



**UNIVERSITY OF NEW MEXICO
BOARD OF REGENTS**

Agenda

**March 13, 2017
10:00 AM
SUB Ballroom C**

The Board of Regents of the University of New Mexico
Meeting in Open Session and Executive Session
March 13, 2017, 10:00 AM
Student Union Building (SUB), Ballroom C
Executive Session-Luncheon, SUB, Cherry Silver Room
AGENDA

TAB

- I. Call to Order, Confirmation of a Quorum, Adoption of the Agenda 1
Regent President Rob Doughty
- II. Approval of Minutes: February 14, 2017 regular meeting and March 2, 2016 special meeting..... 2
- III. The President’s Administrative Report, *President Chaouki Abdallah*..... 3

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

- IV. Election of Officers
- V. 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 Item, *Regent Marron Lee, Chair*
 - a. Approval of Nominations to the UNM Medical Group, Inc. Board of Directors..... C-1
Michael Richards, Exec. Physician-in-Chief, UNM Health Systems
 - b. Approval of Nominations to the Lovelace UNM Rehabilitation Hospital Board of Directors C-2
Michael Richards, Exec. Physician-in-Chief, UNM Health Systems
- 2. Finance and Facilities Committee (F&F) Consent Items, *Regent Marron Lee, Chair*
 - a. Approval of Appointment of Erica Jorgensen as Non-Positional Board Member to the Lobo Development Corporation Board, *Chris Vallejos, AVP ISS* C-3
 - b. Naming Committee Request for Approval to Name the Antoine Predock Architectural Studio at 300 and 308 12th Street NW exterior space, the “Antoine Predock Center for Design and Design Research”, *Amy Wohler, Chair, UNM Naming Committee; Geraldine Forbes Isias, Dean SA+P* C-4

Health Sciences Center Committee (HSCC), Regent Marron Lee, Chair

Action Item

- 1. Approval of the UNM Hospitals Contract with Cyberonics, Inc. 4
Steve McKernan, CEO UNM Hospitals

Information Item

- 2. HSC Financial Update, *Ava Lovell, Exec. Officer, Finance & Administration, HSC*..... 5

Finance and Facilities Committee (F&F), Regent Marron Lee, Chair

Action Items

1. Contract Approvals: 6
 - a. UNM Division of Human Resources – Dental Health Plan Administrative Services
 - b. Cogeneration Turbine Unit #1 Engine Overhaul
Bruce Cherrin, Chief Procurement Officer; Chris Vallejos, AVP ISS
2. Meeting of the Member - Lobo Development Corporation..... 7
 - a. Approval of Annual Meeting Minutes and External Audit for FY15-16
Chris Vallejos, Sec. Treasurer Lobo Development Corp.
3. Meeting of the Member - Lobo Energy, Incorporated 8
 - a. Approval of Meeting Minutes and External Audit for FY15-16
 - b. Update on Energy Conservation Program
Jason Strauss, CEO, Lobo Energy Incorporated

Information Items

4. Monthly Consolidated Financial Report, *Liz Metzger, University Controller* 9
5. BLT Progress Report on FY17-18 Budget Development 10
Craig White, Provost, Co-Chair BLT Committee; David Harris, EVP for Administration, Co-Chair BLT Committee
6. Differential Tuition Proposals: 11
 - a. School of Engineering, *Joe Cecchi, Dear, School of Engineering; Nicole Dopson, Financial Officer, Office of the Provost*
 - b. School of Law, *Daniel Ortega, Co-Dean, School of Law; Nicole Dopson, Financial Officer, Office of the Provost*

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

- VI. Advisors’ Reports (limit 3 min.) 12
- VII. Vote to close the meeting and proceed in Executive Session
 1. Discussion and determination where appropriate of the purchase, acquisition or disposal of real property as permitted by Section 10-15-1.H(8), NMSA (1978)
 2. Discussion and determination where appropriate of threatened or pending litigation as permitted by Section 10-15-1.H(7), NMSA (1978)
- VIII. Vote to re-open the meeting and certification that only those matters described in Agenda Items VII. were discussed in Closed Session and if necessary, final action with regard to those matters will be taken in Open Session.
- IX. Adjourn

Minutes of the Regular Meeting of the Board of Regents of the University of New Mexico
February 14, 2017
Student Union Building (SUB), Ballroom C
Executive Session-Cherry Silver Room
Main Campus

Members present

Robert M. Doughty, President; Marron Lee, Vice President; Jack Fortner, Secretary Treasurer; Tom Clifford; Brad Hosmer; Suzanne Quillen (Regent Quillen joined the meeting telephonically)

Administration present

Chaouki Abdallah, Acting President; Craig White, Acting Provost and EVP for Academic Affairs; David Harris, EVP of Administration, COO, CFO; Michael Richards, Executive Physician-in-Chief, UNM Health System (for Chancellor Roth); Elsa Cole, University Counsel; Dorothy Anderson, VP HR; Liz Metzger, Controller; Ava Lovell, Sr. Exec. Officer of Finance and Administration, HSC; Dana Allen, VP Alumni Relations; Eliseo 'Cheo' Torres, VP Student Affairs; Patricia Henning, Assoc. VP Research; Amy Wohler, President's Chief of Staff

Regents' Advisors present

Kathy Guimond, President Retiree Association; Glenda Lewis, President GPSA; Danelle Callan, President Staff Council; Pamela Pyle, President Faculty Senate; Kyle Biederwolf, President ASUNM

Presenters in attendance

Norma Allen, Assoc. Dir. University Budget Operations; Cinnamon Blair, Chief University Marketing and Communications Officer; Brad Hutchins, Deputy Athletic Director; Duane Arruti, Interim CIO; Brian Pietrewicz, Interim Deputy CIO; Greg Heileman, Assoc. Provost for Academic Affairs; Robert DelCampo, Director Innovation Academy,

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 9:09 AM and confirmed a quorum. There were no amendments to the agenda; Regent Doughty asked for a motion to adopt the agenda.

The motion to adopt the agenda passed by unanimous vote (1st Lee; 2nd Fortner).

APPROVAL OF MINUTES

There were no corrections to the minutes of the January 20, 2017 regular meeting; Regent Doughty asked for a motion to approve the minutes.

The motion to approve the minutes of the January 20, 2017 regular meeting passed by a unanimous vote (1st Fortner; 2nd Lee).

THE PRESIDENT'S ADMINISTRATIVE REPORT

Acting President Chaouki Abdallah's report focused on three areas: student success, the issues of culture and trust, and the financial challenges facing The University. Higher graduation rates have led to graduating about 282 more students every year since 2011. A student who graduates in four years does not have to pay for a fifth year and goes into the marketplace sooner which benefits both the student and the state economy. The quality of the education is also being monitored, and President Abdallah spoke about the prestigious Churchill Scholarship recently awarded to a UNM senior Chemical Engineering student. President Abdallah spoke on reaffirming a campus culture of trust and respect, and as a venue for hearing people's concerns, he will host informal town halls on Main Campus and HSC. There was a town hall yesterday on Main Campus at which the turnout was not very high. People's concerns at the town hall were mainly about the budget and financial climate. Regarding the current financial challenges, the Budget Leadership Team (BLT) is a group of faculty, staff, and students that come together every year to look at the budget, prioritize, vet requests, and then makes a recommendation to the president, who along with the cabinet will pull the budget together to present to the Board of Regents for approval. This year, the BLT has been divided up into teams, for example there is a group focusing on long-range planning and another group focusing on more immediate challenges. The BLT is doing a good job to move the conversation forward to propose a budget that is responsible and at the same time keep the mission of the University front and center. A comprehensive BLT update will be presented to the Board of Regents in March followed by the budget summit in April.

Regarding bills in Santa Fe, the University is watching and monitoring several. Of particular interest are the 'Transfer of College Credits' bills, HB108 and SB103. These are about transfer and articulation of college credits and addresses three areas: 1) common course numbering among the State's higher education institutions, 2) common core

requirements, and 3) Meta Majors. There are different opinions about these bills with people both for and against them, and there have been multiple meetings with those both for and against. The Council of University President's has endorsed these bills with a few modifications that would ensure no one institution is hurt by these bills.

Regent Clifford commented he has had a number of visits at the Legislature where he has heard strong views about UNM, including positive feedback about the Taos campus, UNM Hospital, Innovate, and support for efforts to integrate campuses across the State. Additionally, there are differing opinions on tuition and the lottery scholarship. Regent Clifford requested there be improved communications with lawmakers in Santa Fe to listen to their views and concerns on what are some long-standing issues. Regent Clifford requested administration address this after the session. Regent Doughty and President Abdallah acknowledged the need for and benefit in improved communications among administration, faculty and lawmakers, and reiterated supporting working toward that outside of the session.

PUBLIC COMMENT (no comments)

ADVISORS COMMENTS (no comments)

COMMENTS FROM REGENTS (no comments)

REGENT COMMITTEE REPORTS

CONSENT DOCKET

Regent Doughty presented the consent docket and asked if any member had questions or requested removal of an item from the docket for discussion for a separate vote. No items were removed from the consent docket.

1. Academic/Student Affairs and Research Committee (ASAR), *Regent Brad Hosmer, Chair*
 - a. Staff Council Constitution Revision
2. Health Sciences Center Committee (HSCC) Consent Item, *Regent Marron Lee, Chair*
 - a. Approval of UNM Hospital Equipment Disposition – Jan./February report
3. Finance and Facilities Committee (F&F) Consent Items, *Regent Marron Lee, Chair*
 - a. Approval of Disposition of Surplus Property for Main Campus for January 2017
 - b. Capital Project Approval: Coronado Hall Renovations
 - c. Approval of the FY16 STC.UNM Annual Report
 - d. Approval of Appointment of John C. Stormont to the STC Board

The motion to approve the Consent Docket items passed by a unanimous vote (1st Lee; 2nd Fortner).

FINANCE AND FACILITIES COMMITTEE

Approval of Fiscal Watch Report and presentation of Monthly Consolidated Financial Report

Liz Metzger presented the financial report for ending December 31, 2016 which was included in the agenda eBook. Norma Allen and Paul Krebs were available to answer questions. Ms. Metzger discussed highlights of the report, the first being tuition and fees for the fiscal year. December only reflected tuition and fee revenues as of the fall semester. Enrollment for spring semester began in November, based on actuals through January a revised estimate will be necessary which will project a shortfall in total tuition and fees of almost \$1 million for the full fiscal year 2017. There will continue to be adjustments to tuition and fee revenue due to enrollment fluctuations during the semester which are usually minimal and immaterial. Projections for the full tuition and fees for the fiscal year will be finalized in the coming months leading up to the development of the spring budget adjustment request, which will be presented to the Regents in April.

Regent Clifford inquired about the Athletics budget deficit in the debt service pledged revenues, and if they have talked to the financial advisor on the implication. Regent Fortner inquired about the payments from other pledged revenue. Regent Clifford stated there are two categories, certain revenues committing to the debt service and pledging additional if needed. Ms. Metzger responded Paul Krebs would be better to speak of the revenues that were pledged to cover The Pit renovation, which is the third item for discussion.

The second item of concern related to investment funds and unrealized losses from the month of October to the month of November. The investment activity is a month in arrears as to when it gets posted on the general ledger. Anything that is unrealized is not realized until the investment is sold. That is never the intention of the University to recognize a loss and

they have notified their investment advisors to never do such a thing. They are instructed to never sell anything where they would recognize a loss. However, they did see a \$3 million swing that negatively affected the bottom line. The University has a Debt Investment Advisory Committee which oversees the University's investments and meets regularly. They have invited the investment advisor to talk through the investments with the committee before the end of the quarter ending March 31.

The third item of concern was related to Athletics projections. As of December 31, the current results of operations reflected in the report show a \$1.1 million deficit. Of that balance, the debt service for The Pit renovation results in a \$515K negative balance. Mr. Krebs spoke regarding Athletics financials and stated the projections at that point in time are around a \$400K deficit. Approximately \$200K of that are funds the University has committed to Athletics for cost of attendance which has not yet been transferred. They believe the deficit could decrease. Regarding the debt service to The Pit, during renovations they identified a number of sources of revenues mainly suite and club seat sales. Over the last 2-3 years those sales have declined dramatically. As the economy has struggled they have seen many corporate partners pull back as their contracts expire. There are 40 suites in the arena and they typically sell between 31-35 suites ranging from \$40-45K per year, per suite. This year they have sold 26 suites. It is a reflection of the interest in Men's Basketball, which is the main driver. Naming rights, donations, and club seats/suites all go towards debt service. If there is a shortfall, EVP David Harris looks into how the University will make that up.

Regent Clifford commented the Athletics revenues was up \$1.8 million, a 10% increase and noted 'other expenses' were up \$1.9 million. Regent Clifford inquired if those two were linked. Ms. Metzger responded the 'other' expense is anything that is not salaries, benefits, or grant-in-aid and includes expenses such as travel, supplies, equipment, and uniforms. Mr. Krebs will provide specific details to the Regents on that figure. Regent Quillen also requested information on Athletics other expenses.

Regent Doughty inquired if they have looked into bringing in more concerts and events to the arena. Mr. Krebs stated they try and struggle to secure outside events, but due to limitations of the building most major shows would not be able to rig equipment necessary for shows, and loading in events is difficult. They strive to get the PBR, NMAA events, and Harlem Globe Trotters.

Regent Fortner stated they struggle in competing with casinos for events as casinos pay more.

Regent Lee commented the renovation of the WisePies, aka The Pit, arena benefitted the entire institution not just Athletics.

Regent Doughty inquired about similarities of peer institutions in the Mountain West. Mr. Krebs responded a number of schools in the peer group of the Mountain West are struggling. UNM is unique in the amount of revenue being generated through ticket sales and donations. Peer schools have higher student fee allocations than UNM.

Regent Clifford stated that cost containment is important in this environment and Athletics is important for the visibility in the community.

Regent Doughty stated that in considering all options, they may be in a situation where they will have to consider cutting different athletic programs. He wanted that statement on the table to be discussed so they aren't reactionary and catching people by surprise. The discussion needs to occur now regarding cutting programs.

Regent Clifford added he heard from many lawmakers on the importance of Athletics to the community.

There being no other questions, Regent Lee asked for a motion to approve the quarterly Fiscal Watch Report.

The motion to approve the Fiscal Watch Report passed unanimously (1st Doughty; 2nd Fortner).

Overview of Media Impact for Athletics for Fall 2016 (information item)

Cinnamon Blair presented the item. The presentation materials were included in the agenda eBook. Brad Hutchins was also available to present and answer questions. UCAM and Athletics have been working together on research in relation to the University marketing and branding campaign. Research done in the past decade using similar benchmarks from Research & Polling has consistently shown that 40% of people recognize Athletics as one of the markers of awareness for the University; much more than some of the academic programs. Currently, UNM is best known for its hospital and medical school and its athletics. About ¾ of New Mexico's adults mention one of those aspects of the school as being most prominent. Recognizing that Athletics is a large part of the branding image, a study was done of the past football season to show corollaries between a successful football program and brand awareness. Research was conducted by CWA, a local

firm, and the report covered earned and shared media including news reports, radio shows, print coverage, editorials, and blog posts; non-paid or gifted media. It did not include televised game time.

Regent Fortner commented there are three gateways to the University, UNMH and Medical School, Athletics, and he thought the third was Popejoy. He inquired if the survey was state-wide. Ms. Blair responded it was a state-wide image and perception study; the answers were unaided and had no selections. Popejoy may have fallen under other.

Regent Lee commented Popejoy Hall will be on PBS in February in celebration of the 50th year.

Ms. Blair clarified the study looked at the coverage tones, regions where the games aired, dates of coverage, and assessed tones as positive, neutral, or negative. Mr. Hutchins added regarding tone, neutral meant it was neither positive nor negative coverage, but rather a mention.

Ms. Blair provided an overview of the data collected over the calendar year, January 2016 through January 2017, and the number of stories and mentions was 10,145. The approximate reach was 9 billion people, the approximate valuation equivalency (AVE), if it were paid advertising, estimated at \$88 million nationwide. The tone was 16% negative, 74% neutral, and 10% positive. There were 25,688 shared media mentions identified on Twitter, Facebook, YouTube and various blogs. The highest social media traffic was on Twitter. Regent Clifford requested clarification on the 9 billion reach, as it seemed high and maybe was million instead of billion. Ms. Blair responded each time a story was proliferated or routed through social media was counted as an impression so the 9 billion figure, what was provided to UCAM, reflects not necessarily how many people saw it, but how many times people could have seen it.

A coverage intensity map of the United States was presented and illustrated the states with the most intense coverage. Areas that had higher media coverage intensity included Michigan, Wisconsin, Illinois, and Texas. There is a correlation between those areas and enrollment. Those areas seem to have a lot of interest in UNM in the lakes region and there are a lot of alumni in those areas. This might be an indicator where to put further emphasis in institutional branding. Mr. Hutchins noted those are areas where the football program recruits and helps create awareness of the institution. Athletics worked this past year with the UNM Alumni Association, UNM Foundation, Letterman Association, and Lobo Club to host away game tailgates at Rutgers, NMSU, Hawaii, and Dallas to better engage alumni, and cultivate and create awareness of UNM. Two charts illustrated the coverage frequency and post frequency, when stories are appearing the most, in order to optimize branding efforts with those times and areas; especially in December 2016 around the NM Bowl and Brian Urlacher getting inducted into the Football Hall of Fame. A chart on the overview of the 2016 Football season broken down by each game; several had valuations over \$1 million. The highest was the NM Bowl of approximately \$7 million. Regarding institutional impact, reach and awareness of the institution occurs through Football and gives UNM exposure in places that would not normally be reached. This is an opportunity to capitalize on branding efforts and have a significant impact on quality and quantity of students interested in attending UNM. Research done by Douglas J. Chung from the Harvard Business School related the success of athletic teams with the overall branding and exposure of the institution on a national level. Athletics will continue to work with UCAM on branding, marketing, and outreach.

UNM IT Effectiveness and Efficiency Effort (information item)

Duane Arruti, Interim CIO, presented the item and stated he and Brian Pietrewicz, Interim Deputy CIO, were selected for their roles in September 2016 and tasked with leading the effectiveness and efficiency efforts across Main and Branch Campuses. Included in their scope were the services delivered to the HSC but excluded were the services that the HSC deliver internally. Their approach was to improve technology service delivery across campus with the focus on inclusion, leveraging existing resources, and ensuring they do no harm. By do no harm they mean the changes will not happen until they have had the opportunity to first understand how technology is delivered and then working with the campus community to make sure they can identify improvements.

The foundation for the review came from two consultant reports, one by Kurt Salmon and Associates (KSA) (June 2015 report) and another by Technology Information Group (TIG) (September 2016 report). Limited engagement KSA focused on a framework for understanding how services were organized and identify areas of opportunities for improvement. The focal point was with TIG which came forward with a number of very specific recommendations for opportunities, and this became the roadmap. At the center of the recommendation was the concept of the Information Technology Officers (ITOs), who were managers that already existed in colleges, schools, branches and administrative units to coordinate direct interaction with faculty, staff, and students. By having those individuals report through central IT as part of a team, yet remain accountable for service delivery out in the unit, they can leverage their experience, knowledge, and hands-on approach within those units to allow for improved service.

A chart was presented which illustrated information from TIG relative to UNM IT spend as compared to other doctoral research public institutions; with UNM at \$2,200 spend per FTE. That was higher than the peers but also included the distributed spend; UNM central spend is more aligned around \$1K. They will look for opportunities to leverage

investments across the institution as well as streamlining efficiencies. The timeline was briefly discussed, the first step was to distribute the report publicly. There were a number of town halls, discussion forums, individual meetings, and an online resource center to engage constituents. There are approximately 50 managers on Main and Branch Campuses and 264 staff. This is across all funding sources and all areas of focus at UNM. There is direct expertise throughout campus community and opportunities to streamline common services. A chart was presented which illustrated the IT Management structure and included IT Officers. Mr. Arruti noted the TIG report did not include the research component which he believes was an oversight in the report, so they have been working directly with the VP for Research. A chart was presented which illustrated the IT governance and advisory structure and included the newly formed IT Academic Technologies Advisory Board, IT Research Technologies Board, IT Administrative Technologies Board, and IT Funding Committee. The IT Funding Committee is focus with a cross campus representation to review IT spend and improve the budget for FY18. They will also look for opportunities to improve buying power by leveraging economies of scale, process and procedures to recognize savings.

Mr. Pietrewicz provided an update on the technical initiatives and accomplishments. Working with ITOs, areas of concern were prioritized, the first regarding the operations of the service desk. Currently a process is underway to migrate units to a central service desk to allow for a single point of contact. Process changes have been identified in the service desk which have decreased escalation from 70% to 30%, which resulted in the elimination of 3,500 wait days for customers. The intent is to apply those same processes across major areas of service. The second priority was around secure data storage. Completed is a proof-of-concept for Anderson School of Management for securely storing FERPA data, and that service is being developed for the rest of the University campus and will expand for HIPAA and PII. The third priority was on end user device management, and a proof-of-concept has been completed for Widows management tools with Institutional Support Services. They have also worked with Academic Technologies and the College of Fine Arts to develop remote Mac management tools; they will identify shared resources. Financial Services is working with IT to determine better inventory and procurement processes to reduce overall costs of end user devices. Regarding datacenter and server/storage consolidation, work is ongoing with Financial Services on consolidating server storage licensing to UNM IT to save \$100K, and the College of Fine Arts is also consolidating to save \$20K annually. IT will always consider outsourcing with all areas and services. UNM currently outsources \$3.3 million in IT services to 37 vendors, studies continue to determine if outsourcing is the best option moving forward.

Regent Clifford inquired about when HSC will be brought into the analysis, as they need to look into coordinating together in the future. He also inquired of potential security risks. Mr. Arruti responded the manager and staff allocation at the HSC, not including the hospital, is 14 Technology Managers and 92 staff members. They were specifically asked as part of this review to focus their efforts on the Main Campus initially and it extended to the Branch Campuses. At this point, expanding the review to the HSC has not been identified by executive leadership although they do deliver some services to HSC, so the IT Advisory Boards have representation from HSC. Regarding security, it is one of the foremost priorities from the IT Officer group. There is a central information security office that will work to mitigate problems and identify priorities.

The presentation materials were included in the agenda eBook.

ACADEMIC/STUDENT AFFAIRS AND RESEARCH COMMITTEE

Student Success Update (information item)

Regent Bradley Hosmer asked Greg Heileman to present the update student success initiatives. Dr. Heileman referred to material that was provided in the agenda eBook. In 2013-2014 most UNM programs required 128 hours, some required significantly more to graduate. Four years later, the current situation, 84% of UNM undergraduate programs have reduced credit hours, and 72% are at 120 credit hours. As a result, college-ready students now largely have 4-year pathways to their degrees and they are starting to take advantage of them. This year, with the 2012-2013 cohort, the 4-year graduation rate hit a record 22%, nearly a 40% increase. Also the 5-year graduation rate hit a record 42%. Over the past five years there has been a 9.4% increase in all degrees awarded with a 14% increase in the number of bachelor's degrees. Dr. Heileman showed changes in graduation rates by ethnicity from 2011-2012 to 2015-2016. All have seen an increase in the 4-year graduation rate, but data indicates those who had higher ACT scores and high school GPAs had the most increase. The changes in graduation rates by gender were discussed, the 4-year graduation rate for males has improved from 11.5% to 18.6% over 4 years, and has caught up with the 4-year graduation rate for females 4 years ago, which was 17.9% and has now grown to 24%. Regent Hosmer pointed out the gap between graduation rates of males and females has narrowed. For students who come to UNM not quite college-ready, the first year has been completely changed. Dr. Heileman called it 'Gateway Reform', that which addressed the lack of college preparation. In 2011-12, remedial courses were offered in Math, English and Reading; today there are no remedial courses at UNM. Remedial courses have been replaced by alternative models for core writing pathway and the Math Learning Lab (MaLL), all of which are credit bearing and students have the option to accelerate through these introductory sequences enabling them to obtain a 4-year degree. Dr. Heileman discussed the organized efforts

by enrollment management to retain students, especially through their first year. There has been a shift in investments toward assisting student more early on in their college career to keep them on track rather than wait until their last semester. Additionally, colleges have a larger role in student success and there is more use of institutional analytics. On projected graduation rates, the 4, 5, and 6-year rates are still going up and will probably be record rates next year with a target for the 6-year graduation rate to hit 60% by the year 2020.

Regent Hosmer clarified that not only are the graduation rates going up, but the total number of students graduating has also increased. There was discussion. President Abdallah stressed it is difficult to point to one intervention that has impacted student success the most. There has been the reduction in credit hours and the changes in the first year remedial classes, but the results of the investments that regents approved 5 years ago to invest in more advisors and faculty are also being seen today.

Innovation Academy Update (information item)

Robert DelCampo presented the item and referred to material available in the agenda eBook. Launched in August 2015, Innovation Academy is 18 months old and is meta-disciplinary opportunity for students to become involved not only in experiential education, but develop such skills as critical thinking and problem solving, creativity, and team work. The acronym I.C.E. stands for, Innovation, Creativity, Entrepreneurship. The site downtown at Broadway and Central is on track to open in August. Dr. DelCampo discussed briefly each of the current programs: internship program; collaborative startup project; Darwin International Institute for the Study of Compassion; The Disney College Program; Lobo Labs; 2+1+2; and pitch competitions. There are about 144 affiliated courses, 180 faculty members involved, 541 students currently signed up, representing 39 different majors. Deans and administration have been very supportive. Of the students enrolled in Innovation Academy, over 50% are females, over 50% are students of color, and over 65% are first generation college students. Funding for the program has been received from the New Mexico Gas Company, the Kellogg Foundation, the Mayor's Prize for Entrepreneurship, Nusenda Foundation, and others. Dr. DelCampo presented interim outcome metrics of tracking number of companies established, number of startups with funding and a learning outcomes assessment.

There was discussion about UNM providing in-kind support for the program. Regent Clifford requested, with regard to incubator startups, as many quantifiable metrics as possible for those kinds of programs, incorporating realistic expectations of outcomes and tracking actual outcomes. Dr. DelCampo agreed and responded other universities with similar efforts can be utilized as benchmarks, and UNM would perform favorably. UNM differs from other programs by including every major at the university which can contribute to the richness and quality of the program.

Regent Hosmer pointed out the program originated with the focus to enhance students' education and equip them for years beyond earning their degrees. Regent Hosmer commented this is one of the most prominent success stories that has come about over the last few years, and thanks is owed to Dr. DelCampo and the numerous faculty and deans who have supported this.

AUDIT AND COMPLIANCE COMMITTEE

Meeting Summary – November 11, 2016 Meeting

Regent Fortner commented on the summary report that was provided in the agenda eBook. The next meeting of the committee is scheduled for March 2.

PUBLIC COMMENT (no comments)

ADVISORS' REPORTS

Kyle Biederwolf, ASUNM President, reported on ASUNM activities. UNM Day occurred on January 30 and it was a success. Undergraduate students met with 52 different Legislators to advocate for different student issues; primarily Lottery Scholarship Solvency. ASUNM have been attending the Legislative Session regularly to discuss different bills. Both Mr. Biederwolf and Glenda Lewis, GPSA, plan on speaking again to the State Board of Finance on February 21 regarding the institutional bonds. Joint Councils are going well and include representatives from across campus. Amy Coburn recently spoke to undergraduate students on the Smith Plaza renewal. Mr. Biederwolf is a part of Greek Life at UNM and advocated for Greek Week, which will be supporting New Day Youth and Family Services that currently supports many undergraduate students.

Regent Clifford inquired if ASUNM voted on a particular approach with regard to the Lottery Scholarship. The Regents need to know what the students' opinions are on the issue. Mr. Biederwolf responded ASUNM Senate passed a resolution as a student government to advocate for an extension of the liquor excise tax, as well as the gap year to

allow students to take a year between graduating High School and being eligible for the Lottery Scholarship. Those are the two lottery items ASUNM is officially endorsing.

Glenda Lewis, GPSA President, reported on GPSA recent activities. GPSA had a great day at UNM Day at the NM Legislative Session. They were very visible and vocal and a united front with ASUNM. She thanked the Provost Office and Government Relations for their support. GPSA attended another meeting with the State Board of Finance and Graduate Student Appreciation Day on March 6 with Dean Coonrod. The GPSA Spring Funding Cycle is open and closes on February 28. The spring budget development process is on-going and student groups are attending workshops to submit applications to obtain funding next year. Black History Month is throughout February and a film will be available for students to attend. GPSA continues to do departmental outreach and work with all constituents on campus.

Regent Lee wished ASUNM and GPSA good luck at the State Board of Finance. Ms. Lewis responded the first meeting was a humbling experience, but they are looking forward to going back as the University needs the funding for those projects.

Danelle Callan, Staff Council President, reported on recent Staff Council activities. The Staff Council had three successful events; first being UNM Day. There were a lot of staff in attendance and staff from HSC that administered flu shots. UNM Press staff was in attendance to show the benefits of UNM Press. The first staff research expo was held on North Campus put together by the HSC Staff Committee. There were 18 staff researchers that presented and Dr. Richard Larson was the Key Note Speaker on the important role of staff as researchers. Another event, Loving on Little Lobos, was held collecting items for the babies in the NICU. Staff Council is working on the fiscal year budget as well as getting prepared for elections. Acting President Abdallah held a Town Hall on Main Campus earlier in February, there was low attendance from Staff, it did not signify that staff is disinterested. Emails she received indicated that the event was not well publicized and some unable to leave their desks due to additional duties they have recently had to take on. Staff morale is low on campus. Staff are disheartened and know UNM is in a tough budget situation. No cost of living increases coupled with higher health care costs, hiring freezes, cutbacks, and potential layoffs leave many staff concerned. Ms. Callan is working with Staff Council on the concerns about cuts and reallocations from the BLT and shares those with constituent groups and then provides feedback at the BLT meetings. Staff work for UNM because they love what they do and believe in supporting the mission and goals of the institution.

Regent Clifford told Ms. Callan he appreciated her input and feedback and stated concern about the staff morale. It's important to communicate to the staff what the board is doing to work toward a sustainable and viable, well-managed budget for the University. It's also important staff knows the work government relations is doing and communication going on with the Legislature. During the Senate Finance Committee meeting, there were good presentations made advocating for UNM staff. Regent Clifford wants to hear the specifics of staff concerns. It is a very serious issue being raised.

Regent Doughty stated it is important for Staff Council to invite the Regents to attend their meetings; he has attended its meetings in the past.

Pamela Pyle, Faculty Senate President, reported on recent Faculty Senate activities. UNM Day at the Legislature was an enlightening experience for faculty and recognized GPSA and ASUNM efforts also, as they did a great job reaching out to Legislators. Ms. Pyle reiterated Regent Clifford's comments on the need for better communications with Legislators; there is a disconnect in getting faculty involved during the Legislative Session. Ms. Pyle wants to have a 'Faculty Focus' this spring at UNM and invite Legislators, and in the future have it on UNM Day. There is also consideration of the idea to match faculty with specific Legislators, for example, faculty member Kathy Powers who works in Human Rights and Reparations appealed to one of the Senators, and they are in contact to see how each can be of service. Regarding the budget, faculty are concerned about cuts and the BLT is working hard to see the impact. Ms. Pyle is hopeful of the efforts of HED Secretary Barbara Damron, but there are concerns among faculty about the lowering of the State core curriculum. She believes UNM and the State should work together to solve problems. Regent Lee echoed that sentiment.

VOTE TO CLOSE THE MEETING AND PROCEED IN EXECUTIVE SESSION

The vote to close the meeting was unanimous (1st Lee; 2nd Fortner.) The meeting closed at 11:18 AM. Regents Doughty, Fortner, Hosmer, Lee, and Clifford attended the closed session in person; Regent Quillen attended telephonically until 12 Noon.

1. Discussion and determination where appropriate of the purchase, acquisition or disposal of real property as permitted by Section 10-15-1.H(8), NMSA (1978)

2. Discussion and determination where appropriate of threatened or pending litigation as permitted by Section 10-15-1.H(7), NMSA (1978)
3. Discussion and determination where appropriate of limited personnel matters as permitted by Section 10-15-1(2), NMSA (1978)
4. Discussion of personally identifiable information about any individual student as permitted by Section 10-15-1.H(4), NMSA (1978)

VOTE TO RE-OPEN THE MEETING

The vote to re-open the meeting was unanimous (1st Lee; 2nd Fortner). The meeting re-opened at 12:38 PM; the doors to the Cherry-Silver room were opened; Regent Doughty certified that only those matters described in the executive session agenda were discussed during closed session and confirmed there was one item upon which the board took action.

The motion for the board of regents to accept the appeal and to review the appeal by way of written submissions of the student organization Lobos for Christ passed by a vote of 5-0; Regents Fortner, Lee, Clifford, Doughty, and Hosmer voted in favor (1st Fortner; 2nd Lee).

ADJOURN

The motion to adjourn the meeting passed unanimously; the meeting adjourned at 12:39 PM.

Approved:

Attest:

Robert M. Doughty III, President

Jack L. Fortner, Secretary/Treasurer

Minutes of the Special Meeting of the Board of Regents of the University of New Mexico
March 2, 2017
Roberts Room, Scholes Hall
Main Campus

Members present

Robert M. Doughty, President; Marron Lee, Vice President; Jack Fortner, Secretary Treasurer; Tom Clifford; Bradley C. Hosmer; Suzanne Quillen

Administration present

Chaouki Abdallah, Acting President; David Harris, EVP for Administration, COO, CFO; Elsa Cole, University Counsel; Liz Metzger, University Controller

Presenters in Attendance

Vahid Staples, Budget Officer; George Williford, Financial Advisor, First Southwest; Katherine Creagan, Modrall Sperling Bond Counsel; Chris Muirhead, Modrall Sperling Bond Counsel; Rod Harder, CFO, UNM Foundation; Henry Nemcik, Pres. & CEO, UNM Foundation

Others in Attendance

Members of administration, faculty, staff, students and others

CALL TO ORDER, CONFIRMATION OF A QUORUM, ADOPTION OF THE AGENDA

Regent President Rob Doughty called the meeting to order at 1:10 PM, confirmed a quorum and asked for a motion to adopt the agenda. Regent Marron Lee motioned to adopt the agenda; Regent Brad Hosmer seconded the motion; all were in favor; the motion passed.

APPROVAL OF BOND PRICING RESOLUTION FOR THE IMPROVEMENT REVENUE BONDS UNM SERIES 2017

Vahid Staples of the budget office introduced the other attendees present to answer questions: George Williford of First Southwest and UNM's Financial Advisor; Katherine Creagan and Chris Muirhead, Bond Counsel with the Modrall Sperling Law Firm; and underwriters Paul Cassidy and Erik Harrigan with RBC Capital Markets, and underwriter John Archuleta from George K. Baum. The request is for approval of the bond pricing resolution for the 2017 improvement revenue bonds. At its November meeting, the Board of Regents approved the authorizing resolution to issue the 2017 bonds. In January, administration went to the rating agencies; the rating of Aa2 has been affirmed by Moody's and AA by Standard & Poor's. These are strong ratings. The State Board of Finance at the prior week's meeting gave unanimous approval, and the bonds were priced the day before meeting, March 1. The true interest cost of this 2017 Series is 3.94% which is very good pricing; the market is still at historic low interest rates. These are a typical issue for UNM bonds: fixed rate, 30-year bonds with final maturity in 2047, also with a 10-year call provision. The bond issue will produce project proceeds of \$45.65 million: \$37.3 million for the Physics & Astronomy, Interdisciplinary Science (PAIS) Facility; \$3.8 million to the Art Annex Renewal; \$2.3 million for the Biology Annex Renewal; \$1.250 million for Student Health and Counseling (SHAC) Renewal; and \$1 million for additional funds for Smith Plaza Renewal. Regarding source of payment on the bonds, the SHAC has a revenue stream and will pay its portion of the debt service, and the remainder of payments will come from a \$142 tuition and fee increase which equates to 1.93% of tuition and fees. There was clarification the fees were increased, but the 1.93% is a percentage of both tuition and fee revenue. Mr. Staples referred to a chart outlining overall UNM debt service per year out to 2047 and also charts showing historical and current market data. Another positive for the 2017 bonds is the pool of buyers expanded, out of the 10 major participants, 5 were new investors.

David Harris commented this concludes a process that was started a year ago. The Physics and Astronomy building received around a 73% approval from voters in the November election. This is an important project for the University. The University achieved a good interest rate on the bonds.

Regent Doughty clarified the pricing resolution as the document the regents were being requested to approve and that Regent President Doughty and Regent Fortner as Secretary Treasurer of the Regents would both be signing the document. Regent Doughty asked bond counsel from Modrall Law, present at the meeting, if the resolution was a document they had reviewed and asked if they recommended Regent Fortner and he sign the document. Katherine Creagan responded they at Modrall prepared the sale resolution and it is in accordance with the sale resolutions that have been adopted previously. The resolution reflects the pricing that occurred the previous day, March 1, and also the purchase of the reserve surety through Build America Mutual. Instead of having to deposit and issue additional bonds to satisfy the \$2.6 million reserve requirement, the University purchased a reserve surety policy to fulfill the reserve requirement, the premium of which was around \$53K. The provisions required by Build America Mutual are also in the pricing resolution. Ms. Creagan recommended the regents approve the resolution.

Regent Doughty acknowledged George Williford as the University's financial advisor and asked if he recommended the regents adopt the resolution. Mr. Williford responded the pricing and terms were good given the still favorable market

conditions and confirmed Ms. Creagan's comments that the resolution incorporates all the final numbers as well as the availability and pricing of the surety.

Regent Clifford commented with regard to the net revenue over and above operating and maintenance expenses, if there was an allowance for capital replacement in that operating and maintenance. Mr. Staples responded that he didn't believe so. Mr. Williford said it is a direct annual expense reflection and there is no reserve component. There was discussion about depreciation allowance. Regent Clifford asked if somebody could explain why some or all of it is issued on a subordinate basis. Mr. Williford responded, back in 1992 there was a series issued that was non-callable with no call provision and they kept the senior loan, and until those bonds essentially fully pay out, every subsequent debt issue had to be subordinate to that.

Regent Clifford commented both rating agencies comment on private housing facilities the University has long-term legal obligations for and that management has chosen not to disclose those as part of the financial. He asked if someone could address that. Mr. Williford responded, if the developer of those projects did project financing then they bring that in as a contingent liability of the University. In this case the private housing was done as balance sheet financing by the developer, there was not project financing. There was discussion about the housing projects. Regent Clifford inquired the University's legal obligation for those projects. EVP Harris responded the two projects the American Campus Communities (ACC) developed for the University were both 40-year projects, at the end of the 40 years, those dormitories would be seated back to the ownership of the University. The University's only obligation in this is as the supplier of land and that is why it has never been reflected on the balance sheet, and ACC incurred no debt to build the dormitories; the University has no liability. Mr. Harris added that privatized housing across the country has been fairly prevalent in the higher education sector, and the ratings agencies treat each one individually. In UNM case, the agencies are well aware of the situation, but they are obliged to make notation of these transactions and will continue make those in the University's ratings.

Regent Clifford asked for clarification where Moody's mentions the bonds are secured by 'some sufficient rate covenant', and inquired, what rate is that? Ms. Creagan responded that in the authorizing resolution, there is a covenant the regents make to provide sufficient coverage to bond holders. Regent Clifford clarified it is referred to as an 'unlimited student fee pledge', and a risk to that may be if enrollment were to fall significantly, that the fees for the remaining student body would have to increase to compensate for that. Ms. Creagan agreed and said it is in section 7.04 of the authorizing resolution that was adopted in November. There were no further questions.

The motion to approve the Bond Pricing Resolution for the improvement revenue bonds UNM Series 2017 passed by a unanimous vote (1st Fortner; 2nd Lee).

[Exhibit A. - Executed Resolution]

REQUEST FOR APPROVAL OF THE INCREASE IN THE UNM FOUNDATION DEVELOPMENT FUNDING ALLOCATION FROM 160 BASIS POINTS TO 185 BASIS POINTS, EFFECTIVE APRIL 1, 2017, RETROACTIVE TO JULY 1, 2016

David Harris gave a brief history. About four years ago, the Sandia Foundation board which is a major benefactor of the UNM Foundation, indicated to the regents it did not like the idea of UNM applying the DFA (Development Funding Allocation) to their endowment payments to the University. There was a lot of discussion and mediation, and it was determined at that point that the Foundation would no longer apply basis point allocation to the Sandia portion of the endowment. Because of that, the basis point allocation was reduced to 140. As a result of this the Foundation was going to have to reduce staff and curtail fundraising, so President Frank at the time made a decision that the lost funding would be made up through Main Campus revenues. A tax was applied to all operating entities within the University, whether or not they were involved in fundraising, to make up the difference. Now, with the University confronted with the serious funding shortfall, and particularly on the academic side, the Provost will simply not be able to absorb the cuts they are facing if they have to continue to pay this, so administration asked the Foundation if it would consider re-imposing the DFA rate to the level it was previously.

Henry Nemcik commented there are three different types of foundations: dependent, inter-dependent, and, once there is a \$1 billion plus in the endowment, foundations can become independent of all financial resources. That's why some of the large endowments in the country don't require any university support. In 2012, the Foundation established a philanthropy study committee. Regents Jack Fortner and Brad Hosmer were on that committee, and out of that there was the recommendation to increase the number of development officers over a number of years. Six development officers were added and they are the reason why the Foundation is raising around \$80-85 million per year over the last six years. Trying to help with these circumstances, the Foundation sees it as very feasible to raise the DFA basis points based on the Foundation's earnings and based on the outlook. One has to look at inter-generational equity when one looks at how long to keep it at a higher basis points allocation. The Foundation feels comfortable doing it for up to three years and then reviewing where things are at that three-year period. It is not

included in the motion, but either the Foundation or UNM Administration will make recommendations as both work together to achieve those goals. The Foundation's recommendation is that the DFA basis points be raised, and that relieves approximately \$800K of costs from the University's academic side and places that cost, it's approximately the same amount of funds that will be raised from the basis point increase.

Regent Hosmer commented when this was last reviewed, there were concerns among the regents that holding to a 185 basis point fee would impact on the willingness of donors to participate. Regent Hosmer said he raised this question and received a response from the Foundation saying as near as they can tell, it is not a factor, and a bigger factor is the size of the development staff. Regent Hosmer added it is appropriate to visit this in two to three years' time.

Mr. Nemcik commented the Foundation's board approved this at its last meeting. The Foundation's MOA states that both the Foundation Board of Trustees and the Board of Regents must approve the increase.

Regent Clifford inquired about an analysis that would compare the costs of the Foundation operations to our assets and compare that with other similar institutions costs, to see something more systematic that evaluates the cost structure. Mr. Nemcik clarified with Regent Clifford that he was requesting two analyses, the cost of the investment and the cost of raising funds.

Regent Doughty asked if there were any other questions. There being no other questions, Regent Lee motioned approval of the item.

The motion to approve the increase in the UNM Foundation Development Funding Allocation from 160 basis points to 185 basis point, effective April 1, 2017 and retroactive to July 1, 2016, passed by a unanimous vote (1st Fortner; 2nd Lee).

ADJOURN

Regent Doughty asked for a motion to adjourn the meeting. Regent Lee motioned to adjourn the meeting; Regent Fortner seconded the motion; all were in favor; the meeting adjourned at 1:39 PM.

Approved:

Attest:

Robert M. Doughty III, President

Jack L. Fortner, Secretary/Treasurer

Exhibit A [March 2, 2017 BOR special meeting]

RESOLUTION

of

**THE REGENTS
OF THE
UNIVERSITY OF NEW MEXICO**

Setting Forth the Terms of its:

\$40,900,000
The Regents of The University of New Mexico
Subordinate Lien System Improvement Revenue Bonds,
Series 2017

Dated March 2, 2017

CERTIFICATE AS TO RESOLUTION

I, the duly qualified and acting Secretary and Treasurer of The Regents of the University of New Mexico, hereby certify that attached hereto is a true and correct copy of a resolution duly adopted by The Regents of the University of New Mexico at a meeting thereof held on March 2, 2017, notice of which was duly given and at which a quorum was present and acting throughout.

WITNESS my hand and seal this 2nd day of March, 2017.

[SEAL]

THE REGENTS OF THE UNIVERSITY OF
NEW MEXICO

By

A handwritten signature in cursive script, reading "Jack L. Fortner", written over a horizontal line.

Jack L. Fortner, Secretary and Treasurer

Exhibit A [March 2, 2017 BOR special meeting]

STATE OF NEW MEXICO)
COUNTY OF BERNALILLO) ss.
CITY OF ALBUQUERQUE)

The Regents of the University of New Mexico convened at the special meeting place of the Regents in Scholes Hall at the University of New Mexico in Albuquerque, New Mexico, at 1:00 p.m. on March 2, 2017.

There were present: Robert M. Doughty III, President

 Jack L. Fortner, Secretary-Treasurer

 Thomas Clifford

 Lieutenant General Bradley C. Hosmer,
 USAF (Ret.)

 Marron Lee

 Suzanne Quillen

Those absent: None

The members present constituting a quorum, the Regents transacted the following business:

Regent Fortner moved that the pricing resolution be adopted and Regent Lee seconded the motion.

The motion to adopt the pricing resolution prevailed upon the following vote:

AYES: 6

NAYS: 0

The pricing resolution as adopted is as follows:

**THE REGENTS OF THE UNIVERSITY OF NEW MEXICO
RESOLUTION**

SETTING FORTH THE TERMS OF THE PREVIOUSLY AUTHORIZED REGENTS OF THE UNIVERSITY OF NEW MEXICO SUBORDINATE LIEN SYSTEM IMPROVEMENT REVENUE BONDS, SERIES 2017 IN AN AGGREGATE PRINCIPAL AMOUNT OF \$40,900,000; RATIFYING AND APPROVING THE EXECUTION AND DELIVERY OF THE PURCHASE CONTRACT RELATING TO SUCH BONDS; PRESCRIBING OTHER DETAILS CONCERNING SUCH BONDS; APPROVING THE DISTRIBUTION OF THE OFFICIAL STATEMENT; AND AUTHORIZING ANY OTHER NECESSARY ACTION TO EFFECT THE DELIVERY OF THE BONDS.

WHEREAS, The Regents of the University of New Mexico (the "Regents") have previously adopted on November 15, 2016 a parameters bond resolution (the "Bond Authorizing Resolution") authorizing the issuance of the Bonds; and

WHEREAS, the Regents wish to adopt this resolution (the "Pricing Resolution", and together with the Bond Authorizing Resolution, the "Resolution") to supplement and amend the provisions of the Bond Authorizing Resolution by setting forth herein the final terms of the 2017 Bonds (defined herein and referred to as the "Bonds"); and

WHEREAS, the Regents hereby determine that it is in the best interest of the University that a debt service reserve fund insurance policy be acquired from Build America Mutual Assurance Company to satisfy the 2017 Reserve Requirement; and

WHEREAS, the capitalized terms used herein are defined in Section 1.01 of the Bond Authorizing Resolution, and shall have such meanings herein as set forth therein, unless the context clearly requires otherwise; and

WHEREAS, the Purchaser has offered to purchase the Bonds pursuant to the Purchase Contract upon the terms and conditions set forth therein and herein and the Regents have determined and hereby determine to accept the offer of the Purchaser; and

WHEREAS, there has been on deposit with the University and presented to the Regents:

- (A) the proposed form of Purchase Contract;
- (B) the proposed form of Continuing Disclosure Undertaking;
- (C) the form of the Preliminary Official Statement;
- (D) the Reserve Insurance Commitment; and
- (E) the proposed form of the Debt Service Reserve Agreement.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF REGENTS OF THE UNIVERSITY OF NEW MEXICO, AS FOLLOWS:

ARTICLE I

PURCHASE CONTRACT, OFFICIAL STATEMENT AND RELATED MATTERS

Section 1.01. Purchase Contract. The Regents hereby approve the terms of the Purchase Contract relating to the Bonds and authorize and approve the execution and delivery of the Purchase Contract by an Authorized Officer to RBC Capital Markets LLC, George K. Baum & Company, and U.S. Bank Municipal Securities Group (collectively, the “Purchasers”).

Section 1.02. Official Statement. The Regents hereby authorize and approve the distribution of the Official Statement relating to the Bonds.

Section 1.03. Paying Agent, Registrar and Escrow Agent. The Regents hereby appoint BOKF, NA, as Paying Agent and Registrar for the Bonds.

Section 1.04. Other Necessary Actions. The Regents hereby authorize and approve any other necessary action to be performed by an Authorized Officer to effectuate the delivery of the Bonds to the Purchasers.

ARTICLE II

THE 2017 BONDS

Section 2.01. Details. The Bonds shall be designated “The Regents of the University of New Mexico Subordinate Lien System Improvement Revenue Bonds, Series 2017” (the “2017 Bonds” or the “Bonds”). The 2017 Bonds shall be issued in the aggregate principal amount of \$40,900,000 and only as fully registered bonds in denominations of \$5,000 or any integral multiple thereof and numbered consecutively with such prefixes or other distinguishing designations as the Registrar may determine necessary or appropriate to distinguish one 2017 Bond from another.

Section 2.02. Dated Date, Interest Rates and Maturity Dates. The 2017 Bonds shall be dated as of date of delivery, and shall mature at such times and in such amounts and shall bear interest at the rates as indicated below:

2017 Bonds

Maturity Date (June 1)	Principal Amount	Interest Rate
2018	\$ 315,000	4.000%
2019	675,000	4.000%
2020	705,000	4.000%
2021	730,000	5.000%
2022	770,000	5.000%
2023	805,000	5.000%
2024	845,000	5.000%
2025	890,000	5.000%
2026	935,000	5.000%
2027	980,000	5.000%
2028	1,030,000	5.000%
2029	1,080,000	5.000%
2030	1,135,000	3.250%
2031	1,170,000	5.000%
2032	1,230,000	4.000%
2033	1,280,000	5.000%
2034	1,345,000	5.000%
2035	1,410,000	5.000%
2036	1,480,000	5.000%
2037	1,555,000	5.000%
2038	1,630,000	5.000%
2039	1,715,000	5.000%
2040	1,800,000	5.000%
2041	1,890,000	5.000%
2042	1,985,000	5.000%
2047*	11,515,000	5.000%

*Term Bond, subject to mandatory sinking fund redemption

Section 2.03. Payment of the Bonds; Transfers to Paying Agent. Payments on the 2017 Bonds shall be made in such coin or currency of the United States of America as, at the respective time of payment, is legal tender for the payment of public and private debts. The Regents shall transfer funds to the Paying Agent on a timely basis so that the Paying Agent may make payments of the principal of, premium, if any, and interest on the 2017 Bonds, when due, to the Owners. The Regents shall notify the Paying Agent if there is or will be an insufficient amount of money legally available to pay principal and interest on the 2017 Bonds when due.

The principal of and premium, if any, on the 2017 Bonds shall be payable to the Owners upon presentation and surrender of their bonds at the Principal Office of the Paying Agent.

Interest on the 2017 Bonds shall be payable on December 1, 2017 and on each December 1 and June 1 thereafter by the Paying Agent by check mailed on the date on

Exhibit A [March 2, 2017 BOR special meeting]

which due to the Owners at the close of business on the Record Date to the registered addresses of the Owners appearing on the Bond Register.

Section 2.04. Optional Redemption. The 2017 Bonds maturing on and after June 1, 2028 shall be subject to redemption provided that, on the date of redemption, there is no Continuing Event of Default under the Bond Resolution while any of the 2000B Bonds and 2001 Bonds remain outstanding, at the option of the Regents, at any time on or after June 1, 2027, in whole or in part, and if in part, the 2017 Bonds to be prepaid or redeemed shall be selected in such order of maturities as the Regents shall determine and if less than all of the 2017 Bonds of a particular maturity are to be redeemed, then by lot in such manner as the Paying Agent shall determine, at the redemption price equal to 100% of the principal amount of the 2017 Bonds to be redeemed plus accrued interest, if any to the redemption date.

Section 2.05. Mandatory Sinking Fund Redemption. The 2017 Bonds maturing on June 1, 2047 shall be subject to mandatory sinking fund redemption at a redemption price equal to 100% of the principal amount thereof plus accrued interest to the redemption date on June 1 in the years and in the principal amounts stated below:

<u>Year (June 1)</u>	<u>Amount</u>
2043	\$2,085,000
2044	2,190,000
2045	2,295,000
2046	2,410,000
2047*	2,535,000

* Maturity Date

Section 2.06. Reserve Requirement. The Reserve Requirement for the 2017 Bonds is hereby established at \$2,661,750.00 (the “2017 Reserve Requirement”). The 2017 Reserve Requirement shall be satisfied with the deposit of the municipal bond debt service reserve insurance policy issued by Build America Mutual Assurance Company relating to the 2017 Bonds (the “2017 Reserve Fund Surety Policy” or the “2017 Reserve Insurance Policy”) in the Series 2017 Reserve Account. The 2017 Reserve Fund Surety Policy is a Subordinate Lien Parity Bonds Reserve Fund Surety Bond for purposes of the Bond Authorizing Resolution and this Pricing Resolution.

Section 2.07. Bond Form. The 2017 Bonds and certificate of authentication shall be in substantially the form set forth in Exhibit A to the Bond Authorizing Resolution with such changes as are necessary to conform to this Pricing Resolution and the requirements of the Reserve Insurer.

ARTICLE III

RESERVE INSURER PROVISIONS

With respect to the 2017 Reserve Fund Surety Policy (the “2017 Reserve Insurance

Policy”), notwithstanding anything to the contrary set forth in the Bond Authorizing Resolution or this Pricing Resolution, the Regents and the Paying Agent agree to comply with the following provisions contained in this Article III. Any and all financial obligations of the Regents and the University described in this Article III are payable solely from and secured by the Pledged Revenues (subject to the priority of payment provisions set forth in Section 5.03 of the Bond Authorizing Resolution).

Section 3.1. Payment Under Policy. The University shall repay any draws under the 2017 Reserve Insurance Policy and pay all related reasonable expenses incurred by Build America Mutual Assurance Company (the “Reserve Insurer”). Interest shall accrue and be payable on such draws and expenses from the date of payment by the Reserve Insurer at the Late Payment Rate. “Late Payment Rate” means the lesser of (a) the greater of (i) the per annum rate of interest, publicly announced from time to time by JPMorgan Chase Bank at its principal office in the City of New York, as its prime or base lending rate (“Prime Rate”) (any change in such Prime Rate to be effective on the date such change is announced by JPMorgan Chase Bank) plus 3%, and (ii) the then applicable highest rate of interest on the 2017 Bonds, as applicable, and (b) the maximum rate permissible under applicable usury or similar laws limiting interest rates. The Late Payment Rate shall be computed on the basis of the actual number of days elapsed over a year of 360 days. In the event JPMorgan Chase Bank ceases to announce its Prime Rate, the Prime Rate shall be the prime or base-lending rate of such national bank as the Reserve Insurer, in its sole and absolute discretion, shall designate.

Repayment of draws and payment of expenses and accrued interest thereon at the Late Payment Rate (collectively, the “Policy Costs”) shall commence in the first month following each draw, and each such monthly payment shall be in an amount at least equal to 1/12 of the aggregate of Policy Costs related to such draw.

Amounts in respect of Policy Costs paid to the Reserve Insurer shall be credited first to interest due, then to the expenses due and then to principal due. As and to the extent that payments are made to the Reserve Insurer on account of principal due, the coverage under the 2017 Reserve Insurance Policy will be increased by a like amount, subject to the terms of the 2017 Reserve Insurance Policy.

All cash and investments in the Series 2017 Reserve Account established for the 2017 Bonds shall be transferred to the Series 2017 Bond Service Fund for payment of the debt service on the 2017 Bonds before any drawing may be made on the 2017 Reserve Insurance Policy or any other Subordinate Lien Parity Bonds Reserve Fund Surety Bond in lieu of cash.

Payment of any Policy Cost shall be made prior to replenishment of any cash amounts. Draws on all Subordinate Lien Parity Bonds Reserve Fund Surety Bonds (including the 2017 Reserve Insurance Policy) on which there is available coverage shall be made on a pro-rata basis (calculated by reference to the coverage then available thereunder) after applying all available cash and investments in the Series 2017 Reserve Account. Payment of Policy Costs and reimbursement of amounts with respect to other Subordinate Lien Parity Bonds Reserve Fund Surety Bonds shall be made on a pro-rata

basis prior to replenishment of any cash drawn from the Subordinate Lien Parity Bonds Reserve Fund. For the avoidance of doubt, “available coverage” means the coverage then available for disbursement pursuant to the terms of the applicable alternative credit instrument without regard to the legal or financial ability or willingness of the provider of such instrument to honor a claim or draw thereon or the failure of such provider to honor any such claim or draw.

Section 3.2. Reserve Requirement. The 2017 Reserve Requirement may be reduced during the life of the Bonds in accordance with the Code and the definition of Reserve Requirement. The Policy Limits on the 2017 Reserve Insurance Policy shall automatically and irrevocably be reduced from time to time by the amount of each reduction in the 2017 Reserve Requirement.

Section 3.3. Draws Limited to Insured Obligations. Draws under the 2017 Reserve Insurance Policy may only be used to make payments on the 2017 Bonds.

Section 3.4. Payment of Policy Costs. If the Regents shall fail to pay any Policy Costs in accordance with the requirements of Section 3.1 above, the Reserve Insurer shall be entitled to exercise any and all legal and equitable remedies available to it, including those provided under the Bond Authorizing Resolution and the Pricing Resolution other than acceleration of the maturity of the 2017 Bonds.

Section 3.5 Obligation to Pay Policy Costs. The Bond Authorizing Resolution and Pricing Resolution shall not be discharged until all Policy Costs owing to the Reserve Insurer shall have been paid in full. The Regents’ obligation to pay Policy Costs related to the 2017 Reserve Insurance Policy shall expressly survive payment in full of the 2017 Bonds.

Section 3.6 Expiration of Policy. The 2017 Reserve Fund Surety Policy shall expire on the earlier of the date the 2017 Bonds are no longer outstanding and the final maturity date of the 2017 Bonds.

Section 3.7. Consent of Reserve Insurer in Addition to Bondholder Consent.
Any amendment, supplement, modification to, or waiver of, the Resolution or any other documents executed in connection with the 2017 Bonds (collectively, the “Security Documents”) that requires the consent of holders of the 2017 Bonds or adversely affects the rights or interests of the Reserve Insurer shall be subject to the prior written consent of the Reserve Insurer.

Section 3.8 Reserve Insurer as Third Party Beneficiary. The Reserve Insurer is recognized as and shall be deemed to be a third party beneficiary of the Security Documents and may enforce the provisions of the Security Documents as if it were a party thereto.

Section 3.9 Policy Costs Included as Debt Service Requirements. The Policy Costs due and owing shall be included in debt service requirements for purposes of

calculation of the additional bonds test and the rate covenant in the Bond Authorizing Resolution.

Section 3.10 Notice from Paying Agent. The Paying Agent shall ascertain the necessity for a claim upon the 2017 Reserve Insurance Policy in accordance with the provisions of Section 3.1 hereof and provide notice to the Reserve Insurer in accordance with the terms of the 2017 Reserve Insurance Policy at least five business days prior to each date upon which interest or principal is due on the 2017 Bonds.

Section 3.11 Additional Payments. The Regents agree that it will pay or reimburse the Reserve Insurer on demand any and all reasonable charges, fees, costs, losses, liabilities and expenses that the Reserve Insurer may pay or incur, including, but not limited to, fees and expenses of the Reserve Insurer's agents, attorneys, accountants, consultants, appraisers and auditors and reasonable costs of investigations, in connection with the administration (including waivers and consents, if any), enforcement, defense, exercise or preservation of any rights and remedies in respect of the Security Documents ("Administrative Expenses"). For purposes of the foregoing, costs and expenses shall include a reasonable allocation of compensation and overhead attributable to the time of employees of the Reserve Insurer spent in connection with the actions described in the preceding sentence. The Regents agree that failure to pay any Reserve Insurer Administrative Expenses on a timely basis will result in the accrual of interest on the unpaid amount at the Late Payment Rate, compounded semi-annually, from the date that payment is first due to the Reserve Insurer until the date the Reserve Insurer is paid in full.

Section 3.12 Notice and Other Information to be given to the Reserve Insurer. The Regents will provide the Reserve Insurer with all notices and other information it is obligated to provide (i) under its Continuing Disclosure Agreement and (ii) to the holders of Insured Obligations or the Paying Agent/Registrar under the Security Documents.

In addition, the Regents shall provide the Reserve Insurer with the following notices and other information (i) notice of any draw upon the Subordinate Lien Parity Bonds Reserve Fund within two (2) business days after knowledge thereof, other than in connection with withdrawals of amounts in excess of the 2017 Reserve Requirement; and (ii) prior written notice of the advance refunding or redemption of the 2017 Bonds, including the principal amount, maturities and CUSIP numbers thereof.

The Reserve Insurer shall be entitled to receive such additional information as it may reasonably request.

The notice address of the Reserve Insurer is: Build America Mutual Assurance Company, 200 Liberty Street, 27th Floor; New York, NY 10281, Attention: Surveillance, re: Policy No. _____; Telephone: (212) 235-2500, Telecopier: (212) 235-1542, Email: notices@buildamerica.com.

In each case in which notice or other communication refers to an event of default

or a claim on the 2017 Reserve Insurance Policy, then a copy of such notice or other communication shall also be sent to the attention of the General Counsel at the same address and at claims@buildamerica.com or at Telecopier: (212) 235-5214 and shall be marked to indicate "URGENT MATERIAL ENCLOSED."

ARTICLE IV

MISCELLANEOUS

Section 4.01. Resolution Irrepealable; Construction with Bond Authorizing Resolution. This Pricing Resolution shall be and remain irrepealable until the Bonds, the interest thereon shall be fully paid, canceled and discharged or there has been defeasance of the Bonds. It is the express intention of the Regents that the terms and provisions of this Pricing Resolution supplement the terms and provisions of the Bond Authorizing Resolution and that the terms and provisions of the Bond Authorizing Resolution which do not conflict with the terms and provisions hereof shall be operative and controlling with respect to the Bonds.

Section 4.02. Severability. If any one or more provisions of this Pricing Resolution or the application thereof to any set of circumstances shall ever be held by final decision of a court of competent jurisdiction to be invalid or ineffective for any reason, such holding shall not affect the validity and enforceability of the remaining provisions and pledges of this Pricing Resolution or the application of such remaining provisions to other circumstances.

Section 4.03. Repealer Clause. All bylaws, orders and resolutions of the Regents or the University, or parts thereof, inconsistent herewith are hereby repealed to the extent only of such inconsistency. This repealer shall not be construed to revive any bylaw, order or resolution, or part thereof, heretofore repealed.

Section 4.04. Ratification. All action heretofore taken (not inconsistent with the express provisions of the Resolution) by the Regents and Authorized Officers the University directed toward the Improvement Project, and toward the authorization, sale and issuance of the 2017 Bonds to the Purchasers is hereby ratified, approved, confirmed and determined to be in compliance with parameters set forth in the Bond Authorizing Resolution including, specifically, Section 2.03 thereof.

Section 4.05. Governing Law. This Pricing Resolution shall be governed by the laws of the State without reference to choice of law principles thereof.

Section 4.06. Effective Date. This resolution shall take immediate effect.

Exhibit A [March 2, 2017 BOR special meeting]

ADOPTED AND APPROVED this 2nd day of March, 2017.

THE REGENTS OF THE UNIVERSITY OF
NEW MEXICO

[SEAL]

By 

Robert M. Doughty III, President

ATTEST:

By 

Jack L. Fortner, Secretary and Treasurer

[Signature Page to Pricing Resolution]

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President's Administrative 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. Approval of Nominations to the UNM Medical Group, Inc. Board of Directors..... C-1
 - b. Approval of Nominations to the Lovelace UNM Rehabilitation Hospital Board of Directors..... C-2
2. Finance and Facilities Committee (F&F) Consent Items, *Regent Marron Lee, Chair*
 - a. Approval of Appointment of Erica Jorgensen as Non-Positional Board Member to the Lobo Development Corporation Board..... C-3
 - b. Naming Committee Request for Approval to Name the Antoine Predock Architectural Studio at 300 and 308 12th Street NW exterior space, the "Antoine Predock Center for Design and Design Research" C-4

Gary W Mlady, MD

Chief, Musculoskeletal Radiology, Department of Radiology
Associate Professor, Department of Radiology



Medical School

St. Louis University School of Medicine (1999)
St. Louis, MO

Internship

University of New Mexico School of Medicine (2000)
Albuquerque, NM
Specialty in Rotating

Residency

University of New Mexico School of Medicine (2004)
Albuquerque, NM
Specialty in Radiology

Certifications

Am Bd Radiology (Sub: Diagnostic) (2004)

Gary W. Mlady, MD, was named chair of the Department of Radiology for the UNM School of Medicine, July 2015.

Mlady completed his radiology residency at UNM in 2004 and joined the department faculty as an assistant professor and chief of Musculoskeletal Radiology that same year. He earned a Bachelor of Arts Degree in neuroscience from the University of Colorado and his Doctor of Medicine Degree from St. Louis University Health Sciences Center in 1999.

"It's an exciting time in health care with many new opportunities to create meaningful change," Mlady says. "My focus will be on providing exceptional customer service to our patients and providers while building collaboration with other departments in our cutting-edge approach to patient care, research and education."

The Department of Radiology provides nearly 300,000 procedures annually at UNM Hospital, Sandoval Regional Medical Center and the Albuquerque Veteran's Affairs Medical Center. Radiology faculty members also serve as radiologic sciences educators while conducting important imaging research.

The UNM SOM radiology chair provides the key leadership as an advocate in all matters concerning imaging to improve the delivery of care through new technology and advance the science of imaging through continued research. Mlady will be responsible for developing strategic goals and obtaining, allocating, and managing the resources necessary to achieve those goals.

"I am delighted to have Gary Mlady as our new Department of Radiology chair," says UNM Chancellor for Health Sciences Paul B. Roth, MD, who also serves as the School of Medicine dean. "His leadership in patient care, education, research and business is an essential asset to both our patients and students."

CURRICULUM VITAE

DATE: January 10, 2017

NAME: **GARY W. MLADY, MD**

PROFESSIONAL ADDRESS: Department of Radiology
MSC10 5530
1 University of New Mexico
Albuquerque, NM 87131-0001
(505) 272-0011 (Phone)
(505) 272-5821 (Fax)

HOMI

MEDICAL LICENSURE: State of New Mexico, License No. 2002-0449

CERTIFICATIONS: Diplomate American Board of Radiology – 2004; recertification 2014

EDUCATIONAL HISTORY:

6/1999 – 6/2004 Residency, Radiology
University of New Mexico
School of Medicine
Albuquerque, NM 87131-5336

8/1995 – 5/1999 Doctor of Medicine
Saint Louis University Health Sciences Center

8/1989 – 12/1992 BA in Neuroscience
University of Colorado

EMPLOYMENT HISTORY:

7/2015 – Present Chair, Department of Radiology
University of New Mexico

1/2009 – 6/2015 Medical Director, Department of Radiology
University of New Mexico

7/2007 – 7/2015 Musculoskeletal Radiology – Fellowship Director
Department of Radiology
University of New Mexico

8/2004 – 7/2015 Chief, Musculoskeletal Radiology
Department of Radiology
University of New Mexico

7/2011 – Present	Associate Professor of Radiology Department of Radiology University of New Mexico
7/2004 – 6/2010	Assistant Professor of Radiology Department of Radiology University of New Mexico
6/1993 – 12/1994	Instructor Department of Chemistry University of Colorado
5/1992 – 5/1993	Research Assistant Department of Pharmacology University of Colorado Health Science Center
5/1989 – 5/1991	Research Assistant Department of Chemistry University of Colorado

PROFESSIONAL RECOGNITION AND HONORS:

2005 – 2006	UNM Dept of Radiology Teacher of the Year
2008 – 2009	Radiology Chairman's MVP Award

MEMBERSHIPS IN PROFESSIONAL SOCIETIES:

Society of Chairs of Academic Radiology Departments
 Association of University Radiologists
 American Roentgen Ray Society
 Radiological Society of North America
 American College of Radiology

OTHER EXTRAMURAL PROFESSIONAL ACTIVITIES:

Administrative work with professional societies

2016	American Association of Orthopedic Surgeons – Appropriate Use Criteria Voting Panel: Carpal Tunnel Syndrome
2014 – Present	American Board of Radiology – Exam Developer
2014 – 2015	American College of Radiology – Appropriateness Committee, Musculoskeletal
2014 – 2015	American Association of Orthopedic Surgeons – Clinical Practice Guideline Committee: Carpal Tunnel Syndrome

Miscellaneous Activities:

2014 – 2015	Fellow, America's Essential Hospitals Fellows Program
March 2015	AEH Policy Assembly, Washington DC
April 2012 - Current	Reviewer, Journal of Hand Surgery
May 2009	Lobbyist, 2 nd annual ACA (Amputee Coalition of America) lobby day, Washington D.C.

