

THE UNIVERSITY OF NEW MEXICO



**February 5, 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
February 5, 2019, 12:30 p.m.
Scholes Hall, Roberts Room
Open Meeting
AGENDA

ACTION ITEMS:

1. Call to Order, Confirmation of a Quorum, and Adoption of Agenda
2. Approval of Finance and Facilities Committee Meeting Summary from January 8, 2019
3. Approval of Disposition of Surplus Property for Main Campus for January 2019
(Presenter: Bruce Cherrin, Chief Procurement Officer, Purchasing Department)
4. Approval of Quarterly Financial Actions Report and Certification through December 31, 2018 and Information on Monthly Consolidated Financial Reports for the Month Ended December 31, 2018 *(Presenter: Elizabeth Metzger, University Controller)*
5. Approval of Athletics' Enhanced Fiscal Oversight Program Report and Certification through December 31, 2018
(Presenters: Eddie Nunez, VP, Athletics and Nicole Dopson, Dir., Financial Operations)
6. Approval of Annual Report for STC.UNM *(Presenters: Elizabeth Kuuttila, CEO & Chief Economic Development Officer, STC.UNM and Sheila Herrera, Moss Adams)*
7. Approval of Contract for Life and Disability Insurance Carriers *(Presenter: Bruce Cherrin, Chief Procurement Officer, Purchasing Department)*
8. Approval of FY 2020 Medical Plan Projections and Proposed Strategy *(Presenters: Mike Richards, Vice Chancellor, Clinical Affairs, Dorothy Anderson, VP, HR, Joey Evans, Dir., University Benefits, and Eric Weinstein, Aon Consulting)*
9. Recommendations for Consent Agenda Items on Full Board of Regents' Agenda *(Marron Lee, Chair of Finance & Facilities Committee)*

INFORMATION ITEMS:

10. Monthly Athletics' Report on Revenue, Expenditures, and Compliance *(Presenters: Eddie Nunez, VP, Athletics and Nicole Dopson, Dir., Financial Operations)*
11. Update on the UNM Press *(Presenters: Rich Wood, Interim Provost, Richard Clement, Dean, University Libraries, and Nicole Dopson, Dir., Financial Operations)*

COMMENTS:

- Open for Comments

EXECUTIVE SESSION:

- A. Vote to close the meeting and proceed into executive session.
- B. Discussion and determination where appropriate of potential purchase, acquisition, or disposal of real property, *pursuant to Section 10-15-1, H (8), NMSA (1978).*
- C. Vote to re-open the meeting.
- D. Certification that only those matters described in paragraph B above were discussed in executive session, and any matter discussed in executive session will, if necessary, be subsequently ratified in the open session of the public meeting.

TAB 2

Action Item 2

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

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

Committee Members Present: Regent Marron Lee, Regent Tom Clifford, and Regent Rob Doughty

Administration Present: Garnett Stokes, University President and Dr. Craig White, Senior Vice President for Finance and Administration

Presenters in Attendance: Bruce Cherrin, Purchasing; Lisa Marbury, Institutional Support Services; Susan Rhymer, KNME; Lea Briggs, CULLS; Fran Wilkinson, CULLS; Ying-Bing Jiang, Chemical Engineering; Elizabeth Metzger, Financial Services Division; Eddie Nunez, Athletics; Terry Babbitt, Enrollment Management; Julie Coonrod, Civil Engineering Graduate Studies; Tom Neale, Real Estate; Connie Beimer, Government Relations; Mathew Munoz, Government Relations; Norma Allen, OPBA; and Chien-Chih Yeh, Internal Audit

ACTION ITEMS:

- 1. Call to Order, Confirmation of a Quorum, and Adoption of Agenda.** Regent Lee called the meeting to order at 12:36 p.m. in Scholes Hall, Roberts Room, and confirmed that a quorum was established. **Regent Doughty moved to adopt the agenda and Regent Clifford 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 December 4, 2018.** Regent Doughty moved to approve and Regent Clifford seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.
- 3. Approval of Disposition of Surplus Property for Main Campus for December 2018.** Bruce Cherrin gave the presentation. Regents' approval was requested for the disposition of surplus property for the month of December 2018. Items listed in the E-book are obsolete or beyond repair. **Regent Clifford moved to approve and Regent Doughty seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**
- 4. Approval of Request for:**
 - a. Project Construction for KNME-TV Americans Disabilities Act (ADA) Stand-Alone Exterior Elevator.** Lisa Marbury and Susan Rhymer gave the presentation. Regents' approval was requested for the project construction for the KNME-TV ADA stand-alone exterior elevator. The new elevator will provide access to the second and third floors of the TV station. The current access to these floors does not comply with ADA guidelines. Discussion was held on the requirements for entry into the building and for relocating KNME to another site. Regent Clifford requested a Facility Condition Index (FCI) for the building, and he requested the estimated costs associated with the relocation of KNME. The report is detailed in the E-book.

This request was approved pending review of the requested information. **Regent Doughty moved to approve and Regent Lee seconded. Regent Clifford abstained. The motion passed by majority vote with a quorum of committee members present and voting.**

b. Project Construction for South Campus Repository. Lisa Marbury, Lea Briggs, and Fran Wilkinson gave the presentation. Regents' approval was requested for the construction of the book repository for the south campus library. Discussion was held on the retention procedures for library materials and the source of funding for the project. The Regents requested the retention policy for library materials, user rates, itemized expense reports for the project, and the Building Renewal & Replacement (BR&R) budget. The report is detailed in the E-book. This request was approved pending review of the requested information. **Regent Lee moved to approve and Regent Doughty seconded. Regent Clifford abstained. The motion passed by majority vote with a quorum of committee members present and voting.**

5. **Approval of Purchase of a JEOL Transmission Electron Microscope.** Bruce Cherrin and Dr. Ying-Bing Jiang gave the presentation. Regents' approval was requested for the purchase of a JEOL transmission electron microscope for \$2.5M. The funding sources for this instrument are from both the National Sciences Foundation (\$1.75M) and UNM (\$750K). The report is detailed in the E-book. **Regent Clifford moved to approve and Regent Doughty 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 Regent's Agenda.** Regent Lee recommended items 3 and 5 be placed on the full Board of Regents' consent agenda.

INFORMATION ITEMS:

7. **Monthly Consolidated Financial Report for the Month Ended November 30, 2018.** Elizabeth Metzger presented the Monthly Consolidated Financial Reports through November 30, 2018. Regent Clifford inquired about the FY20 preliminary budget adjustment request submitted to the Higher Education Department (HED). Norma Allen responded that the FY20 preliminary budget information was submitted in November 2018. The Regents requested copies of the documents that were submitted to HED. Discussion was held on auditing reserve accounts at the University. Regent Doughty and Regent Clifford requested Internal Audit to develop a design methodology to audit reserve accounts. The requested design methodology is to be presented at the Audit and Compliance meeting in February 2019. The financial reports are detailed in the E-book.
8. **Monthly Athletics' Report on Revenue, Expenditures, and Compliance.** Eddie Nunez and Rob Robinson gave the presentation. Mr. Robinson presented the monthly revenues and expenses compared to the original and revised budget through November 30, 2018 year-to-date (YTD). This report compares the FY19 budget to monthly actuals and FY19 YTD monthly actuals to prior YTD monthly actuals. Mr. Nunez provided the highlights of achievements for the women's track team. The reports are detailed in the E-book.

9. **Status of Financial Positions at UNM Main Campus:**

- a. **Athletics CFO/Interim.** Eddie Nunez gave a brief update on the vacant position. The job description is being reviewed and may be posted as early as next week.
- b. **Internal Auditor/Interim.** Terry Babbitt gave a brief update on the vacant position. Chien-chih Yeh was appointed the Interim Internal Audit Manager until the end of the month. Candidates will be presented to the audit committee for approval.
- c. **Senior Vice President for Finance and Administration.** Terry Babbitt and Julie Coonrod gave a brief update on the vacant position. Four candidates will be selected for a site visit in March or April 2019.

10. Update on Albuquerque Institute for Mathematics and Science (AIMS).

Tom Neale gave a verbal presentation. Discussion was held on the progress of the relocation plans for AIMS. An ideal location was located, and a letter of intent was submitted to the property owner. A response from the property-owner is expected later in the week.

11. Update on UNM Ticketing. Bruce Cherrin gave a verbal presentation on the status of UNM Ticketing. Paciolan, LLC was awarded the contract, and a discussion was held on the features provided by the ticketing system.

12. Update on 2019 Legislative Session. Connie Beimer and Mathew Munoz gave a verbal presentation. Discussion was held on legislative activities.

COMMENTS:

There was no public comment.

EXECUTIVE SESSION:

No executive session was held.

Regent Doughty moved to adjourn at 2:16 p.m., and Regent Clifford 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
January 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 – January 2019

Date: January 23, 2019

To: Bruce Cherrin
Chief Procurement Officer
Purchasing Department

From: Marcos Roybal
Associate Director
University Services

Attached for your review and submission to the Board of Regents is the Surplus Property Disposition detail list for the month of January 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
JANUARY 2019



Surplus Property Disposition - January FY19

Memo	Asset Tag	Department	Description	Manufacturer	Purchased	Total Cost (\$)	NBV (\$)	Disposal Method
4	N00008240	Physics Astronomy Faculty #108	Long Pulse Laser System	AlexLrsys	06/30/2006	\$27,950.51	\$0.00	Obsolete
2	266126	Parking Transportation Services	COMMUNICATION SYSTEM	SpecComm	05/20/2004	\$18,670.00	\$0.00	Obsolete
5	236023	Health Exercise & Sports Science	ERGOMETER BICYCLE	Physio	04/08/1999	\$16,600.00	\$0.00	Beyond Repair
1	N00005270	KNME PI #5	Audio Test System	AudioPrec	08/29/2005	\$14,459.90	\$0.00	Obsolete
3	N00038387	UME-ETS Educational Tech Support	Server/PowerEdge R620	Dell	10/02/2012	\$10,923.50	\$0.00	Cannibalized
	N00031613	Nursing Development	Billirubin Meter	MedexSup	06/29/2011	\$8,070.85	\$0.00	Obsolete
	N00033195	Taos Executive Director Gen Admin	Copier	Xerox	10/12/2011	\$7,850.00	\$0.00	Obsolete
	251678	Student Health and Counseling	COMPUTER FILE SERVER	Swintec	08/03/2001	\$6,795.00	\$0.00	Obsolete
	N00032435	Ctr for Micro Engineering Materials	MultiEchem Test System	Gamry	08/01/2011	\$6,383.70	\$0.00	Beyond Repair
	N00015544	UME-ETS Educational Tech Support	Presentation Bundle	Epson	04/01/2008	\$6,271.35	\$0.00	Obsolete
	258965	UME-ETS Educational Tech Support	PROJECTOR	VideoTech	11/25/2002	\$6,189.00	\$0.00	Obsolete
	N00001629	VPRED EPSCOR PI #1	Computer Workstation	HP	11/24/2004	\$5,229.09	\$0.00	Obsolete
Total Asset Disposition (#)								12
Total Capitalization (\$)								\$135,392.90
Total Net Book Value (\$)								\$0.00



Memo

To: University Services

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

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

Date: December 6, 2018

Re: Surplus of items over \$10,000 – Tag N00005270

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

Asset #N00005270 (\$14,400/NBV \$-0-) Audio Precision Audio Test System. It was purchased in 2005. The equipment is 13 years past its useful life of 5 years and is obsolete.

Contract and Grant Accounting approval is attached.

Thank you for your attention to this matter. If you should have any further questions please feel free to contact Karen Allen at 177-1215 or kallen@nmpbs.org.

Asset#	Description	Acq.Cost	NBV	Date
N00005270	Audio Precision Test System	\$7,663.75	\$0	2005

August 21, 2018

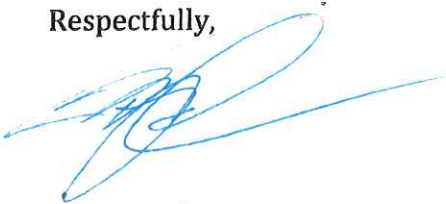
Ms. Alisha Lopez

Business Manager, UNM Inventory Control

Ms. Lopez,

Please accept this signed memo as delegation of signature authority for all inventory control documents pertaining to organization 247A (KNME Operations) and all subsidiary orgs to Susan Rhymer, Director of Finance and Administration.

Respectfully,



Franz Joachim

General Manager and CEO, New Mexico PBS/KNME-TV

fjoachim@nmpbs.org

Karen Meitz Allen

From: Contract Grants Accounting
Sent: Thursday, December 6, 2018 1:42 PM
To: University Services; Karen Meitz Allen
Cc: John Tiesi; Steven Campbell; Daniel Zillich; Susan Rhymer
Subject: RE: 12/5/18 - Request for Disposal of Surplus Property

Hello,

I approve the disposal request for 2R638.

Thank you,
Michelle

Michelle N. Sytner
Accountant III
Office Hours: 7:00am - 4:00pm
Contracts & Grant Accounting, Main
The University of New Mexico
505-277-6086

From: University Services <univserv@unm.edu>
Sent: Thursday, December 6, 2018 8:49 AM
To: Karen Meitz Allen <KAllen@nmpbs.org>; Contract Grants Accounting <cgacctng@unm.edu>
Cc: John Tiesi <jtiesi@nmpbs.org>; Steven Campbell <scampbell@nmpbs.org>; Daniel Zillich <DZillich@nmpbs.org>; Susan Rhymer <srhymer@nmpbs.org>
Subject: RE: 12/5/18 - Request for Disposal of Surplus Property

Good morning,

#N00005270 has a Cost of \$14,440.00 and has a Grant (2R638) Public Tele Fac.

We will need a memo/signature from KNME stating why you want to dispose of the item. Any item over \$10,000 requires a memo.

We also need Contract and Grants approval before disposal of the item. C&G are Cc'd in this email.

Thank You.

From: Karen Meitz Allen
Sent: Wednesday, December 5, 2018 10:35 AM
To: University Services <univserv@unm.edu>
Cc: John Tiesi <jtiesi@nmpbs.org>; Steven Campbell <scampbell@nmpbs.org>; Daniel Zillich <DZillich@nmpbs.org>; Susan Rhymer <srhymer@nmpbs.org>; Karen Meitz Allen <KAllen@nmpbs.org>
Subject: 12/5/18 - Request for Disposal of Surplus Property

Good Morning-

Attached are the forms referenced above.

Please note:

It would be best if you pull in through the North Gate to the loading dock as the items will be easier to access.

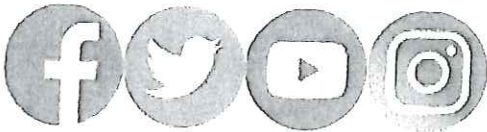
Please do not schedule pick up on Friday 12/7 or Tuesday 12/11.

Any questions on this, please let me know.

Thank you.

Karen

Karen M. Allen
Sr. Fiscal Services Tech
New Mexico PBS
1130 University Blvd NE
Albuquerque NM 87102
505.277.1215
kallen@nmpbs.org



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PARKING &
TRANSPORTATION
SERVICES

Memo-#2

Date: December 6, 2018

To: UNM Inventory

CC: Christine Calderon, Fiscal Services Tech, UNM PATS

From: Barbara Morck, Director UNM PATS

RE: Surplus of 2-way radios

UNM Parking & Transportation Services (UNM PATS) intends to surplus the following 2-way radio equipment:

- 1 base station
- 20 handheld radios
- All associated charging docks

This equipment group is under UNM Tag # 266126. The 2-way radios and associated equipment are all in working condition. The 2-way radios do not digital communication capabilities; they have been replaced with newer models that meet this need.

Sincerely,

Barbara Morck, Director
UNM PATS
(505) 277-1969
bmorck@unm.edu

Asset	Description	Acq. Cost	NBV	Date
266126	2 Way Radio	\$18,670.00	0.00	2004



Office of Undergraduate Medical Education
Paul McGuire, PhD
Associate Dean

TO: UNM Surplus Property

FROM: Ricky Roybal, Undergraduate Medical Education – ETS

RE: Obsolete Asset

Undergraduate Medical Education – ETS is requesting the disposal of the following obsolete items:

Asset# N00038387

Serial# 7T1CVV1

Description- Dell PowerEdge Server

Purchase Date- 10-12-2012

The item has been deemed obsolete due to its age and the fact that HSC IT has Virtualized a Server to serve in its place.

Please dispose of this asset and remove it from our list of inventory. If you should have any further questions or are in need of further information, please contact Ricky Roybal at 292-1992.

Sincerely,

A handwritten signature in blue ink, appearing to read "Paul McGuire".

Paul McGuire, PhD
Associate Dean, UME
MSC08 4710

Asset#	Description	Acq.Cost	NBV	Date
N00038387	PowerEdge Server	\$10,923.50	\$0	2012



DEPARTMENT OF PHYSICS & ASTRONOMY

January 14, 2019

To: Inventory Control;
Peggy Sedillo, Mgr, Purchasing

Re: RDA for Physics & Astronomy Dept. Asset: N00008240
Dear Peggy Sedillo,

Item with UNM Tag # N00008240/Serial# ASSEMBLY# 57 (7006) and is on 'Grant' 2R67R. This asset also shows that the acquisition method is a Build Project. The item we are surplussing is the most expensive item in the build. I have included a spreadsheet with the items purchased for this assembly. There are no computers or items over \$5000 in the rest of the assembly and the remaining assembly items will continue to be used in the department. I am requesting this item be removed from our inventory.

Sincerely,

A handwritten signature in black ink, appearing to read 'Richard Rand', is located below the 'Sincerely,' text.

Dr. Richard Rand
Dept. Chair
Physics & Astronomy Dept.
277-1517

Asset ID	Description	Acq. Cost	NBV	Date
N00008240	Alexandrite Laser System	\$14,783.69	\$0	07/13/06



Department of Health, Exercise and Sports Sciences
Exercise Physiology Laboratories

January 14, 2019

To: Surplus Property

From: HESS exercise Physiology Lab

Subject: Cycle Ergometer (Testing bike)

Dear Surplus Property,

UNM Tag #236023 Cycle Ergometer was purchased in 1999 by the Exercise Physiology lab for \$16,600. This equipment was used as a testing bike for clients for fitness testing and research purposes. The testing bike is no longer in working condition and the parts are no longer available for this unit. It is therefore no longer needed in the lab.

We believe our decision to send this equipment to surplus property will be beneficial to lab as we will not incur any costs for repair and maintenance. The equipment is also approximately ten years old and has completed its life span. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Christine Mermier", with a long horizontal line extending to the right.

Christine Mermier PHD
Exercise Physiology Lab Director

Asset#	Description	Acq.Cost	NBV	Date
236023	Ergometer Bicycle	\$16,600.00	\$0	04/08/1999

Memo

To: University Services

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

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

Date: December 6, 2018

Re: Surplus of items over \$10,000 – Tag N00005270

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

Asset #N00005270 (\$14,400/NBV \$-0-) Audio Precision Audio Test System. It was purchased in 2005. The equipment is 13 years past its useful life of 5 years and is obsolete.

Contract and Grant Accounting approval is attached.

Thank you for your attention to this matter. If you should have any further questions please feel free to contact Karen Allen at 177-1215 or kallen@nmpbs.org.

Asset#	Description	Acq.Cost	NBV	Date
N00005270	Audio Precision Test System	\$7,663.75	\$0	2005

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 Quarterly Financial Actions Report and Certification through December 31, 2018 and Information on Monthly Consolidated Financial Reports for the Month Ended December 31, 2018

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

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

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

1st _____ 2nd X 3rd _____ 4th _____ Quarter, FY 2019

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

The University of New Mexico

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

Marron Lee, Chair, Board of Regents-F&F	Date
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Garnett S. Stokes, President	Date
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Dr. Craig White, Interim Senior VP for Finance & Administration	Date
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University of New Mexico

Quarterly Financial Actions Report

Fiscal year 2019

Date 1/23/2019

Period (check one)

Quarter 1 ☐ Quarter 2 ☒ Quarter 3 ☐ Quarter 4 ☐

During the period of time covered by this report; did your institution:

(1) Request an advance of state subsidy?	Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
(2) Fail to make its required payments, as scheduled, to appropriate retirement system(s)?	Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
(3) Fail to make its payroll payments, as scheduled?	Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
(4) Fail to make its scheduled debt service payments?	Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
(5) Fail to make payments to vendors, as scheduled, due to a cash deficiency or a substantial deficiency in the payment processing system?	Yes	<input type="checkbox"/>	No	<input checked="" type="checkbox"/>
(6) Relative to the original fiscal year budget, experience any significant actual or anticipated financial changes that are not reflected in a submitted Budget Adjustment Request (BAR). Significant financial changes refers to fiscal activity that will result in a substantially reduced year-end fund balance or any increase in a fund balance deficit.	Yes	<input checked="" type="checkbox"/>	No	<input type="checkbox"/>

If the answer to any of the above questions is "Yes," please describe in a separate document:

- (i) the reason for the occurrence,
- (ii) the actions taken by your institution to resolve this particular occurrence, and
- (iii) the actions taken by your institution to prevent events such as this from occurring again.

In addition, if the answer to number 6 is "Yes," please describe in a separate document the nature of the financial changes and describe and assess the impact that the changes will have on your institution's planned year-end financial position. (See attached.)

University of New Mexico
Quarterly Financial Actions Report
Fiscal Year 2019, End of Quarter 2

Updated Additional information for “Yes” answer to Question (6)

Nature of Financial Changes not yet reflected in a BAR:

The enrollment for Fall 2018 is down 7.86% in student credit hours and 7.17% in student headcount. Tuition and fees are expected to come under budget by \$9.7m or 5.7%. The original budget included an adjustment for enrollment fluctuation but current projections exceeded it.

Previously reported for Quarter 1: The current plan to balance the budget, which was presented to the Regents in October, used one-time funding of \$3M in discretionary central reserves and \$1M of uncommitted prior year BR&R funding. The remainder of the shortfall will include a combination of reduction of expenditures and use of department reserves of approximately \$2.6M in Academic Affairs, \$2M in Administration, and \$1.1M in units that receive mandatory student fees.

Current plan as of end of Quarter 2: The current plan to balance the budget is to use one-time funding of \$3M in discretionary central reserves and \$1M of uncommitted prior year BR&R funding. Since the end of Quarter 1, an additional \$2M of unbudgeted permanent and land income has been identified. Therefore, the updated plan is to cover the remainder of the shortfall with a reduction of expenditures and use of department reserves of approximately \$1.7M in Academic Affairs, \$1.3M in Administration, and \$700K in units that receive mandatory student fees.

The tuition and fee projections and plan outlined above are preliminary. Tuition and fee projections and unit reductions will be finalized at the end of February after 21 day census for Spring Term and mid-year reviews. UNM's consolidated BAR, including Main Campus, HSC, Branches and UNMH, will be prepared and submitted in the spring, consistent with our historical practices.



Monthly Financial Report

Consolidated Total Operations Current Funds

Fiscal Year to Date as of December 31, 2018

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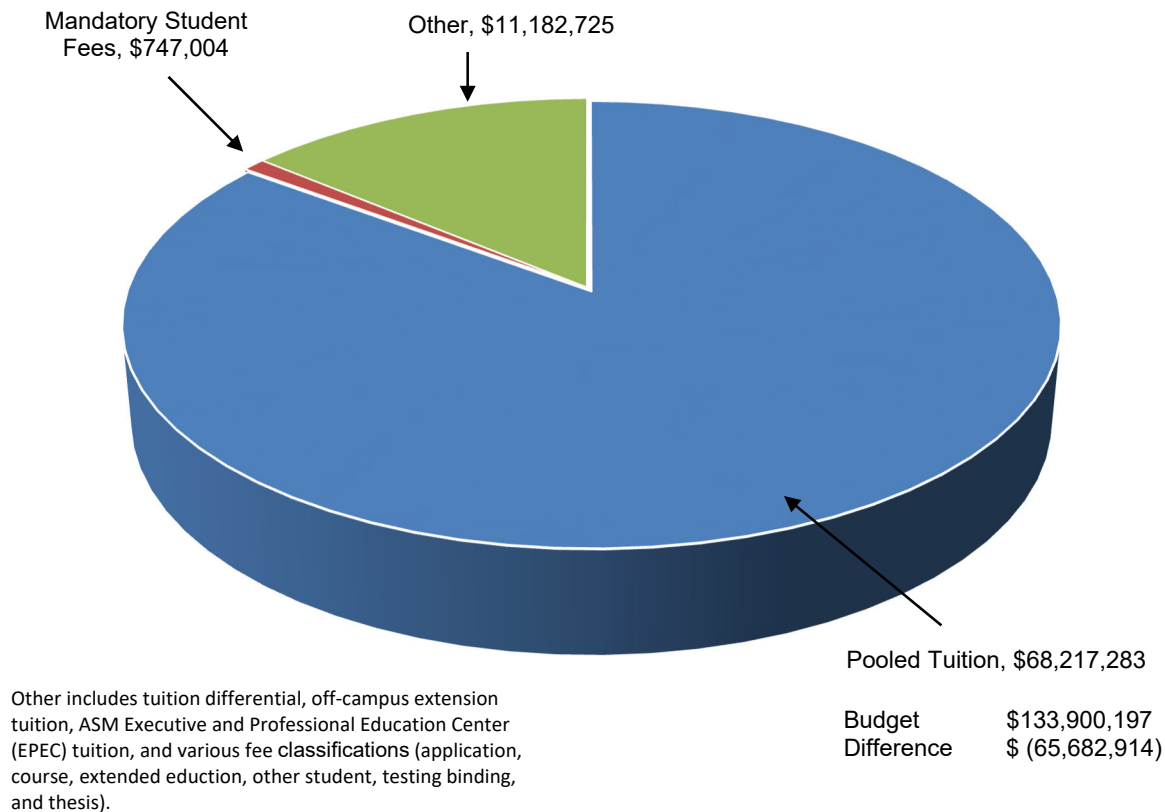


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Summary of Items in the Consolidated Financial Report As of December 31, 2018

- Instruction and General (Consolidated page 8, Main Campus page 14): Tuition and Fees - The graph below indicates the portion of Main Campus 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.

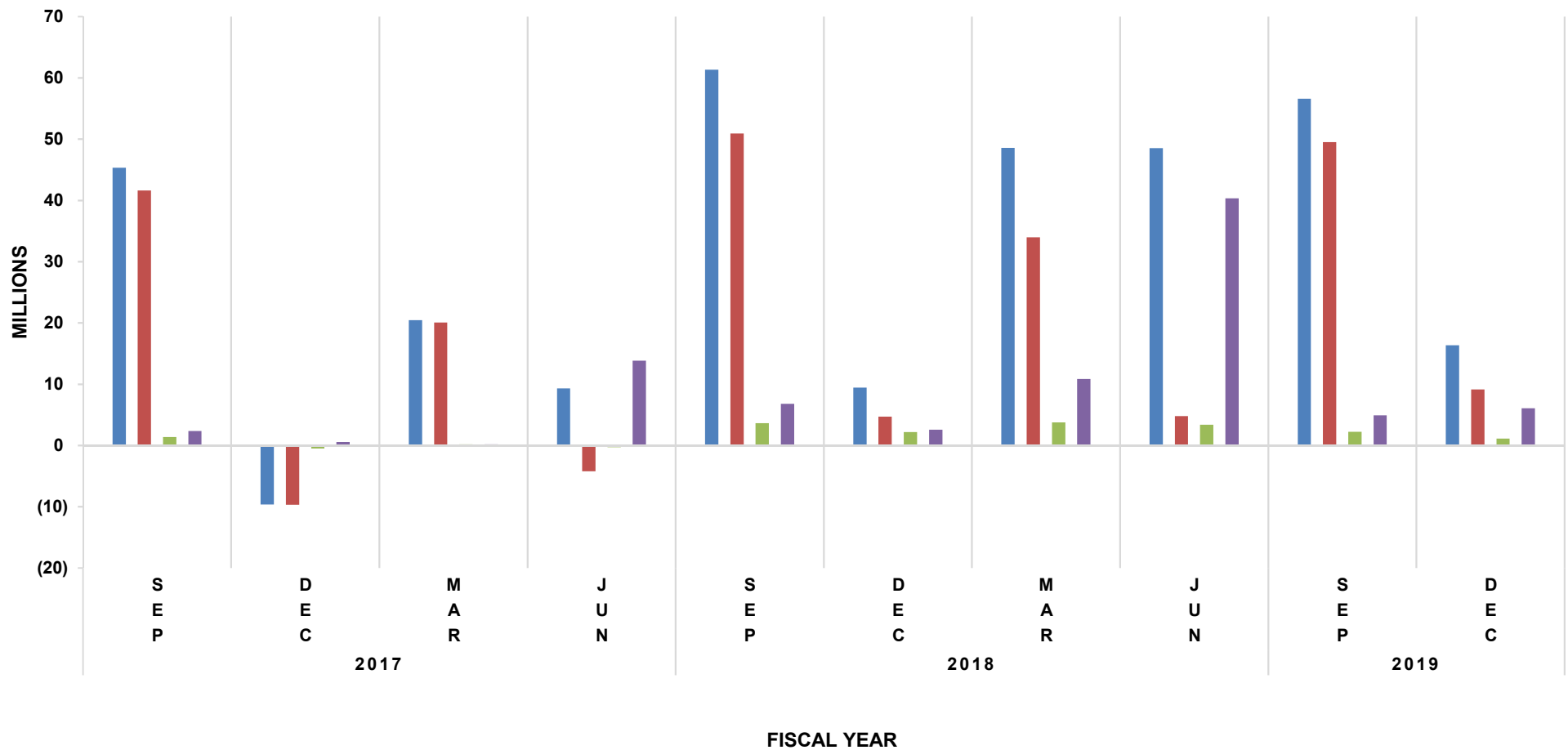
**Main Campus Tuition and Fees
as of December 31, 2018**





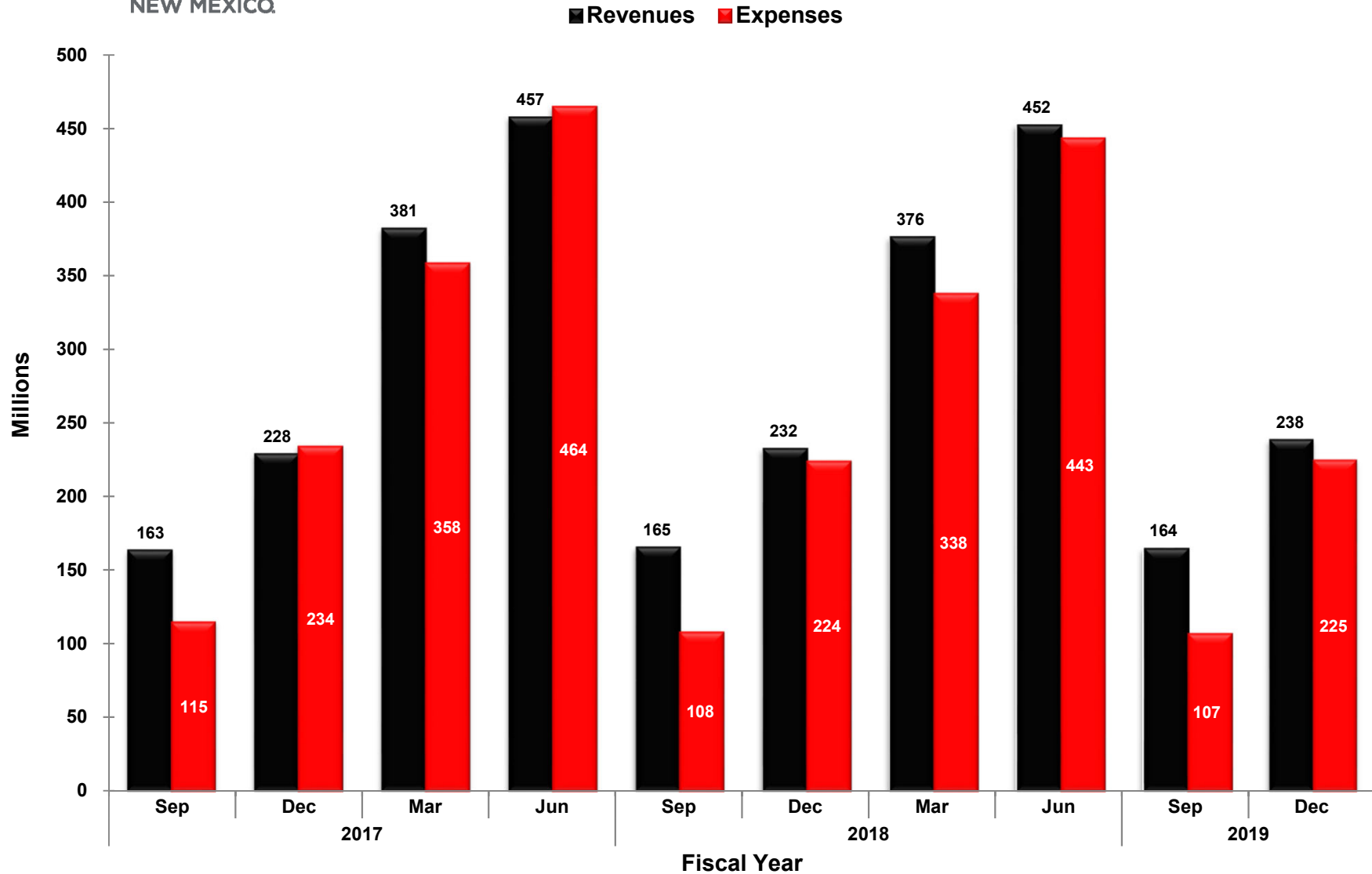
CONSOLIDATED TOTAL OPERATIONS - 3 YEAR NET REVENUE / (EXPENSE) FISCAL YEAR TO DATE AS OF DECEMBER 31, 2018

CONSOLIDATED MAIN BRANCHES HSC





YTD I&G Consolidated Revenues / Expenses (3 Year) Fiscal Year to Date as of December 31, 2018



Executive Budget Summary

University of New Mexico Consolidated Financial Report

FY 2019 UNM Operating Budget

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

Instruction and General operations projects a use of reserves of \$5.7M for the FY 2019 UNM Operating Budget. The use of reserves of \$5.7M is comprised of \$3.9M use of reserves at the Main Campus, a \$1.2M use of reserves at the Branch Campuses, and a \$641K use of reserves at the HSC Campus. The \$641K use of reserves at the HSC Campus is primarily due to budgeting small portions of the hiring packages for two new Deans during FY 2019.

