FEG gun with an energy resolution of 0.8 eV. The lower energy resolution is critical for high resolution electron spectroscopy without requiring an additional expensive monochromator ($1M). 4) The solid angle for EDS detection for the JEOL NeoARM (HR pole piece) is 0.98 x 2 steradians, which is comparable to the other two instruments. The combination of high resolution imaging and EDS analysis is critical for rapid acquisition of elemental maps at atomic resolution.
The University of New Mexico wishes to acquire an AC-STEM with the following capabilities

1. STEM Resolution and Capabilities:
   a. STEM resolution at 200kV in HAADF to be less than 0.707Å.
   b. STEM resolution at 60kV in HAADF to be less than 1.1Å.
   c. STEM resolution at 30kV in HAADF to be less than 1.63Å.
   d. A detection chamber capable of holding a number of STEM detectors and CCD cameras to simultaneously image up to 4 scanning signals, including bright field, low or medium angle annular dark field, high angle annular dark field and SE/BSE.
   e. SE/BSE detector with guaranteed secondary image resolution (SEI) should be 1.0 nm at 200 kV.
   f. An annular bright field (ABF) STEM imaging detector should be included along with the HAADF imaging detector.

2. TEM Resolution and Capabilities:
   a. TEM point resolution is guaranteed to be less than 1.9Å.
   b. The microscope must be a TEM/STEM capable of operating in conventional TEM mode and must able to acquire bright field TEM images, dark field TEM images and parallel beam selected area diffraction patterns.

3. Lens Optics:
   a. Full free lens control: Under the free lens mode, the microscope is a freely programmable optical bench. All lenses, stigmators, and alignment coils can be set independently, memorized, and recalled at any time.
   b. The Condenser minilens should be independently controlled. Full field images at low magnification (2000X or higher) in the high resolution condition should available even when using the smallest objective aperture.
   c. Alignments of the microscope and aberration corrector at 200 kV and 60 kV and at 40 kV.

4. Vacuum System:
   a. The microscope should be guaranteed to return to its pre-specimen introduction vacuum level within 15 seconds of a specimen exchange.
   b. The column should be bakeable at approximately 65°C.
   c. Vacuum at the gun should be better than 1x10^{-8} Pa

5. Up-Time
   a. In order to ensure a minimum downtime during emitter exchange, the entire gun apparatus should be exchanged in the event of an emitter failure. From failure to operation should not exceed 1 week. A new gun assembly should be on site within 24 hours following emitter failure.

6. Piezo Stage:
   a. An X/Y/Z piezoelectric stage should be provided as standard.
b. This stage can be used for sub-Angstrom positioning, with minimum step size of 0.05 nm. It has a range of +/- 0.5um.

7. Analytical Performance:
   a. Two large-area silicon drift EDS detectors, with a minimum solid angle of 1.75sr achievable.
   b. Dual-EELS capabilities and high-speed spectroscopy, with simultaneous EELS/EDS acquisition should be possible.
   c. Better than 0.33eV energy resolution in EELS due to the cold field emitter (see below).

8. Electron Source
   a. A cold field emission source is necessary to achieve the high energy resolution.
   b. The cold field emission source can achieve a minimum guaranteed energy resolution of 0.33 eV at 200 kV.
   c. With this cold field emission source, the following beam conditions should be guaranteed:
      i. 0.7nm probe size, 2.5 nA probe current.
      ii. 0.1 nm probe size, 100 pA probe current, 0.37 eV energy resolution
      iii. 0.136 nm probe size, 500 pA probe current, 0.5 eV energy resolution

9. Microscope stability
   a. Shielding for magnetic field reduction and for thermal stabilization should be included.
   b. High Tension stability is 0.5 ppm peak-to-peak.
   c. Objective lens stability is 0.5 ppm peak-to-peak.

10. Microscope operation and software
    a. Full remote operation should be standard. A viewing chamber CCD unit is necessary to enable live remote operation of the microscope.
    b. STEM Corrector should preferably not require the use of a standard sample for complete corrector alignment.
Attached is the sole source that was posted that will go to Regents as well as the technical points of contact.

Brett

From: Abhaya Datye
Sent: Thursday, December 20, 2018 8:48 AM
To: Brett Hoyt Sletten <sletten@unm.edu>
Cc: Adrian Brearley <brearley@unm.edu>; Robert Ortiz <ortiz09@unm.edu>; Kiara Pellum <kypellum@unm.edu>
Subject: Revised sole source and instrument specification is attached

Dear Brett,
(copy to Adrian Brearley, Robert Ortiz and Kiara Pellum)

We have revised the original sole source, you can discard that one and use this dated 12-20-2018. The only edits are that we do not say anything negative about the other instruments, emphasizing only what we are able to get with the instrument we selected. Also, we prepared a specification list for the instrument we seek and are confident that none of the others can provide the performance stated here. In January, we will send you the full quotes and you will see the discount we managed to get from JEOL.

If we can post it today, then you can add it to the Regents agenda for their first F&F meeting. The only issue is that I will be out of the country and will return to the office on January 9th and Adrian won’t be back till the 10th. If needed, we can have one of our co-PIs there to defend the sole source determination, let us know if that is necessary.

Thanks for your help in this important acquisition. Please call me on my cell phone 505-550-2487 if you have any questions.

Abhaya Datye & Adrian Brearley.

From: Brett Hoyt Sletten
Sent: Thursday, December 20, 2018 8:26 AM
To: Abhaya Datye <datye@unm.edu>
Cc: Adrian Brearley <brearley@unm.edu>; Robert Ortiz <ortiz09@unm.edu>; Kiara Pellum <kypellum@unm.edu>
Subject: RE: We are ready to post the sole source justification

Forward to me when ready and I can get it posted by Robert or Kiara.

Thank you,

Brett

From: Abhaya Datye
Sent: Thursday, December 20, 2018 8:23 AM
To: Brett Hoyt Sletten <sletten@unm.edu>
Cc: Adrian Brearley <brearley@unm.edu>
Subject: We are ready to post the sole source justification

Brett,

We received confirmation from JEOL that they can offer a substantial discount, my guess is that it will be around 50% or higher.

Therefore, we are revising the documents to post on the portal.

Just making sure you are on campus today and can do the posting.

Abhaya
2018 Audit Results

Better Together: Moss Adams & University of New Mexico
Agenda

1. Auditors’ Role
2. Summary of Audits
3. Auditor Opinions and Reports
4. Communication with Those Charged with Governance
5. Other Information
Auditor’s Role

Roles of Moss Adams and KPMG

**Moss Adams is responsible for:**

UNM main campus and branches financial statement audit—Single Audit of Federal Expenditures—entity-wide—for all non-clinical component units and departments—The Moss Adams reports on consolidated financials and internal controls refer to portions clinical operations that are audited by KPMG.

**KPMG is responsible for:**

UNM Clinical Operations (UNM Hospital, UNM Behavioral Operations, UNM Medical Group, and SRMC)

**Financial Statement Audits – Audits performed in accordance with:**

- Generally Accepted Auditing Standards
- Government Auditing Standards
- New Mexico State Auditor Rule 2.2.2 NMAC

**Federal Grant Compliance Audit – audits of federal grants performed in accordance with OMB Uniform Guidance (Single Audit)**

- Major programs tested: Mortgage Insurance – Hospitals and SRMC (CFDA-14.128)
Summary of Audits
Auditor Opinions & Reports

Unmodified Opinion

Financial statements are presented fairly and in accordance with US GAAP (pg. 3)

Unmodified Opinion

GAGAS Report on Internal Control Over Financial Reporting and on Compliance and Other Matters (pg. 154) (GAGAS reports issued at the component levels vary from the consolidated report)

Unmodified Opinion

Report on Compliance with Requirements that could have a Direct and Material Effect on the Major Federal Programs and on Internal Control Over Compliance in accordance with the Uniform Guidance for Federal Awards (2 CFR Part 200) (pg. 156)
Prior Year Audit Findings (summary on pg. 158)

Finding 2017-001. Terminated Employee Documentation Process – Control Deficiency – UNM Hospital and SRMC
Current Status: Repeated and modified (see finding 2018-004)

Finding 2017-002. Charity Care– Control Deficiency – UNM Behavioral Health Operations
Current Status: Resolved

Finding 2017-003. Evaluation of Accounting Requirements for Unusual Transactions – Material Weakness – UNM Medical Group
Current Status: Resolved

Current Status: Resolved

Finding 2016-005. Financial Control and Reporting Process– Control Deficiency - The Robert O. Anderson Schools of Management Foundation
Current Status: Resolved
Prior Year Audit Findings (summary on pg. 158)

Current Status: Resolved

Finding 2016-007. Lack of Policies and Procedures – Significant Deficiency -- STC.UNM
Current Status: Resolved

Finding 2016-008. Monitoring of Contract Compliance – Control Deficiency
Current Status: Resolved

Finding 2016-009. Internal Policy Compliance – Control Deficiency - The University of New Mexico Alumni Association
Current Status: Resolved

Finding 2016-010. Pledged Collateral Noncompliance
Current Status: Resolved
2018 Audit Findings- Financial Statement and Compliance

Basic financial statements


The organization does not have specific written policies and procedures governing related party transactions, including associated internal controls. Although existing procurement controls are applied to related party transactions, such procurement controls are not designed to comprehensively address related party transactions. The organization should have written policies and procedures that address identifying, and appropriately accounting for and disclosing related party transactions. Such policies and procedures should incorporate methods for allocating revenues and expenses among entities, expectations about documentation standards for and timeliness of related party agreements, and contributed services.

Federal Award Findings and Questioned Costs (pg. 159) – None
2018 Audit - Section 12-6-5 NMSA 1978 Findings

(p. 163)

During the fiscal year ended June 30, 2018, amounts were improperly reclassified from buildings to CIP. Additionally, no depreciation was recorded on the assets for the year. An audit adjustment was required to reclassify $2,039,074 out of CIP and into depreciable asset categories. An audit adjustment of $89,725 was required to record the annual depreciation on these assets. Additionally, unadjusted property tax expense for the year ended June 30, 2018 was overstated by $131,721. Of this amount, $64,924 should have been accrued as of June 30, 2017. The remaining $66,796 should have been recorded in fiscal year ended June 30, 2019. An audit adjustment was made to correct the $66,796 relating to fiscal year ended June 30, 2019. The amount relating to fiscal year ended June 30, 2017 is considered an uncorrected misstatement in Innovate ABQ’s financial statements.
2018 Audit - Section 12-6-5 NMSA 1978 Findings


During our testwork of other third party liabilities, we noted an internal control deficiency associated with two identified audit misstatements that resulted in a $3.2 million reduction to recorded amounts. The audit misstatements resulted from 1) a calculation error in an analysis supporting a 340B program liability and 2) inadequate consideration of recent claims activity and program changes in establishing Recovery Audit Contractor (RAC) liabilities. Account review controls should be enhanced.
2018 Audit - Section 12-6-5 NMSA 1978 Findings


Our testwork revealed that controls over user access reviews are not operating effectively.

This was validated in three components of our testwork:

- The notification of employee account terminations was not always performed by IT in timely manner. We identified one BHO employee from the population sampled for whom access to the Millennium system was not timely disabled after termination. We verified that this employee did not record any activity in Millennium subsequent to their termination. This is a repeat finding.

- A cloud migration process performed by vendors created Lawson accounts for employees that were terminated, leaving them active. UNMH IT identified these employees and manually disabled these accounts. However, 35 terminated users (29 UNMH, 3 BHO and 3 SRMC) had active accounts as of the date of testwork. We verified that these employees did not record any activity in Lawson subsequent to their termination.

