

BOARD OF REGENTS

Agenda

February 13, 2018 Open Session 9:00 AM SUB, Ballroom C

The Board of Regents of the University of New Mexico Meeting in Open Session and Executive Session February 13, 2018, 9:00 AM Open Session - Student Union Building (SUB), Ballroom C Executive Session – Cherry Silver Room, 3rd level of SUB

AGENDA

	TAB
I.	Call to Order, Confirmation of a Quorum, Adoption of the Agenda Regent President Rob Doughty1
II.	Approval of Minutes: January 16, 2018 regular meeting2
	Public Comment – comments related to items on the agenda (limit 3 min.) Regent Advisors – comments related to agenda items (limit 3 min.) Comments from Regents
III.	The President's Administrative Report, Interim President Chaouki Abdallah
IV.	Discussion and Possible Action on Regents' recognition of service by Interim President Abdallah 4
V.	 Annual Determination of Reasonable Notice of Meetings
VI.	Regent Committee Reports
	Consent Docket (Action items on Regent's Committee agendas may move to the Board of Regents' agenda as consent items; the below items are placed on the consent docket by the respective committee chairs; items on the consent docket received unanimous approval in committee; per Regents' Policy 1.2, "Any member of the Board of Regents shall have the right upon request to remove any item from the Board's consent agenda and place the item on the Board's regular agenda for discussion.")
	1. Health Sciences Center Committee (HSC) Consent Items, Regent Marron Lee, Chair
	a. Approval of the UNM Hospitals Contracts with B. Braun Medical, Inc
	b. Approval of the UNM Hospitals Disposition of AssetsC-2
	2. Finance and Facilities Committee (F&F) Consent Items, Regent Marron Lee, Chair
	C. Approval of Quarterly Financial Actions Report and Certification through December 31, 2017 and Monthly Consolidated Financial Reports through December 31, 2017
	d. Approval of Disposition of Surplus Property for Main Campus for January 2018
	e. Approval of FY17 Annual Report for STC.UNM
	Academic/Student Affairs and Research Committee (ASAR), Regent Rob Doughty, Chair
	Information Item (this item was presented at the January 11 ASAR Committee meeting)
	1. Division of Equity and Inclusion, Task Force Report & Update
	Finance and Facilities Committee (F&F), Regent Marron Lee, Chair
	Action Items
	1 Appreciate of Enhanced Athlatic Fieral Querricht Dragram Depart and Cartification through Departure 24, 2017

- 1. Approval of Enhanced Athletic Fiscal Oversight Program Report and Certification through December 31, 2017 7 Liz Metzger, University Controller; Norma Allen, Dir. OPBA; Vahid Staples, Budget Officer, OPBA

	^{Carla} 4. App	M Taproom Risk Assessment and Approval of Proposed Project Construction
		ation Item get Update and FY18 Early Preliminary Mid-Year Projections, Norma Allen, Dir., OPBA
	<u>Health</u>	Sciences Center Committee (HSCC), Regent Marron Lee, Chair ation Item
		al Year 2019 Budget Planning, Paul Roth, Chancellor, HSC
	Public (Comment – comments not related to items on the agenda (limit 3 min. per speaker)
VII.	Adviso	rs' Comments (limit 3 min.)
VIII.		Close the Meeting a Proceed in Executive Session (Cherry Silver Room) Discussion, and determination where appropriate, of strategic or long-range business plans or trade secrets of public hospitals as permitted by Section 10-15-1.H(9), NMSA (1978), as amended.
	2.	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)
	3.	Discussion and determination where appropriate of threatened or pending litigation as permitted by Section 10-15-1.H(7), NMSA (1978)
	4.	Discussion and determination where appropriate of limited personnel matters as permitted by Section 10-15-1(2), NMSA (1978)

- IX. Vote to re-open the meeting and certification that only those matters described in Agenda Items VIII. were discussed in Closed Session and if necessary, final action with regard to those matters will be taken in Open Session.
- X. Adjourn

Minutes of the Regular Meeting of the Board of Regents of the University of New Mexico January 16, 2018 Student Union Building (SUB) – Main Campus Open Session - Ballroom C

Members present

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

Administration present

Chaouki Abdallah, Interim President; David Harris, EVP for Administration, COO, CFO; Paul Roth, Chancellor for Health Sciences; Richard Wood, Interim Provost and EVP for Academic Affairs; Michael Richards, Vice Chancellor for Clinical Affairs, UNM HSC; Lawrence Roybal, Interim VP for Equity and Inclusion; Eddie Nuñez, Athletics Director; Elsa Cole, University Counsel; Dorothy Anderson, VP HR; Ava Lovell, HSC Sr. Exec. Officer of Finance and Administration; Gabriel Lopez, VP Research and Economic Development; Dana Allen, VP Alumni Relations; Eliseo 'Cheo' Torres, VP Student Affairs; Elizabeth 'Libby' Washburn, President's Chief of Staff; Liz Metzger, Controller; Pamina Deutsch, Director, Policy Office

Regents' Advisors present

Pamela Pyle, Faculty Senate; Noah Brooks, ASUNM

Presenters in attendance

Lisa Todd, Partner, Moss Adams; John Kennedy, Partner, KPMG; Michael Richards, Vice Chancellor for Clinical Affairs, UNM HSC; ; Pamina Deutsch, Director Policy Office; Chris Vallejos, AVP, ISS; James Malm, CEO, UNM Gallup; Ralph Richards, Chair, Local Advisory Board, UNM Gallup; Dorothy Anderson, VP HR; Eric Weinstein, AON; Mark Tyndall, AON

Others in attendance

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

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

Regent President Rob Doughty called the meeting to order at 9:11 AM, confirmed a quorum, and asked for a motion to approve the agenda.

The motion to adopt the agenda passed unanimously (1st Lee; 2nd Adcock).

APPROVAL OF MINUTES

The motion to approve the minutes of the December 12, 2017 regular meeting of the Board of Regents passed unanimously (1st Lee; 2nd Adcock).

PUBLIC COMMENT (No comments)

REGENT ADVISORS COMMENTS (No comments)

COMMENTS FROM REGENTS

Regent Lee commented on Erin's Place, a hospice for pediatric cancer patients, recently completed and opened at the NW corner of UNM Main Campus. The location for Erin's Place was approved by the Board of Regents in March 2016 and construction broke ground in November 2016. Erin's Place welcomed its first patient in July 2017. The Director of the Children's Cancer Fund of NM, Diana Trujeque, gave a picture book to the Board of Regents that documents the construction and first six months operations of the facility.

THE PRESIDENT'S ADMINISTRATIVE REPORT

President Abdallah opened his report noting the State Legislature in session and current revenue estimates include \$200 million in new funding. He informed the Regents of two recommendations from the legislative and executive branches regarding funds added into the higher education formula. While he acknowledged that 4-6.5% would only translate to \$300-\$500K for UNM, any increase in funds is a positive development. There is also discussion at the state level regarding state employee compensation increases. UNM receives approximately 60% of labor funds from the State, translating to 50% with benefits factored in. State funds cover an even lower portion of labor costs of the Health Sciences Center.

President Abdallah introduced the new Athletics Department CFO, Rob Robertson. Regent Doughty requested Mr. Robertson give a brief history of his background. Mr. Robertson has an undergraduate degree from the University of Tennessee, Chattanooga, and a JD from the University of Tennessee, College of Law, serving as a law-school intern to an

associate athletics director there. After passing the bar, he worked in the NCAA compliance office at the University of Oklahoma, then returned to the University of Tennessee compliance office, transitioning to the business office as CFO for the past 3.5 years, until beginning his work at the University of New Mexico in January.

President Abdallah stated that administration will present an Athletics financial plan in February to propose solutions regarding debt, the current deficit, and future plans. He cautioned that the February presentation will not contain specific details regarding reductions, but will give information about how much reduction will be necessary. Specifics will require more discussion. President Abdallah will circulate drafts of the plan to the Regents to solicit feedback before the February meeting.

He noted that later in the meeting, Pamina Deutsch, Director, UNM Policy Office, would be speaking about the Regents Policy Manual updates, for which the administration will seek approval in February and noted that hard copies have been circulated and the changes are also posted on the regents' website with a link for comments.

President Abdallah turned to updates from the Office of the Provost. After the last Higher Education Commission accreditation visit, two areas were flagged for attention: 1) the roles of governance and 2) advising/ financial issues. The administration is addressing these two areas, and has requested a self-study from the Regents to include in a 2018 spring report. President Abdallah stated a Faculty Senate Task Force on common core has issued a report to the Faculty Senate for discussion, with adoption of recommendations slated for next year. He noted that recommendations may affect which courses will be in the common core and how they align with the state core.

President Abdallah announced that the Office of the Provost & Academic Affairs has appointed Dr. Monica Kowal the Associate Dean of Community Engaged Learning & Research, in a focused effort to coordinate Community Engagement across Main Campus. Her duties will include coordinating an application to the Carnegie Foundation for Community Engagement Classification, a designation that UNM has applied for but not received. The advent of a coordinated community engagement effort addresses some of the concerns about fragmentation preventing UNM from receiving this designation. President Abdallah advised the Regents that in response to concerns regarding murals in Zimmerman Library, Kymberly Pinder, Dean of the College of Fine Arts, and Interim Associate Provost for Faculty Development, Alex Lubin, are teaching a course that examines the history of UNM and studies the murals. As is happening at UNM and other institutions around the country, community members are objecting to various symbols on campuses. The administration is pro-actively ensuring that this dialogue is educational and serves as a research opportunity.

In his update on research activities, President Abdallah conveyed that administration is developing annual reporting software to collect information regarding research productivity, removing some of the burden of collecting information from individual faculty and also allowing research administration to compare activities in specializations across multiple universities. He highlighted two recent research accomplishments, including a grant for \$2 million from ARPA-E for a project developing a sensor array to detect building occupancy to optimize heating, cooling and ventilation, awarded to Distinguished Professor Emeritus, Steven Brueck. UNM also received two federal grants totaling \$7.5 million to research "dark" genes and proteins. These grants help coordinate a multi-site investigation, highlighting UNM HSC leadership in cutting-edge scientific research.

In his updates on reaffirming a culture of trust and respect on campus, President Abdallah noted the Division of Equity and Inclusion (DEI) completed a study of its current structure and activities. The detailed report, prepared with representative information across campus and the Health Sciences, recommends excellence in equity as a strategic focus, with three clear changes: 1) DEI will be more focused on its core mission; 2) the mission will be clearer to all; and 3) the mission will draw on authority, expertise, and commitment from all levels of the institution, coupling excellence with equity always. President Abdallah noted that under the Department of Justice agreement, UNM submitted its seventh status report on 1/5/18, reporting that more than 22,000 students have undergone "The Gray Area" in-person, interactive sexual misconduct training, and 99.3% of staff and 92.4% of faculty completed the online training, "Intersections: Preventing Discrimination and Harassment" in 2017.

President Abdallah turned to the budget process with an updated schedule. In January and February, all units, colleges, departments, and divisions conduct mid-year projections and reviews. Members of the budget office and enrollment management update the Budget Leadership Team (BLT) as they develop recommendations for next year's budget and look at long-term scenarios. There is also a reporting process for requests and priorities management at this time, flowing through unit VP's and the EVP's office on the administrative side, and chairs', Deans' and the Provost's office on the academic side. The BLT hears presentations of new and ongoing requests to determine priorities. The unit-based budget evaluation process is continuous, monitoring budget-to-actuals and flagging concerns in order to update projections. Final budget adjustments are reviewed by the Budget Office. Financial Services then prepares monthly reports for the Regents. President Abdallah stated administration will distribute information to the Regents and present further on any specifics that Regents.

Regent Tom Clifford commented that the Regents still do not review budget information until March, which is too late in the process. He requested the timeframe be adjusted so that Regents may review and discuss any concerns ahead of voting.

Regent Quillen requested a copy of the last self-study that regents performed for the accreditation process. President Abdallah obtained confirmation from others that a self-study was not performed previously. Regent Quillen inquired about an existing template; President Abdallah indicated administration can develop a template or ask the Higher Education Commission for an existing template or example of what other institutions have provided. Regent Quillen suggested, under terms established when probation was lifted by the commission, that Regent Doughty might seek engagement with The Association of Governing Boards of Universities and Colleges (AGB).

POSSIBLE ACTION ON A UNM PRESS FINANCIAL MATTER

President Abdallah's final update was a request for one-time support to UNM Press in the amount of \$350K. The UNM Press Interim Director presented information at the December 2017 Board of Regents regarding major adjustments UNM Press has made to reduce their expenses. The FY19 budget will reflect \$600-\$700K cuts toward solvency, but currently, UNM Press has a FY18 deficit of \$350K that needs to be addressed through the use of one-time funds. He noted that administration is also working directly with legislators to get direct allocations for UNM Press, since it is truly a state service rather than just a UNM service.

President Abdallah stood for questions. Regent Doughty requested that EVP Harris explain where the \$350K would come from. EVP Harris stated that within the cash management program, interest rates have increased, earning more money than projected, so the \$350K will come from interest earnings that have not been budgeted.

Regent Clifford expressed that, given that there was not information before him beside the \$350K figure, he was not prepared to cast an informed vote on this item. President Abdallah stated the December 2017 presentation did include complete UNM budget information, including the \$350K deficit. However, Regent Clifford noted the request was not indicated in December, and having the full budget information with the request would have been helpful.

Regent Suzanne Quillen noted she felt comfortable seconding the motion to vote due to the fact that the Press had given an in-depth presentation at the ASAR subcommittee meeting, and showed great progress in reducing expenses along with an impressive trajectory. Regent Doughty concurred.

The Board of Regents voted on the UNM Press action item.

The motion to approve the allocation of \$350,000 of funds to UNM Press for this year's budget passed with a vote of 6 to 1; Regents Adcock, Doughty, Hosmer, Lee, Romero, and Quillen voted in favor; Regent Clifford voted opposed; motion passed (1st Hosmer; 2nd Quillen).

Regent Clifford reiterated his concern that there is no Regent involvement in the budgeting process until the time a vote is necessary. He noted that every time the budget process schedule has been presented, he has requested additional involvement of the Regents well before March, so they are versed before voting, yet the schedule again does not involve the Regents until it is time to vote. EVP Harris noted that three of the Regents standing subcommittees (ASAR, F&F and HSC) are part of budget development process and recommended that the administration bring reports to these committees in February. He also noted that if Regent Clifford envisioned a different role for Regents, the administration would be amenable to that as well. Regent Clifford stated reports presented in F&F do not track unit budgets which is the information he is requesting. Regent Doughty inquired how that could be addressed, and President Abdallah conveyed that administration can present unit budgets in detail, whether in hardcopy form or in live presentations. Regent Clifford thanked President Abdallah. He also inquired why there is a 0% increase for higher education in the legislation appropriation recommendations considering there is 3% additional revenue. EVP Harris responded that when the budgets were formulated, the LFC and DFA were working from existing revenue estimates at the time. Revenues began to improve significantly in the three-month period following. Current UNM administration discussions with legislative leaders indicate that appropriations for higher education will be improved over the next two weeks.

Regent Clifford noted that an LFC report accompanying the recommendations favorably cited changes made at NMSU, but did not mention changes at UNM, to his disappointment. He felt that the report raised concerns that were not responded to adequately, such as governance and cost-containment. The report indicated costs have not decreased proportionately with enrollment, and Regent Clifford stated that UNM must address these issues proactively with the legislature. President Abdallah replied that the report actually cites UNM in a number of places, particularly in regard to improvements UNM has accomplished in graduation rates and other areas, if not in the cost-containment comments. Regent Clifford conveyed that, regardless, a 0% increase recommendation despite a 3% increase in additional revenue translates to a statement by

the legislature. He indicated that as a matter of improvement, UNM administration needs to find out more about legislative concerns regarding higher education and UNM in particular.

Regent Hosmer concurred that Regent involvement earlier in the process would be a more productive process to ensure Regents are not faced cold with priorities they may fundamentally disagree with too late. He endorsed the idea of beginning as early as next December to bring forth priority and trade-off issues, regardless of how effective the administration is at cost-containment.

Regent Romero agreed with Regents Clifford and Hosmer, and noted there is opportunity before the March budget presentation to have individual conversations with university leadership in order to clearly understand issues before a vote. EVP Harris suggested the administration give a preview of budget work at the February F&F meeting, and where more detail is requested, to subsequently supply information.

Regent Romero commented on the administration update slide entitled, "Reaffirming a Culture of Trust and Respect," indicating that it should extend to Regents as well. He noted that he had had an uncomfortable situation the previous week, and wanted to express that everyone in the community has a voice and that his voice will not be quieted. He indicated he will speak about the situation at a later date.

REGENT COMMITTEE REPORTS

CONSENT DOCKET

Regent Doughty addressed the following consent docket and 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 December 2017

The motion to approve the consent docket item as presented pass by a unanimous vote (1st Romero; 2nd Quillen).

AUDIT AND COMPLIANCE COMMITTEE

Approval of the FY17 University Consolidated Financial Statements External Audit Report by Moss Adams and KPMG Regent Clifford introduced Lisa Todd, Partner at Moss Adams, and John Kennedy, Partner at KPMG, to present the item. Ms. Todd noted that she was the partner in charge of the Main Campus and Branches financial statement audit, which includes the single audit of federal award expenditures encompassing the non-clinical component units for departments. The financial statement audit document includes Moss Adam reports with consolidated information from the KPMG audit of clinical areas. She noted KPMG is responsible for audits for UNMH, Behavioral Health operations, the UNM Medical Group and the Sandoval Regional Medical Center in stand-alone reports. The financial statement audits were prepared in accordance with generally accepted auditing standards and governmental auditing standards, as well as according to specific audit procedures that Moss Adams is required to report under the New Mexico State Audit Rule. In addition to the financial statement audits, due to federal expenditures and federal monies received by UNM, Moss Adams is required to perform federal grant compliance under the uniform guidance of a single audit. This year, as part of the University audit, Moss Adams performed an audit on the student financial aid cluster. They were also required to follow up on major program findings made in the prior year's audit on the R&D cluster.

Ms. Todd reported the unmodified audit opinion stating the financial statements of UNM as a whole are fairly presented in accordance with GAP. In addition, Moss Adams issued two other audit reports. The first relates to the governmental auditing standard report over internal control and compliance in other matters; issuance is required if there are significant findings related to internal control or compliance matters, and the report is also an unmodified opinion within the consolidated report. Moss Adams issued a specific report regarding the federal compliance work performed on compliance of a major federal program under uniform guidance, and this is also an unmodified opinion in the consolidated report. The report also includes a summary of prior year audit findings (FY2016) on which Moss Adams performed follow-up to ascertain the status. All ten prior-year findings were reported as resolved in this Financial Statements Audit Report.

Regent Clifford inquired about the finding related to STC being repeated in the list of findings. Ms. Todd responded that appears to be repeated but was modified slightly as a different finding and also a material weakness at the individual component unit. Last year's finding pertained to specific issues with account reconciliation; this year's report includes more information, and is actually a modified finding. Ms. Todd indicated there were no findings to report related to UNM's basic financial statements or the student financial aid cluster. Moss Adams did have findings required to be reported under the New Mexico state rule, and also performed test work related both to the University and various component units.

Mr. Kennedy presented the first finding, related to UNMH and SRMC. In test work examining the process for terminating access to computer systems when employees leave employment, KPMG identified six instances (three at each location)

where individuals left employment but continued to have access to the system beyond seven days (UNM's policy). One instance showed access up to 42 days post termination, although no individual actually accessed the system after termination. KPMG typically tests charity care, but modified requirements this year in accordance with the state audit rule, pulling specific examples from all four institutions. They found one instance where an individual whose previous qualification for charity care had expired, but continued to receive charity care under the previous arrangement.

Finding 3 pertained to a non-core activity related to the UNM Medical Group's meaningful use revenue, which was recognized by UNMMG on a cash basis. They actually follow the accrual basis of accounting, so KPMG made adjustments in conjunction with the medical group to move some revenue as an adjustment of period of recognition. However, it resulted in a finding of material weakness at the medical group and required a restatement of financial statements.

Ms. Todd presented Finding 4, a material weakness finding related to construction costs at Innovate ABQ that were expensed and not capitalized. As a small component unit dollar-wise, any large adjustment becomes material. A large audit adjustment took place to move costs from expense into a capitalized asset. In connection with that construction, there was also building demolishment and those assets had not yet been removed from the books. Moss Adams made a significant audit adjustment to correct those balances.

There was a finding of control deficiency at Anderson School of Management (ASM). The Foundation at ASM had client adjustments that were not ready at the time of audit. There was a significant amount of client adjustments made subsequent to Moss Adams' arrival, causing a significant impact in receiving audit material and the conduction of the audit, resulting in a finding of control deficiency to clean up the process of how they close their books.

Regent Quillen inquired about the meaning of a client adjustment. Ms. Todd responded that "client adjustments" are made by the client rather than the auditor. An "audit adjustment" means Moss Adams made an adjustment on an error found during the process. ASM was clearly aware that adjustments needed to be made, and they were making adjustments as Moss Adams was auditing. Regent Clifford inquired about the nature of the client adjustments. Ms. Todd replied the transactions were mainly related to deferred student revenue in the MBA program. She noted there were many transactions to determine what adjustments needed to be made for the accrual basis of accounting. She reiterated there were no issues with the adjustments themselves, which were accurate and correct. ASM Associate Dean Berman clarified that it was eMBA program revenues and that it was a matter of getting them reported into the central Anderson accounting system.

Ms. Todd continued, citing a controlled deficiency finding at STC that rose to a level of a material weakness finding. The finding pertained to controls in place for accrual entries and account reconciliations. They made an excessive amount of audit adjustments specifically related to licensing agreements and contracts. She noted that there is a great deal of activity at STC and it took many adjustments to get the books up-to-date, which escalated the finding to a material weakness. EVP Harris explained that STC had changed its CFO during the year and he felt the CFO was not briefed appropriately as to the full magnitude of his job. He noted that the fact that STC runs two different systems that relate to their general ledger, one involving patents and one involving general expenditures, which highly complicates their accounting. The administration provided a team to train the CFO. They are currently up-to-date on reconciliations. Because of concern regarding any finding repeated in audits, Liz Metzger, UNM Controller, and her staff have offered to consult with any component units. EVP Harris felt the units had been too independent in their judgments. Regent Clifford added the Regents discussed this in the previous year, and the solution was a new CFO at that unit. Ms. Metzger added that her team plans to stay heavily involved between now and the end of the fiscal year to ensure reconciliations remain up-to-date, and will also evaluate processes to ensure efficiency and thoroughness. Ms. Todd stated it is important to note that there is a high volume of complex transactions at STC requiring attention. Regent Romero stated that as the Regent Representative on the STC Board, he will communicate this information at their upcoming meeting. EVP Harris offered to have Lisa Kuuttila, President and CEO of STC, present a report to the Regent F&F or audit subcommittee meetings.

Ms. Todd presented another control finding deemed a significant deficiency that was also related to STC. Moss Adams found there were no specific policies and procedures related to in-kind expenses. STC has a lot of receivables and are required under current policy to expense finance charges. Those policies for actual practice as well as write-off and allowance policies related to those receivables, royalties, etc., need to be updated. Regent Clifford noted that the report indicated the policies might be completed by the end of December 2017. Regent Clifford requested that a copy of those polices be sent to the audit committee, accompanied by a presentation by Ms. Kuuttila and the CFO. Regent Romero stated he will pursue issuance of a report to be copied to the Board of Regents.

The monitoring of contract compliance is at the control deficiency level at the university level. Specifically, the Athletic Department entered into contracts with a third-party vendor related to multimedia rights, sponsorship and licensing agreements, and Moss Adams found a difference in what was paid versus what was agreed to. It was also noted that although it was a draft contract in place that was agreed to, the actual amount that was paid on the contract had not been

finalized. This is a finding that arose in connection with the State Auditor athletics review finding. Regent Clifford requested that the new Director and CFO for athletics address this finding and return to the Board with information.

There was a control deficiency reported at the UNM Alumni Association individual component unit, relating to the construction of the courtyard project. The Alumni Association did not specifically follow the Regents policy to obtain Regent permission prior to breaking ground on construction.

The final finding was also at the control deficiency level at the university level, relating to the state audit rule. The state of New Mexico requires the auditor to review cash balances to ensure they are properly collateralized over the FDIC limit. Moss Adams found one a bank account that was slightly over the limit at the end of the year. Moss Adams performed a significant amount of test work related to the state audit rule, and other than this finding and finding 2, no other deficiencies were noted specific to the state audit rule.

Moss Adams also performed additional supplemental testing as part of risk assessment and stemming from conversations with management and stakeholders. They performed P-Card control testing under the state audit rule, but also performed an additional in-depth examination due to volume of transactions as well as management concern. Extensive testing did not reveal any specific findings in that area. They also reviewed all intercompany eliminations. UNM maintains many MOUs and agreements within various entities, and Moss Adams and KPMG collaborated to review all transactions crossing entities to ensure proper accounting as well as proper elimination in the combined financial statements. Again, no deficiencies were noted.

Mr. Kennedy presented the final two items. The UNM Medical Group entered into a joint venture agreement with Lovelace for rehabilitation facilities. KPMG reviewed the agreement to ensure correct accounting, with no finding. KPMG also performed testing for compliance with debt covenants, and found three instances of noncompliance, one at UNMH and two at SRMC. HUD waived all three debt covenants issues, and UNM is considered in full compliance with debt agreements, but KPMG wanted to make management aware of the identification of these issues as part of the review process. Regent Clifford inquired about the nature of the waivers, how they will be addressed going forward, and the likelihood of any recurring issue. Mr. Kennedy explained that one finding related to transactions between UNMH and the HSC that are allowable per the debt agreement, but with a requirement that if certain criteria is met, HUD is notified in advance. The upfront certification was not filed; subsequently, UNM has filed and HUD has acknowledged receipt. There is now a system in place to catch these transactions on a go-forward basis. There were two issues at SRMC. One was a requirement to file budget documents on an annual basis and the filing was eight days late, so that is a technical compliance issue, but not a significant compliant issue. Some schedules required with that filing that were not included. UNM has since submitted them. There is now an understanding that the required schedules will be submitted in the future. The second issue was a debt covenant compliance letter required to be issued on an annual basis by the auditors had not been issued in the past four years. UNM received a waiver for the previous four years, KPMG issued the letter for this year, and will issue it annually on a go-forward basis.

Regent Clifford inquired about a negative entry of \$17.6 million for the net investment in capital assets in information regarding the net position at the SRMC. There was a similar entry in FY16 and he requested clarification. Mr. Kennedy stated it is a mechanical calculation. The requirement for that line item is to subtract from the balance of your capital assets the debt that was utilized to acquire those fixed assets. Assets are depreciating faster than the debt is being amortized, so the calculation results in a negative number. The depreciation expense has exceed debt amortization at this point. It is not an indication of anything wrong or concerns about the valuation of the assets. Regent Clifford noted it stands out because the SRMC is a relatively new facility. Mr. Kennedy noted that the debt is early in its amortization period and the debt has not been reduced much, but the assets are new and are being depreciated, so they are having a higher depreciation rate. Regent Clifford also inquired about the funds entered on the restricted expendable line. Mr. Kennedy replied that they are bond reserve funds.

Ms. Todd pointed out a significant change in accounting policy stemming from the State Controller's office regarding the land grant permanent fund, impacting state higher education institutions. Historically the University has recorded these land grant assets on financial statements, but the state controller's office decided those assets would no longer be reported within stand-alone financial statements, but rather included in the state investment fund. Because of that, Moss Adams made an adjustment to the beginning net position removing those assets from the University books avoid double-counting when the state comprehensive annual financial report is performed. The \$202 million adjustment is reflected in a financial statement footnote. EVP Harris noted that the bond rating agencies had already done research into this change and expressed absolutely no problem with UNM's balance sheet. Regent Clifford inquired if a one-time notice was published and President Abdallah confirmed it was. Ms. Todd also relayed that Moss Adams did not have to restate financial statements due to this change as it was state mandated. She noted that they ensured the footnote disclosure was very detailed so that if a bond holder were reviewing it, they would have all the relevant information. EVP Harris added this change impacted three institutions, UNM, NMSU and NMMI. He stated that NMMI relies more heavily on the

permanent rather than the general fund and is driving an effort to try to move a bill through the legislature sometime in the future to reassert a claim to it.

Ms. Todd relayed that the adoption of a new accounting pronouncement requiring blending of certain component units, significantly changed the presentation of UNM financial statements. It included STC, Innovate ABQ, Lobo Energy, Lobo Development, the UNM Medical Group and SRMC, which are now presented as blended component units, both for the prior year and for 2017 financials. Moss Adams obtained state auditor approval to comply with this GASB standard. There are still combining statements, detailing component units so that individual reporting is still present at that level.

Enhanced disclosures were added to the post-employment retirement benefits/VEBA trust, and additional disclosures were added on the individual stand-alone financial statements for the hospital regarding tax abatement.

Regent Clifford thanked the auditors and inquired about a disclosure related to the cooperation of staff. Ms. Todd stated that Moss Adams did report to the audit committee that there was a situation where resources were very constrained during the year because of a multitude of concurrent audits. She stated the entire team was very cooperative in providing everything requested by Moss Adams, were very forthcoming and worked well to meet deadlines without issue. Regent Clifford expressed appreciation to HSC and Main staff for excellent work. He noted that the report provided an excellent roadmap moving forward for items to improve, but importantly showed there are not serious deficiencies in UNM's finances. Mr. Kennedy noted the great support KPMG received from the Health Sciences staff.

The motion to approve the FY17 University Consolidated Financial Statements External Audit Report passed with a unanimous vote (1st Romero; 2nd Adcock).

HEALTH SCIENCES CENTER COMMITTEE

UNMH Capacity Status (information item)

Michael Richards, Vice Chancellor for Clinical Affairs, presented UNM Hospital operational metrics, covering three topics: 1) transfers; 2) hospital capacity; and 3) emergency department (E.D.) metrics. Dr. Richards referred to slides that were not included in the agenda eBook. UNM Hospital receives about 8,000 patient transfers per year, with typically 25,000 hospital admissions. A big portion of volume is attributable to the transfers, which are related to the high level of care, namely tertiary and quaternary care. There is some transfer variability throughout the year, primarily related to seasonality. Items that effect the ability to accept transfers are internal capacity and what is happening in the State with the rest of the delivery system. Transfers from SRMC (Sandoval Regional Medical Center) are about 350 patients per year. SRMC's projected occupancy is now nearing rates of greater than 85%. UNM has created a program with Lovelace to be able to hand off patients from the call transfer center. The warm hand-off program has been an initiative for the past 2 years, with current numbers at about 750 patients per year, typically patients of the appropriate acuity level to be treated at Lovelace Medical Center when there is not the appropriate capacity at UNM or at SRMC. The most important issue in the transfer data is related to diverts, those patients UNM cannot accept into the system. When looking at data that includes all of the transfers in that UNM is no longer able to accept, it is about 1250 to 1300 patients per year. When this data was initially collected about 2 years ago, the numbers of diverts were at about 700 per year. Through these collaborations, when looking at the ability to move about 750 patients to Lovelace and about 350 to SRMC, the demand for transfers has actually gone up and diverts have actually gone up. This can be interpreted as there being pent up volume in the State. As lower acuity patients are moved into other delivery systems, UNM has been getting more calls, as can be seen in the rise in numbers over the past two years.

On hospital capacity; there are two main indicators that are reviewed at the HSC Committee: 1) occupancy rate, and 2) impact of occupancy rate on emergency room volume. For UNM Hospital, the optimal occupancy rate to get to maximal efficiency in the facility is about 85%. Anything over 85% and the facility would be considered over-utilized. The hospital is typically run in the high 90's occupancy rate. The rate is measured at midnight, which is the lowest point of census in the facility. Now, entering into the busiest time of the year with flu season, during the day occupancy can reach 100%. A 3-4% decline in occupancy can have a profound impact on UNM transfers and diverts.

Dr. Richards addressed emergency department (E.D) metrics, starting with the Emergency Room Census with over 20 patients with Admit Status (patients admitted into a hospital bed but awaiting placement). These are tracked and a threshold of 20 is set which is a relatively high threshold. In January and February, there are typically more than 20 patients in the emergency department awaiting placement. With regard to the average wait-time for a bed, there are two different kinds of experiences in the E.D.: those critical-most patients with no wait-times and patients of low-acuities experiencing very long wait-times which exceed the reported average. So there is a bi-modal distribution in the data that is then averaged. UNM Hospital is a level-one trauma center, and so receives a substantial number of patients by EMS into the trauma or critical care area. Those patients generally have zero wait-time once the decision is made to admit them. When occupancy is down 2-3%, there is a significant impact on the ability to place patients. This can be seen in the November timeframe, when wait-times in the E.D. were starting to come back down.

Dr. Richards addressed the CMS (Centers for Medicare and Medicaid Services) hospital compare. This is not typically reviewed on a monthly basis at the HSC Committee, but presented at the request of Regent Lee. Dr. Richards said that with regard to CMS compare, there are lots of statistics, and he would focus on E.D. performance measures. The website, medicare.gov/hospitalcompare, allows anyone to look up performance measures, by city and zip code. If the hospital takes care of Medicare patients, there is a requirement to report data into this website. Dr. Richards noted the data reflects Medicare patients only, which is a subset of UNM Hospital patient population, so there may be differences between Medicare-only reported data and total patient population reported data.

Regent Quillen thanked Dr. Richards for the informative presentation and inquired with respect to some of the new practices in place to gain efficiencies, of notable trends in length-of-stay and the CMI (Case Mix Index). Dr. Richards responded there has been change in both indicators: on 1) the complexity of the patients seen, and 2) on the amount of time patients spend in the hospital. There is a 3-year trend of a 7% increase in the CMI which is the measure of the complexity of the patients UNM is taking care of. Seven percent is a very large change, and does in fact have a financial consequence shown to positively correlate to increased in-patient revenue. About 50% of total health system revenue is associated with hospital admissions. Increase in complexity of patients also can correlate to longer hospital stays, so there is not a dramatic change in overall length of stay. There is a new measure that now takes into account the complexity, called a Case Mix Index Adjusted Length of Stay, which will help to analyze whether efficiencies are being introduced into the system. UNM has seen decreases in this index.

Regent Quillen inquired of a Plan B for transfers now that SRMC is reaching 85% capacity. Dr. Richards said there is a need for a new replacement facility that will allow for management of patients in a more contemporary way and introduce efficiencies that are currently not possible, and this remains a primary objective. More immediate activities will be continued efforts to work on internal efficiencies and focus on partnerships in the areas of post-acute care and pre-acute care in order to put patients in the right facility in the right time in Albuquerque.

Regent Hosmer inquired the explanation for the data indicating unsatisfied demand and asked if there is any way to assess the potential demand for care. Dr. Richards responded that Dr. Roth had requested about three years ago this be studied. It's a very difficult question to answer. A survey of hospital CEOs in the State was done, with the question, "if UNM could say 'yes', how much more often do you think you would you call?" Clearly not a scientific survey, but it was a way to get some indication of potential demand. At the time, the number came out to be at least twice, if not three times, what was being seen at the time in calls. Since then, the New Mexico healthcare landscape has changed, one of the factors being that rural hospitals are beginning to change the level of care they are providing.

ACADEMIC/STUDENT AFFAIRS AND RESEARCH COMMITTEE

Consideration of proposed revisions to the Regents' Policy Manual (information item)

Interim Provost Richard Wood introduced the item. This is a brief but important informational item coming through ASAR committee with the request for an action item in a future meeting. Since the Regents' Policy Manual was issued in 1996, a lot of changes have accumulated in areas such as practices and job titles. To address this, University leadership and the Policy Office appointed a committee in February 2016, composed of faculty, administrators and staff from both sides of Lomas, to conduct a comprehensive review of the Regents' Policy Manual. The proposed revisions are fairly technical corrections and not substantive policy changes.

Dr. Wood asked the Regents to consider the proposed revisions in light of the upcoming Higher Learning Committee accreditation visit, and crucial to that is a clean accreditation. These technical revision proposals are part of that effort. Dr. Wood urged the Regents to treat these as a pretty routine matter, and urged to not try to fold in substantive changes. Of course Regents are free to change Regents Policies anytime they want, but Dr. Wood urged the Regents to not let these revisions get bound up with more substantial changes.

Pamina Deutsch, Director of the Policy Office, continued the presentation. The policies in the Regents' Policy Manual authorizes other types of policies, such as those in the University Administrative Policies and Procedures Manual, the Faculty Handbook, and the Pathfinder, all of which implement the Regents' policies. Most of the 106 policies currently in the Regents' Policy Manual have not been revised since 1996, when the manual was first issued. The Regents' Policy Review Committee made technical edits to reflect current practices and titles, update other information, and streamline policies whenever possible. Ms. Deutsch highlighted three areas where updated and accurate policies are critical: 1) for the upcoming accreditation, 2) for the incoming new President who will be learning all aspects of the University and, 3) as tools and resources for the Regents to govern the University and to fulfill their obligations. When the Regents' Policy Manuel was issued in 1996, it was with the understanding the policies would be updated periodically and kept current. During the intervening 20+ years, there were many attempts to update the manual in a comprehensive way. Certain Regents tried to undertake the task on their own; the Regents at one point created an ad-hoc policy committee but found

that they were too busy to continue to attend meetings; the Office of University Counsel tried to work on a set of revisions; and none of these attempts were successful until now.

For the comprehensive review, Ms. Deutsch tried to create a similar process as that which occurred in 1996. The committee was a small dedicated group that met 22 times in 2016 and 17 times in 2017. As appropriate, the committee asked subject matter experts to comment on the policy drafts. The Office of University Counsel attorneys conducted a legal review of the policy drafts in June and July 2017 and provided comments and suggested revisions, which were then considered by the committee. Ms. Deutsch discussed a process for other revision proposals and a proposed timeline toward approval, requesting 30 days.

Regent Clifford thanked Ms. Deutsch for the excellent work and the good product, and added he had recommendations and also questions about particular language that is being struck. One general, over-arching question is there are often standards of behavior that are set in policy, and it is not clear what happens if that policy is not adhered to. Is there a manual of staff behavior or student behavior that cross-references this manual? Ms. Deutsch responded the other policy manuals mentioned earlier implement the Regents' Policies and do address for example what would happen if a policy is not followed. There was discussion and Regent Clifford said he would provide specific follow-up questions.

Regent Doughty urged the regents to take the next month to review the proposed revisions. This will be on the agenda for the next meeting for Regents to vote on. He recognized the importance of the proposal and the committee's hard work.

Regent Hosmer confirmed this is long overdue and emphasized the importance of this with the upcoming accreditation.

Dr. Wood requested an agreement on a deadline for additional revisions submitted to Ms. Deutsch's office. Regent Doughty asked if one week before the February meeting would be a reasonable deadline. Ms. Deutsch confirmed.

FINANCE AND FACILITIES COMMITTEE

Approval of UNM Gallup Physical Plant Facility

Chris Vallejos opened the presentation and introduced Dr. James Malm, CEO of the UNM-Gallup Branch. Regent Lee noted this was Dr. Malm's first presentation to the board as the new CEO of UNM-Gallup. Dr. Malm introduced elected official, Ralph Richards, Chair of the Gallup Local Advisory Board, also present. Dr. Malm presented the item and requested project approval for the University of New Mexico Gallup Physical Plant Facility. In 2010, the case was built that a new facility was needed, mostly for health and safety reasons. There is loading on the walkways, open fleet storage, no vehicle maintenance areas, no loading areas, and pedestrian conflicts with vehicles coming in and out. In 2015, administration went to the HED with this project as the number two project request which was behind the library rehabilitation at the time. In 2016, the GO Bond was approved and the Lobo Match of 2020 McKinley County Bonds. It is the hope that now with Board of Regents approval, the project can be completed in 2018. This facility will take care of 315,000 square feet of facilities over 87 acres of campus with ten major buildings.

Regent Lee commented the bond was supported by voters, and it was confirmed state voters.

Regent Clifford commented his concern about the expansion of facilities on a campus that is losing a significant amount of enrollment. This was discussed in committee. Regent Clifford said he would like to see long-term planning with regard to our facilities and how we are right-sizing those, because we are receiving a lot of criticism in Santa Fe for not being cognizant of the big picture. Regent Clifford inquired the enrollment figures. Dr. Malm confirmed enrollment was 10% down in the Fall and there has been a downward trend in enrollment since 2010 and 2011. Regent Clifford reiterated this has to enter into the thinking about facilities. With regard to facilities there is a tendency, with regard to the General Obligation bond, to say ok, good, there's a big pie and everybody gets a slice. Regent Clifford said he was not comfortable approaching the legislature for that money without a clear idea and awareness about what is happening to enrollment and where the role of this campus is going to be five years from now. Regent Clifford reiterated that moving forward, he would like to see more cognizance about enrollment and the need for this space. It seemed to be a well-planned project, but we need to have that long-term view about where this campus is going and what is the need for additional facilities. Dr. Malm responded that with the enrollment fluctuations, there was an increase for five years before 2010/2011, and they have fallen for five years since, back to about the 2005 level. But with those enrollment changes, the square footage and acreage and what needs to be maintained does not change. Those are physical plant facilities that need to be maintained. The building in a sense is not instructional space. It is to support that static physical plant that does not change throughout what is being done in the classrooms and with students.

Regent Clifford responded that to a budget person, that was counter-intuitive and raises more questions than answers. The perception of the public is that more learning is going online, therefore there should be less of a brick and mortar footprint to our institutions as we go forward. So, the question we have to be prepared to answer is, are we trying to think

of more efficient ways to deliver these services? Those are concerns we need to address whenever we talk about our facility needs.

Regent Lee clarified this has to do with public safety and of protecting the University's investment out there. Dr. Malm responded now there is a conflict that there is pedestrian and leaning activities, and tractors and trucks, and chemical storage all in the same place; the master plan says to separate these.

Regent Lee asked Mr. Richards, Chair of the UNM-Gallup Local Advisory Board, to speak about the community support and involvement in this project. Mr. Richards responded the voters did approve this with the G.O. Bond, it is needed, and it is supported by the master plan that was submitted about five years ago. It's a point of safety issues and a point of physical issues, such as water pressure and sprinkler systems. The general space has not gone down. This is the original physical plant from 1967. To address Regent Clifford's concerns, work is being done on enrollment plans and looking at partnership opportunities for utilizing square footage.

The motion to approve the UNM Gallup Physical Plant Facility passed with a unanimous vote (1st Doughty; 2nd Adcock).

After the vote, Regent Doughty announced a request to the board to hold the February Board of Regents meeting on the Gallup Campus. Regent Doughty asked for the board's support for holding its next meeting in Gallup.

FY19 Health Plan Premium Projections

Dorothy Anderson, Vice President for Human Resources, introduced Eric Weinstein and Mark Tindall, consultants from Aon, who shared preliminary healthcare premium information proposed for FY19. Mr. Weinstein noted that Aon will present the final estimate and recommendations at the February Board of Regents meeting for approval in order to allow UNM Human Resources adequate time to conduct their annual enrollment activity.

UNM administers medical benefits for approximately 6,800 employees and pre-65 retirees (about 13,500 members), under the guiding principles of UNM's strategic plan to: offer health benefits to attract and retain UNM's diverse faculty and staff with meaningful choices for their medical plans; leverage and maximize HSC's capabilities; promote personal health responsibility; effectively educate and communicate these benefits; and continue to be good stewards of UNM's resources. UNM has self-insured since fiscal year 2010 and maintains an adequate reserve in accordance with regent policy 7.14.

Average annual cost increase for UNM since FY10 has been 2.3%; the national average is 4.7%. Plan enrollment has been relatively flat for the past four years. The medical plan is actively managed to exert downward pressure on cost in accordance with strategic plan principles, and Aon has performed a number of plan modifications to reduce cost and ensure UNM is competitive with benchmarks. They have also performed an eligibility audit to ensure plan members are eligible and to ensure that the plan is being administered in accordance with plan documents. Aon also actively works with UNM HSC and UNM Medical Group to exert additional downward pressure on claim costs over time.

The preliminary projected increase for FY19 is 2.7%. The total increase to plan premiums is \$1.9 million and the total dollar increase to I&G Main is \$358K. Public universities and the State of New Mexico were used as benchmarks. When compared to peers, the UNM plan design is competitive and in line. In terms of increased trends, the difference between UNM's 2.3% and the national average of 4.7% is significant over time. UNM has been able to put downward pressure on costs and maintain a competitive program.

Regent Clifford inquired if the national increase average was solely for universities, and Mr. Weinstein responded that it represents the average across all employers, not just universities.

Mr. Weinstein presented information relating to total premiums, portions paid UNM and by employees/pre-65 group, average enrollment, and yearly change in enrollment. UNM has continued to contribute 62% towards total premiums, while employees contribute 38%. Mr. Weinstein noted that the total premium is a combination of total claims plus approximately \$4-5 million in fixed administrative costs.

Regent Clifford inquired how that \$5 million administrative cost benchmarks to other plans. Mr. Weinstein replied that it benchmarks in line, noting that Aon has done some benchmarking analysis on administrative cost per employee per month and it benchmarks favorably. Regent Clifford inquired if the benchmarks were among self-insured entities, and Mr. Weinstein confirmed this. Regent Clifford inquired how much the State pays for management and if retiree health would be a logical comparator for that information. Mr. Tindall replied he agreed it would be and explained that while UNM is a sizable purchaser within the State of New Mexico, the State of NM as an employer is part of a much larger program, so they get a slightly lower rate in some fees. He noted UNM is still competitive, and Regent Clifford requested follow-up information regarding the comparison.

Regent Clifford commented on the almost 10% increase in claims per employee, while enrollment has decreased by 2%. He noted there was discussion in committee regarding certain high-cost claims driving the increase, but felt it was out of sequence with the prior trend and inquired why there was such a great increase. Mr. Weinstein noted the claims column is adjusted for number of employees, and that in FY17, there was a claims decrease of 1.8%, which was better than average. Aon is estimating a reversion to overall increases for FY18. He noted that comparison of FY16 to FY18 shows a continuation of the trend, and noted FY17 was a fortunate dip. Regent Clifford requested Aon do a comparison on claims per employee per year with benchmarks, and Mr. Weinstein confirmed they would, noting that when you examine New Mexico employer benchmark data, the average employer total premium cost is pretty close to 11,100/employee. UNM has estimated 9,700/employee for FY18, below benchmark data for all employers within New Mexico captured in Aon's database, including private entities, which represents close to a total of 50K employees. Regent Clifford requested information regarding State of New Mexico employees. Mr. Weinstein suggested also examining other factors, such as average age, average dependents which can have a large impact on administrative costs.

Regent Clifford also requested to see a plan for reserves, including balance trends, contemplated usage, and projected balances at the end of FY19. Mr. Weinstein noted that at the end of FY17, reserves were close to \$17 million. Aon prepares a certified IBNR report with three components to UNM's reserves: 1) incurred but not reported claims, estimated to be \$6 million; 2) claim fluctuation, estimated to be close to \$8 million; and 3) general reserves, close to \$3 million. Claim fluctuation reserves are meant to provide budget certainty during the fiscal year. He noted that as a consultant, Aon has not contemplated how UNM might use its additional reserves.

Regent Clifford asked for clarification regarding the "incurred but not reported" reserves. Mr. Weinstein explained they are paid, mature claims, for which UNM would be responsible should it cease to be self-funded. Regent Clifford requested to see data.

Mark Tindall presented information on how UNM has applied downward pressure on costs. He noted some adjustments were inward facing with no negative impact on employees, such as joining a purchasing coalition for pharmacy benefit management services and changing stop-loss carriers, both of which were financially advantageous. He noted that they have also been aggressive in making sure BlueCross and Presbyterian are exercising fiduciary responsibilities. He also noted changes that impacted employees, such as raising the out-of-pocket maximum and pharmacy co-pays. All of these internal and external changes have contributed to keeping increases below the national average. He noted that in the coming year, Aon will put a focus on UNM Medical Group and its delivery system to ensure UNM is maximizing that relationship and using expertise associated with UNMMG.

The projected 2.7% increase is a blend of experience and trend. The trend Aon applied is 6.5%, consistent with what has been filed with the Superintendent of Insurance by Blue Cross & Presbyterian. Last year, Aon used a 7% trend, showing that nationally, as well as locally, trends are moderating a bit. Aon also built in a margin regarding some high-cost claims that have not hit the claims funding yet. Aon conservatively estimates a 2.7% increase will be close to what they will present in February and do not anticipate a material increase, but might return with a slightly lower figure. The total cost increase in FY19 is approximately \$1.9 million, and Aon is working with Human Resources to determine where labor distribution costs are. I & G Main is anticipated to go up \$357K. Mr. Tindall showed that UNM stacks up within benchmarks in terms of how much employees pay when they access healthcare within the plan. In terms of the plan design itself, benchmarks align. Mr. Tindall noted that even though a 2.7% increase is relatively modest, any increase is taken seriously, and Aon proposes alternatives to cover the increase. He showed options for possible plan design changes but noted that these were not recommendations. He noted it is difficult to make an impact on increases with plan design changes, without significant impact – for example, a more than 50% increase to the deductible only covers 1.5% of the increase. There are conversations to be had about possibly mitigating increases, but Aon is not recommending plan changes at this time.

Regent Quillen noted that costs will keep climbing at a high rate, while concurrently UNM has experienced rising employee claims. She inquired what UNM is doing to coordinate chronic care management. For instance, two years ago, there was discussion about a pre-65 pilot and incentives. Mr. Tindall noted that incentives exist for lower-cost care access, as well as other wellness programs. He noted Aon could provide more information at a later date, and also stated that part of Aon's dialogue with UNMMG is about utilizing their expertise in population health as a whole. Regent Quillen added that prevention is a huge component of the budget and requested to see program, outcome and financial information regarding prevention initiatives. She reiterated that focus on prevention could at least slow down rising costs. Mr. Tindall agreed that prevention programs have certainly contributed to lower-than-national-average trends for UNM.

Regent Clifford noted that the presentation was helpful for budget discussions, and Regent Lee inquired if the process was inclusive of impacted groups, to which Ms. Anderson replied that it was.

PUBLIC COMMENT

Lawrence Roybal, Interim VP for Equity and Inclusion, expressed gratitude to everyone in the NM community who took part in a variety of 50th anniversary commemorations to honor the legacy of Dr. Martin Luther King Jr. over the last several days. One of those activities commenced on UNM Campus on a Saturday with a march starting at UNM that proceeded west with several hundred individuals who convened at Civic Plaza. Mayor Tim Keller gave a welcome, and speakers from the UNM community were, Dr. Jennifer Gomez Chavez from the Division for Equity and Sonya Gipson Rankin, Professor and Associate Dean. Both delivered motivating addresses during the commemoration, and several students contributed their talents on stage. Additionally, Dr. Roybal had the opportunity to represent the University yesterday at Congregation Albert for the 28th annual commemoration by the Dr. Martin Luther King Jr. Multicultural Council. The highlight of the event was the awarding of 33 scholarships to outstanding high school scholars from throughout New Mexico, each receiving \$1,000. Several of those students will come to the University of New Mexico. Finally, as we begin the 30-day legislative session in Santa Fe, the Division for Equity and Inclusion is very pleased to collaborate with a variety of partners, including The NM Voices for Children organization to highlight Children in Youth Day today in Santa Fe at the Capitol. Dr. Roybal concluded by saying welcome back, he is looking forward to a variety of initiatives and ongoing collaboration this year.

ADVISORS' REPORTS

<u>Pamela Pyle</u>, Faculty Senate President: The Senate is holding its first meeting of the new semester next week, and faculty on the Governmental Relations Committee are looking forward to participating in UNM-Day on January 29, spreading the good works of UNM at the State's capitol, which is a privilege. Some are already reaching out to legislators, the exchanges remind us of just how important are our actions and interactions that can define us far more than spreadsheets alone can ever do. An upcoming event will take place in the SUB on February 5; the Faculty Senate will hold a panel discussion on Free Speech, specifically the inherent or perceived tension between free speech and civil discourse; esteemed and diverse faculty will be on the panel. The hope is to create an open space where we can all deliberate on this critical topic.

ADJOURN

The motion to adjourn passed unanimously. (1st Lee; 2nd Adcock). The meeting adjourned at 11:48 PM.

Approved:

Attest:

Robert M. Doughty III, President

Tom Clifford, Secretary/Treasurer

Minutes originated by Mallory Reviere and Emily Morelli; finalized by Mallory Reviere

President's Administrative Report

will be presented at the meeting

Tab 4

Discussion and Possible Action on Regents' recognition of service by Interim President Abdallah

(no documents are included in the eBook for this item)

Tab 5

Annual Determination of Reasonable Notice of Meetings:

To comply with Section 10-15-1(D) of Open Meetings Act (NMSA 1978) which requires the Board of Regents to determine annually what constitutes reasonable notice of its public meetings

a. Affirmation of Regents' Policy 1.3 (Public Notice of Regents' Meetings) b. Affirmation of 2018 meeting calendar

Regents' Policy Manual - Section 1.3: Public Notice of Regents' Meetings

Adopted Date: 09-12-1996 Amended: 12-08-1998 Amended: 03-11-2002 Amended: 09-09-2003 Amended: 03-14-2005 Amended: 06-12-2012 Amended: 05-01-2013 Amended: 05-01-2014 Amended: 12-13-2016 **1. Policy**

This policy is adopted pursuant to the New Mexico Open Meetings Act, NMSA 1978, § 10-15-1, et seq.

2. Regular Meetings

Regular meetings of the Board of Regents will be held on the second Monday in March and at regular preannounced intervals, which are generally monthly, unless otherwise announced in the Notice of Regular Meetings pursuant to this policy.

Notice of Regular Meetings

Notice to the public of the regular meetings of the Board of Regents will specify the date, time, and place thereof and will state that a copy of the agenda will be made available on the public <u>regents.unm.edu</u> website, at least seventy-two (72) hours prior to the meeting. Notice will be given to those newspapers and broadcast stations that have filed a written request with the University Communication and Marketing Department for such notices of meetings. Notice will be by email at least ten (10) days prior to the meeting and the written Notice will be placed on the public <u>regents.unm.edu</u> website.

3. Special Meetings

Special meetings of the Board of Regents may be called by the Board President or any four (4) members of the Board.

Notice of Special Meetings

Notice to the public of special meetings of the Board of Regents will specify the date, time, and place thereof and will state that a copy of the agenda will be made available on the public <u>regents.unm.edu</u> website, at least seventy-two (72) hours prior to the meeting. Notice will be given to those newspapers and broadcast stations that have filed a written request with the University Communication and Marketing Department for such notices of meetings. Notice will be by email at least seventy-two (72) hours prior to the meeting and the written notice will be placed on the public <u>regents.unm.edu</u> website.

4. Emergency Meetings

Emergency meetings of the Board of Regents may be called by the Board President or any four (4) members of the Board only in the event of unforeseen circumstances that, if not addressed immediately by the Board, will likely result in injury or damage to persons or property or substantial financial loss to the University. The Board will avoid emergency meetings whenever possible.

Notice of Emergency Meetings

Notice to the public of emergency meetings of the Board of Regents will specify the date, time, place, and subject matter thereof and will be given to those newspapers and broadcast stations that have filed a written request with the University Communication and Marketing Department for such notices of meetings. Notice will be by email, at least twenty-four (24) hours prior to the meeting or by such other notice as soon as possible and as may be practicable under the circumstances.

Report to the New Mexico Attorney General

Within five (5) days of taking action on an emergency matter, the Board of Regents shall report to the New Mexico Attorney General's Office the action taken and the circumstances creating the emergency.

5. Compliance with the Americans with Disabilities Act

In addition to the information specified above, all notices shall include the following language:

If you are an individual with a disability who is in need of a reader, amplifier, qualified sign language interpreter, or any other form of auxiliary aid or service to attend or participate in a meeting of the Board of Regents, please contact the University Communication and Marketing Department with as much advance notice as possible to allow for arranged services. Public documents, including the agenda and minutes, can be provided in various accessible formats. Please contact the University Communication and Marketing Department if an accessible format is needed.

6. Remote Participation in Meetings

A member of the Board of Regents may participate in a regular, special, or emergency meeting of the Board by means of a conference telephone or other similar communications equipment when it is otherwise difficult or impossible for the member to attend the meeting in person. Each member participating remotely must be identified when speaking, all participants must be able to hear each other at the same time, and members of the public attending the meeting must be able to hear any member of the Board who speaks during the meeting. The minutes of any meeting at which there is remote participation shall identify any Regents who were not physically present but who participated remotely.

7. Closed Meetings (Executive Sessions) Exceptions to Open Meetings Act

Meetings of the Board of Regents may be closed, according to the procedures set out below, only if the matter to be considered falls within one of the enumerated exceptions defined in § 10-15-1(H) of the Open Meetings Act or if

closure can be implied from or required by other laws or constitutional principles which specifically or necessarily preserve the confidentiality of certain information.

Closing an Open Meeting

Closing of a meeting shall be by a majority vote of a quorum of the Board during the open meeting, with the vote of each member being recorded. The motion shall state: (1) the authority for the closure (the statutory provision); and (2) the subject to be discussed with reasonable specificity. The matter to be discussed must have been included on the agenda, except for emergency matters.

Calling a Closed Meeting Outside of an Open Meeting

Notice that a meeting will be closed, in whole or in part, will be given as specified above for a regular, special or emergency meeting, as appropriate, by so specifying either in the notice of the meeting or on the agenda. The notice shall state the specific provision of the law authorizing the closed meeting and shall state the subject to be discussed with reasonable specificity.

The minutes of the next open meeting shall contain information about the closed meeting, including the date, time, place, and subject matter of the closed meeting, the names of the Regents present at the closed meeting, the names of the absent Regents, and a statement that the matters discussed in the closed meeting were limited only to those specified in the notice of the closed meeting.

Action

Any final action taken as a result of discussions in a closed meeting shall be made by a vote of the Board of Regents at an open public meeting, with the exceptions allowed under § 10-15-1(H).

8. Agendas

A copy of the agenda for each regular and special meeting of the Board of Regents will be available at least seventy-two (72) hours prior to the meeting (and the notice of the meeting shall so state) and will be placed on the <u>regents.unm.edu</u> website. Except for emergency matters, the Board shall take action only on items appearing on the agenda.

9. Public Input at Meetings

An opportunity for public input regarding agenda items shall be provided at each regular meeting during Board consideration of the agenda item in question. The Board President shall determine the length of time to be allowed for public input for each agenda item, the sequence in which individuals may address the Board, and the length of time that will be allowed for each person to address the Board. The Board President may request that a group designate a spokesperson.

10. Minutes

The Board of Regents shall approve and keep written minutes of all its meetings. The minutes shall include, at a minimum: (1) the date, time, and place of the meeting; (2) the names of Regents in attendance and those absent; (3)

a statement of what proposals were considered; and (4) a record of any decisions made by the Board and how each Regent voted.

Draft minutes shall be prepared within ten (10) working days after the meeting and must be available for public inspection. The draft minutes must clearly indicate that they are not the official minutes and are subject to approval by the Board.

Draft minutes shall be approved, amended, or disapproved at the next regular meeting where a quorum is present. Minutes shall not become official until approved by the Board of Regents. Official minutes are subject to public inspection.

No minutes need to be kept during closed sessions, but information about the closed session must be recorded as specified in the "Closed Meetings" section of this resolution.

Recordings of Board of Regents' meetings shall be kept for, at minimum, three (3) years.

