



**UNIVERSITY OF NEW MEXICO  
BOARD OF REGENTS**

**Agenda**

**August 15, 2017  
9:00 AM  
SUB, Ballroom C**

**The Board of Regents of the University of New Mexico**  
**Meeting in Open Session and Executive Session**  
**August 15, 2017,**  
**Executive Session at 8:00 AM in the Cherry Silver Room, 3<sup>rd</sup> level of SUB**  
**Open Session at 9:00 AM in the Student Union Building (SUB), Ballroom C**

***Revised AGENDA***

TAB

**8:00 AM**

- I. Call to Order, Confirmation of a Quorum, Adoption of the Agenda ..... 1  
*Regent President Rob Doughty*
- II. Vote to close the meeting and proceed in Executive Session (Cherry Silver Room on 3<sup>rd</sup> level of SUB)
  1. Discussion and determination where appropriate of threatened or pending litigation as permitted by Section 10-15-1.H(7), NMSA (1978)
- III. Vote to re-open the meeting and certification that only those matters described in Agenda Items II. were discussed in Closed Session and if necessary, final action with regard to those matters will be taken in Open Session.

**9:00 AM: Proceed to SUB Ballroom C for continuation of meeting and beginning of Open Session**

- IV. Approval of Minutes: June 13, 2017 regular meeting ..... 2
- V. The President's Administrative Report, *Interim 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

- VI. Consent Docket and Regent Committee Reports

**Consent Docket**

1. Approval of Regent Nominations to the Boards of University Research Park and Economic Development Act (URPEDA) Corporations..... C-1
2. Approval of Alumni Association Board Members ..... C-2
3. Health Sciences Center Committee (HSCC) Consent Items, *Regent Marron Lee, Chair*
  - a. Request for the Approval of UNM Hospitals Contract with Delta Dental Plan of NM, Inc. .... C-3
4. Finance and Facilities Committee (F&F) Consent Items, *Regent Marron Lee, Chair*
  - a. Approval of Lobo Development Corporation Board of Directors Reappointments ..... C-4
  - b. Approval of STC.UNM Board of Directors Appointments and Approval of Naming Plan for Lobo Rainforest Building Courtyard ..... C-5
  - c. Approval of Naming Committee Request: Pre-approval to Rename the Great Friends of Track Stadium ..... C-6

**Academic/Student Affairs and Research Committee (ASAR), Regent Rob Doughty, Chair**

**Action Item**

1. KMP Resolution, *Deborah Kuidis, Industrial Security Officer* ..... 4

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

**Action Item**

1. Approval of Phase II Planning for the Modern Medical Facility (Hospital Architect Proposal)  
*Paul Roth, Chancellor for HSC..... 5*

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

**Action Items**

1. Approval of Naming Committee Request: Creation and naming of Center for Kinesio Taping  
*Methods, Elizabeth Washburn, Chair UNM Naming Committee; Joanna Katzman, MD..... 6*
2. Approval of Capital Outlay Re-Submission to the Higher Education Department..... 7  
*Chaouki Abdallah, Interim President, Dr. Paul Roth, Chancellor, HSC, Chris Vallejos, AVP, ISS and Lisa Marbury, Exec. Dir., ISS*

**Information Items**

3. Discussion and Report on UNM Taproom Initiatives and Capital Investment..... 8  
*Melanie Sparks, Exec. Dir., ISS and Chris Vallejos, AVP, ISS*
4. Report on Athletics, Janice Ruggiero, Interim Dir., Athletics and Chris Vallejos, AVP, ISS ..... 9

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

- VII. Advisors' Comments (limit 3 min.) ..... 10

- VIII. Adjourn

**Minutes of the Regular Meeting of the Board of Regents of the University of New Mexico**  
**June 13, 2017**  
**Student Union Building, Ballroom C**  
**Main Campus**

Members present

Robert M. Doughty, President; Marron Lee, Vice President; Tom Clifford, Secretary Treasurer; Garrett Adcock; Brad Hosmer; Alex O. Romero; Suzanne Quillen

Administration present

Chaouki Abdallah, Interim President; Paul Roth; Chancellor for Health Sciences Center; David Harris, EVP of Administration, COO, CFO; Virginia Scharff, Associate Provost for Craig White, Interim Provost and EVP for Academic Affairs; Elsa Cole, University Counsel; Dorothy Anderson, VP HR; Eliseo 'Cheo' Torres, VP Student Affairs; Dana Allen, VP Alumni Relations; Elizabeth 'Libby' Washburn; Gabriel Lopez, VP Research; Chief Compliance Officer; Amy Wohler, President's Chief of Staff; Liz Metzger, Controller; Ava Lovell, HSC Sr. Exec. Officer of Finance and Administration

Regents' Advisors present

Pamela Pyle, Faculty Senate President; Danelle Callan, Staff Council President; Alaa Elmaoued, GPSA President; James Lewis, Alumni Association President; Donna Smith, Retiree Association President

Presenters in attendance

Lisa Marbury, Executive Director, Institutional Support Services

Others in attendance

Members of administration, faculty, staff, students, the media and others. Many supporters of the UNM ski team were present.

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

Regent President Rob Doughty called the meeting to order at 9:10 AM and confirmed a quorum.

Regent Doughty announced the following amendments to the agenda:

- 1) Move Budget Approval (Item VI, Tab 8) to coincide with the President's Administrative Report
- 2) Move Public Comment and Advisors' Comments related to agenda items to after Approval of Minutes (Item II)
- 3) Move Election of Officers (Item IV) to before President's Administrative Report
- 4) Take off of the agenda, HSC Committee agenda Item 1, "Approval of the Naming of the Jim and Ellen King Professorship in Dermatology", because the item is also listed on the consent agenda and will be approved on the consent agenda.

**The motion to approve the agenda as amended passed unanimously (1<sup>st</sup> Lee; 2<sup>nd</sup> Adcock).**

• Before going further, Regent President Doughty welcomed new regent Alex Romero to the board. Regent Romero comes with a history of deep roots going back several generations in New Mexico. He is a successful businessman and community leader, with 35 years in the banking industry and just recently retiring as President and CEO of the Albuquerque Hispano Chamber of Commerce, after serving 12 years. Regent Romero will be a positive asset to the Board of Regents as he brings his wealth of experience to this board in terms of business and New Mexico in general. Regent Doughty welcomed Regent Romero on behalf of all of the Regents. Regent Romero thanked Regent Doughty and added he looks forward to serving on the board.

APPROVAL OF MINUTES

Regent Doughty asked members for any comments or modifications to the minutes on the agenda for approval; there were no comments or modifications; Regent Lee motioned approval.

**The motion to approve the minutes of the May 11, 2017 regular meeting, the May 24, 2017 Budget Summit, and the April 18, 2017 regular meeting passed unanimously (1<sup>st</sup> Lee; 2<sup>nd</sup> Adcock).**

PUBLIC COMMENT

Justine Andrews, Associate Professor in the department of Art, spoke about the need to update very old and worn out facilities in the College of Fine Arts. UNM has the largest art program in New Mexico.



Eric Lau, Chair of the department of Music, also spoke about the need for updated facilities. He spoke in support of the Capital Outlay plan for College of Fine Arts Renewal and Replacement that will be submitted to the HED (Tab 7 on the agenda). There are five performance venues and education events during summer, and these housed in some of the oldest building on campus. Recruitment efforts are compromised, especially when UNM's facilities are compared to its peers'.

Mark Narvaez, spoke in support of PNMGC (Project for New Mexico Graduates of Color) to restore funding that was taken away in the fee process, and requested that if funding will not occur through the SFRB process to consider funding as a line item in the budget.

Theresah Napetey, spoke in support of PNMGC (Project for New Mexico Graduates of Color) and shared positive first-hand experiences as a member.

Glenda Lewis, spoke in support of PNMGC (Project for New Mexico Graduates of Color) and gave personal testimony for how the organization helped her. Ms. Lewis requested the Regents reconsider funding because PNMGC provides crucial support.

Regent Doughty expressed support for PNMGC; President Abdallah responded there is an avenue for funding if the budget as presented at the meeting is approved.

#### ADVISORS COMMENTS

Alaa Elmaoued, GPSA President, encouraged maintaining an open dialogue with graduate students and to put in place a sustainable budget for the future. He also requested to keep the graduate students at the table during the SFRB process and during tuition decisions.

Pamela Pyle, Faculty Senate President, commented the Budget Leadership Team (BLT) spent a good portion of the year researching and finding solutions and helping to identify cuts. Funding is necessary for the creation and promulgation of research, facilities and equipment, and retention of faculty and students throughout the year. Increased revenues are essential to the good health of the University. Ms. Pyle closed with comment that NMSU raised its tuition by 6%.

#### COMMENTS FROM REGENTS

Regent Brad Hosmer read the following statement regarding the budget with the request that his comments be included in the minutes of the meeting:

*Investments in student success in the last five years have proved to yield very high return. Those investments need to be sustained and strengthened or the student successes they produced will slide back. UNM and New Mexico cannot afford not to keep up investments in student success.*

*Education at UNM is remarkably high-value and low cost. The net cost to UNM students is so low (compared to other equivalent universities) that raising tuition to carry forward our investments in student success is more than reasonable – it is essential.*

*The proposal to move away from one sticker price for tuition and instead charge different tuition for different course levels and material makes excellent sense, in my opinion, and if anything that approach should be pushed further.*

*The cost structure of UNM is at or near the lowest among our peer universities. That fact indicates that UNM is currently operating as effectively and efficiently as the best of our peers. We cannot solve our budget pain by squeezing more out of our operating structure and practices, and we cannot afford to pull back on student success investments. Those constraints suggest sacrificing structure, and sizing UNM for the longer term. Actions to do so need to be planned out over a number of years, with internal adjustments phased to allow for minimum pain and sustaining high faculty quality at the individual level, and phased internal realignments suggested by our strategic plan and future demands on UNM. I urge Regent's guidance to the administration to set such planning in motion, to be reported out quarterly to the BOR over the next year building to the budget summit in early 2018.*

*The academic enterprise at UNM is essential to the future of New Mexico. The HSC is essential both to the future and to the immediate welfare of New Mexicans. I believe it overdue and now imperative that planning toward and achieving more modern hospital facilities be a part of this UNM budget. Moreover, that must be achieved without sacrifice to the medical schools or our medical research – all among the gems in this state.*

#### ELECTION OF OFFICERS – SECRETARY TREASURER

Regent Doughty clarified election of the Board of Regents' Secretary Treasurer is on the agenda due to Jack Fortner's recent resignation from the board, and he was the Secretary Treasurer. Regent Doughty asked for nominations for Secretary Treasurer of the board. Regent Marron Lee nominated Regent Tom Clifford; Student Regent Adcock seconded the nomination. Regent Doughty asked if there were any other nominations; there were no other nominations. Regent Doughty asked for a vote to approve Tom Clifford as Secretary Treasurer of the Board of Regents.

**The vote was 6-1 in favor of Regent Clifford for Secretary Treasurer; Regents Doughty, Lee, Clifford, Quillen, Romero, and Adcock voted for; Regent Hosmer voted opposed.**

#### THE PRESIDENT'S ADMINISTRATIVE REPORT AND APPROVAL OF THE FY 2017-2018 CONSOLIDATED BUDGET

President Abdallah opened his report by first responding to the public comments regarding the PNMRC (Project for New Mexico Graduates of Color), stating the President's Initiatives portion of the proposed budget includes funds for the PNMRC for one year, and the group may work out their structure and nomenclature with the Student Fee Review Board for future funding requests.

President Abdallah reported on recent positive press. UNM ranks 3rd in the nation (among 200 institutions) in the "Increase of Critical Thinking" category of the Collegiate Learning Assessment Plus, which measures gains achieved through a national test of students at the freshman and senior levels. UNM ranks 28th among 225 university research institutions in bringing concepts to commercialization and ranks 33rd out of 100 universities in the number of US patents received. UNM received a 5-year, \$12 million award in Earth & Planetary Science from the NSF. Research funding supplements the University budget, supports the academic mission, and contributes to other outcomes. The President's Office plans to announce another major grant award on June 14.

President Abdallah gave an update on student success and retention levels. Upon certification, UNM will award a record number of degrees in 2016-17. For comparisons, the 2010-11 4-year graduation rate was 15%; currently it is 26% and on track to make 30% in two years. The 6-year graduation rate is close to its all-time high at 49%, and on its way to 60% (up from 44% in 2010-11). The freshman retention rate broke 80% for the first time. The achievement gaps between different student demographic groups are closing. The largest group of incoming students are Hispanic; non-traditional and minority groups constitute more than 50% of students. Higher metrics are achieved not by focusing on one particular group, but rather by raising everyone's success rates.

President Abdallah added UNM provides a high-quality education at a reasonable cost with degrees holding value in the outside world. Based on data, for every year that a student stays on track to graduate is approximately \$60k value (based on \$20k cost of attendance plus opportunity cost estimating an average \$40k salary). If UNM does not counter diminished resources, the current positive momentum will recede to the point the University was at in 2008-9 when success rates were much lower because the University was not investing in a student's first year and student support in general. Sustained positive outcomes will benefit the state and its students.

President Abdallah turned to the budget request. As a result of the Regents' May 24 Budget Summit, the tuition increase was approved at a lesser amount than requested, resulting in a \$1 million gap. The University faces a total challenge of \$3 million. To counter this deficit, the administration proposes an upper administration salary and workforce reduction of about \$200k, reorganization and attrition for a \$1.8 – 1.9 million savings, and a one-time use of reserves. This assumes no significant change in enrollment due to unforeseen circumstances. Enrollment could affect the budget positively or negatively.

The Budget Leadership Team, with representation from Main Campus, HSC, the Branch Campuses, and including student representatives, developed a proposal that was incorporated in the Regents' Summit outcome. President Abdallah presented the resulting consolidated budget, which is 2% lower between the originally proposed 17-18 and 18-19 budgets, with the HSC budget increasing by 3.6%, mainly due to hospital and clinical revenues. The Branches' budget is also reduced by 2%. UNM in total has a \$3 billion operating budget; the Academic Affairs (or Instruction and General) budget is \$300 million; Main Campus revenues are approximately \$834 million, a 1.5% net decrease from last year, due to an \$11.5 million decrease in state appropriations and a decrease in State scholarship support, translating to fewer students. The slight reduction in enrollment was due in part to the lottery and other factors, such as demographics.

For the past 1-2 years, UNM has enacted a soft hiring freeze, with administration evaluating open positions and approving hires as needed, taking advantage of workforce reduction and attrition, eliminating positions and reassigning duties. UNM

has instituted cost containment measures that include centralization efforts and stricter guidelines on budgeting use of reserves.

Twenty-two percent of UNM revenue derives from the State, 23% from contracts and grants, and 24% from tuition and fees. 38% of expenditure goes to Instruction & General, 15% goes to student aid and student social expenses. Research revenue is approximately \$93 million and is restricted funding spent on research. Other smaller expenditures include the plant fund, athletics, and public services, such as KUNM, UNM Press, etc.

