

THE UNIVERSITY OF NEW MEXICO



December 3, 2019
12:30 p.m.
Scholes Hall, Roberts Room

TAB 1

Action Item 1

Call to Order, Confirmation of a Quorum, and Adoption of Agenda

The University of New Mexico
Board of Regents' Finance and Facilities Committee
December 3, 2019, 12:30 p.m.
Scholes Hall, Roberts Room
Open Meeting
AGENDA
>>REVISED<<

ACTION ITEMS:

1. Call to Order, Confirmation of a Quorum, and Adoption of Agenda
2. Approval of Finance and Facilities Committee Meeting Summary from October 8, 2019
3. Approval of Disposition of Surplus Property for Main Campus for the months of September, October, and November 2019 *(Presenter: Bruce Cherrin, Chief Procurement Officer)*
4. Approval of Contracts:
 - a. College of University Libraries and Learning Sciences and the UNM Health Sciences Library and Informatics Center – License Renewal for Elsevier
 - b. UNM Athletics Department – Multimedia Rights *(Presenter: Bruce Cherrin, Chief Procurement Officer)*
5. Approval of Request for Project Construction:
 - a. Phase 2 Renovations at Clark Hall Chemistry Building
 - b. Center for the Arts – Fire Alarm Upgrade
 - c. Economics Building #57: Infrastructure Upgrades
 - d. Clark Hall #22: Riebsomer Wing Lab Waste System Replacement
 - e. UNM Popejoy Hall Artist Support Spaces Renovation *(Presenter: Lisa Marbury, Exec. Dir., ISS)*
 - f. Renovate Cube Area, South Wing, Information Technology Building #153
 - g. Santa Ana Star Baseball Field Bleacher Expansion
 - h. ASUNM Main Campus Photovoltaic System
 - i. Student Union Building #60: Partial Roof Replacement
6. STC.UNM Approvals:
 - a. FY 2019 Annual Report and FY 2019 Audit Results
 - b. Appointments of Frank H. Martinez and Kelly D. Hammett to STC.UNM Board of Directors *(Presenter: Lisa Kautila, CEO & Economic Development Officer, STC.UNM)*
7. Approval of Real Estate Items:
 - a. Real Property Acquisition – 1790 Grande Blvd. SE, Rio Rancho, New Mexico
 - b. Long-Term Ground Lease – Proposed City of Rio Rancho Senior Center at the UNM Health Sciences Rio Rancho Campus *(Presenter: Tom Neale, Dir., Real Estate)*
8. Recommendations for Consent Agenda Items on Full Board of Regents' Agenda *(Sandra Begay, Chair, Regents' Finance & Facilities Committee)*

INFORMATION ITEMS:

9. UNM Regents' Portfolio November 2019 Update *(Presenter: Reilly White, Assoc. Professor of Finance, Anderson School of Management)*
10. UNM Consolidated Quarterly Financial Report through September 30, 2019 *(Presenter: Elizabeth Metzger, University Controller)*
11. Athletics' Quarterly Financial Report through September 30, 2019 *(Presenters: Eddie Nunez, Dir., Athletics and Nicole Dopson, Dir., Financial Operations, Provost's Office)*

COMMENTS:

- Open for Comments

EXECUTIVE SESSION:

- None

TAB 2

Action Item 2

Approval of Finance and Facilities Committee Meeting Summary from October 8, 2019

THE UNIVERSITY OF NEW MEXICO
Board of Regents' Finance and Facilities (F&F) Committee
October 8, 2019 – Meeting Summary <<DRAFT>>

Committee Members Present: Regent Sandra Begay, Regent Doug Brown, and Regent Rob Schwartz (via Zoom)

Administration Present: Garnett Stokes, University President and Teresa Costantinidis, Senior Vice President for Finance and Administration (SVPF&A)

Presenters in Attendance: Elizabeth Metzger, Financial Services Division; Lisa Marbury, ISS; Vahid Staples, OPBA; George Williford, Hilltop Securities Inc. (via telephone); Katherine McKinney, Modrall Sperling Law Firm; Norma Allen, OPBA; Nicole Dopson, Academic Affairs, and Chris Vallejos, ISS.

ACTION ITEMS:

- 1. Call to Order, Confirmation of a Quorum, and Adoption of Agenda.** Regent Begay called the meeting to order at 12:31 p.m. in Scholes Hall, Roberts Room, and confirmed that a quorum was established. **Regent Brown moved to adopt the agenda and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**
- 2. Approval of Finance and Facilities Committee Meeting Summary from September 10, 2019.** **Regent Brown moved to approve and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**
- 3. Approval of Quarterly Financial Actions Report and Certification through September 30, 2019.** Elizabeth Metzger gave the presentation. Regents' approval was requested for the Quarterly Financial Actions Report and certification through September 30, 2019. The Quarterly Financial Actions Report is a one-page report submitted to the Higher Education Department (HED), comprised of "yes" or "no" questions regarding the University's financial transactions. Answering any question "yes" requires further information to be submitted to HED. Question 6 was answered "yes."

By responding "yes" to Question 6, the additional information reported to HED will indicate the enrollment decrease of 7% in student credit hours and 6.56% in student headcount for the Fall 2019 semester. Tuition and fees are expected to be under budget by approximately \$4.2M or 2.6%. The original budget allowed for an enrollment fluctuation, but current projections were exceeded. Ms. Metzger added that the Budget Leadership Team (BLT) is meeting and reviewing options, and the goal is to have a plan by the end of the month. The detailed report is in the E-book. **Regent Brown moved to approve and Regent Begay seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

4. Approval of Request for Project Construction:

a. Campus Security Cameras.

Lisa Marbury gave the presentation. Regents' approval was requested for the capital project construction for campus security cameras (parking lot video). The total estimated project budget is \$3M, and the total amount is funded from the 2019 general fund appropriation. The detailed report is in the E-book. **Regent Brown moved to approve and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

b. Center for High Technology Materials (CHTM) Chiller Installation.

Lisa Marbury gave the presentation. Regents' approval was requested for the purchase and installment of a second chiller in the detached Central Plant. The estimated project budget is \$600K: \$70K is funded from Office of VP Research, \$30K from CHTM, \$222K from FY 20 Emergency Building Renewal & Replacement (BR&R), and \$278K from Facilities Management FY 20 BR&R. The detailed report is in the E-book. **Regent Schwartz moved to approve and Regent Brown seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

c. Chilled Water Capacity Addition.

Lisa Marbury gave the presentation. Regents' approval was requested for the project construction for a chilled water capacity addition. The total estimated project budget is \$3.5M and is funded in full from Facilities Management – Utilities Division (FM-UT) capital reserves. The detailed report is in the E-book. **Regent Brown moved to approve and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

d. Re-Approval of KNME-TV ADA Stand-Alone Exterior Elevator.

Lisa Marbury gave the presentation. Regents' re-approval was requested for the project construction for the KNME-TV ADA standalone exterior elevator. The total estimated project budget is \$746K and is funded from unrestricted public service fund reserves. The detailed report is in the E-book. **Regent Brown moved to approve and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

5. Approval of Authorizing Resolution Advanced Refunding of UNM Series 2012 Bonds.

Vahid Staples, George Williford, and Katherine McKinney gave the presentation. Regents' approval was requested for the advanced refunding of the UNM Series 2012 bonds. The refunding is expected to produce annual savings for FY 2021 through 2032, and there would be no extension of the existing debt beyond 2032. The detailed report is in the E-book. **Regent Brown moved to approve and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

6. Recommendations for Consent Agenda Items on Full Board of Regents' Agenda.

Regent Begay recommended items 3 and 4 be placed on the full Board of Regents' consent agenda. **Regent Schwartz moved to approve and Regent Brown seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

INFORMATION ITEMS:

7. Information on FY 19 Main and Branch Campuses, Categorization of Reserves Report, Pursuant to UAP 7000. Norma Allen and Nicole Dopson gave the presentation. The detailed report is in the E-Book.

COMMENTS:

There were no public comments.

EXECUTIVE SESSION:

None

Regent Brown moved to adjourn at 1:10 p.m. and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of Committee members present and voting.

TAB 3

Action Item 3

Approval of Disposition of Surplus Property for Main Campus
for the months of September, October, and November 2019

University Services
Marcos Roybal
Associate Director

Business Operations
1128 University Blvd NE
505.277.2366

CRLS
Clark Hall
505.277.5109

Copy Center
Dane Smith Hall
505.277.8267

Mailing Systems
1128 University Blvd NE
505.277.4124

Records Management
1128 University Blvd NE
505.277.1136

Shipping & Receiving
915 Camino de Salud
505.272.6302

Surplus Property
1128 University Blvd NE
505.277.2923

Disposition of Surplus Property Approval September/October/November 2019

Date: November 19, 2019

To: Bruce Cherrin
Chief Procurement Officer
Purchasing Department

From: Marcos Roybal
Associate Director
University Services
Purchasing Department

Attached for your review and submission to the Board of Regents is the Surplus Property Disposition detail list for the month of September, October and November 2019.

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.



THE UNIVERSITY OF
NEW MEXICO®

UNIVERSITY SERVICES – DISPOSITION OF SURPLUS PROPERTY
SEPTEMBER 2019



Surplus Property Disposition - September FY20

Memo	Asset Tag	Department	Description	Manufacturer	Purchased	Total Cost (\$)	NBV (\$)	Disposal Method
1	N00006532	KNME Operations	Automation Package	Beck	01/01/2006	\$287,307.58	\$0.00	Obsolete
1	197839	KNME Operations	TRANSMITTER TV SYSTE	Harris	11/24/1993	\$172,144.00	\$0.00	Obsolete
1	N00007987	KNME PI #5	Automation Package	Sundance	06/29/2006	\$164,685.60	\$0.00	Obsolete
1	N00041033	KNME Administration	ArchiveSystem/Custom	Sony	02/01/2013	\$109,200.31	\$0.00	Obsolete
2	N00030656	CULLS	Server	EMC2	04/08/2011	\$77,455.64	\$0.00	Obsolete
2	N00030658	CULLS	Server	EMC2	06/02/2011	\$77,455.62	\$0.00	Obsolete
3	N00019351	Project ECHO	Video Conferencing System	BTConf	01/10/2009	\$75,270.78	\$0.00	Beyond Repair
1	N00004214	KNME PI #5	Video Cassette Recorder	Sony	02/04/2005	\$49,426.74	\$0.00	Obsolete
1	N00034973	KNME Administration	HDGraphicsEditor	Avid	12/14/2011	\$48,349.74	\$0.00	Obsolete
3	N00029528	Project ECHO	Video Conference Equipment	Polycom	03/01/2011	\$31,799.00	\$0.00	Beyond Repair
1	265761	KNME Operations	PSIP Generator	Triveni	04/09/2004	\$24,683.52	\$0.00	Obsolete
4	219921	Center for High Tech Materials CHTM	DETECTOR LEAK	Balzers	07/02/1996	\$19,903.00	\$0.00	Obsolete
5	N00044094	NMTR Faculty #1	SlotTapeLibrary	CondorStor	10/28/2013	\$15,565.00	\$0.00	Obsolete
1	N00005196	KNME Engineering Local State Wide	GuideBuilder	Triveni	08/29/2005	\$13,819.00	\$0.00	Obsolete
6	N00024310	NMTR Faculty #1	Encryption Hardware	AdvPresent	01/01/2010	\$13,815.00	\$0.00	Obsolete
1	N00004412	KNME PI #5	Compact Disc Recorder	Sony	12/02/2004	\$13,200.00	\$0.00	Obsolete
1	240587	KNME Operations	CLOCK TIME	DYMA	02/22/2000	\$12,258.00	\$0.00	Obsolete
3	N00022640	Project ECHO	Video Rec. & Streaming Eq.	Polycom	09/10/2009	\$10,656.25	\$0.00	Beyond Repair
	N00010970	CREST General Admin	Server	Dell	03/01/2007	\$9,777.41	\$0.00	Obsolete
	N00007937	KNME PI #5	Raritan Cat 5 Matrix Switch	Raritan	06/21/2006	\$9,701.06	\$0.00	Obsolete



Surplus Property Disposition - September FY20

Memo	Asset Tag	Department	Description	Manufacturer	Purchased	Total Cost (\$)	NBV (\$)	Disposal Method
	258901	Biology Department	FREEZER	ThermoForm	11/25/2002	\$7,163.00	\$0.00	Beyond Repair
	N00042048	NMTR Faculty #1	FirewallAppliance	Checkpoint	06/30/2013	\$7,125.00	\$0.00	Obsolete
	N00042049	NMTR Faculty #1	FirewallAppliance	Checkpoint	06/30/2013	\$7,125.00	\$0.00	Obsolete
	N00019545	Emerg Med Faculty #031	Presentation System Bundle	Samsung	01/29/2009	\$7,008.00	\$0.00	Obsolete
	N00007927	KNME PI #5	NEC 46" LCD Flat Panel	Avitech	11/10/2005	\$6,956.52	\$0.00	Obsolete
	N00007928	KNME PI #5	NEC 46" LCD Flat Panel	Avitech	11/10/2005	\$6,956.52	\$0.00	Obsolete
	N00007929	KNME PI #5	NEC 46" LCD Flat Panel	Avitech	11/10/2005	\$6,956.52	\$0.00	Obsolete
	243338	KNME Operations	ENCODER	EEG	08/22/2000	\$6,455.00	\$0.00	Obsolete
	265889	KNME Operations	MONITOR	Panasonic	04/29/2004	\$6,016.00	\$0.00	Obsolete
	259853	Earth and Planetary Sciences Dept	COMPUTER CPU/SYSTEM	Dell	03/03/2003	\$5,283.00	\$0.00	Beyond Repair
	183682	UNM Public Events	DIMMER	TTI	06/27/1988	\$5,100.00	\$0.00	Obsolete
	183683	UNM Public Events	DIMMER	TTI	06/27/1988	\$5,100.00	\$0.00	Obsolete
	183684	UNM Public Events	DIMMER	TTI	06/27/1988	\$5,100.00	\$0.00	Obsolete
	183685	UNM Public Events	DIMMER	TTI	06/27/1988	\$5,100.00	\$0.00	Obsolete
Total Asset Disposition (#)								0
Total Capitalization (\$)								\$1,323,917.81
Total Net Book Value (\$)								\$0.00





To: University Services

From: Karen Allen, Sr. Fiscal Services Tech, KNME-TV *KA*

CC: Susan Rhymer, Director-Finance and Administration, KNME-TV *SR*

Date: September 6, 2019

Re: Revised Memo to original 8/13/19 Memo with additional information regarding Surplus of Items over \$10,000 and over \$100,000.

Information noted below regarding request for justifying the disposal of assets that were picked up by Surplus Property on August 28, 2019

Tag N00004412 (adjusted cost \$13,200.00/NBV \$0.00) Compact Optical Disc Recorder. It was purchased in 2004. The equipment is 10 years past its useful life of 5 years and is obsolete.

Tag N00007987 (Adjusted Cost \$164,685.60/NBV \$0.00) Sundance Automation Package. This was the system that recorded, scheduled and played back programs for our on air TV station. It was replaced in 2018 by the Marina Broadcast System under Purchase Order #P0146656. It was purchased in 2006. The equipment is 8 years past its useful life of 5 years and is obsolete.

Tag 240587 (Adjusted Cost \$12,258.00/NBV \$0.00) DYMA/Leitch Clock Time. It was purchased in 2000. The equipment is 14 years past its useful life of 5 years and is obsolete.

Tag N00041033 (Adjusted Cost \$109,200.31/NBV \$0.00) Sony ArchiveSystem/Custom. It was purchased in 2013. This equipment is a database server to be used for tracking and archiving our video assets. The server died, it was out of warranty and is now obsolete. Will be using Cloud and Digital storage in the future. The equipment is 1 year past its useful life of 5 years and is obsolete.

Tag N00005196 (Adjusted Cost \$13,819.00/NBV \$0.00) Triveni GuideBuilder. It was purchased in 2005. The equipment is 9 years past its useful life of 5 years and is obsolete.

Tag 265761 (Adjusted Cost \$24,683.52/NBV \$0.00) Triveni PSIP Generator. It was purchased in 2004. The equipment is 10 years past its useful life of 5 years and is obsolete.

1130 University Blvd. NE Albuquerque, NM 87102 Tel 505 277 2121 Fax 505 277.2191 newmexicopbs.org

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Tag N00004214 (Adjusted Cost \$49,426.74/NBV \$0.00) Sony HB Digital Video Cassette Recorder. It was purchased in 2005. The equipment is 9 years past its useful life of 5 years and is obsolete.

Tag N00007973 (Adjusted Cost \$3,017.13/NBV \$0.00) Signal Conversion Digital Synchronizer. It was purchased in 2006. The equipment is 8 years past its useful life of 5 years and is obsolete.

Tag N00034973 (Adjusted Cost \$48,349.74/NBV \$0.00) Avid HD Graphics Editor. It was purchased in 2011. The equipment is 3 years past its useful life of 5 years and is obsolete.

Tag N00006532 (Adjusted Cost \$287,307.58/NBV \$0.00) Beck Server Automation Package (part of Sundance). This was the system that recorded, scheduled and played back programs for our on air TV station. It was replaced in 2018 by the Marina Broadcast System under Purchase Order #P0146656. It was purchased in 2006. The equipment is 8 years past its useful life of 5 years and is obsolete.

Please feel free to contact Karen Allen at 277-1215 or kallen@nmpbs.org or Susan Rhymer at 277-1221 or srhymer@nmpbs.org if you have any questions.

Memo

To: University Services

From: Karen Allen, Sr. Fiscal Services Tech – KNME-TV *KA*

CC: Susan Rhymer, Director of Finance and Administration – KNME TV *SR*

Date: August 13, 2019

Re: Additional information regarding Surplus of Items over \$10,000.00 (forms dated 6/26/19; forms sent 7/12/19)

Information noted below regarding request for justifying the disposal of assets.

- Tag 197839 (Adjusted Cost \$172,144.00/NBV \$0.00) Harris TV Transmitter System-Analog, Model: HT10LS. It was purchased in 1993. The equipment is 21 years past its useful life of 5 years and is obsolete. Not a grant purchase.

Asset #	Description	Adj. Cost	NBV	Date
N00004412	Optical Disc Recorder	\$13,200.00	\$0	12/15/2004
N00007987	Automation Package	\$164,685.60	\$0	6/13/2006
240587	Clock Time	\$12,258.00	\$0	2/22/2000
N00041033	Archive System	\$109,200.31	\$0	2/18/2013
N00005196	Guide Builder	\$13,819.00	\$0	8/30/2005
265761	PSIP Generator	\$24,683.52	\$0	4/09/2004
N00004214	Video Cassette Recorder	\$49,426.74	\$0	2/04/2005
N00034973	HD Graphics Editor	\$48,349.74	\$0	11/23/2011
N00006532	Automation Package	\$287,307.58	\$0	1/19/2006
197839	Transmitter TV System	\$172, 144.00	\$0	11/24/1993

Thank you for your attention to this matter. If you should have any further questions please feel free to contact Karen Allen at 7-1215 (kallen@nmpbs.org) or Susan Rhymer at 7-1221 (srhymer@nmpbs.org).



Disposition of Surplus Properties – UNM Tag #N00030656 and #N00030658

Date: August 5, 2019

To: University Services

Re: Surplus Servers with an Acquisition cost greater than \$10,000

UNM Tag #N00030656 with serial number APM00110902511 and UNM Tag #N00030658 with serial number APM00111302593 were purchases on April 25, 2011. The acquisition cost were \$13,423.20 for item #N00030656 and \$54,730.00 for item #N00030658. The net book value (NBV) for both servers is \$0. The adjusted cost for #N00030656 is \$77,455.64 and the adjusted cost for #N00030658 is \$77,455.62. These servers have been out of service for over a year. The software could not be updated anymore and rendered them obsolete. They use to be used for our Libros files but the University Libraries have purchased new servers to replace these with currant up to date software and hardware.

Sincerely,

A handwritten signature in black ink, appearing to read 'Bonifacio Anglada Jr.', written over a white background.

Bonifacio Anglada Jr.
Facilites Services Manager

Asset #	Description	Adj. Cost	NBV	Date
N00030656	Server	\$77,455.64	\$0	4/25/2011
N00030658	Server	\$77,455.62	\$0	4/25/2011



Project ECHO® (Extension for Community Healthcare Outcomes)

Disposition of Surplus Property – UNM Tag #N00022640, N00029528 & N00019351

MEMO

August 6, 2019

To: Marcos Roybal
 From: Project ECHO
 Subject: Polycom Disposition

Dear Mr. Roybal:

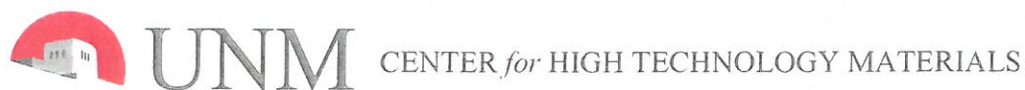
UNM Tag #N00022640 (Polycom RMX2000) purchased on 9/10/09 by Project ECHO for \$10,656.25, N00029528 (Polycom RMX2000) purchased on 1/3/11 by Project ECHO for \$31,799 & N00019351 (Polycom CMA5000) purchased by Project ECHO for \$75,270.78. The Polycoms were our video conferencing bridge. It was used to bridge H.323 devices together in a video conferencing meeting. The systems are almost if not over 10 years old and are out of warranty, and do not have a current maintenance contract tied to them. The systems are currently not working and we would need to purchase a maintenance contract to get them up and running. Last quote we got was 25-30k, so we decided not to go this route since they are older outdated systems. In its current state and age, I would say these systems are not worth much but it is hard to say. IT looked online to see what similar systems in this state are running and it was \$100-\$1,500.

Should you have any additional questions please feel free to contact Angela Zamora (505) 272-9893.

Thank you,

Sanjeev Arora, MD
 Director
 Project ECHO

Asset #	Description	Adj. Cost	NBV	Date
N00022640	Network Video Recording	\$10,656.25	\$0	9/10/2009
N00029528	Video Conferencing Equipment	\$31,799.00	\$0	3/02/2011
N00019351	Video Conferencing System	\$75,270.78	\$0	1/08/2009



Disposition of Surplus Property

August 6, 2019

To: UNM Surplus Property

From: Center for High Tech Materials

Subject: Asset 219921

To whom it may concern,

We at CHTM, request to surplus asset 219921 (original cost: \$19,903, NBV: 0.00). This Helium Leak Detector has not been used for several years as we do not use Helium for experiments currently. The detector is outdated technology (acquisition date 7/02/1996) and occupies too much space in the labs. We are requesting that the detector be taken out of convenience for our professors. Thank you.

Sincerely,

Nina Morales (CHTM Inventory Specialist)

A handwritten signature in black ink, appearing to read "Arash Mali". The signature is written in a cursive style and is positioned above a horizontal line.

Arash Mali, Director of CHTM

Asset#	Description	Adj. Cost	NBV	Date
219921	Detector Leak	\$19,903.00	\$0	7/2/1996



August 7, 2019

Disposition of Surplus Property – UNM Tag # N00044094

TO: Surplus Property Department
FROM: Derek Brown
Systems Network Analyst
New Mexico Tumor Registry, IT Department
SUBJECT: Surplus hardware

The New Mexico Tumor Registry provides its own server, computer, IT support.

We currently hold UNM Tag #N00044094 (Qualstar – Tape Library) and was originally purchased for \$15,565.00 on 10/25/2013 and currently has a net book value (NBV) of \$0. This device was used to back up our servers to tape. Since then this has become obsolete, as the backup system went to a hosted solution. As such, NMTR is requesting your assistance with surplussing this item. Please contact our office with the procedure needed to complete this request.

I can be reached at 272-5167 or if I am not available, call our main office line at 272-5541.

Asset #	Description	Adj. Cost	NBV	Date
N00044094	Slot Tape Library	\$15,565.00	\$0	10/31/2013

August 7, 2019

Disposition of Surplus Property – UNM Tag # N00024310

TO: Surplus Property Department
FROM: Derek Brown
Systems Network Analyst
New Mexico Tumor Registry, IT Department
SUBJECT: Surplus hardware

The New Mexico Tumor Registry provides its own server, computer, IT support.

We currently hold UNM Tag #N00024310 (Decru - encryption appliance) and was originally purchased for \$13,815.00 on 01/29/2010 and currently has a net book value (NBV) of \$0. This device was used to encrypt and decrypt data in transmission for SEER DMS. Since then this has become obsolete, as the system went to a hosted solution. As such, NMTR is requesting your assistance with surplussing this item. Please contact our office with the procedure needed to complete this request.

I can be reached at 272-5167 or if I am not available, call our main office line at 272-5541.

Asset #	Description	Adj. Cost	NBV	Date
N00024310	Encryption Hardware	\$13,815.00	\$0	1/27/2010



UNIVERSITY SERVICES – DISPOSITION OF SURPLUS PROPERTY
OCTOBER 2019



Surplus Property Disposition - October FY20

Memo	Asset Tag	Department	Description	Manufacturer	Purchased	Total Cost (\$)	NBV (\$)	Disposal Method
1	265815	Biology Department	SEQUENCE DETECTOR	ApplBioSys	04/22/2004	\$47,702.00	\$0.00	Cannibalized
2	N00004353	KNME PI #5	STUDIO EDITING RECORDER	Sony	04/06/2005	\$25,403.10	\$0.00	Obsolete
3	264537	IT Computing Platforms	Computer Network Hardware	Analytical	01/09/2004	\$21,375.00	\$0.00	Obsolete
4	N00041349	Valencia Dean of Instruction Admin	Personal3DPrinter	RedRocks	05/31/2013	\$19,009.92	\$0.00	Obsolete
5	200782	Biology Department	SYNTHESIZER	Beckman	09/27/1993	\$17,450.00	\$0.00	Obsolete
4	N00017881	Valencia Dean of Instruction	Mediasite ML Recorder	AdvPresent	09/01/2008	\$14,500.00	\$0.00	Obsolete
6	N00016829	Center for Advanced Studies PI#179	High Finesse Cavity	N/A	06/30/2008	\$13,139.73	\$0.00	Obsolete
4	N00020734	Valencia Dean of Instruction Admin	223-1044-PowerVault	Dell	04/30/2009	\$11,663.40	\$0.00	Obsolete
7	194616	Pathology Department	INCUBATOR	Forma	09/20/1991	\$10,257.00	\$0.00	Obsolete
2	254343	KNME Operations	DECODER	Ross	02/28/2002	\$10,130.00	\$0.00	Obsolete
2	254345	KNME Operations	DECODER	Ross	02/28/2002	\$10,129.00	\$0.00	Obsolete
4	N00020244	Valencia Dean of Instruction Admin	Sonic Foundry RL Recorder	AdvPresent	03/06/2009	\$10,000.00	\$0.00	Obsolete
4	N00020261	Valencia Dean of Instruction Admin	Sonic Foundry RL Recorder	AdvPresent	03/06/2009	\$10,000.00	\$0.00	Obsolete
4	N00020262	Valencia Dean of Instruction Admin	Sonic Foundry RL Recorder	AdvPresent	03/06/2009	\$10,000.00	\$0.00	Obsolete
4	N00025185	Valencia Dean of Instruction	Media Site Recorder	AdvPresent	04/13/2010	\$10,000.00	\$0.00	Obsolete



Surplus Property Disposition - October FY20

Memo	Asset Tag	Department	Description	Manufacturer	Purchased	Total Cost (\$)	NBV (\$)	Disposal Method
	215579	Biology Department	GENE AMP PCR SYSTEM	PerkinElme	03/26/1996	\$8,112.00	\$0.00	Obsolete
	243104	Valencia County Branch	LASERJET PRINTER	HewlettPac	08/07/2000	\$7,403.00	\$0.00	Obsolete
	N00015003	SOL Deans Office Gen Admin	Digital Signage Bundle	Samsung	02/15/2008	\$6,771.15	\$0.00	Obsolete
	N00009510	Accessibility Services AS	Duplex Scanner	Canon	10/01/2006	\$6,598.84	\$0.00	Cannibalized
	N00012467	Valencia Social Cultural Studies	Server	Dell	07/03/2007	\$6,558.10	\$0.00	Obsolete
	N00012469	Valencia Social Cultural Studies	Server	Dell	07/03/2007	\$6,558.10	\$0.00	Obsolete
	N00019532	KNME Administration	HD/SD Cross Converter	SnellWilco	01/26/2009	\$5,822.50	\$0.00	Obsolete
	N00019327	Valencia Dean of Instruction Admin	Computer	Apple	01/05/2009	\$5,675.90	\$0.00	Obsolete
	N00019328	Valencia Dean of Instruction Admin	Computer	Apple	01/18/2009	\$5,675.90	\$0.00	Obsolete
	N00019334	Valencia Dean of Instruction Admin	Computer	Apple	01/18/2009	\$5,675.90	\$0.00	Obsolete
	N00012855	Valencia Off Business Technology	Computer	Apple	08/17/2007	\$5,045.00	\$0.00	Obsolete
Total Asset Disposition (#)								26
Total Capitalization (\$)							\$310,655.54	
Total Net Book Value (\$)							\$0.00	





Dr. Melissa Sanchez
 Senior Research Scientist 1
 Molecular Biology Facility
 Department of Biology
 University of New Mexico
 Castetter Hall 229
 Albuquerque, New Mexico 87131

10 September 2019

Dear Surplus Department:

The Biology Department has an instrument that needs to be surplused. Instrument specifications:

UNM Asset Tag #: 265815 S/N: 270002739

Asset Description: Sequence Detector

Model: Prism 7000

Total Cost: \$47,702.00 NBV: \$0

Add Date: 04/22/2004 Adj. Cost: \$47,702.00

The instrument no longer functioned and needed repairs and ultimately was cannibalized for parts. The Biology Department has since replaced the instrument with another working model, Instrument specifications: UNM Asset Tag #: 261833, S/N: 270002230, Add Date: 06/30/03.

Please let me know if you require any other information concerning the instrument.

Yours sincerely,

Dr. Melissa Sanchez
 Senior Research Scientist 1

William T. Pockman, Ph.D.
 Chair, Department of Biology, UNM
pockman@unm.edu

9/10/19
 DATE

Asset#	Description	Adj. Cost	NBV	Date
265815	Sequence Detector	\$47,702.00	\$0	4/22/2004



To: University Services

From: Karen Allen, Sr. Fiscal Services Tech, KNME-TV *KA*

CC: Susan Rhymer, Director-Finance and Administration, KNME-TV

Date: September 19, 2019

Re: Additional information regarding 9/18/19 Request for Disposal of Surplus of Items

Information noted below regarding request for justifying the disposal of assets.

Tag 254343 (adjusted cost \$10,130.00/NBV \$0.00) Ross Decoder. This equipment was used for Analog signal monitoring and distribution. It was purchased in 2002. The equipment is 12 years past its useful life of 5 years and is obsolete.

Tag 254345 (adjusted cost \$10,129.00/NBV \$0.00) Ross Decoder. This equipment was used for Analog signal monitoring and distribution. It was purchased in 2002. The equipment is 12 years past its useful life of 5 years and is obsolete.

Tag N00004353 (adjusted cost \$25,403.10/NBV \$0.00) Sony Studio Editing Recorder/Player, Model DNWA75. This was an Analog Betacam VCR. It was purchased in 2005. The equipment is 9 years past its useful life of 5 years and is obsolete.

Tag N00033594 (adjusted cost \$19,229.00/NBV \$0.00) Sony Disc Recorder, Model PDW-HD 1500. This equipment was used to record programming on a disc. It was purchased in 2011. The equipment is 3 years past its useful life of 5 years and is obsolete.

Tag N00033595 (adjusted cost \$19,229.00/NBV \$0.00) Sony Disc Recorder, Model PDW-HD 1500. This equipment was used to record programming on a disc. It was purchased in 2011. The equipment is 3 years past its useful life of 5 years and is obsolete.

Tag N00033596 (adjusted cost \$19,229.00/NBV \$0.00) Sony Disc Recorder, Model PDW-HD 1500. This equipment was used to record programming on a disc. It was purchased in 2011. The equipment is 3 years past its useful life of 5 years and is obsolete.

Tag N00033597 (adjusted cost \$19,229.00/NBV \$0.00) Sony Disc Recorder, Model PDW-HD 1500. This equipment was used to record programming on a disc. It was purchased in 2011. The equipment is 3 years past its useful life of 5 years and is obsolete.

Please feel free to contact Karen Allen at 277-1215 or kallen@nmpbs.org or Susan Rhymer at 277-1221 or srhymer@nmpbs.org if you have any questions.

1130 University Blvd. NE Albuquerque, NM 87102 Tel 505 277 2121 Fax 505 277 2191 newmexicopbs.org

A community service of the University of New Mexico and Albuquerque Public Schools



5.1



5.2



5.3



9.1



9.2

Asset #	Description	Adj. Cost	NBV	Date
254343	DECODER	\$10,130.00	\$0.00	2002
254345	DECODER	\$10,129.00	\$0.00	2002
N00004353	STUDIO EDITING RECORDER/PLAYER	\$25,403.10	\$0.00	2005



INFORMATION
TECHNOLOGIES

TO: UNM Inventory Control
 FROM: Kirsten Martinez, IT Fiscal Operations Director
 DATE: October 16, 2019
 SUBJECT: Request to Surplus Asset Tag 264537

This memo responds to a request dated 10/8/19, for additional information and approval for the surplus of the high dollar asset listed below. The Director of Fiscal Operations is requesting to surplus the following asset. This asset was the load balancer for web traffic. The hardware reached end of life and was replaced by newer hardware.


<u>UNM Tag#</u>	<u>Acquisition Date</u>	<u>UNM Serial #</u>	<u>Asset Desc</u>	<u>MFG</u>	<u>Model</u>	<u>Acquisition Cost</u>	<u>Net Book Value</u>
264537	1/9/04	BIP050232S	Computer Network Hardware	Analytical	Redundant BIGIP	\$ 21,375.00	0.00

Thank you.

Kirsten Martinez, Fiscal Operations Director

Memo

To: University Services

From: Amanda Thompson, Fiscal Services Tech. 

Date: September 25, 2019

Subject: Disposal Justification

UNM tag #'s N00020244, N00020261, and N00020262 were all purchased on 03/24/2009 by UNM-Valencia for \$10,000. These are all mediasite recorders and all have a net book value of \$0.

These mediasite recorders were used to capture classroom content in a verity of subjects. They are past their useful life cycle and have no value as a trade-in. The University has replaced the old recorders with new ones with updated technology functions.

UNM tag #'s N00019328, N00019327, N00019334, and N00019328 were all purchased on 01/18/2009 by UNM-Valencia for \$5,675.90. These are all Dell computers and all have a net book value of \$0.

These computers were used in various classrooms for teaching purposes. They are past their useful life cycle and have no value as a trade-in. The University has replaced the old computers with newer ones with updated technology functions.

UNM tag #'s N00012854 and N00012855 were both purchased on 08/15/2007 by UNM-Valencia for \$4246.00. These are both Dell computers and both have a net book value of \$0 and adjusted cost of \$5,045.00.

These computers were used in various classrooms for teaching purposes. They are past their useful life cycle and have no value as a trade-in. The University has replaced the old computers with newer ones with updated technology functions.

UNM tag # N00020734 was purchased on 05/01/2009 by UNM-Valencia for \$11,633.40. This is a Dell Server with a net book value of \$0.

This server was used in our server room where we store many UNM-Valencia networks. This item is past its useful life cycle and has no value as a trade-in. The University has replaced this item with a new server with updated technology functions.

UNM tag # N00041349 was purchased on 05/16/2013 by UNM-Valencia for \$12,594.41. This is a 3D printer with a net book value of \$0 and adjusted cost of \$19,009.92.



This printer was used in our 3D lab by students and faculty. This printer is past its useful life cycle and has no value as a trade-in. The University has replaced the printer with a newer model.

UNM tag # N00017881 was purchased on 09/05/2008 by UNM-Valencia for \$14,500. This is a mediasite recorder and has a net book value of \$0.

This mediasite recorder was used to capture classroom content in a variety of subjects. It is past its useful life cycle and has no value as a trade-in. The University has replaced the old recorder with a new one with updated technology functions.

UNM tag # N00025185 was purchased on 04/13/2010 by UNM-Valencia for \$10,000. This is a mediasite recorder and has a net book value of \$0.

This mediasite recorder was used to capture classroom content in a variety of subjects. It is past its useful life cycle and has no value as a trade-in. The University has replaced the old recorder with a new one with updated technology functions.

Asset #	Description	Adj. Cost	NBV	Date
N00020734	PowerVault	\$11,663.40	\$0	05/01/2009
N00020244	Computer Hardware	\$10,000.00	\$0	03/24/2009
N00020261	Computer Hardware	\$10,000.00	\$0	03/24/2009
N00020262	Computer Hardware	\$10,000.00	\$0	03/24/2009
N00041349	3D Printer ProJet	\$19,009.92	\$0	05/16/2013
N00017881	Mediasite ML Recorder	\$14,500.00	\$0	09/05/2008
N00025185	Mediasite Recorder	\$10,000.00	\$0	04/13/2010



Dr. Melissa Sanchez
Senior Research Scientist 1
Molecular Biology Facility
Department of Biology
University of New Mexico
Casteretter Hall 229
Albuquerque, New Mexico 87131

09 September 2019

Dear Surplus Department:

The MBF has an instrument that needs to be surplused. Instrument specifications:

UNM Asset Tag #: 200782 S/N: 7070030

Asset Description: Synthesizer

Model: OLIGO 1000

Total Cost: \$17,450.00 NBV: \$0

Add Date: 09/27/1993 Adj. Cost: \$17,450.00

The instrument no longer functioned and needed repairs and no longer met the needs of the MBF. The MBF has since replaced the instrument with a newer more efficient and high throughput working model, Instrument specifications: UNM Asset Tag #: N00008744, S/N: 1DG5Q31, Add Date: 8/15/06.

Please let me know if you require any other information concerning the instrument.

Yours sincerely,

Dr. Melissa Sanchez
Senior Research Scientist 1

William T. Pockman, Ph.D.
Chair, Department of Biology, UNM
pockman@unm.edu

9/9/19
DATE

Asset#	Description	Adj. Cost	NBV	Date
200782	Synthesizer	\$17,450.00	\$0	9/27/1993

DEPARTMENT OF
PHYSICS & ASTRONOMY

October 1, 2019

To: Marcos Roybal, Associate Director, University Services

Re: Surplus of UNM Assets #'s: N00016829

Dear Mr. Roybal,

UNM Asset # N00016829 is a UNM item belonging to Dr. F. Becerra. This item is a Dell Computer server and the serial number is: 3Y9TLF1. This item is not being used because it is outdated/obsolete. We are in the process of making the department lean in preparation for the move to our new building currently under way. Although this machine was once valuable equipment, it is of no further use to our department. We would like to send this item to Surplus Property. The adjusted cost of this item is \$13,139.73 but has a book value of \$0. Please accept this memo and approve disposal to Surplus Property.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Richard Rand'.

Richard Rand

Professor & Chair: rjr@unm.edu

277-1517

Asset#	Description	Adj. Cost	NBV	Date
N00016829	High Finesse Server	\$13,139.73	\$0	6/30/2008



MEMORANDUM

To: Inventory Control
From: Kyla Sorensen, Accountant
Date: October 3, 2019
Re: Request for Deletion of Asset _ Asset # 194616

The department of Pathology is requesting that asset tag number 194616 be surplus and deleted from our inventory records. This incubator was purchased almost 30 years ago in 1991 for conducting research in a pathology lab and is no longer needed by any of our researchers. The asset has an adjusted cost of \$10,257.00 with no net book value.

We request that this asset be removed from our inventory. Should you have any further questions please feel free to contact me.

Sincerely,

A handwritten signature in cursive script that reads 'Kyla Sorensen'.

Kyla Sorensen
Accountant 2

Asset#	Description	Adj. Cost	NBV	Date
194616	Incubator	\$10,257.00	\$0	09/20/1991



THE UNIVERSITY OF
NEW MEXICO®

UNIVERSITY SERVICES – DISPOSITION OF SURPLUS PROPERTY

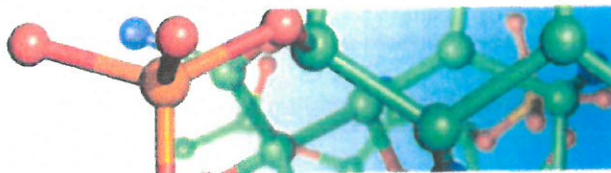
NOVEMBER 2019



Surplus Property Disposition - November FY20

Memo	Asset Tag	Department	Description	Manufacturer	Purchased	Total Cost (\$)	NBV (\$)	Disposal Method
1	N00015876	Chemistry Department	Mass Spectrometer	ApplBioSys	04/29/2008	\$303,249.24	\$0.00	Beyond Repair
2	N00020818	IT Academic Technologies	Scanner Hardware	Scantron	05/04/2009	\$61,392.00	\$0.00	Obsolete
3	N00016584	Athletics Mens Golf	Ball Flight Monitor	Trackman	06/09/2008	\$40,065.00	\$0.00	Obsolete
4	266902	Earth Data Analysis Center	COMPUTER DISK SYSTEM	Dell	07/02/2004	\$11,342.00	\$0.00	Obsolete
5	N00019851	EDAC Staff #6	Tape Library	InfoStruc	02/16/2009	\$10,972.85	\$0.00	Obsolete
6	N00006543	EDAC Staff #4	Data Storage Server	SiliconMec	01/01/2006	\$10,194.00	\$0.00	Obsolete
	N00033649	Gallup	Mediasite Media Recorder	SonicFound	11/08/2011	\$9,900.00	\$0.00	Obsolete
	N00033650	Gallup	Mediasite Media Recorder	SonicFound	11/08/2011	\$9,900.00	\$0.00	Obsolete
	N00033651	Gallup	Mediasite Media Recorder	SonicFound	11/08/2011	\$9,900.00	\$0.00	Obsolete
	N00033653	Gallup	Mediasite Media Recorder	Mediasite	11/08/2011	\$9,900.00	\$0.00	Obsolete
	265793	UME-ETS Educational Tech Support	LASERJET PRINTER	Epson	04/15/2004	\$8,691.00	\$0.00	100 Lostly to Repair
	N00030532	UNM Public Events Gen Admin	Design Jet - 42 inch printer	HewlettPac	05/03/2011	\$7,644.00	\$0.00	Obsolete
	N00008745	Pathology Faculty #R10	Digital Camera	LeedsPrec	08/14/2006	\$7,102.41	\$0.00	Obsolete
	N00008746	Pathology Faculty #R10	Digital Camera	LeedsPrec	08/14/2006	\$7,102.41	\$0.00	Obsolete
	N00012790	Gallup Nursing Administration	Laser Camera	CompRay	08/01/2007	\$6,000.00	\$0.00	Obsolete
	N00013308	Psych General Administrative	Telehealth Unit	OneVision	10/04/2007	\$5,899.00	\$0.00	Obsolete
	N00013309	Psych General Administrative	Telehealth Unit	OneVision	10/04/2007	\$5,899.00	\$0.00	Obsolete
	N00007268	EDAC Staff #4	Server	SiliconMec	04/10/2006	\$5,199.00	\$0.00	Obsolete
	N00002513	Earth Data Analysis Center	Computer Server	Dell	12/08/2004	\$5,038.10	\$0.00	Obsolete
Total Asset Disposition (#)								19
Total Capitalization (\$)								\$535,390.01
Total Net Book Value (\$)								\$0.00





Memo - #1

To: Inventory Control

From: Fred Fuchs
Research Engineer
Department of Chemistry and Chemical Biology

To whom it may concern,

We have submitted a surplus form for an old piece of equipment that we have no more use for. UNM tag#N00015876 it is a Mass Spectrometer from Applied Bio Systems, purchased in April 2008, for \$473,400. It was used to analyze chemical samples for the MassSpec facility in this department. It does not currently work and the cost of repairs to bring it back are more than a new instrument with better capabilities. Total cost 473,416.79 NBV \$0, Adjusted cost \$303,249.24.

Thank you
Fred Fuchs

Signed by:

Department Chair

<u>Asset #</u>	<u>Description</u>	<u>Total cost</u>	<u>Adj. cost</u>	<u>NBV</u>	<u>Date</u>
N00006543	Mass Spectrometer	\$473,416.79	\$303,249.24	\$0.00	4/29/08



INFORMATION
TECHNOLOGIES

TO: UNM Inventory Control
 FROM: Kirsten Martinez, IT Fiscal Operations Director
 DATE: October 18, 2019
 SUBJECT: Request to Surplus Asset N00020818, Org 321A

The IT Fiscal Operations Director is requesting to surplus the high dollar asset listed below. The Opscan 70 scanner scans forms and creates PDF files with the data read from the forms. We are requesting the disposal of this asset because it is now obsolete and no longer works.

<u>UNM Tag#</u>	<u>Acquisition Date</u>	<u>UNM Serial #</u>	<u>Asset Desc</u>	<u>MFG</u>	<u>Model</u>	<u>Acquisition Cost</u>	<u>Acquisition Cost</u>	<u>Net Book Value</u>
N00020818	5/26/09	5400121	Scanner Hardware- IN70;iNSIGHT 70 Image	Scantron	Optical Insight 70 Scanner	\$61,392.00	\$61,392.00	\$0.00

Thank you.

Kirsten Martinez, Fiscal Operations Director

Asset#	Description	Adj. Cost	NBV	Date
N00020818	Scantron	\$61,392.00	\$0	5/26/09



NEW MEXICO ATHLETICS

November 11, 2019

To: Marcos Roybal
 From: UNM Athletics
 Subject: Equipment Disposition – Women's Golf

Dear Mr. Roybal:

UNM Tag #N00016584, purchased cost \$26,995.00, adjusted cost \$40,065.00, NBV \$0, Trackman TMII Pro Ball Flight Monitor (Serial #8053037) is being presented for disposition. This equipment was purchased in 2011 for use in the indoor hitting bay located at the UNM Championship Golf Course. The equipment was utilized for training and instructional benefits for the men's and women's golf program from 2011-2019. The equipment no longer serves a benefit to the golf programs as it has become dated.

The device will have some salvage value when presented to public auction. As a result of the sale, the University will no longer be responsible for maintenance and operational costs of the system. If you have any further questions, please feel free to contact us.

Best,

Ryan Berryman
 Associate Athletics Director
 Business & Operations
rdb8@unm.edu

<u>Asset #</u>	<u>Description</u>	<u>Adj. cost</u>	<u>Total Cost</u>	<u>NBV</u>	<u>Date</u>
N00016584	Ball Flight Monitor	\$40,065.00	\$26,995.00	\$0	6/3/08

CC: Glen Millican, Jill Trujillo
 Men's/Women's Golf Coaches



Bandelier West, Rm. 111, University of New Mexico | MSC01 1110, 1 University of New Mexico, Albuquerque, NM 87131-0001 | 505.277.3622 | edac.unm.edu

Disposition of Surplus Property – UNM Tag 266902

October 28, 2019

To: Norris Cain
 From: Earth Data Analysis Center
 Subject: IT Equipment Disposition

Dear Mr. Cain:

UNM Tag 266902 (Dell PowerVault 132T) was purchased on July 2, 2004 by the Earth Data Analysis Center for \$11,342.00. This device was used for backing up EDAC data to tape storage but is now obsolete and has been replaced with newer equipment. Its net book value (NBV) is \$0.

Transferring this device to UNM Surplus Property will free up space in our work areas and make better use of EDAC and UNM facilities. Thank you for your attention to this.

Sincerely,

A handwritten signature in black ink, appearing to read "Harrison Meyer", is written over a horizontal line. The signature is stylized and includes the letters "NM" at the end.

Harrison Meyer
 Systems/Network Analyst and Inventory Contact, EDAC

<u>Asset #</u>	<u>Description</u>	<u>Purchase cost</u>	<u>Adj cost</u>	<u>NBV</u>	<u>Date</u>
266902	Server	\$11,342.00	11,342.00	\$0	7/2/04



Bandelier West, Rm. 111, University of New Mexico | MSC01 1110, 1 University of New Mexico, Albuquerque, NM 87131-0001 | 505.277.3622 | edac.unm.edu

Disposition of Surplus Property – UNM Tag N00019851

October 29, 2019

To: Norris Cain
 From: Earth Data Analysis Center
 Subject: IT Equipment Disposition

Dear Mr. Cain:

UNM Tag N00019851 (Overland ARCVault) was purchased on February 10, 2009 by the Earth Data Analysis Center for \$9,822.85. The adjusted cost is \$10,972.85. This device was used for backing up EDAC data to tape storage but is now obsolete and has been replaced with newer equipment. Its net book value (NBV) is \$0.

Transferring this device to UNM Surplus Property will free up space in our work areas and make better use of EDAC and UNM facilities. Thank you for your attention to this.

Sincerely,

A handwritten signature in black ink, appearing to read "Harrison Meyer", is written over a horizontal line. The signature is fluid and cursive.

Harrison Meyer
 Systems/Network Analyst and Inventory Contact, EDAC

<u>Asset #</u>	<u>Description</u>	<u>Purchaing cost</u>	<u>Adj. cost</u>	<u>NBV</u>	<u>Date</u>
N00019851	Tape Library	\$9,822.85	\$10,972.85	\$0.00	2/10/18



Bandelier West, Rm. 111, University of New Mexico | MSC01 1110, 1 University of New Mexico, Albuquerque, NM 87131-0001 | 505.277.3622 | edac.unm.edu

Disposition of Surplus Property – UNM Tag N00006543

October 28, 2019

To: Norris Cain
 From: Earth Data Analysis Center
 Subject: IT Equipment Disposition

Dear Mr. Cain:

UNM Tag N00006543 (Silicon Mechanics IServ Q300) was purchased January 5, 2006 by the Earth Data Analysis Center for \$10,194.00. This device was used for data storage but is now obsolete and no longer in use. Its net book value (NBV) is \$0.

Transferring this device to UNM Surplus Property will free up space in our work areas and make better use of EDAC and UNM facilities. Thank you for your attention to this.

Sincerely,

A handwritten signature in black ink, appearing to read "Harrison Meyer", is written over a horizontal line. The signature is fluid and cursive.

Harrison Meyer
 Systems/Network Analyst and Inventory Contact, EDAC

<u>Asset #</u>	<u>Description</u>	<u>Purchasing cost</u>	<u>Adj. cost</u>	<u>NBV</u>	<u>Date</u>
N00006543	Server	\$10,194.00	\$10,194.00	\$0.00	1/5/2006

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.

TAB 4

Action Item 4

Approval of Contracts:

- a. College of University Libraries and Learning Sciences and the UNM Health Sciences Library and Informatics Center – License Renewal for Elsevier
- b. UNM Athletics Department – Multimedia Rights



MSC01 1240
1 University of New Mexico
Albuquerque, NM 87131-0001
Telephone (505) 277-2036
<http://purchase.unm.edu>

MEMORANDUM

To: Teresa Costantinidis, Sr. Vice President for Finance & Administration

From: Bruce Cherrin, Chief Procurement Officer

Subject: Contract Approval

Date: November 20, 2019

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

1) College of University Libraries and Learning Sciences and the UNM Health Sciences Library and Informatics Center – license renewal for Elsevier

The College of University Libraries and Learning Sciences and the UNM Health Sciences Library and Informatics Center are in the process of renewing their previous five-year license with Elsevier for electronic journal access from ScienceDirect and the ScienceDirect Freedom electronic journal collection, for a new three-year license for 2020-2022. Elsevier publishes almost one-quarter of the world's peer-reviewed full-text scientific, technical and medical content; with many of its journals among the most highly rated scientific journals in the world. Over 15 million researchers, health care professionals, teachers, students and information professionals around the globe rely on ScienceDirect as a trusted source of more than 2,500 journals and more than 26,000 book titles. In the past the ScienceDirect Freedom collection was requested and supported for purchase by the UNM Faculty Senate Library Committee and the UNM Office of the Vice President for Research.

The three-year license will give UNM access to over 2,500 electronic journals with articles dating back to at least 1995. The journals included in the License are essential for the educational and research mission of the University of New Mexico. Elsevier's ScienceDirect is the primary publisher of the journals provided in this License, and as such they are not available from another provider with the same level of depth and coverage. The License is being renewed due to the Universities high usage of the material contained in the License. College of University Libraries and Learning Sciences and the UNM Health Sciences Library and Informatics Center will fund the purchase from each Library's Acquisition Budgets.

The total cost for both libraries is just over \$1 million/per year. The three-year agreement keeps annual increases lower than current journal inflation rates, reduces the annual content access fee, and caps the total cost of the license lower per year than a one-year license that is renewed annually.

2) UNM Athletics Department – Multimedia Rights

Proposals were solicited on May 3, 2019 on behalf of the Athletics Department to license certain UNM multi-media rights and assets and provide and implement a strategic multi-media rights plan for UNM's Athletic Facilities. Those facilities include UNM Football Stadium, The Pit, UNM Baseball Stadium, UNM Soccer and Track Facility, Softball Facility, Tennis Complex, Volleyball Gym and Swimming and Diving Complex at Johnson Gymnasium, and surrounding parking lots on south campus to maximize revenue and enhance fans' experiences, and other areas as agreed upon by UNM and the contractor. There was a total of 5 respondents for the Request for Proposal as follows:

1. JMI Sports, LLC
2. Learfield Communications, Inc.
3. National Advertising Partners
4. Van Wagner Sports & Entertainment, LLC
5. Outfront Media Sports, Inc.

In accordance with the criteria established for the procurement, we request approval to make an award to Outfront Media Sports Inc. as the highest ranked offer.

TAB 5

Action Item 5

Approval of Request for Project Construction:

- a. Phase 2 Renovations at Clark Hall Chemistry Building
- b. Center for the Arts – Fire Alarm Upgrade
- c. Economics Building #57: Infrastructure Upgrades
- d. Clark Hall #22: Riebsomer Wing Lab Waste System Replacement
- e. UNM Popejoy Hall Artist Support Spaces Renovation
- f. Renovate Cube Area, South Wing, Information Technology Building #153
- g. Santa Ana Star Baseball Field Bleacher Expansion
- h. ASUNM Main Campus Photovoltaic System
- i. Student Union Building #60: Partial Roof Replacement

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

DATE: November 20, 2019

TO: Teresa Costantinidis, Sr. VP Finance & Administration

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

RE: Requested Approval

RECOMMENDED ACTION:

Recommend to the Board of Regents Finance and Facilities Committee the following requests for Project Construction Approval:

1. Phase 2 Renovations at Clark Hall Chemistry Building
2. Center for the Arts – Fire Alarm Upgrade
3. Economics Building # 57: Infrastructure Upgrades
4. Clark Hall # 22: Riebsomer Lab Waste System Replacement
5. UNM Popejoy Hall Artist Support Spaces Renovation
6. Renovate Cube Area, South Wing, Information Technology Building (#153)
7. Santa Ana Star Baseball Field Bleacher Expansion
8. ASUNM Main Campus Photovoltaic System
9. Student Union Building # 60: Partial Roof Replacement

cc: A. Coburn, M. Dion, C. Carian, B. Scharmer, T. Silva, S. Rodgers, C. Martinez – PDC
A. Sena, L. Schuster, H. Barsun, R. Notary, D. Penasa, J. Hart, R. Garcia – FM

**REQUEST FOR CAPITAL CONSTRUCTION PROJECT APPROVAL for
PHASE 2 RENOVATIONS AT CLARK HALL CHEMISTRY BUILDING
THE UNIVERSITY OF NEW MEXICO**

December 10, 2019

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for **Phase 2 Renovations at Clark Hall Chemistry Building, on UNM's Main Campus.**

PROJECT DESCRIPTION:

The Clark Hall Chemistry building contains 81,339 gross square feet (GSF). The Phase 2 renovations include heavy demolition and renovation to the existing Clark Hall North Wing of 31,215 GSF and demolition and renovations to some spaces within the Clark Hall (Riebsomer) South Wing of 12,773 GSF. The entire project renovates a total of 43,998 GSF and also includes new entrance improvements. Primary renovations will be focused on safety and code compliance including mechanical, electrical, and plumbing (MEP), and information technology (IT) system upgrades. Portions of the Clark Wing of the building will be reconstructed into new teaching laboratory facilities, administrative and staff offices. Within the Riebsomer wing, the project will include renovations to more research space not renovated in Phase 1. The project will achieve LEED Silver Certification.