The next block of information shows the **Unrestricted Research** operations. The FY 2019 UNM Operating Budget projects a use of reserves of \$3.0M, of which Main Campus is projecting a \$1.9M use of reserves and HSC is projecting a \$1.1M use of reserves. At the HSC Campus, the \$1.1M use of reserves for non-recurring expenditures includes CTSC Scholar startup packages, equipment purchases and research supplies.

The third business category shown on the first page of this report is **Unrestricted Public Service**. The operations in this category include special projects funded by State Appropriations, for example Newborn Intensive Care, and non-endowed gifts flowing from the UNM Foundation to departments and many small events funded by user fees. The FY 2019 UNM Operating Budget projects a use of reserves of \$1.5M. This use of reserves is comprised of a combined use of reserves of \$1.9M at the Main and Branch Campuses and a \$420K favorable net margin at the HSC Campus. At the HSC Campus, the \$420K favorable net margin includes increased revenue due to an increase in unrestricted contracts.

Page 2 of this report begins with the **Student Aid** function. The FY 2019 UNM Operating Budget projects a use of reserves of \$5.6M. These reserves are comprised of \$5.5M use of reserves at the Main and Branch Campuses and a use of reserves of \$105K at the HSC Campus.

Student Activities are the operations of Student Government and Student organizations. The FY 2019 UNM Operating Budget shows a use of reserves of \$74K.

Auxiliaries and Athletics

The FY 2019 UNM Operating Budget for Auxiliaries and Athletics projects a use of reserves of \$618K.

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

The next block of numbers on the third page is a summary of our **Clinical Operations**. These operations are essentially all the patient care activities of the HSC Campus, including the UNM Hospitals, SOM physician professional services, Cancer Center operations and Housestaff/Medical Residents who are being trained in the UNM and VA hospitals. The FY 2019 UNM Operating Budget projects a favorable net margin of \$1.5M. UNM Hospitals budgeted a favorable net margin of \$3K. The School of Medicine budgeted a favorable net margin of \$1.5M, which is primarily due to increased outpatient clinical volume.

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrbtl/(Unfavrbtl) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Instruction and General						
Tuition and Fees Revenues						
Main Campus	155,623,993	80,147,012	(75,476,981)	52%	82,734,797	(2,587,785)
Branch Campuses	7,465,244	3,556,292	(3,908,952)	48%	3,711,671	(155,379)
HSC Campus	18,634,587	8,529,184	(10,105,403)	46%	8,655,825	(126,641)
Total Tuition and Fees Revenues	181,723,824	92,232,488	(89,491,336)	51%	95,102,293	(2,869,805)
State/Local Appropriations	272,166,725	136,071,119	(136,095,606)	50%	131,892,375	4,178,744
F & A Revenues	45,050,000	22,869,663	(22,180,337)	51%	22,988,471	(118,808)
Transfers	(51,411,147)	(27,952,354)	23,458,793	54%	(29,443,887)	1,491,533
Other Revenues	20,116,165	14,636,199	(5,479,966)	73%	10,201,298	4,434,901
Total Instruction and General Revenues	467,645,567	237,857,115	(229,788,452)	51%	230,740,550	7,116,565
Salaries	290,619,454	140,597,145	150,022,309	48%	139,986,658	(610,487)
Benefits	94,783,627	45,627,845	49,155,782	48%	45,672,094	44,249
Other Expenses	87,939,541	38,309,364	49,630,177	44%	37,376,088	(933,276)
Total Instruction and General Expenses	473,342,622	224,534,354	248,808,268	47%	223,034,840	(1,499,514)
Net Instruction and General Revenue/(Expense)	(5,697,055)	13,322,761	19,019,816		7,705,710	5,617,051
Research						
State/Local Appropriations	11,377,925	5,822,070	(5,555,855)	51%	5,972,385	(150,315)
Transfers	32,236,404	9,522,250	(22,714,154)	30%	10,686,305	(1,164,055)
Other Revenues	1,770,565	2,877,317	1,106,752	163%	1,196,751	1,680,566
Total Research Revenues	45,384,894	18,221,637	(27,163,257)	40%	17,855,441	366,196
Salaries and Benefits	24,927,090	11,821,254	13,105,836	47%	12,192,905	371,651
Other Expenses	23,463,317	8,286,342	15,176,975	35%	7,924,982	(361,360)
Total Research Expenses	48,390,407	20,107,596	28,282,811	42%	20,117,887	10,291
Net Research Revenue/(Expense)	(3,005,513)	(1,885,959)	1,119,554		(2,262,446)	376,487
Public Service						
State/Local Appropriations	3,484,050	1,742,025	(1,742,025)	50%	1,717,625	24,400
Sales and Services Revenues	23,999,169	11,269,373	(12,729,796)	47%	12,246,849	(977,476)
Gifts	9,892,354	6,512,380	(3,379,974)	66%	7,120,357	(607,977)
Transfers	(4,399,967)	(4,527,531)	(127,564)	103%	(394,778)	(4,132,753)
Other Revenues	6,221,094	3,287,952	(2,933,142)	53%	2,078,800	1,209,152
Total Public Service Revenues	39,196,700	18,284,199	(20,912,501)	47%	22,768,853	(4,484,654)
Salaries and Benefits	19,225,538	7,601,895	11,623,643	40%	10,723,229	3,121,334
Other Expenses	21,451,256	9,381,644	12,069,612	44%	8,919,581	(462,063)
Total Public Service Expenses	40,676,794	16,983,539	23,693,255	42%	19,642,810	2,659,271
Net Public Service Revenue/(Expense)	(1,480,094)	1,300,660	2,780,754		3,126,043	(1,825,383)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Student Aid						
Gifts	6,895,139	4,123,140	(2,771,999)	60%	4,118,381	4,759
State Lottery Scholarship	18,200,000	9,100,000	(9,100,000)	50%	9,331,937	(231,937)
Transfers	20,145,621	10,414,359	(9,731,262)	52%	9,133,884	1,280,475
Other Revenues	417,929	223,143	(194,786)	53%	140,869	82,274
Total Student Aid Revenues	45,658,689	23,860,642	(21,798,047)	52%	22,725,071	1,135,571
Salaries and Benefits	2,908,416	2,025,669	882,747	70%	2,152,276	126,607
Other Expenses	48,354,193	21,737,473	26,616,720	45%	24,060,599	2,323,126
Total Student Aid Expenses	51,262,609	23,763,142	27,499,467	46%	26,212,875	2,449,733
Net Student Aid Revenue/(Expense)	(5,603,920)	97,500	5,701,420		(3,487,804)	3,585,304
Student Social & Cultural Programs						
Fee Revenues	8,487,388	4,289,659	(4,197,729)	51%	4,590,719	(301,060)
Sales and Services Revenues	989,452	541,705	(447,747)	55%	583,591	(41,886)
Transfers	292,425	394,099	101,674	135%	286,753	107,346
Other Revenues	244,154	65,295	(178,859)	27%	82,568	(17,273)
Total Student Social & Cultural Programs Revenues	10,013,419	5,290,758	(4,722,661)	53%	5,543,631	(252,873)
Salaries and Benefits	5,902,790	2,555,223	3,347,567	43%	2,947,589	392,366
Other Expenses	4,184,442	1,918,075	2,266,367	46%	2,190,498	272,423
Total Student Social & Cultural Programs Expenses	10,087,232	4,473,298	5,613,934	44%	5,138,087	664,789
Net Student Social & Cultural Programs Revenue/(Expense)	(73,813)	817,460	891,273		405,544	411,916
Auxiliaries and Athletics						
Branch Campuses Auxiliary Revenues	1,971,989	795,923	(1,176,066)	40%	1,457,319	(661,396)
Main Campus Auxiliaries Revenues	48,446,165	25,945,962	(22,500,203)	54%	26,097,525	(151,563)
Athletics Revenues	33,641,963	16,105,534	(17,536,429)	48%	18,168,770	(2,063,236)
Total Auxiliaries and Athletics Revenues	84,060,117	42,847,419	(41,212,698)	51%	45,723,614	(2,876,195)
Branch Campuses Auxiliary Expenses	2,040,826	920,293	1,120,533	45%	772,912	(147,381)
Main Campus Auxiliaries Expenses	48,995,269	24,119,007	24,876,262	49%	23,527,714	(591,293)
Athletics Expenses	33,641,963	17,350,909	16,291,054	52%	18,407,272	1,056,363
Total Auxiliaries and Athletics Expenses	84,678,058	42,390,209	42,287,849	50%	42,707,898	317,689
Net Auxiliaries and Athletics Revenue/(Expense)	(617,941)	457,210	1,075,151		3,015,716	(2,558,506)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrbtl/(Unfavrbtl) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	280,121,447	114,436,922	(165,684,525)	41%	118,258,349	(3,821,427)
State and Local Grants and Contracts Revenues	37,652,140	15,463,491	(22,188,649)	41%	13,385,593	2,077,898
Non-Governmental Grants and Contracts Revenues	39,652,565	16,674,657	(22,977,908)	42%	17,942,094	(1,267,437)
Gifts	-	-	-	N/A	-	-
Transfers	1,964,504	3,085,017	1,120,513	157%	3,782,115	(697,098)
Other Revenues	-	1,058	1,058	N/A	-	1,058
Total Sponsored Programs Revenues	359,390,656	149,661,145	(209,729,511)	42%	153,368,151	(3,707,006)
Salaries and Benefits	169,228,822	68,842,653	100,386,169	41%	69,267,689	425,036
Other Expenses	190,161,834	80,818,492	109,343,342	42%	84,100,462	3,281,970
Total Sponsored Programs Expenses	359,390,656	149,661,145	209,729,511	42%	153,368,151	3,707,006
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-
Clinical Operations						
State/Local Appropriations	26,530,000	13,264,104	(13,265,896)	50%	12,528,746	735,358
Physician Professional Fee Revenues	133,242,851	63,561,813	(69,681,038)	48%	61,711,612	1,850,201
Hospital Facility Revenues	939,105,744	477,571,591	(461,534,153)	51%	462,644,392	14,927,199
Other Patient Revenues, net of Allowance	173,015,985	86,410,496	(86,605,489)	50%	78,599,112	7,811,384
Mil Levy	100,269,401	50,134,700	(50,134,701)	50%	49,138,317	996,383
Investment Income	(82,916)	880,090	963,006	-1061%	96,328	783,762
Gifts	3,138,141	1,239,432	(1,898,709)	39%	1,026,852	212,580
Housestaff Revenues	37,950,860	19,766,533	(18,184,327)	52%	18,764,519	1,002,014
Transfers	(6,525,332)	(373,702)	6,151,630	6%	(3,543,709)	3,170,007
Other Revenues	44,586,523	31,404,823	(13,181,700)	70%	19,679,203	11,725,620
Total Clinical Operations Revenues	1,451,231,257	743,859,880	(707,371,377)	51%	700,645,372	43,214,508
Salaries and Benefits	809,851,210	410,796,065	399,055,145	51%	384,718,875	(26,077,190)
Interest Expense	3,799,848	1,899,924	1,899,924	50%	1,897,124	(2,800)
Housestaff Expenses	37,950,860	19,180,299	18,770,561	51%	18,659,385	(520,914)
Other Expenses	598,128,166	309,726,830	288,401,336	52%	294,715,187	(15,011,643)
Total Clinical Operations Expenses	1,449,730,084	741,603,118	708,126,966	51%	699,990,571	(41,612,547)
Net Clinical Operations Revenue/(Expense)	1,501,173	2,256,762	755,589		654,801	1,601,961
Contingencies						
Total Contingency Revenues	-	-	-	N/A	-	-
Total Contingency Expenses	-	-	-	N/A	-	-
Net Contingencies Revenue/(Expense)	-	-	-		-	-
Net Current Revenue/(Expense)	(14,977,163)	16,366,394	31,343,557		9,157,564	7,208,830

(1) **OPERATING BUDGET** - Clinical Operations include the SOM Clinical Departments which have a budgeted consolidated net margin of \$1,498,537 and UNM Hospital operations which has a budgeted net margin of \$2,636

(2) **ACTUAL** - Clinical Operations include the SOM Clinical Departments which currently have a consolidated net margin of \$(30,282) and UNM Hospitals operations currently has a net margin of \$2,287,044

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Results of Athletics Operations:						
Athletics Revenues	32,790,628	15,607,791	(17,182,837)	48%	18,206,647	(2,598,856)
Athletics Transfers	851,335	497,743	(353,592)	58%	(37,877)	535,620
Total Athletics Revenues	33,641,963	16,105,534	(17,536,429)	48%	18,168,770	(2,063,236)
Athletics Expenses						
Salaries and Benefits	14,609,246	6,804,612	7,804,634	47%	7,252,977	448,365
Grant-in-Aid	4,862,032	2,360,714	2,501,318	49%	2,510,077	149,363
Other Expenses	14,170,685	8,185,583	5,985,102	58%	8,644,218	458,635
Total Athletics Expenses	33,641,963	17,350,909	16,291,054	52%	18,407,272	1,056,363
Total Net Athletics Revenue/(Expense)	-	(1,245,375)	(1,245,375)		(238,502)	(1,006,873)
Operations		(398,893)			835,929	1,234,822
Debt Service		(740,897)			(855,238)	(114,341)
Endowed Spending Accounts		(105,585)			(219,193)	(113,608)
		(1,245,375)			(238,502)	1,006,873
Results of Auxiliary Operations:						
VP for Institutional Support Services						
Bookstore Revenues	12,045,193	5,868,214	(6,176,979)	49%	6,832,819	(964,605)
Bookstore Transfers	(410,000)	(175,000)	235,000	43%	(175,000)	-
Total Bookstore Revenues	11,635,193	5,693,214	(5,941,979)	49%	6,657,819	(964,605)
Total Bookstore Expenses	11,820,193	5,756,789	6,063,404	49%	6,613,442	856,653
Net Bookstore Revenue/(Expense)	(185,000)	(63,575)	121,425		44,377	(107,952)
University Club Revenues	50,000	23,093	(26,907)	46%	25,781	(2,688)
University Club Expenses	50,000	4,759	45,241	10%	30,017	25,258
Net Faculty & Staff Club Revenue/(Expense)	-	18,334	18,334		(4,236)	22,570
Food Service/Dining Revenues	2,333,989	1,331,311	(1,002,678)	57%	1,291,070	40,241
Food Service/Dining Transfers	(841,901)	(23,000)	818,901	3%	(30,000)	7,000
Total Food Service/Dining Revenues	1,492,088	1,308,311	(183,777)	88%	1,261,070	47,241
Total Food Service/Dining Expenses	1,492,088	721,340	770,748	48%	699,385	(21,955)
Net Food Service/Dining Revenue/(Expense)	-	586,971	586,971		561,685	25,286
Golf Courses Revenues	2,459,490	1,023,143	(1,436,347)	42%	928,671	94,472
Golf Courses Transfers	(39,252)	(9,737)	29,515	25%	(9,553)	(184)
Total Golf Courses Revenues	2,420,238	1,013,406	(1,406,832)	42%	919,118	94,288
Total Golf Courses Expenses	2,420,238	1,175,453	1,244,785	49%	1,196,811	21,358
Net Golf Courses Revenue/(Expense)	-	(162,047)	(162,047)		(277,693)	115,646
Housing Revenues	10,811,376	5,362,380	(5,448,996)	50%	6,028,954	(666,574)
Housing Transfers	(2,798,271)	(1,399,136)	1,399,135	50%	(1,659,500)	260,364
Total Housing Revenues	8,013,105	3,963,244	(4,049,861)	49%	4,369,454	(406,210)
Total Housing Expense	8,013,105	4,187,020	3,826,085	52%	3,963,097	(223,923)
Net Housing Revenue/(Expense)	-	(223,776)	(223,776)		406,357	(630,133)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Lobo Cash Revenues	82,500	53,600	(28,900)	65%	62,353	(8,753)
Lobo Cash Expenses	82,500	55,029	(27,471)	67%	18,645	(36,384)
Net Lobo Cash Revenue/(Expense)	-	(1,429)	(1,429)		43,708	(45,137)
Other Revenues	1,974,000	435,750	(1,538,250)	22%	547,666	(111,916)
Other Transfers	(2,077,000)	(920,000)	1,157,000	44%	(915,000)	(5,000)
Total Other Revenues	(103,000)	(484,250)	(381,250)	470%	(367,334)	(116,916)
Total Other Expense	1,216	-	1,216	0%	-	-
Net Other Revenue/(Expense)	(104,216)	(484,250)	(380,034)		(367,334)	(116,916)
Parking and Transportation Revenues	8,009,664	5,426,045	(2,583,619)	68%	5,562,220	(136,175)
Parking and Trans Transfers	(1,688,823)	(911,911)	776,912	54%	(967,117)	55,206
Total Parking and Trans Revenues	6,320,841	4,514,134	(1,806,707)	71%	4,595,103	(80,969)
Total Parking and Trans Expenses	6,580,729	2,914,597	3,666,132	44%	3,093,388	178,791
Net Parking and Trans Revenue/(Expense)	(259,888)	1,599,537	1,859,425		1,501,715	97,822
Popejoy Events Revenues	6,601,930	3,465,199	(3,136,731)	52%	2,074,079	1,391,120
Popejoy Events Transfers	-	-	-	N/A	12,121	(12,121)
Total Popejoy Events Revenues	6,601,930	3,465,199	(3,136,731)	52%	2,086,200	1,378,999
Total Popejoy Events Expenses	6,601,930	3,612,136	2,989,794	55%	2,234,812	(1,377,324)
Net Popejoy Events Revenue/(Expense)	-	(146,937)	(146,937)		(148,612)	1,675
Taos & Lawrence Ranch Revenues	55,000	55,000	-	100%	62,000	(7,000)
Taos & Lawrence Ranch Expenses	55,000	21,987	33,013	40%	25,585	3,598
Net Taos & Lawrence Ranch Revenue/(Expense)	-	33,013	33,013		36,415	(3,402)
Ticketing Services Revenues	1,018,098	676,108	(341,990)	66%	700,146	(24,038)
Ticketing Services Transfers	-	-	-	N/A	-	-
Total Ticketing Services Revenues	1,018,098	676,108	(341,990)	66%	700,146	(24,038)
Total Ticketing Services Expenses	1,018,098	438,149	579,949	43%	520,288	82,139
Net Ticketing Services Revenue/(Expense)	-	237,959	237,959		179,858	58,101
Total VP for Institutional Support Services Revenues	37,585,993	20,281,059	(17,304,934)	54%	20,371,710	(90,651)
Total VP for Institutional Support Services Expenses	38,135,097	18,887,259	19,247,838	50%	18,395,470	(491,789)
Net VP for Institutional Support Services Revenue/(Expense)	(549,104)	1,393,800	1,942,904		1,976,240	(582,440)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrbtl/(Unfavrbtl) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
VP for Student Affairs						
Student Health Center Revenues	7,742,062	3,878,887	(3,863,175)	50%	3,967,995	(89,108)
Student Health Center Expenses	7,742,062	3,718,406	4,023,656	48%	3,646,859	(71,547)
Net Student Health Center Revenue/(Expense)	-	160,481	160,481		321,136	(160,655)
Student Union Revenues	2,910,751	1,555,778	(1,354,973)	53%	1,618,200	(62,422)
Student Union Expenses	2,910,751	1,424,813	1,485,938	49%	1,367,720	(57,093)
Net Student Union Revenue/(Expense)	-	130,965	130,965		250,480	(119,515)
Total VP for Student Affairs Revenues	10,652,813	5,434,665	(5,218,148)	51%	5,586,195	(151,530)
Total VP for Student Affairs Expenses	10,652,813	5,143,219	5,509,594	48%	5,014,579	(128,640)
Net VP for Student Affairs Revenue/(Expense)	-	291,446	291,446		571,616	(280,170)
Provost and Other Units						
Art Museum Revenues	300	-	(300)	0%	305	(305)
Art Museum Expenses	300	-	300	0%	3,216	3,216
Net Art Museum Revenue/(Expense)	-	-	-		(2,911)	2,911
CE Conference Ctr Revenues	100,000	135,935	35,935	136%	47,348	88,587
CE Conference Ctr Transfers	(8,202)	29,249	37,451	-357%	36,787	(7,538)
Total CE Conference Ctr Revenues	91,798	165,184	73,386	180%	84,135	81,049
Total CE Conference Ctr Expenses	91,798	39,317	52,481	43%	71,942	32,625
Net CE Conference Ctr Revenue/(Expense)	-	125,867	125,867		12,193	113,674
Maxwell Museum Revenues	40,261	23,638	(16,623)	59%	25,778	(2,140)
Maxwell Museum Expenses	40,261	7,095	33,166	18%	7,448	353
Net Maxwell Museum Revenue/(Expense)	-	16,543	16,543		18,330	(1,787)
Other Revenues	75,000	41,416	(33,584)	55%	29,402	12,014
Other Expenses	75,000	42,117	32,883	56%	35,059	(7,058)
Net Other Revenue/(Expense)	-	(701)	(701)		(5,657)	4,956
Total Provost and Other Units Revenues	207,359	230,238	22,879	111%	139,620	90,618
Total Provost and Other Units Expenses	207,359	88,529	118,830	43%	117,665	29,136
Net Provost and Other Units Revenue/(Expense)	-	141,709	141,709		21,955	119,754
Auxiliary Totals						
Total Auxiliary Revenues	48,446,165	25,945,962	(22,500,203)	54%	26,097,525	(151,563)
Total Auxiliary Expenses	48,995,269	24,119,007	24,876,262	49%	23,527,714	(591,293)
Net Auxiliary Revenue/(Expense)	(549,104)	1,826,955	2,376,059		2,569,811	(742,856)
Net Athletics Revenue/(Expense)	-	(1,245,375)	(1,245,375)		(238,502)	(1,006,873)
Net Auxiliary and Athletics Revenue/(Expense)	(549,104)	581,580	1,130,684		2,331,309	(1,749,729)
Net Branch Campuses Aux Revenue/(Expense)	(68,837)	(124,370)	(55,533)		684,407	(808,777)
Net All Auxiliary and Athletics Revenue/(Expense)	(617,941)	457,210	1,075,151		3,015,716	(2,558,506)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

Main Campus - Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Instruction and General						
Tuition and Fees Revenues	155,623,993	80,147,012	(75,476,981)	52%	82,734,797	(2,587,785)
State/Local Appropriations	183,436,200	91,718,100	(91,718,100)	50%	88,478,800	3,239,300
F & A Revenues	20,050,000	10,168,990	(9,881,010)	51%	10,046,945	122,045
Transfers	(59,733,262)	(30,970,352)	28,762,910	52%	(32,382,168)	1,411,816
Other Revenues	15,253,985	12,053,644	(3,200,341)	79%	7,696,464	4,357,180
Total Instruction and General Revenues	314,630,916	163,117,394	(151,513,522)	52%	156,574,838	6,542,556
Salaries	193,398,164	93,829,262	99,568,902	49%	93,481,267	(347,995)
Benefits	65,071,028	31,212,130	33,858,898	48%	31,154,052	(58,078)
Other Expenses	60,060,705	26,443,090	33,617,615	44%	25,396,219	(1,046,871)
Total Instruction and General Expenses	318,529,897	151,484,482	167,045,415	48%	150,031,538	(1,452,944)
Net Instruction and General Revenue/(Expense)	(3,898,981)	11,632,912	15,531,893		6,543,300	5,089,612
Research						
State/Local Appropriations	1,931,450	965,725	(965,725)	50%	922,225	43,500
Transfers	16,442,906	5,448,118	(10,994,788)	33%	5,778,330	(330,212)
Other Revenues	348,237	399,487	51,250	115%	712,656	(313,169)
Total Research Revenues	18,722,593	6,813,330	(11,909,263)	36%	7,413,211	(599,881)
Salaries and Benefits	9,695,747	5,444,384	4,251,363	56%	5,370,387	(73,997)
Other Expenses	10,903,450	3,919,448	6,984,002	36%	3,652,100	(267,348)
Total Research Expenses	20,599,197	9,363,832	11,235,365	45%	9,022,487	(341,345)
Net Research Revenue/(Expense)	(1,876,604)	(2,550,502)	(673,898)		(1,609,276)	(941,226)
Public Service						
State/Local Appropriations	3,228,350	1,614,175	(1,614,175)	50%	1,591,625	22,550
Sales and Services Revenues	7,675,467	3,496,381	(4,179,086)	46%	4,127,271	(630,890)
Gifts	6,936,798	3,806,596	(3,130,202)	55%	3,482,870	323,726
Transfers	167,361	(1,126,387)	(1,293,748)	-673%	1,046,631	(2,173,018)
Other Revenues	4,040,515	2,837,992	(1,202,523)	70%	1,672,288	1,165,704
Total Public Service Revenues	22,048,491	10,628,757	(11,419,734)	48%	11,920,685	(1,291,928)
Salaries and Benefits	11,076,126	5,175,213	5,900,913	47%	5,744,403	569,190
Other Expenses	12,851,447	6,258,029	6,593,418	49%	5,672,800	(585,229)
Total Public Service Expenses	23,927,573	11,433,242	12,494,331	48%	11,417,203	(16,039)
Net Public Service Revenue/(Expense)	(1,879,082)	(804,485)	1,074,597		503,482	(1,307,967)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

Main Campus - Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Student Aid						
Private Grants/Gifts	4,793,850	3,079,206	(1,714,644)	64%	3,067,198	12,008
State Lottery Scholarships	18,200,000	9,100,000	(9,100,000)	50%	9,331,937	(231,937)
Transfers	17,648,989	9,029,130	(8,619,859)	51%	8,372,031	657,099
Other Revenues	400,929	215,301	(185,628)	54%	132,889	82,412
Total Student Aid Revenues	41,043,768	21,423,637	(19,620,131)	52%	20,904,055	519,582
Salaries and Benefits	1,375,334	1,184,627	190,707	86%	1,375,745	191,118
Other Expenses	45,144,059	20,722,764	24,421,295	46%	23,197,853	2,475,089
Total Student Aid Expenses	46,519,393	21,907,391	24,612,002	47%	24,573,598	2,666,207
Net Student Aid Revenue/(Expense)	(5,475,625)	(483,754)	4,991,871		(3,669,543)	3,185,789
Student Social & Cultural Programs						
Fee Revenues	8,267,768	4,186,824	(4,080,944)	51%	4,480,159	(293,335)
Sales and Services Revenues	926,109	503,490	(422,619)	54%	546,809	(43,319)
Transfers	331,003	432,677	101,674	131%	276,989	155,688
Other Revenues	243,654	65,245	(178,409)	27%	82,013	(16,768)
Total Student Social & Cultural Programs Revenues	9,768,534	5,188,236	(4,580,298)	53%	5,385,970	(197,734)
Salaries and Benefits	5,894,950	2,555,115	3,339,835	43%	2,947,589	392,474
Other Expenses	3,943,276	1,854,413	2,088,863	47%	2,116,935	262,522
Total Student Social & Cultural Programs Expenses	9,838,226	4,409,528	5,428,698	45%	5,064,524	654,996
Net Student Social & Cultural Programs Revenue/(Expense)	(69,692)	778,708	848,400		321,446	457,262
Auxiliaries						
Auxiliaries Revenues	48,446,165	25,945,962	(22,500,203)	54%	26,097,525	(151,563)
Athletics Revenues	33,641,963	16,105,534	(17,536,429)	48%	18,168,770	(2,063,236)
Total Auxiliaries Revenues	82,088,128	42,051,496	(40,036,632)	51%	44,266,295	(2,214,799)
Auxiliaries Expenses	48,995,269	24,119,007	24,876,262	49%	23,527,714	(591,293)
Athletics Expenses	33,641,963	17,350,909	16,291,054	52%	18,407,272	1,056,363
Total Auxiliaries Expenses	82,637,232	41,469,916	41,167,316	50%	41,934,986	465,070
Net Auxiliaries and Athletics Revenue/(Expense)	(549,104)	581,580	1,130,684		2,331,309	(1,749,729)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

Main Campus - Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	147,158,888	61,930,901	(85,227,987)	42%	63,319,562	(1,388,661)
State and Local Grants and Contracts Revenues	17,087,338	7,520,206	(9,567,132)	44%	5,078,710	2,441,496
Non-Governmental Grants and Contracts Revenues	12,600,000	5,774,742	(6,825,258)	46%	6,604,106	(829,364)
Gifts	-	-	-	N/A	-	-
Transfers	-	1,438,302	1,438,302	N/A	1,290,651	147,651
Other Revenues	-	-	-	N/A	-	-
Total Sponsored Programs Revenues	176,846,226	76,664,151	(100,182,075)	43%	76,293,029	371,122
Salaries and Benefits	67,960,226	26,617,943	41,342,283	39%	25,782,034	(835,909)
Other Expenses	108,886,000	50,046,208	58,839,792	46%	50,510,995	464,787
Total Sponsored Programs Expenses	176,846,226	76,664,151	100,182,075	43%	76,293,029	(371,122)
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-
Contingencies						
Total Contingency Revenues	-	-	-	N/A	-	-
Total Contingency Expenses	-	-	-	N/A	-	-
Net Contingencies Revenue/(Expense)	-	-	-		-	-
Net Current Revenue/(Expense)	(13,749,088)	9,154,459	22,903,547		4,420,718	4,733,741

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

Branch Campuses - Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Instruction and General						
Tuition and Fees Revenues	7,465,244	3,556,292	(3,908,952)	48%	3,711,671	(155,379)
State/Local Appropriations	28,473,625	14,236,813	(14,236,812)	50%	13,807,521	429,292
Transfers	(1,111,551)	(972,835)	138,716	88%	(717,953)	(254,882)
Other Revenues	663,755	509,530	(154,225)	77%	478,330	31,200
Total Instruction and General Revenues	35,491,073	17,329,800	(18,161,273)	49%	17,279,569	50,231
Salaries	21,287,258	9,737,879	11,549,379	46%	9,771,088	33,209
Benefits	6,847,511	3,122,345	3,725,166	46%	3,114,331	(8,014)
Other Expenses	8,513,804	3,388,594	5,125,210	40%	3,158,460	(230,134)
Total Instruction and General Expenses	36,648,573	16,248,818	20,399,755	44%	16,043,879	(204,939)
Net Instruction and General Revenue/(Expense)	(1,157,500)	1,080,982	2,238,482		1,235,690	(154,708)
Public Service						
State/Local Appropriations	-	-	-	N/A	-	-
Sales and Services Revenues	397,098	230,375	(166,723)	58%	206,305	24,070
Gifts	84,808	169,589	84,781	200%	95,371	74,218
Transfers	-	(1,000)	(1,000)	N/A	35,711	(36,711)
Other Revenues	-	67,747	67,747	N/A	100,426	(32,679)
Total Public Service Revenues	481,906	466,711	(15,195)	97%	437,813	28,898
Salaries and Benefits	300,640	211,333	89,307	70%	296,256	84,923
Other Expenses	202,033	84,569	117,464	42%	91,492	6,923
Total Public Service Expenses	502,673	295,902	206,771	59%	387,748	91,846
Net Public Service Revenue/(Expense)	(20,767)	170,809	191,576		50,065	120,744
Student Aid						
Private Grants/Gifts	103,900	48,261	(55,639)	46%	41,182	7,079
Transfers	370,610	188,045	(182,565)	51%	293,393	(105,348)
Other Revenues	17,000	7,802	(9,198)	46%	7,980	(178)
Total Student Aid Revenues	491,510	244,108	(247,402)	50%	342,555	(98,447)
Salaries and Benefits	-	-	-	N/A	7,536	7,536
Other Expenses	514,510	269,048	245,462	52%	198,552	(70,496)
Total Student Aid Expenses	514,510	269,048	245,462	52%	206,088	(62,960)
Net Student Aid Revenue/(Expense)	(23,000)	(24,940)	(1,940)		136,467	(161,407)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