Total revenue for Branch Campuses is \$50 million, a 2% increase over last year. All Branch budgets decreased, with the exception of Valencia Campus, which received a large STEM grant. State appropriations account for 38% of Branch Campus budgets; 17% comes from local appropriations. Branches spend approximately 80% on Instruction and General and do not have the other expenditures that Main Campus has, and tuition is lower. About 3% of their budget comes from research.

President Abdallah stated UNM provides an affordable, high-quality education to a broad group of families and students, mostly middle-class. When it obtains a high ranking in academics or athletics, there is more interest and the value of a UNM degree rises. The positive slope currently achieved must be maintained. The Honors College ensures our most talented students do not have to leave the State or sacrifice affordability to experience a small, liberal arts education; UNM needs to continue investing in that segment to attract the top New Mexican students. We focus mostly on needy students, who require financial and academic support. We do very well with our top 10% and the middle 50% of students; 40% need support in navigating their education. Great flagship universities serve the entire range between at-need to advanced students and impart critical thinking skills necessary for future employment.

President Abdallah stated in the September Board of Regents meeting, administration will provide a more detailed presentation about the FY17 situation, FY18 state funding reduction effects, and a complete report on all balances.

Finally, the Legislative Finance Committee is currently conducting a study on cost drivers for higher education in the State, meeting with 10 institutions statewide, including larger and smaller ones, to ascertain what the cost drivers are and what institutions are doing to cut costs and increase revenues for the State as well as themselves.

President Abdallah took questions from the Regents before turning over the presentation to HSC Chancellor Paul Roth.

Regent Clifford asked for clarification on the characterization of the Regent Budget summit vote, stating it creates the impression that the vote resulted in a \$3 million budget deficit. He stated that in fact, the Regents voted to reduce the budget by \$1.1 million. President Abdallah responded Regent Clifford was correct. Regent Clifford clarified the budget reflects a 2.5% decline in base tuition revenues, so it does include enrollment level considerations due to the changes in the lottery scholarship. President Abdallah clarified that when he stated "no significant change in enrollment," he referred to anything beyond the 2% decline that was projected. Regent Clifford asked for confirmation the 2% figure was based on budget office analysis of the order of magnitude of past tuition impacts. President Abdallah confirmed.

Regent Clifford noted UNM has already realized significant savings; the FY18 budget contemplates even less savings than what has already been realized, which is reasonable and achievable. He noted UNM ended this fiscal year on better terms regarding the use of reserves than originally expected, showing the balance of containing costs and meeting mission requirements. He complimented President Abdallah and staff. President Abdallah responded he will present detailed information on reserves in the fall.

Regent Quillen commended President Abdallah, faculty and staff for the increase in graduation rates and noted when she began her tenure as a Regent, UNM had a 12-13% four-year graduation rate. She recognized the effort it took to reach current numbers in such a short time. President Abdallah thanked her and noted that the improvements required the efforts of more than 200 people focusing on students in their first year and added UNM is already using many initiatives currently being reported in the national media as ideas for student retention and graduation. Two years ago, UNM began to focus on learning outcomes as intently as rates, increasing (and never lowering) standards and targeting support to needy students.

Regent Quillen inquired if and when reserves have been used in the past. EVP Harris responded during the recession UNM relied on approximately \$14 million of reserves, embedded in recurring spending. Over time, that was corrected. Recently, in the last year, UNM used reserves to sustain the spending level while holding the line on hiring with the hope of being back in balance by the conclusion of FY17. He noted administration does not want to rely on non-recurring funds.

Regent Lee commented UNM's Honors College is ranked in the top 25 nationally among public institutions and inquired if its physical plant was one of the reasons UNM was not ranked higher. President Abdallah clarified depending on metrics used, various factors can be weighted more heavily in favor or against an institution or program, but he did believe that a better facility most likely does play a factor in the noted ranking, stating that ASU has a better facility attracting more students to their Honors College. Regent Lee asked if Honors College students factor into graduation rates, remarking that they typically enroll, graduate, and get employed quickly. President Abdallah responded Honors College numbers help graduation rates tremendously, with many students graduating in less than 4 years. He added that because Honors College graduation rates are not a problem, they are not a focus. Regent Lee noted the contribution to rates is still important since "all tides lift boats"; President Abdallah concurred.

Chancellor Roth assumed the presentation, introducing the Health Sciences Center budget. The HSC develops its budget, beginning with an annual review of the rolling 5-year strategic plan, then planning operations by setting metrics for performance for the following fiscal year. Potential challenges are identified during this process; Dr. Roth highlighted several of them as follows, as they pertain to Academics and/or the Health System:

- Technical advances;
- Lagging faculty compensation in comparison to national benchmarks;
- Continued growth for the Population Health College, beyond the baccalaureate program;
- The resignation of three deans: Nursing, Pharmacy and Population Health--Nursing and Pharmacy deans will be replaced this year;
- Risk-based contracting, which requires significant changes in clinical enterprise management and in systems;
- The loss of the mil levy in Sandoval County; and
- Demand for a new, modern medical facility based on both the insufficient number of beds and the age and disrepair of the current facility. Dr. Roth noted UNMH is the only quaternary care center in New Mexico and in the past 12 months has had to reject 1,000 transfers from other in-state hospitals. At any given time, UNMH must close 4-6 beds due to raw sewage or broken critical infrastructure.

Ava Lovell presented the UNM HSC budget, at \$2 billion for FY18, with the following breakdown: UNMH, \$1.1 billion; SRMC, \$84 million; UNM Medical Group, \$229M; and the Academic Enterprise, \$636 million. Ms. Lovell first focused on the unrestricted funds in the Academic Enterprise budget, totaling \$508 million, which can be divided into the Department of Higher Education exhibits (mission areas). Public service comprises \$312 million with the inclusion of clinical departments. UNM HSC Instruction & General is budgeted at \$119 million (23%). Independent operations (OMI, house staff, other) comprise \$47 million. Broken down by unit, the School of Medicine comprises 80% of the unrestricted budget; the College of Nursing, \$12.2 million; the College of Pharmacy, \$12.2 million; and the College of Population Health, \$2 million. Unrestricted research comprises \$10 million; physical plant, \$10 million; academic support, \$24 million; and administration, \$35 million across the HSC.

There was a decrease of state funding of 1%. Out of House Bill 1, the Cancer Center was asked to put \$1 million from reserves into non-recurring expenditure. The HSC has budgeted \$3 million for targeted salary increases to meet the 25 percentile of the AAMC benchmark salaries, if funding is able. There was a small increase in-group health insurance of 4.6%. The HSC has budgeted for a small increase of utilities due to a new building, and also have budgeted for the searches and start-up packages for new Deans of Nursing and Pharmacy.

Ms. Lovell showed the trend between the FY16 actual budget, the FY17 original and revised budgets, and the proposed FY18 budget. The small net margin realized in FY16 has been erased due to State funding cuts, but the HSC ensured to contain costs and break even.

Regent Clifford asked for clarification regarding the apparent increase in total funds for FY17 and decline in total funds in FY18 displayed on Ms. Lovell's slide entitled "HSC Academic Enterprise FY17 and FY18 Net Margin Are in the Red Primarily Due to State Appropriation Cuts" (slide 15; ebook p. 97). Ms. Lovell stated the increase and decline appear to be larger than they actually are. She displayed slide 16, entitled "Comparative Analysis: Prior Year - Current Year - Next Year" to show the cost containment efforts trend more clearly, noting that while increasing clinical volume also increases expenditure, it allows the HSC to break even by narrowing the gap between expenses and revenues. Regent Clifford requested to receive detailed information regarding these figures. He also asked Ms. Lovell to comment on where the \$12 million would come from to close the gap in the proposed FY18 budget (as noted in the "transfers" line on Slide 16). Ms. Lovell responded the \$12 million is comprised of the net from transfers from Main Campus to HSC for tuition and formula funding. \$2.5 million is transferred out of the HSC to the plant fund. Regent Clifford asked to obtain the details for the transfers line; Ms. Lovell agreed to provide them.

Ms. Lovell reviewed the Health System Budget. UNM Hospital (UNMH) comprises 2/3 of the health system budget, at \$1.1 billion. Revenue assumptions of \$16.5 million are based on an increase in volume due to demand and contracting. Providers are assigned a metric based on number of patients, length of appointments, number of surgeries, births, etc. UNM HSC has made improvements to the revenue cycle in terms of documentation and billing that will result in additional revenue. The HSC is also working on shared savings and other value-based contracts. UNM Cancer Center volume will drive an additional \$8.1 million in revenue based on clinic capacity increases.

Regent Lee asked if value-based contracting was built into the projections. Ms. Lovell responded in the affirmative. Regent Lee asked that if the value-based contracting were removed, what would be projected. Ms. Lovell could not answer, partially because it is not an option to remove it. Regent Lee asked what kind of cut the HSC is expecting based on the value-based contracting. Ms. Lovell responded the HSC has already identified where care can be managed better to realize a shared savings with the contractor, and confirmed that the HSC can indeed be penalized in value-based contracting if it does not perform, but this is not expected.

Regent Clifford stated the revenue cycle improvements do not appear to be recurring, but rather, turning receivables into cash more quickly, which would not represent growth over time. Ms. Lovell responded the improvements mentioned are in regards to increasing documentation of notes for billing, ensuring that every bill from all sources – clinics, hospital, lab—are better reconciled, therefore cycle improvements do represent increased revenue, not just receivables manipulation. Dr. Roth clarified cycle improvement is a different process than receivables. He defined the revenue cycle as follows: if in one year a provider sees 1,000 patients and receives X amount of money in turn, and then continue to see those 1,000 patients, working out a better way to bill and perform collection for those 1,000 patients results in recurring revenues on an annual basis. Regent Clifford asked if a correct interpretation would be that claims are denied and the HSC is unable to resolve that process with a third-party payer quickly enough. Dr. Roth responded a small portion is related to the timeliness of bill submission, but it is mainly related to the ICD10 codes, which increased from 70,000 codes to several hundred thousand codes. The HSC has had to design systems around the code changes, so it is not just timely submission, but also improved documenting billing. UNMH expenses include increases in medical services, medical supplies and equipment. As far as non-operating revenue and expenses, the HSC projects the mil levy will increase by 2.4%, while State appropriations for Carrie Tingley Hospital and the Psychiatric Hospital will reduce by 1%. UNMH will have a small decrease in interest expenses.

The Sandoval Regional Medical Center faces a challenge due to the loss of the mil levy, but the HSC administration projects an increase in revenue of \$5.9 million through various means, including provider metrics, capacity, and cutting salaries and benefits by \$4.5 million.

Regent Quillen inquired how the salaries and benefits were cut or planned to be cut and if it was related to layoffs. Ms. Lovell responded a small amount of staff were laid off when the SRMC closed its Behavioral Health psychiatric beds, but the majority of savings are realized through attrition. No major layoffs are planned. The administration is ensuring operations are efficient.

The UNM Medical group projects a volume growth of 5.5%, with revenue cycle improvements of \$1 million. They have budgeted salary increases that mirror increases in other HSC areas and have held their overhead cost increase down.

Ms. Lovell showed a trend regarding net margin. There was a net margin for UNMH of about \$15 million at end of FY16, which has disappeared due to Medicaid cuts last year, and Molina and United contract issues of about \$40 million. Although HSC expenses are increasing, the administration is budgeting a break-even budget at \$4k for the overall HSC system. UNMG has had some margin, due to non-recurring meaningful use revenue from the Centers for Medicare & Medicaid program; there will be a little more coming this year, then that funding source will discontinue.

Regent Clifford inquired when the Medicaid reimbursement rates for the State for the coming fiscal year will be known. Dr. Roth responded Steve McKernan is working with the HSC on this; they are waiting for congressional action as well as clarification regarding some issues surrounding waivers. Regent Clifford commented utilization under the current waiver appears to be forecasted at status quo. He asked if the current waiver was expiring soon. Dr. Roth replied it was the centennial. He noted in New Mexico, even if there are no changes in the waiver, the funds flow will be modified. He noted there is much discussion at the HSC and the Hospital Association regarding the contract with the MCOs. Regent Clifford asked if the changes take place on July 1 or January 1. Dr. Roth replied he believes it is January 1.

Regent Clifford inquired the status of the MOU with the County on hospital and property tax revenues. Dr. Roth replied the HSC and Indian Health Services are reviewing a final draft. Dr. Roth noted there has been another positive variable that all parties are interested in reviewing, and that has delayed the process, but terms have been agreed to. Regent Clifford

asked if it will affect the bottom line, and Dr. Roth noted the HSC has already incorporated the changes.

Regent Clifford noted there were recent headlines reporting changes in CMS reporting and federal funding, and investigation of the misuse of funds. He requested Dr. Roth research this information and report if there are implications for UNM. Dr. Roth responded CMS has an established office to regularly investigate the misuse of funds. Dr. Roth is unaware of any investigations in New Mexico, and certainly not at the HSC, but he will investigate and report back to Regent Clifford. Regent Clifford requested he report back to the Audit Committee with that information.

Regent Quillen commented that a hospital built two years ago on the New Mexico side of El Paso is now occupied with New Mexico patients who could be receiving specialty services here in NM instead. She noted the loss of revenue for UNM and the State, and the loss of service for citizens. She requested a progress update on the planning for the expansion and a new hospital before it goes to the Board of Finance. President Doughty suggested Dr. Roth provide an informal update at present. Roth stated the first phase of planning is completed for a modern medical facility. The process revealed the need to replace all adult in-patient beds (408) both med/surg and behavioral health and add some associated clinics to the facility. The total project would cost close to \$800 million. Because a full-facility build would be cost prohibitive, a reasonable first phase was identified as a 420-bed facility. Next steps are for Steve McKernan, David Harris and Dr. Roth to brief the Board of Finance in July, then return to the Board of Regents with a request for approval for the second phase of planning to include design for the 420-bed facility, taking 15-16 months. We would then have a construction project for the HSC committee to review and approve, then to the Board of Regents for approval, then to the Higher Education Department for approval, and then back to the Board of Finance ultimately for approval.

Regent Quillen suggested it would take 2-3 years for planning. Dr. Roth clarified \ it would most likely be a year and half before a construction plan could be presented. Regent Quillen requested to see the documents that will be presented to the Board of Finance before the July meeting.

Regent Clifford commented per bed cost is approximately double the construction cost discussed during the last iteration and emphasized the need to receive more information from the architects regarding what is driving the increased cost.

Turning back to the presentation, Regent Clifford commented the volume-related increased revenue of \$16 million portrayed on slide 12 seemed low at 1.5%. Ms. Lovell responded it is lower and was closer to 3% this year, but without additional capacity, getting the 1% was derived by reducing length of stay and increasing efficiencies.

Regent Clifford inquired the risk to the budget if that number is lower or higher and if there is a contingency of expenses that can be prioritized to save funding. Dr. Roth replied the HSC employs a process of reviewing finances on a regular basis, with a monthly finance meeting of COOs to review data, allowing the administration to tweak the budget as needed. Dr. Roth added every time a clinical faculty member is hired, there is a pro forma to understand the cost of the clinician, the overhead associated, and the revenues expected. During the cost of the year, those projections are revisited to review actual expenses and tweak the clinical enterprise to adapt to any necessary changes. The eventual hope is for a recurring surplus that will allow the HSC to address in a meaningful way its compensation issues. Regent Clifford thanked Dr. Roth, and requested again to review the detail on the transfers in committee. Ms. Lovell agreed.