- For the Millennium, Soarian, Lawson, and IDX system, we noted documentation supporting various components of management’s FY2018 user access review was not sufficient to evidence the control is operating effectively. For example, the documentation of the review of the complete population of users and the actions resulting from management’s review (user access changes or removals) was not maintained to evidence that the control process took place such that it could be re-performed.
Summary of Audit Results, continued

NM State Audit Rule (NMAC 2.2.2) Testwork
No deficiencies were noted in our samples selected for testwork

Other Supplemental Testwork
- P-Card controls and compliance
- Intercompany Eliminations
- Indigent Care schedules
- Related Party Transactions (clinical operations)
  • Testing approach
    - Summarized accounting and auditing literature for related party transactions
    - Inquired of management regarding policies and controls for related party transactions
    - Inquired of CFO’s and controllers about transactions recorded during the year
    - Coordinated with Internal Audit for sample selections- tested 25 incremental transactions at each of the four entities under audit
    - Held briefing with KPMG team members to discuss approach and attributes to look for based on auditing literature
    - Addressed adherence to Mill Levy requirements

Other Matters
- UNM Hospital and SRMC – Debt Covenant Compliance
- State Auditor referrals
Communication with Those Charged with Governance
COMMUNICATION WITH GOVERNING BODY

Adoption of New Accounting Policies and Pronouncements

**GASB 75**

In fiscal year 2018, the University adopted GASB Statement 75, *Accounting and Financial Reporting for Postemployment Benefits Other Than Pensions*. This Statement establishes standards for measuring and recognizing liabilities, deferred outflows of resources, deferred inflows of resources, and expenses/expenditures related to OPEB. Changes were applied retroactively by adjusting the financial statements for all prior periods presented. As a result of the implementation of GASB Statement 75, the University restated net position as of July 1, 2016. This restatement was a decrease of $104,939,700 to unrestricted net position as of July 1, 2016. The implementation resulted in the recognition of $136,045,200 in net OPEB liability and $7,467,800 in deferred outflows of resources at June 30, 2017 and $130,887,500 in net OPEB liability, $7,322,500 in deferred outflows of resources, and $5,523,900 in deferred inflows of resources at June 30, 2018. This Statement also resulted in enhanced note disclosures (note 17) and schedules of required supplemental information (schedules 2 and 3) related to OPEB.

**GASB 81**

In fiscal year 2018, the University of New Mexico Foundation, a discretely presented component unit of the University, adopted GASB Statement 81, *Irrevocable Split-Interest Agreements*, which enhances the comparability of financial statements by providing accounting and financial reporting guidance for irrevocable split-interest agreements. GASB Statement 81 requires recognition of assets, liabilities, and deferred inflows related to irrevocable split interest agreements at the inception of the agreement, if certain criteria are met. The Foundation applied GASB Statement 81 as an adjustment to beginning net position and did not retroactively apply GASB Statement 81 to other periods presented because sufficient information is not readily available to accurately adjust the prior period to conform to the Statement.
Contact Us

Moss Adams – Main Campus and Non-Clinical Operations:

- Lisa Todd, Partner (UNM financial statement audit, single audit and component units) – lisa.todd@mossadams.com 505-837-7653
- Scott Simpson, Concurring Partner
- Chris Noyes and Sujan Bhandari, Managers (UNM financial statement audit)
- Katie Durham, Manager (UNM Single Audit)
- Sheila Herrera, Senior Manager (STC.UNM, Lobo Development, Lobo Energy, KNME, KUNM, and NCAA)
- Corrine Zajac-Clarkson, Manager (UNM Foundation, Anderson Schools of Management Foundation, Innovate ABQ, Alumni Association)

KPMG–Clinical Operations (UNM Hospital, UNM Behavioral Health, UNM Medical Group, SRMC):

- Mark McComb, Partner mmccomb@kpmg.com 415-963-5562
- Karissa Marker, Concurring Partner
- Jaime C. Cavin, Senior Manager
- Ruth Senior, Manager
The material appearing in this presentation is for informational purposes only and should not be construed as advice of any kind, including, without limitation, legal, accounting, or investment advice. This information is not intended to create, and receipt does not constitute, a legal relationship, including, but not limited to, an accountant-client relationship. Although this information may have been prepared by professionals, it should not be used as a substitute for professional services. If legal, accounting, investment, or other professional advice is required, the services of a professional should be sought.

Assurance, tax, and consulting offered through Moss Adams LLP. Wealth management offered through Moss Adams Wealth Advisors LLC. Investment banking offered through Moss Adams Capital LLC.
TAB 4

Approval of the FY18 University Consolidated Financial Statements External Audit Report by Moss Adams and KPMG

The audit reports can be accessed electronically via the following link:

https://fsd.unm.edu/resources/audrep18.pdf
January 4, 2019

TO: HSC Committee

FROM: Kate Becker
CEO, UNM Hospitals

SUBJECT: Board Appointment, UNM Hospitals Board of Trustees

Dr. Jenifer K. Phillips has been nominated to the UNM Hospitals Board of Trustees, in her position as former Chief of Staff. The UNMH Board of Trustees requests the approval of the HSC Committee with final approval from the UNM Board of Regents. Dr. Phillips' resume is attached for review. Thank you
Curriculum Vitae

5/24/ 2016
Jennifer Karen Phillips, MD  
Associate Professor as of 7/2012  
Vice chair for Clinical for Family and Community Medicine as of 4/2013  
Medical director Southeast Heights  
Center for Family and Community Health 3/2006- 10/2015  
Medical director for Family Medicine Center 6/2015- present

Professional address:  
Department of Family and Community Medicine  
2400 Tucker Blvd NE MSC09 5040  
Albuquerque, NM 87131-0001

Home address:  
816 Summit drive NE  
Albuquerque, NM, 87106

Licensure:  
0702 7/6/2004-7/1/2016 NM medical license #MD2003-0702  
DEA Controlled Substance Certificate expires 3/31/2017  
NM State Board of Pharmacy expires 3/31/2017

Certification:  
Family Medicine Board Certified June 2006- June 2026

Certificates:  
Advanced Life Support Obstetrics (ALSO) instructor course 7/2007  
Buprenorphine training 3/2007, DEX received 1/2008  
ALSO instructor 8/2008-8/2016  
Implanon training 4/2008  
Nexplanon training 2012  
ASCCP official colposcopist and mentor certification 4/2010

Educational History:  
6/2001-3/2002 Residency UNMHSC Family Medicine, Albuquerque, NM  
MD, May 2001, UNM School of Medicine, Albuquerque, NM  
BS, May 1997, UNM, Albuquerque, NM
Biology degree, minor Chemistry/ Graduated magna cum laude in General Honors and cum laude with University Honors

Employment History:
6/2012-present Associate Professor with UNM Family and Community Medicine
12/2005- 6/2012 Assistant Professor with UNM Family and Community Medicine

Professional Recognition, honors
Awarded Greatest Population Health Impact Award for MLA project ‘Wellness as a Quality Indicator in primary care in UNM Health System’-5/2016
Selected by my chair and UNM SOM to participate in AAMC Mid-career Women Faculty Professional Development Seminar- 12/2015
Nominated by my chair and selected to participate in the Medical Leadership Academy- 9/2014- June 2016
Medical Executive Committee- elected by all medical staff- member at large - 11/2014-11/2016
The Leonard Tow Humanism in Medicine Award -2014
Junior Faculty elected representative to AAMC 11/2013- 2019 (6 year term)
Outstanding UNM Maternal Child Health Family Medicine Attending 2011
Outstanding UNM Maternal Child Health Family Medicine Attending 2009

Memberships in Professional Societies
Treasurer of the UNM SOM Alumni Society since 7/2014
Member of La Tierra Sagrada Society since 1/2014
Reappointed junior faculty rep to AAMC CFAS 11/2016- 11/2019
Gold Humanism Honor society 2014- present
NMAFP 12/2008- present
American Academy of Family Physicians 12/2008- present
Association of Reproductive Health Professionals 4/2008- 2014
American Society for Colposcopy and Cervical Pathology 4/2010- 2013

Other Extramural professional activities


Invited Lectures/Teaching:
5/2016- Wellness as a Quality Indicator for Primary Care in the UNM Health system, presented at MLA and Wellness Consortium

2
4/2016 - Accepted and gave talk to AAHC in Washington D.C. - An Academic Health Center Addresses Social Determinants in New Mexico: Integrating Community Health Workers into Clinical Service and Learning

1/13/16- UNMSOM- Talk on Refugee Health
7/29/15- UNMFM Grand Rounds- Efficiency and Humanism in Clinic
7/18/15- invited to lecture NMAFP on PCMH
5/6/15- invited to teach at Santa Fe FM Faculty Development Workshop- Humanism and Efficiency in Clinic
9/2014- lectured PA students in women’s health
8/12/14- invited to lecture to PA students on pap smear guidelines and well woman care

8/3/2014- NMAFP Summer Conference Taos- Enlightened Well Woman Care
1/22/2014- UNM FM Grand Rounds- Enlightened Well Woman Care
2/2013- New Mexico Women’s Health Conference- Women’s Health Care Maintenance

1/2013- ASCCP Comprehensive Colposcopy Course- small group teacher
12/2012- UNMFM Grand Rounds- Physiologic Birth with Larry Leeman MD
6/2012- UNMFM Grand Rounds- HTN Jeopardy
3/2012- UNM Master Tutor Training

6/2011- UNMFM Grand Rounds Overview of Cultural Competence in Prenatal Care, Childbirth and Beyond
8/2010- AAFP Family Centered Maternity Care Conference- Physiologic birth - facilitator of breakfast round table discussion

6/2010- UNMFM Grand Rounds- Abnormal Uterine Bleeding
8/2009- UNMFM Grand Rounds- Competency in Trusting Birth
7/2009- NMAFP Summer Conference Ruidoso- Contraception Update- with Dr. Larry Leeman

4/2009- UNMFM Grand Rounds- Being “With Woman” in labor- the second stage
7/2008- UNMFM Grand Rounds- Evidence Based Prenatal care
3/2008- UNMFM Grand Rounds -Abnormal Uterine Bleeding
7/2007- AAFP Family Centered Maternity Care Conference- Abortion and pregnancy options -facilitator of breakfast round table discussion
1/2007- UNMFM Grand Rounds- The Menstrual Cycle and PMS- An Historical Perspective

3/2006- UNMFM Grand Rounds- Female infertility
12/2005- Plan B and Contraceptive Choices, UNM Health and Sex Ed class

Community Service:
12/2015- Hoodies for Humanism, Gold Humanism Society
2/25/2013- Doc of the Day in Santa Fe
2/20/2011- Doc of the Day in Santa Fe
2/2010- 2015- Participate with SEH Patient Advisory Board
1/2008-2014: Active participant in SEH Healthy Communities Coalition working with Enrique Cardiel, Rey Garduno and Tim Keller to effect change in International district
5/4/2010: speaker at Los Lunas Rotary Club
9/2007: Kenya, East Africa teaching community health workers and seeing patients with GHP (Global Health Partnerships)
Short Narrative

Education
I am a very active member of the teaching faculty. I teach at all levels from tutoring students to resident precepting. I am especially proud of the teaching I do for the residents at Southeast Heights Clinic, UNM Center for Reproductive Health and on Maternal Child Health Service and have won the outstanding Maternal Child Health Attending for 2009 and 2011.

I taught Phase 1 UNM medical students during Human Sexuality and Reproduction block as a tutorial leader and during small group activities until 2013. I have been recognized as an “Outstanding tutor” and I have been asked to come and serve as a “Master tutor” for the 2011-2013 tutor trainings. I teach 3rd year medical students during their Family Medicine clerkship at SE Heights Clinic and have been described as “having great enthusiasm for teaching and for patients.”