Branch Campuses - Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Student Social & Cultural Programs						
Fee Revenues	219,620	102,835	(116,785)	47%	110,560	(7,725)
Sales and Services Revenues	7,400	3,587	(3,813)	48%	5,419	(1,832)
Transfers	(40,000)	(40,000)	-	100%	9,500	(49,500)
Other Revenues	500	-	(500)	0%	555	(555)
Total Student Social & Cultural Programs Revenues	187,520	66,422	(121,098)	35%	126,034	(59,612)
Salaries and Benefits	7,840	108	7,732	1%	-	(108)
Other Expenses	179,980	38,912	141,068	22%	53,375	14,463
Total Student Social & Cultural Programs Expenses	187,820	39,020	148,800	21%	53,375	14,355
Net Student Social & Cultural Programs Revenue/(Expense)	(300)	27,402	27,702		72,659	(45,257)
Auxiliaries						
Bookstore Revenues	1,839,389	742,349	(1,097,040)	40%	781,857	(39,508)
Housing and Food Service Revenues	153,000	68,269	(84,731)	45%	66,805	1,464
Transfers	(40,000)	(20,414)	19,586	51%	-	(20,414)
Other Auxiliaries Revenues	19,600	5,719	(13,881)	29%	608,657	(602,938)
Total Auxiliaries Revenues	1,971,989	795,923	(1,176,066)	40%	1,457,319	(661,396)
Bookstore Expenses	1,818,226	853,303	964,923	47%	668,540	(184,763)
Housing and Food Service Expenses	209,600	62,809	146,791	30%	57,944	(4,865)
Other Auxiliaries Expenses	13,000	4,181	8,819	32%	46,428	42,247
Total Auxiliaries Expenses	2,040,826	920,293	1,120,533	45%	772,912	(147,381)
Net Auxiliaries Revenue/(Expense)	(68,837)	(124,370)	(55,533)		684,407	(808,777)
Sponsored Programs						
Federal Grants and Contracts Revenues	10,447,731	3,540,431	(6,907,300)	34%	4,032,740	(492,309)
State and Local Grants and Contracts Revenues	2,103,664	388,199	(1,715,465)	18%	433,932	(45,733)
Non-Governmental Grants and Contracts Revenues	200,000	190,098	(9,902)	95%	265,225	(75,127)
Gifts	-	-	-	N/A	-	-
Transfers	-	-	-	N/A	-	-
Other Revenues	-	1,058	1,058	N/A	-	1,058
Total Sponsored Programs Revenues	12,751,395	4,119,786	(8,631,609)	32%	4,731,897	(612,111)
Salaries and Benefits	7,882,427	2,476,151	5,406,276	31%	2,651,495	175,344
Other Expenses	4,868,968	1,643,635	3,225,333	34%	2,080,402	436,767
Total Sponsored Programs Expenses	12,751,395	4,119,786	8,631,609	32%	4,731,897	612,111
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-
Net Current Revenue/(Expense)	(1,270,404)	1,129,883	2,400,287		2,179,288	(1,049,405)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

Health Sciences Center - Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Instruction and General						
Tuition and Fees Revenues	18,634,587	8,529,184	(10,105,403)	46%	8,655,825	(126,641)
State/Local Appropriations	60,256,900	30,116,206	(30,140,694)	50%	29,606,054	510,152
F & A Revenues	25,000,000	12,700,673	(12,299,327)	51%	12,941,526	(240,853)
Transfers	9,433,666	3,990,833	(5,442,833)	42%	3,656,234	334,599
Other Revenues	4,198,425	2,073,025	(2,125,400)	49%	2,026,504	46,521
Total Instruction and General Revenues	117,523,578	57,409,921	(60,113,657)	49%	56,886,143	523,778
Salaries	75,934,032	37,030,004	38,904,028	49%	36,734,303	(295,701)
Benefits	22,865,088	11,293,370	11,571,718	49%	11,403,711	110,341
Other Expenses	19,365,032	8,477,680	10,887,352	44%	8,821,409	343,729
Total Instruction and General Expenses	118,164,152	56,801,054	61,363,098	48%	56,959,423	158,369
Net Instruction and General Revenue/(Expense)	(640,574)	608,867	1,249,441		(73,280)	682,147
Research						
State/Local Appropriations	9,446,475	4,856,345	(4,590,130)	51%	5,050,160	(193,815)
Generated Revenues	388,221	73,489	(314,732)	19%	212,243	(138,754)
Transfers	15,793,498	4,074,132	(11,719,366)	26%	4,907,975	(833,843)
Other Revenues	1,034,107	2,404,341	1,370,234	233%	271,852	2,132,489
Total Research Revenues	26,662,301	11,408,307	(15,253,994)	43%	10,442,230	966,077
Salaries and Benefits	15,231,343	6,376,870	8,854,473	42%	6,822,518	445,648
Other Expenses	12,559,867	4,366,894	8,192,973	35%	4,272,882	(94,012)
Total Research Expenses	27,791,210	10,743,764	17,047,446	39%	11,095,400	351,636
Net Research Revenue/(Expense)	(1,128,909)	664,543	1,793,452		(653,170)	1,317,713
Public Service						
State/Local Appropriations	255,700	127,850	(127,850)	50%	126,000	1,850
Sales and Services Revenues	15,926,604	7,542,617	(8,383,987)	47%	7,913,273	(370,656)
Gifts	2,870,748	2,536,195	(334,553)	88%	3,542,116	(1,005,921)
Transfers	(4,567,328)	(3,400,144)	1,167,184	74%	(1,477,120)	(1,923,024)
Other Revenues	2,180,579	382,213	(1,798,366)	18%	306,086	76,127
Total Public Service Revenues	16,666,303	7,188,731	(9,477,572)	43%	10,410,355	(3,221,624)
Salaries and Benefits	7,848,772	2,215,349	5,633,423	28%	4,682,570	2,467,221
Other Expenses	8,397,776	3,039,046	5,358,730	36%	3,155,289	116,243
Total Public Service Expenses	16,246,548	5,254,395	10,992,153	32%	7,837,859	2,583,464
Net Public Service Revenue/(Expense)	419,755	1,934,336	1,514,581		2,572,496	(638,160)

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

Health Sciences Center - Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Student Aid						
Gifts	1,997,389	995,673	(1,001,716)	50%	1,010,001	(14,328)
Investment Income	-	-	-	N/A	-	-
Transfers	2,126,022	1,197,184	(928,838)	56%	468,460	728,724
Other Revenues	-	40	40	N/A	-	40
Total Student Aid Revenues	4,123,411	2,192,897	(1,930,514)	53%	1,478,461	714,436
Salaries and Benefits	1,533,082	841,042	692,040	55%	768,995	(72,047)
Other Expenses	2,695,624	745,661	1,949,963	28%	664,194	(81,467)
Total Student Aid Expenses	4,228,706	1,586,703	2,642,003	38%	1,433,189	(153,514)
Net Student Aid Revenue/(Expense)	(105,295)	606,194	711,489		45,272	560,922
Student Social & Cultural Programs						
Fee Revenues	-	-	-	N/A	-	-
Sales and Services Revenues	55,943	34,628	(21,315)	62%	31,363	3,265
Transfers	1,422	1,422	-	100%	264	1,158
Other Revenues	-	50	50	N/A	-	50
Total Student Social & Cultural Programs Revenues	57,365	36,100	(21,265)	63%	31,627	4,473
Salaries and Benefits	-	-	-	N/A	-	-
Other Expenses	61,186	24,750	36,436	40%	20,188	(4,562)
Total Student Social & Cultural Programs Expenses	61,186	24,750	36,436	40%	20,188	(4,562)
Net Student Social & Cultural Programs Revenue/(Expense)	(3,821)	11,350	15,171		11,439	(89)
Sponsored Programs						
Federal Grants and Contracts Revenues	122,514,828	48,965,590	(73,549,238)	40%	50,906,047	(1,940,457)
State and Local Grants and Contracts Revenues	18,461,138	7,555,086	(10,906,052)	41%	7,872,951	(317,865)
Non-Governmental Grants and Contracts Revenues	26,852,565	10,709,817	(16,142,748)	40%	11,072,763	(362,946)
Gifts	-	-	-	N/A	-	-
Other Revenues	-	-	-	N/A	-	-
Transfers	1,964,504	1,646,715	(317,789)	84%	2,491,464	(844,749)
Total Sponsored Programs Revenues	169,793,035	68,877,208	(100,915,827)	41%	72,343,225	(3,466,017)
Salaries and Benefits	93,386,169	39,748,559	53,637,610	43%	40,834,160	1,085,601
Other Expenses	76,406,866	29,128,649	47,278,217	38%	31,509,065	2,380,416
Total Sponsored Programs Expenses	169,793,035	68,877,208	100,915,827	41%	72,343,225	3,466,017
Net Sponsored Programs Revenue/(Expense)	-	-	-		-	-

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2018
Preliminary and Unaudited

Health Sciences Center - Total Operations Current Funds

	FY 2019 Full Year Operating Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%	FY 2018 Year-to-Date Actual	FY 2019 YTD Actual Change From FY 2018 YTD Actual
Clinical Operations						
State/Local Appropriations	26,530,000	13,264,104	(13,265,896)	50%	12,528,746	735,358
Physician Professional Fee Revenues	133,242,851	63,561,813	(69,681,038)	48%	61,711,612	1,850,201
Hospital Facility Revenues	939,105,744	477,571,591	(461,534,153)	51%	462,644,392	14,927,199
Other Patient Revenues, net of Allowance	173,015,985	86,410,496	(86,605,489)	50%	78,599,112	7,811,384
Mil Levy	100,269,401	50,134,700	(50,134,701)	50%	49,138,317	996,383
Investment Income	(82,916)	880,090	963,006	-1061%	96,328	783,762
Gifts	3,138,141	1,239,432	(1,898,709)	39%	1,026,852	212,580
Housestaff Revenues	37,950,860	19,766,533	(18,184,327)	52%	18,764,519	1,002,014
Transfers	(6,525,332)	(373,702)	6,151,630	6%	(3,543,709)	3,170,007
Other Revenues	44,586,523	31,404,823	(13,181,700)	70%	19,679,203	11,725,620
Total Clinical Operations Revenues	1,451,231,257	743,859,880	(707,371,377)	51%	700,645,372	43,214,508
Salaries and Benefits	809,851,210	410,796,065	399,055,145	51%	384,718,875	(26,077,190)
Interest Expense	3,799,848	1,899,924	1,899,924	50%	1,897,124	(2,800)
Housestaff Expenses	37,950,860	19,180,299	18,770,561	51%	18,659,385	(520,914)
Other Expenses	598,128,166	309,726,830	288,401,336	52%	294,715,187	(15,011,643)
Total Clinical Operations Expenses	1,449,730,084	741,603,118	708,126,966	51%	699,990,571	(41,612,547)
Net Clinical Operations Revenue/(Expense)	1,501,173 (1)	2,256,762 (2)	755,589		654,801	1,601,961
Contingencies						
Total Contingency Revenues	-	-	-	N/A	-	-
Total Contingency Expenses	-	-	-	N/A	-	-
Net Contingencies Revenue/(Expense)	-	-	-		-	-
Net Current Revenue/(Expense)	42,329	6,082,052	6,039,723		2,557,558	3,524,494

(1) **OPERATING BUDGET** - Clinical Operations include the SOM Clinical Departments which have a budgeted consolidated net margin of \$1,498,537 and UNM Hospital operations which has a budgeted net margin of \$2,636

(2) **ACTUAL** - Clinical Operations include the SOM Clinical Departments which currently have a consolidated net margin of \$(30,282) and UNM Hospitals operations currently has a net margin of \$2,287,044

Statements of Revenues, Expenses and Changes in Net Assets - UNM Regents Format
For the six month period ended December 31 , 2018
Preliminary and Unaudited

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

	FY 2019 Full Year Adopted Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%
Instruction and General				
Instruction & General Appropriations	261,197,400	130,586,450	(130,610,950)	50%
State Special Project Appropriations	1,149,400	574,700	(574,700)	50%
Tobacco Settlement Appropriations	1,081,500	540,756	(540,744)	50%
Mill Levy	8,738,425	4,369,213	(4,369,212)	50%
Total Instruction and General Appropriations	<u>272,166,725</u>	<u>136,071,119</u>	<u>(136,095,606)</u>	<u>50%</u>
Research				
State Special Project Appropriations	6,526,550	3,263,225	(3,263,325)	50%
Tobacco Settlement Appropriations	937,400	468,693	(468,707)	50%
Cigarette Tax Appropriations	3,913,975	2,090,152	(1,823,823)	53%
Total Research Appropriations	<u>11,377,925</u>	<u>5,822,070</u>	<u>(5,555,855)</u>	<u>51%</u>
Public Service				
State Special Project Appropriations	3,484,050	1,742,025	(1,742,025)	50%
Total Public Service Appropriations	<u>3,484,050</u>	<u>1,742,025</u>	<u>(1,742,025)</u>	<u>50%</u>
Clinical Operations				
State Special Project Appropriations	25,689,800	12,844,000	(12,845,800)	50%
Tobacco Settlement Appropriations	840,200	420,104	(420,096)	50%
Total Clinical Operations Appropriations	<u>26,530,000</u>	<u>13,264,104</u>	<u>(13,265,896)</u>	<u>50%</u>

Statements of Revenues, Expenses and Changes in Net Assets - UNM Regents Format
For the six month period ended December 31 , 2018
Preliminary and Unaudited

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

	FY 2019 Full Year Adopted Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%
Instruction and General				
Instruction & General Appropriations	182,286,800	91,143,400	(91,143,400)	50%
State Special Project Appropriations				
African American Student Services	67,700	33,850	(33,850)	50%
Degree Mapping	70,400	35,200	(35,200)	50%
Disabled Student Services	178,700	89,350	(89,350)	50%
ENLACE	59,600	29,800	(29,800)	50%
Hispanic Student Center	146,300	73,150	(73,150)	50%
Minority Graduate Recruitment	110,100	55,050	(55,050)	50%
Native American Studies Intervention	332,700	166,350	(166,350)	50%
Pre-College Minority Student Math &Science	183,900	91,950	(91,950)	50%
Total State Special Project Appropriations	1,149,400	574,700	(574,700)	50%
Total Instruction and General Appropriations	183,436,200	91,718,100	(91,718,100)	50%
Research				
State Special Project Appropriations				
Center for Regional Studies (SW Research Ctr)	921,150	460,575	(460,575)	50%
Manufacturing Engineering	523,100	261,550	(261,550)	50%
Morrissey Hall	103,600	51,800	(51,800)	50%
Resource Geographic Information System	61,700	30,850	(30,850)	50%
Utton Transboundary Resource Center	321,900	160,950	(160,950)	50%
Total State Special Project Appropriations	1,931,450	965,725	(965,725)	50%
Total Research Appropriations	1,931,450	965,725	(965,725)	50%
Public Service				
State Special Project Appropriations				
Bureau of Business Research (Census)	360,200	180,100	(180,100)	50%
College Prep Mentoring/School of Law	112,800	56,400	(56,400)	50%
College Preparatory Mentoring	160,400	80,200	(80,200)	50%
Corrine Wolfe Law Center/Child Abuse Training	160,000	80,000	(80,000)	50%
Family Development Program	530,200	265,100	(265,100)	50%
ISTEC	44,900	22,450	(22,450)	50%
Judicial Selection	21,400	10,700	(10,700)	50%
KNME-TV	1,092,300	546,150	(546,150)	50%
Land Grant Studies Program	122,100	61,050	(61,050)	50%
N. M. Historical Review	44,600	22,300	(22,300)	50%
SFAO / Student Activities Administration	50,000	25,000	(25,000)	50%
Southwest Indian Law Clinic	193,000	96,500	(96,500)	50%
Spanish Colonial Research Center (SW Research Ctr)	138,650	69,325	(69,325)	50%
Spanish Resource Center	38,800	19,400	(19,400)	50%
Substance Abuse Program	69,000	34,500	(34,500)	50%
Wildlife Law Education	90,000	45,000	(45,000)	50%
Total State Special Project Appropriations	3,228,350	1,614,175	(1,614,175)	50%
Total Public Service Appropriations	3,228,350	1,614,175	(1,614,175)	50%

Statements of Revenues, Expenses and Changes in Net Assets - UNM Regents Format
For the six month period ended December 31 , 2018
Preliminary and Unaudited

Detail of State/Local Appropriations

Branch Campuses - Total Operations Current Funds

	FY 2019 Full Year Adopted Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%
Instruction and General				
Instruction & General Appropriations				
Gallup	8,878,300	4,439,150	(4,439,150)	50%
Los Alamos	1,757,000	878,500	(878,500)	50%
Valencia	5,465,500	2,732,750	(2,732,750)	50%
Taos	3,634,400	1,817,200	(1,817,200)	50%
Total Instruction & General Appropriations	19,735,200	9,867,600	(9,867,600)	50%
Mill Levy				
McKinley County	2,488,400	1,244,200	(1,244,200)	50%
Los Alamos County	1,424,000	712,000	(712,000)	50%
Valencia County	2,818,183	1,409,092	(1,409,091)	50%
Taos County	2,007,842	1,003,921	(1,003,921)	50%
Total Mill Levy	8,738,425	4,369,213	(4,369,212)	50%
Total Branch Appropriations	28,473,625	14,236,813	(14,236,812)	50%

Statements of Revenues, Expenses and Changes in Net Assets - UNM Regents Format
For the six month period ended December 31 , 2018
Preliminary and Unaudited

Detail of State/Local Appropriations

Health Sciences Center - Total Operations Current Funds

	FY 2019 Full Year Adopted Budget	FY 2019 Year-to-Date Actual	Fiscal YTD Favrb/(Unfavrb) Budget	Actual to Budget Benchmark Rate 50%
Instruction and General				
Instruction & General Appropriations	59,175,400	29,575,450	(29,599,950)	50%
Tobacco Settlement Appropriations				
Instruction & General	581,500	290,756	(290,744)	50%
Pediatric Specialty Education	250,000	125,000	(125,000)	50%
Trauma Specialty Education	250,000	125,000	(125,000)	50%
Total Tobacco Settlement Appropriations	1,081,500	540,756	(540,744)	50%
Total Instruction and General Appropriations	60,256,900	30,116,206	(30,140,694)	50%
Research				
State Special Project Appropriations				
Cancer Center	2,549,000	1,274,450	(1,274,550)	50%
Hepatitis C, Project ECHO	2,046,100	1,023,050	(1,023,050)	50%
Total State Special Project Appropriations	4,595,100	2,297,500	(2,297,600)	50%
Tobacco Settlement Appropriations				
Genomics, Biocomputing, Environmental Health	937,400	468,693	(468,707)	50%
Total Tobacco Settlement Appropriations	937,400	468,693	(468,707)	50%
Cigarette Tax Revenues	3,913,975	2,090,152	(1,823,823)	53%
Total Research Appropriations	9,446,475	4,856,345	(4,590,130)	51%
Public Service				
State Special Project Appropriations				
Center for Native American Health	255,700	127,850	(127,850)	50%
Total State Special Project Appropriations	255,700	127,850	(127,850)	50%
Total Public Service Appropriations	255,700	127,850	(127,850)	50%
Clinical Operations				
State Special Project Appropriations				
Newborn Intensive Care Unit	3,145,800	1,572,250	(1,573,550)	50%
Office of the Medical Investigator	5,313,400	2,656,900	(2,656,500)	50%
Pediatric Oncology	1,220,900	610,300	(610,600)	50%
Poison and Drug Info Center	1,493,000	746,200	(746,800)	50%
Native American Suicide Prevention	92,800	46,500	(46,300)	50%
GME Residencies	1,690,700	845,250	(845,450)	50%
UNM Hospitals	12,733,200	6,366,600	(6,366,600)	50%
Total State Special Project Appropriations	25,689,800	12,844,000	(12,845,800)	50%
Tobacco Settlement Appropriations				
Pediatric Oncology	250,000	125,002	(124,998)	50%
Poison and Drug Info Center	590,200	295,102	(295,098)	50%
Total Tobacco Settlement Appropriations	840,200	420,104	(420,096)	50%
Total Clinical Operations Appropriations	26,530,000	13,264,104	(13,265,896)	50%

FY19 UNM Debt Service Schedule

As of December 31, 2018

*UNMH/SRMC Debt

UNM Bond Issue	Original Issue Amount	Outstanding Principal Balance on June 30, 2018	Principal Payment due on June 1, 2019	Interest Payment paid on December 1, 2018	Interest Payment due on June 1, 2019	FY 2019 Principal & Interest
Sub Lien System Improvement Revenue Bonds, Series 2017 ⁽⁷⁾ Series 2017: Interest Range 3.25% to 5.0% Final Maturity Year 2047	\$40,900,000	\$40,585,000	\$875,000	\$991,644	\$991,644	\$2,658,288
Sub Lien System Rfdg Revenue & Improvement Bonds ⁽⁷⁾ Series 2016 A: Interest Range 2.0% to 4.5% Final Maturity Year 2046	\$160,290,000	\$156,445,000	\$1,030,000	\$3,089,950	\$3,089,950	\$7,209,900
Sub Lien System Rfdg Revenue Bonds ⁽⁸⁾ Series 2016 B: Interest Range .72% to 2.48% Final Maturity Year 2024	\$8,215,000	\$6,955,000	\$925,000	\$71,017	\$71,017	\$1,067,033
⁽¹⁾ FHA Insured Hospital Mortgage Revenue Bonds* Series 2015: Interest Range .484% to 3.532% Final Maturity Year 2032	\$115,000,000	\$97,820,000	\$5,700,000 (due 6/20/2019)	\$1,520,012 (due 12/20/2018)	\$1,520,012 (due 6/20/2019)	\$8,740,023
Sub Lien System Imp Revenue Bonds ⁽⁴⁾ Series 2014 A: Interest Range 3.0% to 5.0% Final Maturity Year 2033	\$10,980,000	\$3,695,000	\$0	\$126,813	\$126,813	\$253,625
Sub Lien System Rfdg Revenue Bonds ⁽⁵⁾ Series 2014 B: Interest Range 0.496% to 3.280% Final Maturity Year 2024	\$3,710,000	\$2,265,000	\$380,000	\$31,402	\$31,402	\$442,803
Sub Lien System Rfdg Revenue Bonds ⁽⁶⁾ Series 2014 C: Interest Range 1.5% to 5.0% Final Maturity Year 2035	\$100,085,000	\$92,265,000	\$2,830,000	\$2,306,625	\$2,306,625	\$7,443,250
Sub Lien System Imp Revenue Bonds ⁽³⁾ Series 2012: Interest Range 2.0% to 5.0% Final Maturity Year 2032	\$35,215,000	\$26,190,000	\$1,600,000	\$620,650	\$620,650	\$2,841,300
Taxable Revenue Build America Bonds* Series 2010A: w/ fixed-interest rate of 4.5% Final Maturity Year 2036	\$133,425,000	\$111,505,000	\$3,890,000 (due in July & Jan)	\$2,487,262 (due in July & Jan)	\$2,487,263 (due in July & Jan)	\$8,864,525
Taxable Revenue Recovery Zone Economic Development Bonds* Series 2010B: w/ fixed-interest rate of 5.0% Final Maturity Year 2037	\$10,000,000	\$9,740,000	\$0	\$243,500 (due in July & Jan)	\$243,500 (due in July & Jan)	\$487,000
Sub Lien System Imp Revenue Bonds (portion refunded 03/08/2016) Series 2007 A&B: Interest Range 4.096% to 5.302% Final Maturity Year 2036	\$7,010,000	\$1,490,000	\$1,490,000	\$29,800	\$29,800	\$1,549,600
Sub Lien Sys Rfdg Revenue Bonds ⁽²⁾ Series 2002 B: Variable Rate Demand Bonds - rates reset weekly Weekly rate as of June 30, 2014 was 0.05% Final Maturity Year 2026	\$25,475,000	\$14,805,000	\$1,400,000	\$283,516	\$283,516	\$1,967,032
Sub Lien System Rfdg Revenue Bonds ⁽²⁾ Series 2002 C: Variable Rate Demand Bonds - rates reset weekly Weekly rate as of June 30, 2014 was 0.05% Final Maturity Year 2030	\$37,840,000	\$30,445,000	\$1,600,000	\$599,767	\$599,767	\$2,799,533
Sub Lien System Imp Revenue Bonds ⁽²⁾ Series 2001: Variable Rate Demand Bonds - rates reset weekly Weekly rate as of June 30, 2014 was 0.07% Ceiling of 12% Final Maturity Year 2026	\$52,625,000	\$23,925,000	\$2,570,000	\$478,500	\$478,500	\$3,527,000
System Revenue Bonds Series 2000 B: Interest Range 5.50% to 6.35% Final Maturity Year 2019	\$6,621,671	\$181,811	\$181,811	\$0	\$428,190	\$610,001
System Revenue Rfdg Bonds Series 1992 A: Interest Range 6.0% to 6.25% Final Maturity Year 2021	\$36,790,000	\$7,090,000	\$3,970,000	\$212,700	\$212,700	\$4,395,400
Grand Total	\$784,181,671	\$625,401,811	\$28,241,811	\$13,093,155	\$13,521,346	\$54,856,312

Note: See attached matrix for funding sources.

(1) Source: UNM Hospital - UNM Hospital Principal payment is due on June 20; interest payments are due on December 20 and June 20.

(2) Variable Rate bonds reflect the actual synthetically fixed interest rate that UNM pays. It is noted that all ranges of interest rates and final maturity dates are reflective of Serial bonds.

(3) Series 2012 bonds refunded 2002A bonds.

(4) Series 2014A bonds refunded 2003A, 2003B bonds.

(5) Series 2014B bonds refunded 2003C bonds.

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

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

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

FY19 UNM Debt Service - Source of Funds

As of December 31, 2018

	Series 2017	Series 2016A	Series 2016B	Series 2015 (UNMH Bond)	Series 2014A	Series 2014B	Series 2014C	Series 2012	Series 2010A	Series 2010B	Series 2007A&B	Series 2002B	Series 2002C	Series 2001	Series 2000B	Series 1992
Student Fees- Facility	X	X		X		X	X			X	X	X		X	X	
Student Fees - IT						X	X									
Parking Services		X				X	X			X						X
UNM Hospital			X								X					X
SRMC Teaching Hospital Project								X	X							
Bookstore				X												X
Housing & Dining Services				X			X					X		X		
Building R&R				X							X					X
Real Estate Department		X		X	X					X	X					
Physical Plant Department		X				X	X			X	X		X			
Information Technologies						X	X									
Athletics		X	X							X						
KNME																X
Opto Bldg (CHTM Res Park)											X					
CRTC											X					
Continuing Education											X					
Golf Course - North & South												X		X		
HSC		X					X			X						
Interest on Reserve Funds				X			X				X	X				
Student Health and Counseling (SHAC)	X															




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

MEMORANDUM

DATE: January 22, 2019

TO: Dr. Craig White
Interim Senior Vice President for Finance & Administration

FROM: Elizabeth Metzger, CPA
University Controller 

RE: Two (2) Items: One (1) Action Item and One (1) Information Item for Board of Regents' Finance & Facilities Committee Meeting

Action Items.

The New Mexico Higher Education Department, Institutional Finance Division, Quarterly Financial Actions Report and Certification through December 31, 2018 needs to be approved at the February 5, 2019 Finance & Facilities Committee meeting.

Information Items.

The Monthly Consolidated Financial Reports for the month ended December 31, 2018 will be presented at the February 5, 2019 Finance & Facilities Committee meeting.

TAB 5

Action Item 5

Approval of Athletics' Enhanced Fiscal Oversight Program Report and Certification through December 31, 2018



To: Members of the Board of Regents' Finance & Facilities Committee

From: Eddie Nunez, Director of Athletics
Nicole Dopson, Director of Financial Operations for Academic Affairs

Date: February 5, 2019

Re: Approval of the FY19 Second Quarter Submission to Higher Education Department for the Enhanced Fiscal Oversight Program (EFOP)

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

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

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

Thank you for your consideration.

NEW MEXICO HIGHER EDUCATION DEPARTMENT



SUSANA MARTINEZ
GOVERNOR

DR. BARBARA DAMRON
CABINET SECRETARY

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

Date: October 3, 2017

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

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

Dear President Abdallah,

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

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

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

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

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

Sincerely,

A handwritten signature in blue ink, appearing to read "Barbara Damron", with a long, sweeping horizontal line extending to the right.

Barbara Damron, PhD, RN, FAAN
NMHED Cabinet Secretary

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

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

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

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

1st ____ 2nd X 3rd ____ 4th ____ Quarter, FY 2019

is correct as of the signature dates noted below:

The University of New Mexico

Marron Lee, Chair, Board of Regents – Finance and Facilities Committee	Date
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Garnett S. Stokes, President	Date
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Craig White, Interim SVP for Administration, COO and CFO	Date
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Exhibit 21 - UNM MAIN Campus
Summary of Intercollegiate Athletics

		Actuals FY18 Period 14				Original Approved Budget 2019				Actuals Quarter 1 - FY19				Actuals Quarter 2 - FY19				Actuals Quarter 3 - FY19				Actuals Quarter 4 - FY19				Increase / Decrease YTD			
		FTE	Unrestricted	FTE	Restricted	FTE	Unrestricted	FTE	Restricted	FTE	Unrestricted	FTE	Restricted	FTE	Unrestricted	FTE	Restricted	FTE	Unrestricted	FTE	Restricted	FTE	Unrestricted	FTE	Restricted	FTE	Unrestricted	FTE	Restricted
Revenues	Tuition and Fees		3,851,603		0		3,681,708		0		1,936,355		0		0												1,745,353		0
	State Appropriations		2,617,300		0		2,641,500		0		666,500		0		654,300												1,320,700		0
	Federal Grants and Contracts		0		5,318		0		30,601		0		0		0												0		30,601
	State Grants and Contracts		0		2,099		0		25,500		0		0		0												0		25,500
	Private Gifts Grants and Contracts		8		0		0		0		0		0		0												0		0
	Sales and Services		10,490,060		0		10,173,679		0		1,915,790		0		3,075,432												5,182,457		0
	Other Sources		14,214,762		0		14,726,056		0		3,001,828		0		4,126,012												7,598,216		0
Total Revenues			31,173,733		7,417		31,222,943		56,101		7,520,474		0		7,855,744		0		0		0		0		0		15,846,725		56,101
Beginning Balance			(4,713,999)		0		(4,492,380)				(4,492,380)				(4,635,846)				0		0		0		0		4,635,846		0
Total Available																											20,482,571		56,101
Expenditures	Administrative	96.00	9,682,083		0	92.00	9,131,345		0		2,369,423		0		2,389,425											92.00	4,372,497	0.00	0
	Professional		5,000		0		5,000		0		1,000		0		1,500											0.00		0.00	0
	Faculty Salaries																									0.00	0	2.00	30,601
	Federal Workstudy		2,279		5,318		0	2.00	30,601		0		0		0											8.00			0
	CA TA RA PA Salary	8.00	227,534		0	8.00	246,854		0		58,933		0		68,883											8.00	119,038	0.00	0
	Other Salaries	31.00	650,694		0	49.00	1,482,092		0		82,163		0		160,252											49.00	1,239,676	0.00	0
	State Workstudy																									0.00	(259)	1.00	25,500
	Salaries		900		2,099		0	1.00	25,500		0		0		259											1.00	(3,220)	0.00	0
	Student Salaries	5.00	96,764		0	1.00	19,000		0		8,408		0		13,812											3.00	79,461	0.00	0
	Support Staff Salary	6.00	230,449		0	3.00	114,999		0		17,892		0		17,846											8.00	115,893	0.00	0
	Technician Salary	9.00	345,082		0	8.00	273,554		0		66,872		0		90,790														0
	Accrued Annual Leave		(5,966)		0		0		0		0		0		0												0		0
	Fica		664,045		0		655,476		0		140,766		0		129,672													385,038	0
	Group Insurance		717,415		0		954,374		0		165,157		0		186,914													602,302	0
	Other Staff Benefits		0		0		22,657		0		0		0		178,403												(155,745)		0
	Retirement		367,334		0		364,479		0		88,146		0		462,996												(186,563)		0
	Tuition Waivers		1,322,598		0		1,185,134		0		275,504		0		(230,814)												1,140,144		0
	Unemployment																												0
	Compensation		93,168		0		78,500		0		43,888		0		(40,250)												74,862		0
	Workers Compensation		7,701		0		5,980		0		1,776		0		3,453												750		0
	Charge Inst. Support		10,836		0		5,043		0		2,688		0		62,812												(60,457)		0
	Contract Services		131,000		0		0		0		32,750		0		540,426												(573,176)		0
	Cost of Good Sold		1,786,224		0		1,847,860		0		259,561		0		(259,561)												1,847,860		0
	Electricity		(7,155)		0		550		0		0		0		146,407												(145,857)		0
	Equipment		302,874		0		330,000		0		62,898		0		46,481												220,621		0
	Fuel Heat_Cool		178,997		0		221,669		0		61,827		0		(50,565)												210,406		0
	Officials Expense 63T3		46,963		0		60,870		0		609		0		191,286												(131,025)		0
	Services		678,322		0		594,250		0		7,040		0		(7,040)												594,250		0
	Sewer_Other		211,326		0		182,800		0		26,364		0		38,930												117,506		0
	Student Awards and Aid		5,316,503		0		4,750,000		0		2,226,796		0		497,140												2,026,064		0
	Supplies Expense		6,904,071		0		6,543,784		0		1,661,058		0		2,449,266												2,433,460		0
	Travel		150,853		0		182,500		0		9,269		0		34,282												138,949		0
	Travel-Group		2,935,560		0		2,814,700		0		854,145		0		1,064,915												895,641		0
	Travel-Recruiting		778,109		0		812,777		0		153,515		0		200,538												458,724		0
	Internal Service Ctr						0		0		0		0		(208,415)												265,486		0
	Internal Sales		(284,759)		0				0		(57,070)		0																0
Total Expenditures		155.00	33,535,804	0.00	7,417	161.00	32,886,247	3.00	56,101	0.00	8,621,676	0.00	0	0.00	8,179,844	0.00	0	0.00	0	0.00	0	0.00	0	0.00	0	161.00	16,084,727	3.00	56,101
Transfers (IN) or OUT			(2,584,690)				(1,663,304)				(957,737)				(68,672)												(636,895)		
Ending Balance			(4,492,380)				(4,492,380)				(4,635,846)				(4,891,274)				0		0		0				5,034,739		