There were no further questions. President Abdallah requested the Regents' approval of the Fiscal 2017-18 Consolidated Operating and Capital Budget.

Before the vote, Regent Doughty thanked everyone for their hard work, administration, faculty, staff, students and other constituent groups. This is a long process and it took a lot of people's time. In these budgetary situations, it is difficult to please everybody, and a lot of give-and-take is needed. Regent Doughty said he looks forward to continuing and improving on the successes that have been made. Regent Doughty said he supports this budget.

Regent Lee thanked the Health Sciences Center and recognized the HSC was not able to make its full budget presentation at the May 24 Budget Summit because the meeting time drew out very long. She thanked Ava Lovell and Paul Roth for the presentation made at this meeting.

**Regent Clifford motioned approval of the Fiscal 2017-18 Consolidated Operating and Capital Budget; Regent Lee seconded the motion. President Doughty asked for a show of hands in favor of the motion; the vote was 7-0 in favor; the motion passed.**

#### **REGENT COMMITTEE REPORTS**

#### CONSENT DOCKET

Regent Doughty addressed the consent docket and asked if there were requests to take an item(s) off of the list for further discussion; there were no requests; Regent Doughty asked for a motion to approve.

##### 1. Finance and Facilities Committee (F&F) Consent Items

- a. Approval of Disposition of Surplus Property for Main Campus for May 2017
- b. Approval of Annual Renewal of Maui HPCC Lease
- c. Approval of Real Property Disposition: Timberon Lots (2)
- d. Approval of Naming Request from the School of Medicine for Naming a Position in the Department of Dermatology

**The motion to approve the items on the Consent Docket passed by a unanimous vote (1<sup>st</sup> Lee; 2<sup>nd</sup> Clifford).**

#### HEALTH SCIENCES CENTER COMMITTEE

##### Approval of the UNM Hospitals Contracts with Intuitive Surgical, Inc. and Philips Healthcare

Ava Lovell presented the item. Discussion took place in committee. The contract with Intuitive Surgical, Inc. is for the purchase of an upgrade of da Vinci Robotic Surgery System. This is an essential item, and the current system is about nine years old. The total contract amount is about \$3 million. The second contract is through Philips Healthcare and is an overall maintenance but also replacing 750 patient bed monitors with state of the art monitoring capabilities that will also enhance efficiencies. The current equipment is ten years old. The total cost is \$15 million and this equipment can last up to ten years.

**The motion to approve the UNM Hospitals Contracts with Intuitive Surgical, Inc. and Philips Healthcare passed by a unanimous vote (1<sup>st</sup> Clifford; 2<sup>nd</sup> Adcock).**

#### FINANCE AND FACILITIES COMMITTEE

##### Approval of Smith Plaza/Union Square Renovation

Lisa Marbury presented the item. This project will revitalize the area between the Student Union Building and Zimmerman Library as a gathering space and 'great room' for students, faculty, staff and visitors who come to our historic campus. It will address reconfiguration of existing plaza open spaces, ramps and stairs, to enhance accessibility and safety. Included in the project will be new lighting and Wi-Fi. The total estimated project budget is \$3 million with \$2 million funded from 2016 institutional bond, and \$1 million funded from 2017 institutional bond. There was discussion about Sherman Smith, who was UNM's vice president for administration and development in 1965.

**The motion to approve the Smith Plaza/Union Square Renovation passed by a unanimous vote (1<sup>st</sup> Clifford; 2<sup>nd</sup> Hosmer).**

##### Approval of Capital Outlay Submission to the Higher Education Department

Lisa Marbury presented the item. The request is for eight projects to move forward to the Higher Education hearing in July. The list of projects as presented in the agenda eBook are proposed for capital outlay in the next legislative session.

Regent Lee commented with regard to the Honors College project and the recent discussion during the budget presentations about the importance of student success. The Honors College has 80% retention, 4-year graduation rate increase and is named nationally in the top 25.

**The motion to approve the Capital Outlay Submission to the Higher Education Department passed by a unanimous vote (1<sup>st</sup> Clifford; 2<sup>nd</sup> Adcock).**

#### PUBLIC COMMENT (no comments)

#### ADVISORS' REPORTS (no comments)

#### VOTE TO CLOSE THE MEETING AND PROCEED IN EXECUTIVE SESSION

**The vote to close the meeting and proceed in Executive Session passed unanimously (1<sup>st</sup> Lee; 2<sup>nd</sup> Romero).**

**The meeting closed at 10:57 AM.**

Closed session was held in the Cherry Silver Room on third level of the Student Union Building. Members present during closed session: Garrett Adcock, Alex O. Romero, Tom Clifford, Rob Doughty, Marron Lee, Brad Hosmer, Suzanne Quillen. The agenda was as follows:

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)

**VOTE TO RE-OPEN THE MEETING AND CERTIFICATION THAT ONLY THOSE MATTERS DESCRIBED IN THE CLOSED SESSION AGENDA WERE DISCUSSED DURING CLOSED SESSION**

**The vote to re-open the meeting was unanimous (1<sup>st</sup> Lee; 2<sup>nd</sup> Adcock).**

**The meeting re-opened at 12:10 AM; the doors to the Cherry-Silver room were opened.**

**Regent President Doughty certified that only those matters described in the closed session agenda were discussed in closed session and there was no item upon which to take action in open session.**

**ADJOURN**

**The vote to adjourn the meeting passed unanimously (1<sup>st</sup> Lee; 2<sup>nd</sup> Adcock).**

**The meeting adjourned at 12:10 PM.**

**Approved:**

**Attest:**

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**Robert M. Doughty III, President**

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**Tom Clifford, Secretary/Treasurer**



## President's Administrative Report

*will be presented at the meeting*

# Consent Docket

1. Approval of Regent Nominations to the Boards of University Research Park and Economic Development Act (URPEDA) Corporations..... C-1
2. Approval of Alumni Association Board Members..... C-2
3. Health Sciences Center Committee (HSCC) Consent Items, *Regent Marron Lee, Chair*
  - a. Request for the Approval of UNM Hospitals Contract with Delta Dental Plan of NM, Inc. ....C-3
4. Finance and Facilities Committee (F&F) Consent Items, *Regent Marron Lee, Chair*
  - a. Approval of Lobo Development Corporation Board of Directors Reappointments..... C-4
  - b. Approval of STC.UNM Board of Directors Appointments and Approval of Naming Plan for Lobo Rainforest Building Courtyard ..... C-5
  - c. Approval of Naming Committee Request: Pre-approval to Rename the Great Friends of Track Stadium ..... C-6

Consent Docket Item 1; Tab C-1

Approval of Regent Nominations to the Boards of  
University Research Park and Economic Development Act  
(URPEDA) Corporations

STC.UNM Board: Regent Alex O. Romero

Lobo Energy Inc. Board: Regent Tom Clifford

Lobo Development Corp. Board: Regent Alex O. Romero



**Sophia Collaros** BA '73, JD '89 Prior to earning a law degree, Sophia worked as office manager in the Department of Medicine, and also served as residency recruitment coordinator for the Department of Surgery in the UNM HSC. More recently, she worked to develop policies and procedures while serving as assistant county attorney for Santa Fe County. She has also presented seminars concerning HIPAA to the Association of Counties and to the State's Municipal League.



**Sydney Gunthorpe**, BS '97, MA '99 Sydney has been working at Central New Mexico Community College for the past 26 years. He has held many different positions within Academic Affairs at CNM. For the last five years, he has served as the position of Vice President for Academic Affairs. He is responsible for the supervision and management of six academic schools. He is also a member of Mission: Graduate of Central New Mexico and facilitates the College and Career Readiness Network.



**Dick Knipfing** BA '76 Dick is a former Albuquerque TV news anchor, retiring in 2014 after 51 years in NM broadcast journalism. He is now completely retired from his profession but is actively involved in volunteer work, mostly For Catholic causes and charities.



**Christopher Lujan**, BA '05 Chris lives in Las Vegas, NV and serves as the President of the UNM Alumni Association - Las Vegas Chapter. He is a Senior Associate at TSK Architects, Associate member of the American Institute of Architects, National Chair for the AIA Emerging Professionals ArchiPAC Committee, AIA Nevada State Advocacy Chair and has served the UNM Alumni association for the last 4 years in Nevada.



**Dolores Martinez** BA '08 Dolores moved back to NM a few years ago after completing her masters at NYU and working in PR in LA. She is starting to take over her family business, Desert Sun Motors, and is currently the General Manager in Espanola. She is personally involved in the community, including Leadership New Mexico 2015. Desert Sun Motors is active in philanthropic efforts across the state, which Dolores oversees. She is a proud Lobo, along with her husband Michael Estrada. They have been active supporters by buying a suite for Lobo Basketball each season since moving home.



**Amy Miller** BA '85, MPA '93 Amy is a lifelong New Mexican whose family has a long history at UNM. She has more than 15 years of public affairs, issue management, communications, governmental affairs, strategy development and implementation experience. She currently serves at the External Affairs Director for The Nature Conservancy's New Mexico Chapter. Amy previously worked at PNM and Rick Johnson & Company and is current member of the Leadership New Mexico class of 2016-2017.



**Fred Mondragon** BS '64 Fred has over forty years experience in the public and private sectors, including over 15 years in hospital and public administration and 25 years with the private sector. He has been the administrator of the University of New Mexico Hospital, Regional Administrator of the Presbyterian hospital system in New Mexico, and the Deputy Chief Administrative officer for the City of Albuquerque. He was Director of Economic Development for the City of ABQ and served as Cabinet Secretary for Economic Development under Governor Bill Richardson.



**Jim L. Novak**, MBA '96 Jim is the Senior Manager of the Cyber Intelligence Research Group at Sandia National Laboratories in Albuquerque. His Group's research capabilities include cloud, IoT, and other cyber technologies. His previous position was Senior Manager of the Tailored Operational Support Group developing nuclear nonproliferation technologies, during which he was tapped to serve a five-month assignment as acting director of the Information Operations Program. In the late 1990's, he started a venture capital backed company, SenSolve Inc., to commercialize technology he developed and licensed from Sandia using a business plan developed at UNM Anderson School of Management. He holds 11 US and 2 international patents. In 2010, he was inducted into the UNM Anderson School of Management Hall of Fame.



**Jennifer Riordan**, BA '99 Jennifer has over 23 years of community relations and communications experience and joined Wells Fargo in 2008. She is responsible for reputation management, volunteerism and community involvement and supporting local and regional non-profits. Jennifer currently serves on the boards of Junior Achievement of New Mexico, New Mexico First, New Mexico Broadcasters Assoc., The Catholic Foundation and Annunciation Catholic School. She was appointed by the Governor of New Mexico to serve as a Commissioner for the State of New Mexico Office of Volunteer Engagement and Board of Trustees for the New Mexico Natural History and Science Museum.



**Jaymie L. Roybal**, BA/BS '12, JD '12 Jaymie is a proud native New Mexican. As an undergraduate, she was proud to serve the University as student body president (ASUNM). She is an active member of the Albuquerque Community Foundation - Future Fund and the Registry of Interpreters for the Deaf. She currently works as a judicial law clerk for the United States District Court for the District of New Mexico.



**Michael M. Silva Jr** BA '95 Michael is the Co-Founder of Albuquerque Tourism & Sightseeing Factory and the Founder of Rude Boy Cookies. He is a member of the Board of Directors for the Golden Apple Foundation of New Mexico and on the leadership team for the Man & Woman of The Year Campaign for Leukemia and Lymphoma Society of New Mexico.



**UNM Hospital Board of Trustees  
July 2017  
Recommendation to HSC Committee**

**Approval**

**(1) Delta Dental Plan of New Mexico, Inc**

**Ownership:**

Delta Dental Plan of New Mexico, Inc.  
2500 Louisiana Boulevard N.E., Suite 600  
Albuquerque, New Mexico 87110

**Officers Information:**

Genia Chambellan  
505-872-5323

**Source of Funds:** UNM Hospital Operational Budget for the Claims Administration services and employee payroll deductions for claims paid.

**Description:** Request to contract with Delta Dental to provide dental claims administration and customer service to enrollees covered under the UNMH Dental Services Plan. Delta Dental also has an established network of participating dentists for dental services provided to UNMH participants.

**Process:**

The University of New Mexico Hospitals requested proposals for RFP P364-17 Employee Dental Claims Administration Services. The respondents were as follows;

1. Blue Cross Blue Shield
2. MetLife
3. United Concordia Dental
4. Delta Dental

**Previous Contract:** Delta Dental Plan of New Mexico Inc.

**Previous Term:** Eight years spanning from August 1, 2009 - July 31, 2017

**Previous Contract Amount:** \$3.04 per claims for a total of \$203,263 in annual administration fees with dental claims of \$2,599,841 annually

**Contract Term:** Agreement is a three year agreement, with the optional to renew on August 1, 2020 for an additional 5 years.

**Termination Provision:** UNMH may cancel this Agreement with or without cause, with a thirty (30) day advance written notice to Delta Dental.

**Contract Amount:** Total Estimated cost annually is as follows; \$2.89 per claim for a total annual estimate of \$193,503 in administration fees with dental claims of approximately \$2.6M annually dependent on employee usage of dental services.

# LOBO DEVELOPMENT

PARTNERSHIP + INVESTMENT + COMMUNITY

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

July 13, 2017

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

RE: Lobo Development Corporation Board of Directors  
Reappointment of Louis Abruzzo, Stephen Ciepiela, and Mario Griego-Raby

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 terms of three non-positional board members have expired.

The Lobo Development Corporation Board of Directors request that you place the reappointment of Louis Abruzzo, Stephen Ciepiela, and Maria Griego-Raby on the agenda for the next meeting of the Board of Regents' Finance & Facilities Committee.

Sincerely,



Chris Vallejos  
Secretary/Treasurer



TO: The University of New Mexico Board of Regents  
Finance & Facilities Committee Meeting

FROM: STC.UNM Board of Directors

DATE: August 8, 2017

RE: STC Board Appointments: Julie Coonrod as Academic Dean Member and Joseph Cecchi  
as UNM Member  
STC Lobo Rainforest Building: Approval of Naming Plan for Courtyard

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The STC.UNM Board of Directors submits the following agenda items for approval:

- The appointment of Julie Coonrod to replace Joseph Cecchi as the academic dean member of the STC.UNM Board of Directors
  - Bio attached
- The appointment of Joseph Cecchi as a UNM member of the STC.UNM Board of Directors
  - Bio attached

The STC.UNM Nominations Committee recommended these board members for appointment and the STC.UNM Board of Directors approved these appointments at its July 28, 2017 board meeting for four-year terms, subject to the Regents' approval.

- Approval of the naming plan for the courtyard at the Lobo Rainforest Building. The naming plan for the Lobo Rainforest Building has been approved by the UNM President and UNM Naming Committee, except for the courtyard space, which requires approval by the Regent Finance & Facilities Committee, per Regents' Policy, Section 2.11: Naming University Facilities, Spaces, Endowments, and Programs.

