

THE UNIVERSITY OF NEW MEXICO



February 9, 2021
12:30 p.m.
Scholes Hall, Roberts Room

TAB 1

#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 9, 2021, 12:30 p.m.
Held Virtually, Via Zoom
<https://live.unm.edu/board-of-regents>
AGENDA

ACTION ITEMS:

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

COMMENTS:

- Open for Comments

ACTION ITEMS (Continued):

2. Approval of Finance and Facilities Committee Meeting Summary from December 1, 2020
3. Approval of Disposition of Surplus Property for November and December 2020 *(Presenter: Bruce Cherrin, Chief Procurement Officer, Purchasing Department)*
4. Approval of UNM Learning Management System *(Presenter: Bruce Cherrin, Chief Procurement Officer, Purchasing Department)*
5. Approval of 2nd Quarter Financial Actions Report and Certification through December 31, 2020 and 2nd Quarter Informational Financial Report through December 31, 2020 *(Presenter: Elizabeth Metzger, University Controller)*
6. Approval of 2nd Quarter Athletics' Enhanced Fiscal Oversight Program Report and Certification through December 31, 2020 and 2nd Quarter Information on Athletics' Report by Sport through December 31, 2020 *(Presenters: Eddie Nunez, Dir., Athletics and Nicole Dopson, Dir., Financial Operations, EVP for AA/Provost's Office)*
7. Project Construction Approval:
 - a. Centennial Engineering Center, 3rd Floor Civil Engineering Computer Lab Expansion
 - b. Student Union Partial Roof Replacement *(Presenter: Maria Dion, Assoc. Dir., PDC)*
8. Approval of Reappointments and Appointments to UNM Rainforest Innovations Board of Directors *(Presenter: Lisa Kuutila, CEO & Chief Economic Development Officer, Rainforest Innovations)*
9. Recommendations for Consent Agenda Items on Full Board of Regents' Agenda *(Sandra Begay, Chair, Regents' Finance & Facilities Committee)*

INFORMATION ITEMS:

10. Results of Advanced Refunding of UNM Series 2014A and 2014C Bonds *(Presenter: Vahid Staples, Budget Officer, Office of Planning, Budget & Analysis)*
11. Report on UNM 2021 Business & Economic Summit *(Presenters: Sandra Begay, Chair, Board of Directors, Rainforest Innovations and UNM Regent, and Lisa Kuutila, CEO & Chief Economic Development Officer, Rainforest Innovations)*
12. UNM Rainforest Innovations 2020 Annual Report and Audit Report *(Presenters: Lisa Kuutila, CEO & Chief Economic Development Officer, Rainforest Innovations, and Moss Adams)*
13. Lobo Development's Annual Meeting of the Member
 - a. Summarized Minutes of the December 10, 2019 Meeting
 - b. Acceptance of the FY 2019-20 Audit *(Presenters: Kelly Ward, Dir. Bus. Ops., LDC, and Teresa Costantinidis, President, LDC and SVPF&A)*
14. Lobo Energy Inc. Annual Meeting of the Member
 - a. Summarized Minutes of the December 10, 2019 Meeting
 - b. Acceptance of the FY 2019-20 Audit *(Presenter: Jason Strauss, President/CEO, LEI)*

EXECUTIVE SESSION:

None

TAB 2

#2

Approval of Finance and Facilities Committee Meeting Summary from December 1, 2020

THE UNIVERSITY OF NEW MEXICO
Board of Regents' Finance and Facilities (F&F) Committee
December 1, 2020 – Meeting Summary
<<<DRAFT>>>

Committee Members Present: Regent Sandra Begay, Regent Doug Brown, and Regent Rob Schwartz

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

Presenters in Attendance: Bruce Cherrin, Purchasing; Eddie Nuñez, Athletics; Nicole Dopson, Financial Operations; Vahid Staples, OPBA; Elizabeth Metzger, Controller; Tom Neale, Real Estate; Randall McDonald, Innovate ABQ; Paul Cassidy, UNM Foundation; Kristi Hanson, NEPC; and Dan Hennessy, NEPC.

ACTION ITEMS:

- 1. Call to Order, Confirmation of a Quorum, and Adoption of Agenda.** Regent Begay called the virtual meeting to order at 12:30 p.m. and confirmed that a quorum was established with Regent Begay and Regent Brown present. **Regent Schwartz moved to adopt the agenda and Regent Brown seconded. The motion passed unanimous vote with a quorum of committee members present and voting.**

COMMENTS:

There were no public comments.