11. References

- NMSA 1978, § 10-15-1 et seq. ("Open Meetings Act")
- NMSA 1978, § 21-7-5 ("Annual Organization Meeting of Board; Election of Officers; Bond of Secretary-Treasurer; Conditions")



BOARD OF REGENTS' 2018 MEETING CALENDAR

Regents' Board & Committee Meetings	2018 Jan	2018 Feb	2018 Mar	2018 Apr	2018 May	2018 Jun	2018 Jul	2018 Aug	2018 Sep	2018 Oct	2018 Nov	2018 Dec	Key Leadership	Key Staff
Board of Regents 9:00 AM - 2:00 PM SUB Ballroom C	Jan 16	Feb 13	Mar 12 Regular BOR Mar 22 Budget Summit	Apr 17	May 11 Budget Approval May 15 Regular BOR	Jun 12	TBD	Aug 14	Sep 11	Oct 16	Nov 13	Dec 11	Regent President Doughty President Abdallah	Mallory Reviere
Agenda Items Due:	Jan 10	Feb 7	Mar 6	Apr 11	May 9	Jun 6	na	Aug	Sep 5	Oct 10	Nov 7	Dec 5		
Finance & Facilities Committee (12:30 PM) Scholes Hall, Roberts Rm.	Jan 9	Feb 6	Mar 6	Apr 10	May 8	Jun 5	No meeting	Aug 7	Sep 4	Oct 9	Nov 6	Dec 4	Regent Lee EVP Harris	Cenissa Martinez
Agenda Items Due:	Dec 20	Jan 24	Feb 21	Mar 28	Apr 25	May 23	na	Jul 25	Aug 22	Sep 26	Oct 24	Nov 21		
Health Sciences Center Committee (8:30 AM) Scholes Hall, Roberts Rm.	cancelled	Feb 6	Mar 6	Apr 10	May 8	Jun 5	No meeting	Aug 7	Sep 4	Oct 9	Nov 6	Dec 4	Regent Lee Chancellor Roth	Patrice Martin
Agenda Items Due:	na	Jan 29	Feb 26	Apr 2	Apr 30	May 28	na	Jul 30	Aug 27	Oct 1	Oct 29	Nov 26		
Academic/Student Affairs & Research Committee (1:00 PM) Scholes Hall, Roberts Rm Agenda Items Due:	Jan 11 Dec 20	Feb 1 Jan 22	Mar 1 Feb 19	Apr 5 Mar 26	May 3 Apr 23	May 31 May 21	No meeting na	Aug 2 Jul 23	Aug 30 Aug 20	Oct 4 Sep 24	Nov 1 Oct 22	Nov 29 Nov 19	Regent Doughty Interim Provost Wood	Mark Orgeron
Audit and Compliance Committee Scholes Hall, Roberts Rm Agenda Items Due:			Mar 15 9:00 AM Mar 6			May 17 9:00 AM May 8							Regent Clifford Manu Patel	Amy O'Donnell
		ALUMNI			ALUMNI			ALUMNI			ALUMNI			
REGENT ADVISORS (quarterly reports)			RETIREE			PARENT			RETIREE			PARENT		
Check these websites for notic Board of Regents: <u>regents.unm.</u> F&F: evpadmin.unm.edu/ff-meet ASAR: <u>http://www.unm.edu/~aca</u> Audit: unm.edu/~iaudit/documer	edu ings/index.ht adaffr/Board	tml; HSCC:	http://hsc.un		ommittee/		Spring Cor	nmenceme	ent: Saturda	y, May 12,	2018 @ 9 <i>F</i>	AM in Dream	nstyle Arena	1

CONSENT DOCKET

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

1.	<u>Health</u>	Sciences	<u>Center (</u>	Committee	(HSC)	Consent Items, Regent Marron Lee, Chair	

a. /	Approval of the	UNM Hospitals	Contracts with B.	Braun Medical,	Inc	C-1	L
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b. Approval of the UNM Hospitals Disposition of Assets.....C-2

2. Finance and Facilities Committee (F&F) Consent Items, Regent Marron Lee, Chair

c.	Approval of Quarterly Financial Actions Report and Certification through December 31, 2017 and Monthly Consolidated Financial Reports through	
	December 31, 2017	.C-3
d.	Approval of Disposition of Surplus Property for Main Campus for January 2018	.C-4
e.	Approval of FY17 Annual Report for STC.UNM	.C-5



UNM Hospital Board of Trustees Recommendation to HSC Committee December 2017

Approval

(1) B.Braun Medical INC.

Ownership: B.Braun Medical Inc. Twelfth Avenue Bethlehem, PA 18018-3524 **Officers Information:** David May 317-508-2226

Source of Funds: UNM Hospital Operational Budget

Description: Request to contract with B.Braun for Intravenous (IV) administration sets, Pharmacy premixed drugs, pump sets and IV solution products.

Process:

The University of New Mexico Hospitals will be utilizing the Vizient Agreement Contract Number IV910001. Pharmacy and Materials Management made the decision to continue to procure IV products from B.Braun.

Previous Contract: B. Braun Medical Inc. **Previous Term:** UNMH has had a contract with B.Braun for IV solution and delivery devices since 1996.

Previous Contract Amount: Total Estimated cost is \$2,200,000 annually.

Contract Term: Three-year agreement, expiring December 31, 2020, with the option to renew.

Termination Provision: UNMH may cancel this Agreement with or without cause, with a One Hundred and Twenty (120) day advance written notice to B.Braun.

Contract Amount: Total Estimated cost is \$2,800,000 annually. Price is firm for initial three-year term of the agreement.



Date:	December 20, 2017
То:	Bruce Cherrin, Chief Procurement Officer Purchasing Department
From:	Ella Watt Chief Financial Officer, UNM Hospital
Subject:	Property Disposition – December 2017

Attached for your review and submission to the Board of Regents is the Property Disposition Detail list for the month of December 2017.

Consistent with UNM Board of Regents Policy 7.9 Property Management and the Disposition of Surplus Property Act, 13-6-1, NMSA 1978, and based upon documentation submitted by the UNM Hospitals' departments responsible for the equipment, I certify that the equipment identified on the list is worn-out, unusable or beyond useful life to the extent that the items are no longer economical or safe for continued use by UNM Hospitals. I recommend that the items be deleted from UNM Hospitals inventory and disposed of in accordance with the above noted Regents Policy and Surplus Property Act.

UNM Hospitals Property Disposition Request December 2017

Asset Disposition Count	47
Gross Acquisition Cost	\$ 646,994.37
Total Disposition Book Value	\$ 44,809.02

Asset Control Number	Lawson Number	Description	Division Description	Accounting Unit	Model	Serial Number	Acquisition Date	Acquisition Cost	Book Value	Proposed Method of Disposal	Reason for Disposal
83350	25322	Transport Incubator	Newborn ICU	12455	VOYAGER	N119P	08/01/12	62,655.00	29,238.99	Auction	Damaged-Not Repairable
83366	26120	Bariatric Shower Trolley	Trauma/Surgical ICU	12130	TR4000 ATLAS	1208-20759	12/01/12	9,815.00	4,907.51	Auction	Not Repairable-obsolete
91448	29222	SCB CO2 20L Elec Endoflator Un	Operating Room	15000	26430520-1	UV0697254	10/01/14	8,803.55	3,227.96	Auction	Not Repairable
74559	26934	Diagnostic Workstation	Radiology - Admin	90020	490	16QGLF1	07/01/13	15,028.00	1,753.25	Auction	Obsolete
70885	9241	Case (P2) Treadmill	Heart Station	71030	CASE (P2)	R3X10305715SA	08/01/10	20,086.80	1,673.88	Auction	Not Repairable
57081	26555	Diagnostic Workstation	Radiology - Admin	90020	T7500	1PQ54V1	04/01/13	15,028.00	1,001.86	Auction	Obsolete
57082	26556	Diagnostic Workstation	Radiology - Admin	90020	T7500	JTG9YQ1	04/01/13	15,028.00	1,001.86	Auction	Obsolete
74557	26557	Diagnostic Workstation	Radiology - Admin	90020	7400	FCM1LH1	04/01/13	15,028.00	1,001.86	Auction	Obsolete
85689	26140	Diagnostic Workstation	Radiology - Admin	90020	T7500	1PR54V1	02/01/13	15,028.00	500.93	Auction	Obsolete
85865	26139	Diagnostic Workstation	Radiology - Admin	90020	T7500	JTG9ZQ1	04/12/75	15,028.00	250.46	Auction	Obsolete
87973	26141	Diagnostic Workstation	Radiology - Admin	90020	7400	JCM1LH1	01/01/13	15,028.00	250.46	Auction	Obsolete
70736	9239	Acuson X300 Ultrasound	Cardiac Cath Lab	71040	X300	316845	07/01/10	54,895.00	-	Auction	Obsolete
55852, 80314	5743	VisualEyes 4 USB Mid-Tower VNG	ENT Clinic	34245	DL2.01	DL2087 AND P5294-4	07/01/06	37,750.00	-	Auction	Replaced
62589	6339	Tital High Resolution Ultrasou	Southwest Mesa Clinic	32045	TITAN	039L3P	11/01/07	25,972.50	-	Auction	Not Repairable
67823	443	Topcon TRC-50EX Retinal Camera	Ophthalmology On Site Clinic	34610	GX620	00045-672-834-186	06/01/01	24,445.00	-	Auction	Obsolete
46831	2540	Proline Panoramic X-Ray	Radiology - General	75000	PM2002CC PROLINE	CCC14123	08/01/02	23,659.00	-	Auction	Obsolete
45558	25348	Diagnostic Workstation	Radiology - Admin	90020	690	35QHDF1	04/10/91	21,148.00	-	Auction	Obsolete
74166	25349	Diagnostic Workstation	Radiology - Admin	90020	690	9S49GC1	07/01/12	21,148.00	-	Auction	Obsolete
44958	19254	Video EEG Review Master	Neurodiagnostics Lab	78010	BMSI 5000	10000125	08/01/02	20,858.40	-	Auction	Obsolete
45565	25346	Diagnostic Workstation	Radiology - Admin	90020	T7500	CTGZLN1	04/10/91	15,028.00	-	Auction	Obsolete
74183	25347	Diagnostic Workstation	Radiology - Admin	90020	T7500	639QCK1	04/14/56	15,028.00	-	Auction	Obsolete
75568	25350	Diagnostic Workstation	Radiology - Admin	90020	T7500	CTHZLN1	04/10/91	15,028.00	-	Auction	Obsolete
68565	26758	AccuView & ManoView SW Packs	Digestive Disease Health Ctr	34430	AccuView & ManoView	AccuView & ManoView	06/01/13	13,779.39	-	Auction	Not Repairable
64325	19855	Dash 4000	General Pediatrics Unit	12430	DASH 4000	SD008294219GA	08/01/08	13,062.03	-	Auction	Obsolete
46475	3354	Zeiss OPMI/OSM99 Scope	Operating Room - BBRP	15005	Zeiss OPMI/OSM99 Sco	Zeiss OPMI/OSM99 Sco	05/01/04	10,350.00	-	Auction	Obsolete
52881	4806	Twin EEG Review Workstation	Neurodiagnostics Lab	78010	Twin EEG Review Work	05C0393G	04/01/05	10,244.62	-	Auction	Obsolete
52882	4807	Twin EEG Review Workstation	Neurodiagnostics Lab	78010	Twin EEG Review Work	05C0394G	04/01/05	10,244.62	-	Auction	Obsolete
62072	6004	Retinomax2 Hand-Held Auto Refr	Ophthalmology On Site Clinic	34610	RETINOMAX 2	30726	05/01/07	9,736.94	-	Auction	Not Repairable
32620	16962	Electrohydraulic Lithotriptor	Operating Room	15000	AEH-3	1957-AB	08/01/99	8,844.49	-	Auction	Obsolete
25848	15224	Pulmonex II System - Pressure	Radiology - Nuclear Med	75045	132-503	9612119	03/01/97	7,393.62	-	Auction	Obsolete
24490	3329	Xenon 300 Light Source	OSIS	15500	201330 20	5142	05/01/04	6,020.00	-	Auction	Obsolete
70721	9286	SCB Equimat	Operating Room	15000	SCB EQUIMAT	NZ01326-B	08/01/10	5,523.16	-	Auction	Replaced
70722	9287	Hamou Endomat	Operating Room	15000	HAMOU ENDOMAT	RZ08701	08/01/10	5,523.16	-	Auction	Replaced
74171	8907	3MP Monochrome P Series LCD Du	Radiology - Admin	90020	IF2103MP	PG21PGDCS0071	04/01/10	5,175.00	-	Auction	Obsolete
74172	8908	3MP Monochrome P Series LCD Du	Radiology - Admin	90020	IF2103MP	CX30XGH1S0029	04/01/10	5,175.00	-	Auction	Obsolete
74169	8909	3MP Monochrome P Series LCD Du	Radiology - Admin	90020	IF2103MP	PG21PGDCS0086	04/01/10	5,175.00	-	Auction	Obsolete
74170	8910	3MP Monochrome P Series LCD Du	Radiology - Admin	90020	IF2103MP	PG21PGDCS0081	04/01/10	5,175.00	-	Auction	Obsolete
74173	8911	3MP Monochrome P Series LCD Du	Radiology - Admin	90020	IF2103MP	SP21PGG8S9001	04/01/10	5,175.00	-	Auction	Obsolete
74174	8912	3MP Monochrome P Series LCD Du	Radiology - Admin	90020	IF2103MP	PG21PGDCS0049	04/01/10	5,175.00	-	Auction	Obsolete
74168	8913	3MP Monochrome P Series LCD Du	Radiology - Admin	90020	IF2103MP	PG21PGDCS0068	04/01/10	5,175.00	-	Auction	Obsolete
74167	8915	3MP Monochrome P Series LCD Du	Radiology - Admin	90020	IF2103MP	PG21PGDCS0048	04/01/10	5,175.00	-	Auction	Obsolete
41517	1305	Dinamap Pro 400 Monitor	ED-North		PRO 400	010M2479032	11/01/01	4,600.00	-	Auction	Obsolete
41520	1317	Dinamap Pro 400 Monitor	PACU (Recovery Room 1)	15040	PRO 400	010M2499098	11/01/01	4,600.00	-	Auction	Obsolete
38725	720	Dinamap Pro 500 Monitor w/Temp	Pediatrics Clinic	34150	PRO 400	010M0869109	04/01/01	4,508.80	-	Auction	Not Repairable-obsolete
52542	5139	Dinamap Pro 310	ED-North	21015	PRO 310	AAX05440184SA	12/01/05	4,182.00	-	Auction	Not Repairable
52653	5209	Precor Treadmill 120V	Cardiac Rehab	71020	C932	AAADH11050010	02/01/06	3,058.33	-	Auction	Not Repairable-obsolete
3216	3216	Monitor, 20" Color	OSIS	15500	Monitor, 20" Color	Monitor, 20" Color	04/01/04	2,406.96	-	Auction	Obsolete



University Controller Financial Services, Main Campus Phone: (505) 277-5111 FAX: (505) 277-7662

MEMORANDUM

DATE:	January 23, 2018
TO:	David W. Harris Executive Vice President for Administration
FROM:	Elizabeth Metzger, CPA University Controller
RE:	Two (2) Items: One (1) Action Item and One (1) Information Item for Board of Regents' Finance & Facilities Committee Meeting

Action Items.

The New Mexico Higher Education Department, Institutional Finance Division, Quarterly Financial Actions Report and Certification through December 31, 2017 needs to be approved at the February 6, 2018 Finance & Facilities Committee meeting.

Information Items.

The Monthly Consolidated Financial Reports for the month ended December 31, 2017 will be presented at the February 6, 2018 Finance & Facilities Committee meeting.

New Mexico Higher Education Department Institutional Finance Division Quarterly Financial Certification Report Template

Please complete and sign the following Financial Certification Report and submit with the Quarterly Financial Actions Report.

To the best of my knowledge, I certify that the information provided in the attached Financial Actions Report for the:

1st ____ 2nd __X __ 3rd ____ 4th ____ Quarter, FY _<u>2018</u>

is correct as of the signature dates noted below, and that

The University of New Mexico

has a functioning financial accounting system that captures assets, liabilities, revenues, and expenditures on a timely basis, and the Governing Board receives timely notification of any significant actual or projected variances between budgeted and actual revenues and expenditures.

Marron Lee, Chair, Board of Regents-F&F

Chaouki Abdallah, Interim President

David Harris, EVP for Administration, COO, and CFO

Date

Date

Date

Quarterly Fir	nancial Actions Repo	rt	
Fiscal year 2018		Date	1/24/2018
Period (check one) Quarter 1 Quarter 2 X	Quarter 3	Quarter 4	
During the period of time covered by this report;	did your institution:		
(1) Request an advance of state subsidy?	Yes	No	X
(2) Fail to make its required payments, as scheduled, to appropriate retirement system(s)?	Yes	No	X
(3) Fail to make its payroll payments, as scheduled?	Yes	No	X
(4) Fail to make its scheduled debt service payments?	Yes	No	X
(5) Fail to make payments to vendors, as scheduled, due to a cash deficiency or a substantial deficiency in the payment processing system?	Yes	No	X
(6) Relative to the original fiscal year budget, experience any significant actual or anticipated financial changes that are not reflected in a submitted Budget Adjustment Request (BAR). Significant financial changes refers to fiscal activity that will result in a substantially reduced year-end fund balance or any increase in a fund balance deficit.	Yes	X No	
If the answer to any of the above questions is "Yes," (i) the reason for the occurrence, (ii) the actions taken by your institution to reso (iii) the actions taken by your institution to pre	lve this particular occur	rence, and	

of the financial changes and describe and assess the impact that the changes will have on your institution's planned year-end financial position. (See attached.)

University of New Mexico

Quarterly Financial Actions Report

Fiscal Year 2018, End of Quarter 2

Additional information for "Yes" answer to Question (6)

Nature of Financial Changes not yet reflected in a BAR:

The enrollment for Fall 2017 is down 3.85% in student credit hours and 2.89% in headcount from projected, resulting in a reduction of \$2.4M in tuition and \$1.1M in fees from the projection used to prepare the FY18 budget.

- The \$2.4M tuition reduction will be covered using approximately \$1.15M in other revenue sources, a \$900k one-time use of reserves, and \$400k in Fringe Benefit savings.
- The \$1.1M in fee reduction will be covered by reduced allocations to the Student Fee organizations. Each organization will absorb the reduction in allocations by either reducing expenditures, using available reserves, or a combination of the two.

Currently, departments are going through the mid-year budget review and projection process. This process will be complete toward the end of February. In March, departments will be finalizing their budget information. After the March month-end close, the final BAR for UNM will be prepared and submitted to HED on May 1.

The Athletics Department was placed under the Enhanced Fiscal Oversight Program on October 3, 2017. The quarterly certification for this program will occur independently of the Quarterly Financial Actions Report and will be submitted on or before February 28, 2018.



Monthly Financial Report Consolidated Total Operations Current Funds Fiscal Year to Date as of December 31, 2017

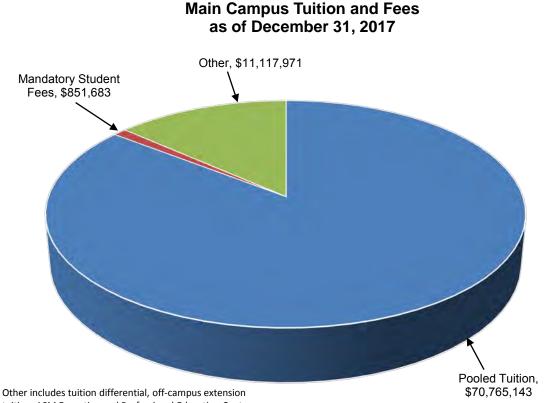
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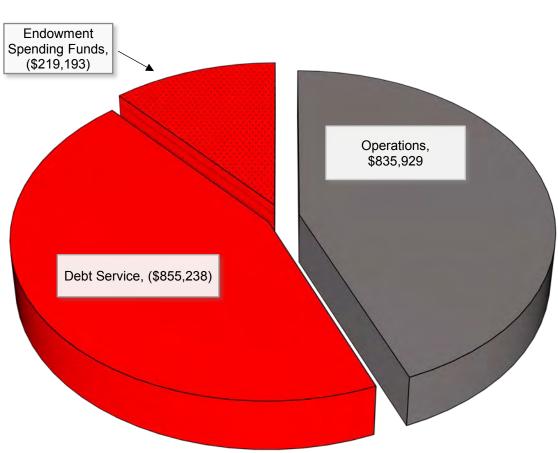


Summary of Items in the Consolidated Financial Report As of December 31, 2017

 Instruction and General (Consolidated page 9, Main Campus page 15): Tuition and Fees -The graph below indicates the portion of Main Campuses I&G Tuition and Fee revenue that is pooled and allocated to the departments. The remainder of I&G Tuition and Fee revenue is distributed directly to the units, EX: tuition differential, course fees.



Other includes tuition differential, off-campus extension tuition, ASM Executive and Professional Education Center (EPEC) tuition, and various fee classifications (application, course, extended eduction, other student, testing binding, and thesis). • Athletics (Consolidated page 12):



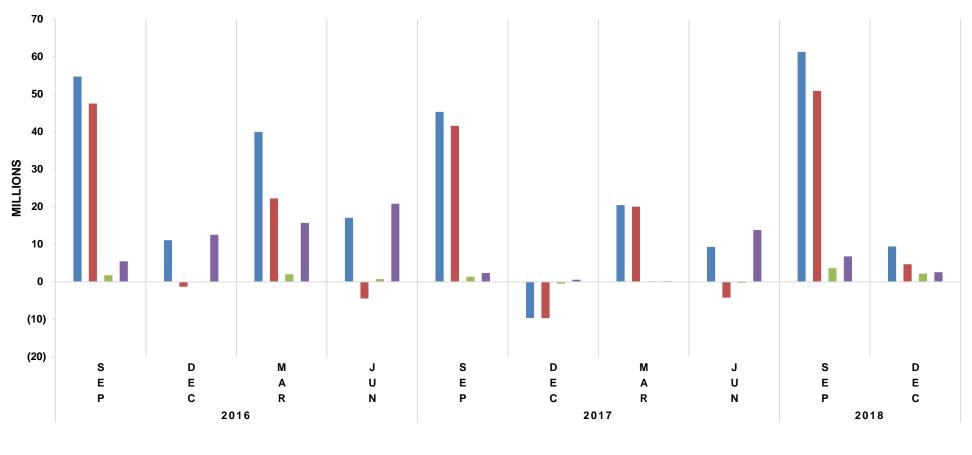
Athletics as of December 31, 2017

- The net of the above balances (see page 12) at December 31 is (\$238,502).
- The above Operations balance includes the transfer of \$1.3M use of reserves to offset current year shortfall which was approved by the Regents in November.
- An unknown factor this fiscal year is estimating final ticket revenue, which may dictate further spending cuts, the magnitude of which is unclear.

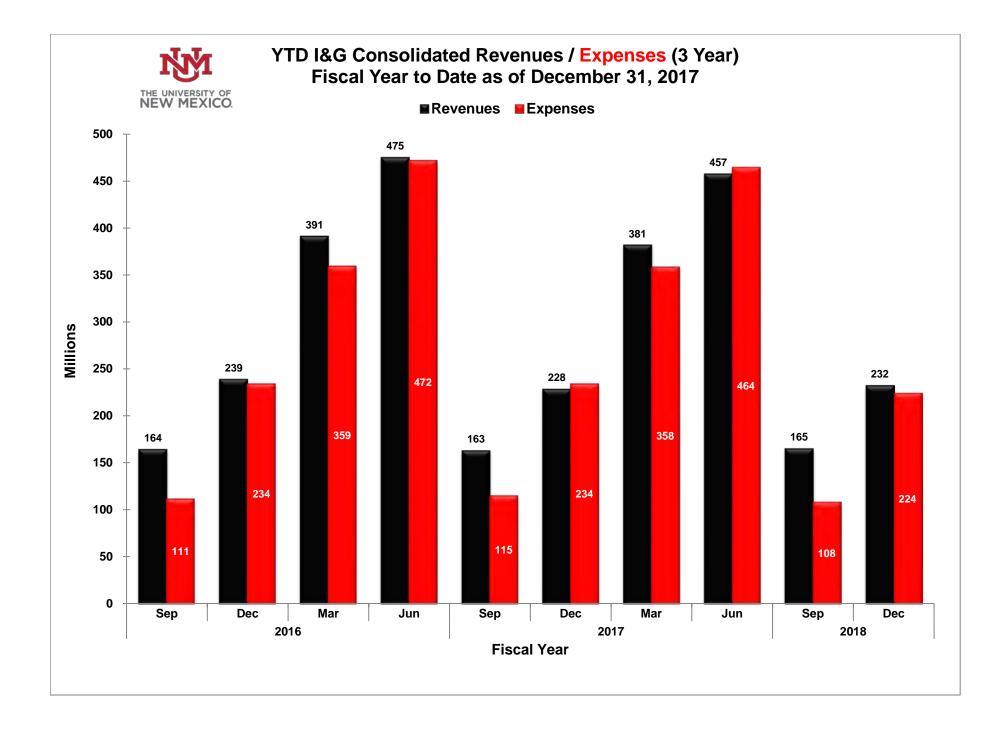


CONSOLIDATED TOTAL OPERATIONS - 3 YEAR NET REVENUE / (EXPENSE) FISCAL YEAR TO DATE AS OF DECEMBER 31, 2017

■ CONSOLIDATED ■ MAIN ■ BRANCHES ■ HSC



FISCAL YEAR



Executive Budget Summary University of New Mexico Consolidated Financial Report FY 2018 UNM Re-Forecasted Budget

This report covers current fund operations for the University, including Main Campus, Branch Campuses, and HSC Campus. HSC is the only campus that reforecasts their operating budget on a monthly basis.

Instruction and General operations projects a use of reserves of \$7.1M for the FY 2018 UNM Re-Forecasted Budget. The use of reserves of \$7.1M is comprised of \$4.3M use of reserves at the Main Campus, a \$2.5M use of reserves at the Branch Campuses, and a \$322K unfavorable net margin at the HSC Campus. The \$322K unfavorable net margin at the HSC Campus is primarily due to budgeting small portions of the hiring packages for three new Deans during FY 2018.

The next block of information shows the **Unrestricted Research** operations. The FY 2018 UNM Re-Forecasted Budget projects a use of reserves of \$2.4M, of which \$1.7M use of reserves is related to Main Campus and a \$713K use of reserves is related to the HSC Campus. The \$1.7M use of reserves at Main Campus is primarily due to Academic Affairs' departments budgeting reserves. The departments that budgeted the largest use of reserves are the College of Arts and Sciences, the School of Engineering, and VP for Research. At the HSC Campus, the \$713K use of reserves for non-recurring expenditures includes CTSC Scholar startup packages, equipment purchases and research supplies.

The third business category shown on the first page of this report is **Unrestricted Public Service**. The operations in this category include special projects funded by State Appropriations and non-endowed gifts flowing from the UNM Foundation to departments and many small events funded by user fees. The FY 2018 UNM Re-Forecasted Budget projects a use of reserves of \$1.6M. These reserves are comprised of \$2.1M use of reserves at the Main and Branch Campuses and favorable net margin of \$581K at the HSC Campus. The \$2.1M use of reserves at the Main and Branch Campuses is primarily due to Academic Affairs' departments budgeting reserves. The departments budgeting the largest use of reserves are the College of Arts and Sciences, the School of Law, and VP for Research. At the HSC Campus, the \$581K favorable net margin includes increased revenue due to an increase in private foundation gifts and contracts. Page 2 of this report begins with the **Student Aid** function. The FY 2018 UNM Re-Forecasted Budget projects a use of reserves of \$8.0M. These reserves are comprised of \$7.5M use of reserves at the Main and Branch Campuses and a use of reserves of \$525K at the HSC Campus. The budgeted use of reserves at Main Campus is primarily due to Academic Affairs' departments budgeting reserves in endowed spending indices for the payout of major and departmental scholarships in the new fiscal year. Those departments include: VP Division of Enrollment Management, College of Fine Arts, and College of Arts and Sciences.

Student Activities are the operations of Student Government and Student organizations. The FY 2018 UNM Re-Forecasted Budget shows a use of reserves of \$96K.

Auxiliaries and Athletics

The FY 2018 UNM Re-Forecasted Budget for Auxiliaries and Athletics projects a use of reserves of \$723K; this projection is for the VP for Institutional Support Services area. Athletics, VP for Student Affairs, and the Provost and Other Units are projected to break even.

Sponsored programs operations are our contract and grant research and public service projects funded by outside agencies and companies. These operations will always record a zero net revenue over expense by the nature of their funding. The agency pays for a service or research project, and normally any unspent funds must be returned to the agency.

The next block of numbers on the third page is a summary of our **Clinical Operations**. These operations are essentially all the patient care activities of the HSC Campus, including the UNM Hospitals, SOM physician professional services, Cancer Center operations and Housestaff/Medical Residents who are being trained in the UNM and VA hospitals. The FY 2018 UNM Operating Budget projects a favorable net margin of \$888K. UNM Hospitals budgeted a favorable net margin of \$4K. The School of Medicine budgeted a favorable net margin of \$4K. The School of Medicine budgeted a favorable net margin of primarily due to increased clinical volume.

Contingencies are additional amounts set aside to cover any shortfalls in the previously mentioned budgeted areas. Currently, the FY 2018 UNM Re-Forecasted Budget does not have a budget for contingencies.

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Instruction and General						
Tuition and Fees Revenues						
Main Campus	154,095,546	82,734,797	(71,360,749)	54%	80,191,477	2,543,320
Branch Campuses	8,151,517	3,711,671	(4,439,846)	46%	4,224,511	(512,840)
HSC Campus	18,122,366	8,655,825	(9,466,541)	48%	8,182,201	473,624
Total Tuition and Fees Revenues	180,369,429	95,102,293	(85,267,136)	53%	92,598,189	2,504,104
State/Local Appropriations	263,766,542	131,892,375	(131,874,167)	50%	132,777,556	(885,181)
F & A Revenues	44,563,800	22,988,471	(21,575,329)	52%	21,785,696	1,202,775
Transfers	(49,270,699)	(29,443,887)	19,826,812	60%	(23,226,069) (1)	(6,217,818)
Other Revenues	21,630,154	11,332,304	(10,297,850)	52%	4,393,056 (1)	6,939,248
Total Instruction and General Revenues	461,059,226	231,871,556	(229,187,670)	50%	228,328,428	3,543,128
Salaries	283,037,337	139,986,658	143,050,679	49%	146,388,507	6,401,849
Benefits	93,541,309	45,672,094	47,869,215	49%	46,565,104	893,010
Other Expenses	91,581,486	38,227,460	53,354,026	42%	41,022,078	2,794,618
Total Instruction and General Expenses	468,160,132	223,886,212	244,273,920	48%	233,975,689	10,089,477
Net Instruction and General Revenue/(Expense)	(7,100,906)	7,985,344	15,086,250		(5,647,261)	13,632,605
Research						
State/Local Appropriations	11,182,525	5,972,385	(5,210,140)	53%	6,315,082	(342,697)
Transfers	30,340,916	10,686,305	(19,654,611)	35%	10,280,306	405,999
Other Revenues	2,431,195	1,196,751	(1,234,444)	49%	2,645,470	(1,448,719)
Total Research Revenues	43,954,636	17,855,441	(26,099,195)	41%	19,240,858	(1,385,417)
Salaries and Benefits	25,457,902	12,192,905	13,264,997	48%	13,123,312	930,407
Other Expenses	20,902,314	7,924,982	12,977,332	38%	8,613,165	688,183
Total Research Expenses	46,360,216	20,117,887	26,242,329	43%	21,736,477	1,618,590
Net Research Revenue/(Expense)	(2,405,580)	(2,262,446)	143,134		(2,495,619)	233,173
Public Service						
State/Local Appropriations	3,435,250	1,717,625	(1,717,625)	50%	1,710,175	7,450
Sales and Services Revenues	21,887,223	12,246,849	(9,640,374)	56%	13,088,770 (1)	
Gifts	9,492,574	7,120,357	(2,372,217)	75%	4,631,852	2,488,505
Transfers	(4,229,656)	(394,778)	3,834,878	9%	(4,261,268) (1)	3,866,490
Other Revenues	4,580,491	2,078,800	(2,501,691)	45%	2,994,378	(915,578)
Total Public Service Revenues	35,165,882	22,768,853	(12,397,029)	65%	18,163,907	4,604,946
Salaries and Benefits	18,181,425	10,723,229	7,458,196	59%	8,821,091	(1,902,138)
Other Expenses	18,595,189	8,919,581	9,675,608	48%	10,750,716	1,831,135
Total Public Service Expenses	36,776,614	19,642,810	17,133,804	53%	19,571,807	(71,003)
Net Public Service Revenue/(Expense)	(1,610,732)	3,126,043	4,736,775		(1,407,900)	4,533,943

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Student Aid						
Gifts	6,484,785	4,118,381	(2,366,404)	64%	4,224,070	(105,689)
State Lottery Scholarship	30,000,000	9,331,937	(20,668,063)	31%	17,500,000	(8,168,063)
Transfers	18,964,911	9,133,884	(9,831,027)	48%	9,324,925	(191,041)
Other Revenues	283,787	140,869	(142,918)	50%	123,332	17,537
Total Student Aid Revenues	55,733,483	22,725,071	(33,008,412)	41%	31,172,327	(8,447,256)
Salaries and Benefits	3,742,905	2,152,276	1,590,629	58%	2,430,280	278,004
Other Expenses	60,056,427	24,060,599	35,995,828	40%	30,762,548	6,701,949
Total Student Aid Expenses	63,799,332	26,212,875	37,586,457	41%	33,192,828	6,979,953
Net Student Aid Revenue/(Expense)	(8,065,849)	(3,487,804)	4,578,045		(2,020,501)	(1,467,303)
Student Social & Cultural Programs						
Fee Revenues	8,152,575	4,590,719	(3,561,856)	56%	4,387,116	203,603
Sales and Services Revenues	990,428	583,591	(406,837)	59%	739,216	(155,625)
Transfers	402,148	286,753	(115,395)	71%	253,202	33,551
Other Revenues	299,498	82,568	(216,930)	28%	81,342	1,226
Total Student Social & Cultural Programs Revenues	9,844,649	5,543,631	(4,301,018)	56%	5,460,876	82,755
Salaries and Benefits	5,662,010	2,947,589	2,714,421	52%	3,041,370	93,781
Other Expenses	4,278,536	2,190,498	2,088,038	51%	1,994,090	(196,408)
Total Student Social & Cultural Programs Expenses	9,940,546	5,138,087	4,802,459	52%	5,035,460	(102,627)
Net Student Social & Cultural Programs Revenue/(Expense)	(95,897)	405,544	501,441		425,416	(19,872)
Auxiliaries and Athletics						
Branch Campuses Auxiliary Revenues	2,193,010	1,457,319	(735,691)	66%	1,112,126	345,193
Main Campus Auxiliaries Revenues	50,278,230	26,097,525	(24,180,705)	52%	28,884,872	(2,787,347)
Athletics Revenues	35,262,766	18,168,770	(17,093,996)	52%	19,103,475	(934,705)
Total Auxiliaries and Athletics Revenues	87,734,006	45,723,614	(42,010,392)	52%	49,100,473	(3,376,859)
Branch Campuses Auxiliary Expenses	2,193,010	772,912	1,420,098	35%	1,095,413	322,501
Main Campus Auxiliaries Expenses	51,001,274	23,527,714	27,473,560	46%	26,873,460	3,345,746
Athletics Expenses	35,262,766	18,407,272	16,855,494	52%	20,281,016	1,873,744
Total Auxiliaries and Athletics Expenses	88,457,050	42,707,898	45,749,152	48%	48,249,889	5,541,991
Net Auxiliaries and Athletics Revenue/(Expense)	(723,044)	3,015,716	3,738,760		850,584	2,165,132

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	256,972,713	118,766,964	(138,205,749)	46%	122,133,495	(3,366,531)
State and Local Grants and Contracts Revenues	32,512,738	13,385,593	(19,127,145)	41%	16,997,484	(3,611,891)
Non-Governmental Grants and Contracts Revenues	42,314,632	17,942,094	(24,372,538)	42%	16,129,713	1,812,381
Gifts		-	(_ ·,•• _,•••) -	N/A	-	-
Transfers	6,206,434	3,773,676	(2,432,758)	61%	3,321,381	452,295
Other Revenues		(500,176)	(500,176)	N/A	(901,175)	400,999
Total Sponsored Programs Revenues	338,006,517	153,368,151	(184,638,366)	45%	157,680,898	(4,312,747)
rotal oponoorda riograma revenues	000,000,017	100,000,101	(104,000,000)	-070	107,000,000	(4,012,147)
Salaries and Benefits	156,759,913	69,267,689	87,492,224	44%	70,249,437	981,748
Other Expenses	181,246,604	84,100,462	97,146,142	46%	87,431,461	3,330,999
Total Sponsored Programs Expenses	338,006,517	153,368,151	184,638,366	45%	157,680,898	4,312,747
Net Sponsored Programs Revenue/(Expense)					-	-
Clinical Operations						
State/Local Appropriations	25,060,100	12,528,746	(12,531,354)	50%	12,652,600	(123,854)
Physician Professional Fee Revenues	136.972.488	61.711.612	(75.260.876)	45%	62.487.431	(775,819)
Hospital Facility Revenues	939.761.942	462,644,392	(477,117,550)	49%	451.527.718	11.116.674
Other Patient Revenues, net of Allowance	171,524,533	78,599,112	(92,925,421)	46%	76,828,293	1,770,819
Mil Levy	98,276,635	49,138,317	(49,138,318)	40 % 50%	47,988,995	1,149,322
Investment Income	1,029,470	96,328	(933,142)	9%	(124,854)	221,182
Gifts	3,821,363	,		27%	2,221,427	
Housestaff Revenues	38,236,471	1,026,852 18,764,519	(2,794,511)	27% 49%	19,363,584	(1,194,575)
Transfers			(19,471,952) 6,861,482	49% 34%		(599,065) 900,230
	(10,405,191)	(3,543,709)			(4,443,939)	
Other Revenues	31,033,646	19,679,203	(11,354,443)	63%	13,610,256	6,068,947
Total Clinical Operations Revenues	1,435,311,457	700,645,372	(734,666,085)	49%	682,111,511	18,533,861
Salaries and Benefits	792,792,026	384,718,875	408,073,151	49%	374,418,611	(10,300,264)
Interest Expense	3,794,248	1,897,124	1,897,124	50%	1,923,301	26,177
Housestaff Expenses	38,236,471	18,659,385	19,577,086	49%	18,739,786	80,401
Other Expenses	599,600,664	294,715,187	304,885,477	49%	286,365,054	(8,350,133)
Total Clinical Operations Expenses	1,434,423,409	699,990,571	734,432,838	49%	681,446,752	(18,543,819)
Net Clinical Operations Revenue/(Expense)	888,048	654,801 (2)	(233,247)		664,759	(9,958)
Contingencies						
Total Contingency Revenues	-	_	-	N/A	_	
Total Contingency Expenses	_		-	N/A	_	_
				1.07		
Net Contingencies Revenue/(Expense)		-	-		-	-
	(40,442,000)	0 407 400	-		(0.000.500)	40.007.700
Net Current Revenue/(Expense)	(19,113,960)	9,437,198	28,551,158		(9,630,522)	19,067,720

(1) FY 2017 Restated due to change in accounting methodology - net margin remained the same - reclass entries only

(2) Clinical Operations include the SOM Clinical Departments which currently have a consolidated net margin of \$436,611 and UNM Hospitals operations which currently has a net margin of \$218,190

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Results of Athletics Operations:	00 505 500	40,000,047	(10,000,010)	500/	00 540 040	(0.004.405)
Athletics Revenues	36,595,566	18,206,647	(18,388,919)	50%	20,510,842	(2,304,195)
Athletics Transfers	(1,332,800)	(37,877)	1,294,923	3%	(1,407,367)	1,369,490
Total Athletics Revenues	35,262,766	18,168,770	(17,093,996)	52%	19,103,475	(934,705)
Athletics Expenses	14,000,000	7 050 077	7 0 4 0 000	540/	7 457 700	004 700
Salaries and Benefits	14,263,286	7,252,977	7,010,309	51%	7,457,766	204,789
Grant-in-Aid	4,614,847	2,510,077	2,104,770	54%	2,462,664	(47,413)
Other Expenses	16,384,633	8,644,218	7,740,415	53%	10,360,586	1,716,368
Total Athletics Expenses	35,262,766	18,407,272	16,855,494	52%	20,281,016	1,873,744
Total Net Athletics Revenue/(Expense)	-	(238,502)	(238,502)		(1,177,541)	939,039
Operations		835,929			(966,421)	(1,802,350)
Debt Service		(855,238)			(363,819)	491,419
Endowed Spending Accounts		(219,193)			152,699	371,892
		(238,502)			(1,177,541)	(939,039)
Results of Auxiliary Operations:						
VP for Institutional Support Services						
Bookstore Revenues	13,697,582	6,832,819	(6,864,763)	50%	7,506,446	(673,627)
Bookstore Transfers	(392,183)	(175,000)	217,183	45%	(175,000)	-
Total Bookstore Revenues	13,305,399	6,657,819	(6,647,580)	50%	7,331,446	(673,627)
Total Bookstore Expenses	13,505,399	6,613,442	6,891,957	49%	7,067,422	453,980
Net Bookstore Revenue/(Expense)	(200,000)	44,377	244,377		264,024	(219,647)
Faculty & Staff Club Revenues	47,850	25,781	(22,069)	54%	22,863	2,918
Faculty & Staff Club Expenses	68,244	30,017	38,227	44%	31,551	1,534
Net Faculty & Staff Club Revenue/(Expense)	(20,394)	(4,236)	16,158		(8,688)	4,452
Food Service/Dining Revenues	2,334,591	1,291,070	(1,043,521)	55%	1,270,917	20,153
Food Service/Dining Transfers	(671,286)	(30,000)	641,286	4%	(32,600)	2,600
Total Food Service/Dining Revenues	1,663,305	1,261,070	(402,235)	76%	1,238,317	22,753
Total Food Service/Dining Expenses	1,663,305	699,385	963,920	42%	685,270	(14,115)
Net Food Service/Dining Revenue/(Expense)	-	561,685	561,685		553,047	8,638
Golf Courses Revenues	2,463,042	928,671	(1,534,371)	38%	895,323	33,348
Golf Courses Transfers	(39,252)	(9,553)	29,699	24%	(7,897)	(1,656)
Total Golf Courses Revenues	2,423,790	919,118	(1,504,672)	38%	887,426	31,692
Total Golf Courses Expenses	2,423,790	1,196,811	1,226,979	49%	1,135,042	(61,769)
Net Golf Courses Revenue/(Expense)		(277,693)	(277,693)		(247,616)	(30,077)
Housing Revenues	11,006,877	6,028,954	(4,977,923)	55%	6,093,834	(64,880)
Housing Transfers	(3,022,658)	(1,659,500)	1,363,158	55%	(2,067,120)	407,620
Total Housing Revenues	7,984,219	4,369,454	(3,614,765)	55%	4,026,714	342,740
Total Housing Expense	7,984,219	3,963,097	4,021,122	50%	4,018,400	55,303
Net Housing Revenue/(Expense)		406,357	406,357		8,314	398,043

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Lobo Cash Revenues	87,000	62,353	(24,647)	72%	55,795	6,558
Lobo Cash Expenses	87,000	18,645	(68,355)	21%	72,543	53,898
Net Lobo Cash Revenue/(Expense)	-	43,708	43,708		(16,748)	60,456
Other Revenues	1,520,000	547,666	(972,334)	36%	600,000	(52,334)
Other Transfers	(1,772,500)	(915,000)	857,500	52%	(1,015,000)	100,000
Total Other Revenues	(252,500)	(367,334)	(114,834)	145%	(415,000)	47,666
Total Other Expense	150	-	150	0%	-	-
Net Other Revenue/(Expense)	(252,650)	(367,334)	(114,684)		(415,000)	47,666
Parking and Transportation Revenues	8,102,751	5,562,220	(2,540,531)	69%	5,475,836	86,384
Parking and Trans Transfers	(1,860,875)	(967,117)	893,758	52%	(1,014,199)	47,082
Total Parking and Trans Revenues	6,241,876	4,595,103	(1,646,773)	74%	4,461,637	133,466
Total Parking and Trans Expenses	6,491,876	3,093,388	3,398,488	48%	3,052,455	(40,933)
Net Parking and Trans Revenue/(Expense)	(250,000)	1,501,715	1,751,715		1,409,182	92,533
Popejoy Events Revenues	6,286,852	2,074,079	(4,212,773)	33%	5,012,036	(2,937,957)
Popejoy Events Transfers	-	12,121	12,121	N/A	(3,270)	15,391
Total Popejoy Events Revenues	6,286,852	2,086,200	(4,200,652)	33%	5.008.766	(2,922,566)
Total Popejoy Events Expenses	6,286,852	2.234.812	4.052.040	36%	4.960.644	2.725.832
Net Popejoy Events Revenue/(Expense)	-	(148,612)	(148,612)		48,122	(196,734)
Taos & Lawrence Ranch Revenues	58.784	62,000	3,216	105%	62.202	(202)
Taos & Lawrence Ranch Expenses	58,784	25,585	33,199	44%	28,139	2,554
Net Taos & Lawrence Ranch Revenue/(Expense)	-	36,415	36,415		34,063	2,352
Ticketing Services Revenues	1,063,795	700,146	(363,649)	66%	796,557	(96,411)
Ticketing Services Transfers	-	, -	-	N/A	-	-
Total Ticketing Services Revenues	1,063,795	700,146	(363,649)	66%	796,557	(96,411)
Total Ticketing Services Expenses	1,063,795	520,288	543,507	49%	514,151	(6,137)
Net Ticketing Services Revenue/(Expense)		179,858	179,858		282,406	(102,548)
Total VP for Institutional Support Services Revenues	38,910,370	20,371,710	(18,538,660)	52%	23,476,723	(3,105,013)
Total VP for Institutional Support Services Expenses	39,633,414	18,395,470	21,237,944	46%	21,565,617	3,170,147
for Institutional Support Services Revenue/(Expense)	(723,044)	1,976,240	2,699,284		1,911,106	65,134

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
VP for Student Affairs						
Student Health Center Revenues	7,842,482	3,967,995	(3,874,487)	51%	3,829,573	138,422
Student Health Center Expenses	7,842,482	3,646,859	4,195,623	47%	3,693,316	46,457
Net Student Health Center Revenue/(Expense)		321,136	321,136		136,257	184,879
Student Union Revenues	3,238,117	1,618,200	(1,619,917)	50%	1,413,049	205,151
Student Union Expenses	3,238,117	1,367,720	1,870,397	42%	1,452,624	84,904
Net Student Union Revenue/(Expense)	-	250,480	250,480		(39,575)	290,055
Total VP for Student Affairs Revenues	11,080,599	5,586,195	(5,494,404)	50%	5,242,622	343,573
Total VP for Student Affairs Expenses	11,080,599	5,014,579	6,066,020	45%	5,145,940	131,361
Net VP for Student Affairs Revenue/(Expense)	-	571,616	571,616		96,682	474,934
Provost and Other Units						
Art Museum Revenues	2,000	305	(1,695)	15%	414	(109)
Art Museum Expenses	2,000	3,216	(1,216)	161%	516	(2,700)
Net Art Museum Revenue/(Expense)	-	(2,911)	(2,911)		(102)	(2,809)
CE Conference Ctr Revenues	200.000	47.348	(152,652)	24%	153.867	(106,519)
CE Conference Ctr Transfers		36.787	36,787	N/A	12,715	24.072
Total CE Conference Ctr Revenues	200,000	84,135	(115,865)	42%	166,582	(82,447)
Total CE Conference Ctr Expenses	200,000	71,942	128,058	36%	119,211	47,269
Net CE Conference Ctr Revenue/(Expense)	-	12,193	12,193		47,371	(35,178)
Maxwell Museum Revenues	30,261	25,778	(4,483)	85%	23,314	2,464
Maxwell Museum Expenses	30,261	7,448	22,813	25%	8,518	1,070
Net Maxwell Museum Revenue/(Expense)	-	18,330	18,330		14,796	3,534
Other Revenues	55,000	29,402	(25,598)	53%	(24,783)	54,185
Other Expenses	55,000	35,059	19,941	64%	33,658	(1,401)
Net Other Revenue/(Expense)	-	(5,657)	(5,657)		(58,441)	52,784
Total Provost and Other Units Revenues	287,261	139,620	(147,641)	49%	165,527	(25,907)
Total Provost and Other Units Revenues	287,261	117,665	169,596	49%	161,903	(23,907) 44,238
						40.004
Net Provost and Other Units Revenue/(Expense)		21,955	21,955		3,624	18,331
Auxiliary Totals						
Total Auxiliary Revenues	50,278,230	26,097,525	(24,180,705)	52%	28,884,872	(2,787,347)
Total Auxiliary Expenses	51,001,274	23,527,714	27,473,560	46%	26,873,460	3,345,746
Net Auxiliary Revenue/(Expense)	(723,044)	2,569,811	3,292,855		2,011,412	558,399
	`	(000 500)	(000 505)		// /== = / ···	
Net Athletics Revenue/(Expense)	-	(238,502)	(238,502)		(1,177,541)	939,039
Net Auxiliary and Athletics Revenue/(Expense)	(723,044)	2,331,309	3,054,353		833,871	1,497,438
Net Branch Campuses Aux Revenue/(Expense)	-	684,407	684,407		16,713	667,694
Net All Auxiliary and Athletics Revenue/(Expense)	(723,044)	3,015,716	3,738,760		850,584	2,165,132

Main Campus - Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Instruction and General						
Tuition and Fees Revenues	154,095,546	82,734,797	(71,360,749)	54%	80.191.477	2,543,320
State/Local Appropriations	176.957.600	88.478.800	(88,478,800)	50%	89.283.750	(804,950)
F & A Revenues	20.250.000	10.046.945	(10,203,055)	50%	9.983.149	63,796
Transfers	(59,433,125)	(32,382,168)	27,050,957	54%	(25,331,698)	(7,050,470)
Other Revenues	16,625,667	8,827,470	(7,798,197)	53%	1,852,777	6,974,693
Total Instruction and General Revenues	308,495,688	157,705,844	(150,789,844)	51%	155,979,455	1,726,389
Salaries	189,716,521	93,481,267	96,235,254	49%	99,609,308	6,128,041
Benefits	64,128,528	31,154,052	32,974,476	49%	32.030.501	876,449
Other Expenses	58,947,008	26,247,591	32,699,417	45%	30,146,728	3,899,137
Total Instruction and General Expenses	312,792,057	150,882,910	161,909,147	48%	161,786,537	10,903,627
Net Instruction and General Revenue/(Expense)	(4,296,369)	6,822,934	11,119,303		(5,807,082)	12,630,016
Research						
State/Local Appropriations	1,844,450	922,225	(922,225)	50%	931,675	(9,450)
Transfers	15,601,216	5,778,330	(9,822,886)	37%	5,955,396	(177,066)
Other Revenues	554,085	712,656	158,571	129%	1,328,579	(615,923)
Total Research Revenues	17,999,751	7,413,211	(10,586,540)	41%	8,215,650	(802,439)
Salaries and Benefits	9,643,576	5,370,387	4,273,189	56%	6,007,346	636,959
Other Expenses	10,048,949	3,652,100	6,396,849	36%	4,128,018	475,918
Total Research Expenses	19,692,525	9,022,487	10,670,038	46%	10,135,364	1,112,877
Net Research Revenue/(Expense)	(1,692,774)	(1,609,276)	83,498		(1,919,714)	310,438
Public Service						
State/Local Appropriations	3,183,250	1,591,625	(1,591,625)	50%	1,582,775	8,850
Sales and Services Revenues	7,290,770	4,127,271	(3,163,499)	57%	3,839,211	288,060
Gifts	7,228,726	3,482,870	(3,745,856)	48%	3,657,119	(174,249)
Transfers	9,412	1,046,631	1,037,219	11120%	37,122	1,009,509
Other Revenues	3,947,816	1,672,288	(2,275,528)	42%	1,999,502	(327,214)
Total Public Service Revenues	21,659,974	11,920,685	(9,739,289)	55%	11,115,729	804,956
Salaries and Benefits	11,593,918	5,744,403	5,849,515	50%	6,130,926	386,523
Other Expenses	12,161,055	5,672,800	6,488,255	47%	5,926,504	253,704
Total Public Service Expenses	23,754,973	11,417,203	12,337,770	48%	12,057,430	640,227
Net Public Service Revenue/(Expense)	(2,094,999)	503,482	2,598,481		(941,701)	1,445,183

Main Campus - Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Student Aid	<u>v</u>					
Private Grants/Gifts	4,663,044	3,067,198	(1,595,846)	66%	3,165,619	(98,421)
State Lottery Scholarships	30,000,000	9,331,937	(20,668,063)	31%	17,500,000	(8,168,063)
Transfers	16,404,086	8,372,031	(8,032,055)	51%	8,027,494	344,537
Other Revenues	265,777	132,889	(132,888)	50%	115,132	17,757
Total Student Aid Revenues	51,332,907	20,904,055	(30,428,852)	41%	28,808,245	(7,904,190)
Salaries and Benefits	1,759,436	1,375,745	383,691	78%	1,386,383	10,638
Other Expenses	57,100,728	23,197,853	33,902,875	41%	29,695,301	6,497,448
Total Student Aid Expenses	58,860,164	24,573,598	34,286,566	42%	31,081,684	6,508,086
Net Student Aid Revenue/(Expense)	(7,527,257)	(3,669,543)	3,857,714		(2,273,439)	(1,396,104)
Student Social & Cultural Programs						
Fee Revenues	7,920,075	4,480,159	(3,439,916)	57%	4,261,693	218,466
Sales and Services Revenues	957,166	546,809	(410,357)	57%	697,893	(151,084)
Transfers	441,884	276,989	(164,895)	63%	302,562	(25,573)
Other Revenues	297,498	82,013	(215,485)	28%	79,342	2,671
Total Student Social & Cultural Programs Revenues	9,616,623	5,385,970	(4,230,653)	56%	5,341,490	44,480
Salaries and Benefits	5,654,170	2,947,589	2,706,581	52%	3,037,503	89,914
Other Expenses	4,049,238	2,116,935	1,932,303	52%	1,877,191	(239,744)
Total Student Social & Cultural Programs Expenses	9,703,408	5,064,524	4,638,884	52%	4,914,694	(149,830)
Net Student Social & Cultural Programs Revenue/(Expense)	(86,785)	321,446	408,231		426,796	(105,350)
Auxiliaries						
Auxiliaries Revenues	50,278,230	26,097,525	(24,180,705)	52%	28,884,872	(2,787,347)
Athletics Revenues	35,262,766	18,168,770	(17,093,996)	52%	19,103,475	(934,705)
Total Auxiliaries Revenues	85,540,996	44,266,295	(41,274,701)	52%	47,988,347	(3,722,052)
Auxiliaries Expenses	51,001,274	23,527,714	27,473,560	46%	26,873,460	3,345,746
Athletics Expenses	35,262,766	18,407,272	16,855,494	52%	20,281,016	1,873,744
Total Auxiliaries Expenses	86,264,040	41,934,986	44,329,054	49%	47,154,476	5,219,490
Net Auxiliaries and Athletics Revenue/(Expense)	(723,044)	2,331,309	3,054,353		833,871	1,497,438

Main Campus - Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	144,273,888	63,807,425	(80,466,463)	44%	67,977,897	(4,170,472)
State and Local Grants and Contracts Revenues	17,087,338	5,078,710	(12,008,628)	30%	8,384,853	(3,306,143)
Non-Governmental Grants and Contracts Revenues	12,600,000	6,604,106	(5,995,894)	52%	6,649,715	(45,609)
Gifts	-	- · · · · -	-	N/A	-	-
Transfers	2,885,000	1,290,651	(1,594,349)	45%	1,233,883	56,768
Other Revenues	-	(487,863)	(487,863)	N/A	(901,175)	413,312
Total Sponsored Programs Revenues	176,846,226	76,293,029	(100,553,197)	43%	83,345,173	(7,052,144)
Salaries and Benefits	67,960,226	25,782,034	42,178,192	38%	28,441,584	2,659,550
Other Expenses	108,886,000	50,510,995	58,375,005	46%	54,903,589	4,392,594
Total Sponsored Programs Expenses	176,846,226	76,293,029	100,553,197	43%	83,345,173	7,052,144
Net Sponsored Programs Revenue/(Expense)	<u> </u>	-			-	-
Contingencies						
Total Contingency Revenues	-	-	-	N/A	-	-
Total Contingency Expenses		-		N/A	-	
Net Contingencies Revenue/(Expense)		-			-	
Net Current Revenue/(Expense)	(16,421,228)	4,700,352	21,121,580		(9,681,269)	14,381,621

Branch Campuses - Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Instruction and General						
Tuition and Fees Revenues	8,151,517	3,711,671	(4,439,846)	46%	4,224,511	(512,840)
State/Local Appropriations	27,615,042	13,807,521	(13,807,521)	50%	13,630,160	177,361
Transfers	(1,111,551)	(717,953)	393,598	65%	(2,401,345)	1,683,392
Other Revenues	480,230	478,330	(1,900)	100%	551,660	(73,330)
Total Instruction and General Revenues	35,135,238	17,279,569	(17,855,669)	49%	16,004,986	1,274,583
Salaries	21,193,584	9,771,088	11,422,496	46%	10,154,527	383,439
Benefits	6,885,041	3,114,331	3,770,710	45%	3,158,014	43,683
Other Expenses	9,539,362	3,158,460	6,380,902	33%	3,418,669	260,209
Total Instruction and General Expenses	37,617,987	16,043,879	21,574,108	43%	16,731,210	687,331
Net Instruction and General Revenue/(Expense)	(2,482,749)	1,235,690	3,718,439		(726,224)	1,961,914
Public Service						
State/Local Appropriations	-	-	-	N/A	-	
Sales and Services Revenues	397,098	206,305	(190,793)	52%	229,794	(23,489)
Gifts	88,085	95,371	7,286	108%	153,938	(58,567)
Transfers	-	35,711	35,711	N/A	(1,184)	36,895
Other Revenues		100,426	100,426	N/A	68,582	31,844
Total Public Service Revenues	485,183	437,813	(47,370)	90%	451,130	(13,317)
Salaries and Benefits	331,449	296,256	35,193	89%	239,358	(56,898)
Other Expenses	250,281	91,492	158,789	37%	109,933	18,441
Total Public Service Expenses	581,730	387,748	193,982	67%	349,291	(38,457)
Net Public Service Revenue/(Expense)	(96,547)	50,065	146,612		101,839	(51,774)
Student Aid						
Private Grants/Gifts	109,000	41,182	(67,818)	38%	44,830	(3,648)
Transfers	370,610	293,393	(77,217)	79%	299,054	(5,661)
Other Revenues	17,000	7,980	(9,020)	47%	8,200	(220)
Total Student Aid Revenues	496,610	342,555	(154,055)	69%	352,084	(9,529)
Salaries and Benefits	-	7,536	(7,536)	N/A	9,693	2,157
Other Expenses	510,385	198,552	311,833	39%	254,729	56,177
Total Student Aid Expenses	510,385	206,088	304,297	40%	264,422	58,334
Net Student Aid Revenue/(Expense)	(13,775)	136,467	150,242		87,662	48,805

Branch Campuses - Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Student Social & Cultural Programs						
Fee Revenues	232,500	110,560	(121,940)	48%	125,423	(14,863)
Sales and Services Revenues	7,400	5,419	(1,981)	73%	7,353	(1,934)
Transfers	(40,000)	9,500	49,500	-24%	(41,000)	50,500
Other Revenues	500	555	55	111%	-	555
Total Student Social & Cultural Programs Revenues	200,400	126,034	(74,366)	63%	91,776	34,258
Salaries and Benefits	7,840	-	7,840	0%	3,401	3,401
Other Expenses	192,860	53,375	139,485	28%	93,115	39,740
Total Student Social & Cultural Programs Expenses	200,700	53,375	147,325	27%	96,516	43,141
Net Student Social & Cultural Programs Revenue/(Expense)	(300)	72,659	72,959		(4,740)	77,399
Auxiliaries						
Bookstore Revenues	1,824,560	781,857	(1,042,703)	43%	1,022,465	(240,608)
Housing and Food Service Revenues	140,000	66,805	(73,195)	48%	70,309	(3,504)
Transfers	(40,000)	-	40,000	0%	(62,500)	62,500
Other Auxiliaries Revenues	268,450	608,657	340,207	227%	81,852	526,805
Total Auxiliaries Revenues	2,193,010	1,457,319	(735,691)	66%	1,112,126	345,193
Bookstore Expenses	1,804,560	668,540	1,136,020	37%	792,122	123,582
Housing and Food Service Expenses	140,000	57,944	82,056	41%	60,375	2,431
Other Auxiliaries Expenses	248,450	46,428	202,022	19%	242,916	196,488
Total Auxiliaries Expenses	2,193,010	772,912	1,420,098	35%	1,095,413	322,501
Net Auxiliaries Revenue/(Expense)	-	684,407	684,407		16,713	667,694
Sponsored Programs						
Federal Grants and Contracts Revenues	7,211,880	4,053,492	(3,158,388)	56%	4,398,863	(345,371)
State and Local Grants and Contracts Revenues	2,053,815	433,932	(1,619,883)	21%	714,417	(280,485)
Non-Governmental Grants and Contracts Revenues Gifts	-	265,225	265,225	N/A N/A	(10,402)	275,627
Transfers	226,667	(8,439)	(235,106)	-4%	(8,089)	(350)
Other Revenues	220,007	(12,313)	(12,313)	N/A	(0,003)	(12,313)
Total Sponsored Programs Revenues	9,492,362	4,731,897	(4,760,465)	50%	5,094,789	(362,892)
Salaries and Benefits	5,382,326	2,651,495	2,730,831	49%	3,088,887	437,392
Other Expenses	4,110,036	2,080,402	2,029,634	51%	2,005,902	(74,500)
Total Sponsored Programs Expenses	9,492,362	4,731,897	4,760,465	50%	5,094,789	362,892
Net Sponsored Programs Revenue/(Expense)		<u> </u>			-	
Net Current Revenue/(Expense)	(2,593,371)	2,179,288	4,772,659		(524,750)	2,704,038