Budget Unit 350 - Administration

		Actuals 2018 Period 14		Original Budget 2019		Actuals Quarter 1 - FY19		Actuals Quarter 2 - FY19		Actuals Quarter 3 - FY19		Actuals Quarter 4 - FY19		Increase / Decrease YTD	
		FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted
Revenues															
	Tuition and Fees		3,851,603		3,681,708		1,936,355		-						1,745,353
	State Appropriations		2,617,300		2,641,500		666,500		654,300						1,320,700
	Private Gifts Grants and Contracts		8		-		-		-						-
	Sales and Services		3,541,041		3,589,879		450,929		631,950						2,507,000
	Other Sources		14,972,659		4,479,635		3,001,684		4,126,156						(2,648,205)
Total Revenues		-	24,982,611	-	14,392,722	-	6,055,468	-	5,412,406	-	-	-	-	-	2,924,848
Beginning Balance			(4,713,999)		(4,492,380)		(3,865,512)		(647,296)		-		-		20,428
Total Available			20,268,612		9,900,342		2,189,956		4,765,110		-		-		2,945,276
Expenditures															
	Administrative Professional	96.21	9,664,309	31.50	2,292,949		528,067		506,877					31.50	1,258,005
	Faculty Salaries		5,000	0.06	5,000		1,000		1,500					0.06	2,500
	Federal Workstudy Salaries	0.12	2,279		-		-		-					-	-
	GA TA RA PA Salary	5.37	154,484	6.68	204,721		33,464		36,696					6.68	134,561
	Other Salaries	22.16	472,354	40.08	764,020		62,633		72,109					40.08	629,278
	State Workstudy Salaries	0.05	900		-		-		259					-	(259)
	Student Salaries	4.05	85,637	0.52	10,000		7,407		12,149					0.52	(9,556)
	Support Staff Salary	5.60	220,282	2.00	78,780		9,907		7,255					2.00	61,618
	Technician Salary	8.41	311,495	7.75	273,554		65,197		86,074					7.75	122,283
	Accrued Annual Leave		(6,257)		-		-		-					-	-
	Fica		648,342		199,993		42,628		41,672					-	115,693
	Group Insurance		701,157		297,244		64,925		75,924					-	156,395
	Other Staff Benefits		355,628		111,369		24,733		24,537					-	62,099
	Retirement		1,302,049		363,387		88,996		79,643					-	194,748
	Tuition Waivers		63,436		58,500		30,045		-					-	28,455
	Unemployment Compensation		7,534		1,830		467		471					-	892
	Workers Compensation		9,664		1,568		957		623					-	(12)
	Charge Inst. Support		131,000		-		32,750		32,750					-	(65,500)
	Contract Services		1,437,058		1,393,210		233,789		147,064					-	1,012,357
	Cost of Good Sold		(7,155)		550		-		-					-	550
	Electricity		-		330,000		-		-					-	330,000
	Equipment		62,076		70,844		6,206		12,747					-	51,891
	Fuel_Heat_Cool		-		60,000		-		-					-	60,000
	Officials Expense 63T3		198,917		23,000		280		5,600					-	17,120
	Services		-		-		-		-					-	-
	Sewer_Other		4,872		175,000		543		-					-	174,457
	Student Awards and Aid		5,283,573		4,750,000		2,200,046		(1,756,458)					-	4,306,412
	Supplies_Expense		4,640,019		4,116,530		1,143,025		1,430,639					-	1,542,866
	Travel		68,199		65,450		1,759		15,518					-	48,173
	Travel-Group		272,882		221,500		68,857		39,713					-	112,930
	Travel-Recruiting		7,115		187,027		2,775		-					-	184,252
	Internal Service Ctr Internal Sales		(281,894)		-		(13,692)		(1,692)					-	15,384
Total Expenditures		141.97	25,814,955	88.59	16,056,026	-	4,636,764	-	871,670	-	-	-	-	88.59	10,547,592
Transfers (IN) or OUT															
	Trsfr From Auxiliaries		(5,000)		-		-		-					-	-
	Trsfr From Endowments		(814,207)		(789,039)		-		-					-	(789,039)
	Trsfr From I G		(89,002)		(254,100)		(213,528)		(13,524)					-	(27,048)
	Trsfr From Plant Fund Minor		(727,000)		(774,000)		(774,000)		-					-	-
	Trsfr From Public Service		(382,715)		-		-		-					-	-
	Trsfr To Athletics		-		-		-		-					-	-
	Trsfr To Auxiliaries		3,177		-		-		-					-	-
	Trsfr To Debt Service		55,731		56,423		14,106		14,106					-	28,211
	Trsfr To I G		159,016		-		2,405		-					-	(2,405)
	Trsfr To Plant Fund Minor		-		-		5,868		-					-	(5,868)
	Trsfr To Student Aid		13,639		-		-		-					-	-
	Trsfr To Student Social Cultural		105,530		97,412		97,412		-					-	-
Total Transfers (IN) or OUT		-	(1,680,831)	-	(1,663,304)	-	(867,737)	-	582	-	-	-	-	-	(796,149)

Ending Balance		(3,865,512)		(4,492,380)		(1,579,071)		3,892,858		-		-		(6,806,167)	
Budget Unit 351 - Basketball															
		FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted		
Revenues	Sales and Services		3,445,493		3,800,000		7,421		1,621,490						2,171,089
	Other Sources		(3,036,856)		-		145		(145)						-
Total Revenues			408,637		3,800,000		7,566		1,621,345		-		-		2,171,089
Beginning Balance			-		-		-		-		-		-		-
Total Available			408,637		3,800,000		7,566		1,621,345		-		-		2,171,089
Expenditures	Administrative Professional		-	8.00	1,414,965		494,164		478,479					8.00	442,322
	Other Salaries	0.63	12,919		544,172		-		22,961					-	521,211
	Student Salaries	0.35	6,260	0.47	9,000		1,001		1,664				0.47	6,335	
	Support Staff Salary	0.16	3,609		-		-		337				-	(337)	
	Technician Salary	0.17	7,305		-		60		613				-	(673)	
	Fica		1,159		73,437		16,880		14,567				-	41,990	
	Group Insurance		1,062		109,148		12,127		13,838				-	83,183	
	Other Staff Benefits		299		40,895		11,299		11,090				-	18,506	
	Retirement		2,816		133,435		26,476		26,835				-	80,124	
	Unemployment Compensation		17		672		346		352				-	(26)	
	Workers Compensation		193		576		316		577				-	(317)	
	Contract Services		14,902		153,040		70		25,447				-	127,523	
	Equipment		16,296		2,650		3,167		391				-	(908)	
	Officials Expense 63T3		-		152,500		-		-				-	152,500	
	Sewer_Other		730		-		-		-				-	-	
	Student Awards and Aid		13,000		-		8,750		121,673				-	(130,423)	
	Supplies_Expense		670,957		659,010		54,273		113,081				-	491,656	
	Travel		12,639		26,500		898		2,121				-	23,481	
	Travel-Group		329,672		360,000		-		141,383				-	218,617	
	Travel-Recruiting		167,472		120,000		36,101		34,981				-	48,918	
Total Expenditures		1.31	1,261,307	8.47	3,800,000		-	665,928	-	1,010,390		-	-	8.47	2,123,682
Transfers (IN) or OUT	Trsfr From I G		(40,000)						-					-	
	Trsfr From Plant Fund Minor		(62,800)				(90,000)		(29,479)					119,479	
Ending Balance			(749,870)		-		(568,362)		640,434		-		-		(72,072)
Budget Unit 352 - Football															
		FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted
Revenues	Sales and Services		2,987,987		2,300,000		1,424,390		561,005						314,605
	Other Sources		(368,560)		3,971,415				-						3,971,415
Total Revenues			2,619,427		6,271,415		1,424,390		561,005		-		-		4,286,020
Beginning Balance			-		-		-		-		-		-		-
Total Available			2,619,427		6,271,415		1,424,390		561,005		-		-		4,286,020
Expenditures	Administrative Professional	0.18	17,775	13.00	2,503,452		635,159		630,382				13.00	1,237,911	
	GA TA RA PA Salary	2.45	66,597	1.38	42,133		17,669		20,386				1.38	4,078	
	Other Salaries	3.02	60,152	3.67	70,000		11,167		35,429				3.67	23,404	
	Student Salaries	0.27	4,866		-		-		-				-	-	
	Support Staff Salary	0.09	1,928		-		114		181				-	(295)	
	Technician Salary	0.12	5,833		-		630		2,185				-	(2,815)	
	Accrued Annual Leave		291		-		-		-				-	-	
	Fica		6,061		160,914		32,740		21,587				-	106,587	
	Group Insurance		11,043		239,162		33,071		37,740				-	168,351	
	Other Staff Benefits		569		89,607		22,830		22,690				-	44,087	
	Retirement		6,584		292,380		60,578		60,998				-	170,804	
	Tuition Waivers		23,301		20,000		11,234		1,102				-	7,664	
	Unemployment Compensation		60		1,472		453		468				-	551	
	Workers Compensation		491		1,262		835		702				-	(275)	
	Contract Services		201,935		217,400		21,144		111,485				-	84,771	
	Equipment		27,222		25,600		8,244		3,715				-	13,641	

	Officials Expense 63T3		160,225		162,000		-		163,915				-	(1,915)
	Services		-		-		-		-				-	-
	Sewer_Other		9,658		7,800		-		4,075				-	3,725
	Student Awards and Aid		19,000		-		14,000		846,501				-	(860,501)
	Supplies_Expense		1,173,568		1,162,683		303,675		705,018				-	153,990
	Travel		31,085		40,550		595		2,464				-	37,491
	Travel-Group		1,015,122		1,000,000		628,418		268,838				-	102,744
	Travel-Recruiting		320,405		235,000		2,555		90,300				-	142,145
	Internal Service Ctr Internal Sales		-		-		(39,978)		(848)				-	40,826
Total Expenditures		6.13	3,163,771	18.05	6,271,415	-	1,765,133	-	3,029,313	-	-	-	18.05	1,476,969
Transfers (IN) or OUT														
	Trsfr From Plant Fund Minor		(734,200)		-		-		-					-
	Trsfr To Plant Fund Major		96,500		-		-		-					-
Ending Balance			189,856		-		(340,743)		(2,468,308)	-	-	-		2,809,051
Budget Unit 353 - Other Mens Sports														
		FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	
Revenues														
	Sales and Services		60,323		61,000		15,250		30,564					15,186
	Other Sources		626,052		1,706,725		-		-					1,706,725
Total Revenues			686,375		1,767,725		15,250		30,564	-	-	-		1,721,911
Beginning Balance					-		-		-					-
Total Available			686,375		1,767,725		15,250		30,564	-	-	-		1,721,911
Expenditures														
	Administrative Professional		-	8.00	746,641		204,483		213,483				8.00	328,675
	GA TA RA PA Salary		-		-		7,800		7,800				-	(15,600)
	Other Salaries	1.59	32,870	1.83	34,900		3,074		6,524				1.83	25,302
	Support Staff Salary	0.04	801		-		-		-				-	-
	Technician Salary	0.17	8,114		-		200		782				-	(982)
	Fica		2,788		54,013		13,845		12,104				-	28,064
	Group Insurance		906		60,437		11,637		13,164				-	35,636
	Medicare		-		22,657		-		-				-	22,657
	Other Staff Benefits		333		29,545		7,632		8,298				-	13,615
	Retirement		4,178		92,279		27,847		30,132				-	34,300
	Unemployment Compensation		29		478		145		155				-	178
	Workers Compensation		124		326		162		165				-	(1)
	Contract Services		33,297		4,700		216		1,462				-	3,022
	Equipment		31,238		44,000		23,591		3,314				-	17,095
	Fuel_Heat_Cool		510		520		-		38				-	482
	Officials Expense 63T3		97,148		80,000		6,760		5,660				-	67,580
	Student Awards and Aid		-		-		-		257,866				-	(257,866)
	Supplies_Expense		93,732		179,429		48,283		83,415				-	47,731
	Travel		4,475		15,850		497		444				-	14,909
	Travel-Group		338,389		323,500		49,384		130,488				-	143,628
	Travel-Recruiting		85,083		78,450		24,207		19,420				-	34,823
Total Expenditures		1.80	734,015	9.83	1,767,725	-	429,763	-	794,714	-	-	-	9.83	543,248
Transfers (IN) or OUT														
	Trsfr To Plant Fund Minor		108		-		-		-				-	-
Ending Balance			(47,748)		-		(414,513)		(764,150)	-	-	-		1,178,663
Budget Unit 354 - Other Womens Sports														
		FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	
Revenues														
	Sales and Services		455,217		422,800		17,800		248,224					156,776
	Other Sources		1,471,468		4,568,281		-		-					4,568,281
Total Revenues			1,926,685		4,991,081		17,800		248,224	-	-	-		4,725,057
Beginning Balance					-		-		20,430				-	(20,430)
Total Available			1,926,686		4,991,081		17,800		268,654	-	-	-		4,704,627
Expenditures														
	Administrative Professional		-	31.00	2,173,338		507,549		560,204				31.00	1,105,585
	GA TA RA PA Salary	0.25	6,453		-		-		4,000				-	(4,000)
	Other Salaries	3.61	72,399	3.62	69,000		5,289		23,230				3.62	40,481
	Support Staff Salary	0.16	3,829	1.00	36,219		7,871		9,872				1.00	18,476
	Technician Salary	0.32	12,334		-		785		1,134				-	(1,919)
	Fica		5,696		167,119		34,674		39,740				-	92,705
	Group Insurance		3,247		248,383		43,397		46,249				-	158,737
	Other Staff Benefits		506		93,063		21,652		23,642				-	47,769

[illegible]

	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029 (1)
Beginning Fund Balance (Deficit)	(4,713,999)	(4,492,380)	(4,492,380)	(4,005,052)	(3,517,723)	(3,030,395)	(2,543,066)	(2,055,737)	(1,568,409)	(1,081,080)	(593,751)	(106,423)
Recurring Fund Balance (Deficit)												
Net Balance (Deficit)	(4,713,999)	(4,492,380)	(4,492,380)	(4,005,052)	(3,517,723)	(3,030,395)	(2,543,066)	(2,055,737)	(1,568,409)	(1,081,080)	(593,751)	(106,423)
Revenues	32,944,217	32,097,208	31,123,208	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504
Other Sources	814,207	789,039	(383,704)									
Subtotal Revenues	33,758,424	32,886,247	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504	30,739,504
Expenses	33,541,301	34,373,643	33,723,643	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176
Cost containment (reduction in expenses)	(4,496)	(737,396)	(2,496,467)									
Grant-aid subsidies (reduction in expenses)		(750,000)	(975,000)									
Subtotal Expenses	33,536,805	32,886,247	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176	30,252,176
Transfers	0	0	0	0	0	0	0	0	0	0	0	0
Net Annual Balance (2)	221,619	0	487,329	487,329	487,329	487,329	487,329	487,329	487,329	487,329	487,329	487,329
Ending Fund Balance (Deficit)	(4,492,380)	(4,492,380)	(4,005,052)	(3,517,723)	(3,030,395)	(2,543,066)	(2,055,737)	(1,568,409)	(1,081,080)	(593,751)	(106,423)	380,906

(1) 10 year deficit reduction plan beginning in FY20 to FY29

(2) Annual contribution to the accumulated deficit per deficit reduction plan

(3) The deficit reduction plan was approved by the Board of Regents at their April 17th, 2018 meeting. The plan calls for an infusion of dollars in FY18 and FY19 along with cost containment in those years. Additional significant reductions in spending in FY20 will occur and those will be applied forward through the term of the plan.

TAB 6

Action Item 6

Approval of Annual Report for STC.UNM

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

February 5, 2019

STC.UNM CEO'S REPORT

Presentation Outline

- ❖ FY 2018 STC.UNM Audit Results
- ❖ STC Board of Directors
- ❖ FY 2018 STC.UNM Building a Rainforest in the Desert
- ❖ FY 2018 STC.UNM Data, Income Analysis and Forecast



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

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

Financial Statements

June 30, 2018 and 2017

(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, 2018

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

Dr. Chaouki T. Abdallah	Ms. Sandra Begay
Dr. Joseph L. Cecchi	Ms. Terri Cole
Dr. Robert H. Fisher	Mr. David W. Harris
Ms. Maria Griego-Raby	Ms. Elizabeth Kuuttila
Mr. Jamie Koch	Mr. Terry Laudick
Dr. Richard S. Larson	Dr. Gabriel P. Lopez
Ms. Cindy McGill	Mr. Robert H. Nath
Dr. Gregg L. Mayer	Dr. Eric R. Prossnitz
Dr. Paul B. Roth	Mr. Pedro F. Suarez
Dr. John H. Stichman	Mr. Chuck I. Wellborn
Mr. Gary Tonjes	Mr. J.E. (Gene) Gallegos
Dr. Craig G. White	Ms. Kimberly C. Sawyer
Dr. Alton D. Romig, Jr.	Dr. Julie E. Coonrod
Dr. John C. Stormont	Mr. David W. Gibson
Dr. Garnett S. Stokes	

Report of Independent Auditors

The Board of Directors
STC.UNM
And
Mr. Wayne Johnson
New Mexico State Auditor

Report on the Financial Statements

We have audited the accompanying financial statements of STC.UNM, which comprise the statements of net position as of June 30, 2018 and 2017, 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 an opinion 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 opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of STC.UNM as of June 30, 2018 and 2017, and the changes in its net position and its cash flows for the years 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 25, 2018 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 25, 2018

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

Management's Discussion and Analysis

June 30, 2018 and 2017

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, 2018, 2017 and 2016.

Overview of the Financial Statements

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

Condensed Financial Information

		June 30		
		2018	2017	2016
Current assets	\$	2,924,649	2,390,591	2,765,855
Capital assets, net		28,443	16,556	21,047
Investment in stock		1,394	20,371	444
Total assets	\$	2,954,486	2,427,518	2,787,346
Current liabilities		1,824,675	1,433,210	1,944,058
Net position				
Investment in capital assets		28,443	16,556	21,047
Unrestricted		1,101,368	977,752	822,241
Total liabilities and net position	\$	2,954,486	2,427,518	2,787,346
Operating revenues	\$	4,524,951	4,226,568	4,918,045
Operating expenses		4,440,054	4,139,557	4,652,652
Operating income		84,897	87,011	265,393
Nonoperating revenues		50,606	64,009	43,354
Nonoperating expenses		-	-	(7,217,513)
Change in net position		135,503	151,020	(6,908,766)
Net position, beginning of year		994,308	843,288	7,752,054
Net position, end of year	\$	1,129,811	994,308	843,288

Financial Position

The Corporation's 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; and current assets decreased by \$375,264 as of June 30, 2017 to \$2,390,591

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

Management's Discussion and Analysis

June 30, 2018 and 2017

compared to \$2,765,855 as of June 30, 2016. The increase from fiscal year 2017 to fiscal year 2018 was primarily attributable to increased activity level in accounts receivable related to one large receivable balance from a license agreement outstanding as of June 30, 2018.

Current liabilities increased by \$391,465 as of June 30, 2018 to \$1,824,675 compared to \$1,433,210 as of June 30, 2017; and decreased by \$510,848 as of June 30, 2017 to \$1,433,210 compared to \$1,944,058 as of June 30, 2016. The change from fiscal year 2017 to fiscal year 2018 is primarily attributable to an increase in accrued royalty sharing of \$371,328 associated primarily with two receivables from two license agreements outstanding as of June 30, 2018.

Capital Assets

Capital asset purchases during fiscal years 2018, 2017, and 2016 were \$21,520, \$3,922, and \$8,210, respectively, for buildings, software, leasehold improvements, computer equipment, and furniture and had depreciation expense of \$8,995, \$8,413, and \$51,411, respectively.

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.

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.

Comparison of Fiscal 2017 to Fiscal 2016 Results of Operations

Total operating revenues for fiscal year 2017 of \$4,226,568 decreased from \$4,971,451 for fiscal year 2016, a net decrease of \$744,883. The majority of the decrease is directly attributable to decreased licensing activity through the fiscal year. Licensing revenues decreased by \$692,217 in fiscal year 2017 compared to fiscal year 2016. Additionally, the Corporation was not awarded any grant awards as they had in the previous year. Grant award revenues decreased by \$250,000 in fiscal year 2017 compared to fiscal year 2016.

Total operating expenses decreased by a net of \$513,094 for fiscal year 2017 compared to fiscal year 2016. Innovate ABQ related expenses decreased by \$149,758 from the prior year due to the transfer of Innovate ABQ from the Corporation to Innovate ABQ.

Patent cost expenses decreased by \$121,600 from prior fiscal year attributable to reduced licensee-driven patent activities. Licensing distributions expenses decreased by \$276,235 from the prior year due to decrease in licenses during the year.

STC.UNM
(A Blended Component Unit of the University of New Mexico)
Management's Discussion and Analysis
June 30, 2018 and 2017

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, 2018 and 2017

Assets	2018	2017
Current assets:		
Cash and cash equivalents	\$ 1,174,759	1,053,737
Investments	729,741	683,101
Accounts receivable, net	1,020,149	653,753
Total current assets	<u>2,924,649</u>	<u>2,390,591</u>
Capital assets:		
Furniture and equipment	289,876	268,994
Accumulated depreciation	<u>(261,433)</u>	<u>(252,438)</u>
Total capital assets, net	<u>28,443</u>	<u>16,556</u>
Investment in stock	<u>1,394</u>	<u>20,371</u>
Total assets	<u><u>\$ 2,954,486</u></u>	<u><u>2,427,518</u></u>
Liabilities and Net Position		
Current liabilities:		
Accounts payable	\$ 189,309	229,580
Due to University of New Mexico	412,050	371,296
Accrued royalty sharing, net	1,056,099	684,771
Accrued expenses	<u>167,217</u>	<u>147,563</u>
Total current liabilities	<u>1,824,675</u>	<u>1,433,210</u>
Net position:		
Investment in capital assets	28,443	16,556
Unrestricted	<u>1,101,368</u>	<u>977,752</u>
Total net position	<u>1,129,811</u>	<u>994,308</u>
Total liabilities and net position	<u><u>\$ 2,954,486</u></u>	<u><u>2,427,518</u></u>

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, 2018 and 2017

	<u>2018</u>	<u>2017</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	338,000	288,000
Patent cost reimbursement, net	621,413	714,805
Licensing and royalties, net	1,470,078	1,234,803
Rental income	112,927	49,344
Other	236,533	193,616
Total operating revenues	<u>4,524,951</u>	<u>4,226,568</u>
Operating expenses:		
Patent costs incurred	1,442,560	1,535,659
Licensing distributions	862,699	804,372
Depreciation	8,995	8,413
Economic development initiative	403,419	345,028
General and administrative	1,722,381	1,446,085
Total operating expenses	<u>4,440,054</u>	<u>4,139,557</u>
Operating income	<u>84,897</u>	<u>87,011</u>
Nonoperating revenues:		
Investment income	18,394	19,102
Net increase in fair value of investments	32,212	44,907
Total nonoperating revenues	<u>50,606</u>	<u>64,009</u>
Change in net position	135,503	151,020
Net position, beginning of year	<u>994,308</u>	<u>843,288</u>
Net position, end of year	<u>\$ 1,129,811</u>	<u>994,308</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, 2018 and 2017

	2018	2017
Cash flows from operating activities:		
Payments to suppliers and employees	\$ (2,146,417)	(1,902,754)
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	674,600
Payment to start up companies for co-investment funding	(100,000)	(674,600)
Receipts for economic development initiatives funding revenue from UNM	338,000	288,000
Receipts from sponsorships and other	268,034	203,676
Payment for patent costs incurred	(1,442,560)	(1,513,388)
Receipts for patent cost reimbursements	656,993	531,468
Receipts from licensees	1,036,601	1,690,499
Payment for licensing distribution expense	(450,617)	(1,234,085)
Receipt of rental income	112,927	49,344
Net cash provided by (used in) operating activities	<u>118,961</u>	<u>(141,240)</u>
Cash flows from capital and related financing activities:		
Acquisition of capital assets	(21,520)	(3,922)
Proceeds from sale of capital assets	638	-
Net cash used in capital and related financing activities	<u>(20,882)</u>	<u>(3,922)</u>
Cash flows from investing activities:		
Investments purchased	(257,510)	(936,558)
Investment proceeds	261,476	940,697
Investment in stock	-	(19,808)
Proceeds from sale of stock	18,977	-
Net cash provided by (used in) investing activities	<u>22,943</u>	<u>(15,669)</u>
Net change in cash and cash equivalents	121,022	(160,831)
Cash and cash equivalents, beginning of year	1,053,737	1,214,568
Cash and cash equivalents, end of year	<u>\$ 1,174,759</u>	<u>1,053,737</u>
Reconciliation of operating income to net cash provided by (used in) operating activities:		
Operating income	\$ 84,897	87,011
Adjustments to reconcile to net cash provided by (used in) operating activities:		
Depreciation	8,995	8,413
Bad debt expense	116,188	-
Changes in operating assets and liabilities:		
Accounts receivable, net	(482,584)	274,184
Accounts payable	(40,271)	38,862
Due to UNM	40,754	(92,538)
Accrued royalty sharing, net	371,328	(337,353)
Accrued expenses and other	19,654	(119,819)
Net cash provided by (used in) operating activities	<u>\$ 118,961</u>	<u>(141,240)</u>

See accompanying notes to financial statements.

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

Notes to Financial Statements

June 30, 2018 and 2017

(1) Organization

STC.UNM (formerly known as Science & Technology Corporation @ UNM) (the Corporation) is a component unit of The University of New Mexico (UNM). The Corporation was organized on April 26, 1993 to facilitate the commercialization of UNM faculty inventions and to manage UNM's Science & Technology Park in Albuquerque, New Mexico. On December 14, 2004, UNM and STC.UNM entered into a revised Memorandum of Agreement (MOA) containing the expectations and performance obligations UNM is seeking from the Corporation. The MOA may be terminated at any time by either party, at which point all property of the Corporation shall be transferred to UNM or other successor organization designated by resolution of the UNM Board of Regents. The Corporation was incorporated under the State of New Mexico's University Research Park and Economic Development Act. As of June 30, 2018, the governing board consisted of 29 members, including 11 members of certain officers and faculty of UNM, the President of the Corporation, and 18 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 relate directly to facilitating commercialization of UNM faculty, staff, and student inventions. 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.

(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.

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

Notes to Financial Statements

June 30, 2018 and 2017

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 \$92,867 recorded during 2018. There was no allowance for doubtful accounts recording during 2017.

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 useful life of 30 years. Capital assets costing over \$1,000 and with a useful life greater than a year are capitalized. Repairs and maintenance expenses are charged to expense as incurred.

(f) Patent Costs

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

(g) Revenue Recognition

Upfront, nonrefundable licensing fees are recognized when earned. These fees are ordinarily earned when a license agreement is signed and the Corporation has no further obligations with respect to the license. Minimum annual royalty income is accrued as it is earned, if it is determined that collection is reasonably assured. Licensing fees and minimum annual royalty income accrued were \$1,020,149 and \$653,753 as of June 30, 2018 and 2017, respectively. As of June 30, 2018 the Corporation had bad debt expense related to royalties and licenses of \$69,699. The Corporation netted bad debt expense with the corresponding revenue. There was no bad debt expense recorded as of June 30, 2017.

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

Notes to Financial Statements

June 30, 2018 and 2017

Operational and patent cost funding from UNM is recognized when all eligibility requirements have been met. Patent cost reimbursement is recognized when earned. As of June 30, 2018, the Corporation had \$46,489 of bad debt expense related to patent cost reimbursement. The Corporation netted bad debt expense with the corresponding revenue. There was no bad debt expense recorded as of June 30, 2017.

(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, 2018 and 2017.

Unrestricted net position represents liquid assets available for use.

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

Notes to Financial Statements

June 30, 2018 and 2017

(3) Cash, Cash Equivalents, and Investments

	<u>2018</u>	<u>2017</u>
Cash and cash equivalents:		
Cash on deposit at financial institution	\$ 1,167,331	1,045,612
Cash equivalents not considered deposits:		
Money market accounts	7,328	8,025
Petty cash	<u>100</u>	<u>100</u>
Total cash and cash equivalents	<u>\$ 1,174,759</u>	<u>1,053,737</u>
Investments:		
Mutual funds:		
Domestic fixed income	\$ 20,681	248,760
International fixed income	70,365	20,222
Domestic equity	417,386	268,994
International equity	163,336	124,855
Real estate	<u>57,973</u>	<u>20,270</u>
Total investments	<u>\$ 729,741</u>	<u>683,101</u>

(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.

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

Notes to Financial Statements

June 30, 2018 and 2017

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	\$ 1,167,331	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>

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

Bank name/ account	Account type	Financial statement balance	Outstanding checks	Bank balance
Bank of the West:				
Operating	Checking	\$ 1,045,612	162,574	1,208,186
Money market account		8,025	—	8,025
Less FDIC insurance				(258,025)
Uninsured and uncollateralized at June 30, 2017				<u>\$ 958,186</u>

(b) Investment Policy

Up until February 2018, the Corporation had its funds in the "Moderate" investment objective options under the TIAA Portfolio Advisor Investment Strategy of "Passive Meet/Beat Market." Due to positive economic actual returns in the marketplace and long-term forecasts, the Corporation changed its investment objective options 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
(A Blended Component Unit of the University of New Mexico)

Notes to Financial Statements

June 30, 2018 and 2017

(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, 2018 and 2017.

June 30, 2018						
Investment type	Fair value	Weighted average investment maturities (in years)				Not available
		Less than 1	1 – 5	6 – 10	More than 10	
Fixed income:						
Domestic bond mutual funds	\$ 20,681	—	—	—	—	20,681
International bond mutual funds	70,365	—	—	70,365	—	—
	<u>\$ 91,046</u>	<u>—</u>	<u>—</u>	<u>70,365</u>	<u>—</u>	<u>20,681</u>
June 30, 2017						
Investment type	Fair value	Weighted average investment maturities (in years)				Not available
		Less than 1	1 – 5	6 – 10	More than 10	
Fixed income:						
Domestic bond mutual funds	\$ 248,760	—	69,470	179,290	—	—
International bond mutual funds	20,222	—	—	20,222	—	—
	<u>\$ 268,982</u>	<u>—</u>	<u>69,470</u>	<u>199,512</u>	<u>—</u>	<u>—</u>

The following tables provide information on the credit ratings associated with the Corporation's investments in debt securities at June 30, 2018 and 2017.

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

Notes to Financial Statements

June 30, 2018 and 2017

June 30, 2018										
Investment type	Fair value	AAA	AA	A	BBB	BB	B	Below B	NR	Not available
Fixed income:										
Domestic bond mutual funds	\$ 20,681	—	—	—	—	—	20,681	—	—	—
International bond mutual funds	70,365	22,235	—	21,910	—	—	26,220	—	—	—
	<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>
June 30, 2017										
Investment type	Fair value	AAA	AA	A	BBB	BB	B	Below B	NR	Not available
Fixed income:										
Domestic bond mutual funds	\$ 248,760	69,079	152,637	—	—	—	27,044	—	—	—
International bond mutual funds	20,222	—	—	—	—	—	—	—	20,222	—
	<u>\$ 268,982</u>	<u>69,079</u>	<u>152,637</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>27,044</u>	<u>—</u>	<u>20,222</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:

2018:

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

2017:

Realized gains	\$	80,359
Unrealized losses		<u>(35,452)</u>
Net increase in fair value of investments	\$	<u>44,907</u>

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

Notes to Financial Statements

June 30, 2018 and 2017

(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, 2018:

	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	\$ 20,681	20,681	—	—
International fixed income	70,365	70,365	—	—
Domestic equity	417,386	417,386	—	—
International equity	163,336	163,336	—	—
Real estate	57,973	57,973	—	—
Total investments	\$ 729,741	729,741	—	—

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

Notes to Financial Statements

June 30, 2018 and 2017

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

	<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	\$ 248,760	248,760	—	—
International fixed income	20,222	20,222	—	—
Domestic equity	268,994	268,994	—	—
International equity	124,855	124,855	—	—
Real estate	20,270	20,270	—	—
Total investments	<u>\$ 683,101</u>	<u>683,101</u>	<u>—</u>	<u>—</u>

(4) Capital Assets

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

	<u>2018</u>			
	<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>
	<u>2017</u>			
	<u>Beginning balance</u>	<u>Increases</u>	<u>Decreases</u>	<u>Ending balance</u>
Capital assets being depreciated:				
Furniture and equipment	\$ 265,072	3,922	—	268,994
Accumulated depreciation	(244,025)	(8,413)	—	(252,438)
Capital assets, net	<u>\$ 21,047</u>	<u>(4,491)</u>	<u>—</u>	<u>16,556</u>

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

Notes to Financial Statements

June 30, 2018 and 2017

(5) Commitments and Contingencies

(a) *Occupancy Agreement*

Effective January 31, 2008 through August 14, 2017, the Corporation was subject to an occupancy agreement with UNM for lease of office facilities, as amended. The Corporation entered into a new occupancy agreement with UNM for lease of the new office facilities, effective August 15, 2017 with an end date of August 31, 2027. Future minimum payments required under the occupancy agreements are as follows:

Year ending June 30, 2019	\$ 233,332
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
Years ending June 30, 2024 to 2028	1,069,438
	<u>\$ 2,255,542</u>

Rent expense in fiscal years 2018 and 2017 was \$214,186 and \$98,626, 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 \$112,927 and \$49,344 of rental/occupancy income associated with these agreements in fiscal year 2018 and 2017, 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 2018 and 2017, 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 \$78,397 and \$75,874 in fiscal years 2018 and 2017, respectively. Employee contributions were \$72,539 and \$66,714 in fiscal years 2018 and 2017, respectively.