- 2. Approval of Finance and Facilities Committee Meeting Summary from October 13, 2020.** **Regent Schwartz moved to approve and Regent Brown seconded. The motion passed by unanimous vote with a quorum of committee members present and voting. The minutes are in the E-book.**
- 3. Approval of Disposition of Surplus Property for September and October 2020.** Bruce Cherrin gave the presentation. Regents' approval was requested for the disposition of surplus property for September and October 2020. Items listed in the E-Book are either obsolete or beyond repair. The detailed reports are in the E-book. **Regent Schwartz moved to approve and Regent Begay seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**
- 4. Approval of 1st Quarter Athletics' Enhanced Fiscal Oversight Program (EFOP) Report and Certification through September 30, 2020 and 1st Quarter Information on Athletics' Report by Sport through September 30, 2020.** Nicole Dopson and Eddie Nunez gave the presentation. Regents' approval was requested for the Athletics' EFOP Report and Certification instituted by the New Mexico Higher Education Department (HED). The report covers the FY21 1st Quarter financial status and budget exhibits for the Athletics' department. The

detailed report is in the E-book. **Regent Brown moved to approve and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

1st Quarter Information on Athletics' Report by Sport through September 30, 2020.

Nicole Dopson and Eddie Nunez gave the presentation. The report describes the pooled revenues and directed revenues by sport for FY21 budget and actuals year-to-date through September 30, 2020. This report also compares FY21 budget to quarterly actuals, and FY21 year-to-date actuals to prior year-to-date actuals. The detailed report is in the E-book

5. Approval of Potential Advanced Refunding of UNM Series 2014A and 2014C Bonds.

Vahid Staples gave the presentation. Regents' approval was requested for the advanced refunding of UNM Series 2014A and 2014C bonds. The 2014A and 2014C bonds would be an advanced refunding because the call date on the bonds is June 2024. The refunding is expected to produce annual savings for fiscal years 2022 through 2035 and there would be no extension of the existing debt beyond 2035. The detailed report is in the E-book. **Regent Schwartz moved to approve and Regent Brown seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

6. Recommendations for Consent Agenda Items on Full Board of Regents' Agenda. Regent Begay recommended items 3 and 5 be placed on the full Board of Regents' consent agenda. **Regent Schwartz moved to approve and Regent Brown seconded. The motion passed by unanimous vote with a quorum of committee members present and voting.**

INFORMATION ITEM(S):

7. Monthly Consolidated Financial Reports for Month Ended September 30, 2020. Elizabeth Metzger presented the monthly consolidated financial reports for month ended September 30, 2020. The detailed reports are in the E-book.

8. Information on the Dissolution of Innovate ABQ, Inc. and the Transfer of its Real Estate to UNM. Tom Neale and Randall McDonald provided an overview of the dissolution of Innovate ABQ, Inc. and the transfer of its real estate to UNM. Both documents are in the E-book.

9. Investments Overview and Introduction to New Investment Advisors – NEPC. Paul Cassidy, Kristi Hanson, and Dan Hennessy gave the presentation. The investment overview and investment advisor profiles are detailed in the E-book.

EXECUTIVE SESSION:

A. Vote to close the meeting and proceed into executive session.

Regent Schwartz moved to close the meeting at 1:30 p.m. and proceed into executive session and Regent Brown seconded. The motion was passed by unanimous vote with a quorum of committee members present and voting.

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.

Regent Brown moved to re-open the meeting at 2:23 p.m. and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of Committee members present and voting.

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.

Regent Brown moved to adjourn at 2:25 p.m. and Regent Schwartz seconded. The motion passed by unanimous vote with a quorum of Committee members present and voting.

TAB 3

#3

Approval of Disposition of Surplus Property for November and December 2020

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 November & December 2020

Date: January 19, 2021

To: Bruce Cherrin
Chief Procurement Officer
Purchasing Department

From: Marcos Roybal
Associate Director – Finance & Administration
Purchasing Department
University Services

Attached for your review and submission to the Board of Regents is the Surplus Property Disposition detail list for the month of November 2020 and December 2020.