#### Attachments

cc: Tom Neale, Director, UNM Real Estate Department





**TO: Chaouki Abdallah, Interim President, The University of New Mexico**

**FROM: Sandra Begay, Chair, STC.UNM Board of Directors; Chair, STC Nominations Committee**

**DATE: July 6, 2017**

**SUBJ: Recommendation to Appoint Julie Coonrod to Replace Joseph L. Cecchi as the Academic Dean Member of the STC.UNM Board of Directors**

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Dear President Abdallah:

As you know, Dean Cecchi has retired and is now emeritus faculty and no longer eligible to serve as the academic dean member of the STC Board. As President of the University of New Mexico, you are authorized by the STC Bylaws to make appointments and reappointments to this position. As Chair of the STC Board Nominations Committee, I am recommending that Dr. Julie Coonrod, Dean of Graduate Studies and Professor in the Department of Civil Engineering, be appointed to replace Dr. Cecchi as the academic dean member of the STC Board.

If you approve, Dr. Coonrod's appointment will be submitted to the STC Board for approval at its July 28, 2017 meeting and then submitted for final approval to the Board of Regents at its full board meeting on August 15, 2017. Dr. Coonrod would serve a four-year term commencing upon final approval by the Board of Regents.


Thank you for consideration of this matter.

Sincerely,

  
Sandra Begay  
Chair, STC.UNM Board of Directors

cc: Elizabeth J. (Lisa) Kuuttila  
CEO & Chief Economic Development Officer  
STC.UNM

APPROVED BY

  
Chaouki Abdallah  
Interim President  
The University of New Mexico

July 7, 2017  
Date

## **Dr. Julie Coonrod**



Dean, Graduate Studies, UNM

Professor, Department of Civil Engineering, UNM

### **Education**

BE, Civil Engineering - Vanderbilt University

MS, Civil Engineering - University of New Mexico

PhD, Civil Engineering - University of Texas at Austin

### **Business/Research Background**

An Albuquerque native, Professor Coonrod has BE, MS, and PhD degrees in Civil Engineering from Vanderbilt University, University of New Mexico, and the University of Texas at Austin (respectively). She consulted for a local civil engineering firm in Albuquerque and Santa Fe for five years prior to her PhD work.

Dr. Coonrod has been with UNM for 19 years, teaching undergraduate and graduate courses related to water resources engineering. She teaches a graduate level course that emphasizes the modeling capabilities of geographic information systems to students seeking a variety of degrees. She has actively participated in interdisciplinary programs including the Water Resources Program and the IGERT Freshwater Sciences Program. Additionally, she recently co-taught Women, Water, & Work with multiple departments.

### **Particular Knowledge and Skills**

Dr. Coonrod's research has focused on issues relating to the Middle Rio Grande, including bosque evapotranspiration estimates, climate change impacts on stream flow, and the intersection of restoration & flood control goals. She frequently collaborates with faculty in Biology, Earth & Planetary Sciences, and Economics. She directed the Hydraulics Lab for 12 years where physical models of storm water structures for the local flood control authority are continuously built. She has supervised over 30 graduate students. Professor Coonrod is a member of the American Society of Civil Engineers and the American Water Resources Association.

A big Lobo fan, Professor Coonrod frequents basketball, soccer, and football games.

## **Dr. Joseph L. Cecchi**



Senior Advisor to the President for National Laboratory Relations, UNM  
Dean Emeritus School of Engineering, UNM

### **Education**

BA, Physics - Knox College  
MA and PhD, Physics - Harvard University  
MBA - Anderson School of Management, UNM

### **Business/Research Background**

In 1994, Dr. Cecchi joined the University of New Mexico as Professor and as Chair of the Department of Chemical & Nuclear Engineering. In 2001, Dr. Cecchi was appointed Dean of the School of Engineering and served until 2009. His tenure as Dean was the second longest in the School of Engineering's history. He oversaw the funding, planning and construction of the \$43 million Centennial Engineering Center and the creation of three new strategic research centers and several interdisciplinary degree programs. As Dean, Dr. Cecchi was also responsible for increasing contacts between the School of Engineering and the business community and helped to recruit high technology companies to New Mexico. In 2011, he accepted the position of Provost and Professor of Engineering at the Masdar Institute of Science and Technology in Abu Dhabi, UAE. Masdar is a three-year-old graduate, research-driven university in partnership with MIT, concentrating on sustainable energy systems. Dr. Cecchi returned to UNM in 2012 as a Professor in the Department of Chemical & Biological Engineering and serves as Senior Advisor to the Provost for national laboratory relations. In 2014, Dr. Cecchi was appointed Dean of UNM's School of Engineering. In 2017, Dr. Cecchi retired as dean and professor in the School of Engineering. He continues to serve UNM as the senior advisor to the UNM president for national laboratory relations.

Prior to coming to UNM, Dr. Cecchi was at Princeton University from 1972-1994, where he held joint appointments in the Department of Chemical Engineering and the Princeton Plasma Physics Laboratory. He was also Director of the Graduate Program in Plasma Science and Technology at Princeton. From 1991-1994, Dr. Cecchi was the Director of the New Jersey SEMATECH Center of Excellence (NJSCOE) for Plasma Etching, where he led a consortium of researchers from four universities and a private laboratory.

Dr. Cecchi served as a member of STC's Board of Directors from 2001-2011, from 2014-present, as Chair from 2004-2011 and as Vice Chair from 2014-present. Under his leadership, STC experienced significant growth and recognition as an innovative technology-transfer program and contributor to economic development in New Mexico. In recognition of his service to STC, the STC.UNM Board of Directors renamed the STC.UNM Lobo VentureLab the Joseph L. Cecchi VentureLab.

### **Particular Knowledge and Skills**

Dr. Cecchi's research focuses on fabrication at the microscale and below. He has worked extensively in semiconductor manufacturing, particularly plasma etching of dense patterns with sub-200 nm features, plasma enhanced chemical vapor deposition, and chemical mechanical planarization (CMP). Current interests include

nanotechnology and microsystems. Dr. Cecchi and his students have authored more than 100 research publications and presented more than 150 papers at national and international conferences. He testifies regularly as an expert witness in semiconductor manufacturing litigation.



**TO:** Chaouki T. Abdallah  
Acting President, The University of New Mexico

**FROM:** Lisa Kuuttila, CEO & Chief Economic Development Officer  
STC.UNM

Robert DelCampo, Executive Director  
UNM Innovation Academy

**DATE:** May 23, 2017

**RE:** Approval of Proposed Naming Plan for Collaboration Spaces at the Lobo Rainforest Building

Dear President Abdallah:

Attached please find the naming brochure and pricing sheet prepared by STC.UNM and the UNM Innovation Academy outlining the proposed naming plan for Lobo Rainforest Building collaboration spaces on the ground floor. The UNM Naming Committee has recently approved the Lobo Rainforest Building naming plan. STC.UNM and the UNM Innovation Academy are asking for your approval of the plan. Once we have identified particular donors, we will return to the Regents for final approval.

Most of the space pricing calculations were done based on the square footage (160,000 sq. ft.) proportional to the cost of the building (\$35 million)—with the exception of the visualization room, makerspace and classroom which have additional costs associated with needed specialized equipment. A typical term for naming rights is proposed to be 30 years.

Thank you for your consideration of these naming opportunities for the Lobo Rainforest Building.

Sincerely,

A handwritten signature in blue ink that reads "Lisa Kuuttila".

Elizabeth J. (Lisa) Kuuttila  
CEO & Chief Economic Development Officer  
STC.UNM

Attachments

cc: Henry Nemeik, President and CEO, UNM Foundation

**APPROVED BY**

A handwritten signature in blue ink that reads "Chaouki T. Abdallah".

Chaouki T. Abdallah  
Acting President  
The University of New Mexico

**DATE**

A handwritten date in blue ink that reads "May 23, 2017".



**TO:** UNM Naming Committee  
Amy Wohler, Chair

**FROM:** Lisa Kuuttila, CEO & Chief Economic Development Officer  
STC.UNM

Robert DelCampo, Executive Director  
UNM Innovation Academy

**DATE:** May 4, 2017

**RE:** Proposed Naming Plan for Collaboration Spaces at the Lobo Rainforest Building

Attached please see the naming brochure and pricing sheet outlining the proposed naming plan for the Lobo Rainforest Building collaboration spaces on the ground floor.

Most of the space pricing calculations were done based on the square footage (160,000 sq. ft.) proportional to the cost of the building (\$35 million)—with the exception of the visualization room, makerspace and classroom which have additional costs associated with needed specialized equipment. A typical term for naming rights is proposed to be 30 years.

Thank you for your consideration of these naming opportunities for the Lobo Rainforest Building.

Attachments

cc: Tom Neale



# *Lobo Rainforest Building*

## *Naming Opportunities*



### *Why do we call it the Lobo Rainforest Building?*

Because a human innovation ecosystem is like a rainforest where human creativity, business acumen, scientific discovery, investment capital, and other elements randomly propagate to nurture budding ideas so they can grow into flourishing and sustainable enterprises.

Lobo entrepreneurs, inventors, new companies and our community partners are coming together at a new place—the ecosystem headquarters for the innovation district taking shape in downtown Albuquerque.

Be a part of the public/private vision to spur economic growth in New Mexico.





# Lobo Rainforest Building Naming Opportunities

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The Lobo Rainforest Building is the first structure nearing completion at the core site for the Innovate ABQ innovation district. A six-story, mixed-use building, the Lobo Rainforest ground floor includes offices for staff and start-ups, large and small conference rooms, collaboration areas, and classrooms. Interior and exterior glass walls create light-filled, open spaces. Support areas include a café, bike storage room, fitness facility, housing offices, and an elevated second-level outside deck overlooking a west-facing courtyard. The building houses UNM Innovation Academy students on floors 2-6.

To furnish this modern facility, we invite you to name one of the many beautiful spaces in the building. Donors can name spaces through multi-year pledges, and donations are fully tax deductible. Through your generosity, you are supporting the next generation of home-grown entrepreneurs and innovators and helping your community thrive.



## GRAND CONFERENCE ROOM

*Approximately 480 square feet. Seating for about 18 people.*

*This formal boardroom perfectly accommodates large board and business meetings. Equipped with up-to-date audiovisual technology, the room's south-facing bank of windows looks out at a landscaped courtyard.*



## SOUTH CONFERENCE ROOM

*Approximately 195 square feet. Seating for about 6 people.*

*This informal, small conference room is just off the central lounge and collaboration areas.*



## WEST CONFERENCE ROOM

*Approximately 121 square feet. Seating for about 4 people.*

*This small conference room has floor-to-ceiling windows offering a great view of downtown Albuquerque.*



## WEST COURTYARD

*Approximately 2204 square feet.*

*An attractive, landscaped outdoor space, the courtyard is a gathering spot for events, lunchtime breaks, and quiet contemplation.*



# *Lobo Rainforest Building Naming Opportunities*

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## COLLABORATION SPACE

*Approximately 1245 square feet.*

*The central open area of the building, the collaboration space includes the lobby, reception area, and lounge. This space is ideal for networking, casual meetings and events.*



## VISUALIZATION ROOM

*Approximately 644 square feet. Seating for about 30 people.*

*A versatile, large meeting space with state-of-the-art audio-visual technology and movable furniture, the visualization room is suitable for seminars, lectures, and meetings.*



## NORTH CONFERENCE ROOM

*Approximately 180 square feet. Seating for about 6 people.*

*Near the building's lobby, the north conference room is a small, informal meeting space.*



## CLASSROOM

*Approximately 483 square feet. Seating for about 20 people.*

*Across the breezeway from the student housing offices, this classroom is designed for Innovation Academy classes, seminars, and training courses.*

*Additional naming spaces not shown include the Co-Working space and Huddle.*

## CONTACT

For available naming opportunities in the Lobo Rainforest Building, please contact **Lisa Kuuttila** at [kuuttila@stc.unm.edu](mailto:kuuttila@stc.unm.edu) or **Robert DelCampo** at [delcampo@unm.edu](mailto:delcampo@unm.edu).

**Lobo Rainforest**  
101 Broadway Blvd. NE  
Albuquerque, New Mexico 87102



# ***Lobo Rainforest Building***

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## *Naming Opportunities*

### **Pricing Sheet:**

|                            |           |
|----------------------------|-----------|
| Grand Conference Room..... | \$55,000  |
| South Conference Room..... | \$25,000  |
| West Conference Room.....  | \$15,000  |
| West Courtyard.....        | \$245,000 |
| Co-Working Space.....      | \$45,000  |
| Collaboration Space.....   | \$140,000 |
| Visualization Room.....    | \$140,000 |
| North Conference Room..... | \$20,000  |
| Classroom.....             | \$100,000 |
| Huddle.....                | \$6,500   |



THE UNIVERSITY of  
NEW MEXICO



July 26, 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 Athletics Department

Upon recommendation of Interim Director of Athletics, Janice Ruggiero, the University Naming Committee approved the request of the item listed below:

Pre-approval to re-name the Great Friends of Track Stadium (current name of the University Track Stadium).

(3.2.1. Class I – Exterior Space; 2.2 Private Financial Support).

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

Thank you.

Attachment





MEMORANDUM

Approval  
Chaouki Abdallah  
6-26-17

Date: June 26, 2017

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

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

Re: UNM Naming Committee Approval from June 21, 2017

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

Naming Request from the Department of Athletics:

Request for pre-approval to re-name the Great Friends of Track Stadium (current name of the University Track Stadium).

UNM Policy 1020 Section 3.2.1 Class I Exterior Space, under 2.2 Private Financial Support

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




# UNIVERSITY OF NEW MEXICO

## OFFICE OF THE ATHLETICS DIRECTOR

### MEMO

TO: Dr. Amy Wohlert, Chief of Staff  
UNM President's Office

FROM: Janice Ruggiero   
Interim Director of Athletics

DATE: June 19, 2017

RE: Re-naming Track and Field Stadium

Cc: Larry Ryan, Vice President  
UNM Foundation

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The UNM Department of Athletics is requesting pre-approval for a naming opportunity of \$1 million to be paid over 10 years that includes the name on the Track and Field Stadium for 10 years. Currently, the Track & Field Stadium is named the *Great Friends of Track Stadium*. That name was in honor of many donors who contributed a total of approximately \$500,000 in the mid-1980s that was matched by the UNM Regents to construct the Track Stadium.

*According to Policy 1020 and listed under #5 Duration of Naming it reads:*

*Naming in honor of individuals may last the lifetime of the facility, space, program, or endowed faculty position, as long as the criteria in Section 2 continue to be met. Naming in honor of corporations or other organizations will have a set number of years attached to the naming, which will be determined on a case-by-case basis and listed in the signed gift agreement; typically, the duration of such naming will not exceed twenty-five (25) years. Naming associated with a particular facility, space, or program does not preclude further naming within the facility, space, or program.*

We have an interested donor who is willing to support UNM Athletics with this investment under the 10-year term listed above. To honor the previous name of the stadium we would put up a plaque noting the *Great Friends of Track* and their impact on Track & Field and the University of New Mexico.

If this request is approved, we will approach the donor to formalize a gift agreement and come back to the naming committee for the approval of the new official name.