INVITED LECTURES:

1. **MLady, GW** Trauma Radiology: Pearls and Pitfalls. 36th Annual New Mexico Chapter of the American College of Emergency Physicians Emergency Medicine Symposium. Scheduled April 25, 2015.
2. **MLady, GW.** Principles Course for Operating Room Personnel. Orthopaedic Trauma: Team Approach to Fracture Management. Albuquerque, NM, September 23-24, 2011.
3. **MLady, GW.** Emergency Radiology. 31st Annual New Mexico Chapter of the American College of Emergency Physicians Emergency Medicine Symposium. April 2010.
4. **MLady, GW.** Bone Imaging for Infection. 31st Annual Advances in Primary Care "Imaging, Infectious Disease and Interactions" UNM Student Union Building, Albuquerque, NM, September 25, 2009
5. **MLady, GW.** MRI of the Wrist – Diagnosing Ulnar-Sided Wrist Pain. 28th Annual University of New Mexico Orthopaedic Alumni Conference, Domenici Center for Health Sciences Education, Albuquerque, NM, June 5, 2009
6. **MLady, GW.** MRI Safety. Orthopedic Grand Rounds UNMH Albuquerque, NM, February 11, 2009

7. **Mlady, GW.** Musculoskeletal Imaging for the Lower Extremity. Primary Care Orthopedics 2008. Albuquerque Marriott Albuquerque, NM, November 13-14, 2008.
8. **Mlady, GW.** Sports Imaging. Primary Care Sports Medicine Conference Madison Medical Conference Center, Albuquerque, NM, October 1, 2008.
9. **Mlady, GW.** Imaging Techniques in Sports Medicine. Sports Medicine Update 2007. Marriott Hotel, Albuquerque, NM, July 26-27, 2007.
10. **Mlady, GW.** Extremity Fractures. New Mexico Society of Radiologic Technologists Annual Conference. Hotel Albuquerque, Albuquerque, NM, May 11-12, 2007.
11. **Mlady, GW.** Imaging the Young Adult with Hip Pain. 37th Annual UNM Carrie Tingley Hospital Winter Pediatric Musculoskeletal Seminar. Sandia Resort & Casino, Albuquerque, NM, February 2-3, 2007.

Original Research or Scholarly Articles in Refereed Journals:

1. American Academy of Orthopaedic Surgeons. Appropriate Use Criteria for Management of Carpal Tunnel Syndrome. www.aaos.org/ctsauc. Published December 9, 2016
2. American Academy of Orthopaedic Surgeons. Management of Carpal Tunnel Syndrome Evidence-Based Clinical Practice Guideline. www.aaos.org/ctsguideline. Published February 29, 2016.
3. Kimsal, J, Mercer, D, Schenck R, DeCoster T, Bozorgnia S, Fitzpatrick J, **Mlady G**, Lerma J, Khraishi T. Finite Element Analysis of Plate-Screw Systems used in Medial Opening Wedge Proximal Tibial Osteotomies. International Journal of Biomedical Engineering and Technology. 2015; 19(2): 154-168
4. Neuwelt A, Rivera M, Orner J, Byrd T, Sillerud L, Mlady G, Baca J, Langsjoen J. Ferumoxylol-Contrasted MRI for Macrophage Imaging of Inflammation in Human Osteomyelitis, a Feasibility Study. Blood 2015 Dec;126:1016.
5. Neuwelt A, Sidhu N, Hu CA, **Mlady G**, Eberhardt SC, Sillerud LO. Iron-based superparamagnetic nanoparticle contrast agents for MRI of infection and inflammation. AJR Am J Roentgenol. 2015 Mar; 204(3):W302-13. PMID:25714316.
6. Broehm CJ, **Mlady GW**, Bocklage T, Wenceslao S, Chafey D. Bizarre parosteal osteochondromatous proliferation: a new cytogenetic subgroup characterized by inversion of chromosome 7. Cancer Genet. 2013 Nov; 206 (11): 402-5. Doi: 10.1016/j.cancergen.

7. Nolte KB, **Mlady GW**, Zumwalt RE, Cushnyr B, Paul ID, Wiest PW. Postmortem X-ray Computed Tomography (CY) and Forensic Autopsy: A Review of the Utility and Challenges and Future Implications. *Academic Forensic Pathology*, Vol 1 No. 1, 40-51, 2011
8. Brooks BK, Southam SL, **Mlady GW**, Logan J, Rosett M. Lumbar spine spondylolysis in the adult population: using computed tomography to evaluate the possibility of adult onset lumbar spondylosis as a cause of back pain. *Skeletal Radiology* July 2010, 39(7): 669-673.
9. McAnally JL, Eberhardt SC, **Mlady GW**, Fitzpatrick J, Bosch P. Medial Collateral Ligament Tear Entrapped within A Proximal Tibial Physeal Separation. Imaging findings and operative reduction. *Skeletal Radiology* October 2008, 37(10): 943-6.
10. McAnally JL, Southam SL, **Mlady GW**: New Thoughts on the Origin of Pellegrini Stieda: The Association of PCL Injury and Medial Femoral Epicondylar Periosteal Stripping. *Skeletal Radiology* February 2009; 8(2): 193-198.
11. Boyd N, Brock H, Meier A, Miller R, **Mlady G**, Firoozbakhsh K. Extensor Hallucis Capsularis: Frequency and Identification on MRI. *Foot Ankle Int.* 2006 Mar; 27(3):181-4.
12. Bennett MC, **Mlady GW**, Kwang YH, Rose GM: Chronic In Vivo Sodium Azide Infusion Induces Selective and Table Inhibition of Cytochrome C Oxidase. *Journal of Neurochemistry* 66(6): 2606-2611, 1996.
13. Bennett MC, **Mlady GW**, Fleshner M, Rose GM: Synergy Between Chronic Cortisone and Sodium Azide Treatments in Producing Spatial Learning Deficit and Inhibiting Cytochrome C Oxidase. *Proceeding of the National Academy of Sciences (USA)* 93(3): 1330-1334, 1996.
14. Kimbrough DR, Dyckes DF, **Mlady GW**: Teaching Science and Public Policy through Role Playing. *Journal of Chemical Education* 72:295, 1995.
15. Bennett MC, **Mlady GW**, Lehman JC, Rose GM: Alzheimer-like Pathology Produced by Sodium Azide-Induced Cytochrome Oxidase Inhibition: Potentiation by Glucocorticoid. *Neurobiology of Aging* 15 (Suppl. 1): S15, 1994.

Book chapters:

1. Complex Injuries of the Hand: Ch 4 *Imaging in Hand Injuries*, pg 25-37. JP Medical Ltd. Jan 2014. ISBN-13:978-1907816253.

Abstracts/Posters:

National:

Sandoval D, Valenti D, Bateman T, Norris V, **Mlady G**, Selwyn R. Moving from Computed Radiography to Digital Radiograph, a Collaborative Approach to Improve Image Quality. AAPM 58th Annual Meeting & Exhibition. July 31-Aug 4, 2016. Washington, DC.

Hunt JL, **Mlady GW**. Absence of hematuria as a negative predictor for ureteral calculi: A retrospective study of CT utilization in the Emergency Department for Evaluation of Urinary Calculi. RSNA 2012 Scientific Assembly and Annual Meeting. Chicago, IL.

Patel A, Bosch P, Conrad C, **Mlady G**, Tripuraneni K. No Association Between Discoid Meniscus and Osteochondritis Dessicans in a Caucasian Population. Western Orthopaedic Association's 71st Annual Meeting, Hotel del Coronado, San Diego, CA, July 18-21, 2007.

International:

Eberly L, Richter D, Commerci G, **Mlady G**, Wascher D, Schenck R. The impact of Psychosocial Factors on Pain Severity in Knee Osteoarthritis. 10th Biennial ISAKOS Congress. Lyon, France. June, 2015.

Hatch GM, Lathrop SL, Gerrard CY, Poland V, Paul ID, **Mlady G**, Cushnyr BW, Andrews SW, Pohl J, Wiest PW, Zumwalt RE, Price JP, Elifritz JM, Nolte KB. Comparison of Postmortem Computed Tomography and Autopsy in Gunshot Wound Fatalities. 4th International Society of Forensic Radiology and Imaging (ISFRI) World Congress; Leicester, United Kingdom, 05/14/15 – 05/16/15. Abstract in press with Journal of Forensic Radiology and Imaging.

Hatch GM, Gerrard CY, **Mlady GW**, Adolphi NA, Elifritz JM, Nolte KB, Wiest PW. The Value of Postmortem Imaging for Translational Research, Forensic Investigation and Clinical Medicine. Electronic Educational exhibit. Annual meeting of the American Roentgen Ray Society. Toronto, Canada. April, 2015.

Nolte Kurt B, Lathrop Sarah L, Hatch Gary M, Gerrard Chandra Y, Elifritz Jamie, Cushnyr Brad W, **Mlady Gary**, Pohl Jennifer, Andrews Sam W, Paul Ian D, Price Janet P, Zumwalt Ross E, Wiest Philip W. Utility of Postmortem X-ray Computed Tomography (CT) for Medicolegal Autopsies on Decedents with Blunt Force Injuries. 20th World Meeting of the International Association of Forensic Sciences (IAFS 2014). October 2014, COEX, Seoul, Korea.

Ketai L, **Mlady GW**. The Impact of Non-Occlusive Pulmonary Emboli on Local Pulmonary Blood Flow. 3rd International Workshop of Pulmonary Functional Imaging, Heidelberg, Germany, October 5-7, 2006.

Hart BL, **Mlady GW**, Rupp FW, Lee RR, Centenera L. Soft tissue findings in CT performed for spine trauma. American Society of Neuroradiology, Vancouver, British Columbia, May 13-17, 2002.

Resident Research:

Erwin T, Mlady G. Traumatic Abdominal Wall Hernias: A Potentially Missed Diagnosis. UNM Radiology Resident Research Day. May 11, 2015.

Hunt J, Mlady G. Absence of hematuria as a negative predictor for ureteral calculi. UNM Radiology Resident Research Day. May 12, 2014.

Wilmoth W, Mlady G. Efficacy of Knee MRI in the Emergency Room versus Outpatient Setting. UNM Radiology Resident Research Day. June 7, 2013.

Hallstrom J, Mlady G. The Meniscle Ossicle. UNM Radiology Resident Research Day. June 8, 2012.

TEACHING/EDUCATION

Undergraduate medical student teaching

August 2004 – 2013;
2015 - current

Phase I medical student anatomy, UNM SOM

January 2009 – 2012

Phase III Radiology Clerkship Director, UNM SOM

Phase III Musculoskeletal Radiology Clerkship Director, UNM SOM

Resident and fellow teaching and mentoring

August 2004 – current

Resident didactic lectures

August 2004 – current

Resident case conferences

July 2007 – June 2015

Fellowship director

June 2007 – 2013

Emergency Medicine Residency radiology conference

June 2007 – 2013

2016 -

Rheumatology Fellowship radiology conference

August 2007 – current

Sports Medicine conference

April 2008 – current Sarcoma Tumor Board

Fellow teaching and mentoring:

2007 – 2008	James McAnally, M.D
2008 – 2009	Samuel Southam, M.D. Jeremy Logan, M.D.
2009 – 2010	Joshua Robertson, M.D.
2011 – 2012	Jamie Elifritz, M.D.
2012 – 2013	Conor Simmons, M.D. Krynn Stegelmeier, M.D.
2016 – 2017	Jacob Becker, MD Steve Tandberg, MD

SERVICE

University, SOM, HSC administrative duties

July 2015 –	Chair, Dept of Radiology
January 2009 – 2015	Medical Director, Dept of Radiology
August 2004 - 2015	Chief, Musculoskeletal Radiology
July 2007 – 2015	Fellowship Director, Musculoskeletal Radiology

University, UNM, HSC, department committees

2015 – Current	Committee of Chairs
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University of New Mexico Health Sciences Center

2015 – Current	Medical Executive Committee University of New Mexico Hospital
2015 – Current	Strategic Resource Committee University of New Mexico Health System
2007 – 2015	HRRC Member
Sept 2004 – Current	Radiology Residency Selection Committee
2008 – 2015	Radiology Resident Research Committee
January 2009 – 2014	Chair, Dept of Radiology QA committee
January 2009 – 2014	UNM HSC Provider Compliance Committee
January 2009 – 2015	Chair, Medical Group Radiology Team Meeting
2012 – Current	MRI Safety Committee
March 2009 – 2013	Trauma Program TCR/MDQI committee
2011 – 2012	Promotion and Tenure Committee
2008 – 2010	Chair, Radiology Faculty Search Committee
2008 – 2009	CPOE Committee
May 2007 – June 2008	PACS Steering Committee

Melissa Ivers, DMD

Assistant Professor and Director of Faculty Practice, Division of Dental Services, Department of Dental Medicine



Dental School

University of Pennsylvania School of Medicine (May 2009)
Philadelphia, PA

Residency

University of New Mexico School of Medicine (Jun 2010)
Albuquerque, NM
Advanced Education in General Dentistry

Academic Career

Ivers received her dental degree from the University of Pennsylvania in 2009. She completed her residency at UNM in 2010 where she focused on dental surgery and all aspects of comprehensive dentistry. She joined the faculty in 2010 and was named the director of faculty practice in 2012.

Research Interests

Ivers works with UNM's Center for Reproductive Health as a consultant for their nitrous oxide research project. She was involved in the clinical aspect of treating patients with diabetes and studying the effects of their hemoglobin A1Cs after dental treatment. She is interested in working with HIV-positive and AIDS patients and seeing how comprehensive dental care might affect patients' viral load and CD4 count.

Professional Memberships

- American Dental Association
- New Mexico Dental Association
- Albuquerque District Dental Association
- Academy of General Dentistry

CURRICULUM VITAE

September 30, 2016

Name

Melissa Ivers, DMD, MBA
Deputy Chief, Dental Services
Associate Residency Director, Advanced Education in General Dentistry Residency Program
Director, Faculty Practice, Department of Dental Medicine
Assistant Professor
Department Dental Medicine

Professional Address

University of New Mexico
MSC 06 3500
1 University of New Mexico
Department Dental Medicine
Division of Dental Services
Albuquerque NM 87131-0001
Telephone: (303) 319-1909
Pager: (505) 951-1908
FAX: (505) 925-4030
E-mail: mivers@salud.unm.edu

Licensure with Date(s)

- State of New Mexico Dental License No. DD3231, Issue Date: September 30, 2009
- State of Pennsylvania, Dental License No. DS038446 Issue Date: 8/5/2010 (inactive)
- DEA License No. FI1728849
- New Mexico Controlled Substance License CS00214977
- Nitrous Oxide and Conscious Sedation License, issue date: September 14 2010

Certification(s) with Date(s)

- Developmental Disabilities/Dental Special Needs, New Mexico Department of Health, issue date: June 2010
- Nitrous Oxide Inhalation Analgesia and Conscious Sedation I Permit, New Mexico Board of Dental Health, expires June 30, 2022

- Basic Life Support (BLS), expires 07/5/2017
- Advanced Cardiac Life Support (ACLS), expires 7/5/2017

Educational History

- M.B.A., January 2011 – present (graduation date 12/2016 with honors (GPA 4.2), University of New Mexico, Albuquerque, NM, finance and accounting with organization behavior training
- Medical Leadership Academy (MLA), September 2013-June 2014, University of New Mexico, Albuquerque, NM, medical leadership training
- Advanced Education in General Dentistry (AEGD) residency, July 1, 2009- June 30, 2010, University of New Mexico, Albuquerque, NM
- D.M.D., May 2009 (graduated with honors), University of Pennsylvania School of Dental Medicine, Philadelphia PA
- B. A., May 2004 (graduated magna cum laude), College of the Holy Cross, Worcester, MA: Premedical/Psychology/Art History

Employment History

- Deputy Chief, Division of Dental Services, Department of Dental Medicine, January 2016-present, University of New Mexico Health Sciences Center, Albuquerque NM
- Associate Residency Director, Advanced Education in General Dentistry Residency Program, Division of Dental Services, Department of Dental Medicine, September 2015 - present, University of New Mexico Health Sciences Center, Albuquerque NM
- Director of Faculty Practice, Division of Dental Services, Department of Dental Medicine, July 2012-present, University of New Mexico Health Sciences Center, Albuquerque, NM
- Assistant Professor and Clinical Educator, Division of Dental Services, Department of Dental Medicine, August 2010-present, University of New Mexico Health Sciences Center, Albuquerque NM
- Associate Dentist, High Country Dental, August 2016 – present, Rio Rancho, NM
- Associate Dentist, Rio Rancho Modern Dental, October 2015 – present, Rio Rancho, NM
- Associate Dentist, Quintana Dental Practice, January 2014 – August 2016, Albuquerque, NM
- Lead Dentist, Emergency Dental Care USA, November 2009 - September 2013, Albuquerque NM
- Resident, Division of Dental Services, Department of Surgery, June 2009 – June 2010, University of New Mexico Health Sciences Center, Albuquerque NM
- Intern, November 2008-May 2009, Pediatric Dentistry Residency Program, Children's Hospital Colorado, Denver, CO

Current Hospital Privileges:

- University of New Mexico Hospital, 07/01/2009-present
- Dental Ambulatory Surgery Center, Department of Dental Medicine, 08/01/2011 -present

Professional Recognition

- Listed among Albuquerque's Top Dentists as nominated by their peers (General Dentistry category, Pediatric Dentistry category, Implant Dentistry category), *Albuquerque The Magazine* - September 2016
- Listed among Albuquerque's Top Dentists as nominated by their peers (General Dentistry category, Implant Dentistry category and Public Health Dentist category), *Albuquerque The Magazine* - September 2015
- Ten year member, American Dental Association - September 2015
- Listed among Albuquerque's Top Dentists as nominated by their peers (General Dentistry category, Implant Dentistry category and Public Health Dentist category), *Albuquerque The Magazine* – September 2014
- Listed among Albuquerque's Top Dentists as nominated by their peers (General Dentistry category), *Albuquerque The Magazine* - September 2013
- Won first place in poster presentation for quality assessment and quality improvement process during Graduation Medical Education (GME) conference at UNM -March 2012
- 22 "Way to Go" Awards through UNM Medical Group between September 2011-September 2013 (patient recognition of excellent service and quality of care)
- National Health Service Corps Scholar and Loan Repayment Recipient – July 2009 – Current
- Top Scholar Clinician in Periodontics (nominated by periodontal faculty), The University of Pennsylvania School of Dental Medicine - May 200
- Bay 2 Most Valuable Dentist (M.V.D.) (nominated by bay leader), The University of Pennsylvania School of Dental Medicine – May 2009
- Faculty Choice Award for Top General Dentist (nominated by faculty, based on GPA, clinical performance, procedure number and patient satisfaction surveys), The University of Pennsylvania School of Dental Medicine – May 2009

Membership in Professional Societies:

- American Dental Association, September 2005 - present
- New Mexico Dental Association, June 2009 – present
- Albuquerque District Dental Society, June 2009 – present
- American Dental Education Association, Postdoctoral General Dentistry Section and Council of Hospitals and Advanced Education Programs, August 2010 – present
- Academy of General Dentistry, June 2009 - present

Other Extramural Professional Activities

- Board Member, New Mexico Health Resources (NMHR) Board of Directors, July 2016-present
- Grant Reviewer, HRSA Objective Review Committee (ORC) member for the review of grant applications that will be received for the HRSA-16-182 Dental Faculty Development and Loan Repayment Program, June 2016

- Attendee, American Dental Education Association Conference in Denver, CO on March 12-15, 2016
- Mentor and state representative, HRSA's National Health Service Loan Repayment program, July 2013-present
- Member, New Mexico Oral Health Coalition, May 2013-present
- Member, NM Oral Health Advisory Committee of New Mexico, June 2012-present
- Member, Orthodontic Study Club (Dr. Kimsey Anderson), Albuquerque, NM, May 2011-present
- Member, Gold Study Club, Albuquerque, NM, September 2010-present
- Member, Young Guns Study Club, Albuquerque, NM, May 2010-present
- Member, Women's Study Club, Albuquerque, NM, April 2010-December 2015
- Recipient, National Health Service Loan Repayment, March 2010-present
- Scholar, National Health Service Scholar, August 2007-May 2009

Invited Lectures

- November 1, 2016, "The UNM AEGD Program" Prospective dental students interviewing at UNM
- October 31, 2016, "The UNM AEGD Program" Prospective dental students interviewing at UNM
- October 25, 2016, "The UNM AEGD Program" Prospective dental students interviewing at UNM
- October 24, 2016, "The UNM AEGD Program" Prospective dental students interviewing at UNM
- August 24, 2016, "Dental Coding: Capturing Collections" UNM Dental Residency, Albuquerque, NM
- June 28, 2016, "Ins and Outs of the University of New Mexico Hospital for Dentists" UNM Dental Residency, Albuquerque, NM
- February 6, 2016, "The Enhanced Head and Neck Exam for Primary Care Providers" UNM School of Medicine Office of Continuing Education, Albuquerque NM
- February 6, 2016, "Dental Emergencies for Primary Care Providers" UNM School of Medicine Office of Continuing Education, University of New Mexico, Albuquerque, NM
- December 8, 2015, Two Presentations to GME Right-sizing Committee, UNM HSC, for development of an Oral and Maxillofacial Surgery residency and the expansion of current AEGD residency program for a PGY2 year
- October 13, 2015, "Dental Coding: Capturing Collections" UNM Dental Residency, Albuquerque, NM
- November 9, 2015, "The UNM AEGD Program" Prospective dental students interviewing at UNM
- November 2, 2015, "The UNM AEGD Program" Prospective dental students interviewing at UNM
- October 26, 2015, "The UNM AEGD Program" Prospective dental students interviewing at UNM
- October 19, 2015, "The UNM AEGD Program" Prospective dental students interviewing at UNM

- June 30, 2015, "Ins and Outs of the University of New Mexico Hospital for Dentists" UNM Dental Residency, Albuquerque, NM
- May 16, 2014, "Dentistry in Pregnant Women" Lectured to mid-level providers and primary care physicians on early prevention and dental treatment for women and children, UNM 1209 University Clinic, Albuquerque, NM
- June 25, 2014, "Dental Treatment in HIV/AIDS Patients" with Michelle Iandiorio, MD at UNM Dental Staff Meeting
- October 30, 2014, "Being Mindful of Teeth on Halloween Night" Interviewed with Melissa Ravago, DMD by KASA-TV which broadcasted in between news segments on Halloween Day
- April 11, 2013 - Presenter and led demonstration, "The Correct Protocol for Using Nitrous Oxide" with Gary Cuttrell, DDS, JD to the Center for Reproductive Health faculty and staff (upon starting Dr. Rameet Singh's research study utilizing nitrous oxide on women undergoing gynecological procedures)
- April 20, 2012 - "Being an academic versus private practice dentist" at UNM's University College, the Career Awareness Seminar on the Dental Health Professions
- July 14, 2011, "Traumatic Injuries to the Teeth" 54th Annual Family Medicine Seminar, Ruidoso Convention Center, Ruidoso, NM
- February 8, 2011, "Management of Dental Trauma to the Permanent Teeth" Emergency Department Grand Rounds, University of New Mexico School of Medicine, Albuquerque NM
- October 2010, "Careers in Dentistry" Spoke during one of Dr. Charles Tatlock's undergraduate seminars on main campus UNM
- October 1, 2010, "Pediatric Dentistry: Early Childhood Caries, Anticipatory Guidance for Parents, and Management of Odontogenic Infections" UNM Physician Assistants students, Albuquerque NM
- November 10, 2009, "Common Oral Conditions" UNM Student Health Services, Albuquerque NM

Meeting sessions, chaired

- July 2016, chaired first meeting for Data Safety Monitoring Board (DSMB) for Dr. Rameet Singh (OB/GYN) nitrous oxide research project/grant (will meet quarterly in the future), University of New Mexico
- July 2011-June 2013, chaired monthly Dental Advisory Group (DAG) for the Division of Dental Services, Department of Dental Medicine, University of New Mexico
- May 2011-November 2013, chaired quarterly Quality Assurance/Quality Improvement Committee for the Division of Dental Services, Department of Dental Medicine, University of New Mexico

Community Service

- April 10, 2016: Mission of Mercy in Santa Fe, NM (provided free dentistry to low income individuals)

- October 25, 2014: Mission of Mercy in Rio Rancho, NM (provided free dentistry to low income individuals)
- January 25, 2014: KOB Eyewitness News 4 Health Fair Participant, Albuquerque, NM
- January 23, 2013: Eyewitness News 4 Health and Wellness Fair Participant, Albuquerque, NM
- September 24, 2012: Vision 20/20 Symposium #3 participant and volunteer, UNM Health Sciences Center, Albuquerque, NM
- October 16, 2010: Mission of Mercy, Albuquerque, NM (provided free dentistry to low income individuals)
- February 2012: Give Kids a Smile Day, UNM Dental, Albuquerque, NM (provided free dental care for low income children)
- February 2011: Give Kids a Smile Day, UNM Dental, Albuquerque, NM (provided free dental care for low-income children)
- January 22, 2011: KOB Eyewitness News 4 Health Fair Participant, Albuquerque, NM
- February 2010: Give Kids a Smile Day, UNM Dental, Albuquerque, NM (provided free dental care for low-income children)
- September 15, 2010: Vision 20/20 Symposium #1 participant at UNM Health Sciences Center, Albuquerque, NM

While at UNM, I have been involved in several research activities. In 2010, I was asked to participate in a National Institute of Dental Craniofacial Research (NIDCR) research project entitled "Epidermal Growth Factor Trafficking in Epithelial Cells and Odontoblasts." I was responsible for the extraction and collection of extracted wisdom teeth. In 2012, I was asked by my colleague, Dr. Rameet Singh (OB/GYN) to help in the training of providers using nitrous oxide for her first research study. Throughout this study, I served as an expert on nitrous oxide administration. Just recently in March 2016, Dr. Singh asked me to serve as the Chair for the Data Safety Monitoring Board (DSMB) for her NOVIA research project (Nitrous Oxide versus IV Sedation for Anesthesia). In 2014, I was involved with Christy Cogil, CNP, PhD, Barbara Overman, CNM, PhD, Dr. Peter Jensen, DDS and others with a HRSA NEPQR grant titled "Innovation in Primary Care Oral Health: Interprofessional Collaborative Practice" (UD7HP25045-02-00). El Pueblo primary care providers referred patients with diabetes to our Camino de Salud dental clinic that were at high risk for oral disease. During the study patients with diabetes had their HbA1c drawn before seeing a dentist for care and after completion of dental care. The purpose was to see if there was any improvement in glucose control with oral health care management. The grant evaluator (Tony Cahill, PhD) has not completed that part of the work just yet. My role as the Director of the Faculty Practice was to diagnose and treat all referred patients. This year, Charles Tatlock, DDS and I will be completing a retrospective study (and hopefully a publication) on the success rates of dental implants in novice hands (dental residents) looking at our clinical successes and failures. In the failures, we hope to find areas of clinical and quality weaknesses in order to come up with process improvements to increase clinical success and patient and provider satisfaction. This year I was also asked by Christine Nathe, RDH (vice chair of my Department) to write a chapter in her hygiene textbook about dental emergencies.

In the area of teaching, I am the Associate Residency Director and my big project last year was developing the curriculum for our PGY2 program starting July 2017. This involved a presentation to the Right Sizing Committee through GME to expand our residency program. Then, I wrote a 500 page "major change report" for the Commission of Dental Accreditation (CODA). I also wrote a much smaller "major change report" to CODA for the addition of Novitski Dental as a new site for resident education with special needs dentistry. My passion in clinical dentistry is oral surgery and I am the faculty member mostly involved with oral surgery cases like the extraction of wisdom teeth, hospital dentistry, implant dentistry and bone grafting procedures. I am also the faculty member in charge of overseeing our collaborative relationship with UNM's Truman Clinic. I work with the residents closely in caring for these patients' oral health. I also lecture to the residents on practice management and dental coding. I have lectured to many other departments in the University on oral health, prevention, treatment and oral trauma to undergraduates, graduate students, mid-level providers and physicians. I was recently asked to be on the selection committee and steering committee for the Medical Leadership Academy (MLA). In 2016, I attended the American Dental Education Association (ADEA) conference on becoming an effective dental educator. I am involved in two groups through ADEA: the Council for Hospitals and Advanced Education Programs (COHAEP) and the Postdoctoral General Dentistry section. These committees keep me current with dental education policy and standards and help me to connect with other educators in academic dentistry. Each year, I am responsible for closely mentoring two to four residents. This year I helped with the creation of two clinical education curriculums for the dental residency program: the dental implant protocol and the removable prosthesis protocol (see attachments to view the new curriculums).

In the area of service interests, I volunteer through Mission of Mercy to provide free dental care to restore the dignity of the poor, sick and homeless populations in New Mexico. I have served as a dentist for the national oral health promotion campaign, Give Kids A Smile, sponsored by the American Dental Association and the New Mexico Dental Association. I have been involved in Vision 20/20 to improve New Mexico's population's health and health equity as a measure of UNM's success. I have been involved in numerous local health fairs to educate and promote oral hygiene for at-risk populations.

Scholarly Achievements

- Masters in Business Administration (MBA); University of New Mexico, Albuquerque, NM. Will complete 48 credit hours in December 2016 with Honors, January 2011-December 2016.
- Medical Leadership Academy; University of New Mexico, Health Science Center, Albuquerque, NM. Two year program designed to train medical providers and clinical administrators in the nuts and bolts of healthcare operations, September 2013-May 2014 (1st cohort selected)

Publications Edited or co-edited

- Flores, Jason R. *A Proud Tradition of Dental Education in New Mexico: History of UNM Department of Dental Medicine*. Professional journal, NM Dental Journal, Portland, pp.7-10, Summer 2015. (contributed and edited publication)
- Flores, Jason R. *Benchmarking for Dental Ambulatory Surgical Centers* (edited on 11/2/13).

Works in Progress:

- Nathe, Christine N. Primary Preventive Dentistry, 9th edition by Pearson Publishing in Upper Saddle River, NJ. (writing a chapter on dental emergencies for Christine's textbook)
- Retrospective study with Dr. Charles Tatlock on the success rates of dental implants in novice hands (hopefully leading to a publication)

Oral Presentations at Professional Meetings

- February 6, 2016, "Dental Emergencies for Primary Care Providers" UNM School of Medicine Office of Continuing Education, 2016 Dental Conference: Teaching Oral Health to Providers, University of New Mexico, Albuquerque, NM
- February 6, 2016, "The Enhanced Head and Neck Exam for Primary Care Providers" UNM School of Medicine Office of Continuing Education, 2016 Dental Conference: Teaching Oral Health to Providers, University of New Mexico, Albuquerque NM
- April 11, 2013, "The Correct Protocol for Using Nitrous Oxide" with Gary Cuttrell, DDS, JD, Center for Reproductive Health, University of New Mexico, Albuquerque, NM
- April 20, 2012 – "Being an Academic versus Private Practice Dentist" Career Awareness Seminar on the Dental Health Professions, University of New Mexico University College, Albuquerque, NM
- July 14, 2011, "Traumatic Injuries to the Teeth" 54th Annual Family Medicine Conference, Ruidoso Convention Center, Ruidoso, NM

Current Grant and Contract Funding

Project Title: Emergency and Basic Oral Health Services Project

Principle Investigators: **Melissa Ivers, DMD** and Charles Tatlock, DDS
Percent Effort: .2 FTE
Funding Organization: NM Department of Health
Starting and Stopping Dates: 7/1/2016-6/30/17
Award Amount: \$102,335

Project Title: Dental Implant Curriculum
Principle Investigator: **Melissa Ivers, DMD**
Percent Effort: N/A
Funding Organization: OCO Biomedical
Starting and Stopping Dates: 7/1/2013-present
Award Amount: Grant includes 60 implants and restorative components with surgical kits and prosthetic kits for resident education

Project Title: Dental Implant Curriculum
Principle Investigator: **Melissa Ivers, DMD**
Percent Effort: N/A
Funding Organization: Zimmer Biomet Dental
Starting and Stopping Dates: 7/1/2010-present
Award Amount: Grant includes 2 implants, 2 abutments, 2 healing collars per resident annually. Supply models, surgical motors, surgical kits, and implants for “hands-on” manikin training curriculum at no cost

Project Title: Nitrous Oxide versus IV Sedation for Anesthesia (NOVIA)
(A multi-site, double-blinded, randomized, non-inferiority clinical trial of inhaled nitrous oxide with oxygen (N2O/O2) versus intravenous (IV) sedation, with fentanyl and midazolam, for pain management in adult women having an abortion procedure between 12 and 16 weeks gestational age. The research will hopefully conclude whether nitrous oxide is a feasible and acceptable alternative to IV sedation for pain management during early second trimester dilation and evacuation)
Principle Investigator: Rameet Singh, MD, MPH (faculty), Lauren Thaxton, MD (fellow) (I am a collaborator in this grant as a expert/consultant on nitrous oxide use as well as serving as the chair on the Data Safety Monitoring Board (DSMB) for this research project)
Percent Effort: N/A
Funding Organization: Society of Family Planning
Starting and Stopping Dates: 5/25/2016-5/2/2017
Award Amount: \$93,304

Past Grant and Contract Funding

Project Title: Emergency and Basic Oral Health Services Project
Principle Investigators: **Melissa Ivers, DMD** and Charles Tatlock, DDS
Percent Effort: .2 FTE
Funding Organization: NM Department of Health
Starting and Stopping Dates: 7/1/2015-6/30/16
Award Amount: \$259,213

Project Title: Patient Care Funds (Nomad Handheld Portable X-rays)

Principle Investigator: **Melissa Ivers, DMD**, Sarah Rose Usher, DMD (resident), MPH, Peter Jensen, DDS, MPH (faculty)

Percent Effort: N/A

Funding Organization: Committee of Interns and Residents (CIR) Patient Care Funds

Starting and Stopping Dates: 8/2014

Award Amount: \$17,000 for Nomad Pro 2 X-ray Equipment, x-ray sensors and hard carrying case

Project Title: Interprofessional Collaboration Among Nursing, Dental Medicine and El Pueblo Health Services

Principle Investigators: Barbara Overman, Ph.D., Peter M. Jensen and Rick Adesso, CMPE (I was involved in the clinical efforts of this grant)

Funding Organization: HRSA

Starting and Stopping Dates: 9/1/12-6/30/2015

Award Amount: \$250,000

Project Title: UNM Division of Dental Services DOH-HIV Contract for Services (Ryan White)-Truman Street Clinic Affiliation

Principal Investigators: **Melissa Ivers, DMD**

Percent Effort: N/A

Funding Organization: NM DOH

Starting and Stopping Dates: 7/1/2014-6/30-2015

Award Amount: \$25,000

Project Title: UNM Division of Dental Services DOH-HIV Contract for Services (Ryan White)-Truman Street Clinic Affiliation

Principal Investigators: **Melissa Ivers, DMD**

Percent Effort: N/A

Funding Organization: NM DOH

Starting and Stopping Dates: 7/1/2013-6/30-2014

Award Amount: \$25,000

Project Title: UNM Division of Dental Services DOH-HIV Contract for Services (Ryan White)-Truman Street Clinic Affiliation

Principal Investigators: **Melissa Ivers, DMD**

Percent Effort: N/A

Funding Organization: New Mexico Department of Health

Starting and Stopping Dates: 7/1/2012-6/30-2013

Award Amount: \$50,000

Pending Grant and Contract Funding (proposal submitted)

Project Title: Acquisition of Cerec Omnicam for Special Needs dentistry as well as resident education

Principal Investigators: **Melissa Ivers, DMD**, Gary Cuttrell, DDS, JD, Christine Nathe, RDH
Percent Effort: N/A

Funding Organization: UNM Fund (50%) and Carl C. Anderson Sr. and Marie Jo Anderson Charitable Foundation (50%) (wrote funding proposal 2/2016 and we have received 50% of the funding from the Anderson Foundation in Austin, TX, but we are awaiting the additional funding from the UNM Fund (Kenneth Thompson))

Starting and Stopping Dates: 2/2016-unknown

Award Amount: \$125,000 (for Cerec Omnicam digital impression system with milling unit and training costs)

Teaching/Education

Undergraduate Education

- Taught a sophomore seminar (UNIV 216) for Dental Health Professionals at University College (UNM) Spring 2012 with Dr. Melissa Ravago.

Resident and fellow teaching and mentoring

- Courses taught to UNM AEGD Residents:
 - *Dental Coding: Capturing Collections* (2014, 2015, 2016)
 - *Traumatic Injuries to the Teeth* (2012, 2013, 2014, 2016)
 - *Integrated Journal Club, Evidenced-Based Dentistry, and Case Series Presentation* into a single curriculum (team taught with Joseph Matthews, DDS (stopped in 2015) and Charles Tatlock, DDS throughout year 2013-present)
- Poster Presentations
 - February 2012: GME Quality Retreat (Won 1st place)
 - September 2016: GME Quality Retreat
- Continue to serve as a resource to several past residents who are now either in private solo practice or larger group practices, consulting with them in the areas of practice management and/or clinical issues. Specifically these residents are Omar Pereyra, Melissa Jackson, Nagashree Prakash, Jacob Rogers, Amireh Awad and Elizabeth Rivers with whom I have regularly communication and mentoring.
- Mentoring
 - Mentored UNM AEGD Residents: Shirlena Terlajae, Chandra Tweet, Louis Guillory, Josh Twiss, Cara Morton, Keith Benson, Andrew Bruner, Kayla Smith, Laura Rickert, Alicia Carey (July 1, 2010-June 30, 2011)
 - Mentored UNM AEGD Residents: Julastene Dyer-Moore, Kate Kusek, Patricia Labbee, Brian Podbesek, Nagashree Prakash, Sherwin Matian, Katarzyna, Piekarska, Jacob Rogers, Erica Tonso, and Elizabeth Turner (July 1, 2011-June 30, 2012)
 - Mentored UNM AEGD Residents: Zelisha Quam, Lindsay Essenmacher, Catlyn Foy, Dawn Glover, Blake Gutierrez, Blake Lindsey, Patricia Moreno-Cabrera, Kristi Quan, Paul Tung, and Armando Chavez (July 1, 2012-June 30, 2013)

- Mentored UNM AEGD Residents: Sheila Brown, Daniel Clark, Seth Holland, Marian Ibarra, Lyndsey Jemmett, Bethany Lowe, Matthew Matte, Omar Pereyra, Zachary Reisenberger, and Clark Wenger (July 1, 2013-June 30, 2014)
- Mentored UNM AEGD Residents: Keon Aghar, Sarah Usher, Claudia Quan, Jacob Parsons, Allen Tucker, Paul Nuanes, Matthew Dennison, Roberto Espinoza, (July 1, 2014-June 30, 2015)
- Mentored UNM AEGD Residents: Elizabeth Rivers, Supreet Aurora, Amireh Awad, Jolie Goodman, Rebecca Almond, Kasey Tea, Melissa Jackson, Puja Bhakta, Anastacia Calciano (July 1, 2015-June 30, 2016)
- Mentoring UNM AEGD Residents: Sara Kieschnick, Stephanie Healy, Philip Onyirimba, Kyle Henry, Anthony Quintana, Nicole Eckelkamp, Nectarios Pavlakos, Darryl Spencer, Aous Manshad and Audra Martinez (July 1, 2016-present)

Masters Student Mentoring

- McKenzie Lake, BSN-RN, APNS, mentoring at Dental ASC with the administration of intraoral local anesthetic (2015-2016)
- Estelle Elliott-Olivias, BSN-RN, APNS, mentoring at Dental ASC with the administration of intraoral local anesthetic (2015-2016)
- Julie Brockmeyer, BSN-RN, FNP, mentoring at Dental ASC with the administration of intraoral local anesthetic (2015-2016)

Continuing Medical/Dental Education

- Continuing Dental Education:
Earned 815 hours of Continuing Education approved by the Academy of General Dentistry (from July 2009-present)
- Continuing Medical Education:
Earned 68 hours of continuing education when I completed Medical Leadership Academy (MLA) from September 2013-June 2014

Continuing Education Courses Taught

- February 6, 2016, "Dental Emergencies for Primary Care Providers" UNM School of Medicine Office of Continuing Education, 2016 Dental Conference: Teaching Oral Health to Providers, University of New Mexico, Albuquerque, NM (8 CME lecture hours)
- February 6, 2016, "The Enhanced Head and Neck Exam for Primary Care Providers" UNM School of Medicine Office of Continuing Education, 2016 Dental Conference: Teaching Oral Health to Providers, University of New Mexico, Albuquerque NM (8 CME lecture hours)
- July 14, 2011, "Traumatic Injuries to the Teeth" 54th Annual Family Medicine Conference, Ruidoso Convention Center, Ruidoso, NM (3 CME lecture hours)

Curriculum development or educational administrative positions:

- Created a fixed prosthetic protocol for the AEGD residents in October 2016. The reason for the new protocol was to attempt to standardize the clinical processes of this more intensive and higher expensed procedure in order to minimize costs and streamline the education for our program.
- Actively participated in the creation of an implant protocol for the AEGD residents in July 2016. The reason for the new protocol was flaws were found in the treatment planning as well as surgical and restorative steps for implant completion. The goal of the protocol is to create a successful step-by-step process from treatment planning to surgery to the final restoration to increase patient and provider satisfaction as well as increasing positive outcomes.
- Actively participated in the creation of a removable prosthetic protocol for the AEGD residents in July 2016. The reason for the new protocol was due to changes in Medicaid coverage for patients and an increase in repairs and remakes in these appliances. The goal of this protocol is to streamline the clinical and administrative processes of this aspect of dentistry for novice providers to complete predictably and successfully.
- Serve as a member on the Medical Leadership Academy Selection Committee and Steering Committee. These committees are responsible for developing the curriculum for the leadership training for junior faculty and staff development at UNM as well as selecting the new cohort of leaders every two years.
- Associate Residency Director- Advanced Education in General Dentistry (AEGD) Program at UNM, September 1, 2005- Present
- Assisted in achieving accreditation of Camino de Salud ambulatory dental surgery center by the Association for Ambulatory Health Care (AAAHHC); accredited May 2013 (and reaccruited in 2016) with no reporting requirements
- Wrote major change report and worked with consultant, Dr. Todd Thierer (University of Minnesota). Created future curriculum and reported it at August 2016 CODA meeting.
- Assisted in current curriculum for the UNM AEGD program, including Implant Dentistry and Prosthetics, Evidence Based Dentistry, Journal Club and Case Presentation Series; in consultation with responsible faculty and volunteer faculty, developed, organized and schedules curriculum that includes Pediatric Dentistry, TMD/Occlusion, Oral and Maxillofacial Surgery, Endodontics, Practice Management, Sedation Dentistry, Management of Developmentally Disabled Dental Patients and Physical Diagnosis. No curriculum existed when I assumed the position of Director of the AEGD. This curriculum is used in UNM's AEGD Program and was fully approved as a requirement for the 2012 CODA accreditation.

Mentoring of Faculty in Education

- Official faculty mentor for current full time staff dentist, Jennifer Bodziak, DDS

- Mentored former Assistant Professor Alicia Carey, DDS in her clinical techniques in the areas of implant dentistry, prosthetic dentistry and oral surgery as well as general dentistry, September 2011-March 2013
- Mentor junior and senior faculty members in the Department of Dental Medicine in the area of implant dentistry

Other teaching and student mentoring activities:

- Oversee emergency department medical residents on elective rotation for giving local anesthetic intraoral blocks (July 2013-present)
- Oversee visiting UNM undergraduate students from UNM Pre-dental Society at the NEH Dental Clinic during their job-shadowing experience that is required for admission to dental school (2010-present)
- Pre-dental advisor for undergraduate students at the University of New Mexico (2010-2012)

Service

Present patient care activities

- Deputy Chief of Dental Services, Department of Dental Medicine
- Associate Residency Director, Department of Dental Medicine
- Director of Faculty Practice, Camino de Salud Dental Clinic, Department of Dental Medicine
- Direct general dentistry clinical services provided at Camino de Salud Dental Clinic
- Direct adult dental services provided in operating room at University Hospital
- Direct pediatric dental services provided in operating room at Children's Hospital
- On-call Dental Services-University Hospital Emergency Room, University
- Hospital consultations and PALS service

Past patient care activities

- Directs general dentistry clinical services at High Country Dental, Rio Rancho, NM (August 2016-present)
- Direct general dentistry clinical services at Rio Rancho Modern Dental, Rio Rancho, NM (October 2015-present)
- Direct general dentistry clinical services at Quintana Dental Practice, Albuquerque, NM (January 2014-August 2016)
- Direct general dentistry clinical services at Chamisa Hills Family Dental, Rio Rancho, NM (January 2013-November 2013)
- Direct general dentistry clinical services at Emergency Dental Care USA, Albuquerque, NM (November 2009-September 2013)

University, SOH, HSC, department committees and administrative duties

- September 19, 2016, Mission of Excellence Conference with Studer Group, participant
- September 14, 2016, Graduate Medical Education Retreat 2016 “Building a Resident QI Council,” participant
- August 2016-present, Medical Leadership Academy Steering Committee, member
- May 2016-present, Committee for Hospital Planning (Surgical Services and Emergency Department subcommittees), member
- March 2016 – present, Data Safety Monitoring Board (DSMB) for Dr. Rameet Singh’s (OB/GYN) nitrous oxide research study, chair
- June 22, 2016, Mission of Excellence Conference with Studer Group, participant
- June 2016-present, Medical Leadership Academy Selection Committee, member
- May 2016-present, Surgical Services Operations Committee (SSOC), member
- May 2015-December 2015, ICD-10, Department of Dental Medicine, champion
- September 2014-present, UNM Anderson’s Ambassador’s Committee, UNM Anderson School of Management, member
- July 2014-present, Resource Committee for the Department of Dental Medicine, member
- July 2014-May 2016, Operating Room Executive Committee, member
- April 2014-present, Personnel Committee, Department of Dental Medicine, member
- January 2014-December 2015, Health Science Center Council, voting member
- January 2014-December 2015, Faculty Senate, non-voting member
- January 2014, Operating Room Block Time Task Force, member
- March 2013–present, Dr. Rameet Singh (Chief of the Division of Family Planning, Department of Obstetrics and Gynecology) nitrous oxide research, consultant
- March 2013-present, Advisory Council, Masters of Business Administration, member
- November 2012-November 2013, LEAN Perioperative Committee, member
- September 2012-June 2014, Medical Leadership Academy, Nominated, selected and completed the two year curriculum
- July 2012-present, Compliance Officer, Department of Dental Medicine
- April 2011- present, Physician Advisory Group (PAG) through UNM Medical Group, member
- July 2011-present, Patient Safety Officer, Department of Dental Medicine
- July 2011-June 2013, Dental Advisory Group (DAG) within the division of dental services, chair
- May 2011-November 2013, Quality Assessment/Quality Improvement (QA/QI) Committee within the Division of Dental Services, Department of Dental Medicine, University of New Mexico, chair
- May 2011–June 2012, UNM Medical Group’s Quality Council, member
- July 2011-present, faculty scheduler, Division of Dental Services, Department of Dental Medicine
- August 2010-present, Education Committee for the division of dental services, member
- August 2010-June 2015, Faculty Activity Database (FAD) for the division of dental services, organizer

- August 2010-present, Resident Interview/Selection Committee for the division of dental services, member

Local, state, regional, national committees

- July 2016-present, New Mexico Health Resources (NMHR) Board of Directors, board member, private, non-profit, no-fee agency organized to support efforts to recruit and retain healthcare personnel for communities including rural and medically underserved areas around New Mexico
- July 2013-present, HRSA's National Health Service Loan Repayment program, mentor and state representative, federal government program administered by the U.S. Department of Health and Human Services, Health Resources and Services Administration (HRSA), Bureau of Health Workforce with the goal to bring health care to those who need it most
- May 2013-present, New Mexico Oral Health Coalition, member, statewide organization that works to ensure that the people of New Mexico attain optimal oral health
- June 2012-present, NM Oral Health Advisory Committee of New Mexico, member, Governor Bill Richardson (2006) appointed this committee to address state oral health issues and reduce oral health disparities

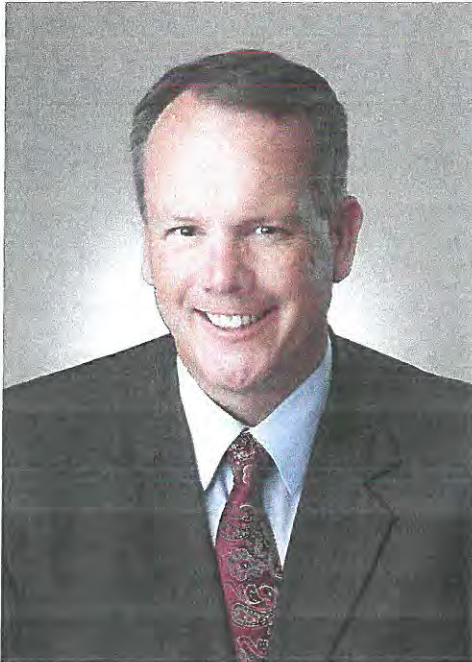
Mentoring of other faculty members in clinical or other service activities

- Official faculty mentor for junior faculty dentist, Dr. Jennifer Bodziak (mentoring her clinically with advanced surgical procedures like implant dentistry and bone grafting procedures as well as department policies and procedures)

Michael Richards, MD

Executive physician-in-chief, UNM Health System

Professor in the UNM Department of Emergency Medicine



Medical School

East Carolina University (May 1997) Greenville, NC

Residency

University of New Mexico School of Medicine (Jun 2000) Albuquerque, NM

Emergency Medicine

Certifications

Am Bd Emergency Medicine (Nov 2001)

Dr. Richards is the Executive Physician-in-Chief for the New Mexico Health System and is also a professor and former chair of the Department of Emergency Medicine. He has an extensive background as both an administrator and physician leader.

In his current position, Dr. Richards is focused on translating the health system's strategic plan and vision into structure, function and operational plans. He is also responsible for helping the health system achieve greater alignment and integration across all of its operational elements.

Michael Richards has a Masters of Public Administration from the University of North Carolina, Med School from East Carolina University and internship/residency from the University of New Mexico, School of Medicine.

University of New Mexico School of Medicine
CURRICULUM VITAE

July 2016

Michael E. Richards, MD, MPA, FACEP

CURRENT POSITIONS Executive Physician-in-Chief, UNM Health System
Chief Strategy Officer, UNM Health System
Chief Clinical Affairs Officer, UNM Health Science Center
MS 09 5300, 1 University of New Mexico
Albuquerque, NM 87131-0001

Professor of Emergency Medicine
University of New Mexico Health Sciences Center
MSC10 5560, 1 University of New Mexico
Albuquerque, NM 87131-0001

Phone: (505) 272-1175

FAX: (505) 272-3601

e-mail: MRichards@salud.unm.edu

HOMI

LICENSURE State of New Mexico Medical License, 99-288

CERTIFICATIONS

2004	Fellow, American College of Emergency Physicians
2001	American Board of Emergency Medicine, Diplomate
1999	DEA Controlled Substance Certificate
1999	New Mexico Board of Pharmacy Controlled Substance Certificate

EDUCATIONAL HISTORY

- 6/1997 – 6/2000 Emergency Medicine Residency Program
University of New Mexico Health Sciences Center
Albuquerque, NM
- 8/1993 – 5/1997 Doctor of Medicine
East Carolina University School of Medicine
Greenville, NC
- 8/1987 – 12/1989 Master of Public Administration
University of North Carolina at Chapel Hill
- 8/1985 – 7/1987 Bachelor of Science in Applied Science
Winston-Salem State University
Winston-Salem, NC
- 8/1982 – 6/1984 Associates of Applied Science in Emergency Medical Science
Guilford Technical Community College, Jamestown, NC

EMPLOYMENT HISTORY

Principal Positions:

- 7/2012 – Present Executive Physician-in-Chief, UNM Health System
Chief Strategy Officer, UNM Health System
Chief Clinical Affairs Officer, UNM Health Science Center
- 7/2012 – Present Professor, Department of Emergency Medicine
University of New Mexico Health Sciences Center
Albuquerque, NM
- 7/2007 – 7/2012 Chairman, Department of Emergency Medicine
University of New Mexico Health Sciences Center
Albuquerque, NM
- 3/2006 – 6/2012 Associate Professor, Department of Emergency Medicine
University of New Mexico Health Sciences Center
Albuquerque, NM
- 7/2000 – 2/2006 Assistant Professor, Department of Emergency Medicine
University of New Mexico Health Sciences Center
Albuquerque, NM

- 1/1991 – 7/1993 Director of EMS Training Division
Guilford County Emergency Services, Greensboro, NC
- 8/1989-1/1991 Senior Paramedic, Guilford County Emergency Services
Greensboro, NC
- 10/1988-8/1989 Administrative Officer/Intern
City of Charlotte Fire Department, NC
- 1/1984-8/1987 Paramedic and 911 Telecommunications Operator
Randolph County Emergency Services, Asheboro, NC

Concurrent Temporary, Visiting, and Other Employment Experience:

- 1/2005- Present Supervisory Medical Officer
National Disaster Medical System
U.S. Department of Health & Human Services
Washington, DC
- 1/2003-1/2005 Medical Officer
National Disaster Medical System
U.S. Department of Health & Human Services
Washington, DC
- 8/1989-3/1995 Co-founder and Principal
Public Safety Group, Ltd.
High Point, NC
- 1/1986-7/1995 Instructor, Emergency Services Continuing Education
Randolph Community College
Asheboro, NC
- 8/1987-12/1994 Paramedic
Randolph County Emergency Services
Asheboro, NC
- 1/1990-7/1993 Instructor, Emergency Services Continuing Education
Guilford Technical Community College
Jamestown, NC
- 12/1991-8/1992 Lecturer, Master of Public Affairs Program
University of North Carolina at Greensboro
Greensboro, NC

- 7/1990-8/1992 Lecturer, Master of Public Administration Program
University of North Carolina
Chapel Hill, NC
- 7/1989-7/1992 Instructor, Paramedic Program
Montgomery Community College
Troy, NC
- 7/1989-7/1992 Instructor, Paramedic Program
Sandhills Community College
Pinehurst, NC
- 5/1987-7/1987 Intern, EMS Regional Planner's Office
Piedmont Triad Council of Governments
Greensboro, NC
- 6/1983-2/1984 Emergency Medical Technician, Emergency Department
Moses Cone Memorial Hospital
Greensboro, NC

PROFESSIONAL RECOGNITIONS AND HONORS

- 2010 "Top Doctor" For Emergency Medicine
Albuquerque Magazine
- 2009 Tim Fleming Medical Director of the Year Award
Emergency Medical Systems Bureau, NM Department of Health
- 2008 "Top Doctor" For Emergency Medicine
Albuquerque Magazine
- 2005 Congressional Appreciation – Katrina Response
Awarded by Congresswoman Heather Wilson
- 2005 Outstanding Leadership and Service Recognition – Katrina Response
UNM School of Medicine
- 2003 Dean's Award of Distinction
University of New Mexico Health Sciences Center
- 2003 Volunteer Appreciation Award
Operation Stroke Albuquerque, American Stroke Association
- 2002 Certificate of Appreciation
American Stroke Association

- 2000 Resident Physician Research Award
New Mexico Chapter, American College of Emergency Physicians
- 1997 Alpha Omega Alpha Medical Honor Society
East Carolina University School of Medicine
- 1997 George Podgorny Award for Emergency Medicine
East Carolina University School of Medicine
- 1987 John Gold Fellowship
University of North Carolina at Chapel Hill
- 1987 Summa Cum Laude
Winston-Salem State University
- 1992 Certificates of Appreciation and Achievement – MICN and Paramedic Education
Montgomery and Sandhills Community College and the Moore County Department of EMS
- 1987 Departmental Citation: *“Outstanding service in the resuscitation of cardiac arrest victims”*
Randolph County Emergency Services

MEMBERSHIPS IN PROFESSIONAL SOCIETIES

- | | |
|--------------|--|
| 2008-Present | Association of Academic Chairs of Emergency Medicine |
| 1995-Present | American College of Emergency Physicians |
| 1990-Present | MPA Alumni Association, UNC-Chapel Hill |
| 1999-2012 | National Association of EMS Physicians |
| 2004-2010 | Society for Academic Emergency Medicine |
| 2000-2007 | National Association of State EMS Officials |
| 1990-1993 | North Carolina Association of EMS Administrators |

OTHER EXTRAMURAL PROFESSIONAL ACTIVITIES

- | | |
|---------------|---|
| 2015- Present | Board of Directors
Presbyterian Health Plan, Albuquerque NM |
| 2007-2016 | Board of Directors – Advisory Member
Albuquerque Ambulance Service, Albuquerque NM |

2010-2012	President NM Chapter of American College of Emergency Physicians
2010-2012	Board of Directors NM Chapter of American College of Emergency Physicians
2006-2009	Advisory Board Member NEMSIS Technical Assistance Center University of Utah School of Medicine
2005-2007	Medical Director, Office of Health Emergency Management New Mexico Department of Health, Santa Fe, NM
2002-2004	Medical Director, Bioterrorism Hospital Preparedness Program New Mexico Department of Health, Santa Fe, NM
2000-2007	State EMS Medical Director, NM EMS Bureau New Mexico Department of Health, Santa Fe, NM

Ad Hoc Reviewer for Professional Journals:

2012-Present	<i>Academic Medicine</i>
2011-Present	<i>American Journal of Medical Quality</i>
2010-Present	<i>Disaster Medicine and Public Health Preparedness</i>
2007-Present	<i>Western Journal of Emergency Medicine</i>
2001-Present	<i>Annals of Emergency Medicine</i>

INVITED LECTURES

- 2016 HealthCare Reform in NM. Leadership New Mexico Local Government Leadership Program, Santa Fe, NM, February 27, 2016
- 2015 HealthCare Reform in NM. Leadership New Mexico Core Program, Los Alamos, NM, November 6, 2015
- 2015 HealthCare Reform in NM. Leadership New Mexico Connect Program, Los Alamos, NM, September 25, 2015
- 2015 Improving Access & Health Care Delivery. UNM School of Medicine 50th Anniversary Symposium, Albuquerque, NM, June 20, 2015

- 2015 The ACA and NM HealthCare/EM Management and Practice – panel member. NM ACEP EM Symposium, Albuquerque, NM, April 25, 2015
- 2015 HealthCare Reform: Quality and Access, Implications for Worker’s Compensation. Worker’s Compensation Association of NM, Albuquerque, NM, April 17, 2015
- 2015 ACOs: How Can We Prepare Our Graduates? – moderator. Beyond Flexner Conference, Albuquerque, NM, April 13, 2015
- 2015 HealthCare Financing: Reform and Transformation. UNM General Surgery Rounds, Albuquerque, NM, March 20, 2015
- 2015 HealthCare Reform. Leadership New Mexico Local Government Program, Santa Fe, NM, March 7, 2015
- 2015 UNM Health System Overview & Leadership Structure. Quickstart Physician Orientation, Albuquerque, NM, February 12, 2015
- 2015 Medical Leadership Perspectives. UNM Medical Education Scholars, Albuquerque, NM, January 29, 2015
- 2015 Humans, Risk Perception, and Disasters. Anderson School of Management, Albuquerque, NM, January 26, 2015
- 2015 HSC Strategic Planning & Institutional Policy. Pediatric Division Chief Leadership Academy, January 21, 2015
- 2015 Introduction to Health Systems. UNM Medical Leadership Academy, Albuquerque, NM, January 14, 2015
- 2014 Health System Challenges and Tools. UNM Health System Winter LEAD Retreat, Albuquerque, NM, December 15, 2014
- 2014 Models of Care: Quality & Value. UNM Hospital Annual Medical Staff meeting, Albuquerque, NM, October 28, 2014
- 2014 Academic Medical Centers. Presbyterian Medical Services CMO meeting, Albuquerque, NM, October 24, 2014
- 2014 Health Care Priorities. OB/GYN Grand Rounds, Albuquerque, NM, October 24, 2014
- 2014 HealthCare Reform in NM. Leadership New Mexico Connect Program, Los Alamos, NM, September 19, 2014
- 2014 UNM Health System. General Surgery Annual Retreat, Albuquerque, NM, May 27, 2014

- 2014 HealthCare Reform. Anesthesiology Faculty meeting, Albuquerque, NM, February 2014
- 2014 Theft Issues. UNM Internal Medicine Division Chief meeting, Albuquerque, NM, February 6, 2014
- 2014 Models of Care. SRMC Strategic Planning Retreat, Santa Ana Pueblo, NM, January 8, 2014
- 2013 Medical Leadership perspectives. UNM Medical Education Scholars Meeting, Albuquerque, NM, December 19, 2013
- 2013 Changes in HealthCare. Emergency Medicine Faculty meeting, Albuquerque, NM, December 11, 2013
- 2013 Winter LEAD – opening session. UNM Health System Leadership LEAN, Albuquerque, NM, December, 11, 2013
- 2012 Physician-Hospital Alignment in the New Healthcare Era – Panelist. New Mexico Chapter of the American College of Healthcare Executives Annual Meeting, Albuquerque, NM, October 19, 2012
- 2011 Disaster Preparedness. American Academy of Family Physicians (AAFP) Emergency and Urgent Care course, Santa Ana Pueblo, NM, October 20, 2011
- 2011 No Place to Go: Causes, Expectations, and Implications of the Chronically Overcrowded ED for NM EMS. 10th Annual Enchanted Circle EMS Conference, Red River, NM, October 2, 2011
- 2011 Emergency Medicine Updates, Issues, and Innovations - Panelist. 31st Annual New Mexico Chapter of the American College of Emergency Physicians Emergency Medicine Symposium, Isleta, NM, July 21, 2011
- 2011 The Sum of All Fears – IND Detonation. EMS Region III Partners for Life Conference, Ruidoso, NM, April 29, 2011
- 2010 Critical Disaster Management. San Juan Regional Medical Center Trauma Conference, Farmington, NM, September 25, 2010
- 2010 Haiti Earthquake Relief. San Juan Regional Medical Center Trauma Conference, Farmington, NM, September 25, 2010
- 2010 EMS Literature Review. New Mexico Statewide EMS Conference, Albuquerque, NM, August 6, 2010
- 2010 EMS Research and the IMMEDIATE Trial. New Mexico Statewide EMS Conference, Albuquerque, NM, August 5, 2010

- 2010 Haiti Experience. Southwest Regional Emergency & Trauma Advisory Council and the Colorado Department of Health, MCI and Emergency Preparedness Summit, Durango, CO, June 5, 2010
- 2010 Disasters – Lessons Learned (And Sometimes Forgotten). Southwest Regional Emergency & Trauma Advisory Council in partnership with the Colorado Department of Health, MCI and Emergency Preparedness Summit, Durango, CO, June 5, 2010
- 2010 Grand Rounds - Disaster Medicine. Department of Internal Medicine, UNM School of Medicine, Albuquerque, NM, June 17, 2010
- 2010 Grand Rounds - Disaster Medicine: Experience in Haiti following the January 2010 Earthquake. Department of Pathology, UNM School of Medicine, Albuquerque, NM, May 20, 2010
- 2010 Disaster Medicine. NM Department of Health, Santa Fe, NM, April 21, 2010
- 2010 Lessons Learned – 2009-2010 H1N1 Experience in New Mexico - Panelist. 30th Annual NM American College of Emergency Physicians Emergency Medicine Symposium, Albuquerque, NM, April 10, 2010
- 2009 Learning (and Failing to Learn) from Prior Disasters. 8th Annual Enchanted Circle EMS Conference, Red River, NM, September 26-27, 2009
- 2009 EMS Literature Review. New Mexico Statewide EMS Conference, Albuquerque, NM, July 23, 2009
- 2009 Medical Emergency Responses. Infragard New Mexico Conference, Albuquerque, NM April 17, 2009
- 2009 Overcrowding Issues Nationally and in New Mexico Emergency Departments. 28th Annual New Mexico Chapter of the American College of Emergency Physician's Emergency Medicine Symposium, Albuquerque, NM, April 4, 2009
- 2008 Learning (and Failing to Learn) from Prior Disasters. University of Mie Grand Rounds, Tsu City, Japan, March 14, 2008
- 2008 Learning (and Failing to Learn) from Prior Disasters. Shima Medical Society, Nemu-no-sato, Shima City, Japan. March 13, 2008
- 2007 What it Takes to be Prepared. Saint Vincent Regional Hospital Bioethics Conference, Santa Fe, NM, October 13, 2007
- 2007 Crush Injuries. Annual Blast and Explosive Injuries Conference, Red River, NM, August 5, 2007
- 2007 EMS Medical Director Course. New Mexico Statewide EMS Conference, Albuquerque, NM, July 24, 2007

- 2007 EMS Literature Review. New Mexico Statewide EMS Conference, Albuquerque, NM, July 26, 2007
- 2007 Crush Injuries. Annual Blast and Explosive Injuries Conference, Carlsbad, NM, July 8, 2007.
- 2007 Trauma Infrastructure of New Mexico. New Mexico Medical Society Annual Meeting, Albuquerque, NM, May 10, 2007
- 2007 What it Takes to be Prepared: Lessons Learned from Disasters. 27th Annual New Mexico Chapter of the American College of Emergency Physicians Symposium, Albuquerque, NM April 12, 2007
- 2007 Hospital Surge Capacity for Pandemic Influenza. World Research Group – Building Hospital Surge Capacity Conference, Chicago, IL, April 19, 2007
- 2007 Infectious Disease issues in Disaster Medicine. Association of Professional in Infection Control Annual Conference, Albuquerque, NM, February 9, 2007
- 2006 Academic Medical Centers and Disaster Response. 2nd International Conference of Emergency Medicine, New Delhi, India, November 19, 2006
- 2006 Federal Disaster Response Teams. 2006 Homeland Security Conference, Albuquerque, NM, October 26, 2006
- 2006 Scripting Disaster. New Mexico Emergency Managers Association Annual Conference, Ruidoso, NM, August 31, 2006
- 2006 Medical Response to Hurricane Katrina. Bi-national Forum: Trauma and Disaster, El Paso, TX, August 24, 2006
- 2006 Revisiting MEMS: Concepts for Building Hospital surge Capacity. World Research Group - Disaster Planning for Hospitals Conference, Washington DC, August 10, 2006
- 2006 EMS Literature Review. NM Statewide EMS Conference, Albuquerque, NM, July 27, 2006
- 2006 Scripted Disasters. NM Statewide EMS Conference, Albuquerque, NM, July 27, 2006
- 2006 Pandemic Influenza. NM Society of Professional Engineers Annual Meeting, Albuquerque, NM, June 23, 2006
- 2006 Medical Response to Hurricane Katrina, Critical Response and Emergency Systems Training Conference, Scottsdale, AZ, June 16, 2006
- 2006 Louisiana Experience: Responding to Victims of Hurricane Katrina. New Mexico Health Resources Annual Provider Retreat, Taos, NM, May 20, 2006
- 2006 Keynote Address – New Mexico Stroke Task Force. 2nd Annual Western North Carolina Stroke Conference, Asheville, NC, May 2006