Health Sciences Center - Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Instruction and General						
Tuition and Fees Revenues	18,122,366	8,655,825	(9,466,541)	48%	8,182,201	473,624
State/Local Appropriations	59,193,900	29,606,054	(29,587,846)	50%	29,863,646	(257,592)
F & A Revenues	24,313,800	12,941,526	(11,372,274)	53%	11,802,547	1,138,979
Transfers	11,273,977	3,656,234	(7,617,743)	32%	4,506,974 (1)	
Other Revenues	4,524,257	2,026,504	(2,497,753)	45%	1,988,619 (1)	
Total Instruction and General Revenues	117,428,300	56,886,143	(60,542,157)	48%	56,343,987	542,156
Salaries	72,127,232	36,734,303	35,392,929	51%	36,624,672	(109,631)
Benefits	22,527,740	11,403,711	11,124,029	51%	11,376,589	(27,122)
Other Expenses	23,095,116	8,821,409	14,273,707	38%	7,456,681	(1,364,728)
Total Instruction and General Expenses	117,750,088	56,959,423	60,790,665	48%	55,457,942	(1,501,481)
Net Instruction and General Revenue/(Expense)	(321,788)	(73,280)	248,508		886,045	(959,325)
Research						
State/Local Appropriations	9,338,075	5,050,160	(4,287,915)	54%	5,383,407	(333,247)
Generated Revenues	351,500	212,243	(139,257)	60%	187,784	24,459
Transfers	14,739,700	4,907,975	(9,831,725)	33%	4,324,910	583,065
Other Revenues	1,525,610	271,852	(1,253,758)	18%	1,129,107	(857,255)
Total Research Revenues	25,954,885	10,442,230	(15,512,655)	40%	11,025,208	(582,978)
Salaries and Benefits	15,814,326	6,822,518	8,991,808	43%	7,115,966	293,448
Other Expenses	10,853,365	4,272,882	6,580,483	39%	4,485,147	212,265
Total Research Expenses	26,667,691	11,095,400	15,572,291	42%	11,601,113	505,713
Net Research Revenue/(Expense)	(712,806)	(653,170)	59,636		(575,905)	(77,265)
Public Service						
State/Local Appropriations	252,000	126,000	(126,000)	50%	127,400	(1,400)
Sales and Services Revenues	14,199,355	7,913,273	(6,286,082)	56%	9,019,765 (1)	
Gifts	2,175,763	3,542,116	1,366,353	163%	820,795	2,721,321
Transfers	(4,239,068)	(1,477,120)	2,761,948	35%	(4,297,206) (1)	
Other Revenues	632,675	306,086	(326,589)	48%	926,294	(620,208)
Total Public Service Revenues	13,020,725	10,410,355	(2,610,370)	80%	6,597,048	3,813,307
Salaries and Benefits	6,256,058	4,682,570	1,573,488	75%	2,450,807	(2,231,763)
Other Expenses	6,183,853	3,155,289	3,028,564	51%	4,714,279	1,558,990
Total Public Service Expenses	12,439,911	7,837,859	4,602,052	63%	7,165,086	(672,773)
Net Public Service Revenue/(Expense)	580,814	2,572,496	1,991,682		(568,038)	3,140,534

Health Sciences Center - Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Student Aid						
Gifts	1,712,741	1,010,001	(702,740)	59%	1,013,621	(3,620)
Investment Income	-	-	-	N/A	-	-
Transfers	2,190,215	468,460	(1,721,755)	21%	998,377	(529,917)
Other Revenues	1,010	-	(1,010)	0%	-	-
Total Student Aid Revenues	3,903,966	1,478,461	(2,425,505)	38%	2,011,998	(533,537)
Salaries and Benefits	1,983,469	768,995	1,214,474	39%	1,034,204	265,209
Other Expenses	2,445,314	664,194	1,781,120	27%	812,518	148,324
Total Student Aid Expenses	4,428,783	1,433,189	2,995,594	32%	1,846,722	413,533
Net Student Aid Revenue/(Expense)	(524,817)	45,272	570,089		165,276	(120,004)
Student Social & Cultural Programs						
Fee Revenues	-	-	-	N/A	-	-
Sales and Services Revenues	25,862	31,363	5,501	121%	33,970	(2,607)
Transfers	264	264	-	100%	(8,360)	8,624
Other Revenues	1,500	-	(1,500)	0%	2,000	(2,000)
Total Student Social & Cultural Programs Revenues	27,626	31,627	4,001	114%	27,610	4,017
Salaries and Benefits	-	-	-	N/A	466	466
Other Expenses	36,438	20,188	16,250	55%	23,784	3,596
Total Student Social & Cultural Programs Expenses	36,438	20,188	16,250	55%	24,250	4,062
Net Student Social & Cultural Programs Revenue/(Expense)	(8,812)	11,439	20,251		3,360	8,079
Sponsored Programs						
Federal Grants and Contracts Revenues	105,486,945	50,906,047	(54,580,898)	48%	49,756,735	1,149,312
State and Local Grants and Contracts Revenues	13,371,585	7,872,951	(5,498,634)	59%	7,898,214	(25,263)
Non-Governmental Grants and Contracts Revenues	29,714,632	11,072,763	(18,641,869)	37%	9,490,400	1,582,363
Gifts	-	-	-	N/A	-	-
Other Revenues	-	-	-	N/A	-	-
Transfers	3,094,767	2,491,464	(603,303)	81%	2,095,587	395,877
Total Sponsored Programs Revenues	151,667,929	72,343,225	(79,324,704)	48%	69,240,936	3,102,289
Salaries and Benefits	83,417,361	40,834,160	42,583,201	49%	38,718,966	(2,115,194)
Other Expenses	68,250,568	31,509,065	36,741,503	46%	30,521,970	(987,095)
Total Sponsored Programs Expenses	151,667,929	72,343,225	79,324,704	48%	69,240,936	(3,102,289)
Net Sponsored Programs Revenue/(Expense)	-		-		-	

Health Sciences Center - Total Operations Current Funds

	FY 2018 Full Year Re-Forecasted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%	FY 2017 Year-to-Date Actual	FY 2018 YTD Actual Change From FY 2017 YTD Actual
Clinical Operations	<u>_</u>					
State/Local Appropriations	25,060,100	12,528,746	(12,531,354)	50%	12,652,600	(123,854)
Physician Professional Fee Revenues	136,972,488	61,711,612	(75,260,876)	45%	62,487,431	(775,819)
Hospital Facility Revenues	939,761,942	462,644,392	(477,117,550)	49%	451,527,718	11,116,674
Other Patient Revenues, net of Allowance	171,524,533	78,599,112	(92,925,421)	46%	76,828,293	1,770,819
Mil Levy	98,276,635	49,138,317	(49,138,318)	50%	47,988,995	1,149,322
Investment Income	1,029,470	96,328	(933,142)	9%	(124,854)	221,182
Gifts	3,821,363	1,026,852	(2,794,511)	27%	2,221,427	(1,194,575)
Housestaff Revenues	38,236,471	18,764,519	(19,471,952)	49%	19,363,584	(599,065)
Transfers	(10,405,191)	(3,543,709)	6,861,482	34%	(4,443,939)	900,230
Other Revenues	31,033,646	19,679,203	(11,354,443)	63%	13,610,256	6,068,947
Total Clinical Operations Revenues	1,435,311,457	700,645,372	(734,666,085)	49%	682,111,511	18,533,861
Salaries and Benefits	792,792,026	384,718,875	408,073,151	49%	374,418,611	(10,300,264)
Interest Expense	3,794,248	1,897,124	1,897,124	50%	1,923,301	26,177
Housestaff Expenses	38,236,471	18,659,385	19,577,086	49%	18,739,786	80,401
Other Expenses	599,600,664	294,715,187	304,885,477	49%	286,365,054	(8,350,133)
Total Clinical Operations Expenses	1,434,423,409	699,990,571	734,432,838	49%	681,446,752	(18,543,819)
Net Clinical Operations Revenue/(Expense)	888,048	654,801 (2)	(233,247)		664,759	(9,958)
Contingencies						
Total Contingency Revenues	-	-	-	N/A	-	-
Total Contingency Expenses				N/A		
Net Contingencies Revenue/(Expense)	-	-	-		-	-
Net Current Revenue/(Expense)	(99,361)	2,557,558	2,656,919		575,497	1,982,061

(1) FY 2017 Restated due to change in accounting methodology - net margin remained the same - reclass entries only

(2) Clinical Operations include the SOM Clinical Departments which currently have a consolidated net margin of \$436,611 and UNM Hospitals operations which currently has a net margin of \$218,190

Detail of State/Local Appropriations

Consolidated - Total Operations Current Funds

Instruction and General Instruction & General Appropriations 252,878,300 126,526,150 (126,352,150) 50% State Special Project Appropriations 1,134,400 567,200 (567,200) 50% Mill Levy Total Instruction and General Appropriations 1,081,500 540,754 (540,746) 50% Mill Levy Total Instruction and General Appropriations 263,766,542 131,892,375 (131,874,167) 50% Research State Special Project Appropriations 6,331,150 3,165,525 (3,165,625) 50% Cigarette Tax Appropriations 6,331,975 2,338,158 (1,575,817) 60% Cigarette Tax Appropriations 11,182,525 5,972,385 (5,210,140) 53% Public Service State Special Project Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 3,435,250 1,717,625 (1,717,625) 50% 50% State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Clinical Operations 24,219,900 12,108,650 (12,111,250) 50% <th></th> <th>FY 2018 Full Year Adopted Budget</th> <th>FY 2018 Year-to-Date Actual</th> <th>Fiscal YTD Favrbl/(Unfavrbl) Budget</th> <th>Actual to Budget Benchmark Rate 50%</th>		FY 2018 Full Year Adopted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%
State Special Project Appropriations 1,134,400 567,200 (567,200) 50% Tobacco Settlement Appropriations 1,081,500 540,754 (540,746) 50% Mill Levy 8,672,342 4,258,271 (4,414,071) 49% Total Instruction and General Appropriations 263,766,542 131,892,375 (131,874,167) 50% Research State Special Project Appropriations 6,331,150 3,165,525 (3,165,625) 50% Tobacco Settlement Appropriations 937,400 468,702 (468,698) 50% Cigarette Tax Appropriations 3,913,975 2,338,158 (1,575,817) 60% Total Research Appropriations 11,182,525 5,972,385 (5,210,140) 53% Public Service 3,435,250 1,717,625 (1,717,625) 50% Total Public Service Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 3,435,250 1,717,625 (1,2111,250) 50% 50% State Special Project Appropriations 24,219,900 12,108,650 (12,1	Instruction and General				
Tobacco Settlement Appropriations 1,081,500 540,754 (540,746) 50% Mill Levy Total Instruction and General Appropriations 263,766,542 131,892,375 (131,874,167) 50% Research State Special Project Appropriations Cigarette Tax Appropriations Total Research Appropriations 6,331,150 3,165,525 (3,165,625) 50% Total Research Appropriations Cigarette Tax Appropriations 937,400 468,702 (468,698) 50% Total Research Appropriations 3,913,975 2,338,158 (1,575,817) 60% Public Service State Special Project Appropriations Total Public Service Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Clinical Operations State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50%	Instruction & General Appropriations	252,878,300	126,526,150	(126,352,150)	50%
Mill Levy 8,672,342 4,258,271 (4,414,071) 49% Total Instruction and General Appropriations 263,766,542 131,892,375 (131,874,167) 50% Research State Special Project Appropriations 6,331,150 3,165,525 (3,165,625) 50% Tobacco Settlement Appropriations 037,400 468,702 (488,698) 50% Cigarette Tax Appropriations 3,913,975 2,338,158 (1,575,817) 60% Total Research Appropriations 3,435,250 1,717,625 (1,717,625) 50% Public Service 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 3,435,250 1,717,625 (1,717,625) 50% State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Clinical Operations 24,219,900 12,108,650 (12,111,250) 50% State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50%		, - ,		(, , ,	
Total Instruction and General Appropriations 263,766,542 131,892,375 (131,874,167) 50% Research State Special Project Appropriations 6,331,150 3,165,525 (3,165,625) 50% Tobacco Settlement Appropriations 937,400 468,702 (468,698) 50% Cigarette Tax Appropriations 3,913,975 2,338,158 (1,575,817) 60% Total Research Appropriations 11,182,525 5,972,385 (5,210,140) 53% Public Service State Special Project Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 3,435,250 1,717,625 (12,111,250) 50% State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Clinical Operations 24,219,900 12,108,650 (12,111,250) 50% State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50%	Tobacco Settlement Appropriations	1,081,500	540,754	(540,746)	50%
Research State Special Project Appropriations 6,331,150 3,165,525 (3,165,625) 50% Tobacco Settlement Appropriations 937,400 468,702 (468,698) 50% Cigarette Tax Appropriations 3,913,975 2,338,158 (1,575,817) 60% Total Research Appropriations 11,182,525 5,972,385 (5,210,140) 53% Public Service State Special Project Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 3,435,250 1,717,625 (1,717,625) 50% 50% State Special Project Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 24,219,900 12,108,650 (12,111,250) 50% State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Tobacco Settlement Appropriations 24,219,900 12,108,650 (420,104) 50%	Mill Levy	8,672,342	4,258,271	(4,414,071)	
State Special Project Appropriations 6,331,150 3,165,525 (3,165,625) 50% Tobacco Settlement Appropriations 937,400 468,702 (468,698) 50% Cigarette Tax Appropriations 3,913,975 2,338,158 (1,575,817) 60% Total Research Appropriations 11,182,525 5,972,385 (5,210,140) 53% Public Service 3,435,250 1,717,625 (1,717,625) 50% Total Public Service Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 3,435,250 1,717,625 (1,717,625) 50% State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Clinical Operations 840,200 420,096 (420,104) 50%	Total Instruction and General Appropriations	263,766,542	131,892,375	(131,874,167)	50%
Tobacco Settlement Appropriations 937,400 468,702 (468,698) 50% Cigarette Tax Appropriations 3,913,975 2,338,158 (1,575,817) 60% Total Research Appropriations 11,182,525 5,972,385 (5,210,140) 53% Public Service State Special Project Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 24,219,900 12,108,650 (12,111,250) 50% Tobacco Settlement Appropriations 840,200 420,096 (420,104) 50%	Research				
Tobacco Settlement Appropriations 937,400 468,702 (468,698) 50% Cigarette Tax Appropriations 3,913,975 2,338,158 (1,575,817) 60% Total Research Appropriations 11,182,525 5,972,385 (5,210,140) 53% Public Service State Special Project Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 24,219,900 12,108,650 (12,111,250) 50% Tobacco Settlement Appropriations 840,200 420,096 (420,104) 50%	State Special Project Appropriations	6.331.150	3,165,525	(3,165,625)	50%
Cigarette Tax Appropriations 3,913,975 2,338,158 (1,575,817) 60% Total Research Appropriations 11,182,525 5,972,385 (5,210,140) 53% Public Service State Special Project Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations 24,219,900 12,108,650 (12,111,250) 50% Tobacco Settlement Appropriations 840,200 420,096 (420,104) 50%			, ,		50%
Total Research Appropriations 11,182,525 5,972,385 (5,210,140) 53% Public Service State Special Project Appropriations Total Public Service Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Clinical Operations State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Observice Appropriations 840,200 420,096 (420,104) 50%		3.913.975	2.338,158	(, ,	60%
State Special Project Appropriations Total Public Service Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations State Special Project Appropriations Tobacco Settlement Appropriations 24,219,900 12,108,650 (12,111,250) 50% 0 840,200 420,096 (420,104) 50%	o 11 1	11,182,525			
State Special Project Appropriations Total Public Service Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations State Special Project Appropriations Tobacco Settlement Appropriations 24,219,900 12,108,650 (12,111,250) 50% 0 840,200 420,096 (420,104) 50%	Public Service				
Total Public Service Appropriations 3,435,250 1,717,625 (1,717,625) 50% Clinical Operations State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Tobacco Settlement Appropriations 840,200 420,096 (420,104) 50%		3 435 250	1 717 625	(1 717 625)	50%
State Special Project Appropriations 24,219,900 12,108,650 (12,111,250) 50% Tobacco Settlement Appropriations 840,200 420,096 (420,104) 50%			· · ·		
Tobacco Settlement Appropriations 840,200 420,096 (420,104) 50%	Clinical Operations				
	State Special Project Appropriations	24,219,900	12,108,650	(12,111,250)	50%
Total Clinical Operations Appropriations 25,060,100 12,528,746 (12,531,354) 50%	Tobacco Settlement Appropriations	840,200	420,096	(420,104)	50%
	Total Clinical Operations Appropriations	25,060,100	12,528,746	(12,531,354)	50%

Detail of State/Local Appropriations Main Campus - Total Operations Current Funds

	FY 2018 Full Year Adopted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%
Instruction and General	i			
Instruction & General Appropriations	175,823,200	87,911,600	(87,911,600)	50%
State Special Project Appropriations				
African American Student Services	66,800	33,400	(33,400)	50%
Degree Mapping	68,800	34,400	(34,400)	50%
Disabled Student Services	176,100	88,050	(88,050)	50%
ENLACE	58,800	29,400	(29,400)	50%
Hispanic Student Center	145,100	72,550	(72,550)	50%
Minority Graduate Recruitment	108,800	54,400	(54,400)	50%
Native American Studies Intervention	327,000	163,500	(163,500)	50%
Pre-College Minority Student Math & Science	183,000	91,500	(91,500)	50%
Total State Special Project Appropriations	1,134,400	567,200	(567,200)	50%
Total Instruction and General Appropriations	176,957,600	88,478,800	(88,478,800)	50%
Research				
State Special Project Appropriations				
Center for Regional Studies (SW Research Ctr)	906,850	453,425	(453,425)	50%
Manufacturing Engineering	515,500	257,750	(257,750)	50%
Morrisey Hall	43,600	21,800	(21,800)	50%
Resource Geographic Information System	60,800	30,400	(30,400)	50%
Utton Transboundary Resource Center	317,700	158,850	(158,850)	50%
Total State Special Project Appropriations	1,844,450	922,225	(922,225)	50%
Total Research Appropriations	1,844,450	922,225	(922,225)	50%
Public Service				
State Special Project Appropriations				
Bureau of Business Research (Census)	353,000	176,500	(176,500)	50%
College Prep Mentoring/School of Law	110,700	55,350	(55,350)	50%
College Prepatory Mentoring	157,400	78,700	(78,700)	50%
Corrine Wolfe Law Center/Child Abuse Training	157,700	78,850	(78,850)	50%
Family Development Program	521,800	260,900	(260,900)	50%
ISTEC	44,700	22,350	(22,350)	50%
Judicial Selection	21,000	10,500	(10,500)	50%
KNME-TV	1,080,200	540,100	(540,100)	50%
Land Grant Studies Program	120,900	60,450	(60,450)	50%
N. M. Historical Review	44,000	22,000	(22,000)	50%
SFAO / Student Activities Administration	50,000	25,000	(25,000)	50%
Southwest Indian Law Clinic	190,500	95,250	(95,250)	50%
Spanish Colonial Research Center (SW Research Ctr)	136,450	68,225	(68,225)	50%
Spanish Resource Center	38,400	19,200	(19,200)	50% 50%
Substance Abuse Program Wildlife Law Education	68,100 88,400	34,050 44,200	(34,050) (44,200)	50% 50%
Total State Special Project Appropriations	3,183,250	1,591,625	(1,591,625)	50%
		, ,		
Total Public Service Appropriations	3,183,250	1,591,625	(1,591,625)	50%

Detail of State/Local Appropriations

Branch Campuses - Total Operations Current Funds

	FY 2018 Full Year Adopted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%
Instruction and General				
Instruction & General Appropriations				
Gallup	8,599,200	4,299,600	(4,299,600)	50%
Los Alamos	1,710,400	855,200	(855,200)	50%
Valencia	5,135,200	2,645,500	(2,489,700)	52%
Taos	3,497,900	1,748,950	(1,748,950)	50%
Total Instruction & General Appropriations	18,942,700	9,549,250	(9,393,450)	50%
Mill Levy				
McKinley County	2,480,000	1,240,000	(1,240,000)	50%
Los Alamos County	1,342,600	671,300	(671,300)	50%
Valencia County	2,891,900	1,368,050	(1,523,850)	47%
Taos County	1,957,842	978,921	(978,921)	50%
Total Mill Levy	8,672,342	4,258,271	(4,414,071)	49%
Total Branch Appropriations	27,615,042	13,807,521	(13,807,521)	50%

Detail of State/Local Appropriations

Health Sciences Center - Total Operations Current Funds

	FY 2018 Full Year Adopted Budget	FY 2018 Year-to-Date Actual	Fiscal YTD Favrbl/(Unfavrbl) Budget	Actual to Budget Benchmark Rate 50%
Instruction and General Instruction & General Appropriations	58,112,400	29,065,300	(29,047,100)	50%
Tobacco Settlement Appropriations	50,112,400	29,065,300	(29,047,100)	50%
Instruction & General	581,500	292,008	(289,492)	50%
Pediatric Specialty Education	250,000	124,373	(125,627)	50%
Trauma Specialty Education		124,373	(125,627)	50%
Total Tobacco Settlement Appropriations	1,081,500	540,754	(540,746)	50%
Total Instruction and General Appropriations	59,193,900	29,606,054	(29,587,846)	50%
Research				
State Special Project Appropriations				
Cancer Center	2,469,500	1,234,700	(1,234,800)	50%
Hepatitis C, Project ECHO	2,017,200	1,008,600	(1,008,600)	50%
Total State Special Project Appropriations	4,486,700	2,243,300	(2,243,400)	50%
Tobacco Settlement Appropriations Genomics, Biocomputing, Environmental Health	937,400	468,702	(468,698)	50%
Total Tobacco Settlement Appropriations	937,400	468,702	(468,698)	50%
Cigarette Tax Revenues	3,913,975	2,338,158	(1,575,817)	60%
Total Research Appropriations	9,338,075	5,050,160	(4,287,915)	54%
Public Service State Special Project Appropriations Center for Native American Health Total State Special Project Appropriations Total Public Service Appropriations	252,000 252,000 252,000	<u>126,000</u> 126,000 126,000	(126,000) (126,000) (126,000)	50% 50%
Clinical Operations	252,000	126,000	(126,000)	50%
State Special Project Appropriations	0.074.000	4 500 500	(1 507 000)	500/
Newborn Intensive Care Unit Office of the Medical Investigator	3,074,300 4,707,200	1,536,500 2,353,400	(1,537,800) (2,353,800)	50% 50%
Pediatric Oncology	1,196,100	597,900	(598,200)	50%
Poison and Drug Info Center	1,456,200	727,800	(728,400)	50%
Native American Suicide Prevention	91,400	45,800	(45,600)	50%
GME Residencies	1,658,200	829,000	(829,200)	50%
UNM Hospitals Total State Special Project Appropriations	<u> </u>	<u>6,018,250</u> 12,108,650	(6,018,250) (12,111,250)	<u> </u>
	24,213,300	12,100,000	-	5078
Tobacco Settlement Appropriations				
Pediatric Oncology	250,000	124,998	(125,002)	50%
Poison and Drug Info Center Total Tobacco Settlement Appropriations	<u> </u>	<u>295,098</u> 420,096	(295,102)	<u> </u>
	040,200	420,090	(420,104)	50%
Total Clinical Operations Appropriations	25,060,100	12,528,746	(12,531,354)	50%

		FY17 UNM Debt Se	ervice Schedule			AL	2.14
As of December 31, 2017	Fixed or		Outstanding			*Includes Hospital I Interest Payment	
UNM Bond Issue	Variable Rate Issue	Original Issue Amount	Principal Balance on June 30, 2017	Principal Payment due on June 1, 2018	Interest Payment paid on December 1, 2017	due on June 1, 2018	FY 2018 Principal & Interest
Sub Lien System Improvement Revenue Bonds, Series 2017 ⁽⁷⁾ Series 2017: Interest Range 3.25% to 5.0% Final Maturity Year 2047	Fixed Rate	\$40,900,000	\$40,900,000	\$315,000	\$1,347,224	\$997,944	\$2,660,168
Sub Lien System Rfdg Revenue & Improvement Bonds ⁽⁷⁾ Series 2016 A: Interest Range 2.0% to 4.5% Final Maturity Year 2046	Fixed Rate	\$160,290,000	\$157,450,000	\$1,005,000	\$3,100,000	\$3,100,000	\$7,205,000
Sub Lien System Rfdg Revenue Bonds ⁽⁸⁾ Series 2016 B: Interest Range .72% to 2.48% Final Maturity Year 2024	Fixed Rate	\$8,215,000	\$7,870,000	\$915,000	\$76,598	\$76,598	\$1,068,196
⁽¹⁾ GNMA Collateralized Taxable Hospital Revenue Bonds* Series 2015: Interest Range .484% to 3.532% Final Maturity Year 2032	Fixed Rate	\$115,000,000	\$103,425,000	\$5,605,000 (due 6/20/2018)	\$1,560,311 (due 12/20/2017)	\$1,560,311 (due 6/20/2018)	\$8,725,623
Sub Lien System Imp Revenue Bonds ⁽⁴⁾ Series 2014 A: Interest Range 3.0% to 5.0% Final Maturity Year 2033	Fixed Rate	\$10,980,000	\$7,195,000	\$3,500,000	\$153,725	\$153,725	\$3,807,450
Sub Lien System Rfdg Revenue Bonds ⁽⁹⁾ Series 2014 B: Interest Range 0.496% to 3.280% Final Maturity Year 2024	Fixed Rate	\$3,710,000	\$2,635,000	\$370,000	\$34,915	\$34,915	\$439,829
Sub Lien System Rfdg Revenue Bonds ⁽⁹⁾ Series 2014 C: Interest Range 1.5% to 5.0% Final Maturity Year 2035	Fixed Rate	\$100,085,000	\$92,855,000	\$590,000	\$2,321,375	\$2,321,375	\$5,232,750
Sub Lien System Imp Revenue Bonds ⁽³⁾ Series 2012: Interest Range 2.0% to 5.0% Final Maturity Year 2032	Fixed Rate	\$35,215,000	\$27,715,000	\$1,525,000	\$658,775	\$658,775	\$2,842,550
Sub Lien System Imp Revenue Bonds (portion refunded 03/08/2016) Series 2007 A&B: Interest Range 4.096% to 5.302% Final Maturity Year 2036	Fixed Rate	\$7,010,000	\$2,920,000	\$1,430,000	\$58,400	\$58,400	\$1,546,800
Sub Lien Sys Rfdg Revenue Bonds ⁽²⁾ Series 2002 B: Variable Rate Demand Bonds - rates reset weekly Weekly rate as of June 30, 2014 was 0.05% Final Maturity Year 2026	Variable Rate	\$25,475,000	\$16,150,000	\$1,345,000	\$309,273	\$309,273	\$1,963,545
Sub Lien System Rfdg Revenue Bonds ⁽²⁾ Series 2002 C: Variable Rate Demand Bonds - rates reset weekly Weekly rate as of June 30, 2014 was 0.05% Final Maturity Year 2030	Variable Rate	\$37,840,000	\$31,475,000	\$1,030,000	\$620,058	\$620,058	\$2,270,115
Sub Lien System Imp Revenue Bonds	Variable Rate	\$52,625,000	\$26,390,000	\$2,465,000	\$527,800	\$527,800	\$3,520,600
⁽²⁾ Series 2001: Variable Rate Demand Bonds - rates reset weekly Weekly rate as of June 30, 2014 was 0.07% Ceiling of 12% Final Maturity Year 2026							
System Revenue Bonds Series 2000 B: Interest Range 5.50% to 6.35% Final Maturity Year 2019	Fixed Rate	\$6,621,671	\$538,733	\$356,923	\$0	\$758,077	\$1,115,000
System Revenue Rfdg Bonds Series 1992 A: Interest Range 6.0% to 6.25% Final Maturity Year 2021	Fixed Rate	\$36,790,000	\$9,410,000	\$2,320,000	\$282,300	\$282,300	\$2,884,600
Grand To Note: See attached matrix for funding sources.	otal	\$640,756,671	\$526,928,733	\$22,771,923	\$11,050,753	\$11,459,550	\$45,282,226
·							

Source: UNM Hospital - UNM Hospital Principal payment is due on June 20; interest payments are due on December 20 and June 20.
 Variable Rate bonds reflect the actual synthetically fixed interest rate that UNM pays.
 It is noted that all ranges of interest rates and final maturity dates are reflective of Serial bonds.

(3) Series 2012 bonds refunded 2002A bonds,

(4) Series 2014 bonds refunded 2003A, 2003B bonds,
(5) Series 2014B bonds refunded 2003C bonds,

(6) Series 2014C bonds refunded 2005A bonds,

(7) Series 2016A bonds refunded a portion of 2007A bonds, March 2016

(8) Series 2016B bonds refunded a portion of 2007B bonds, March 2016

FY17 UNM Debt Service - Source of Funds

As of December 31, 2017

					Series Contraction	Ø				/				
						9	_/						/	/
				In			In	10.		Series House	In	100		In
	ener.	Ĵ.	Series Color			Certification of the second se	Series Contract	Contraction of the second	¥ /	Series Address		Series Construction	Contraction of the second	Serie House
	Š								Š					y
			1 4	/ v3	15	1 53	/ v3					194		
Student Fees- Facility	Х	Х			Х		Х	Х	Х	Х	Х		Х	Х
Student Fees - IT							Х	Х						
Parking Services		Х					Х	Х	Х					Х
UNM Hospital	-			Х						Х				Х
Bookstore					Х									Х
Housing & Dining Services					Х			Х			Х		Х	
Building R&R					Х					х				Х
Real Estate Department		Х			Х	Х			Х	х				
Physical Plant Department		х					х	х	х	х		Х		
Information Technologies							х	х						
Athletics		х	х						х					
KNME														Х
Opto Bldg (CHTM Res Park)										х				
CRTC										х				
Continuing Education										х				
Golf Course - North & South											х		х	
HSC		х						х	х					
Interest on Reserve Funds					х			х		х	х			
Student Health and Counseling (SHAC)	х													



University Services

University Services Business Operations UNM Surplus Property UnivServ Shipping and Receiving UNM Mailing Systems UNM Records Management UNM Copy Center CRLS http://www.unm.edu/~univserv/

Date:	January 23, 2018
То:	Bruce Cherrin, Chief Procurement Officer Purchasing Department
From:	Marcos Roybal, Associate Director University Services MMMUU .
Subject:	Surplus Property Disposition – January 2018

Attached for your review and submission to the Board of Regents are the Surplus Property Disposition Detail list for the month of January 2018.

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

University Services – Disposition of Surplus Property January 2018

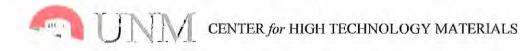


Board of Regents' Finance & Facilities Committee

Memo	Asset Tag	Department	Description	Manufacturer	Purchased	Total Cost (\$)	NBV (\$)	Disposal Method
3	N00022649	Center for High Tech Materials CHTM	Audio Visual Equipment	Sharp	8/12/2009	\$97,208.63	\$0.00	Obsolete
3	N00008018	Center for High Tech Materials CHTM	PediaSIM ECS Simulator	Meti	6/15/2006	\$54,052.00	\$0.00	Obsolete
3	259199	Center for High Tech Materials CHTM	COMPUTER CPU/SYSTEM	UNKNOWN	12/19/2002	\$32,981.00	\$0.00	Obsolete
2	N00020263	CRTC Research Director	UltraCold Freezer	ThemoFish	3/3/2009	\$26,498.47	\$0.00	Obsolete
2	260671	Cancer Research Treatment Ctr CRTC	FREEZER	Harris	4/29/2003	\$17,982.00	\$0.00	Obsolete
1	219869	Center for High Tech Materials CHTM	Box Car	SRS	7/1/1996	\$12,130.00	\$0.00	Obsolete
	N00015981	MFM Division Chief Cell Biology Administration	Freezer	ISCBio	5/6/2008	\$9,388.03	\$0.00	Beyond Repair
	253124		FREEZER	UNKNOWN	11/20/2001	\$8,900.00	\$0.00	Beyond Repair
	267687	HSC CIO Office	CAMERA SYSTEM	Sci	7/12/2004	\$7,995.00	\$0.00	Beyond Repair
	N00004874	NMTR Faculty #1	Server	HewlettPac	7/18/2005	\$7,212.04	\$0.00	Obsolete
	137282	COP Pharmacy Practice & Admin	CENTRIFUGE	Damon	1/1/1983	\$6,187.00	\$0.00	Beyond Repair
	243613	COP Pharmaceutical Sciences	FREEZER	Forma	9/15/2000	\$6,057.00	\$0.00	Beyond Repair
	N00040545	UNM Public Events Gen Admin	Multi-Functional Copier	Ricoh	4/23/2013	\$5,139.00	\$0.00	Too Costly to Repai
_	anne .					Total Asset Dis	sposition (#)	13
						Total Capit	alization (\$)	\$291,730.17
_						Total Net Bo	ok Value (\$)	\$0.00



University Services



Memo #1

To: University Services From: Veronica Graven, CHTM Date: November 27th, 2017

To whom it may concern,

UNM asset number: 219869 (Box car): This asset is no longer being utilized for research since it has been broken for a number of years. Due to its age, it is now more cost efficient for us to purchase a new asset rather than repairing this one.

If you have any questions, please contact me at vgraven@unm.edu.

Thank you,

Veronica Graven

Arash Mafi, Interim Director of CHTM

Asset	Description	Acq. Cost	NBV	Date
219869	Box Car	\$12,130.00	0.00	1996

The University of New Mexico MSC04 2710 1 University of New Mexico Albuquerque, NM 87131-0001 Phone 505 272 7600 Fax 505 272 7801 www.chtm umm.edu

Memo #2



University of New Mexico Comprehensive Cancer Center

THE OFFICIAL CANCER CENTER OF THE STATE OF NEW MEXICO A COMPREHENSIVE CANCER CENTER DESIGNATED BY THE NATIONAL CANCER INSTITUTE

To: UNM Surplus Property From: Therese Sears, Fiscal Operations Director Date: October 25, 2017 Re: Request for Disposal of Surplus Property - N0020263 & 260671

Two freezers located in the Cancer Research Facility (building 229) are no longer operational. The compressors on both machines are not functional and the cost to repair them far outweighs their current market value. Both have been cleared by Safety and Risk Services for disposal. If you have any further questions regarding these items feel free to contact our inventory specialist, Sean McDougle (5-0430; smcdougle@salud.unm.edu).

Asset	Description	Acq. Cost	NBV	Date
N00020263	Freezer	\$26,498.47	0.00	2009
260671	Freezer	\$17,982.00	0.00	2003

MSC07-4025 • 1 University of New Mexico • 1201 Camino de Salud NE • Albuquerque, NM 87131 • Phone 505-272-4946 • Fax 505-925-0100 • cancer.unm.edu





Memo #3

TO: INVENTORY

FR: Lisa M. Trujillo

DATE: 1/9/2018

RE: Request for Deletion of Assets Form Dated 1/11/2018

We are deleting the following assets from our inventory, and sending them to Surplus Property:

#N00008018 is obsolete and not needed.

#259199 uses old technology, and so we do not need it anymore.

#N00022649 is not needed and has been replaced with interactive computer screens.

Please let me know if you have any questions by calling me at 272-5988 or emailing me at <u>LMTrujillo@salud.unm.edu</u>.

Asset	Description	Acq. Cost	NBV	Date
N00008018	PediaSIM Simulator	\$54,052.00	0.00	2006
259199	Computer	\$32,981.00	0.00	2002
N00022649	Audio Visual Equipment	\$97,208.63	0.00	2009

New Mexico Compilation Commission

13-6-1. Disposition of obsolete, worn-out or unusable tangible personal property.

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

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

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

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

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

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

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

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

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

F. If the governing authority is unable to dispose of the tangible personal property pursuant to Subsection D or E of this section, the governing authority may sell or, if the property has no value, donate the property to any organization described in Section 501(c)(3) of the Internal Revenue Code of 1986.

G. If the governing authority is unable to dispose of the tangible personal property pursuant to Subsection D, E or F of this section, it may order that the property be destroyed or otherwise permanently disposed of in accordance with applicable laws.

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

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

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

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

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

History: 1953 Comp., § 6-1-7.1, enacted by Laws 1961, ch. 100, § 1; 1979, ch. 195, § 2; 1984, ch. 47, § 1; 1987, ch. 15, § 1; 1989, ch. 211, § 6; 1995, ch. 181, § 1; 1998, ch. 16, § 1; 2001, ch. 317, § 1; 2007, ch. 57, § 4; 2012, ch. 10, § 1; 2013, ch. 9, § 1.



Annual Report to the Board of Regents of the University of New Mexico

Presented by Lisa Kuuttila CEO & Chief Economic Development Officer STC.UNM

STC.UNM CEO's Report

Presentation Outline

FY2017 STC.UNM Audit Results

STC Board of Directors

FY2017 STC.UNM Building a Rainforest in the Desert

FY2017 STC.UNM Data, Income Analysis & Forecast





SUPPORTING TECHNOLOGY TRANSFER AND CATALYZING ECONOMIC DEVELOPMENT AT THE UNIVERSITY OF NEW MEXICO

(A Blended Component Unit of the University of New Mexico)

Financial Statements

June 30, 2017 and 2016

(With Report of Independent Auditors Thereon)

STC.UNM (A Component Unit of the University of New Mexico)

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STC.UNM (A Component Unit of the University of New Mexico) Official Roster (unaudited) June 30, 2017

Officers

Ms. Sandra Begay	Chair		
Ms. Terri Cole	Vice Chair		
Dr. Joseph L. Cecchi	Vice Chair		
Dr. John H. Stichman	Secretary/Treasurer		
Ms. Elizabeth Kuuttila	CEO & Chief Economic Development Officer		
	Committee Chairs		
Ms. Sandra Begay	Chair, Executive Committee and Nominating Committee		
Dr. John H. Stichman	Chair, Finance and Compensation Committee		
Ms. Maria Griego-Raby	Chair, Endowment Fund Committee		
Mr. Chuck Wellborn	Chair, Co-Investment Fund Committee		
	Board Members		
Dr. Chaouki T. Abdallah	Ms. Sandra Begay		
Dr. Joseph L. Cecchi	Ms. Terri Cole		
Dr. Robert H. Fisher	Mr. David W. Harris		
Ms. Maria Griego-Raby	Ms. Elizabeth Kuuttila		
Mr. Jamie Koch	Mr. Terry Laudick		
Dr. Richard S. Larson	Dr. Gabriel P. Lopez		
Ms. Cindy McGill	Mr. Robert H. Nath		
Dr. Gregg L. Mayer	Dr. Eric R. Prossnitz		
Dr. Paul B. Roth	Mr. Pedro F. Suarez		
Dr. John H. Stichman	Mr. Chuck I. Wellborn		
Mr. Gary Tonjes	Mr. J.E. (Gene) Gallegos		
Dr. Craig G. White	Ms. Kimberly C. Sawyer		
Dr. Alton D. Romig, Jr.			
Dr. John C. Stormont			
Mr. Alex O. Romero			



REPORT OF INDEPENDENT AUDITORS

The Board of Directors STC.UNM and Mr. Timothy Keller New Mexico State Auditor

Report on the Financial Statements

We have audited the accompanying financial statements of STC.UNM, which comprise the statement of financial position as of June 30, 2017, and the related statements of revenues, expenses, and changes in net position and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of STC.UNM as of June 30, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Prior Year Financial Statements

The financial statements of STC.UNM as of June 30, 2016 and 2015 were audited by other auditors whose report dated November 9, 2016, expressed an unmodified opinion on those statements.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 4 through 6 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

The Board of Directors STC.UNM and Mr. Timothy Keller New Mexico State Auditor

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated October 18, 2017 on our consideration of the STC.UNM's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering STC.UNM's internal control over financial reporting and compliance.

Mess adams LLP

Albuquerque, New Mexico October 18, 2017

Management's Discussion and Analysis

June 30, 2017 and 2016

(unaudited)

This management's discussion and analysis (MD&A) of the STC.UNM (formerly known as Science & Technology Corporation @ UNM) (the Corporation) provides an overview of the Corporation's financial performance for the fiscal years ended June 30, 2017, 2016, and 2015.

Overview of the Financial Statements

The statements of net position of the Corporation provide both long-term and short-term information about the Corporation's overall financial status. The statements of revenues, expenses, and changes in net position provide information about the operating revenues and expenses and nonoperating revenues and expenses of the Corporation. The statements of cash flows provide information about the sources and uses of cash by the Corporation.

Condensed Financial Information

			June 30	
	_	2017	2016	2015
Current assets	\$	2,390,591	2,765,855	2,042,028
Capital assets, net		16,556	21,047	7,012,926
Current liabilities		1,433,210	1,944,058	1,313,955
Total operating revenues		4,177,224	4,918,045	12,623,595
Total operating expenses		4,139,557	4,652,651	4,898,074
Total nonoperating revenue		113,353	43,354	
Total nonoperating expenses		_	(7,217,513)	(480,918)
Change in net position		151,020	(6,908,765)	7,244,603
Net position, end of year		994,308	843,288	7,752,053

Financial Position

The Corporation's current assets decreased by \$375,264 as of June 30, 2017 to \$2,390,591 compared to \$2,765,855 as of June 30, 2016; and current assets increased by \$723,827 as of June 30, 2016 to \$2,765,855 compared to \$2,042,028 as of June 30, 2015. The decrease from fiscal year 2016 to fiscal year 2017 was primarily due to decreased activity level in accounts receivable related to one large balance from a license agreement from fiscal year end 2016. An additional reason for the decrease is the application of \$100,000 in restricted cash as of June 30, 2016 related to co-investment activities with the UNM Foundation. Previous funding received from the UNM Foundation had yet to be paid as of June 30, 2016 and was paid to the start-up company during fiscal year 2017.

Current liabilities decreased by \$510,848 as of June 30, 2017 to \$1,433,210 compared to \$1,944,058 as of June 30, 2016; and increased by \$630,103 as of June 30, 2016 to \$1,944,058 compared to \$1,313,955 as of June 30, 2015. The change from fiscal year 2016 to fiscal year 2017 is primarily attributable to a decrease in accrued royalty sharing of \$337,353 and an additional decrease in accrued expenses of \$119,819 due to the timing of payments made by the Corporation as of year-end.

STC.UNM (A Component Unit of the University of New Mexico) Management's Discussion and Analysis

June 30, 2017 and 2016

(unaudited)

Capital Assets

Capital asset purchases during fiscal years 2017, 2016, and 2015 were \$3,922, \$8,210, and \$7,094,480, respectively, for real estate related to Innovate ABQ, software, leasehold improvements, computer equipment, and furniture and had depreciation expense of \$8,413, \$51,411, and \$114,243, respectively.

Comparison of Fiscal 2017 to Fiscal 2016 Results of Operations

Total operating revenue for fiscal year 2017 of \$4,177,224 decreased from \$4,918,045 for fiscal year 2016, a net decrease of \$740,821. The majority of the decrease is directly attributable to decreased licensing activity through the fiscal year. License revenue decreased by \$692,217 in fiscal year 2017 compared to fiscal year 2016. Additionally, the Corporation was not awarded any grant awards as they had in the previous year. Grant award revenue decreased by \$250,000 in fiscal year 2017 compared to fiscal year 2016.

Total operating expenses decreased by a net of \$513,094 for fiscal year 2017 compared to fiscal year 2016. Innovate ABQ related expenses decreased by \$149,758 from the prior year due to the transfer of Innovate ABQ from the Corporation to Innovate ABQ. Patent cost expenses decreased by \$121,600 from prior fiscal year attributable to reduced licensee-driven patent activities. Licensing distributions expenses decreased by \$276,235 from the prior year due to decrease in licenses during the year.

Comparison of Fiscal 2016 to Fiscal 2015 Results of Operations

Total operating revenue for fiscal year 2016 of \$4,918,045 decreased from \$12,623,595 for fiscal year 2015, a net decrease of \$7,705,550. The majority of the decrease is directly attributable to the revenue recognized in fiscal year 2015 related to the Innovate ABQ project in the amount of \$7,798,048. Only \$250,000 of revenue related to the Innovate ABQ project was recognized by the Corporation in the current fiscal year, and the related transfer of Innovate ABQ assets was completed November 2015. Additionally, license revenue decreased by \$116,271 in fiscal year 2016 compared to fiscal year 2015.

Total operating expenses decreased by a net of \$245,423 for fiscal year 2016 compared to fiscal year 2015. Innovate ABQ-related expenses decreased by \$444,391 from the prior year due to the transfer of Innovate ABQ accounting responsibility from the Corporation to Innovate ABQ, Inc. in November 2015. Patent cost expenses increased by \$47,137 from the prior fiscal year directly attributable to higher licensee-driven patent activities. Licensing distributions expenses increased by \$118,069 from the prior year due to the timing of payment by the Corporation as of year-end.

Economic Conditions

The uncertainty of the general economic condition impacts university technology transfer offices such as the Corporation. The stability of the economy will be critical in the venture capital industry, which provides funding for start-up companies that may license university intellectual property.

STC.UNM (A Component Unit of the University of New Mexico) Management's Discussion and Analysis June 30, 2017 and 2016

(unaudited)

Contacting the Company's Management

This report is meant to accurately describe the financial condition and position of the Corporation.

If you have any questions about this report or need additional financial information, contact STC.UNM at 101 Broadway Blvd NE, Suite 1100, Albuquerque, New Mexico 87102.

Statements of Net Position

June 30, 2017 and 2016

Assets		2017	2016
Current assets: Cash and cash equivalents Restricted cash Investments Accounts receivable	\$	1,053,737 	1,114,568 100,000 623,350 927,937
Total current assets		2,390,591	2,765,855
Capital assets: Furniture and equipment Accumulated depreciation	_	268,994 (252,438)	265,072 (244,025)
Total capital assets, net		16,556	21,047
Investment in stock		20,371	444
Total other assets		20,371	444
Total assets	\$	2,427,518	2,787,346
Liabilities and Net Position			
Current liabilities: Accounts payable Due to University of New Mexico Accrued royalty sharing Accrued expenses	\$	229,580 371,296 684,771 147,563	190,718 463,834 1,022,124 267,382
Total current liabilities		1,433,210	1,944,058
Net position: Unrestricted Invested in capital assets Total net position	\$	977,752 16,556 994,308	822,241 21,047 843,288

See accompanying notes to financial statements.

STC.UNM

(A Component Unit of the University of New Mexico)

Statements of Revenues, Expenses, and Changes in Net Position

Years ended June 30, 2017 and 2016

	 2017	2016
Operating revenues:		
	\$ 794,000	794,000
Patent funding from UNM	952,000	952,000
Economic development funding from UNM	288,000	288,000
Grant award		250,000
Patent cost reimbursement	714,805	623,677
Licensing and royalties	1,234,803	1,927,020
Other	 193,616	83,348
Total operating revenue	 4,177,224	4,918,045
Operating expenses:		
Patent costs incurred	1,535,659	1,657,259
Licensing distributions	804,372	1,080,607
Depreciation	8,413	51,411
Economic development initiative	345,028	288,000
General and administrative	1,446,085	1,425,616
Innovate ABQ expenses	 	149,758
Total operating expenses	 4,139,557	4,652,651
Operating income	 37,667	265,394
Nonoperating revenue:		
Investment income	19,102	23,973
Rental income	49,344	53,406
Net increase (decrease) in fair value of investments	44,907	(34,025)
Total nonoperating revenue	113,353	43,354
Nonoperating expense: Capital contribution		(7,217,513)
Total nonoperating expenses	 	(7,217,513)
	 151.020	
Change in net position	151,020	(6,908,765)
Net position, beginning of year	 843,288	7,752,053
Net position, end of year	\$ 994,308	843,288

See accompanying notes to financial statements.

Statements of Cash Flows

Years ended June 30, 2017 and 2016

		2017	2016
Cash flows from operating activities: Payments to suppliers and employees Receipts received for Innovate ABQ Receipts for operational funding revenue from UNM Receipts for patent funding revenue from UNM Receipts for co-investment funding from UNM Payment to start up companies for co-investment funding Receipts for economic development initiatives funding revenue from UNM Receipts from sponsorships and other Payment for patent costs incurred Receipts for patent cost reimbursements Receipts from licensees Payment for licensing distribution expense	\$	(1,902,754) $$	$(1,889,186) \\ 250,000 \\ 794,000 \\ 952,000 \\ 299,960 \\ (199,960) \\ 288,000 \\ 80,845 \\ (1,642,353) \\ 608,883 \\ 1,091,891 \\ (544,305) \\ (544,305) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\ (1,800) \\$
Net cash (used in) provided by operating activities		(190,703)	89,775
Cash flows from capital and related financing activities: Acquisition of capital assets Investment in Stock Transfer to Innovate ABQ	_	(3,922) (19,808) —	(8,210) (229,631)
Net cash used in capital and related financing activities		(23,730)	(237,841)
Cash flows from investing activities: Investments purchased Investments proceeds Interest received Proceeds from sale of investment securities from licensee Rental income received		(955,541) 940,697 19,102 	(428,921) 414,656 23,975 35,007 52,944
Net cash provided by investing activities		53,602	97,661
Net decrease in cash and cash equivalents		(160,831)	(50,405)
Cash and cash equivalents, beginning of year		1,214,568	1,264,973
Cash and cash equivalents, end of year	\$	1,053,737	1,214,568
Reconciliation of operating income to net cash (used in) provided by operating activities Operating income Adjustments to reconcile to net cash (used in) provided by operating activities:	\$	37,667	265,394
Depreciation Stock investment income received in exchange for technology Stock investment received from licensee Expenses recognized by Innovate ABQ Grant receivable transferred to Innovate ABQ Changes in operating assets and liabilities:		8,413 (119) — —	51,411 (20) (29,865) (9,243) (29,961)
Accounts receivable Accounts payable Due to UNM Accrued royalty sharing Accrued expenses and other	_	274,184 38,862 (92,538) (337,353) (119,819)	(788,044) (46,031) 111,327 424,963 139,844
Net cash (used in) provided by operating activities	\$	(190,703)	89,775

See accompanying notes to financial statements.

Notes to Financial Statements

June 30, 2017 and 2016

(1) Organization

STC.UNM (formerly known as Science & Technology Corporation @ UNM) (the Corporation) is a component unit of The University of New Mexico (UNM). The Corporation was organized on April 26, 1993 to facilitate the commercialization of UNM faculty inventions and to manage UNM's Science & Technology Park in Albuquerque, New Mexico. On December 14, 2004, UNM and STC.UNM entered into a revised Memorandum of Agreement (MOA) containing the expectations and performance obligations UNM is seeking from the Corporation. The MOA may be terminated at any time by either party, at which point all property of the Corporation shall be transferred to UNM or other successor organization designated by resolution of the UNM Board of Regents. The Corporation was incorporated under the State of New Mexico's University Research Park and Economic Development Act. The governing board consists of at least 20 members, including certain officers and faculty of UNM, the president of the Corporation, and at least 10 members of the community. The Corporation has no component units.

(2) Summary of Significant Accounting Policies

(a) Measurement Focus, Basis of Accounting, and Financial Statement Presentation

As a component unit of UNM, the Corporation prepared its financial statements in accordance with the accounting disclosure requirements under the Governmental Accounting Standards Board (GASB) pronouncements as the Corporation meets the criteria of a governmental not-for-profit. The accompanying financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America. The significant accounting policies are summarized below.

The Corporation's financial statements are reported using the flow of economic resources measurement focus and the full accrual basis of accounting. Accordingly, revenue is recognized when earned and expenses are recognized as soon as the liability is incurred.

Operating revenue and expenses are those incurred that relate directly to facilitating commercialization of UNM faculty, staff, and student inventions. All other revenue and expenses are considered non-operating.

(b) Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain amounts and disclosures during the reporting period. Accordingly, actual results could differ from those estimates.

(c) Cash and Cash Equivalents

Cash and cash equivalents include deposits and funds invested in overnight repurchase securities. The Corporation is not subject to statutory or policy restrictions on the types of deposits held.

Notes to Financial Statements

June 30, 2017 and 2016

For purposes of the statements of cash flows, the Corporation considers all cash on hand and in banks and all highly liquid securities with original maturities less than 90 days to be cash equivalents.

(d) Accounts Receivable

Accounts receivable represent the amount earned based on existing terms under license agreements but uncollected on accrued royalties earned from customers.

Accounts receivable are carried at original amount billed less an estimate made for doubtful receivables based on a review of all outstanding amounts on a monthly basis. Management determines the allowance for doubtful accounts by identifying troubled accounts and by using historical experience applied to an aging of accounts. Accounts receivable are written off when deemed uncollectible. Recoveries of accounts receivable previously written off are recorded when received. There was no allowance for doubtful accounts recorded during 2017 or 2016.

An account receivable is considered to be past due if any portion of the receivable balance is outstanding for more than 90 days. Interest is not charged on old accounts receivable.

(e) Capital Assets

Capital assets are carried at cost. Depreciation is provided on the straight-line method based on estimated useful lives of three to seven years, except for depreciation of buildings, which have useful life of 30 years. Capital assets costing over \$1,000 and with a useful life greater than a year are capitalized. Repairs and maintenance expenses are charged to expense as incurred.

(f) Patent Costs

UNM, a related party, provides annual funding for patent costs. The funding revenue is deferred on receipt. As patent costs are incurred, expense is recognized and an equal amount of the deferred revenue is recognized as income.

(g) Revenue Recognition

Upfront, nonrefundable licensing fees are recognized when earned. These fees are ordinarily earned when a license agreement is signed and the Corporation has no further obligations with respect to the license. Minimum annual royalty income is accrued as it is earned, if it is determined that collection is reasonably assured. Licensing fees and minimum annual royalty income accrued were \$652,036 and \$924,692 as of June 30, 2017 and 2016, respectively.

Operational and patent cost funding from UNM is recognized when all eligibility requirements have been met. Patent cost reimbursement is recognized when earned.

(h) Income Taxes

The Corporation has received a determination letter from the Internal Revenue Service (IRS) that it is an organization described in Internal Revenue Code Section 501(c)(3). As such, it would be exempt from federal income tax on income generated from activities related to its exempt function.

Notes to Financial Statements

June 30, 2017 and 2016

(i) Accrued Employee Benefits

The Corporation's employees may accumulate paid personal time, which is payable to the employee upon termination or retirement. Personal time costs are recognized as a liability when earned by the employee.

(j) Investments

The investment portfolio is valued based on quoted market values. The portfolio primarily consists of mutual funds. Investments in stock consist of ownership interest in start-up companies and are carried at cost basis.

(k) Net Position

Net position is classified as follows:

Invested in capital assets (net of related debt) is intended to reflect the portion of net position that is associated with nonliquid, capital assets less outstanding capital asset-related debt. The Corporation does not have any debt related to its capital assets.

Restricted net position is the net position that has third-party (statutory or granting agency) limitations on its use. There was no restricted net position as of June 30, 2017 or 2016.

Unrestricted net position represents liquid assets available for use.

(3) Cash, Cash Equivalents, and Investments

	 2017	2016
Cash and cash equivalents: Cash on deposit at financial institution Cash equivalents not considered deposits:	\$ 1,045,612	1,203,762
Money market accounts Petty	8,025 100	10,706 100
Total cash and cash equivalents	\$ 1,053,737	1,214,568
Investments:		
Mutual funds:		
Domestic fixed income	\$ 248,760	119,719
International fixed income	20,222	13,492
Domestic equity	268,994	284,581
International equity	124,855	74,157
Real estate	20,270	72,289
Long/short equity		52,745
Merger arbitrage	 	6,367
Total investments	\$ 683,101	623,350

Notes to Financial Statements

June 30, 2017 and 2016

(a) Custodial Credit Risk

Custodial credit risk is the risk that in the event of a bank failure, the entity's deposits may not be returned to it. The Corporation maintains cash and cash equivalents in interest-bearing transaction accounts with financial institutions and, as such, the accounts are insured by the Federal Deposit Insurance Corporation up to \$250,000. The Corporation does not believe there is no significant credit risk related to their deposits. The Corporation does not require collateral on its cash deposits in excess of \$250,000.

As of June 30, the Corporation's deposits were exposed to custodial credit risk as follows:

	 2017	2016
Insured	\$ 250,000	250,000
Uninsured and collateralized with securities held by the		
financial institution's trust department, but not in the		
Corporation's name		—
Uninsured and uncollateralized	 958,186	1,113,172
Total bank balance	\$ 1,208,186	1,363,172

The following schedule details the Corporation's deposit accounts at June 30, 2017:

Bank name/ account	Account type	 Financial statement balance	Outstanding checks		Bank balance
Bank of the west: Operating Less FDIC insurance	Checking	\$ 1,045,612	162,574	_	1,208,186 (250,000)
Total				\$	958,186

STC.UNM (A Component Unit of the University of New Mexico) Notes to Financial Statements June 30, 2017 and 2016

The following schedule details the Corporation's deposit accounts at June 30, 2016:

Bank name/ account	Account type	 Financial statement balance	Outstanding checks	Bank balance
Bank of the west: Operating Less FDIC insurance	Checking	\$ 1,203,762	159,410	1,363,172 (250,000)
Total			9	5 1,113,172

(b) Investment Policy

The Corporation has its funds in the "Moderate" investment objective options under the TIAA Portfolio Advisor Investment Strategy. TIAA has a general investment account policy developed for the Corporation's funds. The policy establishes an understanding as to the investment goals, objectives, and management policies for this specific portfolio. The objective of the fund is an emphasis on the total return of the portfolio with some consideration on additional customization options. Investments are primarily in equity securities and other asset classes, with growth as the primary objective. Fixed income securities are utilized for risk control. Real assets are utilized for diversification and complementary strategies may be utilized to improve the return/risk relationship of the portfolio. The risk of tolerance of the Corporation can be described as "moderate/long-term". The performance of the portfolio will be monitored, measured, and reported by TIAA to the Corporation.

(c) Interest Rate Risk and Credit Risk

Interest rate risk is the risk that changes in interest rates will adversely affect the fair value of an investment. Credit risk is the risk that the credit quality of investments fluctuates or downgrades from the time of purchase or the risk that an issuer of an investment will not fulfill its obligations. The Corporation's investments subject to interest rate and credit risk are the fixed income mutual funds. The Corporation's investment policy limits interest rate risk by limiting the percentage of assets invested in bond funds and by requiring the weighted average duration of its portfolio of bond funds to not exceed the duration of the Barclays Aggregate Bond Index by more than two years. The Corporation's investment policy limits credit risk by requiring that domestic investment grade bond funds held have a credit rating of BBB or above at purchase, and by limiting the percentage of assets invested in bond funds.

STC.UNM (A Component Unit of the University of New Mexico) Notes to Financial Statements June 30, 2017 and 2016

The Corporation had the following investments and maturities at June 30, 2017 and 2016.

		June 30, 2017									
	-			Weighted average	e investment ma	turities (in years)					
Investment type		Fair value	Less than 1	1 – 5	6 - 10	More than 10	Not available				
Fixed income: Domestic bond mutual funds International bond mutual funds	\$	248,760 20.222	_	69,470	179,290	_	_				
mutual funds	-	20,222			20,222						
	\$	268,982		69,470	199,512						

		June 30, 2016									
		Weighted average investment maturities (in years)									
Investment type		Fair value	Less than 1	1-5 6-10		More than 10	Not available				
Fixed income: Domestic bond mutual funds International bond mutual funds	\$	119,719	_	30,478	63,608	19,543	6,090				
mutual lunds	-	13,492					13,492				
	\$	133,211		30,478	63,608	19,543	19,582				

The following tables provide information on the credit ratings associated with the Corporation's investments in debt securities at June 30, 2017 and 2016.

						June 30	, 2017				
Investment type		Fair value	AAA	AA	A	BBB	BB	В	Below B	NR	Not available
Fixed income: Domestic bond mutual funds	\$	248,760	69,079	152,637	_	_	_	27,044	_	_	
International bond mutual funds	Ψ	20,222								20,222	
	\$	268,982	69,079	152,637				27,044		20,222	
	-					June 30	, 2016				
Investment type		Fair value	AAA	AA	A	BBB	BB	В	Below B	NR	Not available
Fixed income: Domestic bond mutual funds	\$	119,719	51,303	5,905	11,246	21,852	9,852	9,859	2,029	7,668	5
International bond mutual funds	-	13,492	351	49	300	4,038	3,270	2,659	1,445	1,380	
	\$	133,211	51,654	5,954	11,546	25,890	13,122	12,518	3,474	9,048	5

Notes to Financial Statements

June 30, 2017 and 2016

(d) Foreign Currency Risk

Foreign currency risk is the risk that changes in exchange rates will adversely affect the fair value of an investment or a deposit. All foreign investments of the Corporation are in mutual funds, as disclosed elsewhere in this note.

(e) Net Increase (Decrease) in Fair Value of Investments

During the years ended June 30, the Corporation experienced realized gains and unrealized losses net on investments held as follows:

2017:	
Realized gains	\$ 80,359
Unrealized losses	(35,452)
Net increase in fair value of investments	 44,907
2016:	
Realized gains	\$ 7,787
Unrealized losses	(41,812)
Net decrease in fair value of investments	 (34,025)

(f) Fair Value Measurement

The Corporation categorizes its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The hierarchy is based on the valuation inputs used to measure the fair value of the asset.