I helped create and co-direct the Maternal Child Health sub-I rotation for 4th year medical students 2007 to present. I have taught Family Medicine and Pediatric residents on Newborn Nursery until 2011 and have received excellent evaluations. One resident said, “Dr. Phillips is great! She is splendid to work with and an efficiency expert.”

I have given many lectures at UNM Family Medicine Grand Rounds that relate to Maternal and Child Health and the majority of my teaching work centers around these topics as well as Preventive Care.

I have served on the Admissions Committee for the UNM Medical School 2007 to 2013. I found this an important job to help affect the healthcare workforce of New Mexico for the better.

Residents on their Ambulatory Gynecology rotation and MCH sub-I students learn with me when I work at the Center for Reproductive Health. I do and teach 1st trimester ultrasound, contraception counseling, options counseling, and medical abortion to 9 weeks and surgical abortion to 12 weeks. I am also passionate about teaching about birth control from pills to IUD to Nexplanon.

I have been the SEH education director and Maternal Child Health SEH education liaison. We have weekly Family Medicine resident and 3rd year medical student learning sessions at SEH on Monday at lunchtime. We send out the “clinical pearls” from these teaching sessions to the whole SEH community of learners.

I recently presented on Social Determinants of health and how we are addressing them in our clinics at UNM with Community Health Workers. It was an International conference of the AAHC in Washington D.C. and our presentation was called, “An Academic Health Center Addresses Social Determinants in New Mexico: Integrating Community Health Workers into Clinical Service and Learning.”

Service
Patient care is one of my great passions and I see my own patients at clinic at least 3-4 half days per week. I have a large full-spectrum Family Medicine practice including pediatrics, adults, OB, adolescents, gynecology and many procedures. I have been very productive and am consistently one of the top 3 or 4 in the department for RVUs and billings. I take MCH call and attend on the Maternal Child Health service.
I have been a visionary for the new SEH clinic. From May 2006 to October 2015, I was medical director of UNM SEH Center for Family and Community Health. I was one of the key designers of the new space with a UNM administration team, architects and Community members. We opened the new site in 2/2009 as a state of the art Family Medicine clinic complete with radiology, pharmacy and mental health. They have used the design to create UNM SW Mesa Center for Family and Community Health and UNM North Valley Center for Family and Community Health. I have been an active member of the Southeast Heights Healthy Communities Coalition and have written many letters of support for other community organizations and worked with city leaders like Ray Garduno and Tim Keller to affect change in the International District. We have worked together on issues to get new stop lights and bus stops along with supporting refugee and woman’s organizations to getting local community gardens and Farmer’s Markets at the clinic and in the area.

As Clinical Vice Chair since 4/2013 I am in charge of clinical affairs within the Family Medicine Department and deal with issues around provider credentialing and Clinical Quality and Safety. As medical director of Southeast Heights I was also in charge of supervising the midlevel providers, faculty, and residents at SEH clinic and making sure there was adequate and appropriate preceptor coverage for the resident clinics and for student teaching. I was also clinical supervisor for MCH midlevel and midlevel providers at the SE Heights Clinic. As Vice chair for clinical I help all of other Family Medicine Medical directors with similar issues at clinics or on our Family Medicine MCH or inpatient services. I see my own patients at the SE Heights Clinic 2-3 half days per week and precept the residents and students 1-2 days per week. I have collaborated with the law faculty, law students and Dr Hsi and Dr Bachofner to bring a law clinic to serve the patients of SEH free of charge. We have also established two half days per week of FOCUS clinic- a pediatric clinic for at risk children with Dr. Andy Hsi. We have also established a Milagro clinic at SEH for pregnant women with substance abuse issues with Dr. Larry Leeman.
Scholarly Achievements

Books Co-authored:


Original Research and Scholarly Article in referenced journals:

Mentoring of other faculty members/advanced practice providers:

2015-present John Bettler MD, Kate McCalmon MD, Laura Chambers-Kersch MD, Sherry Weitzen MD, Celia Valdez MD
2011-2015 – Joanna Hooper MD
2007 Toby Palley MD - faculty member mentored in early surgical abortions
2007-2009 Ursula Roblero MD - faculty member mentored in newborn and obstetrical care
2009-2011 Felisha Rohan MD - faculty mentored in outpatient clinical medicine
January 2011 – July 2011- Adela Tam MD mentored in medical/surgical abortion and 1st trimester ultrasound
June 2010 – June 2011 - Grace Mishkin NP mentored in colposcopy, endometrial biopsy and IUD insertion
June 2011- 2015– mentored Emily Griffin NP in IUD insertion and medical leadership
Teaching/Education

CME

NMAFP Winter Refresher, Albuquerque, NM 2/2016
AAMC Mid-Career Women Faculty Professional Development Seminar 12/2015-
Austin, TX (22.5 CME)
AAMC Learn Serve Lead/ CFAS conference 11/2015- Baltimore, MD (16 cme)
UNM HSC MLA (Medical Leadership Academy 9/2014-9/2016) (50 cme)
NMAFP Summer conference, Ruidoso, NM 7/2015 (Sat only)
CFAS conference – San Diego, CA 3/2015
Assn of Departments of Family Medicine – Savannah, GA- 2/2015 (19.5 cme)
AAMC Learn Serve Lead/ CFAS conference – Chicago, IL 11/2014
NMAAFP Summer Conference, Taos, NM 7/2014
AAFP Family Centered Maternity Care Conference, Denver, CO 7/2014
CFAS conference- Nashville, TN 3/2014
NMAAFP Winter Refresher, Albuquerque, NM 2/2014
ACLS- 9/2013
ALSO Instructor, Albuquerque, NM 8/2013
NMAAFP Summer Conference, Ruidoso, NM- 7/2013
NMAAFP Winter Refresher, Albuquerque, NM- 2/2013
ALSO Instructor, Albuquerque, NM 8/2012
NRP- 7/2012
NMAAFP Summer Conference, Taos, NM- 7/2012
NMAAFP Winter Refresher, Albuquerque, NM- 2/2012
Nexplanon On line training 2012
ALSO Instructor, Albuquerque, NM- 8/2011
NMAFP Summer Conference; Ruidoso, NM- 7/2011
STFM “On the Road”- Faculty Development workshop, Santa Fe, NM- 4/2011
ALSO instructor, Albuquerque, NM- 9/2010
AAFP Family Centered Maternity Care, Los Angeles, CA – 8/2010
ASCCP Comprehensive Colposcopy Course-4/2010
ALSO, Albuquerque, NM – 8/2009
NMAAFP Summer Conference, Ruidoso, NM- 7/2009
NMAAFP Winter Refresher Albuquerque, NM- 1/2009
NMAAFP Summer Conference, Taos, NM- 8/2008
Implanon Training, San Francisco, CA- 4/2008
Contraceptive Technology Conference, San Francisco, CA- 4/2008
Exploring Body, Mind, Spirit Interactions, AT Still University, Phoenix, AZ-3/2008
NMAAFP Winter Refresher Albuquerque NM – 1/2008
UHC Medical Director Course, Albuquerque NM- 9/2007
Family Centered Maternity Care, Monterey, CA- 7/2007
ALSO instructor course, Monterey, CA- 7/2007
ACLS- Albuquerque NM 7/2007
ACPE Medical Director Conference, Las Vegas, NV – 3/2006

Curriculum Development/Educational Administrative Positions
7/2011- present; Maternal Child Health (MCH) resident’s rotation- developed curriculum weekly teaching case- 2nd stage/pain management of Labor
9/2010- MCH sub-I rotation- Developed rotation and goals/objectives
7/2007- Ambulatory gynecology rotation for Family Medicine residents.
Developed curriculum for resident in Family Medicine rotation on MCH and CRH
Since 5/2006-10/2015 MCH SEH education director
Since 5/2006- 8/2015 SEH education co-director

Teaching/Education
Contraception, STDs taught to med students 11/2014, 12/2015
Tutored EBM course for med students/ Transitions block 4/2014
Human Sexuality, Reproduction and Endocrinology tutor 2007-2013
Family Medicine Clerkship phase II preceptor 2005-present
Maternal Child Health sub-I rotation Phase III co-director 7/2007-present
Family Medicine Resident preceptor- SE Heights Clinic (1-2 ½ days/ week) 2005-present
Family Medicine resident preceptor at Center for Reproductive Health 3-4 ½ days per month 7/2009-present
Family Medicine resident preceptor on Maternal Child Health inpatient service 3-4 weeks/year and 2-3 nights/weekends/month 11/2005-present
UNMFM Grand Rounds Presentations 1-2/year 11/2005-present
Active interviewer for Maternal Child Health Fellowship candidates
Active interviewer for UNM Family and Community Medicine residents
Service

Present Patient Care Activities
Vice Chair for clinical affairs 3/2013- present
SEH Family Medicine clinic 4-5 half days/week of precepting or personal clinic
Personal clinic at Family Medicine Center 4/2016- present
Maternal Child Health inpatient attending 3-4 weeks/year and 2-3 calls/month
11/2005-present
Center for Reproductive Health 2 days/ month 7/2009-present

Past Patient Care activities

SOM/HSC Committees
UNM SOM Admissions committee 2007-4/2013
UNM HSC Medical Executive Committee –member at large 11/2014- 11/2016
UNM HSC Compliance Committee- 1/2013- present

National Committees
Faculty work life balance taskforce through CFAS and AAMC- 11/2013- present
OVERVIEW

- Background
- Update on previous recommendations
- Update on provider supply
- Special issues and recommendations in behavioral health
- 2018 recommendations
BACKGROUND

In 2012 HB19 – the Health Care Work Force Data Collection, Analysis and Policy Act – became law and the following occurred:

- Licensure boards are required to develop surveys on practice characteristics.
- Licensure data was directed to UNM HSC for stewardship and storage.
- The establishment of the New Mexico Health Workforce Committee, to include state-wide constituents.
- The Committee is required to evaluate workforce needs and make recommendations.
ACCOMPLISHMENTS SINCE 2013

- Instrumental in enhancing funding for:
  - Health professionals loan repayment program
  - Nursing education expansion
  - Allied Health Loan for Service expansion
  - State-funded residency positions
  - GME funded positions
  - Health care workforce financial aid

- Other impacts
  - Telehealth services (Project ECHO)
  - Community Health Worker training
HEALTH CARE WORKFORCE IN NEW MEXICO

As of 31 December 2017, New Mexico has:

- 9,585 Licensed Physicians
  - 5,498 Practice in New Mexico (57%)
    - 2,360 Primary Care Physicians
    - 282 Obstetrician/Gynecologists
    - 194 General Surgeons
    - 332 Psychiatrists
- 2,152 Certified Nurse Practitioners and Clinical Nurse Specialists
  - 1,453 Practice in New Mexico (68%)
  - Increase of 60 Physicians and 74 CNPs/CNSs since 2016
## Change Over Time: Physicians

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<td>4,926</td>
<td>5,367</td>
<td>5,438</td>
<td>5,498</td>
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<td>+ 572</td>
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<td>PCPs</td>
<td>1,957</td>
<td>1,908</td>
<td>2,075</td>
<td>2,076</td>
<td>2,360</td>
<td>+ 403</td>
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<td>OB-GYNs</td>
<td>256</td>
<td>236</td>
<td>253</td>
<td>273</td>
<td>282</td>
<td>+ 26</td>
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<td>General Surgeons</td>
<td>179</td>
<td>162</td>
<td>177</td>
<td>188</td>
<td>194</td>
<td>+ 15</td>
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<tr>
<td>Psychiatrists</td>
<td>321</td>
<td>289</td>
<td>302</td>
<td>332</td>
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<td>2,553</td>
<td>2,569</td>
<td>2,330</td>
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## CHANGE OVER TIME: OTHER PROFESSIONS