- 2006 Controversies of tPA in Acute Stroke. 2nd Annual Western North Carolina Stroke Conference, Asheville, NC, May 2006
- 2006 Inside the Superdome - Disaster Response to Hurricane Katrina. International Association of Fire Chiefs Annual Meeting, Las Vegas, NV, April 26, 2006
- 2006 Pandemic Influenza – What Every EMS Provider Should Know. Region III EMS Conference, Ruidoso, NM, April 2006
- 2006 Disaster Response – The First 24 Hours. Region III EMS Conference, Ruidoso, NM, April 2006
- 2006 Becoming a Disaster Responder – Overview of Federal and State Disaster Response Teams. Region III EMS Conference, Ruidoso, NM, April 2006
- 2006 Academic Center for Disaster Medicine: The UNM Experience. California State University Long Beach, Long Beach, CA, April 24, 2006
- 2006 Public health preparedness: volunteer Readiness - Panelist. Oklahoma Public Health Association Pre-conference, Oklahoma City, OK, March 29, 2006
- 2006 Grand Rounds – Managing Anaphylaxis. NM Department of Health, Stanford Public Health Office, Albuquerque, NM, March 14, 2006
- 2006 NM Pandemic Influenza Planning and Preparedness. Federal Continuity of Operations Conference, Albuquerque, NM, February 22, 2006
- 2006 The UNM Center for Disaster Medicine. UNM School of Medicine General Faculty Meeting, Albuquerque, NM, February 15, 2006
- 2006 Lessons Learned in the Health and Public Safety Sectors Related to the Recent Gulf Coast Hurricanes – Panelist. TWL Knowledge Group Satellite and Webcast, Dallas, TX, February 15, 2006
- 2006 Hurricane Response 2005. UNM Mind Institute, Albuquerque, NM January 13, 2006.
- 2005 Blast and Explosive Injuries. Fourth Annual Homeland Security Conference, Albuquerque, NM, November 2005
- 2005 Crush Injuries. 4th Annual Homeland Security Conference, Sandia National Laboratories, Albuquerque, NM, November 2005
- 2005 MEMS Model for Hospitalization and Medical Surge Capacity; Are We Ready – The New Mexico Pandemic Influenza Symposium. Albuquerque, NM, October, 2005
- 2005 Crisis, Surge, and Triage for Hospitalization and Public Health; Are We Ready – The New Mexico Pandemic Influenza Symposium. Albuquerque, NM, October, 2005

- 2005 Medical Response and Collaboration During Katrina and Rita. HRSA 2nd Annual Bioterrorism Training and Curriculum Development Awardees Conference, Rockville, MD, October 2005
- 2005 Preparedness Curricula: Discipline Specific Discussion for Physicians (Presenter and Moderator). HRSA 2nd Annual Bioterrorism Training and Curriculum Development Awardees Conference, Rockville, MD, October 2005
- 2005 Medical Conditions that Might Result in a Public Health Emergency. Public Health Emergencies Legal Symposium, New Mexico State Bar Association, Albuquerque, NM, October 2005
- 2005 From Mayberry to the Land of Enchantment – Comparison of Medical Direction in Two States. Emergency Medicine Today 2005, Greensboro, NC, October 2005
- 2005 EMS Literature Review. NM Statewide EMS Conference, Albuquerque, NM, August 2005
- 2005 EMS-VR - Virtual Reality Pain Management. NM Statewide EMS Conference, Albuquerque, NM, August 2005
- 2005 Stroke Update 2005. NM Statewide EMS Conference, Albuquerque, NM, August 2005
- 2005 Medical Direction and Scope of Practice: State EMS Instructor/Coordinator Conference, Albuquerque, NM, April 2005 and Ruidoso, NM, October, 2005
- 2005 New Mexico Stroke: State EMS Instructor/Coordinator Conference, Albuquerque, NM, April 2005 and Ruidoso, NM, October, 2005
- 2005 When It's Beyond A Disaster. University of Arizona College of Nursing Conference, Tucson, AZ, April 24, 2005
- 2004 Traumatic Rhabdomyolysis and Crush Syndrome, National Institute of Urban Search and Rescue Annual Conference, Albuquerque, NM, October 2004
- 2004 EMS Literature Review, NM Statewide EMS Conference, Albuquerque, NM, July 2004.
- 2004 State Medical Director Course, NM Statewide EMS Conference, Albuquerque, NM, July 2004
- 2004 Traumatic Rhabdomyolysis and Crush Syndrome, NM Statewide EMS Conference, Albuquerque, NM, July 2004
- 2004 Training and Workforce Issues for Disaster Response, New Mexico Primary Care Association Conference, Albuquerque, NM, July 2004
- 2003 Health Professional Volunteers, New Mexico Regional Bioterrorism Preparedness Seminars, Albuquerque, Farmington, Santa Fe, and Roswell, NM, November and December of 2003

- 2003 Hospital Response Plans, Sandia National Laboratory 2nd Annual Homeland Security Conference, Isleta, NM, October 2003
- 2003 Weapons of Mass Destruction, Trauma Update Annual Conference, NM Chapter of American College of Surgeons and University of New Mexico, Albuquerque, NM September 2003
- 2003 Crush Injuries. San Juan Regional Trauma and Critical Care Conference, Farmington, NM, January 2003
- 2003 State Medical Director Course, NM Statewide EMS Conference, Albuquerque, NM, July 2003
- 2003 Advances in Stroke Care, NM Statewide EMS Conference, Albuquerque, NM, July 2003
- 2003 EMS Physical and Chemical Restraint. NM Statewide EMS Conference, Albuquerque, NM, July 2003
- 2003 EMS Literature Review. NM Statewide EMS Conference, Albuquerque, NM, July 2003
- 2003 EMS Medical Director Update. NM Statewide EMS Conference, Albuquerque, NM, July 2003
- 2003 Influenza and SARS. NM Statewide EMS Conference, Albuquerque, NM, July 2003
- 2003 Biological Terrorism Agents. NM Statewide EMS Conference, Albuquerque, NM, July 2003
- 2003 Dip Dope: A Toxicology Emergency. Region III EMS Conference, Ruidoso, NM, April 2003
- 2002 Medical Response to Terrorism, University of New Mexico Ethics Law and Medicine Forum, Albuquerque, NM, November 2002
- 2002 General Session: Geriatric Emergencies in EMS, NM Statewide EMS Conference, Albuquerque, NM, July 2002
- 2002 State Medical Director Course, NM Statewide EMS Conference, Albuquerque, NM, July 2002
- 2002 After the Tube: Airway Pharmacology, Region III EMS Conference, Ruidoso, NM, April 2002
- 2002 A Time To Act – Dealing with Drug Overdose Deaths in New Mexico, Region III EMS Conference, Ruidoso, NM, April 2002
- 2002 Stroke and TIA, 22 Annual NM American College of Emergency Physician Symposium, Santa Fe, NM, April 2002

- 2002 Response to Chemical and Biological Terrorism, 22 Annual NM American College of Emergency Physician Symposium, Santa Fe, NM, April 2002
- 2002 Teaching Narcan, Southwest Regional Behavioral Conference, Albuquerque, NM, March 2002
- 2002 New Mexico Bioterrorism Hospital Preparedness Program. 11th Annual Homeland Security Conference, Sandia National Laboratories, Santa Fe, NM, February 2002
- 2001 New Technologies in EMS: An Evidence Based Approach, Southern Rio Grande EMS Conference, Las Cruces, NM, October 2001
- 2001 Opening General Session: Clinical Issues of Acute Stroke, Southern Rio Grande EMS Conference, Las Cruces, NM, October 2001
- 2001 How Tight is Too Tight – Issues in Physical Restraint, NM EMT Association Conference, Socorro, NM, September 2001
- 2001 General Session: Scope of Practice, NM EMT Association Conference, Socorro, NM, September 2001
- 2001 Keynote Speaker, Paramedic Training Program Graduation, Class of 2001, UNM School of Medicine, August 2001
- 2001 General Session: A Time To Act – Dealing with Drug Overdose Deaths in New Mexico, NM Statewide EMS Conference, Albuquerque, NM, July 2001
- 2001 Grand Rounds: Pre-hospital Case Reviews, NM Statewide EMS Conference, Albuquerque, NM, July 2001
- 2001 Transport Ventilators, NM Statewide EMS Conference, Albuquerque, NM, July 2001
- 2001 State Medical Director Course, NM Statewide EMS Conference, Albuquerque, NM, July 2001
- 2001 Naloxone Policies, Lindesmith National Conference: Drug Policies for the New Millennium, Albuquerque, NM, June 2001
- 2001 State Medical Director Course, Region III EMS Conference, Ruidoso, NM, April 28, 2001
- 2001 Issues in EMS, 21 Annual NM American College of Emergency Physician Symposium, Santa Fe, NM, April 2001

MEETING SESSIONS CHAIRED

2010-2012 UNM Hospitals Medical Executive Committee

- 2008 Department Review for Emergency Medicine
University of Arizona
- 2007-2009 UNM Hospitals Emergency Department Operations Committee
- 2000-2007 New Mexico EMS Medical Direction Committee
New Mexico Department of Health
- 2000-2003 Co-Chair, Executive Committee, Operation Stroke New Mexico
American Heart and Stroke Association

COMMUNITY SERVICE

Federal Disaster Deployments:

- 2012 National Disaster Medical System ESF-8 Integrated Medical, Public Health, Preparedness and Response Training Summit, Nashville, TN, May 20-25, 2012
- 2011 National Disaster Medical System ESF-8 Regional Field Training Exercises
Emmitsburg, MD, June 25-30, 2011
- 2010 National Disaster Medical System ESF-8 Regional Field Training Exercises
Anniston, AL, June 21-26, 2010
- 2010 Haiti Earthquake Relief, Medical Officer, NM Disaster Medical Assistance Team,
Port-au Prince, Haiti, February 2010
- 2005 Hurricane Rita, Medical Officer and Public Information Officer, NM Disaster
Medical Assistance Team, Tyler County, TX, September 2005
- 2005 Hurricane Katrina, Deputy Commander and Public Information Officer, NM Disaster
Medical Assistance Team, PMAC Field Hospital, Baton Rouge, LA, September 2005
- 2005 Hurricane Katrina, Deputy Commander and Public Information Officer, NM Disaster
Medical Assistance Team, Superdome Shelter, New Orleans, LA, August 2005
- 2004 Hurricane Francis, Deputy Commander and Public Information Officer, NM Disaster
Medical Assistance Team, Martin County, FL, September 2004
- 2003 Hurricane Lilli, Medical Officer, NM Disaster Medical Assistance Team, Shreveport, LA
- 2000 Cerro Grande Fire, Medical Officer, NM Disaster Medical Assistance Team, Las Alamos, NM

Community and Volunteer Experience:

- 2001-2004 Operation Stroke Albuquerque, American Stroke Association

- 1989 -1990 EMT/Ski Patrol, Hawks nest Ski Resort, NC
- 1989-1993 Volunteer Firefighter, Guil-Rand Fire Department, Archdale, NC
- 1979-1982 Volunteer Firefighter (Junior), City of Kernersville Fire Department, NC

SCHOLARLY ACHIEVEMENTS

ORIGINAL RESEARCH AND ARTICLES IN REFEREED JOURNALS:

- 2014 Selker HP, Udelson JE, Massaro JM, D'Agostino RB, Ruthazer R, . . . Richards ME . . . and Beshansky JR. One-year outcomes of out-of-hospital administration of intravenous glucose, insulin, and potassium (GIK) in patients with suspected acute coronary syndromes (from the IMMEDIATE [Immediate Myocardial Metabolic Enhancement During Initial Assessment and Treatment in Emergency Care] Trial). *Am J Cardiol.* 2014 May 15;113 (10):1599-605
- 2014 Rayburn WR, Richards ME. Geographical Information Systems (GIS) for Mapping Maternal Ground Transport to Level III Care Neonatal Centers. *AM J Perin.* 2014 Apr 31(4):287-92
- 2013 Cantrell Jr CL, Hubble MW, Richards ME. Impact of Delayed and Infrequent Administration of Vasopressors on Return of Spontaneous Circulation during Out-Of-Hospital Cardiac Arrest. *Preshosp Disaster Med.* 2013 Jan-Mar 17(1):15-22
- 2012 Munk MD, Fullerton L, Banks L, Morley S, McDaniels R, Castle S, Thornton K, Richards ME. Assessing EMS Scope of Practice for Utility and Risk: the New Mexico EMS Interventions Assessment Project, Phase One Results. *Preshosp Disaster Med.* 2012 Aug 13:1-6
- 2012 Selker HP, Beshansky JR, Sheehan PR, Massaro JM, Griffith JL . . . Richards ME . . . and Udelson JE. Out-of-Hospital Administration of Intravenous Glucose-Insulin-Potassium in Patients with Suspected Acute Coronary Syndromes: The IMMEDIATE Randomized Control Trial. *JAMA.* 2012 Mar 27
- 2012 Martin M, Hubble MW, Hollis M, Richards ME. Interevaluator Reliability of a Mock Paramedic Practical Examination. *Prehosp Emerg Care* 2012 Apr-Jun;16 (2):277-83. 2012 Jan 9
- 2012 Rayburn WF, Richards ME, Elwell EC. Drive Times to Hospitals with Perinatal Care in the United States. *Obstet Gynecol* 2012;119(3):611-6.
- 2011 Richards ME, Hubble MW, Zwehl-Burke S. "Inappropriate" Pediatric EMS Utilization Redefined. *Pediatr Emerg Care.* 2011 Jun;27(6):514-8.
- 2011 Hubble MW, Richards ME, Wilfong DA. Teaching Emergency Medical Services Management Skills Using a Computer Simulation Exercise. *Simul Healthc.* 2011 Feb;6(1):25-33.

- 2011 Hubble MW, Zontek TL, Richards ME. Predictors of Influenza Vaccination among EMS Personnel. *Prehosp Emerg Care*. 2011 Apr-Jun;15(2):175-83. 2011 Jan 12 (Epub).
- 2011 McLean AR, Richards ME, Crandall, CS, Marinaro, JL. Ultrasound Determination of Chest Wall Thickness: Implications for Needle Thoracostomy. *Am J Emerg Med*. 2011 Nov;29(9):1173-7. 2010 Oct 12 (Epub).
- 2010 Hubble MW, Brown L, Wilfong DA, Hertelendy A, Benner RW, Richards ME. A Meta-Analysis of Prehospital Airway Control Techniques Part 1: Orotracheal and Nasotracheal Intubation Success Rates. *Prehosp. Emerg Care*. 2010 July-Sept;14(3):377-401.
- 2010 Hauswald M, Richards ME, Kerr NL, Schmidt TA, Helderman T. The Haitian Earthquake and Academic Emergency Medicine. *Acad Emerg Med*. 2010 Jul;17(7):762-4.
- 2009 Brown LH, Hubble MW, Cone DC, Millin MG, Schwartz B, Patterson PD, Greenberg B, Richards ME: Paramedic Determinations of Medical Necessity: A Meta Analysis. *Prehosp Emerg Care*. 2009 Oct-Dec; 13(4):516-27.
- 2009 Lee R, Cooke D, Richards ME. A System Analysis of a Suboptimal Surgical Experience. *Patient Saf Surg*. 2009 Jan 6;3(1):1.
- 2008 Hubble MW, Richards ME, Wilfong D. Estimates of Cost Effectiveness of Prehospital Continuous Positive Pressure Airway in the Management of Acute Pulmonary Edema *Prehosp Emerg Care*. 2008 Jul-Sep; 12(3):277-85.
- 2008 Asamoah OK, Weiss SJ, Ernst AA, Richards ME, Sklar DP. A novel diversion protocol dramatically reduces diversion hours. *AM J Emerg Med*. 2008 Jul;26(6):670-5.
- 2007 Banks LL, Shah MB, Richards ME. Effective healthcare system response to consecutive Florida hurricanes. *Am J Disaster Med*. 2007 Nov-Dec;2(6):285-95.
- 2007 Sklar DP, Richards M, Shah M, Roth P. Responding to Disasters: Academic Medical Center's Responsibilities and Opportunities. *Acad Med*. 2007 Aug;82(8):797-800
- 2007 Braude D, Richards M. Rapid Sequence Airway (RSA) - A Novel Approach To Prehospital Airway Management. *Prehosp Emerg Care*. 2007 Apr-Jun;11(2):250-2.
- 2006 Richards ME, Hubble MW, Crandall C. Influence of Ambulance Arrival on Emergency Department Time to be Seen. *Prehosp Emerg Care*. 2006 Oct-Dec;10(4):440-6.
- 2006 Hubble MW, Richards ME, Jarvis R, Millikan T, Young D. Effectiveness of Prehospital Continuous Positive Airway Pressure in the Management of Acute Pulmonary Edema. *Prehosp Emerg Care*. 2006 Oct-Dec;10(4):430-9.
- 2006 Hubble MW, Richards ME. Paramedic Student Performance: Comparison of Online with On Campus Lecture Delivery Methods. *Prehospital Disaster Med*. 2006 Jul-Aug;21(4):261-7.

REVIEW ARTICLES AND ARTICLES APPEARING AS CHAPTERS IN EDITED VOLUMES

- 2012 Parish B, Richards ME, Cameron S. Hallucinogens. *eMedicine Journal* – Psychiatry
- 2010 Parish B, Richards ME, Cameron S. Hallucinogens. *eMedicine Journal* – Psychiatry
- 2005 Richards ME, Parish B, Cameron S. Hallucinogens. *eMedicine Journal* – Psychiatry
- 2004 Cameron S, Richards ME. Hallucinogens. *eMedicine Journal* – Psychiatry.
- 2002 Richards ME: Head and neck trauma. In Hubble M: Principle of Advance Trauma Care. Philadelphia, Delmar Publishing, New York 2002
- 2002 Richards ME: Extremity trauma and compartment syndrome. In Hubble M: Principle of Advance Trauma Care. Delmar Publishing, New York, 2002
- 2002 Richards ME, Yeargan A: Facial and ocular trauma. In Hubble M: Principle of Advance Trauma Care. Delmar Publishing, New York, 2002

OTHER WRITINGS AND SCHOLARLY PRODUCTS

Letters to Editor:

- 2004 McLaughlin SA, Richards ME, Another Perspective on "Severe Hypercapnia Caused By Acute Heroin Overdose" *Ann Emerg Med.* 2004 Dec;44(6):670-1.
- 2004 Braude D, Richards ME. Appeal for fentanyl prehospital use. *Prehosp Emerg Care* 2004 8:441.
- 2001 Baca C, Richards M, Grant KU. Take-home naloxone to prevent deaths from opiate overdoses [rapid response] *BMJ* [serial online] May 21, 2001. P. 14648. Available at <http://bmj.com/cgi/eletters/e22/7291/895>.

Articles:

- 2011 Wesley K, Wayne M, Richards M. The Many Benefits of CPAP: Indications for continuous positive airway pressure. *JEMS Supplement*, Jan 2011, 12-19.
- 2006 Bledsoe B, Halpert J, Maggiore W, Richards M, Wesley K. Grand Rounds: Dr. Bob's Patient. *JEMS.* 2006 Jun;31(5):52-62.
- 2005 Bledsoe B, Braude D, Dailey MW, Myers J, Richards M, Wesley K. Why certain medications should or should not be used for pain management in the field. *JEMS.* 2005 Jul;30(7):56-63.

- 2001 Maggiore WA, Richards ME: Should you stock amiodarone? EMS Insider. 2001;28-2:6
- 1991 Hubble MW, Richards ME. Forecasting Service Demand in Your Department. Fire Chief. August, 1991; 39-43.

Other Scholarly Works:

- 2006 Banks L, Richards ME, Shah M. 2006. An Assessment of the Personal and Emotional Barriers to Effective Disaster Response on the Part of Healthcare Professionals. Quick Response Research Report 188. Boulder, CO: University of Colorado Natural Hazards Center.
- 2003 Doezenia D, Richards ME, Inman Y. Emergency Department Site Review for Acoma, Laguna, and Canoncito Hospital, Final Report. University of New Mexico, Albuquerque, NM.
- 2003 Doezenia D, Richards ME, Inman Y. Emergency Department Site Review for Santa Fe Indian Hospital, Final Report. University of New Mexico, Albuquerque, NM. 2003.
- 1993 Hubble MW, Richards ME. Improving EMS Delivery in Macon County, North Carolina. Final Report. Asheville, NC. June, 1993.
- 1992 Richards ME, Hubble MW. Gaston County, NC. EMS Ambulance Placement Study. Public Safety Group, Ltd. High Point, NC. June, 1992.
- 1991 Richards ME, Hubble MW. Iredell County, NC. EMS Ambulance Placement Study. Public Safety Group, Ltd. High Point, NC. November, 1991.

Invited or refereed abstracts and/or presentations at professional meetings

- 2012 Rayburn WF, Richards ME, Elwell EC. Drive Times to Hospitals Offering Maternity Care in the United States. Poster Presentation at the 60th Annual Clinical Meeting at American College of Obstetricians and Gynecologists, San Diego, CA, May 8, 2012
- 2012 Munk M-D, Fullerton L, Banks L, McDaniels R, Castle S, Morley S, Richards M. The New Mexico EMS Interventions Assessment Project: Results of Phase One: Identification of Priority Areas for Analysis. Poster presentation at the National Association of EMS Physicians 2012 Annual Meeting, Tucson, AZ, January 13, 2012
- 2012 Freeman D, Richards ME. Declining ED intubation rates: Is EMS a contributing factor? Poster Presentation at the National Association of EMS Physicians 2012 Annual Meeting, Tucson, Arizona, January 12, 2012

- 2011 Richards ME, Braude D, Anderson S. Ketamine for Sedation and Analgesia in Hypotensive Intubated Patients during Medical Transport: A Case Series. Poster Presentation at the National Association of EMS Physicians Annual Conference, Bonita Springs, Florida, Jan 14, 2011
- 2011 Richards ME, Albright BB, Rayburn WF. Measuring the Obstetrician Workforce: Access to Maternity Centers Using Geographical Information Systems (GIS) Mapping. Association of American Medical Colleges Physician Workforce Research Conference, National Harbor, MD, May 5-6, 2011
- 2010 Lee RC, Forman S, Culpepper J, Richards M. Risk Attitudes and Personality Characteristics of Emergency Physicians. Oral Presentation at the Society for Risk Analysis Annual Meeting, Salt Lake City, Utah, Dec 7, 2010
- 2010 Hubble MW, Richards ME, Wilfong DA: Teaching EMS Management Skills Using a Computer Simulation Exercise. National Association of EMS Educators Meeting, Schaumburg, IL. September 10, 2010
- 2010 Braude D, Richards M, Torres M, Bajema T, Martinez, J. A Collaborative Health Initiative for Rural Rapid-Sequence Airway. National Association of EMS Physicians Annual Meeting, Phoenix, AZ, January 7, 2010. Published in Prehosp Emerg Care. 2010 Jan; 14(S1):46-47
- 2009 Brown LH, Hubble MW, Cone DC, Millin MG, Schwartz B, Patterson PD, Greenberg B, Richards ME: Paramedic Determinations of Medical Necessity: A Meta Analysis. National Association of EMS Physicians Annual Meeting, Jacksonville, FL, January 2009 Published in Prehosp Emerg Care. 2009; Oct-Dec; 13(4):516-27
- 2007 Braude D, Richards M and Hunt D. Three strikes and you're out: aggressive airways to limit intubation attempts. AMTC, Tampa FL, 2007
- 2007 Hunt D, Braude D and Richards M. In-flight vs. on-scene airway management - a 2 and ½ year review and comparison. Oral Presentation, AMTC, Tampa, FL, 2007
- 2006 Greenberg B, Nufer KE, Richards ME, Shah M. Comparing Past and Present New Mexico DMAT Hurricane Deployments. National Association of EMS Physicians Annual Meeting, Tucson, AZ, January 2006. Published in Prehospital Emergency Care; 10(1), Jan-Mar 2006, pp 125-126
- 2006 Wheeler E, Williams J, Richards ME, Alverson D, Hoffman H. Virtual Reality for Pain Management: Demonstration of EMS Feasibility. National Association of EMS Physicians Annual Meeting, Tucson, AZ, January 2006
- 2005 Richards ME, Hubble MW, Crandall C. Influence of Ambulance Arrival on Emergency Department Time to Be Seen. Society for Academic Emergency Medicine Annual Meeting, New York, May 22, 2005. Published in Acad Emerg Med May 2005, Vol. 12, No. 5, Suppl. 1:17

- 2005 McLean AR, Richards ME, Crandall CS, Marinaro JL. Ultrasound Determination of Chest Wall thickness: Implications for Needle. Society for Academic Emergency Medicine, New York, May 2005. Published in Acad Emerg Med May 2005, Vol. 12, No. 5, Suppl. 1: 37
- 2005 Graham GD, Pierce GM, Richards MD, Derrick JQ. Statewide Assessment of Barriers to Stroke Care. American Academy of Neurology Annual Meeting, Miami, April 2005
- 2005 Richards ME, Hubble HW, Braude D. Helicopter Transport from Scene Improves Access to Stroke Care. International Stroke Conference 2005, New Orleans, February 5, 2005
- 2004 Richards ME, Nufer, KE. Simple triage and rapid treatment: Does it predict transportation and referral needs in patients evaluated by disaster medical assistance teams? Ann Emerg Med. 2004; 44: S33
- 2004 Nufer KE, Richards ME. Different medical needs between hurricane and earthquake victims. Ann Emerg Med. 2004; 44: S34
- 2003 Richards ME, McLaughlin SA, Hubble MW. Mathematical model of the hypoventilating patient: implications for the emergency department. Ann Emerg Med. 2003; 42: S80
- 2003 Richards ME, Fuity P. Public access naloxone: preliminary results of a public health initiative. Ann Emerg Med. 2003; 42: S70
- 2000 McKinney P, Richards ME. Chemical and Biological Weapons: Will the Antidotes be Available? Acad Emerg Med 2000 7: 498-b

PAST GRANT AND CONTRACT FUNDING:

Title: IMMEDIATE Trial

P.I. – Michael Richards, MD (for UNM site)

Percent Effort: 10%

Funding Agent: National Institutes of Health

Project date: 6/1/08- 8/31/11

Amount Awarded: \$989,675

Title: Emergency Management for Higher Education

Co-P.I. – Michael Richards, MD

Percent Effort: 5%

Funding Agent: US Department of Education

Project date: 9/1/08-2/28/11

Amount Awarded: \$482,000

Title: Pararescue Training Educational Services Agreement

P.I. – Michael Richards, MD

Percent Effort: 1% (0.12 person months per year)
Funding Agent: United States Air Force
Project date: 7/1/08- 6/30/10
Amount Awarded: \$916,500

Title: IMMEDIATE Trial
P.I. – Michael Richards, MD (for UNM site)
Percent Effort: 5% (0.6 person months per year)
Funding Agent: National Institutes of Health
Project date: 9/1/04-5/31/10
Amount Awarded: \$125,535

Title: CDC Centers for Public Health Preparedness
P.I. – Michael Richards, MD
Percent Effort: 0.10 per year for five years
Funding Agent: University of Oklahoma
Project date: 2004-2009
Amount Awarded: \$831,367

Title: Bioterrorism Training and Curriculum Development Program
P.I. – Michael Richards, MD
Percent Effort: 0.30 for three years
Funding Agent: DHHS/HRSA
Project date: 2005-2008
Amount Awarded: \$4,329,518

Title: EMS Medical Direction/Bioterrorism Hospital Preparedness Program
P.I. – Michael Richards, MD
Percent Effort: 0.50
Funding Agent: New Mexico Department of Health
Project date: 2005-2006
Amount Awarded: \$900,000

Title: Medical Reserve Corps Program
P.I. – Michael Richards, MD
Percent Effort: 0.03 per year for three years
Funding Agent: DHHS/Office of Surgeon General
Project date: 2004-2006
Amount Awarded: \$150,000

Title: Bioterrorism Hospital Preparedness Program
P.I. – Michael Richards, MD
Percent Effort: Award did not include salary
Funding Agent: New Mexico Department of Health
Project date: 2004-2005
Amount Awarded: \$1,268,067

Title: EMS Medical Direction
P.I. – Michael Richards, MD
Percent Effort: 0.20
Funding Agent: New Mexico Department of Health
Project date: 2004-2005
Amount Awarded: \$48,600

Title: Bioterrorism Training and Curriculum Development Program
P.I. – Michael Richards, MD
Percent Effort: 0.30 per year two years
Funding Agent: DHHS/HRSA
Project date: 2003-2005
Amount Awarded: \$2,243,989

Title: Biological Markers in Stroke Clinical Study
P.I. – Michael Richards, MD
Percent Effort: Award did not include salary
Funding Agent: UNM Research Allocation Committee
Project date: 2003-2005
Amount Awarded: \$19,979

Title: Bioterrorism Hospital Preparedness Program
P.I. – Michael Richards, MD
Percent Effort: Award did not include salary
Funding Agent: New Mexico Department of Health
Project date: 2003-2004
Amount Awarded: \$1,140,565

Title: EMS Medical Direction and Bioterrorism Hospital Preparedness Program
P.I. – Michael Richards, MD
Percent Effort: 0.20
Funding Agent: New Mexico Department of Health
Project date: 2003-2004
Amount Awarded: \$345,201

Title: EMS Medical Direction and Bioterrorism Hospital Preparedness Program
P.I. – Michael Richards, MD
Percent Effort: 0.20
Funding Agent: New Mexico Department of Health
Project date: 2002-2003
Amount Awarded: \$219,657

Title: EMS Medical Direction
P.I. – Michael Richards, MD
Percent Effort: 0.20

Funding Agent: New Mexico Department of Health
Project date: 2001-2002
Amount Awarded: \$40,000

Title: EMS Medical Direction
P.I. – Co-PI Michael Richards, MD
Percent Effort: 0.20
Funding Agent: New Mexico Department of Health
Project date: 2000-2001
Amount Awarded: \$40,000

TEACHING/EDUCATION:

Masters Student Mentoring

2005-2006	Brad Greenberg, MD Master of Public Administration Program
2004-2006	Byron Piatt Master of Public Administration Program
2003-2004	Laura Banks, DVM, MPH Master of Public Health Program

Undergraduate Medical Student Mentoring

2009-2010	David Freeman
2009-2010	Audrey Rich
2008-2009	Keith Davis
2007-2008	Phillip Camp

Continuity Clinic:

2010-2011	Leslie Palmerlee
2008-2009	Sean Biggs
2007-2008	Anthony Kaviratne
2006-2007	Sean Biggs
2003-2004	Gurjot Khalsa

2002-2003 Kristina Berger

Research:

2009-2012 David Freeman
“Declining ED Intubation Rates”

2004 Gurjot Khalsa
“Comparison of Combitube and LMA Insertion Times”

Pre-baccalaureate Student and Honors Student Mentoring

2001 Marie Sanchez

2001-2002 Physician Assistant Preceptor

Classroom, Laboratory Teaching, and Tutoring

Courses:

2005 Pub. Adm. 590.004, Homeland Security: Public Health & Health Systems Policy
Master of Public Administration Program

2004 EMS 498, Disaster Management
EMS Bachelor of Science Program

Educational Certifications:

2004 National Disaster Life Support, Instructor

2003 FEMA Weapons of Mass Destruction, Instructor

2002 Advanced Hazardous Materials Life Support, Instructor

1990 Advanced Cardiac Life Support, Instructor

1992 NSC Emergency Vehicle Operator Instructor

1992 Basic Trauma Life Support, Coordinator

1987 North Carolina EMT Examiner

1984 Basic Trauma Life Support, Instructor

Resident and Fellow Teaching and Mentoring

Research Mentoring:

- 2009-2010 Scott Forman, MD
 "Risk Attitudes and Personality Characteristics of Emergency Medicine Physicians."
 "Oral presentation, Society for Risk Analysis Annual Meeting, December 2010.
- 2008-2009 Ben Levy, MD
 "Left Without Being Seen, A Function of Wait Time"
- 2005-2006 Brad Greenberg, MD, Disaster Medicine Fellow
 "Comparing Past and Present New Mexico DMAT Hurricane Deployments"
 Abstract presentation at NAEMSP Annual Meeting, January 2006.
- 2005-2006 Sarah Zwehl-Burke, MD
 "Pediatric Non-utilization of EMS," Manuscript published in Pediatric Emergency
 Care
- 2005-2006 Michael Sheeser, MD
 "Accuracy of Multiple-Casualty Incident (MCI) Triage Algorithms in Non-Traumatic
 MCI."
- 2004-2005 Alan McLean, MD
 "Ultrasound Determination of Chest Wall Thickness: Implications for Needle
 Thoracostomy." Abstract presented at SAEM, May 2005, manuscript published in
 Am J Emerg Med

Career Mentoring

- 2010-2012 Andrew Harrell, MD, EMS/Disaster Medicine Fellow
- 2010-2011 Kari Peterson, MD, EMS/Disaster Medicine Fellow
- 2005-2012 Brooke Parish, MD
- 2005-2006 Brad Greenberg, MD, EMS/Disaster Medicine Fellow
- 2005-2006 Sarah Zwehl-Burke, MD
- 2004-2005 Justin Hazen, MD, EMS Fellow
- 2003-2004 Brad Greenberg, MD
- 2002-2003 Gina Wilson Ramirez, MD, MPA, EMS/Disaster Medicine Fellow
- 2001-2004 Tiffany Haddock, MD

Resident Lectures:

- 2011 Disaster Medical Assistance Team, National Disaster Medical System, and National Response Program, September 2012
- 2011 Bioterrorism. Advanced Hazmat Life Support for Toxic Terrorism course, September 2011
- 2011 Disaster Medical Assistance Team, National Disaster Medical System, and National Response Program, September 2011
- 2011 Medical Staff Affairs, September 2011
- 2011 Emergency Department Overcrowding, August 2011
- 2011 Combative Patient Restraints, June 2011
- 2010 Overcrowding, November 2010
- 2010 EMS Systems, June 2010
- 2010 Haiti Lecture, April 2010
- 2010 Medical/Legal Issues, March 2010
- 2011 Emergency Department Overcrowding, August 2011
- 2006 Stroke and TIA, December 2006
- 2005 tPA in Stroke: Controversies and Issues, June 2005
- 2004 EMS Medical Direction, January 2004
- 2002 DVT and PE in the ED, August 2002
- 2002 The Free Lunch Dilemma, July 2002
- 2002 Head Trauma, October 2002
- 2002 Stroke Management, August 2002
- 2002 Rhabdomyolysis, April 2002
- 2001 EMS Medical Direction
- 2001 Thromboembolic Diseases, August 2001
- 2001 Coma, July 2001

EMS Lectures:

- 2011 Paramedic Refresher course, EMS Academy, April 2011
- 2010 Clinical Applications of Capnography, Paramedic Refresher course, EMS Academy, October 26, 2010
- 2010 AICP – EMS Academy, July 2010
- 2010 Capnography, EMS Consortium, EMS Academy, July 2010
- 2009 Crush Injuries, Paramedic Refresher course, EMS Academy, May 20, 2009
- 2006 National Disasters, Taos, NM, August 18, 2006
- 2006 Disaster Paradigms, EMS Academy, July 11, 2006
- 2006 Ventilator Basics, EMS Academy, April 2006
- 2005 MICP – Transport Ventilators, EMS Academy, October 2005
- 2005 EMT-P – Ventilator Basics, EMS Academy, October 2005
- 2005 MEMS – Introduction, NM DOH, March 2005
- 2004 MEMS – New Mexico, NM DOH, December 2005
- 2004 Medical Direction – What Every EMT Must Know, EMS Academy, March 2004
- 2004 EMT-P – Ventilator Basics, EMS Academy
- 2004 MICP – Transport Ventilators, EMS Academy
- 2003 Management of Shock, UNM Lifeguard, March 2003
- 2003 Mass Causality Incidents, UNM Lifeguard, March 2003
- 2002 MICP Course, EMS Academy, September 2002
- 2000 Ventilator Management, EMS Academy, November 2000
- 2000 Chemical Restraint, Albuquerque Ambulance, August 2000

Additional UNM Lectures:

- 2012 UNM Health System Administrative Address. Quick Start orientation workshop series for new faculty. Office of Academic Affairs, September 18, 2012.
- 2012 Disaster Response: Implications for Volunteers. Second Annual Disaster Volunteer Training Summit, February 17-19, 2012
- 2010 National Response Framework. Disaster Medicine lecture series, UNM Center for Disaster Medicine, September 21, 2010
- 2010 What It Takes to Be Prepared: Lessons Learned. Disaster Medicine lecture series, UNM Center for Disaster Medicine, September 21, 2010
- 2010 Advanced Hazmat Life Support lecture series on Toxic Terrorism. UNM Center for Disaster Medicine and the New Mexico EMS Medical Direction Consortium, August 18-19, 2010
- 2009 Bioterrorism. Advanced Hazmat Life Support for Toxic Terrorism: Chemical, Biological, Radiological and Nuclear Agent Casualties. UNM Center for Disaster Medicine, October 20, 2009
- 2009 Introduction to the National Disaster Medical System. UNM Center for Disaster Medicine, October 13, 2009
- 2007 Disaster Medicine and the Katrina Response, UNM OB/GYN Grand Rounds, November 2, 2007
- 2007 Federal Disaster Response Plans, October 31, 2007
- 2007 Introduction to Disaster Medicine, UNM Center for Disaster Medicine, August 10, 2007
- 2007 Basic Disaster Life Support, CDM course, Las Cruces, NM, July 19, 2007
- 2007 Computer Simulation of Emergency Department Flow, UNM Hospital Flow Committee, June 26, 2007
- 2007 Pandemic Influenza, Carrie Tingley Hospital Board, May 2007
- 2007 Public Health Integration and Disaster Medicine, UNM Department of Family Practice, April 2007
- 2007 Pandemic Influenza, UNM Hospital Clinical Operations Board, Jan 2, 2007
- 2006 Pandemic Influenza, UNM Hospital, December 5, 2006
- 2006 Pediatric Patients in Disasters, UNM School of Nursing, November 11, 2006
- 2006 Neurological Emergencies, UNM Physician Assistant Program, October 24, 2006

- 2006 National Defense University Counterterrorism Fellows Lecture, UNM Center for Disaster Medicine, June 19, 2006
- 2005 UNM Disaster Medicine Programs and Response; Presentation to the National Defense University International Counterterrorism Fellows, October 2005
- 2004 University Based Center for Disaster Medicine; Presentation to the National Defense University International Counterterrorism Fellows, June 2004

Continuing Medical Education Programs

- 2008-2011 Chair (2010, 2011), Program Planning Committee, Annual Emergency Medicine Symposium, New Mexico Chapter of the American College of Emergency Physicians
- 2004-2005 Center for Public Health Preparedness – NM Curriculum
Multidisciplinary CME program; 496 public health professionals trained, 1750 hrs
- 2004-2005 Critical Response and Emergency Systems Training (CREST) Program
Multidisciplinary CME program; 9,010 health care professionals trained
- 2003-2004 Critical Response and Emergency Systems Training (CREST) Program
Multidisciplinary CME program; 11,411 health care professionals trained
- 2001-2007 New Mexico EMS Medical Director Course
8 contact hours of AMA/EMS CME, delivered annually

Educational Administrative Positions:

- 2005-2009 Disaster Medicine Fellowship Director
University of New Mexico Health Sciences Center, Albuquerque, NM
- 2003-2009 Principal Investigator, Critical Response and Emergency Systems Training Consortium (CREST)
- 2004-2009 Principal Investigator, New Mexico Educational Programs of the Southwest Center for Public Health Preparedness
- 2000-2007 Medical Director, State of New Mexico Examination Sites, National Registry of Emergency Medical Technicians

Curriculum Development

- 2011 Key Leader Improvised Nuclear Device Program Development
US Department of Energy
- 2005 Pub. Adm. 590.004, Homeland Security and Public Health & Health Systems Policy Master
of Public Administration Program
- 2005 Physician Competencies Taskforce
HRSA Bioterrorism Training and Curriculum Development Program, Rockville, MD
- 2005 Critical Response and Emergency Systems Training (CREST) Consortium
UNM Center for Disaster Medicine
- 2004 EMS 498, Disaster Management
EMS Bachelor of Science Program
- 2004 Center for Public Health Preparedness – NM Curriculum
UNM Center for Disaster Medicine
- 2003 Critical Response and Emergency Systems Training (CREST) Program
UNM Center for Disaster Medicine
- 2001 EMS VentSim Program
Revised 2003, 2011
- 2001 Opioid Antagonist (Narcan) Targeted Responder Course
New Mexico Department of Health
- 2000 State EMS Medical Directors Course
New Mexico Department of Health
- 2000 Advanced Procedures in EMS
North Carolina Association of EMS Educators

SERVICE

Present Patient Care Activities:

- 2012-Present Medical Staff, Emergency Medicine
University of New Mexico Sandoval Regional Medical Center
- 2000-Present Attending Physician, Department of Emergency Medicine
University of New Mexico Health Sciences Center

2005-2012 Team Chief Medical Officer, NM-1 DMAT
National Disaster Medical System

Past Patient Care Activities:

2003-2005 Deputy Team Chief Medical Officer, NM-1 DMAT, NDMS

2000-2001 Flight Physician, Lifeguard Air Medical Service

2000-2001 Emergency Physician (PRN), St. Joseph Hospitals, Albuquerque, NM

2000-2001 Contract Physician, VA Hospital, Albuquerque, NM

1999-2001 Locums Physician, UNM Locums Program, Albuquerque, NM

1989-1991 Senior Paramedic, Guilford County Emergency Services, Greensboro, NC

1984-1994 Paramedic, Randolph County EMS, Asheboro, NC

University, SOM, HSC Administrative Duties:

2010-2012 Chief of Staff, University of New Mexico Hospital

2007-2012 Chairman, Department of Emergency Medicine

2003-2012 Medical Director, NM Mexico Medical Reserve Corps Program
UNM Center for Disaster Medicine

2005-2011 Medical Director, Medicine Bow Program
UNM Center for Disaster Medicine

2005-2007 Medical Director, Office of Health Emergency Management
New Mexico Department of Health, Santa Fe, NM

2003-2007 Director, UNM Center for Disaster Medicine

2002-2004 Medical Director, Bioterrorism Hospital Preparedness Program
New Mexico Department of Health

2000-2007 State EMS Medical Director, NM EMS Bureau
New Mexico Department of Health, Santa Fe, NM

University, HSC, Boards and Board Committees

2014-Present Chairman, UNM Sandoval Regional Medical Center Quality Committee

2012-Present Chairman, UNM Medical Group Board of Directors

2012-Present Chairman, UNM Medical Group Executive Committee

2012-Present UNM Medical Group Finance and Audit Committee

2012-Present UNM Sandoval Regional Hospital Board of Directors

2012-Present UNM Sandoval Regional Hospital Finance Committee

2010-Present UNM Hospitals Board of Trustees

2012-2014 Chairman, UNM Sandoval Regional Hospital Strategic Planning Committee

2007-2010 UNM Medical Group Board of Directors

University, SOM, HSC, Department Committees:

2012-Present UNM HSC Core Leadership

2012-Present UNM HSC Executive Compliance Committee

2012-Present UNM Health System Managed Care Committee

2012-Present UNM Health System Operations Committee (Chair)

2012-Present UNM Health System Strategic Planning & Steering Committees

2012-Present UNM Health Policy Committee

2011-Present Sandoval Regional Medical Center Interim Medical Executive Committee

2007-Present UNM Hospitals Medical Executive Committee

2010-Present UNM Hospitals Quality Committee

2010-Present UNM Hospitals Performance Oversight and Community Engagement Committee

2007-Present UNM Emergency Operations Committee

2011 UNM Hospitals KPMG Steering Committee

2011 UNM Hospitals Accountable Care Organization - Risk Bearing Committee

2011	Senior Operations Manager Search Committee, Office of Clinical Affairs
2010-2012	UNM Alcohol and Drug Policy Committee
2008-2012	Emergency Department Operations Committee
2008-2012	Emergency Department Quality Assurance Committee
2007-2012	UNM School of Medicine Research Strategic Planning Committee
2007-2012	Care One Committee
2010-2011	Scholars Search Committee, Clinical & Translational Science Center (CTSC)
2008-2010	Sandoval Regional Medical Center Steering Committee
2007-2010	UNM Medical Group Finance Committee
2007-2008	Emergency Department Patient Flow Committee
2007-2008	Faculty Search Committee, Department of Anesthesia
2005	Pandemic Influenza Preparedness Workgroup
2004-2005	Faculty Search Committee, Department of Neurology
2001-2002	New Mexico Poison Center Strategic Planning Committee
2000-2007	University Hospital Stroke Team Planning Committee

Local, State, Regional, National Committees

2007-Present	New Mexico Statewide EMS Advisory Committee New Mexico Department of Health
2003-Present	Executive Committee NM-1 Disaster Medical Assistance Team, NDMS
2010-2012	Councillor American College of Emergency Physicians

2009-2011	IMMEDIATE Trial Executive Operations Committee Institute for Clinical Research and Health Policy Studies Tufts Medical Center, Boston, Massachusetts
2009-2011	IMMEDIATE Trial Steering Committee Institute for Clinical Research and Health Policy Studies Tufts Medical Center, Boston, Massachusetts
2007	Independent Review Team Sandia National Laboratories Emergency Management Preparedness
2005-2007	New Mexico EMS Services Regulation Committee New Mexico Department of Health
2003-2007	Emergency Training and Advisory Committee New Mexico Department of Health
2002-2007	Public Health Emergency Preparedness and Response Advisory Committee New Mexico Department of Health
2001-2007	Cardiac Arrest Response Act Committee New Mexico Department of Health
2000-2007	Chair, New Mexico EMS Medical Direction Committee New Mexico Department of Health
2000-2007	New Mexico Joint Organization of Education (JOE) New Mexico Department of Health
2000-2007	New Mexico Trauma Advisory and System Stakeholder Committee New Mexico Department of Health
2000-2007	EMS Impaired Practitioner Committee New Mexico Department of Health
2000-2007	New Mexico Air Medical Transport Committee New Mexico Department of Health
2000-2007	State Medical Directors Committee National Association of State EMS Medical Directors
2004-2005	New Mexico EMS Licensure Regulation Committee New Mexico Department of Health
2003	Paramedic Exam Writing Committee National Registry of Emergency Medical Technicians

2002-2003	New Mexico EMS Act Committee New Mexico Department of Health
2001- 2004	Hospital Capacity Executive Steering Committee, Office of the Secretary, New Mexico Department of Health
2001-2003	New Mexico Drug Fatality Review Committee New Mexico Department of Health
2001	Trauma Center Accreditation Review Team State of Missouri Department of Health
2000-2004	New Mexico Overdose Prevention Taskforce New Mexico Department of Health
2000-2003	Executive Committee, Operation Heartbeat New Mexico American Heart and Stroke Association
2000-2003	Co-Chair, Executive Committee, Operation Stroke New Mexico American Heart and Stroke Association
2000-2002	Public Health Bioterrorism Planning Committee New Mexico Department of Health

Legislative Committees & Task Forces

2009-2010	House Memorial 71 Health Care Professional Disaster Response Task Force 49 th New Mexico Legislative Session New Mexico Department of Health
2006-2007	Governor's Joint Memorial Trauma System Task Force 48 th New Mexico Legislative Session New Mexico Department of Health
2005-2006	House Memorial 20 Emergency Medical Services Task Force 47 th New Mexico Legislative Session New Mexico Department of Health
2003-2004	Senate Joint Memorial 31 New Mexico Stroke Task Force Executive Committee 46 th New Mexico Legislative Session New Mexico Department of Health

8/22/2009 Panelist – Congressman Martin Heinrich’s Health Care Town Hall
Health Action New Mexico
Albuquerque, NM

Mentoring of Other Faculty Members in Clinical or Other Service Activities

Faculty Mentoring Service Activities

2004-2005 Diane Rimple, MD – US&R Medical Direction
2004-2005 Justin Hazen, MD – Naloxone Program Medical Director, NM DPS
2003-2005 Mark Shah, MD – DMAT Medical Direction, Disaster Medicine

Martha Cole McGrew, MD

Executive Vice Dean, School of Medicine/Faculty, Dept. FCM



Medical School

Louisiana State University Health Sciences Center (May 1984)
Shreveport, LA

Residency

Louisiana State University Health Sciences Center (Jun 1987)
Shreveport, LA
Family Practice

Fellowship

University of California - San Francisco (Jun 1988) San Francisco, CA
Faculty Development

Certifications

Am Bd Family Practice (Jul 1987)

Dr. Martha McGrew is the Executive Vice Dean of the School of Medicine and a Professor and former Chair of the Department of FCM. She graduated from Louisiana State University and completed her residency in Family Medicine at LSU Medical Center. She earned a fellowship in Family Medicine at the University of California, San Francisco. Dr. McGrew's interests are in Maternal-Child Health and medical education. She is the PI on a Health Resources and Services Administration (HRSA) grant to provide educational faculty development to preceptors in rural New Mexico. She has two wonderful daughters and loves spending time on the Florida Gulf coast beaches and quilting. Clinic: Family Medicine Center

MARTHA COLE McGREW, MD

CURRICULUM VITAE

Date: February 7, 2017

Martha Cole McGrew, M.D.

Professional Address: Office of the School of Medicine Executive Vice Dean
University of New Mexico
Fitz Hall Suite 177 MSC08 4720
1 University of New Mexico
Albuquerque, New Mexico 87131
505-272-2321

Home

Licensure: New Mexico Board of Medical Examiners, 1990

Certification: American Board of Family Practice, 1987
Recertified 1993, 2000, 2007, will recertify 2017

Educational History:

Sept., 2004 - May, 2005 Executive Leadership in Academic Medicine
Fellowship
Associate of American Medical Colleges/Drexel
University Philadelphia, PA

Sept., 1995 Associate of American Medical Colleges Women
Junior Faculty Development Conference,
St. Louis, MO.

July, 1987 – June, 1988 Faculty Development Fellowship
University of California, San Francisco
San Francisco General Hospital
San Francisco, CA

July, 1984 – June, 1987	Family Medicine Internship and Residency Louisiana State University Medical Center, Shreveport, Louisiana
Aug., 1980 - May, 1984	Louisiana State University School of Medicine Shreveport, Louisiana (M.D.)
Aug., 1976 – May, 1980	Louisiana Tech University Ruston, Louisiana (B.S.)

Positions Held:

University of New Mexico School of Medicine, (UNM-SOM) Albuquerque, New Mexico:

Jan., 2015 – Present	Executive Vice Dean, School of Medicine
July, 2009 – Present	Professor with Tenure, Dept of Family and Community Medicine
Aug., 2008 – Jan., 2015	Chair, Family & Community Medicine
Sept., 2007 – Aug., 2008	Associate Chair, Family & Community Medicine
Jan., 2002 – 2008	Vice-Chair for Education, Family and Community Medicine
July, 2001 – July, 2009	Associate Professor with Tenure, Department of Family and Community Medicine
July, 1996 – Present	Associate Faculty, Office of Educational Development and Research/Teacher and Educational Development
July, 1996 – June, 1999	Coordinator of Obstetric and Newborn Services for Family Medicine
July, 1992 - April, 1995	Director, Family Medicine Clerkship
July, 1990 – July, 2001	Assistant Professor, Department of Family & Community Medicine
Mar., 1990 - Present	Member, Medical Staff, University Hospital, Albuquerque, New Mexico

July, 1990 – Present	Ambulatory Family Practice Attending
Mar., 1990 – June, 1995	Inpatient Attending
July, 1991 – June, 2015	Newborn Nursery Attending
May, 1990 – June, 2015	Family Practice Obstetric Attending

Michigan State University College of Human Medicine, East Lansing, Michigan:

July, 1988 – Jan., 1990	Assistant Professor, Department of Family Practice, Michigan State University College of Human Medicine, East Lansing, Michigan
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Current Boards & Committees:

2016 - Present	Member La Tierra Sagrada Board of Directors, UNM School of Medicine (Scholarships for medical students)
2016 - Present	Member, Executive Compensation Committee, University of New Mexico Medical Group
2016 – Present	Chair, Finance Committee, University of New Mexico Medical Group
2015 – Present	Executive Committee, University of New Mexico Medical Group
2010 – 2016	Vice-Chair Finance Committee, University of New Mexico Medical Group
2010 – 2014	Member, Board of Director, Sandoval Regional Medical Center
2010 – 2014	Strategic Planning Committee, Sandoval Regional Medical Center
2010 – 2015	Education Committee, Sandoval Regional Medical Center

2009 – 2014	UNMHSC Workforce Diversity Committee
2008 - 2015	Chair, Executive Committee, Family and Community Medicine
2008 - Present	Medical Executive Committee
2008 - Present	University of New Mexico Medical Group Board of Directors
2008 – 2015	Masters in Public Health Advisory Committee

National Offices:

2014 - 2015	Elected, Member-at-large, Associate of Departments of Family Medicine Board of Directors
2014	Chair, Planning Committee for Associations of Departments of Family Medicine Annual Winter Meeting

Professional Recognition and Honors:

2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016	Best Docs in America
2007, 2009, 2015	Outstanding Family Medicine Maternal Child Health Attending UNM-SOM
2007, 2009	Best Family Physician- Albuquerque Magazine Annual Poll
2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015	Nominee – Best Family Physician – Albuquerque Magazine Annual Poll
2006	Outstanding Family Medicine Clinic Attending UNM-School of Medicine
2004 - 2005	Executive Leadership in Academic Medicine Fellowship, AAMC/Drexel University

2003	Breastfeeding Task Force Golden Globes Award (for advocacy and promotion)
1998 - 1999	Medical Education Scholars Program – University of New Mexico School of Medicine
1999 - 2000	Dean's Award of Distinction- In recognition of outstanding faculty performance, UNM-SOM
1995	Golden Hippo Award- "Best Slides", presented by the medical students, UNM-SOM
1994	Apple For The Teacher Award, for outstanding teaching in clinical years 3 & 4, UNM-SOM
1993	Golden Hippo Award, "Best Small Group Teacher", presented by the medical students, UNM-SOM
1993	Golden Hippo Award, "Primary Care Curriculum Best Supporting Faculty" presented by the medical students, UNM-SOM
1987	Resident-Teacher Award, presented by the Society of Teachers of Family Medicine for outstanding teaching by a senior resident, LSU- MC Family Practice Residency

Professional Society Membership:

Society for Executive Leadership in Academic Medicine
American Academy of Family Physicians
Society of Teachers of Family Medicine

Search Committees:

2015-2016	As Executive Vice Dean, assisted in searches for: Family Medicine, Radiology, Internal Medicine, Neurology, Dermatology and Associate Dean for Assessment and Learning
2013	Chair, Department of Obstetrics and Gynecology

2012	Chair, Department of Psychiatry, UNM-SOM
2012	Associate Dean, Undergraduate Medical Education, UNM-SOM

Invited Lectures: (selected)

4/18/17	2 nd Annual Transition to Third Year Ceremony – “Navigating Transitions by Doing Good and Doing Well.”
4/19/16	1 st Annual Transition to Third Year Ceremony – “Navigating Transitions by Doing Good and Doing Well.”
5/7/15	AOA Banquet
3/27/15	ECHO Telehealth Community Health worker Training. - “Breastfeeding 101.”
10/09/13	Family Medicine Grand Rounds “Physicians as Leaders”
2/22/13	“Management Dilemmas” Annual Association of Department of Family Medicine Conference
2/09/13	New Mexico Academy of Family Medicine “Health Policy & Advocacy”
8/12/09	Physician Assistant Program Speaker “Health Care and The Tip of The Iceberg”
4/20/09	AAMC Western Region Annual Conference, Santa Fe, NM “PBL: Variation in Mission, Implementation & Outcomes at Four Schools”
1/23/09	35 th Annual STFM Predoctoral Education Conference “Educating Medical Student of Health Policy and Advocacy; Lessons from a Family Medicine Clerkship”
2/27/07-2/28/07	Residents as Educators Workshop “Problem-based Learning” University of New Mexico Train the Trainers for Residents sponsored by GME

03/10/04 – 06/04/04	"The Effect of Labor Medications on the Initiation of Breastfeeding" (La Leche League NM Annual Meeting McKinley County Breastfeeding Taskforce)
10/29/02 & 10/31/02	"Using Questions to Teach In the Clinical Setting" University of New Mexico Internal Medicine Resident Seminar Series
06/02 - Present	"Anatomy and Physiology of Breastfeeding" College of Nursing, University of New Mexico. (approximately 2 times per year)
05/31/02	"Dealing with Difficult Students" University of New Mexico Ob-Gyn Residents Seminar Series
11/29/01	"The State of Healthcare In New Mexico" Center for the Southwest, University of NM School of Medicine
07/15/01	"Less Used Forms of Contraception" Annual New Mexico Academy of Family Physicians, Ruidoso, NM
01/22/00	"Common Breastfeeding Problems" University of New Mexico Ob-Gyn Residents Primary Care Series.
08/99	"Immunology and Breast Milk" Advanced Lactation Consultant's Course. UNM-College of Nursing.
10/97	"Emergency Childbirth" University of New Mexico Health Sciences Center, Division of Emergency Medicine Resident Conference
09/19/97	"Teaching in the Outpatient Setting" Dept. of Family Medicine Retreat. University of Missouri, Columbia.
11/5/94	"How to Talk to M.D.'s." La Leche League of New Mexico Fall Workshop
07/93-09/94	"Growth and Development of Breastfed Infants," "Jaundice in Breastfed Infants," Psychological Issues in Breastfeeding," "Physical Exam and Prenatal Counseling for Breastfeeding," "Drug Use in the Breastfeeding Mother," UNM College of Nursing Lactation Specialist Program

10/93	"Linkages Between the Indian Health Service and the University of New Mexico," Western Regional Society of Teachers of Family Medicine, Lake Tahoe, Nevada
07/93	"The Baby Friendly Hospital Initiative," presented to the medical staff of Gallup Indian Health Service Hospital, Gallup, New Mexico, February 1993, and Zuni Indian Health Service Hospital, Zuni, New Mexico
3/10-11/94	"Breastfeeding and the High-Risk Neonate," UNM Continuing Education,
9/15 - 9/17, 1994	"A New Curriculum in Lactation Management Education for Residents and Medical Students," Wellstart International, San Diego, CA,
08/89	"Practical Pointers in Adolescent Healthcare," National Conference of Family Practice Residents and Students, Kansas City, Missouri

Original Research and Scholarly Articles in Refereed Journals:

McGrew MC, Wayne S, Solan B, Snyder T, Ferguson C, Kalishman S. Health Policy and Advocacy for New Mexico Medical Students in the Family Medicine Clerkship. *Fam Med* 2015;47(10):799-802.

Geppert Cm, Arndell CL, Clithero A, Dow-Velarde LA, Eldredge Jp, Kalishman S, Kaufman A, **McGrew MC**, Snyder Tm, Solan BG, Timm CT, Tollestrup K, Wagner LK, Wiese WH, Wiggins CL, Cosgrove EM. "Reuniting public health and medicine: the University of New Mexico School of Medicine Public Certificate. 2011, *Medical Journal of Preventive Medicine*. Published by Elsevier Inc.

McGrew MC, Solan B, Hoff C. Decentralized Medical Education in Rural Communities: The Circuit Rider Connection. *Fam Med* 2008, 40 (5): 321-5.

Geppert C, **McGrew M**, Kalishman S, Lawrence E, Timm C, Cosgrove E, and Wiese W. Public Health, Ethics and Ambulatory Care: An Integrated Fourth-Year Medical Student Rotation. *Medical Education Online* 12: 13 2007. Available from <http://www.med-ed-online.org>

Kaufman H, Skipper B, Small L, Terry T, **McGrew M**. Effect of Literacy on Breast-feeding Outcomes. Southern Medical Journal Vol.94, No. 3 March 2001.

Mennin SP, **McGrew M**. Scholarship in Teaching and Best Evidence Medical Education: Synergy for Teaching and Learning. Medical Teacher 22: 468-471, 2000.

Fincher R, Simpson D, Mennin S, Rosenfeld G, Rothman A, **McGrew M**, Hansen P, Mazmanian P, Turnbull J. Scholarship In Teaching: An Imperative for the New Millenium. Academic Medicine, Vol. 75, No. 9 Sept 2000

Mennin SP, Kaufman A, Urbina C, **McGrew M**. Community-Based Medical Education: Toward the Health of the Public. MedEduc. 2000 July; 34(7):503-4

Curet M, **McGrew M**. Assessing Surgical Practice Patterns of Primary Care Physicians in a Rural State for Curriculum Design (FamMed 2000;32(2):97-101

McGrew M, Kaufman A. Building Blocks of Innovation at the University of New Mexico. Education for Health 12(1): 29-38, 1999

McGrew M, Skipper B, Palley T, Kaufman A. Problem-Based Learning and Tutorials on a Family Practice Clerkship. Family Medicine 31 (3): 171-6, 1999.

Urbina C, **McGrew M**. The New Curriculum: Innovative Primary Care-Oriented Medical Education at the University of New Mexico. Journal of Minority Medical Students, 6 (1): 32-34, 65, 1993.

McGrew MC, Shore WB. The Problem Teenage Pregnancy. Journal of Family Practice 32:17-25, 1991.

Alexander B, **McGrew, MC**, Shore WB. Adolescent Sexuality. AFP 44:1273-1281, 1991

Submitted Not Accepted:

Segal AR, Shelley B, Skipper B, **McGrew M**. Attitudes Beliefs & Practices of Primary Care Residents in New Mexico Regarding Complementary and Alternative Medicine in Pregnant & Lactating Women. Submitted to Annals of Fam Med 9/05

Review Articles and Articles Appearing as Chapters:

Cheung E, Fong T, Han H, Tran T, McGrew M. Hepatitis B Clinical Consults: Hepatitis B Foundation. 2008 <http://hepb.org/cc/clinical-consults/index.php>

McGrew, MC. "Prenatal Care" Medicine: A Primary Care Approach-1st Edition, Rubin RH, Voss C, Derksen DJ, Gateley A, Quenzer R., WB Saunders Co. Philadelphia, PA, pp 270-274, 1996

McGrew, MC. "What Makes Breastfeeding Successful? Health Smart Quarterly Health Newsletter. 12(3), 1&4.2003

Abstracts:

Julian S, McGrew M, Segal A. "Family Practice Residents More Complementary and Alternative Medicine Friendly. Journal of Investigative Medicine 2005, 53(1); Abstract # 288.

Posters & Presentations:

Snyder T, McGrew M. Educating Medical Students for Health Policy & Advocacy: Lessons From a Family Medicine Clerkship. Accepted for 35th Annual Predoctoral Education Conference. Jan 2009

McGrew M, Solan B, Urbina C, Hoff C. "Decentralized Educational Development in Rural Communities: Networking Strategies for Recruitment, Retention and Connection." Society of Teachers of Family Medicine Annual Spring Conference, San Francisco, CA 4/06

Leeman L, Alvarez K, McGrew M, Espey E, Ogburn T. "Introduction of a Lactation Management Curriculum at the University of New Mexico Health Sciences Center" Society of Teachers of Family Medicine Annual Predoctoral Conference, Albuquerque, NM 2005

McGrew M. "How Faculty Continue to Learn". American Educational Research Association, San Diego, CA 4/04

McGrew, MC, Solan B, Hoff C. "A Field Faculty Development Program for Community Preceptors." Society of Teachers of Academic Medicine Predoctoral Conference, New Orleans, LA 1/03

McGrew M. "Scholarship in Teaching". AAMC Western Group on Educational Affairs. Asilomar, CA 4/00

McGrew MC, Kaufman H, Small L, Terry T, Skipper B. "The Effect of Literacy on Breastfeeding Outcomes." "Poster Session at the Academy of Breastfeeding Medicine." Dan Diego, CA 10/99

Other Works:

7/27-8/5 1992	Wellstart, "Lactation Management Education Program" This program is funded by the Dept. of Health and Human Services
10/19-24 1992	Bureau of Maternal And Child Health through PHS Training Grant No. MCJ 067021
1999-2000	"Common Breastfeeding Problems" Development of a Section of a National CME Program for the Academy of Breastfeeding Medicine 2001.
1999	"Inpatient Teaching" Video development and Production for Teacher and Educational Development with Ben Daitz, MD, Richard Rubin, MD and Stewart Mennin, Ph.D

Current/Past Grant and Contract Funding:

"Integration of Public Health, Health Policy & Advocacy into Family Medicine Undergraduate Education", Martha Cole McGrew, M.D. (.10 FTE) Department of Health and Human Services, Bureau of Health Professions, 2007-10, \$572,418.

"Field Faculty Development for Community Preceptors", Martha Cole McGrew, M.D. (.30 FTE) Department of Health and Human Services, Bureau of Health Professions, 2001-04, \$557,271.

"Correlation Between Level of Functional Health Literacy and Diabetes Control" (no funding for faculty) Martha Cole McGrew, M.D. Frost Foundation, 2000-01, \$1000.

"Evaluation of Functional Health Literacy in a University Hospital's Primary Care Clinics" Martha Cole McGrew, M.D. (no funding for PI) Edwards Foundation, 1999-2000, \$4,500.

"Factors Influencing Initiation and Continuation of Breastfeeding in Working Mothers," Martha Cole McGrew, M.D. (no funding for PI) American Academy of Family Physicians Board/Foundation, 4/99 - 3/00, \$20,000.

"Challenges for the Future: Undergraduate Training in Family Medicine," Martha Cole McGrew, M.D. (.20 FTE) Department of Health and Human Services, Bureau of Health Professions, 1996-99, \$333,000.

"Changes for the Future: Undergraduate Training in Family Medicine," Martha Cole McGrew, M.D. (.30 FTE) Department of Health and Human Services, Bureau of Health Professions, 1993-1996, \$360,000.

Submitted/Not Funded:

Health Resources and Services Administration

HRSA Faculty Development Grant- competing continuation for Field Faculty Development, 2005.

"Using ECHO for Community-based Family Medicine Faculty Development- Bridging the Distance," Martha Cole McGrew, M.D. (.15FTE) Department of Health and Human Services, Bureau of Health Professions, 11/08, \$983,230.

Research Allocation Committee Grant- Intimate Partner Violence Screening in Primary Care, 2005.

Consultations:

1/10 – 1/11/08	The Integration of Problem-Based Learning into the Physician Assistant Program and Problem-Based Learning Facilitator Training.
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Child Health Associate/Physician Assistant Program.
University of Colorado, Department of Pediatrics.
Denver, CO.