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

NOVEMBER & DECEMBER 2020

Surplus Property Disposition - November & December FY21

Memo	Asset Tag	Department	Description	Manufacturer	Purchased	Total Cost (\$)	NBV (\$)	Disposal Method
1	N00005978	FM Automotive	Buses-Bus purchase	BlueBird	11/11/2005	\$139,156.00	\$0.00	Obsolete
1	N00005979	FM Automotive	Vehicle Bus	BlueBird	11/11/2005	\$139,156.00	\$0.00	Obsolete
2	N00034150	Chemistry Department	GenomeSequencer/AppliedBiosystems	ApplBioSys	01/04/2012	\$49,652.67	\$0.00	Obsolete
3	201857	KNME Operations	POWER GENERATOR	Caterpillar	07/09/1996	\$40,469.00	\$0.00	Beyond Repair
4	204609	IM COEHP	X-RAY ANALYSIS SYSTE	Gendex	04/11/1994	\$38,600.00	\$0.00	Obsolete
1	236689	FM Area Four	MV VAN	Ford	05/26/1999	\$22,637.00	\$0.00	Obsolete
1	237119	FM Area Three	MV VAN	Ford	07/08/1999	\$22,637.00	\$0.00	Obsolete
1	N00007394	FM Automotive	Vehicle	Buick	05/08/2006	\$22,000.00	\$0.00	Obsolete
1	262924	FM Area Four	MV UTILITY	TaylorDunn	08/29/2003	\$20,796.00	\$0.00	Obsolete
1	214365	FM Automotive	MV TRK UNDER 1 TON	Ford	02/15/1996	\$19,752.00	\$0.00	Obsolete
2	N00039337	CRTC Administration	IonOneTouchSystem/2.0	LifeTech	01/07/2013	\$19,212.25	\$0.00	Obsolete
2	N00038608	CRTC Administration	IonOneTouch2.0System	Applera	11/06/2012	\$19,010.58	\$0.00	Obsolete
1	262053	FM Automotive	MV VAN	Dodge	07/09/2003	\$16,874.00	\$0.00	Obsolete
5	N00061137	Gallup Health Careers	PanoramicXRaySystem/Carestream8000	Kodak	04/27/2017	\$16,397.00	\$4,645.96	Beyond Repair
1	183450	FM Automotive	MV VAN HY CUBE	Ford	05/25/1988	\$16,305.00	\$0.00	Obsolete
1	205421	FM Automotive	MV VAN	Dodge	04/13/1994	\$15,412.00	\$0.00	Obsolete
4	204610	IM COEHP	X-RAY MASTER CONTROL	Gendex	04/11/1994	\$12,000.00	\$0.00	Obsolete
1	N00004438	FM Automotive	DODGE STRATUS	Dodge	06/27/2005	\$11,863.00	\$0.00	Obsolete
1	237121	FM Automotive	MV TRK UNDER 1 TON	Chevrolet	07/08/1999	\$10,447.00	\$0.00	Obsolete
	N00032363	AS Biology Gen Admin Chair	Freezer	VWR	08/05/2011	\$9,411.77	\$0.00	Beyond Repair
	N00056524	Research General	ChromatographyRefrigerator/45CFStainlessSteel	VWR	01/20/2016	\$6,711.29	\$112.12	Too Costly to Repair
Total Asset Disposition (#)								21
Total Capitalization (\$)								\$668,499.56
Total Net Book Value (\$)								\$4,758.08





Facilities Management

Automotive Center

Supervisor: Jeff Brumfield 277-3670

Operations Specialist: Irene Trujillo [277-3659](tel:277-3659)

To: University Services

From: Jeff Brumfield - FM Automotive Center Supervisor

CC: Michael McCord

Date: 11/11/20

Subject: Request for Disposition of the Following UNM Asset(s):

Please see list of requested surplus asset(s):

Unit#	Asset#	Description	Cost	NBV	Adj Cost	Acquisition Date
1035	237121	Vehicle/Truck	\$10,447	\$0	\$0	07/08/1999
549	214365	Vehicle/Truck	\$19,752	\$0	\$0	02/15/1996
1107	N00007394	Vehicle/Car	\$22,000	\$0	\$0	05/05/2006
1181	262053	Vehicle/Van	\$16,874	\$0	\$0	07/09/2003
1270	N00004438	Vehicle/Car	\$11,863	\$0	\$0	06/23/2005
402	183450	Vehicle/Van	\$16,305	\$0	\$0	05/25/1988
1028	237119	Vehicle/Van	\$22,637	\$0	\$0	07/08/1999
487	205421	Vehicle/Van	\$15,412	\$0	\$0	04/13/1994
1030	236689	Vehicle/Van	\$22,637	\$0	\$0	05/26/1999

Unit#	Asset#	Description	Cost	NBV	Adj Cost	Acquisition Date
1285	N00005978	Vehicle/Bus	\$139,156	\$0	\$0	11/10/2005
1286	N00005979	Vehicle/Bus	\$139,156	\$0	\$0	11/10/2005
1207	262624	Vehicle/Electric	\$20,796	\$0	\$0	08/29/2003

Thank you for your attention to this matter.

The cost of repairs exceeds the value of the vehicle(s). We believe the surplus of these assets will result in a cost savings to the department of monthly insurance, fuel expenses; as well as cost of repairs to keep the unit safely in service.

For further information please contact me (505-277-3670) at or Irene Trujillo (505-277-3659)

Sincerely,

Jeff Brumfield

Supervisor Automotive Center

Date: 10/28/20

To: Inventory control/Surplus

From: Sabrina Samudio-Ruiz, Ph.D.
Senior Lab Operations Manager CRF

Subject: Surplus of Ion Torrent, Ion One Touch tags #'s N00034150, N00039337, N00038608

This memo is in reference to a surplus request for Asset #'s N00034150, N00039337, N00038608. While these were capital equipment purchases 8+ years ago, there is \$0 net value listed in Banner 9. These instruments were originally purchased for use in the UNMCCC ATG Shared Resource. They were used in the shared resource to assist researchers using the facility to completed genomic experiments. These instruments are now older, outdated technology that are obsolete in this rapidly changing field of genomic sequencing. We are seeking permission to surplus these instruments as they are no longer in use.

Information on these Items listed below:

N00034151, TC \$49,500.00, AC \$ 49,652.67, NBV \$0.00, PU 01/05/2012, Grant 3RA71, OrgCode 889A (approval given by Rider, Felicia F.)

N00039337, TC \$18,985.00, AC \$19,212.25, NBV \$0.00, PU 01/14/2013, OrgCode: 099C0 (approval given by Mitchell, Shirley A.)