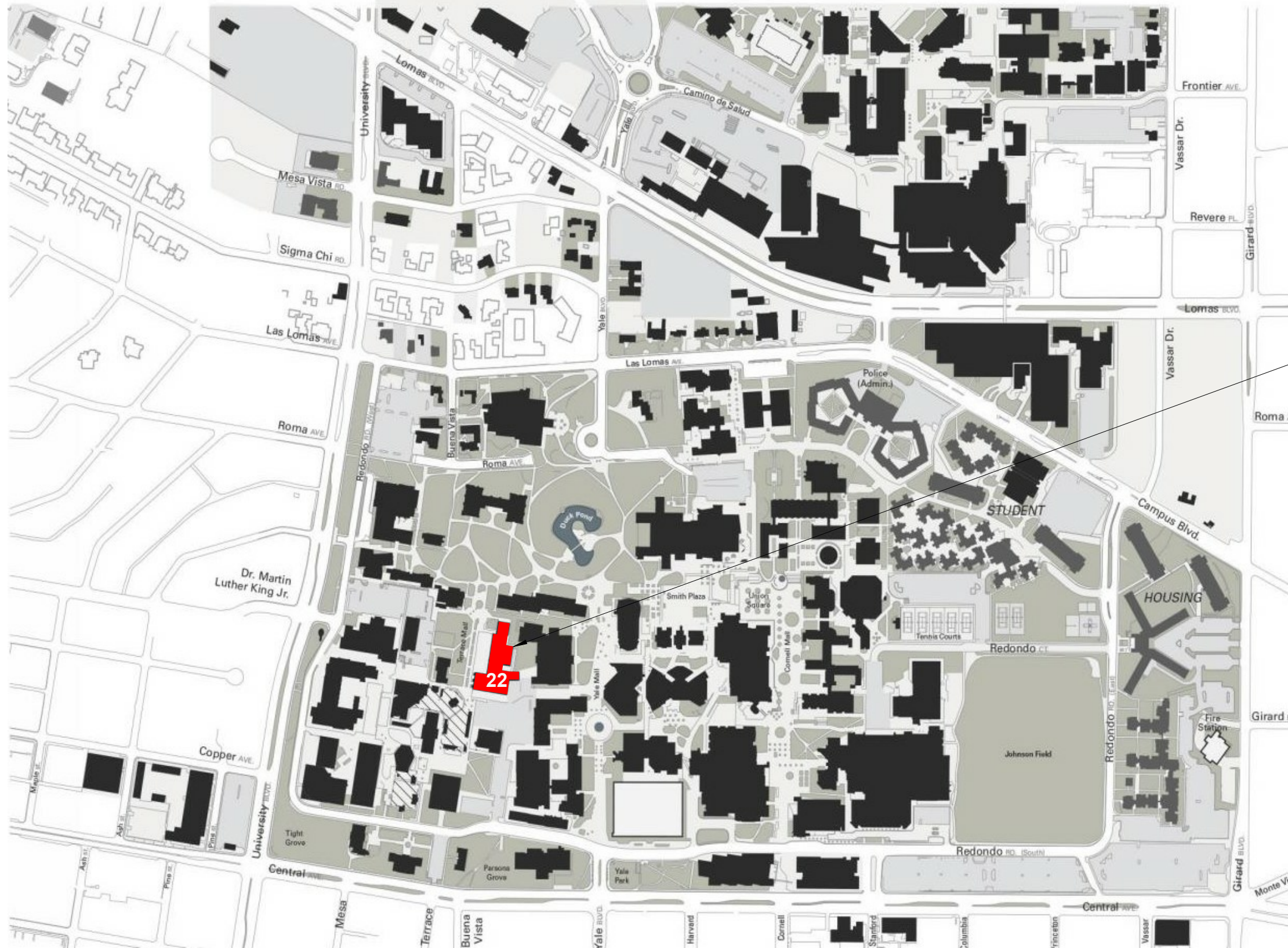
PROJECT RATIONALE:

This project includes the design, construction and equipping of offices, research and teaching labs, and support spaces for the Department of Chemistry and Chemical Biology (CCB) that will support the department's research, educational mission and provide staff and students with a healthy flexible working environment. CCB serves over 6,000 undergraduate and graduate students from more than twenty different degree-granting programs and generated over 20,000 student credit hours in Academic Year 2018. Many of the students enrolled in CCB courses apply to UNM Health Sciences programs. Virtually all students in the College of Engineering take two or more semesters of chemistry, and chemistry courses are required for STEM majors in the College of Arts & Sciences including Physics & Astronomy, Earth & Planetary Sciences, Biochemistry and Biology. Chemistry has 15 tenure-track and tenured faculty members representing the traditional disciplines of organic, inorganic, physical, and biological chemistry. Average research Grants obtained for the UNM Department of Chemistry and Chemical Biology (CCB) has exceeded \$2,500,000 for the past 3 years. Failure to renovate Clark Hall will interrupt planned faculty hiring, disrupt developing research programs of current faculty, and prevent the modernization of upper divisional teaching labs taken by undergraduates majoring in the chemical sciences.

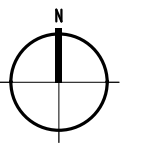
FUNDING: The project budget is \$ 16,000,000.

- The funding source is \$16,000,000 in 2018 General Obligation Bonds.

The University of New Mexico - Albuquerque: Central Campus



CLARK HALL
CHEMISTRY BUILDING



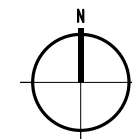
CAMPUS MAP

PHASE 2 RENOVATIONS AT CLARK HALL CHEMISTRY BUILDING



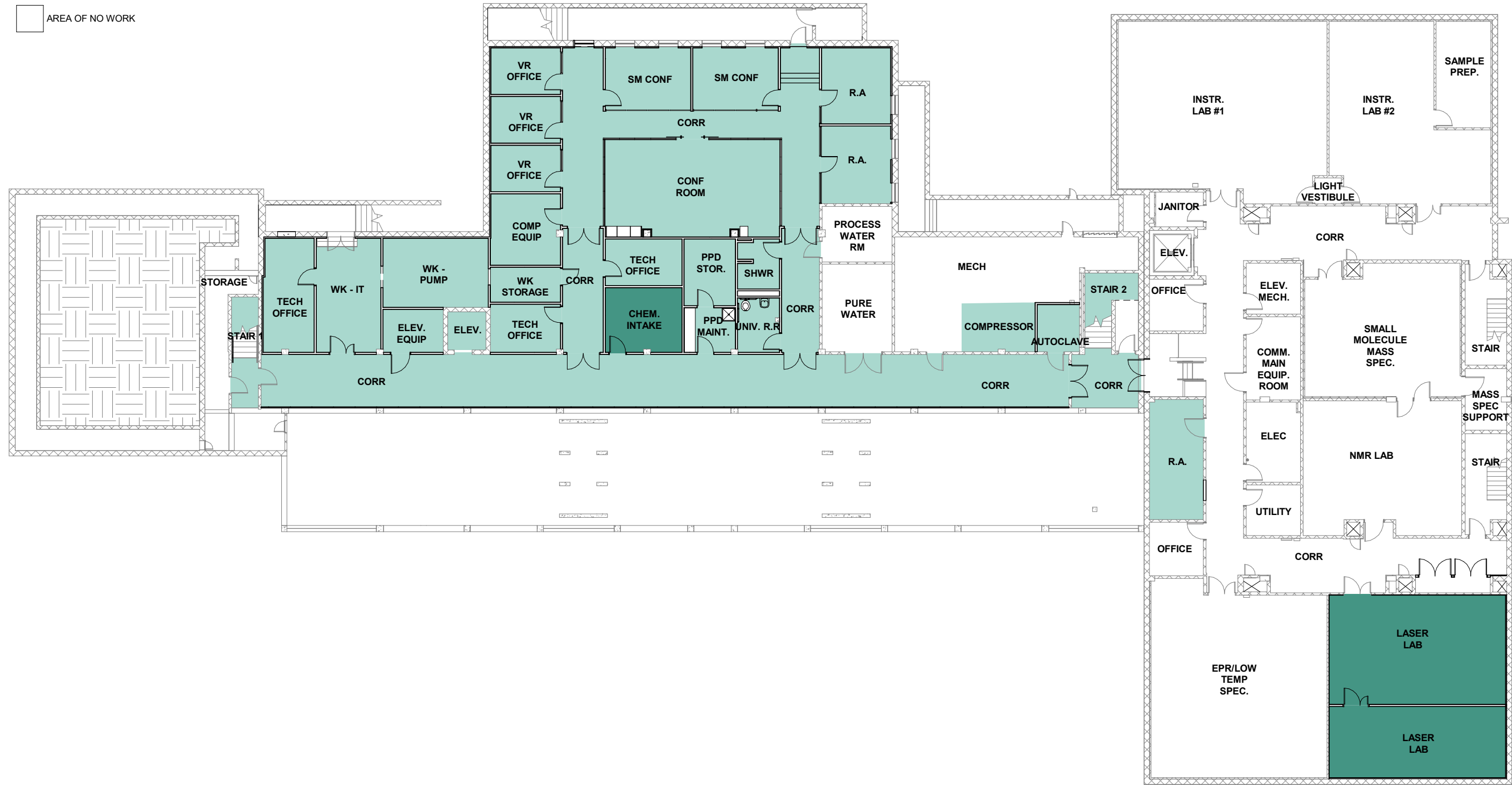
11/1/2019 1:59:28 PM

SITE MAP PHASE 2 RENOVATIONS AT CLARK HALL CHEMISTRY BUILDING



LEGEND

- AREA OF GENERAL RENOVATION
- AREA OF LAB RENOVATION
- AREA OF NO WORK



11/1/2019 1:59:29 PM

1 BASEMENT FLOOR PLAN
1" = 20'-0"

PHASE 2 RENOVATIONS AT CLARK HALL CHEMISTRY BUILDING



LEGEND

- AREA OF GENERAL RENOVATION
- AREA OF LAB RENOVATION
- AREA OF NO WORK



11/1/2019 1:59:31 PM

1 FIRST FLOOR PLAN
1" = 20'-0"

PHASE 2 RENOVATIONS AT CLARK HALL CHEMISTRY BUILDING



LEGEND

- AREA OF GENERAL RENOVATION
- AREA OF LAB RENOVATION
- AREA OF NO WORK



11/1/2019 1:59:32 PM

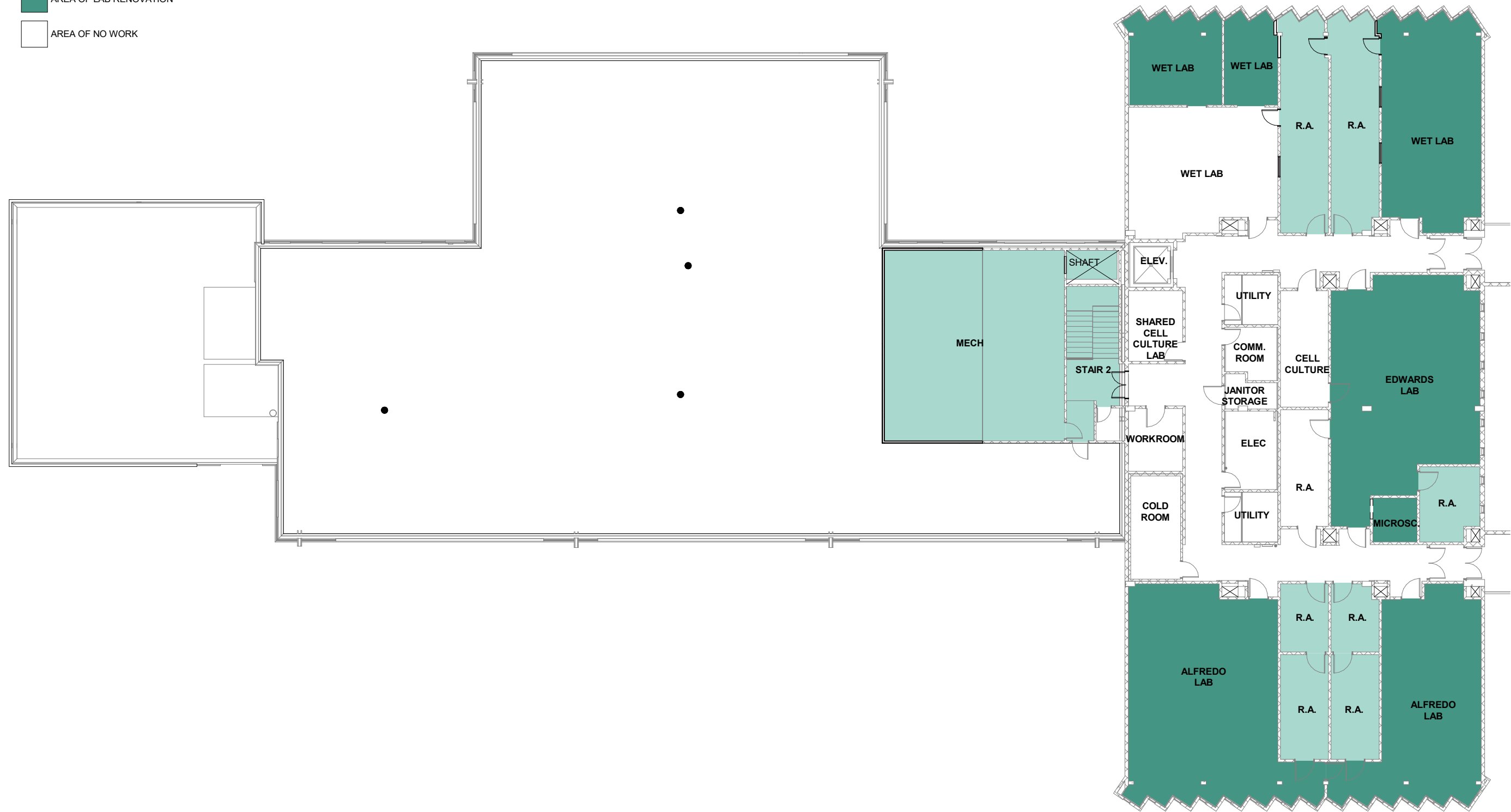
1 SECOND FLOOR PLAN
1" = 20'-0"

PHASE 2 RENOVATIONS AT CLARK HALL CHEMISTRY BUILDING



LEGEND

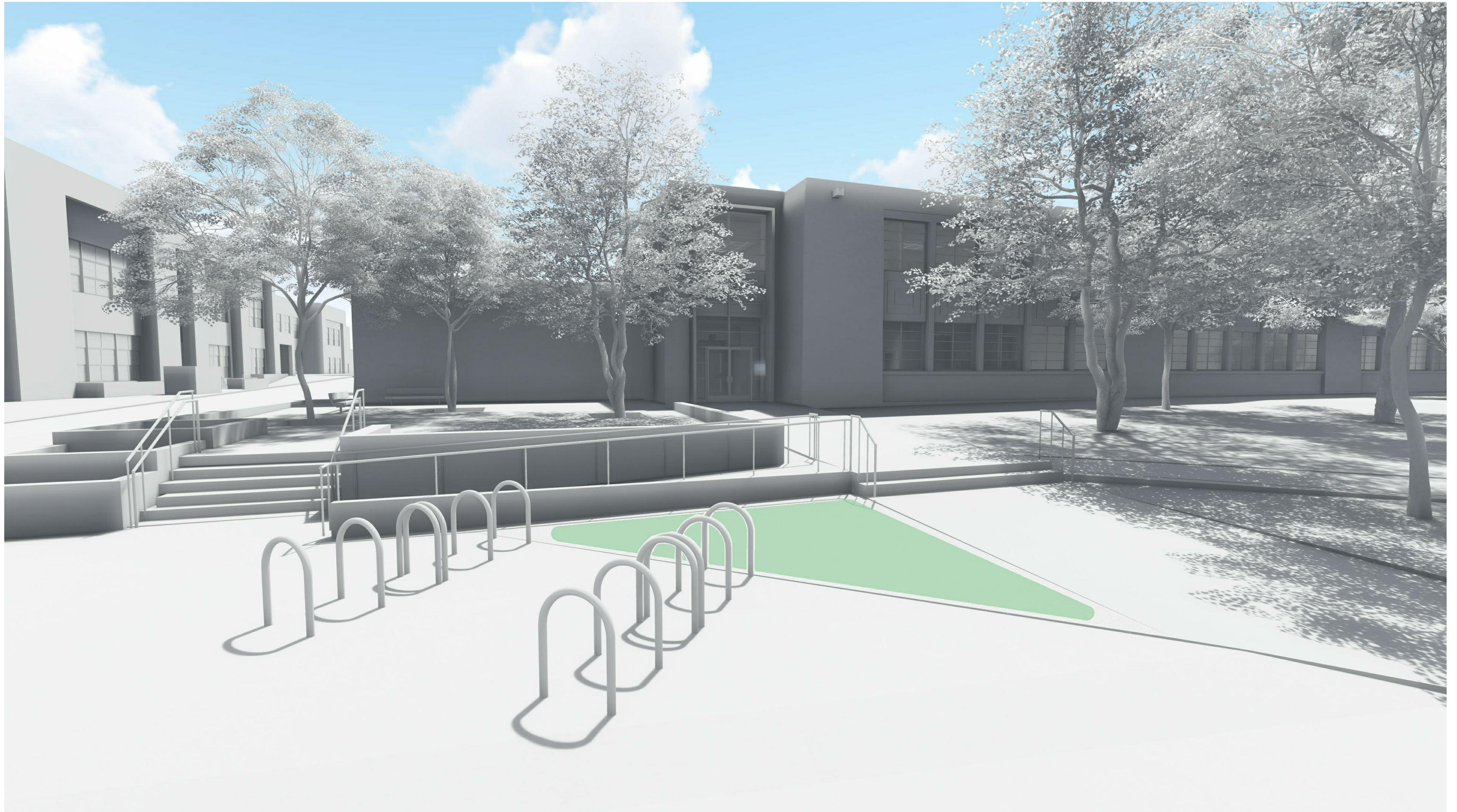
- AREA OF GENERAL RENOVATION
- AREA OF LAB RENOVATION
- AREA OF NO WORK



11/1/2019 1:59:33 PM

1 THIRD FLOOR PLAN
1" = 20'-0"

PHASE 2 RENOVATIONS AT CLARK HALL CHEMISTRY BUILDING



11/1/2019 1:59:33 PM

NORTHWEST ENTRY
PHASE 2 RENOVATIONS AT CLARK HALL CHEMISTRY BUILDING

**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
CENTER FOR THE ARTS – FIRE ALARM UPGRADE
UNIVERSITY OF NEW MEXICO
December 10, 2019**

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for the **Center for the Arts – Fire Alarm Upgrade, at the Main Campus.**

PROJECT DESCRIPTION:

The Center for the Arts is the supreme destination for cultural arts within the State of New Mexico. The approximate 374,779 gross square feet (GSF) facility houses performance spaces, a museum quality art gallery, multiple rehearsal spaces, as well as numerous classroom and office spaces.

This project will entail renovations to the existing building fire alarm system. The entire fire alarm system will be replaced with a new addressable fire voice evacuation emergency communication system that will integrate all portions of the facility. The existing building fire alarm system will remain operational while the new fire alarm system is installed and tested.

PROJECT RATIONALE:

A primary university initiative is to update building life safety systems for all facilities. There are many institutional groups, such as the Department of Art, Department of Cinematic Arts, Department of Music, Department of Theatre & Dance, and the UNM Art Museum which occupy The Center for the Arts. Additionally, the facility hosts local grade school students, community organizations, and various national traveling companies throughout the calendar year.

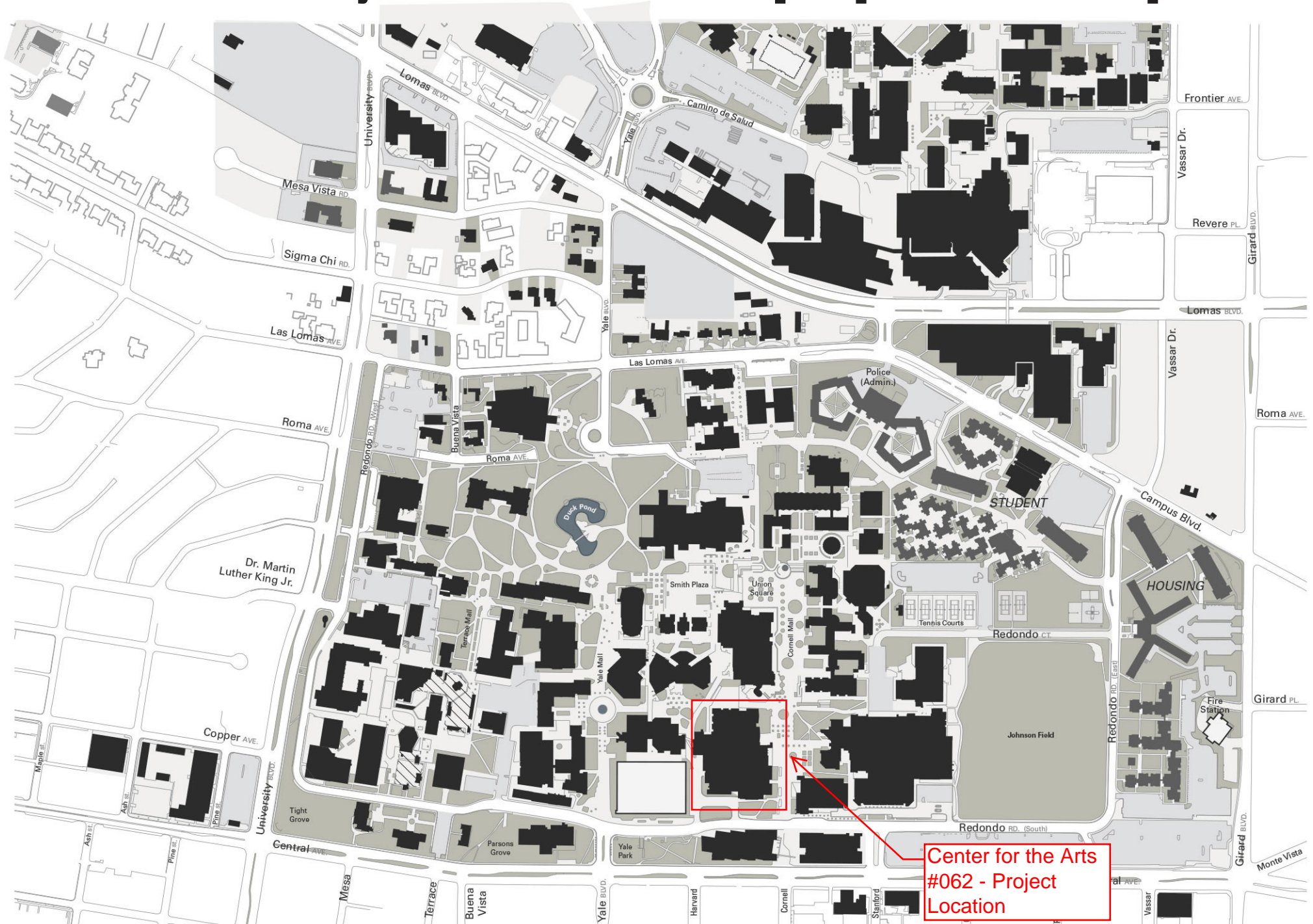
Without this project the facility is at extreme risk during an emergency fire scenario. It is vital that notification and detection appliances and devices are correctly installed to meet all applicable code and standard language. Currently the fire alarm system is deficient in both accounts. Additionally, the current fire alarm panel is obsolete based on the manufacture's product lines, there is no local support, and any replacement parts would have to be of a refurbished variety.

FUNDING:

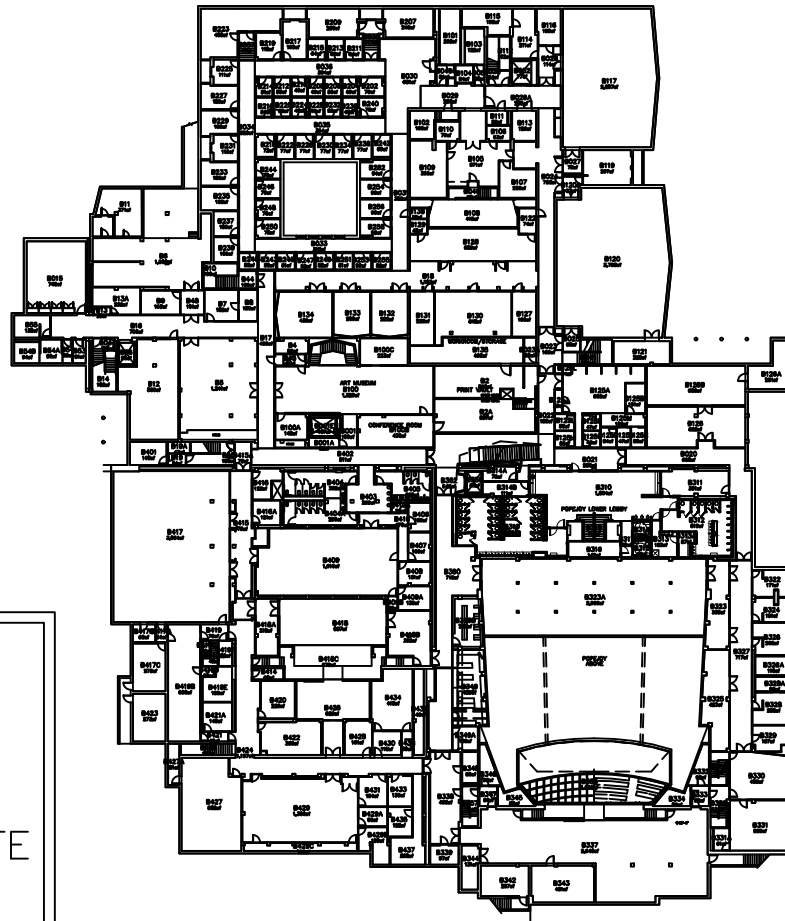
The total estimated Project Budget is \$1,887,813:

- \$1,887,813 is funded from 2019 General Fund Appropriation

The University of New Mexico - Albuquerque: Central Campus



FIRE ALARM UPGRADE
 TO ENCOMPASS WORK
 THROUGHOUT ALL
 LEVELS OF THE
 BUILDING FOR COMPLETE
 NOTIFICATION AND
 DETECTION COVERAGE



BASEMENT

SCALE: NOT TO SCALE

NORTH



FACILITIES MANAGEMENT
SPACE MANAGEMENT

TOTAL FLOORS:	6	FLOOR:	BASEMENT
TOTAL GROSS SQUARE FEET:	?	GROSS SQUARE FEET:	?

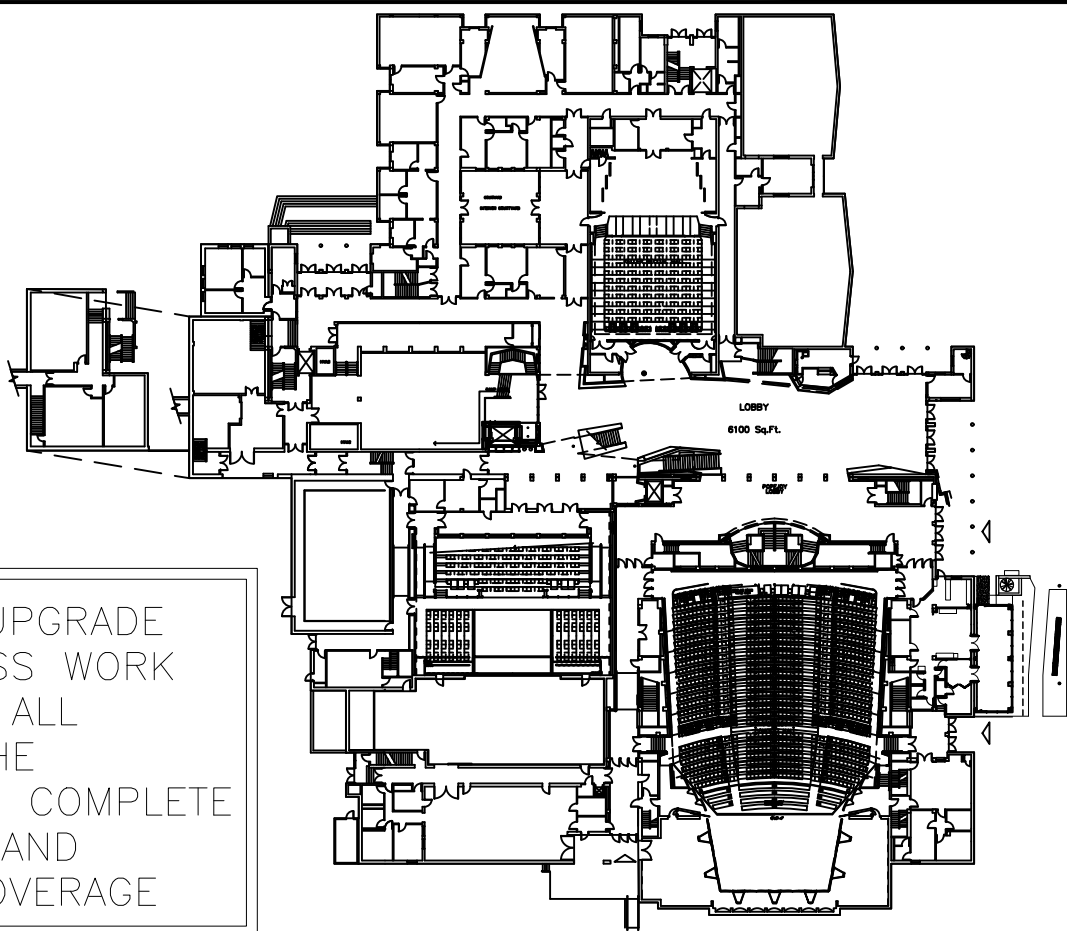
 MAIN ENTRANCE
  SECONDARY ENTRANCE

CENTER FOR THE ARTS

BASEMENT
 203 CORNELL DR NE

#062

1 OF 6
 062-00-B0





FIRE ALARM UPGRADE
 TO ENCOMPASS WORK
 THROUGHOUT ALL
 LEVELS OF THE
 BUILDING FOR COMPLETE
 NOTIFICATION AND
 DETECTION COVERAGE

FIRST FLOOR
 SCALE: NOT TO SCALE



FACILITIES MANAGEMENT
SPACE MANAGEMENT

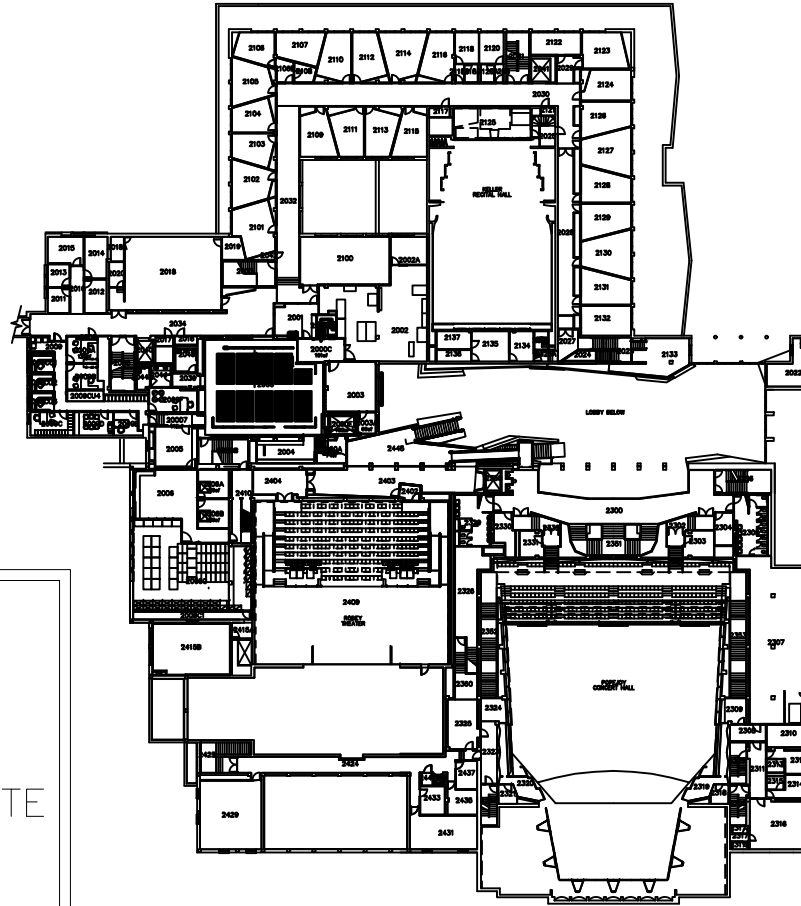
TOTAL FLOORS:	6	FLOOR:	FIRST
TOTAL GROSS SQUARE FEET:	?	GROSS SQUARE FEET:	?

 MAIN ENTRANCE
  SECONDARY ENTRANCE

CENTER FOR THE ARTS
 FIRST FLOOR
 203 CORNELL DR NE

#062
 2 OF 6
 062-00-01

FIRE ALARM UPGRADE
TO ENCOMPASS WORK
THROUGHOUT ALL
LEVELS OF THE
BUILDING FOR COMPLETE
NOTIFICATION AND
DETECTION COVERAGE



SECOND FLOOR

SCALE: NOT TO SCALE

NORTH



FACILITIES MANAGEMENT
SPACE MANAGEMENT

TOTAL FLOORS: 6 FLOOR: SECOND
TOTAL GROSS SQUARE FEET: 2 GROSS SQUARE FEET: 2
MAIN ENTRANCE SECONDARY ENTRANCE

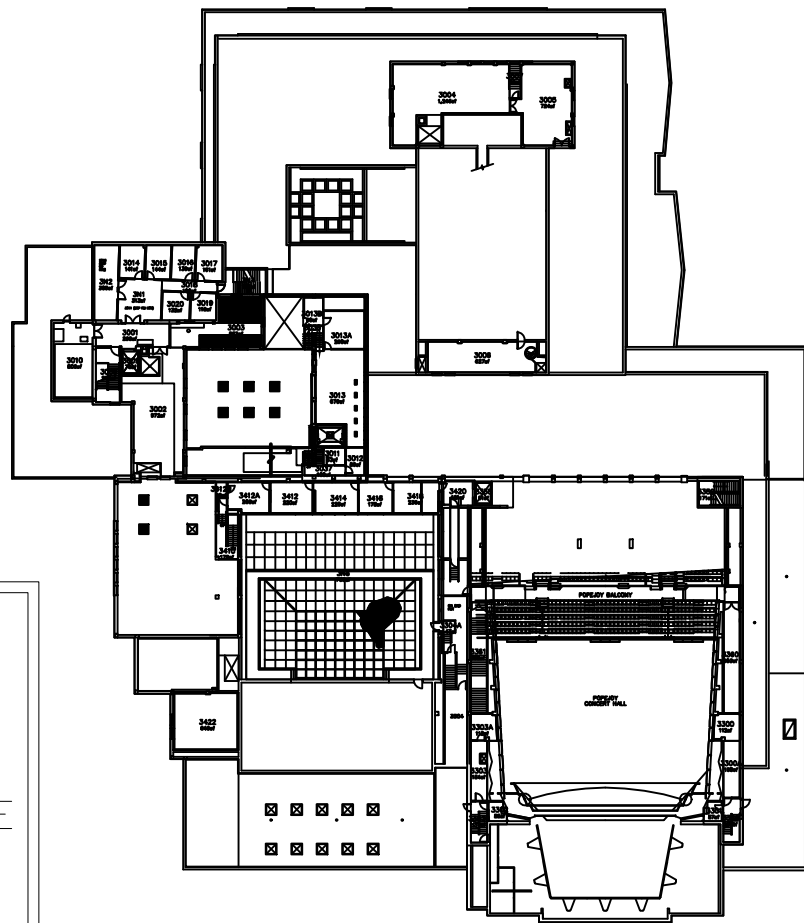
CENTER FOR THE ARTS

SECOND FLOOR
203 CORNELL DR NE

#062

3 OF 6
062-00-02

FIRE ALARM UPGRADE
 TO ENCOMPASS WORK
 THROUGHOUT ALL
 LEVELS OF THE
 BUILDING FOR COMPLETE
 NOTIFICATION AND
 DETECTION COVERAGE



THIRD FLOOR
 SCALE: NOT TO SCALE



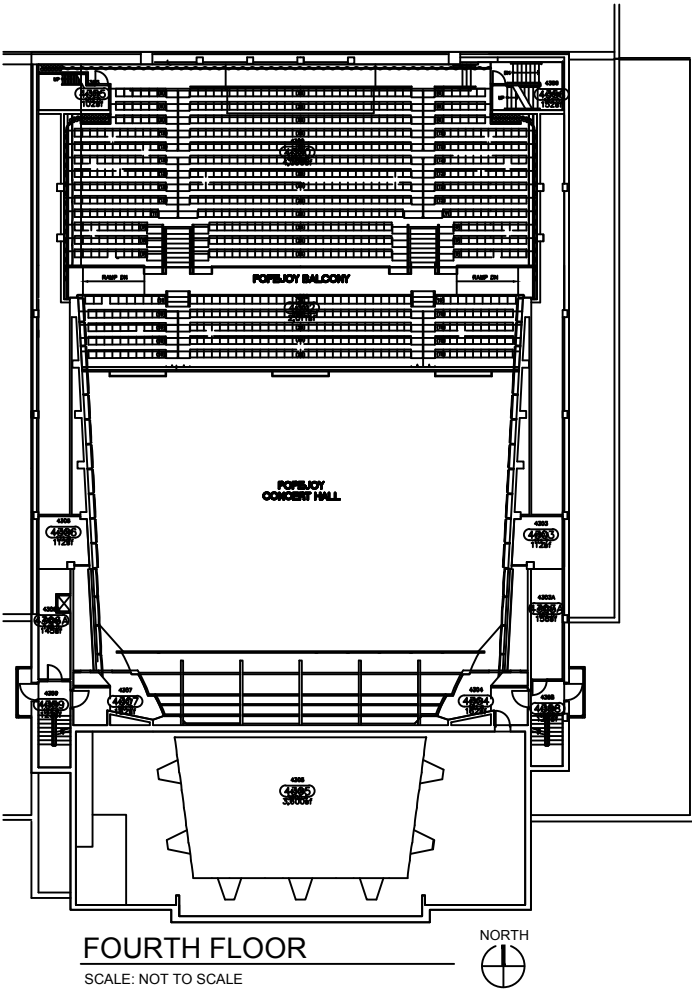
FACILITIES MANAGEMENT
SPACE MANAGEMENT

TOTAL FLOORS:	6	FLOOR:	THIRD
TOTAL GROSS SQUARE FEET:	?	GROSS SQUARE FEET:	?
MAIN ENTRANCE		SECONDARY ENTRANCE	

CENTER FOR THE ARTS
 THIRD FLOOR
 203 CORNELL DR NE

#062
 4 OF 6
 062-00-03

FIRE ALARM UPGRADE
 TO ENCOMPASS WORK
 THROUGHOUT ALL
 LEVELS OF THE
 BUILDING FOR COMPLETE
 NOTIFICATION AND
 DETECTION COVERAGE



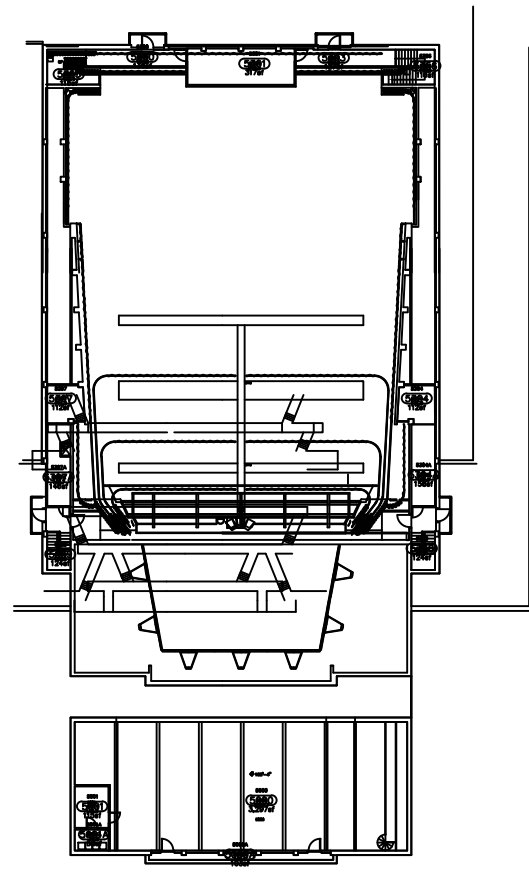
FACILITIES MANAGEMENT
SPACE MANAGEMENT

TOTAL FLOORS: 6 FLOOR: FOURTH
 TOTAL GROSS SQUARE FEET: 2 GROSS SQUARE FEET: 2
 MAIN ENTRANCE SECONDARY ENTRANCE

CENTER FOR THE ARTS
 FOURTH FLOOR
 201 CORNELL DR NE

#062
 5 OF 6
 062-00-04

FIRE ALARM UPGRADE
 TO ENCOMPASS WORK
 THROUGHOUT ALL
 LEVELS OF THE
 BUILDING FOR COMPLETE
 NOTIFICATION AND
 DETECTION COVERAGE



FIFTH FLOOR
 SCALE: NOT TO SCALE



FACILITIES MANAGEMENT
SPACE MANAGEMENT

TOTAL FLOORS: 6 FLOOR: FIFTH
 TOTAL GROSS SQUARE FEET: 2 GROSS SQUARE FEET: 2
 MAIN ENTRANCE SECONDARY ENTRANCE

CENTER FOR THE ARTS
 FIFTH FLOOR
 201 CORNELL DR NE

#062
 6 OF 6
 062-00-05

**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
ECOMINCS BUILDING # 57: Infrastructure Upgrades
UNIVERSITY OF NEW MEXICO
December 10, 2019**

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for **Economics Building #057: Infrastructure Upgrades**

PROJECT DESCRIPTION:

The Economics building (# 57) is 21,415 gross square foot (GSF), 2 story building built in 1952; consisting of primarily office and classroom space. The Economics building houses the Department of Economics, the Water Resources Program, and the Master in Public Policy Program. This project will upgrade the HVAC and controls and lighting systems in order to reduce energy consumption and improve occupant comfort, indoor air quality, and overall enhance the learning environments. Other, minor upgrades will include creating a learning commons space for graduate students, an interdisciplinary suite for the Water Resources Program and the Master in Public Policy Program, and a gathering/study space for undergraduates. In addition, life safety improvements will also be included which will upgrade the building's fire alarm system and will add a fire sprinkler system.

PROJECT RATIONALE:

Due to the age and type of systems, occupant comfort is difficult to control and maintain, as a result the learning environments suffer. Bringing the HVAC and lighting systems up to modern day standards will improve occupant comfort and enhance the learning environments all while reducing energy usage. A learning commons space for graduate students and an interdisciplinary suite for the Water Resources Program and the Master in Public Policy Program will bolster collaboration among students and researchers as well as a gathering space for undergraduate students. Life safety deficiencies will be addressed so as to minimize the need to disrupt the building and its occupants in the future.

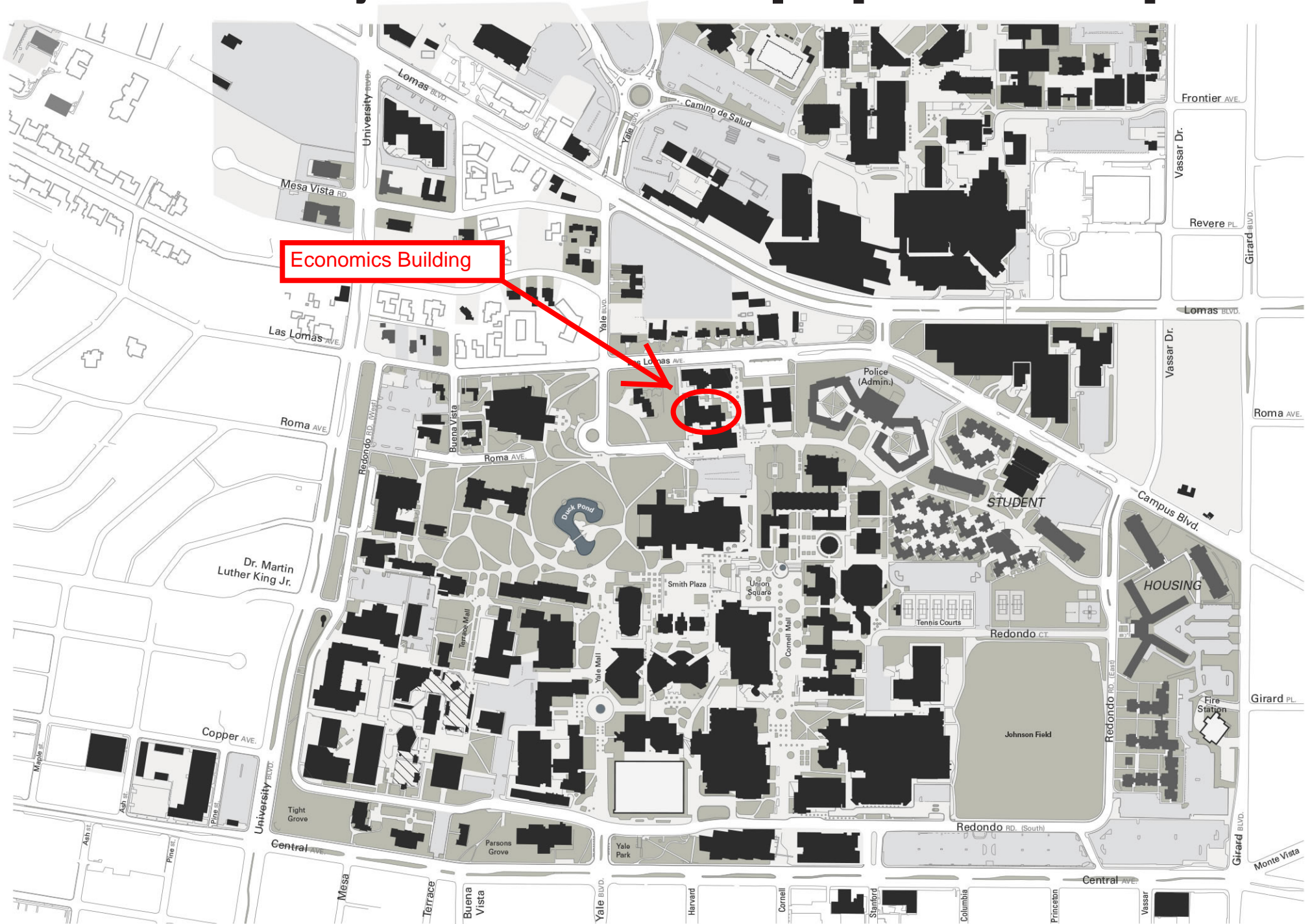
If the project does not receive approval, the building will continue to operate inefficiently and require constant maintenance in order to mitigate a subpar indoor environment. Collaboration among students will be hindered as spaces and programs are currently disjointed and separated by the current architecture of the building. Life safety systems will continue to be deficient and receive maintenance as necessary to keep the systems functioning.

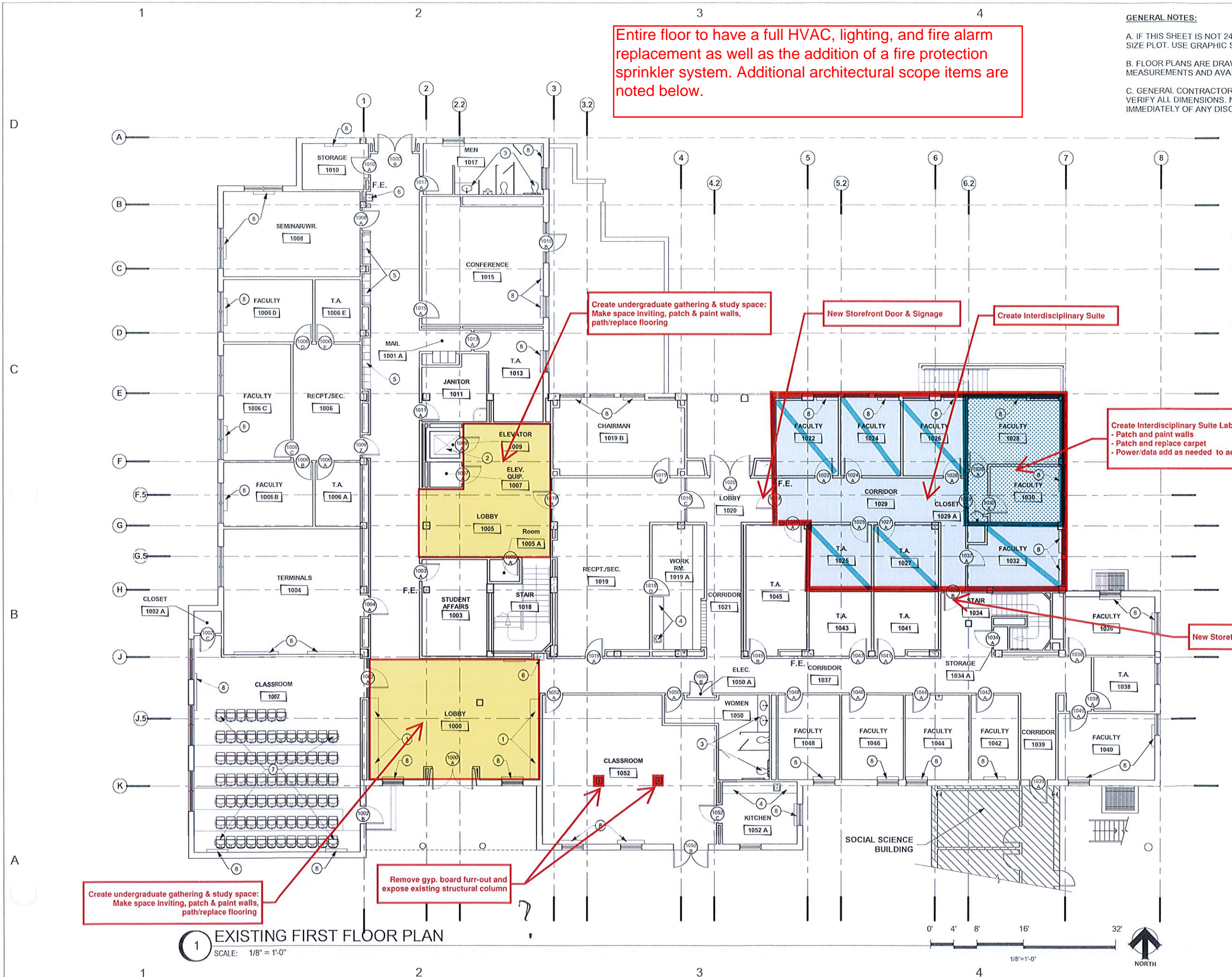
FUNDING:

The total estimated Project Budget is \$2,500,000:

- \$2,300,000 is funded from Sustainability Surcharge
- \$200,000 is funded from Provost Office FY20 BR&R

The University of New Mexico - Albuquerque: Central Campus





Entire floor to have a full HVAC, lighting, and fire alarm replacement as well as the addition of a fire protection sprinkler system. Additional architectural scope items are noted below.

GENERAL NOTES:

A. IF THIS SHEET IS NOT 24" X 36" IN SIZE THEN IT IS A REDUCED SIZE PLOT. USE GRAPHIC SCALE ACCORDINGLY.

B. FLOOR PLANS ARE DRAWN TO SCALE BASED UPON FIELD MEASUREMENTS AND AVAILABLE DRAWINGS.

C. GENERAL CONTRACTOR AND SUBCONTRACTORS SHALL FIELD VERIFY ALL DIMENSIONS. NOTIFY ARCHITECT/ENGINEER IMMEDIATELY OF ANY DISCREPANCIES FOUND.

- KEYED NOTES:**
- EXISTING BUILT-IN FLOOR/WALL MOUNTED BENCH.
 - EXISTING ELEVATOR.
 - EXISTING RESTROOM FIXTURES AND ACCESSORIES.
 - EXISTING CASEWORK AND SINK
 - EXISTING LOCKERS.
 - EXISTING WATER FOUNTAIN.
 - EXISTING FIXED STADIUM CLASSROOM SEATING.
 - EXISTING WALL MOUNTED MECHANICAL RADIATOR.

Create undergraduate gathering & study space: Make space inviting, patch & paint walls, path/replace flooring

Remove gyp. board furr-out and expose existing structural column

Create undergraduate gathering & study space: Make space inviting, patch & paint walls, path/replace flooring

New Storefront Door & Signage

Create Interdisciplinary Suite

Create Interdisciplinary Suite Lab Combining Room 1028 & 1030:
 - Patch and paint walls
 - Patch and replace carpet
 - Power/data add as needed to accommodate 4-6 workstations

New Storefront Door & Signage

1 EXISTING FIRST FLOOR PLAN
 SCALE: 1/8" = 1'-0"



100% CD'S NOT FOR CONSTRUCTION

SEPTEMBER, 2018

UNIVERSITY OF NEW MEXICO
 ECONOMICS BUILDING #057
 HVAC, CTRL'S, & LED LIGHTING UPGRADES
 1915 ROMA AVE. NE 1019
 ALBUQUERQUE, NM 87131



ISSUE/REVISION		
No.	Description	Date

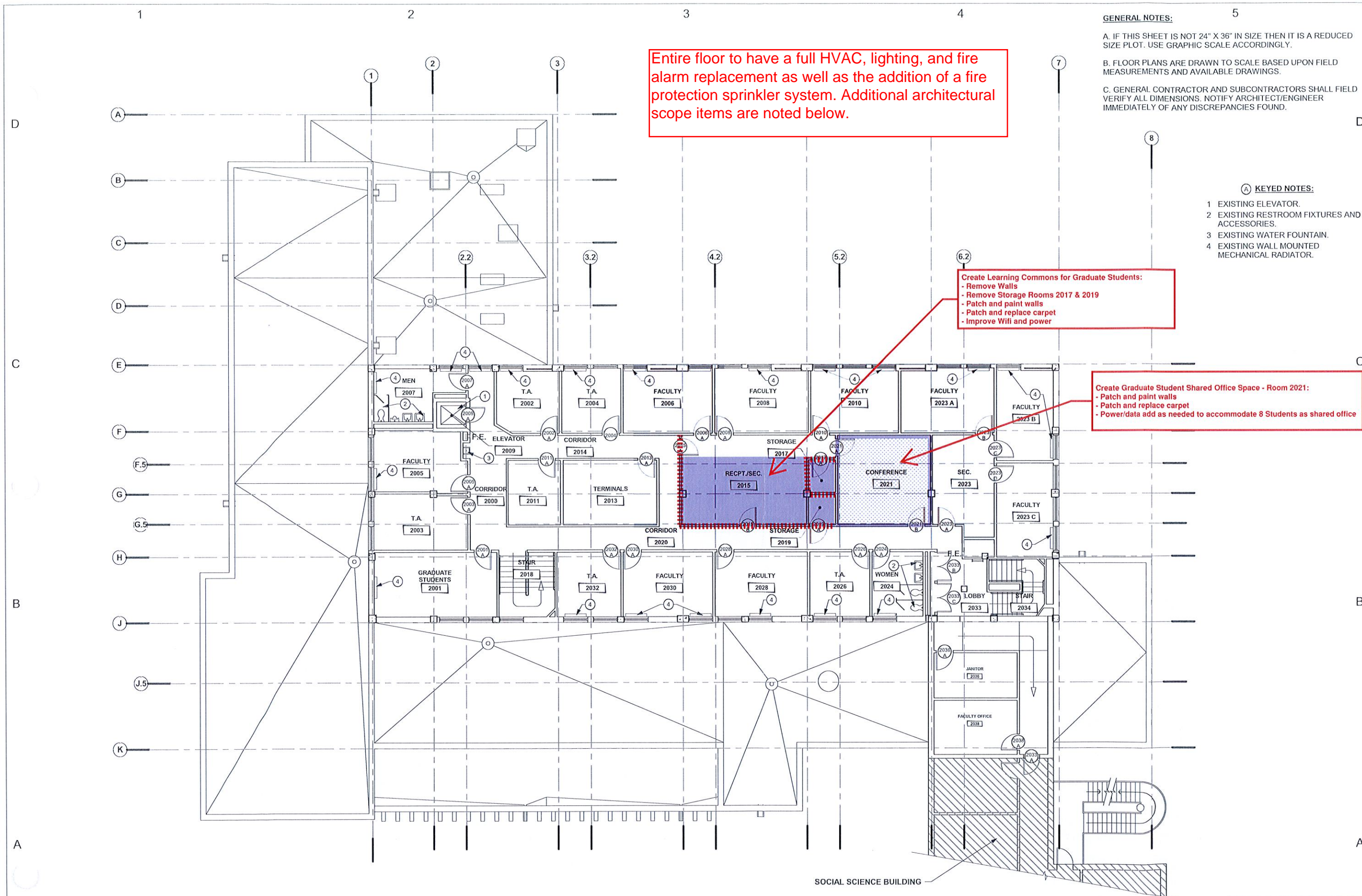
PROJECT NUMBER: 20-1711
 CAD DWG FILE: DWL-NM_UNM ECONOMICS BLDG.
 DRAWN BY: B. RAEL
 CHECKED BY: W. EASTMAN
 SHEET TITLE:

DWL ARCHITECTS & PLANNERS, INC. OF NM
 202 CENTRAL AVE. S.E.
 EAST COURTYARD
 ALBUQUERQUE,
 NEW MEXICO, 87102
 PH (505) 242-6202
 FAX (505) 242-4159
 W.EASTMAN@DWLNM.COM



EXISTING FIRST FLOOR PLAN

AE 102
 OF SHEET



Entire floor to have a full HVAC, lighting, and fire alarm replacement as well as the addition of a fire protection sprinkler system. Additional architectural scope items are noted below.