- | | |
|---------------|---|
| 3/10-3/17/07 | Curriculum Development, Problem-Based Learning
Effective Presentations.
Peking Medical University
Beijing, China |
| 8/27 - 9/4/05 | Problem-Based Learning and Case Writing in Medical
Education.
University of San Carlos, Quetzaltenango Branch
Quetzaltenango, Guatemala. |
| 7/21/04 | Small Group Learning
Louisiana State University Health Sciences Center.
Shreveport, LA. |
| 2/19 - 3/4/01 | Problem-Based Learning and Case Writing in Medical
Education Kathmandu University Duhlikeil, Nepal. |
| 3/3 - 3/5/99 | The Integration of Problem Based Learning Into the
Dental School Curriculum. PBL Facilitator Workshop &
Case Development Workshop.
Indiana University, Purdue University Indiana School of
Dentistry. Indianapolis, IN. |
| 6/29 - 7/3/98 | The Integration of Problem Based Learning Into the
Medical School Curriculum. PBL Facilitator Workshop
& Case Development Workshop.
UMDNJ - New Jersey Medical School
Newark, New Jersey. |
| 2/4 - 2/6/98 | The Integration of Problem Based Learning Into the
Medical School Curriculum. PBL Facilitator Workshop
& Case Development Workshop.
University of California Sacramento.
Davis, CA. |

Mentoring in Research and Scholarly Activity:

Undergraduate Medical Students:

1. Cassandra Moore

2. Denise Lin and Paymon Kayhani
3. Holly Kaufman and Toni Terry
4. David Seder
5. Molly Duncan and Genievieve Santillanes
6. Katherine Bullard and Gloria Garcia
7. Stephanie Julian

Faculty:

1. Tiffany Snyder, M.D.
2. Toby Palley, M.D.

Classroom and Tutoring:

Lecturer:

2009 - Present:	Overview of Health Policy, Family Medicine Clerkship (6x/yr)
2000 - Present:	Immunology of Breastfeeding – Multiple presentations
2009 - Present:	“Martha’s Web” Using the Socioecological Model to Assess Patients in Your Practice. (6x/yr)
1994 – 2008, 2012 – Present	Lactation and Breastfeeding Anatomy and Physiology – UNM-SOM Phase I
2000 – Present	Lactation and Breastfeeding Anatomy and Physiology – UNM-SOM College of Nursing
2011 – 2012	Using the Genogram in Clinical Practice – Family Medicine Clerkship
2011 – 2012	Creating a Causal Web in Understanding Patient Risks

Small Group Facilitator/Teacher:

“Health Equity” 2009, 2016

"Healers Art" 2004 x 2, 2006 X 1
 "Contraceptives" 2000, 01, 02
 "Substance Abuse" 1993
 "Clinical Sciences II" 1992, 1993
 "Psychopathology" 1992
 "Basics of Human Behavior" 1992
 "Introduction to the Patient" 1991, 1992
 "Interpersonal Communication and the Clinical Interview" 1991, 1992
 "Primary Care and its Social Dimensions" 1990, 1991, 1992

Tutor:

Phase II: Principals of Public Health 2009
 Family Practice Clerkship 1994 x 2, 1995, 1996
 Phase I: Human Structure, Function & Development 2002, 2006, 2007
 Molecular Genetics 1994, 1997
 Musculoskeletal 1994, 1996
 Reproductive Biology 1994, 1997, 1999 2003, 2004
 Renal 2003, 2004
 Cardiovascular/Pulmonary/Heme 1994, 2000
 Foundations 1996, 2000, 2001
 Clinical Skills 2002
 Perspectives in Medicine 2002, 2005, 2006

Resident Teaching:

2000 – 2016	Maternal Child Health Attending
1993 - Present	Labor and Delivery Attending for Family Practice Residents
1991 - 2008	Newborn Nursery Attending
1990 – Present	Family Practice Ambulatory Preceptor

1990 - 1997	Family Practice Intern Month (various topics including Prenatal Care, Neonatal Resuscitation Program, Advanced Life Support in Obstetrics)
1990 - Present	Family Practice Grand Rounds (various topics including Contraception, Breastfeeding Issues, Substance Exposed Newborns, Intrauterine devices)
1990 - 1995	Family Practice Inpatient Attending

Continuing Medical Education (taught):

2009	Basic Life Support
2009	Neonatal Resuscitation Program
2009	Advanced Life Support in Obstetrics
1995 - 2004	"Teacher Improvement Project Systems (Lecture Improvement), 2 times per year
1996 - 2004	"Outpatient Teaching: Practical Strategies to Improve Teaching in a Busy Development, 2 times per year
1994 - 2014	"Problem Based Learning- Tutor Training" University of New Mexico Health Sciences Center, Division of Educational Research and Development, 3 times per year
1998 - 2000	Co-director, Advances in Primary Care. CME Course with Internal Medicine for Primary Care Providers.
1994 - 2000	"Options in Health Sciences Education," University of New Mexico Health Sciences Center, Division of Educational Research and Development, yearly
1998 - 2000	Advanced Life Support in Obstetrics (ALSO)
2000 - 2001	Neonatal Resuscitation Provider Course
2001	"Inpatient Teaching" Northern New Mexico Family Practice Residency Program. Santa Fe, NM

April, 2004	Using PRIME for Learner Evaluation
Jan., 2004	"A Slice of the PIE," Las Cruces, NM
Sept., 2003	EBM on Preceptors
May, 2003	"A Slice of the PIE", Albuquerque, NM
Oct., 2002	Clinical Teaching in the 21 st Century, Albuquerque, NM
June, 2002	Teaching on the Outpatient Setting and Introduction to RIME, Las Cruces, NM

**Curriculum Development and Educational Administrative Positions:
University of New Mexico School of Medicine**

2006 - 2009	Director of PBL Tutor Training
2006 - 2009	Chair, Tutorial Steering Committee (tasked with developing recommendations for the revitalization of Problem Based Learning.)
2006 - 2008	Family Medicine Interim Clerkship Director
2003 - 2006	Course Director, Phase III Required Comprehensive Ambulatory Care Rotation
2004 - 2007	Chair, Family Medicine Residency Competency Committee
2004 - 2005	Chair, FCM Behavioral Scientist Search Committee
2003 - 2005	Phase III Required Comprehensive Ambulatory Care Rotation, Course Director
2002 - 2008	Vice Chair for Education, Family and Community Medicine
2000 - 2003	Associate Director, Teacher and Educational Development
1998 - 2003	Chair, Education Council-elected chair of committee charged with developing and reviewing educational policy

1998 - 1999	Interim Director Family Practice Residency University of New Mexico School of Medicine
1997 - 2002	Director of Education, Family and Community Medicine
1993 - 1995	Family Practice Clerkship Director- developed and implemented the curriculum and evaluation for the clerkship
1991 - 1995	Director, Undergraduate Education Department of Family & Community Medicine
1990 - 1993	Director Clinical Skills Primary Care Curriculum

Educational Committees:

UNM-SOM:

2007 - 2010	Curriculum Committee: Tutorial Steering Committee
2001 - 2003	Undergraduate Medical Education Committee- University of New Mexico School of Medicine
2001	Liaison Committee on Medical Education-Self Study 1.Undergraduate Education 2.Faculty
1999	Dean's Ad Hoc Committee on Governance- to clarify the governance structure of the School of Medicine
1997 - 2007	Education Council- elected member of committee charging with developing and reviewing educational policy of the School of Medicine
1995 - 2002	Tutorial Narrative Editorial Board- formatively reviews all tutorial narratives with feedback to author
1995 - 2000	Edwards Family Endowment for Communication Skills Advisory Board- provide Input on the use of monies from the endowment

1995	Dean's Ad Hoc Committee on Tenure and Promotion Policy-review the promotion policies for the School of Medicine
1994-95,99, 2005	Curriculum Integrating Group- committee charged with implementing the policies of the School of Medicine
1993 - 1995	Committee on Student Promotions and Evaluations- committee charged with reviewing student evaluations and implementing the promotions policies of the School of Medicine
1993 - Present	Human Sexuality and Reproductive Biology Organ System Block Planning Group- designing and implementing the curriculum for this educational block.
1992 - 1995	Admissions Committee School of Medicine

Faculty Mentees:

Tiffany Snyder, MD	Eve Espey, MD
Isabel Lopez-Colberg, MD	Elizabeth Grant, MD
Toby Palley, MD	Ben Hoffman, MD
Sally Bachofer, MD	Denise Menton, MD
Valerie Romero-Leggott, MD	Jennifer Phillips, MD
John Leggott, MD	Lana Wagner, M.D.
Nick Andrews, MD	Steve Mitchell, M.D.
Lana Melendres, MD	Felisha Rohan-Minjares, M.D.

Resident Mentees:

Leena Cherikuri	David Kilgore, MD
Angela Gallegos-Macias, MD	Jody Casados, MD
Rex Baker, MD	Jen Lasman, M.D.
Sugar Singleton, M.D.	

Community Service:

2016-present	Board Member, La Tierra Sagrada (to provide scholarships to medical students)
2009 - 2012	Rector's Warden, St. Michaels and All Angels Episcopal Church
2007 - 2009	St. Michael's and All Angels-Food Pantry Clinic – Organizer & volunteer with medical students
2006 - 2007	Parent Representative to the Amigos de las Americas Board
2001 - 2006	Serendipity Day School, Board Member
1998 - 2000	Maternity Centers of America – Board Member
1993 - 2000	La Leche League Medical Associate

Jill C. Klar

Interim CEO/COO – UNM Medical Group, Inc.



Jill Klar was appointed Interim Chief Executive Officer of the University of New Mexico Medical Group (UNMMG) in late June 2016.

Klar joined UNM Health Sciences Center in January 2016 as Chief Operating Officer of UNMMG assuming leadership over revenue cycle operations, information technology, human resources, communications, marketing, facilities and telehealth services. She joined UNM from ABQ Health Partners where she served as Chief Operating Officer since 2011. During her tenure there, she helped transform an unprofitable medical group, originally part of an integrated healthcare system, into a profitable, independent, physician owned and led multi-specialty practice. Most notably, Klar supported the merger between ABQ Health Partners and DaVita Healthcare Partners, which led reengineering efforts to foster a new care model called Total Care, also known as, coordinated and preventive care.

Klar has over 20 years of leadership experience in a variety of healthcare settings, including interim COO for the Lovelace Health Plan and various positions within the Lovelace Health System, Molina Healthcare of New Mexico and Presbyterian Healthcare Services in Albuquerque.

A Lobo and New Mexican at heart, Klar earned her Bachelor's degree from the University of New Mexico, has served on the UNM Lobo Club Board and is an American Heart Association Circle of Red founder. Most recently, Jill served as the 2016 Heart Ball Chair. Additionally, she is a 2014 ABQ Business First Woman of Influence honoree and currently serves as a Bizwomen Mentor.

PROFESSIONAL PROFILE AND QUALIFICATIONS

- ◆ Healthcare Executive possessing more than 18 years of leadership experience in a variety of healthcare settings, including: physician practice business and clinical operations, human resources, government relations and communications, compliance, business transformation, health plan operations and health plan network management.
- ◆ High level of commitment to maintaining ethics and integrity in all endeavors.
- ◆ Strategic, goal-oriented team player with proven success in managing multiple projects within challenging environments.
- ◆ Effective verbal and written communicator with strong interpersonal skills; easily engaging at all levels within the organization.
- ◆ Ability to evaluate, lead and deploy teammates accurately while managing diverse relationships.
- ◆ Collaborative, mentoring leadership style with a strong desire to inspire and motivate teammates to perform at their highest level.
- ◆ Professional expertise includes:
 - Multispecialty medical group business and operations management
 - Process improvement, operation efficiency and change management
 - Contract negotiation (provider, payor, and vendor)
 - Health Plan network management
 - Managed care and value based care (population health)
 - Strategic planning and organization reengineering / restructuring
 - Electronic Health Record system integration
 - Cost containment strategies
 - Strong organizational leadership and relationship management
 - Strategic business development and expansion

PROFESSIONAL HISTORY

01/16 – present

UNM MEDICAL GROUP, INC.

Albuquerque, NM

CHIEF OPERATING OFFICER 01/16 - present

INTERIM CHIEF EXECUTIVE OFFICER – 06/16 to present

Accountability and oversight for the not-for-profit 501 (c) (3) corporation organized in 2007 and comprised of over 900 clinical practitioners, representing over 150 specialties who are the exclusive caregivers to the state's only academic medical center, UNM Hospital. UNMMG is the faculty practice organization for the UNM School of Medicine. UNMMG is also a multi-specialty group practice that operates 11 clinics in addition to attending at the 76 clinics of UNM Hospital.

In my role as COO, I was assigned primary oversight and accountability for Medical Group operations that included, but was not limited to, Revenue Cycle, IT, Human Resources, Center for Telehealth, Marketing and Communications, and Facilities.

In my role as Interim CEO, I further expanded to assume responsibility for the overall performance of the Medical Group, which additionally includes Finance, Compliance, Clinic Operations, Contracting, Population Health and UNM Health, and Strategy, the latter three supporting the overall Health System.

PROFESSIONAL HISTORY CONTINUED

JILL C. KLAR

05/09 – 10/31/15

DAVITA HEALTHCARE PARTNERS - NEW MEXICO

Albuquerque, NM

(a.k.a. ABQ Health Partners, LLC)

SENIOR VICE PRESIDENT/CHIEF OPERATING OFFICER

Accountability and oversight with this 250 multispecialty provider group include:

- Healthcare center operations
- Facilities management
- Contracting and credentialing
- Human resources
- Government relations, communications and marketing
- Strategic planning and business development
- Compliance

Accomplishments:

- Member of the team that transformed an unprofitable large multispecialty group originally part of an integrated healthcare system, into a profitable, independent, physician owned and led multi-specialty practice.
- Member of the team that supported the negotiation and the merger between ABQ Health Partners, LLC and California based HealthCare Partners, LLC, now known as DaVita HealthCare Partners.
- Member of the team negotiating FFS payor agreements to Full Risk, Shared Risk/Shared Savings, or Capitated (value based) payor agreements.
- Led Clinic Operations reengineering efforts to support Total Care (coordinated care), including:
 - Restructure of leadership and accountability charts
 - Implementation of Advanced Access – improved scheduling templates
 - Development of a dedicated patient outreach team
 - Implementation of various provider support tools
 - Improved clinic workflows
- Developed and implemented relevant management reporting (key operating and financial metrics) to support all aspects of the organization, including corporate.

03/05 – 05/09 **LOVELACE HEALTH SYSTEM / LOVELACE HEALTH PLAN**

Albuquerque, NM

ASSISTANT VICE PRESIDENT, PROVIDER NETWORK OPERATIONS

INTERIM CHIEF OPERATING OFFICER

Accountability and oversight for this \$800M revenue based health plan included:

- Network Build and Management
- Credentialing
- Provider Configuration
- Physician, Provider, Ancillary and Hospital Contract negotiation
- Provider Call Center Operations
- Network Rental
- Claims Processing, Appeals and Grievances, Eligibility and Enrollment, Third Party Administrator services (interim)

Accomplishments:

- Successful creation and launch of the Provider Response Team, allowing network providers to have direct access to representatives who could respond on ALL issues affecting claims payment.
- Effective launch of "iExchange", providing online pre-authorization capabilities to network providers.
- Negotiated and implemented the CIGNA agreement enabling CIGNA to rent the Lovelace Health Plan network creating \$1M in EBITDA for the Plan and ensuring greater volume to the Lovelace delivery system.
- Expanded provider network from 6,500 providers to 7,200 providers in 12 months.
- Developed provider network to support a PPO product launch to ensure competitive advantage in the market.
- Developed new provider model contract for rollout out to entire network.
- Implemented the Contract Review and Implementation Team to ensure appropriate fee and cost management and accurate configuration of network provider contracts.

PROFESSIONAL HISTORY CONTINUED

JILL C. KLAR

1999-2005	MOLINA HEALTHCARE OF NEW MEXICO <i>(formerly Health Care Horizons, Inc., Cimarron Health Plan, Inc., and HCH Administration, Inc.)</i> <u>MANAGER, PROVIDER AFFAIRS (director level)</u>	Albuquerque, NM
1988-1999	PRESBYTERIAN HEALTHCARE SERVICES / PRESBYTERIAN HEALTH PLAN <u>MANAGER, PROVIDER RELATIONS</u>	Albuquerque, NM
EDUCATION	<u>UNIVERSITY OF NEW MEXICO</u> Bachelor of Arts, 1995	

PROFESSIONAL / COMMUNITY INVOLVEMENT

- ♦ Leadership New Mexico – September 2016 to present (graduate in June 2016)
- ♦ American Heart Association Heart Ball Chair – October 2016
- ♦ American Heart Association Heart Ball Co-Chair – October 2015
- ♦ YWCA Women on the Move Nominee – March 2015
- ♦ Bizwomen Mentor; Mentoring Monday – ABQ Business First 2015 - present
- ♦ American Heart Association Heart Ball Executive Leadership 2014
- ♦ DaVita HealthCare Partners Core Value "Team" Award Winner 2014
- ♦ Albuquerque Business First Woman of Influence 2014
- ♦ American Heart Association Go Red for Women Executive Leadership 2014
- ♦ Economic Forum Member 2013 to present
- ♦ Albuquerque Economic Development 2013 to present
- ♦ March of Dimes High Heels for High Hopes Fashion Model 2013
- ♦ American Heart Association Circle of Red (founding Member – Albuquerque) 2010 to present
- ♦ University of NM Lobo Club Board Member 2010 – 2012
- ♦ Leadership Albuquerque 2006
- ♦ CNM Community College, Health Information Technology Program Advisor 2002 – 2009
- ♦ Barrett Foundation Board of Directors 2001 – 2003
- ♦ United Way Leadership Giver 1995 - 2005

February 17, 2017

Mr. David W. Harris
EVP for Administration, COO & CFO
The University of New Mexico
Albuquerque NM 87131

RE: Appointment of Erica Jorgensen as Non-Positional Board Member

Dear EVP Harris,

Per the terms of the corporate Bylaws, Lobo Development Corporation's non-positional board members are to be appointed by the Board of Regents of The University of New Mexico for terms of one year.

The Lobo Development Corporation Board of Directors request that you place the appointment of Erica Jorgensen as a non-positional board member on the agenda for the March 7, 2017 meeting of the Board of Regents' Finance & Facilities Committee.

Sincerely,



Chris Vallejos
Secretary/Treasurer

ERICA JORGENSEN

4673 Los Poblanos Cir NW
Albuquerque, NM 87107
Ejforde40@hotmail.com/505-280-0944

OBJECTIVE

To serve one term on the Lobo Development Committee

EDUCATION

Emerson College. Boston, MA
Bachelor of Arts: Mass Communication; Minor: Spanish
1995-1997

University of Pittsburgh. Semester at Sea Program
Fall 1995

Texas Christian University. Fort Worth, TX
1992-1995

WORK EXPERIENCE

Titan, Inc.; Albuquerque, NM (2002-present) – Officer/Treasurer and Trustee
Property and Estate Manager

- Investment Tracking, Financial Planning and Budgeting, Bookkeeping/Accounting, Property Management, Remodel and Construction Supervision

Sound and Signal Systems of New Mexico; Albuquerque, NM (1991-present) – Officer/Secretary,
Stock Owner/Board Member

- Consult in Upper Management Financial Matters – Banking/Insurance/Business Planning

Industry Pictures; Chicago, IL (1998-1999) – Production Coordinator Assistant/Office Manager

- Book Crew and Equipment, create production book and coordinate client entertainment and travel

Rosemeyer Productions; Chicago, IL (1998-1999) – Production Assistant/Bookkeeper

Board of Trade, Iowa Grain Company; Chicago, IL (1998) – Runner/Clerk

WHDH Channel 7 News; Boston, MA (1997) – Assignment Desk Assistant Coordinator

BOARD EXPERIENCE

Crime Victims Reparations Commission; Albuquerque, NM (2013- present) – Commission Member, STOP
VAWA/VOCA Proposal Review Committees

Manzano Day School Parents Association; Albuquerque, NM (2008-2015) – Treasurer/Treasurer Elect, Audit
Committee, Chair School Photos, Annual Fund Committee, Teacher Fellowship Committee

Albuquerque Community Foundation; Albuquerque, NM (2006-2008) – Co-Chair Future Fund/Member, Concourse du
Soleil Committee



February 24, 2017

TO: UNM Board of Regents Finance and Facilities Committee

FROM: Rick Holmes, Office of the University Secretary

SUBJECT: Approval of naming request from the School of Architecture and Planning

Upon recommendation of Dean of Architecture and Planning Geraldine Forbes Isais, the University Naming Committee approved the naming of the item listed below:

Request to name exterior space

Approval to name the Antoine Predock architectural studio at 300 and 308 12th Street NW, the “**Antoine Predock Center for Design and Design Research.**”

UNM Policy 1020 Section 3.2.1 Class I-Exterior Space. Private Financial Support (Real Estate Property).

Please place this item on the next Finance and Facilities Committee meeting agenda for consideration.

Thank you.

Attachment



THE UNIVERSITY *of* NEW MEXICO

MEMORANDUM

Date: February 22, 2017

To: Dr. Chaouki Abdallah, Acting President, The University of New Mexico

From: Dr. Amy Wohlert, Chair, UNM Naming Committee

Re: UNM Naming Committee Approval from February 15, 2017

Chaouki Abdallah
2-24-2017

The Naming Committee has reviewed and voted on the following naming request and recommends your approval. A copy of the departmental request along with UNM Policy 1020 is attached for your reference.

Naming Request from the School of Architecture and Planning:

Approval to name the Antoine Predock architectural studio at 300 and 308 12th Street NW, the "Antoine Predock Center for Design and Design Research."

UNM Policy 1020 Section 3.2.1 Class I-Exterior Space. Private Financial Support (Property).

Please let me know if you have any questions or wish to discuss in further detail.



Office of the Dean School of Architecture and Planning MSC04 2530 Albuquerque, New Mexico 87131-0001

MEMORANDUM

Date: February 14, 2017

To: Dr. Amy Wohlert
Chair UNM Naming Committee

From: Geraldine Forbes Isais, Dean, School of Architecture and Planning

CC Henry Nemcik, President UNM Foundation
Larry Ryan, Vice President, UNM Foundation

Re: Request for Approval of Naming, Antoine Predock Center for Design and Design Research

Antoine Predock is both a graduate of the School of Architecture and Planning at UNM and a world renowned architect. His architectural practice, located in Albuquerque, has produced award-winning buildings world-wide. He has been honored both by his architect colleagues and the American Institute of Architects who, in 1985 awarded Predock the Rome Prize, the AIA Gold Medal in 2006 and in 2007 the Cooper Hewitt, Life-time Achievement Award.

Antoine Predock's wife, Constance DeJong, has donated the Antoine Predock's architectural studio to the School of Architecture and Planning for the purposes of creating the Antoine Predock center for Design and Design Research at the University of New Mexico. The Center is intended to offer architecture design studios, seminars and lectures in architecture, design, urban design and allied fields. The Center will allow SA+P to establish a research archive for faculty and students to use in order to learn more about key areas of design and design process. The Center plans to also display archival items from Antoine Predock's life work, pursuant to an agreement with the Center for Southwest Research, which owns Mr. Predock's archives.

The donor will donate and convey two individual properties to the University of New Mexico, School of Architecture and Planning. These properties are currently known as the Antoine Predock Studio and are located at:

300 12th Street NW, Albuquerque
308 12th Street NW, Albuquerque

These buildings have an appraised value of \$860,000.



**UNM Hospital Board of Trustees
February 2017
Recommendation to HSC Committee
March 2017**

Approval

(1) Cyberonics, Inc.

Ownership:

100 Cyberonics Boulevard
Houston, Texas 77058

Officers Information:

Daniel Moore, Chairman
Damien McDonald, CEO and Director

Source of Funds: UNM Hospital Operating Budget

Description: Request approval to purchase the Vagus Nerve Stimulation (VNS) Therapy System for use in the Operating Room. Vagus Nerve Stimulation is an FDA approved treatment of refractory epilepsy and treatment-resistant depression. The Vagus Nerve Stimulation System is a surgically implanted device that delivers pulsed electrical signals to the vagus nerve which helps patients with epilepsy achieve long-term seizure control.

Process: Sole Source which has met the 30-day posting period.

Previous Contract: Cyberonics is the sole provider of these stimulators. Purchases were made under a sole source procurement in prior years.

Previous Term: N/A

Previous Contract Amount: Fiscal Year 2016 expenditures were \$1.1 million

Contract Term: One year

Termination Provision: Either party may terminate the agreement by delivering written notice to the other party at least 30 days in advance of the proposed date of termination.

Contract Amount: Current year estimated cost of \$1,300,000 based on prior year usage, amount of spend is based on patient demand and may fluctuate. Contract reflects a 10% savings over list price. Fiscal Year 2016 expenditures were \$1.1 million. Utilization of these devices has increased from an annual spend of \$230K in fiscal year 2014. Patients who may benefit from the stimulator are referred to Neurosurgery from the Epilepsy Clinic. Surgery is performed by the UNM Neurosurgeons. Cyberonics is the only vendor on the market that offers these devices.

Statements of Revenues, Expenses and Changes in Net Position Format for Regents
For the seven month period ended January 31, 2017
Preliminary and Unaudited

Health Sciences Center - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual
Instruction and General					
Tuition and Fees Revenues	16,751,725	15,741,716	(1,010,009)	94%	14,183,233
State/Local Appropriations	59,777,700	34,857,014	(24,920,686)	58%	37,599,137
F & A Revenues	24,000,000	14,069,668	(9,930,332)	59%	13,856,767
Transfers	3,262,744	1,313,644	(1,949,100)	40%	(3,659,648)
Other Revenues	9,823,305	6,189,765	(3,633,540)	63%	9,068,254
Total Instruction and General Revenues	113,615,474	72,171,807	(41,443,667)	64%	71,047,743
Salaries	72,326,139	42,439,592	(29,886,547)	59%	42,059,755
Benefits	23,436,887	13,180,454	(10,256,433)	56%	12,654,331
Other Expenses	18,515,421	8,924,091	(9,591,330)	48%	9,549,150
Total Instruction and General Expenses	114,278,447	64,544,137	(49,734,310)	56%	64,263,236
Net Instruction and General Revenue/(Expense)	(662,973)	7,627,670	8,290,643		6,784,507
Research					
State/Local Appropriations	9,892,171	6,185,488	(3,706,683)	63%	5,733,558
Generated Revenues	405,501	225,610	(179,891)	56%	222,867
Transfers	12,494,297	6,131,922	(6,362,375)	49%	5,665,304
Other Revenues	2,263,588	1,182,393	(1,081,195)	52%	1,444,418
Total Research Revenues	25,055,557	13,725,413	(11,330,144)	55%	13,066,147
Salaries and Benefits	15,896,680	7,819,469	(8,077,211)	49%	7,507,194
Other Expenses	10,941,353	5,391,826	(5,549,527)	49%	5,010,164
Total Research Expenses	26,838,033	13,211,295	(13,626,738)	49%	12,517,358
Net Research Revenue/(Expense)	(1,782,476)	514,118	2,296,594		548,789
Public Service					
State/Local Appropriations	254,600	148,600	(106,000)	58%	160,244
Sales and Services Revenues	5,322,720	3,279,373	(2,043,347)	62%	3,260,843
Gifts	1,854,112	1,168,987	(685,125)	63%	1,526,101
Transfers	4,193,683	1,324,139	(2,869,544)	32%	2,095,260
Other Revenues	2,876,824	1,599,454	(1,277,370)	56%	660,137
Total Public Service Revenues	14,501,939	7,520,553	(6,981,386)	52%	7,702,585
Salaries and Benefits	5,446,714	2,790,257	(2,656,457)	51%	1,962,591
Other Expenses	10,816,826	5,755,366	(5,061,460)	53%	4,115,432
Total Public Service Expenses	16,263,540	8,545,623	(7,717,917)	53%	6,078,023
Net Public Service Revenue/(Expense)	(1,761,601)	(1,025,070)	736,531		1,624,562

Statements of Revenues, Expenses and Changes in Net Position Format for Regents
For the seven month period ended January 31, 2017
Preliminary and Unaudited

Health Sciences Center - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual
Student Aid					
Gifts	1,799,372	1,043,768	(755,604)	58%	868,618
Investment Income	-	-	-	N/A	-
Transfers	2,198,047	1,250,207	(947,840)	57%	1,301,571
Other Revenues	-	-	-	N/A	-
Total Student Aid Revenues	3,997,419	2,293,975	(1,703,444)	57%	2,170,189
Salaries and Benefits	1,864,986	1,223,494	(641,492)	66%	998,629
Other Expenses	2,916,794	1,166,497	(1,750,297)	40%	1,080,053
Total Student Aid Expenses	4,781,780	2,389,991	(2,391,789)	50%	2,078,682
Net Student Aid Revenue/(Expense)	(784,361)	(96,016)	688,345		91,507
Student Activities					
Fee Revenues	-	-	-	N/A	-
Sales and Services Revenues	51,199	37,710	(13,489)	74%	36,892
Transfers	(8,360)	(8,360)	-	100%	13,912
Other Revenues	2,500	2,650	150	106%	900
Total Student Activities Revenues	45,339	32,000	(13,339)	71%	51,704
Salaries and Benefits	466	466	-	100%	168
Other Expenses	90,398	23,887	(66,511)	26%	35,050
Total Student Activities Expenses	90,864	24,353	(66,511)	27%	35,218
Net Student Activities Revenue/(Expense)	(45,525)	7,647	53,172		16,486
Sponsored Programs					
Federal Grants and Contracts Revenues	103,142,657	58,660,713	(44,481,944)	57%	58,068,441
State and Local Grants and Contracts Revenues	15,332,017	9,140,507	(6,191,510)	60%	9,083,954
Non-Governmental Grants and Contracts Revenues	18,119,656	11,581,898	(6,537,758)	64%	9,946,716
Gifts	-	-	-	N/A	-
Other Revenues	-	-	-	N/A	-
Transfers	2,787,639	2,124,373	(663,266)	76%	2,135,554
Total Sponsored Programs Revenues	139,381,969	81,507,491	(57,874,478)	58%	79,234,665
Salaries and Benefits	78,053,903	45,973,372	(32,080,531)	59%	45,133,086
Other Expenses	61,328,066	35,534,119	(25,793,947)	58%	34,101,579
Total Sponsored Programs Expenses	139,381,969	81,507,491	(57,874,478)	58%	79,234,665
Net Sponsored Programs Revenue/(Expense)	-	-	-		-

Statements of Revenues, Expenses and Changes in Net Position Format for Regents
For the seven month period ended January 31, 2017
Preliminary and Unaudited

Health Sciences Center - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual
Clinical Operations					
State/Local Appropriations	25,305,380	14,761,400	(10,543,980)	58%	16,180,479
Physician Professional Fee Revenues	130,053,773	73,288,062	(56,765,711)	56%	68,142,672
Hospital Facility Revenues	902,747,843	527,001,384	(375,746,459)	58%	498,570,336
Other Patient Revenues, net of Allowance	162,983,762	90,093,204	(72,890,558)	55%	85,479,542
Mil Levy	95,977,991	55,987,161	(39,990,830)	58%	54,488,733
Investment Income	(273,140)	(83,057)	190,083	30%	174,958
Gifts	3,267,753	2,817,379	(450,374)	86%	1,316,253
Housestaff Revenues	37,907,661	22,805,757	(15,101,904)	60%	21,861,837
Other Revenues	24,454,058	11,551,883	(12,902,175)	47%	10,111,567
Total Clinical Operations Revenues	1,382,425,081	798,223,173	(584,201,908)	58%	756,326,377
Salaries and Benefits	762,841,326	439,684,387	(323,156,939)	58%	403,668,655
Interest Expense	3,846,613	2,243,852	(1,602,761)	58%	2,239,606
Housestaff Expenses	37,907,661	22,151,539	(15,756,122)	58%	21,637,564
Other Expenses	576,637,223	333,339,409	(243,297,814)	58%	320,763,462
Total Clinical Operations Expenses	1,381,232,823	797,419,187	(583,813,636)	58%	748,309,287
Net Clinical Operations Revenue/(Expense)	1,192,258	803,986	*** (388,272)		8,017,090
Contingencies					
Total Contingency Revenues	3,601,796	-	(3,601,796)	0%	-
Total Contingency Expenses	1,066,796	-	(1,066,796)	0%	-
Net Contingencies Revenue/(Expense)	2,535,000	-	(2,535,000)		-
Net Current Revenue/(Expense)	(1,309,678)	7,832,335	9,142,013		17,082,941

*** Clinical Operations include the SOM Clinical Departments which currently have a consolidated gain of \$636,098 and UNM Hospitals operations which currently has a net margin of \$167,888

Regent's Report Analysis for Ava Lovell	
January 31, 2017	
* I&G Other Revenue Actuals Detail as of 1/31/2017	
Misc. Revenue	3,649.34
Faculty Practice Income	1,918,343.00
Grants & Contracts	-
Billings to UH (Gap Tax, HSC Communications & Mktg. and Other)	3,954,813.11
Billings to SRMC (HSC Communications & Mktg., etc.)	9,866.20
Billings to UNMMG (Library Collections, Legal Counsel, etc.)	87,500.00
Sales & Services (Custodial Services, PPD Lock Shop, PPD Landscaping, etc.)	215,593.76
TOTAL	6,189,765.41
* I&G Other Expense Actuals Detail as of 1/31/2017	
Capital Expenditures	432,768.80
Communication Charges	223,566.22
Bad Debt Expense	3,277.10
Other Expenses	177,626.70
Patient Care Costs	21,321.43
Plant Maintenance	631,474.85
Research Costs	97,859.37
Purchased Services	2,569,942.11
Special Grant & Contract Expense	105,535.14
Student Costs	1,263,057.69
Supplies	863,317.67
Travel	209,749.04
Utilities	2,324,594.72
TOTAL	8,924,090.84
* I&G Other Expense Actuals Detail as of 1/31/2017 - by Org Level 5	
VP Health Sciences Office	22,308.57
Poison Control	4,087.00
HSC Office of Community Affairs	-
School of Medicine Deans Office	286.94
VP HSC Monitoring (General Liability Insurance)	854,090.43
AS BA/MD Program (Scholarships/Fellowships)	776,129.13
SOM Faculty Affairs	35.35
Family Community Medicine Dept.	108,924.41
Interprofessional Education	1,528.14
Office of Emergency Management	2,193.48
VP for Community Health	11,770.27
Batcave	-
HSC Academic Affairs	53,618.22
HSC Registrar	2,479.22
Senior Assoc. Dean Office of Educ.	10,585.67
Pathology Dept.	10,841.71
HSC Wellness	40,692.61
Unrestricted Accounting HSC Office	(9,674.15)
HSC Professionalism Office	2,840.15
HSC Financial Aid	0.01
CNAH	-
HSC Faculty Contracts	9,658.87
HSC Faculty Council	1,151.28
HSC Development Office	33,329.96
COP Clinical Affairs	4,703.32
COP Radiopharmacy	-
Vice Chancellor for Diversity	104,952.10
COPH Deans Office	78,868.67
Exec Vice Chancellor-Operations (Computers, Software, Technology Support)	342,114.05

Pharmacy Deans Office (Supplies, Scholarship/Fellowships, Professional Services, etc.)	392,225.28
HSC Financial Services	998.75
Psychiatry Psych	33.68
HS Library and Informatics Ctr. (Electronic Journals & Perpetuals)	963,255.20
Neurology	3,505.30
Orthopaedics	104,086.84
Radiology Dept.	1,782.44
COP Pharmacy Practice & Admin.	61,828.35
SOM Surgery	-
Undergrad Med Educ Dept. (Curriculum fees, supplies, student costs, etc.)	270,646.21
SOM BA/MD Program	66,107.00
Department of Dental Medicine	120,227.69
COP Pharmaceutical Sciences	52,805.33
Emergency Medicine Dept.	2,717.94
Molecular Genetics Microbiology	14,246.76
HSC Facility Planning	60,180.28
Cell Biology	7,684.93
Dermatology	2,236.04
Nursing Deans Office (Computers, instructional materials, foundation surcharge, etc.)	592,545.47
CTSC Administration	171.70
HSC Budget Office	(2,577.90)
HSC Operation Plant Maintenance (Custodial services & supplies, property insurance, utilities, etc.)	3,205,558.70
HSC Human Resources	4,181.61
Anesthesiology Dept.	0.67
HSC Communications (Promotional expenses, etc.)	284,404.01
Obstetrics Gynecology OB GYN	-
Biochemistry Molecular Biology	31,343.65
HSC Compliance	14,193.41
Internal Medicine IM	356.21
Sr Exec Officer - Finance & Admin	93,055.51
SOM Student Services	10,018.71
HSC Legal Counsel Office	48,518.04
Pre Award Services HSC	(11,186.09)
Contract Grant Accounting HSC	(14,516.38)
Neurosciences	30,543.26
Pediatrics	45,396.83
TOTAL	8,924,090.84
* Research Other Revenue Actuals Detail as of 1/31/2017	
Misc. Revenue (BRF Flood insurance recovery revenue)	718,987.72
Gifts	-
Gain on Sponsored Projects	216,809.14
Billings to UH (CRTC Faculty Research Support, CTSC Rent, HSC Radiation Safety, etc.)	236,248.61
Billings to SRMC (HSC Radiation Safety)	5,592.47
Billings to UNMMG (HSC Radiation Safety)	4,754.88
TOTAL	1,182,392.82
* Research Other Expense Actuals Detail as of 1/31/2017	
Capital Expenditures	73,162.48
Communication Charges	130,680.06
Bad Debt Expense	29,169.00
Debt Service	605,262.42
Other Expenses	116,999.23
Patient Care Costs	15,158.78
Plant Maintenance	565,202.47
Research Costs	86,774.38
Purchased Services	2,401,249.96
Special Grant & Contract Expense	29,580.15
Student Costs	33,618.52
Supplies	800,244.32
Travel	183,248.43
Utilities	321,476.02
TOTAL	5,391,826.22

*	Research Other Expense Actuals Detail as of 1/31/2017 - by Org Level 5	
	VP Health Sciences Office	929.74
	Poison Control	2,828.00
	School of Medicine Deans Office	86,345.91
	Cancer Research Treatment Center CRTC (Lab supplies, travel, equipment warranties & maint., debt service, etc.)	805,573.96
	SOM Faculty Affairs	21,726.36
	Family Community Medicine Dept.	(2.43)
	HSC O/R Administration (Equipment, supplies, etc.)	257,095.51
	HSC Radiation Safety	86,504.96
	Batcave	47,883.72
	Senior Assoc. Dean Office of Educ.	4,621.85
	Pathology Dept.	93,288.96
	The ECHO Institute (Computers, travel, supplies, professional services, etc.)	233,989.34
	Vice Chancellor for Diversity	-
	COPH Deans Office	(50,261.26)
	Unrestricted Acctg HSC Monitoring	32,172.90
	Brain and Behavioral Hlth Inst	32,992.84
	Pharmacy Deans Office	41,673.98
	AVP FA Monitoring (Top Slice, Plant Repairs, debt service, utilities, etc.)	3,039,359.16
	Psychiatry Psych	20,630.65
	HS Library and Informatics Ctr	506.58
	Neurology	(15,657.36)
	Orthopaedics	27,659.08
	COP Pharmacy Practice & Admin Scien	34,834.45
	SOM Surgery	-
	Undergrad Med Educ Department	28,424.98
	COP Pharmaceutical Sciences	93,968.76
	Emergency Medicine Dept.	594.26
	Molecular Genetics Microbiology	31,590.80
	Nursing Academic Affairs	-
	Cell Biology	15,059.74
	Nursing Deans Office	8,108.58
	CTSC Administration (Lab supplies, office supplies, equipment, etc.)	212,337.79
	SR Assoc Deans Office	8,721.96
	Psychology Dept.	-
	Anesthesiology Department	2,581.39
	Obstetrics Gynecology OB GYN	11,869.09
	Biochemistry Molecular Biology	16,194.28
	Internal Medicine IM	43,323.04
	Center for Infectious Disease	7,146.12
	Neurosciences	8,012.13
	Biomedical Rsrch Edu Prog	35,181.28
	Pediatrics	64,015.12
	TOTAL	5,391,826.22
*	Public Service Other Revenue Actuals Detail as of 1/31/2017	
	Student Fees	62,087.44
	Allocations (Allocation from Cancer Center (clinical) to HSC Communications for Cancer Center promotions, Allocation from SOM to Exec. Vice Chancellor of Operations for IT Staff Funding, etc.)	1,380,538.47
	Gain on Sponsored Projects	120,873.12
	Gain on Unrestricted Projects	(42,791.92)
	Misc. Revenue	78,495.64
	Investment Income	251.51
	TOTAL	1,599,454.26

*	Public Service Other Expense Actuals Detail as of 1/31/2017	
	Capital Expenditures	550,000.00
	Communication Charges	72,225.29
	Bad Debt Expense	(2,498.93)
	Debt Service	404,236.56
	Other Expenses	180,361.36
	Patient Care Costs	43,240.37
	Plant Maintenance	83,582.28
	Research Costs	11,454.96
	Purchased Services	3,014,193.53
	Special Grant & Contract Expense	(9,545.60)
	Student Costs	361,577.51
	Supplies	714,939.85
	Travel	202,315.26
	Utilities	129,283.08
	TOTAL	5,755,365.52
*	Public Service Other Expenses Actuals Detail as of 1/31/2017 - By Org Level 5	
	HSC Clinical Contracting	11,340.40
	Continuing Medical Educ Dept. (Various courses & conferences costs, etc.)	171,159.77
	VP Health Sciences Office	41,700.79
	College of Pharmacy Continuing Educ.	85,966.78
	Poison Control	6,866.05
	School of Medicine Deans Office	63,961.77
	Cancer Research Treatment Ctr CRTC	637,155.84
	Family Community Medicine Dept.	719.42
	BBI Administration	18,299.80
	HSC O/R Administration	14,332.28
	VP for Community Health (Pathways - UHP, Care NM, etc.)	406,022.31
	Senior Assoc. Dean Office of Educ.	10,290.05
	Pathology Dept.	1,760.55
	The ECHO Institute	51,800.68
	CNAH	97,535.49
	Inst Indigenous Knowledge & Devl	
	COP Clinical Affairs	
	Vice Chancellor for Diversity	35,387.16
	EVC Education	
	COPH Deans Office	(25,876.65)
	Unrestricted Acctg HSC Monitoring	181,440.01
	Office of the Medical Investigator	31,896.39
	Exec Vice Chancellor-Operations	336,825.89
	Pharmacy Deans Office	95,737.85
	Psychiatry Psych	6,245.24
	HS Library and Informatics Ctr.	9,630.12
	Neurology	1,178.09
	Orthopaedics	19,495.12
	COP Pharmacy Practice & Admin.	
	Radiology	4,439.86
	SOM Surgery	18,271.16
	SOM Neurosurgery	13,970.08
	Undergrad Med Educ Dept.	8,818.11
	Department of Dental Medicine	20,733.18
	COP Pharmaceutical Sciences	5,467.32
	Emergency Medicine Dept.	138,551.22
	Cell Biology	12,295.70
	Dermatology	452.22
	Nursing Deans Office	88,010.73
	HSC Budget Office (1650 Utilities, Debt Service for 1650 University & Elks Lodge)	547,048.30
	SR Assoc Deans Office	
	SOM Institute for Ethics	691.85
	Anesthesiology Dept.	
	HSC Communications (HSC Radio/TV Promotions, HSC Cancer Center Promotions, etc.)	2,233,578.44
	Obstetrics Gynecology OB/GYN	2,367.88
	Internal Medicine IM	16,512.18
	SOM Student Services	201,869.08
	Neurosciences	
	Pediatrics	131,417.01
	TOTAL	5,755,365.52

*	Clinical Operations Other Revenues Actuals Detail as of 1/31/2017	
	Allocations	(1,353,415.55)
	Faculty Practice Income	(1,918,343.00)
	Grants & Contracts	57,691.00
	Gain on Sponsored Projects	1,057,379.28
	Gain on Unrestricted Projects	42,793.92
	Misc. Revenue	55,503.52
	Sales & Services Revenue (COP Radiopharmacy \$293K, OMI \$1.6M and CDD Peds - Fit Medicaid Billing \$445K)	3,194,454.28
	Student Fees	9,598.00
	Transfers	(5,075,667.79)
	UH- Grants & Contracts	1,616,556.00
	UH - Other operating revenues	3,406,978.00
	UH - 340B Revenues	8,640,082.00
	UH - Equity (Loss) in Tricore Invest	771,041.00
	UH - Meaningful Use Revenue	573,750.00
	UH - Other Non operating Revenues	473,482.00
	TOTAL	11,551,882.66
*	Clinical Operations Other Expense Actuals Detail as of 1/31/2017	
	Capital Expenditures	119,260.01
	Communication Charges	939,259.78
	Bad Debt Expense	139,200.65
	Other Expenses (Foundation Surcharge, Banner Tax, etc.)	1,469,771.09
	Patient Care Costs	851,631.87
	Plant Maintenance	2,145,176.11
	Research Costs	168,161.65
	Purchased Services (Cancer Center \$1.7M, OMI \$851K, Peds \$818K, Neurology \$513K and Health System \$493K)	7,630,994.39
	Special Grant & Contract Expense	265,153.00
	Student Costs	57,028.51
	Supplies (Cancer Center \$696K, Internal Medicine \$398K, Peds \$343K, Surgery \$321K)	3,593,024.48
	Travel	1,978,383.94
	Utilities	365,522.72
	UH- Supplies/Medical Supplies	109,532,823.00
	UH - UCP	49,325,571.00
	UH - Housestaff	17,376,007.00
	UH - Travel	335,283.00
	UH - Patient Care Costs	24,220,813.00
	UH - Telephone/Communication Costs	2,532,717.00
	UH - Purchased Services	29,894,724.00
	UH - Other Medical Services	23,090,392.00
	UH - Sub Awards/Service Contracts	5,994,860.00
	UH - O&M & Leases	10,574,468.00
	UH - Utilities	3,691,476.00
	UH - Depreciation	19,198,903.00
	UH - Other Expenses	17,848,803.00
	TOTAL	333,339,408.20

Statements of Revenues, Expenses and Changes in Net Position Format for Regents
For the seven month ended period January 31, 2017
Preliminary and Unaudited

Detail of State/Local Appropriations
Health Sciences Center - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%
Instruction and General				
Instruction & General Appropriations	58,696,100	34,226,084	(24,470,016)	58%
Tobacco Settlement Appropriations				
Instruction & General	581,600	339,264	(242,336)	58%
Pediatric Specialty Education	250,000	145,833	(104,167)	58%
Trauma Specialty Education	250,000	145,833	(104,167)	58%
Total Tobacco Settlement Appropriations	1,081,600	630,930	(450,670)	58%
Total Instruction and General Appropriations	59,777,700	34,857,014	(24,920,686)	58%
Research				
State Special Project Appropriations				
Cancer Center	2,494,500	1,455,000	(1,039,500)	58%
Hepatitis C, Project ECHO	1,987,100	1,159,100	(828,000)	58%
Total State Special Project Appropriations	4,481,600	2,614,100	(1,867,500)	58%
Tobacco Settlement Appropriations				
Genomics, Biocomputing, Environmental Health	937,200	546,700	(390,500)	58%
Total Tobacco Settlement Appropriations	937,200	546,700	(390,500)	58%
Cigarette Tax Revenues	4,473,371	3,024,688	(1,448,683)	68%
Total Research Appropriations	9,892,171	6,185,488	(3,706,683)	63%
Public Service				
State Special Project Appropriations				
Center for Native American Health	254,600	148,600	(106,000)	58%
Total State Special Project Appropriations	254,600	148,600	(106,000)	58%
Total Public Service Appropriations	254,600	148,600	(106,000)	58%
Clinical Operations				
State Special Project Appropriations				
Newborn Intensive Care Unit	3,105,400	1,811,400	(1,294,000)	58%
Office of the Medical Investigator	4,754,800	2,773,800	(1,981,000)	58%
Pediatric Oncology	1,208,200	704,700	(503,500)	58%
Poison and Drug Info Center	1,471,000	858,000	(613,000)	58%
Native American Suicide Prevention	92,400	53,900	(38,500)	58%
GME Residencies	1,675,200	977,200	(698,000)	58%
UNM Hospitals	12,158,080	7,092,225	(5,065,855)	58%
Total State Special Project Appropriations	24,465,080	14,271,225	(10,193,855)	58%
Tobacco Settlement Appropriations				
Pediatric Oncology	250,000	145,833	(104,167)	58%
Poison and Drug Info Center	590,300	344,342	(245,958)	58%
Total Tobacco Settlement Appropriations	840,300	490,175	(350,125)	58%
Total Clinical Operations Appropriations	25,305,380	14,761,400	(10,543,980)	58%



UNIVERSITY OF NEW MEXICO HEALTH SCIENCES CENTER - University HSC Only*
2017 Fiscal Year-to-Date Summary through January 31, 2017 (Preliminary and Unaudited)
(In thousands)

* UNIVERSITY HSC ONLY INCLUDES: SOM, CON, COP, HSLIC, ADMIN, RESEARCH

	University HSC FY 2017 Re-Forecasted Budget 1/31/2017	University HSC FY 2017 YTD 1/31/2017 Actual	University HSC FY 2016 Year End Actual	University HSC FY 2017 YTD Actual to FY 2017 Re-Forecasted Budget Benchmark Rate (58%)	University HSC FY 2017 YTD Actual to FY 2016 Year End Actual Benchmark Rate (58%)
1 UNM MEDICAL GROUP REVENUES	130,054	73,052	123,498	56%	59%
2 UNM HOSPITALS REVENUES	172,491	96,315	164,605	56%	59%
3 SRMC REVENUES	22,129	12,137	20,067	55%	60%
4 TUITION AND FEES	16,814	15,813	15,958	94%	99%
5 CIGARETTE TAX REVENUES	4,473	3,025	3,629	68%	83%
6 RPSP APPROPRIATIONS	18,821	10,979	20,423	58%	54%
7 I&G APPROPRIATIONS	59,963	34,965	64,256	58%	54%
8 I&G MAIN CAMPUS TRANSFERS	20,821	12,378	19,269	59%	64%
9 F&A REVENUES (OH RETURN)	24,000	14,070	24,776	59%	57%
10 HSC/UNM INTERNAL TRANSFERS	(6,184)	(4,694)	(2,494)	76%	188%
11 MILL LEVY	0	0	0	N/A	N/A
12 OTHER REVENUES	33,015	17,806	31,401	54%	57%
13 CONTRACT AND GRANT REVENUES	148,931	85,371	148,517	57%	57%
TOTAL REVENUES	645,326	371,215	633,904	58%	59%
14 TOTAL COMPENSATION EXPENSES	413,944	236,619	387,882	57%	61%
15 SUPPLIES/MEDICAL SUPPLIES	14,886	6,537	13,963	44%	47%
16 UNIVERSITY CLINICIANS PROGRAM	0	0	0	N/A	N/A
17 HOUSESTAFF	0	0	0	N/A	N/A
18 TRAVEL	6,234	2,600	5,316	42%	49%
19 STUDENT COSTS	3,799	2,479	3,502	65%	71%
20 PATIENT CARE COSTS	1,773	939	1,113	53%	84%
21 TELEPHONE/COMMUNICATION COSTS	2,273	1,400	2,367	62%	59%
22 PURCHASED SERVICES	32,424	16,347	31,793	50%	51%
23 OTHER MEDICAL SERVICES	0	0	0	N/A	N/A
24 SUB AWARDS/SERVICE CONTRACTS	598	395	1,040	66%	38%
25 O&M & LEASES	6,260	3,453	6,177	55%	56%
26 UTILITIES	6,569	3,141	5,185	48%	61%
27 DEPRECIATION	0	0	0	N/A	N/A
28 INTEREST EXPENSE	2,405	1,403	2,399	58%	58%
29 OTHER EXPENSES	6,242	2,025	3,776	32%	54%
30 CONTRACT AND GRANT EXPENSES	139,382	80,175	139,893	58%	57%
TOTAL EXPENSES	636,790	357,512	604,406	56%	59%
OPERATING NET MARGIN	8,535	13,703	29,498		
NON-RECURRING ITEMS					
31 CAPITAL EXPENDITURES	3,236	1,178	1,700	36%	69%
32 MEANINGFUL USE REVENUE	0	0	0	N/A	N/A
33 USE OF UNMMG RESERVES	0	0	0	N/A	N/A
34 RECRUITMENT/STARTUP/SCHOLARSHIPS	3,714	2,054	3,263	55%	63%
35 NON-RECURRING TRANSFERS	3,093	2,807	18,769	91%	15%
36 HEALTH INSURANCE - OPEB	0	0	0	N/A	N/A
TOTAL NON-RECURRING ITEMS	10,042	6,039	23,732	60%	25%
NET INCOME/(USE OF RESERVES)	(1,507)	7,664	5,766		



UNIVERSITY OF NEW MEXICO HEALTH SCIENCES CENTER - UNM Hospitals Only
2017 Fiscal Year-to-Date Summary through January 31, 2017 (Preliminary and Unaudited)
(In thousands)

Clinical Operations

	UNM Hospitals FY 2017 Re-Forecasted Budget 1/31/2017	UNM Hospitals FY 2017 YTD 1/31/2017 Actual	UNM Hospitals FY 2016 Year End Actual	UNM Hospitals FY 2017 YTD Actual to FY 2017 Re-Forecasted Budget Benchmark Rate (58%)	UNM Hospitals FY 2017 YTD Actual to FY 2016 Year End Actual Benchmark Rate (58%)
1 UNM MEDICAL GROUP REVENUES	0	0	0	N/A	N/A
2 UNM HOSPITALS REVENUES	902,748	527,001	872,467	58%	60%
3 SRMC REVENUES	0	0	0	N/A	N/A
4 TUITION AND FEES	0	0	0	N/A	N/A
5 CIGARETTE TAX REVENUES	0	0	0	N/A	N/A
6 RPSP APPROPRIATIONS	12,158	7,092	13,038	58%	54%
7 I&G APPROPRIATIONS	0	0	0	N/A	N/A
8 I&G MAIN CAMPUS TRANSFERS	0	0	0	N/A	N/A
9 F&A REVENUES (OH RETURN)	0	0	0	N/A	N/A
10 HSC/UNM INTERNAL TRANSFERS	0	0	0	N/A	N/A
11 MILL LEVY	95,978	55,987	95,849	58%	58%
12 OTHER REVENUES	23,076	15,011	24,218	65%	62%
13 CONTRACT AND GRANT REVENUES	2,597	1,617	2,802	62%	58%
TOTAL REVENUES	1,036,557	606,709	1,008,375	59%	60%
14 TOTAL COMPENSATION EXPENSES	496,672	291,647	474,255	59%	61%
15 SUPPLIES/MEDICAL SUPPLIES	189,141	109,533	170,387	58%	64%
16 UNIVERSITY CLINICIANS PROGRAM	84,558	49,326	79,982	58%	62%
17 HOUSESTAFF	29,561	17,376	29,036	59%	60%
18 TRAVEL	748	335	752	45%	45%
19 STUDENT COSTS	0	0	0	N/A	N/A
20 PATIENT CARE COSTS	39,989	24,221	38,920	61%	62%
21 TELEPHONE/COMMUNICATION COSTS	4,341	2,533	4,074	58%	62%
22 PURCHASED SERVICES	50,801	29,895	46,401	59%	64%
23 OTHER MEDICAL SERVICES	38,751	23,090	43,901	60%	53%
24 SUB AWARDS/SERVICE CONTRACTS	10,253	5,995	10,598	58%	57%
25 O&M & LEASES	17,716	10,574	18,816	60%	56%
26 UTILITIES	6,380	3,691	6,732	58%	55%
27 DEPRECIATION	32,887	19,199	32,997	58%	58%
28 INTEREST EXPENSE	3,172	1,850	3,183	58%	58%
29 OTHER EXPENSES	31,390	17,849	41,233	57%	43%
30 CONTRACT AND GRANT EXPENSES	0	0	0	N/A	N/A
TOTAL EXPENSES	1,036,359	607,115	1,001,268	59%	61%
OPERATING NET MARGIN	198	(406)	7,108		
NON-RECURRING ITEMS					
31 CAPITAL EXPENDITURES	0	0	0	N/A	N/A
32 MEANINGFUL USE REVENUE	0	(574)	(1,085)	N/A	53%
33 USE OF UNMMG RESERVES	0	0	0	N/A	N/A
34 RECRUITMENT/STARTUP/SCHOLARSHIPS	0	0	0	N/A	N/A
35 NON-RECURRING TRANSFERS	0	0	0	N/A	N/A
36 HEALTH INSURANCE - OPEB	0	0	(6,811)	N/A	0%
TOTAL NON-RECURRING ITEMS	0	(574)	(7,896)	N/A	7%
NET INCOME/(USE OF RESERVES)	198	168	15,004		



UNIVERSITY OF NEW MEXICO HEALTH SCIENCES CENTER - UNMMG Only
2017 Fiscal Year-to-Date Summary through January 31, 2017 (Preliminary and Unaudited)
(In thousands)

Clinical Operations

	UNMMG FY 2017 Re-Forecasted Budget 1/31/2017	UNMMG FY 2017 YTD 1/31/2017 Actual	UNMMG FY 2016 Year End Actual	UNMMG FY 2017 YTD Actual to FY 2017 Re-Forecasted Budget Benchmark Rate (58%)	UNMMG FY 2017 YTD Actual to FY 2016 Year End Actual Benchmark Rate (58%)
1 UNM MEDICAL GROUP REVENUES	204,507	115,330	195,215	56%	59%
2 UNM HOSPITALS REVENUES	0	0	0	N/A	N/A
3 SRMC REVENUES	0	0	0	N/A	N/A
4 TUITION AND FEES	0	0	0	N/A	N/A
5 CIGARETTE TAX REVENUES	0	0	0	N/A	N/A
6 RPSP APPROPRIATIONS	1,172	697	1,257	59%	55%
7 I&G APPROPRIATIONS	0	0	0	N/A	N/A
8 I&G MAIN CAMPUS TRANSFERS	0	0	0	N/A	N/A
9 F&A REVENUES (OH RETURN)	0	0	0	N/A	N/A
10 HSC/UNM INTERNAL TRANSFERS	0	0	0	N/A	N/A
11 MILL LEVY	0	0	0	N/A	N/A
12 OTHER REVENUES	11,142	5,954	9,735	53%	61%
13 CONTRACT AND GRANT REVENUES	0	0	0	N/A	N/A
TOTAL REVENUES	216,821	121,980	206,207	56%	59%
14 TOTAL COMPENSATION EXPENSES	20,176	11,366	18,925	56%	60%
15 SUPPLIES/MEDICAL SUPPLIES	0	0	0	N/A	N/A
16 UNIVERSITY CLINICIANS PROGRAM	0	0	0	N/A	N/A
17 HOUSESTAFF	0	0	0	N/A	N/A
18 TRAVEL	0	0	0	N/A	N/A
19 STUDENT COSTS	0	0	0	N/A	N/A
20 PATIENT CARE COSTS	31,337	16,492	26,916	53%	61%
21 TELEPHONE/COMMUNICATION COSTS	0	0	0	N/A	N/A
22 PURCHASED SERVICES	153,392	88,392	151,333	58%	58%
23 OTHER MEDICAL SERVICES	0	0	0	N/A	N/A
24 SUB AWARDS/SERVICE CONTRACTS	0	0	0	N/A	N/A
25 O&M & LEASES	592	310	531	52%	58%
26 UTILITIES	0	0	0	N/A	N/A
27 DEPRECIATION	529	258	471	49%	55%
28 INTEREST EXPENSE	0	0	0	N/A	N/A
29 OTHER EXPENSES	8,403	4,267	6,678	51%	64%
30 CONTRACT AND GRANT EXPENSES	0	0	0	N/A	N/A
TOTAL EXPENSES	214,429	121,084	204,854	56%	59%
OPERATING NET MARGIN	2,392	896	1,353		
NON-RECURRING ITEMS					
31 CAPITAL EXPENDITURES	0	0	0	N/A	N/A
32 MEANINGFUL USE REVENUE	(3,209)	(5,461)	(24)	170%	23220%
33 USE OF UNMMG RESERVES	1,845	891	550	48%	162%
34 RECRUITMENT/STARTUP/SCHOLARSHIPS	0	0	0	N/A	N/A
35 NON-RECURRING TRANSFERS	0	0	0	N/A	N/A
36 HEALTH INSURANCE - OPEB	0	0	0	N/A	N/A
TOTAL NON-RECURRING ITEMS	(1,364)	(4,570)	526	335%	-868%
NET INCOME/(USE OF RESERVES)	3,756	5,466	826		



UNIVERSITY OF NEW MEXICO HEALTH SCIENCES CENTER - SRMC Only
2017 Fiscal Year-to-Date Summary through January 31, 2017 (Preliminary and Unaudited)
(In thousands)

Clinical Operations

	SRMC FY 2017 Re-Forecasted Budget 1/31/2017	SRMC FY 2017 YTD 1/31/2017 Actual	SRMC FY 2016 Year End Actual	SRMC FY 2017 YTD Actual to FY 2017 Re-Forecasted Budget Benchmark Rate (58%)	SRMC FY 2017 YTD Actual to FY 2016 Year End Actual Benchmark Rate (58%)
1 UNM MEDICAL GROUP REVENUES	0	0	0	N/A	N/A
2 UNM HOSPITALS REVENUES	0	0	0	N/A	N/A
3 SRMC REVENUES	81,382	44,406	76,624	55%	58%
4 TUITION AND FEES	0	0	0	N/A	N/A
5 CIGARETTE TAX REVENUES	0	0	0	N/A	N/A
6 RPSP APPROPRIATIONS	0	0	0	N/A	N/A
7 I&G APPROPRIATIONS	0	0	0	N/A	N/A
8 I&G MAIN CAMPUS TRANSFERS	0	0	0	N/A	N/A
9 F&A REVENUES (OH RETURN)	0	0	0	N/A	N/A
10 HSC/UNM INTERNAL TRANSFERS	0	0	0	N/A	N/A
11 MILL LEVY	6,153	3,589	6,153	58%	58%
12 OTHER REVENUES	533	530	552	99%	96%
13 CONTRACT AND GRANT REVENUES	0	0	0	N/A	N/A
TOTAL REVENUES	88,067	48,525	83,328	55%	58%
14 TOTAL COMPENSATION EXPENSES	37,572	21,942	38,404	58%	57%
15 SUPPLIES/MEDICAL SUPPLIES	18,644	11,112	16,783	60%	66%
16 UNIVERSITY CLINICIANS PROGRAM	5,836	0	784	0%	0%
17 HOUSESTAFF	452	281	264	62%	107%
18 TRAVEL	8	4	32	50%	12%
19 STUDENT COSTS	0	0	0	N/A	N/A
20 PATIENT CARE COSTS	5,906	3,515	5,767	60%	61%
21 TELEPHONE/COMMUNICATION COSTS	129	73	131	57%	56%
22 PURCHASED SERVICES	1,193	1,003	3,363	84%	30%
23 OTHER MEDICAL SERVICES	705	335	430	47%	78%
24 SUB AWARDS/SERVICE CONTRACTS	1,624	952	1,736	59%	55%
25 O&M & LEASES	937	575	1,143	61%	50%
26 UTILITIES	736	426	619	58%	69%
27 DEPRECIATION	8,347	4,869	8,456	58%	58%
28 INTEREST EXPENSE	3,824	2,212	3,898	58%	57%
29 OTHER EXPENSES	2,149	1,221	1,515	57%	81%
30 CONTRACT AND GRANT EXPENSES	0	0	0	N/A	N/A
TOTAL EXPENSES	88,063	48,521	83,324	55%	58%
OPERATING NET MARGIN	4	4	4		
NON-RECURRING ITEMS					
31 CAPITAL EXPENDITURES	0	0	0	N/A	N/A
32 MEANINGFUL USE REVENUE	0	0	0	N/A	N/A
33 USE OF UNMMG RESERVES	0	0	0	N/A	N/A
34 RECRUITMENT/STARTUP/SCHOLARSHIPS	0	0	0	N/A	N/A
35 NON-RECURRING TRANSFERS	0	0	0	N/A	N/A
36 HEALTH INSURANCE - OPEB	0	0	0	N/A	N/A
TOTAL NON-RECURRING ITEMS	0	0	0	N/A	N/A
NET INCOME/(USE OF RESERVES)	4	4	4		



UNIVERSITY OF NEW MEXICO HEALTH SCIENCES CENTER - Consolidated HSC
2017 Fiscal Year-to-Date Summary through January 31, 2017 (Preliminary and Unaudited)

(In thousands)

* INCLUDES INTERCOMPANY ELIMINATIONS

Clinical and Academic Operations

	Consolidated HSC FY 2017 Re-Forecasted Budget 1/31/2017	Consolidated HSC FY 2017 YTD 1/31/2017 Actual	Consolidated HSC FY 2016 Year End Actual	Consolidated HSC FY 2017 YTD Actual to FY 2017 Re-Forecasted Budget Benchmark Rate (58%)	Consolidated HSC FY 2017 YTD Actual to FY 2016 Year End Actual Benchmark Rate (58%)
1 UNM MEDICAL GROUP REVENUES *	204,507	115,330	195,215	56%	59%
2 UNM HOSPITALS REVENUES *	905,512	528,229	874,720	58%	60%
3 SRMC REVENUES *	81,382	44,406	76,624	55%	58%
4 TUITION AND FEES	16,814	15,813	15,958	94%	99%
5 CIGARETTE TAX REVENUES	4,473	3,025	3,629	68%	83%
6 RPSP APPROPRIATIONS	32,151	18,767	34,718	58%	54%
7 I&G APPROPRIATIONS	59,963	34,965	64,256	58%	54%
8 I&G MAIN CAMPUS TRANSFERS	20,821	12,378	19,269	59%	64%
9 F&A REVENUES (OH RETURN)	24,000	14,070	24,776	59%	57%
10 HSC/UNM INTERNAL TRANSFERS	(6,184)	(4,694)	(2,494)	76%	188%
11 MILL LEVY	102,131	59,576	102,002	58%	58%
12 OTHER REVENUES *	55,161	31,548	52,103	57%	61%
13 CONTRACT AND GRANT REVENUES	151,528	86,987	151,319	57%	57%
TOTAL REVENUES	1,652,257	960,400	1,612,094	58%	60%
14 TOTAL COMPENSATION EXPENSES *	655,564	385,775	620,657	59%	62%
15 SUPPLIES/MEDICAL SUPPLIES	222,670	127,181	201,134	57%	63%
16 UNIVERSITY CLINICIANS PROGRAM	90,394	49,326	80,766	55%	61%
17 HOUSESTAFF	30,013	17,657	29,300	59%	60%
18 TRAVEL	6,990	2,939	6,100	42%	48%
19 STUDENT COSTS	3,799	2,479	3,502	65%	71%
20 PATIENT CARE COSTS	79,006	45,166	72,715	57%	62%
21 TELEPHONE/COMMUNICATION COSTS	6,742	4,006	6,573	59%	61%
22 PURCHASED SERVICES *	216,097	123,406	211,979	57%	58%
23 OTHER MEDICAL SERVICES	39,456	23,425	44,331	59%	53%
24 SUB AWARDS/SERVICE CONTRACTS	12,476	7,342	13,374	59%	55%
25 O&M & LEASES	25,506	14,912	26,668	58%	56%
26 UTILITIES	13,686	7,259	12,536	53%	58%
27 DEPRECIATION	41,763	24,325	41,924	58%	58%
28 INTEREST EXPENSE	9,401	5,465	9,479	58%	58%
29 OTHER EXPENSES	48,184	25,363	53,202	53%	48%
30 CONTRACT AND GRANT EXPENSES	139,382	80,175	139,893	58%	57%
TOTAL EXPENSES	1,641,128	946,203	1,574,132	58%	60%
OPERATING NET MARGIN	11,129	14,197	37,962		
NON-RECURRING ITEMS					
31 CAPITAL EXPENDITURES	3,236	1,178	1,700	36%	69%
32 MEANINGFUL USE REVENUE	(3,209)	(6,035)	(1,108)	188%	544%
33 USE OF UNMMG RESERVES	1,845	891	550	48%	162%
34 RECRUITMENT/STARTUP/SCHOLARSHIPS	3,714	2,054	3,263	55%	63%
35 NON-RECURRING TRANSFERS	3,093	2,807	18,769	91%	15%
36 HEALTH INSURANCE - OPEB	0	0	(6,811)	N/A	0%
TOTAL NON-RECURRING ITEMS	8,679	895	16,362	10%	5%
NET INCOME/(USE OF RESERVES)	2,450	13,303	21,600		