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

Notes to Financial Statements

June 30, 2018 and 2017

(7) Incentive Compensation Plan

The Corporation has an incentive compensation plan in which the finance and compensation committee of the Corporation's Board of Directors (STC Board) has the discretion to provide a cash and/or equity incentive award based on performance. Equity incentive awards are paid to eligible employees upon the Corporation's liquidation of stock held. Cash bonuses awarded to employees were \$65,876 and \$67,219 in fiscal years 2018 and 2017, respectively. No equity incentive awards were made to employees during 2018 and 2017.

(8) STC Quasi-Endowment

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

(9) Co-Investment Fund

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

During fiscal year 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 STC per the terms of the policy.

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

STC.UNM
(A Blended Component Unit of the University of New Mexico)
Notes to Financial Statements
June 30, 2018 and 2017

(10) Subsequent Events

Subsequent events are evaluated by management through the date the accompanying financial statements are available to be issued, which is September 25, 2018.



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. Wayne Johnson
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 net position as of June 30, 2018, and the related statement of activities and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated September 25, 2018.

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 25, 2018

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

Schedule of Findings
Year ended June 30, 2018

No matters were reported.

STC.UNM
(A Blended Component Unit of the University of New Mexico)
Schedule of Prior Year Findings
Year ended June 30, 2018

2017-001 Accruals and Account Reconciliations-Material Weakness-Corrected

2017-002 Lack of Policies and Procedures-Significant Deficiency-Corrected

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

Exit Conference
Year ended June 30, 2018

An exit conference was held on September 25, 2018. 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

Kimberly Pena, CFO

Preston Hendrix, Controller

John Stichman, Board Secretary/Treasurer

Gabriel Lopez, Board Member

David Harris, Board Member

Moss Adams LLP

Lisa Todd, Partner

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

STC.UNM BOARD OF DIRECTORS



Ms. Sandra Begay
Chair, STC Board of Directors



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



Dr. Joseph Cecchi
Vice Chair, STC Board of Directors



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



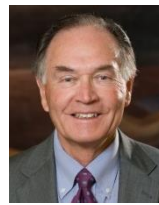
Ms. Elizabeth (Lisa) Kuuttila
CEO & Chief Economic Development Officer,
STC.UNM



Dr. Julie A. Coonrod



Dr. Robert Fisher



Mr. Gene Gallegos, Esq.



Mr. David W. Gibson



Ms. Maria Griego-Raby



Mr. James Koch



Dr. Richard Larson



Mr. Terry Laudick



Dr. Gabriel Lopez



Dr. Gregg L. Mayer



Ms. Cindy McGill



Mr. Robert Nath



Dr. Eric Prossnitz



Dr. Alton Romig, Jr.



Dr. Paul Roth



Ms. Kimberly Sawyer



Dr. Garnett S. Stokes



Dr. John C. Stormont



Mr. Pedro Suarez, Esq.



Mr. Gary Tonjes



Mr. Charles Wellborn



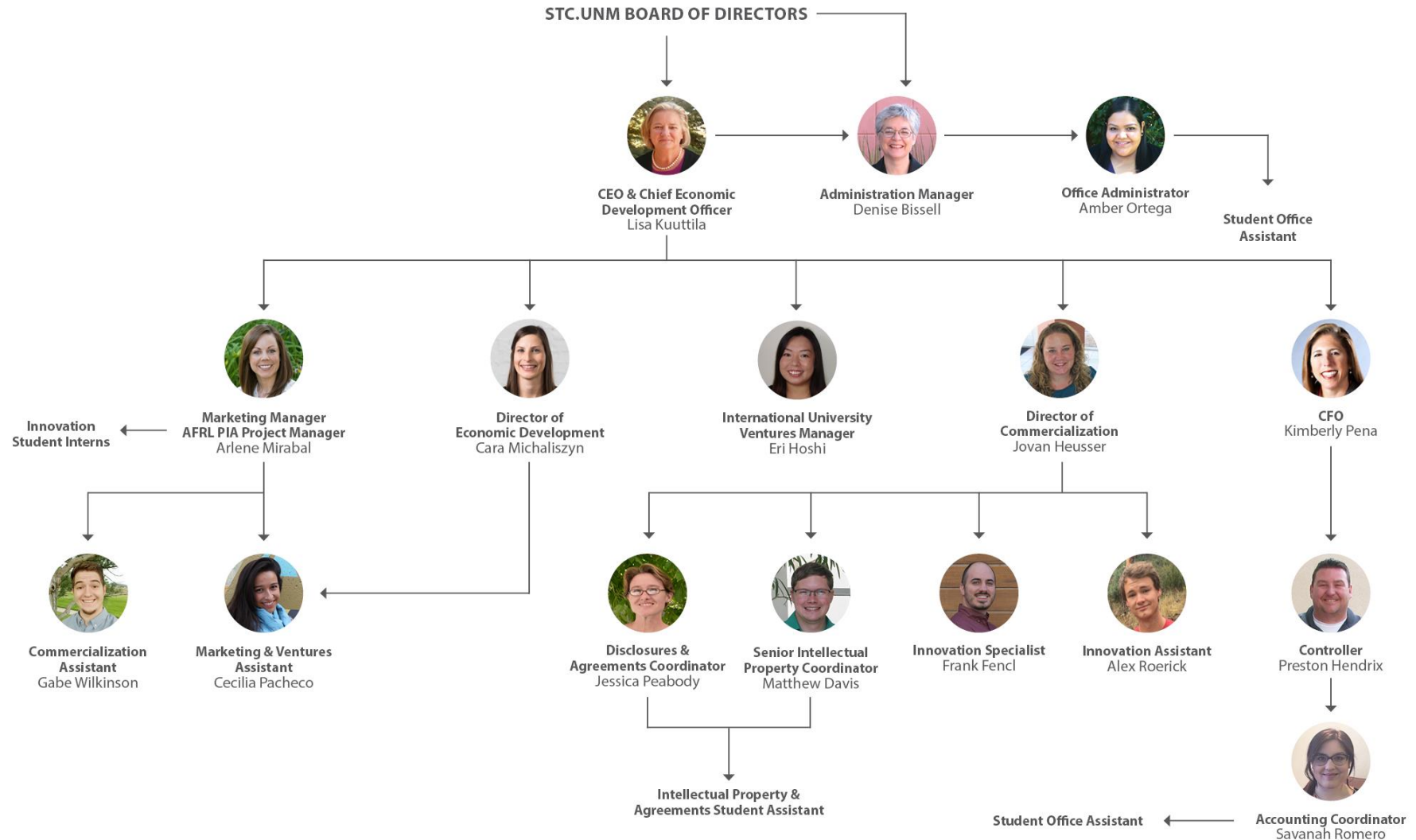
Dr. Craig White



Dr. Richard L. Wood



STC STAFF ORGANIZATIONAL CHART

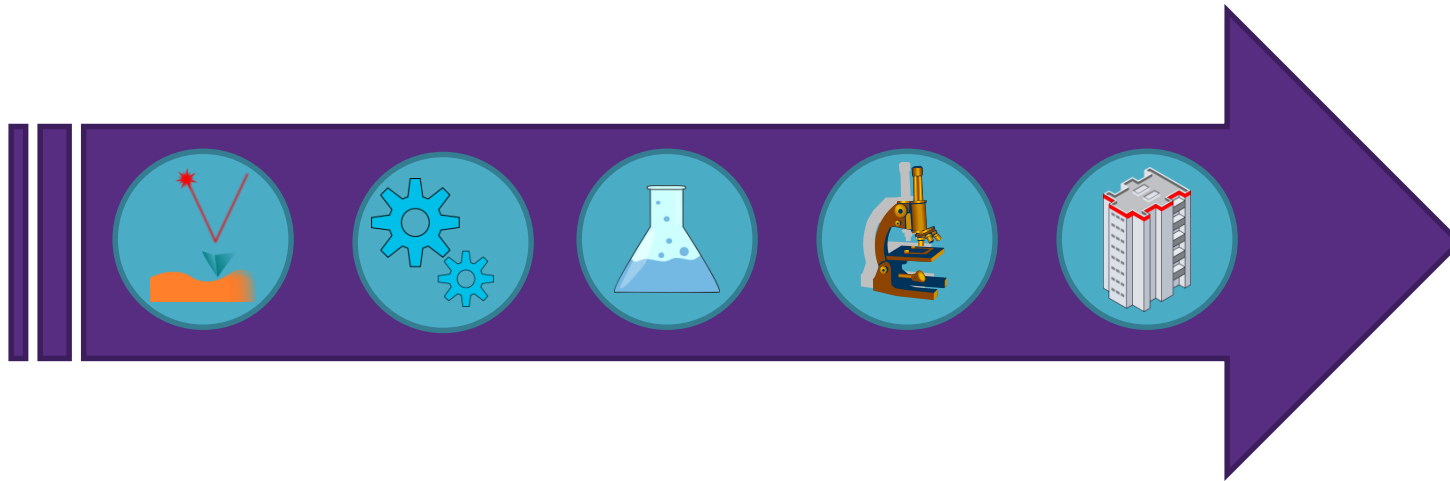


BUILDING A RAINFOREST IN THE DESERT FY 2018

FY 2018 STC.UNM Vision and Goals

BUILDING A RAINFOREST IN THE DESERT FY 2018

- ❖ Supporting Technology Transfer
- ❖ Catalyzing Economic Development



BUILDING A RAINFOREST IN THE DESERT FY 2018

FY 2018 Accomplishments

BUILDING A RAINFOREST IN THE DESERT FY 2018

Metrics

METRICS

	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018 (Goal)	FY 2018 (Actual)	% of Goal
Disclosures	119	125	102	114	115	107	93%
New U.S. Patent Applications Filed	95	99	77	68	--	93	---
Issued U.S. Patents	45	46	69	73	--	51	---
Option/License Agreements	56	50	54	58	50	52	104%
Start-up Companies	9	9	12	12	10	11	110%
Patent Expenses							
• Licensee Initiated	\$632,041	\$647,381	\$580,294	\$690,153	\$545,000	\$604,020	111%
• STC Initiated	\$844,577	\$962,741	\$1,080,511	\$845,506	\$841,670	\$829,374	99%
License Revenues	\$1,072,923	\$2,043,291	\$1,927,045	\$1,335,632	\$1,738,017	\$1,459,205	84%
Patent Cost Reimbursement Revenues	\$646,026	\$686,256	\$623,677	\$714,805	\$545,000	\$621,413	114%
Combined License & Patent Cost Reimbursement Revenues	\$1,718,949	\$2,729,547	\$2,550,722	\$2,050,437	\$2,283,017	\$2,080,618	91%

BUILDING A RAINFOREST IN THE DESERT FY 2018

Lobo Rainforest – Create a Robust Ecosystem

MARKETING ACTIVITIES

FY 2018

❖ Novelty Searches

- Performed 103 for technologies in FY2018

❖ Information Disclosure Statements

- 926 references collected in-house in FY2018

❖ Non-Confidential Summaries (NCSs)

- Drafted 94 NCSs in FY2018

❖ Marketing/Event Campaigns

- Executed 76 email campaigns for technologies in FY2018
 - Approx. 267 technologies marketed
- Executed 79 email campaigns for outreach/events in FY2018

MARKETING DATA

FY 2018

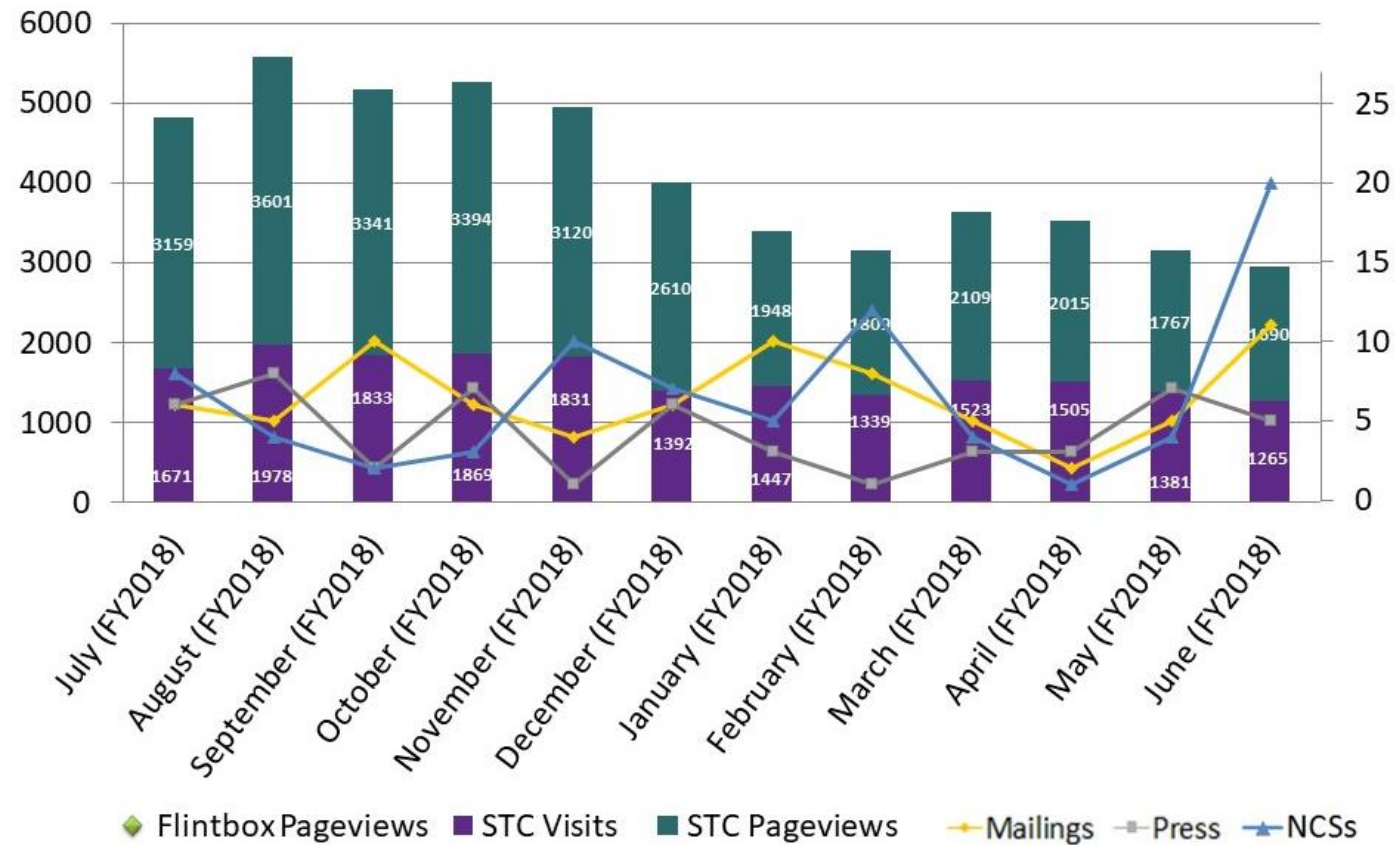
- ❖ **Of the 76 email campaigns executed in FY2018**
 - 2692 marketing interactions from email campaigns
 - 222 interactions from targeted Outlook emails

- ❖ **Interactions accounted for approx. 72 serious leads in which companies requested more information about technologies**

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

MARKETING DATA CHART

FY 2018



FLINTBOX ACTIVITIES

FY 2018

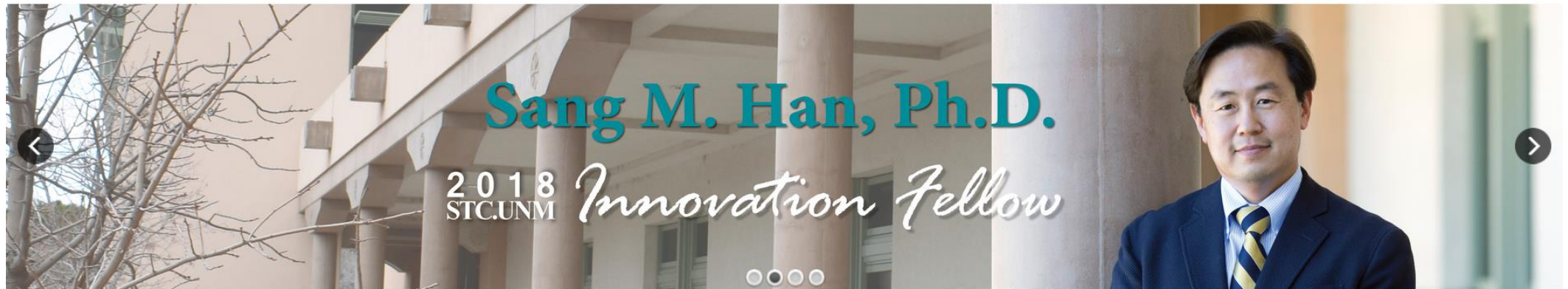
❖ **STC currently has 539 technologies posted on Flintbox**

- 119,180 total page views of 668 different records in FY 2018 Q1
- Average of about 1400 views per day
- Most viewed technologies in FY 2018 Q1
 - End-user direct licensing: Couette Cell for Demonstrating Laminar Flow (STC Ref. 2009-074)
 - Technology Portfolio Q1: Low-Profile, High Tension Mesh Plate for Subcutaneous Fracture Fixation (STC Ref. 2013-112)
- Q2-Q4 data unavailable due to Flintbox upgrade
- Currently have 10 products available for licensing online
 - 1 order from Flintbox in FY 2018
 - 1 Couette Cell for Demonstrating Laminar Flow (Plan Only)

STC WEBSITE



[Home](#) | [News/Events](#) | [Technologies](#) | [Inventors](#) | [Entrepreneurs](#) | [VentureLab](#) | [Economic Development](#) | [About](#)



IN THE SPOTLIGHT...

❖ Website Statistics FY2018

- STC Main Website – 18,841 total visits (-8% from previous Qtr.), 30,563 total page views (-6.7% from previous Qtr.)
- Visits came from 119 different countries

CECCHI VENTURELAB ACTIVITIES

FY 2018

❖ CVL Program Participants

- CVL provided services to 14 physical tenants and 16 virtual program participants in FY 2018
- Physical Tenants
 - Active (9 companies): BioSafe Defense; Yedomia Consultants; Enthentica; InnoBright Technologies; OptiPulse, Inc; Osazda Energy; Pencil-In/MyLens; Blanchfield CO.
 - Inactive (5 companies): ActoProbe, LLC; BlueCom Systems; ElectroSeq, LLC; EquiSeq, Inc.; Air Force Research Laboratory
- Virtual Program Participants
 - Active (6 companies): Verus Research; Kansai TLO; Adaptive Biomedical Design; Kristina Trujillo; Raphael Lobato; Edwin Nemoto
 - Inactive (10 companies): VisionQuest Biomedical; ODMR Technologies; James Costanza; Yedomia Consultants; Pencil-In; CleanSpot Technologies; Enthentica, Inc.; Sandia Bio; DearDrDora.com LLC; BioZera, LLC
- Prospective Participants
 - FisherSci; Viewpoint; Molecular Targeting; Pascal Biosciences; VIC Technologies; Nob Hill Therapeutics; Damour; Mike Wallace; Tom Corbitt; ClearStream; John Chavez; BennuBio; Spincentica; James Goldberg

NEW START-UP OPTIONS/LICENSES SIGNED

FY 2018

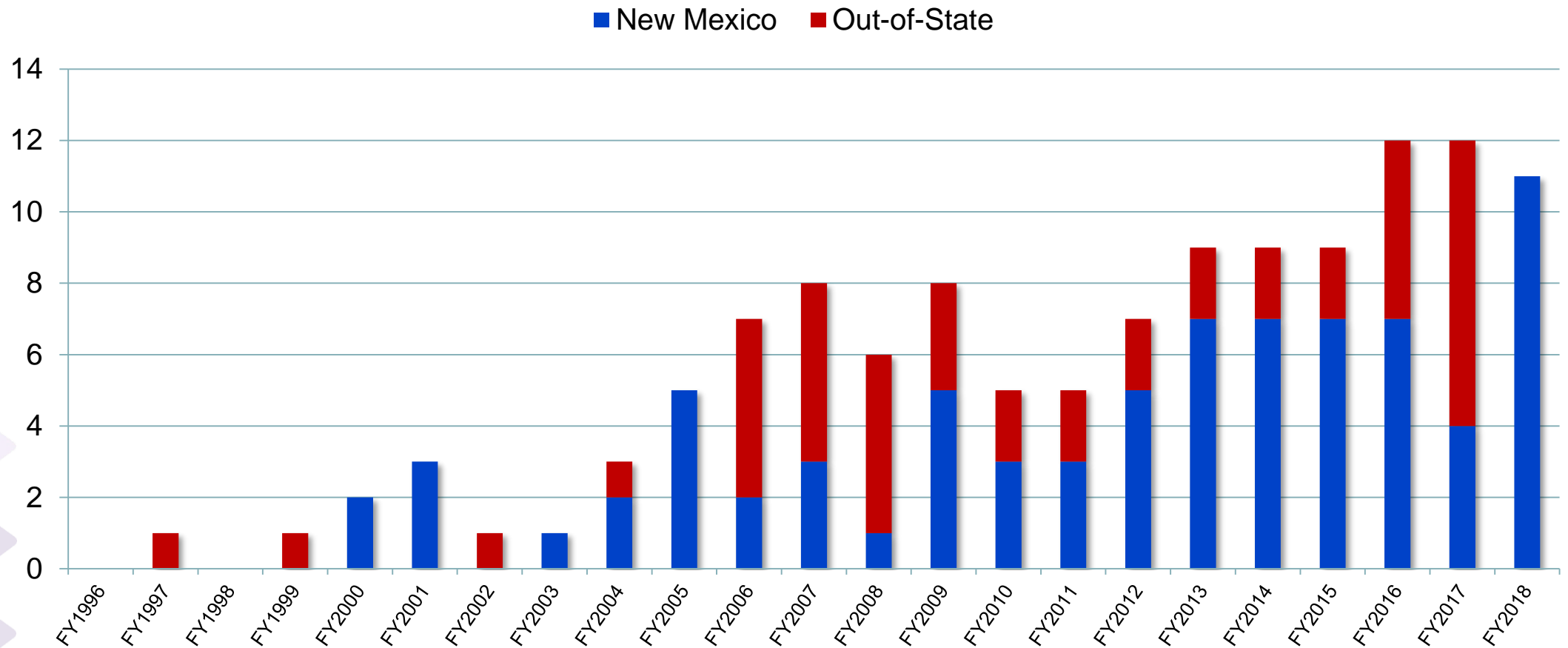
- Damour Systems, PBC
 - License signed
- Pascal Biosciences
 - Option signed
- Clearstream Technologies
 - Option signed
- InBios International Inc.
 - License signed
- Memzyme, Inc.
 - Option signed
- SpinCeutica, Inc.
 - Option signed

- BennuBio
 - Option signed
- IC-Safety, LLC
 - Option signed
- BioZera, LLC
 - Option signed
- AgilVax, Inc.
 - Option signed
- Drywired, LLC
 - Option signed
- ShearIT
 - Option signed
- MyLens, Inc.
 - Option signed

- Adapative Biomedical Design, LLC
 - Option signed
- Osazda Energy, LLC
 - License signed
- ex-PAN-cf
 - Option signed
- KT Amigas
 - Option signed
- Viewpoint Molecular Targeting
 - License signed

START-UP COMPANIES

New Mexico vs. Out-of-State



JULY E-NEWSLETTER

FY 2019



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!



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](#)

STC Metrics for Fiscal Year 2018

51 U.S. Issued patents

11 Start-ups

107 Invention disclosures



[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 Eilar, Mark Chavez, Charles Wisoff, 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](#)

MARKETING COLLATERAL

- ❖ Updated all STC Materials with new Lobo Rainforest Building address
- ❖ New Lobo Rainforest Building brochure
- ❖ Included in STC folders



MARKETING VIDEO

❖ Sang M. Han, 2018 Innovation Fellow



BUILDING A RAINFOREST IN THE DESERT FY 2018

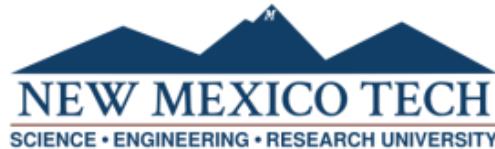
Build Innovate New Mexico Partnerships

GROW INNOVATE NEW MEXICO

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

INNOVATE NEW MEXICO®

Discover The State of Innovation



INNOVATE NEW MEXICO TECHNOLOGY SHOWCASE

October 17, 2017



- ❖ **Keynote Speaker: Louis P. Berneman, EdD, CLP, Founding Partner, Osage University Partners**
- ❖ **Lunchtime Panel - Startup Companies in New Mexico, featuring DefendSix Corp., Pajarito Powder, Agilvax, and Advanced Manufactured Power Solutions, LLC (AMPS)**
- ❖ **Technology Presentations:**
 - Optical Rubidium Atomic Frequency Standard, Kyle Martin (AFRL)
 - Flow Cytometry: New Time-Dependent Technologies, Jessica P. Houston, PhD (NMSU)
 - A Solution for Drug Resistant Skin Infections and Wounds, Danielle Turner, PhD and Snezna Rogelj, PhD (NM Tech)
 - Optimized Surface Dimpling for Commercial Vehicles, Aircraft, and Energy Applications, Sal Rodriguez, PhD (Sandia Labs)
 - Transgenic Approaches to Improving Crop Plants - Increasing Biomass and Yields, Champa Gopalan, PhD (NMSU)
 - Crack-Tolerant Advanced Metallization for PV, Sang Han, PhD (UNM)
 - Compact Environmental Anomaly Sensor, Lt. David Stiles (AFRL)
 - Internet for Everyone Using Air-Buoyant Vessels, Miles Beaux (Los Alamos)
 - High Sensitivity Bearing Tester, Brendan L. Nation (Sandia Labs)
 - Electrochemical Quantitation of Antinuclear Antibodies at the Point-of-Care, Robert Rubin, PhD (UNM)
 - Simple and Reliable Precious Metal Separations, Benjamin Stein (Los Alamos)
 - Rare Earth Oxide Composites, Nikolai Kalugin, PhD (NM Tech)

INNOVATE NEW MEXICO TECHNOLOGY SHOWCASE

October 17, 2017



INNOVATE NEW MEXICO TECHNOLOGY SHOWCASE

May 1, 2018

- ❖ **Keynote Speaker:**
Dr. Robert Peterkin, Director of the Albuquerque Operations for General Atomics Electromagnetic Systems (GA-EMS)
- ❖ **Lunchtime Panel** - Companies in New Mexico, featuring RiskSense, Inc., MagPi Innovations, NTxBIO, OptiPulse, Inc., and Osazda Energy, LLC.
- ❖ **Technology Presentations:**
 - *Dif-Fix: Get Your Gut Back*, /Anand Kumar, PhD (Los Alamos)
 - *bioZera – 3D Bio-Printing*, Christina Salas, PhD (UNM)
 - *Digitally Unclonable Function (DUF)*, Peter Choi, PhD (Sandia)
 - *Optically Levitated Nanoparticle Accelerometer*, Maxwell Gregoire, PhD (AFRL)
 - *Ultrafast X-Ray Imager (UXI)*, Marcos Sanchez (Sandia)
 - *Assessing the Condition of Railroad Bridges Using Unmanned Aerial Vehicles (UAVs)*, Fernando Moreu, PhD, PE (UNM)
 - *Ultra-High Vacuum System Assembly Tool*, Oscar Martinez, PhD (AFRL)
 - *Rapid Sepsis Sensor*, Jessica Kubicek-Sutherland, PhD (Los Alamos)
 - *Alert Cardio: Low Power Integrated System for Real-Time Arrhythmia Detection*, Wei Tang, PhD (NMSU)
 - *Prosthetic Sleeve Liner*, Neda Sanatkaran, PhD (NMSU)



May 1, 2018
8:00 am - 5:00 pm
Albuquerque, New Mexico

INNOVATE NEW MEXICO®
Discover The State of Innovation

Attend this special collaborative event, sponsored by PhRMA, which will highlight research and technology opportunities, start-up companies, and economic development resources from the leading research institutions in the state of New Mexico!

Innovate New Mexico Technology Showcase

Representatives and researchers/investigators from all 6 research institutions in New Mexico, including the University of New Mexico, the Air Force Research Lab, Los Alamos National Lab, Sandia National Labs, New Mexico Tech and New Mexico State University will be in attendance.

Early registration is \$30, space is limited. Register at: <https://innovate-new-mexico.eventbrite.com>

Showcase will be held at Sandia Golf Club, 30 Rainbow Road, Albuquerque, NM 87113.

Logos: MEP, STC.UNM, PhRMA, AFRL, Sandia National Laboratories, NM STATE UNIVERSITY, Los Alamos National Laboratory, NEW MEXICO TECH, THE UNIVERSITY OF NEW MEXICO, NEW MEXICO.