N00038608, TC \$19,010.58, AC \$19,010.58, NBV \$0.00, PU 11/06/2012, OrgCode: 099C (approval given by Mitchell, Shirley A.)

Please let us know what else you might require from us.

Thank you.

**Sabrina Samudio-
Ruiz**

Digitally signed by Sabrina Samudio-Ruiz
DN: cn=Sabrina Samudio-Ruiz, o=University of New
Mexico Comprehensive Cancer Center, ou=Research
Administration, email=SRuiz@salud.unm.edu, c=US
Date: 2020.10.29 11:57:27 -06'00'



October 29, 2020
247A KNME Operations

Attn: Mr. Marcos Roybal, Associate Director, University Services
CC: Mr. Norris Cain, Supervisor, General Services, Surplus Property

Re: Disposition of Surplus Property – Asset tag #201857

Mr. Roybal,

Please accept this memo to confirm a request for disposition of UNM asset #201857. This asset was purchased 07/09/1996, 24 years ago, for \$40,469.00. This asset was used to provide backup power at our Sandia Crest primary transmission facility (building #731) for KNMD-TV Ch 9 , UNM's public radio station KUNM-FM, APS maintenance and operations radio, APS security 2-way radio, and APS's public radio station KANW-FM in the event of a power outage or other failure. The asset has been obsolete for some time, and it is now beyond repair. Adjusted cost \$40,469.00 and net book value of this asset is \$0.

We believe that removing this asset will result in less costly repair bills such as emergency maintenance, parts and labor. We have replaced this asset with a new generator from Power Generator Services. They have hauled off the old generator as part of this service.

R



Digitally signed by Susan Rhymer
DN: cn=Susan Rhymer, o=KNME-TV,
ou=New Mexico PBS,
email=srhymer@nmpbs.org, c=US
Date: 2020.10.29 13:10:46 -06'00'

Susan Rhymer,
Director, Finance & Administration
KNME-TV/NMPBS
505-277-1221

UNM Asset Tag #	Description	Total cost	Adjusted cost	NBV	Purchased date
201857	Power generator	\$40,469.00	\$40,469.00	\$0.00	7/9/1996

1130 University Blvd. NE Albuquerque, NM 87102 Tel 505.277.2121 Fax 505.277.2191 newmexicopbs.org

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



5.1



5.2



5.3



9.1



9.2



December 2, 2020

University Services

Attention: Marcos Roybal, Associate Director, University Services

CC: Norris Cain, Supervisor, General Services, Surplus Property

RE: Disposition of Surplus Property- UNM Asset Tag #204609 & #204610

Dear Mr. Roybal,

I am writing to confirm a Request for Disposition that included the following UNM Asset Tag #204609 & #204610. UNM Tag #204609 (Gendex Corporation X-Ray Imaging/Analysis System) which was purchased on April 11, 1994 by the University of New Mexico total cost & adjusted cost of \$38,600.00. The machine was used to conduct X-Ray imaging and has a net book value (NBV) of \$0.00. The machinery is antiquated, no longer in use, and is being stored until removal. UNM Tag #204610 (Gendex Corporation Controller) was purchased on April 11, 1994 by the University of New Mexico total cost & adjusted cost \$12,000.00. The controller was used in conjunction with the referenced X-Ray Imaging/Analysis System has a net book value (NBV) of \$0.00. As mentioned, this machine and controller are not in use as the technology is outdated and is not in working order. The decision to remove the equipment is endorsed by the Unit Director and is in need of disposal to allow for room renovation and re-purposing of the space for a new function. This removal of the equipment will allow UNMH to renovate the existing room for Pulmonary Functional Testing within the hospital to provide more accessible patient care.

Thank you for your consideration.

Respectfully,

A handwritten signature in blue ink, appearing to read 'Jeremy Jerge'.

Jeremy Jerge, Facilities Planner

UNMH Planning & Construction

jjerge@salud.unm.edu

505-850-871

UNM Asset Tag #	Description	Total cost	Adjusted cost	NBV	Purchased date
204609	X-Ray imaging	\$38,600	\$38,600	\$0	4/11/1994
204610	Controller	\$12,000	\$12,000	\$0	4/11/1994



Education, Health and Human Services Division

October 9, 2020

To: Brandon J Harrie, Accounting Clerk
 From: Gayle Woodcock, Dental Assisting Program Director
 UNM- Gallup
 Subject: Disposition of Surplus Property – UNM Tag N---61137

Dear Mr. Harrie,

UNM Tag # N00061137 (Kodak, Carestream 8000 Panorex) was purchased on April 18, 2017 for \$16,397.00 with Carl Perkins Grant Funds. The adjusted cost is \$16,397.00 and net value is \$4,919.24. The machine was purchased as used/refurbished with a one-year warranty. The value of a new machine at that time was between \$50,000 - \$150,000. The machine was used to teach dental assisting students how to take panoramic radiographs.

The x-ray machine's housing unit is encased in oil to prevent overheating when taking x-rays. Unfortunately, a large amount of oil has leaked out of the device. The closest repair company is in Kansas. After speaking with a company representative, it was determined that it would be cost prohibitive to bring someone to Gallup and most likely it would not be able to be repaired.