UNIVERSITY OF NEW MEXICO HEALTH SCIENCES CENTER - Consolidated HSC
2017 Fiscal Year-to-Date Summary through January 31, 2017 (Preliminary and Unaudited)

(In thousands)

DOES NOT INCLUDE INTERCOMPANY ELIMINATIONS

Clinical and Academic Operations

	Consolidated HSC FY 2017 Re-Forecasted Budget 1/31/2017	Consolidated HSC FY 2017 YTD 1/31/2017 Actual	Consolidated HSC FY 2016 Year End Actual	Consolidated HSC FY 2017 YTD Actual to FY 2017 Re-Forecasted Budget Benchmark Rate (58%)	Consolidated HSC FY 2017 YTD Actual to FY 2016 Year End Actual Benchmark Rate (58%)
1 UNM MEDICAL GROUP REVENUES	334,561	188,381	318,713	56%	59%
2 UNM HOSPITALS REVENUES	1,075,238	623,316	1,037,072	58%	60%
3 SRMC REVENUES	103,511	56,542	96,691	55%	58%
4 TUITION AND FEES	16,814	15,813	15,958	94%	99%
5 CIGARETTE TAX REVENUES	4,473	3,025	3,629	68%	83%
6 RSPS APPROPRIATIONS	32,151	18,767	34,718	58%	54%
7 I&G APPROPRIATIONS	59,963	34,965	64,256	58%	54%
8 I&G MAIN CAMPUS TRANSFERS	20,821	12,378	19,269	59%	64%
9 F&A REVENUES (OH RETURN)	24,000	14,070	24,776	59%	57%
10 HSC/UNM INTERNAL TRANSFERS	(6,184)	(4,694)	(2,494)	76%	188%
11 MILL LEVY	102,131	59,576	102,002	58%	58%
12 OTHER REVENUES	67,765	39,301	65,906	58%	60%
13 CONTRACT AND GRANT REVENUES	151,528	86,987	151,319	57%	57%
TOTAL REVENUES	1,986,770	1,148,429	1,931,814	58%	59%
14 TOTAL COMPENSATION EXPENSES	968,365	561,574	919,466	58%	61%
15 SUPPLIES/MEDICAL SUPPLIES	222,670	127,181	201,134	57%	63%
16 UNIVERSITY CLINICIANS PROGRAM	90,394	49,326	80,766	55%	61%
17 HOUSESTAFF	30,013	17,657	29,300	59%	60%
18 TRAVEL	6,990	2,939	6,100	42%	48%
19 STUDENT COSTS	3,799	2,479	3,502	65%	71%
20 PATIENT CARE COSTS	79,006	45,166	72,715	57%	62%
21 TELEPHONE/COMMUNICATION COSTS	6,742	4,006	6,573	59%	61%
22 PURCHASED SERVICES	237,809	135,636	232,890	57%	58%
23 OTHER MEDICAL SERVICES	39,456	23,425	44,331	59%	53%
24 SUB AWARDS/SERVICE CONTRACTS	12,476	7,342	13,374	59%	55%
25 O&M & LEASES	25,506	14,912	26,668	58%	56%
26 UTILITIES	13,686	7,259	12,536	53%	58%
27 DEPRECIATION	41,763	24,325	41,924	58%	58%
28 INTEREST EXPENSE	9,401	5,465	9,479	58%	58%
29 OTHER EXPENSES	48,184	25,363	53,202	53%	48%
30 CONTRACT AND GRANT EXPENSES	139,382	80,175	139,893	58%	57%
TOTAL EXPENSES	1,975,641	1,134,231	1,893,852	57%	60%
OPERATING NET MARGIN	11,129	14,197	37,962		
NON-RECURRING ITEMS					
31 CAPITAL EXPENDITURES	3,236	1,178	1,700	36%	69%
32 MEANINGFUL USE REVENUE	(3,209)	(6,035)	(1,108)	188%	544%
33 USE OF UNMMG RESERVES	1,845	891	550	48%	162%
34 RECRUITMENT/STARTUP/SCHOLARSHIPS	3,714	2,054	3,263	55%	63%
35 NON-RECURRING TRANSFERS	3,093	2,807	18,769	91%	15%
36 HEALTH INSURANCE - OPEB	0	0	(6,811)	N/A	0%
TOTAL NON-RECURRING ITEMS	8,679	895	16,362	10%	5%
NET INCOME/(USE OF RESERVES)	2,450	13,303	21,600		

GLOSSARY OF REPORT CATEGORIES

FINANCIAL STATEMENT CATEGORY		UNM	UNMMG	UNM Hospitals	SRMC
1	UNM MEDICAL GROUP REVENUES	Clinical revenue primarily based on Physician or Provider efforts and collection through UNMMG	Net patient services revenue including SCI & UPL from UNMMG Clinical operations	N/A	N/A
2	UNM HOSPITALS REVENUES	Revenue from University Hospital to the School of Medicine	N/A	Hospital facility revenue based on patient billings by UNMH	N/A
3	SRMC REVENUES	Revenue from SRMC to the School of Medicine	N/A	N/A	Hospital facility revenue based on patient billings by SRMC
4	TUITION AND FEES	Tuition & Fees, including tuition differentials	N/A	N/A	N/A
5	CIGARETTE TAX REVENUES	Revenues received from the State as a calculated portion of Tax Revenue on the sale of tobacco products for use in Cancer Research	N/A	N/A	N/A
6	RPSP APPROPRIATIONS	Revenue received for current operations made available to UNM by act of NM State Legislature on an annual basis for Research, Public Service and Independent Operations	N/A	Revenue received for current operations made available to UNMH by act of NM State Legislature on an annual basis for Research, Public Service and Independent Operations	N/A
7	I&G APPROPRIATIONS	Revenue received for current operations made available to UNM by act of NM State Legislature on an annual basis for I&G operations	N/A	N/A	N/A
8	I&G MAIN CAMPUS TRANSFERS	Partial transfer of tuition and formula workload generated by Nursing, Pharmacy and SOM	N/A	N/A	N/A
9	F & A REVENUES (OH RETURN)	Revenue from recovery of indirect costs (F&A) incurred by a Contract or Grant also known as overhead return	N/A	N/A	N/A
10	HSC/UNM INTERNAL TRANSFERS	All transfers to/from HSC Unrestricted Funds excluding the I&G Main Campus Transfer and Transfers for Debt Service	N/A	N/A	N/A
11	MILL LEVY	N/A	N/A	Mil levy taxes collected on behalf of the Bernalillo County Treasurer and remitted to UNMH as required by the Hospital Funding Act.	Mil levy taxes collected on behalf of the Sandoval County Treasurer and remitted to SRMC as required by the Hospital Funding Act.
12	OTHER REVENUES	All other Revenues - not contained in any other category - Sales & Services (not Internal Service Center P18 sales), Gains on Sponsored Projects, Gifts, Endowment Spending Distributions, Investment Income, etc.	Other operating revenues and revenue received from UNM Hospitals to cover SRMC physician costs.	All other revenues not contained in any other category: Investment income, equity loss in Tricare, donated revenue, gain/loss on sale of assets, food, nutrition, catering & vending revenue, medical records revenue, rent revenue, all other non-operating revenue	All other revenues not contained in any other category: Investment income, donated revenue, gain/loss on sale of assets, food, nutrition, catering & vending revenue, medical records revenue, rent revenue, all other non-operating revenue
13	CONTRACT AND GRANT REVENUES	All Restricted Funds Revenue and Unrestricted Contract Revenue for example VA contracts	N/A	Revenue associated with restricted and unrestricted contracts and grants	N/A
14	TOTAL COMPENSATION EXPENSES	Salary, wages & benefits	Salaries and benefits considered to be operating and certain clinical expenses of UNMMG	Salary, wages & benefits	Salary, wages & benefits

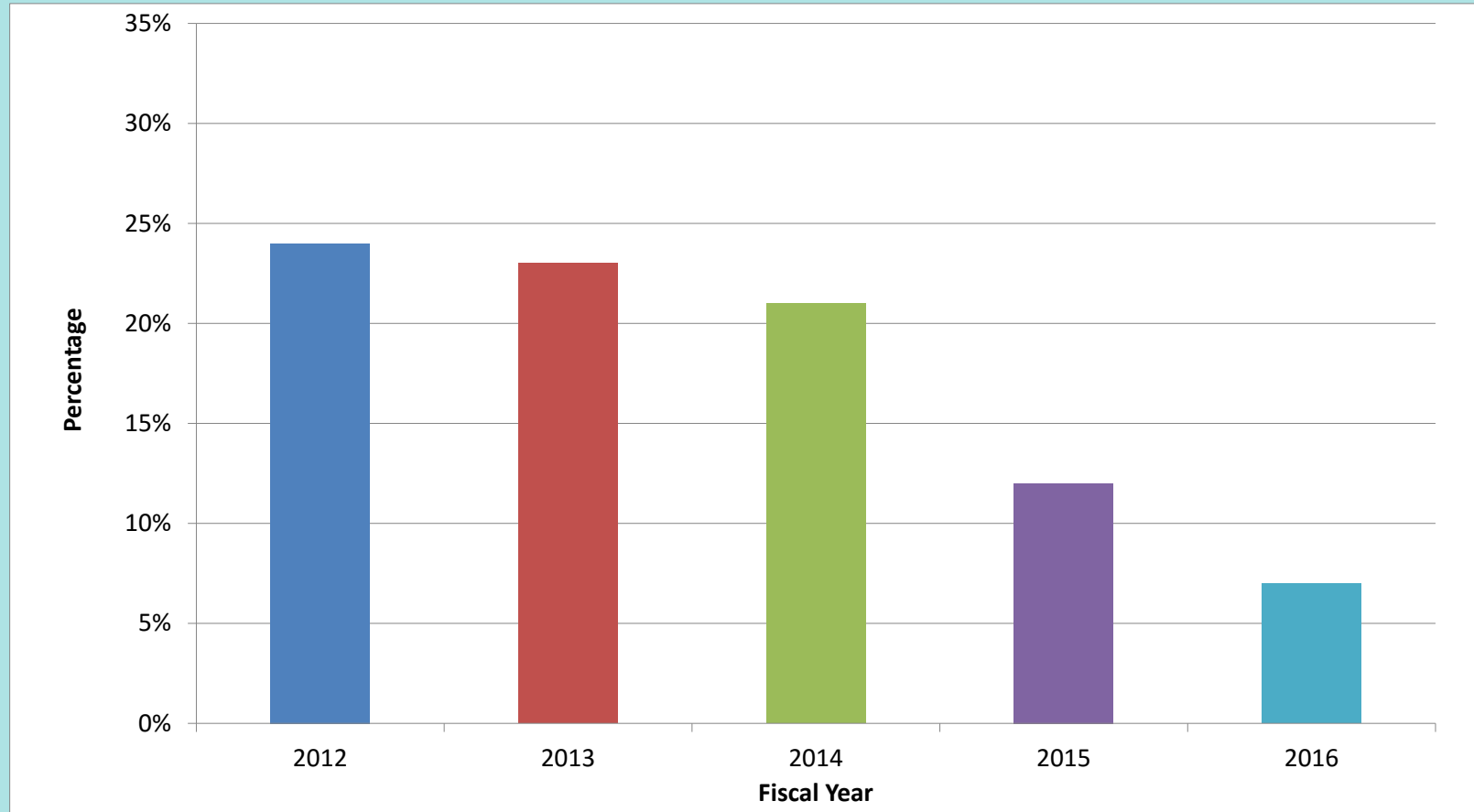
GLOSSARY OF REPORT CATEGORIES

FINANCIAL STATEMENT CATEGORY	UNM	UNMMG	UNM Hospitals	SRMC
15 SUPPLIES/MEDICAL SUPPLIES	Office supplies, computer supplies, dues & memberships, postage charges, recruitment expenses, non capital equipment, computers, food, lab supplies, uniforms, training materials, etc.	N/A	Medical supplies for: lab, radiology, blood, pharmaceuticals, biologics, implantable devices, office supplies, computer supplies, photocopy expense, forms, linen, food, uniforms, and training materials.	Medical supplies for: lab, radiology, blood, pharmaceuticals, biologics, implantable devices, office supplies, computer supplies, photocopy expense, forms, linen, food, uniforms, and training materials.
16 UNIVERSITY CLINICIANS PROGRAM	N/A	N/A	Special clinician program to support SOM	Special clinician program to support SOM
17 HOUSESTAFF	N/A	N/A	Reimbursement of patient care services provided by residents who are employed by SOM.	Reimbursement of patient care services provided by SOM through UNMMG.
18 TRAVEL	Travel - in state, out of state, foreign, business meals, rental vehicles, new employee moving expenses, vehicle fuel etc.	N/A	Travel - in state, out of state, business meals, rental vehicles, flights, ground transportation, vehicle fuel etc.	Travel - in state, out of state, business meals, rental vehicles, flights, ground transportation, vehicle fuel etc.
19 STUDENT COSTS	Student tuition/fee expense, student travel, scholarships/fellowships, housing, insurance for students, student awards, etc.	N/A	N/A	N/A
20 PATIENT CARE COSTS	Patient Care costs for inpatient, outpatient care & lab, pharmacy and x-ray services for patients	Patient Care costs for inpatient, outpatient care & lab, pharmacy and x-ray services for patients	Patient Care costs for inpatient, outpatient care including Tricore laboratory expense, OR Instruments, NM Insurance pool premiums, kidney acquisition, step down care (snf) for IV dependent patients, radiation oncology and patient assistance	Patient Care costs for inpatient, outpatient care including Tricore laboratory expense, OR Instruments, NM Insurance pool premiums, kidney acquisition, step down care (snf) for IV dependent patients, radiation oncology and patient assistance
21 TELEPHONE/COMMUNICATION COSTS	Telephone, voicemail, cellular, long distance, paging and data networking charges	N/A	Telephone, voicemail, cellular, long distance, paging and data networking charges	Telephone, voicemail, cellular, long distance, paging and data networking charges
22 PURCHASED SERVICES	Alarm fees, internet fees, architectural services, auditing services, printing/copying/binding fees, conference/event fees, honoraria, insurance charges (general liability, professional liability), legal services, electronic journals & books, consultant fees, etc.	Includes payment to UNM SOM for physician and other provider services	Recruitment, professional, legal, auditing, consulting fees, promotional/graphics, IT Hosting Cerner, Siemens and PACS, safety and risk services, equifax, laundry, malpractice and liability insurance, etc.	Recruitment, professional, legal, auditing, consulting fees, promotional/graphics, IT Hosting Cerner, Siemens and PACS, safety and risk services, equifax, laundry, malpractice and liability insurance, etc.
23 OTHER MEDICAL SERVICES	N/A	N/A	Pathology contract, physician services, Executive Medical Directors, Medical Directors, dialysis services for UNM Care patients, OMI MOU, Adult Infusion net	Physician services
24 SUB AWARDS/SERVICE CONTRACTS	Unrestricted Sub Awards, Gain/Loss on Unrestricted Projects	N/A	All service contracts	All service contracts
25 O&M & LEASES	Plant maintenance and repairs, equipment repairs and maintenance, property insurance, auto insurance, facility rent expense	Building maintenance and repairs, equipment repairs and maintenance, repair parts, equipment rent, property insurance, auto insurance, facility rent expense, and housekeeping supplies	Building maintenance and repairs, equipment repairs and maintenance, repair parts, equipment rent, property insurance, auto insurance, facility rent expense, and housekeeping supplies	Building maintenance and repairs, equipment repairs and maintenance, repair parts, equipment rent, property insurance, auto insurance, facility rent expense, and housekeeping supplies
26 UTILITIES	Natural gas, electricity, steam, sewer, water, chilled water	N/A	Natural gas, electricity, steam, sewer, water, chilled water	Natural gas, electricity, steam, sewer, water, chilled water

GLOSSARY OF REPORT CATEGORIES

FINANCIAL STATEMENT CATEGORY		UNM	UNMMG	UNM Hospitals	SRMC
27	DEPRECIATION	N/A	The annual amortization for the furniture and equipment.	The annual amortization for the capital outlay associated with building, building improvement, fixed and moveable equipment which is based on the estimated useful lives of the assets as determined by the AHA "Estimated useful lives of Depreciable Hospital Assets".	The annual amortization for the capital outlay associated with building, building improvement, fixed and moveable equipment which is based on the estimated useful lives of the assets as determined by the AHA "Estimated useful lives of Depreciable Hospital Assets".
28	INTEREST EXPENSE	Transfers to cover debt service	N/A	Interest expense associated with the series 2004 FHA Insured Hospital Mortgage Revenue Bonds.	SRMC receives subsidy payments related to interest payments under the federal Build America Bond program. Under the program SRMC applies for subsidy funds commensurate with each bond payment, so the application for the subsidy is made semiannually. Also includes interest expense on the Series A & B Bonds.
29	OTHER EXPENSES	Banking fees, cost of goods sold, research costs, royalties, bad debt expense, other operating costs, Banner tax, etc.	Billings & collections expenses and other operating expenses of UNMMG	Programming, application, software and maintenance expenses, non capital equipment (less than \$5k), signs, dues & memberships, freight, postage, subscriptions, licenses/permits, Gap Tax, Intergovernmental Transfers for the SCI and IME, bond issuance costs, capital initiatives and other non-operating expenses.	Programming, application, software and maintenance expenses, non capital equipment (less than \$5k), signs, dues & memberships, freight, postage, subscriptions, licenses/permits, Gap Tax, Intergovernmental Transfers for the SCI and IME, bond issuance costs, capital initiatives and other non-operating expenses.
30	CONTRACT AND GRANT EXPENSES	All Restricted Funds Expense and Unrestricted Contract Expense for example VA contracts	N/A	N/A	N/A
31	CAPITAL EXPENDITURES	Equipment/furniture >\$5,000, Computer hardware, library acquisitions, etc.	N/A	This is capital initiatives in the case of UNM Hospitals.	N/A
32	MEANINGFUL USE REVENUE	N/A	Medicare and Medicaid programs provide incentive payments for hospital and physicians that make meaningful use of certified electronic health record technology.	Medicare and Medicaid programs provide incentive payments for hospital and physicians that make meaningful use of certified electronic health record technology.	N/A
33	USE OF UNMMG RESERVES	N/A	To fund and support the mission of the Health Sciences Center.	N/A	N/A
34	RECRUITMENT/STARTUP/SCHOLARSHIPS	Chair and Startup Packages, Dean's Scholars/Professorships, and Recruitment Costs	N/A	N/A	N/A
35	NON-RECURRING TRANSFERS	Transfers from current unrestricted funds to plant funds or any other non-recurring transfers	N/A	N/A	N/A
36	HEALTH INSURANCE - OPEB	NA	NA	On 12/31/15, UNMH stopped providing health insurance benefits to retired employees	NA

UNM HEALTH SYSTEM



FY 2012

FY 2013

FY 2014

FY 2015

FY 2016

**FY 2017
Jan. 31st YTD**

24%

23%

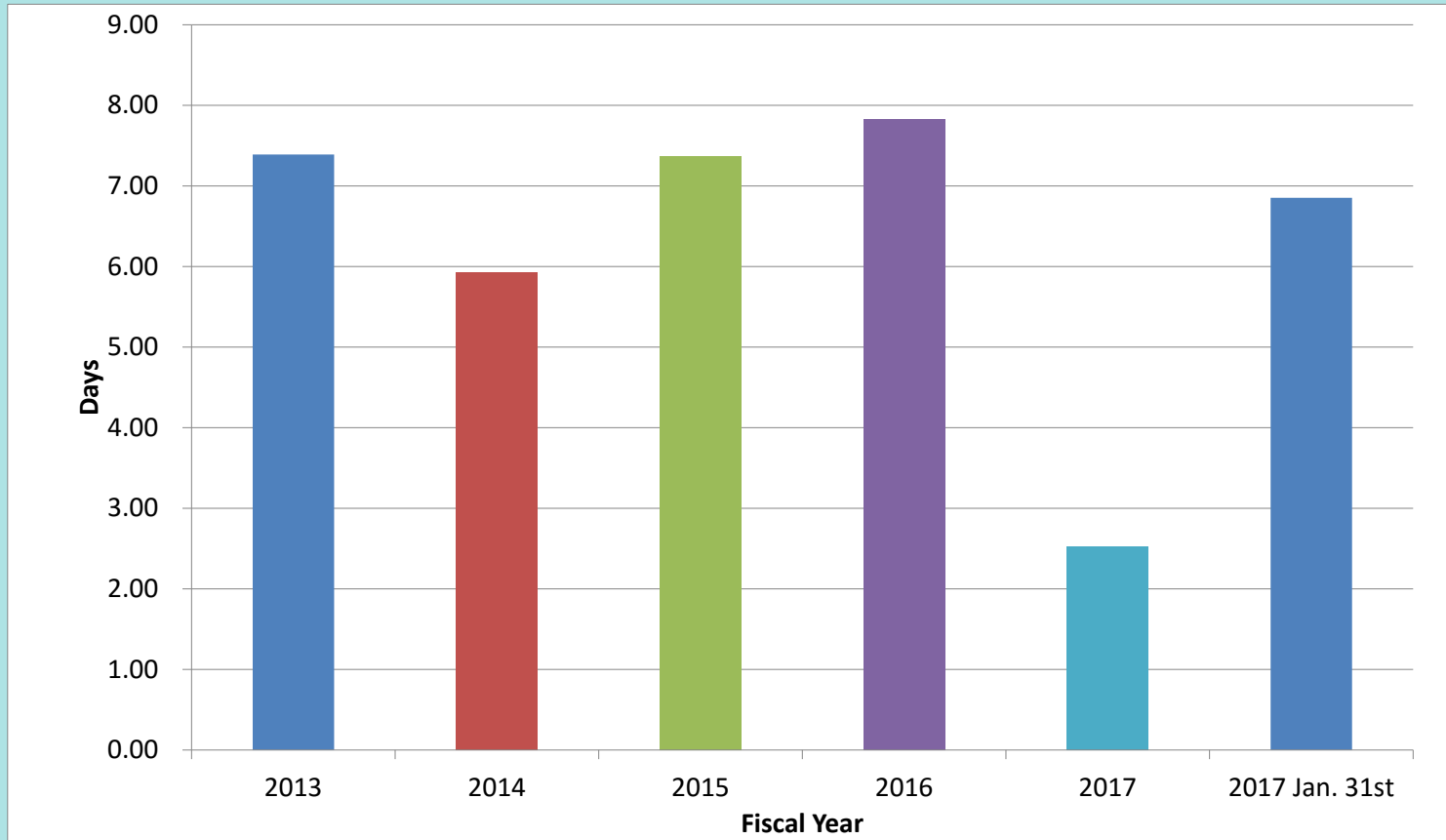
21%

12%

7%

8%

UNIVERSITY HSC



FY 2013
2nd Quarter

7.39

FY 2014
2nd Quarter

5.93

FY 2015
2nd Quarter

7.37

FY 2016
2nd Quarter

7.83

FY 2017
2nd Quarter

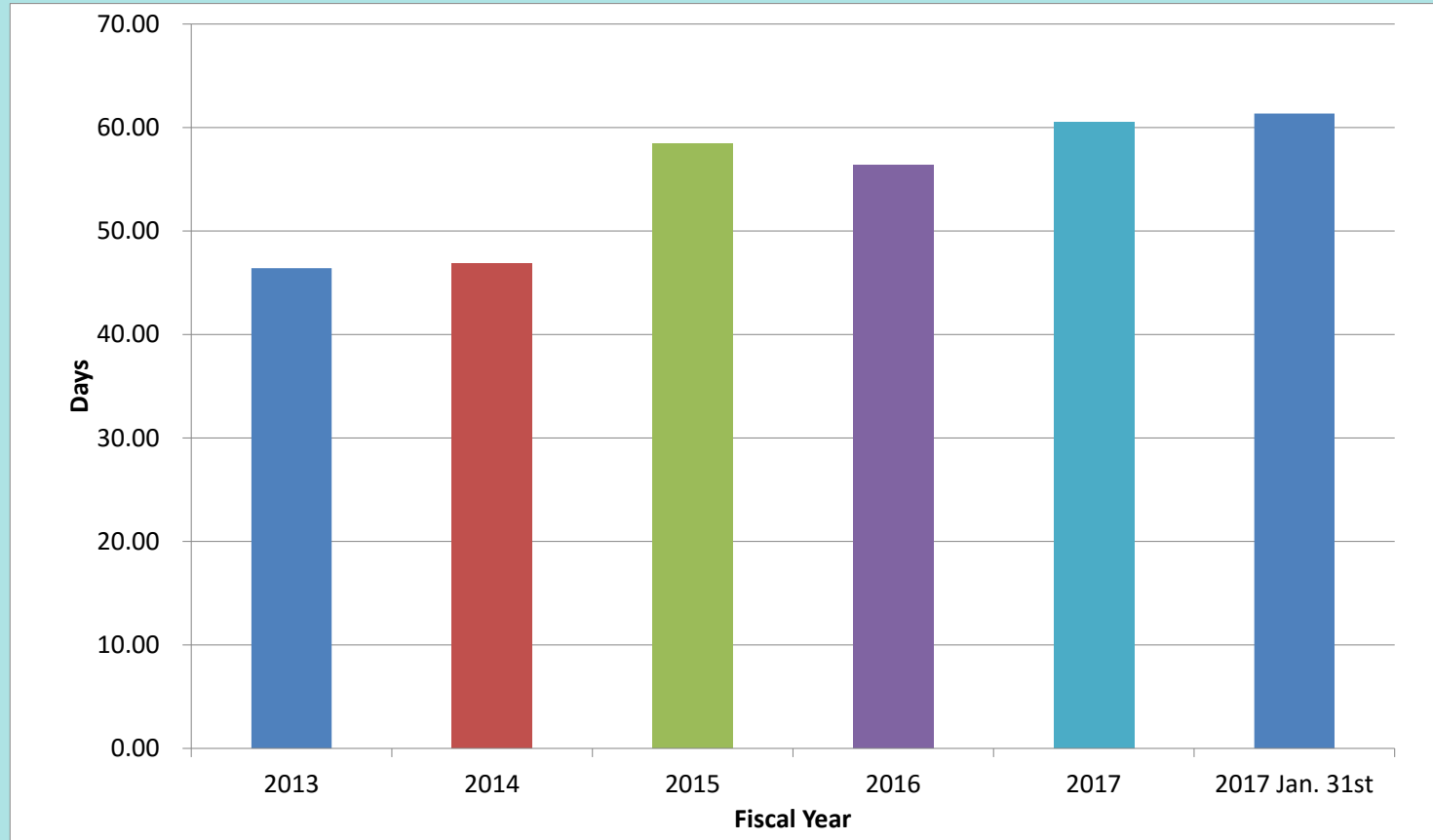
2.53

FY 2017
Jan. 31st

6.85

Days of Expense in Discretionary Reserves - Benchmark - 10 Days

UNM HOSPITALS



FY 2013
2nd Quarter

46.41

FY 2014
2nd Quarter

46.86

FY 2015
2nd Quarter

58.43

FY 2016
2nd Quarter

56.35

FY 2017
2nd Quarter

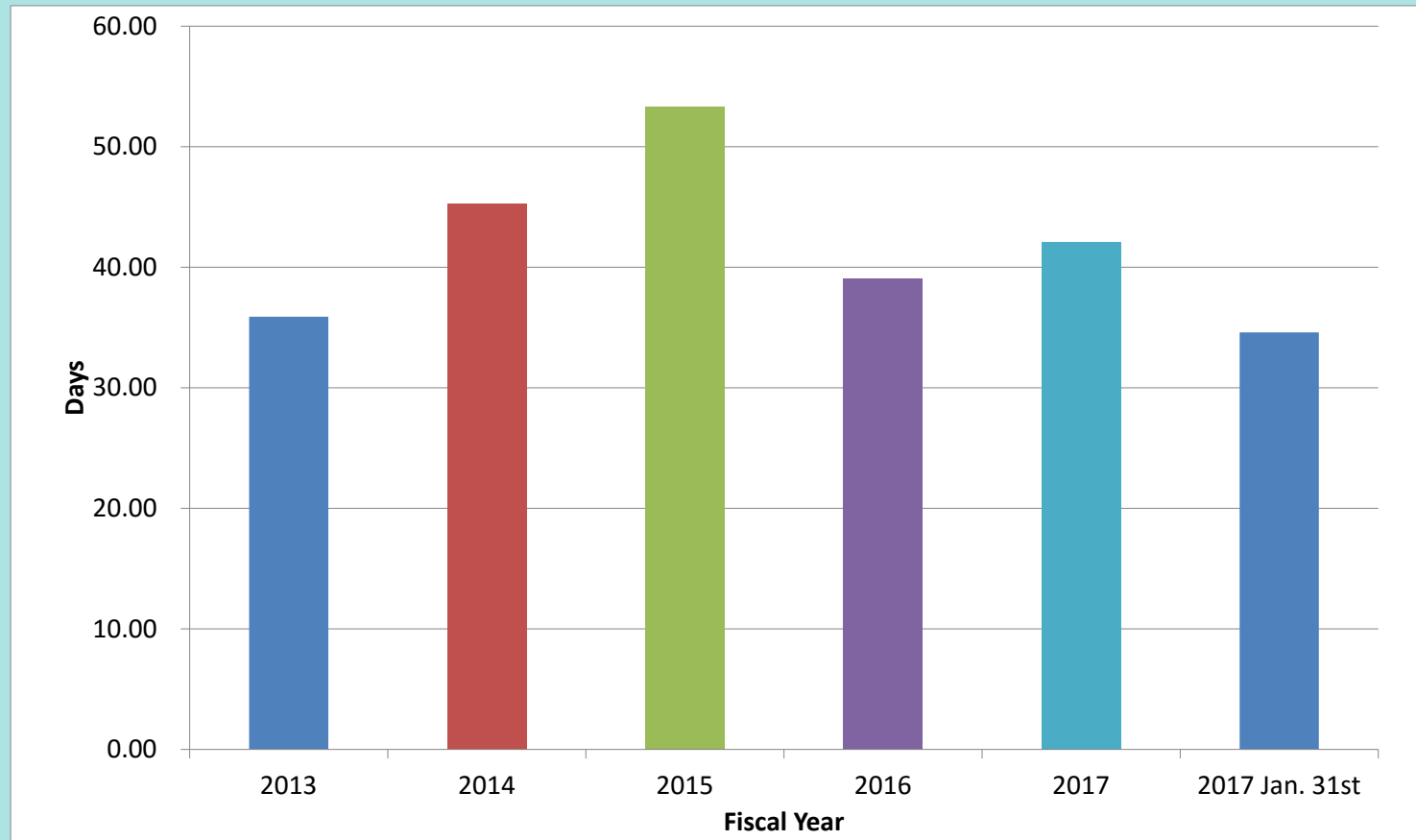
60.47

FY 2017
Jan. 31st

61.35

Per Fitch Ratings, "2015 Median Ratios for Nonprofit Hospitals and Healthcare Systems" report, the "AA" credit rating group has a benchmark of 277.4 days cash on hand.

UNM MEDICAL GROUP



FY 2013
2nd Quarter

35.90

FY 2014
2nd Quarter

45.30

FY 2015
2nd Quarter

53.35

FY 2016
2nd Quarter

39.03

FY 2017
2nd Quarter

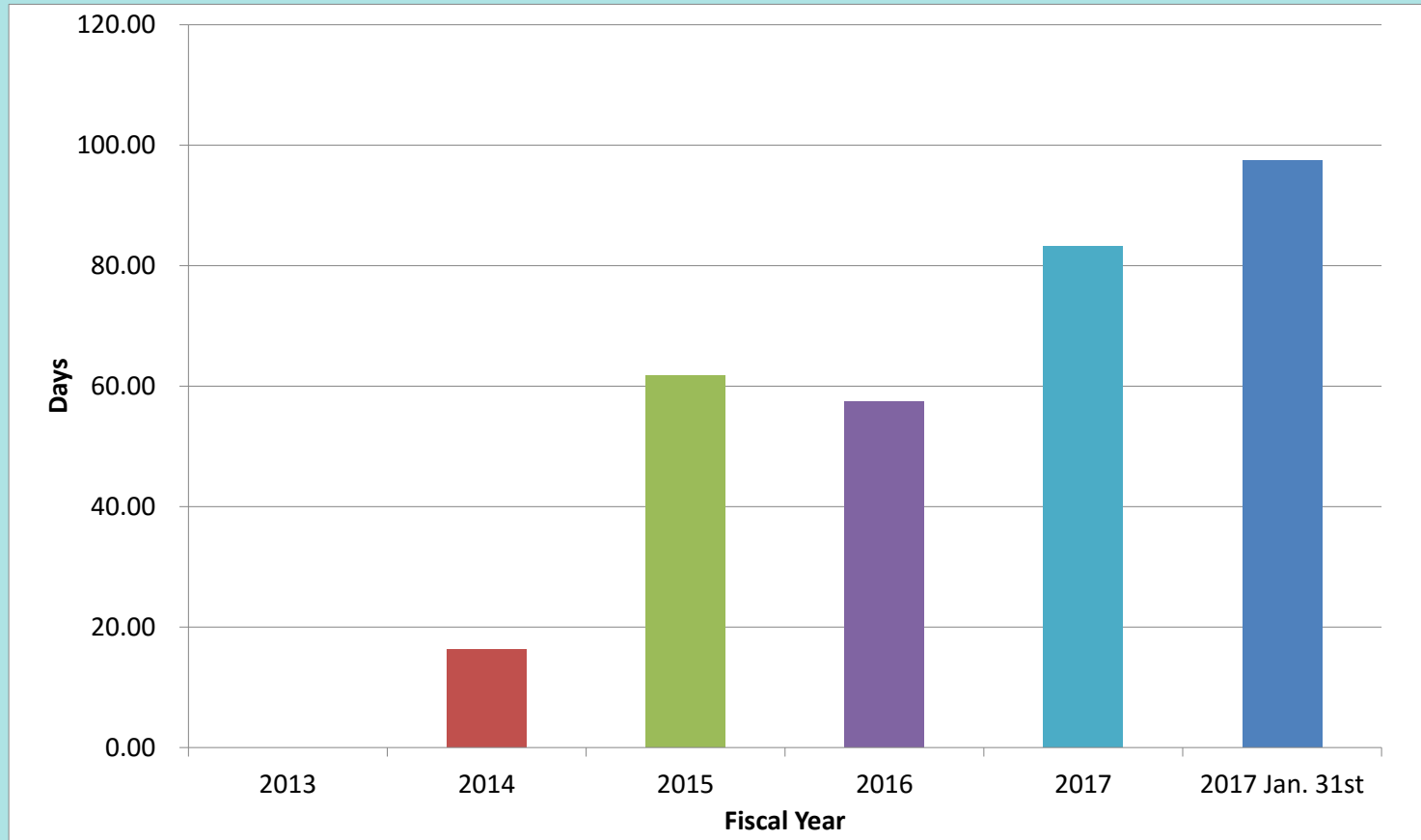
42.13

FY 2017
Jan. 31st

34.60

Per Fitch Ratings, "2015 Median Ratios for Nonprofit Hospitals and Healthcare Systems" report, the "AA" credit rating group has a benchmark of 277.4 days cash on hand.

SANDOVAL REGIONAL MEDICAL CENTER



FY 2013
2nd Quarter

FY 2014
2nd Quarter

FY 2015
2nd Quarter

FY 2016
2nd Quarter

FY 2017
2nd Quarter

FY 2017
Jan. 31st

N/A

16.25

61.72

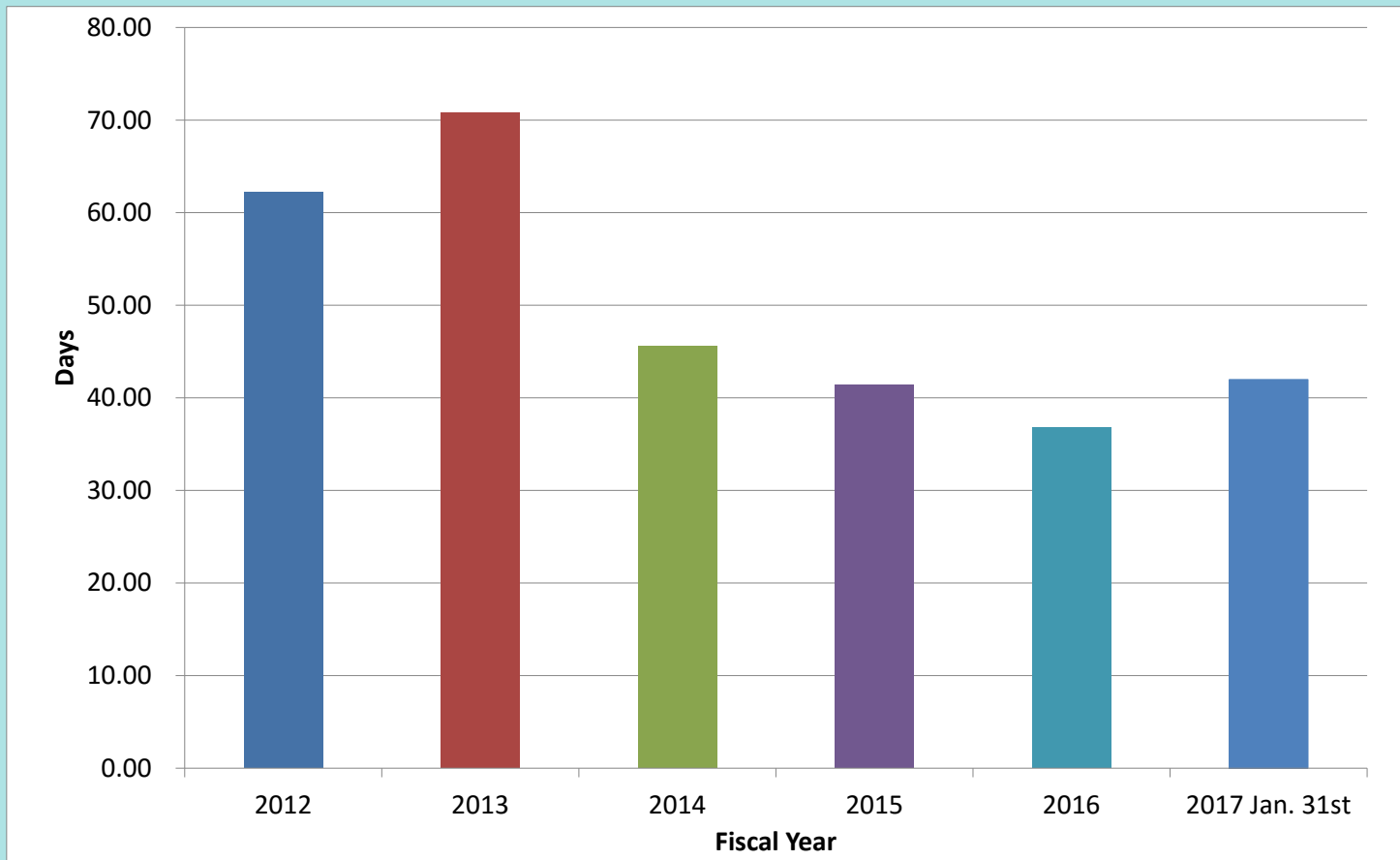
57.46

83.20

97.45

Per Fitch Ratings, "2015 Median Ratios for Nonprofit Hospitals and Healthcare Systems" report, the "AA" credit rating group has a benchmark of 277.4 days cash on hand.

UNIVERSITY HSC



FY 2012

FY 2013

FY 2014

FY 2015

FY 2016

**FY 2017
Jan. 31st**

62.23

70.81

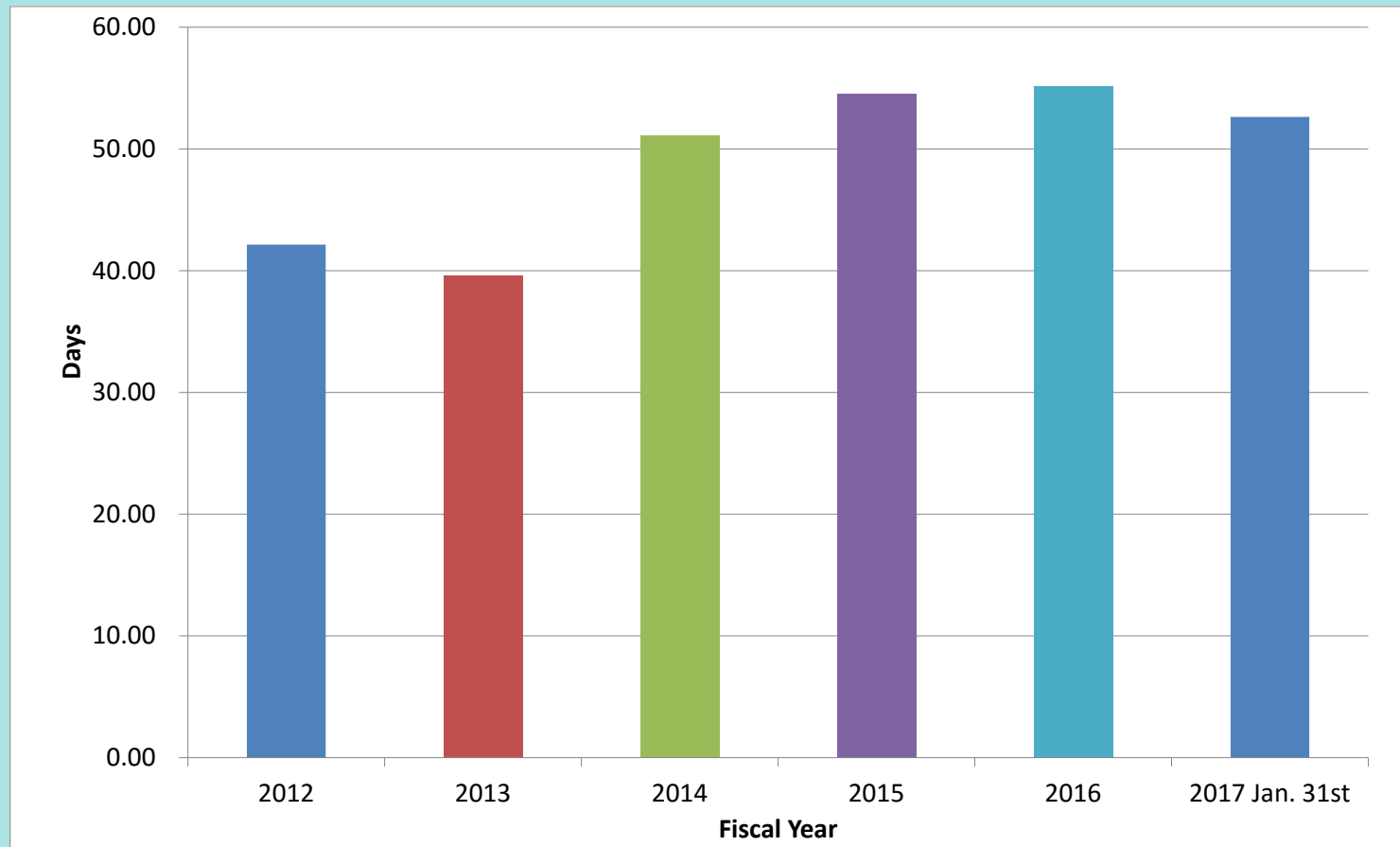
45.57

41.40

36.76

41.98

UNM HOSPITALS



FY 2012

FY 2013

FY 2014

FY 2015

FY 2016

FY 2017
Jan. 31st

42.14

39.58

51.09

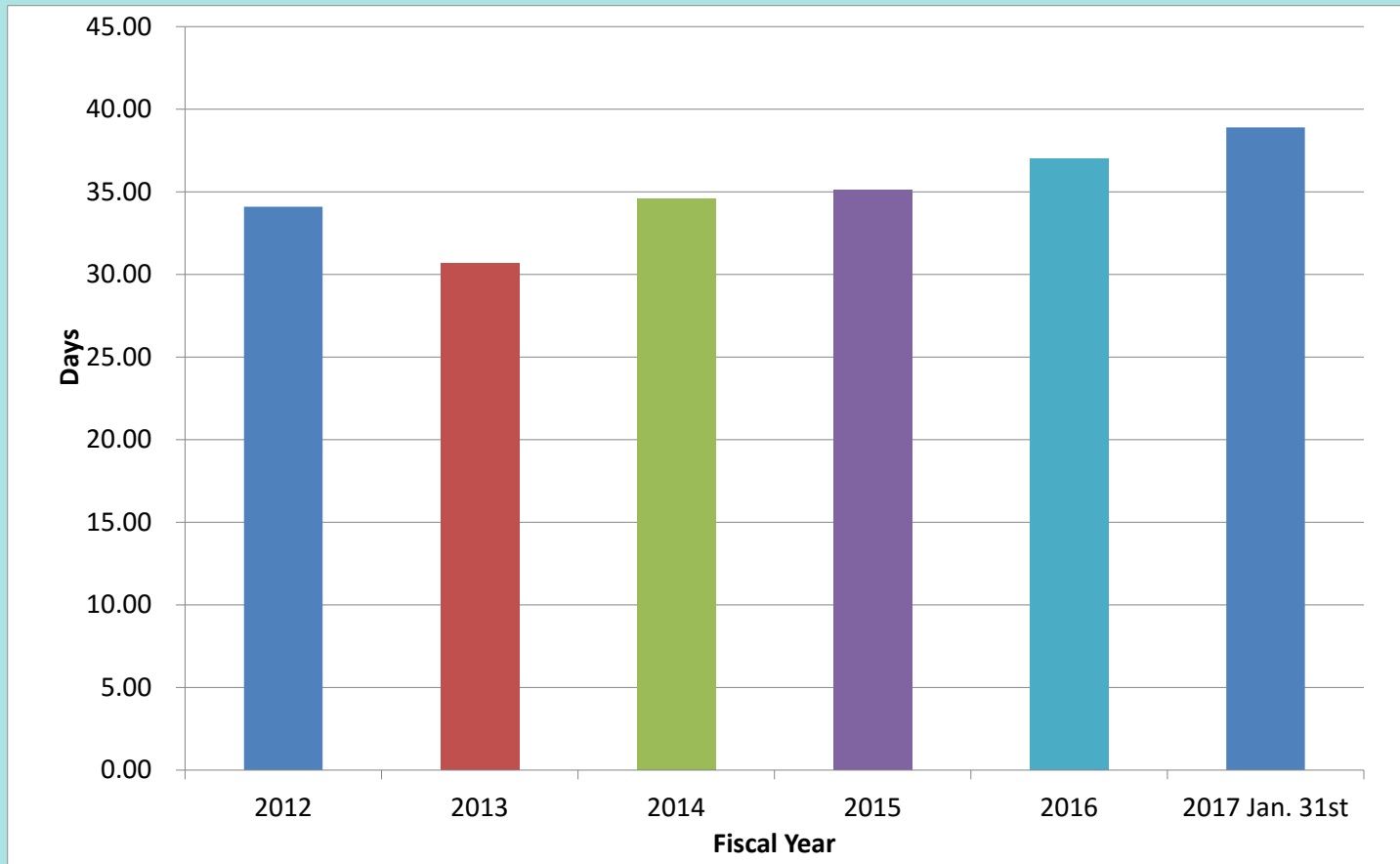
54.52

55.13

52.63

Per Fitch Ratings, "2015 Median Ratios for Nonprofit Hospitals and Healthcare Systems" report, the "AA" credit rating group has a benchmark of 48.1 days in accounts receivable

UNM MEDICAL GROUP



FY 2012

FY 2013

FY 2014

FY 2015

FY 2016

FY 2017
Jan. 31st

34.10

30.70

34.60

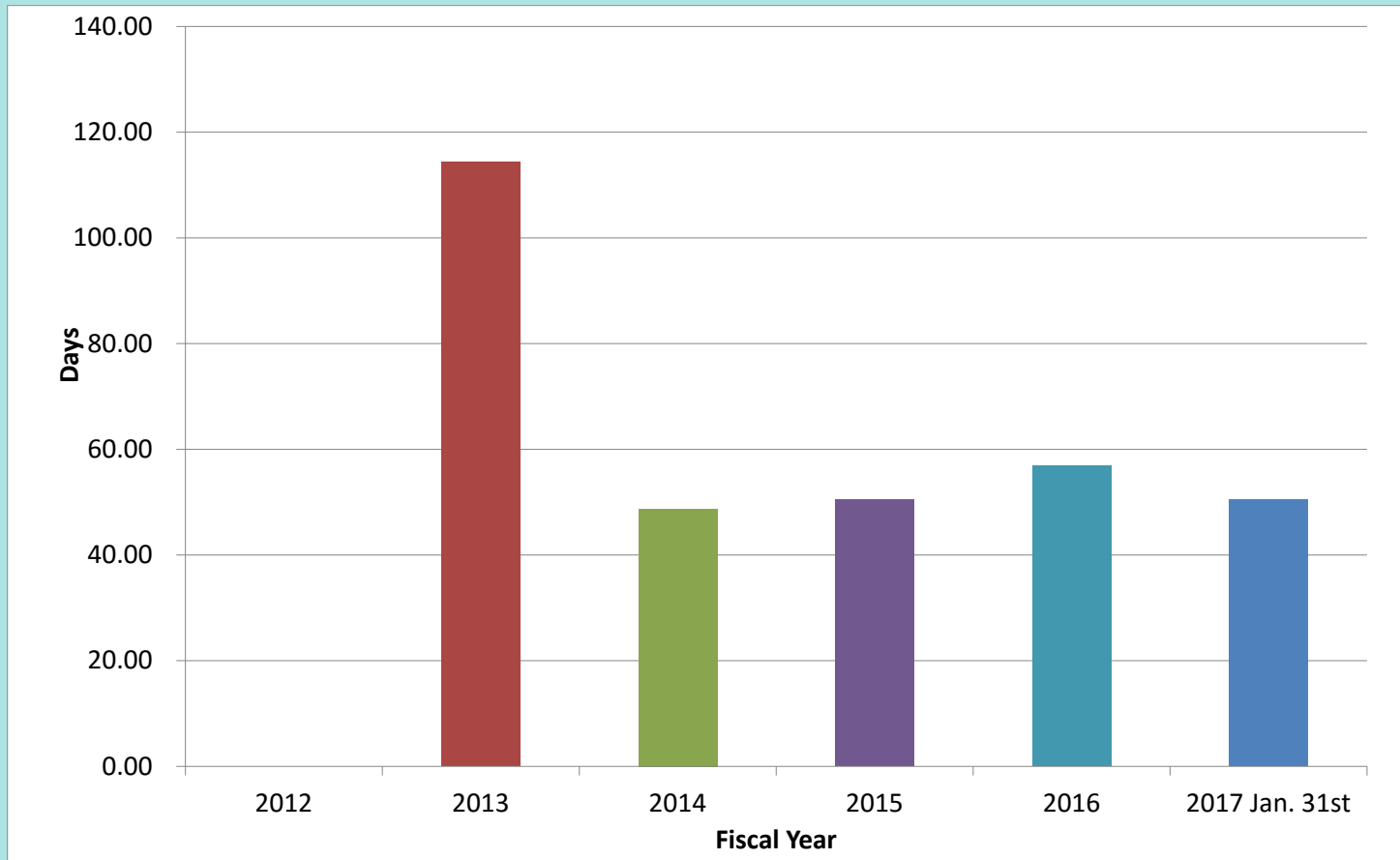
35.10

37.00

38.90

Per Fitch Ratings, "2015 Median Ratios for Nonprofit Hospitals and Healthcare Systems" report, the "AA" credit rating group has a benchmark of 48.1 days in accounts receivable

SANDOVAL REGIONAL MEDICAL CENTER



FY 2012

FY 2013

FY 2014

FY 2015

FY 2016

FY 2017
Jan. 31st

N/A

114.39

48.71

50.50

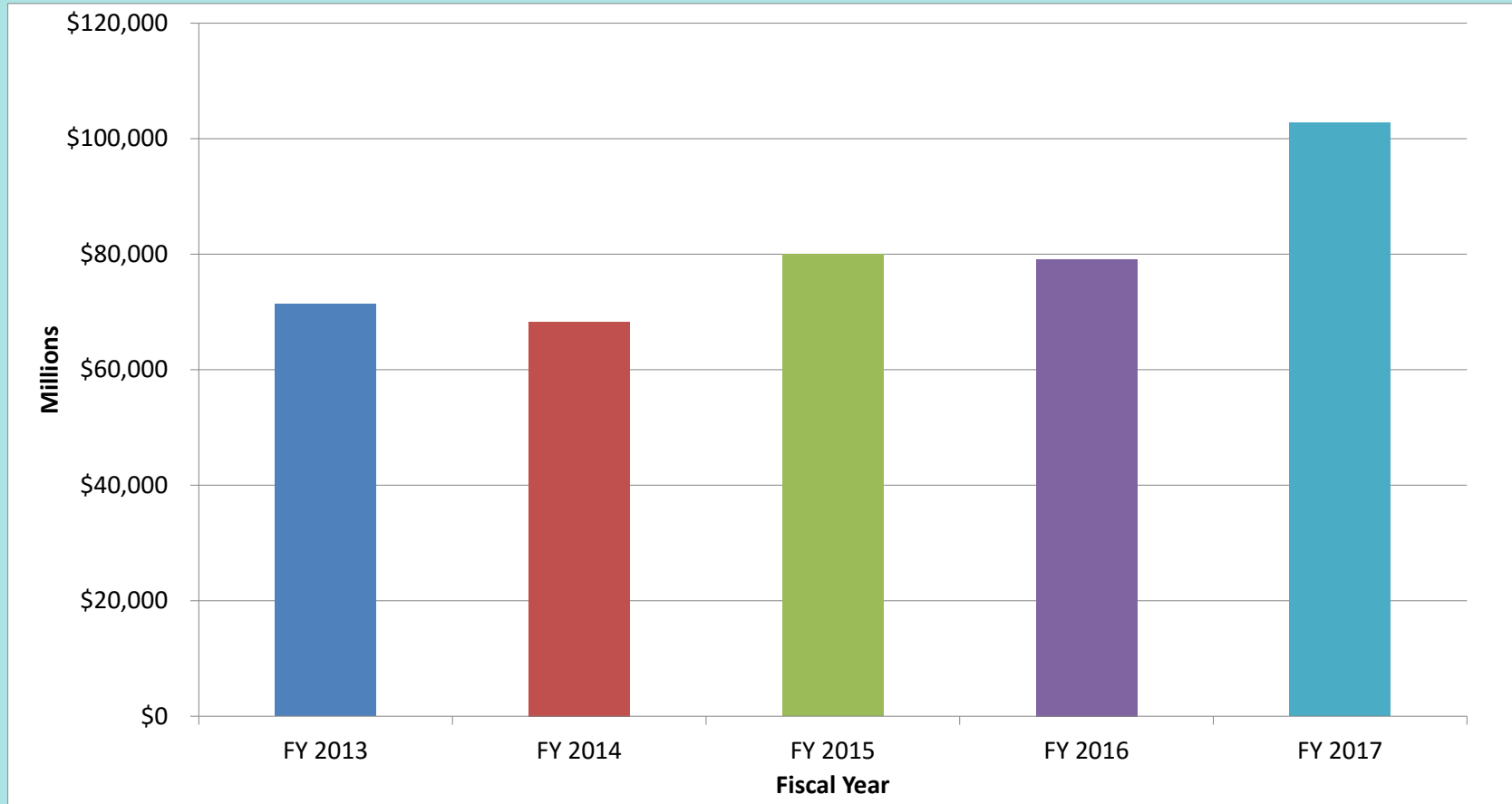
56.90

50.43

Per Fitch Ratings, "2015 Median Ratios for Nonprofit Hospitals and Healthcare Systems" report, the "AA" credit rating group has a benchmark of 48.1 days in accounts receivable

UNM Health Sciences Center
Metrics - Preliminary and Unaudited
Awards
(Amounts are in thousands)

UNIVERSITY HSC



FY 2013
2nd Quarter

\$71,338

FY 2014
2nd Quarter

\$68,286

FY 2015
2nd Quarter

\$80,032

FY 2016
2nd Quarter

\$79,120

FY 2017
2nd Quarter

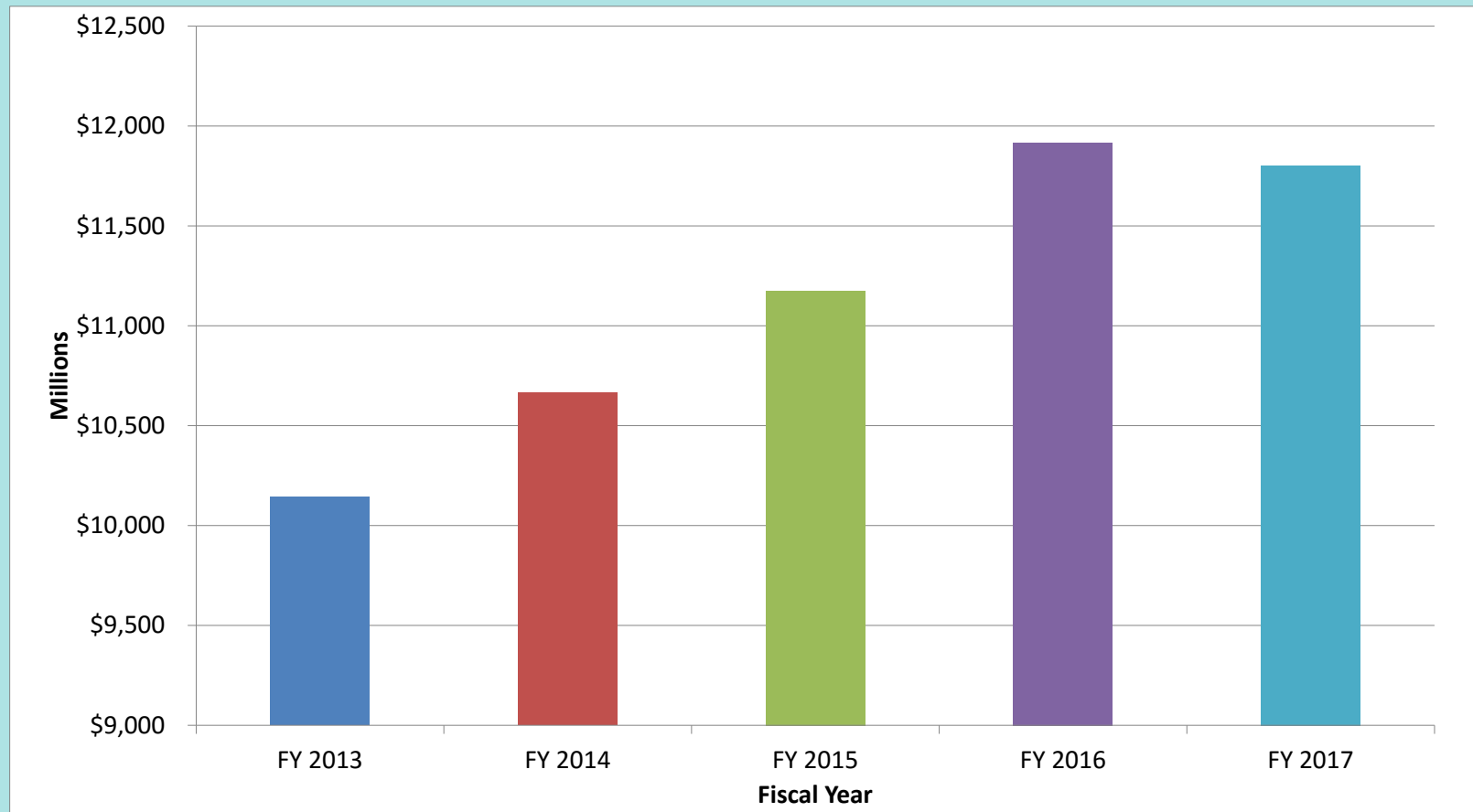
\$102,722

FY 2017
Jan. 31st YTD

\$117,704

UNM Health Sciences Center
Metrics - Preliminary and Unaudited
Earned F&A
(Amounts are in thousands)

UNIVERSITY HSC



FY 2013
2nd Quarter

\$10,142

FY 2014
2nd Quarter

\$10,664

FY 2015
2nd Quarter

\$11,175

FY 2016
2nd Quarter

\$11,917

FY 2017
2nd Quarter

\$11,803

FY 2017
Jan. 31st YTD

\$14,070



The University of New Mexico
Purchasing Department
MSC01 1240
1 University of New Mexico
Albuquerque, NM 87131-0001

To: David Harris, Executive Vice President for Administration
From: Bruce Cherrin, Chief Procurement Officer
Subject: **Contract Approval**
Date: February 20, 2017

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

UNM Division of Human Resources – Dental Health Plan Administrative Services

History

UNM self-funded the Dental Plan in FY 2008. Delta Dental of New Mexico has been the Administrative Services Only (ASO) carrier since FY 2008.

Summary of Committee Activity

Proposals for RFP # 1919-17 were solicited on December 17, 2016 on behalf of the Division of Human Resources for Dental Plan Administrative Services. UNM's LoboMart system generated notices to 34 Vendors. Follow-up reminders were sent by the Purchasing agent to vendors on December 22, 2016, and January 11, 2017. There were a total of 2 respondents for the request for proposal received by the January 12, 2017, 2:00 p.m. Mountain Standard Time deadline as follows:

1. Delta Dental of New Mexico (Incumbent)
2. Blue Cross Blue Shield of New Mexico

Three vendors formally declined to bid:

1. Cigna
2. United Healthcare
3. The Standard Insurance Company

Proposals and evaluation criteria were distributed to the 6-member evaluation committee on January 12, 2017. The Committee consisted of representation from the Division of Human Resources-Benefits Department, a faculty member and staff member of the Faculty & Staff Benefits Committee, staff member from the Financial Services Division, and an HSC faculty member. Aon, UNM's Benefits Consultant, provided the financial and

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

The selection committee recommends awarding the contract to Delta Dental as the highest ranked offer.

Rationale

- Delta Dental proposed a network strategy that projects additional plan cost savings over current total annual plan costs without no projected network disruption.
- Delta Dental agreed to place 20% of their ASO fee at risk if the proposed network strategy does not result in a minimum 20% average claim discount for FY 2018.
- Delta Dental proposed a reduced ASO fee guaranteed for 2 years with maximum 10% increases in ASO fees for years 3-5.
- Current plan designs will be retained.

Cost

	Projected FY 2017 Cost	Projected FY 2018 Cost
ASO Fee	\$351,156	\$339,605
Claims	\$7,290,480	\$6,493,316
Total	\$7,641,636	\$6,832,921

Timeline

March, 2017: Award Contracts (Purchasing)

April-May, 2017: Open Enrollment

May, 2017: Audit and Finalize Open Enrollment

June, 2017: Finalize Contract

**MEMORANDUM TO ADVANCE
COMMITTEE AGENDA ITEM TO
THE BOARD OF REGENTS
THE UNIVERSITY OF NEW MEXICO**

DATE: February 22, 2016

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

FROM: Bruce Cherrin, Chief Procurement Officer

RE: Requested Approval

RECOMMENDED ACTION:

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

1. Request for Contract Approval for Cogeneration Turbine Unit #1 Engine Overhaul

Please see attached summary.

cc: Lisa Marbury, Executive Director, Institutional Support Services
R. Henrard, A. Coburn, C. Martinez, L. Chance – PDC
J. Strauss, L. Schuster, H. Barsun

**REQUEST FOR CONTRACT APPROVAL for
COGENERATION TURBINE UNIT #1 ENGINE OVERHAUL
UNIVERSITY OF NEW MEXICO
MARCH 13, 2017**

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 Cogeneration Turbine Unit #1 Engine Overhaul at UNM Central Campus.

PROJECT DESCRIPTION:

This project is the manufacturer recommended 30,000 hour engine overhaul of PPD Utilities' Cogeneration Turbine Unit #1. This overhaul involves removing the jet engine and replacing it with a remanufactured unit provided by the vendor. This overhaul is required every 4-5 years. The last turbine overhaul was performed in Spring 2011.

PROJECT RATIONALE:

The Utilities Division provides a major portion of the electricity and steam used by Central & North campuses with a pair of cogeneration units, each of which consists of a gas turbine-driven electric generator and a heat recovery steam generator. This equipment substantially reduces the cost of producing these utilities and is more efficient than conventional methods because the waste heat used to produce the electricity is recycled to produce steam. Thus, the Division supplies heat & electricity to the campuses for approximately \$2,500,000 less each year than if all the heat and electricity were provided with outside purchased utilities. The simple ROI for this overhaul is 1.4 years.

FUNDING:

The total estimated Project Budget is \$1,805,663:

- \$1,805,663 is funded from PPD Utilities internal funds

LOBO DEVELOPMENT

PARTNERSHIP + INVESTMENT + COMMUNITY

801 University Blvd. SE, Suite 207
Albuquerque, NM 87106
505-925-1600
<http://lobodevelopment.org>

February 15, 2017

Mr. David W. Harris
Executive Vice President for Administration, COO, CFO
The University of New Mexico
Albuquerque NM 87131-0001

Dear Executive Vice President Harris:

Lobo Development Corporation requests that the Annual Meeting of the Member be held during the Board of Regents' Finance and Facilities Committee meeting on March 7, 2017. There are two action items to be presented:

- A. Approval of the Summarized Minutes of the April 8, 2016 Meeting.
- B. Approval of the FY 2015-16 audit.

Thank you.

Sincerely,



Chris Vallejos
Secretary/Treasurer

LOBO DEVELOPMENT

PARTNERSHIP + INVESTMENT + COMMUNITY

Minutes of the April 8, 2016 Annual Meeting of the Member

REGENT COMMITTEE REPORTS (presentation materials included in BOR E-Book)

FINANCE AND FACILITIES COMMITTEE
CONSENT AGENDA

LOBO DEVELOPMENT CORPORATION – MEETING OF THE MEMBER

Regent Jack Fortner called the Meeting of the Member of Lobo Development Corporation to order at 11:08 AM. The motion to approve the annual meeting minutes of the May 7, 2015 meeting passed unanimously (1st Hosmer; 2nd Lee). The motion to approve the external Audit for FY14-15 passed unanimously (1st Lee; 2nd Doughty). The motion to adjourn the meeting passed unanimously (1st Lee; 2nd Doughty).



LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Financial Statements

June 30, 2016 and 2015

(With Independent Auditors' Report Thereon)

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

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LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Official Roster

June 30, 2016

OFFICERS

David W. Harris
Paul Krebs
Chris Vallejos

MEMBERS

Louis Abruzzo
Stephen J. Ciepiela
Jack L. Fortner
Robert G. Frank, Ph.D.
Maria Griego-Raby
David W. Harris
Paul Krebs
Marron Lee
Paul B. Roth, M.D.
Chris Vallejos



KPMG LLP
Two Park Square, Suite 700
6565 Americas Parkway, N.E.
Albuquerque, NM 87110-8179

Independent Auditors' Report

The Board of Directors
Lobo Development Corporation
and
Mr. Timothy Keller, New Mexico State Auditor:

Report on the Financial Statements

We have audited the accompanying financial statements of Lobo Development Corporation (Lobo Development), a component unit of the University of New Mexico, as of and for the year ended June 30, 2016, and the related notes to the financial statements, which collectively comprise Lobo Development's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express opinions on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.



Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of Lobo Development Corporation as of June 30, 2016 and 2015, and the changes in its net position and its cash flows for the years then ended, in accordance with U.S. generally accepted accounting principles.

Other Matter

Required Supplementary Information

U.S. generally accepted accounting principles require that management's discussion and analysis on pages 4 through 7 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated November 11, 2016 on our consideration of Lobo Development's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Lobo Development's internal control over financial reporting and compliance.

KPMG LLP

Albuquerque, New Mexico
November 11, 2016

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Management's Discussion and Analysis

June 30, 2016 and 2015

(Unaudited)

The following discussion and analysis provides an overview of the financial position and activities of Lobo Development Corporation (Lobo Development) as of and for the fiscal years ended June 30, 2016, 2015 and 2014. This discussion should be read in conjunction with the accompanying financial statements and notes. Management has prepared the basic financial statements and the related note disclosures along with this discussion and analysis. As such, the financial statements, notes, and this discussion are the responsibility of Lobo Development's management.

Financial Highlights

Cash increased in 2016 by \$1,261,652, resulting in cash on deposit with fiscal agent and cash on hand at the close of fiscal year 2016 of \$3,054,053. The increase during fiscal year 2016 is primarily due to an increase in the lease payments allocated for Student Housing, lower loan payments made to The University of New Mexico (UNM) due to a revised loan agreement, and lower project and administrative expenses. Cash increased in 2015 by \$1,197,316, resulting in cash on deposit with fiscal agent and cash on hand at the close of fiscal year 2015 of \$1,792,401. The increase during fiscal year 2015 was primarily due to a \$549,338 reimbursement for projects costs expended in fiscal year 2014 and fiscal year 2015, downsizing staff, and an increase in the lease payment allocated for Student Housing. Interest earned during fiscal year 2016 increased \$8,899 from \$20,916 to \$29,815 due to an increase in earnings on cash being held by UNM, Lobo Development's fiscal agent.

Lobo Development's net position increased \$884,837 during the year, from \$1,748,507 in 2015 to \$2,633,344 in fiscal year 2016, primarily as a result of an increase in the lease payments allocated for Student Housing, lower interest payments made to UNM due to a revised loan agreement, and lower project and administrative expenses. During fiscal year 2015, Lobo Development's net position increased \$1,525,600 during the year, from \$222,907 in 2014 to \$1,748,507 in fiscal year 2015, primarily as a result of a \$549,338 reimbursement for projects costs expended in fiscal year 2014 and fiscal year 2015 (recognized as reimbursement revenue), downsizing staff, and an increase in the lease payment allocated for Student Housing.

During the fiscal year, operating revenue decreased by \$1,168,395 and operating expenses decreased by \$372,048, resulting in a decrease in net operating income of \$796,347. During fiscal year 2015, operating revenue increased by \$1,121,362 and operating expenses decreased by \$503,783, resulting in an increase in net operating income of \$1,625,145.

Overview of the Basic Financial Statements

The statements of net position of Lobo Development provides both long-term and short-term information about Lobo Development's overall financial position. The statements of revenues, expenses, and changes in net position provides information about the operating revenues and expenses and the nonoperating revenues and expenses of Lobo Development. The statements of cash flows provide information related to the cash inflows and outflows of Lobo Development. The notes to the basic financial statements provide more detailed information about amounts reported in the basic financial statements.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Management's Discussion and Analysis

June 30, 2016 and 2015

(Unaudited)

Financial Information

Lobo Development's condensed financial information as of and for the fiscal years ended June 30, 2016, 2015, and 2014 are provided in the following table:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Current assets	\$ 3,057,149	1,877,264	595,085
Noncurrent assets	14,661,863	26,416,226	26,775,511
Total assets	<u>\$ 17,719,012</u>	<u>28,293,490</u>	<u>27,370,596</u>
Current liabilities	\$ 396,558	625,941	627,590
Noncurrent liabilities	14,689,110	25,919,042	26,520,099
Net position	<u>2,633,344</u>	<u>1,748,507</u>	<u>222,907</u>
Total liabilities and net assets	<u>\$ 17,719,012</u>	<u>28,293,490</u>	<u>27,370,596</u>
Operating revenue	\$ 2,714,151	3,882,546	2,761,184
Operating expenses	<u>1,050,399</u>	<u>1,422,447</u>	<u>1,926,230</u>
Operating income	1,663,752	2,460,099	834,954
Nonoperating revenue	186,361	20,916	9,656
Nonoperating expenses	<u>965,276</u>	<u>955,415</u>	<u>1,073,157</u>
Change in net position	884,837	1,525,600	(228,547)
Net position, beginning of year	<u>1,748,507</u>	<u>222,907</u>	<u>451,454</u>
Net position, end of year	<u>\$ 2,633,344</u>	<u>1,748,507</u>	<u>222,907</u>

Statements of Net Position

Assets – As of June 30, 2016 and 2015, Lobo Development has cash in the amount of \$3,054,053 and \$1,792,401, respectively, of which \$3,001,805 and \$1,746,922, respectively, is held by UNM, and \$52,248 and \$45,479, respectively, is held in an operating bank account at a financial institution. Cash increased primarily as a result of an increase in the lease payments allocated for Student Housing and lower loan payments made to UNM due to a revised loan agreement.

Liabilities and Net Position – Lobo Development's net position at June 30, 2016, 2015, and 2014 was allocated between unrestricted and net investment in capital assets.

Statements of Revenues, Expenses, and Changes in Net Position

Revenues – During the fiscal year ended June 30, 2016, Lobo Development generated operating revenue in the amount of \$2,714,151, which included lease payments from the three buildings purchased in FY 2013. During the fiscal year ended June 30, 2015, Lobo Development generated operating revenue in the amount of \$3,882,546.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Management's Discussion and Analysis

June 30, 2016 and 2015

(Unaudited)

Operating revenues decreased in FY 2016 as a result of the sale of one building to UNM and as a result included lease payments for half the year.

Other income amounted to \$186,361 and \$20,916 during the fiscal years ended June 30, 2016 and 2015, respectively, and was the result of the gain from the sale of property to UNM and interest earned from UNM, respectively.

Expenses – Total operating expenses decreased \$372,048 during the fiscal year ended June 30, 2016 due to an absence of development of projects and reduced depreciation expenses associated with the sale of building to UNM. Total operating expenses decreased \$503,783 during the fiscal year ended June 30, 2015.

UNM is the fiscal agent of Lobo Development. UNM holds the majority of Lobo Development's cash and invests the holdings in a commingled account with UNM's other investments. The pro rata interest earnings are credited to Lobo Development's account monthly and losses are charged at the end of the fiscal year. Lobo Development transfers funds to its checking account as needed.

Capital Assets and Debt Administration

Lobo Development's investment in capital assets as of June 30, 2016 amounts to \$(398,319) (net of accumulated depreciation). Additional information concerning Lobo Development's capital assets may be found in note 5 to the financial statements.

At the end of the current fiscal year, Lobo Development had total debt outstanding of \$15,060,182. Additional information concerning Lobo Development's long-term debt may be found in note 6 to the financial statements.

On January 1, 2016, UNM entered into a Memorandum of Understanding (MOU) with UNM Health Sciences Center (UNM HSC) to establish that UNM HSC will accept financial and operational responsibility for one of the buildings Lobo Development purchased in 2013 (2600 College/UNM West). The outstanding balance of the promissory note for this building was \$11,001,206. Lobo Development sold the building to UNM and entered into a revised promissory note with UNM, the balance of which consists of outstanding debt for the remaining two buildings.

Factors Impacting Future Periods

Lobo Development is currently involved in the commercial development of vacant UNM property and has been negotiating with developers. Once a firm commitment is received, work will begin on building the infrastructure to support the retail outlets on UNM property. It is not known when this or if expansion of business will transpire.

Anticipated revenue sources for 2017 include campus student housing ground rent, commercial development ground rent, and real estate income.

Contacting Lobo Development's Financial Management

This report is meant to describe the financial condition and position of Lobo Development.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Management's Discussion and Analysis

June 30, 2016 and 2015

(Unaudited)

If you have questions about this report or need additional financial information, contact:

Lobo Development Corporation
801 University Boulevard SE, Suite 207
Albuquerque, New Mexico 87106-4345

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Statements of Net Position

June 30, 2016 and 2015

Assets	2016	2015
Current assets:		
Cash on deposit with fiscal agent	\$ 3,001,805	1,746,922
Cash on deposit with bank	52,248	45,479
Prepaid insurance	3,096	—
Current portion of note receivable	—	50,000
Accounts receivable	—	34,863
Total current assets	<u>3,057,149</u>	<u>1,877,264</u>
Capital assets:		
Capital assets	15,994,759	27,662,117
Less accumulated depreciation	<u>(1,332,896)</u>	<u>(1,595,891)</u>
Net capital assets	<u>14,661,863</u>	<u>26,066,226</u>
Noncurrent assets:		
Note receivable	—	350,000
Total assets	<u><u>\$ 17,719,012</u></u>	<u><u>28,293,490</u></u>
Liabilities and Net Position		
Current liabilities:		
Current portion of long-term debt	\$ 371,072	601,056
Accounts payable	<u>25,486</u>	<u>24,885</u>
Total current liabilities	<u>396,558</u>	<u>625,941</u>
Noncurrent liabilities:		
Long-term debt	<u>14,689,110</u>	<u>25,919,042</u>
Total noncurrent liabilities	<u>14,689,110</u>	<u>25,919,042</u>
Net position:		
Net investment in capital assets	(398,319)	(453,872)
Unrestricted	<u>3,031,663</u>	<u>2,202,379</u>
Total net position	<u>2,633,344</u>	<u>1,748,507</u>
Total liabilities and net position	<u><u>\$ 17,719,012</u></u>	<u><u>28,293,490</u></u>

See accompanying notes to financial statements.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Statements of Revenues, Expenses, and Changes in Net Position

Years ended June 30, 2016 and 2015

	<u>2016</u>	<u>2015</u>
Operating revenues:		
Project revenue	\$ 2,714,102	3,333,208
Reimbursement revenue	49	549,338
Total operating revenues	<u>2,714,151</u>	<u>3,882,546</u>
Operating expenses:		
Project expenses	136,590	318,695
Depreciation expenses	559,703	709,285
Administrative expenses	354,106	394,467
Total operating expenses	<u>1,050,399</u>	<u>1,422,447</u>
Operating income	1,663,752	2,460,099
Nonoperating revenue:		
Interest income	29,815	20,916
Gain on sale of property	156,546	—
Nonoperating expenses:		
Interest expense	585,276	805,415
Distributions to UNM	200,000	150,000
Distributions to UNM-Athletics	180,000	—
Change in net position	<u>884,837</u>	<u>1,525,600</u>
Net position, beginning of year	<u>1,748,507</u>	<u>222,907</u>
Net position, end of year	<u><u>\$ 2,633,344</u></u>	<u><u>1,748,507</u></u>

See accompanying notes to financial statements.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Statements of Cash Flows

Years ended June 30, 2016 and 2015

	<u>2016</u>	<u>2015</u>
Cash flows from operating activities:		
Payments to suppliers of goods or services	\$ (293,749)	(474,690)
Payments to employees for services	(199,442)	(240,121)
Payments received from contractors	49	549,338
Payments received from fiscal agent	<u>2,748,965</u>	<u>3,298,345</u>
Net cash provided by operating activities	<u>2,255,823</u>	<u>3,132,872</u>
Cash flows from capital and related financing activities:		
Distributions to UNM	(200,000)	(150,000)
Distributions to UNM-Athletics	(180,000)	—
Debt repayment to fiscal agent principal	(458,710)	(601,057)
Debt repayment to fiscal agent interest	<u>(585,276)</u>	<u>(805,415)</u>
Net cash used in capital and related financing activities	<u>(1,423,986)</u>	<u>(1,556,472)</u>
Cash flows from investing activities:		
Interest paid on deposits with fiscal agent	29,815	20,916
Cash paid on note receivable	<u>400,000</u>	<u>(400,000)</u>
Net cash provided by (used in) investing activities	<u>429,815</u>	<u>(379,084)</u>
Net increase in cash and cash equivalents	1,261,652	1,197,316
Cash and cash equivalents, beginning of year	<u>1,792,401</u>	<u>595,085</u>
Cash and cash equivalents, end of year	<u>\$ 3,054,053</u>	<u>1,792,401</u>
Reconciliation of operating income to net cash provided by operating activities:		
Operating income	\$ 1,663,752	2,460,099
Adjustments to reconcile operating income to net cash provided by (used in) operating activities:		
Change in accounts payable	601	(1,649)
Change in accounts receivable	34,863	(34,863)
Change in prepaid insurance	(3,096)	—
Depreciation expense	<u>559,703</u>	<u>709,285</u>
Net cash provided by operating activities	<u>\$ 2,255,823</u>	<u>3,132,872</u>
Supplemental information:		
Sale of building to UNM	\$ 10,844,660	—
Revision of debt with UNM	11,001,206	—

See accompanying notes to financial statements.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Notes to Financial Statements

June 30, 2016 and 2015

(1) Description of Business

Lobo Development Corporation (Lobo Development), a component unit of The University of New Mexico (UNM), is owned, controlled, and was established by UNM's Board of Regents.

Lobo Development was incorporated in the State of New Mexico on October 4, 2007. It was organized under the amended State of New Mexico's University Research Park Act. The name of the Act has since been changed to the University Research Park and Economic Development Act.

Lobo Development was established to benefit the UNM Regents by relieving the University of New Mexico from the responsibilities to acquire, own, manage, and develop certain real estate in a commercially reasonable manner and to maximize the University's return from these assets; by contributing all of the corporation's net revenues to the University for the support of the teaching, research, and service mission of the University; and by creating learning opportunities for students in this development activity. The activities of the corporation shall include the acquisition, development, disposition, and rental of real estate for the benefit of the University.

Under the Memorandum of Agreement between the UNM Regents and Lobo Development signed in the first quarter of fiscal year 2009, Lobo Development may plan, direct, and coordinate its business activities in accordance with a mutually agreed-upon development proposal and development agreement between Lobo Development and UNM. Lobo Development operations will be funded by an administrative fee assigned to approved projects. If Lobo Development revenues are more than sufficient to meet its anticipated financial obligations based on a mutually approved annual budget, it is the intent of the parties that excess revenue shall be distributed back to UNM. For the year ended June 30, 2016, \$380,000 was distributed back to UNM. For the year ended June 30, 2015, \$150,000 was distributed back to UNM.

Primary activities performed by LDC during the year ended June 30, 2016 focused on efforts to establish the UNM Sports and Entertainment District at South Campus and marketing of commercial sites along Gibson Boulevard. Activities included negotiation with a developer and negotiations of a ground lease for a fast food restaurant.

Lobo Development staff also completed feasibility studies on multiple sites that have been identified for commercial use in the UNM Consolidated Master Plan.

Lobo Development provides services only to UNM. Lobo Development does not have any component units.

(2) Summary of Significant Accounting Policies and Practices

(a) Basis of Accounting and Presentation

As a proprietary fund, Lobo Development's financial statements are reported using a flow of economic resources measurement focus and the full accrual basis of accounting. Accordingly, revenues are recognized when they are earned and expenses are recognized as soon as the liability is incurred. Operating revenues and expenses are those incurred that relate directly to project management services. All other revenues and expenses are considered nonoperating.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Notes to Financial Statements

June 30, 2016 and 2015

The accompanying financial statements include only the accounts of Lobo Development, which has no component units.

(b) Net Position

For accounting and reporting purposes, Lobo Development reports its net position in the following net asset categories as applicable:

- Net investment in capital assets – capital assets net of accumulated depreciation and debt incurred to finance the capital asset acquisition
- Unrestricted – net position that is not subject to externally imposed constraints.

(c) Use of Estimates

The preparation of financial statements in accordance with U.S. generally accepted accounting principles requires that management make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the financial statements dates and the reported amounts of revenues and expenses during these reporting periods. Due to uncertainties inherent in the estimation process, actual results could differ from those estimates.

(d) Cash and Cash Equivalents

For purposes of the statement of cash flows, Lobo Development considers cash and cash equivalents to be cash deposits and amounts held by its fiscal agent.

(e) Revenue Recognition

Lobo Development recognizes operating revenue for services earned under the terms of the Memorandum of Agreement (MOA).

Lobo Development's revenue for the fiscal year ended 2016 originated from the following sources: (1) Student Housing project/ACC Component I, (2) Student Housing project/ACC Component II, (3) Real Estate/Mesa del Sol, (4) Rent from three occupancy leases, and (5) Gain from sale of property. Revenue for the fiscal year ended 2015 originated from the following sources: (1) Student Housing project/ACC Component I, (2) Student Housing project/ACC Component II, (3) Real Estate/Mesa del Sol, and (4) Rent from three occupancy leases. All revenue from these sources is originally paid to UNM and UNM determines which revenue streams are allocated to Lobo Development.

(f) Income Taxes

Lobo Development is exempt from federal income tax on income related to its exempt purposes under Section 501(a) of the Internal Revenue Code (Code) as an organization described in Section 501(c)(3) of the Code.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Notes to Financial Statements

June 30, 2016 and 2015

(g) Capital Assets

Capital assets are recorded at original cost, or fair value if donated. Per Section 12-6-10 NMSA 1978, Lobo Development follows UNM's capitalization policy for moveable equipment includes all items with a unit cost of \$5,000 or more, and an estimated useful life of greater than one year. Renovations to buildings, infrastructure, and land improvements that significantly increase the value or extend the useful life of the structure are capitalized. Routine repairs and maintenance are charged to operating expense in the year in which the expense was incurred. Depreciation is calculated using the straight-line method over the estimated useful lives of the assets, generally 39 years for buildings.

(h) Adoption of New GASB Pronouncements

During the year ended June 30, 2016, Lobo Development adopted GASB Statement No. 76, The Hierarchy of Generally Accepted Accounting Principles for State and Local Governments (GASB 76) that supersedes GASB Statement No. 55, The Hierarchy of Generally Accepted Accounting Principles for State and Local Governments. GASB 76 identifies the hierarchy of generally accepted accounting principles for state and local governments which did not have a significant effect.

(3) Cash

Lobo Development's cash balances include cash on deposit with fiscal agent and an operating account. Lobo Development has no statutory policy requirements related to cash deposits. UNM serves as the fiscal agent for Lobo Development through which Lobo Development participates in a pooled bank account maintained by UNM. At June 30, 2016 and 2015, Lobo Development had a balance in that pooled account of \$3,001,805 and \$1,746,922, respectively. As fiscal agent, UNM requires the financial institution holding these pooled funds to maintain minimum collateral amounts. Interest is allocated monthly to Lobo Development's account based on its balance in the pooled bank account at the end of the preceding month.

Custodial Credit Risk—Custodial credit risk is the risk that in the event of a bank failure, the entity's deposits may not be returned to it. At June 30, 2016, the bank balance and the book balance in Lobo Development's separate checking account with Compass Bank were \$61,084 and \$52,248, respectively. At June 30, 2015, the bank balance and the book balance in Lobo Development's separate checking account with Compass Bank were \$54,236 and \$45,479, respectively. Of the bank balance, the entire amount is insured by the Federal Deposit Insurance Corporation.

(4) Related-Party Transactions

Effective August 12, 2008, UNM and Lobo Development entered into a MOA containing the expectations and performance obligations that UNM is seeking from Lobo Development.

Pursuant to the MOA, UNM provides to Lobo Development, at no cost to Lobo Development, facilities support and general business office and associated workspace. Under the agreement, UNM provides cash and investment management activities for Lobo Development, at no cost to Lobo Development.

The MOA may be terminated by UNM, effective upon written notice to Lobo Development. Upon termination, all property of Lobo Development shall be transferred to UNM or other successor organization designated by resolution of the UNM Board of Regents.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Notes to Financial Statements

June 30, 2016 and 2015

On May 29, 2015, Lobo Development entered into a MOA with the University of New Mexico Athletics Department (Athletics), wherein a \$400,000, 0% interest loan was extended to Athletics, payable to Lobo Development over a five year period beginning in FY 2015–2016. The \$400,000 loan was paid off in June 2016.

On January 1, 2016, the UNM entered into a Memorandum of Understanding (MOU) with UNM Health Sciences Center (UNM HSC) to establish that UNM HSC will accept financial and operational responsibility for one of the buildings Lobo Development purchased in 2013 (2600 College/UNM West). The outstanding balance of the promissory note for this building was \$11,001,206. The building had a carrying value of \$10,844,660 at the time of the sale. Lobo Development sold the building to UNM and entered into a revised promissory note with UNM, the balance of which consists of outstanding debt for the remaining two buildings.

Lobo Development did not purchase goods and services of companies that board members are employed by during the fiscal years ended June 30, 2016 and 2015.

(5) Capital Assets

Capital asset activity for the year ended June 30, 2016 was as follows:

	<u>Balance at June 30, 2015</u>	<u>Additions/ completions</u>	<u>Retirements/ disposals</u>	<u>Balance at June 30, 2016</u>
Buildings	\$ 27,662,117	—	(11,667,358)	15,994,759
Accumulated depreciation	<u>(1,595,891)</u>	<u>(559,703)</u>	<u>822,698</u>	<u>(1,332,896)</u>
Total capital assets	<u>\$ 26,066,226</u>	<u>(559,703)</u>	<u>(10,844,660)</u>	<u>14,661,863</u>

Capital asset activity for the year ended June 30, 2015 was as follows:

	<u>Balance at June 30, 2014</u>	<u>Additions/ completions</u>	<u>Retirements/ disposals</u>	<u>Balance at June 30, 2015</u>
Buildings	\$ 27,662,117	—	—	27,662,117
Accumulated depreciation	<u>(886,606)</u>	<u>(709,285)</u>	<u>—</u>	<u>(1,595,891)</u>
Total capital assets	<u>\$ 26,775,511</u>	<u>(709,285)</u>	<u>—</u>	<u>26,066,226</u>

(6) Long-Term Debt

A promissory note payable to UNM was issued to finance the capital assets purchase made in fiscal year 2013. A Loan Revision Agreement was issued January 1, 2016 to reduce the principal due to a sale of one of the three buildings. Principal and interest payments are due monthly on the first day of each month. This

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Notes to Financial Statements

June 30, 2016 and 2015

note bears interest at 3% and matures May 1, 2020. The following is a summary of debt transactions, including current portion:

	<u>Balance at July 1</u>	<u>Sale</u>	<u>Payments</u>	<u>Balance at June 30</u>	<u>Due within one year</u>
Note payable to UNM, FY 2015	\$ 27,121,155	—	(601,057)	26,520,098	601,056
Note payable to UNM, FY 2016	26,520,098	(11,001,206)	(458,710)	15,060,182	371,072

At June 30, 2016, minimum future payments under this promissory note are as follows:

	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
Fiscal year ending June 30:			
2017	\$ 371,072	446,731	817,803
2018	382,358	435,444	817,802
2019	393,988	423,815	817,803
2020	13,912,764	344,310	14,257,074
	<u>\$ 15,060,182</u>	<u>1,650,300</u>	<u>16,710,482</u>

(7) Contingencies

Lobo Development, through UNM, participates in the State of New Mexico Risk Management Program (Risk Management) that provides general liability at Lobo Development's expense. Workers' compensation insurance and property insurance are provided by private companies at Lobo Development's expense. The Risk Management program liability insurance coverage includes most employee liability claims; those claims falling outside this state program are in limited amounts and are covered by UNM from its operating budget. UNM's exposure is limited to \$1,000 per any first party incurred property loss, with the exception of theft, which has a \$5,000 deductible.

(8) Defined-Contribution Plan

Lobo Development entered into a 403(b) defined-contribution plan effective January 1, 2013. As a defined-contribution plan, benefits depend solely on amounts contributed to the plan plus investment earnings. The plan may be amended by a board of director's resolution. The plan is available to all employees of Lobo Development, beginning the first day of the plan year quarter coincident with or next following the date the employee first performs their first day of service and are considered to be immediately vested. The plan allows for variable employee contributions up to the Internal Revenue Service maximum allowed amount. Principal Financial Group administers the plan, and Lobo Development contributes the sum of (a) a 6% match for employees that contribute to the plan and (b) a discretionary contribution as determined by Lobo Development for employees who do not contribute to the plan. Contributions to the plan for the fiscal years ended June 30, 2016 and 2015 were \$10,586 and \$28,801, respectively, which consisted of \$5,280 and \$12,541 contributed by employees and \$5,306 and \$16,260 contributed by Lobo Development, respectively.

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Notes to Financial Statements

June 30, 2016 and 2015

(9) Subsequent Events

Subsequent events are evaluated by management through the date the accompanying financial statements are available to be issued, which is November 11, 2016.



KPMG LLP
Two Park Square, Suite 700
6565 Americas Parkway, N.E.
Albuquerque, NM 87110-8179

Independent Auditors' Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with Government Auditing Standards

The Board of Directors
Lobo Development Corporation
and
Mr. Timothy Keller, New Mexico State Auditor:

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of Lobo Development Corporation (Lobo Development), a component of the University of New Mexico, which comprise the statement of net position as of June 30, 2016, and the related statement of revenues, expenses, and changes in net position and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated November 11, 2016.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Lobo Development's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Lobo Development's internal control. Accordingly, we do not express an opinion on the effectiveness of Lobo Development's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.



Compliance and Other Matters

As part of obtaining reasonable assurance about whether Lobo Development's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Lobo Development's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Lobo Development's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

KPMG LLP

Albuquerque, New Mexico
November 11, 2016

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Schedule of Findings and Responses

Year ended June 30, 2016

Findings – Financial Statement Audits

Prior Year Findings

15-001 Revenues Resolved

Current Year Findings

None

LOBO DEVELOPMENT CORPORATION
(A Component Unit of the University of New Mexico)

Exit Conference

Year ended June 30, 2016

An exit conference was held on October 19, 2016. During this meeting, the contents of this report were discussed with the following individuals:

Lobo Development Corporation

Chris Vallejos	Secretary/Treasurer
Keelie L. Garcia	Administrative Operations Manager
Thomas Neale	Director

KPMG LLP

Caroline M. Garcia	Partner
Lakmini H. Perera	Manager

Lobo Development is responsible for the contents of the financial statements. KPMG LLP assisted with the preparation of the financial statements.

LOBO ENERGY, INC.

February 15, 2017

David W. Harris
E.V. P. for Administration, COO, CFO
The University of New Mexico
Albuquerque NM 87131-0001

Dear Executive Vice President Harris:

Lobo Energy, Incorporated requests that the annual meeting of the member be held during the Finance and Facilities Committee meeting on March 7, 2017.

There are two action items for the agenda:

- Approval of the Minutes from the Annual Meeting of the Member held on April 8, 2016 and
- Approval of the FY 2015-16 audit

Although the Regents' Finance & Facilities Committee has approved the UNM audit, which includes the audit of Lobo Energy, the University Research Park and Economic Development Act requires that the auditor present the corporation's audit to the Board of Regents. We wish to fulfill that obligation. Jason Strauss will present.

Thank you

Sincerely,



Jason Strauss
President/CEO

“Meeting of the Member” Process – Defined

Each year it is a requirement for Lobo Energy, Inc. to have a “Meeting of the Member”. In each case the “Member” has been defined as the University of New Mexico Board of Regents.

The required meeting is typically held during a Board of Regents Meeting and includes the following agenda items, but may be altered to include other items as needed. The Chairman of the Board for each entity is responsible for carrying forward the agenda. If the Chairman is not available, or so desires, an Officer of the entity may act in the Chairman’s stead.

Typical Agenda for the “Meeting of the Member”:

1. Approval of the previous years’ Meeting of the Member minutes
2. Approval of the Annual Audit finding for Lobo Energy Inc.
3. Adjournment of the Meeting of the Member

Directions for the Meeting of the Member for Lobo Energy Inc.

1. President of the Board of Regents calls for the annual “Meeting of the Member” for Lobo Energy Inc.
2. President of the Board of Regents calls for approval of the minutes from the previous years’ “Meeting of the Member”
3. The Chairman/Officer of Lobo Energy Inc. presents the Annual Audit Findings
4. President of the Board of Regents calls for approval of the Audit Findings presented by Lobo Energy Inc.
5. President of the Board of Regents adjourns the “Meeting of the Member” Lobo Energy Inc.

leave of three days to five days with the option of using two days of sick leave. Policy 2750 is new is the Lactation Support Program, allowing faculty and staff the use of multiple lactation stations across campus and gives employees a reasonable amount of break time above which is mandated by the law. Staff council has implemented a new awards program this year for the outstanding supervisor.

Faculty Senate – Stefan Posse, Faculty Senate President, provided a report to the Board and thanked the Regents and University Leadership for the good collaboration over the past few months. Compared to other higher education institutions in New Mexico, UNM is in an excellent position to address the budget challenges the University will face in coming years. Faculty Senate will be working with Regents and Administration on a sustainable and responsible compensation plan for faculty that will hopefully include equity adjustments and yearly increases to increase competitiveness nationwide. The faculty senate will stay engaged in helping further develop the health care benefits package. Dr. Posse thanked the Regents and University Leadership in agreeing to participate in a special Faculty Senate Open Forum to provide an opportunity for faculty to obtain information about recent changes in policy on HSC Governance.

PUBLIC COMMENT (no comments)

Regent President Doughty requested a motion to recess the meeting in order to hold the annual Meeting of Member for Lobo Development, Corporation and for Lobo Energy, Incorporated.

The motion to recess the meeting passed unanimously (1st Lee; 2nd Fortner).

LOBO DEVELOPMENT CORPORATION – MEETING OF THE MEMBER

Regent Jack Fortner called the Meeting of the Member of Lobo Development, Corporation to order at 11:08 AM. The motion to approve the annual meeting minutes of the May 7, 2015 meeting passed unanimously (1st Hosmer; 2nd Lee). The motion to approve the external Audit for FY14-15 passed unanimously (1st Lee; 2nd Doughty). The motion to adjourn the meeting passed unanimously (1st Lee; 2nd Doughty).

LOBO ENERGY, INCORPORATED – MEETING OF THE MEMBER

Regent Brad Hosmer called the Meeting of the Member of Lobo Energy, Incorporated to order at 11:09 AM. The motion to approve the annual meeting minutes of the May 7, 2015 meeting passed unanimously (1st Fortner; 2nd Doughty). The motion to approve the external Audit for FY14-15 passed unanimously (1st Fortner; 2nd Doughty). The motion to adjourn the meeting passed unanimously (1st Fortner; 2nd Lee).

Regent President Doughty reconvened the Board of Regents regular meeting at 11:10 AM.

VOTE TO CLOSE THE MEETING AND PROCEED IN EXECUTIVE SESSION

The motion to close the meeting and proceed in Executive Session passed by unanimous vote (1st Lee; 2nd Berryman). The meeting closed at 11:10 AM.

Executive Session/Luncheon-Cherry Silver Room and the Santa Ana Room on 3rd level of the SUB
Members present during closed session: Robert Doughty, Suzanne Quillen, Jack Fortner, Ryan Berryman, Marron Lee, and Brad Hosmer

1. Discussion and determination where appropriate of threatened or pending litigation pursuant to Section 10-15-1.H(7), NMSA (1978)
2. Discussion and determination where appropriate of the purchase, acquisition or disposal of real property pursuant to Section 10-15-1.H(8), NMSA (1978)
3. Discussion of strategic or long-range plans of public hospitals, pursuant to Section 10-15-1.H(9), NMSA (1978)

VOTE TO RE-OPEN THE MEETING

The motion to re-open the meeting passed by unanimous vote (1st Fortner; 2nd Quillen).

The meeting opened at 2:11 PM.

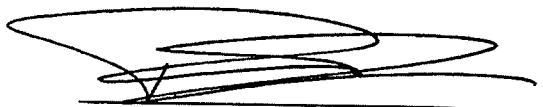
There was certification that only those matters described in the executive session agenda were discussed in closed session, and there was action on one item in closed session related to a property matter.

The motion to authorize the Director of Real Estate to move forward with the proposal for disposition of the UNM Gallup Zuni Educational Center passed by unanimous vote (1st Lee; 2nd Doughty).

ADJOURN

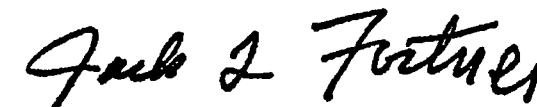
The meeting adjourned at 2:11 PM.

Approved:



Robert M. Doughty III, President

Attest:



Jack L. Fortner, Secretary/Treasurer



LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Financial Statements

June 30, 2016 and 2015

(With Independent Auditors' Report Thereon)

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

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LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Official Roster

June 30, 2016

OFFICERS

Jason Strauss
R. Gary Smith
Wanita Kirkman

MEMBERS

Robert G. Frank
David W. Harris
Bradley Hosmer
Stephen W. McKernan
Geraldine Forbes-Isais
Jon Word
Thomas J. Ruiz
Bruno E. Carrara



KPMG LLP
Two Park Square, Suite 700
6565 Americas Parkway, N.E.
Albuquerque, NM 87110-8179

Independent Auditors' Report

The Board of Directors
Lobo Energy, Incorporated
and
Mr. Timothy Keller, New Mexico State Auditor:

Report on the Financial Statements

We have audited the accompanying financial statements of Lobo Energy, Incorporated (Lobo Energy), a component unit of the University of New Mexico, as of and for the year ended June 30, 2016, and the related notes to the financial statements, which collectively comprise Lobo Energy's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express opinions on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.



Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of Lobo Energy, Incorporated as of June 30, 2016 and 2015, and the changes in its net position and its cash flows for the years then ended in accordance with U.S. generally accepted accounting principles.

Other Matter

Required Supplementary Information

U.S. generally accepted accounting principles require that management's discussion and analysis on pages 4 through 7 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated November 11, 2016, on our consideration of Lobo Energy's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Lobo Energy's internal control over financial reporting and compliance.

KPMG LLP

Albuquerque, New Mexico
November 11, 2016

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Management's Discussion and Analysis

June 30, 2016 and 2015

(unaudited)

The following discussion and analysis provides an overview of the financial position and activities of Lobo Energy, Incorporated (Lobo Energy) as of and for the fiscal years ended June 30, 2016, 2015, and 2014. This discussion should be read in conjunction with the accompanying financial statements and notes. Management has prepared the basic financial statements and the related note disclosures along with this discussion and analysis. As such, the financial statements, notes, and this discussion are the responsibility of Lobo Energy's management.

Financial Highlights

- Lobo Energy's net position increased \$29,231 from \$3,945,406 in 2015 to \$3,974,637 in fiscal year 2016, primarily due to a decrease in operating expenses. Lobo Energy's net position decreased \$236,395 from \$4,181,801 in 2014 to \$3,945,406 in fiscal year 2015, primarily due to decrease in operating revenue and an increase in expenses.
- During fiscal year 2016, Lobo Energy's operating revenue decreased by \$617,600 and operating expenses decreased by \$847,727, resulting in net operating gain of \$202,575 in fiscal year 2016, compared to net operating loss of \$27,552 in fiscal year 2015. During fiscal year 2015, Lobo Energy's operating revenue decreased by \$501,789 and operating expenses increased by \$1,632,337, resulting in net operating loss of \$27,552 in fiscal year 2015, compared to net operating income of \$2,106,574 in fiscal year 2014.
- Cash decreased in fiscal year 2016 by \$401,802 resulting in cash on deposit with fiscal agent and cash on hand at the close of fiscal year 2016 of \$462,954. The decrease during fiscal year 2016 is primarily due to the transfer of funds to the UNM Physical Plant Department for renewable energy projects. Cash decreased in fiscal year 2015 by \$442,512 resulting in cash on deposit with fiscal agent and cash on hand at the close of fiscal year 2015 of \$864,756. The decrease during fiscal year 2015 is primarily due to a decrease in funds received from UNM physical Plant Department.

Overview of the Basic Financial Statements

The statements of net position of Lobo Energy provides both long-term and short-term information about Lobo Energy's overall financial position. The statements of revenues, expenses, and changes in net position provide information about the operating revenues and expenses and the nonoperating revenues and expenses of Lobo Energy. The statements of cash flows provide information related to the cash inflows and outflows of Lobo Energy. The notes to the basic financial statements provide more detailed information about amounts reported in the basic financial statements.

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Management's Discussion and Analysis

June 30, 2016 and 2015

(unaudited)

Financial Information

Lobo Energy's condensed financial information as of and for the fiscal years ended June 30, 2016, 2015, and 2014 are provided in the following table:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Current assets	\$ 472,554	874,500	1,502,661
Other assets		30	15,030
Capital assets	<u>9,940,425</u>	<u>10,489,738</u>	<u>11,030,097</u>
Total assets	<u>\$ 10,412,979</u>	<u>11,364,268</u>	<u>12,547,788</u>
Current liabilities	\$ 1,025,794	1,024,423	1,015,242
Long-term liabilities	5,412,548	6,394,439	7,350,745
Net position	<u>3,974,637</u>	<u>3,945,406</u>	<u>4,181,801</u>
Total liabilities and net position	<u>\$ 10,412,979</u>	<u>11,364,268</u>	<u>12,547,788</u>
Operating revenues	\$ 2,171,065	2,788,665	3,290,454
Operating expenses	<u>1,968,490</u>	<u>2,816,217</u>	<u>1,183,880</u>
Operating income	202,575	(27,552)	2,106,574
Nonoperating revenues	6,717	13,834	14,724
Nonoperating expenses	<u>180,061</u>	<u>222,677</u>	<u>581,348</u>
Change in net position	29,231	(236,395)	1,539,950
Net position, beginning of year	<u>3,945,406</u>	<u>4,181,801</u>	<u>2,641,851</u>
Net position, end of year	<u>\$ 3,974,637</u>	<u>3,945,406</u>	<u>4,181,801</u>

Statements of Net Position

As of June 30, 2016 and 2015, Lobo Energy has cash in the amount of \$462,954 and \$864,756, respectively, of which \$439,695 and \$827,620, respectively, is held by Lobo Energy's fiscal agent, University of New Mexico (UNM), and \$23,259 and \$37,136, respectively, is held in an operating bank account at a financial institution.

All of the June 30, 2016 and 2015 net assets are held as equity in the form of unrestricted net position of \$428,651 and \$806,413, respectively. Additionally, at June 30, 2016 and 2015, Lobo Energy has \$3,545,986 and \$3,138,993 shown as net investment in capital assets.

Lobo Energy's investment in capital assets as of June 30, 2016 and 2015 was \$9,940,425 and \$10,489,738, respectively. This investment in capital assets includes a co-generation project in construction and internally generated software. Additional information concerning Lobo Energy's capital assets may be found in note 5 in notes to the financial statements.

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Management's Discussion and Analysis

June 30, 2016 and 2015

(unaudited)

At the end of the current fiscal year, Lobo Energy had total debt outstanding of \$6,394,439. This debt was incurred when Lobo Energy borrowed \$10,000,000 during FY 2012–2013 for the purchase of the co-generation project (described in note 5) Additional information concerning Lobo Energy's long-term debt may be found in note 5 to the financial statements.

Statements of Revenues, Expenses, and Changes in Net Position

Revenues – Under the current Management Services Agreement (MSA), total revenue earned during fiscal years 2016 and 2015 for utility project management services and other project management services was \$2,171,065 and \$2,788,665, respectively, and includes \$480,000 in both fiscal years for utilities management services. Other management services for fiscal years 2016 and 2015 were \$1,691,065 and \$2,308,665, respectively. Other management services decreased \$617,600 due to a contract cancelled during 2015. In addition, Lobo Energy provided other management services on the Mesa del Sol campus for an outside company beginning April 15, 2012.

UNM is the fiscal agent of Lobo Energy. UNM holds the majority of Lobo Energy's cash and invests the holdings in a commingled account with UNM's other cash investments. The pro rata interest earnings are credited to Lobo Energy's account monthly. Lobo Energy transfers funds to its checking account as needed.

Expenses – Total operating expenses decreased \$847,727 during the fiscal year ended June 30, 2016 due to a decrease of \$790,706 in project expenses related to the transfer of funds to the UNM Physical Plant Department for renewable energy projects and a decrease of \$65,975 in administrative expenses as well as an increase in depreciation expenses of \$8,954 due to a full year of depreciation on the Facility Fact Software. Total operating expenses increased \$1,632,337 during the fiscal year ended June 30, 2015 due to an increase of \$1,268,907 in project expenses and an increase of \$35,479 in administrative expenses offset by an increase in depreciation expenses of \$327,961 due to the depreciation of EnergyCap and Facility Facts Software and a full year of depreciation of Cogen Unit #2.

Factors Impacting Future Periods

A Lobo Energy employee has developed a software package for use by UNM that could be used by other facility managers (note 5 for a detailed explanation of this project).

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)
Management's Discussion and Analysis
June 30, 2016 and 2015
(unaudited)

Contacting Lobo Energy's Financial Management

This report is meant to describe the financial condition and position of Lobo Energy.

If you have questions about this report or need additional financial information, contact:

Lobo Energy, Incorporated
800 Bradbury Drive SE, Suite 216
Albuquerque, New Mexico 87106-4310
(505) 272-7118

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Statements of Net Position

June 30, 2016 and 2015

Assets	2016	2015
Current assets:		
Cash on deposit with fiscal agent	\$ 439,695	827,620
Cash on deposit with bank	23,259	37,136
Accounts receivable	9,600	9,744
Total current assets	<u>472,554</u>	<u>874,500</u>
Capital assets:		
Property, plant, and equipment	11,242,495	11,242,495
Less accumulated depreciation and amortization	<u>(1,302,070)</u>	<u>(752,757)</u>
Net capital assets	<u>9,940,425</u>	<u>10,489,738</u>
Noncurrent assets:		
Other assets	—	30
Equity method investment	—	—
Total assets	<u>\$ 10,412,979</u>	<u>11,364,268</u>
Liabilities and Net Position		
Current liabilities:		
Accounts payable	\$ 43,903	68,117
Current installments of obligations under capital lease	981,891	956,306
Total current liabilities	1,025,794	1,024,423
Obligations under capital lease, excluding current installments	5,412,548	6,394,439
Total liabilities	<u>6,438,342</u>	<u>7,418,862</u>
Net position:		
Net investment in capital assets	3,545,986	3,138,993
Unrestricted	428,651	806,413
Total net position	<u>3,974,637</u>	<u>3,945,406</u>
Total liabilities and net position	<u>\$ 10,412,979</u>	<u>11,364,268</u>

See accompanying notes to financial statements.

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Statements of Revenues, Expenses, and Changes in Net Position

Years ended June 30, 2016 and 2015

	<u>2016</u>	<u>2015</u>
Operating revenues:		
Utilities management services	\$ 480,000	480,000
Other management services	<u>1,691,065</u>	<u>2,308,665</u>
Total operating revenues	<u>2,171,065</u>	<u>2,788,665</u>
Operating expenses:		
Administrative expenses	127,877	193,852
Depreciation expenses	549,313	540,359
Project expenses	<u>1,291,300</u>	<u>2,082,006</u>
Total operating expenses	<u>1,968,490</u>	<u>2,816,217</u>
Operating gain (loss)	202,575	(27,552)
Nonoperating revenue:		
Interest income	6,717	13,834
Nonoperating expenses:		
Loss on equity method investment	—	15,000
Interest expense	<u>180,061</u>	<u>207,677</u>
Change in net position	29,231	(236,395)
Net position, beginning of year	<u>3,945,406</u>	<u>4,181,801</u>
Net position, end of year	<u>\$ 3,974,637</u>	<u>3,945,406</u>

See accompanying notes to financial statements.

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Statements of Cash Flows

Years ended June 30, 2016 and 2015

	<u>2016</u>	<u>2015</u>
Cash flows from operating activities:		
Receipts from customers	\$ 2,171,209	2,968,764
Payments to other suppliers of goods or services	(929,096)	(1,634,414)
Payments to employees for services	(514,265)	(651,632)
Net cash provided by operating activities	<u>727,848</u>	<u>682,718</u>
Cash flow from capital financing activities:		
Principal payments on capital lease obligations	(956,306)	(931,388)
Interest earned	6,717	13,835
Interest expense	(180,061)	(207,677)
Net cash used in financing activities	<u>(1,129,650)</u>	<u>(1,125,230)</u>
Net decrease in cash and cash equivalents	(401,802)	(442,512)
Cash and cash equivalents, beginning of year	<u>864,756</u>	<u>1,307,268</u>
Cash and cash equivalents, end of year	<u>\$ 462,954</u>	<u>864,756</u>
Reconciliation of operating gain to net cash provided by operating activities:		
Operating gain (loss)	\$ 202,575	(27,552)
Adjustments to reconcile operating income to net cash provided by (used in) operating activities:		
Depreciation expense	549,313	540,359
Change in accounts receivable	144	180,100
Change in accounts payable	(24,214)	5,548
Change in other assets	30	(15,737)
Net cash provided by operating activities	<u>\$ 727,848</u>	<u>682,718</u>

See accompanying notes to financial statements.

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Notes to Financial Statements

June 30, 2016 and 2015

(1) Description of Business

Lobo Energy, Incorporated (Lobo Energy) (a component unit of the University of New Mexico) is owned, controlled, and was established by the University of New Mexico's (UNM) Board of Regents.

Lobo Energy was incorporated in the State of New Mexico on July 15, 1998. It was organized under the amended State of New Mexico's University Research Park Act. The name of the Act has since been changed to the University Research Park and Economic Development Act.

Lobo Energy was established to provide UNM with services outlined in an Interim Services Agreement (ISA) that included procuring electricity and natural gas for UNM, installing an energy metering and management system, and developing a Master Utility Business Plan (plan) for the upgrade and improvement of the utility infrastructure. Lobo Energy completed the installation of a metering and monitoring system and developed and integrated energy procurement methods into UNM's procurement processes. Lobo Energy's board of directors approved the plan in June 2000. UNM implemented the business plan and financed and constructed the projects contemplated in the business plan.

In developing the plan, Lobo Energy employed several consultants to assist in assessing the utility infrastructure needs, defining a technical solution, and determining the financial parameters of that solution. The combined efforts resulted in a comprehensive plan that identified many utility improvement projects, their construction costs, and the financial impacts upon the utility services. The utility systems included in the plan were renewed through a series of construction projects over a period of several years.

Lobo Energy conducted its business under the terms of a November 2000–2005 Management Services Agreement (MSA) that replaced the original ISA. Under the MSA, with respect to existing and any and all new utility systems and equipment, UNM continued to own, finance, operate, maintain, and in all respects control the utility equipment and systems. Lobo Energy provided project management services and transition management services for the duration of the project. The utility upgrade project was completed during 2006.

Lobo Energy currently provides services to UNM under the terms of a revised MSA, which is effective November 2015–2020 (note 3). The agreement continues for consecutive one-year periods after its expiration or until such time as it is terminated. UNM may terminate the MSA thirty-days after written notice to Lobo Energy. UNM has not notified Lobo Energy that it intends to exercise this right. Upon termination of this agreement all rights and privileges granted, assigned or shared between Lobo Energy and UNM shall terminate. Upon termination of the agreement, all property of Lobo Energy shall transfer to UNM subject to the prior rights, if any, of any creditors of Lobo Energy.

UNM requested that Lobo Energy implement an energy conservation program on the campus during fiscal year 2008. Lobo Energy entered into a contract with Energy Education, Inc. (EEI), a corporation that specializes in energy conservation (EEI is now known as Cenergistic). Lobo Energy hired six energy conservation specialists (ECSs). Contract payments began after the first six months the contract was in effect. The ongoing program continues to be very effective. UNM has experienced a dramatic decrease in its energy consumption, as well as a reduction in the size of its carbon footprint, since the onset of the project. The four-year contract with EEI expired on September 30, 2012. The energy conservation project continues on the campus.

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Notes to Financial Statements

June 30, 2016 and 2015

During fiscal year 2009, Lobo Energy was asked by UNM to explore renewable energy applications that might be viable on the campus. Lobo Energy issued a Request for Information regarding potential renewable energy projects for installation on the UNM campus when funding becomes available.

(2) Summary of Significant Accounting Policies and Practices

(a) Basis of Accounting and Presentation

As a proprietary fund, Lobo Energy's financial statements are reported using a flow of economic resources measurement focus and the full accrual basis of accounting. Accordingly, revenues are recognized when they are earned and expenses are recognized as soon as the liability is incurred. Operating revenues and expenses are those incurred that relate directly to energy and project management services. All other revenues and expenses are considered nonoperating.

The accompanying financial statements include only the accounts of Lobo Energy, which has no component units.

(b) Net Position

For accounting and reporting purposes, Lobo Energy reports its net position in the following net asset categories as applicable:

- Net investment in capital assets – capital assets, net of accumulated depreciation and debt incurred to finance the capital asset acquisition
- Unrestricted – net position that is not subject to externally imposed constraints

(c) Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires that management make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the financial statements dates and the reported amounts of revenues and expenses during these reporting periods. Due to uncertainties inherent in the estimation process, actual results could differ from those estimates.

(d) Cash and Cash Equivalents

Lobo Energy considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. For purposes of the statement of cash, Lobo Energy considers cash and cash equivalents to be cash deposits and amounts held by its fiscal agent.

(e) Revenue Recognition

Lobo Energy provides two types of project management services: utilities management services and other management services (see note 3). Revenue is recognized for each type of service based on the terms of the MSA.

LOBO ENERGY, INCORPORATED
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Notes to Financial Statements

June 30, 2016 and 2015

(f) *Equity Method Investment*

Lobo Energy initially recorded its equity method investment at cost. A decline in the fair value of the investment below cost that is deemed other-than-temporary results in an impairment to reduce the carrying value to fair value. In FY 2014 and 2015, Lobo Energy recognized an impairment loss on its investment. See note 9 for further discussion.

(g) *Capital Assets*

Capital assets are stated at cost. Lobo Energy's policy is to capitalize all disbursements for equipment, software, and furnishings in excess of a \$5,000 unit price. Items with a cost of less than \$5,000 are expensed in the year of acquisition. Donated equipment is recorded at fair market value at the date of donation. Repairs and maintenance expenses are charged to operations when incurred and major improvements and replacements are capitalized.

(h) *Income Taxes*

Lobo Energy is exempt from federal income tax on income related to its exempt purposes under Section 501(a) of the Internal Revenue Code (Code) as an organization described in Section 501(c)(3) of the Code.

(i) *Adoption of New Accounting Pronouncement*

During the year ended June 30, 2016, Lobo Energy adopted GASB Statement No. 76, *The Hierarchy of Generally Accepted Accounting Principles for State and Local Governments* (GASB 76) that supersedes GASB Statement No. 55, *The Hierarchy of Generally Accepted Accounting Principles for State and Local Governments*. GASB 76 identifies the hierarchy of generally accepted accounting principles for state and local governments which did not have a significant effect.

(3) *Project Management Services under The Revised Management Services Agreement*

Utilities Management Services

Lobo Energy may provide assistance to UNM, as requested, for the management and supervision of its contracts that provide for the:

- a. Planning, design, engineering, contracting, energy conservation, and commissioning services for assigned projects
- b. Procurement of equipment and services in the course of implementing the projects
- c. Management of UNM's energy procurement strategies
- d. Recommendations for obtaining cost-effective energy commodities and services from energy suppliers
- e. Management of UNM's energy-related regulatory issues

LOBO ENERGY, INCORPORATED
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Notes to Financial Statements

June 30, 2016 and 2015

- f. Recommendations for appropriate actions and strategies in response to regulatory opportunities or events
- g. Administrative tools capable of providing utility operational budgeting, capital project budgeting, major maintenance budgeting, cash flow tracking, and energy savings tracking
- h. Assistance with developing the energy and administrative capabilities described in items a through g above.

Under the terms of the revised MSA, effective November 1, 2015, UNM compensates Lobo Energy for these services at the rate of \$40,000 per month, over a five-year period.

Other Management Services

- a. Development planning services
- b. Additional infrastructure development plans
- c. Other planning services as assigned

Under the revised MSA, as of November 1, 2015, UNM pays Lobo Energy a mutually agreed-upon monthly fee for the duration of each project.

(4) Cash

Lobo Energy's cash balances include cash on deposit with its fiscal agent and an operating account. Lobo Energy has no statutory or policy requirements; however, it has a policy to deposit funds only in FDIC-insured accounts. UNM serves as the fiscal agent for Lobo Energy through which Lobo Energy participates in a pooled bank account maintained by UNM. At June 30, 2016 and 2015, Lobo Energy had a book and bank balance in that pooled account of \$439,695 and \$827,620, respectively. As fiscal agent, UNM requires the financial institution holding these pooled funds to maintain minimum collateral amounts. Interest is allocated monthly to Lobo Energy's account based on its balance in the pooled bank account at the end of the preceding month. Lobo Energy realized a gain of \$6,717 to the interest account by UNM.

Custodial Credit Risk—Custodial credit risk is the risk that in the event of a bank failure, the entity's deposits may not be returned to it. At June 30, 2016 and 2015, the bank balance in Lobo Energy's separate checking account was \$25,027 and \$37,136, respectively, and the book balance was \$23,259 and \$37,136, respectively. At June 30, 2016 and 2015, the checking account balance is insured by the FDIC.

(5) Capital Assets and Capital Lease

(a) Co-generation Unit

In July 2012, Lobo Energy entered into a \$10,000,000 commitment to finance the construction of a new co-generation unit to be installed on the UNM main campus in Ford Utilities Center. The Master Equipment Lease/Purchase Agreement with Banc of America Leasing and Capital, LLC (Banc of America) was entered into and is to be repaid over a period of 10 years. Monthly payments in the amount of \$94,922 commenced on August 25, 2012. The final lease payment is anticipated to be made

LOBO ENERGY, INCORPORATED
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Notes to Financial Statements

June 30, 2016 and 2015

on July 25, 2022. The installation of an additional co-generation unit in the future was part of the plan when the utility infrastructure was upgraded in a project concluding in 2006. The additional unit was placed into service in January 2014.

(b) Depreciation

Lobo Energy depreciates the co-generation unit using the straight-line method based upon a useful life of 25 years. Lobo Energy estimates useful life based upon internal information and similar assets at UNM. The unit was placed into service and Lobo Energy began depreciating the asset in January 2014. In fiscal year 2015, two pieces of software were transferred from construction in progress, to property, plant, and equipment. Lobo Energy estimates useful life of software using the straight-line method over a useful life of 5 years. Lobo Energy recorded \$1,302,070 and \$752,757 of accumulated depreciation at June 30, 2016 and 2015, respectively.

	<u>Balance at June 30, 2015</u>	<u>Additions</u>	<u>Retirements/ disposals</u>	<u>Balance at June 30, 2016</u>
Plant in service	\$ 10,619,916	—	—	10,619,916
Internally developed software	622,579	—	—	622,579
Accumulated depreciation	<u>(752,757)</u>	<u>(549,313)</u>	<u>—</u>	<u>(1,302,070)</u>
Net property, plant, and equipment	<u>\$ 10,489,738</u>	<u>(549,313)</u>	<u>—</u>	<u>9,940,425</u>

	<u>Balance at June 30, 2014</u>	<u>Additions</u>	<u>Retirements/ disposals</u>	<u>Balance at June 30, 2015</u>
Plant in service	\$ 10,619,916	—	—	10,619,916
Internally generated software	—	622,579	—	622,579
Accumulated depreciation	<u>(212,398)</u>	<u>(540,359)</u>	<u>—</u>	<u>(752,757)</u>
Net property, plant, and equipment	<u>\$ 10,407,518</u>	<u>82,220</u>	<u>—</u>	<u>10,489,738</u>

LOBO ENERGY, INCORPORATED
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Notes to Financial Statements

June 30, 2016 and 2015

(c) Lease Payments

Payments are due monthly to Banc of America and the lease charges interest at 2.64% and matures on July 25, 2022. The outstanding principal balance at June 30, 2016 and 2015 was \$6,394,439 and \$7,350,745, respectively. The following is a summary of lease liability transactions, including the current portion:

	Balance at July 1	Proceeds	Payments	Balance at June 30	Due within one year
Lease liability, FY 2015	\$ 8,282,133	—	(931,388)	7,350,745	956,306
Lease liability, FY 2016	7,350,745	—	(956,306)	6,394,439	981,891

At June 30, 2016, minimum future lease payments are as follows:

	Principal	Interest	Total
Fiscal years ending June 30:			
2017	\$ 981,891	157,174	1,139,065
2018	1,008,160	130,905	1,139,065
2019	1,035,132	103,933	1,139,065
2020	1,062,826	76,239	1,139,065
2021	1,091,261	47,804	1,139,065
2022	1,120,456	18,609	1,139,065
2023	94,713	209	94,922
	<u>\$ 6,394,439</u>	<u>534,873</u>	<u>6,929,312</u>

(d) Internally generated software

In FY 2015, Lobo Energy completed the process of developing an internally generated software. The software is used to gather and retain information related to the efficient management of energy consumption. It was developed for use by UNM and potentially other educational institutions as well as emergency responders and other facility managers who could benefit from having a database that collects institutional knowledge about their assets. At June 30, 2016 and 2015, Lobo Energy capitalized \$0 and \$545,834, respectively, that was transferred to property, plant, and equipment line item on the balance sheet as it was placed in service.

In addition, Lobo Energy bought a commercially available software package on March 20, 2014, for \$76,745 and completed the process of modifying it using more than minimal incremental effort, and was placed into operation in fiscal year 2015, and is was transferred to the property, plant, and equipment line item on the balance sheet.

LOBO ENERGY, INCORPORATED
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Notes to Financial Statements

June 30, 2016 and 2015

(6) Major Contracts

During fiscal years 2008 and 2009, energy-conservation programs were started on UNM's Valencia, Gallup, Los Alamos, and Taos Campuses. The program on each of those campuses is administered by an employee who was already employed on each campus. The programs are ongoing during fiscal years 2015 and 2016.

(7) Defined-Contribution Plan

Lobo Energy entered into, and administers, a 403(b) defined-contribution plan effective February 1, 2000 and amended January 1, 2009. As a defined-contribution plan, benefits depend solely on amounts contributed to the plan plus investment earnings. The plan may be amended by a board of directors' resolution. All employees of Lobo Energy are eligible to participate and are considered to be immediately vested. The plan allows for variable employee contributions up to the Internal Revenue Service maximum allowed amount. Lobo Energy contributes a 100% match up to 6% of each participating employee's gross salary per compensation period. Contributions to the plan for the fiscal years ended June 30, 2016 and 2015 were \$72,638 and \$74,980, respectively, which consisted of \$45,568 and \$45,385 contributed by employees and \$27,070 and \$29,595 contributed by Lobo Energy, respectively.

(8) Related-Party Transactions

Effective December 1, 1998, UNM and Lobo Energy entered into a Memorandum of Agreement (MOA) containing the expectations and performance obligations that UNM was seeking from Lobo Energy at that time. The MOA articulates UNM's and Lobo Energy's mutual obligations in planning, developing, and implementing the utility facilities and services required by UNM.

Pursuant to the MOA, UNM provides to Lobo Energy, at no cost to Lobo Energy, facilities support and general business office and associated workspace. The MOA also establishes UNM as the fiscal agent for Lobo Energy, with UNM providing cash and investment management activities for Lobo Energy, at no cost to Lobo Energy.

The MOA may be terminated by UNM and, upon termination, all property of Lobo Energy will be transferred to UNM or other successor organizations designated by a resolution of UNM's Board of Regents.

In FY 2014, Lobo Energy paid a total of \$365,077 to Facility Facts, Inc. a company owned by an employee of Lobo Energy, and in which Lobo Energy has a 10% common stock interest in order to help get the company established in order to market and sell the Facility Facts software internally generated by Lobo Energy. There were no additional payments made in FY 2015 or 2016. Lobo Energy accounts for its investment in Facility Facts, Inc. using the equity method of investment.

Pursuant to the licensing agreement made with Facility Facts Inc., Lobo Energy retains the patent rights, permanent royalty-free rights to use the Facility Facts software, and will receive royalties representing 50% of gross receipts of sublicenses granted during each calendar year for the life of the filed patents.

Lobo Energy did not purchase goods or services of companies that board members are employed by during the fiscal years ended June 30, 2016 and 2015.

LOBO ENERGY, INCORPORATED
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Notes to Financial Statements

June 30, 2016 and 2015

(9) Equity Method Investment

Investments accounted for under the equity method consist of 10% of the common stock of Facility Facts, Inc. Lobo Energy received 7% of common stock upon execution of the licensing agreement discussed in note 8 to the financial statements. The remaining 3% of common stock was issued to Lobo Energy as consideration for \$365,077 of funding provided during FY 2014. Under this method, there was no recorded goodwill; however, the investment was analyzed for impairment. As a result of impairment testing during FY 2014, Lobo Energy recognized a loss related to its investment in the amount of \$350,077. In FY 2015, Lobo Energy recognized its portion of Facility Facts, Inc.'s net loss, resulting in a decrease of the investment by an additional \$15,000.

(10) Risk Management

Lobo Energy, through UNM, participates in the State of New Mexico Risk Management Program (Risk Management) that provides general liability, auto liability, physical damage, and workers' compensation insurance. The Risk Management program liability insurance coverage includes most employee liability claims; those claims falling outside this state program are in limited amounts and are covered by UNM from its operating budget. UNM's exposure is limited to \$1,000 per any first party incurred property loss, with the exception of theft, which has a \$5,000 deductible.

(11) Subsequent Events

Subsequent events are evaluated by management through the date the accompanying financial statements are available to be issued, which is November 11, 2016.



KPMG LLP
Two Park Square, Suite 700
6565 Americas Parkway, N.E.
Albuquerque, NM 87110-8179

Independent Auditors' Report on Internal Control over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance with Government Auditing Standards

The Board of Directors
Lobo Energy, Incorporated
and
Mr. Timothy Keller, New Mexico State Auditor:

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of Lobo Energy, Incorporated (Lobo Energy), a component unit of the University of New Mexico, which comprise the statement of net position as of June 30, 2016, and the related statements of revenues, expenses, and changes in net position and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated November 11, 2016.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Lobo Energy's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Lobo Energy's internal control. Accordingly, we do not express an opinion on the effectiveness of Lobo Energy's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.



Compliance and Other Matters

As part of obtaining reasonable assurance about whether Lobo Energy's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Lobo Energy's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Lobo Energy's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

KPMG LLP

Albuquerque, New Mexico
November 11, 2016

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Schedule of Findings and Responses

Year ended June 30, 2016

Findings – Financial Statement Audits

Prior Year Findings

Finding Number: 2015-001

Finding Title: Investments

Type of Finding: Findings that do not rise to the level of a significant deficiency

Disposition: Resolved

Current Year Findings

None

LOBO ENERGY, INCORPORATED
(A Component Unit of the University of New Mexico)

Exit Conference

Year ended June 30, 2016

An exit conference was held on October 18, 2016. During this meeting, the contents of this report were discussed with the following individuals:

Lobo Energy, Incorporated

Jason Strauss President/CEO, LEI; Member of Board of Directors, LEI

Wanita Kirkman CFO, LEI

KPMG LLP

Caroline M. Garcia Partner

Jonathan Roepcke Manager

Lobo Energy is responsible for the contents of the financial statements. KPMG LLP assisted with the preparation of the financial statements.