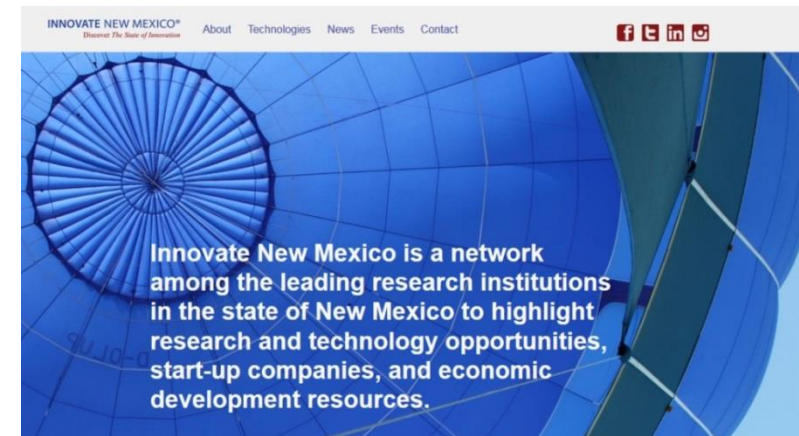
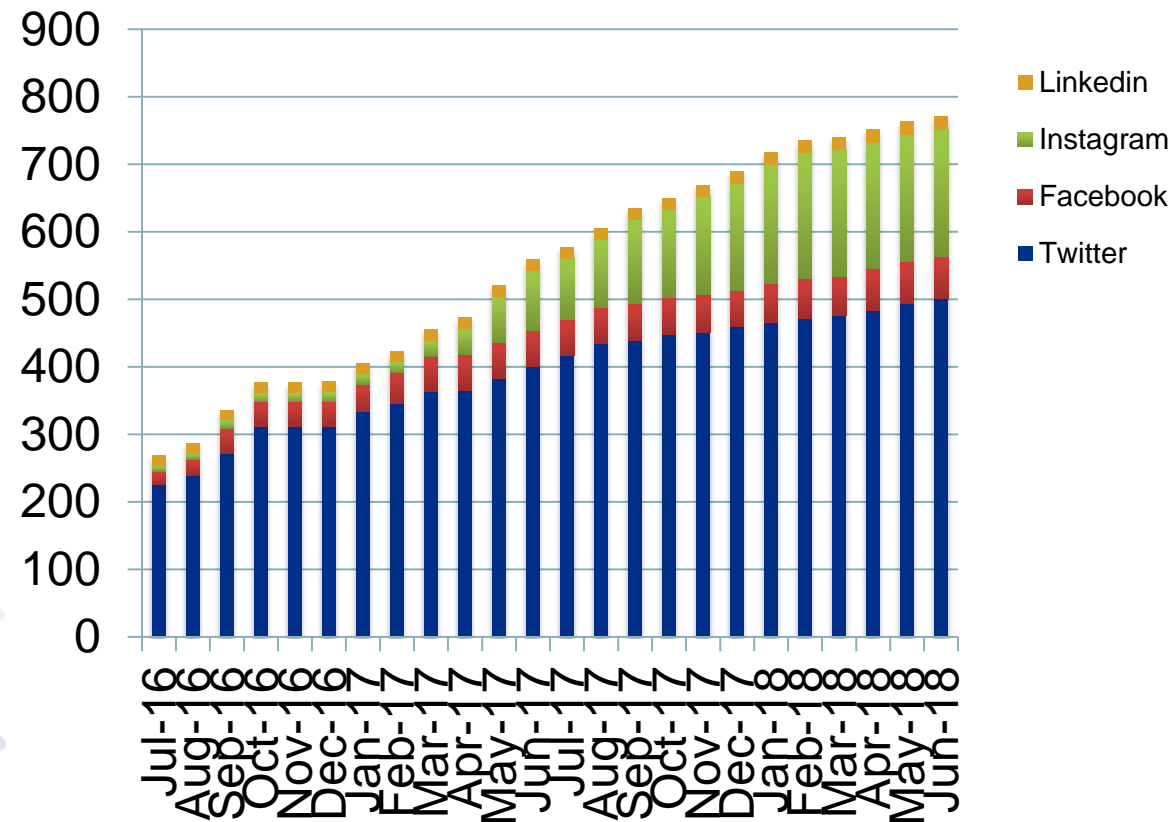
INNOVATE NEW MEXICO TECHNOLOGY SHOWCASE

May 1, 2018



INNOVATE NEW MEXICO

Website and Social Media



InnovateNewMexico.com
Follow @InnovateNewMexico/@InnovateNM

BUILDING A RAINFOREST IN THE DESERT FY2018

Grow Partnerships and Diversify Income

INNOVATION ACADEMY

Program Data



860

Students registered for iA



29

Student-run companies currently in business



143

iA approved courses taught each semester



85

Students received academic credit for starting their business



\$1.3 million

in venture funding for student-run businesses



Program progress

- >50% female, >50% students of color, >65% first generation college students
- 350 attendees to the 12-week Startup School
- Pitch Competitions had over 190 companies/groups and over \$50,000 in prize money
- 6-credit accelerator program with Creative Startups launching August 2017
- 82 students enrolled in 2+1+2 Associates to MBA



INNOVATION ACADEMY

Activities

- ❖ Innovation, Creativity, & Entrepreneurship Student Internship Fairs
 - August 29, 2017
 - March 29, 2018
- ❖ Create Your Own Job Fair
- ❖ Create, Sell, Bank Class launched this fall 2017 and continued in spring 2018
- ❖ Grant(s) (IA & STC joint)
 - Awarded NSF I-Corps Site Proposal
 - Launched program in Fall 2017
 - Applied to EDA University Center
- ❖ Pitch Competitions



Student Internship Fair – Fall 2017

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
- ❖ <http://loborainforest.com/icorps/>



LOBO RAINFOREST I-CORPS SITE

Fall 2017 Cohort

Teams

- ❖ Adaptive Biomedical Design – Hydrogels for drug delivery to improve patient experience
- ❖ Pencil-In – A phone application allowing users to scan dates, schedules, and calendars into their own calendar by taking a photo of the subject. Also includes a business card-to-contact scanner and document-to-note scanner
- ❖ Mnemosyne Informatics, LLC – Empathic AI modeling training through gamification
- ❖ Metallum Innova – Visualization software that maps exact location of a nasogastric feeding tube while minimizing exposure to ionizing radiation using an array of metal detectors
- ❖ RAIDS - (Remote Autonomous Insecticide Delivery SystemBamConn LLC) – Bamboo connectors to provide a moment resisting joint when combining 3 or more bamboo poles with 4-14 inch diameters. A quick, low-cost, sustainable alternative to 2-4 story commercial buildings
- ❖ SMILAB (Smart Management of Infrastructure Laboratory) – Low-cost, efficient real-time sensing platform to collect railroad bridge displacement data and assess bridge condition
- ❖ Clearstream Technologies LLC – A client/server software framework that allows video streaming users to control video quality based on constraints they define and the preferences they specify
- ❖ Shower Chaise – Modular shower chair which eases bathing for those with physical limitations
- ❖ Pressure Ulcer Relief (PUR) Technologies – A commercialized bed pad, used at home, that continually inflates and deflates at random pressure spots



LOBO RAINFOREST I-CORPS SITE

Spring 2018 Cohort

- ❖ Specialized Vial Rack for phlebotomist and nurses
- ❖ Triage System for emergency rooms and urgent care
- ❖ Adaptive Biomedical Design, Sidekick wheelchair accessories
- ❖ BioTUMS, an alternative treatment to fecal microbiota transplant
- ❖ Phytography to monitor the onset of moderate drought stress
- ❖ Novel Virus-Like Particle (VLP)-Based Vaccines Against Alzheimer's Disease Tau Pathology
- ❖ Early detection of neurodegenerative diseases such as Alzheimer's and Parkinson's diseases
- ❖ Zeppelin, a platform for all event needs
- ❖ Arkr, augmented reality technology to attach media (gifs, videos) to posters
- ❖ Technology Collaborations, collaborative technology products and systems



LOBO RAINFOREST I-CORPS SITE

National Labs

- ❖ Teams from both Sandia and AFRL-NM will be participating in the National Labs Lobo Rainforest I-Corps Site
- ❖ Launching in Fall 2018
- ❖ Labs are providing program support and team funding
- ❖ 10 weeks of training and meetings



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
- ❖ **Next competition on November 5, 2018 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



RAINFOREST STUDENT PITCH COMPETITION

November 13, 2017



- ❖ *10 Finalists*
- ❖ *5 Winners split \$5,000*



- ❖ Sponsors included UNM School of Engineering, Nusenda Credit Union, Jaynes, Signet, Dekker/Perich/Sabatini, Bow & Arrow (donated space)

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

UNM Health Hackathon

May 18-20, 2018

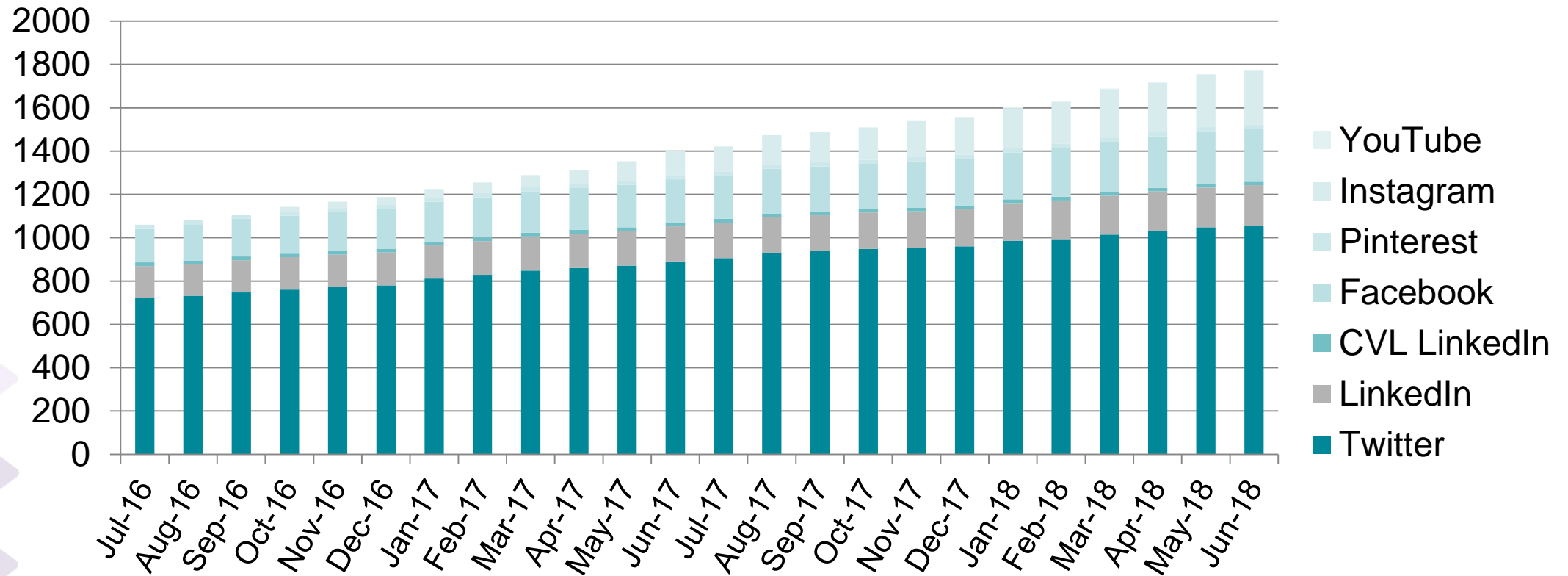
- ❖ A new program aimed at generating new ideas that could improve medical treatment and patient care held its first hackathon at the UNM Health Sciences
- ❖ 70 attendees
- ❖ 11 teams of physicians, surgeons, faculty, postdocs, and students and community members
- ❖ Two \$10,000 awards provided by the UNM Clinical & Translational Science Center
 - Visi Stik, an improved cane for the visually impaired that senses the environment in 3D.
 - Flex Trach, an improved laryngoscope design for intubations.



STC SOCIAL MEDIA ACTIVITIES

FY 2018

Followers



APLU CICEP REPORT

Technology Transfer Evolution

- ❖ APLU examining how university technology transfer is evolving, in the context of broader economic engagement strategies.
- ❖ One topic included is “Adapting Innovation Management Structures”
 - Aligning and connecting innovation management with industry liaison, research parks, entrepreneurship, economic development, and other related activities
 - Reporting structure for different aspects of economic engagement, including where innovation management is placed in the organization, to whom it reports, and which units it directly supervises or works with laterally
 - People and skill sets
- ❖ The Innovate New Mexico Initiative was highlighted as doing well in the “Adapting Innovation Management Structures” topic.



CONFERENCES, GRANTS, AGREEMENTS IN JAPAN

FY 2018

❖ Conferences

- Hack Osaka 2018
- Nano Tech Japan 2018
- EDGE Next Symposium
- Innovation Stream Kansai
- Get in the Ring 2018

❖ Grants

- Hakuodo AD+Venture Challenges
 - Submitted a plan for pitch event and have winners come over to STC for internship program
 - Only one project selected for \$500,000 – Not awarded
- Osaka Prefecture University MEXT Leading Graduate Program – applied

❖ International Virtual Office Agreement

- Monthly Fee to access STC staff and interns for marketing and research
 - Osaka University
 - Kansai TLO – January to June 2018, \$3000 fee

PROFESSOR VISITS TO JAPAN

- ❖ Under the MOU between UNM College of Education, Health Sciences and Sports Science, and University of Tsukuba, Department of Sports Science, two students from UNM HESS and Associate Dean Gloria Napper Owen attended Tsukuba Summer Institute in Japan
- ❖ Dinner with Dr. Joe Cecchi and Amy
- ❖ Dr. Plamen Atanasov visit to Kwansei Gakuin University and Spring 8
- ❖ Dr. Andrea Mammoli



NEDO DELEGATION VISIT FOR COMPLETION OF US-JAPAN SMART GRID PROJECT



- ❖ Completion of 9 years of US-Japan Smart Grid Demonstration Project
- ❖ NEDO & Mitsubishi Research Institute funded Dr. Andrea Mammoli (CEET)

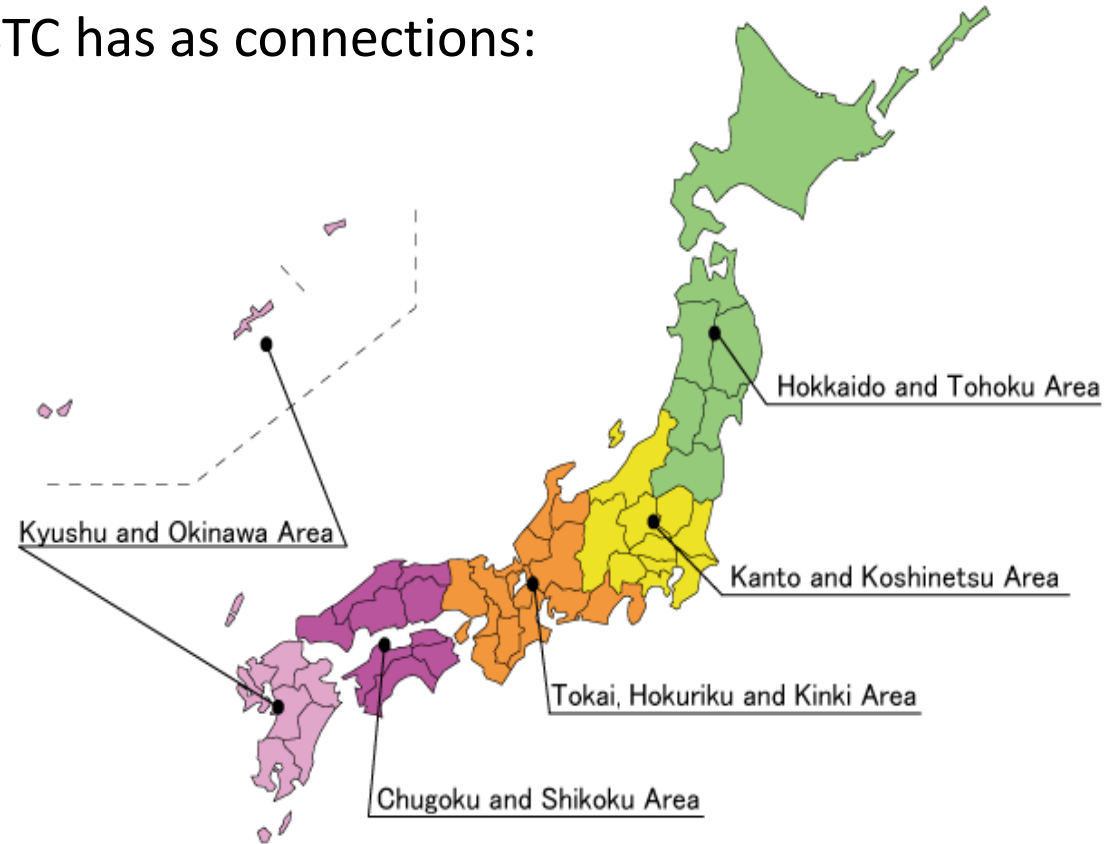
Agenda

10:30AM	Welcome from UNM and project overview (Andrea Mammoli)
10:35AM	Prescient scenario generator and VPP rolling horizon scheduler (Andrea Staid, Jay Johnson and Ricky Conception)
11:00AM	MPC dispatcher (Yasser Yasaei)
11:15AM	Residential load synthesis (Andrea Mammoli + Victor Ayon)
11:30AM	Load forecasting (Manel Martinez + Miguel Angel Hombrados Herrera)
11:45AM	Database structure (Matt Robinson)
12:00PM	Opal RT distribution system simulation (Nick Heine)
12:15PM	Q&A
12:30PM	Demonstration of system operation

JAPAN UNIVERSITY RANKING

❖ Japan University Ranking that STC has as connections:

1. Kyoto University
1. University of Tokyo
8. Osaka University
9. University of Tsukuba
19. Chiba University
20. Kanazawa Univ.
31. Kansei Gakuin Univ.
36. Kumamoto Univ.
54. Shinshu Univ.
65. Osaka Prefecture Univ.
84. Seikei Univ.
99. University of Ryukyus
151. Mukogawa Women's Univ.



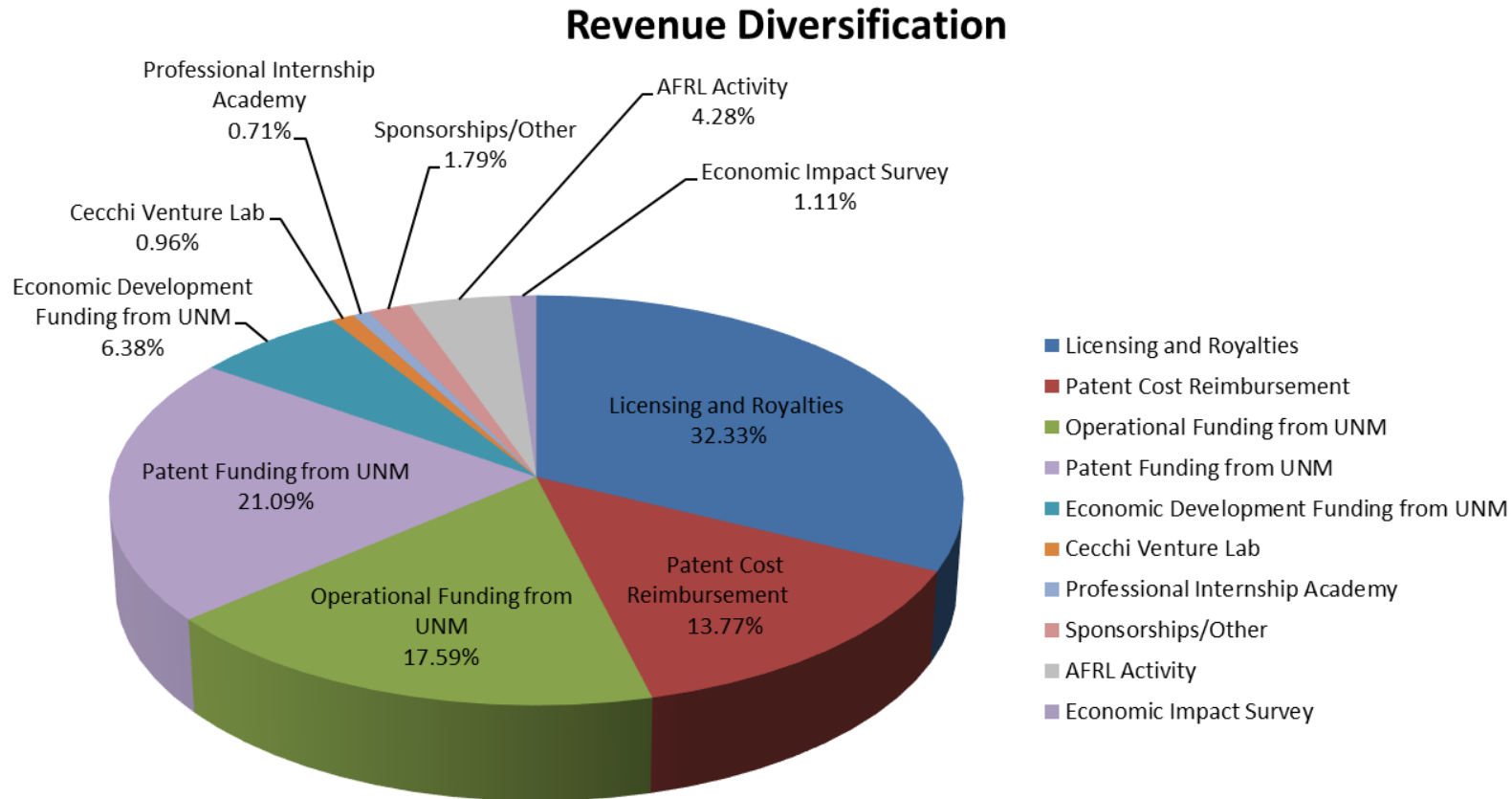
https://www.timeshighereducation.com/rankings/japan-university/2018#!page/0/length/25/sort_by/rank/sort_order/asc/cols/stats

INCOME SUMMARY

	FY 2017	FY 2018
License Income	\$1,335,632	\$1,459,205
Patent Reimbursement	\$714,805	\$621,413
Training	\$9,000	\$32,229
Grants	--	\$50,000
CVL Participation Fees	\$49,344	\$43,199
Sponsorships – Innovate NM	\$45,624	\$29,519
Sponsorships – Pitch competition	\$9,723	\$9,000
Sponsorships – Innovation Awards	\$30,913	\$29,385
AFRL Activity – Training, Rent, STEM	--	\$193,088
Total	\$2,195,041	\$2,467,038

REVENUE DIVERSIFICATION

FY2018



BUILDING A RAINFOREST IN THE DESERT FY2018

Build Research and Other Connections for
UNM

CONNECTIONS

Partnership Intermediary Agreement with AFRL thru New Mexico Tech – FY 2018

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

- Arlene Mirabal, Marketing Manager, AFRL PIA Project Manager
- Gabe Wilkinson, Commercialization Assistant
- Innovation Interns

❖ **FY 2018 Training Activities:**

- Bi-weekly Meetings Including Operations, Marketing, IP, and Innovation
- Training Sessions for Wellspring Sophia Software System
- Training seminars:
 - In-reach
 - Commercialization/marketing
 - Anatomy of Licensing Agreements
 - Sophia Marketing Module
 - Licensing Terms
 - Commercialization Process & Flow Chart
 - Social Media Technology Marketing
 - Inventor Recognition
 - Agreements in Sophia
 - Queries and Reporting in Sophia

CONNECTIONS

Partnership Intermediary Agreement with AFRL thru New Mexico Tech – FY 2018

❖ FY 2018 Marketing Activities:

- Weekly Marketing Meetings
- Prior-art Searches (Invention Portfolio and Poster Session)
 - 15 prior art searches in Q2
 - 4 prior art searches in Q3
 - 4 prior art searches in Q4
- Marketing Campaigns and Reports on AFRL Technology and IP Portfolio
 - Of the 13 email campaigns executed in FY2018
 - 870 marketing interactions from email campaigns
 - 11 serious leads/responses requesting more information

● Development of Technology Reports

- Raman Amplifiers – covering 6 technologies
- Fiber Laser Amplifiers – covering 5 technologies
- Permanent Magnets – covering 1 technology
- Wavefront Control/Adaptive Optics – covering 1 technology
- Deployable Structures – covering 6 technologies
- Magnetrons – covering 3 technologies
- Laser Beam Combiners – covering 7 technologies
- Vibration Isolation – covering 1 technology

JOINTLY-OWNED INVENTIONS

Activity with Sandia and LANL

	Sandia	LANL
Jointly-owned inventions	201	41
• Active	104	20
• Closed	97	21
Number of commercialization agreements	98	23
Number in which STC has taken lead	74	23
Number of option and license agreements executed with STC as lead	32	5
Number of option and license agreements executed with partners as lead	5	-
Income from option and license agreements with STC as lead	\$10,721,173 ^(a)	\$310,363
Start-ups from option and license agreements with STC as lead	6	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 21 outstanding commercialization agreements with Sandia
- ❖ 5 new joint inventions with Sandia disclosed during FY 2018
- ❖ 10 commercialization agreements with Sandia executed during FY 2018

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

UNM RESEARCH

Task Force on Enhancing Corporate-Funded Research

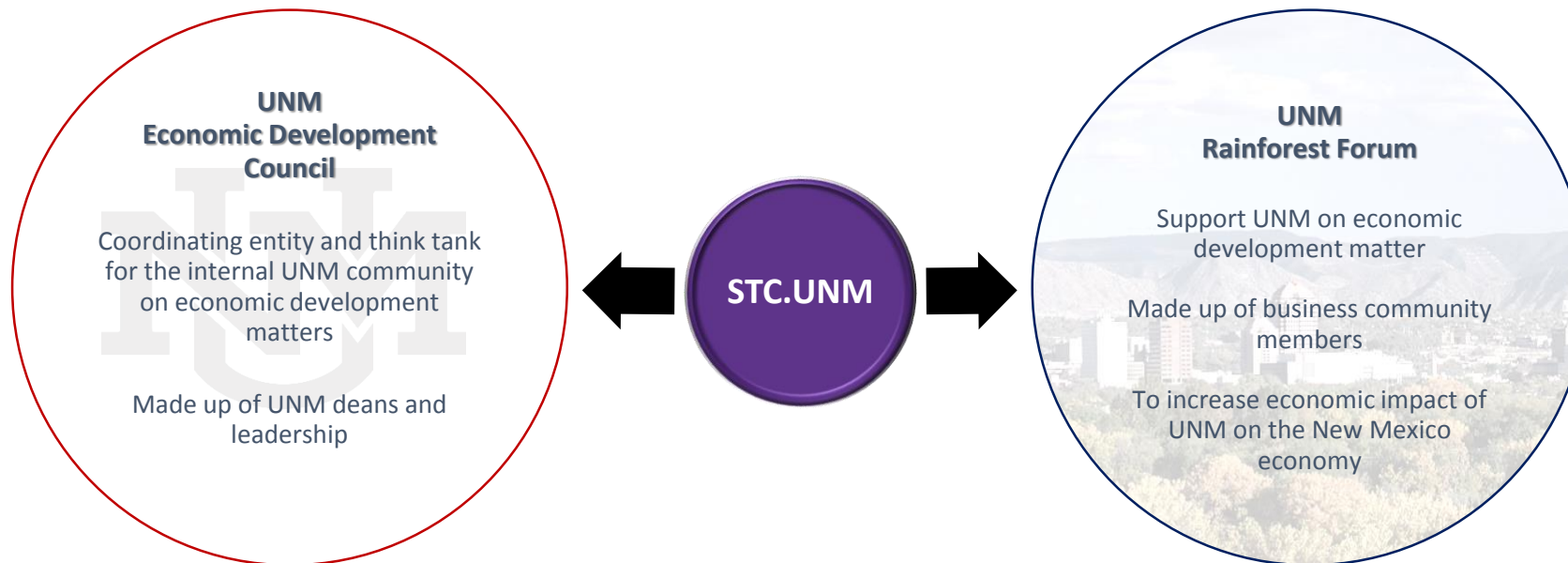
❖ General objectives

- Assess the current mechanisms by which UNM is successful in securing industrially-funded research
- Propose new initiatives that are likely to enhance our competitiveness in this area
- Develop mechanisms for assessment of new initiatives that are implemented

❖ Members

- Chairs: Dr. Gabriel Lopez and Dr. Richard Larson
- Lisa Kuuttila, CEO, STC.UNM
- Jeff Norenberg, Radiopharmaceutical Sciences
- Steven Brueck, Center for High Technology Materials (CHTM)
- Eric Prossnitz, Internal Medicine
- Jeremy Edwards, Chemistry & Chemical Biology
- Angela Wandinger-Ness, Pathology
- Edl Schamiloglu, Electrical & Computer Engineering

STC'S ECONOMIC DEVELOPMENT ACTIVITES



ECONOMIC DEVELOPMENT ACTIVITIES

UNM Rainforest Forum

- ❖ Formerly the UNM Economic Development Forum
- ❖ Over 200 members from the business community
- ❖ Monthly meetings beginning August 24, 2012, meetings now quarterly
- ❖ FY 2018 topics/presenters:

Speaker	Date	Topic
Lobo Rainforest Building Team	8/25/17	Ribbon Cutting and Open House
Matt Fetrow, AFRL-New Mexico	11/9/17	Update on AFRL and partnership with STC
Lobo Rainforest Panel <ul style="list-style-type: none">• Rob Delcampo, Innovation Academy• Kyle Guin, Lobo Rainforest Student• Matthew Fetrow, AFRL• Mary Monson, Sandia• Lisa Kuuttila, STC• Mathis Shinnick, OptiPulse	2/8/18	Organizations and activities in the Lobo Rainforest Building
Dr. Martin Kistin, Project ECHO	5/10/18	Project ECHO

ECONOMIC DEVELOPMENT ACTIVITIES

UNM Economic Development Council

- ❖ 39 members
- ❖ Monthly meetings beginning June 26, 2013
- ❖ FY 2018 topics/presenters:

Speaker	Date	Topic
Lobo Rainforest Building Ribbon Cutting	8/25/17	Lobo Rainforest Building
Lisa Kuuttila, STC.UNM	9/26/17	Update on UNM Economic Development Activities
Dana Feldman, Director, Cultural Services, COA	10/26/17	Overview of City of Albuquerque's Cultural Services' programs and department
Julia Wise, PhD, Manager of the Office of Science and Technology, State of NM Economic Development Department	11/30/17	NMEDD Overview and Programs
Fred Mondragon, Interim Director, City of Albuquerque	1/25/18	City's plans for Economic Development
Tim Nitti, President & CEO, New Mexico Partnership	2/22/18	New Mexico Partnership's activities
Tom Neale, Director of Real Estate, University of New Mexico	3/22/18	Discussion of future plans on south campus
Deanna Archuleta, Interim Economic Development Director, Bernalillo County	4/26/18	Bernalillo County Economic Development

ECONOMIC DEVELOPMENT ACTIVITIES

UNM Economic Impact Report

- ❖ \$50,000 grant from New Mexico Gas Company/Emera, Inc.
- ❖ Conduct a UNM economic impact study that will measure the economic impact of UNM.
- ❖ The study will be conducted by Kelly O'Donnell, O'Donnell Economics and Strategy.
- ❖ Report to be released August 2018



BUILDING A RAINFOREST IN THE DESERT FY 2018

Grow Event Program at Lobo Rainforest

STC AND SCORE OFFICE HOURS

- ❖ Office hours with SCORE and STC (formerly New Ventures Café)
- ❖ Held on the last Friday of each month
 - SCORE Mentors meet with UNM students, faculty, and start-ups to discuss technology/business ideas
 - 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.



NAVAJO NATION ANNOUNCEMENT

WELCOME NAVAJO NATION UNM STUDENTS TO THE LOBO RAINFOREST BUILDING!

Friday, January 12, 2018
10:30 am—noon
Lobo Rainforest Building
101 Broadway Blvd. NE, Albuquerque, NM 87102

Dolly Manson, Ph.D., UNM Professor, Navajo Linguistics
Navajo Invocation

Robert M. Doughty, President, UNM Board of Regents
Welcome and Vision of Partnership with Navajo Nation
Introduction of Special Guests

David W. Harris, UNM Executive Vice President & Chief Operating Officer
Lobo Rainforest Background and Vision

Terry Laudick, Board Vice Chair, Innovate ABQ, Inc., President and CEO, Nusenda Credit Union
Innovate ABQ Public/Private Partnership

Sandra Begay, Chair, STC, UNM Board of Directors
STC Board Comments
Introduction of Navajo Nation President

Russell Begaye, President, Navajo Nation
Navajo Nation Goals for Partnership

Jonathan Nez, Vice President, Navajo Nation

Amber Kanazbah Crotty, Honorable Council Delegate, 23rd Navajo Nation Council

Robert G. DelCampo, Ph.D., Executive Director, UNM Innovation Academy
Innovation Academy Programming Partnership

Lisa Kuuttila, President & CEO, STC, UNM
Opportunities for Collaboration with Navajo Nation

Hanging of Navajo Nation Flag and Plaque (floors 5 & 6)

Conclusion & Tours

UNM THE UNIVERSITY OF
NEW MEXICO



- ❖ The University of New Mexico and Navajo Nation have announced a partnership to provide residence hall space for 118 Navajo students at Lobo Rainforest
- ❖ Navajo Nation will pay UNM the sum of \$1,457,300 for occupancy of the fifth and sixth floors of the building



LOBO RAINFOREST BUILDING

lobo RAINFOREST



LOBO RAINFOREST MENTOR PROGRAM

Mentors and Student Ambassador

- ❖ The primary goal of the Lobo Rainforest Mentor program is to engage UNM students and faculty with seasoned entrepreneurs and business executives. Through various activities and office hours, mentors will provide guidance, coaching, perspective, and connections to enhance entrepreneurship at UNM.



Wayne Laslie



Susan Cornelius



Terry Dunlay



Gregg Mayer



Mathis Shinnick

- ❖ Others invited

- ❖ Kyle Guin, Student Ambassador



February 5, 2019

BUILDING A RAINFOREST IN THE DESERT FY 2018

Internal UNM Support

2018 STC CALENDAR



January



Christos Christodoulou, Ph.D.

February



Edgar C. Boedeker, M.D.

March



David T. Hanson, Ph.D.

April



Erin D. Milligan, Ph.D.

May



John T. McGraw, Ph.D.

June



Nora Perrone-Bizzozero, Ph.D.

July



Susan R. Atlas, Ph.D.

August



Alexandre Chigaev, Ph.D.

September



Christina Salas, Ph.D.

October



Richard C. Harvey, Ph.D.

November



Edl Schamiloglu, Ph.D.

December



Mark Hauswald, M.D.

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

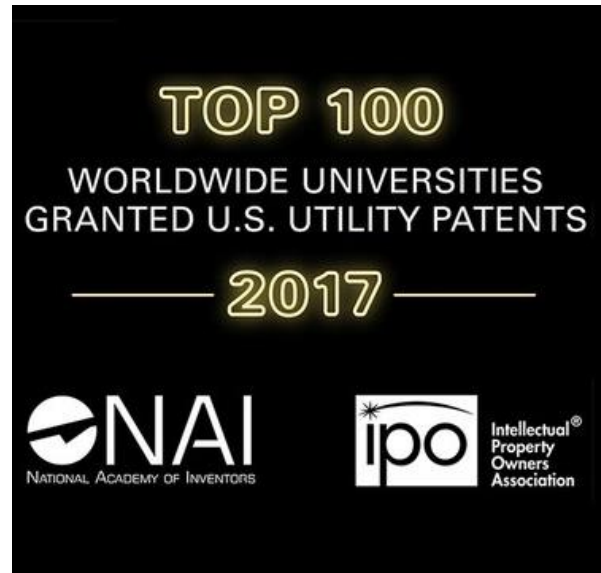


2015 Fellow

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

NAI RANKING



“UNM's ranking is certainly due to STC.UNM's efforts in setting [the] tone for IP at UNM. If the results were normalized to the size of the research funding, I'm sure UNM would be near the top!!!!”