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<td>1,228</td>
<td>1,293</td>
<td>1,379</td>
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<td>RN</td>
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<td>17,219</td>
<td>18,173</td>
<td>+ 2,460</td>
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<td>PA</td>
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<td>746</td>
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<td>42</td>
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<td>6,101</td>
<td>6,364</td>
<td>+ 263</td>
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SHORTAGES

As of 31 December 2017:

- Shortages are most severe in less-populated counties
- *Without redistributing* the current workforce, New Mexico needs:
  - **Physicians:**
    - 126 Primary Care Physicians
    - 30 Obstetrics and Gynecology
    - 12 General Surgeons
    - 111 Psychiatrists
  - **Nursing:**
    - 147 CNPs/CNSs
    - 11 CNMs
    - 3,022 RNs
- **Other Professions:**
  - 113 PAs
  - 4 LMs
  - 46 Dentists
  - 258 Pharmacists
  - 3,022 RNs
  - 415 EMTs

- Average age is 53.5 years (national average: 51.3 years\(^1\))
- Highest percentage of physicians over 60 years (37.0% versus 30.3% nationwide)\(^2\)

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PRIMARY CARE PHYSICIANS

Primary Care Physicians Compared to Benchmark, 2017

Comparison to Benchmark (0.79 per 1,000 Population)
- At or Above Benchmark
- 1 - 10 Providers Below Benchmark
- > 10 Providers Below Benchmark
- Number Above (+) or Below (-) Benchmark

County-Level Primary Care Physician Changes, 2016 - 2017

Primary Care Physician Changes
- Net Gain (23 Counties)
- No change (3 Counties)
- Net Loss (7 Counties)
- Providers Gained (+) or Lost (-)
OB-GYNs

OB-GYNs Compared to Benchmark, 2017

Comparison to Benchmark (2.1 per 10,000 Female Population)
- At or Above Benchmark
- 1 - 5 Providers Below Benchmark
- > 5 Providers Below Benchmark
- At Benchmark With 0 OB-GYNs
- No Surgical Facility in County
- No Inpatient Maternity Service in County
- Number Above (+) or Below (-) Benchmark

County-Level OB-GYN Physician Changes, 2016 - 2017

OB-GYN Changes
- Net Gain (9 Counties)
- No change (17 Counties)
- Net Loss (7 Counties)
- Providers Gained (+) or Lost (-)
REGISTERED NURSES

Registered Nurses Compared to Benchmark, 2017

Comparison to Benchmark (8.64 per 1,000 Population)
- Green: At or Above Benchmark
- Yellow: 1 - 100 Providers Below Benchmark
- Red: > 100 Providers Below Benchmark

County-Level Registered Nurse Changes, 2016 - 2017

Registered Nurse Changes
- Purple: Net Gain (24 Counties)
- Light Purple: No change (2 Counties)
- Dark Purple: Net Loss (7 Counties)
- Light Gray: Providers Gained (+) or Lost (-)
BEHAVIORAL HEALTH IN NEW MEXICO

- It was not possible this year to analyze the behavioral health workforce in depth due to insufficient survey responses received from the Regulation and Licensing Department.

- NM continues to face severe behavioral health outcomes:
  - Highest alcohol-related mortality rate in the US
  - Suicide mortality rate 50% higher than national rate

- But when treatment is received, a higher proportion of patients report improved functioning as a result of treatment compared to the US average.
2018 RECOMMENDATIONS
2018 RECOMMENDATIONS: ALL HEALTH PROFESSIONS

- Identify funding for efforts to support NMNEC
- Direct RLD to correct their information technology system changes so that all survey responses can be provided to the UNM Health Sciences Center and the committee
- Continue funding for expanded primary and secondary care residencies in New Mexico
- Increase funding for state loan-for-service and loan repayment programs, and consider restructuring them to target most needed professions rather than highest debt
2018 RECOMMENDATIONS: ALL HEALTH PROFESSIONS

- Request that the Department of Health add pharmacists, social workers and counselors to the health care professions eligible for New Mexico’s Rural Healthcare Practitioner Tax Credit program
- Create a committee tasked with examining future health care workforce needs related to the state’s changing demographics
- Provide funding for the New Mexico Health Care Workforce Committee
- Establish a tax credit for health care professional preceptors who work with public institutions
- Direct the pertinent professional licensing boards to make the necessary changes to align their surveys with legislative requirements and other boards’ surveys
2018 RECOMMENDATIONS: BEHAVIORAL HEALTH

- Require that licensed behavioral health professionals receive three hours of continuing education credits each licensure cycle in the treatment of substance use disorders.

- Finalize and promulgate changes to the NM Medicaid Behavioral Health Regulations:
  - To reimburse Medicaid services when delivered by behavioral health interns in community settings.
  - To identify PAs as a behavioral health provider type which will allow Medicaid reimbursement of services when delivered by PAs in behavioral health settings.

- Expedite direct services via telehealth by participating in the PSYPACT interstate licensing compact.

- Fund and infrastructure through the NM Hospital Association for a centralized Telebehavioral Health Program to provide direct care to rural communities.
QUESTIONS?

RICHARD LARSON, MD, PHD
RLARSON@SALUD.UNM.EDU
MEMORANDUM

To: UNM Regent Health Sciences Center Committee

From: Mike Richards, MD
Vice Chancellor, UNM Health System

Date: January 8, 2019

Subject: Monthly Health System Activity Update

This report represents unaudited year to date November 2018 activity and is compared to audited year to date November 2017 activity.

Quality and Safety: UNM Hospitals and SRMC continue to maintain improvements in UOP Quality and Safety metrics. For FY19 thru October, UNM Hospitals have 9/14 metrics at or below fiscal year targets set for the UNMH UOP (lower numbers represent better performance). SRMC has 11/14 metrics at or below FY19 targets. Of note, 5 of 6 non-infection Severe Patient Harm Events remain below target at UNMH both and SRMC; for infection-related Severe Harm Events, 2/5 remain below targets at UNMH and 3/5 remain below targets at SRMC.

Activity Levels: Health System total inpatient discharges and observation discharges are up 1% as compared to prior year.

Health System total inpatient discharges are down 4% compared to prior year, with discharges down 4% at UNMH and 7% at SRMC. Health System adult length of stay (without obstetrics) is down 4% compared to prior year, with length of stay down 4% at UNMH and down 9% SRMC.

Health System observation discharges are up 14% compared to prior year, with adult observation discharges up 16% at UNMH and up 18% at SRMC. The SRMC increase in observation discharges is predominately driven (>80%) by the CMS reclassification of total knee joint replacement surgery from an inpatient procedure to an outpatient procedure.

Case Mix Index (CMI) is flat compared to prior year and up 2% compared to FY 19 budget.

Births are down 3% year over year and 2% above budget.

Health System total outpatient activity is 3% higher compared to prior year. Primary care clinic visits are up 10% compared to prior year. Specialty clinic visits are up 1% compared to prior year. Emergency visits are 20% lower than prior year.

Surgeries overall are down 6% year over year due to decrease in community physician surgical volume at SRMC. UNM surgical volume is down 2% compared to prior year.
Medical Group RVUs are down 1% FY19 over prior year.

**Finances:** Health System had total year-to-date operating revenue of $533.0 million, representing a 3% increase over prior year. Total non-operating revenue was $46.8 million, representing a 13% increase ($5.4 million) over prior year. Total operating expenses were $576.9 million, representing a 4% increase over prior year. Net margin was $2.8 million as compared to $.8 million prior year.

The balance sheet is stable with a current ratio of 1.92 as compared to 2.04 prior year. The cash and cash equivalents for UNM Health System is $264.7 million as compared to $289.4 million prior year. Net patient receivables are up 1% and total assets are up 3%. Total liabilities are up 5% over prior year. Total net position is up 1% over prior year.

**SRMC Mill Levy:** SRMC has kicked off planning teams for Trauma and Behavioral Health Program details.

**UNMH Chief Financial Officer:** UNMH CEO Kate Becker has named Bonnie White, Executive Director of Financial Planning and Analysis, has assumed the role of Chief Financial Officer as of December 17th. Bonnie is a Certified Public Accountant with 24 years of financial experience. She began her career at UNMH in 2007 and has led a team responsible for organizing and directing the financial planning and analysis activities for UNM Health Sciences Center Clinical Operations. In this role, she served as an advisor to the Chief Financial Officer for the capital and operating budgets, as well as for financial analysis, long range planning, and revenue cycle operations.

**Mission Excellence:** We had a very successful LEADING to Excellence conference on 12/13/18 with a total of 929 attendees. The focus was Change Leadership

**Operational Improvement Initiative:** The Health System has completed the 1st month of the 18 month Phase III – Implementation process of the operational improvement initiative with Huron. All improvement teams have kicked off their operational work, to include identification of key performance indicators and benefit measurement process.

**Lovelace UNM Rehabilitation Hospital – Joint Venture (JV):** The Lovelace UNM Rehabilitation Hospital has completed its first 18 months under its new Joint Venture Structure. The Rehabilitation Hospital has outperformed the initial proforma and budgeted operating metrics in all categories since inception.

Of particular importance has been the establishment of the Physical Medicine and Rehabilitation (PM&R) residency program ahead of schedule. We anticipate approval from the residency accreditation agency (ACGME) in January 2019. Upon ACGME approval, we will immediately begin the recruitment for both a PGY1 and 2 class of residents for a start date of 7/1/2019. To date we have approximately one dozen potential residency candidates that have expressed interest in our new residency program.

We have also expanded the Interventional Pain services within the Rehabilitation Hospital. We are exploring the expansion of the Spine program.
<table>
<thead>
<tr>
<th></th>
<th>FY 2019</th>
<th>FY 2018</th>
<th>Change</th>
<th>FY 2019</th>
<th>Variance</th>
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<tr>
<td></td>
<td>Actual</td>
<td>Actual</td>
<td>Units</td>
<td>%</td>
<td>Budget</td>
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<td><strong>Patient Days - w/o observation</strong></td>
<td></td>
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<tr>
<td>HS</td>
<td>68,175</td>
<td>72,427</td>
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<td>71,876</td>
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<td>17,287</td>
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<td>6,228</td>
<td>(986)</td>
<td>-16%</td>
<td>6,280</td>
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<td><strong>Adult w/o Obstetrics Patient Days</strong></td>
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<tr>
<td>HS</td>
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<td>50,387</td>
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<td>6,228</td>
<td>(986)</td>
<td>-16%</td>
<td>6,280</td>
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<tr>
<td><strong>Discharges</strong></td>
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<td></td>
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<tr>
<td>HS</td>
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<td>11,847</td>
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<td>(95)</td>
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<td>4%</td>
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<td>122</td>
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<td><strong>LOS</strong></td>
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<tr>
<td>HS</td>
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<td>(0.4)</td>
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<td>4.6</td>
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<td>1.934</td>
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<td>-6%</td>
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</table>
### Behavioral Patient Days

<table>
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<tr>
<th></th>
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<tbody>
<tr>
<td></td>
<td>Units</td>
<td>%</td>
<td>Units</td>
<td>%</td>
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</tr>
<tr>
<td>HS</td>
<td>9,771</td>
<td>(116)</td>
<td>-1%</td>
<td>9,850</td>
<td>(79)</td>
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<tr>
<td>UNMH-Adult Psych</td>
<td>6,014</td>
<td>254</td>
<td>4%</td>
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<td>259</td>
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<tr>
<td>UNMH-Peds Psych</td>
<td>3,757</td>
<td>(370)</td>
<td>-9%</td>
<td>4,095</td>
<td>(338)</td>
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</table>