## **Board of Regents of the University of New Mexico Security Managerial Group Resolution**

Pursuant to requirements of the National Industrial Security Program (NISP), the Board of Regents adopts the following resolution:

1. Those persons occupying the following positions at the University of New Mexico (UNM) shall be known as the Managerial Group for safeguarding classified information. They shall implement the Provisions of the National Industrial Security Program Operating Manual (NISPOM).  
  
President  
Chancellor for Health Sciences  
Provost  
Facility Security Officer
2. The members of the Managerial Group have been processed, or will be processed for a personnel clearance (PCL) for access to classified information, to the level of the Facility Clearance (FCL) granted to this Institution, as provided in the NISPOM (DoD 5220.22.M.) Individuals will be denied access to classified information until such time that their clearances are granted.
3. The Managerial Group hereby delegates all of the Board's duties and responsibilities pertaining to the protection of classified information under classified contracts awarded to the University of New Mexico, including the Health Sciences Center and Branch Campus locations. In addition, the Managerial Group shall have the authority and responsibility of for the negotiation, execution, and administration of the contracts, consistent with UNM policy, state, and federal law.
4. The following named members of the Board of Regents shall not require, shall not have, and will be effectively excluded from access to all classified information disclosed to the University of New Mexico. The duties and responsibilities of the Board of Regents as a policy-making body do not require access to classified contracts awarded to the University of New Mexico, and therefore need not be processed for a personnel clearance (PCL).

Regent Robert M. Doughty (President)  
Regent Marron Lee (Vice President)  
Regent Tom Clifford  
Regent Lieutenant General Bradley C. Hosmer  
Regent Suzanne Quillen  
Regent Alex O. Romero  
Regent Garrett Adcock (Student Regent)

5. Effective August 1, 2017, the Facility Security Officer will report directly to the Provost of the University for all matters regarding classified and export control issues.

Adopted by the Board of Regents of the University of New Mexico at its regular meeting held August 15, 2017. This resolution supersedes all previous Security Managerial Group Resolutions. A copy of this resolution will be furnished to the Defense Security Service.

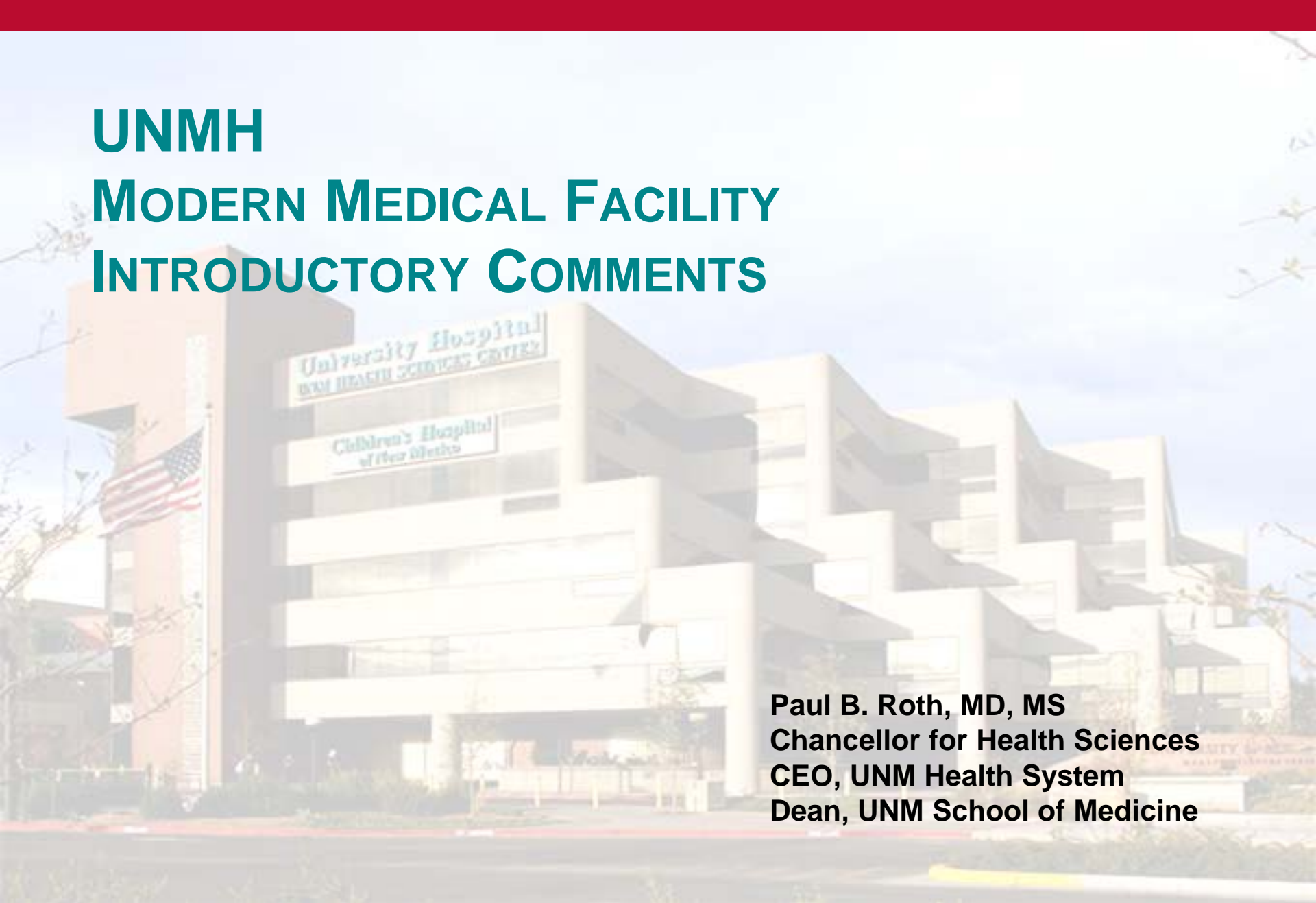
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President of the Board

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Secretary Treasurer of the Board

# UNMH MODERN MEDICAL FACILITY INTRODUCTORY COMMENTS



**Paul B. Roth, MD, MS**  
**Chancellor for Health Sciences**  
**CEO, UNM Health System**  
**Dean, UNM School of Medicine**



# Modern Medical Facility

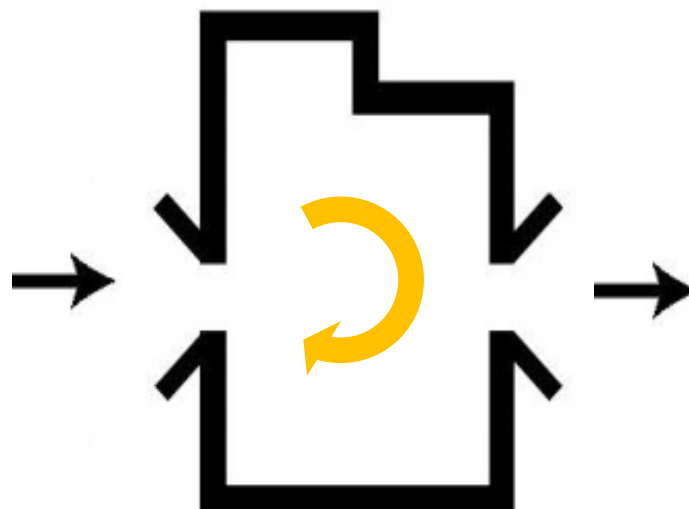
- Phase I Planning Approved by the UNM Board of Regents - **Feb 2016**
  - With recommendation to look at phasing and site options
- Fanning Bard Tatum, HDR, KSA - Consultants
- Unanimous Approval of Phase II Planning by UNM Board of Regents HSC Committee (Marron Lee, Rob Doughty, Tom Clifford) – **May 2017**
- Update to State Board of Finance – **July 2017**
- Phase II Approval by UNM Board of Regents

# Factors Determining Size of Hospital

*Demand*

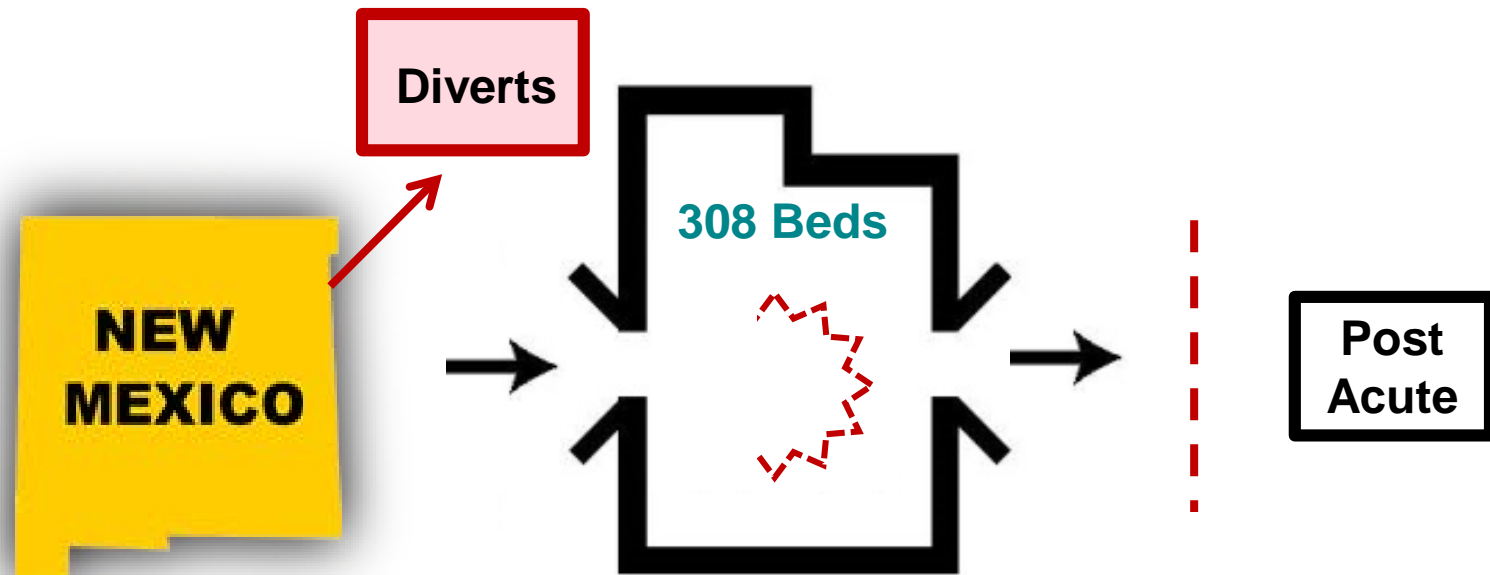
*Design & Efficiency*

*Access*

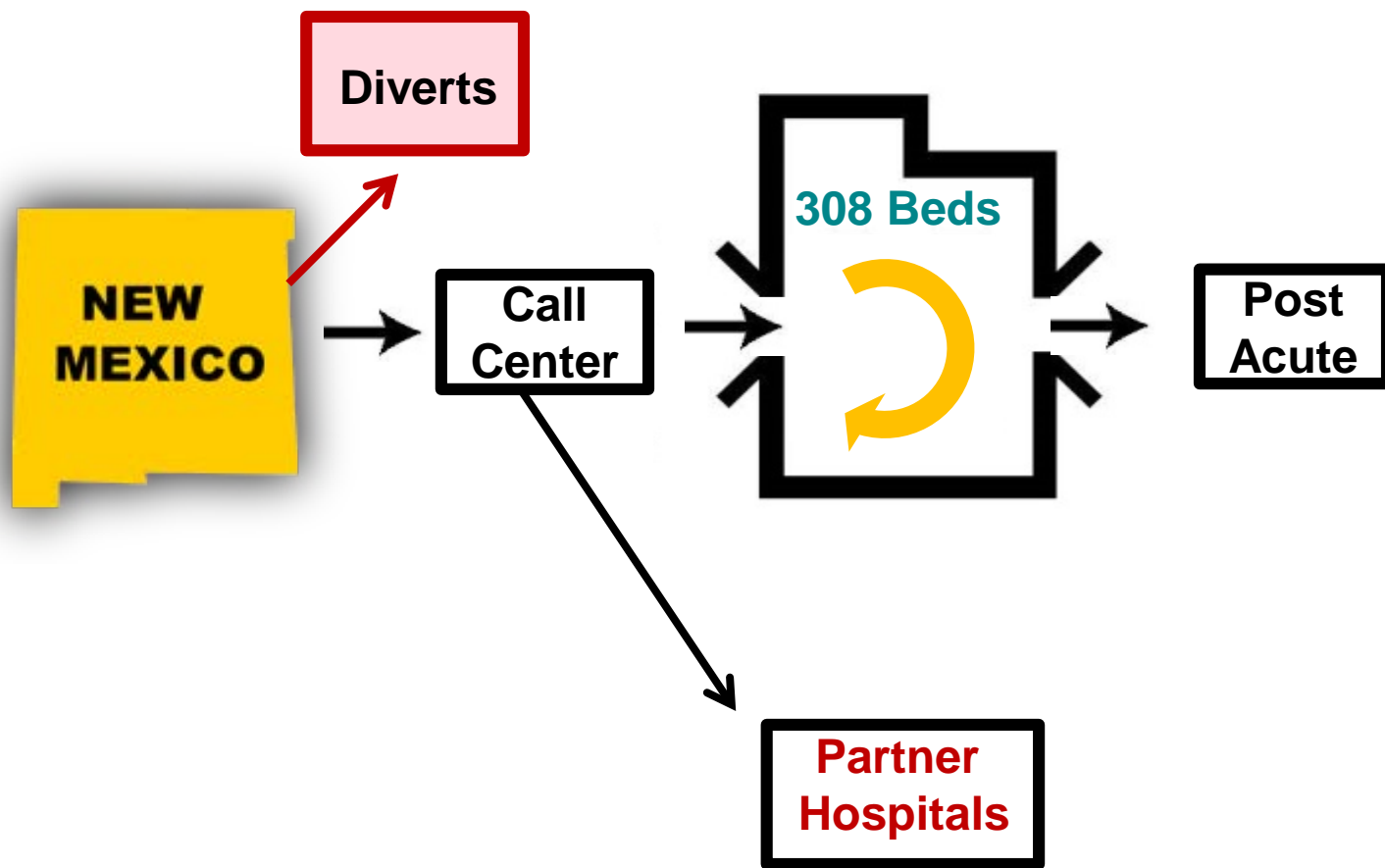


**Post  
Acute**

# UNMH Prior to 2014



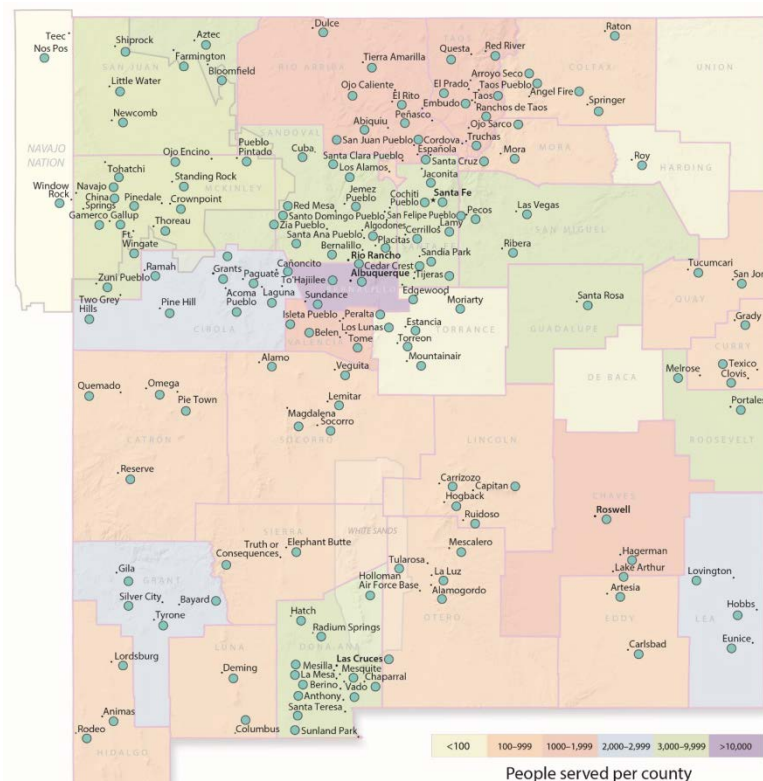
# UNMH Today



# Benefits to New Mexico

- Access to a higher level of care
- Improved clinical outcomes
- Positive economic impact
  - 2,000 construction jobs
  - Phase I – 300 new FTE's