We will not be replacing this machine. We have made arrangements with a local dentist, with which we have an affiliation agreement with, to have the students go to his office to learn to use this type of machine.

Thank you for this consideration.

Respectfully,

Gayle Woodcock

Gayle Woodcock, CDA, BSDH
 Dental Assisting Program Director
 University of New Mexico -Gallup

<u>UNM Asset Tag #</u>	<u>Description</u>	<u>Total cost</u>	<u>Adjusted cost</u>	<u>NBV</u>	<u>Purchased Date</u>
N00061137	X-RAY SYSTEM	\$16,397.00	\$16,397.00	\$4,645.96	04/18/2017

◆ The University of New Mexico ◆ 705 Gurley Ave, Gallup, NM 87301 ◆

◆ Phone: 505.863.7514 ◆ Fax: 505.726.6307 ◆ www.unm.edu ◆

The University of New Mexico is an Affirmative Action/Equal Opportunity Institution

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

#4

Approval of UNM Learning Management System



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

MEMORANDUM

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

From: Bruce Cherrin, Chief Procurement Officer

Subject: Contract Approval

Date: January 27, 2021

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

UNM Learning Management System

Requests for Proposal #2196-20 were solicited on 2/10/2020 to replace UNM's Learning Management System (LMS), a self-hosted, on-premises instance of Blackboard Learn (branded UNM Learn).

In Fall 2018, a Provost Taskforce on Redesigning the University produced a set of recommendations to improve UNM including a recommendation to re-evaluate our Academic Learning Management System (LMS) needs. In particular, the committee recommended that the University seek a more intuitive system that simplifies faculty workflows and promotes student engagement and learning. Concurrently, the Academic Technology Advisory Board also recommended that Academic Technologies re-evaluate our LMS needs. Beyond that, Blackboard has announced an end-of-life date (end of 2023) for their self-hosted offering, which means UNM faces an inevitable migration to a cloud environment.

The current LMS was in heavy use pre-COVID-19, and UNM's reliance on a system for remote instruction has only grown since the onset of the pandemic. Not only must an LMS meet UNM's current needs, but must be flexible, modern, with a very low barrier to entry to accommodate the changes that will appear in the education landscape once social distancing and other pandemic concerns have receded into the background.

For the RFP, vendors needed to:

- Propose a cloud-based Learning Management System
- Have at least 5 years' experience delivering enterprise level, campus-wide solutions to large institutions categorized by the Carnegie Commission of Higher Education as Research 1: Doctoral Universities with Very High Research Activity

- Include all 5 campuses in a single instance, which matches the current state
- Integrate with UNM's Banner system
- Provide a system that can effectively support UNM teaching and learning activities with an interface that is intuitive, easy to use, and makes efficient use of faculty and student time

Four vendors responded to the RFP. The core scoring team evaluated the responses and identified three finalist systems, which were then evaluated by members from UNM's faculty, student, and staff communities. The scoring team was small, but over 500 evaluators signed up to review the systems. Every evaluator was required to sign a confidentiality agreement in order to participate, and were given access to the systems under review, including fully developed sample courses (both students and faculty) and sandboxes to test course development (faculty).

Multiple demos, orientations, and office hours were scheduled so any questions evaluators had about the systems could be addressed. Those presentations were recorded and made available for anyone who missed them. Task-based and post-demo survey responses were solicited from the evaluators to gauge ease of use from both the student and faculty perspectives.

In accordance with the criteria established for the procurement, the committee recommends awarding the contract to Instructure Inc., whose product Canvas was consistently rated as the top candidate by both the scoring team and the larger evaluation community. Canvas has been awarded contingent on Board of Regent's approval.

Source of Funding

Proposed as part of Student Technology Fee structure for annual costs, one-time funds to cover gap year, reuse of funds allocated to Blackboard license and hosting.

Pricing is listed below:

SEVEN (7) YEAR TOTAL COST	\$2,498,375.56
----------------------------------	-----------------------

Department Representatives in attendance for presentation:
Elisha Allen, Director, Core IT Services, Jon Bocock, Associate Director of Core IT Services and Duane Arruti, Chief Information Officer, IT.

TAB 5

5

Approval of 2nd Quarter Financial Actions Report and Certification through December 31, 2020 and 2nd Quarter Informational Financial Report through December 31, 2020




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

MEMORANDUM

DATE: January 21, 2021

TO: Teresa Costantinidis
Senior VP for Finance and 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, 2020 needs to be approved at the February 9, 2021 Finance & Facilities Committee meeting.

Information Items.

The Monthly Consolidated Financial Reports for the month ended December 31, 2020 will be presented at the February 9, 2021 Finance & Facilities Committee meeting.

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

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

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

1st _____ 2nd X 3rd _____ 4th _____ Quarter, FY 2021

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.