- *Level 1* inputs are quoted prices (unadjusted) for identical assets in active markets, accessible at the measurement date. Level 1 inputs include exchange markets, dealer markets, brokered markets, and principal-to-principal markets.
- *Level 2* inputs are inputs, other than quoted prices included within Level 1, that are observable for an asset, either directly or indirectly. Level 2 inputs include quoted prices for similar assets in active markets and quoted prices for identical or similar assets in markets that are not active.
- *Level 3* inputs are unobservable inputs for an asset.

Investments that no not have a readily determinable fair value are recorded using net asset value (NAV). NAV is generally provided by the investment managers, but the Corporation considers the reasonableness of the NAV, based on market information, to arrive at the fair value estimates for each investment.

STC.UNM (A Component Unit of the University of New Mexico) Notes to Financial Statements June 30, 2017 and 2016

The Corporation has the following recurring fair value measurements as of June 30, 2017:

	_	Fair value	Quote prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)
Investments:					
Mutual funds:					
Domestic fixed					
income	\$	248,760	248,760	—	—
International fixed					
income		20,222	20,222	—	—
Domestic equity		268,994	268,994	—	
International equity		124,855	124,855	—	
Real estate		20,270	20,270	_	
Long/short equity		—	—	—	
Merger arbitrage	_				
Total	_				
investments	\$_	683,101	683,101		

The Corporation has the following recurring fair value measurements as of June 30, 2016:

	_	Fair value	Quote prices in active markets for identical assets (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)
Investments:					
Mutual funds:					
Domestic fixed					
income	\$	119,719	119,719		
International fixed					
income		13,492	13,492		
Domestic equity		284,581	284,581	—	
International equity		74,157	74,157	—	
Real estate		72,289	72,289		
Long/short equity		52,745	52,745		
Merger arbitrage	_	6,367	6,367		
Total					
investments	\$	623,350	623,350		

STC.UNM (A Component Unit of the University of New Mexico) Notes to Financial Statements

June 30, 2017 and 2016

(4) Capital Assets

The Corporation has the following capital assets as of June 30:

		2017			
		Beginning balance	Increases	Decreases	Ending balance
Land Capital assets being depreciated:	\$	—	—	—	—
Furniture and equipment		265,072	3,922		268,994
Buildings			—	—	—
Accumulated depreciation	_	(244,025)	(8,413)		(252,438)
Capital assets, net	\$_	21,047	(4,491)		16,556

		2016			
	_	Beginning balance	Increases	Decreases	Ending balance
Land	\$	3,957,684		(3,957,684)	_
Capital assets being depreciated:					
Furniture and equipment		275,408	8,210	(18,546)	265,072
Buildings		3,133,320		(3,133,320)	
Accumulated depreciation	_	(353,486)	(51,412)	160,873	(244,025)
Capital assets, net	\$	7,012,926	(43,202)	(6,948,677)	21,047

Notes to Financial Statements

June 30, 2017 and 2016

(5) Commitments and Contingencies

(a) Occupancy Agreement

Effective January 31, 2008, the Corporation entered into an occupancy agreement with UNM for lease of office facilities. The occupancy agreement was amended on July 1, 2017 to further extend the term of the lease until August 18, 2017, until the Corporation relocates offices to their new location. Additionally, effective August 1, 2017, the Corporation amended its separate occupancy agreement with UNM for lease of office facilities through August 18, 2017. The Corporation entered into a new occupancy agreement with UNM for lease of the new office facilities, effective August 15, 2017 with an end date of August 31, 2027. Future minimum payments required under the occupancy agreements are as follows:

Year ending June 30, 2018	\$	208,780
Year ending June 30, 2019		233,332
Year ending June 30, 2020		233,332
Year ending June 30, 2021		233,332
Year ending June 30, 2022		233,332
Years ending June 30, 2023 to 2027	_	1,322,214
	\$	2,464,322

Rent expense in fiscal years 2017 and 2016 was \$98,626 and \$83,530, respectively.

(b) Risk Management

The Corporation is exposed to various risks of loss from torts; theft of, damage to, and destruction of assets; business interruption; errors and omissions; and natural disasters. The Corporation is insured under the UNM's Risk Management for liability and casualty insurance, and through a private carrier for director and officer liability insurance. There have been no significant reductions in coverage from the prior year and there have been no settlements in any of the past years.

(6) Defined Contribution Plan

The Corporation sponsors a defined contribution retirement plan for eligible employees. Employees may contribute up to the maximum allowed by the IRS. In fiscal years 2017 and 2016, the Corporation matched employee contributions below 7.975% commensurately; employee contributions that equaled or exceeded 7.975% were matched up to 12.4% of the employee's base salary. There is no waiting period for vesting. The Corporation's contributions were \$75,874 and \$62,756 in fiscal years 2017 and 2016, respectively. Employee contributions were \$66,714 and \$75,453 in fiscal years 2017 and 2016, respectively.

(7) Incentive Compensation Plan

The Corporation has an incentive compensation plan in which the finance and compensation committee of the Corporation's Board of Directors (STC Board) has the discretion to provide a cash and/or equity incentive award based on performance. Equity incentive awards are paid to eligible employees upon the

Notes to Financial Statements

June 30, 2017 and 2016

Corporation's liquidation of stock held. Cash bonuses awarded to employees were \$67,219 and \$45,644 in fiscal years 2017 and 2016, respectively. No equity incentive awards were made to employees during 2017 or 2016.

(8) STC Quasi-Endowment

During fiscal year 2010, the STC Board approved an internal STC.UNM endowment policy for management of large one-time license-fee related payments received by the Corporation. The endowment policy was revised in 2011 so if the Corporation's net position balance exceeds \$500,000 then the excess balance may be allocated as follows: 80% to the STC Quasi-Endowment, the interest from which could be used to fund STC operations; and 20% to the STC Strategic Initiatives Fund to be used for the inventor recognition awards program, the gap fund program, and other strategic initiatives of STC, as determined by the STC Board's Executive Committee. Reallocation of balances between the Quasi-Endowment, Strategic Initiatives Fund, and other net position balances may be made at the discretion of the STC Finance Committee. The STC Board designated endowment of \$500,000 is accounted for and included under unrestricted net position.

(9) Co-Investment Fund

Based on a working relationship with the UNM Foundation, a related party, during fiscal year 2014, the Corporation approved the STC.UNM Policy on Investment from Co-Investment Fund. The UNM Foundation revised its Consolidated Investment Fund Policy (the Policy) to set aside \$1,000,000 for their investment in private start-up companies, which were started based on technology transferred and licensed from the Corporation. Under the Policy, any positive returns realized and received by the Co-Investment Fund in the future shall be shared ten percent by the Corporation and ninety percent by the UNM Foundation. The Policy agreement was amended on October 21, 2016 removing the \$1,000,000 threshold.

During fiscal year 2016, the Corporation approved four proposals from start-up companies and provided for co-investments totaling \$399,960 per terms of the policy. One of the four approved proposals in the amount of \$100,000 was unsuccessful and the money was required to be returned by the Corporation back to the UNM Foundation. As of June 30, 2016, STC had a restricted cash and accounts payable on the statement of net position of \$100,000.

During fiscal year 2017, the Corporation approved five proposals from start-up companies and provided for co-investments totaling \$470,000 based on direct pass-through funding from the UNM Foundation to STC in the amount of \$470,000 per terms of the policy. Two of the five approved proposals in the amount of \$170,000 was unsuccessful and the money was returned by the Corporation back to the UNM Foundation during fiscal year 2017.

Notes to Financial Statements

June 30, 2017 and 2016

(10) IntelliCyt Corporation

During fiscal year 2017, the Corporation received revenue in the amount of \$100,829 in connection with the merger of IntelliCyt Corporation, a STC licensee, with Sartorius North America, Inc. The Corporation's stock in IntelliCyt was converted to the right to receive the cash proceeds. The merger settled in June 2016 and the Corporation recognized accounts receivable and licensing revenue in the amount of \$810,920. An amount of \$100,829 was released from escrow in connection with the merger and the Corporation recognized accounts receivable and other income during 2017.

(11) Innovate ABQ

During fiscal year 2016, the Corporation transferred the land and real estate located at 101 Broadway Boulevard NE, as well as the remaining restricted cash balance, grant receivable, and prepaid insurance, to Innovate ABQ, Inc., a related party. The contribution to Innovate ABQ, Inc. on November 20, 2015 totaled \$7,217,513, which consisted of \$3,957,684 for the land, \$2,990,994 for the building, \$29,961 for the EDA grant receivable, \$229,631 in cash, and \$9,243 in prepaid insurance expense.

(12) Subsequent Events

Subsequent events are evaluated by management through the date the accompanying financial statements are available to be issued, which is October 18, 2017.



REPORT OF INDEPENDENT AUDITORS ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

The Board of Directors STC.UNM and Mr. Timothy Keller New Mexico State Auditor

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of STC.UNM, which comprise the statement of financial position as of June 30, 2017, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated October 18, 2017.

Internal Control Over Financial Reporting

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

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and therefore, material weaknesses or significant deficiencies may exist that have not been identified. However, as described in the accompanying schedule of findings and responses, we identified certain deficiencies in internal control that we consider to be material weaknesses and significant deficiencies.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected, on a timely basis. We consider the deficiencies described in the accompanying schedule of finding and responses as items 2017-001 to be material weaknesses.

The Board of Directors STC.UNM and Mr. Timothy Keller New Mexico State Auditor

A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance. We consider the deficiencies described in the accompanying schedule of findings and responses as items 2017-002 to be significant deficiencies.

Compliance and Other Matters

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

STC.UNM's Response to Findings

STC.UNM's response to the findings identified in our audit are described in the accompanying schedule of findings and responses are included in the body of the report. STC.UNM's response was not subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we express no opinion on it.

Purpose of this Report

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

Mess adams LLP

Albuquerque, New Mexico October 18, 2017

STC.UNM (A Component Unit of the University of New Mexico) Schedule of Findings and Responses

June 30, 2017 and 2016

SCHEDULE OF FINDINGS AND RESPONSES

2017-001 Accruals and Account Reconciliations-Material Weakness

Condition: STC.UNM does not have proper controls in place related to accrual entries and account reconciliations. As a result of the lack of controls we noted the following:

- The June 30, 2017 Due to UNM Reconciliation did not agree to the general ledger by \$1,520. The general ledger was overstated by \$1,520. In addition, an account on the Due to UNM reconciliation had not been properly reconciled at year-end. A debit balance of \$1,900 did not reflect the proper balance of \$5,739.
- The June 30, 2017 Due to Royalty reconciliation did not agree to the general ledger by \$4,537. The general ledger was understated by \$4,537. In addition, accounts on the due to reconciliation that not been properly reconciled at year-end. A debit balance was identified in the amount of \$500 as being incorrectly accrued instead of expensed. A debit balance of \$169 related to one account did not reflect the proper balance of \$7,828. In addition, documentation could not be provided for one liability in the amount of \$1,672.50.
- Overpayment of royalty sharing amounts occurred with four inventors for a total amount of \$16,351.
- Royalties of \$26,039 and the related Due to UNM of \$5,208 and due to royalties of \$10,415 related for the year ended June 30, 2017, were not accrued at year-end. In addition, royalties of \$17,584 and the royalty sharing of \$10,430 related to June 30, 2016 were posted to the current period.
- An amount of \$625 was posted to revenue to be used against a future license agreement. The revenue should be recorded at the time the license agreement is executed.
- The sale of an investment in stock was not properly recorded at year-end causing the investment in stock balance to be overstated and accounts receivable balance to be understated. Total investment in stock amount was \$19,838.
- The Bank Reconciliation did not agree to the general ledger, due to voided check in the amount of \$6,409. The check was not properly accrued at year-end causing accounts payable and expenses to be understated.

Management's Progress for repeat finding of 2016-001: Management met monthly reviewing current year activities related to licensing activities tracking license fees and royalty fees due. STC will continue this practice with a heightened emphasis on the tracking of accrual amounts and the reconciliation of past agreements.

Criteria: All organizations should establish effective control procedures over the review and approval of reconciliations for key operating accounts.

Cause: STC has no control in place to ensure that all accrual transactions are properly accounted for and all reconciliations for key operating accounts are accurate and are reviewed and approved at the appropriate level of detail by someone other than the preparer.

Effect: The lack of controls created multiple errors that could cause a material misstatement.

Schedule of Findings and Responses

June 30, 2017 and 2016

Recommendation: We recommend that STC.UNM keep a contract brief of each contract and option agreement to summarize the terms and agreements and to track the license fees and royalty fees due and properly invoice and accrue amounts. In addition, STC.UNM should reconcile each account within the Due to UNM and Due to Royalty to determine whether the payable is a valid payable.

Management's Response: STC.UNM agrees with the auditors' finding. STC.UNM will create a new policy where it keeps a contract brief for all license and option agreements summarizing the terms as well as detailing payment due obligations and accrual amounts. Implementation will begin immediately on all new agreements at time of execution and we will retroactively create such briefs on past agreements reconciling the Due to UNM and Due to Royalty accounts to determine validity of payables. Contract briefs on all agreements will be implemented by the end of December 2017 and will created by the STC.UNM Accounting Coordinator, reviewed and approved by the STC.UNM Controller, with final review and approval performed by the STC.UNM President & CEO.

STC.UNM (A Component Unit of the University of New Mexico) Schedule of Findings and Responses June 30, 2017 and 2016

2017-002 Lack of Policies & Procedures-Significant deficiency

Condition: STC.UNM failed to adopt certain accounting policies and procedures. We noted there were no policies and procedures related to in-kind expenses, finance charges for late payments on receivables, allowance and write-off of accounts receivable balances and payments related to Due to UNM and due to royalties.

As a result of the lack of policies and procedures we noted the following:

- In-kind revenue and expenses was not properly recorded during the year ended June 30, 2017 in the amount of \$36,490.
- Finance charges were not billed to customers related to June 30, 2017 year-end accounts receivable in the amount of approximately \$36,000.
- An allowance for doubtful accounts was not posted for a receivable balance that may not be collectible in the amount of \$26,000 as of June 30, 2017.
- Amounts Due to UNM and due to the inventors continue to be carried over from year to year without being paid. There were instances where payments were made to UNM; however, payments were not made to the inventors.

Criteria: All organizations should establish policies and procedures for effective internal controls.

Cause: STC.UNM has not adopted certain accounting policies and procedures.

Effect: The lack of policies and procedures could result in a lack of accountability and consistency in the financial reporting process.

Recommendation: We recommend policies and procedures be prepared for all significant accounts. This will help to insure that STC.UNM is accountable and consistent in applying generally accepted accounting principles.

Management's Response: STC.UNM agrees with the auditors' finding. STC.UNM will prepare policies and procedures for all significant accounts to assist with enduring that STC.UNM is accountable and consistent in applying generally accepted accounting principles. Policies and procedures will be drafted by the STC.UNM Controller and approved by the STC.UNM President & CEO. The policies and procedures will be in place by the end of December 2017.

STC.UNM (A Component Unit of the University of New Mexico) Schedule of Prior Findings June 30, 2017 and 2016

SCHEDULE OF PRIOR FINDINGS

2016-001 Journal Entry Review Process-Material Weakness-RESOLVED

Condition:

During fiscal year 2016, the journal entries made related to the transfer of Innovate ABQ-related assets from STC.UNM to Innovate ABQ were created and posted by one individual and were not subject to review and approval by someone other than the preparer. This resulted in two incorrect journal entries being posted, which led to a material misstatement in the contribution to Innovate ABQ expense of \$259,243 that was not detected by management.

2016-002 Review and Account Reconciliations-Material Weakness-MODIFIED AND REPEATED AS 2017-001

Condition:

During fiscal year 2016, errors were made in the recording of the release of a contingency related to accrued royalty sharing. This error resulted in an understatement of net operating income and the change in net position of \$94,134 that was not detected by management.

STC.UNM (A Component Unit of the University of New Mexico) Exit Conference Year ended June 30, 2017

An exit conference was held on September 18, 2017. During this meeting, the contents of this report were discussed with the following individuals:

STC.UNM (a component unit of the University of New Mexico)

Elizabeth Kuuttila, CEO and Chief Economic Development Officer

Sandra Begay, Board Chair

Preston Hendrix, Controller

Gregg Mayer, Board Member

John Stichman, Board Secretary/Treasurer

Moss Adams LLP

Steve Keene, Partner

Sheila Herrera, Senior Manager

STC.UNM (a component unit of the University of New Mexico) is responsible for the contents of the financial statements. Moss Adams LLP assisted with the preparation of the financial statements.

STC.UNM Board of Directors



Ms. Sandra Begay-Campbell Chair, STC Board of Directors



Ms. Terri L. Cole Vice-Chair, STC Board of Directors



Dr. Joseph Cecchi Vice-Chair, STC Board of Directors



Dr. John H. Stichman Secretary & Treasurer, STC Board of Directors



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



Dr. Chaouki Abdallah



Dr. Robert Fisher











Dr. Richard Larson



Mr. Terry Laudick







Dr. Gregg L. Mayer



Ms. Cindy McGill



Mr. Robert Nath





Dr. Eric Prossnitz



Mr. Charles Wellborn











CATALYZING ECONOMIC DEVELOPMENT AT THE UNIVERSITY OF NEW MEXICO

Ms. Kimberly Sawyer



Dr. John C. Stormont

Mr. Pedro Suarez, Esq. Mr. Gary Tonjes

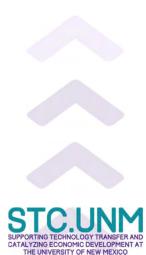






Building a Rainforest in the Desert FY 2017

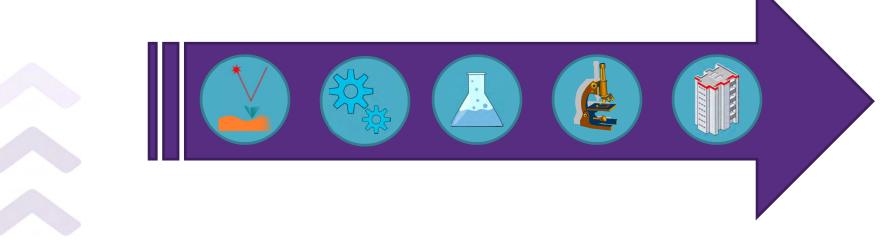
FY 2017 STC.UNM Goals and Vision



Building a Rainforest in the Desert FY 2017

Supporting Technology Transfer

Catalyzing Economic Development

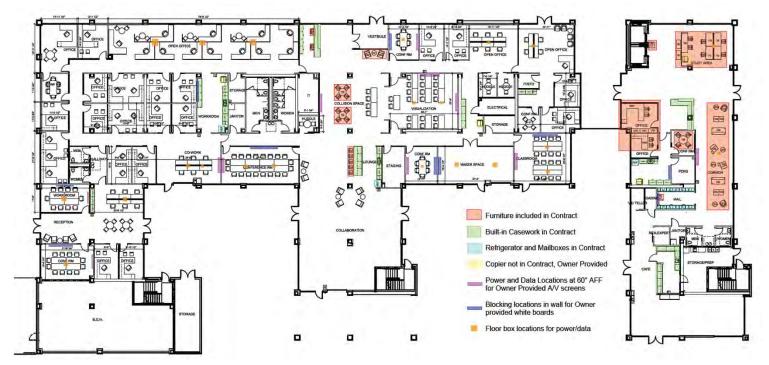




	FY 2015 Actual	FY 2016 Actual	FY 2017 Target
Disclosures	125	102	115
Option / License Agreements	49	54	50
Start-up Companies	9	12	10
Income (Combined License Income/Patent Reimbursement)	\$2,729,547	\$2,550,722	\$2,045,000



- Prepare for early FY 2018 move into Lobo Rainforest Building at Innovate ABQ
 - Make best use of space sharing opportunities with Innovation Academy and others to encourage "collisions"





- Continue to build the Cecchi Venture Lab capacity to support emerging and other ecosystem start-ups
 - Research-related start-ups and student start-ups (with Innovation Academy)
 - Advocate for additional venture capital in New Mexico
 - Support start-ups' connections with corporations and investors





Grow Innovate New Mexico

- Fundraising, showcases, etc.
- Focus on corporate connections for UNM and UNM start-ups

INNOVATE NEW MEXICO®

Discover The State of Innovation

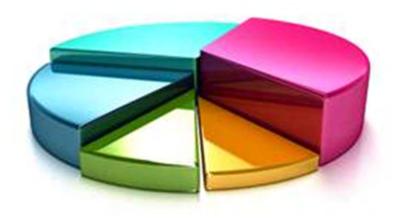


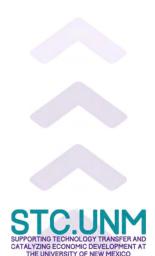




Continue to diversify STC's revenue streams

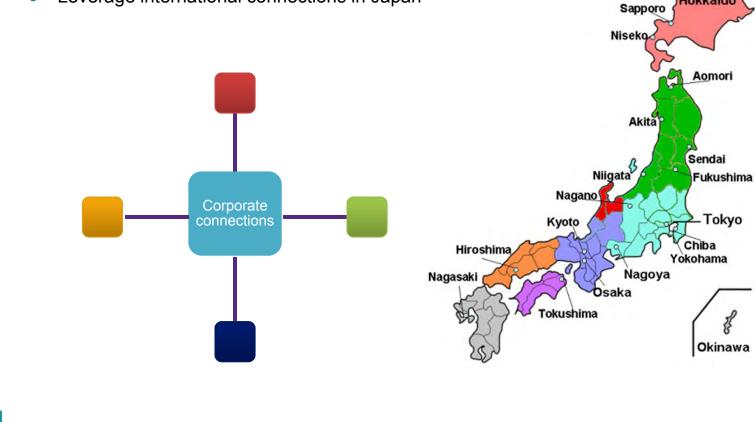
- STC Professional Internship Academy & STC ECHO
- Grants (e.g. EDA & NSF)
- Venture Lab activities





Support UNM's research agenda

- Corporate connections
- Leverage international connections in Japan



Hokkaido



Event Management

- Seminars, showcases, tech socials, etc.
- Partnering when possible





- Support STC Endowment Fund Committee and Board development plan for endowment
 - Long-term goals for growth
 - Use of funds strategically to support UNM and start-up companies





Evaluate potential assertion licensing opportunities and pursue

• Be thorough and strategic



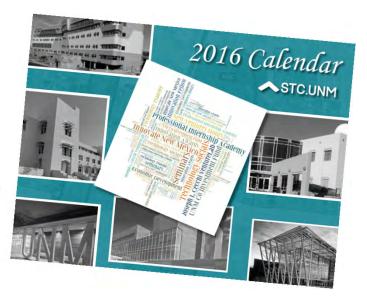


THE UNIVERSITY OF NEW MEXICO

Support and promote UNM faculty

- Calendar and home page functions
- Innovation Awards
- NAI Fellow applications









- Expand STC's technology capacity to expand its network (virtually)
 - More video on website (inventors, others)
 - Remote event access (STC ECHO, others)

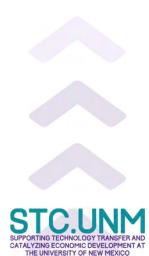




THE UNIVERSITY OF NEW MEXICO

Building a Rainforest in the Desert FY 2017

Metrics



Pipeline Metrics

	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017 (Goal)	FY 2017 (Actual)	% of Goal
Disclosures	138	119	125	102	115	114	99%
New U.S. Patent Applications Filed	117	95	99	77		68	
Issued U.S. Patents	51	45	46	69		74	
Option/License Agreements	63	56	50	54	50	58	116%
Start-up Companies	9	9	9	12	10	12	120%
Patent Expenses Licensee Initiated STC Initiated 	\$404,314 \$852,692	\$632,041 \$844,577	\$647,381 \$962,741	\$580,294 \$1,080,511	\$545,000 \$841,670	\$690,153 \$845,506	127% 100%
License Revenues	\$1,702,015	\$1,072,923	\$2,043,291	\$1,927,045	\$1,500,000	\$1,335,632	89%
Patent Cost Reimbursement Revenues	\$487,427	\$646,026	\$686,256	\$623,677	\$545,000	\$714,805	131%
Combined License & Patent Cost Reimbursement Revenues	\$2,189,442	\$1,718,949	\$2,729,547	\$2,550,722	\$2,045,000	\$2,050,437	100%



Pipeline Metrics

	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017
Inventor Visits	325	485	622	423	503
Investor Presentations/Meetings (in-person)	48	76	150	97	27
Telephone Presentations to Investors	5	4	12	3	9
Entrepreneur Visits	80	157	135	92	143
International Visits (prior years information not available)			202	226	491
Outside Inventor Visits Outside Inventor Agreements Signed	14 1	13 2	9 1	16 2	7 1
Company Visits	168	201	300	263	227
Innovate ABQ Visits (information prior to FY 2015 not available)			107	87	30
Business Plan Team Visits Elevator Pitch Coaching Student Meetings	5 2 	4 1 	7 4 	2 3 15	0 3 9
Confidentiality Agreements Signed	85	62	43	68	49
Inter-Institutional Agreements Signed	10	10	28	18	6



Marketing Activities

Novelty Searches

Performed 91 for technologies in FY2017 Q1-Q4

Information Disclosure Statements

• 472 references collected in-house in FY2017 Q1-Q4

Non-Confidential Summaries (NCSs)

• Drafted 70 NCSs in FY2017 Q1-Q4

Marketing/Event Campaigns

- Executed 74 email campaigns for technologies in FY2017 Q1-Q4
 Approx. 323 technologies marketed
- Executed 81 email campaigns for outreach/events in FY2017 Q1-Q4



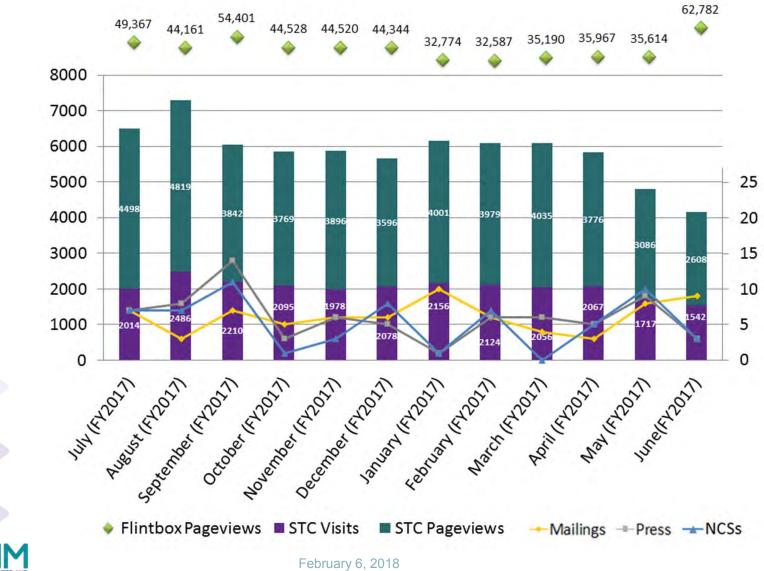
Marketing Data FY 2017

- Of the 74 email campaigns executed in FY2017 Q1-Q4
 - 2139 marketing interactions from email campaigns
 - 508 interactions from targeted Outlook emails
- Interactions accounted for approx. 64 serious leads in which companies requested more information about technologies
- Sophia Knowledge Management System
 - 265 current inventor users



HE LINIVERSITY OF NEW MEXICO

Marketing Data Chart FY 2017





Fintbox Activities

STC currently has 519 technologies posted on Flintbox

- 516,235 total page views (approximately 34% increase from previous quarter) of 1024 different records in FY 2017 Q1-Q4
- Average of over 1400 views per day
- Most viewed technologies in FY 2017 Q1-Q4
 - <u>End-user direct licensing Q1-Q4</u>: Couette Cell for Demonstrating Laminar Flow (STC Ref. 2009-074)
 - <u>Technology Portfolio Q1</u>: Environmentally Friendly Larvicide Delivery System (STC Ref. 2015-059)
 - <u>Technology Portfolio Q2</u>: HPV Inhibiting Vaginal Moisturizers (2016-087)
 - <u>Technology Portfolio Q3</u>: Cardiac Biomarker Sensing Based on Nanofluidic Amplification and Resonant Optical Detection (2010-093)
 - <u>Technology Portfolio Q4</u>: Therapeutic Treatment for Polycythemia Vera (2015-098)
- Currently have 10 products available for licensing online
 - o 9 orders from Flintbox in FY 2017
 - 5 orders for Couette Cell for Demonstrating Laminar Flow Apparatus
 - 2 orders for Couette Cell for Demonstrating Laminar Flow (Plan Only)
 - 2 orders for Solar Oven Plans



Jointly-Owned Inventions with Sandia and LANL Activity

	Sandia	LANL
Jointly-owned inventions Active Closed 	196 113 83	41 21 20
Number of commercialization agreements	92	23
Number in which STC has taken lead	67	23
Number of option and license agreements executed with STC as lead	17	6
Number of option and license agreements executed with partners as lead	5	-
Income from option and license agreements with STC as lead	\$10,649,173 ^(a)	\$288,377
Start-ups from option and license agreements with STC as lead	4	2
Income from option and license agreements with partners as lead	\$134,909	\$-0-
Start-ups from option and license agreements with partners as lead	2	-

Currently have 22 outstanding commercialization agreements with Sandia

- 11 new joint inventions with Sandia disclosed during FY 2017
- 7 commercialization agreements with Sandia executed during FY 2017

(a) Gross licensing income composed of pooled technologies that also include other non-jointly-owned technologies



Milken Institute Ranking UNM Ranked 28th for Tech Transfer & Commercialization

Milken Institute Technology Transfer and Commercial

Rank	Institution
1	University of Utah
2	Columbia University
3	University of Florida
4	Brigham Young University
5	Stanford University
6	University of Pennsylvania
7	University of Washington/Wash. Res. Fdn.
8	Massachusetts Institute of Technology (MIT)
9	California Institute of Technology
10	Carnegie Mellon University
11	New York University
12	Purdue Research Fdn.
13	University of Texas System
14	University of Minnesota
15	University of California, Los Angeles
16	University of Michigan
17	Cornell University
18	University of Illinois Chicago Urbana
19	University of South Florida
20	University of California, San Diego
21	Arizona State University
22	University of Central Florida
23	Northwestern University
24	Cleveland Clinic
25	University of Pittsburgh
26	North Carolina State University
27	Harvard University
28	University of New Mexico/Sci. & Tech. Corp.
29	University of Southern California
30	Stevens Institute of Technology
31	The General Hospital dba Massachusetts General Hospita
32	Georgia Institute of Technology
33	Johns Hopkins University
34	Duke University
35	University of Nebraska
36	Mayo Foundation for Medical Education and Research

Rank	Institution
38	University of Colorado
39	University of Missouri all campuses
40	UW-Madison/WARF
41	University of California, Davis
42	Vanderbilt University
43	University of North Carolina Charlotte
44	University of North Carolina Chapel Hill
45	University of Houston
46	Drexel University
47	Oregon State University
48	University of Virginia Patent Fdn.
49	Indiana University Res. & Technology Corp.(IURTC)
50	The Research Foundation for The State University of New York
51	University of Georgia
52	Tufts University
53	University of California, Berkley
54	University of California, San Francisco
55	Ohio State University
56	University System of Maryland
57	Clemson University
58	University of Arizona
59	University of Iowa Research Fdn.
60	Colorado State University
61	University of Akron
62	Princeton University
63	University of Oregon
64	University of California, Irvine
65	University of Massachusetts
66	University of Toledo
67	Memorial Sloan Kettering Cancer Center
68	Beth Israel Deaconess Medical Ctr.
69	Baylor College of Medicine
70	Yeshiva University
71	Rutgers The State University of NJ
72	Emory University
73	Washington State University
74	University of Connecticut
75	Mount Sinai School of Medicine of NYU
76	Southern Illinois University
77	Rice University
78	Texas A&M University System
79	Washington State University Research Edn.

University of Kentucky Research Fdn.

80

CONCEPT TO COMMERCIALIZATION

The Best Universities for Technology Transfer

Ross DeVol, Joe Lee, and Minoli Ratnatunga April 2017

Rank	Institution	
81	Penn State University	
82	The Salk Institute for Biological Studies	
83	University of California, Santa Barbra	
84	Brigham & Women's Hospital Inc.	
85	University of Tennessee	
86	Children's Hospital Boston	
87	University of Arkansas for Medical Sciences	
88	Florida State University	
89	Cold Spring Harbor Laboratory	
90	Utah State University	
91	Louisiana Tech University	
92	Louisiana State University System	
93	Virginia Tech Intellectual Properties Inc.	
94	Oregon Health & Science University	
95	H Lee Moffitt Cancer Ctr & Res Institute	
96	Tulane University	
97	Iowa State University	
98	University of Chicago/UCTech	
99	Temple University	
100	Dana-Farber Cancer Institute	
101	University of Rochester	
102	Portland State University	



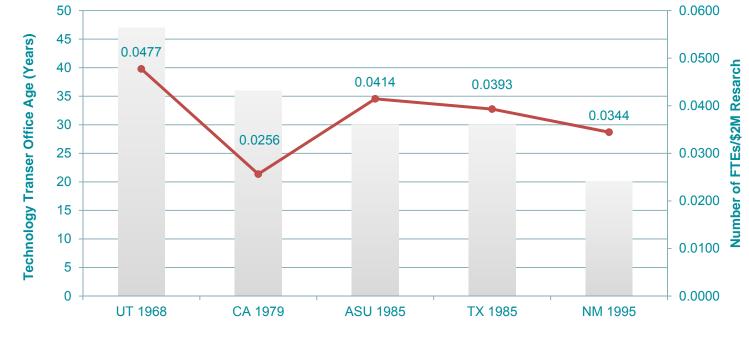
Full-Time Employee Comparison Raw Data

Name of Institution	Year Est.	Milken Rating	Research Expenditures	2015 Licensing FTE	Startups Formed	Lic/Options Executed	Disclosures Submitted
Univ. of Utah	1968	1	\$417,249,441	9.96	16	91	167
Univ. of California System*	1979	15	\$5,268,347,291	67.5	83	277	1648
Arizona State University	1985	21	\$458,412,000	9.5	12	81	270
Univ. of Texas System	1985	13	\$2,666,087,913	52.4	30	252	874
Univ. of New Mexico/STC	1995	28	\$232,271,023	4	9	50	125





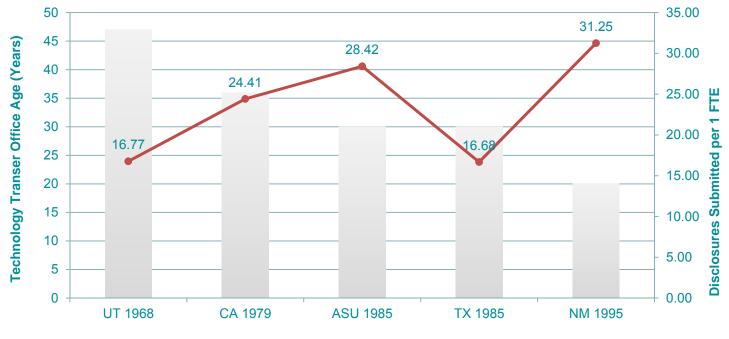
Full-Time Employee Comparison Number of Full-Time Employees/\$2M Research



Technology Transfer Office and Year Established



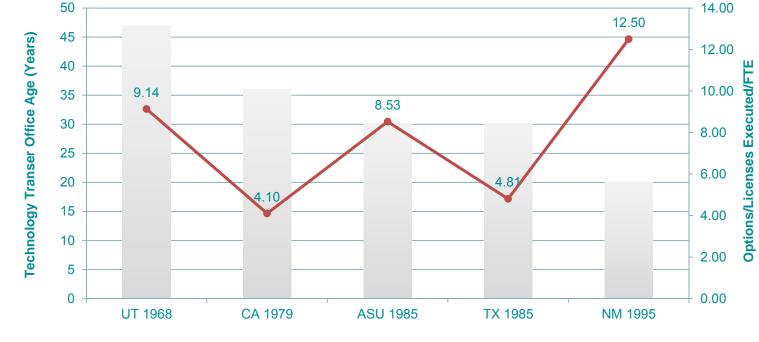
Full-Time Employee Comparison Disclosures/Full-Time Employee



Technology Transfer Office and Year Established

SUPPORTING TECHNOLOGY TRANSFER AND CATALYZING ECONOMIC DEVELOPMENT AT THE UNIVERSITY OF NEW MEXICO

Full-Time Employee Comparison Options/Licenses Executed/1 Full-Time Employee



Technology Transfer Office and Year Established



Full-Time Employee Comparison Start-Ups Formed/1 Full-Time Employee



SUPPORTING TECHNOLOGY TRANSFER AND CATALYZING ECONOMIC DEVELOPMENT AT THE UNIVERSITY OF NEW MEXICO

Building a Rainforest in the Desert FY 2017

Supporting and Promoting UNM Faculty



Inventors Selected for 2017 STC Calendar

By last name alpha order

- Natalie Adolphi
- Ganesh Balakrishnan
- Cristian Bologa
- Mohamed El-Genk
- Daniel Feezell
- Ivy Foo Hurwitz
- Debra MacKenzie
- Wolfgang Rudolph
- Scott Sibbett
- Darko Stefanovic
- Todd Thompson
- Alan Tomkinson



THE UNIVERSITY OF NEW MEXICO



NAI Fellows Nominees



STC nominated four inventors for the National Academy of Inventor Fellows Award



Plamen B. Atanassov



Gabriel P. López



Larry A. Sklar



Cheryl L. Willman



National Academy of Inventors (NAI) 2016 Fellow





Gabriel P. López, Ph.D.

Vice President for Research

Professor, Department of Chemical & Biological Engineering
Founding Director and Member, Center for Biomedical Engineering
The University of New Mexico
Adjunct Professor, Departments of Biomedical Engineering and
Mechanical Engineering & Materials Science, Duke University

Member, STC.UNM Board of Directors 2016 STC.UNM Innovation Fellow



Election to NAI Fellow status is the highest professional distinction accorded solely to academic inventors who have demonstrated a prolific spirit of innovation in creating or facilitating outstanding inventions that have made a tangible impact on quality of life, economic development, and the welfare of society.



National Academy of Inventors (NAI) 2016 Fellow



2017 Fellows Induction Ceremony



2017 Innovation Awards Dinner April 4, 2017



R. Terry Dunlay Founder, President and CEO IntelliCyt Corporation (A Sartorius Company)





- 68 UNM inventors received patents this year
- 67 U.S. patents issued
- 44 patents from UNM main campus
- 23 patents from HSC



2017 Innovation Awards Dinner April 4, 2017

STC.UNM 2017 Innovation Awards – 68 Awards Recipients:



SUPPORTING TECHNOLOGY TRANSFER AND CATALYZING ECONOMIC DEVELOPMENT AT THE UNIVERSITY OF NEW MEXICO

Kateryna D. Artyushkova, Ph.D. Plamen B. Atanassov, Ph.D. Nicu-Viorel Atudorei, Ph.D. Edgar C. Boedeker, M.D. Steven B. Bradfute, Ph.D. C. Jeffrey Brinker, Ph.D. Steven R. J. Brueck, Ph.D. Eliseo Castillo, Ph.D. Bryce Chackerian, Ph.D. Alexandre Chigaev, Ph.D. Seong W. Choi, Ph.D. Vojo P. Deretic, Ph.D. Jean-Claude Diels, Ph.D. Ravi V. Durvasula, M.D. Bruce S. Edwards, Ph.D. Petr G. Eliseev, Ph.D. Steven W. Graves, Ph.D. Sang E. Han, Ph.D. Sang M. Han, Ph.D. Majeed M. Hayat, Ph.D. Mark K. Haynes, Ph.D. Joshua P. Hecker, Ph.D. Elizabeth L. Hedberg-Dirk, Ph.D. Stephen D. Hersee, Ph.D. Mani Hossein-Zadeh, Ph.D.

Jacob O. Agola, Ph.D.

Linnea K. Ista, Ph.D. Ravinder K. Jain, Ph.D. Ying-Bing Jiang, Ph.D. Ronald R. Kay, P.E. Yuliya V. Kuznetsova, Ph.D. Matthew R. Lakin, Ph.D. Richard S. Larson, M.D., Ph.D. Seung-Chang Lee, Ph.D. Gabriel P. López, Ph.D. Julie A. Lovchik, Ph.D. Shuang (Sean) Luan, Ph.D. Debra A. MacKenzie, Ph.D. Melanie E. Moses, Ph.D. Alexander Neumann, Ph.D. Jeffrey P. Norenberg, Pharma.D., Ph.D. Tudor I. Oprea, M.D., Ph.D. Marek A. Osiński, Ph.D. Marios S. Pattichis, Ph.D. David S. Peabody, Ph.D. Dominique R. Perez, B.S. Sudhakar Prasad, Ph.D. Aaron J. Roy Christina Salas, Ph.D. Alexey Serov, Ph.D. Zachary D. Sharp, Ph.D. Mansoor Sheik-Bahae, Ph.D. Andrew P. Shreve, Ph.D.

February 6, 2018

Scott S. Sibbett, Ph.D. Larry A. Sklar, Ph.D. Darko Stefanovic, Ph.D. Zurab Surviladze, Ph.D. Mahmoud R. Taha, Ph.D. Todd A. Thompson, Ph.D. Graham S. Timmins, Ph.D. Charles R. Truman, Ph.D. Angela Wandinger-Ness, Ph.I Timothy L. Ward, Ph.D. Walker R. Wharton, Ph.D. David G. Whitten, Ph.D. Cheryl L. Willman, M.D. Shaorong Yang, Ph.D. Payman Zarkesh-Ha, Ph.D.

2017 Innovation Awards Dinner April 4, 2017

David S. Peabody, Ph.D.

Innovation Fellows:

Dinner

Awards

2017 Innovation

- Dr. Bryce Chackerian
- Dr. David Peabody



February 6, 2018

Innovation Fellow

Dinner

Bryce Chackerian, Ph.D.

STC.UNM

Wards

2017 Innovation Awards Dinner

April 4, 2017

- STC raised \$30,500 from several of its patent law firms for sponsorships
- The sponsorship levels were gold, silver, bronze, and other sponsors:
 - Gold level: MH2 Technology Law Group; Shore Chan DePumpo LLP; Valauska Corder
 - Silver level: CoSud Intellectual Property Solutions; Vogt IP; Mueting, Raasch & Gebhardt
 - Bronze level: Nusenda Credit Union; Schwegman/Lundberg/Woessner; Signet Development
 - Other: Gonzales Patent Services
- The funds were used to provide honorariums to inventors:
 - **Solution** \$250 per issued patent to each inventor
 - □ \$2,500 to each Innovation Fellow
- STC also collected \$413 in registration fees from Innovation Awards Dinner (first time charging for event)



2017 Innovation Awards April 4, 2017





2017 Innovation Awards April 4, 2017

"I just wanted to say thanks for last night. It was a really great event and my family especially enjoyed it."

- Dr. David Peabody, Molecular Genetics and Microbiology

"Thank you so much for yesterday evening's event. I am very appreciative of everything you have done for STC and UNM."

- Dr. Sang M. Han, Chemical & Biological Engineering & NanoScience & Microsystems Engineering





STC WEBSITE





Home News/Events Technologies Inventors Entrepreneurs VentureLab Economic Development About



IN THE SPOTLIGHT...

Natalie L. Adolphi, Ph.D.

Follow us @stcunm



Website Statistics FY2017 Q1-Q4

- STC Main Website 24,523 total visits (+2.6% from previous FY), 45,878 total page views (-16.7% from previous FY)
- Visits came from 126 different countries



Sponsored Agreements Assistance Provided to UNM – Q1 & Q2

- Jovan Heusser, Director of Commercialization
- Briana Wobbe, Innovation Specialist
- Melissa Castillo, Innovation Assistant

UNM Health Sciences Center Agreements

- VA MOU (UNM HSC)
- NDA with JnJ Innovation (Wandinger-Ness)
- NDA with Bob Silverman (numerous)
- MTA with University of Michigan (Liu)
- NDA with Allomek (Ozbun)
- NDA with Individual (Hill)
- NDA with Sam Medical (Salas)
- NDA with Vaxine (Bhaskar)
- NDA with Linneaus Therapeutics (Prossnitz)
- Review of MDACC Agreements (Pasqualini)
- SRA with NTxBio (Wu)
- SRA with DCI Biologics (Larson)
- SRA with American Diabetes Association (Liu)
- NCI NeXT Proposal (Hill)
 - IMA = Industrial Membership Agreement
 - IPMP = Intellectual Property Management Plan
 - MOU = Memorandum of Understanding
 - MTA = Material Transfer Agreement
 - NDA = Non-Disclosure Agreement
 - SOW = Statement of Work
 - SRA = Sponsored Research Agreement

***** UNM Main Campus Agreements

- STTR/AOR with MicroGrid Labs (Mammoli)
- Subaward National Academy of Sciences/Keck (Moreau)
- Master Research Agreement with Honeywell
- ARPA-E Award (Atanassov)
- SOW with KINAC (Blandford)
- NDA with AFCC/UNM/STC (Atanassov)
- SRA with Ceramatec (Garzon)
- IPMP with DOE and Illinois Institute of Technology (Atanassov)
- IMA with Purdue/CISTAR (Datye)
- CRADA with United States Air Force/COSMIAC (Kief)
- APA with General Motors (Datye)
- STTR with J.T. McGraw and Associates (Zak)
- BMA with Battelle Energy Alliance/Idaho National Laboratory (UNM)
- SRA with CFD Research Corporation (Atanassov)
- IPR with NATO (Portillo)
- LANL MOU Extension (UNM)
- NDA with Adaptive Biotech (Brinker)



Sponsored Agreements Assistance Provided to UNM – Q3

- Jovan Heusser, Director of Commercialization
- Briana Wobbe, Innovation Specialist
- Melissa Castillo, Innovation Assistant

WINM Health Sciences Center Agreements

- VA MOU (UNM HSC)
- Review of MDACC Agreements (Pasqualini)
- SRA with AAVP (Pasqualini)
- NDA with Beacon Discovery (Oprea)
- PSA with Revere Pharmaceuticals (Wandinger-Ness)

***** UNM Main Campus Agreements

- STTR/AOR with MicroGrid Labs (Mammoli)
- SOW with State of Israel (Garzon)
- BMA with Battelle Energy Alliance/Idaho National Laboratory (UNM)
- MTA with Pioneer (Facette)
- SRA with CFD Research Corporation (Atanassov)
- LANL MOU Extension (UNM)
- NDA with Spire Technology (Tawk, Costantine)
- NDA with Senspex (Pattichis)
- NDA with Academic Technology Ventures (Pattichis)
- MTA with Adaptive Biotech (Brinker)
- MTA with Pioneer (Facette)
- Subaward from CUNY (Neel)
 - o BMA = Blanket Master Research Agreement
 - MOU = Memorandum of Understanding
 - MTA = Materials Transfer Agreement
 - NDA = Non-Disclosure Agreement
 - SOW = Statement of Work
 - PSA = Professional Services Agreement
 - SRA = Sponsored Research Agreement
 - STTR = Small Business Technology Transfer



Sponsored Agreements Assistance Provided to UNM – Q4

- Jovan Heusser, Director of Commercialization
- Briana Wobbe, Innovation Specialist
- Melissa Castillo, Innovation Assistant

WINM Health Sciences Center Agreements

- VA MOU (UNM HSC)
- Review of MDACC Agreements (Pasqualini)
- SRA with AAVP (Pasqualini)
- PSA with Revere Pharmaceuticals (Wandinger-Ness)
- SRA with University of Pretoria, South Africa (Muttil)

***** UNM Main Campus Agreements

- SRA with Exxon Mobil (Abdullah)
- SFA with Los Alamos National Labs (Clark)
- SA with Penn State University (Johnson)
- GA with Beckman Foundation (Acosta)
- MOU with GINET/CAF (UNM)
- SRA with CFD Research Corporation (Atanassov)
- STTR with Crystal Mirror Solutions (Sheik-Bahae)
- LANL MOU Extension (UNM)
- MTA with Adaptive Biotech (Brinker)
- MTA with Pioneer (Facette)
- Subaward from CUNY (Neel)
 - GA = Grant Award
 - MOU = Memorandum of Understanding
 - MTA = Materials Transfer Agreement
 - NDA = Non-Disclosure Agreement
 - PSA = Professional Services Agreement
 - SA = Services Agreement
 - SFA = Subcontract Form of Agreement
 - SRA = Sponsored Research Agreement
 - STTR = Small Business Technology Transfer



Task Force on Enhancing Corporate-Funded Research

- General objectives
 - Assess the current mechanisms by which UNM is successful in securing industrially-funded research
 - Propose new initiatives that are likely to enhance our competitiveness in this area
 - Develop mechanisms for assessment of new initiatives that are implemented
- Members
 - Chairs: Dr. Gabriel Lopez and Dr. Richard Larson
 - Lisa Kuuttila, CEO, STC.UNM
 - Jeff Norenberg, Radiopharmaceutical Sciences
 - Steven Brueck, Center for High Technology Materials (CHTM)
 - Eric Prossnitz, Internal Medicine
 - Jeremy Edwards, Chemistry & Chemical Biology
 - Angela Wandinger-Ness, Pathology
 - Edl Schamiloglu, Electrical & Computer Engineering



Building a Rainforest in the Desert FY 2017

Growing UNM's Entrepreneurial Ecosystem



Cecchi VentureLab Activities FY 2017



- CVL Program Tenants
 - CVL provided services to 7 physical tenants and 13 virtual program participants in FY 2017
 - Physical Tenants
 - Active (6 companies): ActoProbe, LLC; ElectroSeq, LLC; EquiSeq, Inc.; BioSafe Technologies; Air Force Research Laboratory; BlueCom Systems
 - Inactive (1 company): Zocere, Inc.
 - Virtual Program Participants
 - Current Active (9 companies): Versus Research; Enthentica, Inc.; Kyle Guin; CleanSpot, Inc.; Yedoma Consultants; Sandia Bio; Vision Quest; ODMR Technologies; James Constanza
 - Inactive (4 companies): Quorum Therapeutics; Armonica Technologies;
 Scientific Instruments, LLC; Mike Wallace & Assoc.
 - Prospective Participants
 - TruSecSys; Dynamic Photonics; Aquila; Sun Mountain Capital; VIC Technologies; New Mexico Angels; Bullrun Capital; Nob Hill Therapeutics; Nano SW; Damour





Cecchi VentureLab Activities



CVL Research Projects

• Armonica

- o Research on 2015-16 acquisition activity in the sequencing industry
- Researched product lines in DNA sequencing/nanopore sequencing market; provided Medtrack reports, Frost & Sullivan reports; researched and provided recent publications, news articles and company insights

BioSafe Technologies

• Found company contacts for BioSafe to reach out to

• CleanSpot (ActiveClean)

• Researched consumer product companies for outreach

• Enthentica

- Brochure formatting
- o Research and drafting of whitepaper
- Research on FPGA market; provided market reports
- EquiSeq
 - Researched contact info for trainers and equine vets in the Southwest

• Pencil-In (Kyle Guin)

Researched requirements to build an iOS App





Cecchi VentureLab Activities (continued)

FY 2017



CVL Research Projects

- Quorum Therapeutics
 - Researched grant info
 - Provided market reports
 - o Researched venture companies contact info

Vision Quest

• Provided Frost & Sullivan market research reports

• Sandia Bio

- Created Survey Monkey and Mail Chimp accounts
- Created survey to go out to research labs of company's offerings
- Zocere
 - Researched obtaining NeuroLicensing report
 - Assisted with PowerPoint presentation slides





New Mexico Transplant CEOs

Company	Year	Transplant from
OptiPulse	2016	Connecticut
Enthentica	2016	Georgia
ElectroSeq LLC	2014	Maine
SolaranRx	2014	Pittsburgh
EcoPesticides International, Inc.	2013	Pittsburgh
Eta Diagnostics (Sandia Electro-Optics Corporation)	2013	New York
Biophagy LLC	2013	Boston
Oligocide	2011	Washington
Avisa Pharma	2011	Pennsylvania
AgilVax	2011	Pittsburgh
Respira Therapeutics	2010	California
NanoMR	2007	California
Intellicyt	2006	Pittsburgh

33% of STC's New Mexico active start-up companies have transplant CEOs



University Start-Ups Demo Day

- National Council of Entrepreneurial Tech Transfer (NCET2)
- Avisa Pharma one of only 35 companies selected as a "Best University Start-Ups 2016"
- Demo Day audience of Global 1000/Fortune 500 companies, venture capitalists and angel investors





New Ventures Café

- New Ventures Café with SCORE, New Mexico Angels, and ABQid
 - Held on the last Friday of each month:
 - o September 30, 2016
 - o October 28, 2016
 - o January 27, 2017
 - o February 24, 2017
 - o March 31, 2017
 - o April 28, 2017 with ABQid
 - o May 19, 2017
 - June 30, 2017 (with VR of Lobo Rainforest Housing)
 - Mentors meet with UNM students, faculty, and start-ups to discuss technology/business ideas







New Ventures Café

Friday, September 30, 9:00am - 12:00pm Cecchi VentureLab (next door to STC) 801 University Bivd SE, Suite 102, Albuquerque, NM 87106

Come by, grab a cup of coffee, talk about your idea or business with a SCORE Mentor, and network with other entrepreneurs!

SCORE's mentors are successful business people and entrepreneurs who want to give back to the community by helping other entrepreneurs become and stay successful. The Albuquerque SCORE Chapter, with about 1,200 years of business experience, have joined in a partnership with the STC.UNM to provide one-on-one, free, and confidential mentoring to UNM students. SCORE will be hosting mentoring sessions for UNM inventors and students each Friday morning beginning September 30, and inventors/students can come as often as they need to. With support from a SCORE mentor you can:

- Test a business concept
- Build a business development roadmap
- Check your business readiness
 Start, grow or exit a business
- Learn the business of running a business
- Broaden your business-to-business networking
 And more...

Please register at: <u>http://NewVenturesCafe.eventbrite.com</u> and a passcode will be provided to you to allow for free parking at the pay station in the parking garage.

SCORE has been helping small businesses start and grow in the Albuquerque area for 42 years through mentoring and workshops and seminars. SCORE is the largest National resource partner of the Small Business Administration (SBA) with about 13,000 SCORE volunteers sharing their time and talents to help America's small businesses.





NEW Start-Up Options/Licenses Signed

FY 2017

- BotAlert, Inc.
 - Option signed
- EquiSeq, Inc.
 - o Option signed
- AAVP Biosystems
 - o Option signed
- Nob Hill Therapeutics
 - License signed
- Osazda Materials
 - o Option signed
- Biosafe Technologies, LLC
 - o License signed
- Revere Pharmaceuticals
 - o Option signed
- Linnaeus Therapeutics
 - o Option signed
- Viewpoint Molecular Targeting
 - Option signed

- PanMuse, LLC
 - Non-Exclusive License signed
- ClearStream Technologies
 - Option signed
- ODMR Technologies, Inc.
 - Option Signed
- FluidViews Inc.
 - o Option Signed
- Microgrid Labs
 - Option Signed
- EquiSeq
 - Licensed Signed
- Pressure Analysis Company
 - Licensed Signed

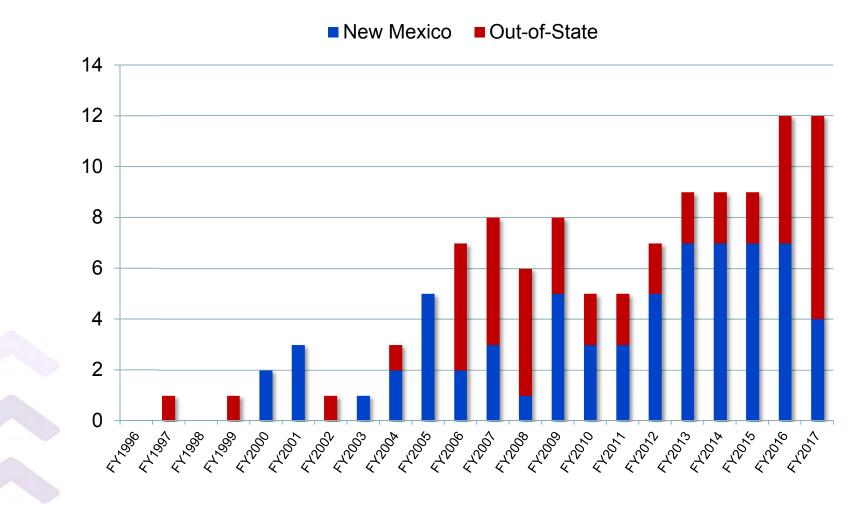


Benchmarking Data on Equity Cash-Outs FY2011 to FY2016

- Licensing revenue received from selling equity
- Surveyed Harvard, Caltech, Columbia, Cornell, Michigan, Yale, Penn, U Washington, UCSD, U Florida, Stanford, and Duke
- Generated between \$0.5 and \$2M in equity cash-outs, with some closer to \$0 in each year
- Some of these outcomes represent a single big cash-out, others are an aggregation of multiple smaller cash-outs within a single year.
- Ending the year >\$5M was relatively rare (7 instances out of 72 total for 2011 to 2016), and only 2 out of 72 instances were above \$10M.



Start-up Companies New Mexico vs. Out-of-State





INNOVATION ACADEMY FY2017 Program Data





581 Students registered for iA as of June 1, 2017

14 Student-run companies currently in business



135 iA approved courses taught each semester

58 Students received academic credit for starting their business

\$1.2 million

in venture funding for student-run businesses

Program progress

- >50% female, >50% students of color, >65% first generation college students
- Students represent 39 different majors
- 350 attendees to the 12-week Start Up School
- Pitch Competitions had over 120 companies/groups and over \$35,000 in prize money
- 14 student companies in operation; over \$1 million in venture funding for student business
- 6-credit accelerator program with Creative Startups
 launching August 2017
- 42 students enrolled in 2+1+2 Associates to MBA



Innovation Academy Activities



- Innovation, Creativity, & Entrepreneurship Student Internship Fairs
 - 16 companies, 100 students attended (August 30 & January 24)
- Student Inventors' Club and Class
- Grants (IA & STC joint)
 - McCune Proposal Submitted 9/30 for "Lobo Games Lab"
 - Creative Start-ups Partnership Mayor's Prize Awardee
 - NSF I-Corps Site Proposal Pending
 - EDA i6 grant proposal Lobo Rainforest Venture Café Gathering Pending



F UNIVERSITY OF NEW MEXICO



Student Internship Fair – Fall 2016 February 6, 2018



Community initiative and to help recognize our student entrepreneurs in the state!

- Hosted by STC.UNM and the UNM Innovation Academy
- November 7, 2016 at 5:30pm @ Bow & Arrow Brewing Co.
- Student entrepreneurs present their innovative ideas for products, services or technologies in 60-90 second presentations before entrepreneurs, investors, and business professionals in the community
- Competition open to students from any university in the state of New Mexico
- Donations of the prize money made at: <u>https://www.gofundme.com/iapitch</u>
- Students interested in participating can sign up at: <u>https://stc.unm.edu/epc/</u>





November 7, 2016



- 10 Finalists
- 6 Winners split over \$6,000





Sponsors included Jaynes, Signet, Goodman Realty, Creative Start-ups, STC.UNM and Bow & Arrow (donated space)



April 24, 2017



Finalists

- Joseph Graham TABS, a mobile app for bar/brewery/restaurant expedited payment service*
- Torran Kahleck Campus Assistant, a multi-platform chatbot that uses AI to quickly answer queries
- Munji Kahalah Inde Beats, a platform to connect local artists and listeners*
- William Quinn Palmer A bundled & downloadable/copyable collection of public domain information
- Clay Space An entertainment experience fueled by blockchain technology
- Haydn P. Jones Crafted bread that is sustainable, tasty, and cross promotes local breweries and bakeries*
- Keith Flynn App called Weather and a Smile, provides the weather with a joke
- Kyle Guin New software to make data entry into computers painless*
- Kimberly Oostman Online Communication Academy using innovation and remediation to solve communication problems*

*Winners

Sponsors include Bow & Arrow (donated space), Sherwin Williams, and New Mexico Gas Company



- Approximately 90% of pitch winners from past 2 competitions have businesses operating
- 14 student-run companies currently in business
- \$1.2 million in venture funding for student-run business





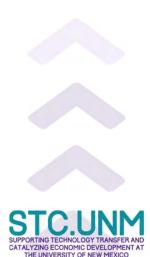
Student Spotlight – Clay Space

- Innovation Academy student
- Participated in Spring 2017 pitch competition
- Business idea is an entertainment experience fueled by blockchain technology
- Attended European Innovation Academy in Italy this summer
- Raised over \$1 million in crowdfund campaign in less than 48 hours to fund his company, Back to Earth Productions.



Building a Rainforest in the Desert FY 2017

Communications



Fall 2016 Newsletter

Expanded to a 12 page newsletter!