## We serve all of New Mexico



579 Activities in 246 Communities



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UNM HOSPITALS

# UNM Hospital Modern Medical Facility

*New Mexico State Board of Finance*

*July 18, 2017*





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# UNM Hospitals Modern Medical Facility

Overview, introduction and reasons for a Modern  
Medical Facility for UNM Hospital

# UNM Hospitals

## Modern Medical Facility

### *Principal Goals*

- Improvement in patient access
- Improvement in patient safety outcomes
- Improvement in efficiency and cost of care
- Improvement in patient satisfaction

Start the process to replace the circa 1954 main hospital



## Current Operational Constraints

- Current main hospital condition is of poor quality and is beyond renovation capability.
- Lack of capacity to meet current demand
- Improved modern design to address space related inefficiency
- Semi-private rooms, patient dissatisfaction and throughput challenges.
- Crowded and outdated operating suites leading to inefficiency.
- Patient diversion from hospitals outside central New Mexico



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# UNM Hospitals

## Modern Medical Facility

Bed capacity projections are related to the study that was conducted with the consulting firm KSA that determined that 360 inpatient adult medical surgical beds would provide adequate capacity for the next 10 years for UNMH.

# UNM Hospitals

## Modern Medical Facility Location

The location is planned to be on land currently owned by UNM that is north of Lomas and East of University.

The land appears to be the optimal site that balances a contiguous location near the HSC campus and UNMH. This location meets the long term development plan and the financial aspects of site development.



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**UNM HOSPITALS**



| PARKING SUMMARY  |         |
|--|---------|
| 408 Beds Requirement   | 2,558   |
| Provided on site   | 1,068   |
| Needed elsewhere   | 1,490 * |
| * plus all spaces displaced from the existing area at the start of construction. |         |

SITE PLAN - 408 BEDS



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UNM HOSPITALS

# UNM Hospitals Modern Medical Facility

## KSA Recommended Plan

# Original Plan

## Program Plan

- 360 Adult Acute Medical Surgical Inpatient Beds
- 48 Adult Psychiatric
- Medical Office Building
- Surgical Suite
- Diagnostic Capabilities
- Emergency Department

## Cost

- Acute Care Hospital \$591,660,188
- Medical Office Building \$77,175,000
- Rooftop Heliport \$2,660,000
- Surface Parking \$12,534,200

**TOTAL \$684,029,388**





THE UNIVERSITY OF NEW MEXICO ♦ HEALTH SCIENCES CENTER

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UNM HOSPITALS

# UNM Hospitals Modern Medical Facility

Phase 1  
120 bed option



# ADULT ACUTE CARE

## 120-Bed Phase I

- Adult Acute Care: 255,000 BGSF \*
- Medical Office Building: 81,875 BGSF \*
- Central Utility Plant: 16,000 BGSF \*
- Service Tunnel: 19,800 BGSF \*
- Heliport: N/A
- Surface Parking: 924 Stalls

**TOTAL 372,675 BGSF**



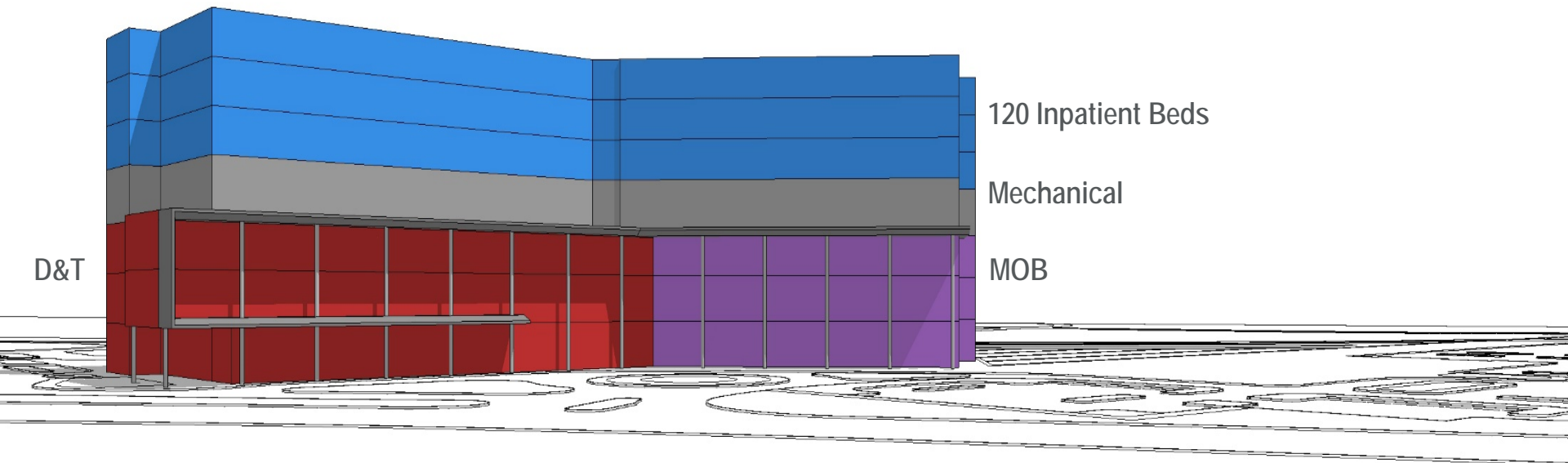
# UNM Hospitals

## Modern Medical Facility Capacity

- Raise UNMH Adult Medical Surgical Inpatient bed capacity to 360 beds
  - New facility of 120 beds
  - Current facility would reduce capacity from 306 bed to 240 beds (eliminate semi-private rooms)
- Increase operating room capacity by 6 rooms
- Increase diagnostic capacity
- Embed clinic capacity within the hospital to allow for improved integration of care delivery between medical services

# Phase I

- Program:
  - Diagnostic and Treatment center
  - 120 Inpatient Beds
  - Medical Office Building (MOB)
  - Central Utility Plant



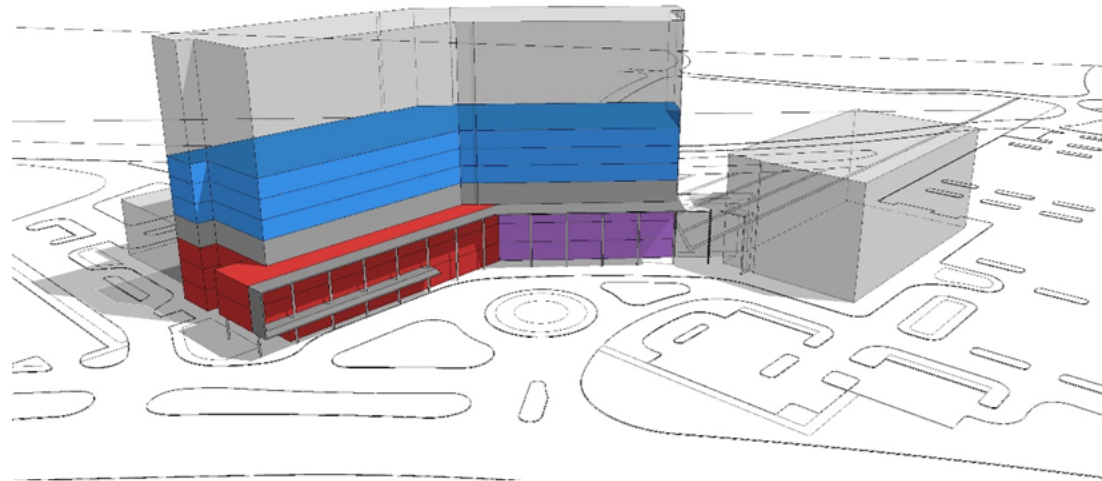


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**UNM HOSPITALS**

|                                     |                     |
|-------------------------------------|---------------------|
| Adult Acute Care                    | 120 Beds            |
|                                     | 2.5 Floors          |
|                                     | 308,000 Sq Ft       |
| \$                                  | 141,680,000         |
|                                     | \$460 Per Sq Ft     |
| Adult Acute Care Hospital Shell     | 45,000 Sq Ft        |
| \$                                  | 12,420,000          |
|                                     | \$276 Per Sq Ft     |
| Surface Parking                     | \$ 3,234,000        |
|                                     | 924 Stalls          |
| Service Tunnel                      | 19,800 Sq Ft        |
| \$                                  | 11,592,000          |
|                                     | \$582 Per Sq Ft     |
| Development, Equipment, Contingency | \$ 62,933,600       |
| Project Cost                        | \$ 231,859,600      |
|                                     | 372,675 Sq Ft       |
|                                     | \$622 per Sq Ft     |
|                                     | \$1,932,000 Per Bed |

## Cost 120 Bed Phase I



# Continuation of Planning and Design

- **Anticipated cost of next phase of architectural design:**
  - Phase I (120 Bed) total cost = \$248,814,000
  - Architect fees for construction documents is 6.0% or \$12,149,000
- **Deliverables:**
  - Complete design
  - Schematic diagrams
  - Construction documents
  - Construction management



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# Modern Medical Facility

## Licensed Beds and Percent Occupied

| <b>Licensed Beds</b>    | <b><u>2016</u></b> | <b><u>2017</u></b> | <b><u>2018</u></b> | <b><u>2019</u></b> | <b><u>2020</u></b> | <b><u>2021</u></b> | <b><u>2022</u></b> |
|-------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Adult                   | 308                | 308                | 308                | 308                | 308                | 308                | 360                |
| Obstetric               | 39                 | 39                 | 39                 | 39                 | 39                 | 39                 | 39                 |
| Pediatric               | <u>154</u>         | <u>154</u>         | <u>154</u>         | <u>154</u>         | <u>154</u>         | <u>154</u>         | <u>154</u>         |
| <b>Total</b>            | 501                | 501                | 501                | 501                | 501                | 501                | 553                |
|                         |                    |                    |                    |                    |                    |                    |                    |
| <b>Percent Occupied</b> | <b><u>2016</u></b> | <b><u>2017</u></b> | <b><u>2018</u></b> | <b><u>2019</u></b> | <b><u>2020</u></b> | <b><u>2021</u></b> | <b><u>2022</u></b> |
| Adult                   | 86.6%              | 93.6%              | 94.2%              | 94.5%              | 94.8%              | 95.1%              | 96.1%              |
| Obstetric               | 61.4%              | 61.1%              | 61.2%              | 61.0%              | 61.0%              | 61.0%              | 61.0%              |
| Pediatric               | <u>73.8%</u>       | <u>73.6%</u>       | <u>73.9%</u>       | <u>73.9%</u>       | <u>73.9%</u>       | <u>73.9%</u>       | <u>73.9%</u>       |
| <b>Total</b>            | 81.2%              | 81.9%              | 82.2%              | 85.5%              | 85.7%              | 85.9%              | 87.5%              |



## Modern Medical Facility - Timeline

- October 2017 – Initiate Architecture Planning Process
- July 2018 – Planning and Design Document Complete
- December 2018 – Final Bid Document Complete
- July 2019 – Initiate Construction
- July 2022 – Occupy the Modern Medical Facility and initiate operations



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# UNM Hospitals Modern Medical Facility

## Future Phasing

# Modern Medical Facility – Phase 2

- Phase 2 would be the completion of the Modern Medical Facility
  - 360 Beds
  - Full Operating Room Suite
  - Emergency Department
  - Diagnostic and Treatment Services
  - Medical Office Building
- Project would commence 3-5 years after the opening of Phase 1





| PARKING SUMMARY  |       |
|--|-------|
| 648 Beds Requirement   | 3,315 |
| 5 More MOB's Requirement   | 1,950 |
| Translational Building Req.  | 700   |
| Provided on site   | 5,820 |
| Needed elsewhere   | 145*  |
| * plus all spaces displaced from the existing area at the start of construction. |       |

Option A - Phase 3 (648 BEDS)



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# Modern Medical Facility 120 - Bed Phase I Financial Summary



# Financial Impact Summary

## Balance Sheet

|                         | <u>Cash Financing</u> | <u>Debt Financing</u> |
|-------------------------|-----------------------|-----------------------|
| Cash                    | \$ (24,054,302)       | \$ (42,498,966)       |
| Mortgage Reserve Fund   | -                     | 12,347,916            |
| Capital Assets          | 248,814,332           | 267,317,201           |
| Bond Payable            | -                     | 238,660,262           |
| Interest Payable        | -                     | 988,233               |
| Additional Bond Payment | -                     | (5,500,000)           |

## Non Recurring Income Statement

|                     |             |      |
|---------------------|-------------|------|
| Capital Initiatives | 200,000,000 | \$ - |
|---------------------|-------------|------|

## Income Statement

|                                      |                      |                     |
|--------------------------------------|----------------------|---------------------|
| Operating Revenue                    | \$ 78,090,704        | \$ 78,090,704       |
| Operating Expenses                   | (45,458,310)         | (45,458,310)        |
| Depreciation                         | (7,872,365)          | (8,334,937)         |
| Interest Expense                     | -                    | (9,934,893)         |
| Bond Issuance Costs                  | -                    | (11,343,061)        |
| <b>Total Income Statement Impact</b> | <b>\$ 24,760,029</b> | <b>\$ 3,019,503</b> |

# Financial Impact Summary

## Financial Ratios – Status Quo

|                             | FY 2016<br>Audited | FY 2017<br>Projected | FY 2018<br>Projected | FY 2019<br>Projected | FY 2020<br>Projected | FY 2021<br>Projected | FY 2022<br>Projected |
|-----------------------------|--------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Days Cash on Hand           | 71.22              | 70.03                | 65.98                | 64.16                | 61.99                | 59.69                | 57.42                |
| Debt Ratio (Debt/Asset)     | 0.17               | 0.16                 | 0.15                 | 0.14                 | 0.13                 | 0.12                 | 0.11                 |
| Current Ratio               | 1.93               | 1.87                 | 1.86                 | 1.82                 | 1.78                 | 1.74                 | 1.70                 |
| Debt Service Coverage Ratio | 4.38               | 2.98                 | 2.96                 | 3.10                 | 3.13                 | 3.14                 | 3.16                 |