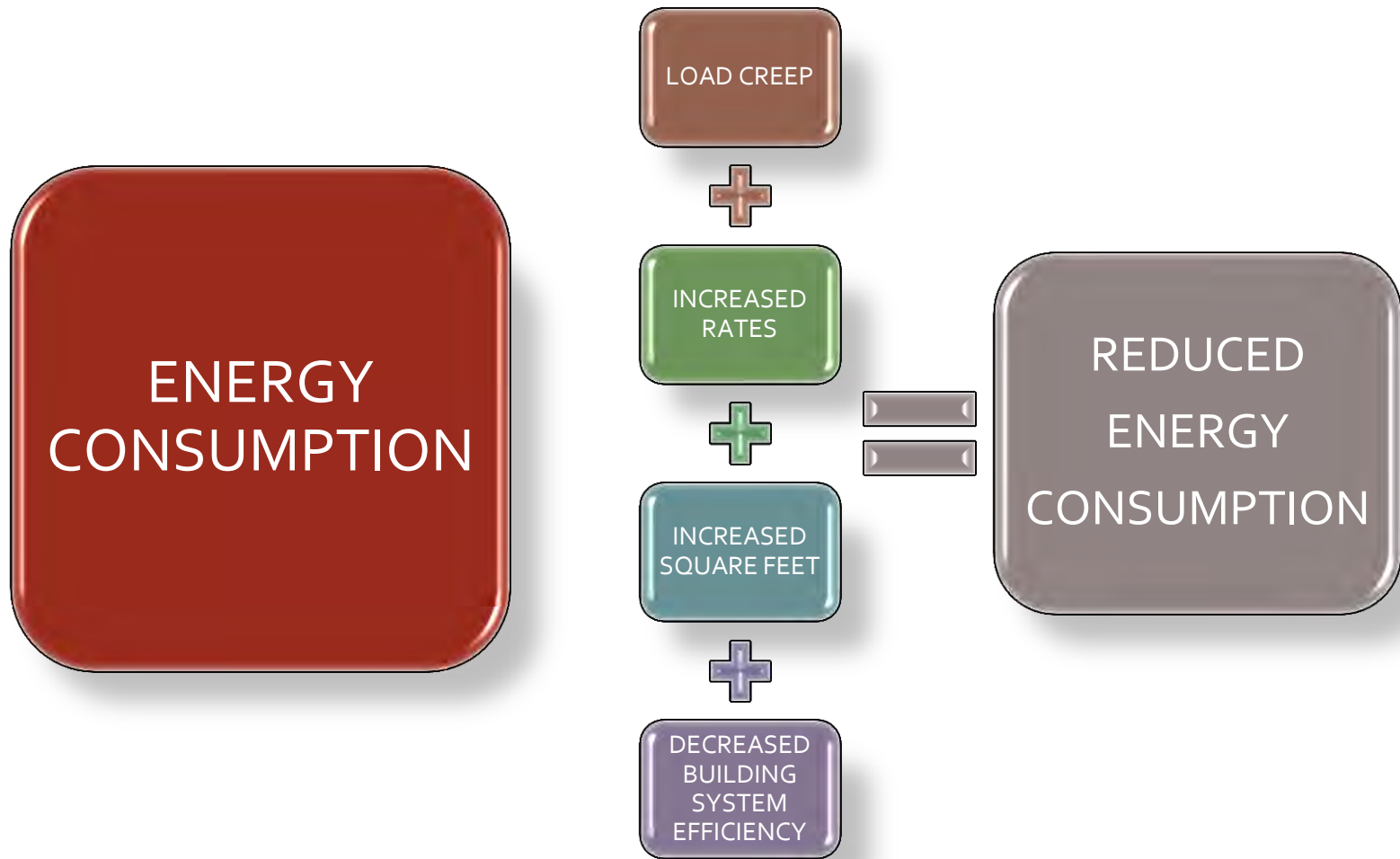
LEI

Lobo Energy, Incorporated

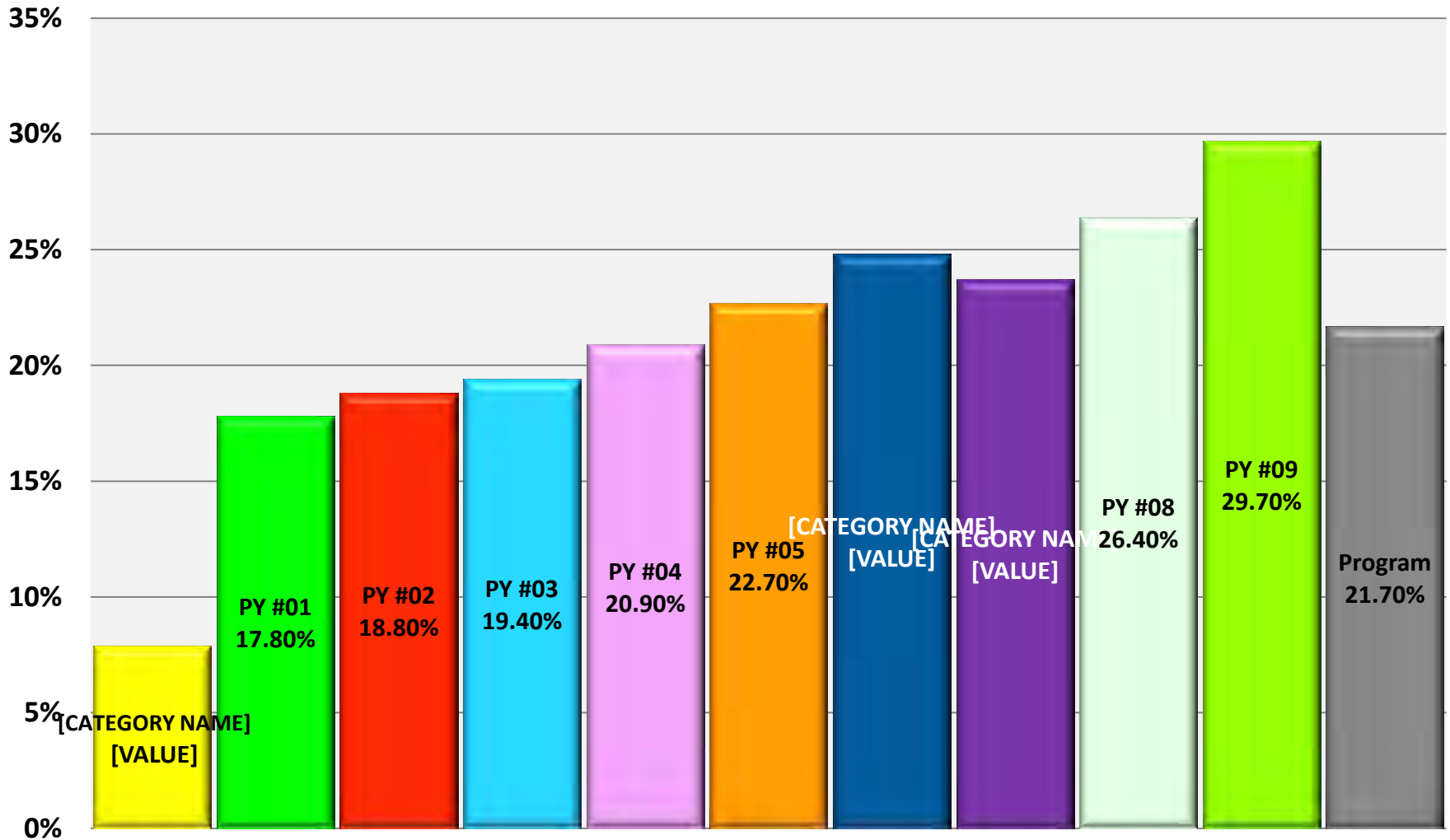


MARCH 7TH, 2017

THE TASK OF ENERGY CONSERVATION



AVOIDED USE BY PERFORMANCE YEAR



AVOIDED MMBTU BY PERFORMANCE MONTH

MMBTU

70000

60000

50000

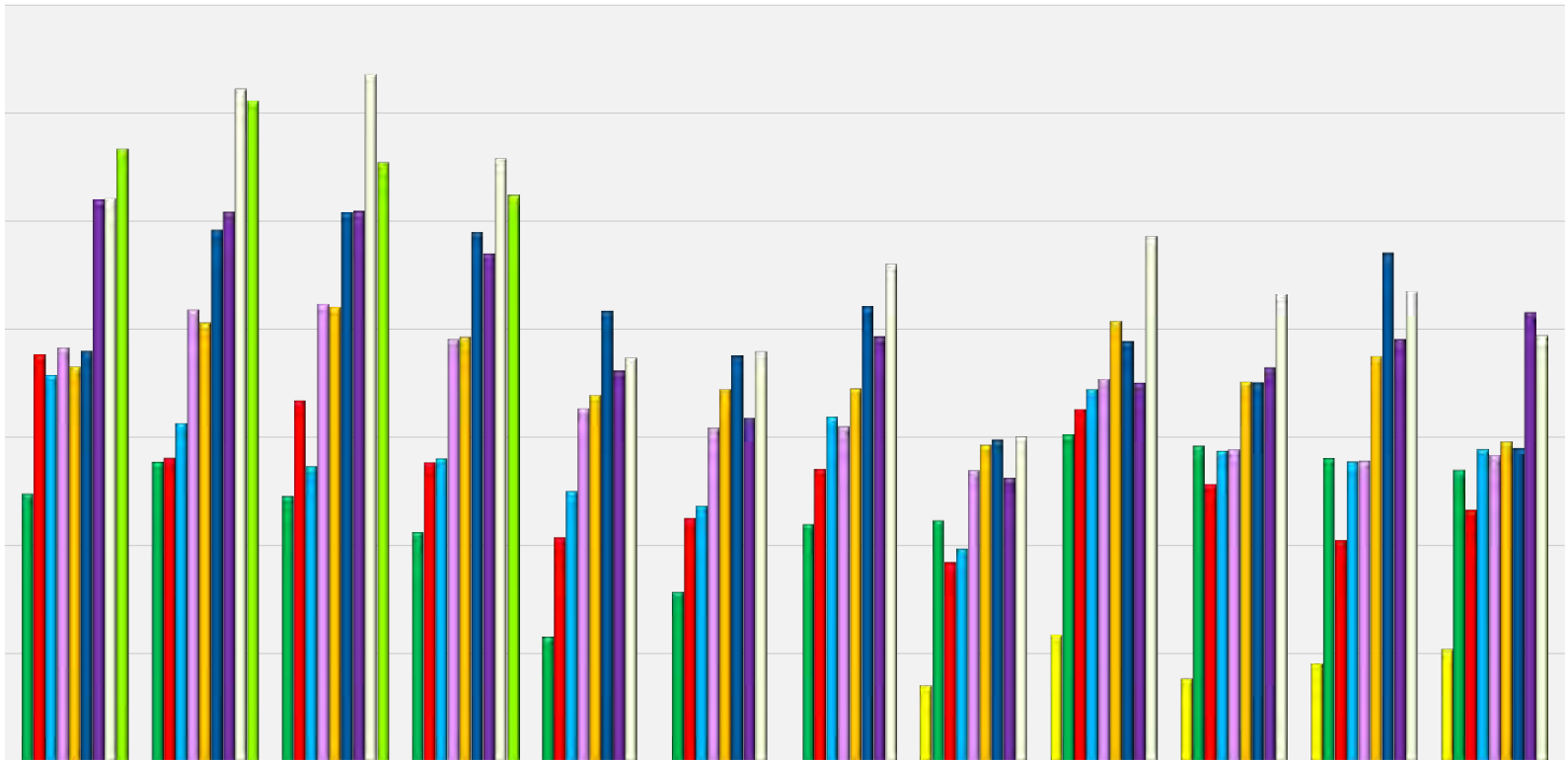
40000

30000

20000

10000

0



Startup Period

Performance Year 01

Performance Year 02

Performance Year 03

Performance Year 04

Performance Year 05

Performance Year 06

Performance Year 07

Performance Year 08

Performance Year 09

Oct

Nov

Dec

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

0

0

0

0

0

0

0

7,026

11,679

7,707

9,072

10,378

24,803

27,772

24,574

21,271

11,641

15,786

22,009

22,351

30,276

29,253

28,112

27,008

37,683

28,116

33,430

27,715

20,829

22,595

27,081

18,486

32,628

25,687

20,513

23,325

35,742

31,326

27,320

28,065

25,052

23,687

31,873

19,730

34,445

28,772

27,756

28,899

38,254

41,788

42,300

39,083

32,684

30,897

31,038

26,956

35,397

28,900

27,809

28,381

36,560

40,619

42,065

39,322

33,924

34,477

34,516

29,333

40,763

35,177

37,504

29,640

38,035

49,214

50,823

49,012

41,765

37,626

42,172

29,856

38,952

35,117

47,107

29,069

51,939

50,791

50,884

46,935

36,174

31,802

39,310

26,286

35,052

36,483

39,077

41,550

52,074

62,207

63,549

55,796

37,404

37,956

46,035

30,102

48,614

43,284

43,512

39,449

56,689

61,104

55,458

52,417

0

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AVOIDED COSTS DEFINED:

Expected Energy Costs	Actual Energy Costs	Program Savings (Avoided Costs)
Amount you would have spent on energy without energy program.	Actual utility costs for electricity, gas, water, sewer, etc., obtained directly from bills.	The difference between expected and actual costs, calculated in accordance with the International Performance Measurement & Verification Protocol. Does not include savings attributable to reduced equipment maintenance and replacement costs and other collateral benefits.
This is base-year usage adjusted for changes in weather, equipment, schedules, occupancy and prices.		

AVOIDED COST MATRIX

	YEAR 1 (17 - MONTHS)	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	TOTAL
AVOIDED COST	\$4,450,321	\$3,970,183	\$4,353,277	\$5,451,175	\$5,633,053	\$5,856,793	\$5,946,449	\$6,830,528	\$2,798,898	\$45,290,678
UNIVERSITY'S TOTAL INVESTMENT	\$2,601,105	\$2,403,297	\$2,432,012	\$2,449,531	\$485,506	\$565,328	\$612,370	\$576,954	\$164,099	\$12,290,201
NET AVOIDED COST	\$1,849,216	\$1,566,886	\$1,921,266	\$3,001,645	\$5,147,547	\$5,291,465	\$5,334,079	\$6,253,574	\$2,634,799	\$33,000,477

****NOTE:**

- ✓ THIS DATA NOW REFLECTS ALL OF THE BRANCH CAMPUS DATA FOR THE ENTIRE PROGRAM.
- ✓ PERFORMANCE YEAR 8 WAS \$884,079.00 AHEAD OF LAST YEARS PERFORMANCE YEAR

AVOIDED COST MATRIX PROJECTED THRU-2018

	YEAR 1 (18 – MONTHS)	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9 (PROJECTED)	YEAR 10 (PROJECTED)	TOTAL (PROJECTED)
AVOIDED COST	\$4,450,321	\$3,970,183	\$4,353,277	\$5,451,175	\$5,633,053	\$5,856,793	\$5,946,449	\$6,830,528	\$7,171,225	\$7,171,225	\$56,834,229
UNIVERSITY'S TOTAL INVESTMENT	\$2,601,105	\$2,403,297	\$2,432,012	\$2,449,531	\$485,506	\$565,328	\$582,288	\$599,756	\$617,749	\$636,282	\$13,372,853
NET AVOIDED COST	\$1,849,216	\$1,566,886	\$1,921,266	\$3,001,645	\$5,147,547	\$5,291,465	\$5,364,161	\$6,230,772	\$6,553,475	\$6,534,943	\$43,461,376

****NOTE:**

- ✓ THE UNIVERSITY'S TOTAL INVESTMENT ASSUMES A 3% ANNUAL INCREASE FOR ALL EXPENSES OUTSIDE OF CONTRACT PAYMENT.
- ✓ AVOIDED COSTS ASSUME THE SAME PROJECTED VALUE OF PERFORMANCE YEAR #03 W/O INCREASE.
- ✓ AFTER PERFORMANCE YEAR #04 CONTRACT PAYMENTS WITH EEI END.

ENERGY CONSERVATION PROJECT

- ✓ \$33 MILLION IN NET AVOIDED UTILITY COST
- ✓ \$45.29 MILLION GROSS AVOIDED COST
- ✓ 21.7% CUMULATIVE AVOIDED UTILITY USE SINCE MAY OF 2008
- ✓ PROJECTED NET AVOIDED COST OF \$43.46 MILLION THRU 2018




THE UNIVERSITY of
NEW MEXICO

University Controller
Financial Services, Main Campus
Phone: (505) 277-5111
FAX: (505) 277-7662

MEMORANDUM

DATE: February 22, 2017

TO: David W. Harris
Executive Vice President

FROM: Elizabeth Metzger, CPA 
University Controller

RE: Information Item for Board of Regents' Finance & Facilities Committee Meeting

The Monthly Consolidated Financial Report for the month ended January 31, 2017 will be presented at the *March 7, 2017* Finance and Facilities meeting. Handouts will be available the day of the meeting.



THE UNIVERSITY *of*
NEW MEXICO

Monthly Financial Report

Consolidated Total Operations Current Funds

Fiscal Year to Date as of January 31, 2017

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Debt Service

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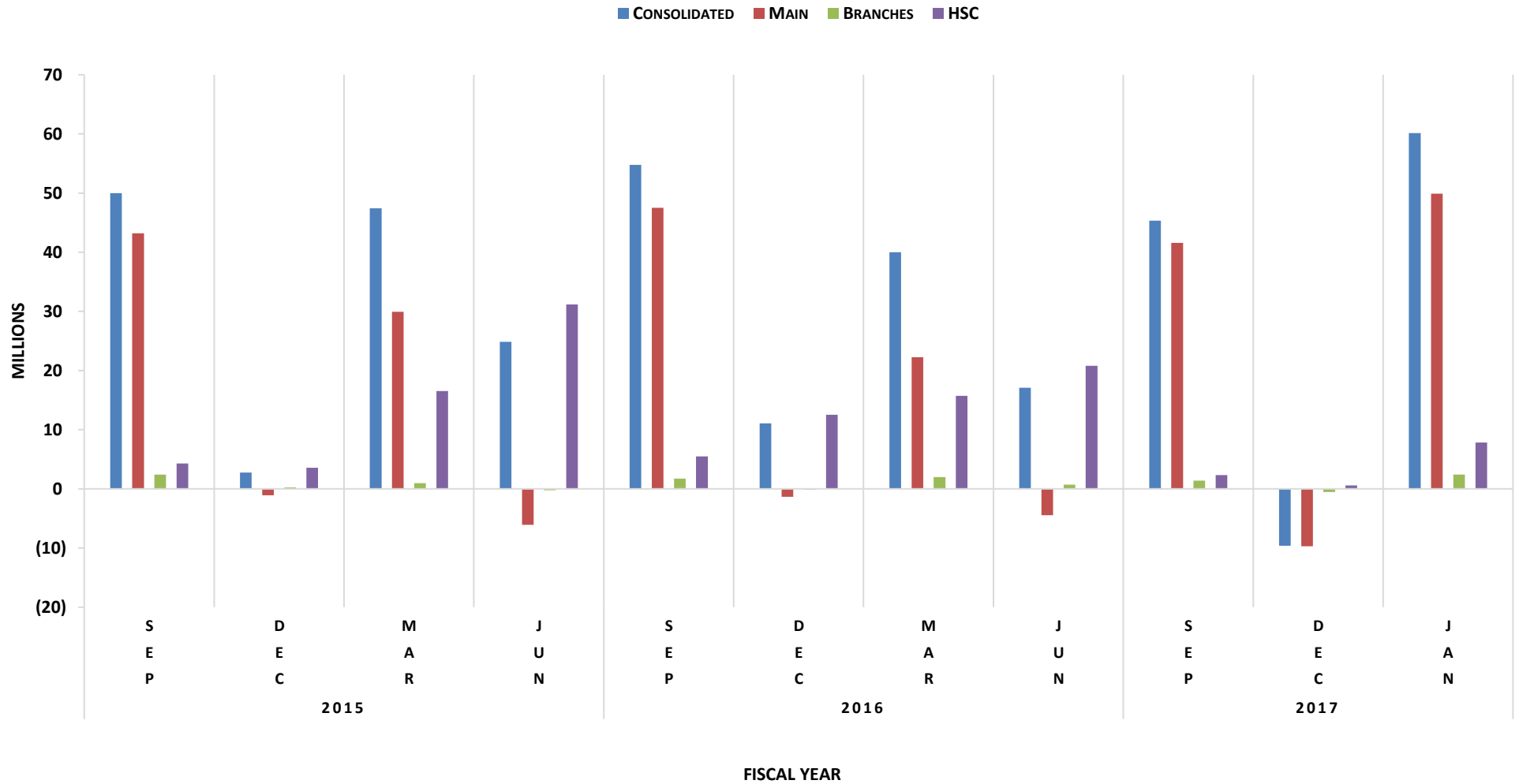
Summary of Items in the Consolidated Financial Report As of January 31, 2017

- Instruction & General – Tuition and Fees: The total projected central pooled tuition and fee shortfall for FY17 is currently estimated at approximately (\$1.5M). This is up from the preliminary mid-year projection due to lower than expected headcount and student credit hour enrollments for the spring semester. *Tuition and fee by campus is on page 8*
- Instruction & General – Other Revenue: The January Financial Report includes investment activity through December. Although investment income was down between October and November due to unrealized losses as a result of the rise in interest rates, the bond portfolio income is recovering as interest rates have fallen back to pre-election levels. Investment income activity appears to be on the rebound, the two bond portfolios returned .35% for the month of December (included in this report) and 2.15% for the month of January (to be included on next month's report) on a weighted average basis.
I&G – Other Revenue amounts begin on page 8



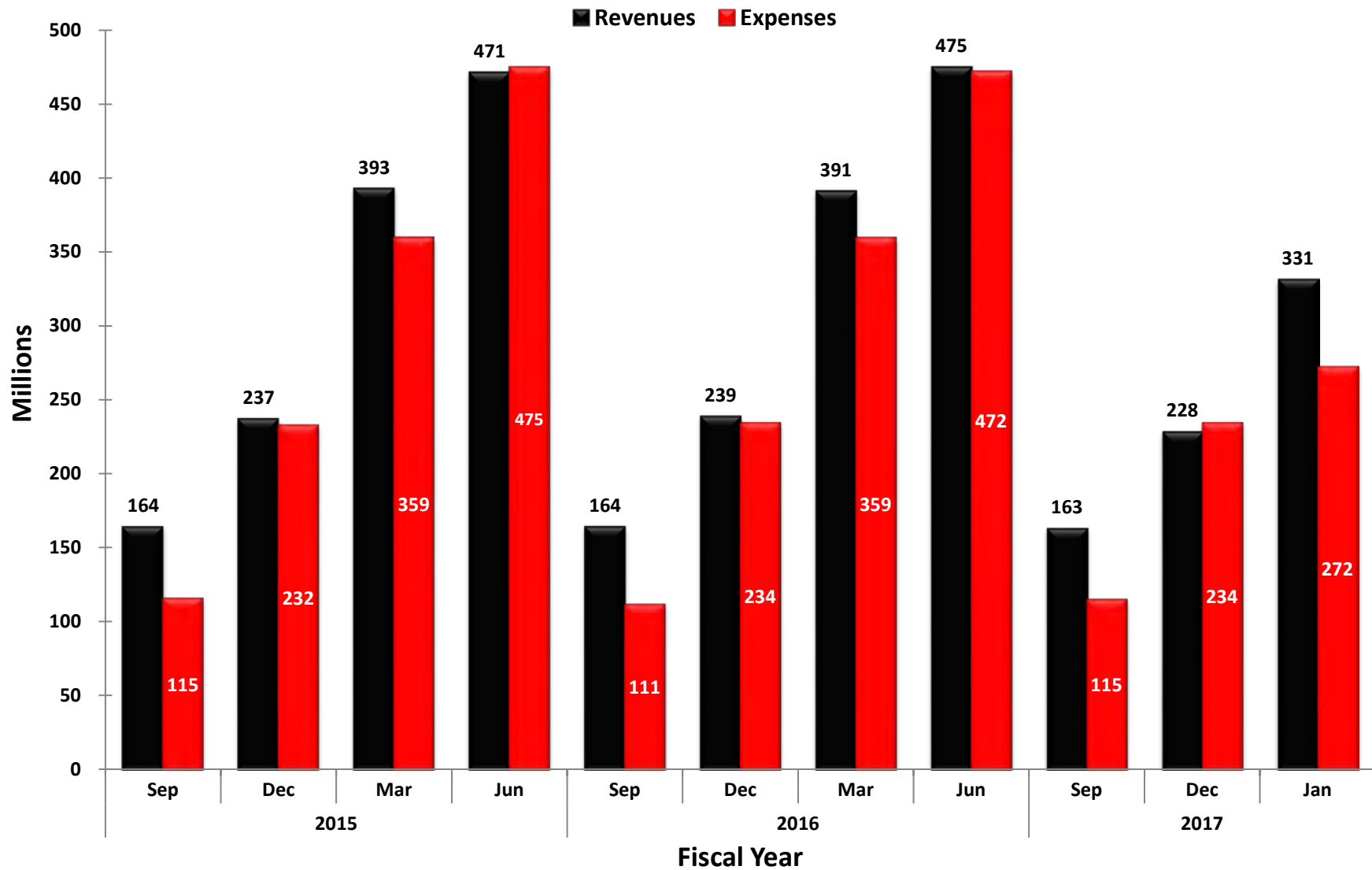
THE UNIVERSITY of
NEW MEXICO

CONSOLIDATED TOTAL OPERATIONS - 3 YEAR NET REVENUE / (EXPENSE)
FISCAL YEAR TO DATE AS OF JANUARY 31, 2017





YTD I&G Consolidated Revenues / Expenses (3 Year) Fiscal Year to Date as of January 31, 2017



Executive Budget Summary

University of New Mexico Consolidated Financial Report

FY 2017 UNM Re-Forecasted Budget

This report covers current fund operations for the University, including Main Campus, Branch Campuses, and HSC Campus. Budget adjustments were approved at the December Board of Regents meeting to reflect the current budget shortfall at the state level. Typically, HSC is the only campus that re-forecasts their operating budget on a monthly basis.

Instruction and General operation projects a use of reserves of \$16.3M for the FY 2017 UNM Re-Forecasted Budget. The use of reserves of \$16.3M is comprised of \$11.8M use of reserves at the Main Campus, a \$3.8M use of reserves at the Branch Campuses, and a \$663K unfavorable net margin at the HSC Campus. The \$11.8M use of reserves at Main Campus is primarily due to the budgeting of use of reserves in Provost Academic Affairs at 71% including \$1.3M to offset the mid-year State budget reduction, and Executive VP for Administration budgeting 25% of I&G reserves including \$358K to offset the mid-year State budget reduction. The \$663K unfavorable net margin at the HSC Campus is primarily due to the 5% cut in State funding for FY 2017.

The next block of information shows the **Unrestricted Research** operations. The FY 2017 UNM Re-Forecasted Budget projects a use of reserves of \$9.0M, of which \$7.2M use of reserves is related to Main Campus and a \$1.8M use of reserves is related to the HSC Campus. The \$7.2M use of reserves at Main Campus is primarily due to Provost Academic Affairs' departments budgeting reserves. The departments that budgeted the largest use of reserves are the College of Arts and Sciences, the School of Engineering, and VP for Research. At the HSC Campus, the \$1.8M use of reserves for non-recurring expenditures includes CTSC startup packages, equipment purchases and research supplies and College of Pharmacy equipment purchases and new faculty startup costs.

The third business category shown on the first page of this report is **Unrestricted Public Service**. The operations in this category include special projects funded by State Appropriations, for example Project ECHO, and non-endowed gifts flowing from the UNM Foundation to departments and many small events funded by user fees. The FY 2017 UNM Re-Forecasted Budget projects a use of reserves of \$6.6M. These reserves are comprised of \$4.8M use of reserves at the Main and Branch Campuses and a unfavorable net margin of \$1.8M at the HSC Campus. The \$4.8M use of reserves at the Main and Branch Campuses is primarily due to Provost Academic Affairs' departments budgeting reserves. The departments budgeting the largest use of reserves are the College of Arts and Sciences, the School of Engineering, the School of Law, and VP for Research. At the HSC Campus, the \$1.8M use of reserves includes anticipated equipment purchases and a budgeting of reserves in non-endowed spending indices.

Page 2 of this report begins with the **Student Aid** function. The FY 2017 UNM Re-Forecasted Budget projects a use of reserves of \$9.0M. These reserves are comprised of \$8.2M use of reserves at the Main and Branch Campuses and a use of reserves of \$784K at the HSC Campus. The budgeted use of reserves at Main Campus is primarily due to Provost Academic Affairs' departments budgeting reserves in endowed spending indices for the payout of major and departmental scholarships in the new fiscal year. Those departments include: VP Division of Enrollment Management, College of Fine Arts, College of Arts and Sciences, College of Education, and School of Law.

Student Activities are the operations of Student Government and Student organizations. The FY 2017 UNM Re-Forecasted Budget shows a use of reserves of \$671K.

Auxiliaries and Athletics

The FY 2017 UNM Re-Forecasted Budget for Auxiliaries and Athletics projects a use of reserves of \$914K. These reserves are primarily due to a combination of Athletics budgeting a \$445K use of reserves, VP for Institutional Support Services budgeting a \$363 use of reserves, VP for Student Affairs budgeting a use of reserves of \$27K, and the Provost and Other Units budgeting a \$79K net use of reserves.

Sponsored programs operations are our contract and grant research and public service projects funded by outside agencies and companies. These operations will always record a zero net revenue over expense by the nature of their funding. The agency pays for a service or research project, and normally any unspent funds must be returned to the agency.

The next block of numbers on the third page is a summary of our **Clinical Operations**. These operations are essentially all the patient care activities of the HSC Campus, including the UNM Hospitals, SOM physician professional services, Cancer Center operations and Housestaff/Medical Residents who are being trained in the UNM and VA hospitals. The FY 2017 UNM Re-Forecasted Budget projects a favorable net margin of \$1.2M. UNM Hospitals budgeted a favorable net margin of \$198K. The School of Medicine budgeted a favorable net margin of \$995K which is primarily due to increased clinical volumes at the UNM Cancer Center and Neurosurgery.

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Instruction and General						
Tuition and Fees Revenues						
Main Campus	156,412,912	148,825,966	(7,586,946)	95%	148,474,854	351,112
Branch Campuses	8,030,757	7,580,533	(450,224)	94%	7,544,015	36,518
HSC Campus	16,751,725	15,741,716	(1,010,009)	94%	14,183,233	1,558,483
Total Tuition and Fees Revenues	181,195,394	172,148,215	(9,047,179)	95%	170,202,102	1,946,113
State/Local Appropriations	265,605,520	154,923,242	(110,682,278)	58%	166,599,454	(11,676,212)
F & A Revenues	44,200,000	25,424,574	(18,775,426)	58%	24,758,209	666,365
Transfers	(52,790,120)	(30,987,976)	21,802,144	59%	(39,684,928)	8,696,952
Other Revenues	26,493,812	9,636,404	(16,857,408)	36%	17,935,626	(8,299,222)
Total Instruction and General Revenues	464,704,606	331,144,459	(133,560,147)	71%	339,810,463	(8,666,004)
Salaries	288,392,321	170,854,358	117,537,963	59%	170,730,722	(123,636)
Benefits	95,280,569	53,931,499	41,349,070	57%	53,441,178	(490,321)
Other Expenses	97,315,468	46,929,409	50,386,059	48%	48,858,909	1,929,500
Total Instruction and General Expenses	480,988,358	271,715,266	209,273,092	56%	273,030,809	1,315,543
Net Instruction and General Revenue/(Expense)	(16,283,752)	59,429,193	75,712,945		66,779,654	(7,350,461)
Research						
State/Local Appropriations	11,755,521	7,272,442	(4,483,079)	62%	6,906,261	366,181
Transfers	26,161,294	13,616,719	(12,544,575)	52%	12,281,354	1,335,365
Other Revenues	3,707,639	2,795,420	(912,219)	75%	2,729,680	65,740
Total Research Revenues	41,624,454	23,684,581	(17,939,873)	57%	21,917,295	1,767,286
Salaries and Benefits	28,426,502	14,604,006	13,822,496	51%	14,066,797	(537,209)
Other Expenses	22,211,876	10,093,992	12,117,884	45%	10,255,829	161,837
Total Research Expenses	50,638,378	24,697,998	25,940,380	49%	24,322,626	(375,372)
Net Research Revenue/(Expense)	(9,013,924)	(1,013,417)	8,000,507		(2,405,331)	1,391,914
Public Service						
State/Local Appropriations	3,420,150	1,995,171	(1,424,979)	58%	2,381,897	(386,726)
Sales and Services Revenues	14,281,269	8,017,453	(6,263,816)	56%	8,279,233	(261,780)
Gifts	9,135,730	6,641,018	(2,494,712)	73%	6,244,474	396,544
Transfers	3,110,354	980,675	(2,129,679)	32%	1,781,489	(800,814)
Other Revenues	7,814,332	4,627,119	(3,187,213)	59%	3,593,584	1,033,535
Total Public Service Revenues	37,761,835	22,261,436	(15,500,399)	59%	22,280,677	(19,241)
Salaries and Benefits	17,843,939	10,518,049	7,325,890	59%	9,833,749	(684,300)
Other Expenses	26,492,446	12,966,649	13,525,797	49%	11,969,729	(996,920)
Total Public Service Expenses	44,336,385	23,484,698	20,851,687	53%	21,803,478	(1,681,220)
Net Public Service Revenue/(Expense)	(6,574,550)	(1,223,262)	5,351,288		477,199	(1,700,461)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Student Aid						
Gifts	5,792,361	4,322,656	(1,469,705)	75%	3,611,813	710,843
State Lottery Scholarship	33,750,000	33,750,000	-	100%	33,347,285	402,715
Transfers	18,751,504	10,500,003	(8,251,501)	56%	9,877,075	622,928
Other Revenues	461,114	107,699	(353,415)	23%	752,405	(644,706)
Total Student Aid Revenues	58,754,979	48,680,358	(10,074,621)	83%	47,588,578	1,091,780
Salaries and Benefits	3,777,980	2,802,464	975,516	74%	2,672,254	(130,210)
Other Expenses	64,035,749	55,470,200	8,565,549	87%	54,924,003	(546,197)
Total Student Aid Expenses	67,813,729	58,272,664	9,541,065	86%	57,596,257	(676,407)
Net Student Aid Revenue/(Expense)	(9,058,750)	(9,592,306)	(533,556)		(10,007,679)	415,373
Student Social & Cultural Programs						
Fee Revenues	8,236,537	7,108,061	(1,128,476)	86%	7,082,402	25,659
Sales and Services Revenues	1,391,656	858,741	(532,915)	62%	943,825	(85,084)
Transfers	357,310	363,510	6,200	102%	350,267	13,243
Other Revenues	106,902	84,042	(22,860)	79%	105,620	(21,578)
Total Student Social & Cultural Programs Revenues	10,092,405	8,414,354	(1,678,051)	83%	8,482,114	(67,760)
Salaries and Benefits	5,690,893	3,254,937	2,435,956	57%	3,367,651	112,714
Other Expenses	5,072,271	2,243,984	2,828,287	44%	2,726,530	482,546
Total Student Social & Cultural Programs Expenses	10,763,164	5,498,921	5,264,243	51%	6,094,181	595,260
Net Student Social & Cultural Programs Revenue/(Expense)	(670,759)	2,915,433	3,586,192		2,387,933	527,500
Auxiliaries and Athletics						
Branch Campuses Auxiliary Revenues	3,273,656	1,520,996	(1,752,660)	46%	1,539,040	(18,044)
Main Campus Auxiliaries Revenues	53,302,291	41,438,794	(11,863,497)	78%	39,851,203	1,587,591
Athletics Revenues	36,429,912	24,566,425	(11,863,487)	67%	22,256,389	2,310,036
Total Auxiliaries and Athletics Revenues	93,005,859	67,526,215	(25,479,644)	73%	63,646,632	3,879,583
Branch Campuses Auxiliary Expenses	3,273,656	1,403,321	1,870,335	43%	1,637,916	234,595
Main Campus Auxiliaries Expenses	53,772,046	32,453,920	21,318,126	60%	31,078,860	(1,375,060)
Athletics Expenses	36,874,519	24,846,641	12,027,878	67%	22,894,521	(1,952,120)
Total Auxiliaries and Athletics Expenses	93,920,221	58,703,882	35,216,339	63%	55,611,297	(3,092,585)
Net Auxiliaries and Athletics Revenue/(Expense)	(914,362)	8,822,333	9,736,695		8,035,335	786,998

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	253,753,918	158,445,709	(95,308,209)	62%	159,964,718	(1,519,009)
State and Local Grants and Contracts Revenues	34,729,831	20,634,087	(14,095,744)	59%	19,506,367	1,127,720
Non-Governmental Grants and Contracts Revenues	30,719,656	19,841,967	(10,877,689)	65%	18,405,684	1,436,283
Gifts	-	-	-	N/A	-	-
Transfers	5,672,639	3,589,460	(2,083,179)	63%	3,431,387	158,073
Other Revenues	-	(946,621)	(946,621)	N/A	(745,734)	(200,887)
Total Sponsored Programs Revenues	324,876,044	201,564,602	(123,311,442)	62%	200,562,422	1,002,180
Salaries and Benefits	151,182,877	81,837,891	69,344,986	54%	80,425,602	(1,412,289)
Other Expenses	173,693,167	119,726,711	53,966,456	69%	120,136,820	410,109
Total Sponsored Programs Expenses	324,876,044	201,564,602	123,311,442	62%	200,562,422	(1,002,180)
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-
Clinical Operations						
State/Local Appropriations	25,305,380	14,761,400	(10,543,980)	58%	16,180,479	(1,419,079)
Physician Professional Fee Revenues	130,053,773	73,288,062	(56,765,711)	56%	68,142,672	5,145,390
Hospital Facility Revenues	902,747,843	527,001,384	(375,746,459)	58%	498,570,336	28,431,048
Other Patient Revenues, net of Allowance	162,983,762	90,093,204	(72,890,558)	55%	85,479,542	4,613,662
Mil Levy	95,977,991	55,987,161	(39,990,830)	58%	54,488,733	1,498,428
Investment Income	(273,140)	(83,057)	190,083	30%	174,958	(258,015)
Gifts	3,267,753	2,817,379	(450,374)	86%	1,316,253	1,501,126
Housestaff Revenues	37,907,661	22,805,757	(15,101,904)	60%	21,861,837	943,920
Other Revenues	24,454,058	11,551,883	(12,902,175)	47%	10,111,567	1,440,316
Total Clinical Operations Revenues	1,382,425,081	798,223,173	(584,201,908)	58%	756,326,377	41,896,796
Salaries and Benefits	762,841,326	439,684,387	323,156,939	58%	403,668,655	(36,015,732)
Interest Expense	3,846,613	2,243,852	1,602,761	58%	2,239,606	(4,246)
Housestaff Expenses	37,907,661	22,151,539	15,756,122	58%	21,637,564	(513,975)
Other Expenses	576,637,223	333,339,409	243,297,814	58%	320,763,462	(12,575,947)
Total Clinical Operations Expenses	1,381,232,823	797,419,187	583,813,636	58%	748,309,287	(49,109,900)
Net Clinical Operations Revenue/(Expense)	1,192,258	803,986	(388,272)		8,017,090	(7,213,104)
Contingencies						
Total Contingency Revenues	3,193,825	-	(3,193,825)	0%	-	-
Total Contingency Expenses	1,141,647	-	(1,141,647)	0%	-	-
Net Contingencies Revenue/(Expense)	2,052,178	-	(2,052,178)		-	-
Net Current Revenue/(Expense)	(39,271,661)	60,141,960	99,413,621		73,284,201	(13,142,241)

*** Clinical Operations include the SOM Clinical Departments which currently have a consolidated gain of \$636,098 and UNM Hospitals operations which currently has a net margin of \$167,888

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Results of Athletics Operations:						
Athletics Revenues	39,245,714	26,196,689	(13,049,025)	67%	24,318,587	1,878,102
Athletics Transfers	(2,815,802)	(1,630,264)	1,185,538	58%	(2,062,198)	431,934
Total Athletics Revenues	36,429,912	24,566,425	(11,863,487)	67%	22,256,389	2,310,036
Athletics Expenses						
Salaries and Benefits	14,466,109	8,862,203	5,603,906	61%	8,718,613	(143,590)
Grant-in-Aid	4,615,847	4,043,464	572,383	88%	3,934,145	(109,319)
Other Expenses	17,792,563	11,940,974	5,851,589	67%	10,241,763	(1,699,211)
Total Athletics Expenses	36,874,519	24,846,641	12,027,878	67%	22,894,521	(1,952,120)
Total Net Athletics Revenue/(Expense)	(444,607)	(280,216)	164,391		(638,132)	357,916
Results of Auxiliary Operations:						
VP for Institutional Support Services						
Bookstore Revenues	14,358,413	10,688,647	(3,669,766)	74%	11,701,819	(1,013,172)
Bookstore Transfers	(410,888)	(204,167)	206,721	50%	(204,167)	-
Total Bookstore Revenues	13,947,525	10,484,480	(3,463,045)	75%	11,497,652	(1,013,172)
Total Bookstore Expenses	13,947,525	9,458,852	4,488,673	68%	10,010,323	551,471
Net Bookstore Revenue/(Expense)	-	1,025,628	1,025,628		1,487,329	(461,701)
Faculty & Staff Club Revenues	45,000	25,899	(19,101)	58%	62,829	(36,930)
Faculty & Staff Club Expenses	73,191	36,578	36,613	50%	36,487	(91)
Net Faculty & Staff Club Revenue/(Expense)	(28,191)	(10,679)	17,512		26,342	(37,021)
Food Service/Dining Revenues	2,444,914	1,347,373	(1,097,541)	55%	1,325,661	21,712
Food Service/Dining Transfers	(520,357)	(36,767)	483,590	7%	(34,167)	(2,600)
Total Food Service/Dining Revenues	1,924,557	1,310,606	(613,951)	68%	1,291,494	19,112
Total Food Service/Dining Expenses	1,924,557	781,919	1,142,638	41%	917,618	135,699
Net Food Service/Dining Revenue/(Expense)	-	528,687	528,687		373,876	154,811
Golf Courses Revenues	2,394,850	983,446	(1,411,404)	41%	994,169	(10,723)
Golf Courses Transfers	(39,250)	(11,168)	28,082	28%	(22,896)	11,728
Total Golf Courses Revenues	2,355,600	972,278	(1,383,322)	41%	971,273	1,005
Total Golf Courses Expenses	2,355,600	1,284,445	1,071,155	55%	1,295,341	10,896
Net Golf Courses Revenue/(Expense)	-	(312,167)	(312,167)		(324,068)	11,901
Housing	10,408,000	11,199,972	791,972	108%	10,659,680	540,292
Housing Transfers	(2,134,240)	(2,578,306)	(444,066)	121%	(2,795,867)	217,561
Total Housing Revenues	8,273,760	8,621,666	347,906	104%	7,863,813	757,853
Total Housing Expense	8,273,760	4,672,763	3,600,997	56%	4,668,799	(3,964)
Net Housing Revenue/(Expense)	-	3,948,903	3,948,903		3,195,014	753,889
Other Revenues	1,350,000	800,000	(550,000)	59%	751,931	48,069
Other Transfers	(1,677,000)	(1,177,500)	499,500	70%	(1,167,500)	(10,000)
Total Other Revenues	(327,000)	(377,500)	(50,500)	115%	(415,569)	38,069
Total Other Expense	8,162	-	8,162	0%	-	-
Net Other Revenue/(Expense)	(335,162)	(377,500)	(42,338)		(415,569)	38,069

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Parking and Transportation Revenues	8,641,253	5,984,430	(2,656,823)	69%	6,071,541	(87,111)
Parking and Trans Transfers	(2,204,991)	(1,158,434)	1,046,557	53%	(1,142,915)	(15,519)
Total Parking and Trans Revenues	6,436,262	4,825,996	(1,610,266)	75%	4,928,626	(102,630)
Total Parking and Trans Expenses	6,436,262	3,524,411	2,911,851	55%	3,455,506	(68,905)
Net Parking and Trans Revenue/(Expense)	-	1,301,585	1,301,585		1,473,120	(171,535)
Popejoy Events Revenues	7,995,978	5,842,559	(2,153,419)	73%	3,462,453	2,380,106
Popejoy Events Transfers	-	(3,270)	(3,270)	N/A	-	(3,270)
Total Popejoy Events Revenues	7,995,978	5,839,289	(2,156,689)	73%	3,462,453	2,376,836
Total Popejoy Events Expenses	7,995,978	5,847,715	2,148,263	73%	3,544,919	(2,302,796)
Net Popejoy Events Revenue/(Expense)	-	(8,426)	(8,426)		(82,466)	74,040
Taos & Lawrence Ranch Revenues	58,784	62,202	3,418	106%	38,267	23,935
Taos & Lawrence Ranch Expenses	58,784	34,237	24,547	58%	41,750	7,513
Net Taos & Lawrence Ranch Revenue/(Expense)	-	27,965	27,965		(3,483)	31,448
Ticketing Services Revenues	1,050,795	822,735	(228,060)	78%	781,928	40,807
Ticketing Services Transfers	-	-	-	N/A	-	-
Total Ticketing Services Revenues	1,050,795	822,735	(228,060)	78%	781,928	40,807
Total Ticketing Services Expenses	1,050,795	600,844	449,951	57%	607,187	6,343
Net Ticketing Services Revenue/(Expense)	-	221,891	221,891		174,741	47,150
Total VP for Institutional Support Services Revenues	41,761,261	32,587,651	(9,173,610)	78%	30,482,766	2,104,885
Total VP for Institutional Support Services Expenses	42,124,614	26,241,764	15,882,850	62%	24,577,930	(1,663,834)
Net VP for Institutional Support Services Revenue/(Expense)	(363,353)	6,345,887	6,709,240		5,904,836	441,051
VP for Student Affairs						
Lobo Cash Revenues	89,315	57,355	(31,960)	64%	65,776	(8,421)
Lobo Cash Expenses	89,315	74,011	(15,304)	83%	36,560	(37,451)
Net Lobo Cash Revenue/(Expense)	-	(16,656)	(16,656)		29,216	(45,872)
Student Health Center Revenues	7,966,426	6,139,555	(1,826,871)	77%	6,313,912	(174,357)
Student Health Center Expenses	7,994,119	4,295,127	3,698,992	54%	4,418,670	123,543
Net Student Health Center Revenue/(Expense)	(27,693)	1,844,428	1,872,121		1,895,242	(50,814)
Student Union Revenues	3,228,157	2,470,417	(757,740)	77%	2,823,905	(353,488)
Student Union Expenses	3,228,157	1,658,629	1,569,528	51%	1,856,964	198,335
Net Student Union Revenue/(Expense)	-	811,788	811,788		966,941	(155,153)
Total VP for Student Affairs Revenues	11,283,898	8,667,327	(2,616,571)	77%	9,203,593	(536,266)
Total VP for Student Affairs Expenses	11,311,591	6,027,767	5,253,216	53%	6,312,194	284,427
Net VP for Student Affairs Revenue/(Expense)	(27,693)	2,639,560	2,667,253		2,891,399	(251,839)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Provost and Other Units						
Art Museum Revenues	5,500	724	(4,776)	13%	2,059	(1,335)
Art Museum Expenses	8,500	799	7,701	9%	703	(96)
Net Art Museum Revenue/(Expense)	(3,000)	(75)	2,925		1,356	(1,431)
CE Conference Ctr Revenues	225,000	165,981	(59,019)	74%	162,674	3,307
CE Conference Ctr Transfers	-	12,715	12,715	N/A	(33,100)	45,815
Total CE Conference Ctr Revenues	225,000	178,696	(46,304)	79%	129,574	49,122
Total CE Conference Ctr Expenses	225,000	137,235	87,765	61%	139,258	2,023
Net CE Conference Ctr Revenue/(Expense)	-	41,461	41,461		(9,684)	51,145
Maxwell Museum Revenues	40,000	25,726	(14,274)	64%	31,593	(5,867)
Maxwell Museum Expenses	40,000	10,012	29,988	25%	8,018	(1,994)
Net Maxwell Museum Revenue/(Expense)	-	15,714	15,714		23,575	(7,861)
Other Revenues	(13,368)	(21,330)	(7,962)	160%	1,618	(22,948)
Other Expenses	62,341	36,343	25,998	58%	40,757	4,414
Net Other Revenue/(Expense)	(75,709)	(57,673)	18,036		(39,139)	(18,534)
Total Provost and Other Units Revenues	257,132	183,816	(73,316)	71%	164,844	18,972
Total Provost and Other Units Expenses	335,841	184,389	151,452	55%	188,736	4,347
Net Provost and Other Units Revenue/(Expense)	(78,709)	(573)	78,136		(23,892)	23,319
Auxiliary Totals						
Total Auxiliary Revenues	53,302,291	41,438,794	(11,863,497)	78%	39,851,203	1,587,591
Total Auxiliary Expenses	53,772,046	32,453,920	21,318,126	60%	31,078,860	(1,375,060)
Net Auxiliary Revenue/(Expense)	(469,755)	8,984,874	9,454,629		8,772,343	212,531
Net Athletics Revenue/(Expense)	(444,607)	(280,216)	164,391		(638,132)	357,916
Net Auxiliary and Athletics Revenue/(Expense)	(914,362)	8,704,658	9,619,020		8,134,211	570,447
Net Branch Campuses Aux Revenue/(Expense)	-	117,675	117,675		(98,876)	216,551
Net All Auxiliary and Athletics Revenue/(Expense)	(914,362)	8,822,333	9,736,695		8,035,335	786,998

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

Main Campus - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Instruction and General						
Tuition and Fees Revenues	156,412,912	148,825,966	(7,586,946)	95%	148,474,854	351,112
State/Local Appropriations	178,567,500	104,164,375	(74,403,125)	58%	112,291,783	(8,127,408)
F & A Revenues	20,200,000	11,354,906	(8,845,094)	56%	10,901,442	453,464
Transfers	(53,713,813)	(29,738,495)	23,975,318	55%	(34,479,246)	4,740,751
Other Revenues	15,978,843	2,796,862	(13,181,981)	18%	8,245,420	(5,448,558)
Total Instruction and General Revenues	317,445,442	237,403,614	(80,041,828)	75%	245,434,253	(8,030,639)
Salaries	194,880,391	116,610,996	78,269,395	60%	116,792,946	181,950
Benefits	64,950,987	37,062,839	27,888,148	57%	37,121,162	58,323
Other Expenses	69,397,925	33,991,284	35,406,641	49%	34,983,731	992,447
Total Instruction and General Expenses	329,229,303	187,665,119	141,564,184	57%	188,897,839	1,232,720
Net Instruction and General Revenue/(Expense)	(11,783,861)	49,738,495	61,522,356		56,536,414	(6,797,919)
Research						
State/Local Appropriations	1,863,350	1,086,954	(776,396)	58%	1,172,703	(85,749)
Transfers	13,666,997	7,484,797	(6,182,200)	55%	6,616,050	868,747
Other Revenues	1,038,550	1,387,417	348,867	134%	1,062,395	325,022
Total Research Revenues	16,568,897	9,959,168	(6,609,729)	60%	8,851,148	1,108,020
Salaries and Benefits	12,529,822	6,784,537	5,745,285	54%	6,559,603	(224,934)
Other Expenses	11,270,523	4,702,166	6,568,357	42%	5,245,665	543,499
Total Research Expenses	23,800,345	11,486,703	12,313,642	48%	11,805,268	318,565
Net Research Revenue/(Expense)	(7,231,448)	(1,527,535)	5,703,913		(2,954,120)	1,426,585
Public Service						
State/Local Appropriations	3,165,550	1,846,571	(1,318,979)	58%	2,221,653	(375,082)
Sales and Services Revenues	8,561,451	4,494,298	(4,067,153)	52%	4,695,767	(201,469)
Gifts	7,202,583	5,250,581	(1,952,002)	73%	4,610,029	640,552
Transfers	(1,123,329)	(342,280)	781,049	30%	(359,224)	16,944
Other Revenues	4,937,508	2,933,113	(2,004,395)	59%	2,933,256	(143)
Total Public Service Revenues	22,743,763	14,182,283	(8,561,480)	62%	14,101,481	80,802
Salaries and Benefits	12,143,556	7,443,918	4,699,638	61%	7,631,567	187,649
Other Expenses	15,223,089	7,073,074	8,150,015	46%	7,739,365	666,291
Total Public Service Expenses	27,366,645	14,516,992	12,849,653	53%	15,370,932	853,940
Net Public Service Revenue/(Expense)	(4,622,882)	(334,709)	4,288,173		(1,269,451)	934,742

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
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Preliminary and Unaudited

Main Campus - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Student Aid						
Private Grants/Gifts	3,892,964	3,225,550	(667,414)	83%	2,701,060	524,490
State Lottery Scholarships	33,750,000	33,750,000	-	100%	33,347,285	402,715
Transfers	16,175,347	8,971,680	(7,203,667)	55%	8,389,182	582,498
Other Revenues	444,114	91,997	(352,117)	21%	735,382	(643,385)
Total Student Aid Revenues	54,262,425	46,039,227	(8,223,198)	85%	45,172,909	866,318
Salaries and Benefits	1,900,769	1,568,060	332,709	82%	1,663,552	95,492
Other Expenses	60,442,845	54,003,975	6,438,870	89%	53,463,029	(540,946)
Total Student Aid Expenses	62,343,614	55,572,035	6,771,579	89%	55,126,581	(445,454)
Net Student Aid Revenue/(Expense)	(8,081,189)	(9,532,808)	(1,451,619)		(9,953,672)	420,864
	(8,081,189)					
Student Social & Cultural Programs	-					
Fee Revenues	8,006,537	6,882,308	(1,124,229)	86%	6,851,103	31,205
Sales and Services Revenues	1,330,557	812,881	(517,676)	61%	898,511	(85,630)
Transfers	405,670	412,870	7,200	102%	373,855	39,015
Other Revenues	104,402	81,313	(23,089)	78%	104,720	(23,407)
Total Student Social & Cultural Programs Revenues	9,847,166	8,189,372	(1,657,794)	83%	8,228,189	(38,817)
Salaries and Benefits	5,682,587	3,250,824	2,431,763	57%	3,348,065	97,241
Other Expenses	4,789,513	2,102,918	2,686,595	44%	2,580,471	477,553
Total Student Social & Cultural Programs Expenses	10,472,100	5,353,742	5,118,358	51%	5,928,536	574,794
Net Student Social & Cultural Programs Revenue/(Expense)	(624,934)	2,835,630	3,460,564		2,299,653	535,977
Auxiliaries						
Auxiliaries Revenues	53,302,291	41,438,794	(11,863,497)	78%	39,851,203	1,587,591
Athletics Revenues	36,429,912	24,566,425	(11,863,487)	67%	22,256,389	2,310,036
Total Auxiliaries Revenues	89,732,203	66,005,219	(23,726,984)	74%	62,107,592	3,897,627
Auxiliaries Expenses	53,772,046	32,453,920	21,318,126	60%	31,078,860	(1,375,060)
Athletics Expenses	36,874,519	24,846,641	12,027,878	67%	22,894,521	(1,952,120)
Total Auxiliaries Expenses	90,646,565	57,300,561	33,346,004	63%	53,973,381	(3,327,180)
Net Auxiliaries and Athletics Revenue/(Expense)	(914,362)	8,704,658	9,619,020		8,134,211	570,447

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

Main Campus - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	144,273,888	95,056,664	(49,217,224)	66%	97,747,580	(2,690,916)
State and Local Grants and Contracts Revenues	17,087,338	10,644,332	(6,443,006)	62%	9,410,967	1,233,365
Non-Governmental Grants and Contracts Revenues	12,600,000	8,270,471	(4,329,529)	66%	8,439,615	(169,144)
Gifts	-	-	-	N/A	-	-
Transfers	2,885,000	1,311,396	(1,573,604)	45%	918,458	392,938
Other Revenues	-	(946,621)	(946,621)	N/A	(728,301)	(218,320)
Total Sponsored Programs Revenues	176,846,226	114,336,242	(62,509,984)	65%	115,788,319	(1,452,077)
Salaries and Benefits	67,960,226	32,328,813	35,631,413	48%	31,828,186	(500,627)
Other Expenses	108,886,000	82,007,429	26,878,571	75%	83,960,133	1,952,704
Total Sponsored Programs Expenses	176,846,226	114,336,242	62,509,984	65%	115,788,319	1,452,077
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-
Contingencies						
Total Contingency Revenues	(407,971)	-	407,971	0%	-	-
Total Contingency Expenses	74,851	-	(74,851)	0%	-	-
Net Contingencies Revenue/(Expense)	(482,822)	-	482,822		-	-
Net Current Revenue/(Expense)	(33,741,498)	49,883,731	83,625,229		52,793,035	(2,909,304)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

Branch Campuses - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Instruction and General						
Tuition and Fees Revenues	8,030,757	7,580,533	(450,224)	94%	7,544,015	36,518
State/Local Appropriations	27,260,320	15,901,853	(11,358,467)	58%	16,708,534	(806,681)
Transfers	(2,339,051)	(2,563,125)	(224,074)	110%	(1,546,034)	(1,017,091)
Other Revenues	691,664	649,777	(41,887)	94%	621,952	27,825
Total Instruction and General Revenues	33,643,690	21,569,038	(12,074,652)	64%	23,328,467	(1,759,429)
Salaries	21,185,791	11,803,770	9,382,021	56%	11,878,021	74,251
Benefits	6,892,695	3,688,206	3,204,489	54%	3,665,685	(22,521)
Other Expenses	9,402,122	4,014,034	5,388,088	43%	4,326,028	311,994
Total Instruction and General Expenses	37,480,608	19,506,010	17,974,598	52%	19,869,734	363,724
Net Instruction and General Revenue/(Expense)	(3,836,918)	2,063,028	5,899,946		3,458,733	(1,395,705)
Public Service						
State/Local Appropriations	-	-	-	N/A	-	
Sales and Services Revenues	397,098	243,782	(153,316)	61%	322,623	(78,841)
Gifts	79,035	221,450	142,415	280%	108,344	113,106
Transfers	40,000	(1,184)	(41,184)	-3%	45,453	(46,637)
Other Revenues	-	94,552	94,552	N/A	191	94,361
Total Public Service Revenues	516,133	558,600	42,467	108%	476,611	81,989
Salaries and Benefits	253,669	283,874	(30,205)	112%	239,591	(44,283)
Other Expenses	452,531	138,209	314,322	31%	114,932	(23,277)
Total Public Service Expenses	706,200	422,083	284,117	60%	354,523	(67,560)
Net Public Service Revenue/(Expense)	(190,067)	136,517	326,584		122,088	14,429
Student Aid						
Private Grants/Gifts	100,025	53,338	(46,687)	53%	42,135	11,203
Transfers	378,110	278,116	(99,994)	74%	186,322	91,794
Other Revenues	17,000	15,702	(1,298)	92%	17,023	(1,321)
Total Student Aid Revenues	495,135	347,156	(147,979)	70%	245,480	101,676
Salaries and Benefits	12,225	10,910	1,315	89%	10,073	(837)
Other Expenses	676,110	299,728	376,382	44%	380,921	81,193
Total Student Aid Expenses	688,335	310,638	377,697	45%	390,994	80,356
Net Student Aid Revenue/(Expense)	(193,200)	36,518	229,718		(145,514)	182,032

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

Branch Campuses - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Student Social & Cultural Programs						
Fee Revenues	230,000	225,753	(4,247)	98%	231,299	(5,546)
Sales and Services Revenues	9,900	8,150	(1,750)	82%	8,422	(272)
Transfers	(40,000)	(41,000)	(1,000)	103%	(37,500)	(3,500)
Other Revenues	-	79	79	N/A	-	79
Total Student Social & Cultural Programs Revenues	199,900	192,982	(6,918)	97%	202,221	(9,239)
Salaries and Benefits	7,840	3,647	4,193	47%	19,418	15,771
Other Expenses	192,360	117,179	75,181	61%	111,009	(6,170)
Total Student Social & Cultural Programs Expenses	200,200	120,826	79,374	60%	130,427	9,601
Net Student Social & Cultural Programs Revenue/(Expense)	(300)	72,156	72,456		71,794	362
Auxiliaries						
Bookstore Revenues	1,929,560	1,383,917	(545,643)	72%	1,365,435	18,482
Housing and Food Service Revenues	770,000	88,262	(681,738)	11%	97,816	(9,554)
Transfers	(52,500)	(62,500)	(10,000)	119%	(10,000)	(52,500)
Other Auxiliaries Revenues	626,596	111,317	(515,279)	18%	85,789	25,528
Total Auxiliaries Revenues	3,273,656	1,520,996	(1,752,660)	46%	1,539,040	(18,044)
Bookstore Expenses	1,929,560	1,058,566	870,994	55%	1,291,775	233,209
Housing and Food Service Expenses	717,500	70,656	646,844	10%	79,062	8,406
Other Auxiliaries Expenses	626,596	274,099	352,497	44%	267,079	(7,020)
Total Auxiliaries Expenses	3,273,656	1,403,321	1,870,335	43%	1,637,916	234,595
Net Auxiliaries Revenue/(Expense)	-	117,675	117,675		(98,876)	216,551
Sponsored Programs						
Federal Grants and Contracts Revenues	6,337,373	4,728,332	(1,609,041)	75%	4,148,697	579,635
State and Local Grants and Contracts Revenues	2,310,476	849,248	(1,461,228)	37%	1,011,446	(162,198)
Non-Governmental Grants and Contracts Revenues	-	(10,402)	(10,402)	N/A	19,353	(29,755)
Gifts	-	-	-	N/A	-	-
Transfers	-	153,691	153,691	N/A	377,375	(223,684)
Other Revenues	-	-	-	N/A	(17,433)	17,433
Total Sponsored Programs Revenues	8,647,849	5,720,869	(2,926,980)	66%	5,539,438	181,431
Salaries and Benefits	5,168,748	3,535,706	1,633,042	68%	3,464,330	(71,376)
Other Expenses	3,479,101	2,185,163	1,293,938	63%	2,075,108	(110,055)
Total Sponsored Programs Expenses	8,647,849	5,720,869	2,926,980	66%	5,539,438	(181,431)
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-
Net Current Revenue/(Expense)	(4,220,485)	2,425,894	6,646,379		3,408,225	(982,331)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
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Health Sciences Center - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Instruction and General						
Tuition and Fees Revenues	16,751,725	15,741,716	(1,010,009)	94%	14,183,233	1,558,483
State/Local Appropriations	59,777,700	34,857,014	(24,920,686)	58%	37,599,137	(2,742,123)
F & A Revenues	24,000,000	14,069,668	(9,930,332)	59%	13,856,767	212,901
Transfers	3,262,744	1,313,644	(1,949,100)	40%	(3,659,648)	4,973,292
Other Revenues	9,823,305	6,189,765	(3,633,540)	63%	9,068,254	(2,878,489)
Total Instruction and General Revenues	113,615,474	72,171,807	(41,443,667)	64%	71,047,743	1,124,064
Salaries	72,326,139	42,439,592	29,886,547	59%	42,059,755	(379,837)
Benefits	23,436,887	13,180,454	10,256,433	56%	12,654,331	(526,123)
Other Expenses	18,515,421	8,924,091	9,591,330	48%	9,549,150	625,059
Total Instruction and General Expenses	114,278,447	64,544,137	49,734,310	56%	64,263,236	(280,901)
Net Instruction and General Revenue/(Expense)	(662,973)	7,627,670	8,290,643		6,784,507	843,163
Research						
State/Local Appropriations	9,892,171	6,185,488	(3,706,683)	63%	5,733,558	451,930
Generated Revenues	405,501	225,610	(179,891)	56%	222,867	2,743
Transfers	12,494,297	6,131,922	(6,362,375)	49%	5,665,304	466,618
Other Revenues	2,263,588	1,182,393	(1,081,195)	52%	1,444,418	(262,025)
Total Research Revenues	25,055,557	13,725,413	(11,330,144)	55%	13,066,147	659,266
Salaries and Benefits	15,896,680	7,819,469	8,077,211	49%	7,507,194	(312,275)
Other Expenses	10,941,353	5,391,826	5,549,527	49%	5,010,164	(381,662)
Total Research Expenses	26,838,033	13,211,295	13,626,738	49%	12,517,358	(693,937)
Net Research Revenue/(Expense)	(1,782,476)	514,118	2,296,594		548,789	(34,671)
Public Service						
State/Local Appropriations	254,600	148,600	(106,000)	58%	160,244	(11,644)
Sales and Services Revenues	5,322,720	3,279,373	(2,043,347)	62%	3,260,843	18,530
Gifts	1,854,112	1,168,987	(685,125)	63%	1,526,101	(357,114)
Transfers	4,193,683	1,324,139	(2,869,544)	32%	2,095,260	(771,121)
Other Revenues	2,876,824	1,599,454	(1,277,370)	56%	660,137	939,317
Total Public Service Revenues	14,501,939	7,520,553	(6,981,386)	52%	7,702,585	(182,032)
Salaries and Benefits	5,446,714	2,790,257	2,656,457	51%	1,962,591	(827,666)
Other Expenses	10,816,826	5,755,366	5,061,460	53%	4,115,432	(1,639,934)
Total Public Service Expenses	16,263,540	8,545,623	7,717,917	53%	6,078,023	(2,467,600)
Net Public Service Revenue/(Expense)	(1,761,601)	(1,025,070)	736,531		1,624,562	(2,649,632)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

Health Sciences Center - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Student Aid						
Gifts	1,799,372	1,043,768	(755,604)	58%	868,618	175,150
Investment Income	-	-	-	N/A	-	-
Transfers	2,198,047	1,250,207	(947,840)	57%	1,301,571	(51,364)
Other Revenues	-	-	-	N/A	-	-
Total Student Aid Revenues	3,997,419	2,293,975	(1,703,444)	57%	2,170,189	123,786
Salaries and Benefits	1,864,986	1,223,494	641,492	66%	998,629	(224,865)
Other Expenses	2,916,794	1,166,497	1,750,297	40%	1,080,053	(86,444)
Total Student Aid Expenses	4,781,780	2,389,991	2,391,789	50%	2,078,682	(311,309)
Net Student Aid Revenue/(Expense)	(784,361)	(96,016)	688,345		91,507	(187,523)
Student Social & Cultural Programs						
Fee Revenues	-	-	-	N/A	-	-
Sales and Services Revenues	51,199	37,710	(13,489)	74%	36,892	818
Transfers	(8,360)	(8,360)	-	100%	13,912	(22,272)
Other Revenues	2,500	2,650	150	106%	900	1,750
Total Student Social & Cultural Programs Revenues	45,339	32,000	(13,339)	71%	51,704	(19,704)
Salaries and Benefits	466	466	-	100%	168	(298)
Other Expenses	90,398	23,887	66,511	26%	35,050	11,163
Total Student Social & Cultural Programs Expenses	90,864	24,353	66,511	27%	35,218	10,865
Net Student Social & Cultural Programs Revenue/(Expense)	(45,525)	7,647	53,172		16,486	(8,839)
Sponsored Programs						
Federal Grants and Contracts Revenues	103,142,657	58,660,713	(44,481,944)	57%	58,068,441	592,272
State and Local Grants and Contracts Revenues	15,332,017	9,140,507	(6,191,510)	60%	9,083,954	56,553
Non-Governmental Grants and Contracts Revenues	18,119,656	11,581,898	(6,537,758)	64%	9,946,716	1,635,182
Gifts	-	-	-	N/A	-	-
Other Revenues	-	-	-	N/A	-	-
Transfers	2,787,639	2,124,373	(663,266)	76%	2,135,554	(11,181)
Total Sponsored Programs Revenues	139,381,969	81,507,491	(57,874,478)	58%	79,234,665	2,272,826
Salaries and Benefits	78,053,903	45,973,372	32,080,531	59%	45,133,086	(840,286)
Other Expenses	61,328,066	35,534,119	25,793,947	58%	34,101,579	(1,432,540)
Total Sponsored Programs Expenses	139,381,969	81,507,491	57,874,478	58%	79,234,665	(2,272,826)
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the seven month ended January 31, 2017
Preliminary and Unaudited

Health Sciences Center - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%	FY 2016 Year-to-Date Actual	FY 2017 YTD Actual Change From FY 2016 YTD Actual
Clinical Operations						
State/Local Appropriations	25,305,380	14,761,400	(10,543,980)	58%	16,180,479	(1,419,079)
Physician Professional Fee Revenues	130,053,773	73,288,062	(56,765,711)	56%	68,142,672	5,145,390
Hospital Facility Revenues	902,747,843	527,001,384	(375,746,459)	58%	498,570,336	28,431,048
Other Patient Revenues, net of Allowance	162,983,762	90,093,204	(72,890,558)	55%	85,479,542	4,613,662
Mil Levy	95,977,991	55,987,161	(39,990,830)	58%	54,488,733	1,498,428
Investment Income	(273,140)	(83,057)	190,083	30%	174,958	(258,015)
Gifts	3,267,753	2,817,379	(450,374)	86%	1,316,253	1,501,126
Housestaff Revenues	37,907,661	22,805,757	(15,101,904)	60%	21,861,837	943,920
Other Revenues	24,454,058	11,551,883	(12,902,175)	47%	10,111,567	1,440,316
Total Clinical Operations Revenues	1,382,425,081	798,223,173	(584,201,908)	58%	756,326,377	41,896,796
Salaries and Benefits	762,841,326	439,684,387	323,156,939	58%	403,668,655	(36,015,732)
Interest Expense	3,846,613	2,243,852	1,602,761	58%	2,239,606	(4,246)
Housestaff Expenses	37,907,661	22,151,539	15,756,122	58%	21,637,564	(513,975)
Other Expenses	576,637,223	333,339,409	243,297,814	58%	320,763,462	(12,575,947)
Total Clinical Operations Expenses	1,381,232,823	797,419,187	583,813,636	58%	748,309,287	(49,109,900)
Net Clinical Operations Revenue/(Expense)	1,192,258	803,986	(388,272)		8,017,090	(7,213,104)
Contingencies						
Total Contingency Revenues	3,601,796	-	(3,601,796)	0%	-	-
Total Contingency Expenses	1,066,796	-	1,066,796	0%	-	-
Net Contingencies Revenue/(Expense)	2,535,000	-	(2,535,000)		-	-
Net Current Revenue/(Expense)	(1,309,678)	7,832,335	9,142,013		17,082,941	(9,250,606)

*** Clinical Operations include the SOM Clinical Departments which currently have a consolidated gain of \$636,098 and UNM Hospitals operations which currently has a net margin of \$167,888

Statements of Revenues, Expenses and Changes in Net Assets - UNM Regents Format
For the seven month period ended January 31, 2017
Preliminary and Unaudited

Detail of State/Local Appropriations
Consolidated - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%
Instruction and General				
Instruction & General Appropriations	255,576,300	149,072,866	(106,503,434)	58%
State Special Project Appropriations	1,145,800	668,384	(477,416)	58%
Tobacco Settlement Appropriations	1,081,600	630,930	(450,670)	58%
Mill Levy	7,801,820	4,551,062	(3,250,758)	58%
Total Instruction and General Appropriations	<u>265,605,520</u>	<u>154,923,242</u>	<u>(110,682,278)</u>	<u>58%</u>
Research				
State Special Project Appropriations	6,344,950	3,701,054	(2,643,896)	58%
Tobacco Settlement Appropriations	937,200	546,700	(390,500)	58%
Cigarette Tax Appropriations	4,473,371	3,024,688	(1,448,683)	68%
Total Research Appropriations	<u>11,755,521</u>	<u>7,272,442</u>	<u>(4,483,079)</u>	<u>62%</u>
Public Service				
State Special Project Appropriations	3,420,150	1,995,171	(1,424,979)	58%
Total Public Service Appropriations	<u>3,420,150</u>	<u>1,995,171</u>	<u>(1,424,979)</u>	<u>58%</u>
Clinical Operations				
State Special Project Appropriations	24,465,080	14,271,225	(10,193,855)	58%
Tobacco Settlement Appropriations	840,300	490,175	(350,125)	58%
Total Clinical Operations Appropriations	<u>25,305,380</u>	<u>14,761,400</u>	<u>(10,543,980)</u>	<u>58%</u>