Sandra Begay, Chair, Board of Regents-F&F

Date

Garnett S. Stokes, President

Date

Teresa Costantinidis, Senior VP for Finance & Administration

Date

University of New Mexico

Quarterly Financial Actions Report

Fiscal year 2021

Date 1/27/2021

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 2021, End of Quarter 2

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

Nature of Financial Changes not yet reflected in a BAR:

Mid-year reviews are in process for Main Campus and Branches to further assess the estimated impact of the pandemic on Auxiliary and Athletic operations. Based on current projections, the Institutional Support Service Auxiliary Enterprise could end the year with a \$8.9M deficit. Athletics could see a current year deficit from \$12.4M to \$13.8M.

HSC School of Medicine physician revenue is being negatively affected by the pandemic and the Governor’s order to limit non-emergency procedures. The extent of the loss and any possible recovery will depend on the progression of COVID-19 in NM over the next several months.

The University is eligible for additional CARES ACT funds that could potentially be used to offset a portion of the deficits due to COVID-19.



Monthly Financial Report

Consolidated Total Operations Current Funds

Fiscal Year to Date as of December 31, 2020

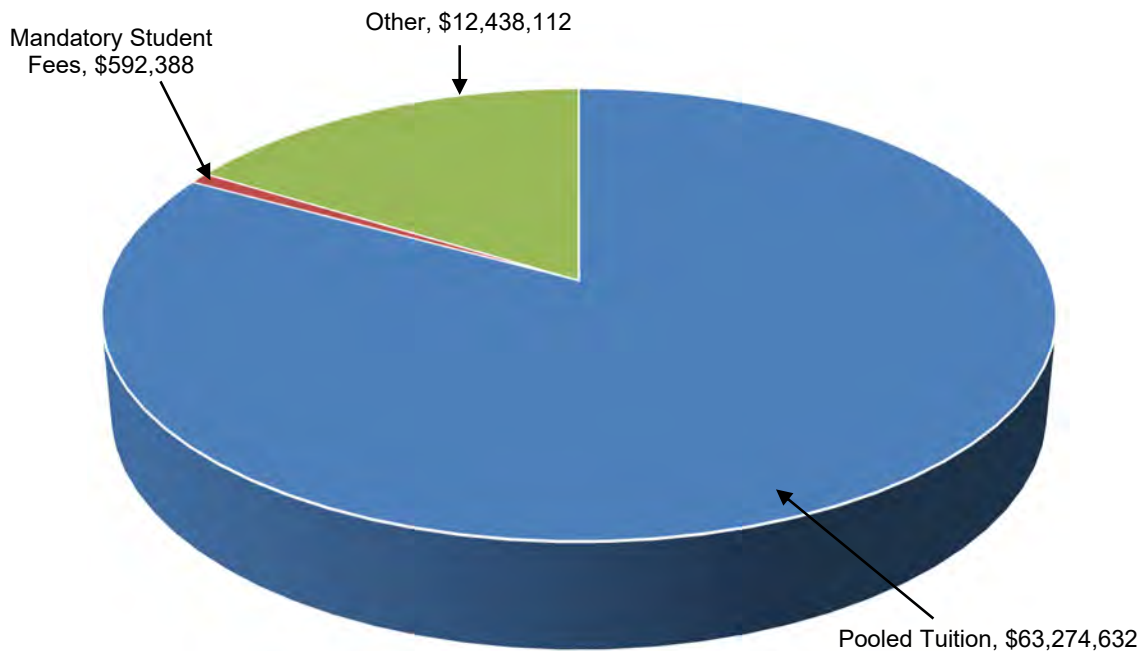
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Summary of Items in the Consolidated Financial Report As of December 31, 2020

- Instruction and General (Consolidated page 8, Main Campus page 14): Tuition and Fees - The graph below indicates the portion of Main Campuses I&G Tuition and Fee revenue that is pooled and allocated to the departments. The remainder of I&G Tuition and Fee revenue is distributed directly to the units, EX: tuition differential, course fees.

**Main Campus Tuition and Fees
as of December 31, 2020**



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

Budget	\$105,088,891
Difference	\$(41,814,259)

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

Clinical Operations		FY21 – as of 12/31/20		FY20 – as of 12/31/19		Variance between FY2021 and FY2020
UNM HSC Academic Enterprise	\$	10,659,759	\$	10,465,517	\$	194,242
UNM Hospitals Operations	\$	40,402,128	\$	12,810,882	\$	27,591,246
UNM Medical Group	\$	3,196,512	\$	5,437,724	\$	-2,241,212
SRMC	\$	103	\$	27,844	\$	-27,741
Total	\$	54,258,502	\$	28,741,967	\$	25,516,535