Spring 2017 Newsletter



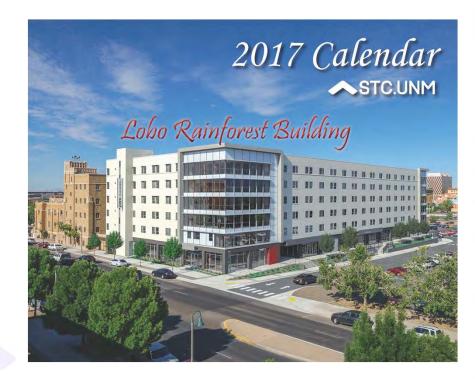


Marketing Collateral



SUPPORTING TECHNOLOGY TRANSFER AND CATALYZING ECONOMIC DEVELOPMENT AT THE UNIVERSITY OF NEW MEXICO

Marketing Collateral 2017 STC Calendar









Wolfgang Rudolph, Ph.D.

April

Todd A. Thompson, Ph.D.

May



Mohamed S. El-Genk, Ph.D.







Natalie L. Adolphi, Ph.D.

Daniel F. Feezell, Ph.D.

August

Cristian G. Bologa, Ph.D.







Darko Stefanovic, Ph.D.

Debra A. MacKenzie, Ph.D.

Ganesh Balakrishnan, Ph.D.

December





Ivy Foo-Hurwitz, Ph.D.



Scott S. Sibbett, Ph.D.



Alan E. Tomkinson, Ph.D.







Marketing Videos

Metal Phosphide Nanomaterials (2015-041)



IntelliCyt Corporation

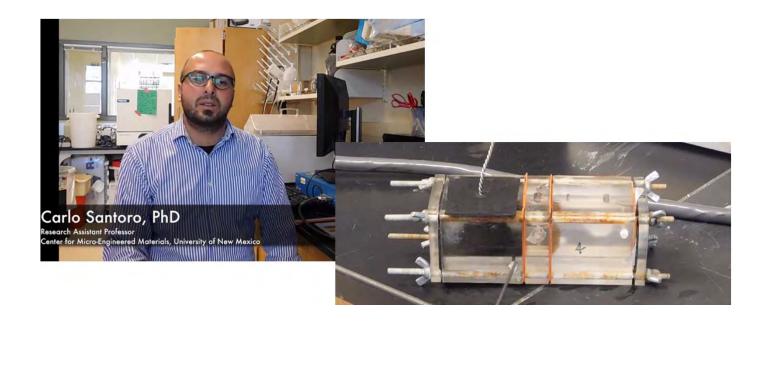


CATALYZING ECONOMIC DEVELOPMENT AT THE UNIVERSITY OF NEW MEXICO



Marketing Videos

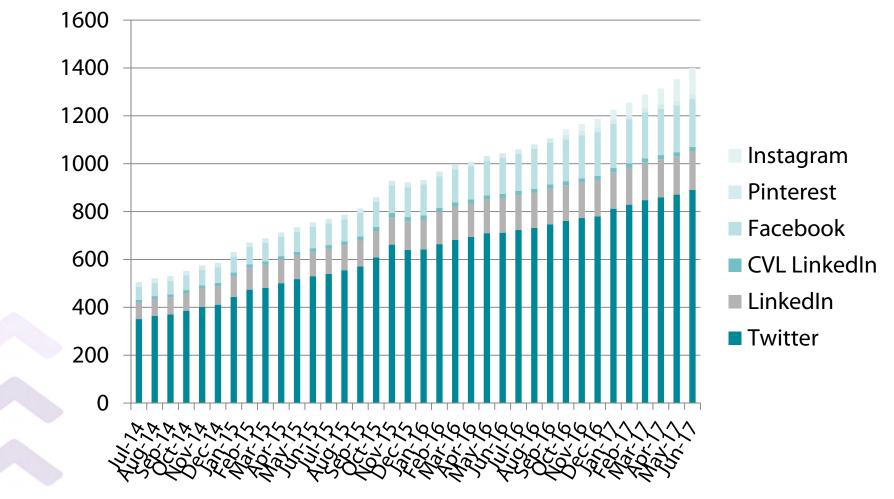
 Supercapacitive Bioelectrochemical Systems for Water Treatment and Water Desalination (2015-106)





Social Media Activities

Over 1,400 Followers





News Articles

- 32 press releases drafted by Denise Bissell and posted to the STC website in FY 2017 Q1
- 17 press releases drafted by Denise Bissell and posted to the STC website in FY 2017 Q2
- 16 press releases drafted by Denise Bissell and posted to the STC website in FY 2017 Q3
- 20 press releases drafted by Denise Bissell and posted to the STC website in FY 2017 Q4

Total articles: 85



STC Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities – FY 2017 Q1

- Innovate ABQ Groundbreaking, July 12, 2016
- "Artist Talk Featuring Matt Shlian, Paper Engineer," Matt Shilan, Member, Paper Engineer, University of Michigan, August 10, 2016
- "Q&A with Paul Singh," Paul Singh, Entrepreneur and former Partner at 500Startups, August 24, 2016
- Innovation, Creativity, & Entrepreneurship Internship Fair hosted by Innovation Academy/STC, August 30, 2016
- Innovation Academy Speaker Series, Simon Arkell, CEO, Predixion Software, September 13, 2016
- New Ventures Café with SCORE, September 30, 2016
- Innovate New Mexico Technology Showcase, October 11, 2016







STC Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities – FY 2017 Q2

- New Ventures Café with SCORE, October SCORE
 28, 2016
- Rainforest Student Pitch Competition, November 7, 2016
- STC Seminar: "From Invention to Patent--A Peek Into the Inner Workings of the U.S. Patent Office," December 6, 2016
 - Presented by Timothy Hsieh and Bryan Wilson, MH2 Technology Law Group LLP







'ETITION





STC Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities – FY 2017 Q3

- Internship Fair, January 24, 2017
- Entrepreneurial Leadership Program, January 27, 2017
 - Presented by Dr. Robert Delcampo
- New Ventures Café with SCORE, January 27, 2017, February 24, 2017, March 31, 2017
- STC Seminar: "How to Launch a Web App," March 28, 2017
 - Presented by Marios Pattichis, Dept. of ECE











STC Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities – FY 2017 Q4

- STC Seminar: Protection and Use of Creative Materials: Copyright Rights and Wrongs", April 5, 2017
 - Presented by Chuck Valuskas, Patent Attorney
- STC Seminar: "Patent Issues for Immunotherapy Inventions", April 6, 2017
 - Presented by Chris Gram, Patent Attorney
- STC Seminar: "The Role of Patents in Repurposing and Rescuing of Old Drugs", April 13, 2017
 - Presented by Kenneth Webber, Patent Attorney
- Innovate New Mexico Technology Showcase, April 18, 2017
- Rainforest Pitch Competition, April 24, 2017
- New Ventures Café with SCORE, April 28, 2017, May 19, 2017, June 30, 2017
- Entrepreneurs Faculty Network, June 15, 2017





Connections

- NMBIO*
- New Mexico Angels*
- Coronado Ventures Forum*
- Global Chamber of New Mexico*
- Greater Albuquerque Chamber of Commerce
- New Mexico Tech Council
- Silicon66

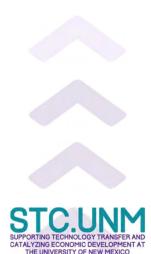
*STC staff is a member of the board.



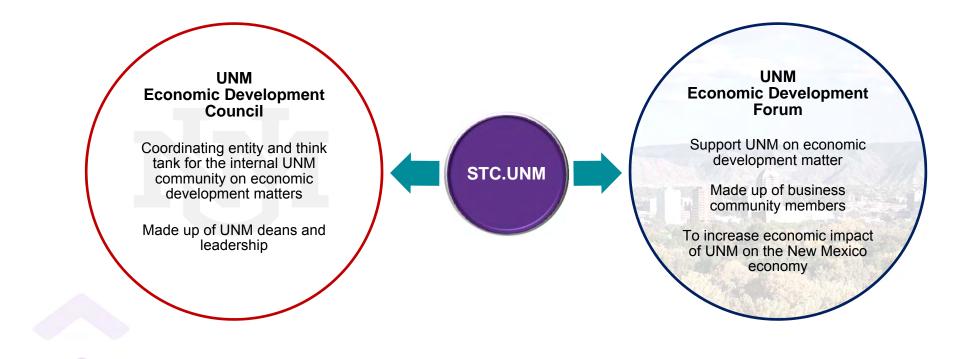


Building a Rainforest in the Desert FY 2017

Economic Development



STC'S ECONOMIC DEVELOPMENT ACTIVITIES





ECONOMIC DEVELOPMENT ACTIVITIES

UNM Economic Development Forum

- Over 200 members from the business community
- Monthly meetings beginning August 24, 2012
- FY 2017 topics/presenters:

Speaker	Date	Presentation Topic	
Charles Call, CleanSpot, Inc.	5/11/2017	CleanSpot, Inc. overview	
John Chavez, New Mexico Angels	4/13/2017	Update on New Mexico Angels and NM Start-up Factory	
Ted Miller, Executive Director, Education Trust Board of New Mexico	3/9/2017	Education Trust Board of New Mexico	
Chaouki Abdallah, Acting UNM President	2/9/2017	UNM Economic Development Activities	
Richard Larson, Executive Vice Chancellor and Vice Chancellor of Research, UNM Health Sciences	1/19/2017	Discussing the GrowBio Report	
Gary Tonjes, AED, President	12/15/2016	AED Activities	
Robert Frank, UNM President	10/20/2016	UNM's Economic Development Activities	
Charlie Wisoff, CEO, CivNet	09/15/2016	Overview of CivNet	
Matthew Fetrow, AFRL	08/18/2016	Technology Engagement, Air Force Research Laboratory – New Mexico	
Larry Sklar, UNM CMD	7/21/2016	The Intellicyt Story	



ECONOMIC DEVELOPMENT ACTIVITIES

UNM Economic Development Council

- 32 members
- Monthly meetings beginning June 26, 2013
- FY 2017 topics/presenters:

Speaker	Date	Presentation Topic
Will Gleason, Dekker/Perich/Sabatni	8/25/2016	Lobo Rainforest Building Presentation with D/P/S and Jaynes
Sandra Begay, Sandia, Indian Energy Program Lead	9/22/2016	DOE Office of Indian Energy – Overview of Priorities
Rob Delcampo, UNM Innovation Academy	10/27/2016	Update on Innovation Academy
Ann Simon, ED Program Manager, MRCOG	12/1/2016	Mid-Region Council of Governments of New Mexico
Matt Fetrow, Tech Engagement Lead, AFRL-NM	1/26/2017	AFRL Technology Engagement
Matt Geisel, Cabinet Secretary, NMEDD	2/23/2017	New Mexico Economic Development Department Activities
Mary Monson, Senior Manager, Industry Partnerships, Sandia	3/23/2017	Sandia &University of New Mexico Partnering
Lisa Kuuttila, CEO, STC.UNM	4/27/2017	Lobo Rainforest Building updates and Economic Development Metrics Subcommittee updates
Chaouki Abdallah, Acting President, UNM	5/25/2017	Update on UNM Activities



STC.UNM Building a Rainforest in the Desert – Catalyzing Economic Development:

Economic Development Activities

- Conduct two economic development surveys
 - External Business Community May 2013, June 2014, July 2015, July 2017
 - Internal UNM Community October 2013, September 2014, October 2015, plan for October 2017
- External Business Community survey is being conducted now and will close July 31, 2017.





Innovate ABQ – Lobo Rainforest Building



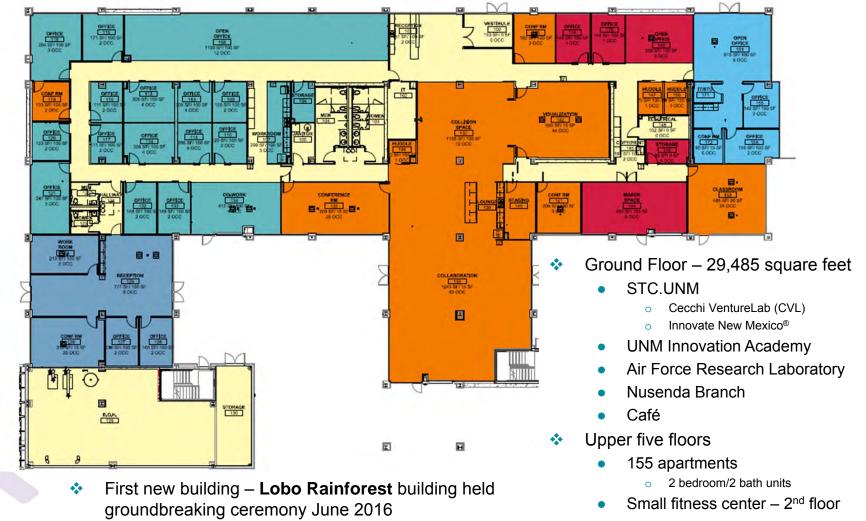


Innovate ABQ Lobo Rainforest Building





Innovation ABQ Lobo Rainforest Building



- SUPPORTING TECHNOLOGY TRANSFER AND CATALYZING ECONOMIC DEVELOPMENT AT THE UNIVERSITY OF NEW MEXICO
- 158,830 square foot, Six story building

Lobo Rainforest Building

Naming Opportunities



Pricing:

٠	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



Lobo Rainforest Building Naming Opportunities

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.
- Available naming opportunity \$15,000



Proposed: STC Board Conference Room



Grow Innovate New Mexico®

Members: STC.UNM, New Mexico State University, New Mexico Tech, Sandia National Laboratories, Los Alamos National Laboratory, Air Force Research Laboratory

INNOVATE NEW MEXICO®

Discover The State of Innovation





Innovate New Mexico[®] Technology Showcase October 11, 2016



- Technologies pitched by inventors included the following:
 - 1. Santoro Block: The Next Generation of Green Products, Wes Cook - New Mexico Tech
 - 2. Imaging Interferometric Microscopy, Steven Brueck UNM
 - 3. Graphene-Based Inorganic-Organic Hybrid Materials, Nikolai Kalugin - New Mexico Tech
 - 4. Zoom Antenna, Julie Lawrance AFRL
 - 5. Next-Generation Energy via Advanced Membrane Technologies, Jeff Nelson Sandia
 - 6. IsoTherm Panel, Andrew Williams AFRL
 - 7. Non-Invasive Agents and Methods of Diagnosing Infectious Disease, Jeff Norenberg - UNM
 - 8. Fusion: The Green Nuclear Energy, Scott Hsu Los Alamos
 - 9. Secure Communication and Confidentiality Using Huffman Coding, Jay Misra - NMSU
 - 10. Low-Energy, Chlorine -Tolerant Desalination Membranes, Laura Biedermann - Sandia
 - 11. Wavy Channel Heat Exchanger, Krishna Kota NMSU
 - 12. Big-Data Solution: Accurate Exploration of Geothermal Energy, Youzuo Lin - Los Alamos



Innovate New Mexico[®] Technology Showcase

October 11, 2016





Innovate New Mexico® Technology Showcase

October 11, 2016

- Out-of-State Companies/Venture Funds in Albuquerque for the Innovate New Mexico Tech Showcase:
 - □ ASD Healthcare
 - Cook Medical
 - Daikin America
 - Due North Innovation
 - Fab Workforce
 - GE Ventures
 - Hyundai Ventures
 - LG Innovation Center
 - MilliporeSigma
 - Osage University Partners
 - Perpetua Partners
 - Phoenix Venture Partners
 - Sensor-Kinesis Corporation
 - □ Sherwin-Williams
 - □ Shimizu Corporation
- Various separate meetings scheduled and held between the companies and UNM start-up companies and UNM inventors to discuss technologies
- Meetings held at STC from October 10 October 14, 2016



Innovate New Mexico® Technology Showcase April 18, 2017

- Technologies pitched by inventors included the following:
 - 1. Pseudomorphic Glass for Space Solar Cells, David Wilt - AFRL
 - Microneedle Sensors to Monitor Health and Human Performance, Ronen Polsky, PhD - Sandia
 - 3. DNA-Based Biosensor, Steve Graves, PhD - UNM
 - 4. Method and System for Purifying Produced Water, Jianjia Yu, PhD - New Mexico Tech
 - Ligand-Directed Targeting and Molecular Imaging Based on In Vivo Phage Display, Renata Pasqualini, PhD and Wadih Arap, MD, PhD - UNM
 - ZIF CO2 Capture, Nasser Khazeni, PhD -NMSU





Innovate New Mexico® Technology Showcase April 18, 2017

















Innovate New Mexico® Technology Showcase April 18, 2017

- Out-of-State Companies/Venture Funds in Albuquerque for the Innovate New Mexico Tech Showcase:
 - Cook Medical
 - Canon BioMedical
 - Dow Chemical Company
 - □ Fab Workforce
 - □ Shimizu Corporation
 - BASF Corporation
 - □ Chinese Consulate in LA
- Various separate meetings scheduled and held between the companies and UNM start-up companies and UNM inventors to discuss technologies

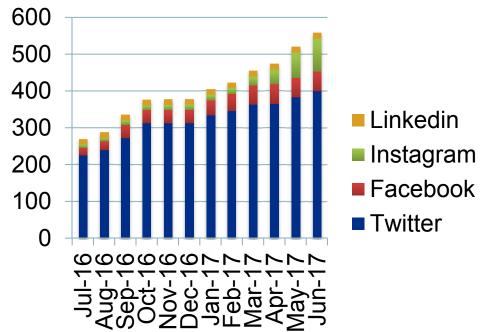


HE LINIVERSITY OF NEW MEXICO

Innovate New Mexico® Website and Social Media



InnovateNewMexico.com Follow @InnovateNewMexico/@InnovateNM





Upcoming Innovate New Mexico® Technology Showcase

INNOVATE NEW MEXICO® Discover The State of Innovation

SAVE THE DATE

October 17, 2017 | Albuquerque, New Mexico

Innovate New Mexico Technology Showcase

Mark your calendars! Due to the success of our most recent showcase, we already set the date for the next one for October 17, 2017 at the Sandia Golf Club in Albuquerque, New Mexico.

Don't miss out on this next occasion to discover research and technology opportunities from the universities and national labs in New Mexico, including the University of New Mexico, the Air Force Research Lab, Los Alamos National Laboratory, Sandia National Labs, New Mexico Tech and New Mexico State University.

Representatives from these leading research institutions, along with start-up companies, and economic development resources in the state of New Mexico will be in attendance!

We hope this allows enough time for you and/or a representative from your organization to attend this collaborative event.

Registration site and more details coming soon! Check out InnovateNewMexico.com to stay up-to-date and see more from our past events.



Using Addmi for event ticketing





Innovate New Mexico Technology Showcase Reserve your spot for the upcoming showcase! This special collaborative event, in sponsorship with PhRMA, will highlight research and technology opportunities, start-up companies, and economic development resources from the leading research institutions in the state of New Mexico.

Air Force Research Laboratory Los Alamos National Laboratory New Mexico State University New Mexico Tech Sandia National Laboratories STC.UNM/The University of New Mexico

http://www.innovatenewmexico.com/



Economic Development Metrics

- STC will work with the UNM Economic Development Council and the UNM Economic Development Forum on the collection and dissemination of these metrics
- Developed a subcommittee of Economic Development Council to discuss how to gather and analyze the metrics
 - Monica Kowal, Craig White, Rob Delcampo, Greg Heileman, Eric Prossnitz, Carol Parker, Stacy Sacco, and Carolina Nkouaga
 - 2 subcommittee meetings in March and May 2016
 - Presentation by BBER to Economic Development Council about possible economic development metrics study
 - Convened in December to discuss best actions for moving forward
 - Obtaining proposals to see what funding will be needed

Target date for baseline data collection will be Fall 2017



Economic Development – International



Conferences and Meetings

Attended Conferences and Meetings

- Osaka University
- KAHM Japan
- Oxford Innovation Office in Japan
- City of Kaga
- 500 startups Japan office
- Osti (Kyushu University)
- Osaka Gas
- City of Kobe
- NPO Community Link
- Osaka Prefecture University, IP department & Office of Sponsored Research
- Roundtable Discussion with City of Sanda, KGU, Mitsubishi Electric, Morita Corporation, and Hyogo Prefecture
- Kansai TLO
- Techno Pro Inc.
- TNO Consulting
- Shimizu Corporation



STC Presentations and Grants

Presentations

- Osaka Gas MOT class
- Kwansei Gakuin University, Research Consortium
- Kwansei Gakuin University, Professor Kimoto's seminar
- Mukogawa Women's University, Professor Kono's seminar

Grants

- MEXT EDGE NEXT proposal, second round with Kyushu University & Osaka Prefecture University
- UNM-Shimizu Corporation proposal
 - Working with Mr. Nakayama, Dr. Quale, Dr. Taha, and Dr. Mammoli on proposal for new research
 - Working on proposal presentation at Osaka University Symposium



President Tsuji, OPU Visit to UNM and STC.UNM

- Received 29 students from
 Osaka Prefecture University
 EDGE program
- Dual Degree Program between OPU and UNM





THE UNIVERSITY of



Chiba Prefecture Delegation Visit to UNM

- Chiba Prefecture is planning to implement a smart grid distribution system at their prefecture.
- 13 city council from Chiba Prefecture visited to Los Alamos National Lab, Sandia National Lab, and UNM







Kansai TLO Professional Internship Academy

- Kansai TLO is the second largest technology licensing office funded by Kyoto University with 7 other partner universities including Ritumeikan, Kyushu, Fukuoka, Wakayama, Nagoya Institute of Technology, and Kyoto Prefectural University of Medicine
- Two professional interns visited in June
 - Dr. Hiro Furuhashi
 - Ms. Naoko Fujita
- Working to have an International Virtual Office Program (\$500 per month) with Kansai TLO





Building a Rainforest in the Desert FY 2017

Training



Speaking Engagements

STC Staff Invited to Present or Speak at Various Events, Meetings and Classes

UNM

- Presentations
 - BME 547 CBE 499/CBE 502 Research Practices, 08/30/16 presented by Jovan Heusser

Organizations Outside of UNM

- Presentations:
 - UNM MarComm Advisory Council, 9/20/16 presented by Arlene Mirabal and Cara Michaliszyn
 - Technology Transfer Tactics Webinar "Best Practices for Managing Your Innovation Showcase to Attract Licensees, Investors and Entrepreneurs," 9/29/16 – presented by Lisa Kuuttila and Cara Michaliszyn
 - o DIUx Visit

International

- Presentations
 - Sanda City, Hyogo Prefecture presented by Eri Hoshi
 - International Summer School hosted by Kumamoto University and Hiroshima University – presented by Eri Hoshi
 - Research Administrator Annual Conference hosted by Fukui University, Kanazawa University presented by Eri Hoshi



Requests for Knowledge

Other University Requests for Information and Knowledge Sharing from STC

- Osaka Prefecture University: Entrepreneurship, University Ventures
- Kyushu University
- Bioscience & Technology Business Center at the University of Kansas: STC structure, start-ups, and Innovate ABQ

Lisa:

Thanks, again, for taking time to visit with me this morning; also, for tolerating my tardiness. The discussion was as enjoyable and instructive as I expected. You and your colleagues have achieved some significant successes in creating a system of start-up companies and entrepreneurship. There is much to emulate. I'm especially intrigued by the Innovation Academy.

On the way out of town I drove by the construction site for Inn ABQ. It is an impressive location. Good luck with the construction and development of that facility.

I appreciate the attached documents. These offer good guidance.

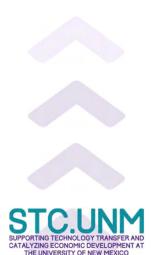
I will assemble some of the BTBC corporate documents you requested. If you need additional information please don't hesitate to ask or call.

Best to you and your staff. Laverne



Building a Rainforest in the Desert FY 2017

Revenue Diversification



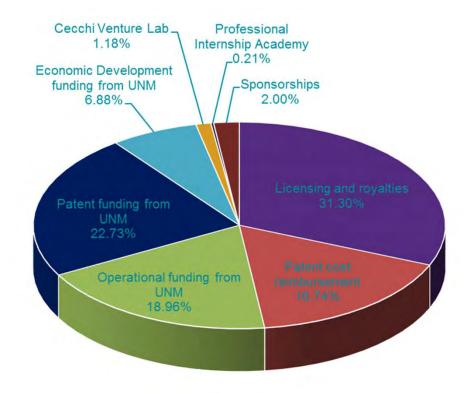
Income Summary

	FY 2016	FY 2017
License Income	\$1,927,020	\$1,335,632
Patent Reimbursement	\$623,677	\$714,805
Training	\$31,364	\$9,000
Grants		
CVL Participation Fees	\$34,431	\$49,344
Sponsorships – Innovate NM	\$29,500	\$42,902
Sponsorships – Pitch competition	\$6,348	\$9,723
Sponsorships – Innovation Awards	\$22,500	\$30,913
Total	\$2,674,840	\$2,192,319

Approximately 6.5% of STC's total revenues FY 2017 (\$141,882) are from sources outside license income and patent reimbursement (as compared to 4.6% in FY 2016 (\$124,143)).



Revenues for FY2017





- Patent cost reimbursement
- Operational funding from UNM
- Patent funding from UNM
- Economic Development funding from UNM
- Cecchi Venture Lab
- Professional Internship Academy
- Sponsorships



STC FY2017

Data, Income Analysis & Forecast



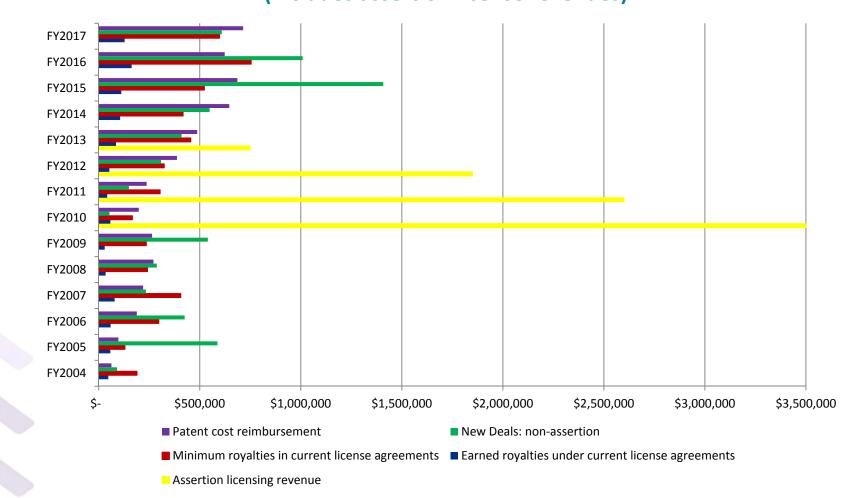


FY2017 Data:

- STC filed first-time patent applications on 57 of the 114 patent disclosures in FY2017 (50% vs. 75% in FY2016)
- STC generated \$734,256 of new (agreements) license revenues in FY2017, representing 55% of total license revenues (vs. \$1,009,115 of new revenues in FY2016 – 52% of total)

Of the 114 total disclosures (patents & copyrights) received in FY2017, representing 78 lead inventors, 34 were first-time inventors (44% vs. 35% in FY2016)

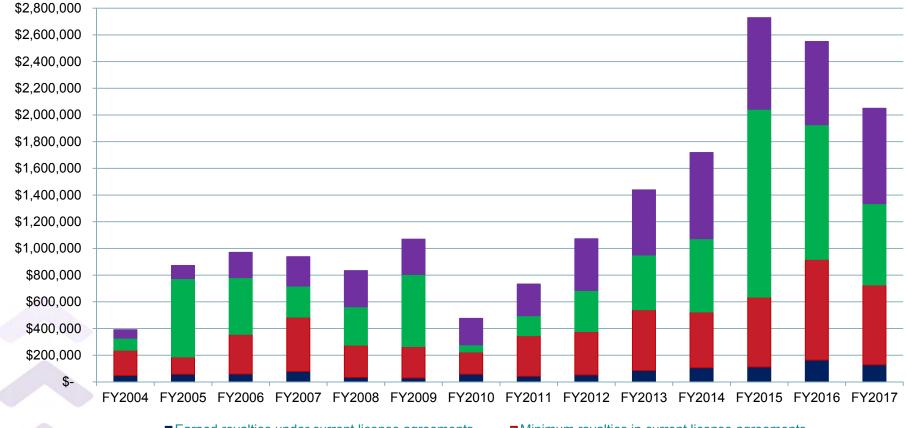




License and Patent Cost Reimbursement Revenues (includes assertion license revenues)



License and Patent Cost Reimbursement Income (excludes assertion license revenues)

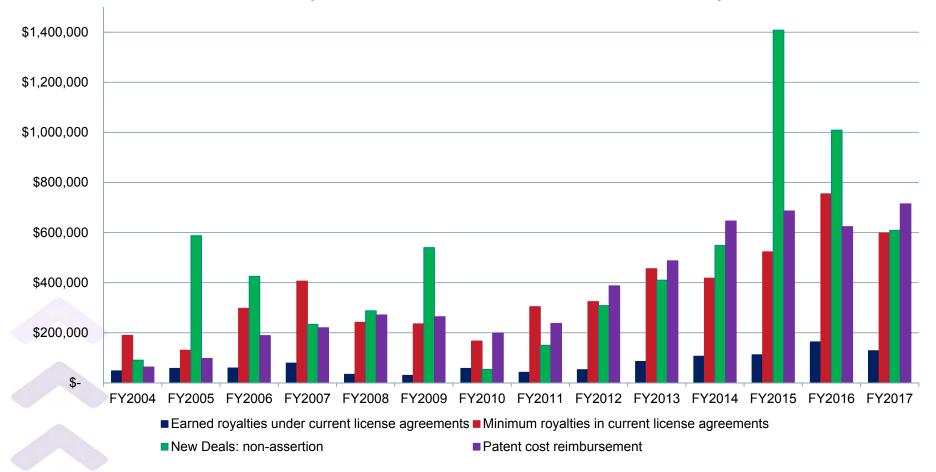


Earned royalties under current license agreements
 New Deals: non-assertion

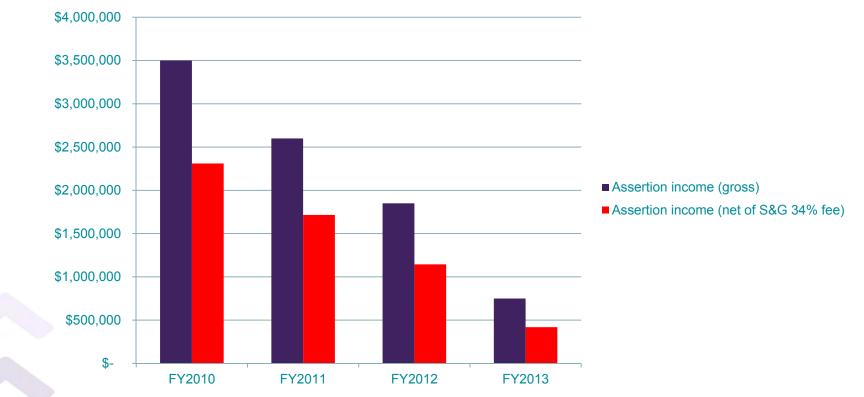
Minimum royalties in current license agreementsPatent cost reimbursement



License and Patent Cost Reimbursement Revenues (excludes assertion license revenue)







Assertion License Revenue

No assertion revenues before FY2010 and after FY2013.



STC License Revenues

Actual & Forecast Assumptions

(same assumptions as prior year projections)

- Minimum numbers for FY2018 through FY2020 represent minimum fees and payments from existing licenses.
- FY2018 mid-level represents approx. \$632,000 of new license income. FY2018 upper end represents \$750,000 of new license income.
- FY2019 mid-level represents \$500,000 of new license income and/or minimums from deals closed in FY2018. FY2019 upper end represents \$600,000 of new license income and/or minimums from deals closed in FY2018.
- FY2020 mid-level represents \$400,000 of new license income and/or minimums from deals closed in FY2018 and FY2019. FY2020 upper end represents \$550,000 of new license income and/or minimums from deals closed in FY2018 and FY2019.
- No equity liquidations included.
- No forecasted terminations of agreements included.
- No unknown substantial earned royalties forecasted.

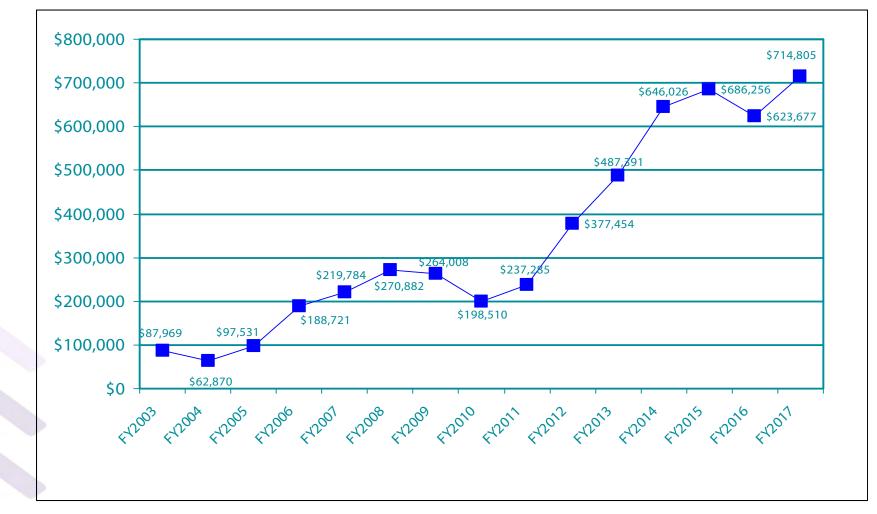


STC License Revenues: Updated 3-year Forecast



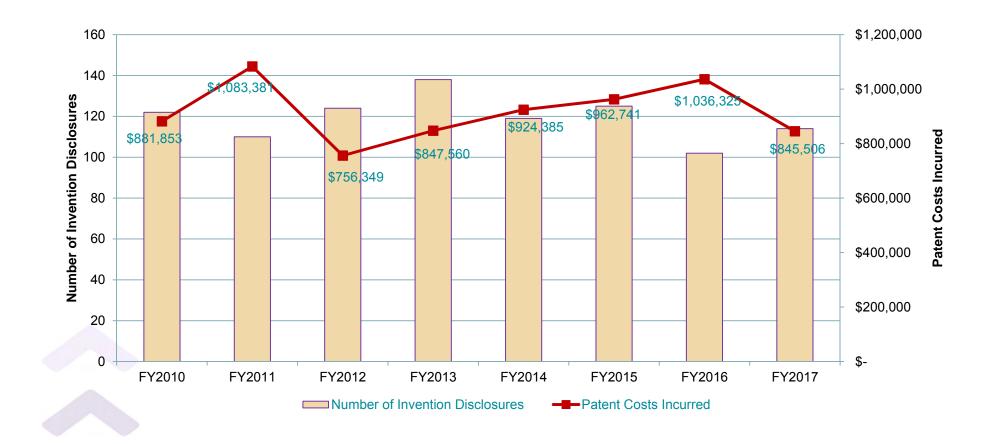


Patent Reimbursement Revenues



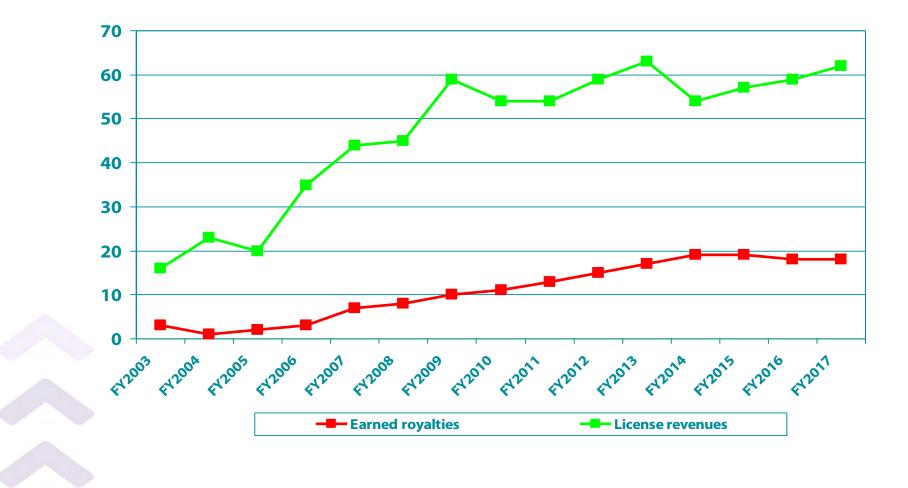


Patent Costs Incurred (STC-initiated; nonlicensee reimbursed)





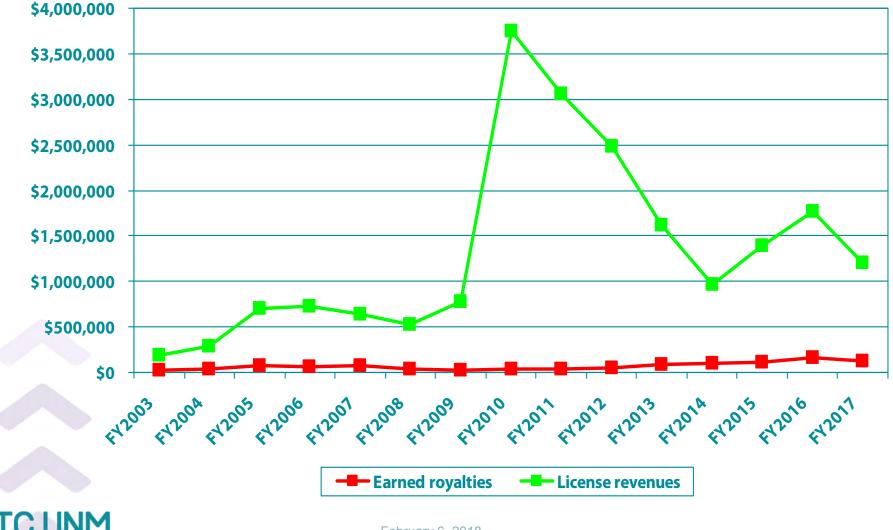
Total Number of Licenses/Options Yielding Revenues





February 6, 2018

Total Dollar Amount of Licenses/Options Yielding Revenues

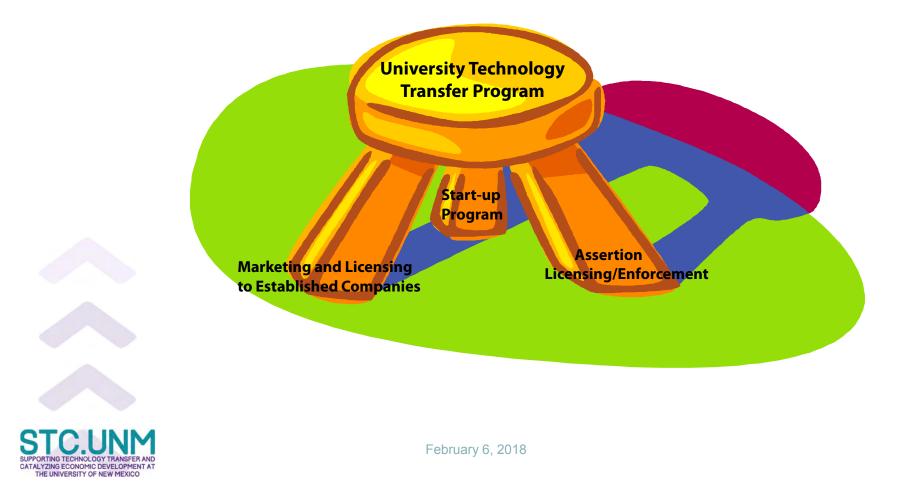




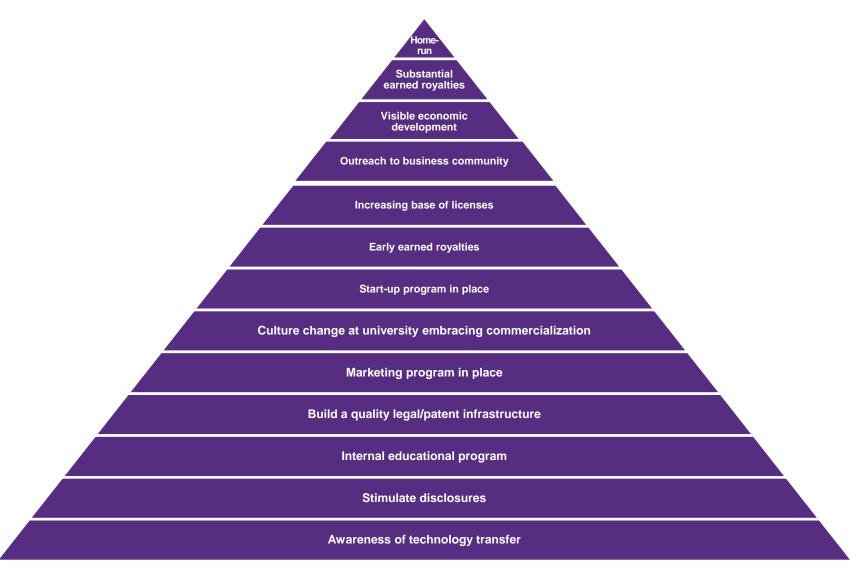
February 6, 2018

STC.UNM: Stage of Maturity

A mature technology transfer program needs all 3 legs of the stool as transfer mechanisms



STC History: Building a Technology Transfer Program



February 6, 2018

Stages of Maturity in Technology Transfer Expected Issues

Early	Mid-Stage	Mature
Faculty cooperation	Marketing (technology and organization)	Assertion licensing
Disclosure growth	Negotiation norms	Inventor disputes
Internal systems	Start-up practices	Contract disputes
Cost management	Events management	Patent litigation
Royalty-sharing policies	Visibility locally	Complaints about licensing practices
Website management		Visibility nationally





Recommendations for the Future Goals and Structure

of the

UNM Division for Equity & Inclusion

Final Report of the DEI Task Force Approved on December 18, 2017

Preamble:

The University of New Mexico is the flagship university of one of the most diverse states in the union. We acknowledge with respect that the University stands upon the traditional territory of Tiwa-speaking peoples, including the Pueblos of Sandia and Isleta, whose historical relationship with these lands continues to this day. UNM carries the responsibility to incorporate the state's diversity and reflect the value of inclusion so central to higher education today.¹ In doing so, it will help redress the state's and the nation's legacies of exclusion and inequality. In September 2017, this task force was constituted by UNM President Chaouki Abdallah to recommend the goals and structure for equity and inclusion that would best enable the university to meet this responsibility.

The land that now makes up New Mexico has been home to Indigenous peoples for millennia, and over recent centuries has diversified with the arrival of a wide variety of other cultural communities. The University of New Mexico is the only research-intensive and minority-serving flagship university in the United States. In this regard, UNM already represents what research-intensive U.S. universities will look like in the future. *We are thus uniquely positioned to innovate in ways that will define and drive the future of public higher education in this country.* Others, including the major federal funding agencies and major foundations, recognize this potential and are betting on us by investing in UNM's infrastructure and mission. As a result, we continue to benefit materially from this identification. Fully embracing this leadership role can only increase those investments in our students and our academic mission—and allow us to carve out new national prominence as the flagship public university truly delivering *both* excellence in research and equity for the nation's diverse communities. Too long have excellence and equity been pitted against each other. This report envisions *excellence-and-equity* as the heart of a more dynamic University of New Mexico.

As UNM fully embraces this transformation, our diversity will offer a powerful strategic path towards excellence. Within the pool of excellent scholars and researchers nationally, there are those who would want to join us in preference to other richer and more renowned universities. Embodying a commitment to equity, diversity, and excellence in all facets of our work can become UNM's moral center and strategic advantage, attracting those who care about the equity-diversity-excellence nexus. UNM has often succeeded when we have truly committed on this terrain, and it represents our most promising path to national prominence in the future.

¹ URL links to trend data for UNM students, staff, and faculty are appended at the end of this document.

Therefore, the central mandate for the re-organized structure envisioned by this task force is to advocate for and help lead the transformation of the University of New Mexico into an institution that embodies the values and practices that New Mexico needs now—and which will be urgently needed in the diverse American university of the future.

Goals of the Re-Organized Division of Equity & Inclusion:²

Two overarching goals will drive the future work of the re-organized DEI structure:

- A. Designing and advocating for the steps, structures, and resources necessary to more assertively advance equity, excellence, and inclusion at all levels of the tenure-track faculty and in central administration; while simultaneously
- B. Consolidating recent progress on diversity, equity, and inclusion at the student and staff levels, and continuing to advance that work on all fronts in order to make it a permanent part of UNM's culture, structure, and self-understanding.

Dynamic DEI leaders should be catalysts, advocates, and educators on both fronts. The reorganized DEI structure will draw both on past recommendations from within UNM and on the best models for equity and inclusion at research universities around the country. The ultimate goal can be articulated in terms of excellence-and-equity, inclusive excellence, or transformational excellence; the common denominator is a university dedicated systematically to linking academic excellence and equity across diversity in ways that transform the entire enterprise. In pursuing these goals, UNM should:

- 1. Create an inclusive and equitable campus climate:
 - a. identify and provide formal role for thoughtful diversity champions in staff, faculty, student and administrative leadership ranks, to advocate and educate on campus climate issues in their respective areas;
 - b. assure full programmatic access for individuals from all backgrounds capable of succeeding in them;
 - c. develop diversity performance goals for the University as a whole and for each College;
 - d. create appropriate metrics for assessing those goals over time;
 - e. implement consistent, regular climate surveys to benchmark and monitor progress toward those goals;
 - f. create incentives for the constant pursuit and achievement of equity and excellence in the academic mission, both in academic units and support services;
 - g. provide high-quality training on implicit bias, bias response, bystander intervention, hate incident response, etc.
- 2. Constantly locate UNM at the intersection of: i) commitment to equity & inclusion; ii) excellence in the academic mission of the flagship research university in a diverse

 $^{^{2}}$ A new name may be appropriate for the re-organized unit, better reflecting its mandate for advancing excellence-and-equity across the entire university. Terms such as inclusive excellence, collective impact, innovation, and transformational excellence might inform such a new name. Whether "Division" is the best organizational term also remains to be determined. Both questions presumably fall under the purview of incoming President Garnett S. Stokes. For convenience and understanding, we here refer to the new structure as "DEI" but do not assume that name will remain.

state and nation; and iii) regularly assessing our progress in pursuing the overlap and interdependence of equity & excellence

- 3. Recruit, retain, professionally develop, and promote a diverse faculty, staff, and central administration; and recruit undergraduate and graduate students from diverse social backgrounds and retain them to successful degree completion
- 4. Nurture a university culture in which students of all backgrounds and interests can thrive because they are supported personally, challenged to develop intellectually, and invited to grow holistically
- 5. Support and recognize innovative and inclusive scholarship, teaching, mentoring, and creative work that engages local communities and contributes to improving the quality of life in New Mexico
- 6. Formulate long-term goals for equity and inclusion that advance UNM's commitment to excellence as a public research university, planning to meet those goals, and holding ourselves accountable for doing so. Planning should define measurable goals and institutionalize structures and practices to buttress UNM's overall commitment and deepen unit-level responsibility on this terrain
- 7. Avoid duplication of efforts elsewhere in the university and the budgetary inefficiencies that result; the focus should fall on dynamic collaboration and leadership rather than retail programming that distracts from that focus

Principles of Excellence Guiding Research, Scholarship, and Teaching at UNM:

The re-organized DEI structure will advocate for research, knowledge production, patient care, and creative work at UNM that:

- Affirms and reflects strong scholarly standards set out by disciplines and interdisciplinary fields
- Encourages robust discussion among specialists across disciplines and interdisciplinary fields in order to stimulate new vantage points and perspectives responsive to complex problems; such dialogue should locate the university community at the emerging edge of human knowledge
- Advances work that expands human understanding of the natural world and society; builds meaning and solidarity within and across human communities; and improves quality of life, health and well-being, educational achievement, and civic engagement in diverse communities
- Engages students and the broader community in reflecting on what constitutes social justice; and supports them in working for social transformation in that direction, both within and beyond the academy
- Supports the development of intercultural understanding and critical consciousness about the world so that faculty and students can become problem solvers in diverse living and working environments
- Is disseminated via excellent peer-reviewed publications and programs as well as in diverse venues intended for broad and diverse audiences

DEI's Current Situation:

DEI does not exist in isolation, but is nested within a University structure facing new opportunities and significant challenges. While a detailed discussion of that is beyond our purposes, we highlight a few UNM-wide opportunities and challenges here that most affect DEI. The opportunities include UNM's remarkable positioning to help meet the needs of American society as social diversity continues to grow; the desire of federal agencies and major national and local foundations to fund efforts to meet those needs; the coming new leadership under President Garnett Stokes; the continuing re-design of UNM's structures and processes; and the chance to better capitalize on longstanding work for equity & inclusion and for academic excellence within the university. The challenges include ongoing declines in state funding, falling numbers of traditional-age college students (and thus tuition dollars), and a political climate that doubts the value of public institutions and higher education despite evidence supporting the centrality of both to economic prosperity and political democracy.

The above challenges mean that UNM is at risk of the fate that appears in store for many mid-tier flagship public universities in the United States, at least those that fail to innovate to confront the challenges: a slow decline into mediocrity as public funding and support dry up. But the above opportunities mean that UNM can escape that fate—if we innovate not in generic ways that simply place us in competition with better-funded institutions elsewhere, but boldly and in ways that reflect the strengths, gifts, and needs of New Mexico and UNM. A central part of the required innovation will be pursuing equity-and-excellence simultaneously and vigorously and at all levels of university life.

DEI currently draws on approximately \$1.1 million/year in funding, 70% of which comes from I&G sources (the core university budget). About 80% of the overall budget goes to personnel costs (30% directly for bridge funding for faculty hiring to support diversity; 50% to internal staffing). The rest of the budget goes primarily toward travel, food, and in-house programming in support of equity and inclusion at UNM. These expenditures have built constituencies and sustained advocacy for equity and inclusion across a variety of UNM settings, particularly vis-à-vis student life and the staff; they have been less successful in assertively advancing excellence, equity, and inclusion in tenure-track faculty hiring-and-promotion processes and within the central administration. A newly empowered DEI structure must do the latter more successfully while continuing to advocate for and advance equity and inclusion in all facets of student life and within the UNM staff. Future University allocations and DEI budgets should reflect these priorities.³

Creating and Empowering the New Organizational Structure:

DEI's future hallmarks must be dynamism and shared endeavor for organizational transformation that places equity-**and**-excellence at the heart of our mission. Doing so successfully will require DEI to become a center of collaboration that drives visionary change

³ Given that one way UNM draws external funding is by invoking our demographic diversity and commitment to equity, the DEI budget should include a portion of F&A flows from external funding and the DEI head should have a collaborative voice in F&A allocation discussions.

across the University, bringing together current champions and future allies in a shared project. That shared project must be supported by university leaders and must *catalyze* rather than substitute for efforts driven by academic, student support, and administrative units. We use the word "catalyze" very intentionally: in chemistry, a catalyst facilitates and drives processes forward, but is not used up in the process. DEI must play this kind of dynamic and catalytic role while using its fiscal and human resources carefully to drive organizational change.

But what kind of project should be front-and-center in DEI's work? The only such shared project that can draw widespread support within and beyond the University will link two commitments: i) valuing equity and inclusion across contrasting social backgrounds, in order to become the pipeline of the diverse future leaders needed by U.S. and global society; and ii) committing to excellence in the academic mission in ways specific to UNM's status as a flagship public *research* university. UNM must build an organizational culture that sees these as interdependent and mutually sustaining, consistently refusing to compromise either.

In turn, achieving the internal dynamism needed to catalyze that shared project will require three kinds of transformations within DEI:

- *Constantly focusing on the core mission*: In order to fulfill its core mission of catalyzing organizational change throughout UNM, DEI must be accepted as a partner and collaborator broadly across the working units of the university. Such collaboration should draw on current diversity champions and recruit new allies who embrace the centrality and urgency of the equity-and-excellence project. Existing champions and new allies can then advocate for this project within their units, and educate their colleagues on how the linkage of equity and excellence can transform research, teaching, and service in their unit by generating new focus and new resources for the academic mission.
- Using DEI's fiscal resources and personnel in ways that maximize impact *on the day-today practices within academic units* and the classroom (and expanding those resources as DEI proves its ability to advance excellence and equity in the academic mission).
- Moving most program provision to supportive units elsewhere in the University (but with ongoing "dotted-line" accountability to DEI), to allow DEI leadership to focus on its core mission and to impact day-to-day academic practices.

The above-defined goals and internal changes will best position DEI to contribute to the transformational changes required for UNM to become all that it needs to be for the residents of New Mexico and for its own students, staff, and faculty. But further changes beyond DEI's internal goals and structure must likewise be in place if institutional transformation for excellence-and-equity is to succeed. Among these larger-scale changes the following stand out:

1. Empowered position within UNM's overall organizational structure:

To succeed in catalyzing efforts at institutional transformation, DEI leadership must have the capacity to intersect regularly with highest-level university leaders. This organizational positioning allows the DEI head to be an agent of transformation by advising strategic decision-making on a day-to-day basis and helping university leaders to constantly articulate overall institutional directions and priorities in light of the shared project. The overall head of DEI should therefore report directly to the UNM President and be a routine participant in deliberations within Academic Affairs, the Health Sciences Center, and administrative matters, including a 'dotted line' relationship with the Provost, Chancellor, and VP for Administration.⁴

This reporting structure will generate the kind of "upward accountability" needed to assure that DEI adheres to overall university mission and priorities and utilizes its resources efficiently and in keeping with the academic mission. This should include internal DEI administrative processes that assure no repeat of oversight failures that occurred in recent years (see the 2017 Internal Audit report for details).

In order to effectively advance the equity-and-excellence project, the overall head of the Division of Equity & Inclusion must be able to credibly represent this shared project to academic and support units at all levels of the University and on all campuses. In particular, efficacy within the research university structure requires that the DEI head be able to draw respect from faculty leaders across disciplines. Thus, s/he should be a tenured member of the faculty (or eligible for tenured appointment) with a strong research profile *and* hold an established track record of advocating for and advancing equity initiatives in higher education. S/he should also enjoy all rights of academic freedom to publish and advocate on issues of equity, inclusion, diversity, and academic excellence. Beneath the overall head, chief diversity officers (or similar title; typically tenured, clinical, or research faculty members compensated via SACs, or highly accomplished staff members) should oversee equity and inclusion initiatives in particular segments of the University.

2. Associated structure of advocates and change agents within each College/School and within all student support and administrative units:

The central DEI structure described above would be too lean to truly catalyze equity-andexcellence at the unit level. To do so, it must draw on credible allies within each College and School, as well as within each large-scale student support and administrative unit. Leaders of each of these key structures will be asked to identify an equity-and-excellence champion from within its own staff or faculty; these positions should be appointed at the associate dean or similar level and compensated appropriately either as part of the

⁴ Under this model, one potential division of labor would have chief diversity officers for north campus; main campus and athletics; and branch campuses. An alternative overall structure would have a Chief Diversity Officer or VP for Equity & Inclusion on main campus and a Vice Chancellor for Equity & Inclusion on north campus, both reporting jointly: i) to the UNM President; and ii) to the Provost and Chancellor, respectively. Under this structure, excellence and equity at the branch campuses could fall under the purview of the existing Branch Liaison role. The right model obviously falls under the discretion of the UNM President.

person's regular job duties (with reductions elsewhere) or via additional compensation (SACs or other).

These College/School/unit advocates should be chosen for their dynamism in advocating for diversity, equity, excellence, and inclusion as core values within UNM's academic mission; and for their credibility vis-à-vis colleagues who can help steer this shared project to success at the unit level. Their mandate must be broad enough to allow them to offer coaching and advice regarding issues of recruitment, hiring, promotion, retention, and campus climate among students, staff, and faculty within their unit and in consultation with the Dean or unit head. These advocates will report directly to the Dean/head of the unit, with 'dotted line' accountability to the head of DEI (which could be delegated to the appropriate chief diversity officer).

These advocates will collaborate with the central DEI staff to identify systemic barriers to diversity, excellence, equity, and inclusion within UNM; and to create levers for change in UNM's organizational culture in order to overcome those barriers. This work will build on past work by DEI, other university-wide advocacy structures, and unit-level diversity champions throughout the university, but do so in ways empowered across all units and coordinated with the overall drive for excellence in the academic mission.

To achieve the dynamic leadership required to drive equity-and-excellence throughout the university, these advocates will need to build a collaborative work process vis-à-vis one another, their Deans/unit heads, and the central DEI staff. This, in turn, will generate the "downward accountability" necessary for DEI staff to stay grounded in the day-to-day work of units at the front line of the academic mission.

3. Allies and critical external reviewers from excellent public research universities nationwide:

To succeed in positioning UNM at the forefront of equity and inclusion work nationally, this effort must also be held accountable to national best practices regarding equity and inclusion and to research university standards of academic excellence. To assure this, UNM should: i) set up a national advisory board of eminent leaders on equity and inclusion at research universities, federal funding agencies, and major foundations to advise UNM leaders and the head of DEI; and ii) institutionalize an equity-and-excellence national peer review board, with a process parallel to the Academic Program Review undergone every seven to ten years by each academic department. Members of the national advisory board might be ideal external reviewers for the equity-and-excellence national review. Ultimately, such reviews might occur on the standard seven-year cycle, but initially they should occur more frequently, perhaps every two or three years.

This structure will generate the "outward accountability" that holds UNM to best national standards of academic research, teaching, and service and inclusive excellence.

The above changes should result in three clear changes from the past:

- First, DEI will be more focused on its core mission, and prioritize its budget accordingly
- Second, that mission will be clearer to all: Advancing excellence-and-equity across all dimensions of the academic mission, in ways that reflect UNM's status as the flagship research university in a diverse state
- Third, that mission will draw on authority, expertise, and commitment from within academic departments and colleges, from top institutional leaders, and from beyond the university—with DEI serving as a catalyst to advance excellence and equity via collaborative and coaching relationships in all those settings

Just as a tree thrives by drawing sustenance and energy from above and below ground, the university's commitment to excellence-and-equity will best thrive if the new DEI structure can draw on vigorous contributions from many partners, both in university leadership and in academic and support units, including those who have championed diversity up to now *and* those who newly embrace this opportunity.

Conclusion: Making UNM a National Leader

Easy language invoking excellence, equity, and institutional transformation will not make UNM what it needs to be for the future. Excellent work on this terrain happens every day at UNM, but not nearly systematically enough. Whether the goal is articulated as excellence-and-equity, inclusive excellence, transformational excellence, or some other term matters less than the hard work to drive daily decisions and practices *simultaneously* toward excellence in the academic mission and toward equity & inclusion for the nation's diverse communities. That combination represents UNM's best roadmap to national prominence *and* to redeeming its ethical obligations to the residents of New Mexico.

We do not offer a detailed blueprint for the path ahead; that blueprint should be the work of the new head of DEI. But clearly, getting excellence-and-equity right *systematically* will require a variety of partial steps, including:

- Sustained organizational discipline to focus on the core DEI mission as defined above
- Small-scale testing of pilot projects on how best to link excellence and equity in innovative and effective ways—followed by systematic, university-wide implementation of those found to be most effective
- In the creation of both pilot and large-scale systems for equity-and-excellence, utilizing "design thinking" *from the point of view of students, staff, and faculty* rather than bureaucratically; that is, designing with the end users of teaching, research and creative work, patient care, and advising in mind

- Not command-and-control systems but rather coaching and collaboration vis-à-vis all levels of the university, including executives but also chairs, deans, directors, search committee chairs, and other institutional leaders
- No part of UNM should be immune from the requirements of excellence and equity, including structures of faculty governance, student governance, tenure-and-promotion, and staff advancement. Training against implicit bias should be required for leadership positions at all levels, including faculty search committees; and contributions to the equity-and-excellence agenda should be an element of annual reviews. Increasingly, appropriate skills and a demonstrated track record of work for equity/inclusion/excellence should also be a requirement for all university leadership positions

The watchwords for this dynamic, sustained effort should be transparency and accountability, with everyone involved held to high standards of excellence and commitment to equity. Succeeding in the effort will involve both drawing on and re-shaping the core skill sets of *everyone* in the institution. We will all need to learn new competencies at the overlap of equity and excellence; we will all need to incorporate new practices into our work routines. Given the challenges and opportunities of this endeavor, we urge UNM to implement this newly empowered structure immediately but deliberatively. We should not expect perfection from ourselves or others as we work together across cultural boundaries to advance equity and excellence at UNM, but we should all strive for the humility to learn anew on this terrain. On that path lies UNM's best future.