Statements of Revenues, Expenses and Changes in Net Assets - UNM Regents Format
For the seven month period ended January 31, 2017
Preliminary and Unaudited

Detail of State/Local Appropriations
Main Campus - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%
Instruction and General				
Instruction & General Appropriations	177,421,700	103,495,991	(73,925,709)	58%
State Special Project Appropriations				
African American Student Services	67,400	39,317	(28,083)	58%
Degree Mapping	69,500	40,542	(28,958)	58%
Disabled Student Services	177,800	103,717	(74,083)	58%
ENLACE	59,400	34,650	(24,750)	58%
Hispanic Student Center	146,600	85,517	(61,083)	58%
Minority Graduate Recruitment	109,900	64,108	(45,792)	58%
Native American Studies Intervention	330,300	192,675	(137,625)	58%
Pre-College Minority Student Math & Science	184,900	107,858	(77,042)	58%
Total State Special Project Appropriations	1,145,800	668,384	(477,416)	58%
Total Instruction and General Appropriations	178,567,500	104,164,375	(74,403,125)	58%
Research				
State Special Project Appropriations				
Center for Regional Studies (SW Research Ctr)	915,950	534,304	(381,646)	58%
Manufacturing Engineering	520,800	303,800	(217,000)	58%
Morrisey Hall	44,100	25,725	(18,375)	58%
Resource Geographic Information System	61,500	35,875	(25,625)	58%
Utton Transboundary Resource Center	321,000	187,250	(133,750)	58%
Total State Special Project Appropriations	1,863,350	1,086,954	(776,396)	58%
Total Research Appropriations	1,863,350	1,086,954	(776,396)	58%
Public Service				
State Special Project Appropriations				
Bureau of Business Research (Census)	356,500	207,959	(148,541)	58%
College Prep Mentoring/School of Law	111,900	65,275	(46,625)	58%
College Preparatory Mentoring	159,000	92,750	(66,250)	58%
Corrine Wolfe Law Center/Child Abuse Training	159,300	92,925	(66,375)	58%
Family Development Program	527,100	307,475	(219,625)	58%
ISTEC	45,200	26,367	(18,833)	58%
Judicial Selection	21,300	12,425	(8,875)	58%
KNME-TV	1,091,300	636,591	(454,709)	58%
Land Grant Studies Program	122,200	71,283	(50,917)	58%
N. M. Historical Review	44,500	25,958	(18,542)	58%
Southwest Indian Law Clinic	192,500	112,292	(80,208)	58%
Spanish Colonial Research Center (SW Research Ctr)	137,850	80,413	(57,437)	58%
Spanish Resource Center	38,800	22,633	(16,167)	58%
Substance Abuse Program	68,800	40,133	(28,667)	58%
Wildlife Law Education	89,300	52,092	(37,208)	58%
Total State Special Project Appropriations	3,165,550	1,846,571	(1,318,979)	58%
Total Public Service Appropriations	3,165,550	1,846,571	(1,318,979)	58%

Statements of Revenues, Expenses and Changes in Net Assets - UNM Regents Format
For the seven month period ended January 31, 2017
Preliminary and Unaudited

Detail of State/Local Appropriations

Branch Campuses - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%
Instruction and General				
Instruction & General Appropriations				
Gallup	8,841,700	5,157,657	(3,684,043)	58%
Los Alamos	1,749,300	1,020,425	(728,875)	58%
Valencia	5,345,000	3,117,917	(2,227,083)	58%
Taos	3,522,500	2,054,792	(1,467,708)	58%
Total Instruction & General Appropriations	19,458,500	11,350,791	(8,107,709)	58%
Mill Levy				
McKinley County	2,575,000	1,502,084	(1,072,916)	58%
Los Alamos County	675,000	393,750	(281,250)	58%
Valencia County	2,658,490	1,550,785	(1,107,705)	58%
Taos County	1,893,330	1,104,443	(788,887)	58%
Total Mill Levy	7,801,820	4,551,062	(3,250,758)	58%
Total Branch Appropriations	27,260,320	15,901,853	(11,358,467)	58%

Statements of Revenues, Expenses and Changes in Net Assets - UNM Regents Format
For the seven month period ended January 31, 2017
Preliminary and Unaudited

Detail of State/Local Appropriations
Health Sciences Center - Total Operations Current Funds

	FY 2017 Full Year Re-Forecasted Budget	FY 2017 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 58%
Instruction and General				
Instruction & General Appropriations	58,696,100	34,226,084	(24,470,016)	58%
Tobacco Settlement Appropriations				
Instruction & General	581,600	339,264	(242,336)	58%
Pediatric Specialty Education	250,000	145,833	(104,167)	58%
Trauma Specialty Education	250,000	145,833	(104,167)	58%
Total Tobacco Settlement Appropriations	1,081,600	630,930	(450,670)	58%
Total Instruction and General Appropriations	59,777,700	34,857,014	(24,920,686)	58%
Research				
State Special Project Appropriations				
Cancer Center	2,494,500	1,455,000	(1,039,500)	58%
Hepatitis C, Project ECHO	1,987,100	1,159,100	(828,000)	58%
Total State Special Project Appropriations	4,481,600	2,614,100	(1,867,500)	58%
Tobacco Settlement Appropriations				
Genomics, Biocomputing, Environmental Health	937,200	546,700	(390,500)	58%
Total Tobacco Settlement Appropriations	937,200	546,700	(390,500)	58%
Cigarette Tax Revenues	4,473,371	3,024,688	(1,448,683)	68%
Total Research Appropriations	9,892,171	6,185,488	(3,706,683)	63%
Public Service				
State Special Project Appropriations				
Center for Native American Health	254,600	148,600	(106,000)	58%
Total State Special Project Appropriations	254,600	148,600	(106,000)	58%
Total Public Service Appropriations	254,600	148,600	(106,000)	58%
Clinical Operations				
State Special Project Appropriations				
Newborn Intensive Care Unit	3,105,400	1,811,400	(1,294,000)	58%
Office of the Medical Investigator	4,754,800	2,773,800	(1,981,000)	58%
Pediatric Oncology	1,208,200	704,700	(503,500)	58%
Poison and Drug Info Center	1,471,000	858,000	(613,000)	58%
Native American Suicide Prevention	92,400	53,900	(38,500)	58%
GME Residencies	1,675,200	977,200	(698,000)	58%
UNM Hospitals	12,158,080	7,092,225	(5,065,855)	58%
Total State Special Project Appropriations	24,465,080	14,271,225	(10,193,855)	58%
Tobacco Settlement Appropriations				
Pediatric Oncology	250,000	145,833	(104,167)	58%
Poison and Drug Info Center	590,300	344,342	(245,958)	58%
Total Tobacco Settlement Appropriations	840,300	490,175	(350,125)	58%
Total Clinical Operations Appropriations	25,305,380	14,761,400	(10,543,980)	58%

FY17 UNM Debt Service Schedule

As of January 31, 2017

*Includes Hospital Debt

UNM Bond Issue	Fixed or Variable Rate Issue	Original Issue Amount	Outstanding Principal Balance on June 30, 2016	Principal Payment due on June 1, 2017	Interest Payment paid on December 1, 2016	Interest Payment due on June 1, 2017	FY 2017 Principal & Interest
Sub Lien System Rfdg Revenue & Improvement Bonds ⁽¹⁾ Series 2016 A: Interest Range 2.0% to 4.5% Final Maturity Year 2046	Fixed Rate	\$160,290,000	\$158,435,000	\$985,000	\$3,109,850	\$3,109,850	\$7,204,700
Sub Lien System Rfdg Revenue Bonds ⁽⁸⁾ Series 2016 B: Interest Range .72% to 2.48% Final Maturity Year 2024	Fixed Rate	\$8,215,000	\$8,030,000	\$160,000	\$77,374	\$77,374	\$314,748
⁽¹⁾ GNMA Collateralized Taxable Hospital Revenue Bonds* Series 2015: Interest Range .484% to 3.532% Final Maturity Year 2032	Fixed Rate	\$115,000,000	\$108,965,000	\$5,540,000 (due 6/20/2017)	\$1,585,989 (due 12/20/2016)	\$1,585,989 (due 6/20/2017)	\$8,711,979
Sub Lien System Imp Revenue Bonds ⁽⁴⁾ Series 2014 A: Interest Range 3.0% to 5.0% Final Maturity Year 2033	Fixed Rate	\$10,980,000	\$8,475,000	\$1,280,000	\$179,325	\$179,325	\$1,638,650
Sub Lien System Rfdg Revenue Bonds ⁽⁵⁾ Series 2014 B: Interest Range 0.496% to 3.280% Final Maturity Year 2024	Fixed Rate	\$3,710,000	\$3,005,000	\$370,000	\$37,627	\$37,627	\$445,254
Sub Lien System Rfdg Revenue Bonds ⁽⁶⁾ Series 2014 C: Interest Range 1.5% to 5.0% Final Maturity Year 2035	Fixed Rate	\$100,085,000	\$95,475,000	\$2,620,000	\$2,386,875	\$2,386,875	\$7,393,750
Sub Lien System Imp Revenue Bonds ⁽³⁾ Series 2012: Interest Range 2.0% to 5.0% Final Maturity Year 2032	Fixed Rate	\$35,215,000	\$29,165,000	\$1,450,000	\$695,025	\$695,025	\$2,840,050
Sub Lien System Imp Revenue Bonds (portion refunded 03/08/2016) Series 2007 A&B: Interest Range 4.096% to 5.302% Final Maturity Year 2036	Fixed Rate	\$7,010,000	\$5,010,000	\$2,090,000	\$104,633	\$104,633	\$2,299,266
Sub Lien Sys Rfdg Revenue Bonds ⁽²⁾ Series 2002 B: Variable Rate Demand Bonds - rates reset weekly Weekly rate as of June 30, 2014 was 0.05% Final Maturity Year 2026	Variable Rate	\$25,475,000	\$17,450,000	\$1,300,000	\$334,168	\$334,168	\$1,968,335
Sub Lien System Rfdg Revenue Bonds ⁽²⁾ Series 2002 C: Variable Rate Demand Bonds - rates reset weekly Weekly rate as of June 30, 2014 was 0.05% Final Maturity Year 2030	Variable Rate	\$37,840,000	\$32,460,000	\$985,000	\$639,462	\$639,462	\$2,263,924
Sub Lien System Imp Revenue Bonds ⁽²⁾ Series 2001: Variable Rate Demand Bonds - rates reset weekly Weekly rate as of June 30, 2014 was 0.07% Ceiling of 12% Final Maturity Year 2026	Variable Rate	\$52,625,000	\$28,755,000	\$2,365,000	\$575,100	\$575,100	\$3,515,200
System Revenue Bonds Series 2000 B: Interest Range 5.50% to 6.35% Final Maturity Year 2019	Fixed Rate	\$6,621,671	\$921,702	\$382,969	\$0	\$732,031	\$1,115,000
System Revenue Rfdg Bonds Series 1992 A: Interest Range 6.0% to 6.25% Final Maturity Year 2021	Fixed Rate	\$36,790,000	\$11,600,000	\$2,190,000	\$348,000	\$348,000	\$2,886,000
Grand Total		\$599,856,671	\$507,746,702	\$21,717,969	\$10,073,428	\$10,805,459	\$42,596,855

Note: See attached matrix for funding sources.

(1) Source: UNM Hospital - UNM Hospital Principal payment is due on June 20; interest payments are due on December 20 and June 20.

(2) Variable Rate bonds reflect the actual synthetically fixed interest rate that UNM pays.

It is noted that all ranges of interest rates and final maturity dates are reflective of Serial bonds.

(3) Series 2012 bonds refunded 2002A bonds,

(4) Series 2014A bonds refunded 2003A, 2003B bonds,

(5) Series 2014B bonds refunded 2003C bonds,

(6) Series 2014C bonds refunded 2005A bonds,

(7) Series 2016A bonds refunded a portion of 2007A bonds, March 2016

(8) Series 2016B bonds refunded a portion of 2007B bonds, March 2016

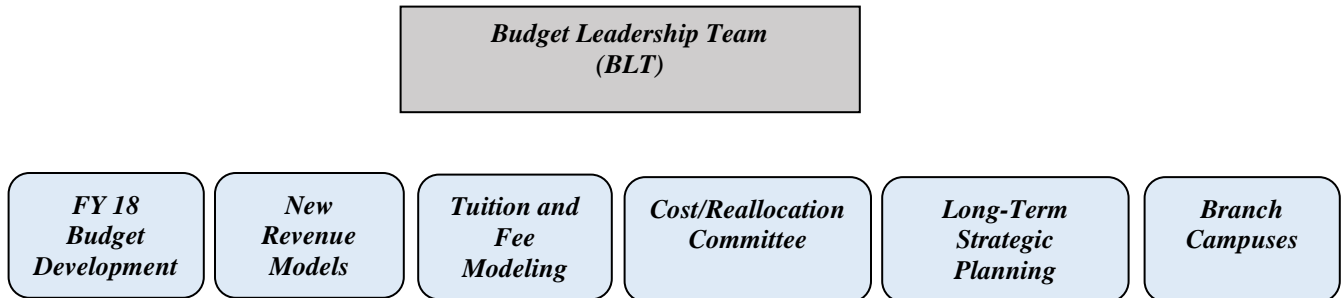
FY17 UNM Debt Service - Source of Funds

As of January 31, 2017

	Series 2016A	Series 2016B	Series 2015 (UNMH Bond)	Series 2014A	Series 2014B	Series 2014C	Series 2012	Series 2007A&B	Series 2002B	Series 2002C	Series 2001	Series 2000B	Series 1992
Student Fees- Facility	X	X		X		X	X	X	X	X		X	X
Student Fees - IT						X	X						
Parking Services	X	X				X	X	X					X
UNM Hospital			X						X				X
Bookstore				X									X
Housing & Dining Services				X			X			X		X	
Building R&R				X					X				X
Real Estate Department	X	X		X	X			X	X				
Physical Plant Department	X	X				X	X	X	X		X		
Information Technologies						X	X						
Athletics	X	X						X					
KNME													X
Opto Bldg (CHTM Res Park)									X				
CRTC									X				
Continuing Education									X				
Golf Course - North & South										X		X	
HSC	X	X					X	X					
Interest on Reserve Funds				X					X	X		X	
ASM New Facility	X												
Johnson Center Expansion & Renewal	X												
Smith Plaza	X												

BLT Subcommittee Charge

The Budget Leadership Team (BLT) Subcommittees were formed to supplement the work of the BLT Committee and assist with the University's budget development process. The roles, responsibilities and relationships are depicted as follows:



The specific responsibilities of each subcommittee include, but are not limited to:

- FY 18 Budget Development Committee
 - Develop the FY 18 I&G Budget Scenario
 - Incorporate subcommittee recommendations on revenues, expenditures, new requests, inflationary increases, and budget reductions
- New Revenue Models Committee
 - Investigate new online/MOOCs opportunities
 - Investigate new external revenue opportunities
 - Create a final report with recommendations.
- Tuition/Fee Modeling Committee
 - Restructure and simplify tuition and fee rates
 - Create a final report with recommendations
- Cost/Reallocation Committee
 - Investigate areas of cost efficiencies and potential reallocation of resources and develop sustainable funding models.
 - Examples: Shared services, outsourcing, utilization of Non-I&G resources such as foundation funds, foundation surcharge, utilities, and administrative overhead.
 - Create a final report with recommendations including IT funding group recommendation.
- Long-Term Strategic Planning
 - Building a sustainable financial model in order to execute the institutional plan.
- Branch Campuses
 - Review Tuition and Fee recommendations
 - Review operating agreements and administrative service charge rates

Main Campus Budget Recommendation Summary FY 18 Budget (In Thousands)				
	Fiscal Year 2017 Original	Change	Fiscal Year 2018 Original	% Change
Revenues				
State Appropriations	186,231	-13,036	173,195	-7.0%
Tuition Revenue	134,308	-3,974	130,333	-3.0%
Mandatory Student Fees	35,137	2,720	37,857	7.7%
Miscellaneous Revenues and Transfers	-10,522	292	-10,230	-2.8%
Subtotal Revenues	345,154	-13,999	331,154	-4.1%
Health Sciences Center Transfer	-16,844	473	-16,371	-2.8%
Total Sources of Funds	328,309	-13,526	314,783	-4.1%
Expenses				
Base-President/Administration	7,317	-220	7,097	-3.0%
Base-Academic Affairs	171,716	-4,652	167,064	-2.7%
Base-EVP for Administration	43,046	-1,164	41,881	-2.7%
Base-Must Funds (Fringes, Insurance, etc.)	53,909	-570	53,339	-1.1%
Utilities	17,185	0	17,185	0.0%
Mandatory Student Fees	35,137	2,720	37,857	7.7%
Fixed Costs - Health Care	0	927	927	N/A
Department of Justice Compliance	0	185	185	N/A
Faculty Promotions	0	280	280	N/A
UNM Press	0	600	600	N/A
Total Use of Funds	328,309	-1,895	326,414	-0.6%
Balance	0	-11,631	-11,631	



UNM School of Engineering Graduate Differential Tuition Proposal

**Joseph L. Cecchi
Jim and Ellen King Dean of
Engineering and Computing
School of Engineering
Regents' Finance and Facilities
Committee Meeting
March 7, 2017**



Rationale for graduate differential tuition

- The revenues of the UNM School of Engineering (SOE) have not kept pace with the rising costs of delivering high-quality, research-driven graduate engineering and computer science degree programs
- It is increasingly difficult to recruit and retain outstanding research-active faculty who are successful in bringing in external research funding and are the foundation of excellence in the graduate education we deliver
- We also face challenges recruiting high-quality graduate students who are the main “workforce” of our robust research enterprise, while earning their MS and PhD degrees
- **Unique among UNM’s graduate programs, 70-80% of our MS and PhD students are supported either by their companies, as TAs, or in most cases, by tuition and stipend support from faculty research contracts**

Proposed Graduate Differential Tuition

- In accordance with UAPPM Policy 8210:2.2, the School of Engineering proposes graduate differential tuition of \$100/credit hour to be phased in over two years
- UNM policy is that differential tuition will be charged by student type (major)
- The proposal translates into an average differential tuition of \$1200/year for the typical graduate course load of 6 credit hours/semester – 12 credit hours/year
- SOE's graduate engineering and computer science programs are among the only professional graduate programs at UNM that do not have differential tuition

Most of the graduate differential tuition will be paid from research contracts and grants

- School of Engineering faculty generate > \$33M/year in external research contracts and grants, leveraging the \$16M/year in our I&G funding by more than a factor of two
- As noted previously, 70-80% of SOE's graduate students are supported either by their companies, as TAs, or, in most cases, by tuition and stipend support from faculty research contracts
- Thus, only 20-30% of graduate students are unsupported
- With the proposed 20% financial aid set aside, the amount of differential tuition that unsupported students would pay would vary from zero to about \$400, depending on the number of unsupported students

Comparison of (AY 17-18) UNM graduate tuition to 22 peers (AY 16-17) for 6 cr hrs/sem – 12 cr hrs/year

Institution	(AY 16-17) Base Tuition/ Year	Engineering Differential/Year	Total Engineering/Year
UNM	\$3,127	\$1200	\$4,327
22 Peer Average	\$5,150	\$573*	\$5,693

- The proposed resulting SOE graduate tuition is ~24% below the AY 16-17 average of our 22 peers, which places UNM 15th in tuition among the 23 schools

However,

- SOE ranks 10th out of the 23 schools in annual research expenditures/faculty
- SOE ranks 12th out of the 23 schools in the current US News graduate program rankings

*average differential tuition of the 14 of 22 peers that have differential tuition is \$901.

Financial impact on faculty research contracts/ grants for supporting graduate students

Faculty compete in the national market for graduate students, using their research funding to provide a package that includes tuition, fees, and stipend. Here is a typical example for SOE:

Category	Current	With Differential Tuition	Change
Tuition	\$3,127	\$4,327	\$1,200
Fees	\$763	\$763	0
Average Stipend	\$27,330	\$27,330	0
F&A (51%)	\$13,938	\$13,938	0
Total	\$45,158	\$46,358	\$1,200

This represents a 2.7% increase for the current \$45,158 level of support for the package

Comparison of salaries for SOE MS and PhD graduates

Data below show the average salary for SOE MS and PhD graduates working in New Mexico compared to the average for all of UNM for 2007-08 cohorts, six years (2014) after graduation*

Degree	Average salary 6 years after degree earned
SOE Masters	\$87,300
All UNM Masters	\$58,600
SOE PhD	\$102,000
All UNM PhD	\$87,300

More on salaries

Data below show the early career and mid-career average salaries for MS and PhD graduates for the programs in SOE *

Degree	Early Career Average Salary	Mid-career Average Salary
MS (SOE programs)	\$75,400	\$120,800
PhD (SOE programs)	\$87,100	\$129,300

The proposed graduate differential tuition for SOE would be the 3rd lowest at UNM

UNM Program	Differential Tuition/Credit Hour
College of Nursing – Doctorate	\$366
Law	\$352.34
College of Nursing – Masters	\$249
Anderson School of Management (MBA)	\$183.70
Physical Therapy-Doctorate	\$164
Masters of Occupational Therapy	\$140
Speech and Hearing Sciences – Masters	\$119
School of Engineering (proposed)	\$100
Architecture and Planning - Masters	\$74.63
Public Administration- Masters	\$50

Proposed uses of the differential tuition

- All of the differential tuition revenues will be allocated to graduate educational expenses
- Actual allocation will depend upon budget needs, except for need-based aid which will be 20% of the total
- Here is an example of a differential tuition budget:

Category	Estimated Annual Expenditures
Need-based Financial Aid Set Aside (20%)	\$240,000
Faculty Expense (Recruitment and Retention)	\$400,000 - \$500,000
Support staff expense (TA/RA/GA)	\$270,000 - \$370,000
Graduate student recruiting	\$80,000 - \$120,000
Operating Expenses	\$60,000 - \$120,000
Total (Based on average values)	\$1,200,000

Faculty and Student Engagement and Consultation

- 7/2015 – 11/2015 and 7/2016 – 2/2017 - extensive discussion at School of Engineering Leadership Council Meetings (chairs and associate deans) - Chairs discussed with their faculty
- Presented and discussed at the 12/7/2015 School of Engineering Faculty Assembly – chairs and faculty understand the value proposition and want flexibility in allocating funds
- Information and discussion sessions planned for faculty and graduate students during spring 2017 semester



DIFFERENTIAL TUITION REQUEST

College/School: Engineering **Department/Program:** [Click here to enter text.](#)

Contact: Joseph L. Cecchi **Phone:** 277-5522 **Email:** cecchi@unm.edu

Level: Undergraduate ☐ Graduate ☒

Proposed Differential to be applied as: by student type (major): ☐ by course: ☐

For Main Campus units, all new differential tuition will be charged by student type (major) and will follow the tuition block.

Requested Differential Tuition (shown as an amount per student credit hour):

Student Type	Current Differential	Proposed Differential	Increase/Decrease or New Differential
Residents	\$0	\$100 (phased in over 2 years)	\$100 (phased in over 2 years)
Non-Residents	\$0	\$100 (phased in over 2 years)	\$100 (phased in over 2 years)
Other	\$0	\$100 (phased in over 2 years)	\$100 (phased in over 2 years)

Effective Academic Year: \$50/student credit hour implemented in AY2017-18, and an additional \$50/student credit hour (total of \$100/student credit hour) implemented in AY2018-2019. This \$100/student credit hour will be assessed on the "1+ hours, per hour" rate. In addition, a differential tuition of \$200 will be applied to a graduate student taking 1-6 hours of dissertation. \$100 of this will be implemented in AY2016-17, and an additional \$100 (total of \$200/) implemented in AY2017-2018.

*If the differential tuition request is approved it will be applied in the following academic year **beginning in the fall semester.***

Rationale for Request: *Please provide a detailed explanation on the reasoning for the increase/decrease or new differential tuition. Please refer to policy **UAP 8210 2.2** for qualifying justifications for differential tuition.*

Over the past number of years, the revenues of the UNM School of Engineering have not kept pace with our rising costs, nor with the revenues of our peer institutions, both in the region and around the US. As a consequence, the School of Engineering is facing increasing difficulty in continuing to deliver the high quality engineering and computer science graduate education that our students deserve. This is a particular problem for our graduate programs, as those programs rely heavily on being able to hire and retain outstanding research-active faculty who bring in external support for our graduate



students through research assistantships and the funds to build and operate our many research laboratories. The School is finding it increasingly difficult to remain competitive with our peers in this area.

Our accreditation commission, the Accreditation Board for Engineering and Technology, Inc. (ABET), does not permit accreditation of more than one degree program (i.e., BS, MS, or PhD) each discipline. Following the common practice at virtually all other Schools/Colleges of Engineering, the School of Engineering at UNM has chosen to accredit our undergraduate (BA) degree programs. Despite the fact that our graduate degree programs (MS and PhD) are not formally accredited, they are nevertheless, professional programs in every sense of the term. The program outcomes of each of our graduate degree programs are clearly professional outcomes, and they are regularly assessed.

As is the case for our undergraduate degree programs, engineering and computer science salaries are the highest among all graduate disciplines. Engineering and computer science graduates will be well-positioned to secure high paying jobs when they graduate from UNM. Data for the state's Workforce Solutions website, conveniently tabulated at <http://workforce.unm.edu>, show that UNM School of Engineering MS graduates from the 2007-08 academic year who were working in the state in 2014 were earning on average \$87,300/year six years after graduation. This far exceeds the \$58,600 average salary for all UNM MS graduates of that cohort. School of Engineering PhD graduates from the 2007-08 academic year who were working in the state in 2014 were earning on average \$102,000/year six years after graduation, as compared to the overall UNM PhD average for that cohort of \$87,300.

The national data from Payscale.com (<http://www.payscale.com/college-salary-report/majors-that-pay-you-back/graduate-degrees?page=20>) also indicates very high salaries for graduate engineers and computer scientists. The early career average MS salary for the engineering and computer science disciplines in the School of Engineering is \$75,367 and the average mid-career salaries for those disciplines is \$120,778. For PhD graduates, the average early career salary is \$87,053, and the average mid-career salary is \$129,267.

Market Analysis: *Please provide detailed information on whether the college/school or department/program cost of instruction is markedly higher than the university average program costs or market conditions warrant additional tuition.*

Like other professional programs, the cost of graduate education in the School of Engineering is substantially greater than the university average. Part of what underlies this is the fact that our graduate programs are research driven. Our ~100 tenure/tenure track faculty generate approximately \$33M/year in research expenditures, which support research assistantships for between 70 and 80% of our graduate students. Faculty salaries in the School of Engineering are also higher than the average UNM salary, due in part to competition with other universities in the



adjacent states and around the US, as we hire nationally. This is particularly true for hiring the very research-active faculty who can be successful in raising a significant amount of external funding. In fact, the School's Engineering and Computer Science graduate programs are among the only professional graduate programs at UNM that do not have differential tuition.

Student Consultation: *A preliminary request should be submitted to the Provost Office (Main Campus) or Chancellor's Office (Health Sciences Center (HSC)) no later than October 1st. Per policy it must be posted to the unit's website no later than October 1st to allow for at least 30 days of constituent comment prior to final submission to the Provost or Chancellor by November 1st.*

Please provide an explanation on how you plan to communicate the proposed differential tuition request to students, and the feedback you have already received from students on this request, if any.

Going forward, we will communicate our proposal and plans for graduate differential tuition to our graduate students through email messages and town hall meetings, which will also be used to solicit input from the students. Importantly, however, only a small fraction of our graduate students pay their own tuition. We have been polling the students to find out how they are supported, and the indication is that between 70% and 80% of our graduate students have their tuition paid either through a Research Assistantship, their employer, or from some other third party source. This means that through the 20% set aside for student aid, we will be able to cover from 67% to 100% of the differential tuition for students who are paying their own tuition. In addition, some differential tuition revenues will be allocated to additional teaching assistants, thereby increasing graduate student support.

In light of the fact that most students are supported on Research Assistantships, we have also been communicating with the faculty about our proposal, particularly with the SOE center directors and the "Category 3" center directors. The large majority of the center directors understand the critical need for graduate differential tuition and support the proposal. We will continue to communicate with all faculty as the proposal moves forward.

Accountability/Budget Information: *Please provide budgetary information about how the revenue generated will be expensed. It is highly encouraged to set aside a portion of the revenue generated by the differential for financial aid (see policy UAP 8210 2.2.2).*

Financial Aid Set Aside Amount: 20 %

Proposed Annual Revenue



Differential Tuition (per student credit hour)	\$100 + \$200 for dissertation
Projected # of Student Credit Hours (all student credit hours taken by student majors in the program).	9,600 SCH 360 Dissertation
Total Revenue	\$1,032,000

Proposed Annual Expenditures

Financial Aid Set Aside (%)	\$ 206,400
Faculty Expense	\$ 450,000
Advising Personnel	\$
Support Staff Expense	\$ 240,000 (8 TAs)
Operating Expenses	\$ 135,600
Total Program Costs	\$ 1,032,000

Please provide a detailed explanation on how the revenue will be used for this program:

The general allocation of revenues will follow the above table, "Proposed Annual Expenditures," with the understanding that some flexibility will be necessary to best accommodate the actual needs as they arise. 20% of the revenue (estimated as \$206,400) will be devoted to financial aid for graduate students paying their own tuition. Faculty expenses will include ~\$450,000 that will be allocated for retention of outstanding faculty with strong involvement in graduate education and research. ~\$240,000 will be used to hire additional graduate teaching assistants. ~\$135,600 will be devoted to operating expenses for our graduate programs, including graduate recruitment.

Student Access and Affordability: *Please explain how student access and affordability will be addressed.*

We will maintain student access and affordability by dedicating 20% of the increased revenue from the proposed differential tuition to financial aid for graduate students paying their own tuition. As noted above, we believe that the 20% set aside will cover between 67% and 100% of differential tuition for students paying their own tuition, thus greatly reducing their financial burden. We will also use differential tuition revenues to hire additional teaching assistants, thereby further increasing student support.



Peer Comparison Chart: *Please complete the Excel peer comparison spreadsheet. If the peer institutions listed does not have a similar college/school or department/program add an institution that most closely resembles your unit. Please note this adjustment below.*

Chart 1 shows a comparison of the current graduate resident engineering tuition for UNM (i.e., no differential tuition) with our 22 peers, assuming a typical load of 6 credit hours/semester. The current (AY16-17) tuition base (and engineering tuition) at UNM is \$3,127/year, assuming 6 credit hours/per semester. The current average engineering tuition for our 22 peers for 6 credit hours/semester is \$5,693/year, exceeding UNM's base tuition by \$2,566.

The proposed graduate differential tuition for the School of Engineering of \$100/credit hour translates into \$1200/year for two 6 credit hour semesters. Students taking just dissertation would pay \$400/year. Using the current base tuition, the \$1200/year differential tuition translates into a total Engineering tuition at UNM of \$4,327. Chart 2 shows a comparison of the graduate engineering tuition at UNM assuming the proposed \$100/credit hour with our 22 peers. This would place UNM's engineering tuition 11th among the 23 peer institutions. As well, the proposed Engineering tuition at UNM remains below the average engineering tuition of our 22 peers.

Importantly, there are two metrics which place the UNM School of Engineering above the average of our peers:

Chart 3 shows that the 2016 US News graduate program ranking of the UNM School of Engineering places us 11th out of the 23 Schools of Engineering (22 peers + UNM), i.e, above the midpoint of all of these institutions.

Chart 4 shows that the UNM School of Engineering ranks 11th out of 23 in terms of annual research expenditures/faculty, which provides a good measure of the impact and success of our research programs and research-driven graduate degrees.

Thus, on the basis of graduate rankings and research expenditures/faculty, the UNM School of Engineering ranks above the midpoint of our 22 peers, whereas the total engineering tuition with the proposed differential tuition for the UNM School of Engineering is 17th and less than the average of our 22 peers.

Other Information: *Please provide any additional information that supports this request for differential tuition.*



Dean/Director Approval:

Printed Name: __Joseph L. Cecchi__

Signature: _____ **Date:** _____

UNM + Peers Sorted by Engineering Tuition (6 ch/semester)
(UNM zero Differential Tuition)

	Rank	Base Tuition	Engineering Tuition
University of Arizona	1	10564	10564
Arizona State University	2	9492	10092
University of Colorado- Boulder	3	7224	9396
University of Tennessee- Knoxville	4	7380	8136
University of Texas- Austin	5	6082	7194
University of Colorado- Denver	6	4476	6852
University of Iowa	7	5904	5904
University of Houston	8	4872	5688
University of California- Riverside	9	5610	5610
Florida International University	10	4559	5444
University of Utah	11	4516	5413
University of Kansas	12	4740	5232
Texas A & M University	13	4888	5074
University of Nebraska- Lincoln	14	3567	4932
University of Texas- Arlington	15	4464	4836
Oklahoma State University	16	4292	4576
University of Missouri- Columbia	17	4231	4231
Texas Tech University	18	3600	3900
University of Texas- El Paso	19	3833	3833
University of Nevada- Las Vegas	20	3168	3168
UNM current tuition	21	3127	3137
New Mexico State University	22	2725	2725
University of Oklahoma- Norman	23	2443	2443
Average of all UNM Peers		5120	5693
Median of all UNM Peers		4538	5323

**UNM + Peers Sorted by Engineering Tuition (6 ch/semester)
(UNM \$100/ch Differential Tuition)**

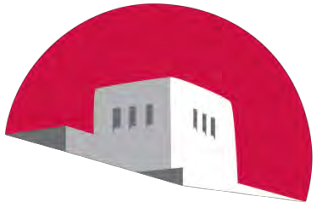
	Rank	Base Tuition	Engineering Tuition
University of Arizona	1	10564	10564
Arizona State University	2	9492	10092
University of Colorado- Boulder	3	7224	9396
University of Tennessee- Knoxville	4	7380	8136
University of Texas- Austin	5	6082	7194
University of Colorado- Denver	6	4476	6852
University of Iowa	7	5904	5904
University of Houston	8	4872	5688
University of California- Riverside	9	5610	5610
Florida International University	10	4559	5444
University of Utah	11	4516	5413
University of Kansas	12	4740	5232
Texas A & M University	13	4888	5074
University of Nebraska- Lincoln	14	3567	4932
University of Texas- Arlington	15	4464	4836
Oklahoma State University	16	4292	4576
UNM w/diff @ \$100/sch	17	3127	4327
University of Missouri- Columbia	18	4231	4231
Texas Tech University	19	3600	3900
University of Texas- El Paso	20	3833	3833
University of Nevada- Las Vegas	21	3168	3168
New Mexico State University	22	2725	2725
University of Oklahoma- Norman	23	2443	2443

UNM + Peers Sorted by Research Expenditures per Faculty

	Rank	Research Expenditure s per faculty
Texas A & M University	1	763,365
University of Texas- Austin	2	651,344
University of Iowa	3	509,239
University of Colorado- Boulder	4	499,481
University of California- Riverside	5	473,277
University of Utah	6	425,492
University of Arizona	7	363,198
University of Tennessee- Knoxville	8	352,330
Arizona State University	9	323,084
University of Texas- Arlington	10	318,006
UNM w/diff @ \$100/sch	11	304,184
University of Texas- El Paso	12	244,049
University of Houston	13	223,812
University of Missouri- Columbia	14	221,326
Florida International University	15	205,187
Texas Tech University	16	188,145
University of Oklahoma- Norman	17	187,516
University of Colorado- Denver	18	185,843
University of Nebraska- Lincoln	19	160,651
New Mexico State University	20	157,453
University of Kansas	21	151,525
University of Nevada- Las Vegas	22	120,217
Oklahoma State University	23	108,669

UNM + Peers sorted by 2016 US News Ranking

	Rank	US News Graduate Engineering Rank
University of Texas- Austin	1	10
Texas A & M University	2	11
University of Colorado- Boulder	3	33
Arizona State University	4	43
University of Utah	5	51
University of Arizona	6	55
University of Tennessee- Knoxville	7	62
University of Iowa	8	65
University of California- Riverside	9	71
University of Houston	10	73
UNM w/diff @ \$100/sch	11	82
University of Texas- Arlington	12	82
University of Missouri- Columbia	13	91
Texas Tech University	14	92
University of Nebraska- Lincoln	15	92
University of Kansas	16	98
University of Oklahoma- Norman	17	98
Oklahoma State University	18	112
New Mexico State University	19	133
Florida International University	20	>140
University of Colorado- Denver	21	>140
University of Nevada- Las Vegas	22	>140
University of Texas- El Paso	23	>140



THE UNIVERSITY *of*
NEW MEXICO

SCHOOL *of* LAW



Differential Tuition Request for
New Master of Studies in Law
Daniel Ortega, J.D., Program Director

Generalized Need for Legal Education

“The need to navigate and understand the U.S. legal system has **grown sharply** with the rise of the regulatory state over the past 50 years. Today it is increasingly important for workers in the knowledge economy to **understand how laws and the regulatory environment can affect goals and strategies** in their fields. . . .

Virtually every sector of today’s economy would benefit from employing workers with more than superficial knowledge of the law.”¹



¹ Carol A. Parker, *Legal Education for All (or More Than Just Lawyers)*, The Chronicle of Higher Education (September 9, 2013).

Purpose of MSL

- » The MSL is a **condensed education** about law and the legal process.
 - » It is a **graduate degree**, not a professional degree.
-
- > **Primary goal:** To enhance the skills of mid-career professionals and recent college graduates through law courses relevant to current or future jobs.
 - > **Secondary goal:** To enhance the J.D. program through law students' interactions with MSL students from a variety of fields likely to be encountered in law practice and other jobs.



ABA Standards Require Small MSL Program

- **ABA Legal Education Standards** require that MSL enrollment be limited to avoid interfering with the law school's ability to operate the JD program in compliance with the Standards.
- **MSL enrollment goal of 8 FTE students** (part-timers + full-timers) avoids major change in 9:1 student:faculty ratio.
- **Employed part-timers** are likely to outnumber full-timers.
- **NM residents** will outnumber non-residents given the expected high percentage of part-timers.



Impact of MSL

- **First new degree** at the law school since its founding in 1947
- **More access** to legal education in NM
- **More diverse** life experience among the student body
- **Keep talented students in NM** for in-state jobs
- **Enhance skills and performance** for current job/promotion or new job
 - Understand job-related court cases, statutes, and regulations
 - Learn how the legal system addresses particular situations
 - Learn legal principles applicable to job or areas of interest
 - Understand how the law works



Curriculum

- **30 credit hours**
 - Full-time (3 semesters)
 - Part-time (up to 8 semesters)
- New 4-credit MSL **Introductory Course**
- **Self-Designed MSL:** Students choose from *existing* upper-level JD courses relevant to their current or future jobs (some courses limited to JD students).
- **Optional Concentrations:** 15 credit hours of Indian Law or Natural Resources-Environmental Law
 - Required: Indian Law; Electives
 - Required: Administrative Law + Nat. Res. Law or Env. Law; Electives
- MSL graduates **can't** take bar exam or practice law.
- ABA does not allow MSL credits to be applied to a JD degree program.



Nature of Request and Rationale

- » *Not* requesting increase, decrease, or new differential tuition
- » Rather, apply *current* JD differential to *new* MSL
- » All MSL law courses are taught by JD faculty, so *cost of instruction is the same* for both degree programs.
- » JD program competes in expensive markets that *require more resources* to remain competitive.
- » Excellent 9:1 student:faculty ratio promotes *high-quality instruction*.



Differential

Residents: \$352.34 per credit hour

Non-residents: \$527.05 per credit hour

Annual differential revenue:

\$35,234 @ 100 resident c.h. per year

\$84,662 @ 240 resident c.h. per year (8 FTE)

No feedback on differential request was received from students or prospective applicants.

Expenditures

10% Fin. Aid Set-Aside:	3,523
Faculty expense:	8,700
Tutors:	4,052
Support Staff:	13,512
Student Recruitment:	5,467
Total:	\$35,234

Other Sources of Financial Aid 10

Graduate Studies: Loans, Work-Study, Assistantships, Scholarships

Tuition Assistance Programs:

UNM Tuition Remission

Sandia National Laboratories

Tribal Governments

Other Employer Programs

Access and Affordability



7th Best Value Law School in 2016
according to preLAW Magazine

2016-17 tuition:

Full-time: \$16,236 residents; \$35,292 non-residents/academic year

Part-time: \$677/credit hour residents;
\$1,470/credit hour non-residents

Jobs – Anecdotal Evidence from Internal UNM Letters of Support

- **Center for Native American Health** (MSL will enhance understanding of legal system for **Native American self-governance in healthcare** and benefit medical and public health students.)
- **Dept. of Economics** (Ph.D. students in environmental economics with an MSL will have **rare expertise that will benefit New Mexico.**)
- **Health Sciences Center** (MSL graduates' reading, writing, and analytical skills would enhance the performance of **compliance personnel** and of **case managers** for developmentally disabled persons, and would improve **rural physicians'** health care for disabled patients.)
- **Native American Studies Program** (MSL will serve Indians' needs for law programs that enhance their **ability to lead, build, and sustain their communities.**)
- **Water Resources Program** (MSL complements the Masters in Water Resources program and furthers efforts at UNM to **enhance collective strengths** in natural resource and environmental areas.)



Jobs – Anecdotal Evidence from External Letters of Support

- **Albuquerque Hispano Chamber of Commerce** (MSL would be an excellent addition to **business community's** workforce-education opportunities)
- **Leadership Institute at the Santa Fe Indian School** (Former tribal governor, councilor, and judge observes that MSL will **enrich the understanding of complex areas of the law** as Indian communities evolve.)
- **NM Tribal-State Judicial Consortium** (There is **high interest** in MSL among lay judges and advocates, councilors, police officers, and probation officers.)
- **NM Environment Department** (Clients with an MSL concentration in environmental law would have an **advantageous collaborative relationship** with their attorneys.)
- **Sandia National Laboratories** (MSL graduates who can interpret statutes and regulations and conduct investigations and interviews would **help SNL meet its compliance duties** regarding environmental protection, export control, equal employment opportunity, ethics, safety, health, etc.)





DIFFERENTIAL TUITION REQUEST

College/School: Law Department/Program: Master of Studies in Law Degree
Contact: Alfred Mathewson Phone: 277-4700 Email: mathewson@law.unm.edu

Level: Undergraduate ☐ Graduate ☒

Proposed Differential to be applied as: by student type (major): ☒ by course: ☐

For Main Campus units, all new differential tuition will be charged by student type (major) and will follow the tuition block.

Requested Differential Tuition (shown as an amount per student credit hour):

Student Type	Current Differential	Proposed Differential	Increase/Decrease or New Differential
Residents	\$0	\$352.34	\$352.34
Non-Residents	\$0	\$527.05	\$527.05
Other	\$	\$	\$

Effective Academic Year: 17-18

*If the differential tuition request is approved it will be applied in the following academic year **beginning in the fall semester**.*

Rationale for Request: Please provide a detailed explanation on the reasoning for the increase/decrease or new differential tuition. Please refer to policy UAP 6210 2.2 for qualifying justifications for differential tuition.

This request is not for an increase, a decrease, or new differential tuition. Rather, it is a request to expand the coverage of the law school's current differential tuition for the Juris Doctor (JD) program to the law school's new Master of Studies in Law (MSL) program, the enrollment of which is capped at 8 FTE students (full-timers plus part-timers). Except for one new course developed for the MSL program called "Introduction to U.S. Law, Procedure, and Legal Education," MSL students take the same courses as JD students. The introductory course is taught by a law professor. Therefore, the cost of instruction for the courses taken by students in both programs is the same, so the rationale for the current JD differential tuition applies to the MSL program to the extent described below.

The JD is a professional program that competes in expensive regional and national markets that require more resources to remain competitive, including the ability to attract faculty who demand higher salaries and who will now teach both JD and MSL students.

The tuition differential supports the school's curriculum, which provides students with high-quality instruction and requires a low student-faculty ratio.



Because the law school's program requirements are geared toward meeting JD licensure requirements, the excellent instruction in the JD program will redound to the benefit of the MSL students.

Market Analysis: Please provide detailed information on whether the college/school or department/program cost of instruction is markedly higher than the university average program costs or market conditions warrant additional tuition.

See explanation above. The law school must charge a tuition differential to provide the curriculum, faculty, and student support services that allow it to compete with its peers.

Student Consultation: A preliminary request should be submitted to the Provost Office (Main Campus) or Chancellor's Office (Health Sciences Center (HSC)) no later than October 1st. For policy it must be posted to the uni's website no later than October 1st to allow for at least 30 days of constituent comment prior to final submission to the Provost or Chancellor by November 1st.

Please provide an explanation on how you plan to communicate the proposed differential tuition request to students, and the feedback you have already received from students on this request, if any.

The Law School will post a notice on its website to inform students of the proposed expansion of its current JD program tuition differential to the new MSL program. No feedback has been received so far.

Accountability/Budget Information: Please provide budgetary information about how the revenue generated will be expensed. It is highly encouraged to set aside a portion of the revenue generated by the differential for financial aid (see policy UAP 8210 2.2.2).

Financial Aid Set Aside Amount: 10%

Proposed Annual Revenue

Differential Tuition (per student credit hour)	\$352.34 resident \$572.05 non-resident
Projected # of Student Credit Hours (all student credit hours taken by student majors in the program).	100
Total Revenue	\$35,234

Proposed Annual Expenditures

Financial Aid Set Aside (%)	\$3,523
Faculty Expense	\$8,700
Advising Personnel	\$4,052 TA Support



Support Staff Expense	\$13,512
Operating Expenses	\$5,467 Recruitment Costs
Total Program Costs	\$35,234

Please provide a detailed explanation on how the revenue will be used for this program:

Revenue will be used to pay the part-time program director, the part-time program coordinator, the JD-student teaching assistants, faculty and administrative support, recruitment costs, and need-based financial aid awards.

The 10% financial aid set-aside for the MSL program is greater than the 2.6% set-aside for the JD program because the law school retains both base and differential tuition revenue generated by the MSL program in accordance with the approved Form D New Graduate Degree proposal (incorporated herein by reference) that established this degree pursuant to UNM's Responsibility-Centered Management budget model.

The law school will adapt its procedures for need-based scholarship awards for JD students to MSL students. See the next section regarding other sources of financial aid for MSL students.

Student Access and Affordability: Please explain how student access and affordability will be addressed.

UNM School of Law is one of the most affordable law schools in the Mountain West Region and in the country. Each year, the National Jurist/PreLaw Magazine ranks law schools around the country on overall value, which is calculated based on tuition, cost of living, average indebtedness after law school, bar passage rate and employment success. In 2015 UNM School of Law was ranked 6th in the nation for value.

UNM Law School's tuition is significantly lower than most other law schools. Tuition for full-time students (12-18 credits) in the 2016-17 academic year is \$16,236.48 for residents and \$35,291.76 for non-residents. 2016-17 tuition for part-time students is \$676.52 per credit hour for residents and \$1,470.49 per credit hour for non-residents. Most if not all MSL students are expected to be residents. University support allows the law school to maintain its low tuition.

Our affordability is a big factor for applicants. Many students choose UNM not only because of our great academic programs, but for our incredible value. Applicants are smart consumers who are very conscious of cost and overall value of their degree.

MSL students apply for financial aid through UNM Graduate Studies for sources other than the need-based set-aside described in the previous section. Some part-time MSL students may work for companies that pay all or part of their tuition. UNM personnel who are eligible for the Employee Tuition Remission Benefit may enroll part-time in the MSL program and use this benefit to pay for base and differential tuition plus mandatory fees for up to 8 credit hours per semester and up to 4 credit hours per summer session.



These financial aid sources and our comparatively low tuition enable students to afford the MSL program and benefit themselves and their employers in the short and long term through the knowledge and skills they acquire.

Peer Comparison Chart: Please complete the Excel peer comparison spreadsheet if the peer institutions listed does not have a similar college/school or department/program and an institution that most closely resembles your unit. Please note this adjustment below.

Of the 22 peer universities listed in the UNM Peer Comparison spreadsheet, only 9 had masters of studies of law programs. We have added 8 public universities that have masters of studies in law.

Other Information: Please provide any additional information that supports this request for differential tuition.

The proposed annual revenue and expenditures are based on year 1 of the Law School's projected tuition differential revenue and expenditure. These amounts account for the tuition differential portion of the total revenue, and the revenue is based resident tuition differential amount only. Please see attached report for the year 2 through year 5 projections.

Dean/Director Approval:

Printed Name: Alfred Mathewson

Signature: _____

Date: _____

9/30/16

**Attachment for UNM School of Law Master of Studies in Law
Tuition Differential Request Six-Year Enrollment Projection**

Year	Full-time Students @ 30 CH/year		Part-time Students @ 10 CH/year		Credit Hours	Tuition Differential Revenue @ \$352.34/Ch
	New	Returning	New	Returning		
1*	n/a	n/a	n/a	n/a	n/a	
2	1		7		100	35,234
3	3	0	1	7	170	59,898
4	5	0	1	8	240	84,562
5	5	0	7	2	240	84,562
6	5	0	0	9	240	84,562

Estimated Program Costs Covered by Tuition Differentials	Year 0 FY16	Year 1 FY17	Year 2 FY18	Year 3 FY19	Year 4 FY20	Year 5 FY21
Director SAC	\$ 10,000	\$4,990	\$13,543	\$18,377	\$18,300	\$18,300
Faculty Support		\$1,748	\$3,724	\$7,351	\$7,320	\$7,320
Faculty Fringes	\$ 2,900	\$1,962	\$5,060	\$7,564	\$7,558	\$7,558
TA support		\$2,876	\$3,900	\$5,293	\$5,270	\$5,270
Graduate Fringes		\$1,176	\$1,750	\$2,607	\$2,851	\$2,851
Administrative Support	\$ 10,000	\$9,987	\$13,543	\$18,377	\$18,300	\$18,300
Fringe Benefits	\$ 3,500	\$3,525	\$4,835	\$6,616	\$6,661	\$6,661
Recruitment Costs	\$ 25,000	\$5,467	\$7,553	\$9,921	\$9,844	\$9,844
Financial Aid at 10%		\$3,523	\$5,990	\$8,456	\$8,456	\$8,456
Expense Totals	\$ 51,400	\$ 35,254	\$ 59,898	\$ 84,562	\$ 84,562	\$ 84,562



**The University of New Mexico
2016-17 Tuition Projections**

College: School of Law
Program: Masters of Studies in Law

Graduate Resident

	Resident	Tuition (1)	Differential for Peer College/Program (2)	FY 2016 Projected Tuition @ 2% Increase	Proposed Differential	Total Proposed Tuition
	University of New Mexico	\$ 4,443	n/a	n/a		\$ 4,443
	Peer Median	\$ 20,716	n/a	n/a	n/a	\$ -
1	Arizona State University*	\$ 31,200		\$ 624	n/a	\$ 31,824
2	Florida International University*	\$ 20,716		\$ 414	n/a	\$ 21,130
3	New Mexico State University*			\$ -	n/a	\$ -
4	Oklahoma State University*			\$ -	n/a	\$ -
5	Texas A&M University* Full-Time	\$ 22,000		\$ 440	n/a	\$ 22,440
	Texas A&M University* Part-Time	\$ 11,800		\$ 236	n/a	\$ 12,036
6	Texas Tech University*			\$ -	n/a	\$ -
7	The University of Tennessee			\$ -	n/a	\$ -
8	The University of Texas at Arlington*			\$ -	n/a	\$ -
9	The University of Texas at Austin**			\$ -	n/a	\$ -
10	The University of Texas at El Paso*			\$ -	n/a	\$ -
11	University of Arizona*	\$ 28,857		\$ 577	n/a	\$ 29,434
12	University of California-Riverside			\$ -	n/a	\$ -
13	University of Colorado-Boulder**	\$ 29,708		\$ 594	n/a	\$ 30,302
14	University of Colorado-Denver**			\$ -	n/a	\$ -
15	University of Houston**			\$ -	n/a	\$ -
16	University of Iowa **	\$ 14,758		\$ 295	n/a	\$ 15,053
17	University of Kansas*			\$ -	n/a	\$ -
18	University of Missouri-Columbia*			\$ -	n/a	\$ -
19	University of Nebraska-Lincoln*	\$ 13,975		\$ 279	n/a	\$ 14,254
20	University of Nevada-Las Vegas			\$ -	n/a	\$ -
21	University of Oklahoma-Norman Campus*	\$ 20,531		\$ 411	n/a	\$ 20,942
22	University of Utah**			\$ -	n/a	\$ -
23	University of California-Hastings*	\$ 46,685		\$ 934	n/a	\$ 47,619
24	Cleveland Marshall*	\$ 31,884		\$ 638	n/a	\$ 32,522
25	Indiana University (IUPUI)	\$ 25,315		\$ 506	n/a	\$ 25,822
26	University of New Hampshire*	\$ 33,185		\$ 664	n/a	\$ 33,849
27	The Ohio State University*	\$ 22,818		\$ 456	n/a	\$ 23,274
28	University of Pittsburgh*	\$ 52,452		\$ 1,049	n/a	\$ 53,501
29	Washburn University*	\$ 21,670		\$ 433	n/a	\$ 22,103
30	University of Illinois Urbana-Champaign*	\$ 53,340		\$ 1,067	n/a	\$ 54,407

(1) Tuition is based on full time status (15 credit hours for graduate tuition per semester) Fall and Spring semesters

(2) Please indicate the peer's differential tuition based on the college/program your unit is comparing to.

*includes student fees

**rates vary depending on field of study



**The University of New Mexico
2016-17 Tuition Projections**

College: School of Law

Program: Masters of Studies in Law

Graduate Non-Resident

	Non-Resident	Tuition (1)	Differential for Peer College/Program (2)	FY 2016 Projected Tuition @ 2% Increase	Proposed Differential	Total Proposed Tuition
	University of New Mexico	\$ 15,002	n/a	n/a		\$ 15,002
	Peer Median	\$ 22,000	n/a	n/a	n/a	\$ -
1	Arizona State University*	\$ 39,200		\$ 784	n/a	\$ 39,984
2	Florida International University*	\$ 20,716		\$ 414	n/a	\$ 21,130
3	New Mexico State University*			\$ -	n/a	\$ -
4	Oklahoma State University*			\$ -	n/a	\$ -
5	Texas A&M University* Full-time	\$ 22,000		\$ 440	n/a	\$ 22,440
	Texas A&M University* Part-Time	\$ 11,800		\$ 236	n/a	\$ 12,036
6	Texas Tech University*			\$ -	n/a	\$ -
7	The University of Tennessee			\$ -	n/a	\$ -
8	The University of Texas at Arlington*			\$ -	n/a	\$ -
9	The University of Texas at Austin**			\$ -	n/a	\$ -
10	The University of Texas at El Paso*			\$ -	n/a	\$ -
11	University of Arizona	\$ 28,857		\$ 577	n/a	\$ 29,434
12	University of California-Riverside			\$ -	n/a	\$ -
13	University of Colorado-Boulder**	\$ 36,512		\$ 730	n/a	\$ 37,242
14	University of Colorado-Denver**			\$ -	n/a	\$ -
15	University of Houston**			\$ -	n/a	\$ -
16	University of Iowa **	\$ 14,758		\$ 295	n/a	\$ 15,053
17	University of Kansas*			\$ -	n/a	\$ -
18	University of Missouri-Columbia*			\$ -	n/a	\$ -
19	University of Nebraska-Lincoln*	\$ 31,390		\$ 141	n/a	\$ 31,530
20	University of Nevada-Las Vegas			\$ -	n/a	\$ -
21	University of Oklahoma-Norman Campus*	\$ 30,956		\$ 619	n/a	\$ 31,575
22	University of Utah**			\$ -	n/a	\$ -
23	University of California-Hastings*	\$ 46,685		\$ 934	n/a	\$ 47,619
24	Cleveland Marshall*	\$ 54,324		\$ 1,086	n/a	\$ 55,410
25	Indiana University (IUPUI)	\$ 44,163		\$ 883	n/a	\$ 45,046
26	University of New Hampshire*	\$ 36,885		\$ 738	n/a	\$ 37,623
27	The Ohio State University*	\$ 59,328		\$ 1,187	n/a	\$ 60,515
28	University of Pittsburgh*	\$ 60,632		\$ 1,213	n/a	\$ 61,845
29	Washburn University*	\$ 33,820		\$ 676	n/a	\$ 34,496
30	University of Illinois Urbana Champagne*	\$ 53,340		\$ 1,067	n/a	\$ 54,407

(1) Tuition is based on full time status 15 credit hours for graduate tuition per semester) Fall and Spring semesters

(2) Please indicate the peer's differential tuition based on the college/program your unit is comparing to.

*includes student fees

**rates vary depending on field of study



Board of Regent Report

UNM Alumni Association & Alumni Relations Office
March 13, 2017

Strategic Goals

Goal: Maximize alumni and student engagement

Student Engagement

- Donut Days – Wednesday, March 1, 2017
The Alumni Association hosted its monthly Donut Wednesday event. Several students attended for the first time and were provided tours of Hodgin Hall Alumni Center.
- Trailblazers Student Alumni Ambassadors
 - Membership Recruitment concluded. New members will be selected at the end of March. The membership is capped at 30, and 12 will be graduating in May.
 - Trailblazers helped meet and greet at the UNM Alumni Awards Dinner on February 16, enabling an opportunity for students to connect with alumni and administrators.
- Dinner for 12 Lobos – February 24-26, 2017 to commemorate Lobo Day (Feb. 28)
 - Nine dinners were hosted by Alumni for students, faculty and alumni, mainly in the greater Albuquerque area.
 - One was hosted for the Valencia Branch in Belen, NM, and included the CEO of the Valencia Branch, Alice Letteny, and several students from that branch.
 - One was also hosted for alumni in Las Vegas, NM.
- Career Networking Luncheon – Thursday, March 23, Hodgin Hall Alumni Center, hosted by the UNM Alumni Association; guests include members of the Board of Directors, HR and Recruitment Specialists, students from GPSA, ASUNM, Trailblazers, and the Student Transition and Engagement Course.

Alumni Engagement

- Chapters and Alumni Outreach Calendar
 - Austin Chapter
 - March 4 – Lobo Day Speaker, Katherine Lane '80, presented a topic "How to Launch Your Creativity" for 20 guests at the Ronald McDonald House Charities in Austin, followed by a New Mexican meal.
 - Dallas/Fort Worth Chapter
 - March 4 – UNM Men's Basketball vs. SDSU Game Watch at Social House Addison. A packed house of UNM alums gathered to watch the Lobos take down the SDSU Aztecs in the final regular season game in the Pit.
 - Las Vegas Chapter
 - March 8 – MWC Basketball Tournament Welcome and Fan Reception, Pink Taco in the Hard Rock Casino/Hotel. Over 150 alumni and fans are expected to participate as they cheer on the Lobos in tournament games.

- Los Angeles Chapter
 - February 25 – UNM Men’s Basketball vs. Wyoming Game Watch at Clearman’s Galley – EVENT CANCELLED DUE TO CHANGE IN TELEVISION COVERAGE.
 - Oklahoma City Alumni Interest Group
 - February 25 – UNM Men’s Basketball vs. Wyoming Game Watch at RePublic Gastropub – EVENT CANCELLED DUE TO CHANGE IN TELEVISION COVERAGE.
 - Phoenix Chapter
 - March 16 – Career Networking Event at Mother Bunch Brewery, 6-7:30 pm
 - San Diego Chapter
 - March 3 – RED or GREEN Cuisine Food Truck at Groundswell Breweing Co.
 - March 4 - UNM Men’s Basketball vs. SDSU Game Watch at McGregors
 - Washington DC Chapter
 - February 26 – Lobo Day Brunch Speaker, Dr. Timothy Verstynen ’01, “Do Zombies Count Dead Sheep,” Fort Belvoir Officer’s Club, had 50 guests including the Fred Harris Student Interns.
- UNM Homecoming dates are set for the week of September 25 – 30. UNM football will play the Air Force Academy in the traditional game on Saturday, September 30. The week will include activities for students, faculty and staff, alumni, and the UNM Community, including pep rallies, reunions, awards recognitions, open houses and tailgates. Theme and details will be determined by the Homecoming Steering Committee.

Other Campus Alumni Outreach

- International student career development workshop – “How to find and get an internship” February 23, 2017 – 32 students, 3 alumni presenters
- History Graduate Alumni Retreat – first gathering of History alumni to discuss value of degree and advocating for the importance of history education - February 24-25
- American Studies Alumni Dialogue – first gathering of American Studies alumni, faculty & students – February 28, 2017 – 52 alumni, students, faculty
- APR outreach & alumni survey support to Computer & Electric Engineering, Mechanical Engineering, Chemical & Bio Engineering and Nanoscience and Microsystems Engineering, Organization, Information Learning Sciences (OILS) and Education Psychology program
- UNM Alumni Collaborative met Thursday, March 2 with representatives across main and north campus.

Lobo Living Room

February 23, 2017: Inaugural D.H. Lawrence Lecture with Poet, Mark Doty

The UNM Alumni Association partnered with the D.H. Lawrence Ranch Initiatives, the Witter Bynner Poetry Foundation, and the UNM Department of English Language and Literature to sponsor this Lobo Living Room. The Inaugural D.H. Lawrence Lecture was presented by Poet, Mark Doty, National Book Award winner. A reception and book signing were held after the lecture which was held at the UNM Continuing Education Center Auditorium. 197 UNM alumni and guests attended the lecture.

March 23, 2017: The Power to Cure Multiplied – Project ECHO

The UNM Alumni Association with UNM Health Sciences Center will host a Lobo Living Room, *The Power To Cure Multiplied – Project ECHO*. It will be presented by Dr. Sanjeev Arora at 6 p.m. on Thursday, March 23, at the Domenici Center Auditorium. A reception will be held following the presentation. A large attendance is expected.

Greater Albuquerque Area Alumni Chapter (GAAAC)

GAAAC awarded 3 Aluminaria awards for March 2017: Kyla Thompson, '66 BAED for her vision with *Veterans Heading Home* and *NM Women Veterans Smile*; Evan Thompson, '13 BA for his work with seniors and setting up a one-stop web site for senior services www.Senior.one, and John Kynor '03 BBA, for his work and fundraising for *Dental Care in Your Home*, which provides care to veteran, PTSD, and children and seniors.

GAAAC Community Outreach: will volunteer with UNM Spring Storm.

GAAAC is organizing a **Professional Development presentation on Financial Literacy**. The UNM Alumni Association and the New Mexico Attorney General's Office are joining forces in conjunction with Financial Literacy Month and *Money Smart Week* in April. The presentation will be held on the UNM campus at Hodgin Hall for alumni and students on April 19, at 6:00 pm called *Consumer Security: Protecting the Citizens of New Mexico*. The New Mexico Attorney General's Office Community Outreach Program along with the UNM Alumni Association will present *Consumer Security*. Topics to include: recognizing the red flags of financial scams, consumer online safety, crime prevention, identity theft and fraud. UNM alums Patrick Stewart and Shaylyn Garcia Roy will present the free program.

UNM Alumni Association Statewide Outreach

Santa Fe, NM. March 18, 2017. Dana Tai Soon Burgess Dance Company

UNM DC alum, Dana Tai Soon Burgess, Smithsonian's first ever choreographer-in-residence and his dance company to tour New Mexico and offer master classes for dancers. The **Santa Fe performance** is at the **NDI Dance Barns**. The milestone tour is possible thanks to generous support from individual and organizational donors including the UNM Alumni Association and the College of Fine Arts. The anniversary season kicks off in March 2017 in the choreographer's hometown, Santa Fe, New Mexico.

Financial Literacy Outreach, April, 2017:

The UNM Alumni Association and the New Mexico Attorney General's Office are joining forces. In conjunction with Financial Literacy Month and *Money Smart Week* in April, the following New Mexico Cities have been scheduled for various *Consumer Security* presentations:

Socorro, NM, April 6: Consumer Security: Protecting the Citizens of New Mexico

The New Mexico Attorney General's Office Community Outreach Program along with the UNM Alumni Association will present *Consumer Security*. Topics to include: recognizing the red flags of financial scams, consumer online safety, crime prevention, identity theft and fraud. UNM alums Patrick Stewart and Shaylyn Garcia Roy will present the free program.

Las Cruces, NM. April 6: *Consumer Security: Protecting the Citizens of New Mexico*

The New Mexico Attorney General's Office Community Outreach Program along with the UNM Alumni Association present *Consumer Security* at the City of Las Cruces Council Chambers. Topics to include: recognizing the red flags of financial scams, consumer online safety, crime prevention, identity theft and fraud. UNM alums Patrick Stewart and Shaylyn Garcia Roy will present the free program.

Goal: Increase alumni advocacy for UNM

Lobos for Legislation

March 1, 2017. Washington DC: New Mexico Congressional Delegation Reception

The UNM Office of the President, UNM Alumni Association, Government Relations, Health Sciences Center and the Research Office sponsored the annual NM Congressional Delegation Reception in Washington DC. Senator Tom Udall and Representative Michelle Lujan Grisham spoke to the group and 5 Fred Harris UNM student interns were introduced. 151 alumni and guests attended the reception

Goal: Maximize benefits of technology

Website:

Date range: February 6 to March 6, 2017

Views: 9,265 Page Views

Top 5 pages:

- Home Page (1,631 views)
- Scholarships (1,288 views)
- Undergraduate Scholarships (723 views)
- Graduate Scholarships (373 views)
- Mirage Magazine (219 views)

Online Community

There were 80 new registered members to the online community during this period.

Goal: Invest in a strategic and collaborative communications and marketing program

Howler Statistics

The Howler monthly e-newsletter continues to average a 15% open rate (about 12,700), with an average of 800 click throughs per issue.

- The March issue featured: Mirage Magazine subscription changes; Mountain West Conference Fan Appreciation Reception hosted by UNM Alumni, the Las Vegas Chapter and Lettermen's Association; Lobo Living Room with Dr. Sanjeev Arora presenting about Project ECHO and upcoming chapter events in Dallas and Phoenix.

Mirage Magazine

The Spring 2017 Mirage Magazine is at print/mail house and will hit curbside mailboxes soon. The digital edition was linked in the Howler that was sent to alumni on Thursday, March 2. In the Spring 2017 edition, and the communications for its promotion, we are asking alumni to opt-in to digital delivery.

The Alumni Association is also moving to a digital delivery, via email, only for all on-campus faculty and staff at the University. A press release has been sent to UCAM for publication in the News Minute and Newsroom, and an email has been sent to Staff Council, Faculty Senate, HSC Marketing & Communications and UCAM for distribution to staff and faculty about the changes and how to opt-in to print if they prefer a hardcopy of the magazine. All subscription preference updates will go into effect for the Fall 2017 edition of Mirage Magazine.

Mirage Magazine has been sent digitally to approximately 5,000 2016 grads and to 7,200 UNM faculty and staff across the state.

- Print copies were mailed to 155,112 alumni and donors across the country.

Stories included in the Spring 2017 Mirage include:

- The Importance of a Wider World – featuring various international experiences from students and alumni
- International Mountain Medicine Center – featuring alumnus Jason D. Williams
- Searchable and sharable medical research data – featuring alumna Rebecca Kush
- The 1st choreographer in residence – featuring alumnus Dana Tai Soon Burgess