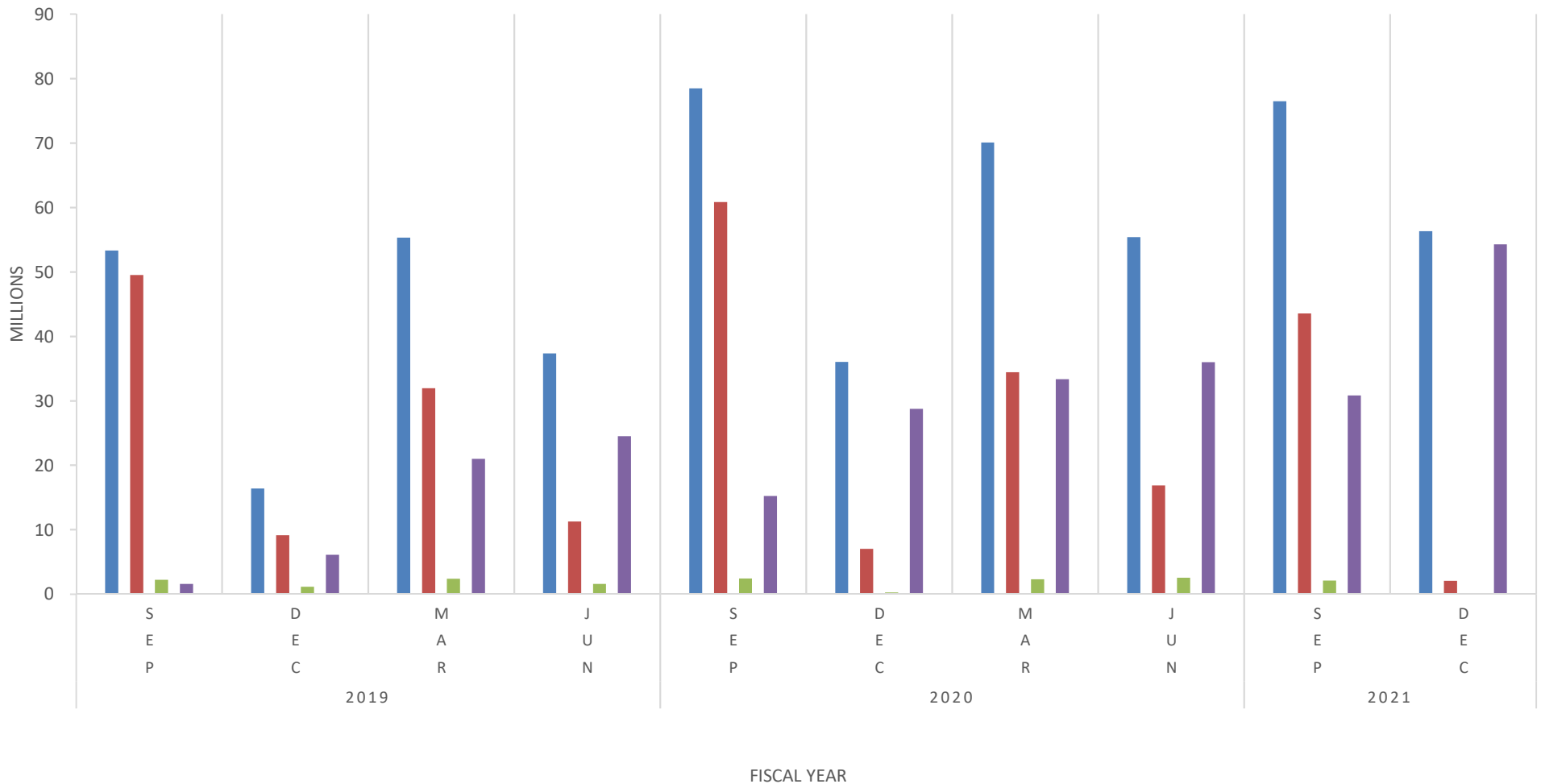
- COVID-19 CARE Funding Received in Fiscal Year 20-21 as of December 31, 2020:

Clinical Operations \$39,613,920



CONSOLIDATED TOTAL OPERATIONS - 3 YEAR NET REVENUE
(NET REVENUE = TOTAL REVENUES LESS TOTAL EXPENSES FOR THE CONSOLIDATED AND EACH CAMPUS)
FISCAL YEAR TO DATE AS OF DECEMBER 31, 2020

■ Consolidated (total on pg 10)
 ■ Main (total on pg 16)
 ■ Branches (total on pg 18)
 ■ HSC (total on pg 10)



Executive Budget Summary

University of New Mexico Consolidated Financial Report

Fiscal Year 2021 UNM Operating Budget with Revisions

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

Instruction and General's operations projects a use of reserves of \$4.0M for the Fiscal Year 2021 UNM Operating Budget with Revisions; \$2.1M use of reserves at the Main Campus and a \$1.9M use of reserves at the Branch Campuses. HSC's revised budget for I&G is now included in the Clinical Operations budget.

Unrestricted Research operations projects a use of reserves of \$2.8M for the Fiscal Year 2021 UNM Operating Budget with Revisions-all at the Main Campus. HSC's revised budget for research is now included in the Clinical Operations budget.

Unrestricted Public Service operations projects a use of reserves of \$2.7M for the Fiscal Year 2021 UNM Operating Budget with Revisions; \$2.6M use of reserves is at the Main Campus and a \$61K use of reserves is at the Branch Campuses. HSC's revised budget for Unrestricted Public Service is now included in the Clinical Operations budget.