### Behavioral Discharges

<table>
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<th>Variance</th>
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<tbody>
<tr>
<td></td>
<td>Units</td>
<td>%</td>
<td>Units</td>
<td>%</td>
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</tr>
<tr>
<td>HS</td>
<td>1,120</td>
<td>5</td>
<td>0%</td>
<td>1,125</td>
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<td>UNMH-Adult Psych</td>
<td>752</td>
<td>9</td>
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<td>735</td>
<td>17</td>
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<td>UNMH-Peds Psych</td>
<td>368</td>
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<td>-1%</td>
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### Behavioral LOS

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<th>Variance</th>
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<tbody>
<tr>
<td></td>
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<tr>
<td>HS</td>
<td>8.7</td>
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<td>UNMH-Adult Psych</td>
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<td>0.2</td>
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<tr>
<td>UNMH-Peds Psych</td>
<td>10.2</td>
<td>(1)</td>
<td>-8%</td>
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<td>(0.3)</td>
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### Primary Clinics

<table>
<thead>
<tr>
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<th>Change</th>
<th>FY 2019 Budget</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Units</td>
<td>%</td>
<td>Units</td>
<td>%</td>
<td>Units</td>
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<tr>
<td>HS</td>
<td>77,306</td>
<td>6,997</td>
<td>10%</td>
<td>74,900</td>
<td>1,406</td>
</tr>
<tr>
<td>UNMH</td>
<td>70,367</td>
<td>6,324</td>
<td>10%</td>
<td>68,660</td>
<td>1,707</td>
</tr>
<tr>
<td>SRMC</td>
<td>5,939</td>
<td>673</td>
<td>13%</td>
<td>6,240</td>
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### Specialty Clinics

<table>
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<tr>
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<th>Change</th>
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<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Units</td>
<td>%</td>
<td>Units</td>
<td>%</td>
<td>Units</td>
</tr>
<tr>
<td>HS</td>
<td>185,622</td>
<td>1,665</td>
<td>1%</td>
<td>193,891</td>
<td>(8,269)</td>
</tr>
<tr>
<td>UNMH - Adult</td>
<td>122,598</td>
<td>343</td>
<td>0%</td>
<td>125,808</td>
<td>(3,210)</td>
</tr>
<tr>
<td>UNMH - Pediatric</td>
<td>34,717</td>
<td>656</td>
<td>2%</td>
<td>35,910</td>
<td>(1,193)</td>
</tr>
<tr>
<td>SRMC</td>
<td>13,474</td>
<td>2,370</td>
<td>21%</td>
<td>11,880</td>
<td>1,594</td>
</tr>
<tr>
<td>UNMMG</td>
<td>14,833</td>
<td>(1,704)</td>
<td>-10%</td>
<td>20,293</td>
<td>(5,460)</td>
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### Other Clinics

<table>
<thead>
<tr>
<th></th>
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<th>Change</th>
<th>FY 2019 Budget</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Units</td>
<td>%</td>
<td>Units</td>
<td>%</td>
<td>Units</td>
</tr>
<tr>
<td>Rad/Onc</td>
<td>13,387</td>
<td>2,017</td>
<td>18%</td>
<td>12,520</td>
<td>867</td>
</tr>
<tr>
<td>Med/Onc</td>
<td>17,775</td>
<td>1,398</td>
<td>9%</td>
<td>17,640</td>
<td>135</td>
</tr>
<tr>
<td>CPC</td>
<td>12,264</td>
<td>1,167</td>
<td>11%</td>
<td>11,752</td>
<td>512</td>
</tr>
<tr>
<td>UPC</td>
<td>56,676</td>
<td>6,165</td>
<td>12%</td>
<td>51,726</td>
<td>4,950</td>
</tr>
<tr>
<td>Urgent Care</td>
<td>9,010</td>
<td>1,271</td>
<td>16%</td>
<td>8,880</td>
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### Emergency Room

<table>
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<tr>
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<th>Change</th>
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<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Units</td>
<td>%</td>
<td>Units</td>
<td>%</td>
<td>Units</td>
</tr>
<tr>
<td>HS</td>
<td>38,071</td>
<td>(9,347)</td>
<td>-20%</td>
<td>43,615</td>
<td>(5,544)</td>
</tr>
<tr>
<td>UNMH - Adult</td>
<td>22,701</td>
<td>(6,855)</td>
<td>-23%</td>
<td>25,165</td>
<td>(2,464)</td>
</tr>
<tr>
<td>UNMH - Pediatric</td>
<td>7,309</td>
<td>(2,376)</td>
<td>-25%</td>
<td>9,860</td>
<td>(2,551)</td>
</tr>
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<td>SRMC</td>
<td>8,061</td>
<td>(116)</td>
<td>-1%</td>
<td>8,590</td>
<td>(529)</td>
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## UNM HS Total Operations - Stats Snapshot