Create Learning Commons for Graduate Students:
 - Remove Walls
 - Remove Storage Rooms 2017 & 2019
 - Patch and paint walls
 - Patch and replace carpet
 - Improve Wifi and power

Create Graduate Student Shared Office Space - Room 2021:
 - Patch and paint walls
 - Patch and replace carpet
 - Power/data add as needed to accommodate 8 Students as shared office

GENERAL NOTES:

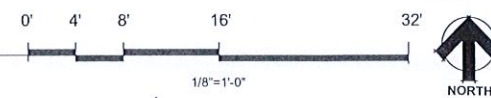
- A. IF THIS SHEET IS NOT 24" X 36" IN SIZE THEN IT IS A REDUCED SIZE PLOT. USE GRAPHIC SCALE ACCORDINGLY.
- B. FLOOR PLANS ARE DRAWN TO SCALE BASED UPON FIELD MEASUREMENTS AND AVAILABLE DRAWINGS.
- C. GENERAL CONTRACTOR AND SUBCONTRACTORS SHALL FIELD VERIFY ALL DIMENSIONS. NOTIFY ARCHITECT/ENGINEER IMMEDIATELY OF ANY DISCREPANCIES FOUND.

KEYED NOTES:

- 1 EXISTING ELEVATOR.
- 2 EXISTING RESTROOM FIXTURES AND ACCESSORIES.
- 3 EXISTING WATER FOUNTAIN.
- 4 EXISTING WALL MOUNTED MECHANICAL RADIATOR.

1 EXISTING SECOND FLOOR PLAN
 SCALE: 1/8" = 1'-0"

SOCIAL SCIENCE BUILDING



NORTH

DWL ARCHITECTS & PLANNERS, INC. OF NM
 202 CENTRAL AVE. S.E.
 EAST COURTYARD
 ALBUQUERQUE,
 NEW MEXICO, 87102
 PH (505) 242-6202
 FAX (505) 242-4159
 W.EASTMAN@DWLNM.COM



TESTUDO ENGINEERING
 4015 Carlisle NE, Suite E,
 Albuquerque, New Mexico 87107
 505.554.1282

SEPTEMBER, 2018

UNIVERSITY OF NEW MEXICO
 ECONOMICS BUILDING #057
 HVAC, CTRL'S, & LED LIGHTING UPGRADES
 1915 ROMA AVE. NE 1019
 ALBUQUERQUE, NM 87131



ISSUE/REVISION		
No.	Description	Date

PROJECT NUMBER:
20-1711

CAD DWG FILE:
DWL-NM_UNM ECONOMICS BLDG.

DRAWN BY:
B. RAEL

CHECKED BY:
W. EASTMAN

SHEET TITLE:
EXISTING SECOND FLOOR PLAN

AE 103
 OF SHEET

**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
CLARK HALL # 22: Riebsomer Wing Lab Waste System Replacement
UNIVERSITY OF NEW MEXICO
December 10, 2019**

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for **Clark Hall Riebsomer Wing Lab Waste System Replacement on Main Campus.**

PROJECT DESCRIPTION:

Clark Hall is an 81,353 gross square foot (GSF) multi-story building, built in 1952 with an expansion in 1969. The Riebsomer wing was renovated in 2016. It is a mixed use building comprised of offices, classrooms, teaching and research laboratories. Clark Hall houses the Department of Chemistry and Chemical Biology. The Riebsomer wing is comprised of research labs and support spaces. The project will replace the entire lab drainage system piping in the Riebsomer wing. The replacement will consist of all of the drainage system piping from every lab sink to the main drain exiting the building. Approximately 41 labs and 160 sinks will receive new drain piping.

PROJECT RATIONALE:

The Riebsomer wing received a new lab drainage piping system during the 2016 renovation project. Within a year the piping system began to exhibit failures. The system had minor repairs performed over the years to address the failures. It was recently discovered that the failures have progressed across the entire drainage system. A replacement drainage system is required to allow on-going and future research to continue.

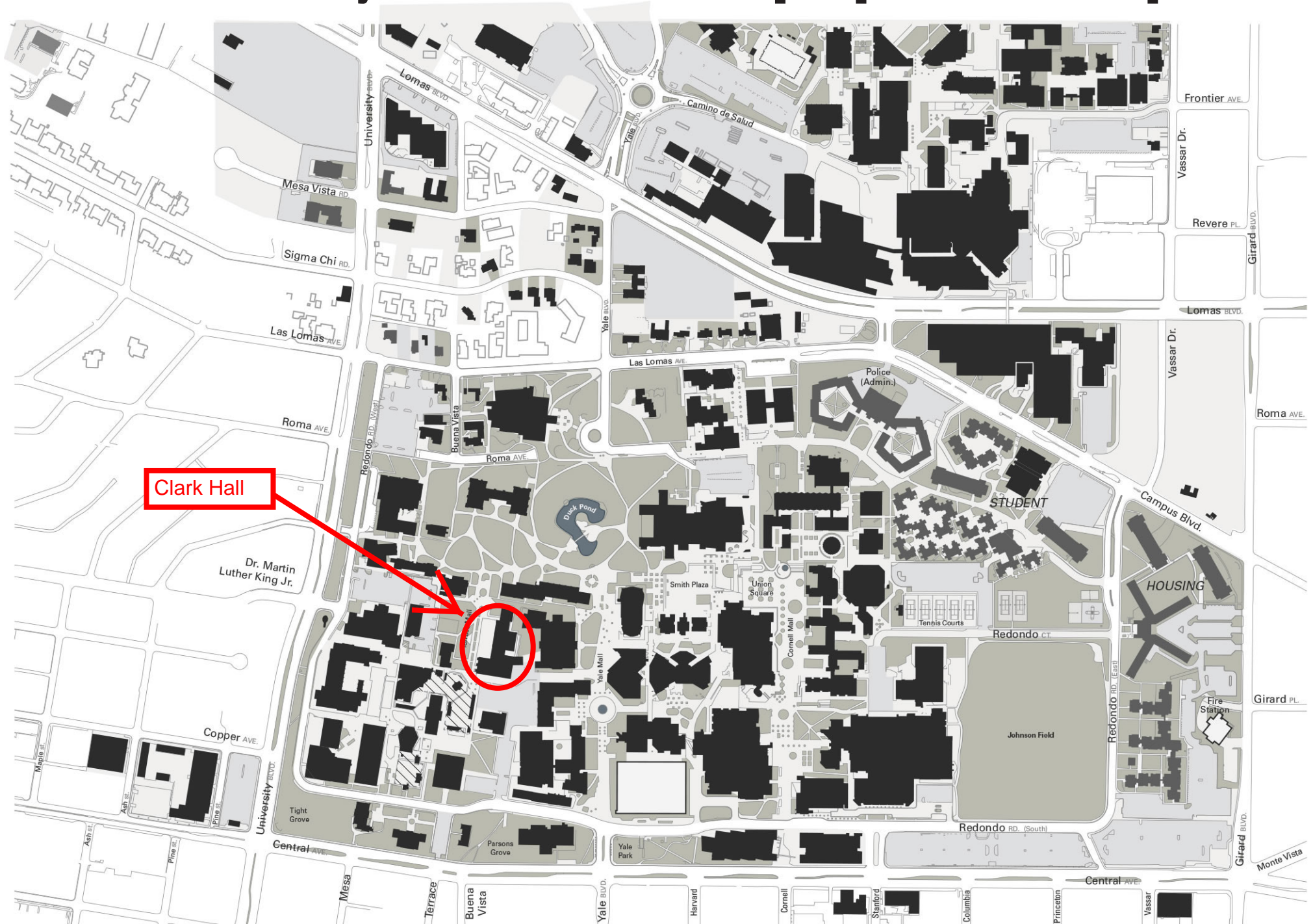
If the project does not receive approval, the existing drainage system will continue to fail and jeopardize millions of dollars of research equipment to potential damage as well as hinder ongoing and future research.

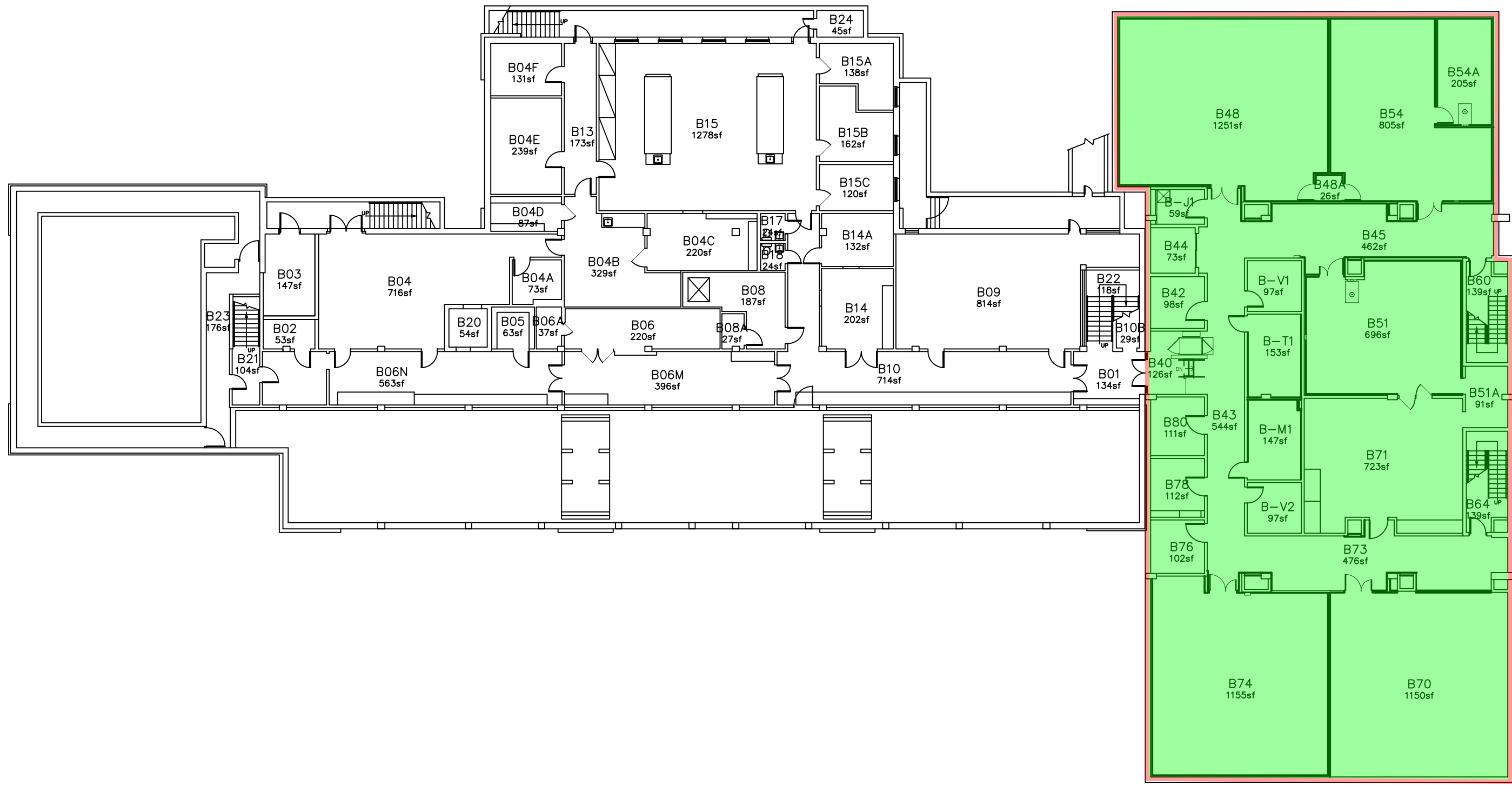
FUNDING:

The total estimated Project Budget is \$970,000:

- \$350,000 is funded from Facilities Management Reserves
- \$620,000 is funded from Minor Capital Reserves

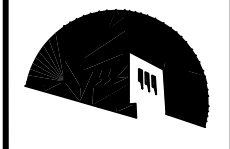
The University of New Mexico - Albuquerque: Central Campus






BASEMENT

SCALE: NOT TO SCALE



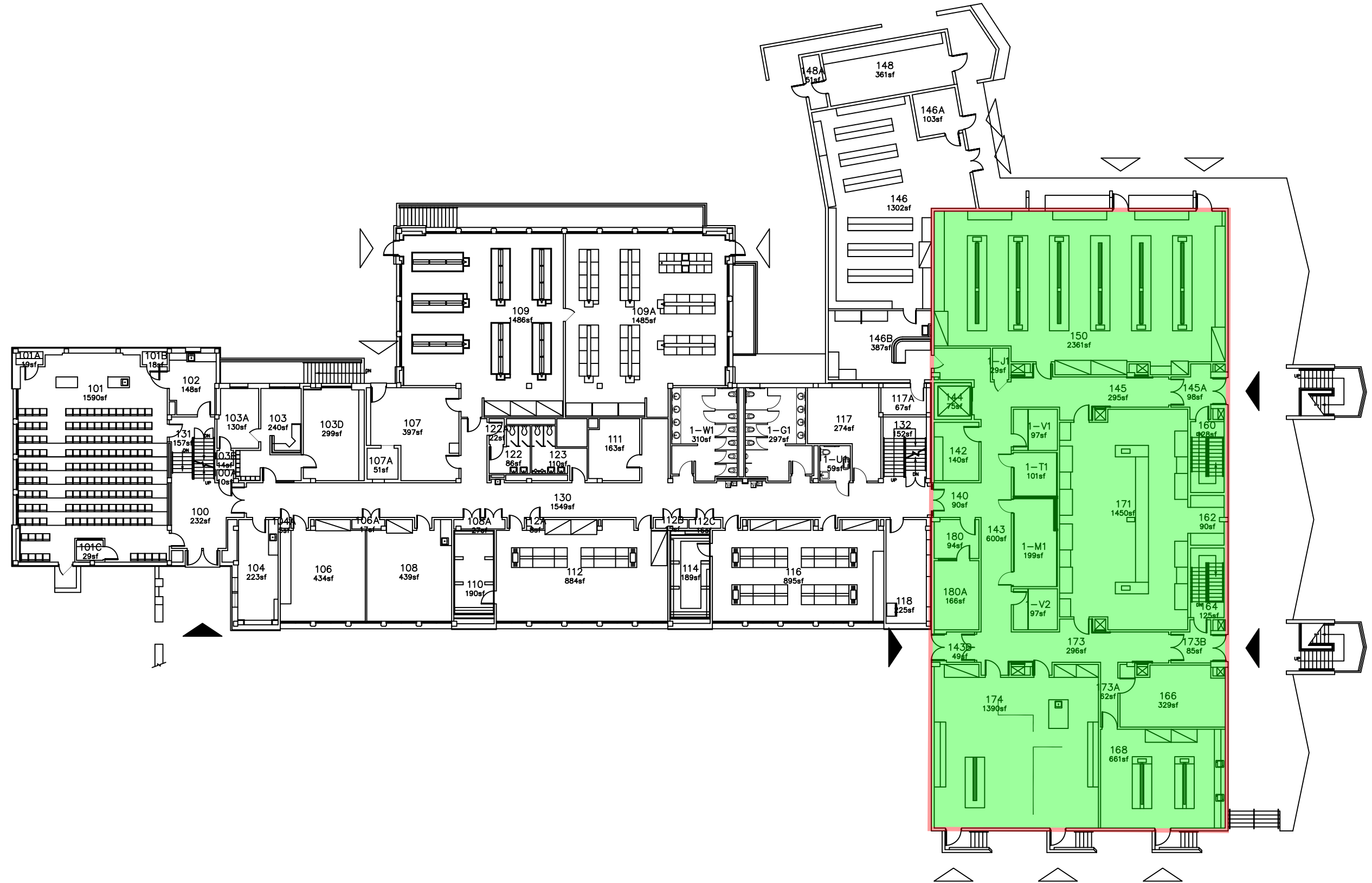
PLANNING & CAMPUS DEVELOPMENT
OFFICE OF SPACE MANAGEMENT

TOTAL FLOORS:	5	FLOOR:	BASEMENT
TOTAL GROSS SQUARE FEET:	81,358	GROSS SQUARE FEET:	18,708

 MAIN ENTRANCE
  SECONDARY ENTRANCE

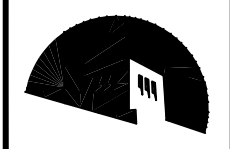
CLARK HALL
BASEMENT
300 TERRACE ST NE

#022
1 OF 5
022-00-B0



FIRST FLOOR

SCALE: NOT TO SCALE



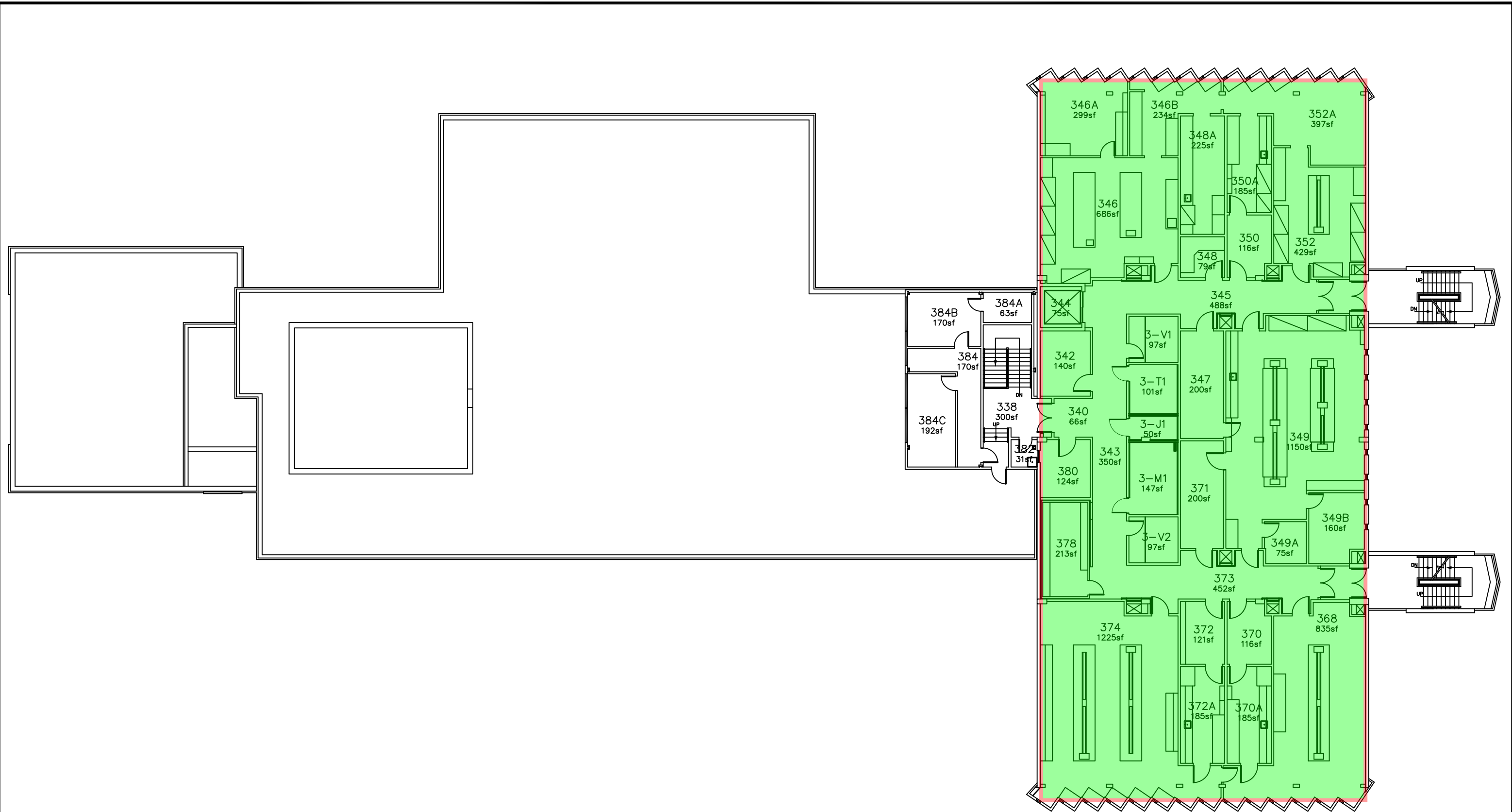
PLANNING & CAMPUS DEVELOPMENT
OFFICE OF SPACE MANAGEMENT

TOTAL FLOORS:	5	FLOOR:	FIRST
TOTAL GROSS SQUARE FEET:	81358	GROSS SQUARE FEET:	26399

MAIN ENTRANCE
 SECONDARY ENTRANCE

CLARK HALL
FIRST FLOOR
300 TERRACE ST NE

#022
2 OF 5
022-00-01



THIRD FLOOR

SCALE: NOT TO SCALE



	<p>PLANNING & CAMPUS DEVELOPMENT OFFICE OF SPACE MANAGEMENT</p>	<p>TOTAL FLOORS: 5 FLOOR: THIRD TOTAL GROSS SQUARE FEET: 81,358 GROSS SQUARE FEET: 11,390</p>	<p>CLARK HALL THIRD FLOOR 300 TERRACE ST NE</p>	<p>#022 4 OF 5 022-00-03</p>
		MAIN ENTRANCE	SECONDARY ENTRANCE	

**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
UNM POPEJOY HALL ARTIST SUPPORT SPACES RENOVATION
UNIVERSITY OF NEW MEXICO**

December 10, 2019

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for **UNM Popejoy Hall Artist Support Spaces Renovation, Central Campus, Building # 62.**

PROJECT DESCRIPTION:

UNM's Popejoy Hall is located in the Center for the Arts building # 62. Popejoy Hall and support spaces include 47,723 square feet in the Center for the Arts; the Artist Space Renovation project renovates 4,260 square feet in the basement, first, and second floors. These spaces support the needs of visiting artists who perform in Popejoy Hall. The project includes the interior finish renovation of the basement corridor, dressing rooms, the catering room, women's chorus dressing room, and associated restrooms.

PROJECT RATIONALE:

Since opening its doors in October 1966, Popejoy Hall has staged over 4,000 events. In just one season, Popejoy hosts more than a thousand individual artists who are touring with the various companies using the Hall. While at Popejoy Hall the green rooms and dressing rooms are the spaces where the artists spend the majority of their time, setting up, prepping, and relaxing before and after performances. The artist dressing rooms and green rooms were built in the 1990's and are in desperate need of renovation. The New Mexico Philharmonic has complained publicly of the condition of the dressing rooms and their own ability to attract artists to perform at Popejoy Hall. These spaces are an integral part in the artists experience and making them more comfortable and functional will maintain Popejoy's reputation as an exemplary venue.

FUNDING:

The total estimated Project Budget is \$786,558

- \$786,558 is funded from 2019 General Fund Appropriation

The University of New Mexico – Albuquerque: Central Campus



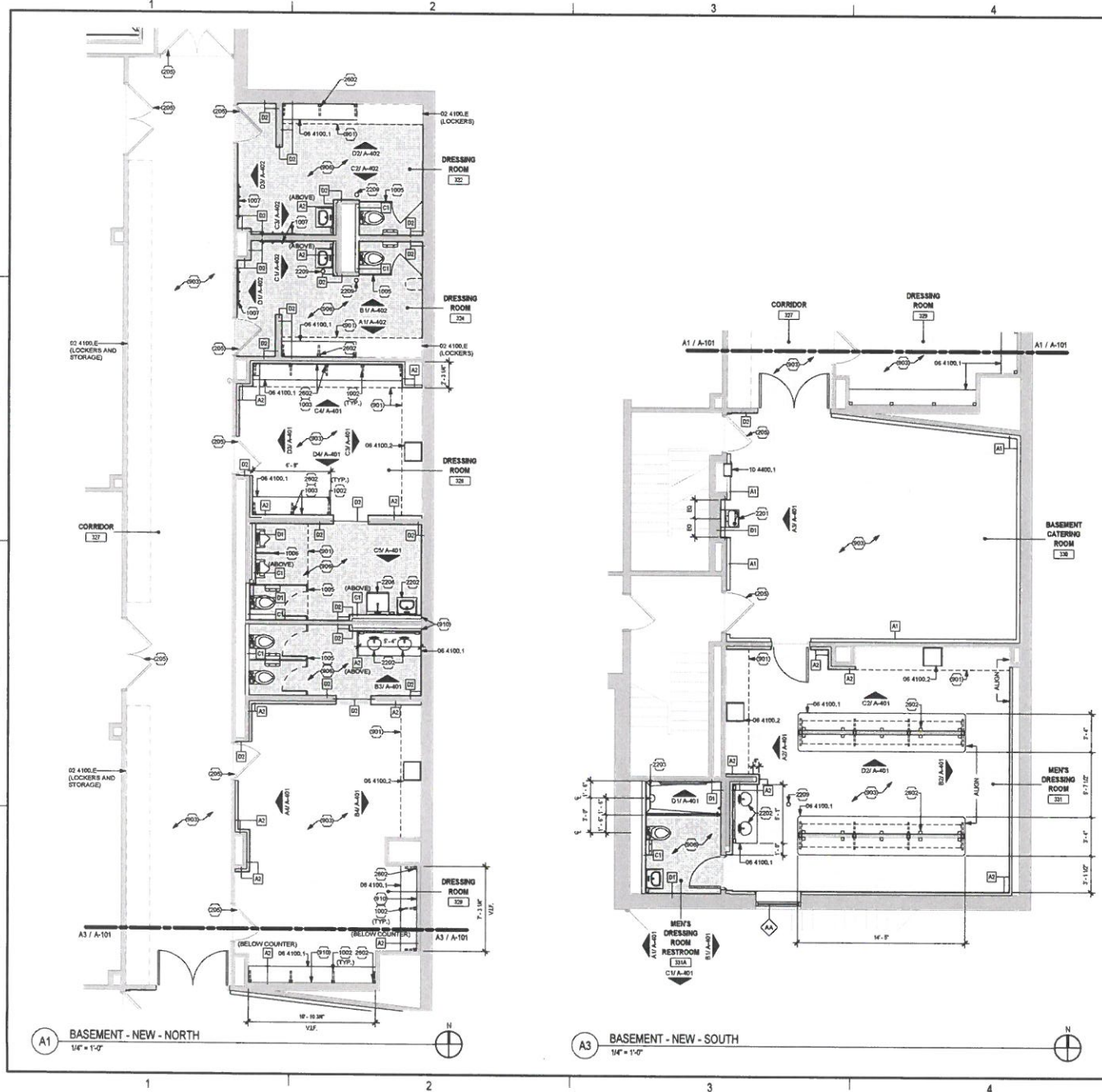
Center for the Arts Popejoy Hall, Building # 62

The University of New Mexico, Albuquerque, NM



10/18/2018 4:00:51 PM

C:\Users\jgreen\OneDrive\Documents\20180604_Popejoy Green and Dressing Rm Renovations_R18_Corridor_1111.dwg



GENERAL NOTES

- DIMENSIONS ARE TO FACE OF CMU, FACE OF CONCRETE OR FACE OF WALL UNLESS NOTED OTHERWISE.
- SEE SHEET A-81 FOR FINISH AND EQUIPMENT SCHEDULE.
- SEE SHEET A-81 FOR WINDOW SCHEDULE.
- SEE SHEET 0303 FOR PARTITION TYPES.
- FURNITURE BY OTHERS, COORDINATE WITH OWNER.
- ALL DOOR FRAMES IN AREA OF WORK ARE TO BE REPAIRED, SANDBLASTED, PRIME, AND PAINTED.
- PROVIDE NEW DOORS AND HARDWARE IN AREA OF WORK UNLESS NOTED OTHERWISE.
- TAPE, TEXTURE, AND PAINT ALL INTERIOR CEILING WALL BOARD TO MATCH ADJACENT WALL.
- PROVIDE SOLID BLOCKING FOR TV MONITOR MOUNTING.
- COORDINATE WITH UNM FOR RELOCATION OF SECURITY SYSTEM.
- AUDIO AND COMMUNICATION SYSTEM TO REMAIN IN PLACE. COORDINATE WITH OWNER TO REPLACE AUDIO AND COMMUNICATION SYSTEM GRILLES IN ALL ROOMS.
- INSTALL NEW ACCESSORIES (SOAP DISPENSER, PAPER DISPENSER, TOWEL DISPENSER, MIRRORS). COORDINATE WITH OWNER AND UNM STANDARDS.
- PROVIDE NEW WALL BASE. REFER TO FINISH SCHEDULE AND FINISH PLAN.

REFERENCE KEYED NOTES

02 4100.E	EXISTING TO REMAIN.
06 4100.1	SOLID SURFACE COUNTERTOP.
06 4100.2	PLASTIC LAMINATE CABINET.
10 4400.1	RECESSED FIRE EXTINGUISHER CABINET.

SHEET KEYED NOTES

205	EXISTING DOOR AND FRAME TO BE REPAIRED, SANDBLASTED, PRIME, AND REPAIRED.
901	CEILING COFFIT ABOVE.
902	LVT, REFER TO A-81.
906	CERAMIC TILE REFER TO A-601.
910	FRAME NEW WALL TO ALIGN WITH EXISTING FURR OUT, REFER TO SHEET A-81 FOR FINISHES.
1002	HEAVY DUTY COUNTERTOP BRACKET, FUTURA #2331 80 127.
1003	MAKE UP STATION MIRROR, MATCH EXISTING LAYOUT.
1005	TOILET PARTITION.
1006	PRIVACY PANEL.
1007	4 HOOK CLOTHES RACK.
2291	DRAINING KITCHEN SINK WITH BOTTLE FILLER.
2302	BRK, PROVIDE UNDER SINK P-TRAP COVERS: LAV GUARD OR APPROVED EQUAL.
2303	LINEAR DRAIN.
2306	STAINLESS STEEL FLOOR MOUNT LAUNDRY SINK.
2309	CLEANOUT CAP.
2602	MAKE UP STATION LIGHT FIXTURES. SEE ELECTRICAL.

LEGEND

	EXISTING WALLS
	NEW WALLS

KEY PLAN

HUITT-ZOLLARS
 6501 Americas Parkway NE
 Suite 830
 Albuquerque, NM
 87110
 505.883.8114
 www.huittzollars.com

ADVANCEDESIGN™

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10/18/2018

POPEJOY GREEN AND DRESSING ROOM PHASE 2 RENOVATIONS

200 CORNELL DR. NE
 ALBUQUERQUE, NM 87131

UNIVERSITY OF NEW MEXICO
 1818 Camino del Serrano, Bldg 204 Rm 200 CUJ
 Albuquerque NM 87131

PROJECT NO.: R308590.04

DRAWN BY: STAFF

REVIEWED BY: STAFF

APPROVED BY: STAFF

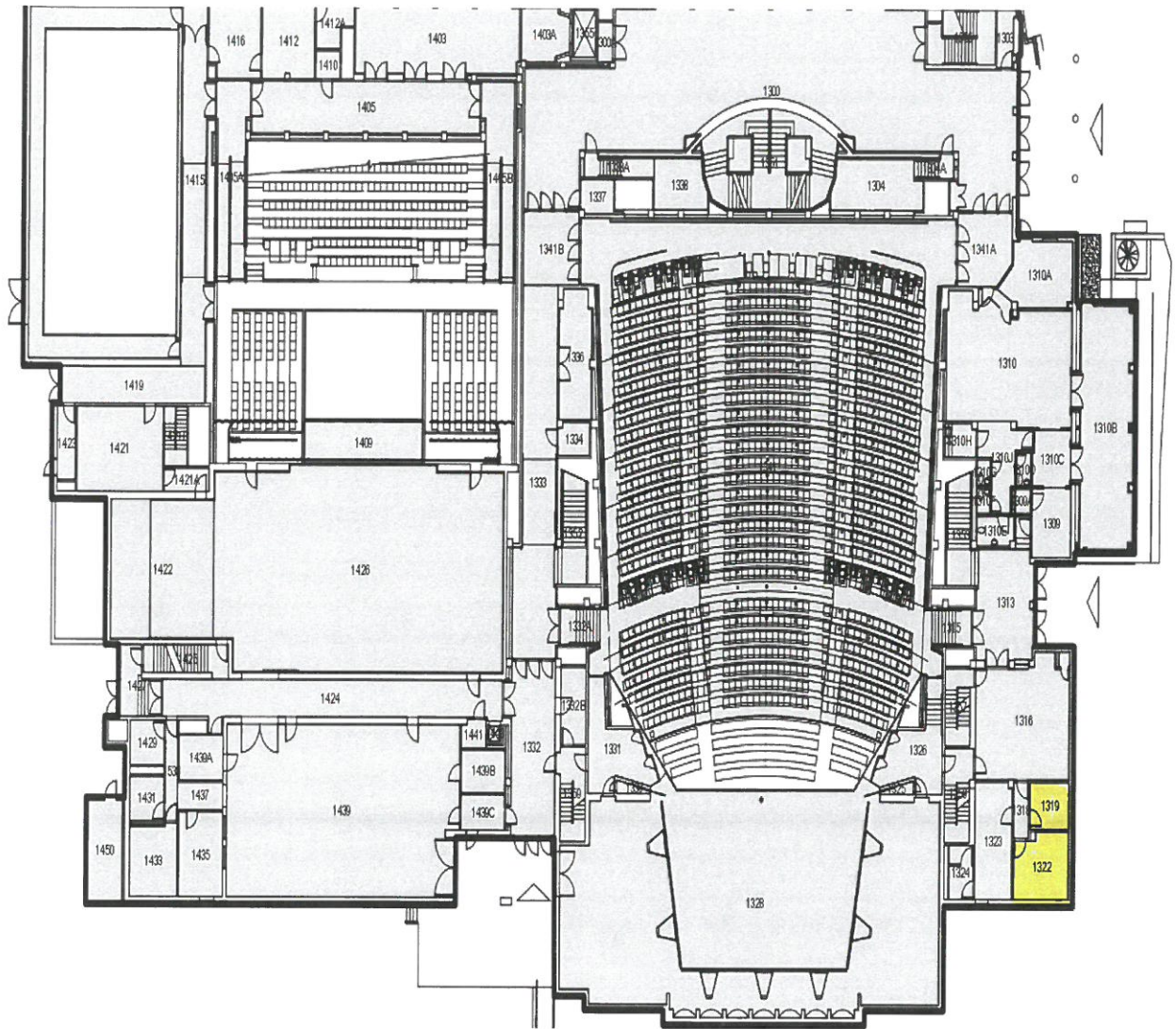
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1	08/29/18	ISSUE CD SET

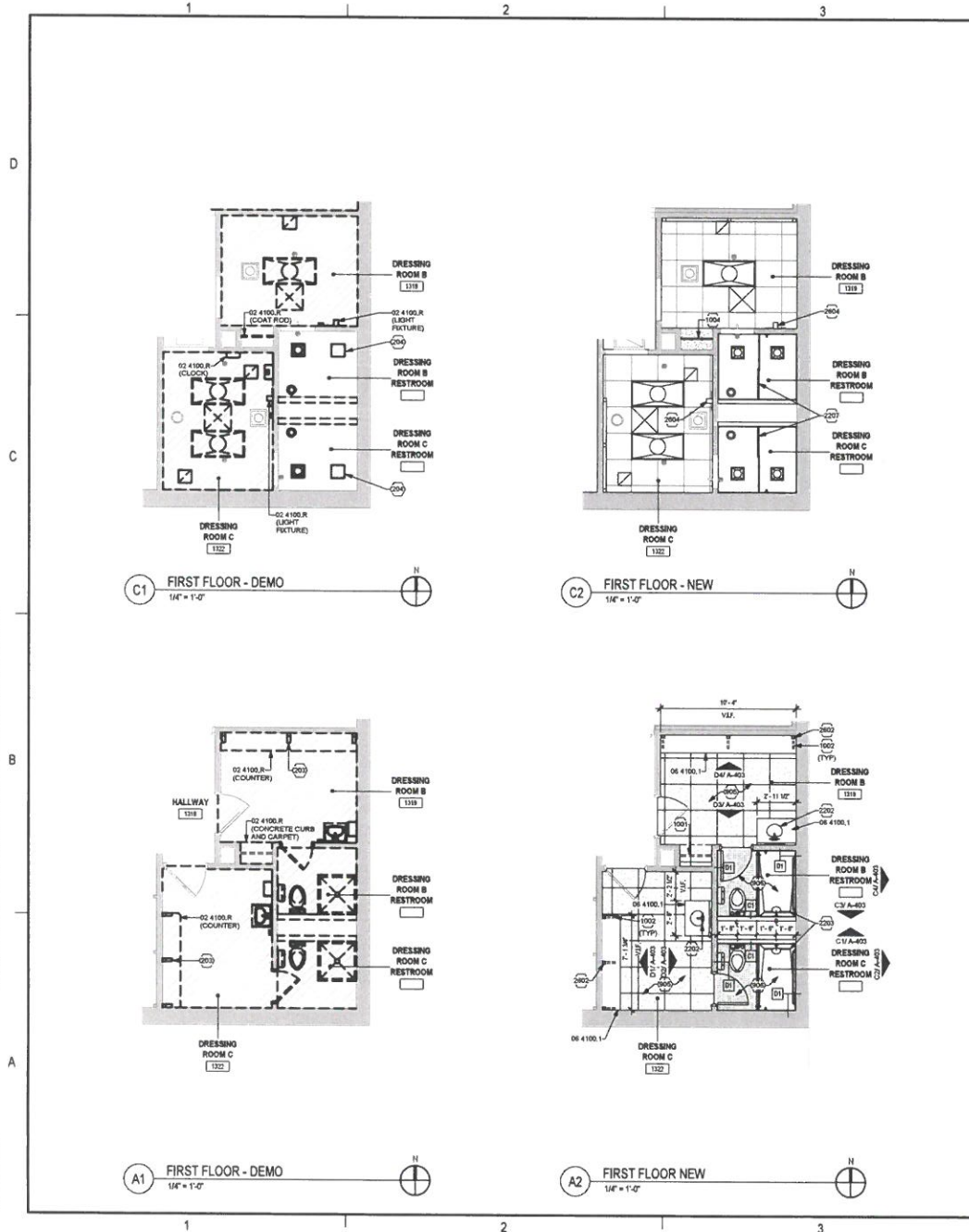
BASEMENT FLOOR PLAN

A-101

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Popejoy Hall First Floor



LEGEND

- EXISTING ELEMENTS TO BE DEMOLISHED (INDICATES APPROXIMATE AREA OF WORK, GC TO VERIFY EXTENT OF DEMOLITION)
- EXISTING WALLS TO BE DEMOLISHED
- EXISTING WALLS TO REMAIN
- NEW WALLS
- NEW CEILING TILE (SEE SHEET A-801, ACT-1)
- EXISTING FIRE SPRINKLERS TO REMAIN
- EXISTING SPEAKERS TO BE REMOVED AND REPLACED
- EXISTING SUPPLY GRILL TO BE REMOVED SEE MECHANICAL
- NEW SUPPLY GRILL
- EXISTING RETURN GRILL TO BE REMOVED SEE MECHANICAL
- NEW RETURN GRILL
- EXISTING EXHAUST TO BE REMOVED, SEE MECHANICAL
- EXHAUST GRILL
- EXISTING LIGHT FIXTURE TO BE REMOVED/RELOCATED
- NEW LIGHT FIXTURE
- EXISTING LIGHT FIXTURE TO BE REMOVED/RELOCATED
- NEW LIGHT FIXTURE

GENERAL NOTES

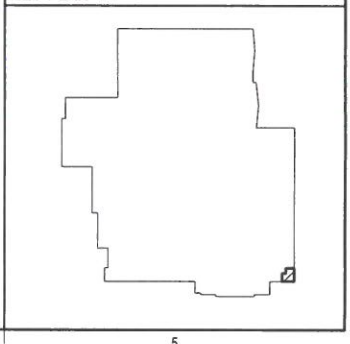
- A. ALL EXISTING DOORS FRAMES IN AREA OF WORK, ARE TO BE REPAIRED, REFINISHED, AND PAINTED, COLOR BY ARCHITECT.
- B. ALL EXISTING DOORS IN AREA OF WORK ARE TO BE REMOVED AND REPLACED U.N.C.
- C. PATCH AND REPAIR WALLS IN AREA OF WORK TO MATCH ADJACENT NEW FINISHES.
- D. REMOVE ALL PLUMBING FIXTURES, REFER TO PLUMBING.
- E. REMOVE ALL ELECTRICAL FIXTURES, REFER TO ELECTRICAL.
- F. REMOVE ALL ACCESSORIES (PAPER DISPENSER, PAPER TOWEL DISPENSER, SOAP DISPENSER, MIRROR, ETC.) U.N.C.
- G. COORDINATE WITH OWNER FOR REMOVAL AND RELOCATION OF SECURITY SYSTEM.
- H. CLEAN AND PREPARE ALL EXPOSED CONDUIT TO RECEIVE PAINT.
- I. FILL AND PATCH ANCHOR HOLES IN MASONRY, MATCH EXISTING DRICUT COLOR.
- J. REMOVE ABANDONED IN PLACE EQUIPMENT, SUPPORTS, AND ANCHORS.
- K. RETURN ALL REMOVED COAT RODS BACK TO OWNER.
- L. DIMENSIONS ARE TO FACE OF CMU, FACE OF CONCRETE OR FACE OF WALL UNLESS NOTED OTHERWISE.
- M. SEE SHEET A-801 FOR FINISH AND EQUIPMENT SCHEDULE.
- N. SEE SHEET A-801 FOR WINDOW SCHEDULE.
- O. SEE SHEET Q-003 FOR PARTITION TYPES.
- P. FURNITURE BY OTHERS, COORDINATE WITH OWNER.
- Q. TAPE, TEXTURE, AND PAINT ALL INTERIOR GYPSUM WALL BOARD TO MATCH ADJACENT WALL.
- R. AUDIO AND COMMUNICATION SYSTEM TO REMAIN IN PLACE, COORDINATE WITH OWNER TO REPLACE AUDIO AND COMMUNICATION SYSTEM GRILLES IN ALL ROOMS.
- S. INSTALL NEW ACCESSORIES (SOAP DISPENSER, PAPER DISPENSER, TOWEL DISPENSER, MIRRORS), COORDINATE WITH OWNER AND URM STANDARDS, PROVIDE NEW WALL BASE, REFER TO FINISH SCHEDULE AND FINISH PLAN.

REFERENCE KEYED NOTES

02 4100.R REMOVE.
06 4100.1 SOLID SURFACE COUNTER.

SHEET KEYED NOTES

203 EXISTING MAKE UP STATION LIGHT FIXTURES TO BE REMOVED, MIRROR TO REMAIN.
204 EXISTING GYPSUM CEILING TO BE DEMOLISHED TO ACCOMMODATE NEW LIGHT FIXTURES.
205 CARPET TILES, REFER TO A-801.
206 CERAMIC TILE REFER TO A-401.
1001 COAT ROD ABOVE.
1002 HEAVY DUTY COUNTER TOP BRACKET, FUTURA #7231 80 127.
1004 COAT ROD.
2302 SINK, PROVIDE UNDER SINK P-TRAP COVER: LAV GUARD OR APPROVED EQUAL.
2303 LINEAR DRAIN.
2307 SHOWER PROTECTED GLASS WALL SYSTEM.
2602 MAKE UP STATION LIGHT FIXTURES, SEE ELECTRICAL.
2604 WALL SCIENCE.
2605 EMERGENCY LIGHT.



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10/18/2019

UNIVERSITY OF NEW MEXICO
1915 Camino del Servicio, Bldg 204 Rm 200 CUL,
Albuquerque NM, 87131

**POPEJOY GREEN AND
DRESSING ROOM
PHASE 2 RENOVATIONS**
202 CORNELL DR. SE
ALBUQUERQUE, NM 87131

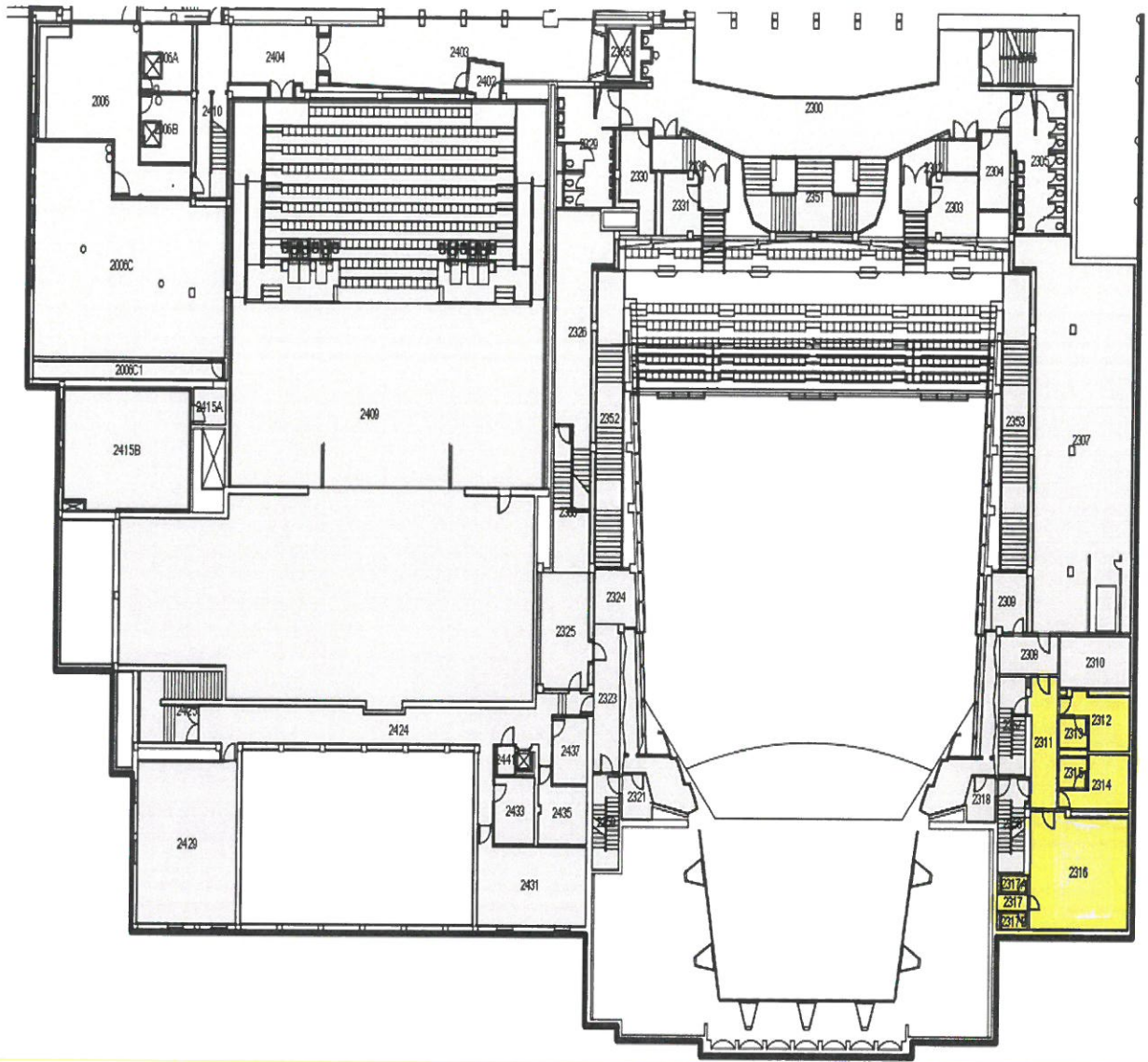
PROJECT NO.: R308590.04
DRAWN BY: STAFF
REVIEWED BY: STAFF
APPROVED BY: STAFF
ISSUE DRAWING LOG:

MARK	DATE	DESCRIPTION
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1	09/25/19	CD SET

FIRST FLOOR PLAN

A-103
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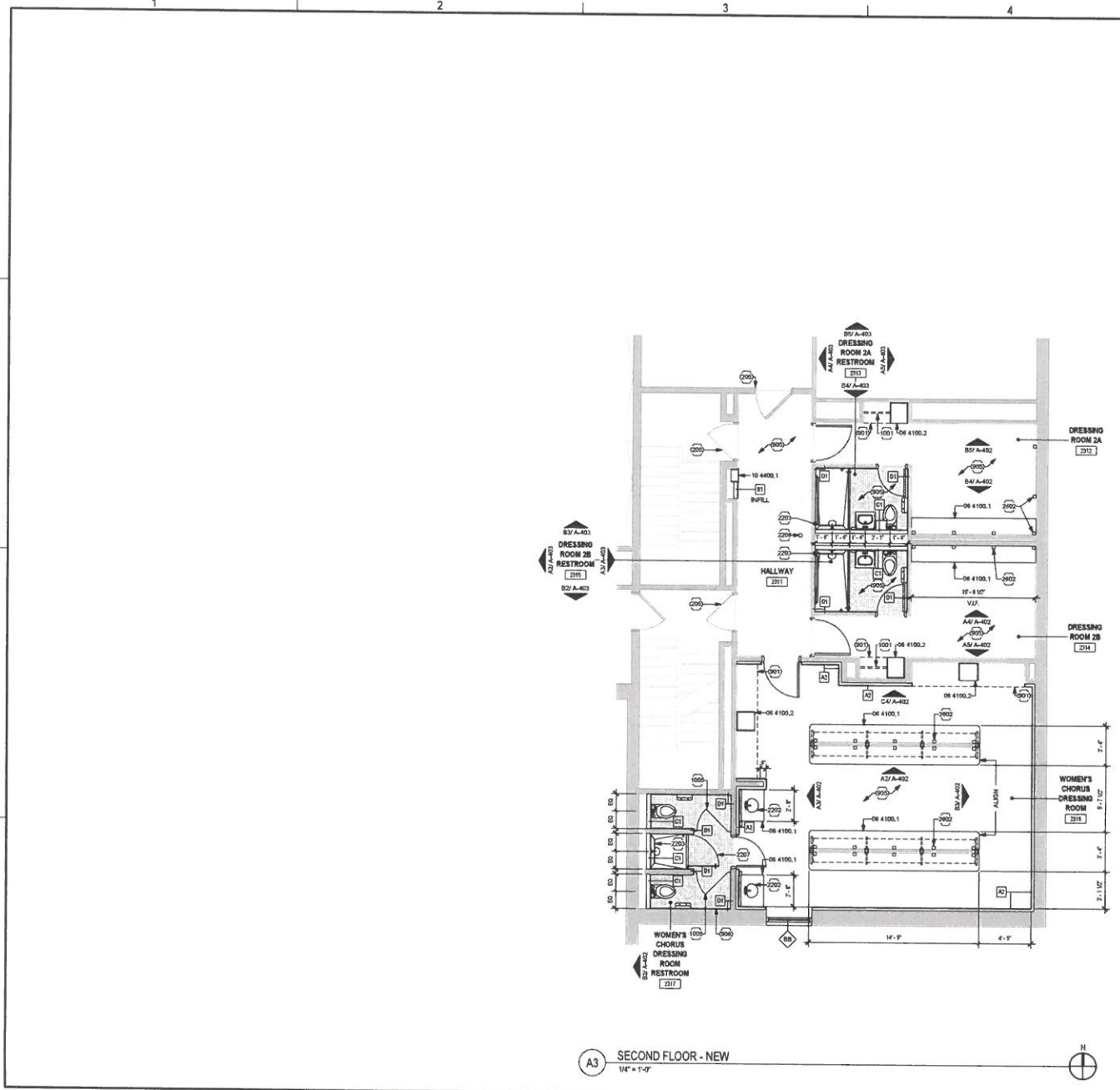
C:\Users\jgreen\Documents\2019\06\06\06_Popejoy Green and Dressing Room Renovations_1116_Covering_4.1.19_dlm.dwg, 10/18/2019 4:02:03 PM



Popejoy Hall second Floor

C:\Users\jcollins\Documents\2018\2018_Popejoy Green and Dressing Rm Renovations_R18_Cover_4.7.18_ghm.dwg (P)

10/19/2018 4:02:48 PM



A3 SECOND FLOOR - NEW
1/4" = 1'-0"



GENERAL NOTES

A. DIMENSIONS ARE TO FACE OF CHL. FACE OF CONCRETE OR FACE OF WALL UNLESS NOTED OTHERWISE.
 B. SEE SHEET A-81 FOR FINISH AND EQUIPMENT SCHEDULE.
 C. SEE SHEET A-81 FOR WINDOW SCHEDULE.
 D. SEE SHEET G-833 FOR PARTITION TYPES.
 E. FURNITURE BY OTHERS. COORDINATE WITH OWNER.
 F. ALL DOOR FRAMES IN AREA OF WORK ARE TO BE REPAIRED, SANDBLASTED, PRIME, AND PAINTED.
 G. TAPE, TEXTURE, AND PAINT ALL INTERIOR GYPSUM WALL BOARD TO MATCH ADJACENT WALL.
 H. COORDINATE WITH URM FOR RELOCATION OF SECURITY SYSTEM.
 I. AUDIO AND COMMUNICATION SYSTEM TO REMAIN IN PLACE. COORDINATE WITH OWNER TO REPLACE AUDIO AND COMMUNICATION SYSTEM CIRCUITS IN ALL ROOMS.
 J. INSTALL NEW ACCESSORIES (SOAP DISPENSER, PAPER DISPENSER, TOWEL DISPENSER, HANGERS) COORDINATE WITH OWNER AND URM STANDARDS.
 K. PROVIDE NEW WALL BASE, REFER TO FINISH SCHEDULE AND FINISH PLAN.

REFERENCE KEYED NOTES

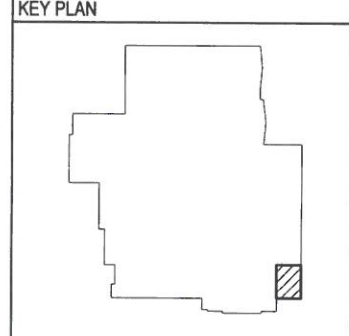
06 4100.1 SOLID SURFACE COUNTER.
 06 4100.2 PLASTIC LAMINATE CABINET.
 10 4400.1 RECESSED FIRE EXTINGUISHER CABINET.

SHEET KEYED NOTES

205 EXISTING DOOR AND FRAME TO BE REPAIRED, SANDBLASTED, PRIME, AND REPAINTED.
 901 CEILING SOFFIT ABOVE.
 905 CARPET TILES, REFER TO A-801.
 906 CERAMIC TILE REFER TO A-801.
 1001 COAT ROD ABOVE.
 1005 TOILET PARTITION.
 2202 SINK, PROVIDE UNDER SINK P-TRAP COVERS: LAV GUARD OR APPROVED EQUAL.
 2207 LINEAR DRAIN.
 2209 SHOWER FROSTED GLASS WALL SYSTEM.
 2299 CLEANOUT CAP.
 2602 MAKE UP STATION LIGHT FIXTURES, SEE ELECTRICAL.

LEGEND

EXISTING WALLS
 NEW WALLS



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10/18/2019

POPEJOY GREEN AND
 DRESSING ROOM
 PHASE 2 RENOVATIONS

UNIVERSITY OF NEW MEXICO
 1818 Camino del Servicio, Bldg 204 Rm 200 CUA,
 Albuquerque, NM, 87131

PROJECT NO.: R308590.04
 DRAWN BY: STAFF
 REVIEWED BY: STAFF
 APPROVED BY: STAFF

ISSUE DRAWING LOG:

MARK	DATE	DESCRIPTION
2	10/18/19	95% CD SET
1	08/29/19	CD SET

UNIVERSITY OF NEW MEXICO
 1818 Camino del Servicio, Bldg 204 Rm 200 CUA,
 Albuquerque, NM, 87131

PROJECT NO.: R308590.04
 DRAWN BY: STAFF
 REVIEWED BY: STAFF
 APPROVED BY: STAFF

ISSUE DRAWING LOG:

MARK	DATE	DESCRIPTION
2	10/18/19	95% CD SET
1	08/29/19	CD SET

SECOND FLOOR PLAN

A-104
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**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
RENOVATE CUBE AREA, SOUTH WING, INFORMATION TECHNOLOGY
BUILDING (# 153)
UNIVERSITY OF NEW MEXICO
December 10, 2019**

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for **Renovate Cube Area Project, South Wing, Information Technology Building, # 153.**

PROJECT DESCRIPTION:

The Information Technologies Building (ITB) #153 is 47,243 Gross Square Feet (GSF). This project will renovate approximately 4,781 (GSF) of existing modular office spaces on the first and second floor, in the south wing of ITB to improve the quality of the workspace for existing employees and create an environment to improve recruitment of new employees. The existing modular office space is dated and worn. .

The project includes modular office space renovation, new collaboration spaces and shelving systems. Construction includes new doors in the existing perimeter hardwall offices, LED lighting upgrades, ceiling tile replacement, new mechanical diffusers, correction of above-ceiling electrical code issues, fresh paint, and new carpet. It also includes refurbishment of existing modular office components, and new furniture for collaboration spaces and shelving.

PROJECT RATIONALE:

The project provides much needed upgrades to a critical staff work area in the ITB. This area was last renovated in 1989, and is a tired, dated low-quality space, which does not reflect the culture or the mission of the UNM IT Department.