Steve Brueck
2010 Innovation Fellow
National Academy of Inventors Fellow

Top 100 Worldwide Universities Granted U.S. Utility Patents in 2017

1	UNIVERSITY OF CALIFORNIA, THE REGENTS OF	524	28	KOREA ADVANCED INSTITUTE OF SCIENCE AND TECHNOLOGY	76
2	MASSACHUSETTS INSTITUTE OF TECHNOLOGY	306	29	UNIVERSITY OF MINNESOTA, THE REGENTS OF	75
3	UNIVERSITY OF TEXAS	219	30	KING SAUD UNIVERSITY	72
4	STANFORD UNIVERSITY	204	31	RESEARCH FOUNDATION OF STATE UNIVERSITY OF NEW YORK	69
5	TSINGHUA UNIVERSITY	176	32	SCIENCE & TECHNOLOGY CORPORATION AT UNIVERSITY OF NEW MEXICO	67
6	KING FAHD UNIVERSITY OF PETROLEUM AND MINERALS	167	33	UNIVERSITY OF UTAH RESEARCH FOUNDATION / UNIVERSITY OF UTAH	66
7	JOHNS HOPKINS UNIVERSITY	164	34	KOREA UNIVERSITY RESEARCH AND BUSINESS FOUNDATION	63
8	WISCONSIN ALUMNI RESEARCH FOUNDATION	162	35	SUNGKYUNKWAN UNIVERSITY RESEARCH & BUSINESS FOUNDATION	62
9	HARVARD COLLEGE, PRESIDENT AND FELLOWS	156	36	INDUSTRY-ACADEMIC COOPERATION FOUNDATION YONSEI UNIVERSITY	59
10	CALIFORNIA INSTITUTE OF TECHNOLOGY	150	37	RUTGERS UNIVERSITY	57
11	UNIVERSITY OF MICHIGAN	128	37	VANDERBILT UNIVERSITY	57
12	UNIVERSITY OF SOUTH FLORIDA	116	39	TECHNION RESEARCH AND DEVELOPMENT FOUNDATION, LTD.	56
13	UNIVERSITY OF FLORIDA RESEARCH FOUNDATION, INCORPORATED / UNIVERSITY OF FLORIDA	111	40	CARNEGIE-MELLON UNIVERSITY	55
14	NORTHWESTERN UNIVERSITY	106	41	SEOUL NATIONAL UNIVERSITY RESEARCH & DEVELOPMENT BUSINESS FOUNDATION	54
15	CORNELL UNIVERSITY	102	41	UNIVERSITY OF SOUTHERN CALIFORNIA	54
15	UNIVERSITY OF PENNSYLVANIA	102	43	CASE WESTERN RESERVE UNIVERSITY	53
17	ARIZONA STATE UNIVERSITY	100	43	GEORGIA TECH RESEARCH CORP.	53
17	PURDUE RESEARCH FOUNDATION	100	45	PENN STATE RESEARCH FOUNDATION, INC.	52
19	COLUMBIA UNIVERSITY	98	45	POSTECH ACADEMY-INDUSTRY FOUNDATION	52
20	NEW YORK UNIVERSITY	95	45	UNIVERSITY OF MASSACHUSETTS	52
21	UNIVERSITY OF PITTSBURGH	94	48	ÉCOLE POLYTECHNIQUE, FÉDÉRALE DE LAUSANNE	51
22	UNIVERSITY OF WASHINGTON	92	48	NATIONAL TAIWAN UNIVERSITY	51
23	NATIONAL TSING HUA UNIVERSITY	87	48	UNIVERSITY OF MARYLAND	51
24	UNIVERSITY OF ILLINOIS	85	48	YALE UNIVERSITY	51
25	UNIVERSITY OF CHICAGO / UCHICAGO ARGONNE LLC	84	52	THE UNIVERSITY OF TOKYO	48
26	UNIVERSITY OF NORTH CAROLINA	82			
27	DUKE UNIVERSITY	78			

REPORT: UNM RANKS 32ND WORLDWIDE FOR PATENTS



2018 INNOVATION AWARDS



2018 INNOVATION AWARDS

Awards Dinner Program

Thursday, April 12, 2018 • UNM Student Union Building (SUB) • Ballrooms B & C

Recognizing University of New Mexico Faculty, Staff and Students Who Have Received Issued U.S. Patents, Trademarks and Registered Copyrights (March 1, 2017 - February 28, 2018)

Honoring the 2018 STC.UNM Innovation Fellow

Honoring 2017 National Academy of Inventors (NAI) Fellows from UNM

5:00 pm Reception Begins
Networking and visiting startup company tables
Hors d'oeuvres served

6:00 pm Program Begins
Dinner served

Welcome

Sandra Begay
Chair, STC.UNM Board of Directors
Principal Member of the Technical Staff
Tribal Energy Program
Sandia National Laboratories

Opening Remarks and Introduction of Keynote Speaker

Garnett S. Stokes, Ph.D.
President
The University of New Mexico

Keynote Speaker

David S. Joseph
Co-Founder, President & CEO, Chairman
Avisa Pharma, Inc.

Comments from Main Campus Senior Administration

Gabriel P. López, Ph.D.
Vice President for Research
Office of the Vice President for Research
The University of New Mexico

Comments from Health Sciences Center Senior Administration

Richard S. Larson, M.D., Ph.D.
Executive Vice Chancellor
Vice Chancellor for Research
Health Sciences Center
The University of New Mexico

Presentation of Awards to Inventors

Lisa Kuuttila
CEO & Chief Economic Development Officer
STC.UNM

Special Recognition of Steven R. J. Brueck, Ph.D.

Lisa Kuuttila

Honoring 2017 National Academy of Inventors (NAI) Fellows

Lisa Kuuttila

2017 NAI Fellow

Cheryl L. Willman, M.D.
Distinguished Professor, Dept. of Pathology
Director & CEO, Comprehensive Cancer Center
The University of New Mexico

2017 NAI Fellow

Plamen B. Atanassov, Ph.D.
Distinguished Professor, Dept. of Chemical & Biological Engineering
Director, Center for Micro-Engineered Materials
The University of New Mexico

Presentation of 2018 STC.UNM Innovation Fellow Award

Sandra Begay

2018 STC.UNM Innovation Fellow

Sang M. Han, Ph.D.
Professor, Dept. of Chemical & Biological Engineering
Professor, Dept. of Electrical & Computer Engineering
The University of New Mexico

Closing Remarks

Sandra Begay

7:30 pm Reception Ends

The
United
States
of
America



A special congratulations to

Steven R.J. Brueck, Ph.D.
Distinguished and Professor Emeritus
Department of Electrical & Computer Engineering
Department of Physics & Astronomy
Director Emeritus, Center for High Technology Materials
Startups: GPB Scientific, Armonica Technologies
2010 STC.UNM Innovation Fellow
2015 NAI Fellow

for receiving his 73rd issued patent in his
73rd birthday year!

 **STC.UNM**



2018 INNOVATION AWARDS

63 UNM inventors received patents

56 U.S. patents issued

42 patents from UNM main campus

14 patents from HSC

Feedback

“I want to commend you and your team in putting together a very impressive show highlighting the contributions of UNM faculty and researchers.... You all need to be applauded for such a fine undertaking. I am glad the UNM president attended and got to see the whole ceremony.”

**Abhaya K. Datye, Distinguished
Regents Professor & Department
Chair, Chemical & Biological
Engineering**

“I would also like to thank you and your team for putting together an outstanding evening at the STC Innovation Awards Dinner. It is a truly special event that celebrates accomplishments and our community. I enjoy it enormously and will have to work hard on getting one of our pending patents allowed so we can join again in 2019 ;-).”

**Angela Wandinger-Ness, Vice Chair for
Research, Pathology**

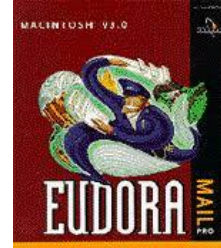
Many Lifesaving or Life Improving Blockbuster Products or Companies Emerged from University Research

Genentech
A Member of the Roche Group

GARDASIL[®] 9
Human Papillomavirus
9-valent Vaccine, Recombinant

Akamai

Google



LYRICA[®]
PREGABALIN

Enbrel[®]
etanercept



Lex Machina[™]
a LexisNexis[®] Company

Xalatan[®]



Bigliani/Flatow[®]
The Complete
Shoulder
Solution TSA
Surgical Technique

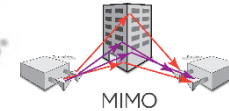
FireEye[®]



Remicade[®]
INFLIXIMAB



vmware[®]



RSA[®]

COUMADIN[®]
(Warfarin Sodium Tablets, USP) Crystalline
1mg 2mg 2.5mg 3mg 4mg 5mg 6mg 7.5mg 10mg



CRISPR[®]
THERAPEUTICS

editas[®]
MEDICINE



Oculus



Blu-ray Disc[™]

Kite
A GILEAD Company

Juno
THERAPEUTICS



duolingo



Blue LED

February 5, 2019

Compiled by Columbia Technology Ventures

BUILDING A RAINFOREST IN THE DESERT FY 2018

FY 2018 Data, Income Analysis & Forecast

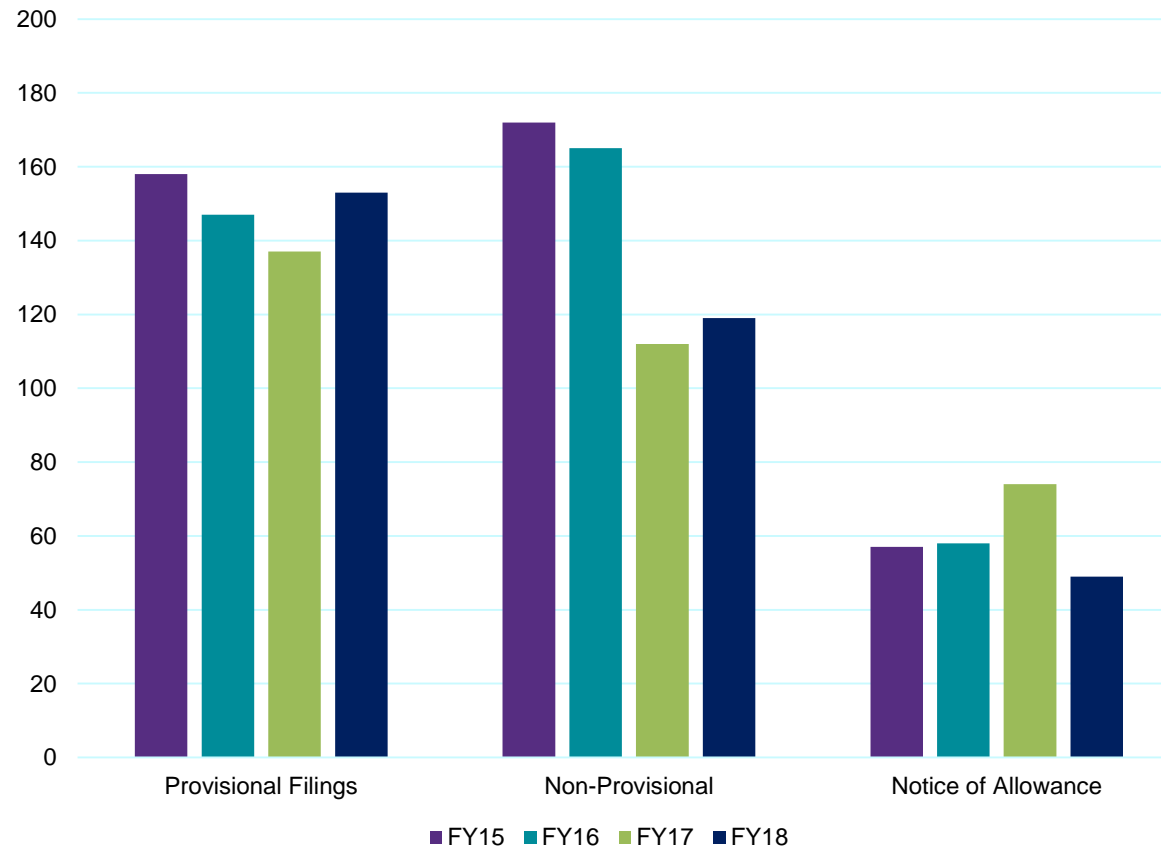
DATA, INCOME ANALYSIS, & FORECAST

❖ FY 2018 Data

- STC filed first-time patent applications on 76 of the 107 patent disclosures in FY2018 (71% vs. 50% in FY2017)
- STC generated \$255,628 of new (agreements) license revenues in FY2018, representing 18% of total license revenues (vs. \$734,256 of new revenues in FY2017 – 55% of total)
- Of the 107 total disclosures (patents & copyrights) received in FY2018, representing 81 lead inventors, 37 were first-time inventors (46% vs. 44% in FY2017)

PATENT ANALYSIS

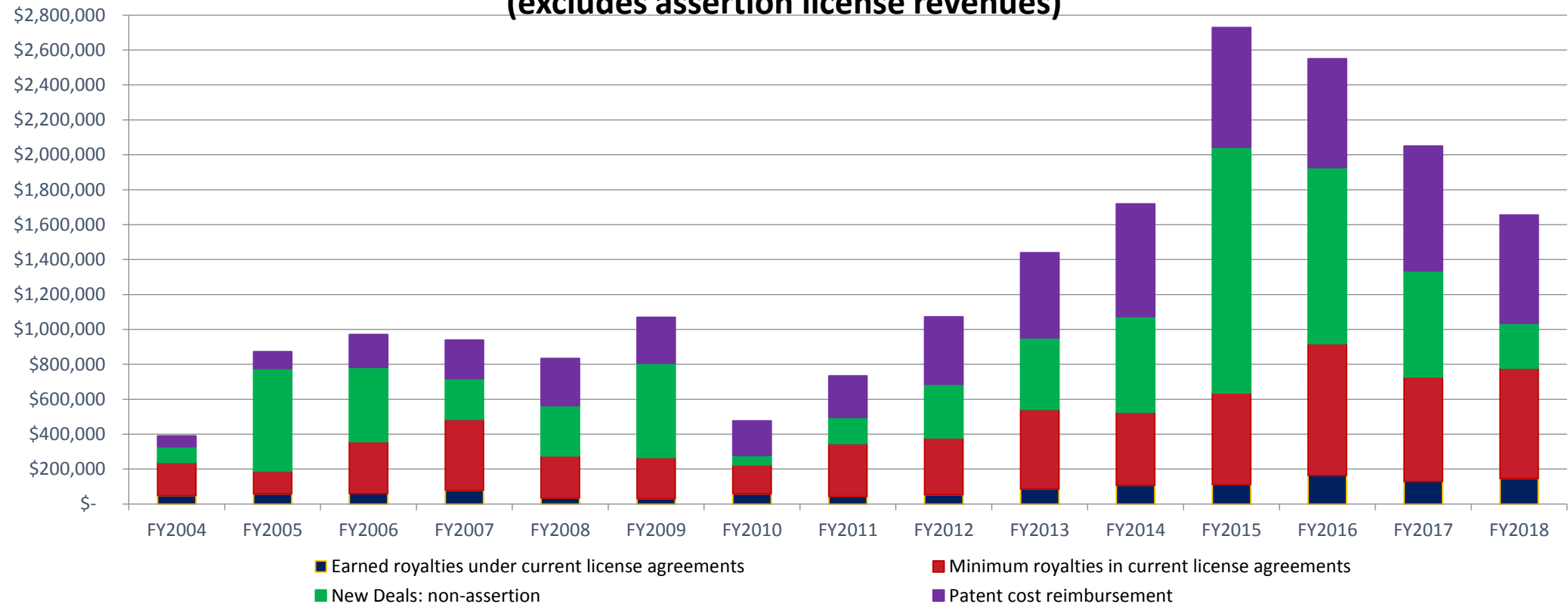
Trends in Patent Activity



	FY15	FY16	FY17	FY18
Provisional Filings	158	147	137	153
Non-Provisional	172	165	112	119
Notice of Allowance	57	58	74	49

DATA, INCOME ANALYSIS, & FORECAST

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



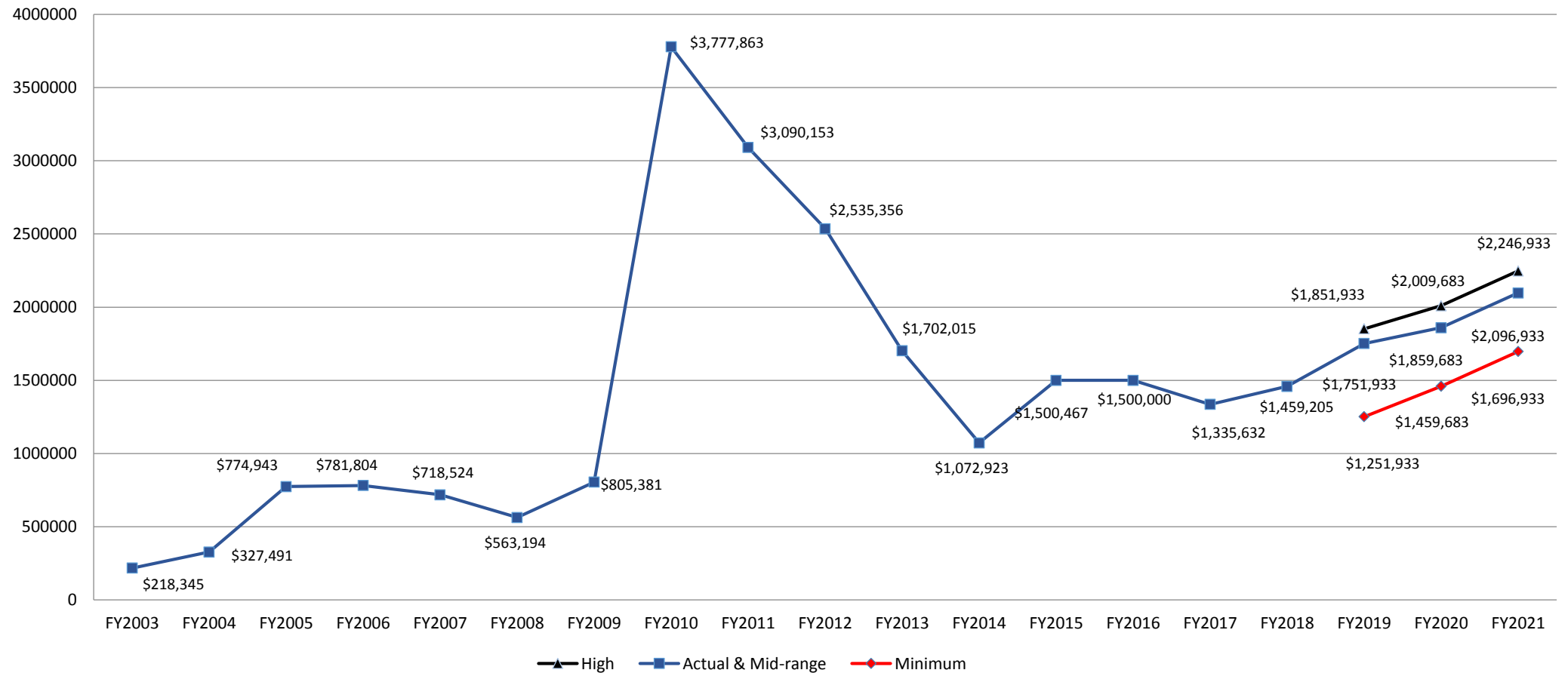
DATA, INCOME ANALYSIS, & FORECAST

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

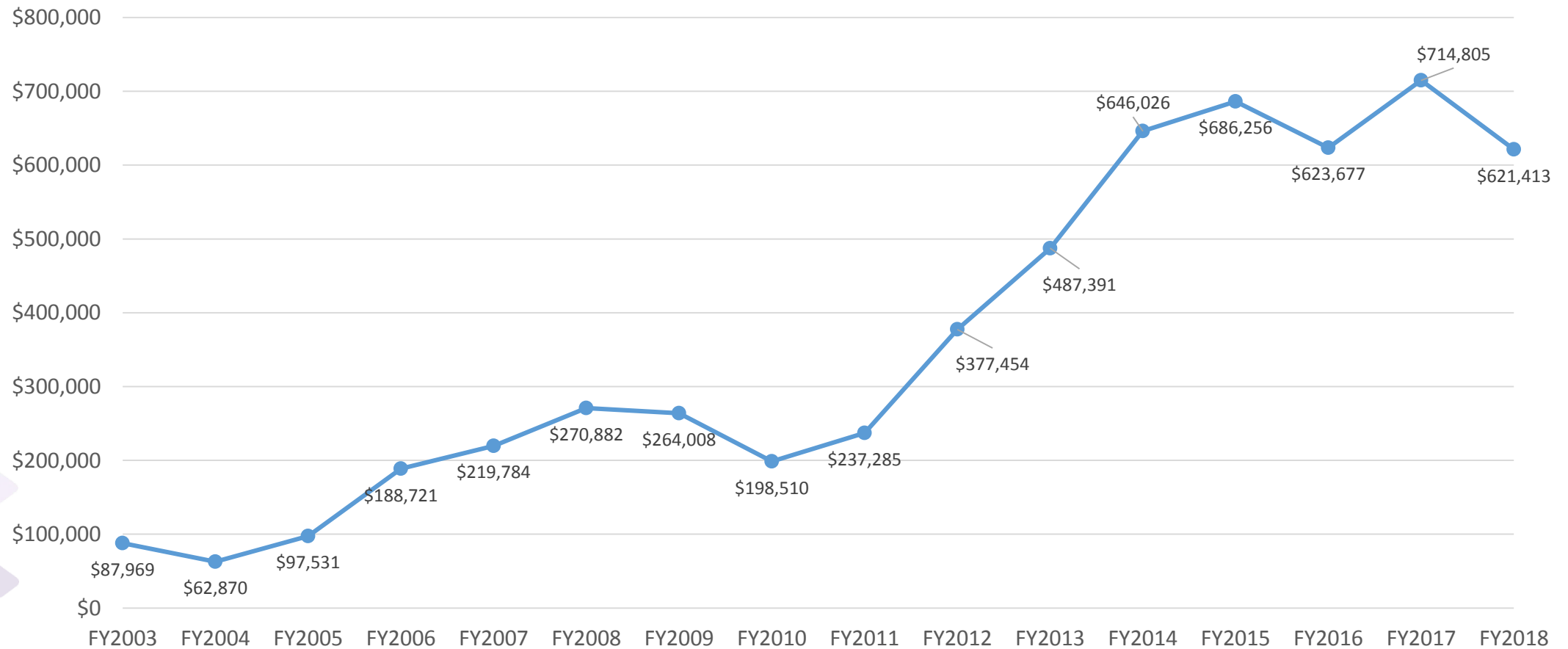
- ❖ Minimum numbers for FY2019 through FY2021 represent minimum fees and payments from existing licenses.
- ❖ FY2019 mid-level represents approx. \$632,000 of new license income. FY2019 upper end represents \$750,000 of new license income.
- ❖ FY2020 mid-level represents \$500,000 of new license income and/or minimums from deals closed in FY2019. FY2021 upper end represents \$600,000 of new license income and/or minimums from deals closed in FY2019.
- ❖ FY2021 mid-level represents \$400,000 of new license income and/or minimums from deals closed in FY2019 and FY2020. FY2021 upper end represents \$550,000 of new license income and/or minimums from deals closed in FY2019 and FY2020.
- ❖ No equity liquidations included.
- ❖ No forecasted terminations of agreements included.
- ❖ No unknown substantial earned royalties forecasted.

STC LICENSE REVENUES

Updated 3-year Forecast

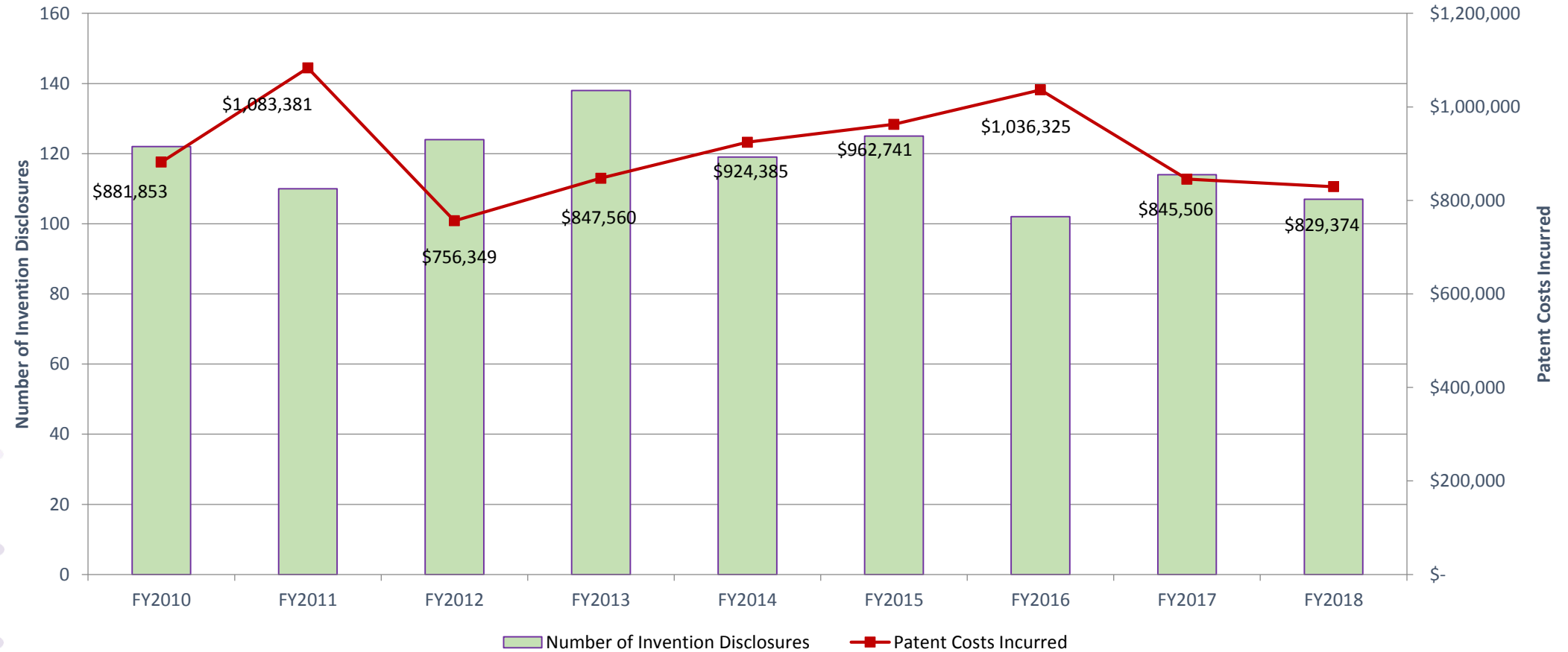


PATENT REIMBURSEMENT REVENUES

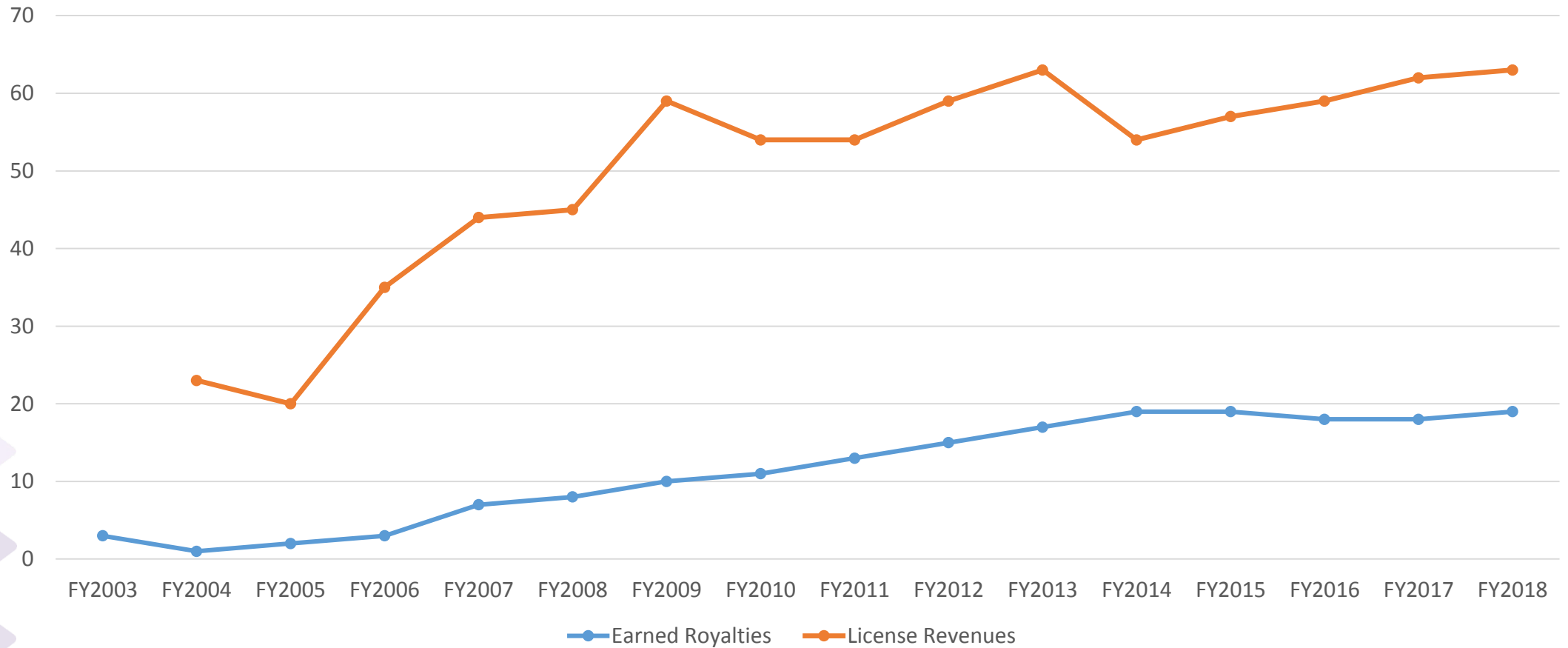


PATENT COSTS INCURRED

STC-INITIATED; NON-LICENSEE REIMBURSED



TOTAL NUMBER OF LICENSES/OPTIONS YIELDING REVENUES



TAB 7

Action Item 7

Approval of Contract for Life and Disability Insurance Carriers



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

To: Craig White, Interim Senior VP for Finance and Administration
From: Bruce Cherrin, Chief Procurement Officer
Subject: **Contract Approval**
Date: January 25, 2019

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

UNM Division of Human Resources – Life and Disability Insurance Carriers

History

UNM offers life and disability to eligible employees and retirees. UNM's current life and disability carrier is the Standard Insurance Company and has been in place since January 1, 2012. Basic life insurance and long-term disability (LTD) are funded by a combination of employee/retiree and employer funds. Supplemental life, accidental death and dismemberment (AD&D) and short-term disability (STD) are 100% paid by employees/retirees.

Summary of Committee Activity

Proposals for RFP # 2062-19 were solicited via UNM's LoboMart system on October 11, 2018 on behalf of the Division of Human Resources for life and disability insurance plans. There were a total of 7 responses received by the November 2, 2018 deadline.

Proposals and evaluation criteria were distributed to the 5-member evaluation committee on November 3, 2018. The Committee included representation from the Division of Human Resources-Benefits Department, a faculty member and staff member of the Faculty & Staff Benefits Committee, and an HSC faculty member. Aon, UNM's Benefits Consultant, provided the financial analysis. In accordance with appropriate selection criteria established for the procurement, the written proposals were evaluated for responsiveness to UNM requirements. Four finalists were identified and invited to an onsite interview and asked to provide a best and final quote.

Finalists: The Hartford, MetLife, The Standard and Minnesota Life/Securian (Life Coverage only)

The following criteria was used by the RFP evaluation committee to determine the finalists:

- The purchase price, as well as the total long-term cost to UNM to acquire the offeror's services
- The quality and reputation of the Offeror and of the Offeror's services, to include the breadth and stability of the Offeror's company
- Completeness and responsiveness of the offeror's proposal in meeting UNM's needs
- The financial strength of the offeror
- Qualifications/experience of the administrative team proposing to service UNM's needs.

After finalist interviews and analysis of best and final offers, The Hartford was the highest scoring carrier. The selection committee recommends awarding The Hartford for all life and disability lines of coverage. The selection of The Hartford will result in savings to UNM and UNM employees of approximately \$750,000 annually. Hartford has provided a five year rate guarantee for life insurance and four year rate guarantee for LTD.

Timeline

February 2019:	Award Contracts (Purchasing)
March-June 2019:	Finalize agreements and group insurance policies
April/May 2019:	Open Enrollment
June 2019:	Audit and Finalize Open Enrollment

Cost	Employee or Employer Paid	Current Est. Annual Cost (The Standard)	Proposed Est. Annual Cost (The Hartford)	Savings	Estimated Annual Lives (RFP)
Basic Life	Employer	\$376,724	\$295,729	(\$80,996)	
	Employee	\$251,150	\$197,152	(\$53,997)	
	Total	\$627,874	\$492,881	(\$134,993)	5,215
Voluntary Life/AD&D (Employee, Spouse & Child)	Employee	\$1,973,753	\$1,549,396	(\$424,357)	3,079
LTD	Employer	\$414,680	\$364,918	(\$49,762)	
	Employee	\$276,453	\$243,279	(\$33,174)	
	Total	\$691,133	\$608,197	(\$82,936)	2,691
STD	Employee	\$249,711	\$137,341	(\$112,370)	1,478
Monthly Premium Example (\$50,000 annual salary)					
Basic Life	Employee	\$2.26	\$1.78	(\$.48)	
	Employer	\$3.39	\$2.67	(\$.72)	
	Total	\$5.65	\$4.45	(\$1.20)	
Voluntary Life	1 X Salary	\$5.00	\$3.95	(\$1.05)	
LTD	Employee	\$2.85	\$2.50	(\$.35)	
	Employer	\$4.28	\$3.75	(\$.53)	
	Total	\$7.13	\$6.25	(\$.88)	
STD	Employee	\$12.50	\$6.88	(\$5.62)	
Employee Total Monthly Savings				(\$7.50)	

TAB 8

Action Item 8

Approval of FY 2020 Medical Plan Projections and Proposed Strategy



UNM Medical Plan FY 2020 Strategy

**Presented to Finance and Facilities Committee
February 5, 2019**



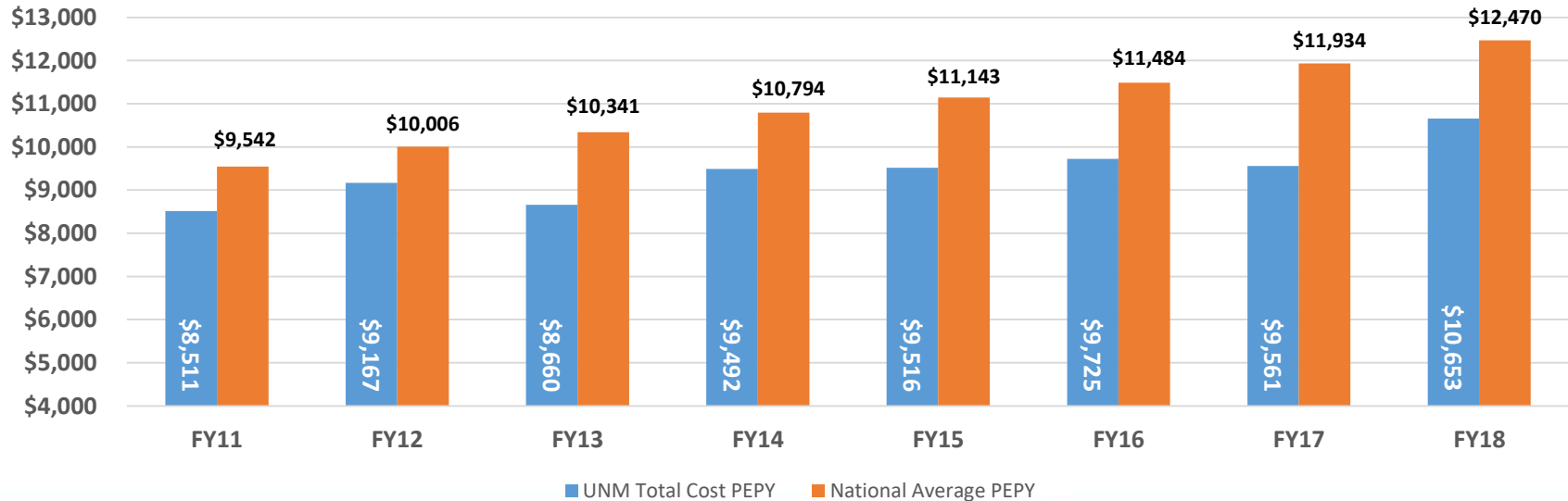
FY 2020 Cost Projections

Eric Weinstein, Aon

Trends

- Average UNM premium increase since FY11 has been 3.3%
- Average national trend rates over the same period of time have averaged 4.5%

Total Costs Per Employee Per Year



Trends

A	E	F	G	H	I	J	K
FISCAL YEAR	AVERAGE ENROLLMENT	CHANGE IN ENROLLMENT	UNM AVG. PREM. % INCR.	NATIONAL AVG. PREM.% INCR.*	TOTAL COST	TOTAL COST PER EE PER YEAR	NUMBER OF CLAIMANTS OVER \$250,000
FY11	6,460	2%	2.0%	8.5%	\$54,980,675	\$8,511	7
FY12	6,414	-1%	0.0%	4.9%	\$58,795,855	\$9,167	13
FY13	6,627	3%	9.0%	3.3%	\$57,390,085	\$8,660	9
FY14	6,727	2%	6.0%	4.4%	\$63,853,491	\$9,492	10
FY15	6,959	3%	0.0%	3.2%	\$66,219,757	\$9,516	6
FY16	6,988	0%	0.0%	3.1%	\$67,955,879	\$9,725	10
FY17	6,943	-1%	4.5%	3.9%	\$66,379,278	\$9,561	4
FY18	6,785	-2%	5.1%	4.5%	\$72,279,042	\$10,653	14

* Based on Aon's HHVI database (over 10 million participants). Net of plan design and vendor negotiations.