## Financial Ratios – Cash Financing

|                             | FY 2016<br>Audited | FY 2017<br>Projected | FY 2018<br>Projected | FY 2019<br>Projected | FY 2020<br>Projected | FY 2021<br>Projected | FY 2022<br>Projected |
|-----------------------------|--------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Days Cash on Hand           | 71.22              | 70.03                | 65.98                | 58.91                | 49.23                | 43.17                | 47.56                |
| Debt Ratio (Debt/Asset)     | 0.17               | 0.16                 | 0.15                 | 0.13                 | 0.11                 | 0.09                 | 0.09                 |
| Current Ratio               | 1.93               | 1.87                 | 1.86                 | 1.75                 | 1.61                 | 1.52                 | 1.60                 |
| Debt Service Coverage Ratio | 4.38               | 2.98                 | 2.96                 | 8.19                 | 10.83                | 7.45                 | 6.01                 |

## Financial Ratios – Debt Financing

|                             | FY 2016<br>Audited | FY 2017<br>Projected | FY 2018<br>Projected | FY 2019<br>Projected | FY 2020<br>Projected | FY 2021<br>Projected | FY 2022<br>Projected |
|-----------------------------|--------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Days Cash on Hand           | 71.22              | 70.03                | 65.98                | 48.71                | 45.90                | 43.02                | 41.73                |
| Debt Ratio (Debt/Asset)     | 0.17               | 0.16                 | 0.15                 | 0.38                 | 0.37                 | 0.36                 | 0.35                 |
| Current Ratio               | 1.93               | 1.87                 | 1.86                 | 1.61                 | 1.57                 | 1.52                 | 1.51                 |
| Debt Service Coverage Ratio | 4.38               | 2.98                 | 2.96                 | 2.14                 | 3.13                 | 3.14                 | 3.22                 |

**HUD's minimum guidelines are**

**Days cash on Hand > 21**

**Current Ratio > 1.5 times**

**Debt Service Coverage Ratio > 1.5 times**

**Good practice is to keep debt to no greater than 38% of total assets.**



# Estimated Project Costs Cash Financing – HUD Format

## Construction Category

|                               |                       |
|-------------------------------|-----------------------|
| Construction                  | \$ 202,488,904        |
| Architect Fee - Design        | 9,719,467             |
| Architect Fee - Supervision   | 2,429,867             |
| Other Construction Fees       | 2,024,889             |
| *Contingency                  | 10,124,445            |
| Equipment                     | 22,026,760            |
| Total Estimated Project Costs | <u>\$ 248,814,332</u> |
| Operating cash                | <u>(48,814,332)</u>   |
| Capital Initiatives           | <u>\$ 200,000,000</u> |

\*Contingency estimated to be \$15.7M by the architects; however, full amount is not in contingency line item above due to usage of HUD format which calculates contingency at 5%.



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# Estimated Project Costs – Debt Financing

| HUD Budget Category                        |                       |
|--|-----------------------|
| Construction                               | \$ 202,488,904        |
| Architect Fee - Design                     | 9,719,467             |
| Architect Fee - Supervision                | 2,429,867             |
| Other Construction Fees                    | 2,024,889             |
| *Contingency                               | 10,124,445            |
| Equipment                                  | 22,026,760            |
| Capitalized Interest during construction   | 12,529,664            |
| HUD Construction Management Part A Fee     | 1,200,000             |
| HUD Mortgage Insurance Premium             | 4,653,875             |
| HUD Exam Fee                               | 715,981               |
| HUD Inspection Fee                         | 1,193,301             |
| Financing and Placement                    | 3,579,904             |
| Title and Recording, Legal, and Consultant | 1,200,000             |
| Amount To Make Project Operational         | 4,773,205             |
| Total Estimated Project Costs              | \$ 278,660,262        |
| Equity Contribution                        | <u>(40,000,000)</u>   |
| Mortgage Amount                            | <u>\$ 238,660,262</u> |
|  |                       |
| Expected Mortgage Rate (1)                 | 4.20%                 |
| Annual Debt Service                        | \$ 15,434,894         |
| Total Debt Service                         | \$ 385,872,346        |

(1) Assumes project is financed with GNMA direct placement.

**\*\*Contingency estimated to be \$15.7M by the architects; however, full amount is not in contingency line item above due to usage of HUD format which calculates contingency at 5%.**

# Estimated Remaining Project Costs

| HUD Budget Category                        |                   |
|--|-------------------|
| Construction                               | \$ 362,770,305    |
| Architect Fee - Design                     | 17,412,975        |
| Architect Fee - Supervision                | 4,353,244         |
| Other Construction Fees                    | 3,627,703         |
| *Contingency                               | 18,138,515        |
| Equipment                                  | 42,068,491        |
| Capitalized Interest during construction   | 26,740,666        |
| HUD Construction Management Part A Fee     | 1,200,000         |
| HUD Mortgage Insurance Premium             | 9,932,248         |
| HUD Exam Fee                               | 1,528,038         |
| HUD Inspection Fee                         | 2,546,730         |
| Financing and Placement                    | 7,640,190         |
| Title and Recording, Legal, and Consultant | 1,200,000         |
| Amount To Make Project Operational         | 10,186,921        |
| Total Estimated Project Costs              | \$ 509,346,026    |
| Equity Contribution                        | -                 |
| Mortgage Amount                            | \$ 509,346,026    |
|  |                   |
| Expected Mortgage Rate (1)                 | 4.20%             |
| Annual Debt Service                        | \$ 32,940,975     |
| Total Debt Service                         | \$ 823,524,383.53 |

(1) Assumes project is financed with GNMA direct placement.

**\*\*Contingency estimated to be \$30M by the architects; however, full amount is not in contingency line item above due to usage of HUD format which calculates contingency at 5%.**



July 26, 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 Medicine

Upon recommendation of Pain Center Director, Joanna Katzman, MD, MSPH, School of Medicine, Health Sciences Center; the University Naming Committee approved the request of the item listed below:

The creation and naming of the “Center for Kinesio Taping Methods,” within the Pain Center, Department of Neurosurgery, School of Medicine, Health Sciences Center.

(3.2.5. Programs – Centers; 2.2 Private Financial Support).

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

Thank you.

Attachment



MEMORANDUM

*Approved  
Chaouki Abdallah  
6-26-17*

Date: June 26, 2017

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

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

Re: UNM Naming Committee Approval from June 21, 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 Health Sciences Center:

Request approval to create and name the **"Center for Kinesio Taping Methods,"** within the Pain Center, Department of Neurosurgery, School of Medicine, Health Sciences Center.

UNM Policy 1020 Section 3.2.5. Programs – Centers, under 2.2 Private Financial Support


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



# UNM HEALTH SCIENCES CENTER

## Memo

To: Amy Wolhert  
Chair, UNM Naming Committee

From: Howard Yonas, MD   
Chair, Department of Neurosurgery  
Joanna Katzman, MD, MSPH  
Director, UNM Pain Center

Date: June 9, 2017

Re: Request for Naming Approval – Center for Kinesio Taping Methods

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As prescribed by the Board of Regents, Policy 2.11 “Naming University Facilities, Spaces, Endowments and Programs” and University Business Policy 1020, “ Naming Facilities, Endowments and Programs” we seek approval to create and name the “Center for Kinesio Taping Methods” at The University of New Mexico, Health Sciences Center, School of Medicine, Department of Neurosurgery, Pain Clinic.

Kinesio Holding Corporation is committing to a gift of \$300,000 to the Department of Neurosurgery, Pain Center to create a center dedicated to teaching in the Kinesio Taping Method for a period of three years, beginning July 1, 2017 and ending on June 30, 2020. The naming will end on June 30, 2020.

By establishing this Center, which will be named, the “Center for Kinesio Taping Methods” at The University of New Mexico, School of Medicine, a component of The University of New Mexico Health Sciences Center, the intent is to provide the capacity for The University of New Mexico, School of Medicine, Department of Neurosurgery, Pain Clinic to be at the forefront of new technologies and procedures and training in the Kinesio Taping Method. It is our intent to place a sign in the hallway next to the PT room in the Pain Clinic designating the Center. In partnership with The University of New Mexico, Health Sciences Center, it is Kinesio’s wish to provide a program for innovative teaching and outstanding, compassionate patient care in the treatment of pain.

### Action Requested

We ask the UNM Naming Committee to recognize the generosity of Dr. Kase and the Kinesio Holding Corporation and honor their request to create and name the Center as described above.

If approved by the Committee, we will present to the UNM Board of Regents for their approval.

## **Naming Brief for The Center for Kinesio Taping® Methods at UNM**

The Center for Kinesio Taping® Methods at UNM would be located in the UNM Pain Center, currently located within the Clinical Neuroscience Center, on the main Health Science Campus adjacent to the UNM Hospital in Albuquerque, New Mexico, given proper UNM approval. Subject to KHC's reasonable approval, signage would be provided for the three-year period, designating the Center for Kinesio Taping® Methods. Guidelines for Kinesio Trademarks are attached.

The UNM Pain Center is comprised of an inter-professional team of pain management clinicians: anesthesiologists, internists, neurologists, physical therapists, chiropractors, myofascial pain specialists, psychologists and psychiatrists- all dedicated to improving the health and reducing the suffering of patients with pain.

### **In addition to the \$300,000. In Cash an In-Kind Donation of Kinesio Tape for Educational Purposes Only**

KHC has agreed to donate their Kinesio tape to be used to educational purposes only. Examples of donated Kinesio tape used at the UNM Health Sciences Center included: UNM Physical Therapy Program, Myofascial Course, resident, Fellow, Medical Student, nursing student and physician assistant student rotations in the UNM Pain Center, and during hands-on demonstrations at Project ECHO.



## Kinesio Holding Corporation and Dr. Kenzo Kase

Dr. Kenzo Kase was born in Japan in the early 1940s.

After graduating from Chicago Chiropractic College (the current National University for Health Sciences) he was able to combine his education in both mainstream and traditional medical techniques and philosophies.

Long before recognition of what we now call Integrative Medicine, Dr. Kase had been using an integrative approach, realizing that there is no 'one-size-fits-all.' In essence, integrative medicine focuses on wellness, health, and prevention, through education. With an emphasis on the patient-physician relationship; as well as the treatment of the patient's mental, emotional, and physical ailments as a whole.

Dr. Kenzo Kase founded the Kinesio Taping Method in 1979 after years of testing, research, and clinical trial. He then designed and engineered an elastic tape to accompany his method. Since then, the Kinesio Taping method has been used all over the world by medical professionals.

Dr. Kase has always held research, education, and patient care as his top priorities. These core values led him and other professionals to form the Kinesio Taping Association in 1984. The community of health professionals with expertise in Kinesio Taping grew steadily due to Dr. Kase's own educational outreach efforts and the institution of the professional certification program through the Kinesio Taping Association International (KTAI.)

Dr. Kase holds more than thirty patents and has published in excess of a hundred articles and clinical papers.

Pain management has always been a key treatment interest for Dr. Kase, beginning in his student days and informing his treatment priorities from his very first clinical practice in New Mexico. By 1999, Kinesio-trained therapists were able to report progress: "Kinesio tape has demonstrated consistent value as a tool to assist the patients' quicker return to self- management and relief from pain and undesirable movement patterns.... additional experiences with resolving recent soft tissue bruising in patients and in enhancing circulation to a diabetic neuropathy patient with bluish gray feet stand out as other significant benefits I have witnessed."<sup>1</sup>

Kinesio Holding Corporation headquarters are located in Albuquerque New Mexico along with its manufacturing with approximately 50 full time employees.

The tape, first produced in 1982, is sold in 70 countries. Kinesio had previously used a variety of international sources, from China to Mexico, for its packaging and other supplies. By moving its manufacturing to Albuquerque, it was able to work with several other local companies. Having a positive impact on the economic development in Albuquerque. Dr. Kase's daughter, Elisa Kase, Vice President of Kinesio Holding Corporation, is a UNM Alumnus and former collegiate athlete.

1. Bruce A. Franke Jr. PT, MTC. Treating Chronic Pain with Kinesio Taping. KTA 15th Symposium, Tokyo, 1999

### **Timeline of Kinesio**

- **1980**
  - Established Kase Chiropractic Institute in Kojimachi, Tokyo
  - Founded Kinesio Taping Method
- **1981**
  - Kase Chiropractic Institute moved to Ginza, Tokyo
- **1982**
  - Established Natural Academy of Chiropractic
- **1983**
  - Established Ken Ikai Co., Ltd.
  - Kinesio Taping is made publicly available
- **1984**
  - Established Kinesio Co., Ltd.
  - Established Kinesio Taping Instructor Program
- **1985**
  - Established Kinesio Co., Ltd.
  - Established Kinesio Taping Instructor Program
- **1988**
  - Invented Cryotherapy (cooling treatment) Method
  - Kinesio Tape products placed for sale in stores
- **1989**

- All Japan National Volleyball Team used Kinesio Taping
- **1990**
  - Invented Muscle Slacking (muscle relaxation treatment) Method
- **1991**
  - Kinesio Taping Seminar held under the direction of the Board of Education
- **1992**
  - Kinesio Taping Seminar held under the direction of the Board of Education
- **1993**
  - Re-designed new building for Natural Academy of Chiropractic in Numabukuro, Tokyo
- **1994**
  - Kinesio Co., Ltd moved to Numabukuro, Tokyo
  - Introduced Kinesio Taping to Asia
- **1995**
  - Instructed Kinesio Taping Method at Athletic Trainer's Association, USA
- **1996**
  - Kinesio Co., Ltd. Moved to Yotsuya, Tokyo
  - Introduced Kinesio Taping to Europe
- **1997**
  - Kinesio Taping Theory recognized at spring camp of 7 US Major League Baseball teams
- **1998**
  - Introduced Kinesio Taping to South America
- **1999**
  - The 15th Anniversary Kinesio Taping International Symposium
- **2001**
  - Medicare (US government health insurance) code for Kinesio Taping is established for national reimbursement
- **2003**
  - Equine Experimentation Begins
- **2008**
  - Established Kinesio Taping Association International (KTAI)

- Established Society of Kinesio Taping Therapy(SKITT)
- Beijing Olympic Support
- **2009**
  - Attended the Kentucky Derby
- **2010**
  - Ski & Snowboard Olympic Team Support
  - Fan-cuts & Pre-cuts were created
  - Rome Symposium
- **2011**
  - Epidermis, Dermis, Fascia taping method (E.D.F.) Invented
- **2012**
  - FP New Evolution Created
  - London Summer
  - Olympic Support
  - Dusseldorf Symposium
- **2013**
  - CKTT Program for
  - Non-medical
- **2014**
  - Sochi Olympic Support
  - Equine Tape is created
  - Polyclinic attended
  - Certified Kinesio Taping Faculty (CKTF) established
- **2015**
  - 30th Symposium, Japan

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

**TO:** Members of the Finance and Facilities Committee

**THRU:** Chaouki T. Abdallah, Acting President  
David W. Harris, EVP for Administration, COO & CFO

**FROM:** Chris Vallejos, Associate Vice President, Institutional Support Services  
Lisa Marbury, Executive Director, Institutional Support Services

**DATE:** June 26, 2017

**RE:** **Approval of Capital Outlay Re-Submission to the Higher Education  
Department**

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**RECOMMENDED ACTION:**

Attached for your perusal and possible approval is the Capital Outlay request package of 2018-19 projects that must be re-submitted to the Higher Education Department (HED).