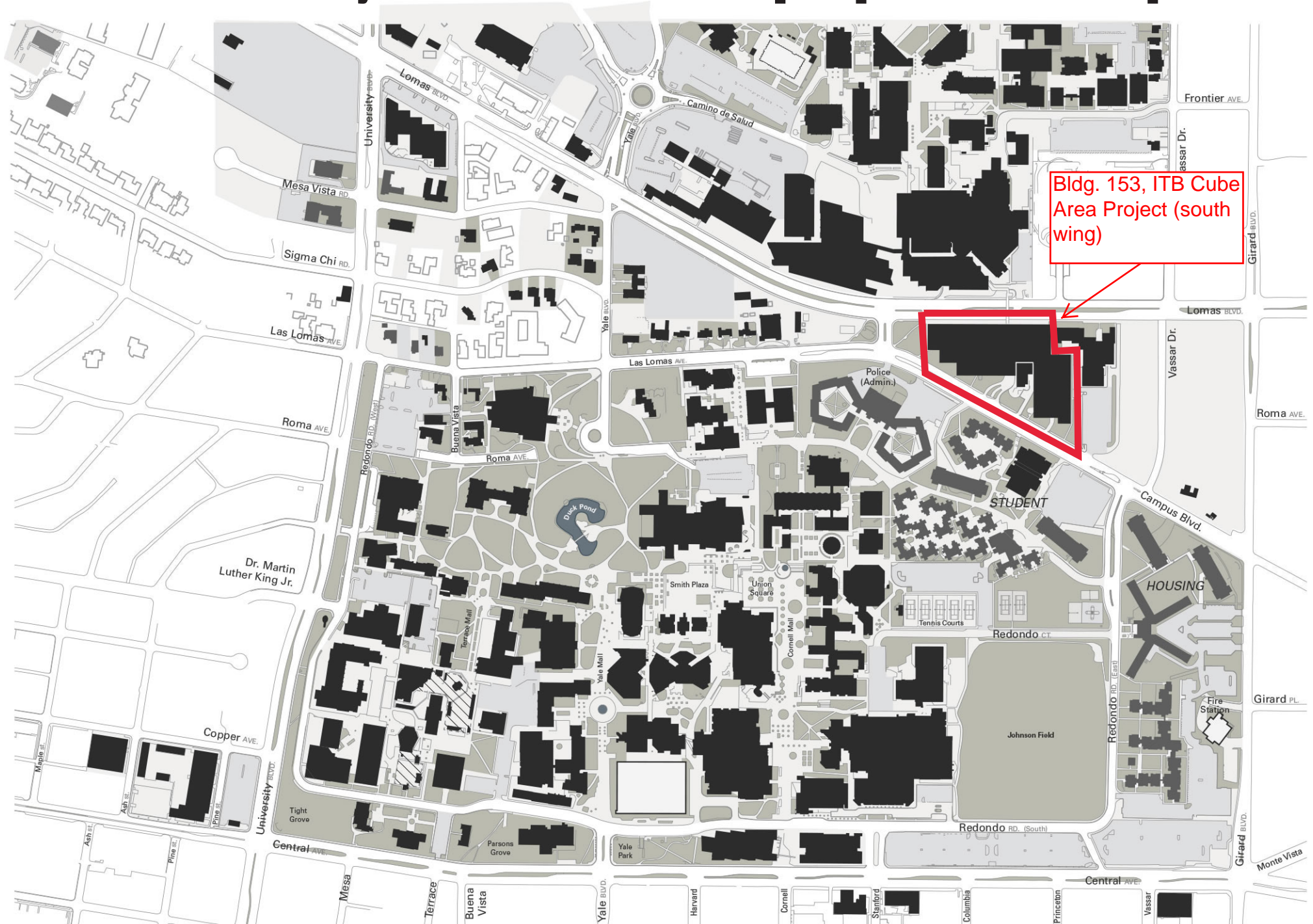
ITB is one of the older buildings on campus, built in 1949. It is considered to be one of the poorest condition buildings on campus. The majority of IT employees, approximately 125 full-time staff and 35 student employees, are located in ITB, along with UNM's data center. UNM IT delivers services spanning many technologies and provide essential support for UNM's academic, administrative and research missions. This renovation will improve safety, employee well-being, and collaboration opportunities for the affected employees. If this project is not approved, employee morale will decline, and it will be more difficult for IT to recruit new employees in the future.

FUNDING:

The total estimated Project Budget is \$700,000:

- \$700,000 is funded from Department Funds

The University of New Mexico - Albuquerque: Central Campus

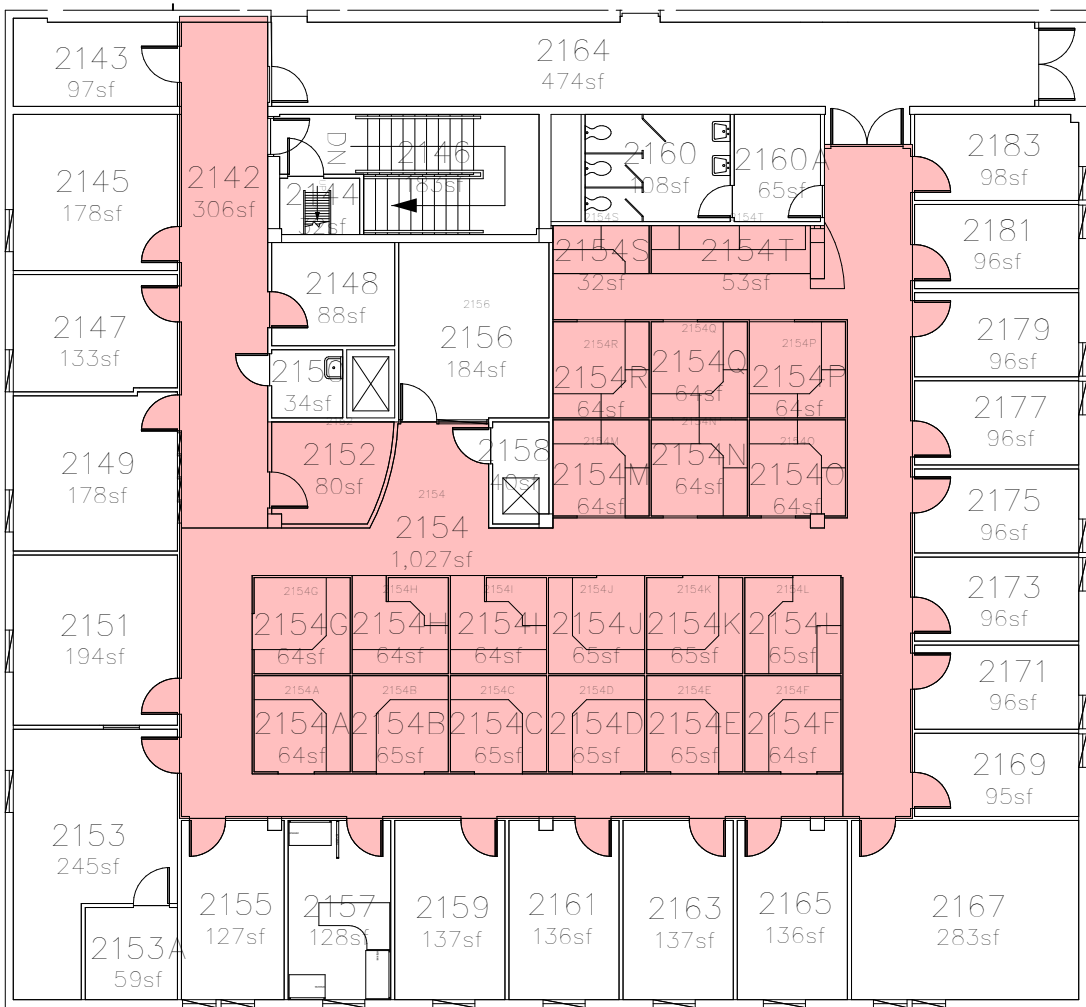




UNM INFORMATION TECHNOLOGIES MAIN FACILITY, BUILDING 153
2701 CAMPUS BLVD NE, ALBUQUERQUE, NM 87102

PROJECT SCOPE

THE SCOPE OF WORK WILL BE LIMITED TO THE EXISTING SPACE IN SUITE 1104 AND 2154. THE SURROUNDING OFFICE WILL NOT BE AFFECTED OTHER THAN TO REPLACE THE DOORS WITH A FULL GLASS DOOR TO PROVIDE MORE DAYLIGHT TO THE CUBICLE AREA.



1

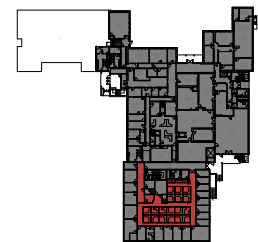
LEVEL 2

1/16" = 1'-0"

PROJECT SCOPE

THE SCOPE OF WORK WILL BE LIMITED TO THE EXISTING SPACE IN SUITE 1104 AND 2154. THE SURROUNDING OFFICE WILL NOT BE AFFECTED OTHER THAN TO REPLACE THE DOORS WITH A FULL GLASS DOOR TO PROVIDE ORE DAYLIGHT TO THE CUBICLE AREA.

KEY PLAN



**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
SANTA ANA STAR BASEBALL FIELD BLEACHER EXPANSION
UNIVERSITY OF NEW MEXICO**

December 10, 2019

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for **Santa Ana Star Baseball Field Bleacher Expansion, Albuquerque South Campus.**

PROJECT DESCRIPTION:

Santa Ana Star Baseball Field is located on the University of New Mexico South Campus in Albuquerque. This project will provide and install an additional two grandstand bleachers totaling 1,250 seats to the existing stadium seating of 1,000 fans. These additional 1,250 seats will be installed behind home plate adjacent to the existing grandstands increasing the total grandstand seating to 2,250.

PROJECT RATIONALE:

Expanding the grandstand at Santa Ana Star Baseball Field will improve the fan experience through the addition of field vantage points, bring in larger events and allow UNM to meet National Collegiate Athletic Association (NCAA) requirements for hosting NCAA Regionals. Additionally, this will allow us to increase of attendance at UNM Baseball games. The current stadium seating of 1,000 limits the size of events which can be held there. For example, we are unable to host New Mexico Activities Association and NCAA Regional championships due to the limitation of seating. The ability to host NCAA Championships improves our chances of winning as the home team, rewards our fan base with a championship competition and brings visitors to campus and to New Mexico.

Groups that will use the facility are the UNM Baseball program, New Mexico Activities Association (NMAA), and local high schools. NMAA currently rents the facility for small school state tournaments and preliminary round large school state tournaments. However, NMAA cannot use our field for large attendance state championships games and instead uses Isotopes Park. The ability to host larger attendance games would bring additional revenue through rental fees and concession sales. Additional events will also bring prospective students and community members onto campus.

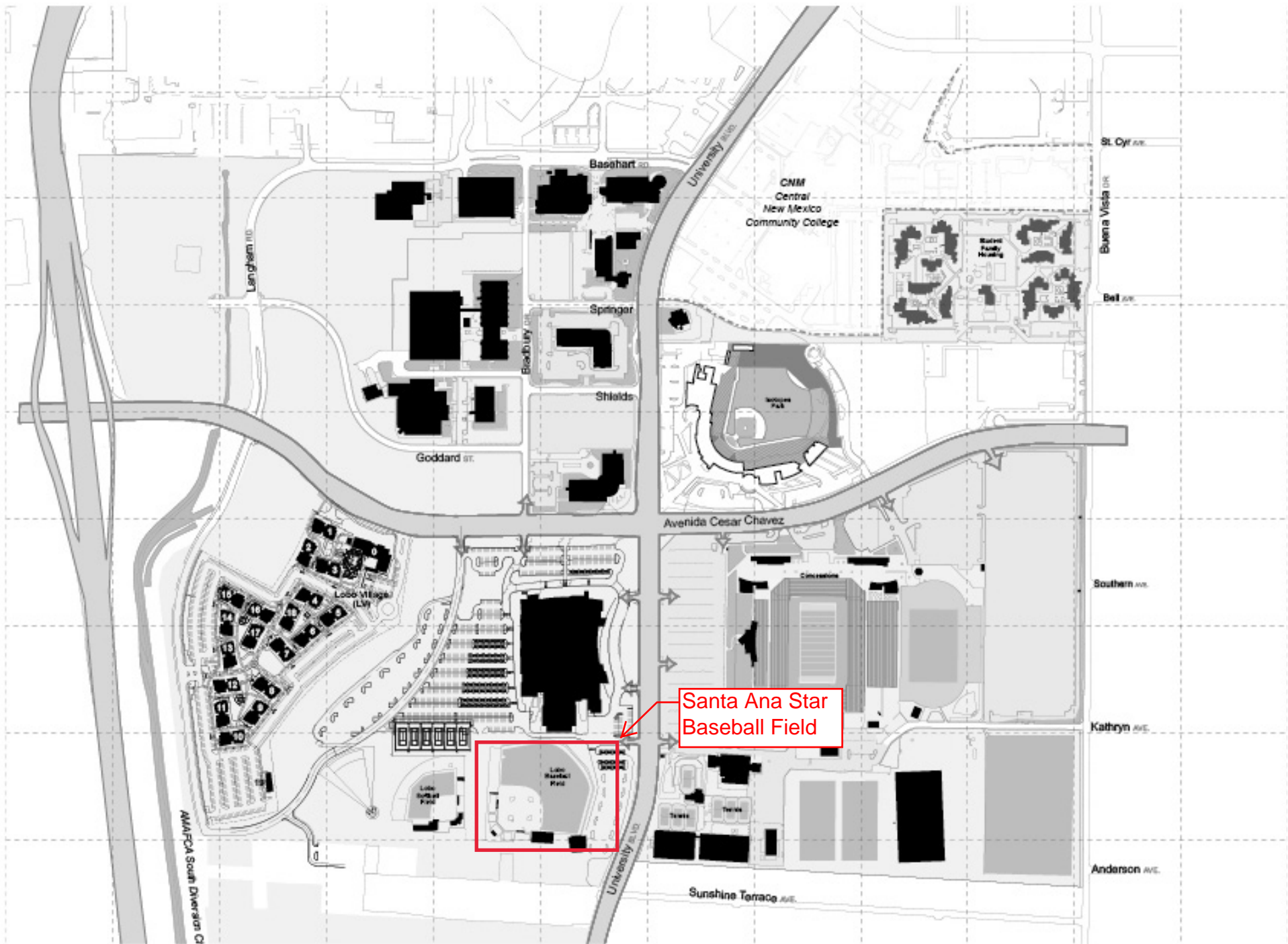
If project does not receive approval, UNM will not be able to host baseball NCAA Regionals or attract other larger events. Seating capacity would continue to be limited.

FUNDING:

The total estimated Project Budget is \$631,603:

- \$631,603 is funded from 2019 General Fund Appropriation

The University of New Mexico - Albuquerque: South Campus



Santa Ana Star
Baseball Field



Santa Ana Star Field

Baseball Bleacher
Expansion

University Blvd SE

Bradbury Dr SE

Kathryn Ave NE

University Blvd SE

Cedar St

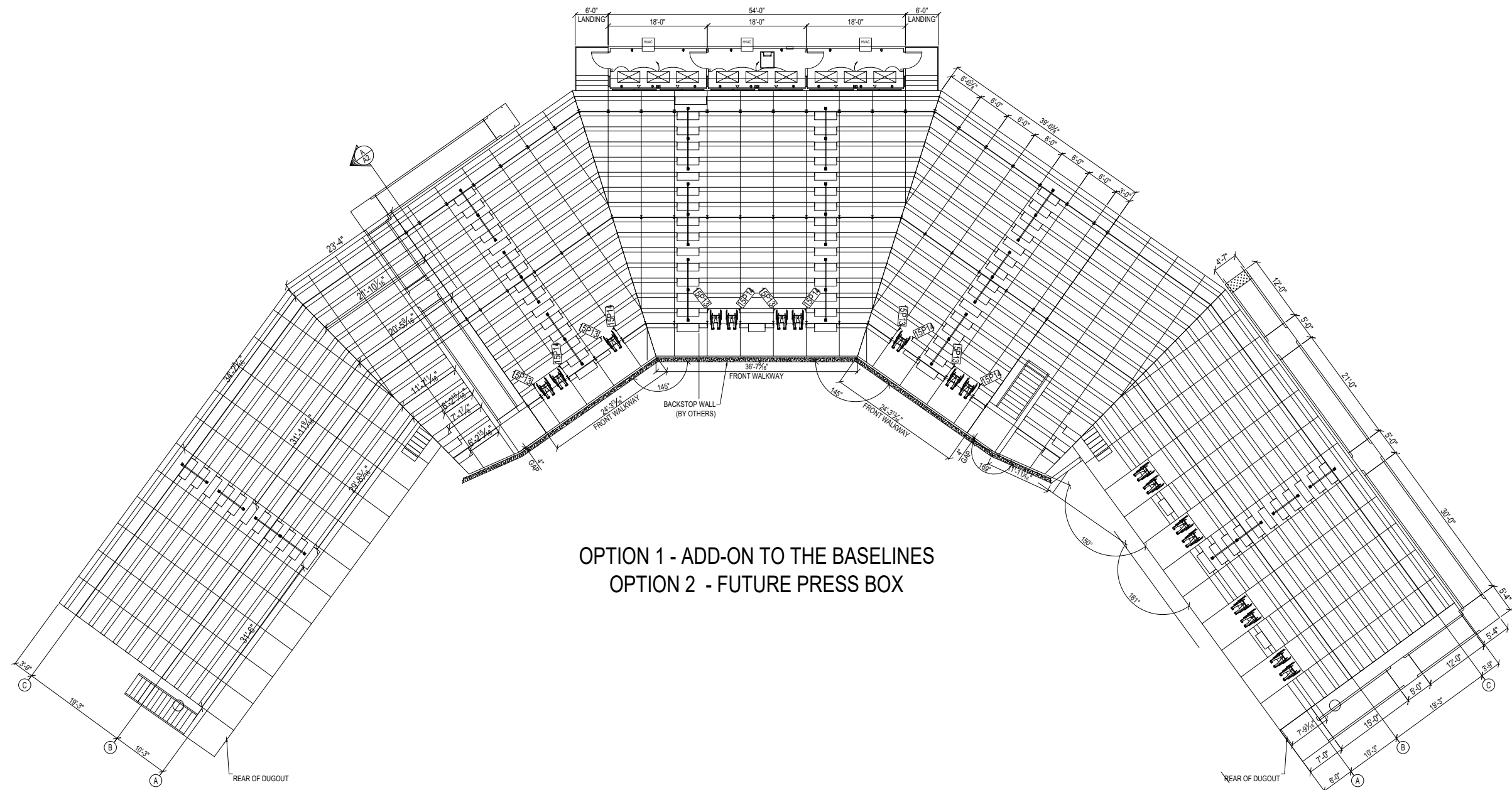
Sunshine Terrace SE

Sunshine Terrace SE

Sunshine Terrace SE

Sunshine Terrace SE

Google



OPTION 1 - ADD-ON TO THE BASELINES
 OPTION 2 - FUTURE PRESS BOX

Rev.	DRAFTER	DATE	CHECKER	DATE	DESCRIPTION
A	MS	8-16-19			PRELIM

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ADD-ON TO EXISTING AT DUGOUTS
 LOBO BASEBALL
ALBUQUERQUE, NM
 UNIVERSITY OF NEW MEXICO

JOB NUMBER:
601-XXXX
 SHEET NUMBER:

A1

**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
ASUNM MAIN CAMPUS PHOTOVOLTAIC SYSTEM
UNIVERSITY OF NEW MEXICO
December 10, 2019**

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for the **ASUNM Main Campus Photovoltaic System**.

PROJECT DESCRIPTION:

The Associated Students of the University of New Mexico (ASUNM) have secured legislative funding to improve the UNM main campus as well as reduce carbon footprint for the institution. ASUNM has coordinated with UNM Facilities Management (FM) to produce the most advantageous use of the funding and develop the most feasible and beneficial plan. This plan includes making the system visible to all UNM students and future students, hoping to encourage students to seek ways to improve their campus.

A solar photo-voltaic (PV) system will be installed at Zimmerman library and connected into the UNM electric system through the building switchboard. A request for proposal (RFP) has been issued and the contractor selected based on qualifications; system size, and expected output. Based on recent UNM PV projects this effort is expected to result in a 200 kW PV system to generate approximately 340 MWh per year of renewable energy.

PROJECT RATIONALE:

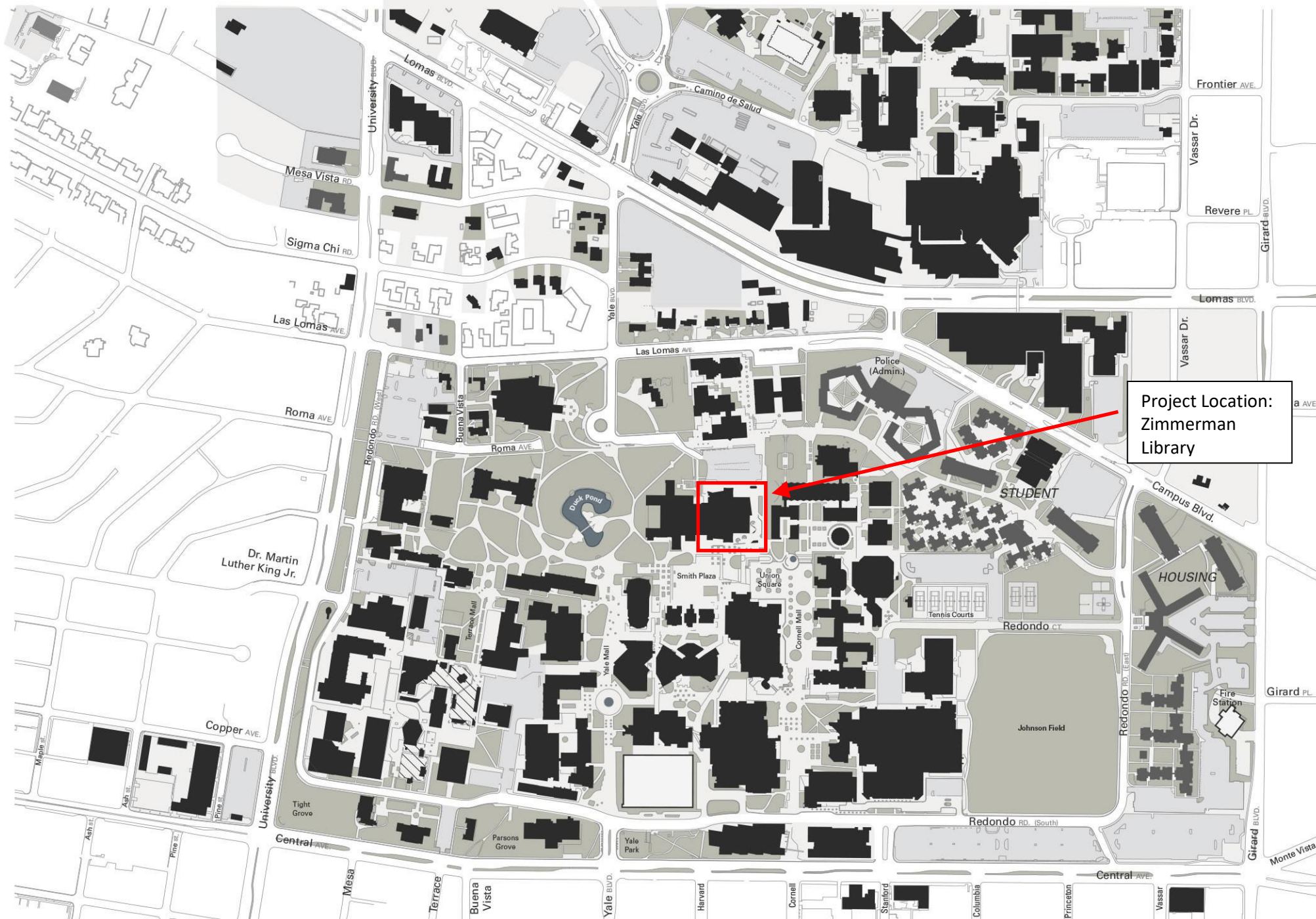
ASUNM secured legislative funding to be spent on renewable energy at the UNM main campus. UNM FM-Utilities Division contributed additional funding for the project. This project is being done as part of a student-driven initiative to reduce UNM's carbon footprint. This PV system will reduce campus electrical costs by approximately \$25,000 annually and further reduce the UNM carbon footprint by approximately 15 metric tons carbon dioxide equivalent (MTCDE) per year.

FUNDING:

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

- \$250,000 is funded from 2019 General Fund Appropriation for ASUNM
- \$150,000 is funded from UNM FM-UT capital reserves

The University of New Mexico - Albuquerque: Central Campus

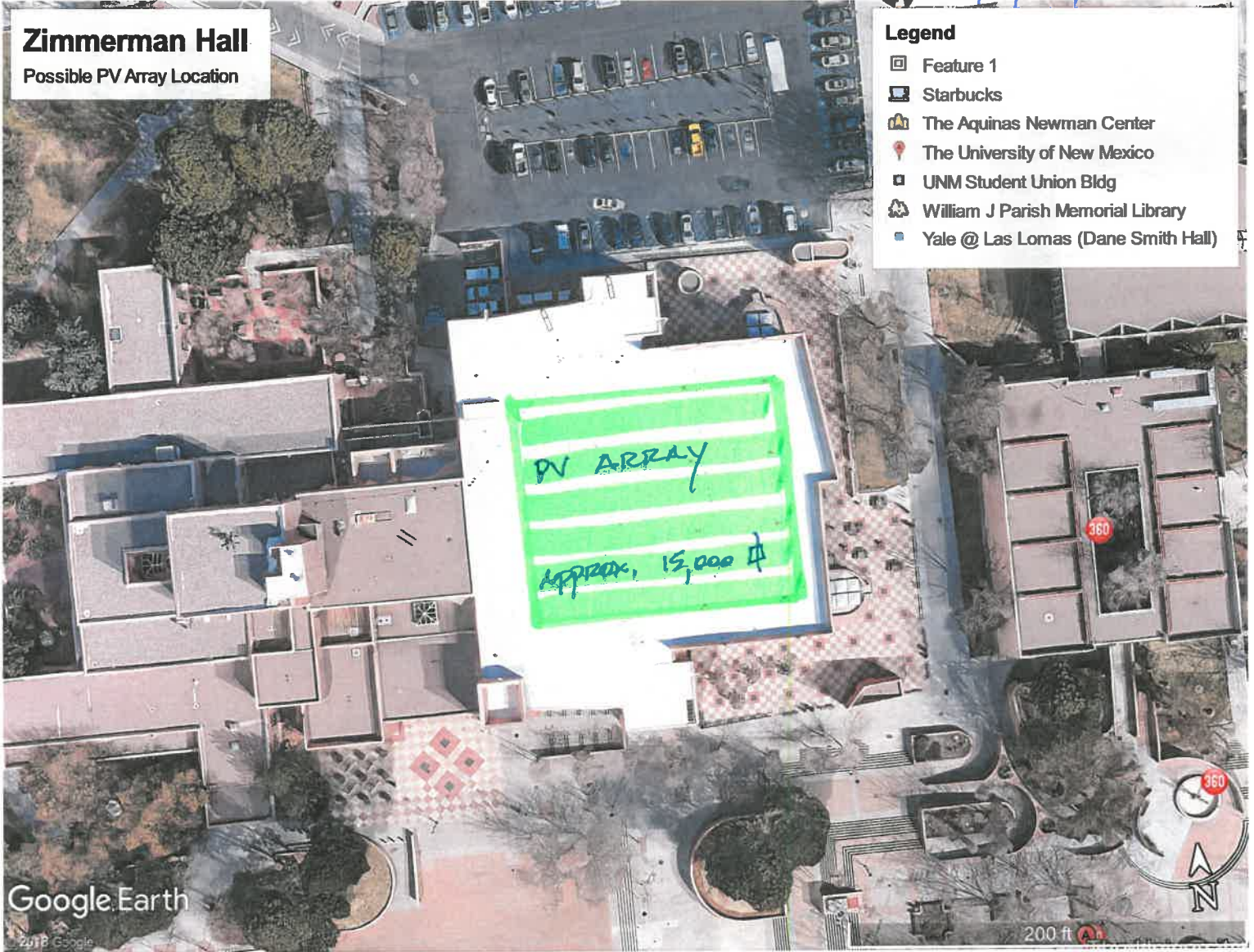


Project Location:
Zimmerman
Library

8/20/2019

Zimmerman Hall
Possible PV Array Location

- Legend**
- Feature 1
 - Starbucks
 - The Aquinas Newman Center
 - The University of New Mexico
 - UNM Student Union Bldg
 - William J Parish Memorial Library
 - Yale @ Las Lomas (Dane Smith Hall)



Google Earth

© 2018 Google

200 ft

**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
STUDENT UNION BUILDING # 60: PARTIAL ROOF REPLACEMENT
UNIVERSITY OF NEW MEXICO**

December 10, 2019

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for **Student Union Building Partial Roof Replacement, Main Campus, Albuquerque, New Mexico.**

PROJECT DESCRIPTION:

This project will provide and install a new roof system for the Student Union Building (SUB) #60 including tear off of existing membrane roofing, insulation and associated flashings, installation of new 80mil PVC, seal all drains and any other roof penetrations with PVC flashing materials. This will also include the manufacturer's 20-year system warranty and Contractor's 2-year workmanship warranty. The disposal of roofing demolition materials, including asbestos abatement, is included in the project. This project will replace approximately 19,700 square feet of roof.

PROJECT RATIONALE:

The SUB serves as a campus community center offering many programs and services to the university community as well as the greater Albuquerque area with over 10,000 visitors daily.

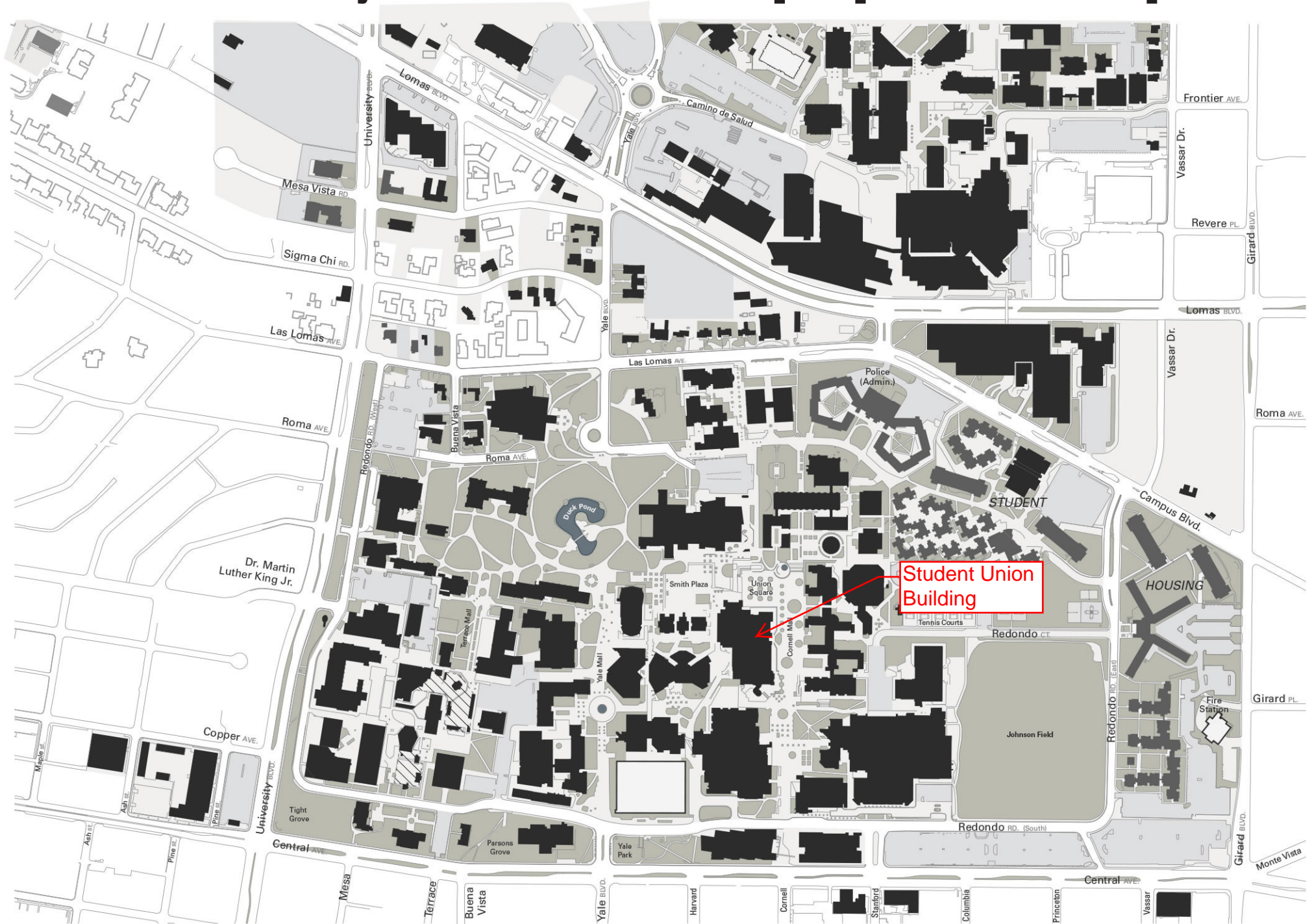
The existing roof was installed in 1959, making it 60 years old and in very poor condition, consistently leaking and causing damage to the interior of the building. This portion of the roof is beyond its useful life and must be replaced. The SUB event staff market our facility as a premier venue to promote UNM for conferences and events. If our facility is not properly maintained, it impacts our ability to market UNM as a premier venue for events and makes us less competitive with other venues in the Albuquerque area. If this project is not approved the facility will continue to leak and will continue to cause damage. UNM students, faculty and staff, as well as the community who use the SUB, will be impacted by less than adequate facilities for the programs and services we offer.

FUNDING:

The total estimated Project Budget is \$387,372:

- \$200,000.00 is funded from Provost Office BR&R
- \$187,372.00 is funded from SUB Revenue

The University of New Mexico - Albuquerque: Central Campus





Nusenda Credit Union

CU Anytime ATM

Satellite Coffee

ASUNM Southwest Film Center

Student Union Building
Administration Meeting
May 21 10:30am

Mandalay Express

Chick-fil-A

BLAKES LOTABURGER Google

Imagery ©2019 Google, Map data

TAB 6

Action Item 6

STC.UNM Approvals:

- a. FY 2019 Annual Report and FY 2019 Audit Results
- b. Appointments of Frank H. Martinez and Kelly D. Hammett to STC.UNM Board of Directors



December 3, 2019

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

FROM: STC.UNM
Board of Directors

DATE: December 3, 2019

RE: **Agenda Item: STC.UNM FY2019 Annual Report and FY2019 Audit Results**
Agenda Item: Approval of Appointments of Frank H. Martinez and Kelly D. Hammett to the STC.UNM Board of Directors

STC.UNM CEO & Economic Development Officer Lisa Kuuttala presents the STC.UNM FY2019 Annual Report and FY2019 Audit Results to the Board of Regents F & F Committee.

The STC.UNM Board of Directors submits for approval the appointments of Frank H. Martinez and Kelly D. Hammett to its Board of Directors for a four-year term, beginning upon approval by the Board of Regents and ending June 30, 2024. These board members were recommended for appointment by the STC.UNM Nominations Committee and approved by the STC.UNM Board of Directors at its October 25, 2019 board meeting, subject to the Regents' approval.

Frank H. Martinez
Kelly D. Hammett

bio attached
bio attached

STC.UNM

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

ANNUAL REPORT TO THE BOARD OF REGENTS OF THE UNIVERSITY OF NEW MEXICO

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

December 3, 2019

STC.UNM CEO'S REPORT

Presentation Outline

- ❖ FY 2019 STC.UNM Audit Results
- ❖ STC Board of Directors & Staff
- ❖ FY 2019 STC.UNM Building a Rainforest in the Desert
- ❖ FY 2019 STC.UNM Data, Income Analysis and Forecast

FY 2019 STC.UNM AUDIT RESULTS



STC.UNM BOARD OF DIRECTORS



Ms. Sandra Begay
Chair, STC Board of Directors



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



Dr. James P. Holloway
Vice Chair, STC Board of Directors



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



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



Dr. Julie A. Coonrod



Ms. Teresa Costantinidis



Dr. Robert Fisher



Mr. David W. Gibson



Ms. Maria Griego-Raby



Dr. Richard Larson



Dr. Gabriel Lopez



Dr. Gregg L. Mayer



Ms. Cindy McGill



Mr. Robert Nath



Dr. Eric Prossnitz



Dr. Alton Romig, Jr.



Dr. Paul Roth



Dr. Garnett S. Stokes



Dr. John C. Stormont



Mr. Pedro Suarez, Esq.



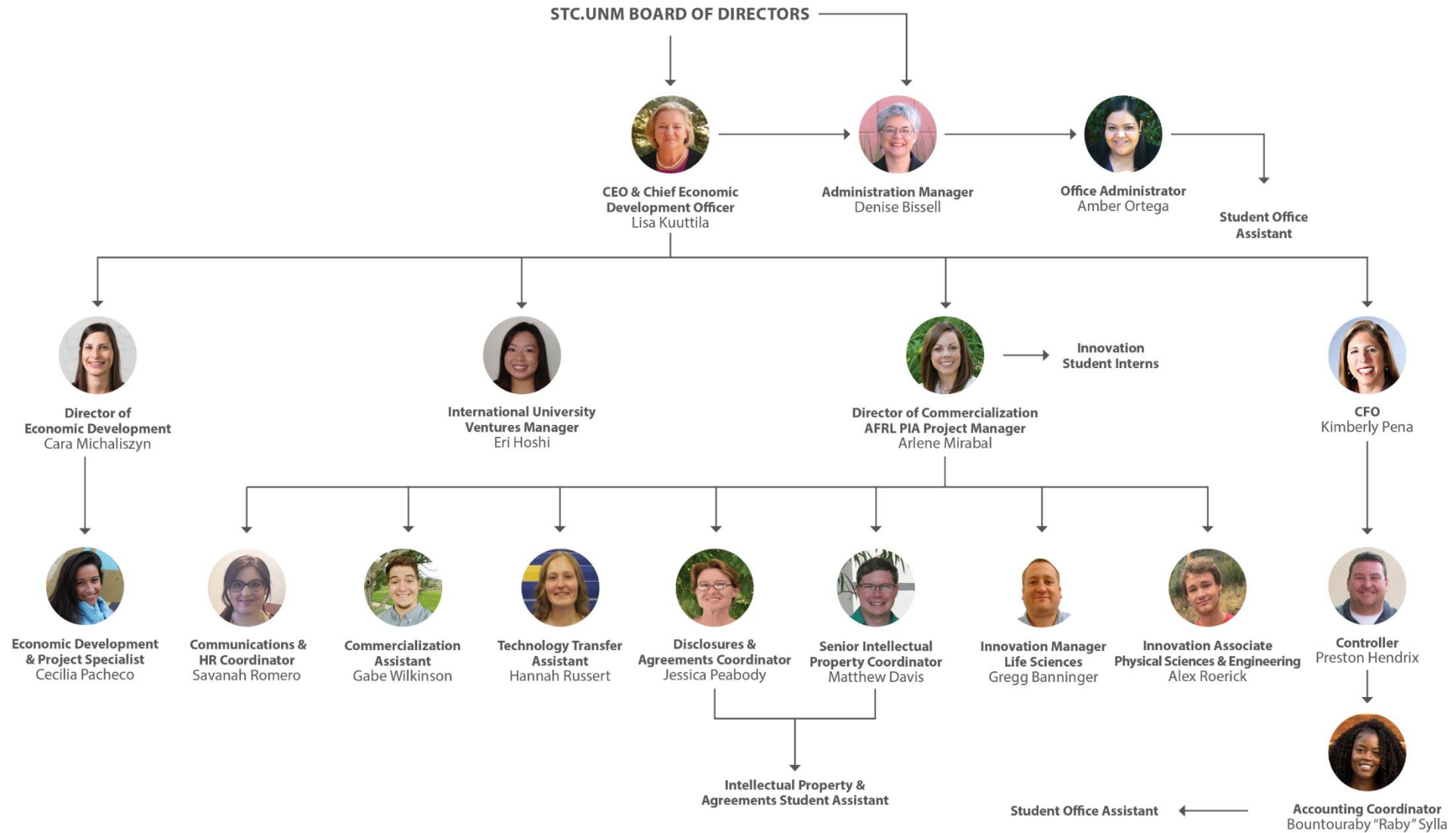
Mr. Gary Tonjes



Mr. Charles Wellborn



STC STAFF ORGANIZATIONAL CHART



STC STUDENT INTERNS

FY 2019

CURRENT:

- ❖ **Payton Fowler** (College of Arts & Sciences)
 - Working on BA in Economics and Psychology
- ❖ **Meghan Garvey** (School of Management)
 - Working on BA in Marketing Management
- ❖ **Lourdes Osman** (School of Engineering)
 - Working on BS in Computer Science
- ❖ **Bhavya Pandey** (School of Management)
 - Received BS in Biotechnology
 - Working on MBA
- ❖ **Andrew Pascoe** (School of Management)
 - Working on MBA in Accounting
- ❖ **Shane Pulsifer** (School of Management)
 - Working on BA in Business Administration
- ❖ **Brady Spears** (College of Arts and Sciences)
 - Working on BS in Physics and Earth & Planetary Science, Minor in Mathematics
- ❖ **Dharish Totiger** (School of Management)
 - Working on MBA and Master of Science in Information Systems and Assurance
- ❖ **Achyut Warriar** (School of Engineering)
 - Working on MS in Biomedical Engineering

FORMER:

- ❖ **Sarina Baldoni** (School of Management)
 - Received a BS in Biochemistry
 - Working on MBA in Administration
- ❖ **Patrick Bethoney** (School of Engineering)
 - Working on BS in Aerospace and a Minor in Engineering Mathematics
- ❖ **Cheyenne Davis** (School of Management)
 - Working on BBA in Human Resources Management
- ❖ **Symon Majewski** (School of Engineering)
 - Working on BS in Environmental Engineering and East Asian Studies
- ❖ **Isabella Obermeier** (School of Engineering)
 - Working on BS in Computer Engineering
- ❖ **Yoojin Park** (School of Engineering)
 - Working on BS in Electrical Engineering
- ❖ **Madisyn Rue** (College of Nursing)
 - Working towards a BS in Nursing
- ❖ **Hannah Russert** (School of Engineering) – *now STC Staff*
 - Received BS in Biochemistry
 - Working on MS in Biomedical Engineering and MBA
- ❖ **Jenn Tran** (School of Management)
 - Working on BA in MIS and Marketing

STC STUDENT INTERNS

Where are they now?

- ❖ Since 2002, over 140 UNM students have been a part of STC's student intern program.
- ❖ Here is a sample of former interns' current positions:
 - Nicolai Archuleta, Millennial Methods (local start-up)
 - Alexandra (Andrego) Adams, Resilient Solutions 21
 - Elizabeth Champion, Bernalillo County
 - Monique Chavez, German & Associates, LLC
 - Athena Christodoulou, Udorami (local start-up)
 - Max De Azevedo, LANL
 - Isaac Estrada, Office of Technology Transfer, University of Miami
 - Mark Horlbeck, Cause Labs
 - Sierra Hunter, Kirtland Credit Union
 - Kameron Kramer, Kramer Law Firm, PC
 - Dorian (McKenzie) Rader, NMA Ventures
 - Amy Patterson, Sandia
 - Paulina San Millian, Newmark Knight Frank
 - Michael Sanchez, Entrepreneur
 - Rachel Timmins, Gentry Law Firm
 - Nikolas Torres, Sandia
 - Kymbra Williams, UNM and LANL
 - Julia Wise, NM SBA, LANL
 - Nick Wolf, Wolf Patent Services
 - Ergin Yildiz, Wells Fargo
 - Laura Meurer, LANL
 - Jessica Moose, Santa Fe Business Incubator

STC Staff who were interns:

- ❖ Cara Michaliszyn
- ❖ Eri Hoshi
- ❖ Matthew Davis
- ❖ Savannah Romero
- ❖ Alex Roerick
- ❖ Gabe Wilkinson
- ❖ Cecilia Pacheco
- ❖ Jessica Peabody
- ❖ Hannah Russert



BUILDING A RAINFOREST IN THE DESERT FY 2019

FY 2019 ACCOMPLISHMENTS



BUILDING A RAINFOREST IN THE DESERT FY 2019

METRICS



METRICS

	FY 2016	FY 2017	FY 2018	FY 2019 (Goal)	FY 2019 (Actual)	% of Goal
Disclosures	102	114	107	110	124	113%
New U.S. Patent Applications Filed	77	68	93	---	102	---
Issued U.S. Patents	69	73	51	---	59	---
Option/License Agreements	54	58	52	50	53	106%
Start-up Companies	12	12	11	10	11	110%
Patent Expenses						
• Licensee Initiated	\$580,294	\$690,153	\$557,531	\$545,000	\$645,111	118%
• STC Initiated	\$1,080,511	\$845,506	\$885,030	\$841,670	\$877,027	104%
License Revenues	\$1,927,045	\$1,335,632	\$1,470,078	\$1,710,000	\$1,307,637	77%
Patent Cost Reimbursement Revenues	\$623,677	\$714,805	\$621,413	\$580,000	\$600,737	104%
Combined License & Patent Cost Reimbursement Revenues	\$2,550,722	\$2,050,437	\$2,091,491	\$2,290,000	\$1,908,374	83%
Total Income	\$2,937,450	\$2,192,568	\$2,490,951	\$2,587,963	\$3,362,269	130%



BUILDING A RAINFOREST IN THE DESERT FY 2019

SUPPORTING UNM



UNM RESEARCH

Sponsored Agreements Assistance Provided to UNM – FY 2019

❖ Innovation Staff

- Arlene Mirabal, Director of Commercialization
- Gregg Banninger, Innovation Manager – Life Sciences
- Alex Roerick, Innovation Associate – PS & Engineering

❖ UNM Main Campus Agreements

- Present Assignments (All)
- NDA with HoloLens (Moreau)
- NDA with Lovelace BioMed (Armijo)
- SRA with Emera (Peng)
- NDA with UNM, STC and Sandia (Hanson)
- SRA with Honeywell (Peng)
- CISTAR Membership Agreement (Datye)
- GA with ARPA-E (Garzon)
- STTR AOR (Moreu)
- STTR AOR (Sheik-Bahae)
- ARPA-E (Hanson)
- SRA with Oxy, Inc. (Jiang)
- MRA with Facebook (Christodoulou)

- GA = Grant Award
- MOU = Memorandum of Understanding
- MTA = Materials Transfer Agreement
- NDA = Non-Disclosure Agreement
- MRA = Master Research Agreement

❖ UNM Health Sciences Center Agreements

- Present Assignments (All)
- NDA with KSL Biomedical (Harvey)
- MTA with i2 Pharma (Wilson)
- MTA with Pretoria (Muttill)
- NDA with Henry M. Jackson Foundation (Hurwitz)
- NDA with Loyola and Clarke (Hurwitz)
- 4-Way NDA with STC, HSC, Loyola, and Clarke (Durvasula)
- MOU with Cures Within Reach (Larson)
- MTA with Harker Bio and NAU (Chackerian)
- IIA with DCI (Prossnitz)
- UBMTA (Norenberg)
- NDA with Radiance Bio (High)
- SRA with Exhalix (Kanagy)

- MSA/PSA = Master/Professional Services Agreement
- SA = Services Agreement
- SFA = Subcontract Form of Agreement
- SRA = Sponsored Research Agreement
- STTR AOR= Small Business Technology Transfer Allocation of Rights

December 3, 2019

INVENTORS SELECTED FOR 2019 STC CALENDAR

- ❖ Hongyou Fan
- ❖ Aaron Neumann
- ❖ Randall Starling
- ❖ Heather Canavan
- ❖ Terry Wu
- ❖ Francesca Cavallo
- ❖ Edwin Nemoto
- ❖ Fernando Moreu
- ❖ Rita Serda
- ❖ Gennady Smolyakov
- ❖ Justin Baca
- ❖ Peter Simons



2019 STC Calendar



January



Hongyou Fan, Ph.D.

February



Aaron K. Neumann, Ph.D.

March



Randall Starling, Ph.D.

April



Peter C. Simons, Ph.D.

May



Heather E. Canavan, Ph.D.

June



Terry H. Wu, Ph.D.

July



Francesca Cavallo, Ph.D.

August



Edwin M. Nemoto, Ph.D., F.A.H.A.

September



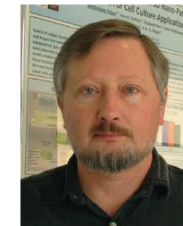
Fernando Moreu, Ph.D., P.E.

October



Rita E. Serda, Ph.D.

November



Gennady Smolyakov, Ph.D.

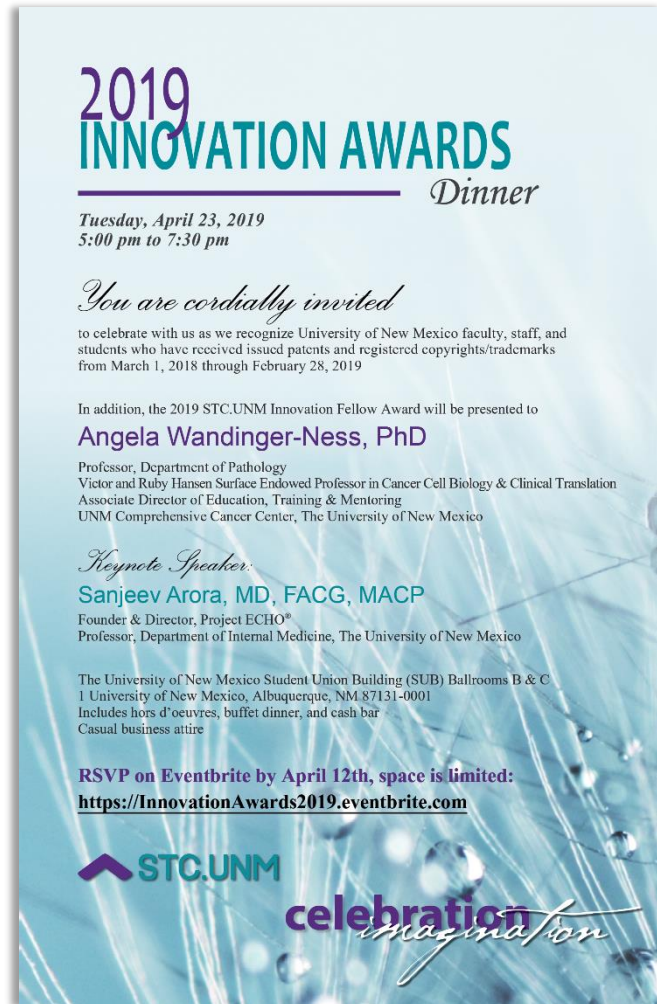
December



Justin T. Baca, M.D., Ph.D.

December 3, 2019

2019 STC.UNM INNOVATION AWARDS



- ❖ **April 24, 2019**
Celebrating University of New Mexico faculty, staff, and students who have received U.S. issued patents and registered copyrights/trademarks from March 1, 2018 through February 28, 2019.
- ❖ **2019 STC.UNM Innovation Fellow Award presented to:**
Angela Wandinger-Ness, PhD
Professor, Department of Pathology
Victor and Ruby Hansen Surface Endowed Professor in Cancer Cell Biology & Clinical Translation
Associate Director of Education, Training & Mentoring
UNM Comprehensive Cancer Center, The University of New Mexico
- ❖ **Keynote Speaker:**
Sanjeev Arora, MD, FACC, MACP
Founder & Director, Project ECHO®
Professor, Department of Internal Medicine, The University of New Mexico

2019 STC.UNM INNOVATION FELLOW

- ❖ **Dr. Angela Wandinger-Ness** has been chosen by the STC.UNM Board of Directors to receive the 2019 STC.UNM Innovation Fellow Award in recognition of her achievements as a leading innovator at the University of New Mexico.
- ❖ An expert in cell biology and protein biochemistry, Dr. Wandinger-Ness has been studying enzymes called GTPases for nearly 30 years. GTPases are molecular switches that control cell behavior, regulating how cells break down, organize, move around and attach to one another. GTPases have long been recognized as important targets for developing new drugs. Her technology is being developed by startup Revere Pharmaceuticals as a new drug to treat ovarian cancer.



2019 STC.UNM INNOVATION AWARDS

58 UNM inventors received patents

57 U.S. patents and trademark issued

36 patents from UNM main campus

17 patents from HSC

4 patents from collaborations from both campuses

Feedback

“My husband and I want to thank you, Lisa and all involved for a magnificent event last night. We were so inspired by all the speakers, patent winners, and the food was wonderful too. As vegetarians we appreciated it. We are honored to be a part of this rainforest board and all involved. Kindly share this with Lisa and all.”

Leba Freed Pierce and Dr. Elliot Pierce

“I would like to express my sincerest thanks to you and the whole STC team who worked countless hours to make last night’s event happen. My family and colleagues shared with me how great everything was from the food to all of the presentations—every detail taken care of. I appreciate all of the support I received throughout the process in submitting my materials, getting the video made and even updated at the last moment. You all make STC.UNM great and for that I am most grateful! Additionally, the gorgeous wine cooler and glasses handmade by a local artist is truly a most special commemorative of the event.”

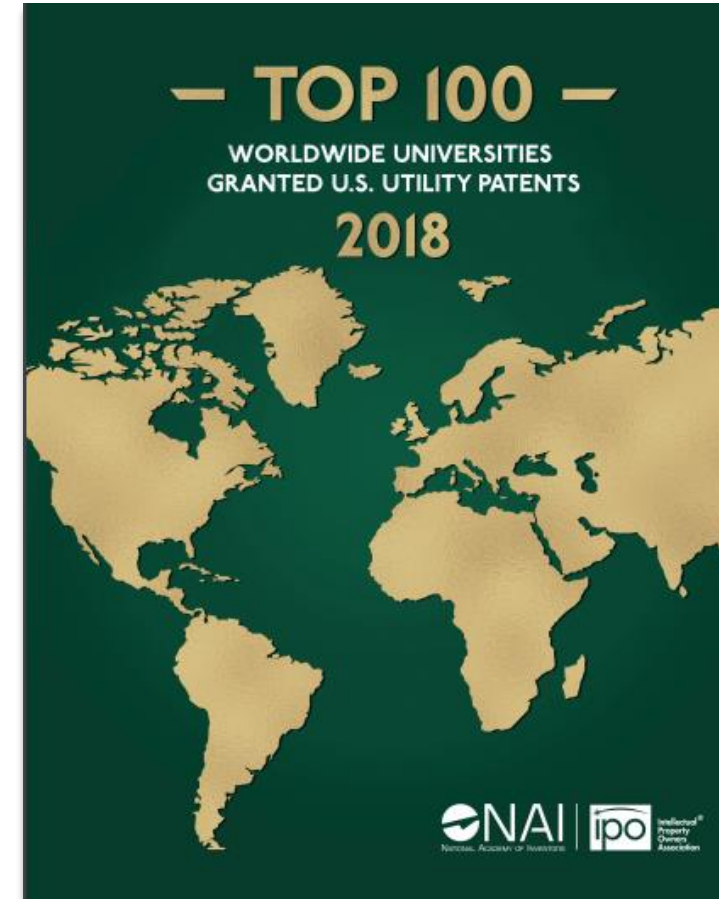
Angela Wandinger-Ness, Ph.D.

2019 STC.UNM INNOVATION AWARDS



NAI RANKING

- ❖ UNM makes list of top 100 worldwide universities with largest number of issued US patents for the fifth year in a row.
- ❖ Recognized by National Academy of Inventors (NAI) and the Intellectual Property Owners Association (IPO)
- ❖ Ranked 51 in 2018



INVENTOR HONORS



NATIONAL ACADEMY
of INVENTORS
FELLOW



2017 Fellow

Cheryl L. Willman, M.D.

Distinguished Professor of Pathology
Director & CEO of the UNM
Comprehensive Cancer Center



2017 Fellow

Plamen B. Atanassov, Ph.D.

Distinguished Professor of Chemical and
Biological Engineering
Director of the UNM Center for Micro-
Engineered Materials



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



2015 Fellow

C. Jeffrey Brinker, Ph.D.

Distinguished and Regents'
Professor, Department of Chemical &
Biological Engineering
Professor, Department of Molecular Genetics &
Microbiology
Member, UNM Cancer Center
The University of New Mexico



2015 Fellow

Steven R. J. Brueck, Ph.D.