**YTD November 30, 2018**

<table>
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<tr>
<th></th>
<th>FY 2019 Actual</th>
<th>FY 2018 Actual</th>
<th>Change Units</th>
<th>%</th>
<th>FY 2019 Budget</th>
<th>Variance Units</th>
<th>%</th>
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<tbody>
<tr>
<td><strong>Total Outpatient Visits</strong></td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>HS</td>
<td>409,111</td>
<td>397,779</td>
<td>11,332</td>
<td>3%</td>
<td>414,924</td>
<td>(5,813)</td>
<td>-1%</td>
</tr>
<tr>
<td>UNMH</td>
<td>366,804</td>
<td>356,695</td>
<td>10,109</td>
<td>3%</td>
<td>367,921</td>
<td>(1,117)</td>
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<tr>
<td>SRMC</td>
<td>27,474</td>
<td>24,547</td>
<td>2,927</td>
<td>12%</td>
<td>26,710</td>
<td>764</td>
<td>3%</td>
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<tr>
<td>UNMMG</td>
<td>14,833</td>
<td>16,537</td>
<td>(1,704)</td>
<td>-10%</td>
<td>20,293</td>
<td>(5,460)</td>
<td>-27%</td>
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<tr>
<td><strong>Total Surgeries</strong></td>
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<tr>
<td>HS</td>
<td>9,896</td>
<td>10,508</td>
<td>(612)</td>
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<td>10,220</td>
<td>(324)</td>
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<tr>
<td>UNMH</td>
<td>8,438</td>
<td>8,811</td>
<td>(373)</td>
<td>-4%</td>
<td>8,720</td>
<td>(282)</td>
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<tr>
<td>SRMC</td>
<td>1,458</td>
<td>1,697</td>
<td>(239)</td>
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<td>1,500</td>
<td>(42)</td>
<td>-3%</td>
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<td><strong>Other</strong></td>
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<tr>
<td>Births</td>
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<td>1,275</td>
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<td>1,210</td>
<td>21</td>
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<td>726</td>
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<td>(307)</td>
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<td>1,025</td>
<td>(299)</td>
<td>-29%</td>
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<td>82</td>
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<td>CC Procedures</td>
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<td>-</td>
<td>227</td>
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<td>-</td>
<td>227</td>
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<td>Infusion Clinics</td>
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<td>7,408</td>
<td>905</td>
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<td>8,915</td>
<td>(602)</td>
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<tr>
<td>HS</td>
<td>1,364,485</td>
<td>1,377,912</td>
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<td>1,442,655</td>
<td>(78,170)</td>
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<td>SOM</td>
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<td>1,149,827</td>
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<td>1,196,664</td>
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<tr>
<td>SRMC</td>
<td>150,718</td>
<td>156,270</td>
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<td>156,406</td>
<td>(5,688)</td>
<td>-4%</td>
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<tr>
<td>MG Clinic</td>
<td>22,408</td>
<td>24,642</td>
<td>(2,234)</td>
<td>-9%</td>
<td>31,917</td>
<td>(9,509)</td>
<td>-30%</td>
</tr>
<tr>
<td>Cancer Center</td>
<td>54,113</td>
<td>47,173</td>
<td>6,940</td>
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<td>57,668</td>
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<td><strong>FTE's</strong></td>
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<td>(38)</td>
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<td>502</td>
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<td>484</td>
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<td>573</td>
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<tr>
<td></td>
<td>Total HS</td>
<td>Prior Year</td>
<td>FY 18 vs. FY 19</td>
<td>Total HS</td>
<td>FY 19 Actual vs. Budget</td>
<td></td>
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<td>-------------------------</td>
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<td>FY 19</td>
<td>FY 19 Budget</td>
<td>$ Change</td>
<td>% Change</td>
<td>FY 19 Actual vs. Budget</td>
<td>$ Change</td>
<td>% Change</td>
</tr>
<tr>
<td><strong>TOTAL PATIENT DAYS</strong></td>
<td>68,175</td>
<td>72,427</td>
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<td>-6%</td>
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<td>(3,701)</td>
<td>-5%</td>
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<tr>
<td><strong>TOTAL DISCHARGES</strong></td>
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<td>11,847</td>
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<td>-4%</td>
<td>11,995</td>
<td>(625)</td>
<td>-5%</td>
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<tr>
<td><strong>OBSERVATION DISCHARGES</strong></td>
<td>5,679</td>
<td>4,986</td>
<td>693</td>
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<td>5,810</td>
<td>(131)</td>
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<td><strong>TOTAL LENGTH OF STAY</strong></td>
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<td>6.1</td>
<td>(0.1)</td>
<td>-2%</td>
<td>6.0</td>
<td>0.0</td>
<td>0%</td>
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<tr>
<td><strong>Adult w/Obstetrics LOS</strong></td>
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<td>6.1</td>
<td>(0.2)</td>
<td>-4%</td>
<td>5.9</td>
<td>(0.1)</td>
<td>-1%</td>
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<tr>
<td><strong>CMI w/o Newborn</strong></td>
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<td>1.948</td>
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<td>1.910</td>
<td>0.0</td>
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<tr>
<td></td>
<td>Total HS</td>
<td>Prior Year</td>
<td>FY 18 vs. FY 19</td>
<td>FY 19 Actual vs. Budget</td>
<td></td>
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<td>% Change</td>
<td>$ Change</td>
<td>% Change</td>
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<tr>
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<td>254</td>
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<td></td>
<td>5,755</td>
<td>259</td>
<td>5%</td>
<td></td>
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</tr>
<tr>
<td>Psychiatric-Pediatric Days</td>
<td>3,757</td>
<td>4,127</td>
<td>(370)</td>
<td>-9%</td>
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<td></td>
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<tr>
<td></td>
<td>4,095</td>
<td>(338)</td>
<td>-8%</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Psychiatric-Adult Discharges</td>
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<td>9</td>
<td>1%</td>
<td></td>
<td></td>
<td></td>
</tr>
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<td></td>
<td>735</td>
<td>17</td>
<td>2%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Psychiatric-Pediatric Discharges</td>
<td>368</td>
<td>372</td>
<td>(4.0)</td>
<td>-1%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>390</td>
<td>(22)</td>
<td>-6%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Length of Stay - Psychiatric Adult</td>
<td>8.0</td>
<td>7.8</td>
<td>0.2</td>
<td>3%</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>7.8</td>
<td>0.2</td>
<td>2%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Length of Stay - Psychiatric Pediatric</td>
<td>10.2</td>
<td>11.1</td>
<td>(0.9)</td>
<td>-8%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>10.5</td>
<td>(0.3)</td>
<td>-3%</td>
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<td></td>
</tr>
<tr>
<td>OUTPATIENT VISITS</td>
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</tr>
<tr>
<td>TOTAL OUTPATIENT CLINICS</td>
<td>362,030</td>
<td>342,622</td>
<td>19,408</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>362,429</td>
<td>(399)</td>
<td>0%</td>
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<tr>
<td>URGENT CARE</td>
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<td>7,739</td>
<td>1,271</td>
<td>16%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>8,880</td>
<td>130</td>
<td>1%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EMERGENCY ROOM</td>
<td>38,071</td>
<td>47,418</td>
<td>(9,347)</td>
<td>-20%</td>
<td></td>
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<td></td>
</tr>
<tr>
<td></td>
<td>43,615</td>
<td>(5,544)</td>
<td>-13%</td>
<td></td>
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</tr>
<tr>
<td>TOTAL OUTPATIENT VISITS</td>
<td>409,111</td>
<td>397,779</td>
<td>11,332</td>
<td>3%</td>
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</tr>
<tr>
<td></td>
<td>414,924</td>
<td>(5,813)</td>
<td>-1%</td>
<td></td>
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</tr>
<tr>
<td>TOTAL SURgeries</td>
<td>9,896</td>
<td>10,508</td>
<td>(612)</td>
<td>-6%</td>
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<tr>
<td></td>
<td>10,220</td>
<td>(324)</td>
<td>-3%</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>TOTAL BIRTHS</td>
<td>1,231</td>
<td>1,275</td>
<td>(44)</td>
<td>-3%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>1,210</td>
<td>21</td>
<td>2%</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>ECT Stats</td>
<td>726</td>
<td>1,033</td>
<td>(307)</td>
<td>-30%</td>
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<tr>
<td></td>
<td>1,025</td>
<td>(299)</td>
<td>-29%</td>
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</tr>
<tr>
<td>DERM MOHS</td>
<td>82</td>
<td>-</td>
<td>82</td>
<td>-</td>
<td></td>
<td></td>
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<td></td>
<td>-</td>
<td>82</td>
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<td>CC PROCEDURES</td>
<td>227</td>
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<td>227</td>
<td>-</td>
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<td></td>
<td>-</td>
<td>227</td>
<td></td>
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<tr>
<td>INFUSION CLINIC</td>
<td>8,313</td>
<td>7,408</td>
<td>905</td>
<td>12%</td>
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<tr>
<td></td>
<td>8,915</td>
<td>(602)</td>
<td>-7%</td>
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<tr>
<td>Total Work RVU's</td>
<td>1,364,485</td>
<td>1,377,912</td>
<td>(13,427)</td>
<td>-1%</td>
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<tr>
<td></td>
<td>1,442,655</td>
<td>(78,170)</td>
<td>-5%</td>
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<tr>
<td>Total FTE's</td>
<td>7,532</td>
<td>7,350</td>
<td>182</td>
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<tr>
<td></td>
<td>7,601</td>
<td>(68)</td>
<td>-1%</td>
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<tr>
<td></td>
<td>FY 2019</td>
<td>FY 2018</td>
<td>Change</td>
<td>FY 2019</td>
<td>Variance</td>
<td></td>
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</tr>
<tr>
<td>-------------------------</td>
<td>---------</td>
<td>---------</td>
<td>--------</td>
<td>---------</td>
<td>----------</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Actual</td>
<td>Actual</td>
<td>$</td>
<td></td>
<td>$</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net Patient Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>510,745</td>
<td>500,902</td>
<td>9,843</td>
<td>2%</td>
<td>510,799</td>
<td>(54)</td>
<td>0%</td>
</tr>
<tr>
<td>UNMH</td>
<td>395,128</td>
<td>384,250</td>
<td>10,878</td>
<td>3%</td>
<td>391,294</td>
<td>3,834</td>
<td>1%</td>
</tr>
<tr>
<td>SRMC</td>
<td>32,320</td>
<td>34,218</td>
<td>(1,898)</td>
<td>-6%</td>
<td>31,219</td>
<td>1,101</td>
<td>4%</td>
</tr>
<tr>
<td>UNMMG</td>
<td>83,297</td>
<td>82,433</td>
<td>864</td>
<td>1%</td>
<td>88,286</td>
<td>(4,989)</td>
<td>-6%</td>
</tr>
<tr>
<td><strong>Other Operating Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>22,209</td>
<td>14,083</td>
<td>8,125</td>
<td>58%</td>
<td>15,760</td>
<td>6,449</td>
<td>41%</td>
</tr>
<tr>
<td>UNMH</td>
<td>21,018</td>
<td>13,069</td>
<td>7,949</td>
<td>61%</td>
<td>14,705</td>
<td>6,313</td>
<td>43%</td>
</tr>
<tr>
<td>SRMC</td>
<td>547</td>
<td>647</td>
<td>(100)</td>
<td>-16%</td>
<td>691</td>
<td>(145)</td>
<td>-21%</td>
</tr>
<tr>
<td>UNMMG</td>
<td>644</td>
<td>368</td>
<td>277</td>
<td>75%</td>
<td>363</td>
<td>281</td>
<td>77%</td>
</tr>
<tr>
<td><strong>Total Operating Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>532,954</td>
<td>514,985</td>
<td>17,969</td>
<td>3%</td>
<td>526,559</td>
<td>6,395</td>
<td>1%</td>
</tr>
<tr>
<td>UNMH</td>
<td>416,146</td>
<td>397,319</td>
<td>18,827</td>
<td>5%</td>
<td>405,999</td>
<td>10,147</td>
<td>2%</td>
</tr>
<tr>
<td>SRMC</td>
<td>32,867</td>
<td>34,865</td>
<td>(1,998)</td>
<td>-6%</td>
<td>31,910</td>
<td>(57)</td>
<td>3%</td>
</tr>
<tr>
<td>UNMMG</td>
<td>83,941</td>
<td>83,059</td>
<td>884</td>
<td>1%</td>
<td>88,568</td>
<td>(6,627)</td>
<td>-5%</td>
</tr>
<tr>
<td><strong>Total Operating Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>576,933</td>
<td>555,647</td>
<td>21,286</td>
<td>4%</td>
<td>570,040</td>
<td>6,894</td>
<td>1%</td>
</tr>
<tr>
<td>UNMH</td>
<td>460,201</td>
<td>438,230</td>
<td>21,970</td>
<td>5%</td>
<td>448,711</td>
<td>11,489</td>
<td>3%</td>
</tr>
<tr>
<td>SRMC</td>
<td>32,218</td>
<td>34,358</td>
<td>(2,139)</td>
<td>-6%</td>
<td>32,219</td>
<td>(0)</td>
<td>0%</td>
</tr>
<tr>
<td>UNMMG</td>
<td>84,515</td>
<td>83,059</td>
<td>1,455</td>
<td>2%</td>
<td>89,109</td>
<td>(4,595)</td>
<td>-5%</td>
</tr>
<tr>
<td><strong>Operating (Loss)/Gain</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>(43,980)</td>
<td>(40,663)</td>
<td>(3,317)</td>
<td>8%</td>
<td>(43,481)</td>
<td>(499)</td>
<td>1%</td>
</tr>
<tr>
<td>UNMH</td>
<td>(44,055)</td>
<td>(40,911)</td>
<td>(3,143)</td>
<td>8%</td>
<td>(42,712)</td>
<td>(1,343)</td>
<td>3%</td>
</tr>
<tr>
<td>SRMC</td>
<td>648</td>
<td>507</td>
<td>141</td>
<td>28%</td>
<td>(309)</td>
<td>957</td>
<td>-310%</td>
</tr>
<tr>
<td>UNMMG</td>
<td>(574)</td>
<td>(259)</td>
<td>(315)</td>
<td>122%</td>
<td>(460)</td>
<td>(113)</td>
<td>25%</td>
</tr>
<tr>
<td><strong>Non-Operating Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>46,824</td>
<td>41,419</td>
<td>5,406</td>
<td>13%</td>
<td>43,519</td>
<td>3,306</td>
<td>8%</td>
</tr>
<tr>
<td>UNMH</td>
<td>45,101</td>
<td>41,187</td>
<td>3,913</td>
<td>10%</td>
<td>42,713</td>
<td>2,388</td>
<td>6%</td>
</tr>
<tr>
<td>SRMC</td>
<td>(553)</td>
<td>(1,018)</td>
<td>465</td>
<td>-46%</td>
<td>313</td>
<td>(866)</td>
<td>276%</td>
</tr>
<tr>
<td>UNMMG</td>
<td>2,276</td>
<td>1,249</td>
<td>1,027</td>
<td>82%</td>
<td>492</td>
<td>1,784</td>
<td>362%</td>
</tr>
<tr>
<td><strong>Increase/(Decrease) in Net Position</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>2,845</td>
<td>756</td>
<td>2,088</td>
<td>276%</td>
<td>38</td>
<td>2,807</td>
<td>7384%</td>
</tr>
<tr>
<td>UNMH</td>
<td>1,046</td>
<td>276</td>
<td>770</td>
<td>279%</td>
<td>1</td>
<td>1,045</td>
<td>95971%</td>
</tr>
<tr>
<td>SRMC</td>
<td>96</td>
<td>(510)</td>
<td>606</td>
<td>-119%</td>
<td>5</td>
<td>91</td>
<td>1959%</td>
</tr>
<tr>
<td>UNMMG</td>
<td>1,703</td>
<td>990</td>
<td>712</td>
<td>72%</td>
<td>32</td>
<td>1,671</td>
<td>5175%</td>
</tr>
</tbody>
</table>
### UNM HS Total Operations
#### YTD November 30, 2018
(In thousands)

<table>
<thead>
<tr>
<th>Total HS</th>
<th>Total HS Prior Year</th>
<th>FY 18 vs. FY 19 Change</th>
<th>Total HS FY 19 Budget Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total NET Patient Revenue</strong></td>
<td>510,745</td>
<td>500,902</td>
<td>9,843</td>
</tr>
<tr>
<td>State/Local Contracts/Grants</td>
<td>1,252</td>
<td>1,282</td>
<td>(30)</td>
</tr>
<tr>
<td>Other Operating Revenues</td>
<td>20,957</td>
<td>12,801</td>
<td>8,155</td>
</tr>
<tr>
<td><strong>Total Operating Revenues</strong></td>
<td>532,954</td>
<td>514,985</td>
<td>17,969</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>576,933</td>
<td>555,647</td>
<td>21,286</td>
</tr>
<tr>
<td><strong>Total Operating (Loss) Gain</strong></td>
<td>(43,980)</td>
<td>(40,663)</td>
<td>(3,317)</td>
</tr>
<tr>
<td><strong>Total Net Non-Operating Revenue</strong></td>
<td>46,824</td>
<td>41,419</td>
<td>5,406</td>
</tr>
<tr>
<td><strong>Total Increase in Net Position</strong></td>
<td>2,845</td>
<td>756</td>
<td>2,088</td>
</tr>
</tbody>
</table>
UNM HS Total Operations - Balance Sheet Snapshot  
YTD November 30, 2018  
(in thousands)  