- Total contributions fund for all medical and pharmacy claims, excess stop-loss insurance, ASO fees, and ACA transitional reinsurance costs.
- Total costs exclude internal fees, interest income, and pharmacy rebates.

FY 2020 Cost Projection

- FY '20 rates are projected to be 5% higher than current rates
 - Initial projections resulted in a 7% increase to rates, however the renewal was adjusted to 5% considering the following:
 - Utilizing the proposed FY 20 plan designs, adjustments were made to the medical annual trend rate, anticipating UNM's preferred pricing and medical management capabilities
 - Adjustments were also made to the higher than normal large claim activity in CY 2018 which is less likely to repeat in the same fashion in FY 20
- UNM should experience renewals +/- 3% of the annual trend rate of approximately 6.0% in any given year
- Since FY '11 UNM's premiums have increased an average of 3.3% per year with very few plan design changes compared to a national average of 4.5% annually



These are a few changes that keep UNM's increases below national averages:

1. Rx Coalition
2. Plan Design Changes
3. Dependent Verification
4. Utilization of UNM facilities

FY 2020 Cost Projection Budget Impact

Campus	Pooled I&G	Self Supporting I&G	Non-I&G	Grand Total
Main	\$746,648	\$21,266	\$466,402	\$1,234,316
HSC	\$253,815	\$10,677	\$656,537	\$921,029
Branches	\$72,497	\$3,820	\$3,162	\$79,479
Grand Total	\$1,072,959	\$35,762	\$1,126,102	\$2,234,823

- UNM impact based on approximately 63% UNM contribution/ 37% employee contribution

Status Quo Monthly Contributions

Monthly Contributions

	<\$35k (80/20) FY 19			\$35k-\$50k (70/30) FY 19			\$50k+ (60/40) FY 19		
	UNMTH	BCBS	PHP	UNMTH	BCBS	PHP	UNMTH	BCBS	PHP
Employee Only	\$98	\$101	\$128	\$147	\$152	\$192	\$196	\$202	\$256
Employee + Spouse	\$201	\$207	\$263	\$301	\$311	\$395	\$402	\$414	\$526
Employee + Child(ren)	\$181	\$187	\$237	\$272	\$281	\$356	\$362	\$374	\$475
Employee + Family	\$285	\$294	\$373	\$428	\$441	\$560	\$570	\$588	\$746

Monthly Contributions

	<\$35k (80/20) FY 20			\$35k-\$50k (70/30) FY 20			\$50k+ (60/40) FY 20		
	UNMTH	BCBS	PHP	UNMTH	BCBS	PHP	UNMTH	BCBS	PHP
Employee Only	\$103	\$106	\$134	\$154	\$159	\$202	\$205	\$212	\$269
Employee + Spouse	\$211	\$217	\$276	\$316	\$326	\$414	\$422	\$435	\$552
Employee + Child(ren)	\$190	\$196	\$249	\$285	\$295	\$374	\$380	\$393	\$498
Employee + Family	\$299	\$308	\$392	\$449	\$463	\$587	\$599	\$617	\$783

- Assumes a 5% increase to all plans and all tiers
- Assumes no plan design changes

Monthly Employee Contribution Change

Monthly Contribution Impact

	<\$35k (80/20)			\$35k-\$50k (70/30)			\$50k+ (60/40)		
	FY 20 vs. FY 19			FY 20 vs. FY 19			FY 20 vs. FY 19		
	UNMTH	BCBS	PHP	UNMTH	BCBS	PHP	UNMTH	BCBS	PHP
Employee Only	\$5	\$5	\$6	\$7	\$8	\$10	\$9	\$10	\$13
Employee + Spouse	\$10	\$10	\$13	\$15	\$16	\$20	\$20	\$21	\$26
Employee + Child(ren)	\$9	\$9	\$12	\$14	\$14	\$18	\$18	\$19	\$23
Employee + Family	\$14	\$15	\$19	\$21	\$22	\$28	\$29	\$29	\$37

Assumes a 5% increase to all plans/tiers and no plan design changes

FY 2020 Medical Plan Options Proposal

Joey Evans, Director, University Benefits

FY 2020 Objectives

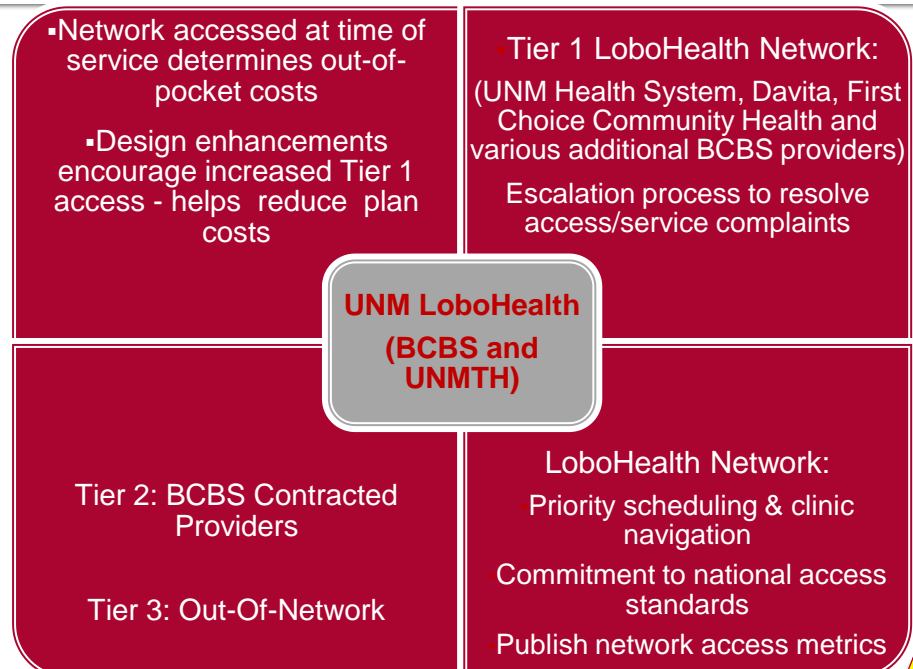
5% increase projected based on
CY 18 claims experience



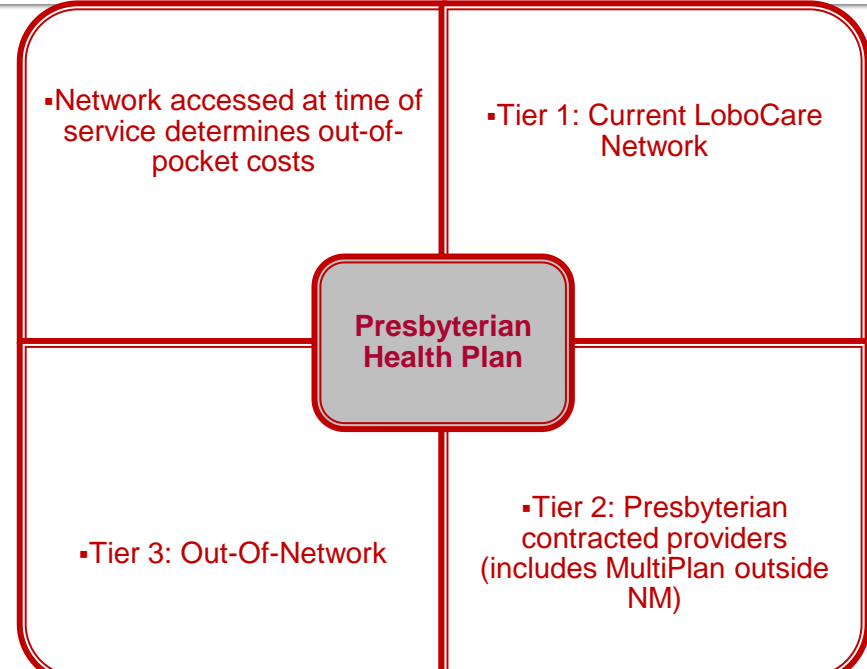
■ FY 2020 Objectives: Create foundation to “Bend the Trend” going forward:

- Combine current UNM Team Health (UNMTH) and BCBS populations into one plan.
- Proposed Name: UNM LoboHealth
- Increase utilization of Tier 1 network within UNM LoboHealth and provide the framework for sustainable benefits in the future.
- Continue to provide choice for how UNM employees and dependents receive their health care.
- Provide a simplified and financially predictable benefit structure for UNM LoboHealth Network.
- Reduce administrative redundancy.

FY 2020 Proposed Medical Plan Choices



No approval required to access care outside of Tier 1



Plan design will remain the same as current

FY 2020 Proposal: UNM LoboHealth

NETWORK STRUCTURE

- Current UNMTH network will be Tier 1 for combined population
 - Includes UNM Health System, Davita, First Choice Community Health and various additional BCBS providers
 - Additional BCBS providers primarily include Lab and X-ray, Medical Supplies, Mental Health, Rehab/PT, Fertility
- LoboHealth Network plan design enhancements to encourage increased Tier 1 access
 - Increased utilization of LoboHealth Network helps to reduce overall plan costs

NETWORK COMMITMENTS

- UNM LoboHealth network to provide priority scheduling and clinic navigation for Tier 1
 - Commitment to access standards to meet national standards
 - Increase marketing and accessibility of LoboCare Clinic
 - Publish network access metrics on predetermined frequency including length to appointment, number of patients referred outside Tier 1 and other metrics
- Escalation process with BCBS, UNMTH and UNM Benefits to resolve access/service complaints

FY 2020 Proposed Plan Design

Plan Design Major Categories	FY 2019 UNM Team Health		FY 2019 BCBS		FY 2020 Combined	
Number of Employees	1,313		4,117		5,430	
Total Lives Covered	2,450		7,900		10,350	
Percent of Claims in Tier 1	~85%		~50%		Projected ~63%	
Deductible- Individual/Family(Only Applicable to Coinsurance)	\$600/\$1,200		\$600/\$1,200		\$600/\$1,200	
OOP Max-Individual/Family (Includes Tier I and Tier II cost share and combined with Rx cost share)	\$3,000/\$6,000		\$3,000/\$6,000		\$3,000/\$6,000	
Plan Cost Share	Tier I Cost Share	Tier II Cost Share	Tier I Cost Share	Tier II Cost Share	Tier I Cost Share PROPOSED	Tier II Cost Share PROPOSED
PCP Visit	\$25 Copay	\$30 Copay	\$25 Copay	\$30 Copay	\$10 Copay	\$30 Copay
Specialist Visit	\$35 Copay	\$45 Copay	\$35 Copay	\$45 Copay	\$20 Copay	\$45 Copay
Complex Diagnostic (MRI, CT, PET, Nuclear Med)	Deductible + 10%	Deductible + 30%	Deductible + 15%	Deductible + 25%	\$150 Copay	Deductible + 25%
Outpatient Procedures	Deductible + 10%	Deductible + 30%	Deductible + 15%	Deductible + 25%	\$250 Copay	Deductible + 25%
Inpatient	Deductible + 10%	Deductible + 30%	Deductible + 15%	Deductible + 25%	\$500 Copay	Deductible + 25%

Projected 5% overall increase is **not** impacted by the proposed Tier 1 Network plan design enhancements because the money saved by employees at the time of service is offset by the favorable pricing arrangements within Tier 1.

FY 2020 Proposed Plan Design Examples

Health Care Service	FY 2019 UNM Team Health Network Out-Of-Pocket Costs	FY 2020 LoboHealth Network Out-Of-Pocket Costs
Hospitalization for Delivery of a baby	\$600 Deductible + \$640 coinsurance = approximately \$1,240 assuming delivery total cost of \$7,000	\$500 Copay Out-Of-Pocket savings of approximately \$740
MRI	\$600 Deductible + \$40 coinsurance = \$640 assuming total cost of \$1,000	\$150 Copay Out-Of-Pocket savings of approximately \$490
Outpatient Knee Surgery	\$600 Deductible + \$340 coinsurance = \$940 assuming total costs of \$4,000	\$250 Copay Out-Of-Pocket savings of approximately \$690
Four PCP Visits	\$25 Copay X 4 = \$100	\$10 Copay X 4 = \$40 Out-Of-Pocket savings of approximately \$60
Two Specialist Visits	\$35 Copay X 2 = \$70	\$20 Copay X 2 = \$40 Out-Of-Pocket savings of approximately \$30

By accessing Tier 1, employees may experience significant savings for most utilized care at the time of service.

Proposed Monthly Contributions

Monthly Contributions

	<\$35k (80/20)		\$35k-\$50k (70/30)		\$50k+ (60/40)	
	FY 19		FY 19		FY 19	
	UNMTH	BCBS	UNMTH	BCBS	UNMTH	BCBS
Employee Only	\$98	\$101	\$147	\$152	\$196	\$202
Employee + Spouse	\$201	\$207	\$301	\$311	\$402	\$414
Employee + Child(ren)	\$181	\$187	\$272	\$281	\$362	\$374
Employee + Family	\$285	\$294	\$428	\$441	\$570	\$588

Monthly Contributions

	<\$35k (80/20)		\$35k-\$50k (70/30)		\$50k+ (60/40)	
	FY 20		FY 20		FY 20	
	UNM LoboHealth		UNM LoboHealth		UNM LoboHealth	
Employee Only	\$105		\$158		\$211	
Employee + Spouse	\$216		\$324		\$432	
Employee + Child(ren)	\$195		\$293		\$391	
Employee + Family	\$307		\$460		\$614	

- FY 20 Rates reflect the overall projected 5% increase
- The overall 5% increase is allocated differently for the combined plan due to the FY19 different price points

***Presentation materials for this item will be given on the day of the
Regents' Finance and Facilities Committee meeting.***

TAB 9

Action Item 9

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

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

TAB 10

Information Item 10

Monthly Athletics' Report on Revenue, Expenditures, and Compliance



THE UNIVERSITY OF
NEW MEXICO



Athletics' FY19 Budget and Actuals (Exhibit P21)

Updated through December 31, 2018 (YTD)

Schedule A: (FY19 Budget and Actuals)- This schedule details out pooled revenues and directed revenues by sport for FY19 budget and actuals year-to-date through December 31, 2018. 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 FY19 budget to monthly actuals, and FY19 year-to-date monthly actuals to prior year-to-date monthly actuals. Major variances are due to the restructure of the chart of accounts, 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 FY19 expense budget and year-to-date expense actuals through December 31, 2018. Please note grant-in-aid expenses have been budgeted based on prior year actuals, FY19 year-to-date actuals have been allocated to individual sports as expenses post throughout the fiscal year.



Schedule A

FY19 Budget and Monthly Actuals by Exhibit P21

Revenue/Expense Description (2)	FY19 Original Budget	FY19 Revised Budget	Fiscal Year 2018-19 (FY19)												FY19 YTD	FY19 Budget to Projected Actuals Variance	Actuals % of Revised Budget	FY18 YTD Actuals (December)	FY19 YTD vs. FY18 YTD Actuals
			July	August	September	October	November	December	January	February	March	April	May	June					
Pooled Revenues																			
NCAA/Mountain West Conference	4,750,000	4,750,000	532,639	395,833	395,833	395,833	395,833	395,833							2,511,804	(2,238,196)	52.9%	2,540,338	(28,533)
Media Rights/Sponsorship/Licensing	5,625,000	5,625,000	413,042	413,042	413,042	413,042	413,042	413,042							2,478,252	(3,146,748)	44.1%	2,270,208	208,043
Commissions	800,000	800,000	73,333	73,333	73,333	73,333	73,333	73,333							439,999	(360,001)	55.0%	225,000	214,999
Naming Rights	200,000	200,000	-	-	-	-	-	-							-	(200,000)	0.0%	-	-
Student Fees	3,681,708	3,681,708	211,580	402,038	1,322,737	-	-	-							1,936,355	(1,745,353)	52.6%	2,154,138	(217,783)
Fundraising	2,400,000	2,400,000	200,000	200,000	200,000	200,000	200,000	200,000							1,200,000	(1,200,000)	50.0%	1,625,000	(425,000)
State Appropriation	2,641,500	2,641,500	218,200	218,100	230,200	218,100	218,100	218,100							1,320,800	(1,320,700)	50.0%	1,308,700	12,100
Facility Rental/Merchandise/GIK	2,400,000	2,400,000	5,003	8,318	800	4,192	36,397	955,818							1,010,528	(1,389,472)	42.1%	764,064	246,463
Special Events and Other Revenues	2,035,000	2,035,000	96,898	126,009	97,871	118,984	203,219	267,986							910,967	(1,124,033)	44.8%	1,582,530	(671,564)
Transfers to/from Campus	974,000	974,000	973,806	(10,011)	(6,058)	(194)	69,060	(194)							1,026,409	52,409	105.4%	1,536,169	(509,760)
Land Proceed Transfer	789,039	789,039	-	-	-	-	-	-							-	(789,039)	0.0%	-	-
Sub-total	26,296,247	26,296,247	2,724,502	1,826,662	2,727,758	1,423,290	1,608,984	2,523,918	-	-	-	-	-	-	12,835,114	(13,461,133)	48.8%	14,006,148	(1,171,034)
Directed Revenues (by Sports)																			
Men's Basketball Tickets	3,800,000	3,800,000	-	-	-	4,096	1,034,144	744,986							1,783,226	(2,016,774)	46.9%	1,793,449	(10,223)
Football Tickets	1,200,000	1,200,000	-	-	323,610	141,701	415,784	-							881,095	(318,905)	73.4%	1,382,790	(501,695)
Women's Basketball Tickets	375,000	375,000	-	-	-	15,167	64,752	109,137							189,055	(185,945)	50.4%	227,625	(38,570)
Other Sports Tickets (1)	115,000	115,000	-	13,180	19,570	40,375	6,498	-							79,623	(35,377)	69.2%	144,188	(64,565)
Football Game Guarantees	1,100,000	1,100,000	-	-	1,100,000	-	-	-							1,100,000	-	100.0%	1,100,000	-
Sub-total	6,590,000	6,590,000	-	13,180	1,443,180	201,339	1,521,177	854,123	-	-	-	-	-	-	4,032,999	(2,557,002)	61.2%	4,648,051	(615,053)
Total	32,886,247	32,886,247	2,724,502	1,839,842	4,170,938	1,624,629	3,130,161	3,378,041	-	-	-	-	-	-	16,868,112	(16,018,135)	51.3%	18,654,199	(1,786,087)
Expenses																			
Salaries	11,272,844	11,272,844	865,392	849,356	889,942	861,724	978,959	901,883							5,347,257	(5,925,587)	47.4%	5,617,468	(270,212)
Payroll Benefits	3,271,643	3,271,643	225,618	225,833	266,773	233,767	235,828	218,093							1,405,912	(1,865,731)	43.0%	1,542,629	(136,717)
Communication Charges	110,268	110,268	4,993	5,337	7,204	5,364	5,095	7,579							35,573	(74,695)	32.3%	47,707	(12,135)
Other Expense	782,164	782,164	34,757	79,947	103,719	92,249	113,875	1,046,277							1,470,824	688,660	188.0%	1,192,515	278,309
Patient Care Costs	98,300	98,300	26,137	15,400	15,241	4,865	8,304	5,905							75,852	(22,448)	77.2%	109,370	(33,518)
Plant Maintenance	250,457	250,457	33,972	6,235	11,390	24,648	15,974	15,645							107,865	(142,592)	43.1%	128,950	(21,086)
Services	4,967,038	4,967,038	107,701	181,741	218,202	649,935	213,078	214,842							1,585,500	(3,381,538)	31.9%	1,890,269	(304,769)
Student Costs (includes Grant-in-Aid)	5,694,190	5,694,190	108,655	1,737,125	808,184	350,172	271,307	84,549							3,359,992	(2,334,198)	59.0%	3,338,679	21,313
Supplies	2,055,696	2,055,696	287,004	251,795	203,412	125,710	204,799	65,006							1,137,726	(917,970)	55.3%	1,096,323	41,403
Travel	3,809,977	3,809,977	680,575	212,352	124,882	445,800	412,537	441,397							2,317,543	(1,492,434)	60.8%	2,285,219	32,324
Utilities	573,670	573,670	(13,936)	51,768	52,039	42,561	16,907	73,624							222,964	(350,706)	38.9%	244,447	(21,483)
Total	32,886,247	32,886,247	2,360,868	3,616,891	2,700,989	2,836,795	2,476,665	3,074,799	-	-	-	-	-	-	17,067,006	(15,819,241)	51.9%	17,493,575	(426,569)
Net	-	-	363,634	(1,777,049)	1,469,950	(1,212,167)	653,496	303,242	-	-	-	-	-	-	(198,894)	(198,894)	-0.6%	1,160,624	(1,359,518)

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

(2) Actuals through December 31, 2018

(3) Does not include accumulated deficit

FY19 Budgeted Expenses and Year-to-Date (YTD) Actuals by Sport Exhibit P21 (1)

Football			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	2,615,585	1,353,302	1,262,283
Payroll Benefits	804,797	307,028	497,769
Communication Charges	28,550	10,252	18,298
Other Expense	79,908	43,433	36,475
Patient Care Costs	18,000	8,364	9,636
Plant Maintenance	83,407	47,724	35,683
Services	1,003,600	667,501	336,099
Student Costs/Grant-in-Aid (2)	1,724,282	1,206,688	517,594
Supplies	305,350	193,735	111,615
Travel	1,275,550	993,170	282,380
Utilities	7,800	4,075	3,725
Total	7,946,829	4,835,272	3,111,556

Men's Baseball			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	357,672	190,336	167,336
Payroll Benefits	107,609	43,602	64,007
Communication Charges	1,460	270	1,190
Other Expense	7,852	3,035	4,817
Patient Care Costs	-	1,920	(1,920)
Plant Maintenance	-	-	-
Services	55,760	1,135	54,625
Student Costs/Grant-in-Aid (2)	233,545	108,954	124,591
Supplies	78,230	56,279	21,951
Travel	168,100	28,406	139,694
Utilities	-	-	-
Total	1,010,228	433,937	576,291

Women's Softball			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	183,000	83,824	99,176
Payroll Benefits	65,294	28,841	36,453
Communication Charges	2,400	405	1,995
Other Expense	3,942	1,688	2,254
Patient Care Costs	-	-	-
Plant Maintenance	-	122	(122)
Services	28,800	797	28,003
Student Costs/Grant-in-Aid (2)	238,818	88,592	150,226
Supplies	27,300	25,996	1,304
Travel	140,100	18,131	121,969
Utilities	-	-	-
Total	689,654	248,397	441,257

Men's Basketball			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	2,018,137	999,279	1,018,858
Payroll Benefits	373,163	134,703	238,460
Communication Charges	15,560	2,934	12,626
Other Expense	59,150	11,912	47,238
Patient Care Costs	7,500	5,771	1,729
Plant Maintenance	34,900	6,632	28,268
Services	746,240	52,219	694,021
Student Costs/Grant-in-Aid (2)	275,374	184,900	90,474
Supplies	103,850	62,516	41,334
Travel	541,500	215,484	326,016
Utilities	-	-	-
Total	4,175,374	1,676,352	2,499,022

Women's Basketball			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	768,086	395,074	373,012
Payroll Benefits	258,590	111,885	146,705
Communication Charges	2,920	765	2,155
Other Expense	16,319	7,908	8,411
Patient Care Costs	-	1,000	(1,000)
Plant Maintenance	7,400	1,837	5,563
Services	290,250	50,361	239,889
Student Costs/Grant-in-Aid (2)	239,448	163,320	76,128
Supplies	48,850	22,336	26,514
Travel	343,628	233,403	110,226
Utilities	-	-	-
Total	1,975,491	987,887	987,604

Men's Soccer			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	225,969	122,339	103,630
Payroll Benefits	63,810	40,407	23,403
Communication Charges	2,420	686	1,734
Other Expense	5,628	4,069	1,559
Patient Care Costs	1,000	1,886	(886)
Plant Maintenance	-	-	-
Services	34,025	21,343	12,682
Student Costs/Grant-in-Aid (2)	213,722	87,130	126,591
Supplies	19,825	38,327	(18,502)
Travel	120,750	126,091	(5,341)
Utilities	-	-	-
Total	687,149	442,278	244,871

Women's Soccer			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	196,000	100,950	95,050
Payroll Benefits	70,889	34,430	36,459
Communication Charges	1,060	300	760
Other Expense	3,491	4,626	(1,135)
Patient Care Costs	-	152	(152)
Plant Maintenance	-	252	(252)
Services	4,200	2,481	1,719
Student Costs/Grant-in-Aid (2)	304,393	132,643	171,749
Supplies	15,250	17,082	(1,832)
Travel	127,100	151,405	(24,305)
Utilities	-	-	-
Total	722,383	444,322	278,061

Men's Golf			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	163,000	83,371	79,629
Payroll Benefits	50,816	29,693	21,123
Communication Charges	320	271	49
Other Expense	2,534	2,114	420
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	450	4,480	(4,030)
Student Costs/Grant-in-Aid (2)	97,381	40,355	57,026
Supplies	2,475	16,444	(13,969)
Travel	61,250	50,331	10,919
Utilities	520	38	482
Total	378,746	227,097	151,649

Women's Golf			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	144,905	73,708	71,197
Payroll Benefits	41,064	28,547	12,517
Communication Charges	560	-	560
Other Expense	2,319	2,000	319
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	3,800	10,105	(6,305)
Student Costs/Grant-in-Aid (2)	113,191	55,775	57,416
Supplies	8,560	18,885	(10,325)
Travel	56,000	31,350	24,650
Utilities	350	38	312
Total	370,749	220,408	150,341

Men's Tennis			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	103,000	48,100	54,900
Payroll Benefits	24,698	11,585	13,114
Communication Charges	290	135	155
Other Expense	2,750	1,328	1,423
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	15,810	2,640	13,170
Student Costs/Grant-in-Aid (2)	53,071	27,076	25,995
Supplies	15,300	10,692	4,608
Travel	48,700	19,610	29,090
Utilities	-	-	-
Total	263,619	121,164	142,455

Women's Tennis			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	105,000	50,520	54,480
Payroll Benefits	30,729	17,813	12,916
Communication Charges	610	330	280
Other Expense	2,481	1,156	1,325
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	12,910	3,194	9,716
Student Costs/Grant-in-Aid (2)	157,622	63,303	94,319
Supplies	13,615	15,838	(2,223)
Travel	50,500	13,812	36,688
Utilities	-	-	-
Total	373,467	165,966	207,501

Cross Country (M/W) (3)			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	153,188	76,771	76,417
Payroll Benefits	57,154	25,991	31,163
Communication Charges		-	-
Other Expense	2,885	2,226	659
Patient Care Costs		111	(111)
Plant Maintenance		487	(487)
Services	6,750	3,697	3,053
Student Costs/Grant-in-Aid (2)	314,034	115,540	198,494
Supplies	17,813	1,853	15,960
Travel	107,555	69,462	38,093
Utilities		-	-
Total	659,379	296,138	363,241

Track (M/W) (3)			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	153,188	85,883	67,305
Payroll Benefits	57,154	28,003	29,151
Communication Charges	560	300	260
Other Expense	3,078	1,991	1,087
Patient Care Costs	-	485	(485)
Plant Maintenance	12,350	-	12,350
Services	6,750	3,627	3,123
Student Costs/Grant-in-Aid (2)	314,034	115,658	198,376
Supplies	17,813	18,775	(962)
Travel	97,600	33,065	64,535
Utilities	-	-	-
Total	662,527	287,788	374,739

Women's Volleyball (4)			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	132,914	62,578	70,336
Payroll Benefits	42,351	18,941	23,410
Communication Charges	1,605	632	973
Other Expense	3,372	3,111	261
Patient Care Costs	-	-	-
Plant Maintenance	15,300	1,154	14,146
Services	52,950	19,146	33,804
Student Costs/Grant-in-Aid (2)	229,360	117,006	112,354
Supplies	33,650	16,788	16,862
Travel	94,650	103,845	(9,195)
Utilities	-	-	-
Total	606,152	343,200	262,952

Sand Volleyball (4)			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	113,514	56,876	56,638
Payroll Benefits	42,351	17,858	24,493
Communication Charges	-	-	-
Other Expense	1,174	419	755
Patient Care Costs	-	-	-
Plant Maintenance	3,000	-	3,000
Services	-	-	-
Student Costs/Grant-in-Aid (2)	38,957	8,981	29,976
Supplies	500	-	500
Travel	32,250	-	32,250
Utilities	-	-	-
Total	231,746	84,133	147,613

Skiing (M/W)			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	132,162	59,648	72,514
Payroll Benefits	49,310	25,207	24,103
Communication Charges	350	165	185
Other Expense	14,874	1,717	13,157
Patient Care Costs	-	-	-
Plant Maintenance	9,600	4,504	5,096
Services	7,000	1,944	5,056
Student Costs/Grant-in-Aid (2)	137,010	80,233	56,778
Supplies	21,260	9,310	11,950
Travel	102,950	43,491	59,459
Utilities	-	-	-
Total	474,516	226,216	248,301

Swimming/Diving			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	146,000	74,103	71,897
Payroll Benefits	54,473	25,757	28,716
Communication Charges	350	165	185
Other Expense	3,251	2,221	1,030
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	1,200	180	1,020
Student Costs/Grant-in-Aid (2)	192,740	119,941	72,799
Supplies	26,195	3,954	22,241
Travel	95,900	56,984	38,916
Utilities	-	-	-
Total	520,109	283,305	236,803

Spirit			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	-	-	-
Payroll Benefits	-	-	-
Communication Charges	-	165	(165)
Other Expense	960	668	292
Patient Care Costs	-	-	-
Plant Maintenance	500	-	500
Services	11,525	4,810	6,715
Student Costs/Grant-in-Aid (2)	-	-	-
Supplies	8,800	4,659	4,141
Travel	17,200	34,923	(17,723)
Utilities	-	-	-
Total	38,985	45,225	(6,240)

Administration/Events/Other Operating (5)			
Expense Description	FY19 Budget	FY19 YTD Actuals	FY19 Budget to Actuals Variance
Salaries	3,561,524	1,430,594	2,130,930
Payroll Benefits	1,077,391	475,621	601,770
Communication Charges	51,253	17,800	33,453
Other Expense	566,196	1,375,204	(809,008)
Patient Care Costs	71,800	56,163	15,637
Plant Maintenance	84,000	45,152	38,848
Services	2,685,018	735,839	1,949,179
Student Costs/Grant-in-Aid (2)	817,209	643,897	173,312
Supplies	1,291,060	604,259	686,801
Travel	328,694	94,579	234,115
Utilities	565,000	218,813	346,187
Total	11,099,145	5,697,921	5,401,224

Total	32,886,247	17,067,006	15,819,241
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(1) Does not include special events and bowl games; Actuals through December 31, 2018

(2) Grant-in-Aid was budgeted based on FY18 actuals, FY19 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

TAB 11

Information Item 11

Update on UNM Press

***Presentation materials for this item will be given on the day of the
Regents' Finance and Facilities Committee meeting.***