Distinguished & Professor Emeritus
Department of Electrical & Computer
Engineering
Department Physics & Astronomy
Center for High Technology Materials
The University of New Mexico

BUILDING A RAINFOREST IN THE DESERT FY 2019

LOBO RAINFOREST



MARKETING ACTIVITIES

FY 2019

- ❖ **Novelty Searches**
 - Performed 121 for technologies

- ❖ **Information Disclosure Statements**
 - 684 references collected in-house

- ❖ **Non-Confidential Summaries (NCSs)**
 - Drafted 132 NCSs

- ❖ **Marketing/Event Campaigns**
 - Executed 90 email campaigns for technologies
 - Approx. 350 technologies marketed
 - Executed 65 email campaigns for outreach/events



MARKETING DATA

FY 2019

- ❖ **Of the 90 email campaigns executed**
 - 2,792 marketing interactions from email campaigns
 - 231 interactions from targeted emails

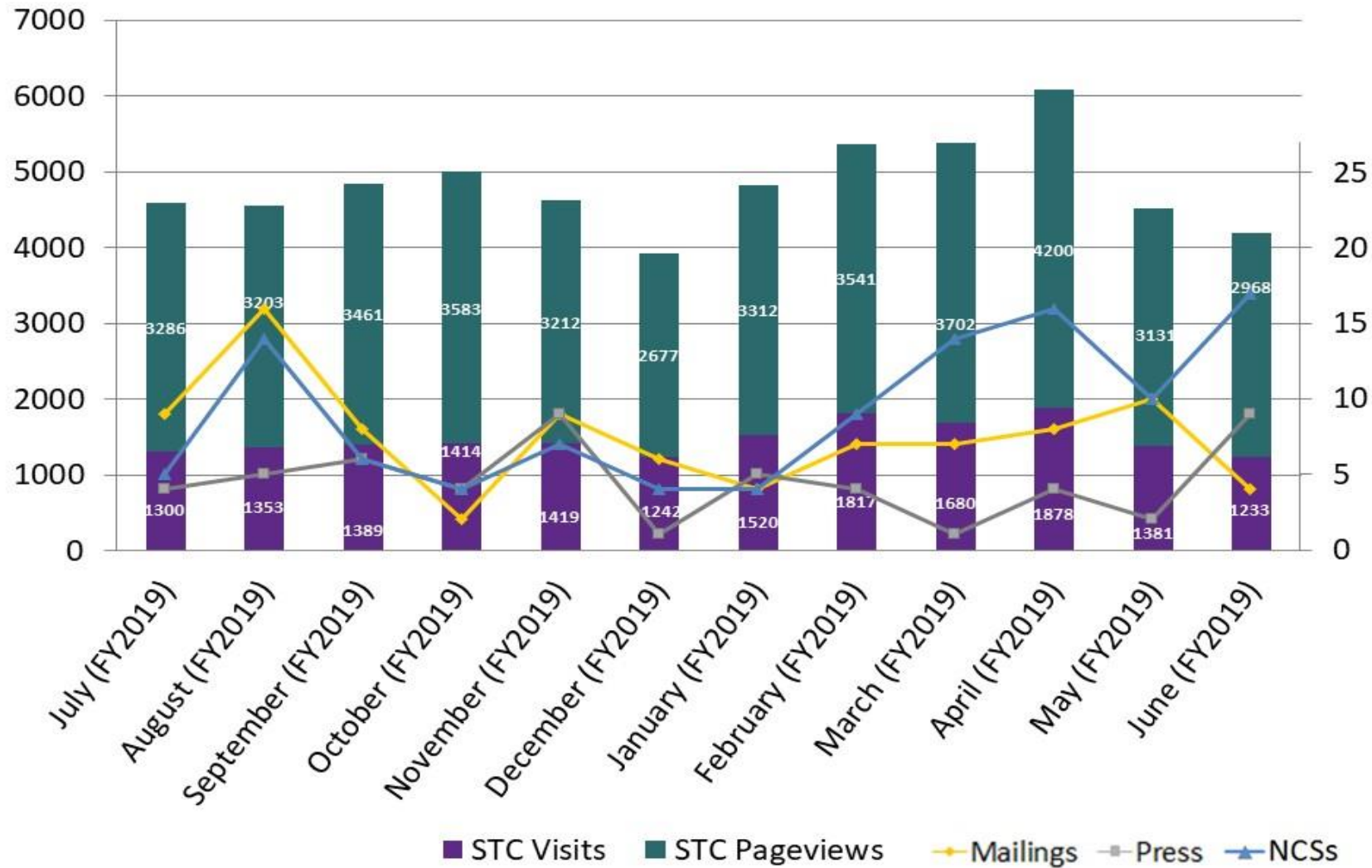
- ❖ **Interactions accounted for approx. 86 serious leads in which companies requested more information about technologies**

- ❖ **Sophia Knowledge Management System**
 - 343 current inventor users



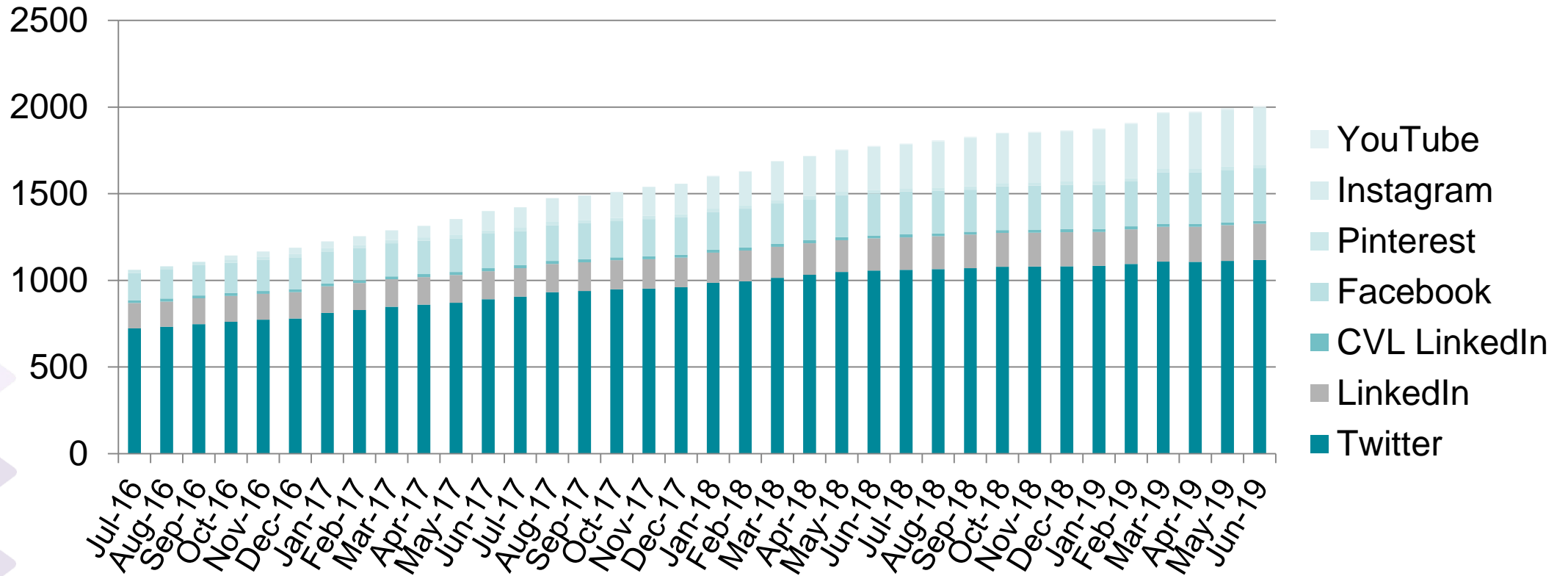
MARKETING DATA CHART

FY 2019



STC SOCIAL MEDIA ACTIVITIES

Followers



LOBO RAINFOREST WEBSITE

loborainforest.com

lobo RAINFOREST

[Home](#) | [Rainforest Ecosystem](#) | [Meeting Space](#) | [I-Corps](#) | [Supporters](#) | [Contact](#)



CECCHI VENTURELAB ACTIVITIES

FY 2019

❖ CVL Program Participants

- CVL provided services to 12 physical tenants and 13 virtual program participants in FY 2019
- Physical Tenants
 - Active (7 companies): BioSafe Defense; Enthentica/InnoBright Technologies; Osazda Energy; GPER-G1 Development Company; Los Alamos National Laboratory – Feynman Center; Shutter Bombs; SipaVax
 - Inactive (5 companies): Yedomas Consultants; OptiPulse, Inc.; MyLens; Blanchfield CO.; Pencil-In
- Co-Working Program Participants
 - Active (8 companies): Verus Research; Kansai TLO; Adaptive Biomedical Design; ShearIT; Mnemosyne Informatics, LLC; Tramway Venture Partners; MyLens, Inc.; BlueCom Systems
 - Inactive (5 companies): Kristina Trujillo; Inclusive Research; Yedomas Consultants; Mimic Biosolutions; Chuck Holman
- Prospective Participants
 - Nob Hill Therapeutics; BennuBio; Spinceutica; Care.IT; Bravian; DeBot; Rio Grande Eco Corp; IC-Safety, LLC



NEW START-UP OPTIONS/LICENSES SIGNED

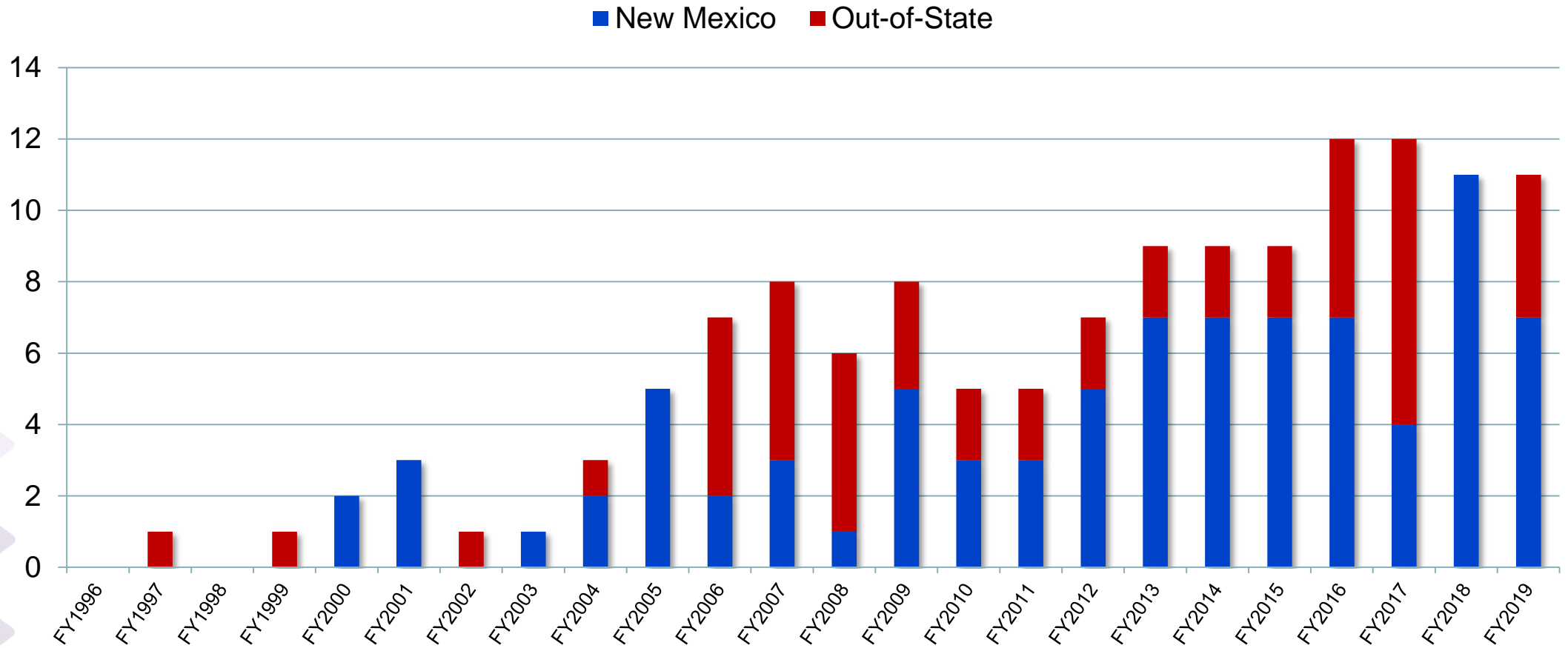
FY 2019

- Aeneas Technology Limited
 - Option signed
- BennuBio, Inc.
 - License signed
- GPER G-1 Development Company, LLC
 - Option signed
- Mimic Biosolutions, LLC
 - Option signed
- Chris Adams
 - Option signed
- DryFiber, LLC
 - Option signed
- Mesopore Technologies, LLC
 - Option signed
- John Elling
 - Option signed
- SipaVax, LLC
 - Option signed
- Rio Grande Eco Corp.
 - Option signed
- Concardia BV
 - Option signed
- Dermatec, LLC
 - Option signed
- Revere Pharmaceuticals
 - License signed



START-UP COMPANIES

New Mexico vs. Out-of-State



FY 2019 E-NEWSLETTERS

STC.UNM

Building a Rainforest in the Desert

Welcome to the first edition of the STC.UNM e-newsletter

UNM Ranked 32nd in Granted U.S. Utility Patents Worldwide!

STC Metrics for Fiscal Year 2018

- 51 U.S. Issued patents
- 11 Start-ups
- 107 Invention disclosures

NAI
NATIONAL ACADEMY OF INVENTORS

UNM made the list of top 100 worldwide universities with the largest number of issued US patents for the fifth year in a row (recognized by the National Academy of Inventors (NAI) and the Intellectual Property Owners Association (IPO)).

[Read more](#)

[Check out our list of fourth quarter issued patents](#)

NEWS

STC's 11 New Startups Staying in New Mexico



With the one-year anniversary of the opening of the Lobo Rainforest Building just around the corner, STC is reporting a higher level of commercialization activity among faculty, students, entrepreneurs and investors. Year-end metrics reveal a positive trend.

The 11 startups spun out this year using UNM technology are all based in New Mexico—a first for STC!

Related articles:

- More UNM-related startups staying in NM

New STC Board Member and Staff Members

STC extends a warm welcome to new members of our team!



David Gibson
Director, California Site Operations
Sandia National Laboratories
STC Board Member



Leslie Sapon
Disclosures & Agreements Coordinator
STC.UNM



Cecilia

LINNAEUS THERAPEUTICS

New Drug Combination to Treat Cancer Could Far Surpass Current Therapies

A drug discovered more than a decade ago at the University of New Mexico and New Mexico State University has new life, thanks to a recent discovery by scientists across the country at the University of Pennsylvania. These discoveries are being brought to market by a new start-up company, Linnaeus Therapeutics, that is off and running to get a possible new breakthrough treatment to cancer patients around the world.

[Read Full Article](#)

Linnaeus Therapeutics is a development-stage biotechnology company engaged in the identification and development of differentiation-based, immunomodulatory small molecule agents for the treatment of numerous cancers. The company's compounds also modulate melanocyte pigmentation. They can be used to increase or decrease pigmentation to correct genetic and acquired skin pigmentation conditions as well as aesthetically desirable skin darkening or lightening.

<https://www.linnaeustx.com/>

New STC Board Member and STC Staff Member

STC extends a warm welcome to new members of our team!



Robert L. Wood, PhD
Interim Provost & Executive Vice President for Academic Affairs
Professor, Department of Sociology
The University of New Mexico
STC.UNM Board Member

Statewide Economic Impact Report First to Survey Entire UNM System

This study was commissioned by STC.UNM and made possible by support from the New Mexico Gas Company, an Emera Company. Comprised of data from fiscal year 2017, the following highlights are derived from data from main campus, health sciences campus (medical school, cancer center, hospitals, medical group), four branch campuses and UNM alumni.



Annual employee compensation: \$3.5 BILLION


UNM's annual revenue came from out-of-state sources: \$1.1 BILLION

UNM graduates earned this amount more than they would have had they not gone to college: \$2.3 BILLION


Economic output: \$3.1 BILLION

THE UNIVERSITY OF NEW MEXICO


Spring Statewide Technology Showcase Draws Investors and Industry Reps to New Mexico



UNM Inaugural Health Hackathon a Success



New Startup at the Lobo Rainforest Building Creating Next Gen Solution to Cloud Vulnerability



Lens Team: Cody Elba, Mark Chavez, Charles Woodruff, Kyle Guin

Native New Mexican Mark Chavez has started a company called Lens which could lead us away from the cloud and into the light. Chavez, along with co-investors and a fresh influx of capital from STC's Co-Investment Fund, is working right now at the Lobo Rainforest Building in downtown Albuquerque to create a new way to give online users control over their own data.

[Read more](#)

RAINFOREST SHOWCASE

A human ecosystem that fosters innovation and connectivity

November 8, 2018 • Albuquerque, NM

AFRL & STC Rainforest Showcase

Thursday, November 8
7:30 AM - 1:00 PM
Lobo Rainforest Building

The Air Force Research Laboratory (AFRL) of New Mexico and STC.UNM are co-hosting an exciting half-day event to highlight technology opportunities from AFRL and the University of New Mexico.

The agenda includes keynote speakers, technology presentations, networking, and a lunch panel with startup companies.

Register at: RainforestShowcase.Eventbrite.com

AFRL NEW MEXICO TECH ENGAGEMENT OFFICE

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

STC & Innovation Academy Fall I-Corps Program

Accepting applications now!



The Innovation Corps (I-Corps) Lobo Rainforest Site at the University of New Mexico is now requesting applications for its fall 2018 cohort.

The NSF-funded program's purpose is to foster innovation among UNM faculty and students. If you are a UNM faculty or student who wants to find out more about the program and apply for the fall 2018 session, go to the [Lobo Rainforest I-Corps](#) page. 10-12 UNM teams will be selected to participate. The application deadline is September 23, 2018 at 11:59 pm.

If you have any questions, contact program manager Cara Michalyszyn at cmichalyszyn@stc.unm.edu.

FY 2019 E-NEWSLETTERS


EDA University Center Kicking-Off this Spring



U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

Funded by the U.S. Economic Development Administration, the New Mexico Rainforest University Center provides training and technical assistance at all of the University of New Mexico sites. The platform for the training is e-commerce, designed to assist any business with its digital presence. Courses and certificates will be available to UNM students and community members. Learn more and see the upcoming events.

NM Rainforest University Center Program Launches in January



The new year at UNM main and branch campuses is off to a good start with the launch of a new statewide program that promises to boost entrepreneurial activity in communities across the state.

The NM Rainforest University Center Program is funded by a grant from the federal Economic Development Administration (EDA) and will provide entrepreneurial training and technical assistance to students and

STC 2019 Spring Seminar Series

STC/UNM, the University of New Mexico's technology-transfer and economic-development office, is hosting its 2019 spring seminar series. These seminars are free and open to the UNM community and the public, but registration is required.



101: The Netherlands and the U.S. – A Partnership that Works
 February 12, 1:30 pm – 2:30 pm
 Speakers: Gerbert Kunst and Roger van Laak
 Lobo Rainforest Building – Seminar Room

Japanese University Students Pitch Their Ideas at the Lobo Rainforest Building



Two groups of students from Japanese universities visited STC in February as participants in its Internship Academy.

New Mexico Startup Receives \$1.2 Million Grant from DOE for Solar Cell Technology



Local startup Osazda Energy, commercializing solar cell technology jointly developed at UNM and AFRL-NM by UNM Regents' Professor Sang M. Han and his team, has received \$1.2 million in funding from the DOE.


[READ FULL PRESS RELEASE](#)



Building a Rainforest in the Desert

Full articles and event listings are available at: stc.unm.edu

Startup Commercializing UNM Technology Receives \$2 Million SBIR Award




A drug discovered more than a decade ago at the University of New Mexico and New Mexico State University has new life, thanks to a recent discovery by scientists across the country at the University of Pennsylvania. These discoveries are being brought to market by a new startup company, Linnaeus Therapeutics, that is off and running to get a possible new breakthrough treatment to cancer patients around the world. The company recently received a \$2 million SBIR award.

New Collaborative UNM/AFRL Center Advancing High-Tech Manufacturing Technologies




New Mexico is fast becoming the place to be for the space and defense technology industries thanks to a new partnership between the UNM School of Engineering and the Air Force Research Lab. The Agile Manufacturing Center held its first showcase on Feb. 28.

Rainforest Pitch Competition



STC and the UNM Innovation Academy co-hosted their ninth Rainforest Student Pitch Competition on the evening of March 25, 2019 at Bow & Arrow Brewing Co. Thank you to all who attended to support our future entrepreneurs! If you weren't able to make it, you can check out the results here:

In the Spotlight – Peter C. Simons, Ph.D.



Dr. Peter C. Simons is a Research Assistant Professor in the Department of Pathology.

Dr. Simons research areas include Modification of beads for flow cytometry; Small GTPases; Red fluorescent polystyrene beads from different precursor beads to measure the activation of multiple GTPases.

NM Rainforest University Center Seminar Series

Funded by the U.S. Economic Development Administration, the NM Rainforest University Center program provides entrepreneurial training and technical assistance at all UNM campus sites. These seminars are free and open to the UNM community and the public, but registration is required. *In-person and live streaming options available.*

Market Analysis April 17, 12-1 p.m. Speaker: Susan Cornelius, Principal, Accelerate2Solutions Lobo Rainforest Building – Seminar Room REGISTER	Business Canvas May 2, 10-11 a.m. Speaker: Susan Cornelius, Principal, Accelerate2Solutions UNM Los Alamos campus REGISTER
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Seminar: Creative Strategies to Produce Innovation and Value in Healthcare



Presented by **Chuck Valauskas, JD, LL.M., Valauskas Corder LL (Chicago)**

Wednesday, April 24, 12-1 p.m.
Lobo Rainforest Building

This presentation will discuss a number of strategies that can be followed to produce economically valuable and IP-rich findings. The presentation will also provide how to approach possible collaborations with one or others to maintain control of development of the technology and in the upside generated from it.

Startup Mentoring Opportunities at the Rainforest - Open Office Hours

The Albuquerque Small Business Development Center (SBDC), Albuquerque Service Corps of Retired Executives (SCORE), and STC hold office hours offering free business mentoring every month at the Lobo Rainforest Building.

Upcoming Open Hours:	SBDC OPEN HOURS April 12, 8 a.m. - noon REGISTER	SBDC OPEN HOURS April 26, 8 a.m. - noon REGISTER	SCORE OFFICE HOURS April 26, 9 a.m. - noon REGISTER
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Innovate New Mexico® Holds Sixth Showcase Event



Innovate New Mexico, a network of the state's seven leading technology-transfer organizations, held its annual spring event showcasing innovative technologies from the state's research universities and national labs on May 7, 2019.

STC Welcomes New Staff Member Gregg Bannister



STC welcomes new staff member Gregg Bannister. Gregg joined STC/UNM as its Manager for Life Sciences on May 1, 2019. Gregg assists in evaluating new disclosures, protection of IP, and developing and implementing marketing strategy plans and licensing life sciences technologies. Gregg, who has a PhD in Genetics from the University of New Mexico, is also a registered patent attorney.

EVENTS

NM Rainforest University Center Seminar Series

Funded by the U.S. Economic Development Administration, the NM Rainforest University Center program provides entrepreneurial training and technical assistance at all UNM campus sites. These seminars are free and open to the UNM community and the public, but registration is required. *In-person and live streaming options available.*

The next seminar is:



Collaborative Problem Solving through Design Thinking Methodology
 Speaker: Nancy Lewis, MPA, M.S., Director of the UNM Innovation Academy's Canopy for Creative Collaboration at the Lobo Rainforest
 June 26, 12-1 p.m.
 Lobo Rainforest Building – Seminar Room
[REGISTER](#)

Post seminar recordings may be viewed online at: <http://loborainforest.com>

RAINFOREST PITCH COMPETITION

DO YOU HAVE AN INNOVATIVE IDEA FOR A PRODUCT, SERVICE, APP, OR TECHNOLOGY?

TRANSFORM THAT IDEA INTO A REALITY!

PITCH YOUR IDEA IN 90 SECONDS FOR A CHANCE TO WIN \$1,000 \$5,000 PRIZE POOL

Open to all college students from New Mexico institutions currently enrolled in the Spring 2019 semester.

APPLICATION DEADLINE: MARCH 19, 2019 **APPLY ONLINE: STC.UNM.EDU/EPC**

FINALIST LIVE PITCH MARCH 25, 2019 BOW & ARROW BREWERY 5:30-7:30PM



STC EVENTS

STC Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities – FY 2019 Q1

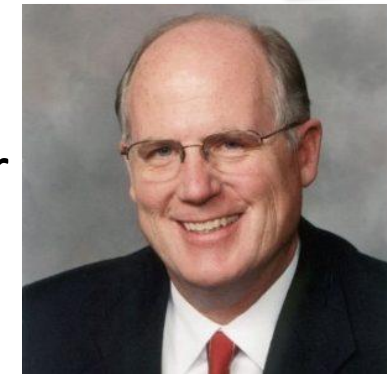
- ❖ Office hours with SCORE, August 24, September 28, 2018
- ❖ UNM Economic Impact Report Announcement, August 28, 2018
- ❖ “Basics of Employee Benefits for Start-Ups,” presented by Jaimie Cox, Axcress Financial Group, September 12, 2018



STC EVENTS

STC Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities – FY 2019 Q2

- ❖ “Pathways to Success, Small Business Ownership,” presented by Harsh Hariyani, CNM SBDC, October 9, 2018
- ❖ Office hours with SBDC, October 12, October 26, November 16, December 7, 2018
- ❖ Office hours with SCORE, October 26, November 30, 2018
- ❖ Rainforest Student Pitch Competition, November 5, 2018
- ❖ AFRL & STC Rainforest Showcase, November 8, 2018
- ❖ “Introduction to PTAC and Government Contracting,” presented by Steve Steward, PTAC Advisor, November 28, 2018



STC EVENTS

STC Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities – FY 2019 Q3

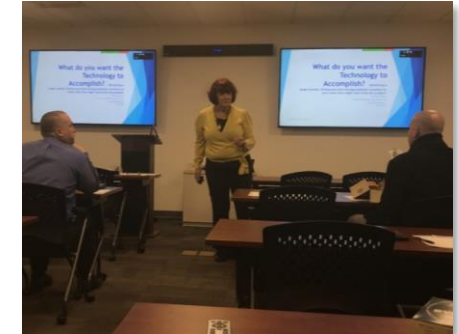
- ❖ “How to Learn Online/Meet the Mentor,” presented by University Center Site Mentors, January 15-23, 2019, UNM Gallup, UNM Valencia, UNM Los Alamos, UNM Taos and Lobo Rainforest
- ❖ Office hours with SBDC, January 18, February 1, February 15, March 8, March 22, 2019
- ❖ Office hours with SCORE, January 25, February 22, March 29, 2019
- ❖ “101: The Netherlands and the US – A Partnership That Works,” presented by the Netherlands Embassy, February 12, 2019
- ❖ AFRL-UNM Agile Manufacturing Center Showcase, February 28, 2019
- ❖ “How to Generate a Business Idea”, presented by Sandra Begay, March 20, 2019, UNM Gallup
- ❖ Rainforest Student Pitch Competition, March 25, 2019
- ❖ “Pitching and Presenting Your Idea”, presented by Gavin Leach, March 29, 2019, UNM Valencia



STC EVENTS

STC Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities – FY 2019 Q4

- ❖ Office hours with SBDC, April 12, April 26, June 14, and June 28, 2019
- ❖ Office hours with SCORE, April 26, May 31, and June 28, 2019
- ❖ “Market Analysis”, presented by Susan Cornelius, April 17, 2019, Lobo Rainforest Building
- ❖ Innovation Awards Dinner, April 23, 2019, UNM SUB
- ❖ “Creative Strategies to Produce Innovation and Value in Healthcare,” presented by Chuck Valauskas, JD, LL.M., Valauskas Corder LLC, April 24, 2019, Lobo Rainforest Building
- ❖ “Law of Written Description: How USPTO limits the scope of patent claims,” presented by Christopher Gram, Mueting, Raasch & Gebhardt, P.A., April 25, 2019, UNM HSC Domenici North
- ❖ “Business Canvas”, presented by Susan Cornelius, May 2, 2019, UNM Los Alamos
- ❖ Innovate New Mexico Technology Showcase, May 7, 2019, Sandia Event Center
- ❖ “Design Thinking,” presented by Nancy Lewis, UNM iA, June 26, 2019, Lobo Rainforest Building



OFFICE HOURS AT THE LOBO RAINFOREST

❖ SCORE

- Held on the last Friday of each month
- SCORE mentors meet with UNM students, faculty, and start-ups to discuss technology/business ideas

❖ STC.UNM

- Held on the last Friday of each month
- STC staff members available to meet to answer questions related to the technology-transfer process. UNM faculty are also welcome and encouraged to stop by to get any documentation signed related to their intellectual property. Notary available as well.

❖ Albuquerque Small Business Development Center (SBDC)

- Bi-weekly starting in October
- Provide one-on-one, confidential discussions and mentoring

❖ Public Speaking/Pitch Coaching

- Individual pitch coaching office hours



LOBO RAINFOREST BUILDING

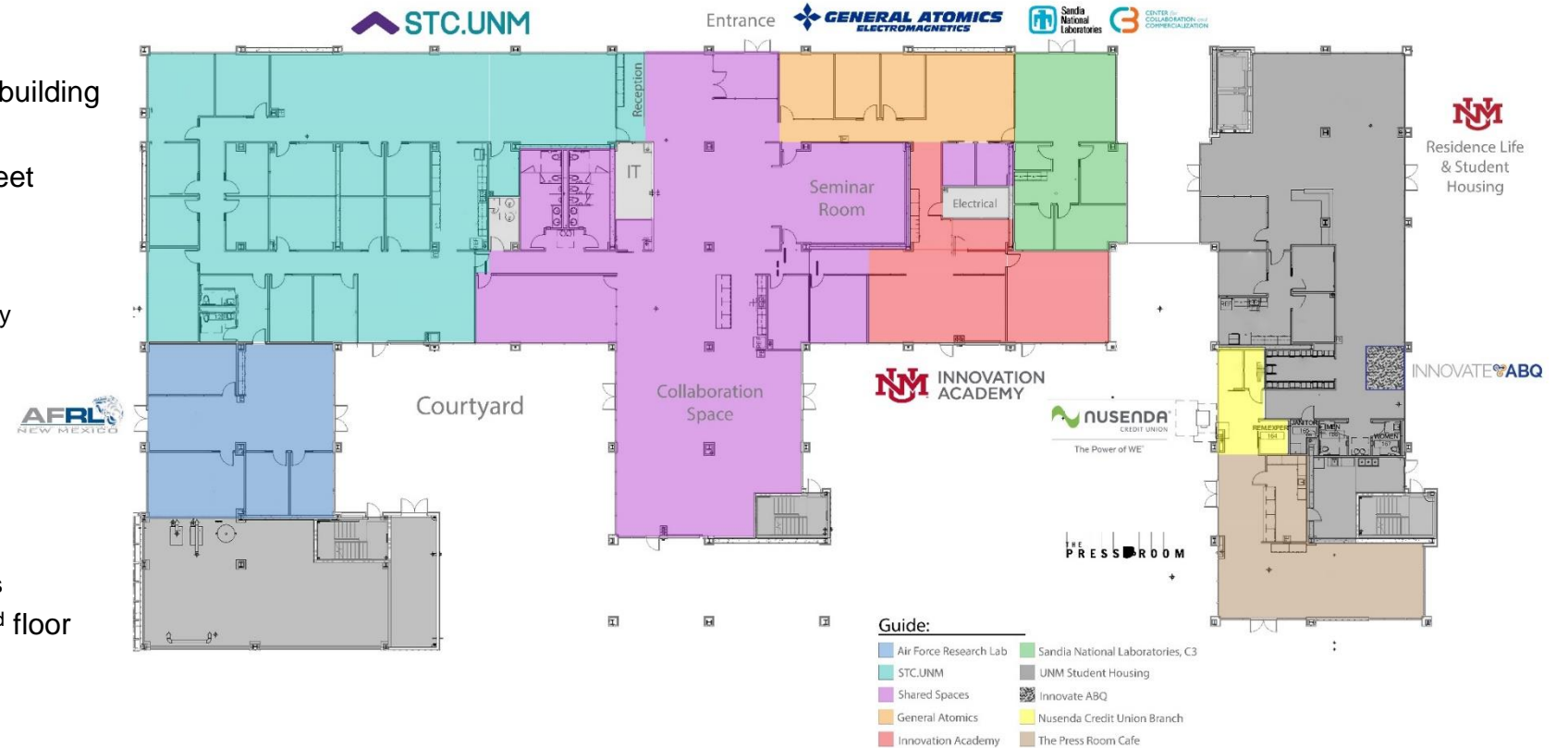
lobo RAINFOREST



LOBO RAINFOREST BUILDING

- ❖ First new building – Lobo Rainforest building held groundbreaking ceremony June 2016
- ❖ 158,830 square foot, Six story building
- ❖ Ground Floor–29,485 square feet
 - STC.UNM
 - Cecchi VentureLab (CVL)
 - UNM Innovation Academy
 - Air Force Research Laboratory
 - Sandia National Labs
 - General Atomics
 - Nusenda Branch/Café
- ❖ Upper five floors
 - 155 apartments
 - 2 bedroom/2 bath units
 - Small fitness center – 2nd floor

lobo RAINFOREST



LOBO RAINFOREST BUILDING

Events and Meetings FY 2019 Q1

- ❖ Economic and Rural Development Committee, New Mexico Legislature, July 13, 2018
- ❖ Sandia ThunderBird Cup, July 17-20, 2018
- ❖ Sandia/AFRL Rainforest Speaker Series, July 25, 2018
- ❖ AFRL First Friday, August 3, 2018
- ❖ National Lab Entrepreneurship Academy, August 9-11, 2018
- ❖ NMBIO – Spotlight on Intellicyt, August 16, 2018
- ❖ Lobo Rainforest Building Anniversary Mixer, August 24, 2018
- ❖ Sandia Labs Pitch Competition, September 13, 2018
- ❖ iA Dion’s Keep It Cool Challenge, September 20, 2018
- ❖ Sandia Meetings
- ❖ AFRL Meetings

- ❖ Innovation Academy Classes
 - Create, Sell, Bank Class, Fall 2018

- ❖ Several tours provided

LOBO RAINFOREST BUILDING

Events and Meetings FY 2019 Q2

- ❖ Navajo Nation, October 2, 2018
- ❖ AFRL RD & RV Recognition Award Ceremony, October 4, 2018
- ❖ NMSBA Leveraged Meeting, October 5, 2018
- ❖ Albuquerque Community Foundation, October 15, 2018
- ❖ AFRL SM Summit, October 16-17, 2018
- ❖ Science and Technology Legislative Interim Committee Meeting, October 18, 2018
- ❖ NMCANN, October 30, 2018
- ❖ NMSBA Leveraged Meeting, October 31, 2018
- ❖ Studio G Launch, November 12, 2018
- ❖ AFRL Hyperspace Challenge, November 13-16, 2018
- ❖ CyberForce Competition, November 29 – December 1, 2018
- ❖ President Stokes Holiday Networking Mixer, December 3, 2018
- ❖ AFRL Hour of Code, December 4, 2018
- ❖ Lens Launch Event, December 6, 2018
- ❖ Entrepreneur Awards for the Mayor's Prize, December 12, 2018
- ❖ Sandia Meetings
- ❖ AFRL Meetings
- ❖ Innovation Academy Classes
 - Create, Sell, Bank Class, Fall 2018
 - Lobo Rainforest I-Corps program



LOBO RAINFOREST BUILDING

Events and Meetings FY 2019 Q3

- ❖ Sandia Supplier Open House, January 8, 2019
- ❖ NM CFO Leadership Meeting, January 15, 2019
- ❖ Agile Manufacturing Board Meeting, January 24, 2019
- ❖ NMBIO, January 24, 2019
- ❖ Sandia Research Spotlight Forum, January 29, 2019
- ❖ Imagining American 2019 National Conference Steering Committee, January 30, 2019
- ❖ Rainforest Speaker Series, February 13, 2019
- ❖ NMBIO, February 14, 2019
- ❖ Design Thinking Training, March 8, 2019
- ❖ ACF Entrepreneurial Expo, March 20, 2019
- ❖ Various Sandia Meetings
- ❖ Various AFRL Meetings

- ❖ Innovation Academy Classes
 - Create, Sell, Bank Class, Spring 2019
 - Lobo Rainforest I-Corps program
 - Tech Navigator Kickoff, March 27, 2019
 - Science Girls Fashion Show, March 29, 2019

LOBO RAINFOREST BUILDING

Events and Meetings FY 2019 Q4

- ❖ AFRL STEM Maker Mobile, April 4, 2019
- ❖ NMSU/Sandia MOU signing, April 10, 2019
- ❖ NMBIO, “Gene Editing: Advancing Science For a Better World,” April 10, 2019
- ❖ Sandia/UNM Research Spotlight, April 17, 2019
- ❖ Downtown Community Schools Collaborative Council, April 23, 2019
- ❖ iA/Sandia Design Dash, April 30, 2019
- ❖ Sandia Supplier Open House, May 14, 2019
- ❖ NMBIO – “Financing Your Business Through An Angel Deal,” May 29, 2019
- ❖ Senator Heinrich Roundtable, May 30, 2019
- ❖ Sandia/UNM Research Spotlight, June 4, 2019
- ❖ Studio G Showcase, June 12, 2019
- ❖ Space Blimp Coding Challenge, June 13, 2019
- ❖ E3 Entrepreneurs in Action, June 20, 2019
- ❖ Various Sandia Meetings
- ❖ Various AFRL Meetings
- ❖ Innovation Academy Classes and Events
 - Create, Sell, Bank Class, Spring 2019
 - Lobo Rainforest I-Corps program
 - Tech Navigator Finals, April 12, 2019
 - College Survival, May 4, 2019
 - New Student Orientation, May 15, 2019



BUILDING A RAINFOREST IN THE DESERT FY 2019

ECONOMIC DEVELOPMENT



ECONOMIC DEVELOPMENT ACTIVITIES

UNM Rainforest Forum

- ❖ Formerly the UNM Economic Development Forum
- ❖ Over 200 members from the business community
- ❖ Meetings beginning August 24, 2012, meetings now quarterly
- ❖ FY 2019 topics/presenters:

Speaker	Date	Topic
Dr. Garnett Stokes, UNM President	8/28/2018	UNM Economic Impact Report Announcement
AFRL/STC Showcase	11/8/2018	Technology Presentations & Start-up Companies Panel
Rob Delcampo, UNM, Bill Szaroletta, UNM and Lisa Kuuttila, STC.UNM	2/14/2019	New Mexico Rainforest EDA University Center
Stephen Takach, UNM Valencia; James Malm, CEO, UNM Gallup; Cynthia Rooney, CEO, UNM Los Alamos; Patrick Valdez, CEO, UNM Taos - Moderated by: Lisa Kuuttila, STC.UNM	5/9/2019	UNM Branch Campus Activities

ECONOMIC DEVELOPMENT ACTIVITIES

UNM Economic Development Council

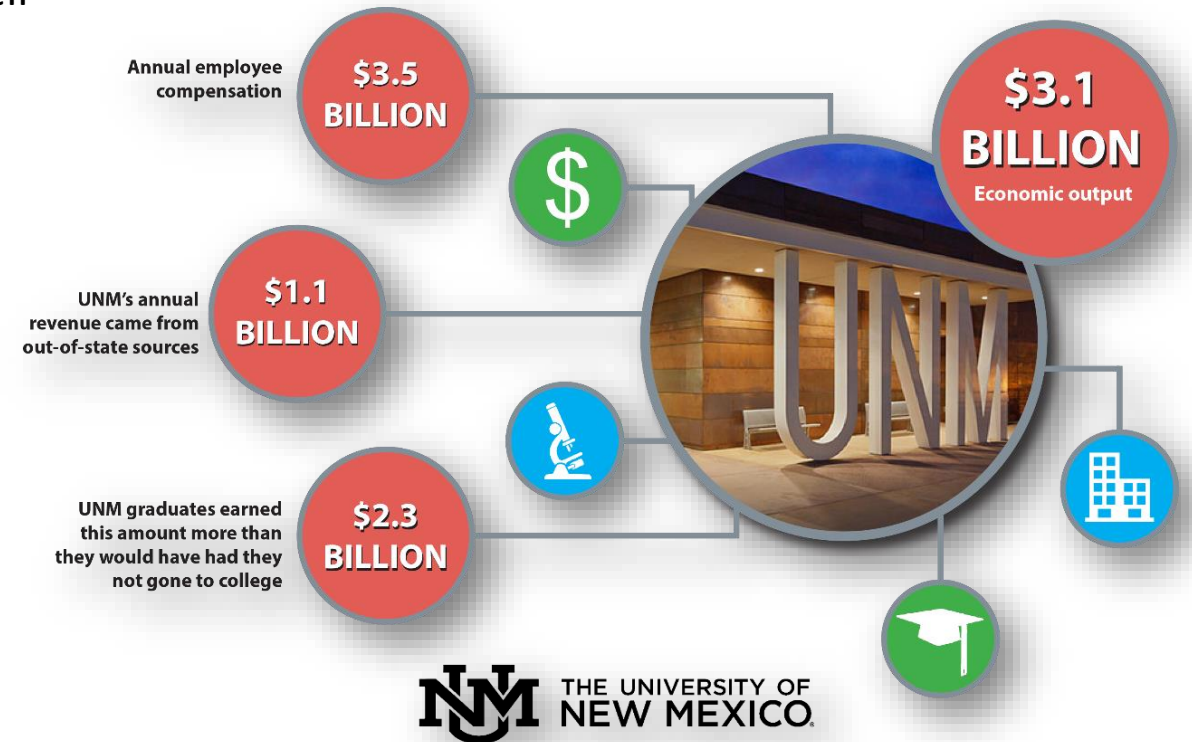
- ❖ 42 members
- ❖ Meetings beginning June 26, 2013, will now be quarterly in FY2019
- ❖ EDC will be an advisory board for NM Rainforest University Center (EDA Grant)
- ❖ FY 2019 topics/presenters:

Speaker	Date	Topic
Dr. Garnett Stokes, UNM President	8/28/2018	UNM Economic Impact Report Announcement
Myrriah Tomar, Director, Office Science & Tech, NMEDD	9/27/2018	Update on Office of Science & Technology and Programs
Cara Michaliszyn, STC.UNM, and Achraf Nouredine, PhD and Rita Serda, PhD, UNM Health Sciences	1/24/2019	Lobo Rainforest I-Corps Program
Synthia Jaramillo, Director, Economic Development, City of Albuquerque	4/25/2019	City of Albuquerque Economic Development Strategy Update

ECONOMIC DEVELOPMENT ACTIVITIES

UNM Economic Impact Report Announcement

- ❖ Supported by a \$50,000 grant from New Mexico Gas Company/Emera, Inc.
- ❖ The study was conducted by Kelly O'Donnell
- ❖ Report released on August 28, 2018



NM THE UNIVERSITY OF NEW MEXICO

SPEAKING ENGAGEMENTS

STC Staff Invited to Present or Speak at Various Events, Meetings and Classes FY 2019

❖ Presentations to Organizations Outside of UNM

- Sonora Round Table, 8/22/18 – presented by Lisa
- Federal Lab Consortium, 8/31/18 – presented by Cara
- NAIOP, 10/1/18 – presented by Lisa
- CISTAR, 10/3/18 – presented by Lisa
- Economic and Rural Development Committee, 10/12/18 – presented by Lisa
- Tech Transfer Working Group Panel, 10/16/18 – presented by Lisa
- NMBio Knowledge Fair, 10/29/18 – presented by Lisa and Jovan
- APLU, 11/11/2018 – presented by Cara
- Chamber's Technology and Innovation SAT, 11/14/18 – presented by Lisa
- STEM Boomerang, 12/20/18 – presented by Lisa
- Agile Manufacturing Board Meeting, IP 101, 1/24/19 – presented by Lisa
- APS Digital Learning Conference, 1/30/19 – presented by Lisa
- Leadership Albuquerque, 3/27/19 – presented by Lisa
- APLU Summer Meeting, 6/18/19 – presented by Lisa

ASSOCIATION OF PUBLIC & LAND-GRANT UNIVERSITIES

Innovation & Economic Prosperity Universities Place Award

- ❖ University of New Mexico won the IEP Place award for exemplary initiatives resulting in social, cultural, or community development
- ❖ Award application focused on the Lobo Rainforest
- ❖ Winners of the awards were announced at the 2018 APLU Annual Meeting in New Orleans, LA in November 2018



Richard Wood, Ph.D., UNM's Interim Provost & Executive Vice President for Academic Affairs, Cara Michaliszyn, STC's Director of Economic Development, Julie Lenzer, Chief Innovation Officer and Director of University of Maryland Ventures

December 3, 2019

ASSOCIATION OF PUBLIC & LAND-GRANT UNIVERSITIES

Commission on Economic Engagement (CECE)-Council on Research Summer Meeting

- ❖ Lisa Kuuttila, was invited to give opening remarks and introduce a session to chief economic and community engagement officers, vice presidents for research and other administrators who are responsible for planning, executing, and communicating their institution's work in economic development and public engagement.
- ❖ Spoke about the Lobo Rainforest EDA University Center entrepreneurial and training program expansion to UNM's branch campuses this year and the importance of partnerships between universities and their EDOs.
- ❖ June 18, 2019 at Penn State University, State College, PA



ECONOMIC DEVELOPMENT ACTIVITIES

Economic Development Surveys

- ❖ 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

- ❖ Distributed next Internal UNM Community Survey in December 2018, closed January 31, 2019

- ❖ Distribute next External Business Community survey in May 2019 and close on July 31, 2019



ECONOMIC DEVELOPMENT ACTIVITIES

Economic Development Surveys – Internal

- ❖ Fall 2018
- ❖ Distributed via the faculty list serv to over 3000 faculty emails; There were 143 complete responses.
 - 92% of faculty believe economic development should be a priority of their college/school (“moderate to very high responses”) (88% in 2015)
 - 99% of faculty believe economic development should be a priority of UNM (“moderate to very high responses”) (90% in 2015)
 - 52% (60% in 2015) of faculty assess the support of economic development as “good or higher” for their school/college and 50% (65% in 2015) for UNM
 - Approximately two-thirds of the faculty believe that UNM performs in the range good to excellent in the following economic development measures:
 - Ensure that University Activities Benefit the Public (increase from 2015)
 - Provide relevant education opportunities and programs
 - Over half of the faculty believe that the University of New Mexico performs good or better in the following economic development measures:
 - Engage and assert institutional leadership
 - Create a Supportive Culture
 - Promote Openness, Accessibility and Responsiveness
 - Communicate Contributions, Successes, Achievements, that Benefit Region



LOBO RAINFOREST I-CORPS SITE



- ❖ To encourage and support entrepreneurs from all disciplines and backgrounds at UNM to commercialize their projects, create new start-up businesses, generate licensing agreements and business models, and submit fundable proposals to the I-Corps program
- ❖ Receive up to \$3,000 to participate in the customer discovery process of a STEM-related innovation
- ❖ 2 cohorts per year
- ❖ Program consists of workshops and meetings over 10 weeks, where teams work to validate the market size, value propositions, and customer segments of their innovations
- ❖ First Cohort started in October 2017, Next cohort will begin in Sept. 2019
- ❖ <http://loborainforest.com/icorps/>

LOBO RAINFOREST I-CORPS SITE

Fall 2018 UNM Teams



- ❖ A portable, pivoting, and stowable tray for chair and wheelchair use
- ❖ A cleaning, and storage system for cosmetic sponges
- ❖ AI friendly repository of current medicine practice guidelines
- ❖ Additives to prevent rancidity (soapy taste) in breast milk
- ❖ Silicified cancer cell vaccine (pathogen mimic)
- ❖ New method of intubation
- ❖ Prevents accidental opioid overdose by creating a wearable auto-injector



LOBO RAINFOREST I-CORPS SITE

Fall 2018 Final Presentations



December 3, 2019

LOBO RAINFOREST I-CORPS SITE

Spring 2019 UNM Teams



- ❖ A software that acts as a tool for those who want to change their physical address across any product, service, or platform in under a minute.
- ❖ A digital platform allowing students to optimize their university's resources through advanced customization and networking.
- ❖ Wheelchair armrest for stroke patients
- ❖ Arterial Pulse Oximetry
- ❖ Red-eye reflex in order to recognize change; consequently, this could help identify early stages of eye disease.
- ❖ Comprehensive at home blood testing device.
- ❖ Blanket Booster for hospitals, nursing homes and other medical applications **(UNM Gallup)**
- ❖ TaosWorks is a coworking space and a business creation lab. **(UNM Taos)**
- ❖ Developing Manufactured housing Site Development technology
- ❖ Biome Crosstalk to diagnose Inflammatory bowel disease (IBD) and develop personalized therapies and strategies for patients.
- ❖ Broad Spectrum HPV Antivirals that prevent infection and/or neoplastic progression.
- ❖ A new class of mini centrifuge for continuous, high-volume separation of solids from a liquid feed.
- ❖ Enterprise system that would improve employee productivity and efficiency within an organization.
- ❖ Non-destructive measurement of the absorption coefficient of the doped single-mode optical fibers.
- ❖ Development of Fully Autonomous Mobile Robotics using Deep Learning and Deep Reinforcement Learning



LOBO RAINFOREST I-CORPS SITE

Spring 2019 Final Presentations



Reviewers of presentations:

- Robert Fisher, Principal, Fisher Leadership Strategy Execution
- Lisa Kuuttilla, CEO, STC.UNM
- Myrriah Tomar, Director, Science and Technology Office, NMEDD
- Chuck Wellborn, Wellborn Strategies LLC



LOBO RAINFOREST I-CORPS SITE

National Labs

- ❖ Starting in Fall 2018, teams from both Sandia and AFRL-NM are participating in the National Labs Lobo Rainforest I-Corps Site
- ❖ Fall 2018 Teams
 - Sandia Team - Cheap & Fast DNA sequencing
 - AFRL Team - Mid-infrared light sources
- ❖ Spring 2019
 - AFRL Teams
 - Technology that allows user to image artificial satellites during the daytime.
 - Incorporate/prototype affordable adaptive optics (Fast Steering Mirror) for smaller telescopes
- ❖ Labs are providing program support and team funding
- ❖ 10 weeks of training and meetings

EDA UNIVERSITY CENTER

New Mexico Rainforest



- ❖ 5-year grant, \$564,250 from EDA
- ❖ STC and UNM, in a partnership with the Innovation Academy will expand the Rainforest model to the branch campuses.
- ❖ The program will be a blended model of training, support, and resources for emerging entrepreneurs provided by experts/mentors who will instruct onsite and through distance learning and teleconferencing that will build relationships and skills at all of the UNM sites (Main Campus, West, Taos, Valencia, Gallup and Los Alamos).



UNIVERSITY CENTER SITE MENTORS

FY2019



Sandra Begay
UNM Gallup Site Mentor



Susan Cornelius
UNM Los Alamos Site Mentor



Stacy Sacco
UNM Taos Site Mentor



Cecilia Pacheco
UNM Main Site Mentor



Alex Roerick
UNM Valencia Site Mentor

UNIVERSITY CENTER

FY 2019 Activities – Q2

- ❖ Visits to each of the branch campus in October-December
- ❖ NMRainforest.com page created
- ❖ Seminar Series planned:
 - January 16-23, 2019 – **“Meet the Mentor,”** presented by: University Center Site Mentors, Location: Lobo Rainforest, UNM Gallup, UNM Valencia, UNM Los Alamos, UNM Taos
 - March 20, 2019, 12:00pm – **“How to Generate a Business Idea,”** presented by Sandra Begay, Location: UNM Gallup
 - March 29, 2019, 10:00am – **“Pitching/Presenting your Idea,”** presented by Gavin Leach, Location: UNM Valencia
 - April 17, 2019, 12:00pm – **“Market Analysis,”** presented by Susan Cornelius, Location: Lobo Rainforest
 - May 2, 2019, 10:00am – **“Business Canvas,”** presented by Susan Cornelius, Location: UNM-Los Alamos
 - June 23, 2019, 12:00pm – **“Design Thinking,”** presented by Nancy Lewis, Location: Lobo Rainforest
- ❖ Assessments to follow seminars for credit for Entrepreneurial Capabilities Certificate



UNIVERSITY CENTER

FY 2019 Activities – Q2

- ❖ Create, Sell, Bank course offered online to all branch campuses and community members starting January 2019.
 - Framework for eCommerce, affiliate marketing, how working online can inform your business/non-profit
 - Class offered for credit via UNM Online or for certificate for community members
- ❖ Instructor: Bill Szaroletta, P.E.
- ❖ Enrollment for Spring 2019 – 25 students

Branch	Subject	Number	Section	Enrollment
UNM Main	LAIS	309	014	1
Los Alamos	UNIV	101	302	8
Gallup	MGMT	190	470	9
Taos	MGMT	190	800	7
Valencia	MGMT	190	510	0

UNIVERSITY CENTER

FY 2019 Activities – Q3 & Q4

❖ Seminars Held

- March 20, 2019, 12:00pm– **“How to Generate a Business Idea,”** presented by Sandra Begay, Location: UNM Gallup
 - 61 Registrations
 - 9 completed assessments
- March 29, 2019, 10:00am – **“Pitching/Presenting your Idea,”** presented by Gavin Leach, Location: UNM Valencia
 - 21 Registrations
 - 7 completed assessments
- April 17, 2019, 12:00pm – **“Market Analysis,”** presented by Susan Cornelius, Location: Lobo Rainforest
 - 23 Registrations
 - 5 completed assessments
- May 2, 2019, 10:00am – **“Business Canvas,”** presented by Susan Cornelius, Location: UNM-Los Alamos
 - 10 Registrations
 - 2 completed assessments
- June 23, 2019, 12:00pm – **“Design Thinking,”** presented by Nancy Lewis, Location: Lobo Rainforest
 - 32 Registrations
 - 6 completed assessments



STEM BOOMERANG

December 18-20, 2018

- ❖ Connecting top STEM professionals with opportunities to grow and innovate in New Mexico
- ❖ Utilizing previously untapped resources, Operation Boomerang will connect New Mexico's young, highly-educated STEM professionals with start-up, tech and biotech, and research career opportunities in New Mexico.
- ❖ Started by Maggie Werner-Washburn, PhD
- ❖ <https://stemboomerang.org/>



CONFERENCES IN JAPAN

FY 2019

❖ Conferences

- UNITT Annual Conference 2018 at Ochanomizu Women's University
- Wellspring session: presented "Flintbox inquiry success case at STC.UNM"
Moderator: Wellspring, Panelists: STC.UNM, Todai TLO, Kobe University
- MEXT (Ministry of Education of Japan) meeting with University Academia Collaboration Director Mr. Murase: gave a presentation about STC
- Osaka City University, meeting with Director Orihara, Manager Shimohara, Professor Takui – they have received an AFRL grant
- AOARD/Ohio State University/UNM visit to KIT and JAIST
- Kyushu University - Presentation speaker at Kyushu University on March 13th&14th
 - STC overview and internship program and international program to Kyushu University's Office of Research admin staff. 2 other speakers were Taro Yaguchi, International Patent Attorney based on Philadelphia, but he is also a Origami Artist. Mitsu Yamamoto, managing director of Japan Technology Group.
- City of Sanda supporting program presentation on March 16th
 - Presentation to recruit Professional Internship Program in August 2019



GRANTS AND AGREEMENTS IN JAPAN

FY 2019

❖ Grants

- Osaka Prefecture University MEXT Leading Graduate Program – not awarded
- Japan Agency for Medical Research and Development (AMED) RFP:
submitted with Earnest and Young Japan Team to conduct market research about bio-related start-up in US
 - Contract with E&Y for \$10,000

❖ International Virtual Office Agreement

- Monthly Fee to access STC staff and interns for marketing and research
 - Kansai TLO
 - August 2018 to March 2019, \$4,000 fee
 - Extended for 6 months, April 2019 – September 2019
 - Tech Manage Corporation (TBD)

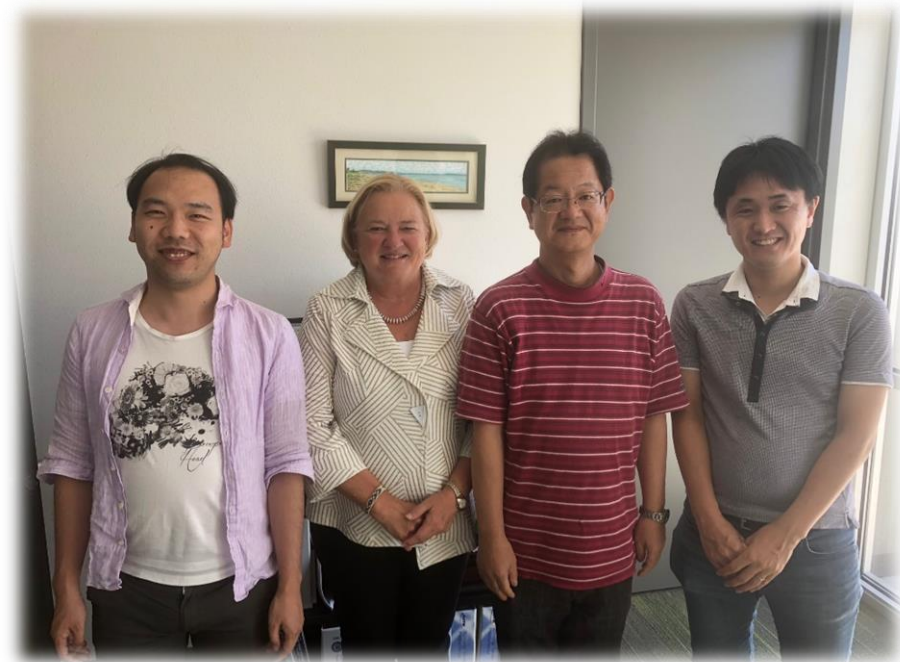
UNM/AFRL VISIT IN JAPAN

- ❖ The Japan Aerospace Exploration Agency(JAXA)
- ❖ Waseda University
- ❖ AFOSR(Tokyo Office)
- ❖ Kansai TLO
- ❖ Kyoto University
- ❖ Osaka Prefecture University



PROFESSIONAL INTERNSHIP ACADEMY

- ❖ Tech Manage Corporation (President Hara, Managing Director Usui, Managing Director Yamamoto) 1 week, \$3,000 in September
- ❖ Tech Manage Corporation is a private company specializing in technology transfer. They have partnerships with 13 national universities, main client is Osaka University.