Members of the DEI Task Force:

Pamela Agoyo Yemane Asmerom Charles Becknell Amanda Butrum **Gregory** Cajete Rosa Isela Cervantes Francie Cordova Christine Zuni Cruz Leila Flores-Duenas Geraldine Forbes Felipe Gonzales Meriah Heredia-Griego Jessica Hidalgo Holland Nancy Lopez **Glenabah Martinez** Brenda Pereda Kymberly Pinder Kathy Powers Adriana Ramirez de Arellano Sonia Gipson Rankin Mario Rivera Barbara Rodriguez Felisha Rohan-Minares Jane Ellen Smith Julia So Brandi Stone Nasha Torrez Chantel Trujillo Claudia X. Valdes Irene Vasquez Richard L. Wood, Chair

American Indian Student Services Earth and Planetary Sciences Africana Studies Accessibility Resource Center Native American Studies El Centro de la Raza Office of Equal Opportunity School of Law Teacher Education/Educational Leadership/Policy School of Architecture & Planning Sociology and ADVANCE-UNM initiative Center for Education Policy Research Women's Resource Center Sociology LLSS, College of Education UNM School of Medicine College of Fine Arts **Political Science** Women's Studies University College and Africana Studies **Public Administration Speech and Hearing Sciences** UNM School of Medicine Psychology **UNM-Valencia** African American Student Services Dean of Students **ENLACE** College of Fine Arts, Department of Art Chicana/o Studies Department Senior Vice Provost

Additional Resources:

A series of extremely useful data dashboards from UNM Office of Institutional Analytics, with data on demographics for students, staff, and faculty. The student dashboards cover 1996-2016, and the faculty/staff dashboards cover 2002-2016.

<u>Graduate Students by Gender</u> https://public.tableau.com/profile/unm.oia#!/vizhome/GraduateStudentsbyGender/GraduateStudentsbyGender

<u>Graduate Students by Ethnicity</u> <u>https://public.tableau.com/views/GraduateStudentsbyEthnicity/GraduateStudentsbyEthnicity?:embed=y&:display_count=yes</u>

<u>UG Students by Gender</u> https://public.tableau.com/views/UGStudentsbyGender/UndergraduateStudentsbyGender?:embed=y&:display_count=yes

<u>UG Students by Ethnicity</u> <u>https://public.tableau.com/views/UGStudentsbyEthnicity/UndergraduateStudentsbyEthnicity?:embed=y&:display_count=yes</u>

<u>Faculty by Gender</u> https://public.tableau.com/views/FacultybyGender/FacultyByGender?:embed=y&:display_count=yes&publish=yes

<u>Faculty by Ethnicity</u> https://public.tableau.com/profile/unm.oia#!/vizhome/FacultybyEthnicity/FacultybyRace

<u>Staff by Gender</u> https://public.tableau.com/views/FacultybyGender/FacultyByGender?:embed=y&:display_count=yes&publish=yes

<u>Staff by Ethnicity</u> <u>https://public.tableau.com/views/StaffbyEthnicity/StaffbyEthnicity?:embed=y&:display_count=yes</u>

Useful documents from past work at UNM at diverse.unm.edu, including:

2013 Diversity Council Framework for Strategic Action Report http://diverse.unm.edu/about-dei/diversity-council/final-report-diversity-council-framework-for-strategic-action-01282013.pdf

MEMORANDUM

	Enhanced Fiscal Oversight Program (EFOP)
SUBJECT:	Approval of the first submission to Higher Education Department for the
DATE:	February 6th, 2018
FROM:	Norma Allen, Director, Office of Planning, Budget & Analysis Vahid Staples, Budget Officer, Office of Planning, Budget & Analysis
TO:	Members of the Board of Regents' Finance & Facilities Committee

In order to respond to recent concerns brought by the New Mexico Higher Education Department (NMHED) in the attached correspondence, the University has agreed to provide them with the Enhanced Fiscal Oversight Program (EFOP) Report. This report will be updated and provided in addition to the Quarterly Financial Actions Report and Certification that are already required for all higher education institutions.

The report will provide Athletics financial status through reporting templates provided by the Higher Education Department for the Athletics budget exhibits as well as a template for the plan associated with resolving the overall deficit within Athletics budget.

The EFOP report will accompany the report submitted by the Controller's Office until NMHED is satisfied with the University's progress on these issues.

Thank you for your consideration.

NEW MEXICO HIGHER EDUCATION DEPARTMENT



DR. BARBARA DAMRON CABINET SECRETARY

SUSANA MARTINEZ

Subject: New Mexico Higher Education Department Enhanced Fiscal Oversight Program Designation

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

From: Dr. Barbara Damron, Cabinet Secretary New Mexico Higher Education Department

Dear President Abdallah,

This letter serves as formal notice that the New Mexico Higher Education Department (NMHED), exercising the authority provided pursuant to 21-1-26 NMSA, has placed the University of New Mexico (UNM) under an Enhanced Fiscal Oversight Program (EFOP). The designation is a result of the following recent concerns:

- The most recently submitted Report of Actuals shows the Athletics budget deficit, as reported in Budget Exhibit 21, has increased to (\$4.7 million) for Fiscal Year 2017;
- Significant differences between the deficit budgeted and approved by the UNM Regents, NMHED, and the Department of Finance and Administration (DFA), and the actual deficit reported from FY2011 through FY2017;
- Salaries, benefits and transfers in Exhibit 21A have consistently exceeded budgeted amounts and continue to compound net losses; and
- Scrutiny of UNM Athletics by other parties including the State Auditor's Office and the Legislature require the Department to enact its due diligence and conduct additional fiscal oversight of the UNM Athletics Program.

As such, we will be requesting a meeting with you, Regent President Robert Doughty, Vice President of Finance David Harris, and Athletic Director Eddie Nuñez as part of our continued communication efforts. Items to be discussed include reporting requirements and the establishment of a timeline to remove the structural deficit within the Athletics budget. In addition to the quarterly financial reports that all institutions are required to submit, the following information will be discussed and subsequently required on a quarterly basis:

- · Establishment and subsequent status of the payment plan to remove the deficit within the Athletics budget;
- Quarterly reporting of the UNM Athletics financial status through reporting templates provided by NMHED in addition to Budget Exhibits 21, 21a, et seq.; and
- Governing Board Meeting Agendas and Minutes (submitted monthly).

Date: October 3, 2017

The EFOP requirements shall remain in place until further notice. Institutional Auditor Scott Eccles will be making contact with you shortly to schedule a date and time to meet. If you or your staff have any questions, please feel free to contact NMHED Institutional Finance Director Dr. Harrison Rommel at <u>Harrison.Rommel@state.nm.us</u> and include Institutional Auditor Scott Eccles at <u>Scott.Eccles@state.nm.us</u>.

Sincerely,

Barbara Damron, PhD, RN, FAAN NMHED Cabinet Secretary

Robert Doughty III, UNM Regent cc: David Harris, UNM Vice President of Finance and Administration Eddie Nuñez, UNM Athletics Director Hector Balderas, Attorney General Tim Keller, State Auditor David Abbey, LFC Director Travis Dulany, LFC Fiscal Analyst Duffy Rodriguez, DFA Cabinet Secretary Cinthia Martinez, State Budget Division Principal Analyst Leila Burrows, SBOF Deputy Director Andrew Jacobson, NMHED Deputy Cabinet Secretary Jeneva LiRosi, NMHED General Counsel Dr. Harrison Rommel, NMHED Finance Director Scott Eccles, NMHED Institutional Auditor Debbie Garcia, NMHED Senior Budget Analyst

New Mexico Higher Education Department Institutional Finance Division University of New Mexico Athletics Department Quarterly Enhanced Fiscal Oversight Program (EFOP) Report

Please certify the following EFOP report and submit with the Quarterly Financial Certification and Financial Action Reports.

To the best of my knowledge, I certify that the information provided in the attached EFOP report for the:

1st _____ 2nd __X ___ 3rd _____ 4th _____ Quarter, <u>FY 2018</u>___

is correct as of the signature dates noted below:

The University of New Mexico

Marron Lee, Chair, Board of Regents – Finance and Facilities

Chaouki Abdallah, Interim President

David Harris, EVP for Administration, COO and CFO

Date

Date

Date



Exhibit 21 - UNM MAIN Campus

Summary of Intercollegiate Athletics

								r	i				·			ı I				i			i		
			Actuals F	Y17			Original Approved			Actuals				Actual	s		Actua	ls			Actua	s		Increase / Decrease	э
			Period 1	4			Budget 2018			Quarter 1 - F	Y18			Quarter 2 -	FY18		Quarter 3	- FY18			Quarter 4 -	FY18		YTD	
		FTE	Unrestricted	FTE	Restricted	FTE U	nrestricted FTE	Restricted	FTE U	Inrestricted	FTE	Restricted	FTE U	Inrestricted	FTE Restricted	FTE	Unrestricted	FTE	Restricted	FTE	Unrestricted	FTE Restricted	FTE	Unrestricted FTE	Restricted
Revenues	Tuition and Fees		3,968,694		0		4,000,000	0						2,154,138.00										1,845,862	0
	State Appropriations		2,643,800		0		2,617,300	0						1,308,700.00										1,308,600	0
	Federal Grants and																								
	Contracts		0		6,593			30,601						.00										0	30,601
	State Grants and				,			,																	
	Contracts		0		2,773			25,500						.00										0	25,500
	Private Gifts Grants and							,																	
	Contracts		12,812		0		15,000	0						4,754.50										10,246	0
	Sales and Services		9,349,953		0		10,511,001	0						5,770,833.15										4,740,168	0
	Other Sources		16,617,747		0		16,080,125	0						7,616,121.65										8,464,003	0
Total Revenues			32,593,006	I	9,366		33,223,426	56,101		0		0		16,854,547	0		0		0		0	0		16,368,879	56,101
Beginning Balance	Beginning Balance		(4,342,423)		0		(4.540.234)	0		(4,713,999)		0		(4.713.999)	0		(3,553,376)	1	•		(3,553,376)			(3.553.376)	0
Total Available					0.200		X 12 21 2 1	EC 404				0		()			(3,553,376)				(3,553,376)	^		(-,,)	56,101
i otal Available	Administrative	-	28,250,583		9,366		28,683,192	56,101		(4,713,999)		U		12,140,548	0		(3,553,376)	I I	U		(3,553,376)	0		12,815,503	50,101
Expanditures	Professional	98.69	9,743,503		0	93.99	8,936,769	0						1.0/4.400.01									93.99	4,075,578 0.00	
Expenditures		90.09	9,743,503		0		, ,	0	+					4,861,190.91		╏┠──┼				\vdash				4,075,578 0.00	
	Faculty Salaries Federal Workstudy		5,000	╏──┤	U	0.09	7,143	U	+				\vdash	2,500.00		┨┠──┼				\vdash			0.09	4,043 0.00	U
	Salaries	0.16	2,826	0.35	6 502	0.03	500 2.00	30,601															0.03	(577) 2.00	30,601
	GA TA RA PA Salary		,	0.35	6,593			30,601						1,076.53										· · · ·	30,001
		8.19	231,059		0	9.00	294,712	0	-					119,274.32									9.00	175,438 0.00	0
	Other Salaries	31.64	667,107		0	4.71	897,479	0						300,785.16									4.71	596,694 0.00	0
	State Workstudy	0.07	1 100	0.45	0.770	0.04	100 1.00	05 500															0.01	(150) 1.00	05 500
	Salaries	0.07	1,189	0.15	2,773	0.01	100 1.00	25,500						257.54									0.01	(158) 1.00	25,500
	Student Salaries	6.42	,		0	0.96	19,000	0						53,755.35									0.96	(34,755) 0.00	0
	Support Staff Salary	8.69	340,108		0	8.00	310,341	0						115,823.41									8.00	194,518 0.00	0
	Technician Salary	9.48			0	6.99	251,338	0						162,805.25									6.99	88,533 0.00	0
	Accrued Annual Leave		(2,365)		0		85,000	0						.00										85,000	0
	Fica		666,625		0		827,017	0						298,571.37										528,446	0
	Group Insurance		702,541		0		715,817	0						355,721.65										360,095	0
	Other Staff Benefits		362,492		0		283,719	0						179,442.14										104,277	0
	Retirement		1,422,721		0		1,390,676	0						653,745.91										736,930	0
	Tuition Waivers		90,232		0		64,770	0						45,752.24										19,018	0
	Unemployment																								
	Compensation		16,636		0		50,637	0						3,871.93										46,765	0
	Workers Compensation		12,135		0		43,938	0						5,523.71										38,414	0
	Charge Inst. Support		131,000		0		131,000	0						65,500.02										65,500	0
	Contract Services		1,378,698		0		1,647,364	0						734,931.35										912,433	0
	Cost of Good Sold		(2,404)		0			0						439.94										(440)	0
	Electricity		305,825		0		296,500	0						141,655.98										154,844	0
	Equipment		266,615		0		358,526	0						151,374.67										207,151	0
	Fuel_Heat_Cool		54,424		0		87,800	0						9,854.68										77,945	0
	Officials Expense 63T3		722,398		0		536,439	0						363,104.56										173,334	0
	Sewer_Other		220,506		0		167,000	0						92,935.98										74,064	0
	Student Awards and Aid		5,065,726		0		5,024,660	0						2,736,771.97										2,287,888	0
	Supplies_Expense		7,784,191		0		7,532,162	0						3,751,689.95										3,780,472	0
	Travel		285,591		0		46,164	0						44,271.03										1,893	0
	Travel-Group		2,865,210		0		2,911,789	0						1,892,247.10										1,019,542	0
	Travel-Recruiting		578,745		0		595,023	0						348,700.70										246,322	0
	Internal Service Ctr																								
	Internal Sales		(336,833)		0		(40,000)	0						(263,482.75)										223,483	0
Total Expenditures		163.34		0.50	9,366	123.78	33,473,383 3.00	56,101	0.00	0	0.00	0	0.00	17,230,093	0.00 0	0.00	0	0.00	0	0.00	0	0.00 0	124	16,243,290 3.00	56,101
Transfers (IN) or OUT	Transfers (IN) or OUT		(1,100,387)		0		(249,957)	0						(1,536,169.15)										1,286,212	1
Ending Balance			(4,713,999)		0		(4,540,234)	0	0.00	(4,713,999)	0.00	0	0.00	(3,553,376)	0.00 0	0.00	(3,553,376)	0.00	0	0.00	(3,553,376)	0.00 0	123.78	(4,713,999) 3.00	0
			(1,110,000)		•		(),•.•,-•+/			(.,),)		•		(0,000,010)	v		(0,000,010)		•		(0,000,010)			(.,,)	i v

	Iministration		uals 2017		Driginal	Actuals	Actuals	Actua			ctuals	Incre	ease / Decrease
		P	eriod 14	Bu	dget 2018	Quarter 1 - FY18	Quarter 2 - FY18	Quarter 3	- FY18	Quart	er 4 - FY18		YTD
	Tuition and Fees	FTE	Unrestricted	FTE	Unrestricted	FTE Unrestricte			estricted	FTE	Unrestricted	FTE	Unrestricted
Revenues	State		3,968,694 2,643,800		4,000,000 2,617,300		2,154,1					-	1,845,862 1,308,600
	Appropriations Private Gifts		12,812		15,000		1,308,7	00				-	10,245
	Grants and Contracts						4,7	55					
	Sales and Services		2,954,005		2,764,001								1,562,860
	Other Sources		17,031,407		16,703,115		1,201,1 8,374,4	82					8,328,633
Total Revenues Beginning Balance			26,610,718 (4,252,121)		26,099,416 (4,540,234)		13,043,2 (4,713,9		0		0		13,056,200 173,765
Total Available			22,358,597		21,559,182		8,329,2		0		0		13,229,965
Expenditures	Administrative Professional	98.69	9,743,503	93.99	8,936,769		4,861,1	91					4,075,578
	Faculty Salaries Federal Workstudy	0.16	5,000 2,826	0.09	7,143 500		2,5	00					4,643 (577)
	Salaries						1,0	77					
	GA TA RA PA Salary	5.76	165,487	8.00	194,712		75,9						118,792
	Other Salaries State Workstudy	21.55 0.07	460,056 1,189	4.08	811,949 100		185,2	39					626,710 (158)
	Salaries							58				-	
	Student Salaries Support Staff	5.36 8.25	104,457 326,584	0.76	15,000 310,341		47,5	29					(32,529) 200,394
	Salary Technician Salary	8.92	337,149	6.99	251,338		109,9						105,246
	Accrued Annual		(2,365)	5.00	85,000								85,000
	Leave Fica		650,688		821,909		289,4						532,421
	Group Insurance Other Staff		689,453 361,292		714,817 283,719		346,5	76					368,241 104,972
	Benefits						178,7						
	Retirement Tuition Waivers		1,400,053 59,074		1,389,676 61,770		642,2						747,409 30,525
	Unemployment Compensation		16,271		50,537		3,7						46,762
	Workers		10,901		43,788								39,030
	Compensation Charge Inst.		131,000		131,000		4,7	58					65,500
	Support Contract Services		1,162,785		987,217		65,5						409,754
	Cost of Good Sold		(2,644)		0		4	40					(440)
	Equipment Officials Expense		131,969 66,826		192,445 0		43,6	88					148,757 (154,825)
	63T3				-		154,8						
	Sewer_Other Student Awards		2,379 5,016,032		2,000 5,011,160			46					1,354 2,290,538
	and Aid Supplies_Expense		5,057,493		5,818,193		2,720,6						3,505,293
	Travel		75,041		38,714		9,0	17					29,697
	Travel-Group Travel-Recruiting		352,048 20,198		229,576 0		144,6					-	84,936 (6,792)
	Internal Service Ctr Internal Sales		(332,219)		(40,000)		(260,6						220,618
Total Expenditures	•	148.76	26,012,526	121.95	26,349,373	0.00	0.00 12,702,5		0	0.00	0	0.00	
Transfers (IN) or OUT	Trsfr From Auxiliaries		(50,836)		0		(5,0	00)					5,000
	Trsfr From I G Trsfr From Plant		(54,100) (195,000)		(54,100) 0		(61,9	50)					7,850 727,000
	Fund Minor				-		(727,0	00)					
	Trsfr From Public Service		(1,138,406)		(500,000)		(200,8	64)					(299,136)
	Trsfr To Debt Service		55,160		55,731		31,0	43					24,688
	Trsfr To I G		160,000		151,000		83,4						67,502
	Trsfr To Plant Fund Minor		33,500		0		13,6	39					(13,639)
	Trsfr To Student Social Cultural		89,294		97,412		56,8	24					40,588
Total Transfers (IN) or			(1,100,388)		(249,957)	•	(809,8		0		0		559,853
Ending Balance			(2,553,541)		(4,540,234)		(3,563,4		0		J		(976,737)
Budget Unit 351 - Ba	sketball												
	1	FTE	Unrestricted	FTE	Unrestricted								
Revenues	Sales and Services		3,736,233		4,200,000		1,793,6	41					2,406,359
Total Bourner	Other Sources		(3,528,328)		(3,038,772)		(3,037,1	71)	^				(1,601)
Total Revenues Beginning Balance			207,905 0		1,161,228 0		(1,243,5		0		0		2,404,758 0
Total Available Expenditures	Administrative		207,905 0		1,161,228 0		(1,243,5	30)	0		0		2,404,758 0
Experiances	Professional						↓ ↓	0					
	Federal Workstudy Salaries		0		0			0					0
	Other Salaries	0.98	19,577	0.00	0 4,000		4,6						(4,674)
	Student Salaries Support Staff	0.38	6,677 3,475	0.20	4,000								710 (1,275)
	Salary Technician Salary	0.16	6,733		0		1,2			<u> </u>			(3,174)
	Fica	0.10	1,614		0		4	70					(470)
	Group Insurance Other Staff	\vdash	1,277 303	\mid	0	├ ── ├ ───		35		\vdash			(235) (130)
	Benefits		3,733		0	├ ── │	1,1	30					
	Retirement Unemployment		3,733 45		0								(1,134) (6)
	Compensation Workers		251		0	├ ──┤────	-	6		<u> </u>			(79)
			201	1	5			79					
	Compensation		40.057		04 044			20					00 570
	Contract Services Equipment		12,357 8,155		81,611 2,600		1,0					-	80,573 (7,961)

1	Student Awards	- 1	13,000		13,000		I I I			7,200
	and Aid						5,800			
	Supplies_Expense Travel		623,013 43,088		650,067 0		351,200 11,027			298,867
	Travel-Group		231,519		309,950		206,884			103,066
Total Expenditures	Travel-Recruiting	1.64	138,043 1,115,720	0.20	100,000 1,161,228	0.00	88,905 0.00 689,882	0.00 0	0.00 0	11,095 0.00 471,346
Transfers (IN) or OUT			0	0	0		(102,800)			102,800
Ending Balance			(907,815)		0		(1,830,612)	0	0	1,830,612
Budget Unit 352 - Fo										
Revised Ftbl Actuals rec	:d 12/7/17 from	FTE	Unrestricted	FTE	Unrestricted					
Revenues	Sales and Services		2,274,019		3,100,000		2,486,290			613,710
	Other Sources		60,600		(512,605)		(368,350)			(144,255
Total Revenues Beginning Balance	1		2,334,619		2,587,395		2,117,940	0	0	469,455
Total Available			2,334,619		2,587,395		2,117,940	0	0	469,455
Expenditures	GA TA RA PA Salary	2.20	58,016	1.00			40,774			(4.40) 59,226
	Other Salaries State Workstudy	3.32	71,639 0	0.30	39,993 0		59,539 0			(6.64) (19,546 0.00 0
	Salaries									
	Student Salaries Support Staff	0.44	8,016 1,948		0		2,937			(0.88) (2,937 (0.14) (1,928
	Salary Technician Salary	0.08	3,431		0		1,928			(0.16) (5.833
	Fica	0.00	5,400		2,877		4,588			(1,711
	Group Insurance Other Staff		8,185 187		1,000 0		7,028	├ ──┤		(6,028)
	Benefits Retirement		6,531		1,000		249 5,461			(4,461
	Tuition Waivers		23,540		3,000		11,292			(8,292
	Unemployment Compensation		115		100		47			53
	Workers Compensation		462		150		460			(310
	Contract Services		138,235		369,970		130,088			239,882
	Cost of Good Sold Equipment		240 18,316		0 6,000		0 35,480			0 (29,480
	Officials Expense 63T3		48,615		0		160,225			(160,225
	Sewer_Other		9,264		0		7,755			(7,755
	Student Awards and Aid		36,644		0		10,050			(10,050
	Supplies_Expense Travel		1,515,210 81,928		681,805 3,500		828,165			(146,360) (4,476)
	Travel-Group		1,157,271		1,139,000		932,041			206,959
	Travel-Recruiting Internal Service Ctr		166,649 (2,780)		239,000 0		63,887			175,113
Total Expenditures	Internal Sales	6.11	3,357,062	1.30	2,587,395	0.00	0.00 2,315,803	0.00 0	0.00 0	-12.22 271,592
Transfers (IN) or OUT		••••	0		0	0.00	(460,200)	0.00 0	0.00	460,200
					-					
Ending Balance			(1,022,443)		0		262,337	0	0	(262,337
Ending Balance Budget Unit 353 - Oth	er Mens Sports		(1,022,443)		0			0	0	(262,337
Budget Unit 353 - Oth		FTE	Unrestricted	FTE	Unrestricted		262,337	0	0	
Budget Unit 353 - Oth Revenues	Sales and Services	FTE	Unrestricted 77,681 570,679	FTE	Unrestricted 65,000 585,779		262,337 29,006 626,052			35,994 (40,273
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance	Sales and Services	FTE	Unrestricted 77,681	FTE	Unrestricted 65,000		262,337	0	0	35,994
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services	FTE	Unrestricted 77,681 570,679		Unrestricted 65,000 585,779 650,779 0 650,779		262,337 29,006 626,052			35,994 (40,273 (4,279
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance	Sales and Services Other Sources Other Salaries Student Salaries	2.36	Unrestricted 77,681 570,679 648,360 648,360 46,922 0		Unrestricted 65,000 585,779 650,779 0 650,779 5,299 0 0		262,337 29,006 626,052 655,058 655,058 10,836 0,836			35,994 (40,273 (4,279 0 (4,279 (4,279 (5,537 0 0
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Salaries Student Salaries Support Staff Salary Technician Salary		Unrestricted 77,681 570,679 648,360 648,360 46,922 0 1,458 5,302		Unrestricted 65,000 585,779 650,779 0 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 625,052 655,058 0,836 0,836 0,836 0,369 2,308			35,994 (40,273 (4,279 0 (4,279 (5,537 (5,537 0 (3569 (3569 (2,308
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Salaries Student Salaries Support Staff Salary Technician Salary Fica Group Insurance	2.36	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833		Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 626,052 655,058 			35,994 (40,273 (4,279 0 (4,279 (4,279 (5,537 0 0
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Salaries Student Salaries Support Staff Salary Techniclan Salary Fica Group Insurance Other Staff Benefits	2.36	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240		Unrestricted 65,000 585,779 650,779 0 5,299 0 0 0 0 0 0 0 0 0 0		262,337 29,006 626,052 655,058 010,838 0 0 369 2,308 925			35.994 (40.273 (4,279 (4,279 (4,279 (4,279 (4,279 (369 (369 (369) (369) (369) (369) (369) (369) (369) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (36)) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360) (360)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment	2.36	Unrestricted 77.681 570.679 648,360 46,922 0 1.458 5.302 3.536 833 240 5.560 80		Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 626,052 655,058 0,036 0,0369 2,308 925 453 95 1,270 9 9			35,994 (40,273 (4,279 (5,537 (5,537 (5,537 (5,537 (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,537) (5,5
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services	2.36	Unrestricted 77,681 570,679 648,360 648,360 46,922 46,922 0 0 1,458 5,302 3,536 833 240 5,560 80 80 80 80 80 80 80 80 80 8		Unrestricted 65,000 585,779 650,779 0 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 626,052 655,058 0 655,058 0 0 369 2,308 925 453 95 1,270 9 39 1,006			35.994 (40,273 (4,279 (4,279 (4,279 (4,279 (369 (2,308 (2,308 (2,308) (2,208) (1,270 (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Salaries Student Salaries Support Staff Salary Technician Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fue_Heat_Cool	2.36	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 80 125 3,354 3,354 3,7,087 230		Unrestricted 65,000 585,779 650,779 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 625,058 655,058 655,058 00 00 2,308 925 453 95 1,270 9 39 1,006 30,284 0 0			35,994 (40,273 (4,279 (4,279 (4,279 (4,279 (389 (2,308 (389 (2,308 (389) (2,308) (399) (1,270 (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Salaries Student Salaries Support Staff Salary Technician Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel, Heat_Cool Officials Expense	2.36	Unrestricted 77,681 570,679 648,360 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 80 80 125 3,354 37,087 230 6,110		Unrestricted 65,000 585,779 650,779 0 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 625,052 655,058 0,836 0,836 0,836 0,836 0,925 453 95 1,270 9,39 0,284 30,284			35.994 (40,273 (4,279 (4,279 (4,279 (4,279 (369 (2,308 (2,308 (2,308) (1,270 (1,270 (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Workers Equipment Fuel, Heat_Cool Officials Expense Suppiles_Expense Iravel	2.36	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 80 125 3,354 3,354 3,354 3,354 3,354 230 6,110 214,837 26,443		Unrestricted 65,000 585,779 650,779 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 626,052 655,058 655,058 10,836 0 369 2,308 995 2,308 995 1,270 9 9 1,270 9 39 1,006 30,284 0 1,270 9 39 1,006 30,284 0 1,270 9 39 1,006 30,284 0,025 1,270 9 39 1,006 30,284 1,270 9 39 1,006 30,285 1,065 1,065 1,065 1,065 1,065 1,065 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075 1,075			35.994 (40,273 (4,279 (4,279 (4,279 (4,279 (2,308 (2,308 (2,308 (2,308 (2,308 (453 (453 (453 (453) (1,270 (4,270 (4,27) (4,271) (4,279 (2,38) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures	Sales and Services Other Sources Student Salaries Support Staff Salary Technician Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel,Heat_Cool Officials Expense Supplies_Expense	2.36 0.06 0.13	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 803 125 3,354 43,37,087 230 6,110 214,837 26,443 225,814 73,680		Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 625,052 655,058 655,058 655,058 0,036 0 0 0 0 0 0 0 0 0 0 0 0 0			35.994 (40.273 (4,279 0 (4,279 (5.37 (6,537 (2,308 (4255 (4325 (4325 (4332 (950 (1,270 (9 (1,200 (1,0678 (1,1066 (1,1074 (1,1054 (1,1054 (1,1054 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578 (1,10578) (1,10578) (1,10578) (1,10578) (1,10578) (1,10578)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures	Sales and Services Other Sources Student Salaries Support Staff Salary Technician Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Supplies_Expense Travel Travel Travel	2.36	Unrestricted 77,681 570,679 648,360 648,360 46,922 0 1,458 5,302 3,536 3,536 3,354 3,354 40,922 0 1,458 5,302 3,536 3,354 40,922 0 1,458 5,302 3,536 6,110 214,837 26,443 225,843 47,880 651,611 5,511		Unrestricted 65,000 585,779 650,779 650,779 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 262,337 262,337 655,058 655,058 10,836 0,036 0,036 0,2,308 0,2,308 0,2,308 0,2,308 0,2,308 0,2,24 0,00 17,678 0,77,413 4,431 0,284 0,002 1088,622 0,000 389,622 108			35,994 (40,273) (4,279) 0 (4,279) (5,537) (369) (2,308) (42,279) (392) (432) (432) (433) (1,270) (39) (1,270) (39) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures	Sales and Services Other Sources Student Salaries Support Staff Salary Technician Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Supplies_Expense Travel Travel Travel	2.36 0.06 0.13	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 803 125 3,354 43,37,087 230 6,110 214,837 26,443 225,814 73,680		Unrestricted 65,000 585,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 262,337 29,006 626,052 655,058 00,836 00 2,308 925 453 995 1,270 9 39 1,006 30,284 0,05 1,270 9 39 1,006 30,284 0,017,678 77,413 4,431 182,464 0,60,042 0,00 389,622			35.994 (40,273 (4,279 (4,279 (4,279 (4,279 (2,308 (2,308 (2,308 (2,308 (2,308 (453 (453 (453 (453 (453) (1,270 (4,270 (4,270) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,279) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,270) (4,210) (4,210) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211) (4,211)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures	Sales and Services Other Sources Other Sources Student Salaries Student Salaries Support Staff Salary Technician Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Supplies_Expense Travel Travel-Group Travel-Recruiting	2.36 0.06 0.13	Unrestricted 77,681 570,679 648,360 648,360 46,922 0 1,458 5,302 3,536 3,536 3,354 3,354 40,922 0 1,458 5,302 3,536 3,354 40,922 0 1,458 5,302 3,536 6,110 214,837 26,443 225,843 47,880 651,611 5,511		Unrestricted 65,000 585,779 650,779 650,779 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 262,337 262,337 655,058 655,058 10,836 0,036 0,036 0,2,308 0,2,308 0,2,308 0,2,308 0,2,308 0,2,24 0,00 17,678 0,77,413 4,431 0,284 0,002 1088,622 0,000 389,622 108			35,994 (40,273) (4,279) 0 (4,279) (5,537) (369) (2,308) (42,279) (392) (432) (432) (433) (1,270) (39) (1,270) (39) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Total Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth	Sales and Services Other Sources Student Salaries Student Salaries Support Staff Salary Technician Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Travel-Group Travel-Group Travel-Group	2.36 0.06 0.13	Unrestricted 77,681 570,679 648,360 648,360 648,360 0 1,458 5,302 3,536 833 240 0 1,458 5,302 3,536 833 240 0 1,458 5,302 3,536 80 125 3,354 37,087 233 6,110 214,837 225,814 73,680 651,611 (3,251) Unrestricted		Unrestricted 65,000 585,779 650,779 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 625,052 655,058 0,036 0,036 0,036 0,036 0,036 0,2,308 0,036 0,2,308 0,036 0,2,308 0,052 0,2308 0,000 0,000 30,284 0,000 10,678 0,77,413 0,4431 182,464 0,042 0,000 389,622 108 265,328 0,000 108 0,000 108 0,000 108 0,000 108 0,000 108 0,000 108 0,000 108 0,000 108 0,000 108 0,000 108 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000			35.994 (40,273 (4,279 (4,279 (4,279 (4,279 (2,384 (2,384 (2,384 (2,385 (2,385 (2,385 (2,385 (2,385 (2,385 (2,385 (2,385 (2,385 (2,385 (2,385 (2,385 (2,385 (2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(2,385)(
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues	Sales and Services Other Sources Other Sources Student Salaries Student Salaries Support Staff Salary Technician Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Supplies_Expense Travel Travel-Group Travel-Recruiting	2.36 0.06 0.13	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 80 125 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,456 3,	0.04	Unrestricted 65,007 585,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		266,337 262,337 29,006 625,052 655,058 10,836 0 369 2,308 2,308 2,308 2,308 2,308 2,308 955 1,270 9 9 1,006 30,284 0 17,618 77,413 4,431 182,464 60,042 108 265,328 266,328 260,755 1,471,109			35.994 (40,273 (4,279 (4,279 (4,279 (4,279 (2,308 (369 (2,308 (453 (352) (1,270 (453) (1,270 (453) (1,270 (4,271 (1,270 (9) (1,270 (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (2,38) (1,270) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (2,38) (
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance	Sales and Services Other Sources Other Sources Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel,Heat_Cool Officials Expense Supplies_Expense Travel Travel-Recruiting ravel-Recruiting er Womens Sales and Services	2.36 0.06 0.13	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,556 803 240 5,560 80 125 3,354 43,357 230 6,110 214,837 26,443 225,814 473,680 651,611 (3,251) Unrestricted 308,015 1,402,831 1,710,846	0.04	Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 625,052 655,058 655,058 00 00 369 2,309 2,309 2,309 00 00 369 2,309 00 369 2,309 00 369 00 379 00 00 399 1,270 00 39 0,284 00 1,270 0,9 30,284 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,00 0,008 0,028 0,028 0,028 0,008 0,028 0,008 0,028 0,008 0,028 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0			35.994 (40.273 (4,279 (6,277 (6,375 (2,308 (2,255 (4,279 (2,308 (2,255 (4,279 (1,270 (1,270 (1,270 (1,270 (1,270 (1,270 (1,270 (1,270 (1,270 (1,270 (1,270 (1,10,678 (1,10,678 (1,10,678 (1,10,678 (10,678 (10,678 (10,678 (10,678 (10,678 (10,678 (10,678 (10,678 (10,678 (210,462 (210,462 (212,1245 (208,777 (208,777 (208,777 (208,777 (208,777 (208,777 (208,777 (208,777
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Student Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel, Heat, Cool Officials Expense Travel-Group Travel-Group Travel-Recruiting	2.36 0.06 0.13	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 80 125 3,354 3,354 3,354 3,354 3,354 3,364 3,364 1,710,846 1,710,847 1,710,847 1,710,847	0.04	Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 262,337 262,337 262,337 655,058 10,836 0 369 2,308 2,308 2,308 2,308 2,308 0 369 2,308 2,308 0 369 2,308 0 369 2,308 0 369 1,270 9 1,270 9 1,270 9 1,270 9 1,270 9 1,270 9 1,270 9 1,270 1,270 9 1,270 9 1,270 1,270 9 1,270 9 1,270 1,270 9 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274 1,274			35.994 (40.273 (4,279 (4,279 (5.537 (368 (2308 (453 (925 (453 (925 (1,270 (9 (1,270 (10,678 (11,066 (10,678 (11,066 (6,735 0.00 206,281 (108 (210,462 (212,245 (208,777 (208,777 (67,532 (0 (87,532 (0 (87,532 (0 (87,532
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance	Sales and Services Other Sources Other Sources Other Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel,Heat_Cool Officials Expense Travel Travel-Recruiting Travel-Recruiting Firavel-Recruiting Expense Sales and Services Other Sources GA TA RA PA Salary Other Salaries	2.36 0.06 0.13 2.55 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 80 125 3,354 (3,254) 226,814 72,680 651,611 (3,251) Unrestricted 308,015 1,402,831 1,710,845 7,555 88,913	0.04	Unrestricted 65,000 585,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 625,052 655,058 655,058 00 00 369 2,309 2,309 2,309 00 00 369 2,309 00 369 2,309 00 369 00 379 00 00 399 1,270 00 39 0,284 00 1,270 0,9 30,284 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,028 0,00 0,008 0,028 0,028 0,028 0,008 0,028 0,008 0,028 0,008 0,028 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0,008 0			35,994 (40,273) (4,279) (6,277) (6,377) (2,308) (2,258) (4,279) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,0,678) (1,0,678) (1,0,678) (1,0,678) (1,0,678) (1,0,678) (1,0,678) (2,10,452) (210,452) (210,452) (211,245) (208,777) (208,777) (121,245) (212,245) (208,777) (208,777) (208,777) (208,777) (208,777) (208,777) (208,777) (208,777) (208,777) (208,777) (208,777) (210,452) (212,453) (212,454) (228,07)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Sources Other Salaries Student Salaries Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Irravel-Group Travel-Group Travel-Recruiting Content Salaries Student Salaries Student Salaries Student Salaries Stafe Salary	2.36 0.06 0.13 2.55 2.55 FTE	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 80 125 3,354 4,37,087 226,443 7,087 26,443 7,26,443 226,814 73,680 651,611 (3,251) Unrestricted 308,015 1,402,831 1,710,847 1,710,847 1,710,847	0.04	Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 262,337 262,337 655,058 655,058 10,836 10,836 0 0 369 2,308 925 453 05 1,270 9 39 1,006 30,284 0 17,678 77,413 4,431 182,464 60,042 0,000 389,622 1,083 265,328 260,755 1,471,109 1,731,864 2,581 40,498 0 0 2,305			35,994 (40,273) (4,279) 0.00 (4,279) (5,537) (399) (2,308) (925) (432) (1,270) (432) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Student Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Travel Travel-Recruiting Travel-Recruiting Travel-Recruiting Cother Sources Other Sources	2.36 0.06 0.13 2.55 7 FTE	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 0 1,458 5,302 3,556 803 2,40 5,560 80 125 3,354 4,335 6,110 214,837 226,814 4,73,680 651,611 (3,251) Unrestricted 308,015 1,402,831 1,710,847 7,555 68,913 4,335 6,643 7,369 6,353 6,353 1,402,831 1,710,847 7,555 68,913 4,335 6,643 7,369 7,369 1,369 1,402,831 1,710,847 1,710,847 1,755 1,402,831 1,710,847 7,555 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,755 1,402,831 1,710,847 1,710,847 1,755 1,402,831 1,710,847 1,710,847 1,755 1,402,831 1,710,847 1,710,847 1,755 1,402,831 1,710,847 1,710,847 1,755 1,402,831 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847 1,710,847	0.04	Unrestricted 65,000 585,779 650,779 650,779 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 626,052 655,058 10,836 0 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,308 2,006 3,0284 0,006 3,0284 2,60,755 1,471,109 1,731,864 2,581 4,0,498 1,731,864 2,581 4,0,498 1,731,864 2,581 4,0,498 1,731,864 2,581 4,0,498 1,731,864 2,581 4,0,498 1,731,864 2,581 4,0,498 1,731,864 2,581 4,0,498 1,731,864 2,581 4,0,498 1,731,864 2,581 4,0,498 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,731,864 1,755 1,755 1,755 1,755 1,755 1,755 1,755 1,7			35,994 (40,273) (4,279) (6,273) (4,279) (6,537) (2,308) (2,255) (4,279) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) (1,1,270) <td< td=""></td<>
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Sources Uther Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Iravel Travel-Recruiting Travel-Recruiting Fica Sales and Services Other Sources Conter Sources Conter Sources Conter Salaries Student Salaries S	2.36 0.06 0.13 2.55 2.55 FTE	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 803 1,255 3,354 40,922 0 1,458 5,302 3,536 833 240 5,560 803 1,458 6,110 (3,251) Unrestricted 308,015 1,402,831 1,710,846 6,843 2,555 6,643 7,369 5,388 2,793 1,793 1,458 1,458 1,470,847 1,470,847 1,470,847 1,402,831 1,710,846 1,402,831 1,710,846 1,402,831 1,710,847 1,402,831 1,710,847 1,438 1,7368 1,402,831 1,710,847 1,7555 6,643 7,369 5,388 2,793 1,793 1,793 1,793 1,402,831 1,710,847 1,710,847 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,470,847 1,710,847 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,7368 1,740,847 1,740,847 1,740,847 1,7368 1,740,847 1,740,847 1,7368 1,740,847 1,740,847 1,7368 1,7368 1,740,847 1,740,847 1,7368 1,7368 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1,740,847 1	0.04	Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 29,006 625,052 655,058 655,058 0 0 0 0 0 0 0 0 0 0 0 0 0			35,994 (40,273) (4,279) 0 (4,279) (5,537) (42,279) (5,537) (42,279) (2,308) (42,279) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,39) (1,0,678) (1,0,678) (1,111) (4,431) (1,121) (1,121) (1,121) (1,121) (1,121) (1,121) (1,132) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430) (1,1430)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Sources Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Travel-Group Travel-Group Travel-Group Travel-Group GA TA RA PA Salary Other Salaries Student Salaries Student Salaries Student Salaries Student Salaries Group Insurance Other Staff Benefits Retirement	2.36 0.06 0.13 2.55 2.55 FTE	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 80 125 3,354 40 5,560 80 125 3,354 437,087 226,443 726,443 226,814 73,680 651,611 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,251 3,2	0.04	Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 262,337 29,006 625,052 655,058 0,836 0,836 0,836 0,925 453 925 1,270 97 97 1,270 97 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,270 97 1,006 1,006 1,275 1,270 97 1,006 1,006 1,007 1,008 1,006 1,007 1,008 1,006 1,007 1,008 1,006 1,007 1,008 1,006 1,007 1,008 1,006 1,007 1,008 1,006 1,007 1,008 1,006 1,007 1,008 1,006 1,008 1,008 1,006 1,008 1,006 1,007 1,008 1,006 1,008 1,006 1,008 1,006 1,008 1,006 1,008 1,006 1,008 1,006 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1,008 1			35,994 (40,273) (4,279) 0 (4,279) (5,537) (6,258) (42,279) (2,308) (925) (433) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,0678) (1,10678) (1,111) (1,4,331) (1,0678) (1,111) (1,0678) (1,0678) (1,0678) (1,0678) (1,0678) (1,0711) (1,0878) (1,0878) (1,0878) (1,0878) (1,0878) (1,0878) (1,2817) (1,2817) (1,2817)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Student Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Supplies_Expense Travel Travel-Group Travel-Recruiting Travel-Recruiting Cother Sources Other Sources Sales and Services Other Sources Supplies_Staff Salary Technician Salary Fica Group Insurance Other Staff Benefits Retirement Tuition Walvers Unemployment	2.36 0.06 0.13 2.55 2.55 FTE	Unrestricted 77,681 570,679 648,360 648,360 0 1,458 5,302 3,536 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,355 3,354 3,354 3,355 3,354 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,355 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,455 3,45553,4557 3,4557 3,455	0.04	Unrestricted 65,000 585,779 650,779 650,779 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 262,337 262,337 29,006 625,052 655,058 0,038 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,03 0,00 0,03 0,03 0,03 0,03 0,03 0,03 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,00 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,000 0,0000 0,0000 0,00			35,994 (40,273) (4,279) 0 (4,279) (5,537) (42,279) (2,308) (2,308) (925) (432) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,1270) (1,1270) (1,1270) (1,1270) (1,1270) (1,1270) (1,1270) (1,1270) (1,1270) (1,128) (1,121) (1,128) (1,128) (1,128) (1,128) (1,230) (1,230) (1,230) (1,230) (2,361) (2,361) (2,361) (2,361) (2,361) (2,361) (2,361) (2,361) <td< td=""></td<>
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Sources Other Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Evel_Heat_Cool Officials Expense Iravel-Group Travel-Recruiting Fixeel-Group GA TA RA PA Salary Other Salaries Student Salaries S	2.36 0.06 0.13 2.55 2.55 FTE	Unrestricted 77,681 570,679 648,360 46,922 0 1,458 5,302 3,536 833 240 5,560 125 3,354 40,0 5,560 80 125 3,354 40,0 5,560 80 125 3,354 4,37,087 226,813 4,37,087 226,813 1,710,846 651,611 (3,251) Unrestricted 308,015 1,402,831 1,710,847 7,555 6,6,43 7,369 5,388 2,793 4,699 5,388 2,793 4,619 5,388 2,793 4,619 5,388 2,793 4,619 5,388 2,793 4,619 5,388 2,793 4,619 5,388 2,793 4,619 5,388 2,793 4,619 5,388 2,793 4,619 5,388 2,793 4,619 5,388 2,793 4,619 5,388 2,793 4,619 5,388 5,388 5,388 5,388 5,388 5,388 5,388 5,388 5,279 5,388 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,388 5,279 5,288 5,288 5,288 5,299 5,286 5,286 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,297 5,2	0.04	Unrestricted 65,000 585,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 262,337 262,337 655,058 655,058 655,058 0 0 0 0 0 0 0 0 0 0 0 0 0			35,994 (40,273) (4,279) 0 (4,279) (5,537) (2,308) (425) (425) (425) (425) (425) (425) (425) (425) (432) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,0,678) (1,0,678) (1,0,678) (1,0,678) (2,10,452) (210,452) (210,452) (210,452) (210,452) (211,452) (211,452) (211,452) (211,452) (211,452) (211,452) (211,452) (211,452) (211,452) (211,452) (211,452) (212,457) (200,7532)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Other Sources Other Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fravel-Group Travel-Group Travel-Group Travel-Group GA TA RA PA Salary Other Salaries Support Staff Salary Technician Salaries Support Staff Salary Technician Salaries Support Staff Salary Technician Salaries Contract Services C	2.36 0.06 0.13 2.55 2.55 FTE	Unrestricted 77,681 570,679 648,360 648,360 46,922 0 1,458 5,302 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,354 3,355 6,6110 1,710,846 1,710,847 1,710,846 1,710,847 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,848 1,710,84	0.04	Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		262,337 262,337 29,006 625,052 655,058 655,058 0 0 0 0 0 0 0 0 0 0 0 0 0			35,994 (40,273) (4,279) 0 (4,279) (5,537) (399) (2,308) (925) (4327) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,270) (1,0678) (1,107) (1,107) (1,108) (2,281) (200,777) (87,532) (200,777) (87,532) (200,777) (87,532) (22,581) (226,777) (87,532) (22,581) (22,581) (22,581) (22,581) (22,305)
Budget Unit 353 - Oth Revenues Total Revenues Beginning Balance Total Available Expenditures Transfers (IN) or OUT Ending Balance Budget Unit 354 - Oth Revenues Total Revenues Beginning Balance Total Available	Sales and Services Other Sources Student Salaries Student Salaries Support Staff Salary Fica Group Insurance Other Staff Benefits Retirement Unemployment Workers Contract Services Equipment Fuel_Heat_Cool Officials Expense Supplies_Expense Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group Travel-Group 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5,388 2,793 4,69 5,388 2,793 4,69 5,388 2,793 4,69 5,388 2,793 4,69 5,388 2,793 4,69 5,388 2,793 4,69 5,388 2,793 4,69 5,388 2,793 4,69 5,388 2,793 4,69 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580 5,580	0.04	Unrestricted 65,000 585,779 650,779 650,779 5,299 0 0 0 0 0 0 0 0 0 0 0 0 0		266,337 262,337 262,337 262,337 655,058 10,836 0 369 2,308 2,308 2,308 2,308 2,308 2,308 2,308 0 3,69 1,270 9 9 1,006 30,284 0 17,678 77,413 4,431 182,464 0,042 0,00 389,622 108 265,328 266,755 1,471,109 1,731,864 2,581 40,498 2,60,755 1,471,109 1,731,864 2,581 40,498 2,306 3,101 1,430 2,305 5,398 3,101 1,430 2,215 3,215 3,215 3,215 3,215 3,215 3,215 3,215 3,215 3,318 1,864 2,307 1,864 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 1,270 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	Student Awards and		50		500			300			┥┝──				200
1	Supplies_Expense		362,359	L	295,058			179,220			┥┝──				115,838
	Travel		59,092		3,950			11,820			_				(7,870
	Travel-Group		898,558		854,963			426,219							428,744
	Travel-Recruiting		180,175		202,716			129,074							73,642
	Internal Svc Ctr		(1,834)					(2,865)							2,865
Total Expenditures		4.28	1,788,349	0.30	1,644,332	0.00	0.00	893,328	0.00	0	(0.00	0	0.00	748,139
Transfers (IN) or OUT	Trsfr To Public				0										163,467
	Service							(163,467)							
Ending Balance			(77,502)		0			1,002,003		0			0		(999,138
	•														
Budget Unit 409 - U	tilities														
		FTE	Unrestricted	FTE	Unrestricted										
Revenues	Other Sources		550,000		550,000			550,000							C
Beginning Balance	1		(90,302)		0		1	0							C
Total Available			459,698		550,000		1	550,000		0			0		0
Expenditures	Electricity		305,825		296,500			141,656							154,844
·	Fuel_Heat_Cool		53,965		86,000			9,855			1				76,145
	Sewer_Other		204,881		165,000			84,635			1				80,365
	Supplies_Expense		2,823	-	2,500			1,181							1,319
Total Expenditures	1 = .		567,494		550,000			237,327		0			0		312,673
Transfers (IN) or OUT			0		0										C
Ending Balance			(107,796)		0			312,673		0			0		(312,673
	-														
Budget Unit 437 - M	liscellaneous														
		FTE	Unrestricted	FTE	Unrestricted										
Revenues	Federal Grants and		0												C
	Contracts														
	State Grants and		0												C
	Contracts														
	Other Sources		530,558		530,276										530,276
Total Revenues			530,558		530,276			0		0			0		530,276
Beginning Balance			0		0										C
Total Available			530,558		530,276			0		0			0		530,276
Expenditures	Federal Workstudy		0		0						11				C
	Salaries										┥┝──				
	State Workstudy		0		0						11				C
	Salaries Contract Services		75		0				\vdash		┨┣──			\vdash	C
	Officials Expense		563,678		522,439				\vdash		┨┠───				522,439
	63T3		505,076		522,439						11				522,438
	Supplies_Expense		8,456		7,837			1,611							6,226
Total Expenditures	1tr	0.00		0.00		0.00	0.00	1,611	0.00	0		0.00	0	0.00	528,665
Transfers (IN) or OUT	1		0		0			.,							020,000
Ending Balance			(41,651)		0			(1,611)		0		1	0		1,611
			(,		· ·			(.,)					-		.,
		163.34	(4,714,000)	123.79	(4,485,368)	0.00	0.00	(3,553,379)	0.00	0	(0.00	0	-12.22	(929,124

	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025
Beginning Fund Balance (Deficit)	(4,713,999)	(4,363,999)	(4,013,999)	(3,663,999)	(3,313,999)	(2,963,999)	(2,613,999)	(2,263,999)
Revenues								
Tuition and Fees								
State Appropriations								
Federal Grants and Contracts								
State Grants and Contracts								
Private Gifts Grants and Contracts								
Sales and Services								
Other Sources			-					
Subtotal Revenues	0	0	0	0	0	0	0	0
Expenses	(350,000) ⁽¹⁾	(350,000)	(350,000)	(350,000)	(350,000)	(350,000)	(350,000)	(350,000)
Transfers								
Ending Fund Balance (Deficit)	(4,363,999)	(4,013,999)	(3,663,999)	(3,313,999)	(2,963,999)	(2,613,999)	(2,263,999)	(1,913,999)

(1) FY18 budget for Athletics has already been reduced by the \$350,000 and will be reflected when the BAR is submitted. Other repayment options are being reviewed and a final plan will be presented at the Regent's March 2018 Meeting.



FY 2019 UNM Medical Plan Cost Increases

Request Approval

Preliminary cost projections were presented as an information item to F&F on January 9, 2018 and to the Board of Regents (BOR) on January 16, 2018. Human Resources is now requesting approval to move forward with the revised, final FY 2019 cost projections that will be effective July 1, 2018. In light of the lower than market increase in our premiums and in combination with updated benchmarking of UNM's Medical Plan design, Human Resources is not recommending changes to employee cost share for FY 2019.

Background

Aon's preliminary FY 2019 UNM Medical Plan cost projections recommended an average 2.7% increase in premiums, adding approximately \$1.9 million to UNM's Medical Plan costs for FY 2019. The preliminary projections were based on 12 months of claims data as of September 30, 2017. In addition to the Board of Regents, presentations on projected increases were made to the Faculty and Staff Benefits Committee, Faculty Senate, and the Budget Leadership Team.

Final FY 2019 Projections

Aon's final projections are based on 12 months of claims data through December 31, 2017 with an average increase in premiums of 1.75%, adding a little more than \$1.2 million to UNM's Medical Plan costs for FY 2019. In developing the final projections, Aon made the following modifications to the previous estimate:

- Removed \$1.2 million claims margin previously presented because based on follow up information from the TPA, the claim cost is not as high as initially anticipated.
- Reevaluated and adjusted annual trend rate to 6%
- Adjusted pharmacy savings based on most recent data from the Aon Coalition

Total Projected Increase: \$1,236,837

- Projected UNM (Employer) Share (63%): \$779,207
- Projected Employee Share (47%): \$457,630

FY 2019 Projected Costs

FY 2019 Funding Category	FY 2019 Projected Funding	% of Total Funding
Net Projected Claims Costs	\$66,749,400	93%
Fixed Costs (Admin. Fees, Stop-Loss)	\$5,226,466	7%
Total Costs	\$71,975,866	100%

UNM's Employer Share by Funding Source

Campus	Pooled I&G	Other	Total
Main Campus	\$253,641	\$177,143	\$430,784
Branch Campus	\$25,166	\$2,387	\$27,553
HSC	\$84,814	\$236,056	\$320,870
Total	\$363,621	\$415,586	\$779,207



Employee Premium Impact (sample)

The following table provides the estimated monthly premium increase impact for full-time employees based on salary tier and single/family plans.

Plan	Single \$34,999 and below	Single \$35,000- \$49,999	Single \$50,000 and above	Family \$34,999 and below	Family \$35,000- \$49,999	Family \$50,000 and above
UNM Health	\$1.68	\$2.53	\$3.37	\$4.90	\$7.36	\$9.81
BCBS	\$1.74	\$2.60	\$3.47	\$5.05	\$7.58	\$10.11
Presbyterian	\$2.20	\$3.30	\$4.40	\$6.42	\$9.62	\$12.83



Department of Safety & Risk Services MSC07 4100, 1 University of New Mexico Phone: 505-277-2753 Fax: 505-277-9006 Website: systection and codu

Date:February 5, 2018To:David W. Harris, EVP for Administration, CFO & COOFrom:Carla P. Domenici, Director, SRSCy:Chris Vallejos, AVP,Bsn Plng & Svcs/ISS: VP Institutional Support Svcs Staff
Melanie Sparks, Executive Project Director: VP Institutional Support Svcs StaffSubject:Risk Analysis of UNM Taproom

BACKGROUND FACTS

UNM proposes opening a Taproom, on or about August 2018, in the Student Union Building. The Taproom would be comprised of 2160 net square feet indoor space and 1400 net square feet of outdoor exterior patio space. The total capacity of the Taproom would be 148 people in the interior and 96 in the outdoor patio. On a typical day, the Taproom would be staffed with 3-4 employees.

The Taproom Project was initiated by undergraduate students in the Fall of 2016. The proposed location of the Taproom Project is intended to provide a wide engagement point for the wider UNM Community. Because it is adjacent to Popejoy and the Cornell Parking Structure the space may be used for functions related to the arts, alumni engagement and other community engagements. The stated goal of the Taproom Project is to create a safe and wholesome experience to engage current students and enhance recruitment and retention efforts.

The vendor that operates, staffs and manages the food and liquor service at UNM is Compass Group USA, Inc "Compass". The Chartwell Division "Chartwell" will be the vendor operating the UNM Taproom. The UNM Contract Administrator for Chartwell is Melanie Sparks, Executive Project Director: VP Institutional Support Svcs Staff. Levy Premium Foodservice Limited Partnership "Levy" oversees the operations at Athletics and the UNM Contract Administrator for them is Brad Hutchins, Deputy Athletic Director: UNM Athletics Assoc Dir,Ext Affrs/Athletics: Athletics Administration.

ISSUES PRESENTED

The Director of Safety and Risk Services was asked to review the UNM Taproom Project and outline and analyze the risk that UNM may incur if said project is approved.

DISCUSSION

The assessment of the risks presented to UNM if the UNM Taproom Project is approved consisted of review of the following: 1.the loss history for existing Compass operations at UNM; 2. the Compass Certificates of Insurance; 3. the New Mexico Tort Claims Act; 4. UNM Administrative Policies and Procedures; 4. the existing contract with Compass; and 5. the proposed UNM Taproom operating procedures and the UNM Project proposal.

Additionally, there is a brief description of the risk prevention initiatives that SRS provides to the buildings where these operations occur that are intended to keep occupants safe. Lastly, the copies of all liquor licenses were obtained and reviewed.

In the ensuing sections, a description of the information acquired from the review of these documents and data will be provided.

1. <u>UNM and Compass Claims Experience at UNM Athletics, Student Union Building, Golf Course and</u> <u>Catering</u>

UNM and Compass loss experience from calendar year 2013 through 2018 does not show significant incidents of loss. UNM received one claim that SRS could locate that was related to alcohol at the Football Stadium in October 2014. A Tort Claim notice was filed, tendered and not pursued by the claimants. It was not clear whether the alcohol involved was served at a tailgate party or by the vendor. Levy Premium Foodservice Limited Partnership is contracted with UNM to operate concessions that include the service of alcohol at the Athletics Department and Levy confirmed that they have not had any claims from CY 2013 through CY 2018. Chartwell reported five Auto Liability/Property Damage Claims (3 in 2013, 1 in 2014 and 1 in 2016).

2. Chartwell Insurance Coverage

SRS requested and Chartwell provided copies of Certificates of Liability Insurance from September 2013 through September 2017. Chartwell maintains the following coverages for Compass Group USA, Inc.:

- 1. Commercial Liability
 - a. \$1,000,000 per occurrence
 - b. \$1,000,000 each occurrence for damage to rented premises
 - c. \$1,000,000 personal injury
 - d. \$10,000,000 general aggregate
 - e. \$5,000,000 products
- 2. Automobile Liability: \$2,000,000
- 3. Umbrella Liability: \$10,000,000
- 4. Workers Compensation and Employers' Liability: \$2,000,000
- 5. Liquor Liability: \$1,000,000 per occurrence and \$10,000,000 aggregate

The Contract language calls for \$2,000,000 combined single limit of liability. Nonetheless, the Umbrella Liability may explain why Compass did not obtain the exact limit set forth in the Contract.

Compass has maintained the coverage called for in the Contract with the exception noted above. UNM should make sure that it keeps Certificates of Liability on file. It would also be helpful to keep a copy of these at SRS in the event of an incident or claim.

3. The New Mexico Tort Claims Act

UNM is covered by the New Mexico Tort Claims Act and its liability is capped by said statute. In discussions with Lara White-Davis, Director, Risk Management Division, New Mexico General Services Department, she confirmed coverage for UNM's liquor operations and she strongly advised UNM not to purchase excess coverage because it is covered by the Public Liability Fund and subject to the capped limits. She felt that purchasing additional coverage might result in additional claims and lawsuits and possibly create some argument that UNM is not covered. Ms. White-Davis provided the attached letter for your review.

The New Mexico Tort Claims Act, NMSA 1978, Section 41-4-19, sets forth the following limits for liability: 1. \$400,000.00 for damages other than property and medical expense;

- 2. \$300,000.00 for past and future medical expenses; and
- 3. \$200,000.00 for damage or destruction of real property.

Total liability shall not exceed \$750,000.00. Further, judgments shall not include punitive damages or interest prior to judgement. The New Mexico Tort Claims Act is the exclusive remedy against a governmental entity like UNM. NMSA 1978 Section 41-4-17.

UNM Policy

The Policy Office is prepared to revise UNM Policy 2140 of the Administrative Policies and Procedures Manual so that Section 2.4 mentions the Taproom. This would occur only after the project receives approval.

Chartwell Contract

For the purposes of this risk assessment, SRS focused its review on the sections of the contract dealing with liability, insurance and subrogation. The Contract contains many provisions that protect UNM in the event of a loss. One such provision provides that UNM maintains the right to inspect and Audit all Contractor records. The Contractor is required to produce said records within 48 hours. Contractor is to maintain claim and litigation records for 5 years from date incurred or until final disposition whichever is longer. Section 8.1, p. 37. This section is very helpful and important because it allows UNM to access documents and records that it might need if it is involved in a claim or lawsuit.

Along the same lines, the Contract requires the Contractor to promptly investigate all accidents and claims for damages relating to the operation and maintenance of the Dining Services Program. The Contractor also is required to report incidents to Campus Security and the Contract Administrator. Section 17, p. 5. In addition, the Contractor also agrees to immediately notify the Contract Administrator of any claim or suit made or filed against the Contractor or its subcontractors regarding any obligations under the contract. Section 18, p. 52 Further, Contractor releases UNM from all liability for any destruction or damage to, loss or theft, of its equipment, supplies and raw food unless caused by UNM's negligence. These provisions again provide UNM with the ability to investigate and respond to incidents. Further, it allows UNM to provide notice to its carrier if needed.