<table>
<thead>
<tr>
<th></th>
<th>FY 2019 Actual</th>
<th>FY 2018 Actual</th>
<th>Change $</th>
<th>Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash &amp; Cash Equivalents</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>264,685</td>
<td>289,442</td>
<td>(24,757)</td>
<td>-9%</td>
</tr>
<tr>
<td>UNMH</td>
<td>214,697</td>
<td>236,375</td>
<td>(21,678)</td>
<td>-9%</td>
</tr>
<tr>
<td>SRMC</td>
<td>24,543</td>
<td>26,851</td>
<td>(2,307)</td>
<td>-9%</td>
</tr>
<tr>
<td>UNMMG</td>
<td>25,444</td>
<td>26,216</td>
<td>(772)</td>
<td>-3%</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>975,373</td>
<td>947,876</td>
<td>27,497</td>
<td>3%</td>
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<tr>
<td>UNMH</td>
<td>720,751</td>
<td>695,155</td>
<td>25,595</td>
<td>4%</td>
</tr>
<tr>
<td>SRMC</td>
<td>156,894</td>
<td>160,740</td>
<td>(3,846)</td>
<td>-2%</td>
</tr>
<tr>
<td>UNMMG</td>
<td>101,486</td>
<td>97,343</td>
<td>4,142</td>
<td>4%</td>
</tr>
<tr>
<td>Elimination</td>
<td>(3,758)</td>
<td>(5,362)</td>
<td>1,605</td>
<td>-30%</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HS</td>
<td>501,104</td>
<td>476,453</td>
<td>24,651</td>
<td>5%</td>
</tr>
<tr>
<td>UNMH</td>
<td>330,435</td>
<td>305,887</td>
<td>24,548</td>
<td>8%</td>
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<tr>
<td>SRMC</td>
<td>136,652</td>
<td>140,593</td>
<td>(3,941)</td>
<td>-3%</td>
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<tr>
<td>UNMMG</td>
<td>37,774</td>
<td>35,334</td>
<td>2,440</td>
<td>7%</td>
</tr>
<tr>
<td>Elimination</td>
<td>(3,758)</td>
<td>(5,362)</td>
<td>1,605</td>
<td>-30%</td>
</tr>
<tr>
<td><strong>Total Net Position</strong></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>HS</td>
<td>474,269</td>
<td>471,423</td>
<td>2,846</td>
<td>1%</td>
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<tr>
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<td>390,316</td>
<td>389,268</td>
<td>1,048</td>
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<td>20,242</td>
<td>20,146</td>
<td>96</td>
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<tr>
<td>UNMMG</td>
<td>63,712</td>
<td>62,009</td>
<td>1,703</td>
<td>3%</td>
</tr>
</tbody>
</table>
### UNM Health System - Cash Flow
#### YTD November 30, 2018
(\text{In thousands})

<table>
<thead>
<tr>
<th></th>
<th>UNMH</th>
<th>UNMMG</th>
<th>SRMC</th>
<th>Total HS FY 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash flows from operating activities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operating Income/(Loss)</td>
<td>$(44,055)</td>
<td>$(574)</td>
<td>648</td>
<td>$(43,980)</td>
</tr>
<tr>
<td>Adjustments to reconcile increase in unrestricted net assets to net cash provided by operating activities:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>13,290</td>
<td>324</td>
<td>2,489</td>
<td>16,102</td>
</tr>
<tr>
<td>Provision for doubtful accounts</td>
<td>24,816</td>
<td>19,062</td>
<td>2,692</td>
<td>46,571</td>
</tr>
<tr>
<td>Changes in assets and liabilities:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net patient receivables</td>
<td>(27,645)</td>
<td>(17,995)</td>
<td>(1,897)</td>
<td>(47,536)</td>
</tr>
<tr>
<td>Third-party settlements</td>
<td>7,057</td>
<td>-</td>
<td>(335)</td>
<td>6,722</td>
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<tr>
<td>Due from affiliates</td>
<td>1,376</td>
<td>(2,873)</td>
<td>41</td>
<td>(1,538)</td>
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<tr>
<td>Other receivables</td>
<td>(1,610)</td>
<td>(1,803)</td>
<td>101</td>
<td>(4,453)</td>
</tr>
<tr>
<td>Prepaids &amp; Inventory</td>
<td>3,445</td>
<td>(120)</td>
<td>(102)</td>
<td>3,223</td>
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<tr>
<td>Accounts Payable</td>
<td>(15,620)</td>
<td>3,130</td>
<td>554</td>
<td>(11,936)</td>
</tr>
<tr>
<td>Due to affiliates</td>
<td>41,186</td>
<td>19,062</td>
<td>2,692</td>
<td>116,173</td>
</tr>
<tr>
<td>Accrued liabilities</td>
<td>(5,246)</td>
<td>(109)</td>
<td>(188)</td>
<td>(5,543)</td>
</tr>
<tr>
<td><strong>Net cash (used in) provided by operating activities</strong></td>
<td>(3,005)</td>
<td>(1,539)</td>
<td>2,615</td>
<td>(1,930)</td>
</tr>
<tr>
<td><strong>Cash flows from noncapital financing activities</strong></td>
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<td></td>
</tr>
<tr>
<td>Cash received from county mill levy</td>
<td>3,023</td>
<td>-</td>
<td>32</td>
<td>3,055</td>
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<tr>
<td>Cash received from appropriations and contributions</td>
<td>7,341</td>
<td>456</td>
<td>10</td>
<td>7,806</td>
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<tr>
<td>Cash payments for Mission Support</td>
<td>(10,697)</td>
<td>-</td>
<td>-</td>
<td>(10,697)</td>
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<tr>
<td><strong>Net cash provided by noncapital financing activities</strong></td>
<td>(333)</td>
<td>456</td>
<td>42</td>
<td>164</td>
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<tr>
<td><strong>Cash flows from capital financing activities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Purchases of capital assets - net acquisitions &amp; disposals</td>
<td>(15,015)</td>
<td>(250)</td>
<td>(581)</td>
<td>(15,845)</td>
</tr>
<tr>
<td>Inflows (outflows) to trustee accounts</td>
<td>(3,653)</td>
<td>835</td>
<td>(2,752)</td>
<td>(2,752)</td>
</tr>
<tr>
<td>Interest payments on bonds</td>
<td>-</td>
<td>(2,752)</td>
<td>(2,752)</td>
<td>(8,751)</td>
</tr>
<tr>
<td>Principal payments on bonds</td>
<td>-</td>
<td>(1,920)</td>
<td>(1,920)</td>
<td>(9,274)</td>
</tr>
<tr>
<td>Cash payments for mortgage reserve fund</td>
<td>(116)</td>
<td>(959)</td>
<td>(1,074)</td>
<td>(1,964)</td>
</tr>
<tr>
<td>Principal payments on mortgage</td>
<td>(2,295)</td>
<td>(1,607)</td>
<td>(3,901)</td>
<td>(9,098)</td>
</tr>
<tr>
<td>Cash payments for mortgage-related activities</td>
<td>(206)</td>
<td>(405)</td>
<td>(611)</td>
<td>(1,761)</td>
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<tr>
<td><strong>Net cash (used in) provided by capital financing activities</strong></td>
<td>(21,284)</td>
<td>(250)</td>
<td>(7,388)</td>
<td>(28,922)</td>
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<td><strong>Cash flows from investing activities</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Investment income</td>
<td>2,613</td>
<td>175</td>
<td>2,425</td>
<td>5,213</td>
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<tr>
<td>Net Proceeds from investments - Triwest/TRL/TLSC/Lovelace Reha</td>
<td>-</td>
<td>386</td>
<td>-</td>
<td>386</td>
</tr>
<tr>
<td><strong>Net cash (used in) provided by investing activities</strong></td>
<td>2,613</td>
<td>561</td>
<td>2,425</td>
<td>5,599</td>
</tr>
<tr>
<td><strong>Net increase (decrease) in cash and cash equivalents</strong></td>
<td>(22,009)</td>
<td>(772)</td>
<td>(2,307)</td>
<td>(25,088)</td>
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<tr>
<td><strong>Cash and cash equivalents, beginning of year</strong></td>
<td>201,784</td>
<td>26,216</td>
<td>26,851</td>
<td>254,851</td>
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<tr>
<td><strong>Cash and cash equivalents, end of year</strong></td>
<td>$179,775</td>
<td>$25,444</td>
<td>$24,543</td>
<td>$229,763</td>
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</tbody>
</table>
Transfers to UNMH
Transfers to UNMH

![Graph showing transfers to UNMH over time from November-16 to November-18.](image)
SRMC - Average Occupancy in Adult Licensed Beds (by Month)

Billed Data based on Midnight Census

- Maximum Safe Occupancy Rate 85%
- National Average Occupancy 72%
- Average Actual Occupancy

Dates: November-16 to November-18
MEMORANDUM TO ADVANCE COMMITTEE AGENDA ITEM TO THE BOARD OF REGENTS THE UNIVERSITY OF NEW MEXICO

DATE: December 19, 2018

TO: David W. Harris, EVP for Administration, COO & CFO

FROM: Chris Vallejos, AVP Institutional Support Services
      Lisa Marbury, Executive Director, Institutional Support Services

RE: Requested Approvals

RECOMMENDED ACTION:
Recommend to the Board of Regents Finance and Facilities Committee the following:

1. Request for Project Construction Approval for KNME-TV ADA Stand-Alone Exterior Elevator

2. Request for Project Construction Approval for South Campus Repository

Please see attached summaries.

cc: A. Coburn, M. Dion, M. Probasco, C. Martinez, N. Dominguez – PDC
    A. Sena, R. Notary, D. Penasa, R. Garcia – FM
REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
KNME-TV ADA STAND-ALONE EXTERIOR ELEVATOR
UNIVERSITY OF NEW MEXICO
January 8, 2019

REQUESTED ACTION:
In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for KNME TV ADA New Stand Alone Exterior Elevator project on North campus.

PROJECT DESCRIPTION:
The project is located at 1130 University Blvd NE, of the North campus, at the existing KNME-TV station. The project consists of the design and construction of an exterior, stand-alone elevator structure, elevator equipment, and connecting elevated walkways. These elevated walkways will be covered by new roof structures above the 2nd and 3rd floors. The scope also requires alterations to the existing electrical and special systems as well as modifications at the locations where the new elevator will connect to the existing building. This project also presents a design opportunity to aesthetically improve the building and its presence on campus by providing a new structure infilling the currently unused loading dock and back-of-house entrance. The area of new construction will be approximately 525 GSF including the elevator and connecting walkways. It will also require minor renovations in approximately 250 GSF of existing areas such as doors, casework, flooring, ceiling, painting, structural connections and power outlets in the vicinity of the demolition for new openings.

PROJECT RATIONALE:
This new elevator will provide universal access to the KNME TV station. In its current configuration, the second and third floors of the TV station are not accessible according to the Americans with Disabilities Act (ADA) guidelines. An exterior elevator addition is the most reasonable and viable solution to provide accessibility to the 2nd and 3rd floors of the building and thus will extend the building usable life and viability. The elevator addition could also improve other program functions and maintenance, required for the TV Station by providing the means to easily transport from floor to floor heavy objects such as roll-in carts, furniture and equipment.

FUNDING:
The total estimated Project Budget is: $478,334

- $478,334 is funded from Unrestricted Public Service Fund Surpluses.
SECOND FLOOR ROOF PLAN

- Equipment/Server Room
- Exposed Galvanized Metal Decking, Slope to Drain
- Second Level Flyover
- Open to Below
- Second Floor Roof
- Translucent Panel Roof
- Storage

THIRD FLOOR ROOF PLAN

- Elevator Roof, TPO Over Coverboard Over Metal Deck
- Translucent Panel Roof
- Exposed Galvanized Metal Decking, Sloped to Drain
EAST ELEVATION
NORTHEAST VIEW
SUITEAST VIEW

- Translucent panel roof
- New storefront at third level
- Elevator addition
- Third level flyover
- Translucent panel roof over second level flyover
REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
SOUTH CAMPUS REPOSITORY
UNIVERSITY OF NEW MEXICO
January 8, 2019

REQUESTED ACTION:
In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the
New Mexico Higher Education Department and New Mexico State Board of Finance, project
approval is requested for the South Campus Repository project located on South Campus.

PROJECT DESCRIPTION:
The existing warehouse storage area within The University of New Mexico Press building #344
on south campus will house the University Libraries overflow of permanent collections. These
collections will be housed in high stacks with relatively low use, but have a continuing value to
the University Libraries overall portfolio. The approximate 14,000 GSF of high bay warehouse
space, room 157 will be upgraded to extend the life of the new and current collections. The
indoor environment control construction activities shall consist of upgrading the heating,
ventilating and air conditioning (HVAC) systems from evaporative coolers and gas-fired uni:
heaters to a centrally ducted packaged refrigerated air system with variable capacity control. The
indoor environment needs to be maintained at a consistent temperature between 65-70°F and
relative humidity between 30-50%. Additionally, the interior lighting will be upgraded to limit
the amount of ultraviolet light within the controlled space.