December 3, 2019

PROFESSIONAL INTERNSHIP ACADEMY

February 2019

- ❖ Osaka Prefecture University Pitch
 - 5 PhD students and 1 professor
 - Engineering Department
- ❖ Mukogawa Women's University Pitch
 - 8 undergraduate students
 - Health Sports Science Department



KYODAI ORIGINAL, INC VISIT

February 2019

- ❖ Shinji Ohnishi, Executive Director, Kyodai Original Inc. (Japan's first economic development organization based on Kyoto University, 2nd largest national university in Japan)
- ❖ Shinji was former CEO of Kansai TLO, who signed MOU with STC



COURTESY MEETING WITH CONSULATE GENERAL OF JAPAN WITH PRESIDENT STOKES AT UNM

April 2019



Meeting with Ms. Takeuchi, Consulate General of Japan in Denver and President Stokes to discuss relationship between Japan, State of New Mexico, and UNM.

INNOVATION ACADEMY VISIT

Osaka Prefecture University



- ❖ Set up 2+2 program with Osaka Prefecture University (once they merge with Osaka City University)
- ❖ Plan for summer program, aiming for May 2020 to bring UNM students to Japan.



INNOVATION ACADEMY VISIT

Yamanashi Gakuin University



- ❖ Meeting with President and Chairman, Furuya, Yamanashi Gakuin University
- ❖ Meeting with International College of Liberal Arts to set up 2+2 program in Computer Science

ATHLETIC/SPORTS CAMP AT UNM

❖ University of Tsukuba Swim Team

- Term: 12/22/2018 to 1/5/2019
- 16 swimmers
- \$9,164 - Income to UNM Rec

❖ University of Chukyo Swim Team

- Term: 2/19/2019 to 3/15/2019
- 6 swimmers and 2 staff
- \$10,775 - Income to UNM Rec



BUILDING A RAINFOREST IN THE DESERT FY 2019

PARTNERSHIPS



INNOVATION ACADEMY

Program Data



Robert G. DelCampo, Ph.D.

Interim Dean
University College

Executive Director
Innovation Academy
Office of the Provost and Executive VP for Academic Affairs

Program progress:

- >50% female, >50% students of color, >65% first generation college students
- Pitch Competitions had over 190 companies/groups and over \$50,000 in prize money
- 82 students enrolled in 2+1+2 Associates to MBA

INNOVATION ACADEMY – STC PARTNERSHIP

Activities

- ❖ Create, Sell, Bank Class continue in Spring 2019
- ❖ Grant(s) (IA & STC joint)
 - Ongoing NSF I-Corps site
 - Received EDA University Center grant
 - Dedicated site mentors at each of the UNM Branch Campuses
 - Entrepreneurial Certificate program through seminar series
 - CSB Class Online/Available to Branch Campuses
- ❖ Pitch Competition
 - Finals on March 25, 2019
 - Next competition – October 28, 2019
- ❖ Pitch Deck Competition (raised \$30K)
 - December 2, 2019

RAINFOREST STUDENT PITCH COMPETITION

This is a community initiative to help recognize our student entrepreneurs in the state!

- ❖ Hosted by STC.UNM and the UNM Innovation Academy
- ❖ Latest competition held on March 25, 2019, 5:30pm-7:30pm at Bow and Arrow.
- ❖ 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
- ❖ Spring 2019 Competition sponsored by Nusenda Credit Union and New Mexico Gas Company



RAINFOREST STUDENT PITCH COMPETITION

November 5, 2018

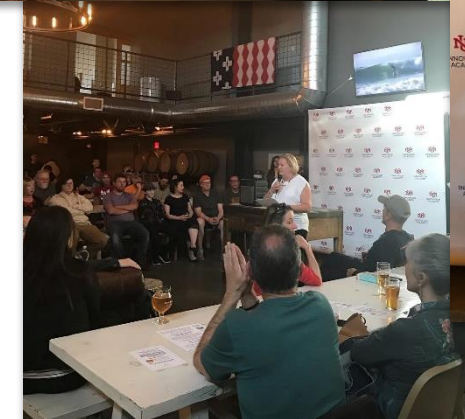
- ❖ 11 Finalists
- ❖ Audience choice (\$1,000 prize)
 - Jonathan Yarmey, Trident Bionics, a completely redesigned intubation device
- ❖ Judges' Choice (\$750 each)
 - ❖ Audriana Stark and Franchesca Castillo, Wild Woman Kombucha Company, a healthy, fermented tea, known as kombucha
 - ❖ Mercedes Ortega-Kennedy, Tiny Touch Neonatal Vital Monitor, a noninvasive, reusable, durable medical device for monitoring neonatal vitals
 - ❖ Jason Boxum, Parental Values LLC, a commercial-grade, mobile-management app for parents, teachers and students
 - ❖ Ginger Wright and Lauren Martinez, Envision, a digital platform (app & website) for students to optimize their university resources through advanced customization



RAINFOREST STUDENT PITCH COMPETITION

March 25, 2019

- ❖ 10 Finalists
- ❖ Audience choice (\$1,000 prize)
 - Molly Schmeltzer and Katherine Brunner, *E-merge Technologies*, software that integrates data from various financial and accounting software programs to eliminates repetitive tasks for grant writers (undergraduate students, Anderson, UNM main)
- ❖ Judges' Choice (\$750 each)
 - Breanna Gonzales, Wildland Women Co., clothing brand for women wildland fire fighters (undergraduate student, University College/Liberal Arts, UNM main)
 - Luis G. Hernandez, The Kool Keeper, temperature-regulated shipping materials for the transport of temperature-sensitive products (undergraduate student, Business Administration, UNM main)
 - Shelby Ramey, Healthy Pawz, fitbit for dogs that tracks their health concerns (undergraduate student, Business Administration, UNM main)
 - Virginia Primozic, CoverJack, a product that relieves the weight and friction of bedding from the legs and feet of bedridden and long-term care patients (graduate student, Business Administration, UNM Gallup)
- ❖ Remaining Finalists receive \$250 per team



STUDENT BUSINESSES

Pitch competition companies in business

- ❖ BioSafe Defenses
- ❖ EcoPesticides
- ❖ Cornivore
- ❖ Armis
- ❖ \$ave \$quad
- ❖ Pencil-In
- ❖ Ale Republic
- ❖ Blossom Beauty
- ❖ TABS
- ❖ Back to Earth (raised over \$1M in crowdfund campaign)
- ❖ Inde Beat
- ❖ Saavy
- ❖ CRAFTED ABQ
- ❖ RepUniversity
- ❖ Shutter Bombs, LLC
- ❖ Adaptive Biomedical Design
- ❖ Dipped by Dee
- ❖ Kaiser Music LLC
- ❖ Wild Woman Kombucha Company
- ❖ Parental Values
- ❖ SipaVax

PITCH DECK COMPETITION

In Partnership with Innovation Academy

- ❖ Raised \$30K for Fall 2019 Competition
- ❖ Early-stage pitch competition bringing together university entrepreneurs from all over New Mexico for chance to win a prize pool of approximately \$20,000
- ❖ 2 round competition
 - 1st round – 5 minute video delivering a pitch deck
 - 2nd round – 10 minute pitch deck presentation in front of a panel of judges
- ❖ Finals on December 2, 2019 at the Lobo Rainforest



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, NASA

INNOVATE NEW MEXICO®

Discover The State of Innovation



INNOVATE NEW MEXICO®

Discover *The State of Innovation*

❖ Program details for May 7, 2019 event:

- **Welcome:**
 - Jon Clark, Deputy Secretary, New Mexico Economic Development Department
- **Keynote Speaker:**
 - Mara Aspinall, Co-Founder and Managing Director, BlueStone Venture Partners, LLC
- **Startup Panel:**
 - John Brown, CEO, Silent Falcon
 - Steve Graves, PhD, President & CEO, BennuBio, Inc.
 - Charles C. Harb, PhD, CEO & President, RingIR, Inc.
 - Federica Pericle, PhD, President & CEO, Agilvax, Inc.
 - David Smidt, Owner, Mother Road Mobile Canning
- **Technology Presentations:**
 - Adaptive Space Time Processing - Khanh Pham, PhD, AFRL
 - NASA Innovations in Battery Technologies - Walter Ugalde, NASA Johnson Space Center
 - Real-Time Measurement and Monitoring of Plant Water Status - David Hanson, PhD, UNM
 - Metasurface Technologies for Fast and Cheap DNA Sequencing - Adam Backer, PhD, Sandia
 - PYR LnESS: Rare Earth Starting Materials - Ross Beattie, PhD, Los Alamos National Laboratory
 - Circular RNAs for the Diagnosis and Treatment of Brain Disorders - Nikolaos Mellios, PhD and Alex Hafez, UNM
 - Observing Satellites in the Daytime - Scott Milster & Waid Schlaegel, AFRL
 - DynAmmo Gas Sensors: Less Ammonia, More Profit - Kannan Ramaiyan, PhD, Los Alamos National Laboratory
 - Bio-Inspired Deep Foundations Piles - Craig Newton, PhD, NMSU
 - Paraquat as an Adjuvant for Insecticidal Bednets - Cody Champion, PhD, NMSU
 - Innovation and Technologies at White Sands - Joe Bullington, NASA White Sands
- **Closing:**
 - Jennifer Sinsabaugh, CEO, New Mexico Manufacturing Extension Partnership

INNOVATE NEW MEXICO®
Discover *The State of Innovation*

Technology Showcase

May 7, 2019 • 8AM -5PM
Albuquerque, New Mexico

This special collaborative event will highlight research and technology opportunities, start-up companies, and economic development resources from the leading research institutions in the state of New Mexico!

Representatives and researchers will be in attendance from seven major research institutions in New Mexico, including the University of New Mexico, the Air Force Research Lab, Los Alamos National Lab, Sandia National Labs, NASA-White Sands Test Facility, New Mexico Tech and New Mexico State University.

Early registration is \$30, space is limited.

Showcase will be held at the [Event Center at Sandia Golf Club](#) (30 Rainbow Road, Albuquerque, NM 87113)

Register at: <https://innovate-new-mexico.eventbrite.com>

Logos of participating institutions: NM THE UNIVERSITY OF NEW MEXICO, STC.UNM, NASA, MEP, AFRL NEW MEXICO, NEW MEXICO ECONOMIC DEVELOPMENT, NM STATE UNIVERSITY, Los Alamos NATIONAL LABORATORY, NEW MEXICO TECH, Sandia National Laboratories.

INNOVATE NEW MEXICO TECHNOLOGY SHOWCASE

May 7, 2019



INNOVATE NEW MEXICO TECHNOLOGY SHOWCASE

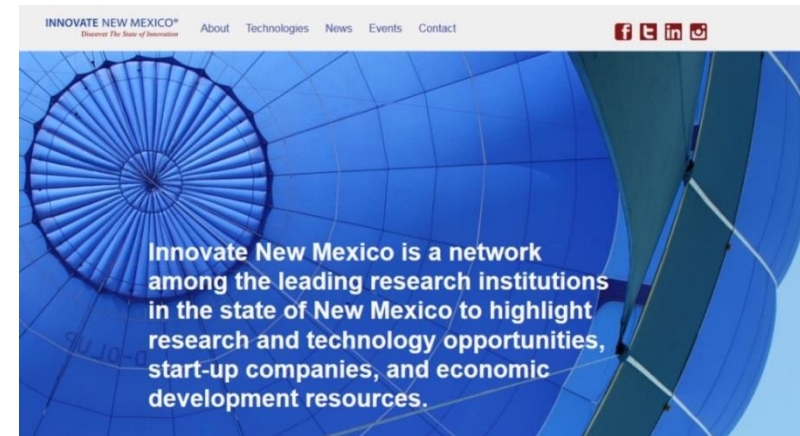
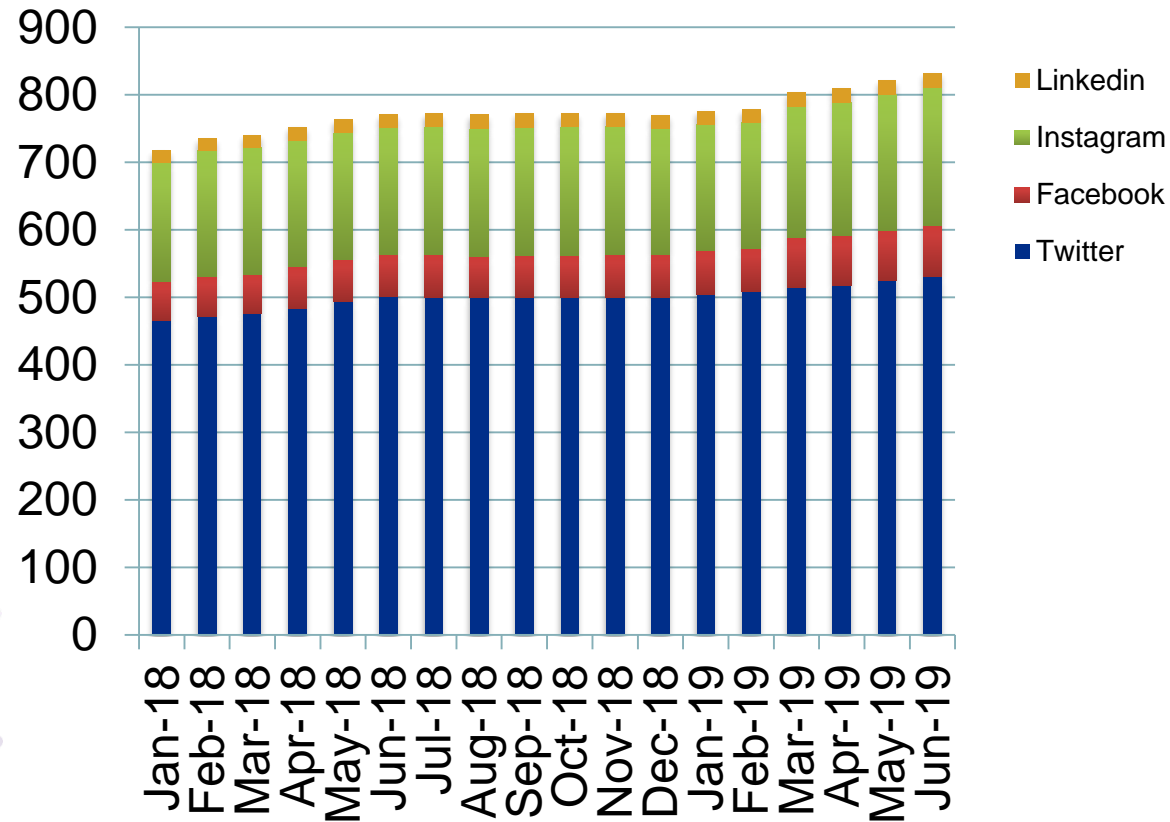
May 7, 2019

- ❖ 120 investors, entrepreneurs, industry reps, and local business members in attendance.
- ❖ 15 New Mexico startup companies and business organizations exhibiting.
- ❖ NASA was a partner in the event for the first time.
- ❖ Companies/Venture Funds in attendance at the Innovate New Mexico Tech Showcase included:
 - BlueStone Venture Partners
 - New Mexico Angels
 - Sun Mountain Capital
 - Dow Chemical Company
 - Aspen Vista Capital
 - Tramway Venture Partners



INNOVATE NEW MEXICO

Website and Social Media



InnovateNewMexico.com
 Follow @InnovateNewMexico/@InnovateNM

CONNECTIONS

- ❖ NMBIO*
- ❖ New Mexico Angels*
- ❖ Greater Albuquerque Chamber of Commerce
- ❖ New Mexico Tech Council
- ❖ Coronado Ventures Forum
- ❖ Technology Research Collaborative*

*STC staff is a member of the board.

GREATER ALBUQUERQUE CHAMBER OF COMMERCE

New Mexico Roadrunners

- ❖ New Mexico Roadrunners are goodwill ambassadors representing Albuquerque's business community who travel twice per year to different regions of the state to meet with local businesses, chambers of commerce, economic development organizations, elected and appointed officials, and community leaders.
- ❖ June 4-5, 2019 - More than 30 Albuquerque business leaders joined the overnight trip that included stops in Gallup, the Navajo Nation, Farmington, and Chaco Canyon
- ❖ Meetings with influential local leaders, including mayors, state legislators, and the Navajo Nation President.



CONNECTIONS

Partnership Intermediary Agreement with AFRL through New Mexico Tech – FY 2019

❖ **STC Members Providing Support For AFRL:**

- Arlene Mirabal, Director of Commercialization, AFRL PIA Project Manager
- Gabe Wilkinson, Commercialization Assistant
- Cecilia Pacheco, Economic Development & Project Specialist
- Innovation Interns

❖ **FY 2019 Training Activities:**

- Bi-weekly meetings including operations, Marketing, IP, and innovation
- Training sessions for Wellspring Sophia Software System
- Training seminars on Compliance
- Training Seminar on STC Startup Venture Program

CONNECTIONS

Partnership Intermediary Agreement with AFRL through New Mexico Tech – FY 2019

❖ **FY 2019 Marketing Activities:**

- Bi-weekly marketing meetings
- Monthly Marketing Review Meetings
- Prior-art searches
 - 15 prior art searches conducted
- Targeted marketing campaigns
 - Of the 20 targeted email campaigns executed in FY2019
 - 520 marketing interactions from email campaigns
 - 72 serious leads/responses requesting more information

- Invention disclosures
 - 16 new invention disclosures
- Agreements
 - 3 NDAs signed
 - 2 PLAs in-process

❖ **Additional Support:**

- First AFRL Innovation Awards held October 2018

CONNECTIONS

Partnership Intermediary Agreement with AFRL through New Mexico Tech – FY 2019

❖ **FY 2019 Marketing Activities (continued):**

- **Development of Technology Reports:**

- Beam Combining – consisting 7 technologies
- Cold Atom Technology – consisting 1 technology
- Electromagnetic Radiation Reflectors – consisting 1 technology
- Electron Beam/Nonlinear Transmission Lines – consisting 3 technologies
- Fiber Lasers/Amplifiers – consisting 5 technologies
- Magnetrons – consisting 3 technologies
- Mesh Generation – consisting 1 technology
- Permanent Magnets – consisting 1 technology
- Raman Amplifiers – consisting 6 technologies
- Thermal Management – consisting 3 technologies
- Wave Front Control & Adaptive Optics – consisting 1 technology
- Zoom Antennas – consisting 1 technology
- Composite Structures – consisting 6 technologies

- Deployable Structures – consisting 6 technologies
- Electromagnetics/Photonics – consisting 2 technologies
- Illumination Systems – consisting 1 technology
- Manufacturing – consisting 1 technology
- Material Testing – consisting 2 technologies
- Sensors – consisting 4 technologies
- Vibration Isolation – consisting 1 technology

CONNECTIONS

Partnership Intermediary Agreement with AFRL through New Mexico Tech – FY 2019

❖ **FY 2019 Collaboration Activities:**

- **Rainforest Showcase**
 - Tech Flow
 - West Coast Solutions
 - Tosoh
- **Agile Manufacturing Showcase**
 - 3D Proven Systems/Root 9
 - IDEAS Engineering & Technology
 - Optomec
 - Silent Falcon UAS
- **Innovate New Mexico 2019**
 - Parsons Corporation
 - Solstar Space
 - ExoAnalytic Solutions
 - IDEAS Engineering & Technology, LLC
 - Optomec

● **Technology Presentations**

- John Rockwell – July 12, 2018
- Tosoh – November 8, 2018
- STAR Cryoelectronics – November 14, 2018
- Novi LLC – November 27, 2018
- Sue Prelozni – December 3, 2018
- Matt Geisel – December 14, 2018
- Visual Working – January 31, 2019
- Phoenix Venture Partners – February 28, 2019
- Tech Flow – March 1, 2019
- Inkbit – March 5, 2019
- Novi – March 6, 2019
- 3D Proven Systems/Root 9 – March 8, 2019
- IDEAS Engineering and Technology – March 12, 2019
- Colorado Digital Labs – May 29, 2019
- Virgin Galactic – June 5, 2019
- Metis Technology – June 18, 2019

AFRL & STC UNM RAINFOREST SHOWCASE

November 8, 2018



- ❖ **Keynote Speakers: Mary Lou Robinson, Division Chief, Air Force Research Laboratory, High Powered Electromagnetics Division and Christos Christodoulou, PhD, Dean, UNM School of Engineering**
- ❖ **Lunchtime Panel - Startup Companies in New Mexico, featuring Lens, Enthentica and Optipulse**
- ❖ **Technology Presentations:**
 - Matt Squires, PhD, AFRL, One Beam Mirror Magneto-Optical Trap Chamber
 - Tito Busani, PhD, UNM, Ultra Wide Spectrum Photovoltaic-Thermoelectric Solar Cell
 - Christopher Box, Capt., AFRL, Compliant Hinge for Membrane-Like Structures
 - Francesca Cavallo, PhD, UNM, Radially Stacked Solar Cells Based on 2D Atomic Crystals
 - Zachary Levin, PhD, AFRL, Flexible Optical Solar Reflector (FLOS)
 - Mansoor Sheik-Bahae, PhD, UNM, All-Solid-State Vibration-Free Optical Cryocoolers

AFRL & STC RAINFOREST SHOWCASE

November 8, 2018



AFLR-UNM AGILE MANUFACTURING CENTER SHOWCASE

February 28, 2019

- ❖ **Keynote Speakers: Mary Lou Robinson, Division Chief, Air Force Research Laboratory, High Powered Electromagnetics Division and Christos Christodoulou, PhD, Dean, UNM School of Engineering**
- ❖ **Lunchtime Panel - Startup Companies in New Mexico, featuring Lens, Enthentica and Optipulse**
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JOINTLY-OWNED INVENTIONS

Activity with Sandia and LANL

	Sandia	LANL
Jointly-owned inventions	210	43
• Active	101	22
• Closed	109	21
Number of commercialization agreements	106	23
Number in which STC has taken lead	74	23
Number of option and license agreements executed with STC as lead	36	5
Number of option and license agreements executed with partners as lead	6	-
Income from option and license agreements with STC as lead	\$10,197,120 ^(a)	\$320,363
Start-ups from option and license agreements with STC as lead	8	2
Income from option and license agreements with partners as lead	\$134,950	\$-0-
Start-ups from option and license agreements with partners as lead	2	-

- ❖ Currently have 17 outstanding commercialization agreements with Sandia
- ❖ 5 new joint inventions with Sandia disclosed during FY 2019
- ❖ 7 commercialization agreements with Sandia executed during FY 2019

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

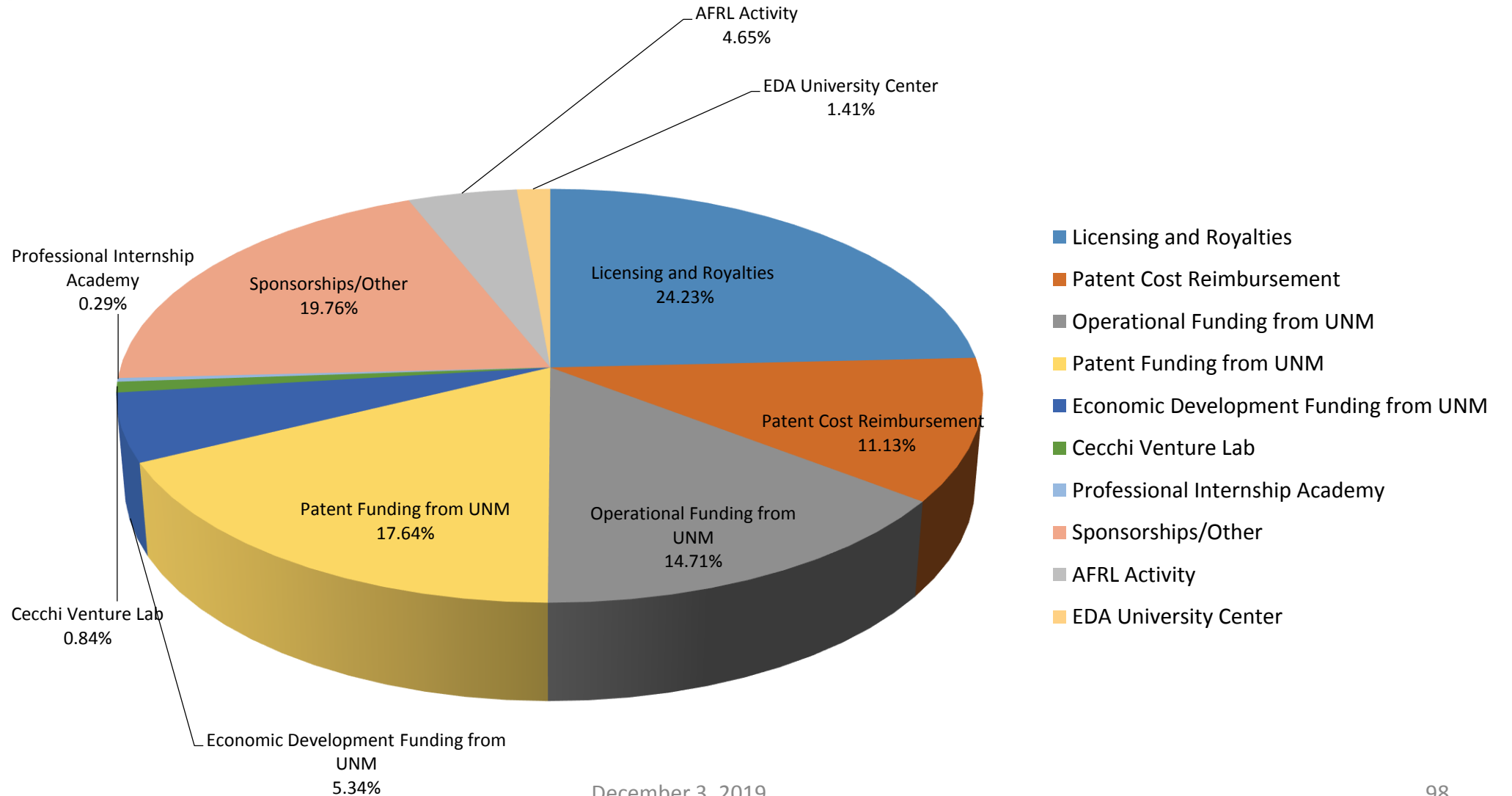
BUILDING A RAINFOREST IN THE DESERT FY 2019

INCOME DIVERSIFICATION



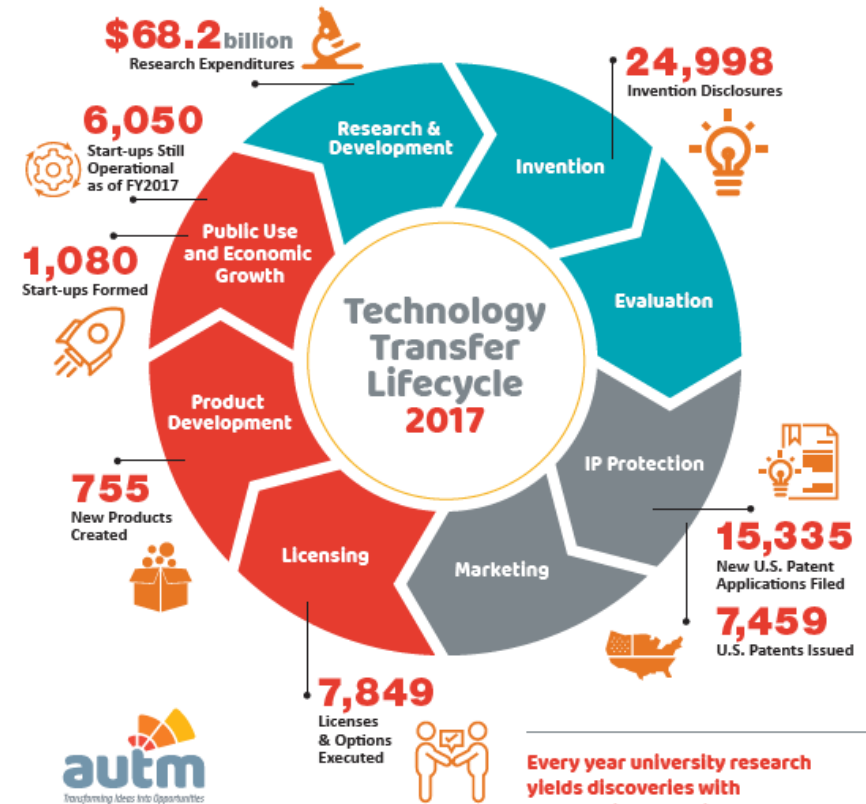
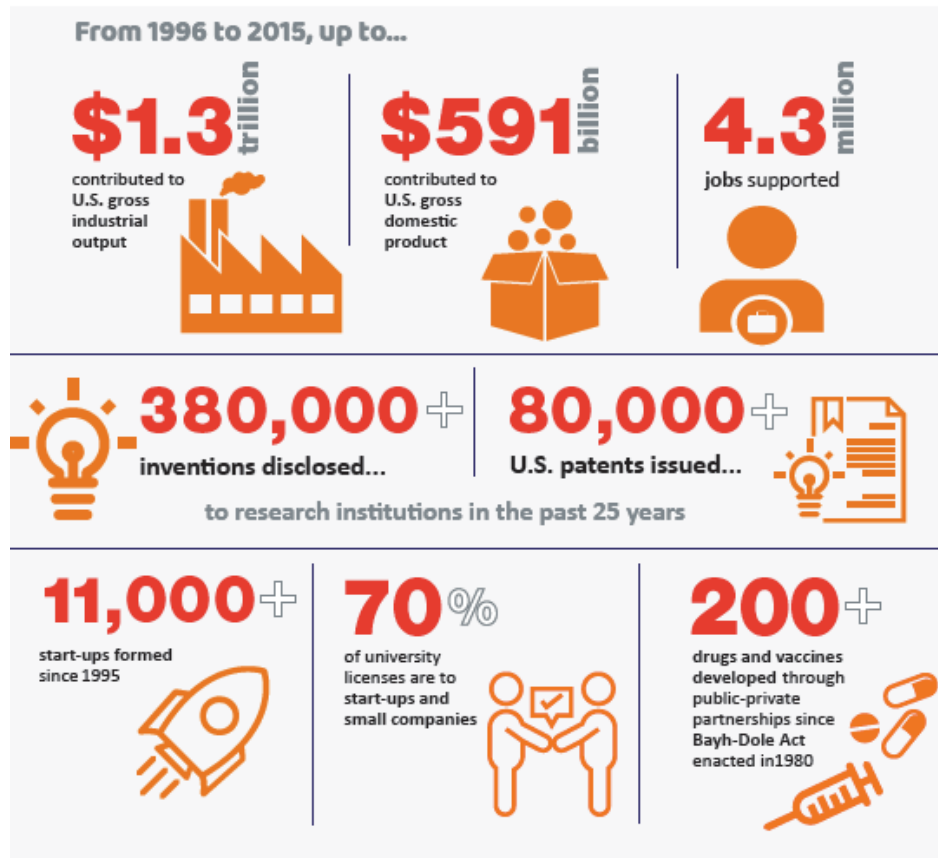
REVENUE DIVERSIFICATION

FY2019



DRIVING THE INNOVATION ECONOMY

Academic Technology Transfer in Numbers



Every year university research yields discoveries with commercial potential.

Technology transfer professionals associated with universities and other academic institutions manage the complex process of shepherding ideas from the lab to the marketplace — from evaluating and protecting discoveries to commercializing the inventions through new and existing companies.

For more information visit www.autm.net

BUILDING A RAINFOREST IN THE DESERT FY 2018

FY 2019 Data, Income Analysis & Forecast



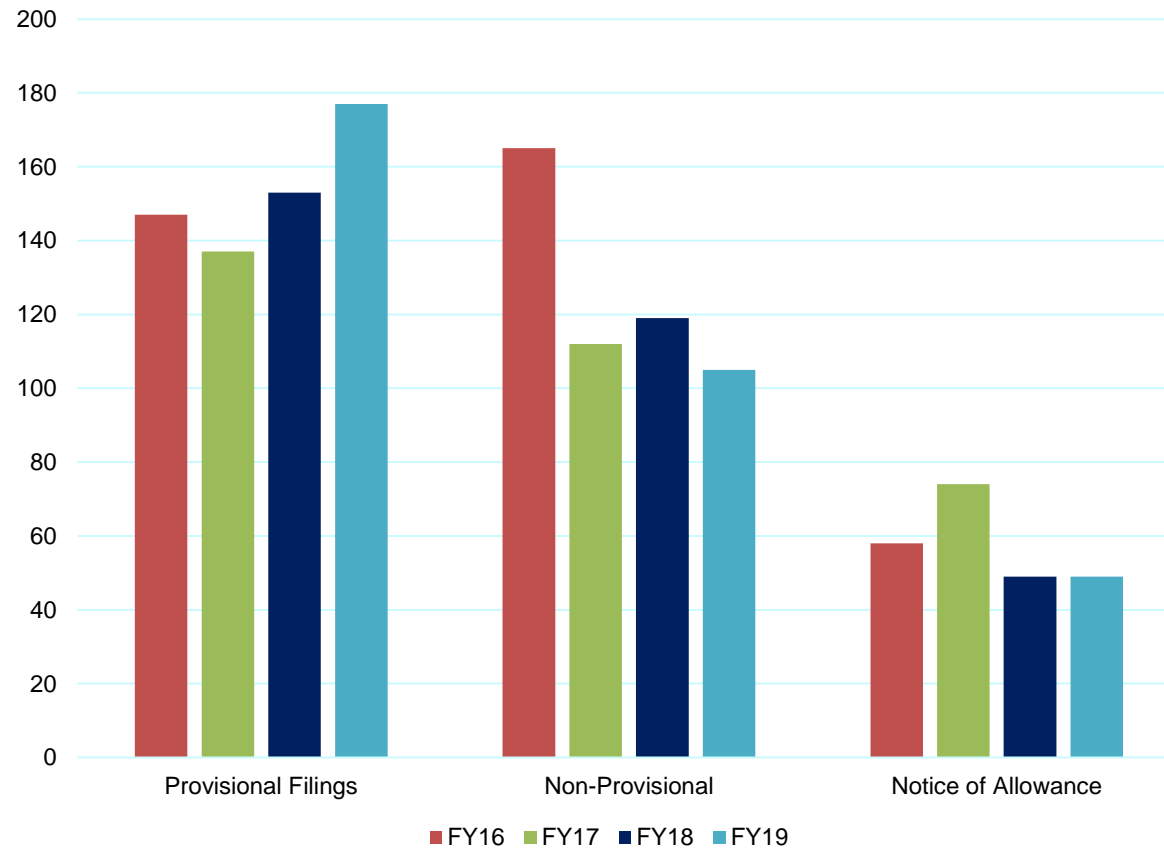
DATA, INCOME ANALYSIS, & FORECAST

❖ FY 2019 Data

- STC filed first-time patent applications on 90 of the 124 patent disclosures in FY2019 (73% in FY2019 vs. 71% in FY2018)
- STC generated \$453,302 of new (agreements) license revenues in FY2019, representing 35% of total license revenues (vs. \$671,367 of new revenues in FY2018 – 46% of total)
- Of the 124 total disclosures (patents & copyrights) received in FY2019, representing 95 lead inventors, 42 were first-time inventors (44% vs. 46% in FY2018)

PATENT ANALYSIS

Trends in Patent Activity



	FY16	FY17	FY18	FY19
Provisional Filings	147	137	153	177
Non-Provisional	165	112	119	105
Notice of Allowance	58	74	49	49



DATA, INCOME ANALYSIS, & FORECAST

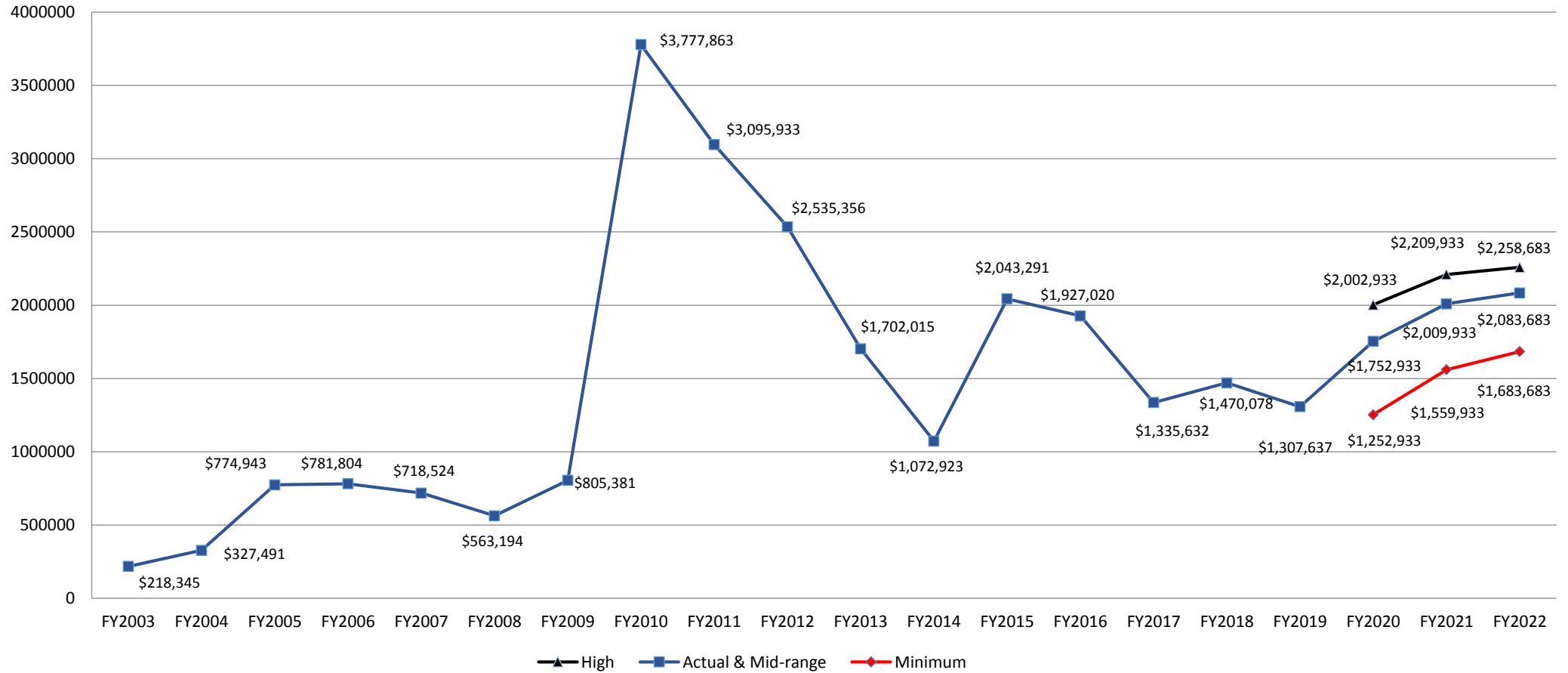
STC License Revenues - Actual & Forecast Assumptions (same assumptions as prior year projections)

- ❖ Minimum numbers for FY2020 through FY2022 represent minimum fees and payments from existing licenses.
- ❖ FY2020 mid-level represents approx. \$500,000 of new license income. FY2020 upper end represents \$750,000 of new license income.
- ❖ FY2021 mid-level represents \$450,000 of new license income and/or minimums from deals closed in FY2020. FY2021 upper end represents \$650,000 of new license income and/or minimums from deals closed in FY2020.
- ❖ FY2022 mid-level represents \$400,000 of new license income and/or minimums from deals closed in FY2020 and FY2021. FY2022 upper end represents \$575,000 of new license income and/or minimums from deals closed in FY2020 and FY2021.
- ❖ No equity liquidations included.
- ❖ No forecasted terminations of agreements included.
- ❖ No unknown substantial earned royalties forecasted.



STC LICENSE REVENUES

Updated 3-year Forecast

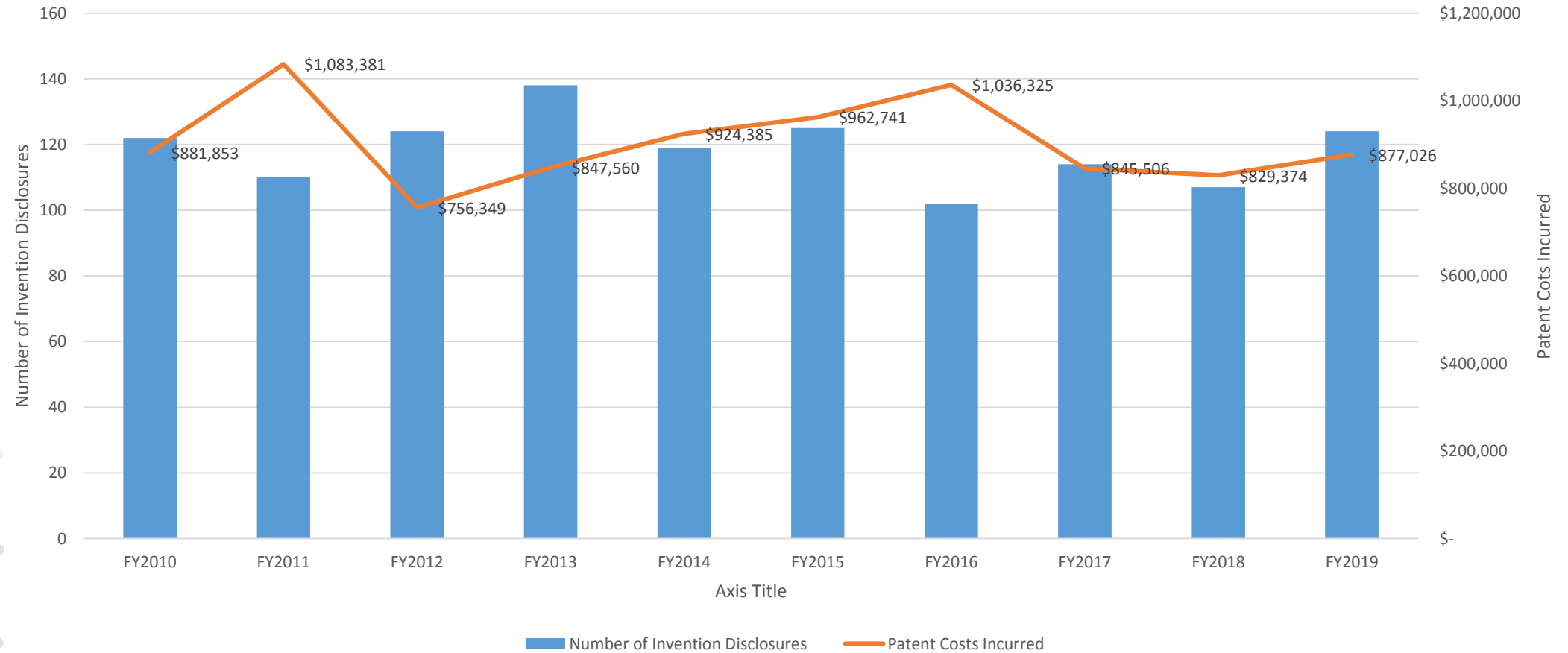


PATENT REIMBURSEMENT REVENUES

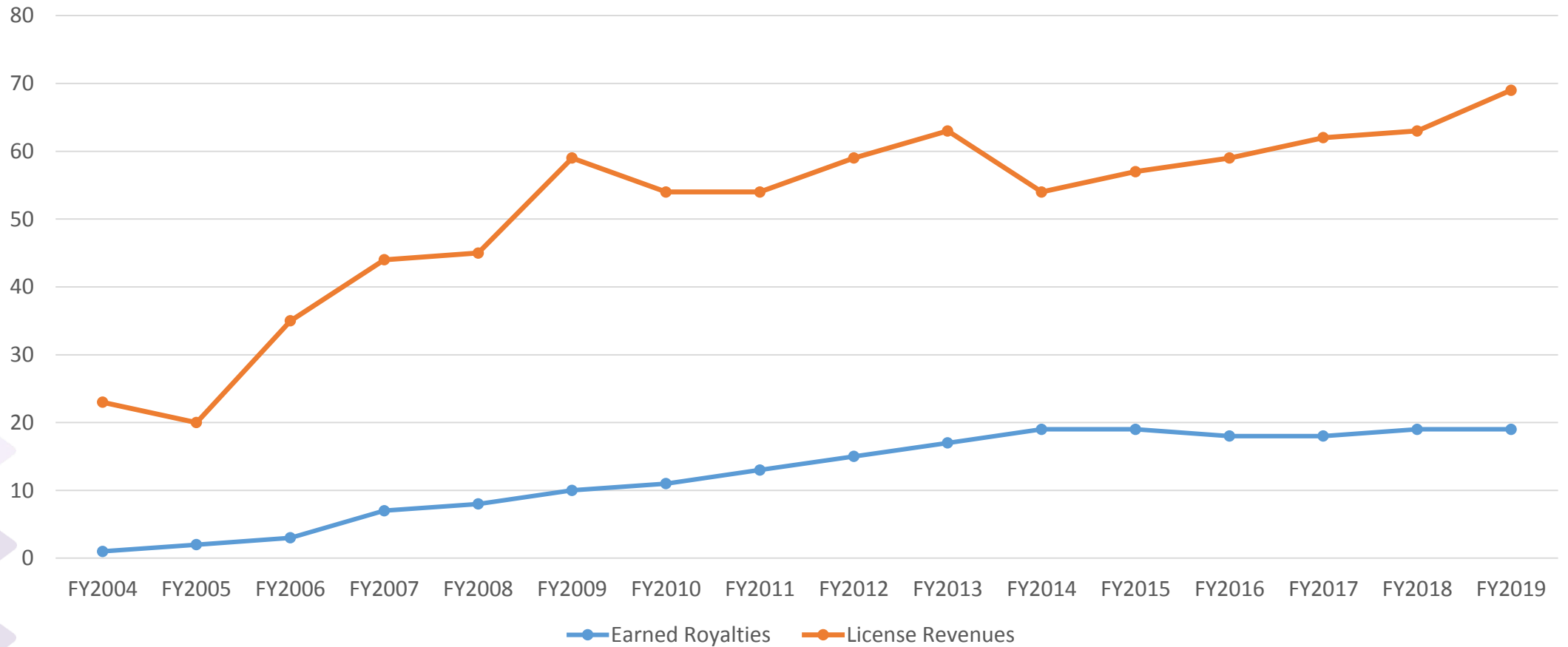


PATENT COSTS INCURRED

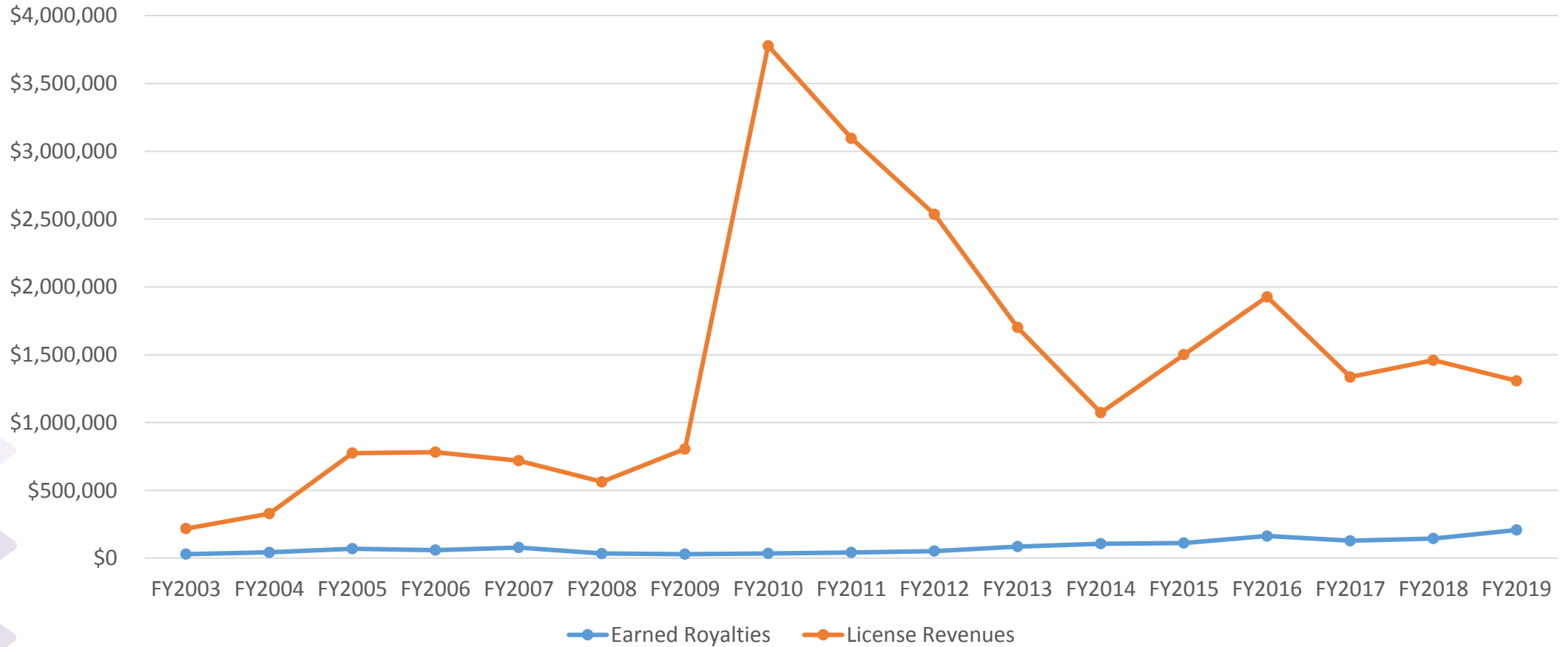
STC-INITIATED; NON-LICENSEE REIMBURSED



TOTAL NUMBER OF LICENSES/OPTIONS YIELDING REVENUES

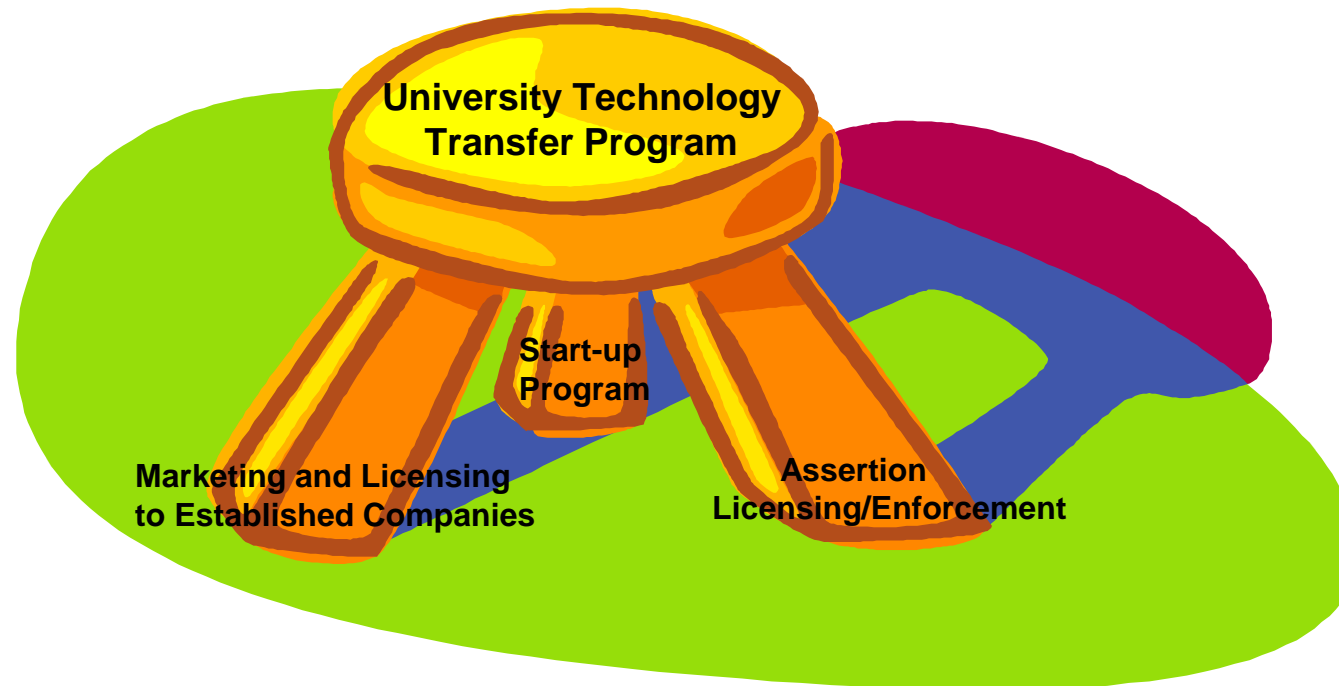


TOTAL DOLLAR AMOUNT OF LICENSES/OPTIONS YIELDING REVENUES



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





**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, 2019 and 2018

(With Report of Independent Auditors Thereon)

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

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

Official Roster (unaudited)

June 30, 2019

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
Ms. Denise M. Bissell	Assistant Secretary

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

Ms. Sandra Begay	Mr. Richard Wood
Dr. Joseph L. Cecchi	Ms. Terri Cole
Dr. Robert H. Fisher	Ms. Elizabeth Kuuttila
Ms. Maria Griego-Raby	Mr. David W. Gibson
Mr. Jamie Koch	Dr. Julie E. Coonrod
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. Garnett S. Stokes
Dr. John C. Stormont	

Report of Independent Auditors

The Board of Directors
STC.UNM
And
Mr. Brian S. Colón, Esq.
New Mexico State Auditor

Report on the Financial Statements

We have audited the accompanying financial statements of STC.UNM, which comprise the statements of financial position as of June 30, 2019 and 2018, and the related statements of revenues, expenses, and changes in net position and cash flows for the years 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 opinions on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits 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.

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

Opinions

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, 2019 and 2018, 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.

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 3 through 5 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated September 10, 2019 on our consideration of 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 solely 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 the effectiveness of STC.UNM's 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
September 10, 2019

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

Management's Discussion and Analysis

June 30, 2019 and 2018

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, 2019, 2018 and 2017.

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

	<u>June 30</u>		
	<u>2019</u>	<u>2018</u>	<u>2017</u>
Current assets	\$ 2,890,863	2,924,649	2,390,591
Capital assets, net	33,040	28,443	16,556
Investment in stock	1,519	1,519	20,371
Total assets	<u>\$ 2,925,422</u>	<u>2,954,611</u>	<u>2,427,518</u>
Current liabilities	<u>1,919,454</u>	<u>1,824,675</u>	<u>1,433,210</u>
Net position			
Investment in capital assets	\$ 33,040	28,443	16,556
Unrestricted	972,928	1,101,368	977,752
Total liabilities and net position	<u>\$ 2,925,422</u>	<u>2,954,486</u>	<u>2,427,518</u>
Operating revenues	\$ 4,441,927	4,524,951	4,226,568
Operating expenses	4,604,146	4,440,054	4,139,557
Operating (loss) income	<u>(162,219)</u>	<u>84,897</u>	<u>87,011</u>
Nonoperating revenues	<u>38,376</u>	<u>50,606</u>	<u>64,009</u>
Change in net position	<u>(123,843)</u>	<u>135,503</u>	<u>151,020</u>
Net position, beginning of year	<u>1,129,811</u>	<u>994,308</u>	<u>843,288</u>
Net position, end of year	<u>\$ 1,005,968</u>	<u>1,129,811</u>	<u>994,308</u>

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

Management's Discussion and Analysis

June 30, 2019 and 2018

Financial Position

The Corporation's current assets decreased by \$33,786 as of June 30, 2019 to \$2,890,863 compared to \$2,924,649 as of June 30, 2018; and current assets increased by \$534,058 as of June 30, 2018 to \$2,924,649 compared to \$2,390,591 as of June 30, 2017. The decrease from fiscal year 2018 to fiscal year 2019 was primarily attributable to increased current year operating costs offset by investment gains and increased accounts receivable from patent activity.