Another section of the Contract requires Contractor to maintain Commercial General Liability Insurance with a limit of not less than \$2,000,000 combined single limit for bodily injury and property per occurrence. Section 2, p. 46. While Compass did not purchase this exact limit, it instead purchased a \$10 million dollar Umbrella policy. Compass actually purchased more coverage than what was required; it purchased \$8 million dollars more in coverage. This can only serve to mitigate any risk that UNM might have in the event of an incident or loss.

The Contract requires that the Certificate of Insurance shall be in a format acceptable to the University. The Contract further specifies that such certificates shall be filed with the University and shall also contain the following statements:

'The Regents of the University of New Mexico, The University of New Mexico, its agents, servants and employees are held as additional named insured.' 'The insurance coverage, certified herein shall not be canceled except after the insurer endeavors to provide forty-five (45) days written notice to the Owner.' Section 2, p. 46-47.

My review showed that the Certificate of Coverages did not name the UNM Board of Regents. I requested that Compass request that their insurer add the UNM Board of Regents as required. Once the Compass representatives were notified they requested and obtained Certificates of Insurance with this language. This demonstrates the importance of having Contract Administrators collect the Certificates of Insurance annually. Additionally, it is beneficial to have SRS Risk Staff review these Certificates of Insurance.

By adding the BOR as an additional named insured on the Compass Group policy, UNM is essentially

covered for vicarious liability that it might have due to the conduct of the named insured. An example of vicarious liability is where a tenant and a landlord are both liable to a third party. UNM would be protected by the Compass policy and by the coverage afforded by the Public Liability Fund and the limitation of the Tort Claims Act.

SRS will be working the New Mexico General Services Department, Risk Management Division (RMD) and with Compass representatives to review the indemnification and waiver of subrogation language. Michael Bebeau, and attorney with RMD, spoke to me on February 2, 2018 and verbally approved the language. SRS is awaiting a written memo regarding the contract language. SRS is also working with Compass to clarify property insurance coverage. These issues are all technical insurance questions that can readily be addressed by all parties.

Chartwell Taproom Proposed Operating Procedures

Chartwell has prepared draft Liquor License Compliance and Safe Serving Procedures to comply with mandatory regulatory items. Additionally, Chartwell is proposing implementing ID readers to detect fake or altered IDs, using twelve ounce glasses for ten ounce pours, limiting the service of alcohol to beer varieties not to exceed 9% and encouraging the use of campus and community safe ride services (i.e. Tavern Taxi, Tipsy Tow, Albuquerque Street Guardians, Tax Companies and Uber). Further, the UNM Food Team already meets with Chartwell weekly to review any issues that may arises in the operation. This may include needed repairs, operational considerations such as staffing, events, hour of operation. This practice would begin to include the Taproom operations.

UNM Safety and Risk Services

The Safety and Risk Services Department "SRS" conducts several inspections that are intended to mitigate risk and prevent losses. These inspections include annual building inspections that look for violations of fire code, OSHA, and general safety hazards. SRS also conducts bi-annual Loss Prevention and Control Inspections that are less detailed than the building inspections, but are intended to identify risks throughout the year. These inspections are mandated by the Loss Prevention and Control Program. The New Mexico State Fire Marshal's Office conducts annual inspections of all buildings with the assistance of SRS staff. Additionally, SRS includes chemicals that are used in the Student Union Building in its inventory of campus chemicals. SRS staff also works to insure compliance with stormwater regulations by identifying any practices that could result in discharge of pollutants into the stormwater. Lastly, SRS staff inspect fire extinguishers, fire suppression systems and fire alarm systems to insure they are UNM is in regulatory compliance, but also make sure that staff, faculty, students and visitors are safe in these buildings.

SRS staff serve as the Loss Prevention and Control Coordinators on behalf of UNM. The Safety and Risk staff take these roles very seriously and work to prevent loss before an injury or damage occurs. Further, SRS notifies building stakeholders of any deficiencies or findings noted in inspections that occur. When needed, SRS submits work orders through the TMA system to insure that findings are addressed. SRS has historically worked closely with the Food Team and Athletics to make sure their venues are safe. It would continue to assist them with any issues that might arise at the UNM Taproom.

CONCLUSION

Any new project or initiative brings a level of risk. Stakeholders, after weighing the benefits and risk of the said project or initiative, must determine whether to proceed. In the case of the UNM Taproom, the benefits that include revenue, a safe and comfortable space for students, visitors and alumnae to gather, increased student satisfaction likely outweighs risks that are mitigated by the UNM and vendor policies and procedures, operational limitations and the New Mexico Tort Claims Act, the insurance provided by the New Mexico Public Liability Fund and the contract with, including additional named insured status on Chartwell's liability insurance. Compass has a positive loss experience that provides confidence in their management skills.

It is recommended that UNM follow up with the vendor to receive loss runs quarterly to insure it is aware of any significant incident. Further, UNM should follow up with the vendor to keep current Certificates of Liability on file. More importantly the insurance issues raised should be clarified and addressed to make sure that in the event of a loss UNM's coverage is clear.

UNM Taproom

UNM Board of Regents

February 13, 2018



The University of New Mexico Board of Regent's Meeting

History of Taproom

- Fall 2016:
 - Grass roots initiative from students
 - Developed a task force involving UNM Food Services, Chartwells, ASUNM, GPSA, Student Affairs
 - Vetted concept with Regents, Faculty Senate, Dean's Council, Dean of Students, Staff Council, COSAP, Policy Office, UNM Police, Neighborhood Associations, SUB, PD&C, SRS
 - Investigated other institutions including Colorado State, University of Texas @ Dallas, Florida Atlantic University
- Spring 2017:
 - 2/7/17 Information item to BOR F&F
 - School of Architecture class project
- Summer 2017:
 - 8/8/17 Information item to BOR F&F
 - Worked with S of A class to reexamine costs with PDC
- January 2018
 - Project approval request to BOR F&F
- February 2018
 - Risk and liability analysis was completed by Director of SRS, Carla Dominici

Operational guidelines

- Chartwells is our food service partner and they are working with possible partners in our community. Rotating selection, guest brewers, educational opportunities.
- As our designated partner, Chartwells is responsible for enforcing and following industry beer/wine service laws. They are already engaged in this manner at University Club, Golf Course, SUB.
- This beer/wine license will be extension of the existing one in the SUB.

Schedule & Funding

Schedule:

A/E Procurement

Oct 16 – 27, 2017

May 21 – Jul 20, 2018

- Schematic Design Oct 30 Nov 29,2017
- Finance & Facilities Approval Jan 9,2018
- 95% Construction Design (CD) Jan 23 Mar 5,2018 Documents
- HED Capital Project Approval Feb 14,2018
- 100% CD Documents Mar 6 26, 2018
- Project Procurement
 Mar 26 Apr 20, 2018
- Metal/Wood Fabrication Apr 23 Jun 1, 2018
 @ SA+P
- Project Construction
- Project Completion August 3, 2018

Funding:

\$650,000	Total Project Budget
\$325,000	Dining & Food Services Plant Fund
\$325,000	Chartwells Capital Investment

February 13, 2018

The University of New Mexico Board of Regent's Meeting



VIEW TO NEW UNM TAPROOM FROM MAIN ENTRANCE

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

DATE:	January 24, 2018
TO:	David W. Harris, EVP for Administration, COO & CFO
FROM:	Chris Vallejos, AVP Institutional Support Services Lisa Marbury, Executive Director, Institutional Support Services
RE:	Requested Approval

<u>RECOMMENDED ACTION:</u>

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

1. Request for Project Construction Approval for Coronado Hall Phase 2 Renovations

Please see attached summary.

cc: R. Henrard, A. Coburn, C. Martinez, N. Dominguez, M. Dion, S. Rodgers - PDC

REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for CORONADO HALL PHASE 2 RENOVATIONS UNIVERSITY OF NEW MEXICO February 6, 2018

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for Coronado Hall Phase 2 Renovations, Albuquerque Main Campus.

PROJECT DESCRIPTION:

Coronado Residence Hall is102,922 gross square feet and was built in 1958 to accommodate 432 residents in 252 rooms. The facility retains much of the original configuration, flooring, lighting and bath room arrangements and is in need of renovation. Phase 1 renovated two of the communal bathrooms for individual use, provided updates to each of the 252 rooms including new flooring, sink replacement, paint and patch. Coronado Hall Phase 2 Renovation will refurbish resident rooms and corridors with updated ceiling treatment and LED lighting. Two of the existing communal bathrooms will be renovated with individualized shower and toilet stalls and four tub rooms will be updated with new plumbing fixtures. The building will be retrofitted with a new elevator and two platform lifts providing building-wide accessibility.

PROJECT RATIONALE:

The University is poised to launch the Freshmen Live-In requirement for 2018-2019 and older residential inventory is being refurbished to adequately provide for this need. For the last several years, UNM Residence Life and Student Housing has undertaken a program to update these older, deteriorated residence halls. Coronado Hall is the last of the older facilities to be renovated.

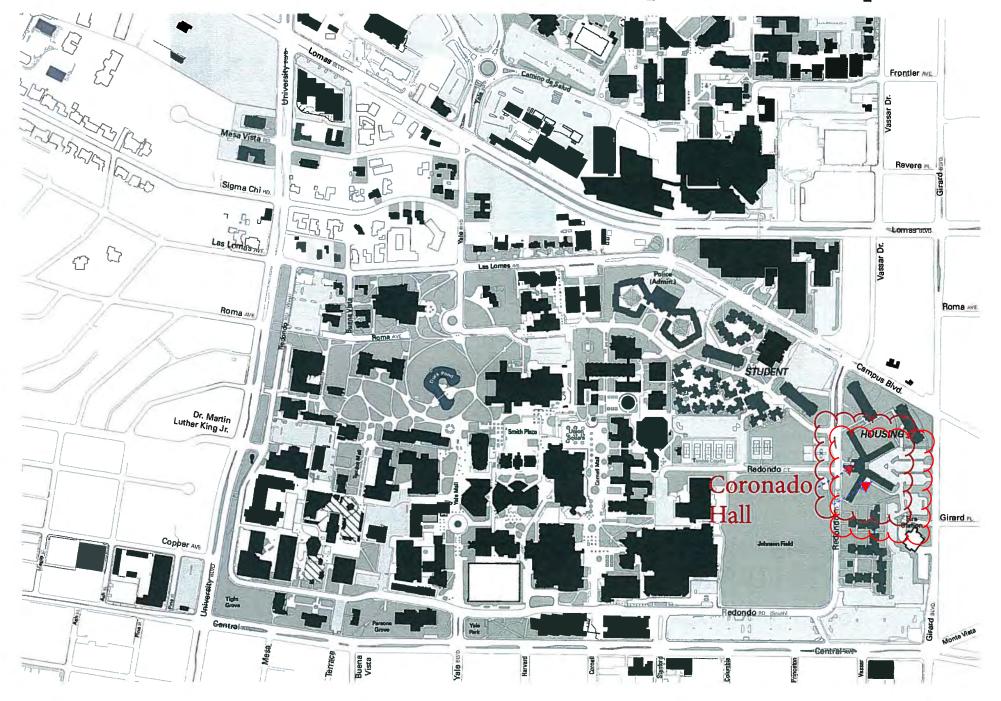
This phase of the renovation is focused on reduction of reoccurring maintenance cost and improved living space and privacy to students. The ceiling treatment will present fewer maintenance issues and new LED lighting will be more energy efficient than fluorescent while providing more natural lighting in the facility. Increased privacy in the remodeled bathroom facilities follows national trends and brings an updated sense to the facility. This renovation will also allow us to better serve our Living Learning Communities. Currently the Living Learning Communities must be placed so that the men and women living in the unit have access to two separate bathrooms but this placement compromises a sense of community for participants. With individual, lockable units, men and women have individual, private access to shared bathroom facilities.

FUNDING:

The total estimated Project Budget is \$2,489,205:

• \$2,489,205 is funded from Resident Life & Student Housing Capital Reserve

The University of New Mexico - Albuquerque: Central Campus





PROJECT LOCATION



VICINITY PLAN



SCHEDULE OF BID LOTS

INCLOT 1. CORM ROOM CELING PHENES & LED LIGHTIM ATTON OF TWO ID REATS BID LOT 1: COORDON CRI MOS. DOORS ALLO HOURS BID LOT & ADA ELEVATOR & PLATFORM LIFTS IN LOT 7: I DIOWATION OF EXISTING THE ROOMS

GENERAL NOTES

. THE CONTRACTOR IS RESPONSIBLE FOR THE GENERAL PR INCLUDING GENERAL AND SUPPLEMENTARY CONDITIONS.

2. THE CONTRACTOR BHALL COMPLY WITH \$3-14.1 TO \$2.14.8 NEED

HALL BE IN ACCORDANCE WITH SPECIFICATION A. STROLE

13. ALL EXISTING SIGNS, MARKERS DELINEATORS, ETC., 15. EL OR EX - EXETING

A DALE . OR APPROVED ED

SHEET LIST

GENERAL G-001 COVER ARCHITECTURE A-101 A-102 A-103 A-104

FERENCE THIRD FLOOR PLAN FERENCE FOURTH FLOOR PLAN ARGED REPLECTED CEILING PLAN A-401 A-402 A-403 A-405 ENLARGED FLOOR FLANS ENLARGED FLOOR FLANS ENLARGED REFLECTED CEILING FLANS INTERIOR ELEVATIONS REFLECTED CEILING FLANS

EILING PLANS ANS ED CEILING PLANS VRGED FLOOR PLANS

ENLARGED REFLECTED GE DEMOLITION & PATCHING F FLOOR PLAN REFLECTED CEILING PLAN

3 CEILING PLANS

MCCLAIN + YU ARCHITECTURE & DESIGN 2009 RIDGECREST DR. SE ALBUQUERQUE, NM 87108 WWW.MCCLAIN-YU.COM

> MECHANICAL, ELECTRICAL, PLUMBING ENGINEER:

UNIVERSITY OF NEW MEXICO

CORONADO HALL

RENOVATION - PHASE II

BUILDING NO. 0155

SCHEMATIC DESIGN

DECEMBER 29, 2017

M[⊆]CLAIN + YU

ARCHITECTURE & DESIGN

PROJECT TEAM

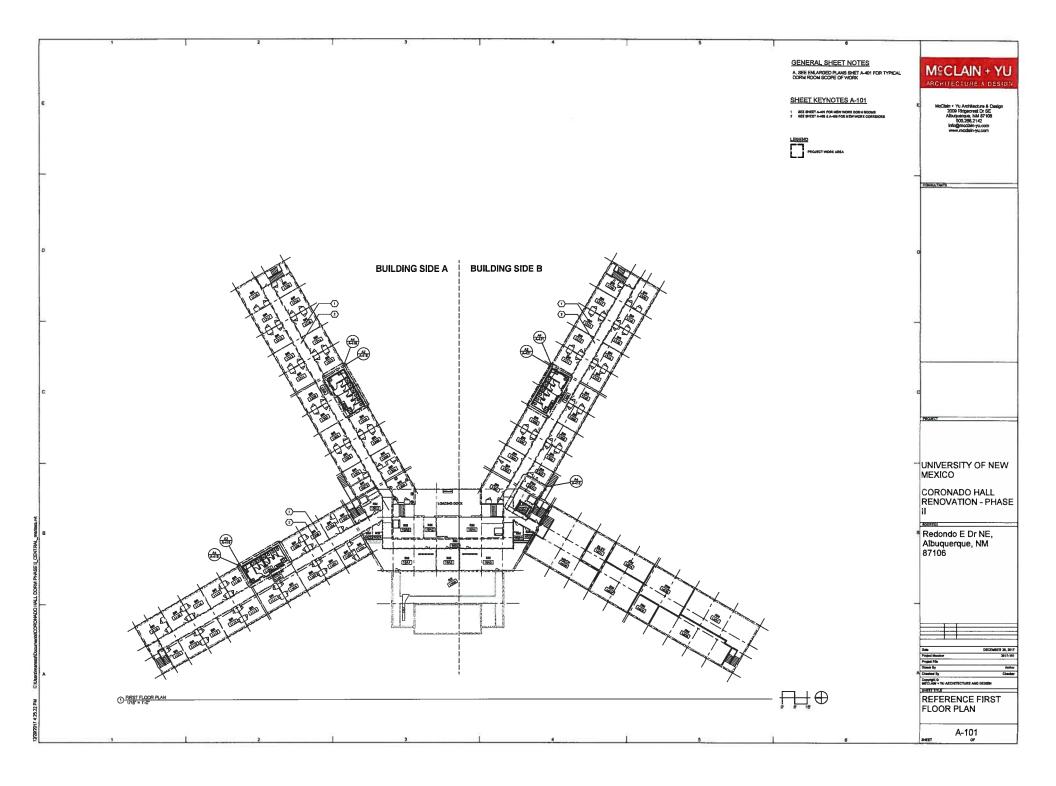
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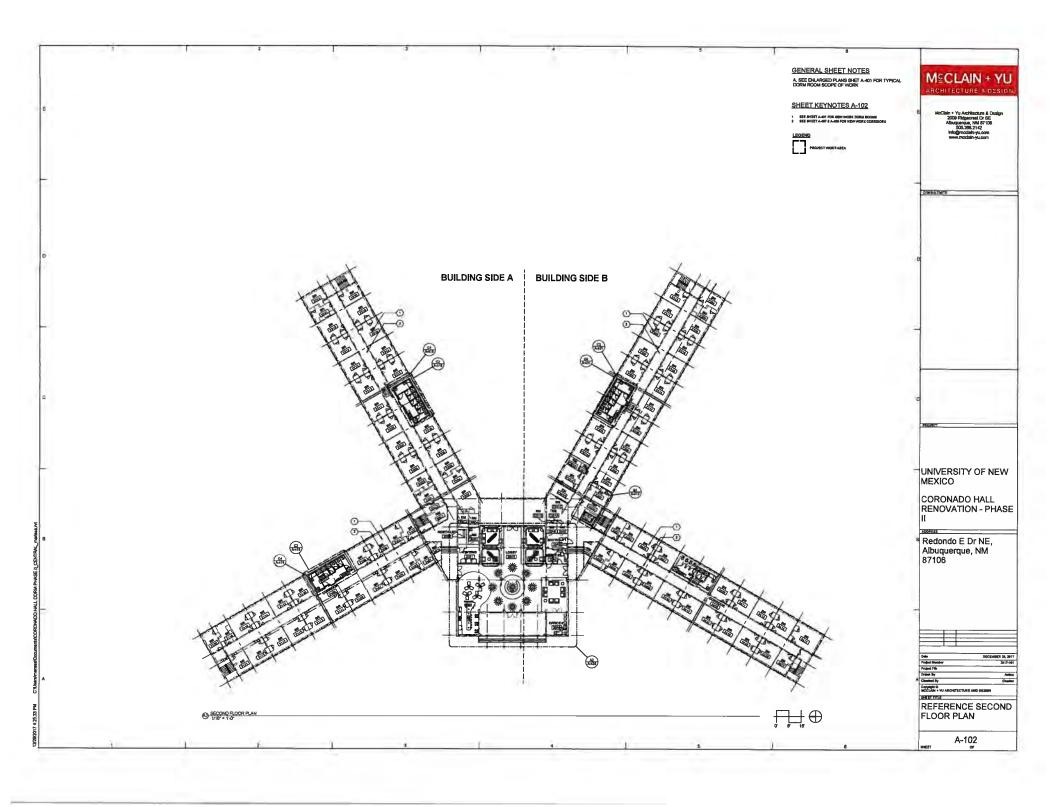
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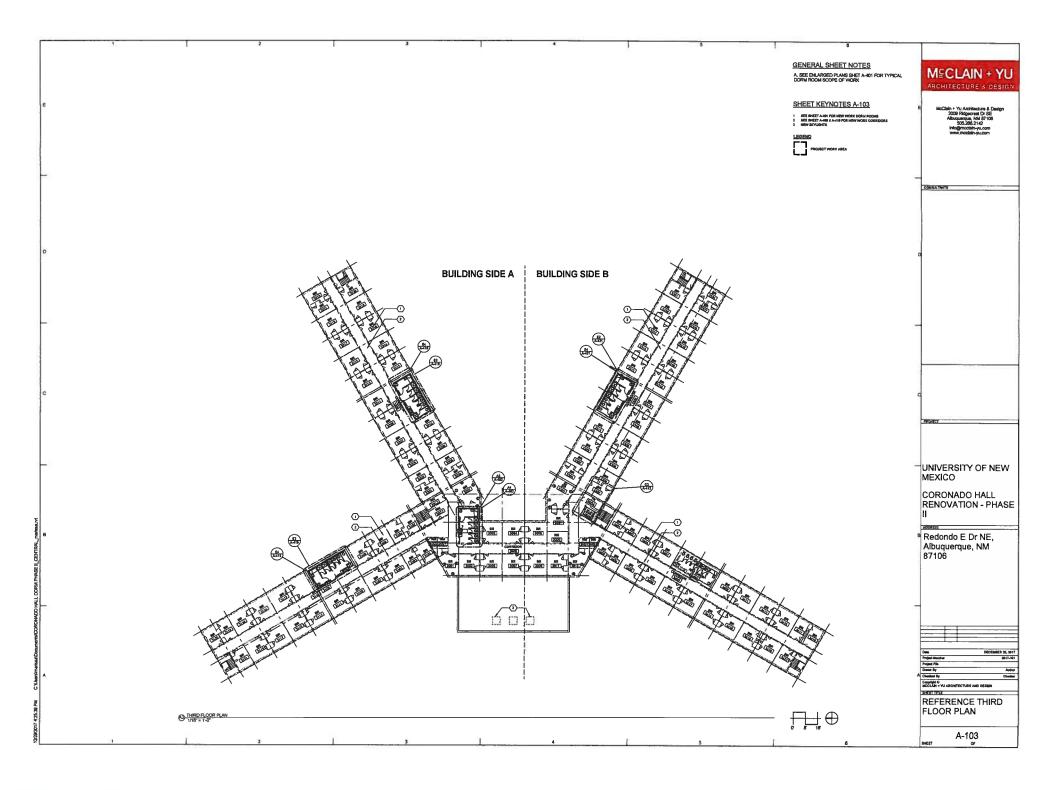
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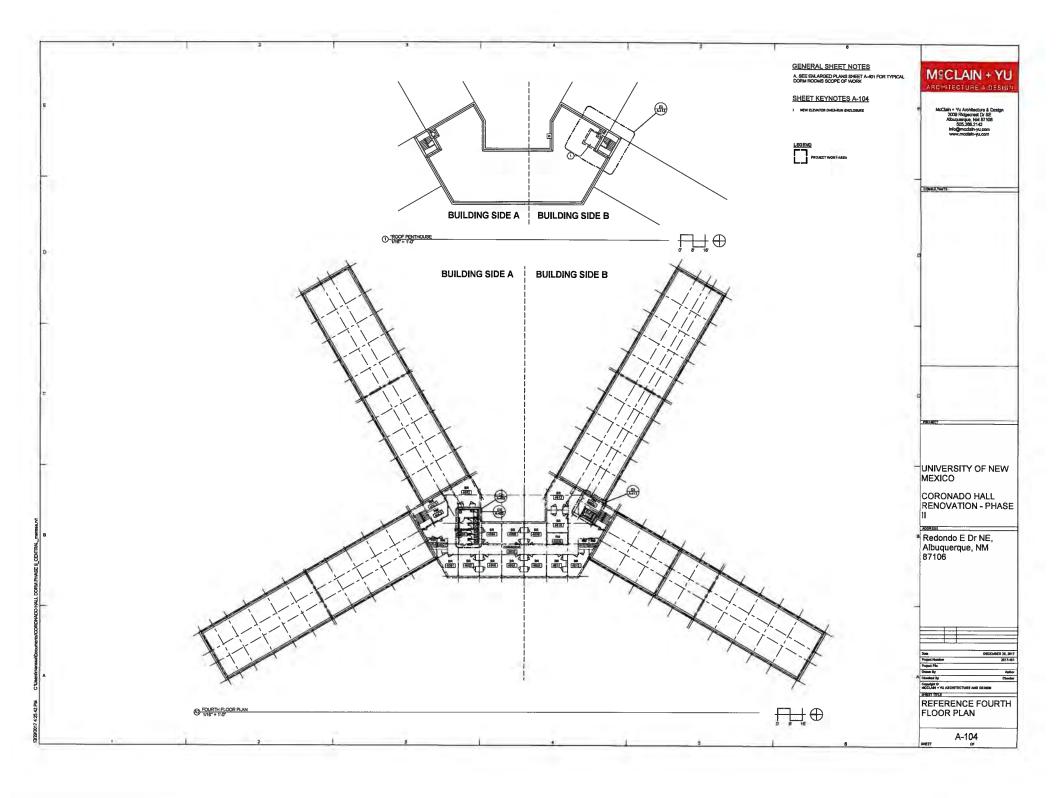
STRUCTURAL ENGINEER:

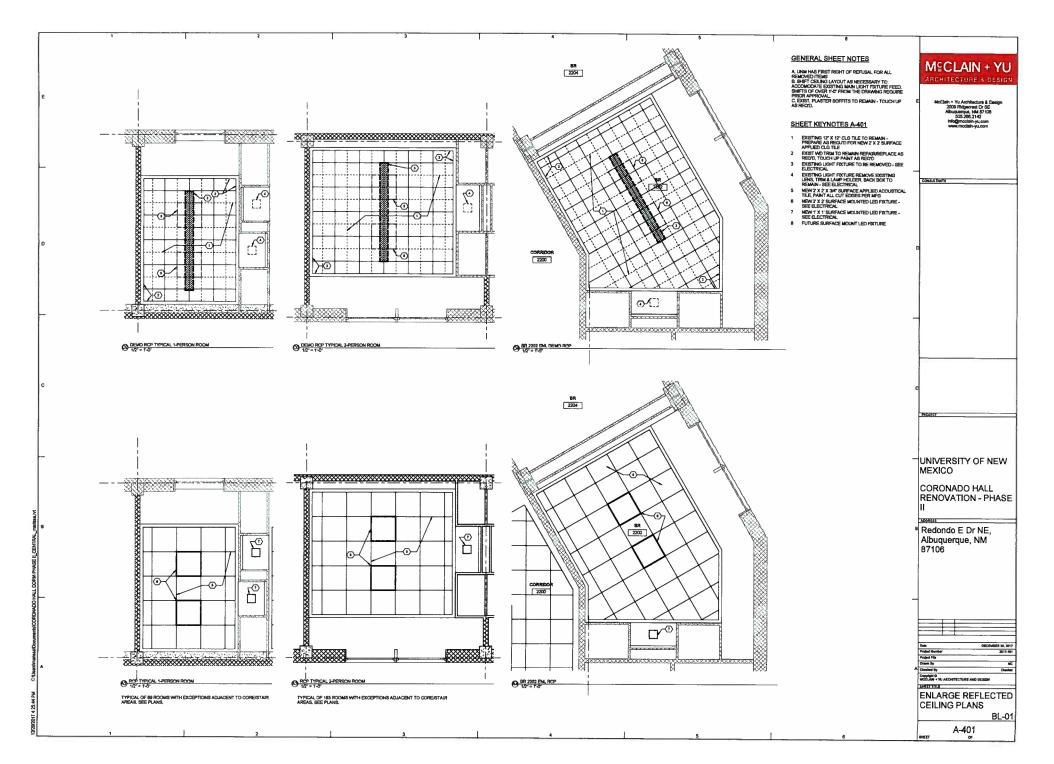
MACCORNACK ENGINEERING 2920 CARLISLE BLVD NE ALBUQUERQUE, NM 87110 (505) 881-0570

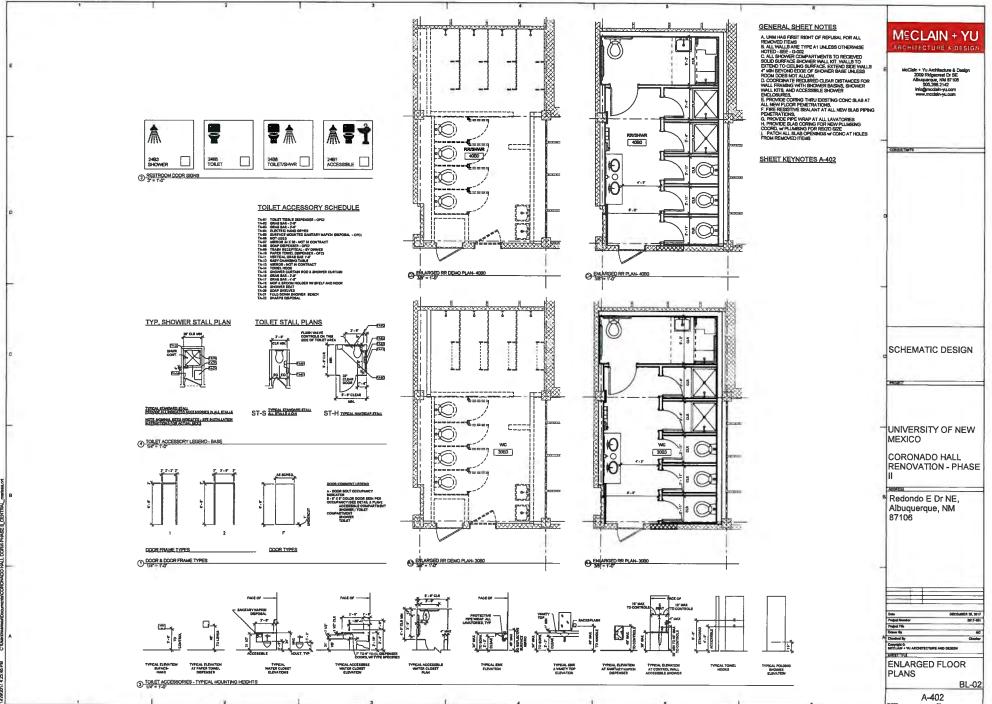




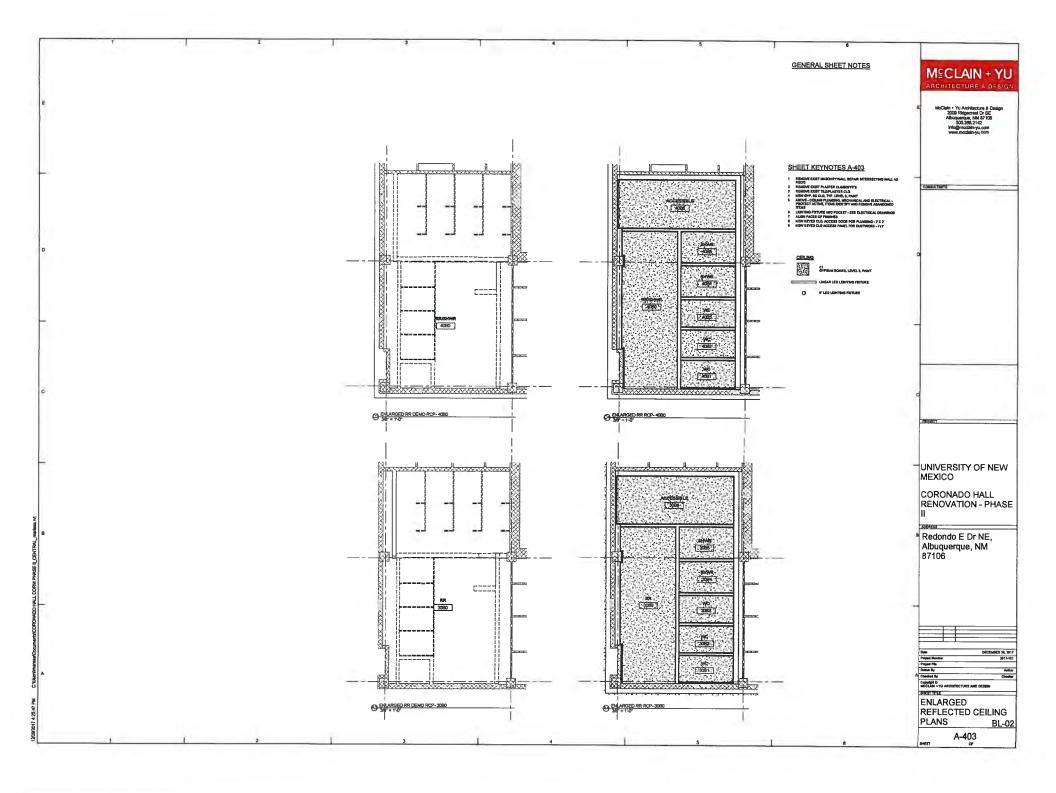


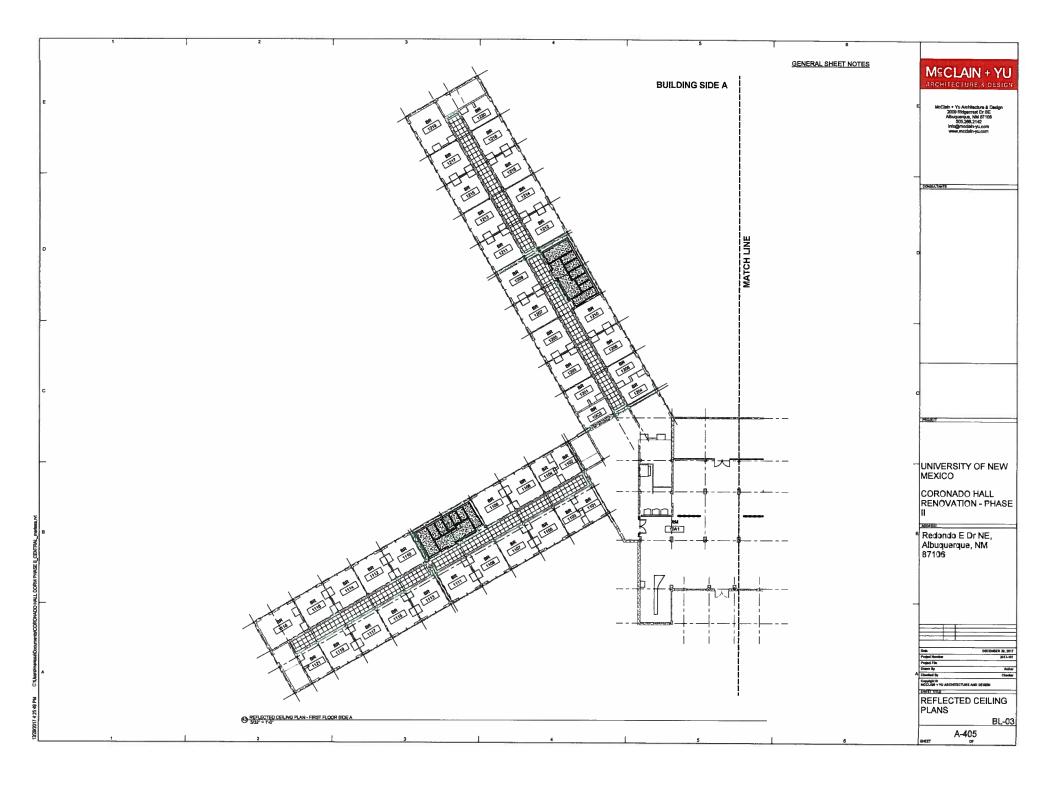


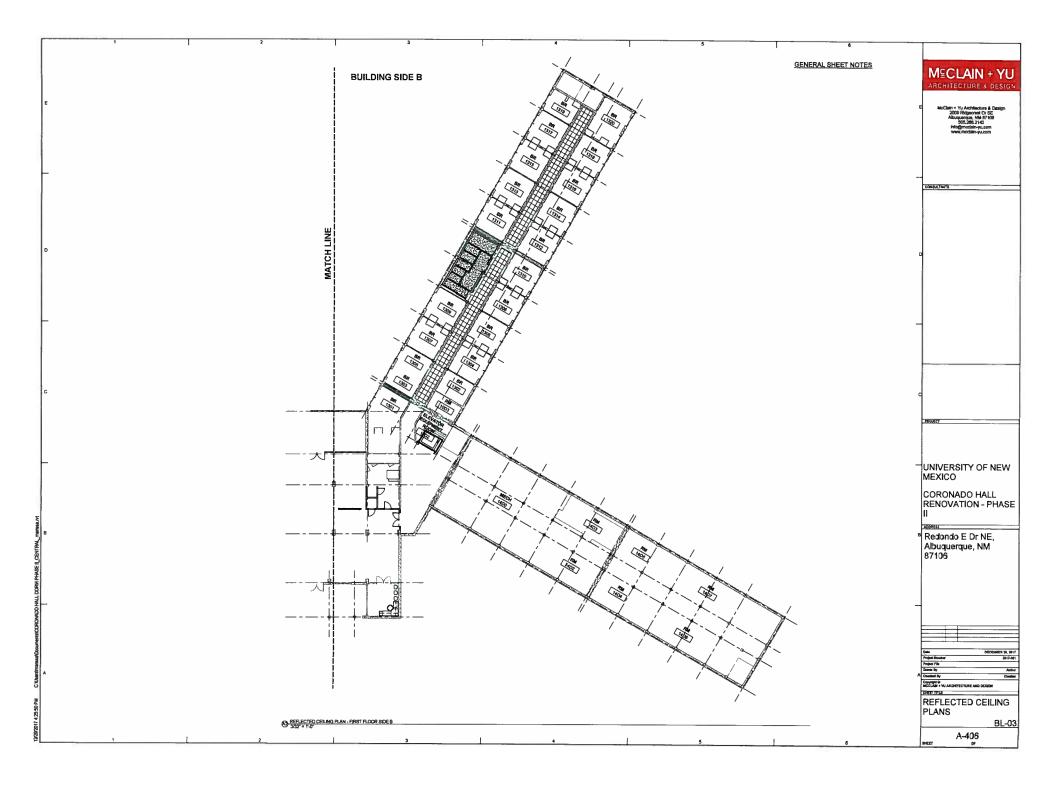


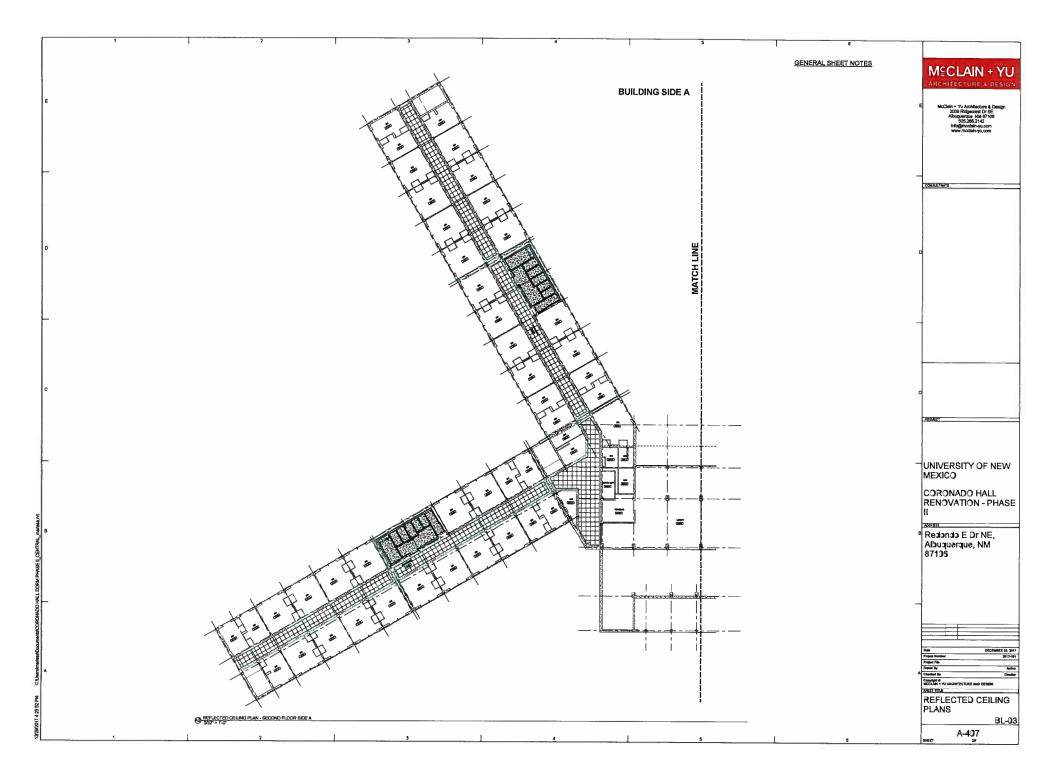


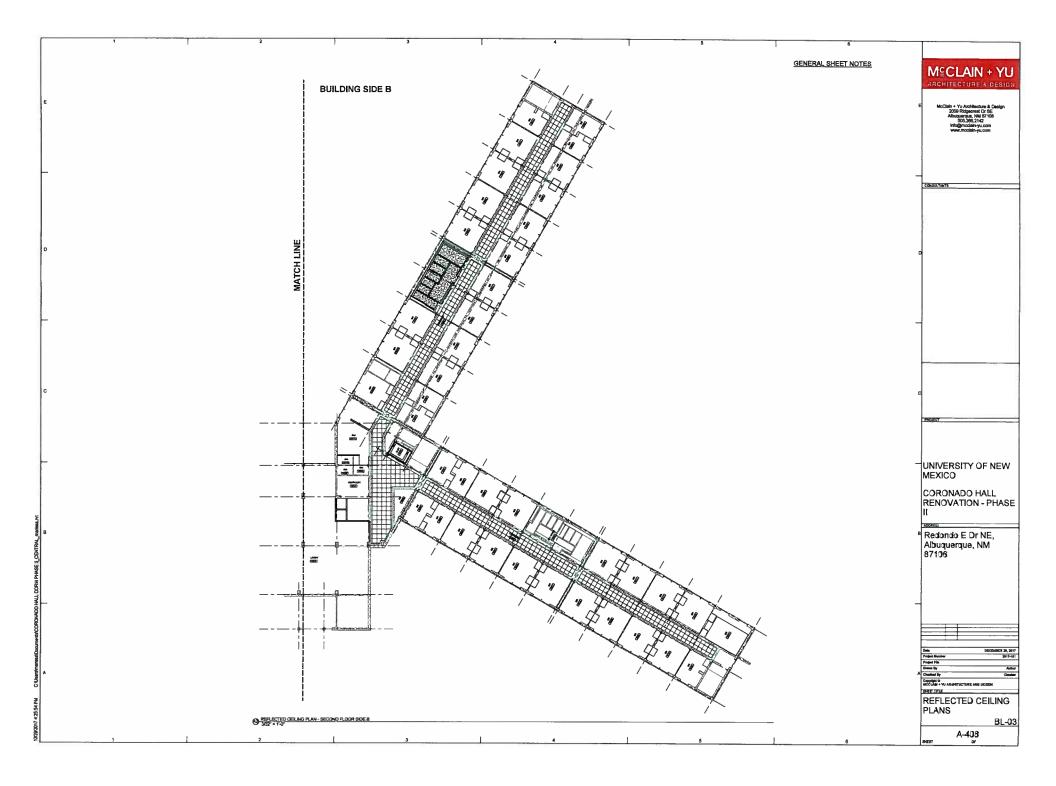
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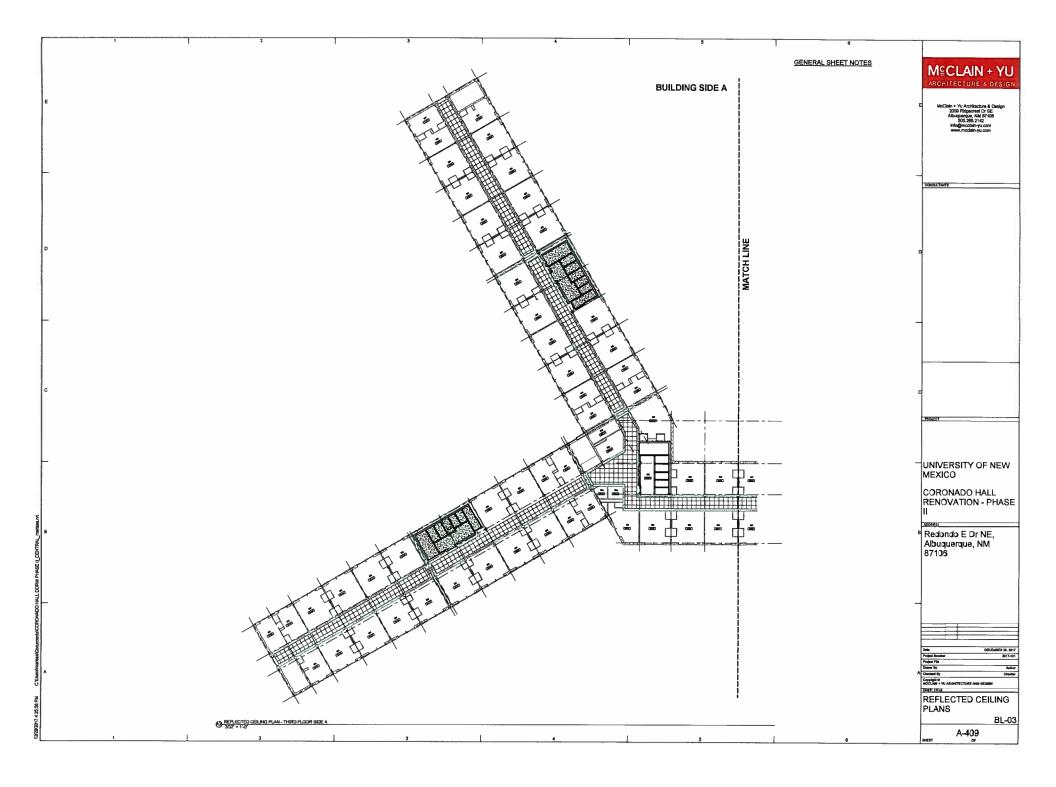


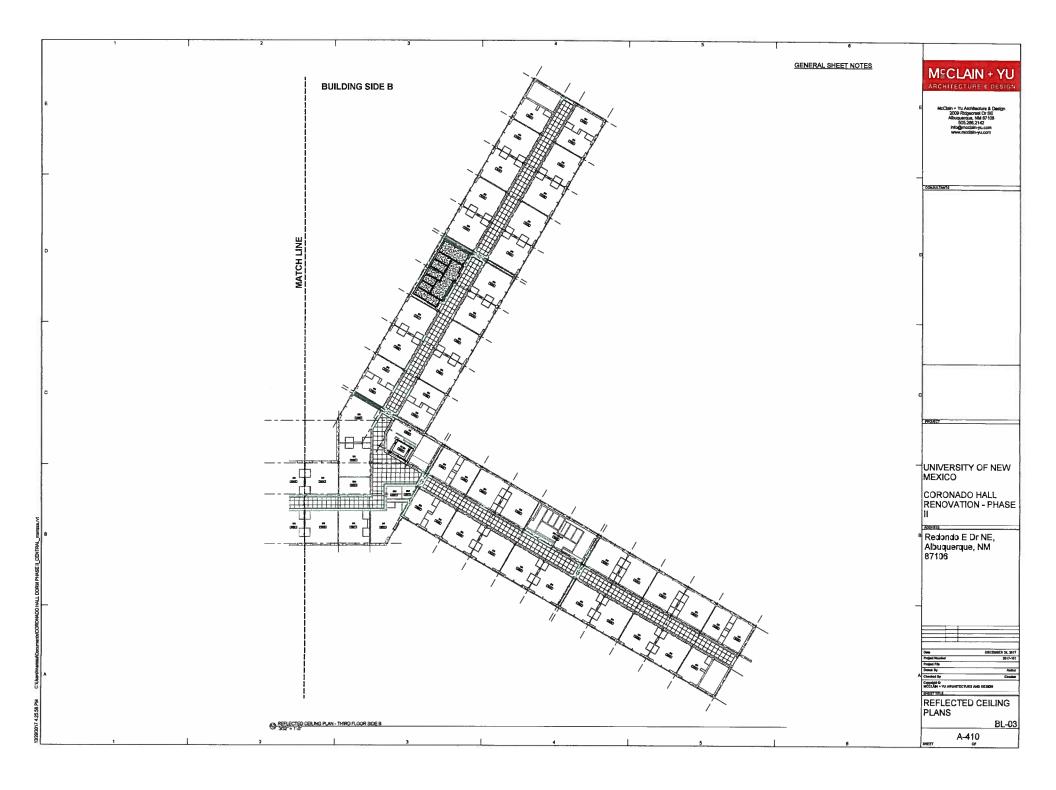


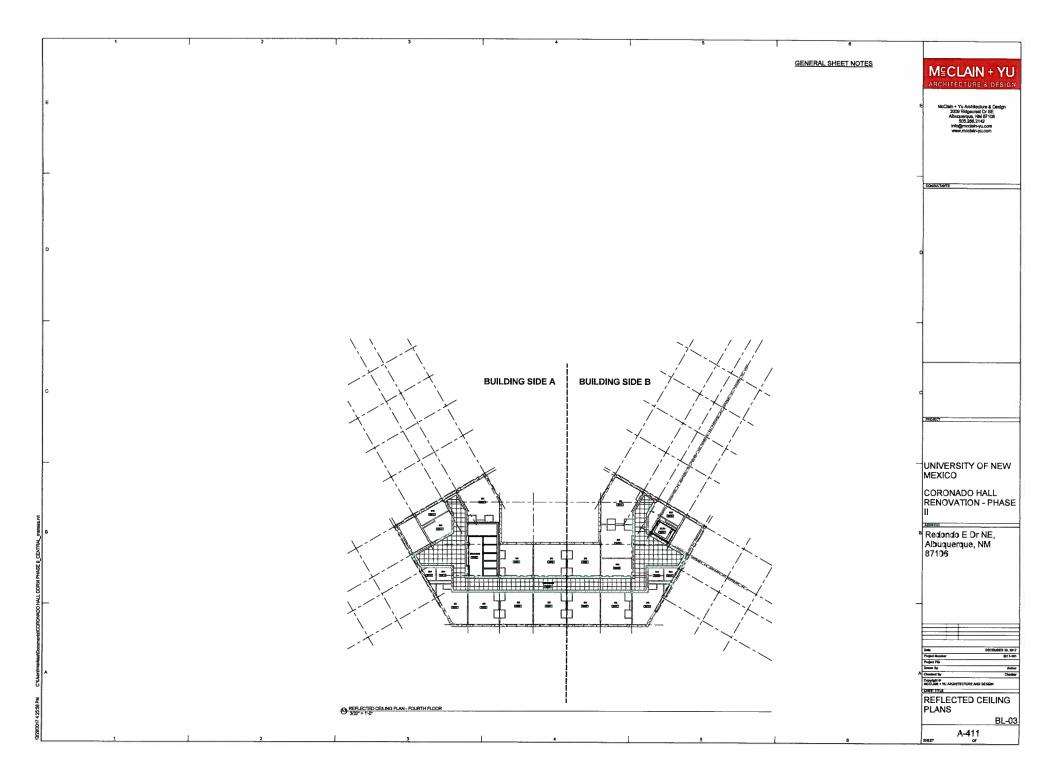


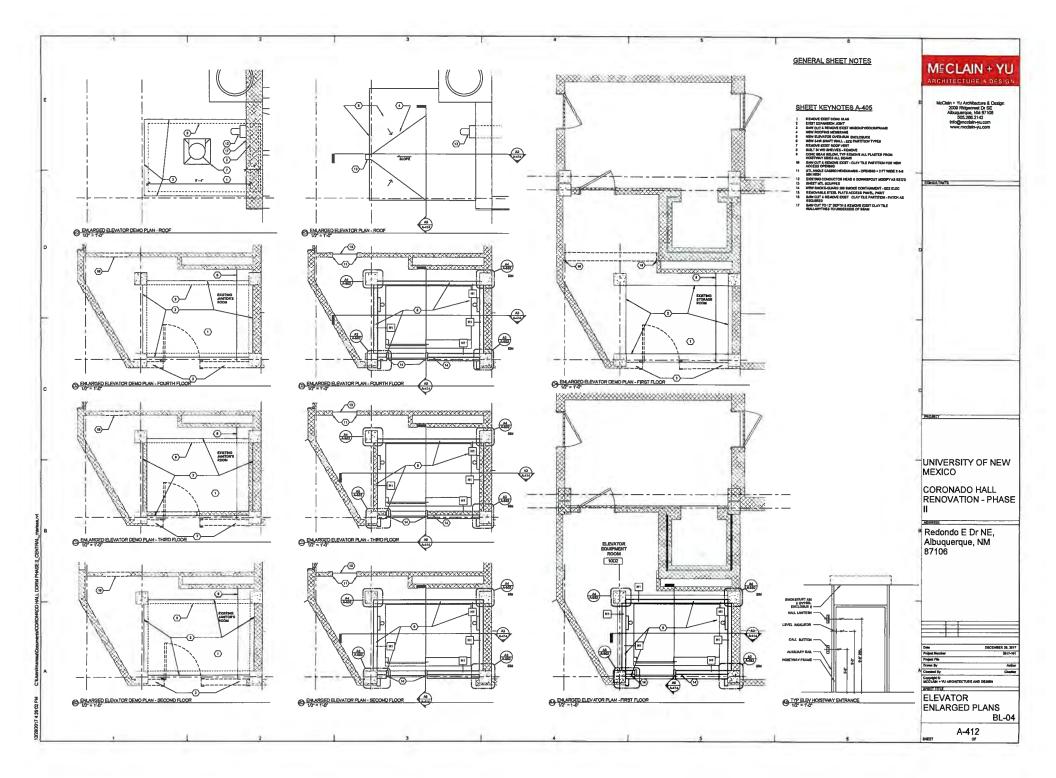


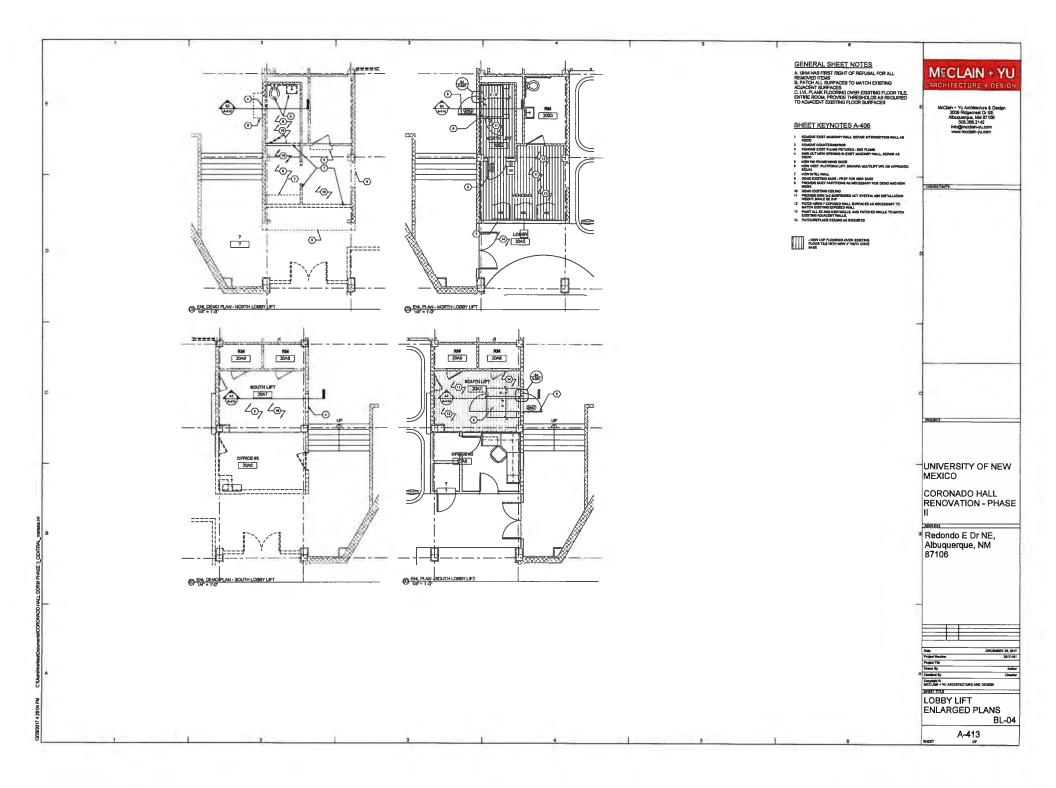


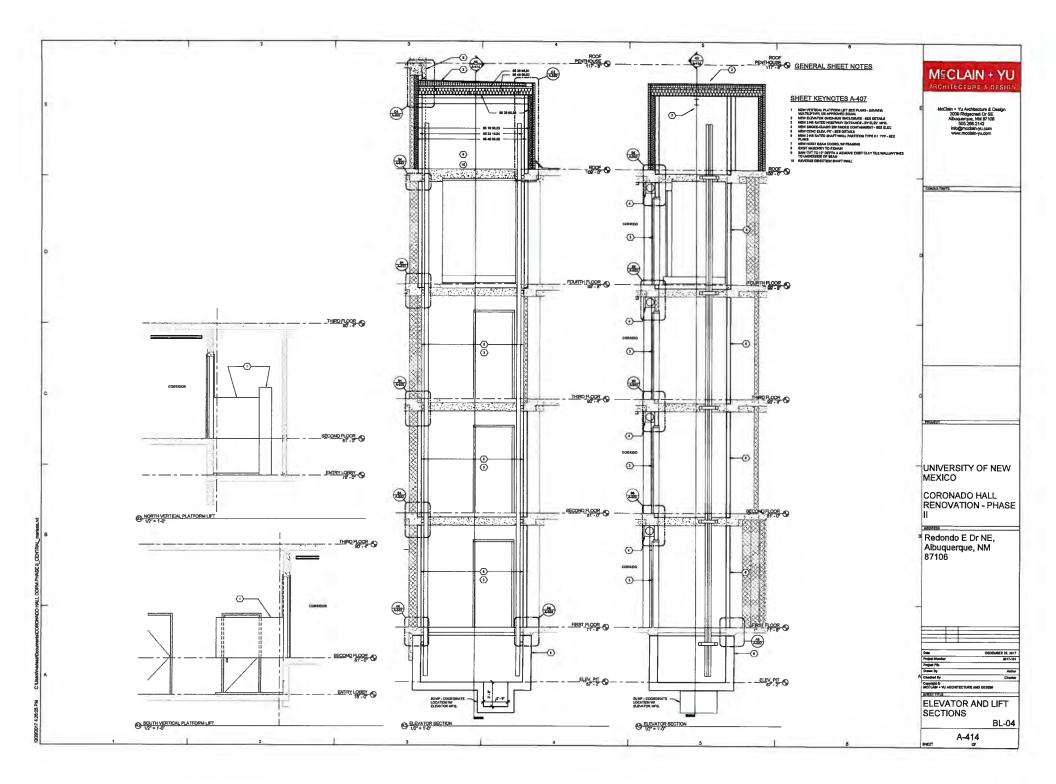


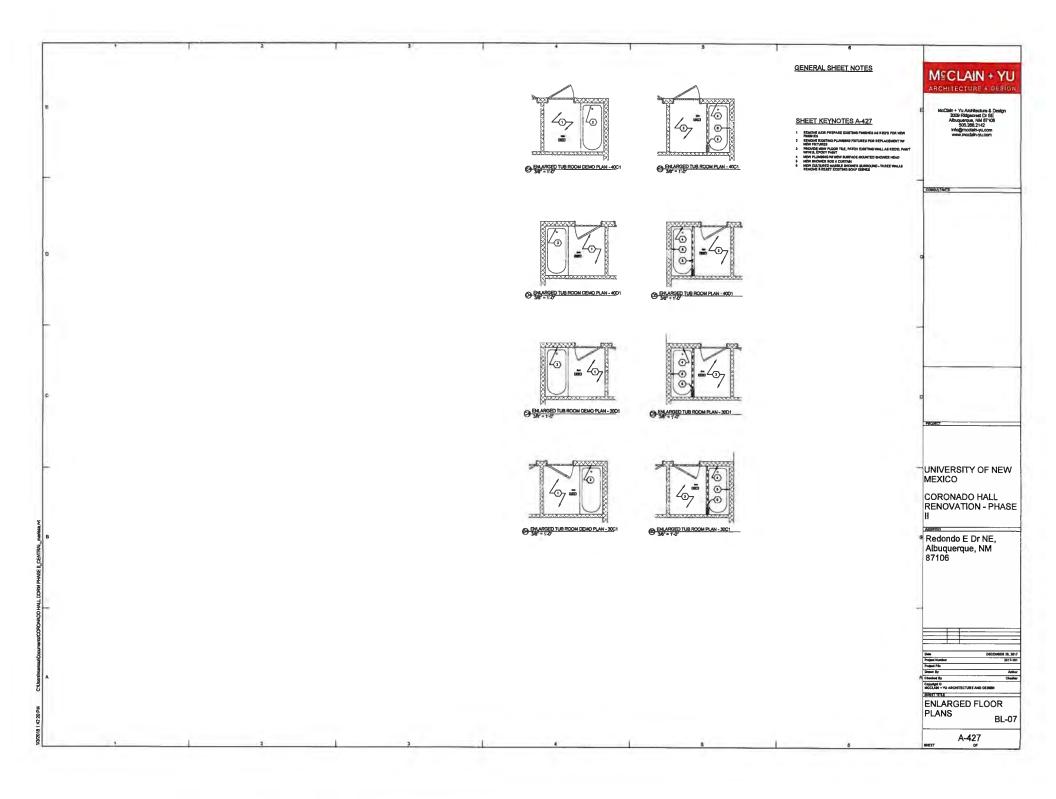












UNM Housing Renovations/Coronado

Housing Renovation History

- Over the last 10 years, UNM Housing has put resources into insuring our facilities are being updated.
- All UNM Housing Halls; Alvarado, Hokona-Zia, Laguna-DeVargas, Santa Clara, Redondo Village, SRC Apartments and Student Family Housing, have been updated.
- Coronado, built in 1958 and has capacity of 432 beds, is the last to have an update. Last summer we started the renovations.