The list anticipates a General Obligation Bond package in the 2018 Legislative session, and takes into consideration the significant facility and infrastructure needs of the institution and projects that can be completed in discreet phases. In total the attached list is comprised of eight projects as listed on the attached spreadsheet. These projects have been coordinated throughout the campus.

We look forward to your feedback on capital projects request as the University of New Mexico advances its facility improvements initiative.

Thank you for your consideration

cc: N. Allen, Associate Director, V. Staples, Budget Officer, Budget Planning & Analysis, R. Henrard, A. Coburn, L. Chance, C. Martinez, T. Murray Allred, Planning Design & Construction



**UNIVERSITY OF NEW MEXICO  
CAPITAL OUTLAY PLAN**

|   | ESTIMATED<br>PROJECT COST | 2018<br>APPROPRIATION<br>REQUEST |        | PREVIOUS<br>APPROPRIATION | PRIVATE<br>FUNDS &<br>OTHER FUNDS | Potential<br>UNM BONDS |
|---|---------------------------|----------------------------------|--------|---------------------------|-----------------------------------|------------------------|
| <b>MAIN CAMPUS &amp; HSC FACILITIES</b>                 |                           |                                  |        |                           |                                   |                        |
| COLLEGE OF FINE ARTS RENEWAL & REPLACEMENT              |                           | \$1,500,000                      | STB    |                           |                                   |                        |
| CHEMISTRY RENOVATION - PHASE II                         | \$16,000,000              | \$16,000,000                     | GOB    | \$0                       | \$0                               | \$0                    |
| ROTC COMPLEX  | \$7,000,000               | \$7,000,000                      | GOB    | \$0                       | \$0                               | \$0                    |
| PRE-ANESTHESIA CLINIC                                   | \$6,000,000               | \$6,000,000                      | GOB    | \$0                       | \$0                               | \$0                    |
| COMMUNITY BASED COMPREHENSIVE PRIMARY CARE<br>CLINIC    | \$8,000,000               | \$8,000,000                      | GOB    | \$0                       | \$0                               | \$0                    |
| OMI IMAGING EQUIPMENT REPLACEMENT                       | \$3,400,000               | \$3,400,000                      | STB/GF | \$0                       | \$0                               | \$0                    |
| <b>SUBTOTAL</b>   | <b>\$40,400,000</b>       | <b>\$41,900,000</b>              |        | <b>\$0</b>                | <b>\$0</b>                        | <b>\$0</b>             |
| <b>GALLUP BRANCH</b>                                    |                           |                                  |        |                           |                                   |                        |
| NO REQUEST  | \$0                       | \$0                              |        | \$0                       | \$0                               | \$0                    |
| <b>LOS ALAMOS BRANCH</b>                                |                           |                                  |        |                           |                                   |                        |
| SUSTAINABILITY, INFRASTRUCTURE, & CLASSROOM<br>UPGRADES | \$1,000,000               | \$750,000                        | GOB    | \$0                       | \$250,000                         | \$0                    |
| <b>TAOS BRANCH</b>                                      |                           |                                  |        |                           |                                   |                        |
| NATURAL RESOURCES CENTER                                | \$4,000,000               | \$3,000,000                      | GOB    | \$0                       | \$1,000,000                       | \$0                    |
| <b>VALENCIA BRANCH</b>                                  |                           |                                  |        |                           |                                   |                        |
| NO REQUEST  | \$0                       | \$0                              |        | \$0                       | \$0                               | \$0                    |
| <b>BRANCH SUBTOTAL</b>                                  | <b>\$5,000,000</b>        | <b>\$3,750,000</b>               |        | <b>\$0</b>                | <b>\$1,250,000</b>                | <b>\$0</b>             |
| <b>TOTAL</b>  | <b>\$45,400,000</b>       | <b>\$45,650,000</b>              |        | <b>\$0</b>                | <b>\$1,250,000</b>                | <b>\$0</b>             |

NEW REQUESTS





THE UNIVERSITY OF  
NEW MEXICO.

# ROTC CAPITAL FUNDING PRESENTATION

AUGUST 8, 2017

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# ROTC HISTORY AT UNM

- Air Force ROTC (Warhawks) began in 1949 at UNM as part of Detachment 505 at NMSU. It was in 1951 that UNM President Popejoy signed the first UNM AFROTC agreement establishing our UNM Detachment 510. The agreement was most recently renewed in 1991 with UNM President Peck.
- Army ROTC was established in 1986 as an extension of NMSU Army ROTC, and reestablished as a host program in 2003.
- Naval ROTC encompasses the Navy and Marine-Option (Bulldog Platoon) Midshipman programs and was established at UNM in 1941. The agreement was most recently renewed in 1976 with UNM President Davis.

# CURRENT FACILITIES OVERVIEW

- Air Force ROTC is currently housed in:  
Bldg. 159, Aerospace Studies Bldg.; 1901 Las Lomas  
The building has approximately 2,893 NASF on a main level and in a basement.
- Army ROTC is currently housed in:  
Bldg. 175 and 175A, Army ROTC and Army ROTC Annex; 1863 Lomas Blvd.  
The main building has approximately 2,750 NASF on a main level and on a second level. The Annex has an additional 1,204 NASF, which makes the total of the two buildings 3,954NASF. The buildings have adjacent, limited vehicle parking.
- Naval ROTC is currently housed in:  
Bldg. 151, Naval Science Building; 720 Yale Blvd NE  
The building has approximately 7,948 NASF on a main level and in the basement. The building was constructed around 1941 as a dorm, and then converted to a clinic. The building was converted in 1969 for Naval Science. The building does not have sufficient power and data, and the lower level often floods.



# NEED FOR NEW FACILITIES

Based on the needs assessment done by Brawley and Associates in 2015, using interviews, size of programs, number of faculty and staff, storage needs, recruiting efforts towards expansion, and the need for private offices for confidential advising and counseling of students, below is the space needed compared to their current area. The following does not include restrooms, utility closets, IT closets etc.

| Unit           | Current    | Need       |
|----------------|------------|------------|
| Air Force ROTC | 2,893 NASF | 5,119 NASF |
| Army           | 3,954 NASF | 6,679 NASF |
| Naval          | 7,948 NASF | 6,775 NASF |

- **Lack of office space/support space for students and staff**
- **Sufficient power and data support**
- **Sufficient training spaces for student cohorts**
- **Security issues: due to the sensitivity of programs, security design is important**
- **Outdated facilities incur large annual maintenance costs of \$141,000**

\*this does not include utilities or custodial

# INSTITUTIONAL IMPACT

- UNM is currently the only HSI, Flagship University in the Nation which host all three branches of Military service.
- All three branches are currently reviewing agreements, to be completed in 2018
  - Site visits from Command Centers applaud UNM support & program performance, however, all branches of services are concerned with the quality of facilities.
- Each program brings over a million dollars of support to the University annually.

|           |              |
|-----------|--------------|
| Air Force | \$ 1,967,640 |
| Army      | \$ 1,482,466 |
| Naval     | \$ 1,400,000 |

- Modern facilities stimulate education and training
- Co-location reduces overall supports costs for UNM
- Improved facilities will help insure future agreements with Military branches



# INSTITUTIONAL IMPACT

|                               | Air Force | Army  | Naval |
|-------------------------------|-----------|-------|-------|
| Enrollment *                  | 73        | 139   | 70    |
| Average GPA                   | 3.5       | 3.476 | 3.25  |
| Retention Rates**             | 96%       | 93%   | 90%   |
| # of Courses Offered/Semester | 9         | 16    | 6     |
| Credit Hour Production/Year   | 800       | 2138  | 1080  |
| Officers Commissioned         | 15        | 17    | 16    |

\*Enrollment and GPA data based on a three year average

\*\*Retention rates based on 3<sup>rd</sup> semester return to UNM

- UNM is critical in the National University ROTC Programs because of our educational and research programs the diversity of our students.

## MEMORANDUM

DATE: July 21, 2017

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

FROM: Chris Vallejos, Associate Vice President, Institutional Support Services *CVallejos*  
Melanie Sparks, Executive Director, Institutional Support Services *M. Sparks*

RE: Taproom

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### INFORMATION ITEM/Possible action

Discussion regarding Taproom Initiatives and Capital Investment funding

## **Tab 9**

### **Report on Athletics**

***There are no materials to accompany this  
information-only agenda item***



## *Advisor Reports*



# Board of Regent Report

## UNM Alumni Association & Alumni Relations Office

August 15, 2017

### Strategic Goals

#### Goal: Maximize alumni and student engagement

##### Student Engagement

- Alumni Welcome at 11 Lobo Orientation Lunches throughout summer.
- Trailblazers (Student Alumni Ambassadors) Leadership attends National CASE ASAP Network Conference in Columbus, OH, August 3-5.
- Alumni volunteers at Freshmen Convocation and Welcome Back, "Ask Me" tables across campus.
- GEO student orientations and hosted the International Graduate Student Orientation Reception at Hodgin Hall, Friday, August 11.

##### Alumni Engagement

- Chapters and Alumni Outreach Calendar
  - Austin Chapter
    - July 23 – Ice Cream Social at Amy's Ice Cream, 6 in attendance
  - Los Angeles and San Diego Chapter
    - July 2 – Padres/LA Dodgers Baseball game at PetCo Park, 42 in attendance
- Green Chile Roasts/Events
  - August 19 – Austin Chapter, Pease Park
  - August 20 – Las Vegas Chapter, Carlitos Burritos
  - August 26 – Dallas Chapter, Hot Hatch Chile Run, Walk, and Roll 10k & 5K, Central Market
  - August 26 – Orlando Group, Green Chile Luncheon, Chuy's at Semoran
  - August 27 – Los Angeles Chapter, Arroyo Verde Park
  - August 27 – San Diego Chapter, Burning Beard Brewery, El Cajon
  - September 9-10 – Washington DC Chapter, Fortuitous Farms
  - September 16 – NorCal Chapter, Kings Mountain, Woodside
  - October 7 – Atlanta Chapter, Decatur Square Pub
- Lobo Living Room
  - August 2, 2017 at Dreamstyle Arena: Inside Look at Lobo Basketball, with Coach Paul Weir and Coach Mike Bradbury, plus tours of the arena. Over 375 attended this event.
- Suit up for College/Career
  - August 27 – UNM Alumni will partner with Office of Career Services for a promotion through JC Penney Store at Coronado Mall. Private event, offering 40% off select career/dress apparel. 6:30 – 10 pm.

- UNM Homecoming, 2017
  - September 25 – 30, “Living la Vida Lobo”
  - Close to 50 events scheduled, see [www.unmalumni.com/homecoming](http://www.unmalumni.com/homecoming) for details

### Greater Albuquerque Area Alumni Chapter (GAAAC)

**UNM Women’s Football Clinic, July 20:** GAAAC sponsored a portion of ticket sales for the UNM Women’s Football Clinic held at Dreamstyle Stadium on July 20. Forty-two (42) women alumni attended the clinic and took part in the food and beverages, festivities and education, and training exercises in order to promote the upcoming 2017 Football season. The Alumni Relations Office and GAAAC worked collaboratively with UNM Athletics to make this a successful event.

**Welcome Back Days, August 25:** GAAAC is organizing and volunteering for UNM’s annual Welcome Back Days festivities at the UNM Duckpond. GAAAC and Young Alumni volunteers will serve 1,200 donuts and coffee to welcome back and welcome for the first time students on campus. This will be held at the UNM Duckpond from 9-10:00 or until the donuts run out. UNM Alumni Relations, GAAAC and Student Activities collaborated to make this event a successful one.

## Goal: Maximize benefits of technology

### Website July 1 to July 31

| Pages                   | Unique Views |
|-------------------------|--------------|
| <b>Total Page Views</b> | <b>7,799</b> |
| 1. Home Page            | 1,330        |
| 2. Lobo Living Room     | 991          |
| 3. Chile Roasts         | 429          |
| 4. Travel               | 411          |
| 5. DC Chile Roast       | 349          |

### Online Community July 1 to July 31

|                        |         |
|------------------------|---------|
| New registered members | 55      |
| New members            | 402     |
| New non-members        | 288     |
| Unique profile updates | 86      |
| Unique logins          | 76      |
| Total in Community     | 249,896 |

### Broadcast Emails

In July, the Alumni Relations Office sent 14 emails, including the Howler on July 7 and reminder emails for events.

| No. of addressees* | Opens  | Clicks | Unique Clicks | Bounces | Unsubscribes |
|--------------------|--------|--------|---------------|---------|--------------|
| <b>270,771</b>     | 47,108 | 2,511  | 1,846         | 3493    | 252          |

\* Total number of people sent to (People can receive multiple emails to comprise this total.)

### Social Media

Social media statistics for July 2017:

|                                 | Facebook | Twitter | Instagram |
|---------------------------------|----------|---------|-----------|
| Followers (as of 7/31/17)       | 4,728    | 2,208   | 650       |
| Posts                           | 27       | 22      | 25        |
| Total impressions for the month | 28,726   | 37,163  | 9,980     |
| Link clicks                     | 663      | 132     | —         |

## **Goal: Invest in a strategic and collaborative communications and marketing program**

### **Howler Statistics**

The Howler monthly e-newsletter statistics July 1 to July 31:

Delivered: 93,223    Unique Opens: 14,640    Clicks: 1,208    Bounced: 4,488

Unopened: 78,583    Unsubscribed: 56    Spam Flagged: 26

### **Mirage Magazine**

In the Spring 2017 edition, and the communications for its promotion, we asked 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. Mirage mailing preference updates continue to come in.

#### *Mirage Delivery Preference Submissions    July 1 to July 31*

|                         | <b>Alums</b> | <b>Faculty</b> | <b>Staff</b> | <b>Non-Alum</b> |
|-------------------------|--------------|----------------|--------------|-----------------|
| <b>Email</b>            | 21           | 0              | 2            | 0               |
| <b>Print</b>            | 10           | 0              | 1            | 0               |
| <b>Both Print/Email</b> | 7            | 0              | 1            | 0               |
| <b>REPLIES for July</b> | <b>38</b>    | <b>0</b>       | <b>4</b>     | <b>0</b>        |

#### *Mirage Delivery Preference TOTALS*

|                         | <b>Alums</b> | <b>Faculty</b> | <b>Staff</b> | <b>Non-Alum</b> |
|-------------------------|--------------|----------------|--------------|-----------------|
| <b>Email</b>            | 300          | 12             | 39           | 8               |
| <b>Print</b>            | 60           | 1              | 9            | 3               |
| <b>Both Print/Email</b> | 30           | 1              | 7            | 1               |
| <b>TOTAL REPLIES</b>    | <b>390</b>   | <b>14</b>      | <b>55</b>    | <b>12</b>       |