Current liabilities increased by \$94,779 as of June 30, 2019 to \$1,919,454 compared to \$1,824,675 as of June 30, 2018; and increased by \$391,465 as of June 30, 2018 to \$1,824,675 compared to \$1,433,210 as of June 30, 2017. The change from fiscal year 2018 to fiscal year 2019 is primarily attributable to an increase in Due to University of New Mexico associated with the timing of the payments for license and royalty income and increased accrued expenses associated with increased operating costs.

Capital Assets

Capital asset purchases during fiscal years 2019, 2018, and 2017 were \$12,662, \$21,520, and \$3,922, respectively, for buildings, software, leasehold improvements, computer equipment, and furniture and had depreciation expense of \$8,065, \$8,995, and \$8,413, respectively.

Comparison of Fiscal 2019 to Fiscal 2018 Results of Operations

Total operating revenues decreased by \$83,024 from \$4,524,951 in fiscal year 2018 to \$4,441,927 for fiscal year 2019. The majority of the decrease is directly attributable to decreased licensing and royalty activity through the fiscal year. Licensing and royalty revenues, net decreased by \$139,319 in fiscal year 2019 compared to fiscal year 2018. Additionally, other revenues increased by \$85,896 in fiscal year 2019 compared to fiscal year 2018 which was primarily offset by decreased economic development funding of \$50,000 associated with a grant award from New Mexico Gas Company.

Total operating expenses increased by \$164,092 for fiscal year 2019 compared to fiscal year 2018. General and administrative expenses increased by \$175,879 from the prior year due to increased personnel costs in an effort to expand technology transfer and economic development initiatives under the Air Force Research Laboratory (AFRL) and Economic Development Administration (EDA) grants and other income generating activities. Licensing distributions decreased by \$92,624 and economic development initiative expenses decreased by \$29,796 which were primarily offset by an increase in patent costs of \$111,563 from the prior year.

Comparison of Fiscal 2018 to Fiscal 2017 Results of Operations

Total operating revenues increased by \$298,383 from \$4,226,568 in fiscal year 2017 to \$4,524,951 for fiscal year 2018. The majority of the increase is directly attributable to increased licensing and royalty activity through the fiscal year. Licensing and royalty revenues, net increased by \$235,275 in fiscal year 2018 compared to fiscal year 2017. Additionally, patent costs reimbursements decreased by \$93,392 compared to fiscal year 2017 which was primarily offset by increased economic development funding associated with a grant award from New Mexico Gas Company and increased sponsorship funding associated with the Corporation's subaward activities.

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Management's Discussion and Analysis

June 30, 2019 and 2018

Total operating expenses increased by a net of \$300,497 for fiscal year 2018 compared to fiscal year 2017. General and administrative expenses increased by \$276,296 from the prior year due to increased rents and costs associated with the relocation of the Corporation. Licensing distributions increased by \$58,327 and economic development initiative expenses increased by \$58,391 which were primarily offset by a decrease in patent costs of \$93,099 from the prior year.

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.

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.

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

Statements of Net Position
June 30, 2019 and 2018

Assets	2019	2018
Current assets:		
Cash and cash equivalents	\$ 1,052,063	1,174,759
Investments	761,791	729,741
Accounts receivable, net	1,077,009	1,020,149
Total current assets	2,890,863	2,924,649
Capital assets:		
Furniture and equipment	302,538	289,876
Accumulated depreciation	(269,498)	(261,433)
Total capital assets, net	33,040	28,443
Investment in stock	1,519	1,394
Total assets	\$ 2,925,422	2,954,486
Liabilities and Net Position		
Current liabilities:		
Accounts payable	\$ 185,903	189,309
Due to University of New Mexico	474,193	412,050
Accrued royalty sharing, net	1,036,260	1,056,099
Accrued expenses	223,098	167,217
Total current liabilities	1,919,454	1,824,675
Net position:		
Investment in capital assets	33,040	28,443
Unrestricted	972,928	1,101,368
Total net position	1,005,968	1,129,811
Total liabilities and net position	\$ 2,925,422	2,954,486

See accompanying notes to financial statements.

STC.UNM
(A Blended Component Unit of the University of New Mexico)
Statements of Revenues, Expenses, and Changes in Net Position
Years ended June 30, 2019 and 2018

	<u>2019</u>	<u>2018</u>
Operating revenues:		
Operational funding from UNM	\$ 794,000	794,000
Patent funding from UNM	952,000	952,000
Economic development funding from UNM and others	288,000	338,000
Patent cost reimbursement, net	623,274	621,413
Licensing and royalties, net	1,330,759	1,470,078
Rental income	131,465	112,927
Other	322,429	236,533
	<u>4,441,927</u>	<u>4,524,951</u>
Total operating revenues		
Operating expenses:		
Patent costs incurred	1,554,123	1,442,560
Licensing distributions	770,075	862,699
Depreciation	8,065	8,995
Economic development initiative	373,623	403,419
General and administrative	1,898,260	1,722,381
	<u>4,604,146</u>	<u>4,440,054</u>
Total operating expenses		
Operating (loss) income	<u>(162,219)</u>	<u>84,897</u>
Nonoperating revenues:		
Interest income	24,612	18,394
Net increase in fair value of investments	13,764	32,212
Total nonoperating revenues	<u>38,376</u>	<u>50,606</u>
Change in net position	(123,843)	135,503
Net position, beginning of year	<u>1,129,811</u>	<u>994,308</u>
Net position, end of year	<u>\$ 1,005,968</u>	<u>1,129,811</u>

See accompanying notes to financial statements.

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

Statements of Cash Flows

Years ended June 30, 2019 and 2018

	2019	2018
Cash flows from operating activities:		
Payments to suppliers and employees	\$ (2,219,408)	(2,146,417)
Receipts for operational funding revenue from UNM	794,000	794,000
Receipts for patent funding revenue from UNM	952,000	952,000
Receipts for co-investment funding from UNM	-	100,000
Payment to start up companies for co-investment funding	-	(100,000)
Receipts for economic development initiatives funding revenue from UNM	288,000	338,000
Receipts from other	322,429	268,034
Payment for patent costs incurred	(1,554,123)	(1,442,560)
Receipts for patent cost reimbursements	623,274	656,993
Receipts from licensees	1,273,899	1,036,601
Payment for licensing distribution expense	(727,771)	(450,617)
Receipt of rental income	131,465	112,927
Net cash (used in) provided by operating activities	(116,235)	118,961
Cash flows from capital and related financing activities:		
Acquisition of capital assets	(12,662)	(21,520)
Proceeds from sale of capital assets	-	638
Net cash (used in) capital and related financing activities	(12,662)	(20,882)
Cash flows from investing activities:		
Investments purchased	(349,664)	(257,510)
Investment proceeds	355,990	261,476
Investment in stock	(125)	-
Proceeds from sale of stock	-	18,977
Net cash provided by investing activities	6,201	22,943
Net change in cash and cash equivalents	(122,696)	121,022
Cash and cash equivalents, beginning of year	1,174,759	1,053,737
Cash and cash equivalents, end of year	\$ 1,052,063	1,174,759
Reconciliation of operating income to net cash (used in) provided by operating activities:		
Operating (loss) income	\$ (162,219)	84,897
Adjustments to reconcile to net cash provided by (used in) operating activities:		
Depreciation	8,065	8,995
Bad debt expense	52,486	116,188
Changes in operating assets and liabilities:		
Accounts receivable, net	(109,346)	(482,584)
Accounts payable	(3,406)	(40,271)
Due to University of New Mexico	62,143	40,754
Accrued royalty sharing, net	(19,839)	371,328
Accrued expenses	55,881	19,654
Net cash (used in) provided by operating activities	\$ (116,235)	118,961

See accompanying notes to financial statements.

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

Notes to Financial Statements

June 30, 2019 and 2018

(1) Organization

STC.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. As of June 30, 2019, the governing board consisted of 27 members, including 11 members of certain officers and faculty of UNM, the President of the Corporation, and 16 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 revenues and expenses are those incurred that primarily relate directly to facilitating commercialization of UNM faculty, staff, and student inventions, as well as economic development initiatives and venture development income. All other revenues and expenses are considered nonoperating.

(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.

STC.UNM
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Notes to Financial Statements

June 30, 2019 and 2018

(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.

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 an allowance for doubtful accounts of \$52,486 and \$92,867 recorded during 2019 and 2018.

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 past due 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 a 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 and license maintenance fee income is accrued as it is earned, if it is determined that collection is reasonably assured.

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

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

Notes to Financial Statements

June 30, 2019 and 2018

Economic development funding and other professional service income is on a cost-reimbursement basis and thus revenue is recognized equal to the amount of allowable expenses incurred.

Accounts receivable, net was \$1,077,009 and \$1,020,149 as of June 30, 2019 and 2018, respectively. As of June 30, 2019 and 2018 the Corporation had bad debt expense related to royalties and licenses of \$25,123 and \$69,699. As of June 30, 2019 and 2018, the Corporation had \$27,363 and \$46,489 of bad debt expense related to patent cost reimbursement. The Corporation netted bad debt expense with the corresponding revenue.

(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.

(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 non-liquid, 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, 2019 and 2018.

Unrestricted net position represents liquid assets available for use.

STC.UNM
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Notes to Financial Statements

June 30, 2019 and 2018

(1) Impact of Recently Issued Accounting Standards

GASB Statement No. 87 – Leases. This statement defines a lease as a contract that conveys control of the right to use another entity’s nonfinancial asset (e.g., buildings, land, vehicles, equipment) as specified in the contract for a period of time in an exchange or exchange-like transaction. This statement requires recognition of certain lease assets and liabilities for leases that previously were classified as operating leases and recognized as inflows of resources (revenues) or outflows of resources (expenses) based on the payment provisions of the contract. A lessee is required to recognize a lease liability, measured at the present value of payments expected to be made during the lease term, and an intangible right-to-use lease asset, measured at the amount of the initial measurement of the lease liability, plus any payments made to the lessor at or before the commencement of the lease term and certain direct costs. A lessor is required to recognize a lease receivable, measured at the present value of lease payments expected to be received during the lease term, and a deferred inflow of resources, measured at the value of the lease receivable plus any payments received at or before the commencement of the lease term that relate to future periods. This statement includes an exception for short-term leases (those with a maximum possible term of 12 months or less), contracts that transfer ownership, leases of assets that are investments, and certain regulated leases. GASB Statement No. 87 is effective for periods beginning after December 15, 2019 (fiscal year 2021), and earlier application is encouraged. The Corporation is currently evaluating the impact GASB Statement No. 87 will have on its financial statements.

(3) Cash, Cash Equivalents, and Investments

	2019	2018
Cash and cash equivalents:		
Cash on deposit at financial institution	\$ 1,044,272	1,167,331
Cash equivalents not considered deposits:		
Money market accounts	7,691	7,328
Petty cash	100	100
Total cash and cash equivalents	\$ 1,052,063	1,174,759
Investments:		
Mutual funds:		
Domestic fixed income	\$ 80,914	70,365
International fixed income	-	20,681
Domestic equity	436,731	417,386
International equity	244,146	163,336
Real estate	-	57,973
Total investments	\$ 761,791	729,741

STC.UNM
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Notes to Financial Statements

June 30, 2019 and 2018

(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 any 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:

Bank Name/ Account	Account Type	Financial Statement Balance	Outstanding Checks	Bank Balance
Bank of the West:				
Operating	Checking	\$ 1,044,272	344,601	\$ 1,388,873
Money market account		7,691	—	7,691
Less FDIC insurance				(257,691)
Uninsured and uncollateralized at June 30, 2019				<u>\$ 1,138,873</u>

The following schedule details the Corporation's deposit accounts at June 30, 2018:

Bank Name/ Account	Account Type	Financial Statement Balance	Outstanding Checks	Bank Balance
Bank of the West:				
Operating	Checking	\$ 1,167,331	211,204	\$ 1,378,535
Money market account		7,328	—	7,328
Less FDIC insurance				(257,328)
Uninsured and uncollateralized at June 30, 2018				<u>\$ 1,128,535</u>

(b) Investment Policy

The Corporation's investment objective option is to "Aggressive" under the "Passive Meet/Beat Market" 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 currently be described as "aggressive/long-term". The performance of the portfolio will be monitored, measured, and reported by TIAA to the Corporation.

STC.UNM
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Notes to Financial Statements

June 30, 2019 and 2018

(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.

The Corporation had the following investments and maturities at June 30, 2019 and 2018.

June 30, 2019						
<u>Investment Type</u>	<u>Fair Value</u>	<u>Weighted Average Investment Maturities (in Years)</u>				<u>Not Available</u>
		<u>Less Than 1</u>	<u>1 – 5</u>	<u>6 – 10</u>	<u>More Than 10</u>	
Fixed income:						
Domestic bond mutual funds	\$ 80,914	—	7,757	73,157	—	—
International bond mutual funds	—	—	—	—	—	—
	<u>\$ 80,914</u>	<u>—</u>	<u>7,757</u>	<u>73,157</u>	<u>—</u>	<u>—</u>

June 30, 2018						
<u>Investment Type</u>	<u>Fair Value</u>	<u>Weighted Average Investment Maturities (in Years)</u>				<u>Not Available</u>
		<u>Less Than 1</u>	<u>1 – 5</u>	<u>6 – 10</u>	<u>More Than 10</u>	
Fixed income:						
Domestic bond mutual funds	\$ 70,365	—	—	70,365	—	—
International bond mutual funds	20,681	—	—	—	—	20,681
	<u>\$ 91,046</u>	<u>—</u>	<u>—</u>	<u>70,365</u>	<u>—</u>	<u>20,681</u>

STC.UNM
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Notes to Financial Statements

June 30, 2019 and 2018

The following tables provide information on the credit ratings associated with the Corporation's investments in debt securities at June 30, 2019 and 2018.

		June 30, 2019								
<u>Investment Type</u>	<u>Fair Value</u>	<u>AAA</u>	<u>AA</u>	<u>A</u>	<u>BBB</u>	<u>BB</u>	<u>B</u>	<u>Below B</u>	<u>NR</u>	<u>Not Available</u>
Fixed income:										
Domestic bond mutual funds	\$ 80,914	—	65,451	7,757	—	—	7,706	—	—	—
International bond mutual funds	—	—	—	—	—	—	—	—	—	—
	<u>\$ 80,914</u>	<u>—</u>	<u>65,451</u>	<u>7,757</u>	<u>—</u>	<u>—</u>	<u>7,706</u>	<u>—</u>	<u>—</u>	<u>—</u>
		June 30, 2018								
<u>Investment Type</u>	<u>Fair Value</u>	<u>AAA</u>	<u>AA</u>	<u>A</u>	<u>BBB</u>	<u>BB</u>	<u>B</u>	<u>Below B</u>	<u>NR</u>	<u>Not Available</u>
Fixed income:										
Domestic bond mutual funds	\$ 70,365	22,235	—	21,910	—	—	26,220	—	—	—
International bond mutual funds	20,681	—	—	—	—	—	20,681	—	—	—
	<u>\$ 91,046</u>	<u>22,235</u>	<u>—</u>	<u>21,910</u>	<u>—</u>	<u>—</u>	<u>46,901</u>	<u>—</u>	<u>—</u>	<u>—</u>

(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 in Fair Value of Investments

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

2019:	
Realized losses	\$ 1,805
Unrealized gains	-
Net increase in fair value of investments	<u>\$ 1,805</u>
2018:	
Realized gains	\$ (3,569)
Unrealized losses	35,781
Net increase in fair value of investments	<u>\$ 32,212</u>

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

Notes to Financial Statements

June 30, 2019 and 2018

(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 do 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.

The Corporation has the following recurring fair value measurements as of June 30, 2019:

	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	\$ 80,914	80,914	—	—
Domestic equity	436,731	436,731	—	—
International equity	244,146	244,146	—	—
Total investments	<u>\$ 761,791</u>	<u>761,791</u>	<u>—</u>	<u>—</u>

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

Notes to Financial Statements

June 30, 2019 and 2018

The Corporation has the following recurring fair value measurements as of June 30, 2018:

	<u>Fair Value</u>	<u>Quote Prices in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
Investments:				
Mutual funds:				
Domestic fixed income	\$ 70,365	70,365	—	—
International fixed income	20,681	20,681	—	—
Domestic equity	417,386	417,386	—	—
International equity	163,336	163,336	—	—
Real estate	57,973	57,973	—	—
Total investments	<u>\$ 729,741</u>	<u>729,741</u>	<u>—</u>	<u>—</u>

(4) Capital Assets

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

	2019			
	<u>Beginning Balance</u>	<u>Increases</u>	<u>Decreases</u>	<u>Ending Balance</u>
Capital assets being depreciated:				
Furniture and equipment	\$ 289,876	12,662	—	302,538
Accumulated depreciation	(261,433)	(8,065)	—	(269,498)
Capital assets, net	<u>\$ 28,443</u>	<u>4,597</u>	<u>—</u>	<u>33,040</u>
	2018			
	<u>Beginning Balance</u>	<u>Increases</u>	<u>Decreases</u>	<u>Ending Balance</u>
Capital assets being depreciated:				
Furniture and equipment	\$ 268,994	21,520	(638)	289,876
Accumulated depreciation	(252,438)	(8,995)	—	(261,433)
Capital assets, net	<u>\$ 16,556</u>	<u>12,525</u>	<u>(638)</u>	<u>28,443</u>

STC.UNM
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Notes to Financial Statements

June 30, 2019 and 2018

(5) Commitments and Contingencies

(a) Occupancy Agreement

The Corporation entered into an 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, 2020	\$ 233,332
Year ending June 30, 2021	233,332
Year ending June 30, 2022	233,332
Year ending June 30, 2023	252,776
Year ending June 30, 2024	256,665
Year ending June 30, 2025 to 2028	812,773
	<u>\$ 2,022,210</u>

Rent expense in fiscal years 2019 and 2018 was \$233,332 and \$214,186, respectively.

The Corporation entered into sublease agreement with a third party, effective September 1, 2017 through August 15, 2022. The future minimum receipts required under the sublease are \$86,403 each fiscal year. The Corporation also enters into various short-term monthly agreements with venture lab tenants for virtual and physical space. The Corporation recorded \$131,465 and \$112,927 of rental/occupancy income associated with these agreements in fiscal years 2019 and 2018, 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 2019 and 2018, 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 vesting period. The Corporation's contributions were \$114,999 and \$78,397 in fiscal years 2019 and 2018, respectively. Employee contributions were \$77,915 and \$72,539 in fiscal years 2019 and 2018, respectively.

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

Notes to Financial Statements

June 30, 2019 and 2018

(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. Cash bonuses awarded to employees were \$105,170 and \$65,876 in fiscal years 2019 and 2018, respectively. Equity incentive awards are provided to eligible employees in shares. The total shares awarded to employees for various companies during fiscal years 2019 and 2018 were 51,026 and 6,906, respectively.

(8) STC Quasi-Endowment

The STC Board approved, as amended, an internal STC.UNM endowment policy for management of large one-time license-fee related payments received by the Corporation. The endowment policy, as amended, states that if the Corporation's net position balance exceeds \$500,000 then the excess balance may be allocated as follows: 80% to the STC.UNM Quasi-Endowment, the interest from which could be used to fund STC operations; and 20% to the STC.UNM Strategic Initiatives Fund to be used for the inventor recognition awards program, the gap fund program, and other strategic initiatives of the Corporation, 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.UNM 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 STC Board 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 10% by the Corporation and 90% by the UNM Foundation. The Policy agreement was amended on October 21, 2016 removing the \$1,000,000 threshold.

During fiscal year 2019, the Corporation approved two proposals from start-up companies and provided successful co-investments totaling \$200,000 based on direct pass-through funding from the UNM Foundation to the Corporation per the terms of the policy.

During fiscal year 2018, the Corporation approved one proposal from a start-up company and provided successful co-investments totaling \$100,000 based on direct pass-through funding from the UNM Foundation to the Corporation per the terms of the policy.

(10) Subsequent Events

On July 12, 2019, the Corporation entered into a Patent Monetization Agreement and related documents with RSIP Licensing Series I, LLP, a Virginia limited partnership (the "RSIP

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

Notes to Financial Statements

June 30, 2019 and 2018

Agreements”) to fund expenses incurred by or on behalf of the Corporation in pursuing certain infringement claims as specified in the RSIP Agreements. The terms of the RSIP Agreements are subject to confidentiality provisions set out in the agreement. In addition, certain of the related agreements are subject to the Attorney-Client Privilege.

Subsequent events are evaluated by management through the date the accompanying financial statements are available to be issued, which is September 10, 2019.

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. Brian S. Colón, Esq.
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, 2019, and the related statement of revenues, expenses, and changes in net position and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated September 10, 2019.

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 opinions 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.

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. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

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

Compliance and Other Matters

As part of obtaining reasonable assurance about whether 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*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the 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
September 10, 2019

STC.UNM
(A Blended Component Unit of the University of New Mexico)
Summary of Auditor's Results (as Required by 2.2.2.10 NMAC L(1) f)
June 30, 2019 and 2018

Financial Statements

Type of report the auditor issued on whether the financial

statements audited were prepared in accordance with GAAP:

Unmodified

Internal control over financial reporting:

- Material weakness(es) identified? Yes No
- Significant deficiency(ies) identified? Yes None reported

Compliance and other matters noted?

Yes No

STC.UNM
(A Blended Component Unit of the University of New Mexico)
Schedule of Findings
Year ended June 30, 2019

No matters were reported.

STC.UNM
(A Blended Component Unit of the University of New Mexico)
Schedule of Prior Audit Findings
Year ended June 30, 2019

No prior audit findings

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

Exit Conference
Year ended June 30, 2019

An exit conference was held on September 10, 2019. 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

John Stichman, Board Secretary/Treasurer

Gregg Mayer, Board Member

Teresa Costantinidis, Board Member

Kimberly Peña, CFO

Preston Hendrix, Controller

Moss Adams LLP

Lisa Todd, 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.

Bio



Mr. Frank H. Martinez

Education

BA – History, University of New Mexico

Loeb Fellow – Graduate School of Design, Harvard University

MA – Public Administration, University of New Mexico

Business/Research Background

Mr. Martinez retired in 2012 as a visiting research scholar in the Department of Architecture & Planning at the University of New Mexico. He formerly served as executive director of the Albuquerque Metropolitan Arroyo Flood Control Authority, was a member of the laboratory staff at Sandia National Labs, a supervisor at Mountain Bell, assistant to the City of Albuquerque CAO, executive director for the Albuquerque Urban Coalition, and was a private consultant for many years.

A life-long community volunteer and advocate, he helped form the Citizens Information Committee of Martineztown in 1971, created to protest the urban renewal condemnation of Martineztown, one of Albuquerque's oldest neighborhoods on the northeast border of downtown. The committee developed a long-term community plan for the neighborhood. As a result of neighborhood involvement, over the years, Martineztown has maintained its residential, historic character. Mr. Martinez served as President of the organization for many years and remains the committee's spokesperson. Mr. Martinez was an early and still committed supporter of the Innovate ABQ initiative and the construction of the Lobo Rainforest Building. He is a firm believer in entrepreneurship as the path to economic growth for the city of Albuquerque and its citizens.

Particular Knowledge and Skills

Mr. Martinez has served as chair and member on numerous boards and committees that concern social service, healthcare, urban planning, law enforcement and charitable endeavors at the University of New Mexico and at the city, state, and national level, including the Albuquerque City Council Redistricting Committee, Alta Mira Specialized Family Services, APD Intelligence Unit Task Force, United Way, National Council on Hospital Governing Boards, UNM Design and Planning Assistance Center, and the National Urban Coalition Steering Committee. His many honors and awards also reflect his dedication to the community, including recognition from the National Park Service, the White House Millennium Council, and many commendations and recognitions from the City of Albuquerque.

Bio



Dr. Kelly D. Hammett
Director, Directed Energy Directorate
Air Force Research Laboratory, Kirtland Air Force Base, New Mexico

Education

BS – Aerospace Engineering, University of Oklahoma

MS – Aeronautics/Astronautics, MIT

PhD – Optimal & Nonlinear Control and Estimation Theory, Air Force Institute of Technology

Business/Research Background

Dr. Kelly D. Hammett, a member of the Senior Executive Service, is Director, Directed Energy Directorate, Air Force Research Laboratory, Kirtland Air Force Base, N.M. Dr. Hammett leads the Air Force's center of expertise for directed energy technology, developing and transitioning research technologies into military systems. The directorate provides pervasive, world-class directed energy and imaging research technologies for users across the Air Force and the Department of Defense. He is responsible for more than 960 military and civilian scientists, engineers, contractors, and support people and an annual budget exceeding \$267 million. He manages numerous state-of-the-art research laboratories and testing structures at Kirtland AFB, and several unique facilities, which include the Starfire Optical Range at Kirtland AFB; a testing site at the U.S. Army's White Sands Missile Range in Alamogordo, N.M.; and the Air Force Maui Optical and Supercomputing Site in Hawaii.

Particular Knowledge and Skills

Dr. Hammett has published more than 14 technical papers in national and international journals and conference proceedings, and has been directly responsible for the development and flight test of more than ten first-of-their-kind, world record-setting directed energy technologies. He is a member of the Acquisition Corps, having held multiple Critical Acquisition Positions over the last 12 years. He is also a level three Space Professional, and has commanded an operational space surveillance detachment. Throughout his career, he has led more than 30 successful field demonstrations of optical and directed energy technologies for space surveillance, missile defense, force protection, air superiority, and global precision attack mission needs.

TAB 7

Action Item 7

Approval of Real Estate Items:

- a. Real Property Acquisition – 1790 Grande Blvd. SE, Rio Rancho, New Mexico
- b. Long-Term Ground Lease – Proposed City of Rio Rancho Senior Center at the UNM Health Sciences Rio Rancho Campus

Memo

To: Teresa Costantinidis, Senior Vice President for Finance and Administration

From: Thomas M. Neale, Director of Real Estate

Date: November 22, 2019

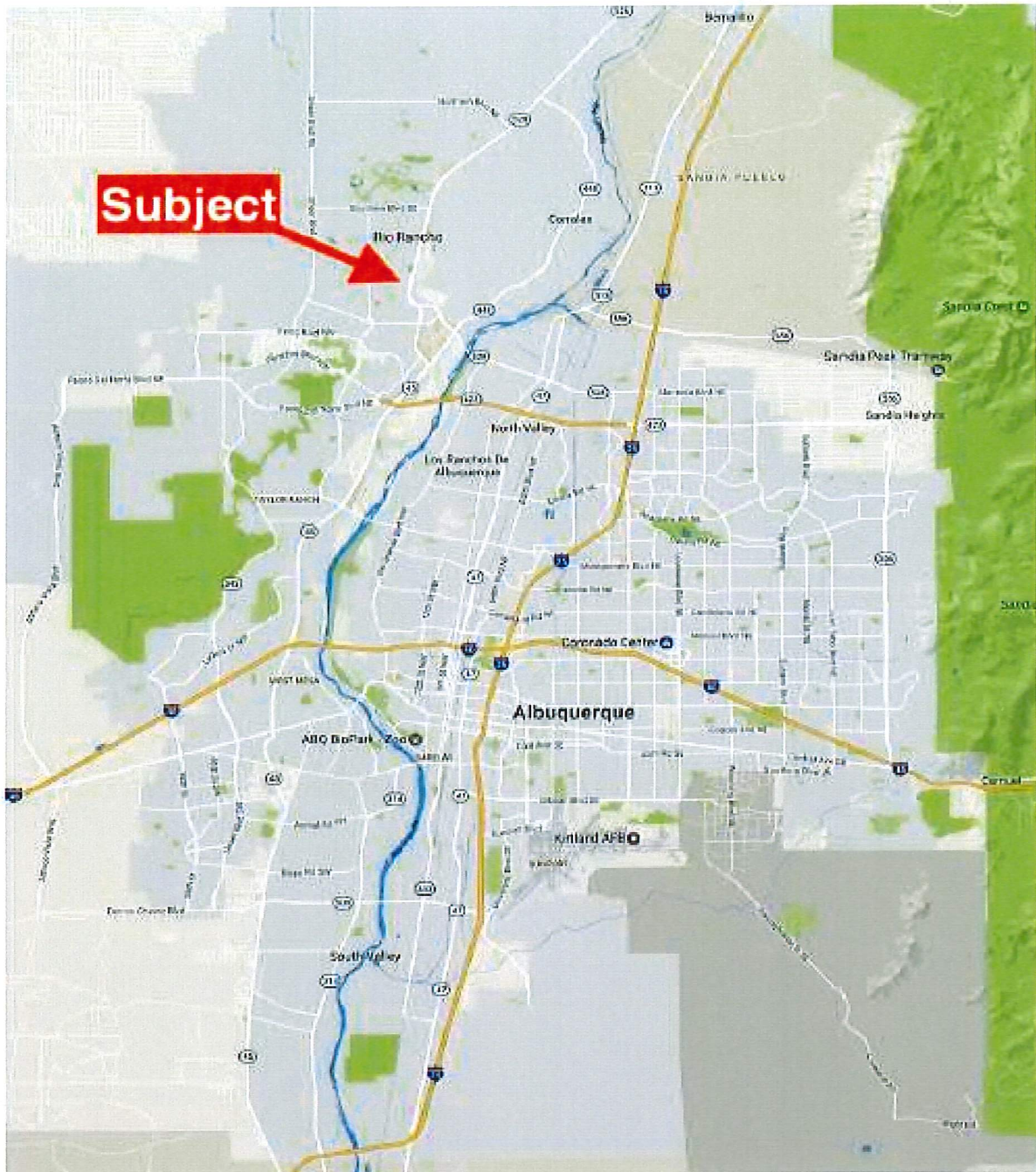
Re: Real Property Acquisition – 1790 Grande Boulevard SE, Rio Rancho, New Mexico

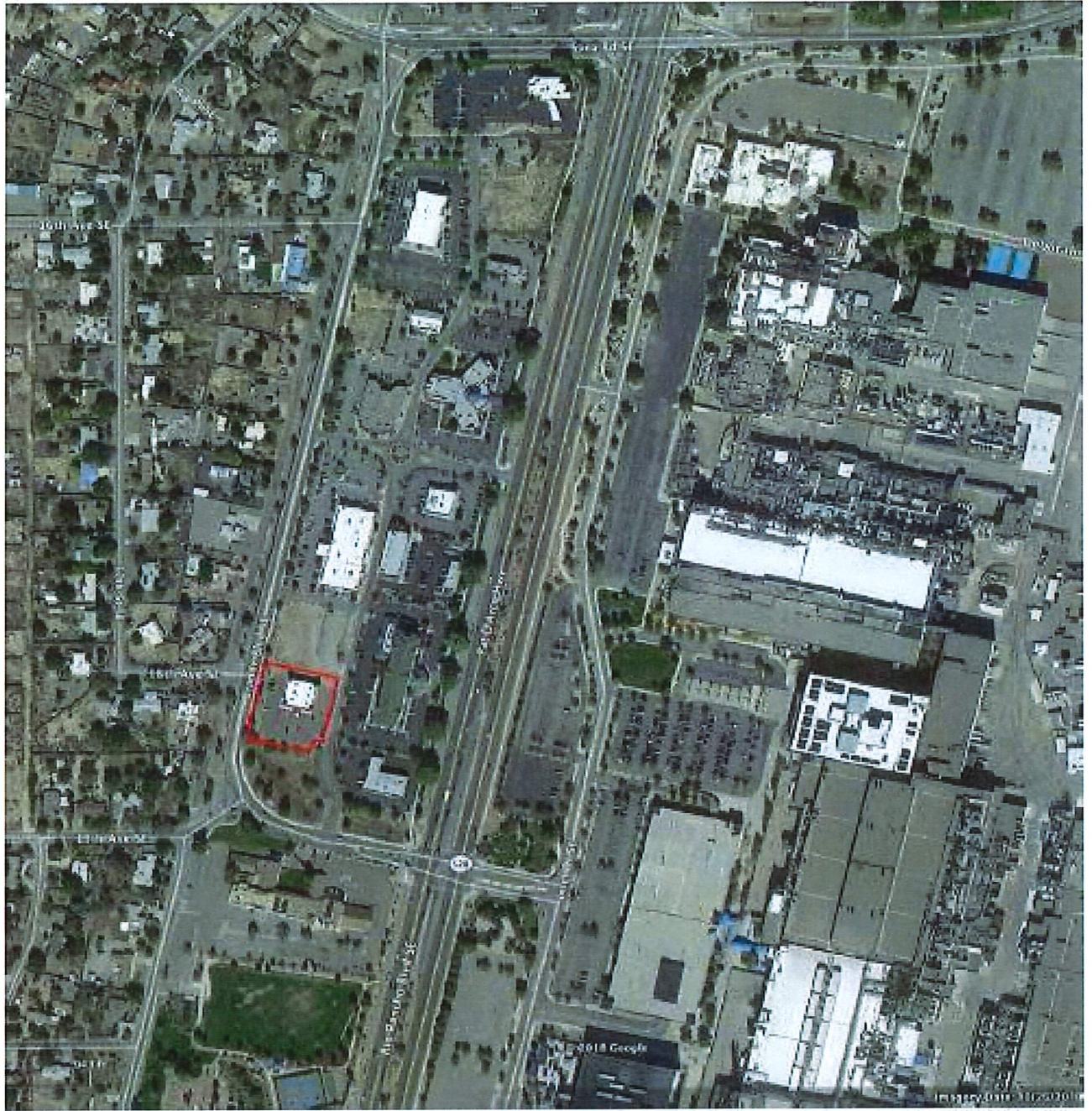
On behalf of the University of New Mexico Medical Group (UNMMG), the Real Estate Department is seeking Regent's approval to acquire the real property located at 1790 Grande Boulevard SE in Rio Rancho, New Mexico. The property is improved with a one-story medical office building containing a gross building area of 6,050 square feet. The floorplan includes 16 exam rooms, physician and administrative offices, a conference room, and reception area. The improvements were constructed in 2015.

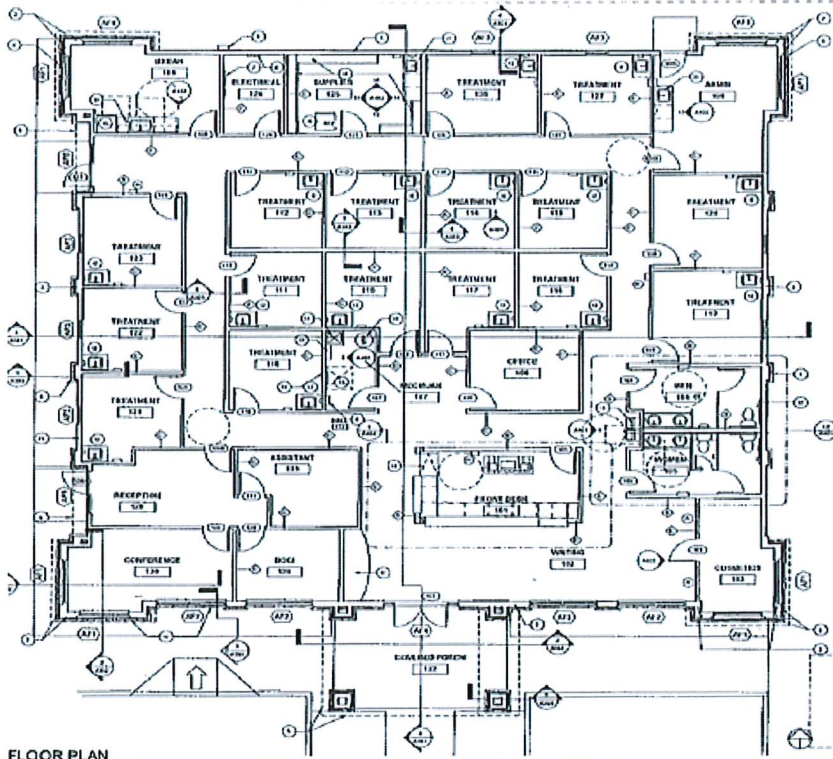
The 1.0-acre site is situated on the east side of Grande Boulevard SE, just north of 19th Avenue SE, and west of NM Highway 528 (aka Rio Rancho Boulevard). The property is located in the Gateway North Business Park, directly across from the Intel Plant; one of the largest private industrial employers in New Mexico. The site plan allows for expansion of an additional 3,000 square feet of building area.

The building is being purchased to establish a primary care clinic to be operated by the UNM Medical Group in support of the Sandoval Regional Medical Center. The contract price is \$1,300,000, or \$215 per square foot. The contract price is supported by a third-party appraisal with an independent review and approval by the New Mexico Taxation and Revenue Department. The acquisition cost will be funded by the UNM Medical Group and title to the property will be held by the Regents of the University of New Mexico.

Please refer to the attached exhibits for location and orientation.







FLOOR PLAN



Subject frontage on Gateway North business park road



Subject entrance from the business park road



View across parking lot



Front and west building elevations



Front entrance



West elevation and additional entrances

Memo

To: Teresa Costantinidis, Senior Vice President for Finance and Administration

From: Thomas M. Neale, Director of Real Estate

Date: November 22, 2019

Re: Long-Term Ground Lease – Proposed City of Rio Rancho Senior Center at the UNM Health Sciences Rio Rancho Campus

On behalf of the University of New Mexico Health Sciences Center, the Real Estate Department is seeking Regent's approval of a long-term ground lease to the City of Rio Rancho for the development of a 7,600-square-foot Senior Center. The facility will contain a large multi-purpose room, two classrooms, a lounge, conference room, a commercial kitchen and a demonstration residential kitchen. This partnership with the City of Rio Rancho will enable the establishment of synergistic HSC programs for the benefit of the aging population in the community.

The proposed ground lease area is 4.0 acres of vacant land located on the west side of Broadmoor Boulevard, approximately 1,500 feet north of Paseo Del Vulcan at the future intersection of a to be named road connecting the UNM HSC Rio Rancho Campus to the City Center. Simultaneous with construction of the proposed Senior Center, the City will construct one-half of the Broadmoor Boulevard right-of-way. The remaining one-half of the right-of-way will be constructed by third parties as development occurs on the east side of Broadmoor Boulevard.

The proposed term of the ground lease is fifty (50) years with annual rent payments of one dollar (\$1.00) per year. Please refer to the attached exhibits for location and orientation.

TAB 8

Action Item 8

Recommendations for Consent Agenda Items on Full Board of Regents' Agenda

*** Recommendations for Consent Agenda Items on full Board of Regents' Agenda**

TAB 9

Information Item 9

UNM Regents' Portfolio November 2019 Update

UNM REGENTS' PORTFOLIO

NOVEMBER 2019 UPDATE

In 2006, the Board of Regents of the University of New Mexico made available \$2 million of the Regents' Endowment Fund to establish an all-equity investment portfolio to be managed by Anderson School of Management students. The portfolio is managed under the supervision of faculty members as part of the students' course work in finance.

REGENTS' PORTFOLIO BY THE NUMBERS

\$3,595,656.36 VALUE 11/13/2019

↑ 26.2% SINCE 1/1/2019

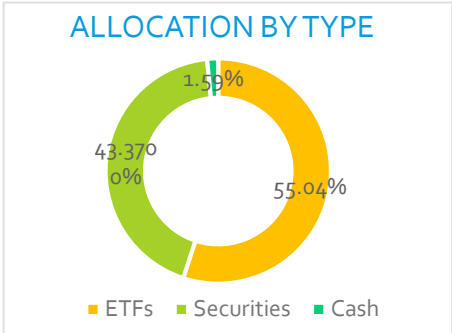
↑ 5.8% SINCE 7/1/2019

↑ 4.2% S&P 500 BENCHMARK SINCE 7/1/2019

↑ 1.6% CURRENT TRACKING SINCE 7/1/2019

\$98,249.89 TOTAL UNM DISBURSEMENTS, 2019

\$1,200,905.59 TOTAL UNM DISBURSEMENTS, 2009-2019



OUTLOOK 2019-2020

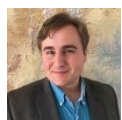
Since January, the UNM Portfolio has returned 26.2%, with 5.8% of that return coming since July 1st. The overall S&P returned 4.2% during the same period, indicating that we're tracking about 1.6% ahead of the market overall. This difference is despite annual fees we pay to maintain our ETF holdings and trades within our portfolio.

Our current outlook is influenced by continued loosening of interest rates and further movement into the late-stage economic cycle. We expected continued volatility in international markets, with both Europe (and Brexit) and the Asia-Pacific region experiencing slower growth. We expect consumer discretionary and technological firms to perform poorly, with continued improvement in health care and energy sectors as we begin 2020.

Sector	Early	Mid	Late	Recession
Financials	+			-
Consumer Discretionary	++		--	
Technology	+	+	--	--
Industrials	++	+		--
Materials		--	++	-
Consumer Staples	-		+	++
Health Care	-		++	++
Energy	--		++	
Telecom	--			++
Utilities	--	-	+	++

Sector Performance in Economic Cycles (adapted from 'The Business Cycle Approach to Equity Sector Investing' by Fidelity Advisors)

CURRENT FACULTY



Dr. Reilly S. White

Associate Professor of Finance and Bank of America Endowed Lecturer
 Coordinator of the UNM Regents' Portfolio
 Instructor of MGMT 479/579, 'Applied Investment Analysis'



Mr. Sonny Gokhale, CFA

Founder and President, Iron Oak Capital Management
 Instructor of MGMT 472/572, 'Securities Analysis'

INVESTMENT ADVISORY COMMITTEE

Jen Cole, CFA

Alex Motola, CFA

Jim Gassman, CFA

Keith Sobol, CFA

Lee Munson, CFA

Chris Ryon, CFA

Richard Salman, CFA

Joni Pierce, CFA

Saxon Knight, CFA

Rotating Members:

Anna Murphy (CFA candidate; passed Level III); Sam Snelling (CFA Candidate); Frank DeSantis, CFA

CURRENT PERFORMANCE (as of 10/31/2019)

PERSONAL RETURNS

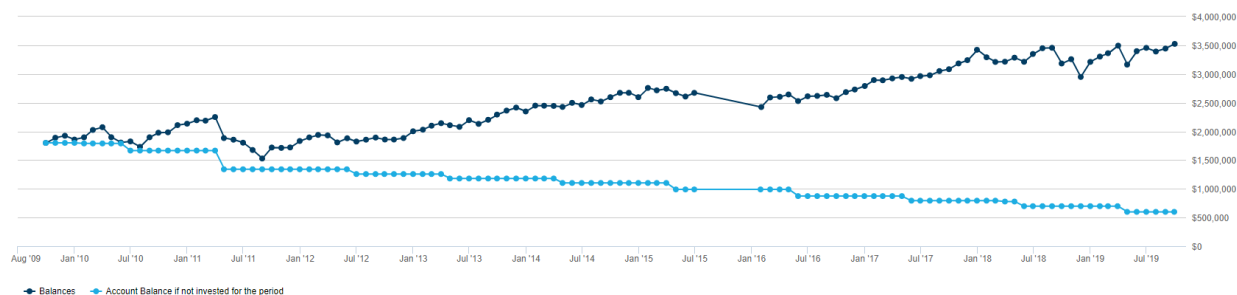
AS OF 10/31/2019

Annualized Return [?](#) | Cumulative Return [?](#) | Risk

Your Personal Rate of Return ?	1-Month	3-Month	YTD
Corporation X34505765	+2.36%	+2.01%	+23.24%
Market Indexes[‡]			
S&P 500® Index ?	+2.17%	+2.43%	+23.16%
Dow Jones U.S. Total Stock Market Index ?	+2.12%	+1.79%	+22.60%
MSCI ACWI ex USA (Net MA Tax) ?	+3.49%	+2.90%	+15.64%
Bloomberg Barclays U.S. Aggregate Bond Index ?	+0.30%	+2.35%	+8.85%
Bloomberg Barclays Municipal Bond Index ?	+0.18%	+0.94%	+6.94%

EQUITY PEFORMINANCE OVER TIME (2009-2019)

Chart View



CURRENT HOLDINGS

Symbol	Description	Quantity	Last Price	Current Value	Total Gain/Loss
SPAXX**	MONEY MARKET (CASH)	57051.85	\$1.00	\$57,051.85	n/a
AAPL	APPLE INC COM USD0.00001	231	\$264.47	\$61,092.57	238.19%
ADBE	ADOBE INC COM	93	\$293.54	\$27,299.22	389.68%
AMT	AMERICAN TOWER CORP COM USD0.01	150	210.32	\$31,548.00	50.22%
AMZN	AMAZON.COM INC	38	\$1,753.11	\$66,618.18	354.39%
ANTM	ANTHEM INC COM	28	\$283.74	\$7,944.72	-2.07%
ASIX	ADVANSIX INC COM	17	\$22.68	\$385.56	327.97%
BABA	ALIBABA GROUP HOLDING LTD SPON ADS EACH REP 8 ORD SHS	207	\$182.48	\$37,773.36	25.02%
BKNG	BOOKING HLDGS INC COM	10	\$1,859.09	\$18,590.90	63.79%
CELG	CELGENE CORP COM USD0.01	325	\$110.41	\$35,883.25	-5.01%
CRM	SALESFORCE.COM INC COM USD0.001	135	\$162.60	\$21,951.00	116.10%
CVX	CHEVRON CORP NEW COM	294	\$122.28	\$35,950.32	36.91%
FB	FACEBOOK INC-CLASS A	222	\$193.19	\$42,888.18	19.28%
FCX	FREEMPORT-MCMORAN INC COM USD0.10	784	\$10.84	\$8,498.56	-53.29%
FIS	FIDELITY NATL INFORMATION SERVICES COM USD0.01	148	\$133.82	\$19,805.36	14.18%
FISV	FISERV INC	201	\$111.33	\$22,377.33	28.40%
FTNT	FORTINET INC COM USD0.001	175	\$99.67	\$17,442.25	62.90%
GD	GENERAL DYNAMICS CORP COM USD1.00	227	\$184.72	\$41,931.44	5.26%
GILD	GILEAD SCIENCES INC COM USD0.001	509	\$63.33	\$32,234.97	-14.87%
GOOGL	ALPHABET INC CAP STK CL A	52	\$1,296.18	\$67,401.36	98.52%
GTX	GARRETT MOTION INC COM USD0.001	18	\$10.12	\$182.16	150.67%
HON	HONEYWELL INTERNATIONAL INC COM USD1	240	\$181.95	\$43,668.00	205.40%

Symbol	Description	Quantity	Last Price	Current Value	Total Gain/Loss
HXL	HEXCEL CORP COM NEW	607	\$78.23	\$47,485.61	49.71%
INTC	INTEL CORP COM USD0.001	236	\$57.89	\$13,662.04	7.55%
JPM	JPMORGAN CHASE & CO COM USD1.00	573	\$128.48	\$73,619.04	114.35%
LAZ	LAZARD LTD SHS A LOCKHEED MARTIN CORP COM USD1.00	314	\$37.76	\$11,856.64	-13.99%
LMT	LMT	116	\$387.69	\$44,972.04	41.23%
LUV	SOUTHWEST AIRLNS CO	1047	\$57.59	\$60,296.73	40.16%
MA	MASTERCARD INC CL A	106	\$278.07	\$29,475.42	21.09%
MCD	MCDONALDS CORP	48	\$195.00	\$9,360.00	23.35%
MCK	MCKESSON CORP	57	\$145.70	\$8,304.90	-11.17%
MPC	MARATHON PETROLEUM CORP COM USD0.01	405	\$64.25	\$26,021.25	27.91%
MSFT	MICROSOFT CORP	725	\$147.31	\$106,799.75	452.27%
MU	MICRON TECHNOLOGY	673	\$46.30	\$31,159.90	71.26%
NVDA	NVIDIA CORP	76	\$208.57	\$15,851.32	24.82%
PANW	PALO ALTO NETWORKS INC COM USD0.0001	55	\$243.23	\$13,377.65	25.36%
PFPT	PROOFPOINT INC COM USD0.0001	90	\$118.09	\$10,628.10	-0.63%
PPG	PPG INDUSTRIES INC COM USD1.666	188	\$130.32	\$24,500.16	288.53%
PYPL	PAYPAL HLDGS INC COM	175	\$102.12	\$17,871.00	235.29%
QCOM	QUALCOMM INC	256	\$90.47	\$23,160.32	17.08%
REZI	RESIDEO TECHNOLOGIES INC COM	30	\$9.09	\$272.70	40.04%
ROST	ROSS STORES INC COM	194	\$111.39	\$21,609.66	41.53%
SAP	SAP SE SPON ADR	163	\$134.30	\$21,890.90	67.56%
SQ	SQUARE INC CL A	210	\$61.51	\$12,917.10	-20.63%
T	AT&T INC COM USD1	1029	\$39.16	\$40,295.64	32.58%
TCEHY	TENCENT HLDGS LTD UNSPON ADR	793	\$40.74	\$32,302.85	9.78%
ULTA	ULTA BEAUTY INC COM	51	\$244.04	\$12,446.04	-1.31%
UNP	UNION PACIFIC CORP COM	425	\$175.54	\$74,604.50	635.11%
V	VISA INC COM CL A	158	\$179.41	\$28,346.78	16.36%
VLO	VALERO ENERGY CORP	306	\$100.25	\$30,676.50	51.24%
VZ	VERIZON COMMUNICATIONS	1032	\$59.41	\$61,311.12	23.44%
XBI	SPDR SER TR S&P BIOTECH ETF	1478	\$84.24	\$124,506.72	187.55%
XLB	SELECT SECTOR SPDR TR SHS BEN INT MATERIALS	1257	\$60.04	\$75,470.28	20.33%
XLC	SELECT SECTOR SPDR TR COMMUNICATION	636	\$51.33	\$32,645.88	10.96%
XLE	SELECT SECTOR SPDR TR ENERGY	1231	\$59.78	\$73,589.18	-22.13%
XLF	SELECT SECTOR SPDR TRUST AMEX FINANCIAL SELECT INDEX USD DIS	12760	\$29.61	\$377,823.60	73.94%
XLI	SELECT SECTOR SPDR TR SHS BEN INT INDUSTRIAL	336	\$81.45	\$27,367.20	42.44%

Symbol	Description	Quantity	Last Price	Current Value	Total Gain/Loss
XLK	SELECT SECTOR SPDR TRUST TECHNOLOGY SELECT SECTOR USD DIS	4149	\$86.64	\$359,469.36	72.78%
XLP	SECTOR SPDR TR SHS BEN INT CONSUMER STAPLES	3847	\$61.33	\$235,936.51	64.20%
XLRE	SELECT SECTOR SPDR TR RL EST SEL SEC	1555	\$37.98	\$59,058.90	17.27%
XLU	SECTOR SPDR TR SHS BEN INT UTILITIES	1609	\$62.43	\$100,449.87	72.73%
XLV	SELECT SECTOR SPDR TR HEALTH CARE FORMERLY CONSUMER SVCS TO	2714	\$95.42	\$258,969.88	118.36%
XLY	SELECT SECTOR SPDR TR CONSUMER DISCRETIONARY FORMERLY CYCLIC	2106	\$120.63	\$254,046.78	83.96%
XOM	EXXON MOBIL CORP	185	\$68.80	\$12,728.00	-15.62%

OBJECTIVES (2020-2021)

*Revise and Update the Policies and Procedures Manual (Last updated in 2009)

*Increase annual disbursement to UNM to 4.00% of 3Q Ending Balance

*Incorporate MGMT 578 (Fixed Income) to build and monitor bond exposure

TAB 10

Information Item 10

UNM Consolidated Quarterly Financial Report through September 30, 2019




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

MEMORANDUM

DATE: November 22, 2019

TO: Teresa Costantinidis
Senior VP for Finance and Administration

FROM: Elizabeth Metzger, CPA 
University Controller

RE: Information Item for Board of Regents' Finance & Facilities Committee Meeting

The first Quarterly Consolidated Financial Report for the month ended September 30, 2019 will be presented at the *December 3, 2019* Finance and Facilities meeting.



Monthly Financial Report

Consolidated Total Operations Current Funds

Fiscal Year to Date as of September 30, 2019

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Appropriations Schedules

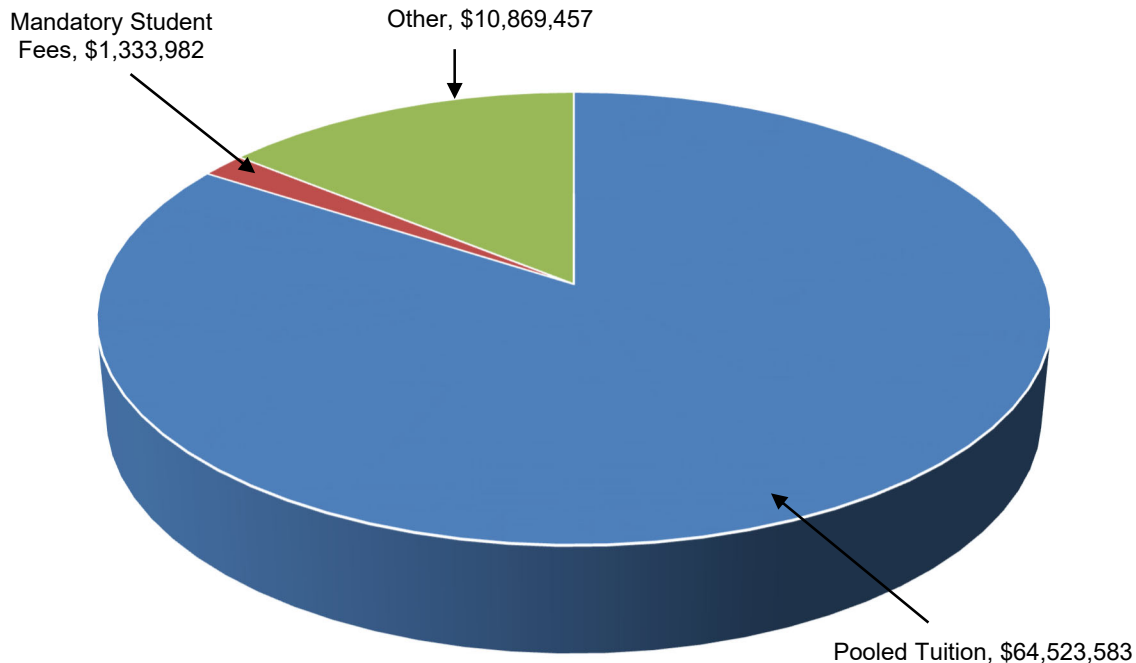
Consolidated – Total Operations Current Funds	20
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Summary of Items in the Consolidated Financial Report As of September 30, 2019

- Instruction and General (Consolidated page 8, Main Campus page 14): 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 distributed directly to the units, EX: tuition differential, course fees.

**Main Campus Tuition and Fees
as of September 30, 2019**



Other includes tuition differential, off-campus extension tuition, ASM Executive and Professional Education Center (EPEC) tuition, and various fee classifications (application, course, extended education, other student, testing binding, and thesis).