Coronado Hall Renovation: Phase One Summer 2017 - \$1.6 Million

All Resident Rooms (252)

- Patch and paint walls
- New vinyl flooring
- Replace the sinks

Bathrooms (2 of 13)

- Complete demolition
- Individual locking toilets and showers
- Hotel grade finishes

Coronado Phase One Pictures



Dorm Room Before



Dorm Room After

Coronado Phase One Pictures



Bathroom Before

Student Response has been very positive. Hall Coordinators and RA's have received comments that refer to the sense of privacy, and how innovative the design is.



Bathroom After

Coronado Phase Two - May 14 to Aug. 4

- All Resident Hall rooms (252) new ceiling & lighting
- Hallways (13) new ceiling and lighting
- 2 Community Bathroom renovations continuing with Phase One success
- Elevator & Lifts will accommodate Living Learning Communities

Estimate of \$2,489,205





Future Phase(s) for Coronado

Additional communal bathroom renovations (9)

Remodel lobby into recreational space

- Create several seating and entertainment areas
- Create Student Programming Space
- Relocate Offices
- Replace Windows



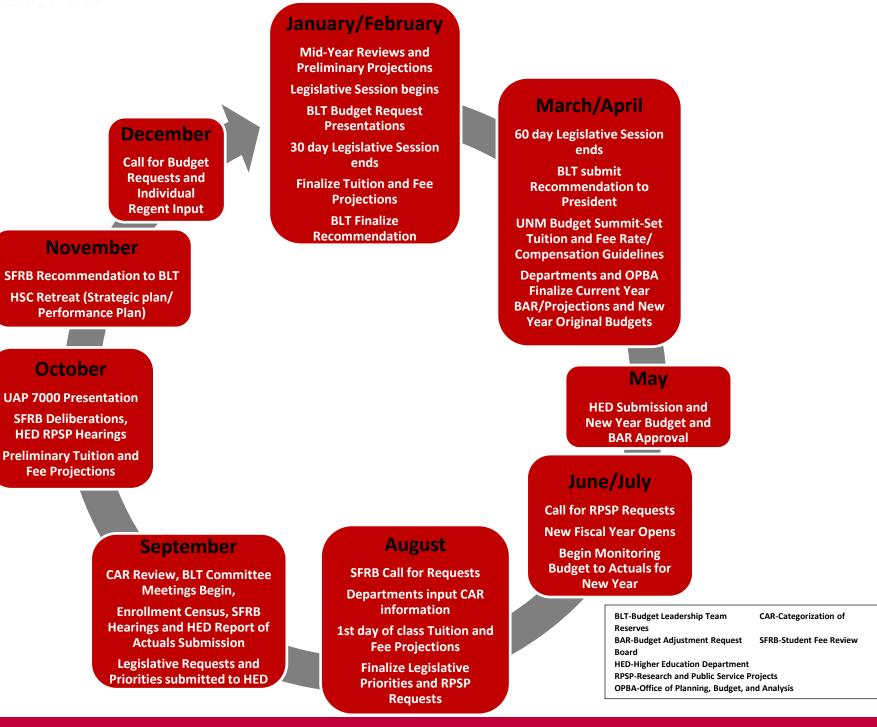
Budget Update and FY18 Early Preliminary Mid-Year Projections

Tuesday February 6, 2018

F&F Committee

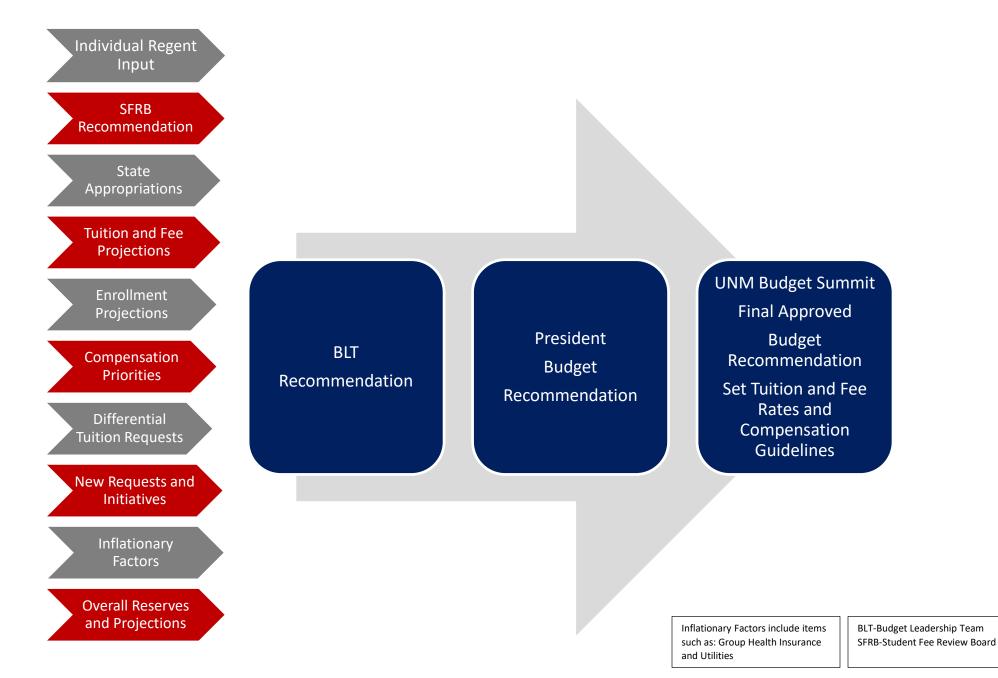


UNM Budget Cycle Activity





UNM Budget Recommendation Information Flow



Legislative Update-State Appropriations HAFC Version HB2 DRAFT Highlights

Main Campus

- Formula Funding includes 1% I&G New Money and 4% redistribution of base
- 2% Compensation Increase
- Additional RPSP funding:
 - \$125K Student Mentoring Program
 - \$60K Minority Student Services
 - \$60K Morrissey Hall Programs
- Remaining RPSP funding is flat
- Special Appropriations \$200K BBER and \$200K Indigenous Design and Planning Institute

HSC

- Non-Formula I&G Funding is flat
- 2 % Compensation Increase
- \$500K Additional Funding for OMI and \$475K MRI Equipment
- \$250K Bioscience Authority

Branches

- 2% Compensation Increase
- Gallup \$96.4K/1.1% Decrease I&G and \$200K additional funding for Workforce Development Programs
- Los Alamos-\$4K/.2% Increase I&G
- Valencia-\$47.7K/.9% Increase I&G
- Taos-\$54.3K/1.7% Increase I&G

FY 19 Budget Development

- Formulating an Early Preliminary Starting Point
 - Preliminary Mid-Year Projections and Budget Reviews-Early February
 - FY 19 Budget Assumptions:
 - Known
 - Unknown/Not yet finalized
 - Very Challenging
 - Using early current year projections
 - Tuition and Fee Projections more clear after:
 - Spring 21 day census
 - February Month End close
 - Overall Reserves and Projections more clear after:
 - Mid-year reviews and analysis are complete by mid-February
 - March Month End close and Final BAR prepared
 - Budget Assumptions
 - Can be broad and ambitious
 - Change dramatically
 - Mid-year reviews helps identify additional needs
 - BLT work still being done-BLT will present to President Stokes March 1
 - President Stokes' Budget Recommendation finalized around mid-March

FY 19 Early Preliminary Budget Draft Starting Point I&G Budget Assumptions

- \$4.637M HAFC Version HB2-
 - \$2.175M-Formula Funding includes 1% I&G New Money and 4% redistribution of base
 - \$2.462M--2% Compensation Increase
- 1% Number-I&G Faculty Compensation Increase
 - Cost to I&G \$1.313M
 - Approximate Funding from State \$624K (47.5% of Salaries and Benefits)
- 1% Number-I&G Staff Compensation Increase
 - Cost to I&G \$1.110M
 - Approximate Funding from State \$484K (44% of Salaries and Benefits)
 - Difference in % funding- possibly no funding for IT internal service salaries (still verifying comp numbers)
- 1% Number-I&G GA/TA and Student Increase
 - Cost to I&G \$217K
 - Approximate Funding from State \$123K (57% Salaries and Benefits)
- \$560K-1.75% Group Health Insurance Increase and 16% GA/TA Insurance Increase
- \$1.2M- Year 1--Tuition Revenue Return to HSC.
- \$2.131M-One-time revenue to balance current year budget
- Working with Enrollment Management to determine the appropriate tuition and fee enrollment hedge

Additional Budget Assumptions for the BLT to consider before finalizing their Budget Recommendation to the President:

- Final HB2 State Appropriation
- SFRB Recommendation
- March Tuition and Fee projections
- 21 Day Spring Enrollment Census and FY 19 Enrollment Projections
- New Funding Requests and Initiatives
- Overall Reserves and Projections

Mid-Year Projections and Budget Reviews

- Units building projections based on December month end data
- Projection System closed on January 26
- Provost Office and OPBA meet with Main Campus Units
- Main Campus reviews and follow up still continuing this week
- Given the timeline, we are prepared to give you an early preliminary update on I&G.
- We will give an update on all Unrestricted mid-year projections in March.
- Additional budget and projection data by unit provided in eBook packet

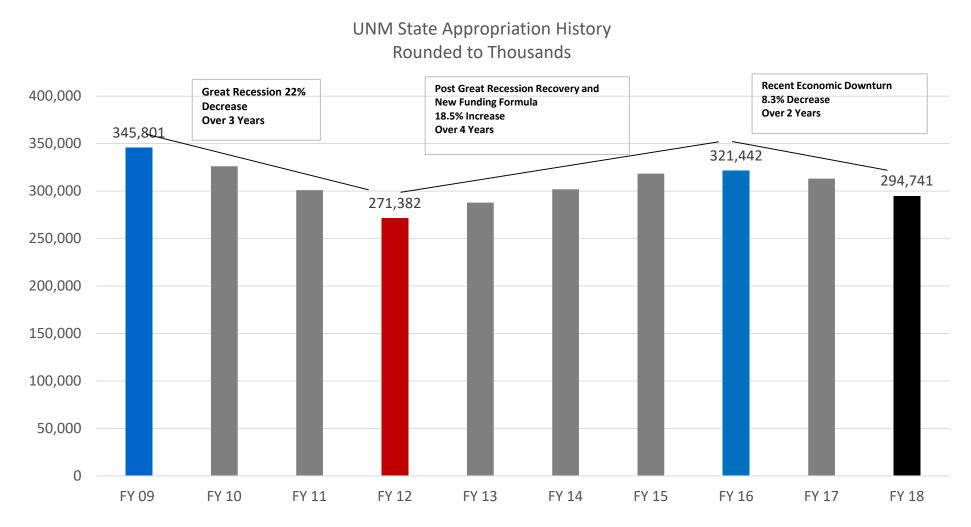
OFFICE OF PLANNING, BUDGET & ANALYSIS			PRELIMINARY			
FY 18 Mid-Year Projections						
Main Campus						
I&G		Budget	Projection		Diff	% Change
Deviewe	Ś	308,445,127	\$ 303,255,711	\$	(5,189,416)	-1.6
Revenues	Ŧ					
		311,327,396	\$ 305,779,115	\$	(5,548,281)	-1.7
Revenues Expenses Net Margin			. , ,	<u> </u>	(5,548,281) 358,865	-1.7
Expenses	\$. , ,	<u> </u>		-1.7
Expenses	\$. , ,	<u> </u>		-1.7

PRELIMINARY I&G Mid-Year Projection Explanations

- Overall \$359K-Increase in Net Margin from original budget
- 1.78% decrease in expenditures exceeded the 1.68% decrease in revenues
 - Highlights—decrease in Revenues
 - \$2.4M Estimated Tuition Shortfall
 - \$1.6M-Primarily PPD Transfers Out to fund facility projects on campus
 - \$870K-Financial Services-Primarily miscellaneous revenues coming under budget
 - \$470K-President Office Transfers Out to fund FY 18 initiatives
 - Highlights—decrease in expenditures
 - \$2.1M Academic Affairs expenditure reduction primarily due to pullbacks to cover budget cuts
 - \$1.6M-Primarily PPD Transfer Out originally budgeted as an expense instead of a transfer out of revenues
 - \$870K President's Office primarily due to Transfers Out for initiatives budgeted as an expense and some vacancy savings.
 - \$700K-Financial Services reduction in expenditures to cover reduction in revenues
 - \$400K to \$500K-Fringe Benefit Savings due to vacant positions and pullbacks

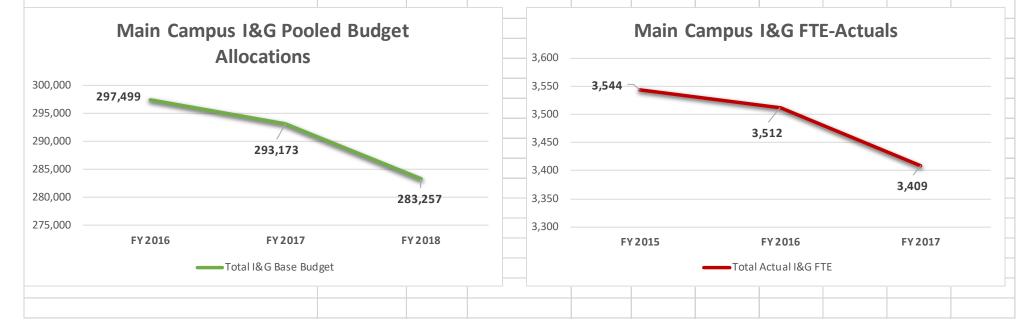


UNM State Appropriation History FY 09- FY 18 Overall Decrease of 14.8%



Note: Appropriations shown include HSC Tobacco Settlement Funds

	FY 2016	FY 2017	FY 2018	change	change %
Base-President/Administration	7,515	7,317	7,215	-300	-4.0%
Base-Academic Affairs	174,975	171,716	164,409	-10,566	-6.0%
Base-EVP for Administration	44,026	43,046	41,203	-2,823	-6.4%
Base-Must Funds (Fringes, Insurance, etc.)	53,906	53,909	53,246	-661	-1.2%
Base-Utilities	17,077	17,185	17,185	108	0.6%
Total I&G Base Budget	297,499	293,173	283,257	-14,242	-4.8%
	FY 2015	FY 2016	FY 2017	change	change %
	FTE	FTE	FTE		
Faculty	1,224	1,207	1,204	-20	-1.67%
Staff	1,644	1,643	1,552	-92	-5.58%
Staff GA/TA	1,644 487		1,552 474	-92 -13	
GA/TA		473			-2.71%
	487	473 189	474	-13 -9	-2.71% -4.96%



Thank you!

Questions?





FY 18 Mid-Year Projections

Main Campus

I&G	Budget	Projection	Diff	% Change
Revenues	\$ 308,445,127	\$ 303,255,711	\$ (5,189,416)	-1.68%
Expenses	\$ 311,327,396	\$ 305,779,115	\$ (5,548,281)	-1.78%
Net Margin	\$ (2,882,269)	\$ (2,523,404)	\$ 358,865	
I&G Beginning Reserves	\$ 31,119,350	\$ 31,119,350		
I&G Ending Reserves	\$ 28,237,081	\$ 28,595,946		

Budget Note: \$1,500,844 Internal Dept Svc. Charges removed from revenue and added as a reduction in Expense

Projection Note: \$1,612,260 Internal Dept Svc. Charges removed from revenue and added as reduction in Expense



FY 18 Mid-Year Projections

President's Offices - AAA

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 7,323,258	\$ 6,853,067	\$	(470,191)	-6.42%
Expenses	\$ 7,740,058	\$ 6,870,453	\$	(869 <i>,</i> 605)	-11.24%
Net Margin	\$ (416,800)	\$ (17,386)	\$	399,414	
I&G Beginning Reserves	\$ 958,021	\$ 958,021	[
I&G Ending Reserves	\$ 541,221	\$ 940,635			



FY 18 Mid-Year Projections

Institutional Advisement - AEA

I&G	Budget		Projection		Diff	% Change
Revenues	\$ 511,480	\$	488,245	\$	(23,235)	-4.54%
Expenses	\$ 511,480	\$	485,331	\$	(26,149)	-5.11%
Net Margin	\$ -	\$	2,914	\$	2,914	
	(2.04.4)	~	(2.04.4)	T		

I&G Beginning Reserves	\$ (2,914)	\$ (2,914)
I&G Ending Reserves	\$ (2,914)	\$ 0



23,812

FY 18 Mid-Year Projections

I&G Ending Reserves

UNM West & Branch Initiatives - AAC

I&G	Budget	F	Projection		Diff	% Change
Revenues	\$ 312,919	\$	(66,357)	\$	(379,276)	-121.21%
Expenses	\$ 312,919	\$	7,538	\$	(305,381)	-97.59%
Net Margin	\$ -	\$	(73 <i>,</i> 895)	\$	(73,895)	
I&G Beginning Reserves	\$ 97,707	\$	97,707			

97,707 \$

\$



FY 18 Mid-Year Projections

Provost Administrative Units - ABA

I&G		Budget	Projection		Diff	% Change
Revenues	\$	12,571,051	\$ 12,691,202	\$	120,151	0.96%
Expenses	\$	13,769,722	\$ 12,632,077	\$	(1,137,645)	-8.26%
Net Margin	\$	(1,198,671)	\$ 59,125	\$	1,257,796	
	•			,		
I&G Beginning Reserves	\$	3,425,334	\$ 3,425,334			
I&G Ending Reserves	\$	2,226,663	\$ 3,484,458			



FY 18 Mid-Year Projections

University College - ABB

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 2,094,365	\$ 2,077,857	\$	(16,508)	-0.79%
Expenses	\$ 2,094,365	\$ 2,059,894	\$	(34,471)	-1.65%
Net Margin	\$ -	\$ 17,963	\$	17,963	
I&G Beginning Reserves	\$ 3,795	\$ 3,795	[
I&G Ending Reserves	\$ 3,795	\$ 21,758			



FY 18 Mid-Year Projections

VP for Equity& Inclusion - ABD

I&G	Budget	Projection	Diff	% Change
Revenues	\$ 659,337	\$ 612,853	\$ (46,484)	-7.05%
Expenses	\$ 729,337	\$ 607,656	\$ (121,681)	-16.68%
Net Margin	\$ (70,000)	\$ 5,197	\$ 75,197	
I&G Beginning Reserves	\$ 82,984	\$ 82,984		
I&G Ending Reserves	\$ 12,984	\$ 88,181		



(0)

FY 18 Mid-Year Projections

I&G Ending Reserves

VP Division of Enrollment Management - ABE

I&G	Budget	Projection	Diff	% Change
Revenues	\$ 6,297,655	\$ 6,230,261	\$ (67,394)	-1.07%
Expenses	\$ 6,297,655	\$ 6,446,881	\$ 149,226	2.37%
Net Margin	\$ -	\$ (216,620)	\$ (216,620)	
I&G Beginning Reserves	\$ 216,620	\$ 216,620		

216,620 \$

\$



FY 18 Mid-Year Projections

College of Fine Arts - ABG

I&G	Budget	Projection	Diff	% Change
Revenues	\$ 12,999,998	\$ 13,098,994	\$ 98,996	0.76%
Expenses	\$ 13,137,380	\$ 13,414,453	\$ 277,073	2.11%
Net Margin	\$ (137,382)	\$ (315,459)	\$ (178,077)	
I&G Beginning Reserves	\$ 754,193	\$ 754,193		
I&G Ending Reserves	\$ 616,811	\$ 438,734		



FY 18 Mid-Year Projections

College of Arts & Sciences - ABH

I&G	Budget	Projection	Diff	% Change
Revenues	\$ 65,301,928	\$ 65,936,790	\$ 634,862	0.97%
Expenses	\$ 65,330,873	\$ 66,725,179	\$ 1,394,306	2.13%
Net Margin	\$ (28,945)	\$ (788,389)	\$ (759,444)	
I&G Beginning Reserves	\$ 1,017,127	\$ 1,017,127		
I&G Ending Reserves	\$ 988,182	\$ 228,738		



FY 18 Mid-Year Projections

Anderson Schools of Management - ABI

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 13,528,579	\$ 13,118,012	\$	(410,567)	-3.03%
Expenses	\$ 13,528,579	\$ 13,467,077	\$	(61,502)	-0.45%
Net Margin	\$ -	\$ (349,065)	\$	(349,065)	
	604 456	604 456	r		

I&G Beginning Reserves	\$ 601,456	\$ 601,456
I&G Ending Reserves	\$ 601,456	\$ 252,391



FY 18 Mid-Year Projections

College of Education - ABJ

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 14,020,307	\$ 13,421,154	\$	(599,153)	-4.27%
Expenses	\$ 14,450,782	\$ 13,470,566	\$	(980,216)	-6.78%
Net Margin	\$ (430,475)	\$ (49,412)	\$	381,063	
I&G Beginning Reserves	\$ 2,385,711	\$ 2,385,711	ĺ		
I&G Ending Reserves	\$ 1,955,236	\$ 2,336,299			



FY 18 Mid-Year Projections

School of Engineering - ABK

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 16,719,282	\$ 16,545,594	\$	(173,688)	-1.04%
Expenses	\$ 16,907,384	\$ 16,473,821	\$	(433,563)	-2.56%
Net Margin	\$ (188,102)	\$ 71,773	\$	259,875	
			-		
I&G Beginning Reserves	\$ 1,234,496	\$ 1,234,496			
I&G Ending Reserves	\$ 1,046,394	\$ 1,306,269			



1,121,660

FY 18 Mid-Year Projections

School of LAW - ABL

I&G Ending Reserves

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 9,059,184	\$ 9,152,538	\$	93,354	1.03%
Expenses	\$ 9,059,184	\$ 8,681,157	\$	(378,027)	-4.17%
Net Margin	\$ -	\$ 471,381	\$	471,381	
I&G Beginning Reserves	\$ 650,278	\$ 650,278	[

650,278 \$

\$



FY 18 Mid-Year Projections

School of Architecture & Planning - ABM

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 4,266,132	\$ 4,165,304	\$	(100,828)	-2.36%
Expenses	\$ 4,275,555	\$ 4,113,510	\$	(162,045)	-3.79%
Net Margin	\$ (9,423)	\$ 51,794	\$	61,217	
I&G Beginning Reserves	\$ 166,745	\$ 166,745	ĺ		
I&G Ending Reserves	\$ 157,322	\$ 218,540			



FY 18 Mid-Year Projections School of University Library & learning Science - ABN

I&G	Budget	Projection		Diff	% Change	
Revenues	\$ 14,535,549	\$	14,618,281	\$	82,732	0.57%
Expenses	\$ 14,755,261	\$	14,593,290	\$	(161,971)	-1.10%
Net Margin	\$ (219,712)	\$	24,991	\$	244,703	
I&G Beginning Reserves	\$ 405,824	\$	405,824	[
I&G Ending Reserves	\$ 186,112	\$	430,814			



FY 18 Mid-Year Projections

Continuing Education - ABO

I&G	Budget	Projection	Diff	% Change
Revenues	\$ 4,152,175	\$ 4,084,087	\$ (68,088)	-1.64%
Expenses	\$ 4,052,175	\$ 4,118,270	\$ 66,095	1.63%
Net Margin	\$ 100,000	\$ (34,183)	\$ (134,183)	
I&G Beginning Reserves	\$ (1,242,478)	\$ (1,242,478)		

I&G Beginning Reserves	\$ (1,242,478)	\$ (1,242,478)
I&G Ending Reserves	\$ (1,142,478)	\$ (1,276,662)



FY 18 Mid-Year Projections

Extended University - ABP

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 3,487,904	\$ 2,931,235	\$	(556,669)	-15.96%
Expenses	\$ 4,037,904	\$ 2,527,872	\$	(1,510,032)	-37.40%
Net Margin	\$ (550,000)	\$ 403,363	\$	953,363	
I&G Beginning Reserves	\$ 3,081,783	\$ 3,081,783	Ī		
I&G Ending Reserves	\$ 2,531,783	\$ 3,485,146			



FY 18 Mid-Year Projections

Vice President for Research - ABQ

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 82,559	\$ 82,344	\$	(215)	-0.26%
Expenses	\$ 83,254	\$ 95,463	\$	12,209	14.66%
Net Margin	\$ (695)	\$ (13,119)	\$	(12,424)	
I&G Beginning Reserves	\$ 25,098	\$ 25,098	ĺ		
I&G Ending Reserves	\$ 24,403	\$ 11,978			



FY 18 Mid-Year Projections

Academic Affairs Monitoring - ABR

I&G	Budget	Projection		Diff	% Change
Revenues	\$ (1,878,312)	\$ 12,293	\$	1,890,605	-100.65%
Expenses	\$ (1,104,212)	\$ -	\$	1,104,212	-100.00%
Net Margin	\$ (774,100)	\$ 12,293	\$	786,393	
			_		
I&G Beginning Reserves	\$ 66,533	\$ 66,533			
I&G Ending Reserves	\$ (707,567)	\$ 78,826	I		



FY 18 Mid-Year Projections

Honors College - ABS

I&G	Budget		Projection		Diff		% Change
Revenues	\$	1,450,168	\$	1,553,811	\$	103,643	7.15%
Expenses	\$	1,450,168	\$	1,575,844	\$	125,676	8.67%
Net Margin	\$	-	\$	(22,033)	\$	(22,033)	
I&G Beginning Reserves	\$	32,212	\$	32,212	İ		
I&G Ending Reserves	\$	32,212	\$	10,180			



FY 18 Mid-Year Projections

VP Student Affairs Administration - ACA

I&G	Budget Projecti		Projection Diff		Diff	% Change	
Revenues	\$ 1,326,792	\$	1,255,845	\$	(70,947)	-5.35%	
Expenses	\$ 1,336,792	\$	1,352,286	\$	15,494	1.16%	
Net Margin	\$ (10,000)	\$	(96,441)	\$	(86,441)		
I&G Beginning Reserves	\$ 157,652	\$	157,652				
I&G Ending Reserves	\$ 147,652	\$	61,211				



FY 18 Mid-Year Projections

VP Student Affairs Independent Departments - ACB

I&G	Budget		Projection		Diff	% Change
Revenues	\$ 1,225,423	\$	1,179,022	\$	(46,401)	-3.79%
Expenses	\$ 1,225,423	\$	1,296,163	\$	70,740	5.77%
Net Margin	\$ -	\$	(117,141)	\$	(117,141)	
I&G Beginning Reserves	\$ 89,664	\$	89,664			
I&G Ending Reserves	\$ 89,664	\$	(27,477)			



FY 18 Mid-Year Projections

Associate VP Student Services - ACC

I&G	Budget		Projection		Diff		% Change
Revenues	\$	2,290,548	\$	2,294,582	\$	4,034	0.18%
Expenses	\$	2,290,548	\$	2,245,483	\$	(45,065)	-1.97%
Net Margin	\$	-	\$	49,099	\$	49,099	
I&G Beginning Reserves	\$	19,180	\$	19,180	[
I&G Ending Reserves	\$	19,180	\$	68,278			



FY 18 Mid-Year Projections

Associate VP Student Life - ACD

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 1,361,420	\$ 1,320,459	\$	(40,961)	-3.01%
Expenses	\$ 1,361,420	\$ 1,382,657	\$	21,237	1.56%
Net Margin	\$ -	\$ (62,198)	\$	(62,198)	
I&G Beginning Reserves	\$ 107,719	\$ 107,719	ľ		

I&G Beginning Reserves	\$ 107,719	\$ 107,719
I&G Ending Reserves	\$ 107,719	\$ 45,521



FY 18 Mid-Year Projections

EVP for Administration - ADA

I&G	Budget		Projection		Diff	% Change
Revenues	\$ 5,851,998	\$	5,864,056	\$	12,058	0.21%
Expenses	\$ 6,050,098	\$	6,057,891	\$	7,793	0.13%
Net Margin	\$ (198,100)	\$	(193,835)	\$	4,265	
I&G Beginning Reserves	\$ 2,335,600	\$	2,335,600	[
I&G Ending Reserves	\$ 2,137,500	\$	2,141,764			



FY 18 Mid-Year Projections EVP for Administration Independent Offices - ADB

I&G	Budget	Projection			Diff	% Change
Revenues	\$ 53,747,797	\$	51,315,841	\$	(2,431,956)	-4.52%
Expenses	\$ 52,485,112	\$	52,635,942	\$	150,830	0.29%
Net Margin	\$ 1,262,685	\$	(1,320,100)	\$	(2,582,786)	
I&G Beginning Reserves	\$ 13,088,532	\$	13,088,532			
I&G Ending Reserves	\$ 14,351,217	\$	11,768,432			



FY 18 Mid-Year Projections

Intercollegiate Athletics - ADC

I&G	Budget		Projection		Diff	% Change
Revenues	\$ 647,308	\$	651,348	\$	4,040	0.62%
Expenses	\$ 647,308	\$	657,348	\$	10,040	1.55%
Net Margin	\$ -	\$	(6,001)	\$	(6,000)	
I&G Beginning Reserves	\$ 33,602	\$	33,603	İ		
I&G Ending Reserves	\$ 33,602	\$	27,603			



FY 18 Mid-Year Projections

Controller - ADD

I&G	Budget	Projection	Diff		% Change
Revenues	\$ 9,987,533	\$ 9,116,364	\$	(871,169)	-8.72%
Expenses	\$ 9,987,533	\$ 9,256,820	\$	(730,713)	-7.32%
Net Margin	\$ -	\$ (140,456)	\$	(140,456)	
	205.002	205.062	ŗ		

I&G Beginning Reserves	\$ 205,063	\$ 205,063
I&G Ending Reserves	\$ 205,063	\$ 64,607



FY 18 Mid-Year Projections

Human Resources - ADF

I&G	Budget	Projection	Diff	% Change
Revenues	\$ 1,976,182	\$ 2,005,171	\$ 28,989	1.47%
Expenses	\$ 1,976,182	\$ 1,932,850	\$ (43,332)	-2.19%
Net Margin	\$ -	\$ 72,321	\$ 72,321	
I&G Beginning Reserves	\$ 45,613	\$ 45,613		
I&G Ending Reserves	\$ 45,613	\$ 117,934		



FY 18 Mid-Year Projections

VP Institutional Support Services - ADG

I&G		Budget		Projection		Diff	% Change
Revenues	\$	33,018,656	\$	31,366,413	\$	(1,652,243)	-5.00%
Expenses	\$	33,031,205	\$	31,455,082	\$	(1,576,123)	-4.77%
Net Margin	\$	(12,549)	\$	(88,669)	\$	(76,120)	
	-				r		
I&G Beginning Reserves	Ş	1,069,845	Ş	1,069,845			
I&G Ending Reserves	\$	1,057,296	\$	981,176			



FY 18 Mid-Year Projections

Government & Community Relations - ADI

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 285,549	\$ 285,549	\$	-	0.00%
Expenses	\$ 285,549	\$ 282,554	\$	(2,995)	-1.05%
Net Margin	\$ -	\$ 2,995	\$	2,995	
I&G Beginning Reserves	\$ 1,814	\$ 1,814	[
I&G Ending Reserves	\$ 1,814	\$ 4,809			



140,329

FY 18 Mid-Year Projections

I&G Ending Reserves

Information Technologies - ADJ

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 10,548,247	\$ 10,412,276	\$	(135,971)	-1.29%
Expenses	\$ 10,548,247	\$ 10,286,966	\$	(261,281)	-2.48%
Net Margin	\$ -	\$ 125,310	\$	125,310	
I&G Beginning Reserves	\$ 15,019	\$ 15,019	Ī		

15,019 \$

\$



0

FY 18 Mid-Year Projections

HSC & Branches - AF/AG

I&G Ending Reserves

I&G	Budget	Projection		Diff	% Change
Revenues	\$ 183,000	\$ 193,480	\$	10,480	5.73%
Expenses	\$ 183,000	\$ 183,000	\$	-	0.00%
Net Margin	\$ -	\$ 10,480	\$	10,480	
I&G Beginning Reserves	\$ (10,480)	\$ (10,480)	i i		

(10,480) \$

\$

February 6, 2018





Health Sciences Center Committee – FY 2019 Budget Tuesday, February 6, 2018 8:30 AM Scholes Hall, Roberts Room

Agenda Items	Lead	Pages
Overview & Collaboration	Roth	3 – 7
UNM West	Silva-Steele	8 – 9
Budget Assumptions – Academic Enterprise	Lovell	
		10 - 14
Health System Production, Revenue &	Richards	
Expense		15-19
Provider Clinical Benchmarks Discussion	McGrew	
		20



UNM Health Sciences Center



VISION

The University of New Mexico Health Sciences Center will work with community partners to help New Mexico make more progress in health and health equity than any other state.



MISSION

PROVIDE AN OPPORTUNITY FOR New MEXICANS TO OBTAIN AN EXCELLENT EDUCATION IN HEALTH SCIENCES.

Advance health discovery and innovation in the most important areas of human health.

Ensure that all populations in New Mexico have access to the highest quality health care.

VALUES

EXCELLENCE IN EDUCATION, PATIENT CARE AND RESEARCH.

COMMITMENT TO SERVICE, QUALITY AND SAFETY.

INTEGRITY AND ACCOUNTABILITY.

RESPECT AND COMPASSION FOR ALL PEOPLE.

TEAMWORK AND COLLABORATION.

PROVIDING HOPE FOR THOSE WE SERVE.



GOALS

Improve public health and health care to those we serve.

BUILD THE WORKFORCE OF NEW MEXICO BY PROVIDING A PREMIER EDUCATION.

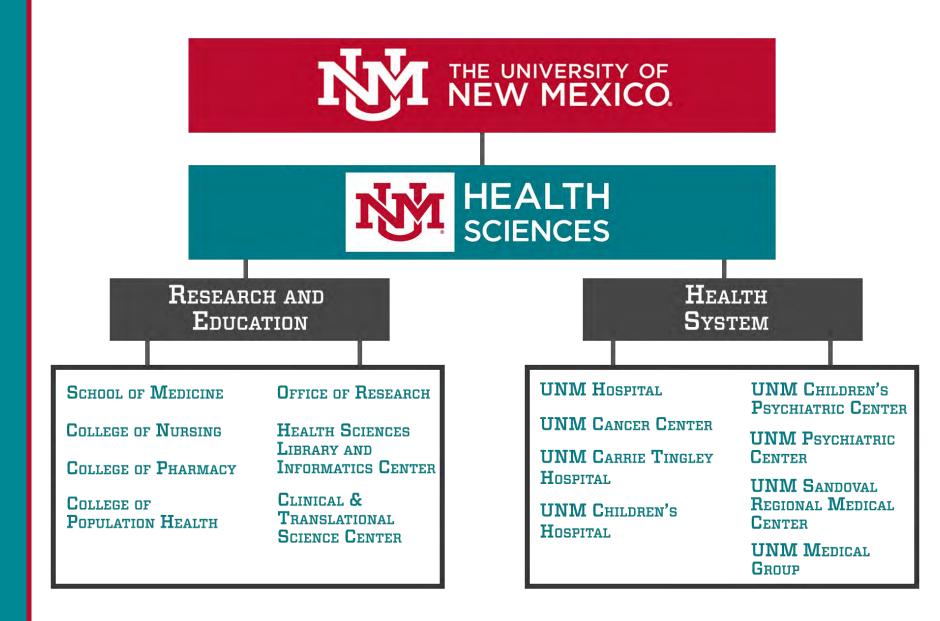
TRANSLATE OUR RESEARCH AND DISCOVERIES INTO CLINICAL OR EDUCATIONAL PRACTICE.

PROVIDE THE ENVIRONMENT TO ENABLE OUR PEOPLE AND PROGRAMS TO DO THEIR BEST.

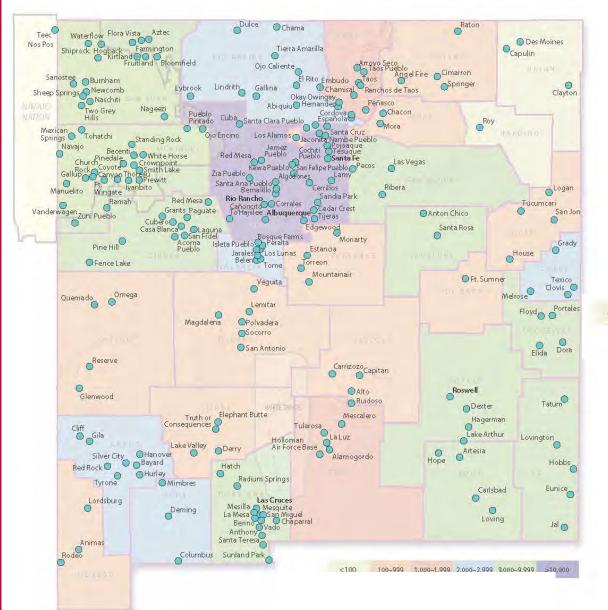
Deliver high quality clinical care and service while being accessible to all New Mexicans.

NURTURE AND EMBRACE AN ENVIRONMENT OF DIVERSITY, INTEGRITY AND TRANSPARENCY









The whole state is our campus . . .

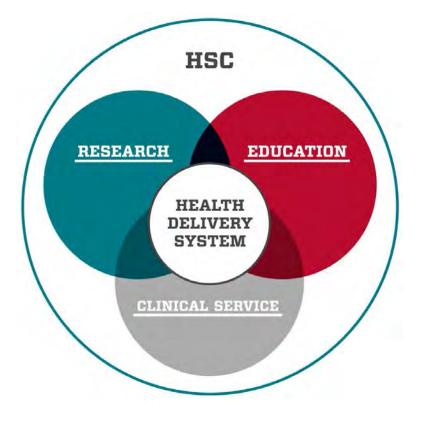
<100 100-999 1,000-1,999 2,000-2,999 3,000-9,999 >10,000 People served per county

UNM Health System clinical encounters are not included in the counts. Outreach activities include:

- Education
- Patient Care
- Community Research
- Telehealth Sites



What is an Academic Health Center?



- Neither purely academic institution, nor purely healthcare provider
- Multiple colleges and centers
 - Engage in spectrum of discovery
 - Educate future workforce
 - Driver of best practices
 - Clinical enterprise serves as platform
- Operates in the marketplace
- Engine for community and economic growth
- Part of larger university

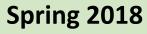


Cross Campus and Other Collaborative Initiatives

- Gerontology (College of Arts and Sciences-HSC)
- Institute for Health Resilience and Justice (School of Law-HSC)
- BioVenture for Community Health (School of Engineering-HSC)
- Lovelace UNM Rehabilitation Hospital
- UNM Memory & Aging Center is expanding its dementia research and treatment capabilities



UNM West Phase 1 Initial Programs-Building #1



Community Health Worker Training Site Medical Assistant Career Ladder

Spring 2018

Main Campus teaching Pre-Health courses and prerequisites. Evolving to a Pre-Health Gateway to Science Degrees

Spring 2018

College of Population Health NM TREE Center

Summer 2018

Center of Excellence for Interdisciplinary Behavioral Health Care and Education



Summer 2018

College of Nursing Cohort Sandoval County Students Bernalillo High School Kellogg Foundation

UNM West Additional Considerations

UNM Main Campus Courses : (289 Students)

- English, History, Psychology, Sociology, Spanish and Special Education
- Food Service:
 - Exploring the possibilities of Aramark providing food services at UNM West
- Challenge: Public Transportation
 - UNM SRMC Shuttle
 - Hire driver
 - Rio Metro / Bus Transportation



Health Sciences Center Budgeting Foundation

- Operational planning is integrated with strategic planning and individual performance plans
- Beginning in 1994 revenue generating units received all of their generated revenue and became fully responsible for budgeting their direct expenses as well as indirect institutional support costs
- In 2014 the Colleges of Nursing and Pharmacy also moved to a full responsibility model; the College of Population Health is moving toward the same model

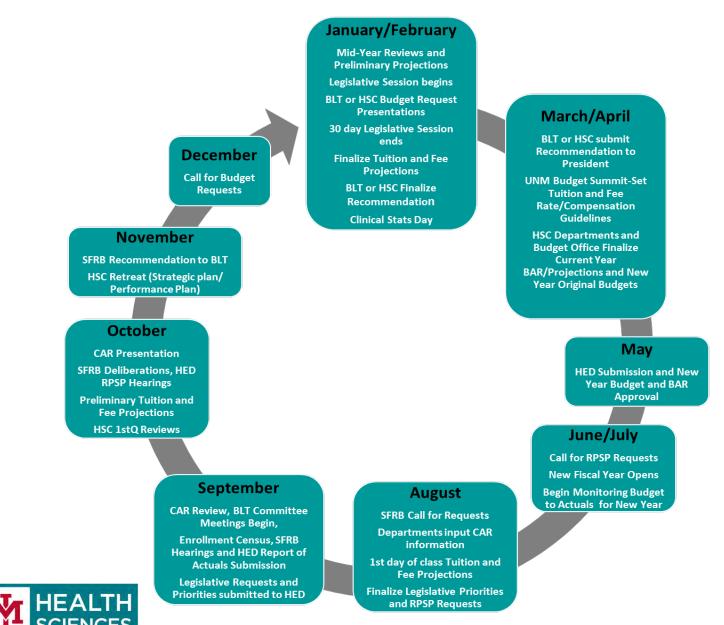


HSC Budget Process - Overview

- The Health Sciences budget development is a year-round continuous process
- It is a transparent, decentralized, approach to budgeting that promotes outcomes expressed in the University strategic plan; implemented from the top down and bottom up, involving stakeholders from every level of HSC
- Budget development begins at the departmental level and rolls up through the colleges and clinical divisions of the organization



Budget Development Process Calendar Timeline



UNM Health Sciences Center

FY 2019 Academic Budget Assumptions

- General Guideline Memo to 80 separate budgeting units (1,800 separate Index budgets)
- Half of HSC-generated tuition retained by Main Campus in FY17& FY18 will be returned in FY19 (\$1.2 million.)
- 340b cut impact on Academic Units
- School of Medicine impact of increased patient care volume on the cost of professional services
- Nursing and Pharmacy Deans and Neurology Chair searches
- Compensation Current version of the General Appropriation Act 2% average faculty and staff salary increase
 - 1% Faculty increase would cost: \$1,616,000
 - Approximate Amount funded by the GF: \$252,600
 - 1% Staff (including Housestaff) would cost: \$1,024,000
 - Approximate Amount funded by the GF: \$360,000



HSC FY 2019 General Fund Appropriations*

General Fund Appropriations	FY 2017 Original	FY 2017 Special Session	FY 2018 HB 1	FY 2019 Projected
HSC I&G	60,816,400	57,775,600	57,201,100	57,201,100
SPECIAL PROJECTS				
Cancer Center	2,625,800	2,494,500	2,469,500	2,469,500
Carrie Tingley	5,198,100	4,938,200	4,888,800	4,888,800
Children's Psych	7,115,600	6,759,800	6,692,200	6,692,200
Hepatitis C, Project ECHO	2,091,700	1,987,100	2,017,200	2,017,200
Native American Health Center	268,000	254,600	252,000	252,000
Native American Suicide Prevention	97,300	92,400	91,400	91,400
Newborn ICU	3,268,800	3,105,400	3,074,300	3,074,300
Nurse Expansion	1,076,400	1,022,600	1,012,300	1,012,300
Nurse Education, Graduate	1,610,500	1,530,000	1,514,700	1,514,700
Office of the Medical Investigator	5,005,000	4,754,800	4,707,200	4,707,200
Pediatric Oncology	1,271,800	1,208,200	1,196,100	1,196,100
NM Poison & Drug Info Center	1,548,400	1,471,000	1,456,200	1,456,200
Residencies, General Surgery/FCM	327,300	310,900	307,700	307,700
Residencies, Internal Medicine	1,042,500	990,400	980,400	980,400
Residencies, Psychiatry	393,600	373,900	370,100	370,100
Special Projects Subtotal	32,940,800	31,293,800	31,030,100	31,030,100
Total General Fund Appropriations	93,757,200	89,069,400	88,231,200	88,231,200

*Excludes \$2,859,100 of Tobacco Settlement Appropriations that were not cut from FY 2017 to FY 2018 and are expected to remain flat again for FY 2019





Health System Budget Calendar

•1/16 Legislative session begins

•1/24 UNMH and SRMC FACCs review budget assumptions

- •1/29 UNMH Meeting with Bernalillo County
- •2/5 HS Budget Summit (statistics review and alignment)
- •2/7 Statistics finalized
- •2/14 UNMH Meeting with Bernalillo County
- •2/15 Legislative session ends
- •2/16 Health System Executive meeting
- •2/20 UNMH Meeting with Bernalillo County
- •2/21 & 2/23 UNMH FACC and UNMH BoT preliminary budget approval
- •2/21 SRMC FACC and Board preliminary budget approval
- •3/7 Governor Veto deadline
- •3/12 Begin Final FY19 budget meetings
- •3/12 Information due to HSC for Budget Summit presentation
- •3/15 Agenda items due for Regent Summit
- •3/22 UNM Regents Budget Summit Meeting
- •4/4 UNMMG Finance Committee preliminary budget approval
- •4/6 Final Chancellor Budget Decisions
- •4/11 UNMMG Board preliminary budget approval
- •4/30 Info to HSC for HSC Regents Committee
- •5/1 HED Budget Deadline
- •5/8 HSC Committee Final Budget approval
- •5/11 Final Board of Regents Approval



Key Clinical Considerations

- Modern Medical Facility or Alternative
- Community-based clinics Primary Care Access
- Value Based Care Centennial Care 2.0 and Medicare Advantage
- MISSION: Excellence
- Quality and Safety
- Cost of Care Efficiency
- SRMC Clinical Reprogramming
- Additional Clinical Partnerships



Production Health System FY19 Draft

Operating Plan

Pillar	HS Strategy	FY 19		
	Increase Ambulatory access and throughput	UNMH 5%, SRMC 10%		
Growth	Increase inpatient capacity (through decreased length of stay for growth in high-complexity	SRMC discharges increase 5%. UNMH discharges – no increase. Inpatient/obs ratio 30%		
	<i>programs)</i> at UNM Hospital.	Increase CMI by 1.7%		
	Increase Health System surgical volume	Increase UNMH outpatient 2%, Increase SRMC 30%		
	Maintain accreditation deemed status	Maintain TJC Accreditation and Licensure		
	Improve Mortality Index	Mortality Index <.935 (UHC 2014 Mortality Model)		
Quality & Safety		Decrease non-infection-related SPHEs by standard average for academic medical centers		
	Reduce severe patient harm events (SPHEs)	Decrease CLABSI events by standard average for academic medical centers		
		Decrease CAUTI by standard average for academic medical centers		
	Improve Inpatient Experience	HCAHPS >= 50th percentile		
Service	Improve Outpatient Experience	CGCAHPS >= 50th percentile		
	Mission Excellence (Studer)	Achieve >= 90% compliance with ME initiatives		
Decisio	Improve Staff and Faculty engagement and	Staff turnover <14%		
People	satisfaction	Improvement in Provider Voice Pulse Survey		
	Strong Financial Performance	Positive Health System net margin		
	Prepare for Transition to Value Based Care	Increase MA and MCO Value Based Care		
Finance	Manage the capital planning and expenditure process	Invest to level of depreciation expense		
	Improve the revenue cycle through billing improvements and organization structure	FOM Collections per RVU at FY18 level		



Revenue Health System Reimbursement Considerations

• Overall reduction in reimbursement per unit of care

- Medicaid

- Reduced contract rates
- Reduced enrollment
- Commercial
 - Contract and enrollment reductions
- Increase in Uncompensated Care
 - Individual mandate elimination
 - Reduced Medicaid enrollment



Expense

Health System Considerations

Control and Efficiency

- FTEs in alignment with volume changes
 - Compensation significantly behind market
 - A 1% increase is roughly \$5 million
- Medical Supplies/Pharmaceuticals & Contract Services
 - 2% to 3% increase or roughly \$8 million



Provider Clinical Benchmarks

- On average, for each MD FTE, deduct outside of department purchased FTE (grants, SOM supported educational positions, contracts, etc.)
- Of the remaining FTE, 80% should be clinical and the remaining 20% should be other non-clinical (education, quality initiatives, etc.)
- For the clinical FTE, wRVUs will be set at the 50th percentile of UHC
- Revenues will be driven by these expectations
- Will assume a minimum of a 44 weeks of clinical activity per year



Thank you





HSC Budget Office HSC Business and Communications Center 1650 University Blvd NE Albuquerque, NM 87131

VIA EMAIL

Date:	January 17, 2018
To:	HSC Deans/Directors/Administrators Distribution
From:	HSC Budget Office
Subject:	FY 2018 Forecast, FY 2019 Budget Development

The following guidelines will assist you in preparing for your upcoming budget review.

- Be prepared to demonstrate how your proposed FY 2019 Budget achieves your strategic initiatives
- Present FY 2017 Actuals to FY 2018 full year forecast comparison and FY 2019 Budget using the templates provided.

Please organize your review information into the following 4 sections:

- 1. Executive Summary address the following:
 - FY 2018 -- discuss your unit's variances between FY 2017 Actuals and FY 2018 full year forecast
 - FY 2019 -- present a balanced budget using reserves only for one-time items and support your non-State revenue assumptions, whether increases or decreases from FY17 actual and FY18 Projected
 - o Include anticipated changes, outcomes, new cost requests, and use of balance
 - Please be prepared to discuss how you will absorb a possible 1.5% staff compensation increase in FY 2019 (Note: Non self-supporting I&G indexes will receive additional funds from the state that will cover approximately half of the salary increase).
- FY 2018 Forecast (1st tab of FY18 Forecast, FY19 Estimated Template) Suggested MyReports documents to use: FOROLEH - Executive Management Summary and FOROLPH - Operating Ledger Budget versus Actuals Summary
 - Complete and print the FY18 Forecast spreadsheet

- Be prepared to discuss your units' status at year end
- Document any significant variances between budget and actual revenues/expenses/transfers due to seasonality or other factors
- o Include a breakdown of projected year end reserves by category
 - Committed, Dedicated, and Discretionary
- If you intend to make a transfer to plant funds in FY 2018, it should be included in your projections and budgeted in Banner. (Remember to complete the Transfer to Plant Form, located on the HSC Budget Office webpage.)
- In preparing your FY18 forecast, ensure one-time activities are not inadvertently doubled. As well, be sure all material activity is captured. Explain any anomalies.

SPECIAL NOTE:

Use of the Banner Budget Planner Projection System is optional. In Budget Planner, you use the Create Projected Actuals Worksheet to input your projected actuals. Then, run the HSC Budget Year Financial Projections and Projections Working reports to generate amounts for the **FY 2018 Forecast** spreadsheet. If you elect to not use the projections system, and then complete the **FY 2018, Forecast** spreadsheet and retain supporting documentation. Please contact the HSC Budget Office if you need assistance using Budget Planner.

3. FY 2019 Budget Development

- Complete the **FY 2019 HSC Estimated Budget Template** (2nd tab of FY18 Forecast FY19 Estimated Budget Template)
- **4. FY 2019 Estimated Budget** (2nd tab of FY18 Forecast FY19 Estimated Budget Template)
 - Complete the FY 2019 Estimated spreadsheet
 - Assume 1.5% salary increases for staff, based on LFC recommendation (Note: Non self-supporting I&G indexes will receive additional funds from the state that will cover approximately half of the salary increase. Self-Supporting indexes must account for the additional fringe costs of 20% related to the Compensation increase)
 - Health Insurance costs will rise 2.7% (estimate as of 1/11/18)
 - Document any other significant assumptions which have been made in the development of the FY 2019 Estimated Budget
- **5. FY 2017 Actuals** (3rd tab of FY18 Forecast FY19 Estimated Budget)
 - Complete the FY 2017 Actuals column for both Unrestricted and Restricted funds on the Summary Tab worksheet. Please note that FY 2018 and FY 2019 columns are linked to the previous worksheets.

A copy of the Budget Development Calendar is attached for your convenience.

Advisor Reports



Strategic Goals

Goal: Maximize alumni and student engagement

Student Engagement

- Trailblazers
 - Assist with UNM President's Office for Men's Basketball Games
 - 2018 Spring Recruitment under way
 - Networking social/Women's basketball game with Trailblazers alums, February 10 (date changed), Hodgin Hall Alumni Center
- International Student Career Development Workshop Finding, Getting and Closing Internships attended by 53 students from across the globe.
- Dinners for 12 Lobos February 23-25, 8 dinners hosted by UNM Alumni including one at UNM Valencia Branch in Belen, NM.

Alumni Engagement

- Dates for Homecoming 2018 are set September 24-29, 2018
- Alumni from the Indian Subcontinent will be the focus of intensive outreach this spring semester as the Alumni Relations Office, in partnership with the Office of Graduate Studies and the Global Education Office continue to research the best ways to reconnect with our international alumni. Graduate Student Gangadharan Esakki is the lead on this research project.
- Regional Chapters and Alumni Outreach Calendar
 - Austin Chapter
 - CROP Hunger Walk, February 25
 - Lobo Day Dinner, March 3, 6-9 pm, Ronald McDonald Charities, Dr. Horton Newsom presenting (UNM EPS).
 - Chicago Chapter
 - Game Watch, UNM vs UNLV, February 25, Shoeless Joe's
 - UNM Virtual Birthday Party, February 28, landmarks across Chicago
 - Dallas/Fort Worth Chapter
 - UNM vs. SDSU Game Watch, Jan. 20, Red Rock Bar & Grill, 23 in attendance.
 - Lobo Day Luncheon, February 24, Chuy's Addison, Dean Craig White presenter.
 - Las Vegas Chapter
 - Game Event, UNM vs. UNLV, January 17 at Thomas & Mack Center, 13 attended as a group.
 - Fan Appreciation event at MWC Basketball Championships, Pink Taco
 - New York Chapter Game Watch, UNM vs. UNLV, February 25, Blondies Sports Bar

- NorCal Chapter Game Event, UNM vs. SJSU, February 3, Rookies Lodge, 18 attended.
- Orlando Group Game Watch, UNM vs. UNLV, February 25, Miller's Fieldhouse
- Phoenix Chapter Game Watch, UNM vs. SDSU, January 20, Half Moon Sports, 45 attended.
- San Diego Chapter with UNM Alumni Association President, Harold Lavender
 - UNM vs. SDSU Women's Game at Viejas Arena, January 20
 - UNM vs SDSU Men's Basketball Game Watch, San Diego Brewing Co, Jan 20, 16 attended.
- Seattle Chapter New Year Celebration, private home, January 28, 15 attended.
- Black Alumni Chapter will host a Recruiting and Networking Lunch with current African American Students March 2.
- Veteran Alumni Chapter hosted the first of its monthly "Pizza, Pins and Pints" Happy Hours at the 377 Brewery – January 30 from 5:00-7:00 p.m., 6 attended. The next will be February 27 at Bow & Arrow Brewery.
- Washington, DC Chapter, Lobo Day Brunch, February 25, Ft. Belvoir with Dr. Chris Witt presenting (Biology).
- Campus and Constituent Chapters/Groups
 - UNM Linguistics Department hosted an Alumni event January 26 at Hodgin Hall -58 attended.
 - UNM American Studies Department will host their second Alumni, Faculty & Student Dialogue February 29 at Hodgin Hall with special guest Wayne Shrubsall, '85 PhD performing and presenting on the Banjo.
- Popejoy and the Alumni Association will launch a wider array of discounts to Popejoy shows in the coming year. Most shows will have an alumni discount

Greater Albuquerque Area Alumni Chapter (GAAAC)

Bless Me, Ultima. 40 UNM alumni will attend the world premier opening of the Opera by UNM alumnus, Rudolfo Anaya on February 16th.

Lobo Living Room

Lobo Living Room

• January 25 – An Evening with Hakim Bellamy, Albuquerque Poet Laureate, Hodgin Hall, 105 attended.

Concussions—The **Neurobiology of Recovery from Mild Traumatic Brain Injury (TBI).** Dr. David A. Hovda, three-time UNM alum and Lind Lawrence Eminent Scholar; Director, UCLA Brain Injury Research Center will deliver a lecture on *The Neurobiology of Recovery from Mild Traumatic Brain Injury (TBI)*"at the UNM Cancer Center Auditorium on March 1st. Goal: Increase alumni advocacy for UNM

Lobos for Legislation

The UNM Alumni Association Legislator Appreciation Reception was held on January 29th along with

UNM Day at the Legislature and a UNM Legislative Briefing.

UNM Legislative Briefing was held before the reception and 69 UNM administrators, alumni and students attended.

UNM Alumni Association Legislator Appreciation Reception:

Total number of guests attended 243

Total number of NM Legislators attended 32

- 15 Senators
- 17 Representatives

Other NM Officials and Elected Officials: 12

- 3 NM Cabinet Secretaries
- 1 NM Land Commissioner
- 1 Commissioner of Public Lands, New Mexico
- 1 State Treasurer
- 1 State Auditor
- 1 Director of Legislative Finance Committee
- 3 Appellate Court Judges
- 1 District Attorney of Bernalillo County

ASUNM and GPSA student research presentations 13

The UNM Jazz Band played at the reception.

Goal: Maximize benefits of technology

Pages	Unique Views
Website (Page views)	7,689
1. Home	1,173
2. Travel	562
3. Online Community	354
4. Alumni Memorial Chapel	268
5. Event Calendar	207
iModules (Page views)	3,554
1. Community Login	456
2. Email Marketing Unsubscribe	602
3. Personal Page	358
4. First-Time Login	294
5. Update Your Information	168
Technology (Sessions)	5,363
1. Desktop	3,522
2. Mobile	1,548
3. Tablet	294
New Visitors	4,727
Returning Visitors	1,360

Online Community Jan. 1 to Jan. 31

New registered members	132
New members	210
New non-members	209
Profile account created	363
Unique profile updates	189
Unique logins	169
Total in Community	254,095

Broadcast Emails

In December and January, the Alumni Relations Office sent 14 emails, including the Howler on Jan. 4 and reminder emails for events.

No. of addressees*	Opens	Clicks	Unique Clicks	Bounces	Unsubscribes
258,818	39,061	2,081	1,420	1,078	363

* Total number of people sent to (people can receive multiple emails to comprise this total

Social Media

Social media statistics for January 2018:

	Facebook	Twitter	Instagram
Followers (as of 1/31/18)	4,871	2,323	832
Posts	17	17	9
Total impressions for the month	17,248	7,654	450
Link clicks	354	18	—

Lobo Tracks: UNM Alumni are using the Lobo Tracks app to track communication and personal visits with legislators.

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

Howler Statistics

The Howler monthly e-newsletter statistics:

	Nov. 2017	Dec. 2017	Jan. 2018
Delivered	94,948	94,247	93,448
Bounces	250	209	995
Opened	14,859	12,579	14,095
Unopened	80,089	81,668	79,353
Clicks	1595	796	1238
Unsubscribes	143	118	127

Mirage Magazine

In the Spring 2018 edition will be going to print next week. The issue will include a profile on Dr. Garnett Stokes and Dr. Jeffrey Younggren; highlight the accomplishments of alumni Joetta Kahn, Ken Armijo and Humble Lukanga and the Alumni Association's 2018 Winter Award Recipients.

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 and we will again launch communications to encourage digital opt-in. Mirage Delivery Preference Submissions Jan. 1 to Jan. 31

	Alums	Faculty	Staff	Non-Alum
Email	3	0	1	0
Print	1	0	0	0
Both Print/Email	0	0	0	0
REPLIES for Jan.	4	0	1	0

Mirage Delivery Preference Total for 2017

	Alums	Faculty	Staff	Non-Alum
Email	331	12	43	8
Print	110	1	14	3
Both Print/Email	50	1	9	1
TOTAL REPLIES	491	14	79	12

Traffic Sources Jan. 1 to Jan. 31

Source	No. of Visits
Mirage Web Page	72
Mirage Delivery Pref Pg	24
Jan. Howler	0
Mailer	0
UNM News Minute	0

Marketing & Communications

January 2018 had 5 active integrated marketing and communications plans created and executed – including graphic design of collateral pieces and website updates and forms to take RSVPS, etc – in support of events and programs, including:

- 1. Donut Days 2017-18
- 2. Lobo Living Room: Hakim Bellamy
- 3. Santa Fe Legislative Reception Communications
- 4. Winter Awards
- 5. iModules First Time Login Communications