PROJECT RATIONALE:
The College of University Libraries & Learning Sciences will gain necessary space for storage of
the State of New Mexico’s largest library system. The four campus libraries simply do not have
the available stack space to continue to grow the University’s resources. The low use books will
be moved to the new South Campus Repository space to enable new resources to be populated
for students’ use.

Without this project University Libraries will have to dispose of existing collections and/or
refuse new publications which will limit students’ opportunity at updated resources. It is the
University Libraries intent to safeguard existing historical print collections; not being forced to
decide the fate of specific collections.

FUNDING:
The total estimated Project Budget is $400,000:

- $300,000 is funded from FY19 BR&R – Provost Office
- $100,000 is funded from University Libraries Reserves
**THE UNIVERSITY OF NEW MEXICO**

**SOUTH CAMPUS**

**College of University Libraries & Learning Sciences**

**SOUTH CAMPUS REPOSITORY PROJECT**

**Building #344**

1312 Basehart Rd. SE

ALBUQUERQUE, NM 87106

**ISSUE DATE:** 21 NOVEMBER 2018

**PHASE:** 95% CONSTRUCTION SET

### INDEX OF DRAWINGS

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<td>TITLE SHEET</td>
</tr>
<tr>
<td>PLUMBING</td>
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</tr>
<tr>
<td>P1</td>
<td>PLUMBING GENERAL NOTES, EQUIPMENT SCHEDULES &amp; LEGEND</td>
</tr>
<tr>
<td>P2</td>
<td>PLUMBING INSULATION ROOF PLAN</td>
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<td>PLUMBING INSULATION FIRST FLOOR PLAN</td>
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<tr>
<td>P4</td>
<td>PLUMBING FIRST FLOOR PLAN</td>
</tr>
<tr>
<td>MECHANICAL</td>
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</tr>
<tr>
<td>M1</td>
<td>MECHANICAL GENERAL NOTES, EQUIPMENT SCHEDULES &amp; LEGEND</td>
</tr>
<tr>
<td>M2</td>
<td>MECHANICAL INSULATION FLOOR PLAN</td>
</tr>
<tr>
<td>M3</td>
<td>MECHANICAL FIRST FLOOR PLAN</td>
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<td>MECHANICAL &amp; PLUMBING</td>
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<tr>
<td>MP1</td>
<td>MECHANICAL &amp; PLUMBING ROOF PLAN</td>
</tr>
<tr>
<td>MP2</td>
<td>MECHANICAL &amp; PLUMBING DETAILS</td>
</tr>
</tbody>
</table>

**PROJECT LOCATION**

![The University of New Mexico - Albuquerque South Campus](image-url)
Date: January 10, 2019

Subject: “UNM Athletic Ticket Sales and Services” Evaluation Report RFP-2032-18

Report prepared by: Brett Sletten, Purchasing Manager

Purpose

The University of New Mexico solicited formal proposals from qualified vendors to offer strategies for the design and procurement of a ticketing, fundraising, and marketing software system.

Offeror Notification/Publication Response:

Invitations Sent 56
RFP’s Received 4
No Bid Received 0

In accordance with the University of New Mexico Request for Proposals, submittals were received by the July 19, 2018, 4:00 p.m. Mountain Standard Time deadline as follows:

1. NeuLion College, LLC
2. Paciolan, LC
3. Ticketmaster LLC
4. VivaTicket Inc

Summary of Selection Advisory Committee Activity

A proposal opening was held on July 19, 2018, in the Purchasing Office. Proposals were distributed to the evaluators.

The Evaluation committee consisted of Brad Hutchins, Eric Schultz, Paige Klostermann, Ryann Berryman, and Sean Ferrera. The Buyer for the project was Gustavo Rossell, who also acts as the Procurement Manager to the committee.

In accordance with appropriate selection criteria established for the procurement, the written proposals were evaluated for responsiveness to mandatory requirements.

Committee Recommendation

The evaluation committee recommends awarding the procurement to Paciolan as the highest ranked offeror.
Rationale

- Integration between SIDEARM Official Athletics Site and Paciolan Platform
- Website integration opportunity with Live Chat functionality to enhance customer service
- Mobile-First Platform for Fans to purchase and manage tickets/donations
- New Hardware allowing Mobile Ticket Delivery for fans at UNM Athletic Venues, Popejoy and other Arts Venues
- Customized e-commerce Platform unique to UNM Athletics / Special Events and Popejoy Hall
- Fully Integrated Student Ticket Management System
- Improved Faculty/Staff integration for ticket purchases, direct billing and more
- SEATS3D Virtual Venue platform (Ballena Technologies) for football, men’s basketball, women’s basketball, and Popejoy Hall
- Access to Paciolan Partners to help drive incremental ticket sales
- Access to Paciolan Digital Marketing to find new fans and drive sales – including a $10K annual credit for both Athletics and Popejoy each year
- Industry Leading best practices and benchmarking for College Athletics, Performing Arts, and Special Events
- UNM Athletics and Popejoy has total control to set consumer ticket/booking fees as each department sees fit
- UNM Athletics and Popejoy has total control and ownership of all customer data – including security and permissions in place to properly segment Athletic operators from Popejoy operators
- Zero Fixed costs to UNM Athletics or Popejoy for Paciolan Ticketing System
- 24/7/365 Support and System Monitoring
- Fully integrated CRM Solution with Salesforce.com, the industry leader in CRM platforms, with security permissions and partitioning controlled by UNM entities
- Access to online forum with searchable knowledge base, comprehensive product documentation, and continuous training opportunities
- Dedicated Paciolan support and strategic consulting team
- Web-based, ad-hoc reporting solution with unlimited number of custom reports that can be created by each entity, and the ability to set parameters to keep entity data separate
- Fully integrated development solution with enhanced online donor experience
- Uniquely branded email marketing tool for Athletics / Special Events, Popejoy Hall and UNM Tickets

Investment

- Athletics will receive and Annual Credit of $10,000.00 to be used for the purchase of additional Software, Hardware, Professional Services and Subscription Services.

- Popejoy will receive an Annual Credit of $10,000.00 to be used for the purchase of additional Software, Hardware, Professional Services and Subscription Services.
- Athletics will receive hardware point-of-sale, miscellaneous hardware, and access management hardware at no cost.

- Popejoy will receive hardware point-of-sale, miscellaneous hardware, and access management hardware at no cost.

**Cost**

There are zero Fixed costs to UNM Athletics or Popejoy for the Paciolan Ticketing System.

Any fees charged will be per transaction per ticket sold and will range between $1.00 per ticket to $5.00 per ticket based on the face value of the ticket.
Regent Advisors’ Comments/Reports

Comments will be made at the meeting

Reports, if any, will be included in the agenda eBook
STRATEGIC GOALS

Goal: Maximize Alumni and Student Engagement

Student Engagement
Trailblazers:

- Assisting Office of President at Men’s Basketball Home Games and various University House events
- November 29 – collaborate with Young Alumni Chapter to set up for Hanging of the Greens at Hodggin Hall Alumni Center

- Donut Wednesday, November 7, 123 students attended.
- Shared Knowledge Conference held in Hodgin Hall to support Graduate Students “Three-Minute Thesis” competition
- November 13 – Photos at the U provided free graduate photos for our December Graduates. The second opportunity for the photos is December 5.

Alumni Engagement

Lobo Living Room

- Rare Treasures and Fine Wines was held at the UNM Zimmerman Library on November 1. Richard Clement, Dean of the Library; Tomas Jaehm, Director of the Center for Southwest Research, Amy Mullens and Development Director of the Libraries, Diana Martinez attended. Latin American artifacts, old books, manuscripts, maps, and furniture and architecture from the Works Progress Administration (WPA) were showcased by 12 Library graduate students and UNM professors (Valerio Di Fonzo, Heather Foster, Barbara Korbel, Audra Bellmore, Karen Mazur, Maxine Marks, Portia Vescio, Cindy Abel, Wendy Pederson, Stephanie Beene, Margie Montañez). Alumni and the community viewed and learned from the displays in West Wing of Zimmerman. A Sommelier was hired to explain the selections of fine wines donated by UNM alumni John Garrity of Kendall Jackson Winery, Sean Sheehan of Sheehan Winery, and Kendra Crooks of Gruet Winery. More than 200 hundred people attended.
Regional Chapters and Alumni Outreach Calendar

- **Austin Chapter**
  December 15 – Holiday Party, home of Alyce Richardson

- **Los Angeles Chapter**
  December 7 – UNM Men’s Basketball vs. St. Mary’s at Staple Center and post game social at El Cholo Mexican Restaurant

- **NorCal Chapter**
  Fall College Fairs: Sacramento/Central Valley, 13 fairs covered by Jim Givaudon

- **Phoenix Chapter**
  October 13 – Green Chile Event, Carlsbad Tavern, 40 attendees

- **Salt Lake City Chapter**
  October 27 – UNM vs. USU Tailgate and Game, 20 attended

- **San Diego Chapter**
  October 19 – Happy Hour at Stone Brewing Co., Point Loma, 15 attended
  November 3 – UNM vs. SDSU Game Watch, San Diego Brewing

- **Southern Colorado Alumni Group/Denver Chapter**
  November 10 - UNM vs. AFA Tailgate, Falcon Stadium

Campus and Constituent Chapters/Groups

- **November 8 - Native American Chapter** Co-hosted a Film Screening and Speaker for Moroni Benally for President with Moroni Benally speaking. This event was co-sponsored with the Department of Native American Studies, FAIR and the Office of Equity & Inclusion.

- **November 8 – Latin@ Hispan@ Alumni Chapter** Co-hosted the “Celebrate Bilingualism and New Mexico Spanish” event at the National Hispanic Culture Center. This event was co-sponsored with the Departments of Linguistics, Spanish & Portuguese, Latin American & Ibero Studies and the Office of Equity & Inclusion.

- **November 9 – Veterans Alumni Chapter** Co-hosted the Veterans Day Celebration at the UNM Alumni Memorial Chapel. This event was co-sponsored by the Army, Navy, Marine & Air Force ROTC programs, Student Veterans, Women Veterans and the Veterans Resource Center.

- **November 11 – Young Alumni Chapter** will host a Turkey Bingo event to gather donations for the Food Bank
November 15 – Native American Chapter hosts its first membership meeting and officer elections.

November 16 – Veterans Alumni Chapter hosts its Hero’s Day Tailgate at UNM Dreamstyle Stadium North Lot

Other Alumni Outreach

- October 30 - American Studies Alumni hosted practice student presentation for the American Studies Association Conference Presentations.
- November 3 – UNM Photography Department hosted a Regional Photography Educator conference that included an Alumni Author Book Signing and Luncheon.
- November 15 – The UNM Alumni Collaborative met at Hodgin Hall to share best practices and alumni outreach across campus.

Alumni Association Board of Directors Initiatives

- Members of the Board of Directors were polled to determine what role they could play in efforts to assist with student recruitment and retention. Work is being doing to focus those responses into a plan that is complementary to the needs of the University. This effort is being led by the Association’s President-Elect Alexis Tappan.

Goal: Increase Alumni Advocacy for UNM

Lobos for Legislation

- Information on the 2018 GO Bond D was shared and promoted by members of the committee to raise awareness of the beneficiaries of the Bond funding. Members of the committee presented at forums and Rotaries around the city.
- Governmental Affairs and Lobos for Legislation will host a Legislative Briefing on December 3, at Hodgin Hall from 6 to 7:30 pm.
- UNM 2019 Legislative Priorities will be discussed