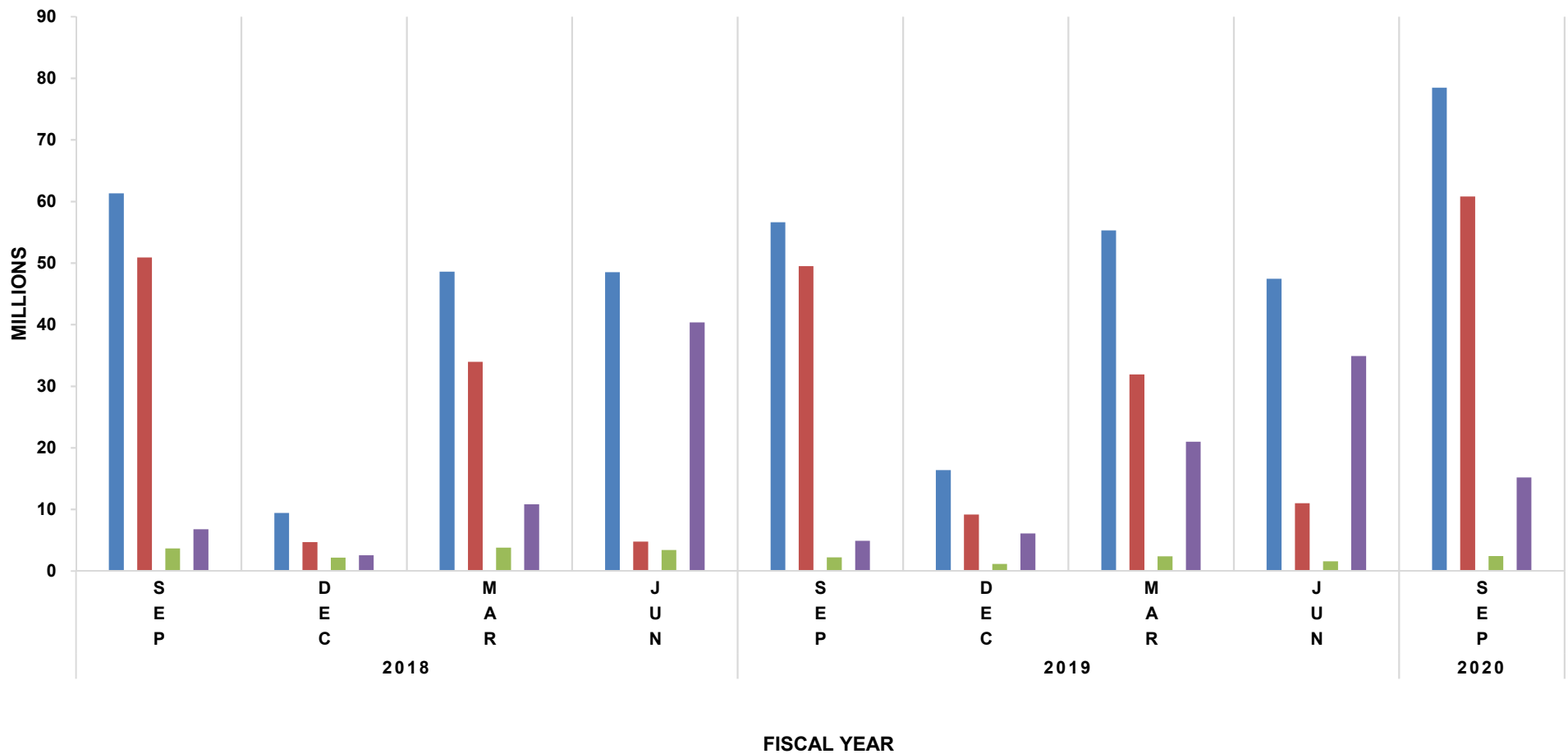
Budget	\$123,641,711
Difference	\$ (59,118,128)

- HSC Clinical and Academic Operations (Consolidated page 10): Effective FY20, HSC information will not be presented as a separate report in the Consolidated Financial Report. HSC is presented in the Clinical Operations section that also includes UNM Hospitals, UNM Medical Group, and SRMC. (These actuals do not include intercompany eliminations.) Actuals for the current year and prior year through September are as follows:

Clinical Operations		FY20 – as of 09/30/19		FY19 – as of 09/30/18		Variance between FY2020 and FY2019
UNM HSC Academic Enterprise	\$	3,436,394	\$	1,929,370	\$	1,507,024
UNM Hospitals Operations	\$	7,953,816	\$	-1,123,105	\$	9,076,921
UNM Medical Group	\$	3,773,778	\$	777,300	\$	2,996,478
SRMC	\$	38,120	\$	12,344	\$	25,776
Total	\$	15,202,108	\$	1,595,909	\$	13,606,199

**CONSOLIDATED TOTAL OPERATIONS - 3 YEAR NET REVENUE / (EXPENSE)
FISCAL YEAR TO DATE AS OF SEPTEMBER 30, 2019**

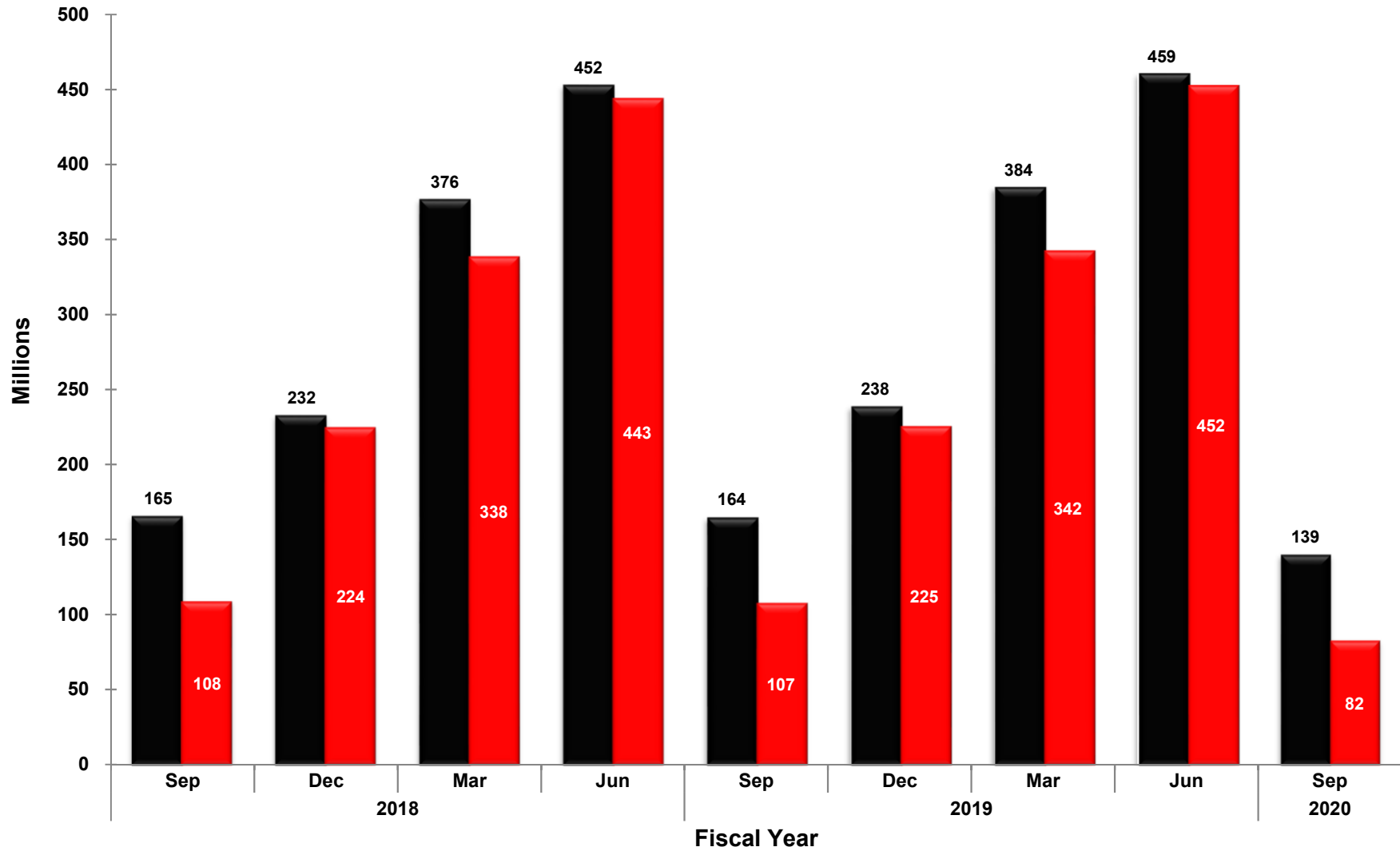
■ CONSOLIDATED ■ MAIN ■ BRANCHES ■ HSC





YTD I&G Consolidated Revenues / Expenses (3 Year) Fiscal Year to Date as of September 30, 2019

■ Revenues ■ Expenses



Executive Budget Summary

University of New Mexico Consolidated Financial Report

Fiscal Year 2020 UNM Operating Budget

This report covers current fund operations for the University, including Main Campus, Branch Campuses, and Clinical Operations including the HSC Campus.

Instruction and General's operations projects a use of reserves of \$7.6M for the Fiscal Year 2020 UNM Operating Budget; \$6.9M use of reserves at the Main Campus and a \$731K use of reserves at the Branch Campuses. HSC's budget for I&G is now included in the Clinical Operations budget.

Unrestricted Research operations projects a use of reserves of \$2.7M for the Fiscal Year 2020 UNM Operating Budget-all at the Main Campus. HSC's budget for research is now included in the Clinical Operations budget.

Unrestricted Public Service operations projects a use of reserves of \$1.9M for the Fiscal Year 2020 UNM Operating Budget; \$1.8M use of reserves is at the Main Campus and a \$31K use of reserves is at the Branch Campuses. HSC's budget for Unrestricted Public Service is now included in the Clinical Operations budget.

Student Aid operations projects a use of reserves of \$4.9M for the Fiscal Year 2020 UNM Operating Budget; \$4.9M use of reserves is at the Main Campus and a \$25K use of reserves is at the Branch Campuses. HSC's budget for Student Aid is now included in the Clinical Operations budget.

Student Activities are the operations of Student Government and Student organizations. The FY 2020 UNM Operating Budget shows a use of reserves of \$231K. HSC's budget for Student Activities is now included in the Clinical Operations budget.

Auxiliaries and Athletics

The FY 2020 UNM Operating Budget for Auxiliaries and Athletics projects a use of reserves of \$690K.

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.

Clinical Operations now includes HSC (UNM HSC Academic Enterprises), UNM Hospital, UNM Medical Group, and SRMC. The FY 2020 UNM Operating Budget for Clinical Operations totals \$10,866,875 and is listed by unit below:

- UNM HSC Academic Enterprise as a budgeted net margin of \$1,547,512
- UNM Hospitals operations has a budgeted net margin of \$4,389,451
- UNM Medical Group operations has a budgeted net margin of \$4,901,522
- SRMC has a budgeted net margin of \$28,390

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the three month ended September 30, 2019
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Instruction and General						
Tuition and Fees Revenues						
Main Campus	144,715,691	76,727,022	(67,988,669)	53%	77,669,378	(942,356)
Branch Campuses	7,115,164	3,567,271	(3,547,893)	50%	3,593,456	(26,185)
Total Tuition and Fees Revenues	151,830,855	80,294,293	(71,536,562)	53%	81,262,834	(968,541)
State/Local Appropriations	226,222,376	56,555,595	(169,666,781)	25%	52,977,458	3,578,137
F & A Revenues	20,400,000	5,601,704	(14,798,296)	27%	5,433,354	168,350
Transfers	(60,793,169)	(7,044,137)	53,749,032	12%	(17,995,258)	10,951,121
Other Revenues	17,975,835	3,761,105	(14,214,730)	21%	7,656,042	(3,894,937)
Total Instruction and General Revenues	355,635,897	139,168,560	(216,467,337)	39%	129,334,430	9,834,130
Salaries	219,357,568	47,362,746	171,994,822	22%	47,580,110	217,364
Benefits	75,549,610	18,192,951	57,356,659	24%	16,814,659	(1,378,292)
Other Expenses	68,381,910	16,247,035	52,134,875	24%	14,052,208	(2,194,827)
Total Instruction and General Expenses	363,289,088	81,802,732	281,486,356	23%	78,446,977	(3,355,755)
Net Instruction and General Revenue/(Expense)	(7,653,191)	57,365,828	65,019,019		50,887,453	6,478,375
Research						
State/Local Appropriations	2,071,050	517,763	(1,553,287)	25%	482,863	34,900
Transfers	15,251,013	1,841,506	(13,409,507)	12%	1,531,302	310,204
Other Revenues	167,906	37,217	(130,689)	22%	(46,542)	83,759
Total Research Revenues	17,489,969	2,396,486	(15,093,483)	14%	1,967,623	428,863
Salaries and Benefits	9,191,232	3,191,427	5,999,805	35%	3,150,638	(40,789)
Other Expenses	11,055,715	1,704,472	9,351,243	15%	2,003,110	298,638
Total Research Expenses	20,246,947	4,895,899	15,351,048	24%	5,153,748	257,849
Net Research Revenue/(Expense)	(2,756,978)	(2,499,413)	257,565		(3,186,125)	686,712
Public Service						
State/Local Appropriations	4,139,850	1,034,963	(3,104,887)	25%	807,088	227,875
Sales and Services Revenues	7,128,313	2,038,139	(5,090,174)	29%	1,633,430	404,709
Gifts	9,146,483	2,082,614	(7,063,869)	23%	2,972,070	(889,456)
Transfers	(1,580,367)	361,791	1,942,158	-23%	43	361,748
Other Revenues	3,353,426	1,011,952	(2,341,474)	30%	488,680	523,272
Total Public Service Revenues	22,187,705	6,529,459	(15,658,246)	29%	5,901,311	628,148
Salaries and Benefits	10,916,737	2,742,892	8,173,845	25%	2,845,533	102,641
Other Expenses	13,327,013	2,428,679	10,898,334	18%	3,229,479	800,800
Total Public Service Expenses	24,243,750	5,171,571	19,072,179	21%	6,075,012	903,441
Net Public Service Revenue/(Expense)	(2,056,045)	1,357,888	3,413,933		(173,701)	1,531,589

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the three month ended September 30, 2019
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Student Aid						
Gifts	521,646	203,214	(318,432)	39%	173,600	29,614
State Lottery Scholarship	23,728,994	11,864,497	(11,864,497)	50%	9,100,000	2,764,497
Transfers	18,264,963	4,163,093	(14,101,870)	23%	4,665,440	(502,347)
Other Revenues	5,553,594	1,722,584	(3,831,010)	31%	1,628,371	94,213
Total Student Aid Revenues	48,069,197	17,953,388	(30,115,809)	37%	15,567,411	2,385,977
Salaries and Benefits	1,639,821	463,256	1,176,565	28%	526,686	63,430
Other Expenses	51,361,733	19,017,047	32,344,686	37%	19,227,964	210,917
Total Student Aid Expenses	53,001,554	19,480,303	33,521,251	37%	19,754,650	274,347
Net Student Aid Revenue/(Expense)	(4,932,357)	(1,526,915)	3,405,442		(4,187,239)	2,660,324
Student Social & Cultural Programs						
Fee Revenues	7,611,875	2,667,055	(4,944,820)	35%	3,737,240	(1,070,185)
Sales and Services Revenues	891,941	249,163	(642,778)	28%	266,262	(17,099)
Transfers	618,585	151,778	(466,807)	25%	254,970	(103,192)
Other Revenues	112,300	19,523	(92,777)	17%	36,759	(17,236)
Total Student Social & Cultural Programs Revenues	9,234,701	3,087,519	(6,147,182)	33%	4,295,231	(1,207,712)
Salaries and Benefits	5,627,798	1,261,101	4,366,697	22%	1,405,215	144,114
Other Expenses	3,838,259	1,455,988	2,382,271	38%	1,008,180	(447,808)
Total Student Social & Cultural Programs Expenses	9,466,057	2,717,089	6,748,968	29%	2,413,395	(303,694)
Net Student Social & Cultural Programs Revenue/(Expense)	(231,356)	370,430	601,786		1,881,836	(1,511,406)
Auxiliaries and Athletics						
Branch Campuses Auxiliary Revenues	1,841,085	622,822	(1,218,263)	34%	604,159	18,663
Main Campus Auxiliaries Revenues	46,203,727	17,590,020	(28,613,707)	38%	18,039,914	(449,894)
Athletics Revenues	32,286,155	10,071,816	(22,214,339)	31%	8,623,721	1,448,095
Total Auxiliaries and Athletics Revenues	80,330,967	28,284,658	(52,046,309)	35%	27,267,794	1,016,864
Branch Campuses Auxiliary Expenses	1,996,492	638,952	1,357,540	32%	646,008	7,056
Main Campus Auxiliaries Expenses	47,041,864	10,252,611	36,789,253	22%	11,343,710	1,091,099
Athletics Expenses	31,798,827	9,211,539	22,587,288	29%	8,794,452	(417,087)
Total Auxiliaries and Athletics Expenses	80,837,183	20,103,102	60,734,081	25%	20,784,170	681,068
Net Auxiliaries and Athletics Revenue/(Expense)	(506,216)	8,181,556	8,687,772		6,483,624	1,697,932

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the three month ended September 30, 2019
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	153,282,567	43,619,470	(109,663,097)	28%	43,633,150	(13,680)
State and Local Grants and Contracts Revenues	19,131,144	4,308,107	(14,823,037)	23%	3,966,446	341,661
Non-Governmental Grants and Contracts Revenues	12,800,000	3,801,513	(8,998,487)	30%	4,175,121	(373,608)
Gifts	38,024	-	(38,024)	0%	-	-
Transfers	2,692,000	484,489	(2,207,511)	18%	976,315	(491,826)
Other Revenues	-	(176,702)	(176,702)	N/A	-	(176,702)
Total Sponsored Programs Revenues	187,943,735	52,036,877	(135,906,858)	28%	52,751,032	(714,155)
Salaries and Benefits	74,854,445	15,380,897	59,473,548	21%	15,759,087	378,190
Other Expenses	113,089,290	36,655,980	76,433,310	32%	36,991,945	335,965
Total Sponsored Programs Expenses	187,943,735	52,036,877	135,906,858	28%	52,751,032	714,155
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-
HSC Clinical and Academic Operations*						
State/Local Appropriations	106,573,977	27,390,075	(79,183,902)	26%	24,870,767	2,519,308
Capital Appropriations	-	33,588,918	33,588,918	N/A	-	33,588,918
UNM Medical Group Revenues	404,178,392	103,864,982	(300,313,410)	26%	80,964,193	22,900,789
UNM Hospitals Revenues	1,205,944,288	316,838,213	(889,106,075)	26%	278,225,455	38,612,758
SRMC Revenues	106,105,706	23,014,661	(83,091,045)	22%	22,851,424	163,237
Tuition and Fees Revenue (Earned Only)	30,656,107	7,664,027	(22,992,080)	25%	7,785,231	(121,204)
F&A Revenues	25,500,000	5,947,063	(19,552,937)	23%	6,147,126	(200,063)
Mil Levy (Sandoval & Bernalillo Counties)	109,997,537	28,116,739	(81,880,798)	26%	25,083,724	3,033,015
Contract and Grant Revenues	178,543,740	37,312,632	(141,231,108)	21%	36,194,053	1,118,579
Transfers	6,410,559	500,863	(5,909,696)	8%	(582,551)	1,083,414
Other Revenues	104,214,280	26,361,431	(77,852,849)	25%	22,898,856	3,462,575
Total Clinical Operations Revenues	2,278,124,586	610,599,604	(1,667,524,982)	27%	504,438,278	106,161,326
Salaries and Benefits	1,093,074,912	265,113,727	827,961,185	24%	252,194,038	(12,919,689)
Contract and Grant Expenses	162,479,749	33,461,838	129,017,911	21%	32,640,364	(821,474)
Committed for Capital Projects	-	33,588,918	(33,588,918)	N/A	-	(33,588,918)
Other Expenses	1,011,703,050	263,233,013	748,470,037	26%	218,007,967	(45,225,046)
Total Clinical Operations Expenses	2,267,257,711	595,397,496	1,671,860,215	26%	502,842,369	(92,555,127)
Net Clinical Operations Revenue/(Expense)	10,866,875	15,202,108	4,335,233		1,595,909	13,606,199
Net Current Revenue/(Expense)	(7,269,268)	78,451,482	85,720,750		53,301,757	25,149,725

* Does not include intercompany eliminations

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the three month ended September 30, 2019
Preliminary and Unaudited

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Results of Athletics Operations:						
Athletics Revenues	31,380,903	10,086,837	(21,294,066)	32%	7,665,984	2,420,853
Athletics Transfers	905,252	(15,021)	(920,273)	-2%	957,737	(972,758)
Total Athletics Revenues	32,286,155	10,071,816	(22,214,339)	31%	8,623,721	1,448,095
Athletics Expenses						
Salaries and Benefits	13,062,092	3,270,537	9,791,555	25%	3,379,981	109,444
Grant-in-Aid	4,200,000	1,794,912	2,405,088	43%	1,903,987	109,075
Other Expenses	14,536,735	4,146,090	10,390,645	29%	3,510,484	(635,606)
Total Athletics Expenses	31,798,827	9,211,539	22,587,288	29%	8,794,452	(417,087)
Total Net Athletics Revenue/(Expense)	487,328	860,277	372,949		(170,731)	1,031,008
Operations		860,277			(183,200)	1,043,477
Debt Service		-			-	-
Endowed Spending Accounts		-			12,469	(12,469)
		860,277			(170,731)	1,031,008
Results of Auxiliary Operations:						
VP for Institutional Support Services						
Bookstore Revenues	10,502,804	4,059,802	(6,443,002)	39%	4,491,660	(431,858)
Bookstore Transfers	(86,389)	(87,500)	(1,111)	101%	(87,500)	-
Total Bookstore Revenues	10,416,415	3,972,302	(6,444,113)	38%	4,404,160	(431,858)
Total Bookstore Expenses	10,416,415	3,736,326	6,680,089	36%	4,021,201	284,875
Net Bookstore Revenue/(Expense)	-	235,976	235,976		382,959	(146,983)
University Club Revenues	64,500	12,615	(51,885)	20%	12,036	579
University Club Expenses	64,500	15,291	49,209	24%	1,898	(13,393)
Net Faculty & Staff Club Revenue/(Expense)	-	(2,676)	(2,676)		10,138	(12,814)
Food Service/Dining Revenues	2,406,719	715,741	(1,690,978)	30%	828,867	(113,126)
Food Service/Dining Transfers	(885,477)	(12,500)	872,977	1%	(10,500)	(2,000)
Total Food Service/Dining Revenues	1,521,242	703,241	(818,001)	46%	818,367	(115,126)
Total Food Service/Dining Expenses	1,521,242	224,890	1,296,352	15%	322,447	97,557
Net Food Service/Dining Revenue/(Expense)	-	478,351	478,351		495,920	(17,569)
Golf Courses Revenues	2,475,610	688,670	(1,786,940)	28%	696,411	(7,741)
Golf Courses Transfers	(39,252)	(9,813)	29,439	25%	(9,813)	-
Total Golf Courses Revenues	2,436,358	678,857	(1,757,501)	28%	686,598	(7,741)
Total Golf Courses Expenses	2,436,358	614,789	1,821,569	25%	623,359	8,570
Net Golf Courses Revenue/(Expense)	-	64,068	64,068		63,239	829
Housing Revenues	10,592,340	5,153,847	(5,438,493)	49%	5,277,499	(123,652)
Housing Transfers	(2,390,946)	(626,088)	1,764,858	26%	(699,568)	73,480
Total Housing Revenues	8,201,394	4,527,759	(3,673,635)	55%	4,577,931	(50,172)
Total Housing Expense	8,201,394	1,595,438	6,605,956	19%	1,973,224	377,786
Net Housing Revenue/(Expense)	-	2,932,321	2,932,321		2,604,707	327,614

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the three month ended September 30, 2019
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University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Lobo Cash Revenues	79,500	41,910	(37,590)	53%	16,492	25,418
Lobo Cash Expenses	79,500	15,820	(63,680)	20%	460	(15,360)
Net Lobo Cash Revenue/(Expense)	-	26,090	26,090		16,032	10,058
Other Revenues	1,975,000	144,333	(1,830,667)	7%	17,875	126,458
Other Transfers	(2,166,000)	(457,500)	1,708,500	21%	(462,500)	5,000
Total Other Revenues	(191,000)	(313,167)	(122,167)	164%	(444,625)	131,458
Total Other Expense	150	-	150	0%	-	-
Net Other Revenue/(Expense)	(191,150)	(313,167)	(122,017)		(444,625)	131,458
Parking and Transportation Revenues	7,756,654	3,796,957	(3,959,697)	49%	3,735,531	61,426
Parking and Trans Transfers	(1,712,319)	(531,580)	1,180,739	31%	(523,456)	(8,124)
Total Parking and Trans Revenues	6,044,335	3,265,377	(2,778,958)	54%	3,212,075	53,302
Total Parking and Trans Expenses	6,591,322	1,035,743	5,555,579	16%	1,058,082	22,339
Net Parking and Trans Revenue/(Expense)	(546,987)	2,229,634	2,776,621		2,153,993	75,641
Popejoy Events Revenues	6,005,254	77,284	(5,927,970)	1%	96,475	(19,191)
Popejoy Events Transfers	-	-	-	N/A	-	-
Total Popejoy Events Revenues	6,005,254	77,284	(5,927,970)	1%	96,475	(19,191)
Total Popejoy Events Expenses	6,005,254	669,032	5,336,222	11%	752,510	83,478
Net Popejoy Events Revenue/(Expense)	-	(591,748)	(591,748)		(656,035)	64,287
Taos & Lawrence Ranch Revenues	55,000	55,000	-	100%	55,000	-
Taos & Lawrence Ranch Expenses	55,000	9,426	45,574	17%	9,790	364
Net Taos & Lawrence Ranch Revenue/(Expense)	-	45,574	45,574		45,210	364
Ticketing Services Revenues	769,058	71,539	(697,519)	9%	175,494	(103,955)
Ticketing Services Transfers	-	-	-	N/A	-	-
Total Ticketing Services Revenues	769,058	71,539	(697,519)	9%	175,494	(103,955)
Total Ticketing Services Expenses	869,058	89,766	779,292	10%	75,907	(13,859)
Net Ticketing Services Revenue/(Expense)	(100,000)	(18,227)	81,773		99,587	(117,814)
Total VP for Institutional Support Services Revenues	35,402,056	13,092,717	(22,309,339)	37%	13,610,003	(517,286)
Total VP for Institutional Support Services Expenses	36,240,193	8,006,521	28,233,672	22%	8,838,878	832,357
Net VP for Institutional Support Services Revenue/(Expense)	(838,137)	5,086,196	5,924,333		4,771,125	315,071

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University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
VP for Student Affairs						
Student Health Center Revenues	7,692,107	3,157,549	(4,534,558)	41%	3,000,643	156,906
Student Health Center Expenses	7,692,107	1,721,515	5,970,592	22%	1,827,763	106,248
Net Student Health Center Revenue/(Expense)	-	1,436,034	1,436,034		1,172,880	263,154
Student Union Revenues	2,723,737	1,343,763	(1,379,974)	49%	1,311,384	32,379
Student Union Expenses	2,723,737	492,542	2,231,195	18%	659,715	167,173
Net Student Union Revenue/(Expense)	-	851,221	851,221		651,669	199,552
Total VP for Student Affairs Revenues	10,415,844	4,501,312	(5,914,532)	43%	4,312,027	189,285
Total VP for Student Affairs Expenses	10,415,844	2,214,057	8,201,787	21%	2,487,478	273,421
Net VP for Student Affairs Revenue/(Expense)	-	2,287,255	2,287,255		1,824,549	462,706
Provost and Other Units						
Art Museum Revenues	300	211	(89)	70%	-	211
Art Museum Expenses	300	1,170	(870)	390%	-	(1,170)
Net Art Museum Revenue/(Expense)	-	(959)	(959)		-	(959)
CE Conference Ctr Revenues	160,000	43,619	(116,381)	27%	63,436	(19,817)
CE Conference Ctr Transfers	(66,218)	(74,015)	(7,797)	112%	29,249	(103,264)
Total CE Conference Ctr Revenues	93,782	(30,396)	(124,178)	-32%	92,685	(123,081)
Total CE Conference Ctr Expenses	93,782	16,434	77,348	18%	(5,654)	(22,088)
Net CE Conference Ctr Revenue/(Expense)	-	(46,830)	(46,830)		98,339	(145,169)
Maxwell Museum Revenues	40,261	3,578	(36,683)	9%	7,042	(3,464)
Maxwell Museum Expenses	40,261	1,402	38,859	3%	3,806	2,404
Net Maxwell Museum Revenue/(Expense)	-	2,176	2,176		3,236	(1,060)
Other Revenues	251,484	22,598	(228,886)	9%	18,157	4,441
Other Expenses	251,484	13,027	238,457	5%	19,202	6,175
Net Other Revenue/(Expense)	-	9,571	9,571		(1,045)	10,616
Total Provost and Other Units Revenues	385,827	(4,009)	(389,836)	-1%	117,884	(121,893)
Total Provost and Other Units Expenses	385,827	32,033	353,794	8%	17,354	(14,679)
Net Provost and Other Units Revenue/(Expense)	-	(36,042)	(36,042)		100,530	(136,572)
Auxiliary Totals						
Total Auxiliary Revenues	46,203,727	17,590,020	(28,613,707)	38%	18,039,914	(449,894)
Total Auxiliary Expenses	47,041,864	10,252,611	36,789,253	22%	11,343,710	1,091,099
Net Auxiliary Revenue/(Expense)	(838,137)	7,337,409	8,175,546		6,696,204	641,205
Net Athletics Revenue/(Expense)	487,328	860,277	372,949		(170,731)	1,031,008
Net Auxiliary and Athletics Revenue/(Expense)	(350,809)	8,197,686	8,548,495		6,525,473	1,672,213
Net Branch Campuses Aux Revenue/(Expense)	(155,407)	(16,130)	139,277		(41,849)	25,719
Net All Auxiliary and Athletics Revenue/(Expense)	(506,216)	8,181,556	8,687,772		6,483,624	1,697,932

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Main Campus - Total Operations Current Funds

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Instruction and General						
Tuition and Fees Revenues	144,715,691	76,727,022	(67,988,669)	53%	77,669,378	(942,356)
State/Local Appropriations	196,138,200	49,034,550	(147,103,650)	25%	45,859,050	3,175,500
F & A Revenues	20,400,000	5,601,704	(14,798,296)	27%	5,433,354	168,350
Transfers	(59,640,652)	(5,888,762)	53,751,890	10%	(17,053,671)	11,164,909
Other Revenues	17,255,084	3,442,062	(13,813,022)	20%	7,446,694	(4,004,632)
Total Instruction and General Revenues	318,868,323	128,916,576	(189,951,747)	40%	119,354,805	9,561,771
Salaries	197,673,259	42,796,683	154,876,576	22%	43,065,315	268,632
Benefits	68,424,134	16,666,651	51,757,483	24%	15,321,003	(1,345,648)
Other Expenses	59,692,381	14,625,715	45,066,666	25%	12,388,085	(2,237,630)
Total Instruction and General Expenses	325,789,774	74,089,049	251,700,725	23%	70,774,403	(3,314,646)
Net Instruction and General Revenue/(Expense)	(6,921,451)	54,827,527	61,748,978		48,580,402	6,247,125
Research						
State/Local Appropriations	2,071,050	517,763	(1,553,287)	25%	482,863	34,900
Transfers	15,251,013	1,841,506	(13,409,507)	12%	1,531,302	310,204
Other Revenues	167,906	37,217	(130,689)	22%	(46,542)	83,759
Total Research Revenues	17,489,969	2,396,486	(15,093,483)	14%	1,967,623	428,863
Salaries and Benefits	9,191,232	3,191,427	5,999,805	35%	3,150,638	(40,789)
Other Expenses	11,055,715	1,704,472	9,351,243	15%	2,003,110	298,638
Total Research Expenses	20,246,947	4,895,899	15,351,048	24%	5,153,748	257,849
Net Research Revenue/(Expense)	(2,756,978)	(2,499,413)	257,565		(3,186,125)	686,712
Public Service						
State/Local Appropriations	4,139,850	1,034,963	(3,104,887)	25%	807,088	227,875
Sales and Services Revenues	6,736,536	1,983,021	(4,753,515)	29%	1,591,695	391,326
Gifts	9,021,675	1,992,200	(7,029,475)	22%	2,905,943	(913,743)
Transfers	(1,580,367)	361,791	1,942,158	-23%	1,043	360,748
Other Revenues	3,343,426	977,217	(2,366,209)	29%	452,333	524,884
Total Public Service Revenues	21,661,120	6,349,192	(15,311,928)	29%	5,758,102	591,090
Salaries and Benefits	10,569,905	2,642,730	7,927,175	25%	2,704,902	62,172
Other Expenses	13,116,320	2,350,742	10,765,578	18%	3,193,503	842,761
Total Public Service Expenses	23,686,225	4,993,472	18,692,753	21%	5,898,405	904,933
Net Public Service Revenue/(Expense)	(2,025,105)	1,355,720	3,380,825		(140,303)	1,496,023

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Main Campus - Total Operations Current Funds

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Student Aid						
Private Grants/Gifts	426,996	151,948	(275,048)	36%	145,948	6,000
State Lottery Scholarships	23,728,994	11,864,497	(11,864,497)	50%	9,100,000	2,764,497
Transfers	17,863,853	4,108,007	(13,755,846)	23%	4,512,446	(404,439)
Other Revenues	5,536,594	1,715,131	(3,821,463)	31%	1,620,775	94,356
Total Student Aid Revenues	47,556,437	17,839,583	(29,716,854)	38%	15,379,169	2,460,414
Salaries and Benefits	1,639,821	463,256	1,176,565	28%	526,686	63,430
Other Expenses	50,823,823	18,785,815	32,038,008	37%	18,987,712	201,897
Total Student Aid Expenses	52,463,644	19,249,071	33,214,573	37%	19,514,398	265,327
Net Student Aid Revenue/(Expense)	(4,907,207)	(1,409,488)	3,497,719		(4,135,229)	2,725,741
Student Social & Cultural Programs						
Fee Revenues	7,392,800	2,566,760	(4,826,040)	35%	3,635,260	(1,068,500)
Sales and Services Revenues	884,241	248,037	(636,204)	28%	265,585	(17,548)
Transfers	658,585	191,778	(466,807)	29%	294,970	(103,192)
Other Revenues	112,300	19,523	(92,777)	17%	36,759	(17,236)
Total Student Social & Cultural Programs Revenues	9,047,926	3,026,098	(6,021,828)	33%	4,232,574	(1,206,476)
Salaries and Benefits	5,619,958	1,261,101	4,358,857	22%	1,404,884	143,783
Other Expenses	3,659,324	1,422,109	2,237,215	39%	985,851	(436,258)
Total Student Social & Cultural Programs Expenses	9,279,282	2,683,210	6,596,072	29%	2,390,735	(292,475)
Net Student Social & Cultural Programs Revenue/(Expense)	(231,356)	342,888	574,244		1,841,839	(1,498,951)
Auxiliaries						
Auxiliaries Revenues	46,203,727	17,590,020	(28,613,707)	38%	18,039,914	(449,894)
Athletics Revenues	32,286,155	10,071,816	(22,214,339)	31%	8,623,721	1,448,095
Total Auxiliaries Revenues	78,489,882	27,661,836	(50,828,046)	35%	26,663,635	998,201
Auxiliaries Expenses	47,041,864	10,252,611	36,789,253	22%	11,343,710	1,091,099
Athletics Expenses	31,798,827	9,211,539	22,587,288	29%	8,794,452	(417,087)
Total Auxiliaries Expenses	78,840,691	19,464,150	59,376,541	25%	20,138,162	674,012
Net Auxiliaries and Athletics Revenue/(Expense)	(350,809)	8,197,686	8,548,495		6,525,473	1,672,213

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
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Main Campus - Total Operations Current Funds

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	144,466,888	42,001,330	(102,465,558)	29%	41,636,475	364,855
State and Local Grants and Contracts Revenues	17,087,338	4,067,001	(13,020,337)	24%	3,820,093	246,908
Non-Governmental Grants and Contracts Revenues	12,600,000	3,713,193	(8,886,807)	29%	4,094,539	(381,346)
Gifts	-	-	-	N/A	-	-
Transfers	2,692,000	484,489	(2,207,511)	18%	976,315	(491,826)
Other Revenues	-	(176,702)	(176,702)	N/A	-	(176,702)
Total Sponsored Programs Revenues	176,846,226	50,089,311	(126,756,915)	28%	50,527,422	(438,111)
Salaries and Benefits	67,960,226	14,185,546	53,774,680	21%	14,507,232	321,686
Other Expenses	108,886,000	35,903,765	72,982,235	33%	36,020,190	116,425
Total Sponsored Programs Expenses	176,846,226	50,089,311	126,756,915	28%	50,527,422	438,111
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-
Net Current Revenue/(Expense)	(17,192,906)	60,814,920	78,007,826		49,486,057	11,328,863

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Branch Campuses - Total Operations Current Funds

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Instruction and General						
Tuition and Fees Revenues	7,115,164	3,567,271	(3,547,893)	50%	3,593,456	(26,185)
State/Local Appropriations	30,084,176	7,521,045	(22,563,131)	25%	7,118,408	402,637
Transfers	(1,152,517)	(1,155,375)	(2,858)	100%	(941,587)	(213,788)
Other Revenues	720,751	319,043	(401,708)	44%	209,348	109,695
Total Instruction and General Revenues	36,767,574	10,251,984	(26,515,590)	28%	9,979,625	272,359
Salaries	21,684,309	4,566,063	17,118,246	21%	4,514,795	(51,268)
Benefits	7,125,476	1,526,300	5,599,176	21%	1,493,656	(32,644)
Other Expenses	8,689,529	1,621,320	7,068,209	19%	1,664,123	42,803
Total Instruction and General Expenses	37,499,314	7,713,683	29,785,631	21%	7,672,574	(41,109)
Net Instruction and General Revenue/(Expense)	(731,740)	2,538,301	3,270,041		2,307,051	231,250
Public Service						
State/Local Appropriations	-	-	-	N/A	-	-
Sales and Services Revenues	391,777	55,118	(336,659)	14%	41,735	13,383
Gifts	124,808	90,414	(34,394)	72%	66,127	24,287
Transfers	-	-	-	N/A	(1,000)	1,000
Other Revenues	10,000	34,735	24,735	347%	36,347	(1,612)
Total Public Service Revenues	526,585	180,267	(346,318)	34%	143,209	37,058
Salaries and Benefits	346,832	100,162	246,670	29%	140,631	40,469
Other Expenses	210,693	77,937	132,756	37%	35,976	(41,961)
Total Public Service Expenses	557,525	178,099	379,426	32%	176,607	(1,492)
Net Public Service Revenue/(Expense)	(30,940)	2,168	33,108		(33,398)	35,566
Student Aid						
Private Grants/Gifts	94,650	51,266	(43,384)	54%	27,652	23,614
Transfers	401,110	55,086	(346,024)	14%	152,994	(97,908)
Other Revenues	17,000	7,453	(9,547)	44%	7,596	(143)
Total Student Aid Revenues	512,760	113,805	(398,955)	22%	188,242	(74,437)
Salaries and Benefits	-	-	-	N/A	-	-
Other Expenses	537,910	231,232	306,678	43%	240,252	9,020
Total Student Aid Expenses	537,910	231,232	306,678	43%	240,252	9,020
Net Student Aid Revenue/(Expense)	(25,150)	(117,427)	(92,277)		(52,010)	(65,417)

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Branch Campuses - Total Operations Current Funds

	FY 2020 Full Year Operating Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%	FY 2019 Year-to-Date Actual	FY 2020 YTD Actual Change From FY 2019 YTD Actual
Student Social & Cultural Programs						
Fee Revenues	219,075	100,295	(118,780)	46%	101,980	(1,685)
Sales and Services Revenues	7,700	1,126	(6,574)	15%	677	449
Transfers	(40,000)	(40,000)	-	100%	(40,000)	-
Other Revenues	-	-	-	N/A	-	-
Total Student Social & Cultural Programs Revenues	186,775	61,421	(125,354)	33%	62,657	(1,236)
Salaries and Benefits	7,840	-	7,840	0%	331	331
Other Expenses	178,935	33,879	145,056	19%	22,329	(11,550)
Total Student Social & Cultural Programs Expenses	186,775	33,879	152,896	18%	22,660	(11,219)
Net Student Social & Cultural Programs Revenue/(Expense)	-	27,542	27,542		39,997	(12,455)
Auxiliaries						
Bookstore Revenues	1,729,990	584,666	(1,145,324)	34%	565,627	19,039
Housing and Food Service Revenues	137,794	34,103	(103,691)	25%	34,197	(94)
Transfers	(40,000)	-	40,000	0%	-	-
Other Auxiliaries Revenues	13,301	4,053	(9,248)	30%	4,335	(282)
Total Auxiliaries Revenues	1,841,085	622,822	(1,218,263)	34%	604,159	18,663
Bookstore Expenses	1,695,397	602,159	1,093,238	36%	620,414	18,255
Housing and Food Service Expenses	287,794	22,018	265,776	8%	23,478	1,460
Other Auxiliaries Expenses	13,301	14,775	(1,474)	111%	2,116	(12,659)
Total Auxiliaries Expenses	1,996,492	638,952	1,357,540	32%	646,008	7,056
Net Auxiliaries Revenue/(Expense)	(155,407)	(16,130)	139,277		(41,849)	25,719
Sponsored Programs						
Federal Grants and Contracts Revenues	8,815,679	1,618,140	(7,197,539)	18%	1,996,675	(378,535)
State and Local Grants and Contracts Revenues	2,043,806	241,106	(1,802,700)	12%	146,353	94,753
Non-Governmental Grants and Contracts Revenues	200,000	88,320	(111,680)	44%	80,582	7,738
Gifts	38,024	-	(38,024)	0%	-	-
Transfers	-	-	-	N/A	-	-
Other Revenues	-	-	-	N/A	-	-
Total Sponsored Programs Revenues	11,097,509	1,947,566	(9,149,943)	18%	2,223,610	(276,044)
Salaries and Benefits	6,894,219	1,195,351	5,698,868	17%	1,251,855	56,504
Other Expenses	4,203,290	752,215	3,451,075	18%	971,755	219,540
Total Sponsored Programs Expenses	11,097,509	1,947,566	9,149,943	18%	2,223,610	276,044
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-
Net Current Revenue/(Expense)	(943,237)	2,434,454	3,377,691		2,219,791	214,663

Statements of Revenues, Expenses and Changes in Net Assets - UNM Regents Format
 For the three month period ended September 30 , 2019
 Preliminary and Unaudited

Detail of State/Local Appropriations
Consolidated - Total Operations Current Funds

	FY 2020 Full Year Adopted Budget	FY 2020 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 25%
Instruction and General				
Instruction & General Appropriations	279,550,915	69,888,779	(209,662,136)	25%
State Special Project Appropriations	1,742,100	435,525	(1,306,575)	25%
Tobacco Settlement Appropriations	1,081,500	270,384	(811,116)	25%
Mill Levy	8,984,861	2,246,216	(6,738,645)	25%
Total Instruction and General Appropriations	<u>291,359,376</u>	<u>72,840,904</u>	<u>(218,518,472)</u>	<u>25%</u>
Research				
State Special Project Appropriations	2,071,050	517,763	(1,553,287)	25%
Tobacco Settlement Appropriations	937,400	234,338	(703,062)	25%
Cigarette Tax Appropriations	767,915	257,267	(510,648)	34%
Total Research Appropriations	<u>3,776,365</u>	<u>1,009,368</u>	<u>(2,766,997)</u>	<u>27%</u>
Public Service				
State Special Project Appropriations	4,400,850	1,104,263	(3,296,587)	25%
Total Public Service Appropriations	<u>4,400,850</u>	<u>1,104,263</u>	<u>(3,296,587)</u>	<u>25%</u>
Clinical Operations				
State Special Project Appropriations	35,438,400	9,678,125	(25,760,275)	27%
Tobacco Settlement Appropriations	840,200	210,056	(630,144)	25%
Cigarette Tax Revenues	3,192,062	655,680	(2,536,382)	21%
Total Clinical Operations Appropriations	<u>39,470,662</u>	<u>10,543,861</u>	<u>(28,926,801)</u>	<u>27%</u>
Total - All Appropriations	<u>339,007,253</u>	<u>85,498,396</u>	<u>(253,508,857)</u>	<u>25%</u>

TAB 11

Information Item 11

Athletics' Quarterly Financial Report through September 30, 2019



THE UNIVERSITY OF
NEW MEXICO



Athletics' FY20 Budget and Actuals (Exhibit P21)

Updated through September 30, 2019 (YTD)

Schedule A: (FY20 Budget and Actuals)- This schedule details out pooled revenues and directed revenues by sport for FY20 budget and actuals year-to-date through September 30, 2019. Please note that a majority of revenues are pooled centrally into Athletics and are not distributed by sport, however ticket sales and game guarantees are distributed by sport.

This report also compares FY20 budget to quarterly actuals, and FY20 year-to-date actuals to prior year-to-date actuals. Major variances are due to timing on when revenue accruals and expenses were posted in the prior year and differences in institutional transfers.

Schedule B: (Expenses by Sports)- This schedule details out the FY20 expense budget and year-to-date expense actuals through September 30, 2019. Please note grant-in-aid expenses have been budgeted based on prior year actuals, FY20 year-to-date actuals have been allocated to individual sports as expenses post throughout the fiscal year.



Schedule A

FY20 Budget and Actuals by Exhibit P21

Revenue/Expense Description (2)	FY20 Original Budget	FY20 Revised Budget	Fiscal Year 2019-20 (FY20)				FY20 YTD	FY20 Budget to Projected Actuals Variance	Actuals% of Revised Budget	FY19 YTD Actuals	FY20 YTD vs. FY19 YTD Actuals
			Quarter 1 (7/1 -9/30/19)	Quarter 2 (10/1 -12/31/19)	Quarter 3 (1/1 -3/31/20)	Quarter 4 (4/1 -6/30/20)					
Pooled Revenues											
NCAA/Mountain West Conference	4,823,546	4,823,546	1,205,886				1,205,886	(3,617,660)	25.0%	1,187,500	18,386
Media Rights/Sponsorship/Licensing	4,000,000	4,000,000	1,000,002				1,000,002	(2,999,998)	25.0%	1,239,126	(239,124)
Commissions	680,000	680,000	203,333				203,333	(476,667)	29.9%	219,999	(16,666)
Naming Rights	700,000	700,000	175,000				175,000	(525,000)	25.0%	-	175,000
Student Fees	3,571,257	3,571,257	1,969,952				1,969,952	(1,601,305)	55.2%	1,936,355	33,597
Fundraising	2,400,000	2,400,000	549,999				549,999	(1,850,001)	22.9%	600,000	(50,001)
State Appropriation	3,793,000	3,793,000	986,800				986,800	(2,806,200)	26.0%	666,500	320,300
Facility Rental/Merchandise/GIK	2,076,900	2,076,900	473,070				473,070	(1,603,830)	22.8%	150,519	322,551
Special Events and Other Revenues	3,538,900	3,538,900	360,231				360,231	(3,178,669)	10.2%	101,968	258,263
Transfers to/from Campus	905,252	905,252	(15,022)				(15,022)	(920,274)	-1.7%	957,737	(972,759)
Budgeted Use of Reserves	(487,328)	(487,328)	-				-	487,328	0.0%	-	-
Sub-total	26,001,527	26,001,527	6,909,251	-	-	-	6,909,251	(19,092,276)	26.6%	7,059,703	(150,452)
Directed Revenues (by Sports)											
Men's Basketball Tickets	3,626,000	3,626,000	2,219,523				2,219,523	(1,406,477)	61.2%	-	2,219,523
Football Tickets	955,000	955,000	694,175				694,175	(260,825)	72.7%	350,676	343,499
Women's Basketball Tickets	400,000	400,000	236,360				236,360	(163,640)	59.1%	-	236,360
Other Sports Tickets (1)	47,300	47,300	12,506				12,506	(34,794)	26.4%	24,662	(12,156)
Football Game Guarantees	1,050,000	1,050,000	-				-	(1,050,000)	0.0%	1,100,000	(1,100,000)
Sub-total	6,078,300	6,078,300	3,162,565	-	-	-	3,162,565	(2,915,735)	52.0%	1,475,338	1,687,227
Total	32,079,827	32,079,827	10,071,816	-	-	-	10,071,816	(22,008,011)	31.4%	8,535,041	1,536,775
Expenses											
Salaries	10,367,909	10,375,909	2,538,263				2,538,263	(7,837,646)	24.5%	2,604,690	(66,428)
Payroll Benefits	2,694,183	2,694,183	732,274				732,274	(1,961,909)	27.2%	718,225	14,050
Communication Charges	86,482	91,408	19,114				19,114	(72,294)	20.9%	17,535	1,579
Other Expense	2,988,209	2,983,283	696,258				696,258	(2,287,025)	23.3%	218,423	477,835
Patient Care Costs	173,911	173,911	54,768				54,768	(119,143)	31.5%	56,778	(2,010)
Plant Maintenance	258,716	258,716	71,923				71,923	(186,793)	27.8%	51,597	20,326
Services	4,390,029	4,375,029	669,696				669,696	(3,705,333)	15.3%	507,644	162,052
Student Costs (includes Grant-in-Aid)	5,250,123	5,265,123	2,428,752				2,428,752	(2,836,371)	46.1%	2,653,963	(225,211)
Supplies	1,663,598	1,663,598	586,647				586,647	(1,076,951)	35.3%	742,211	(155,563)
Travel	3,650,403	3,642,403	1,298,592				1,298,592	(2,343,811)	35.7%	1,017,809	280,783
Utilities	556,264	556,264	115,251				115,251	(441,013)	20.7%	89,871	25,380
Total	32,079,827	32,079,827	9,211,539	-	-	-	9,211,539	(22,868,288)	28.7%	8,678,747	532,792
Net	-	-	860,277	-	-	-	860,277	860,277	2.7%	(143,706)	1,003,983

(1) Other sports tickets include men's and women's soccer and track, baseball, softball, and volleyball

(2) Actuals through September 30, 2019


FY20 Budgeted Expenses and Actuals by Sport Exhibit P21 (1)

Football			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	2,641,948	654,183	1,987,765
Payroll Benefits	658,944	160,176	498,768
Communication Charges	28,550	6,257	22,293
Other Expense	82,586	24,322	58,264
Patient Care Costs	18,000	1,525	16,475
Plant Maintenance	83,407	40,451	42,956
Services	780,100	389,807	390,293
Student Costs/Grant-in-Aid (2)	215,000	175,904	39,096
Supplies	305,350	76,423	228,927
Travel	1,275,550	728,447	547,103
Utilities	7,800	-	7,800
Total	6,097,235	2,257,494	3,839,741

Men's Baseball			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	394,672	92,167	302,505
Payroll Benefits	94,671	24,902	69,769
Communication Charges	-	135	(135)
Other Expense	7,920	1,011	6,909
Patient Care Costs	-	-	-
Plant Maintenance	3,900	-	3,900
Services	51,200	403	50,797
Student Costs/Grant-in-Aid (2)	5,000	-	5,000
Supplies	75,155	17,129	58,026
Travel	185,675	10,741	174,934
Utilities	-	-	-
Total	818,193	146,487	671,706

Women's Softball			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	178,400	43,750	134,650
Payroll Benefits	51,120	16,420	34,700
Communication Charges	540	203	338
Other Expense	4,218	636	3,582
Patient Care Costs	-	-	-
Plant Maintenance	2,422	-	2,422
Services	29,360	1,500	27,860
Student Costs/Grant-in-Aid (2)	2,000	456	1,544
Supplies	23,516	11,102	12,414
Travel	146,900	9,434	137,466
Utilities	-	-	-
Total	438,476	83,499	354,977

Men's Basketball			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	1,532,594	379,956	1,152,638
Payroll Benefits	312,177	72,209	239,968
Communication Charges	15,560	1,393	14,167
Other Expense	40,509	3,760	36,749
Patient Care Costs	7,500	1,025	6,475
Plant Maintenance	43,800	365	43,435
Services	748,740	24,232	724,508
Student Costs/Grant-in-Aid (2)	83,000	18,310	64,690
Supplies	103,850	26,715	77,135
Travel	498,500	40,598	457,902
Utilities	-	-	-
Total	3,386,230	568,563	2,817,667

Women's Basketball			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	810,179	178,872	631,307
Payroll Benefits	220,524	54,871	165,653
Communication Charges	1,550	383	1,168
Other Expense	17,519	4,811	12,708
Patient Care Costs	-	-	-
Plant Maintenance	15,700	-	15,700
Services	291,559	18,464	273,095
Student Costs/Grant-in-Aid (2)	42,000	4,995	37,005
Supplies	71,101	9,511	61,590
Travel	402,375	212,953	189,422
Utilities	-	-	-
Total	1,872,507	484,860	1,387,647

Women's Soccer			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	196,900	54,425	142,475
Payroll Benefits	57,271	18,339	38,932
Communication Charges	1,060	83	978
Other Expense	3,654	1,877	1,777
Patient Care Costs	-	1,049	(1,049)
Plant Maintenance	-	-	-
Services	9,600	50	9,550
Student Costs/Grant-in-Aid (2)	6,500	4,740	1,760
Supplies	14,650	12,942	1,708
Travel	127,100	80,148	46,952
Utilities	-	-	-
Total	416,735	173,652	243,083

Men's Golf			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	163,410	42,021	121,389
Payroll Benefits	49,022	16,486	32,536
Communication Charges	-	68	(68)
Other Expense	2,121	908	1,213
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	1,080	1,840	(760)
Student Costs/Grant-in-Aid (2)	-	-	-
Supplies	-	167	(167)
Travel	69,568	11,662	57,906
Utilities	-	-	-
Total	285,201	73,152	212,049

Women's Golf			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	145,305	37,631	107,674
Payroll Benefits	43,591	15,149	28,443
Communication Charges	-	0	(0)
Other Expense	2,004	613	1,391
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	12,080	1,000	11,080
Student Costs/Grant-in-Aid (2)	568	186	382
Supplies	6,150	9,981	(3,831)
Travel	51,850	11,455	40,395
Utilities	-	-	-
Total	261,548	76,015	185,533

Men's Tennis			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	103,000	29,050	73,950
Payroll Benefits	30,901	8,882	22,019
Communication Charges	290	68	223
Other Expense	3,005	361	2,644
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	3,810	897	2,913
Student Costs/Grant-in-Aid (2)	3,000	-	3,000
Supplies	15,300	4,260	11,040
Travel	48,700	6,200	42,500
Utilities	-	-	-
Total	208,006	49,717	158,289

Women's Tennis			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	105,000	16,400	88,600
Payroll Benefits	31,499	6,079	25,420
Communication Charges	610	165	445
Other Expense	1,877	247	1,630
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	12,910	136	12,774
Student Costs/Grant-in-Aid (2)	2,000	-	2,000
Supplies	13,615	5,959	7,656
Travel	50,500	2,758	47,742
Utilities	-	-	-
Total	218,011	31,744	186,267

Cross Country (M/W) (3)			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	108,825	35,206	73,619
Payroll Benefits	32,647	11,004	21,643
Communication Charges	-	-	-
Other Expense	1,621	675	946
Patient Care Costs	111	-	111
Plant Maintenance	487	-	487
Services	3,314	-	3,314
Student Costs/Grant-in-Aid (2)	55	-	55
Supplies	1,855	-	1,855
Travel	55,060	29,604	25,456
Utilities	-	-	-
Total	203,975	76,490	127,485

Track (M/W) (3)			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	204,675	56,577	148,098
Payroll Benefits	55,823	23,102	32,721
Communication Charges	560	150	410
Other Expense	4,630	678	3,952
Patient Care Costs	-	20	(20)
Plant Maintenance	3,000	-	3,000
Services	2,750	468	2,282
Student Costs/Grant-in-Aid (2)	8,000	1,452	6,548
Supplies	17,813	1,943	15,870
Travel	227,950	15,648	212,302
Utilities	-	-	-
Total	525,201	100,038	425,163

Women's Volleyball (4)			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	222,000	56,913	165,087
Payroll Benefits	66,599	20,949	45,650
Communication Charges	330	248	82
Other Expense	4,869	2,870	1,999
Patient Care Costs	-	-	-
Plant Maintenance	23,300	-	23,300
Services	38,100	1,558	36,542
Student Costs/Grant-in-Aid (2)	12,500	872	11,628
Supplies	42,900	8,614	34,286
Travel	111,253	39,730	71,523
Utilities	-	-	-
Total	521,851	131,753	390,098

Swimming/Diving			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	146,810	36,586	110,224
Payroll Benefits	44,043	12,211	31,832
Communication Charges	350	83	268
Other Expense	3,284	560	2,724
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	300	70	230
Student Costs/Grant-in-Aid (2)	-	-	-
Supplies	26,400	3,858	22,542
Travel	107,900	17,116	90,784
Utilities	-	-	-
Total	329,087	70,483	258,604

Spirit			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	-	-	-
Payroll Benefits	-	-	-
Communication Charges	-	-	-
Other Expense	576	514	62
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	-	-	-
Student Costs/Grant-in-Aid (2)	-	-	-
Supplies	38,400	2,925	35,475
Travel	-	31,369	(31,369)
Utilities	-	-	-
Total	38,976	34,809	4,167

Administration/Events/Other Operating (5)			
Expense Description	FY20 Original Budget	FY20 YTD Actuals	FY20 Budget to Actuals Variance
Salaries	3,422,191	824,526	2,597,665
Payroll Benefits	945,351	271,497	673,854
Communication Charges	42,008	9,881	32,127
Other Expense	2,802,890	652,414	2,150,476
Patient Care Costs	148,300	51,149	97,151
Plant Maintenance	82,700	31,107	51,593
Services	2,390,126	229,273	2,160,853
Student Costs/Grant-in-Aid (2)	4,885,500	2,221,837	2,663,663
Supplies	907,543	395,116	512,427
Travel	283,522	50,731	232,791
Utilities	548,464	115,251	433,213
Total	16,458,595	4,852,782	11,605,813

Total 32,079,827 9,211,539 22,868,288

(1) Does not include special events and bowl games

(2) Grant-in-Aid was budgeted based on FY19 actuals, FY20 actuals will be allocated to individual sports as expenses post

(3) M/W track and cross-country coaches salaries split 50/50 between sports.

(4) Women's volleyball and sand volleyball's coaches salaries split 50/50 between sports.

(5) Includes Events Management, Special Events, Bowl Games, Championships, Gifts-in-Kind, Parking, Concessions, Ticket Office, Administration, Business Office, Leagues and Clubs, Compliance, Advisement, Facility Rentals, Sports Camps, Utilities, Student Assistance Funds, Life skills, Pre Season Training, Athletic Vans, Insurance, Marketing and Media Relations