Student Aid operations projects a use of reserves of \$9.9M for the Fiscal Year 2021 UNM Operating Budget with Revisions; \$9.9M use of reserves is at the Main Campus and a \$18K use of reserves is at the Branch Campuses. HSC's revised budget for Student Aid is now included in the Clinical Operations budget.

Student Activities are the operations of Student Government and Student organizations. The FY 2021 UNM Operating Budget with Revisions projects a positive net margin of \$118K. HSC's revised budget for Student Activities is now included in the Clinical Operations budget.

Auxiliaries and Athletics

The FY 2021 UNM Operating Budget with Revisions for Auxiliaries and Athletics projects a positive net margin of \$1.6M. This includes \$(416K) for any contingencies.

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

Clinical Operations now includes HSC (UNM HSC Academic Enterprises), UNM Hospital, UNM Medical Group, and SRMC. The FY 2021 UNM Operating Budget with Revisions for Clinical Operations totals \$23,860,126 and is listed by unit below:

- UNM HSC Academic Enterprise as a budgeted net margin of \$(3,082,178)
- UNM Hospitals operations has a budgeted net margin of \$18,757,408
- UNM Medical Group operations has a budgeted net margin of \$8,180,158
- SRMC has a budgeted net margin of \$4,738

Statements of Revenues, Expenses and Changes in Net Position
For the six month ended December 31, 2020
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2021 Full Year Operating Budget with Revisions	FY 2021 Year-to-Date Actual	Fiscal YTD Favorable/(Unfavorable) Compared to Budget	Actual to Budget Benchmark Rate 50%	FY 2020 Year-to-Date Actual**	FY 2021 YTD Actual Change From FY 2020 YTD Actual
Instruction and General						
Tuition and Fees Revenues***						
Main Campus	127,246,269	76,305,132	(50,941,137)	60%	71,561,304	4,743,828
Branch Campuses	6,175,183	3,190,952	(2,984,231)	52%	3,520,965	(330,013)
Total Tuition and Fees Revenues	133,421,452	79,496,084	(53,925,368)	60%	75,082,269	4,413,815
State/Local Appropriations	216,629,067	108,314,536	(108,314,531)	50%	113,111,190	(4,796,654)
F & A Revenues	20,745,000	9,552,644	(11,192,356)	46%	10,463,327	(910,683)
Transfers	(53,151,906)	(30,194,263)	22,957,643	57%	(31,084,116)	889,853
Other Revenues	18,715,599	9,017,077	(9,698,522)	48%	8,166,543	850,534
Total Instruction and General Revenues	336,359,212	176,186,078	(160,173,134)	52%	175,739,213	446,865
Salaries	207,767,148	103,201,738	104,565,410	50%	105,925,646	2,723,908
Benefits	69,838,989	36,585,441	33,253,548	52%	36,180,428	(405,013)
Other Expenses	62,783,372	28,931,956	33,851,416	46%	31,015,882	2,083,926
Total Instruction and General Expenses	340,389,509	168,719,135	171,670,374	50%	173,121,956	4,402,821
Net Instruction and General Revenue (Expense)	(4,030,297)	7,466,943	11,497,240		2,617,257	4,849,686
Research						
State/Local Appropriations	1,805,950	902,975	(902,975)	50%	1,035,525	(132,550)
Transfers	15,812,779	6,345,152	(9,467,627)	40%	6,632,489	(287,337)
Other Revenues	264,110	481,587	217,477	182%	389,390	92,197
Total Research Revenues	17,882,839	7,729,714	(10,153,125)	43%	8,057,404	(327,690)
Salaries and Benefits	9,626,628	5,531,877	4,094,751	57%	5,356,335	(175,542)
Other Expenses	11,068,148	3,309,656	7,758,492	30%	3,806,217	496,561
Total Research Expenses	20,694,776	8,841,533	11,853,243	43%	9,162,552	321,019
Net Research Revenue (Expense)	(2,811,937)	(1,111,819)	1,700,118		(1,105,148)	(6,671)
Public Service						
State/Local Appropriations	5,253,250	2,626,625	(2,626,625)	50%	2,069,925	556,700
Sales and Services Revenues	4,329,111	2,956,968	(1,372,143)	68%	4,169,590	(1,212,622)
Gifts	8,432,938	4,708,934	(3,724,004)	56%	4,603,133	105,801
Transfers	(638,414)	(201,170)	437,244	32%	(1,225,202)	1,024,032
Other Revenues	4,728,661	1,204,914	(3,523,747)	25%	1,488,492	(283,578)
Total Public Service Revenues	22,105,546	11,296,271	(10,809,275)	51%	11,105,938	190,333
Salaries and Benefits	12,156,426	5,436,755	6,719,671	45%	5,764,058	327,303
Other Expenses	12,606,126	3,775,212	8,830,914	30%	5,327,014	1,551,802
Total Public Service Expenses	24,762,552	9,211,967	15,550,585	37%	11,091,072	1,879,105
Net Public Service Revenue (Expense)	(2,657,006)	2,084,304	4,741,310		14,866	2,069,438

Statements of Revenues, Expenses and Changes in Net Position
For the six month ended December 31, 2020
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2021 Full Year Operating Budget with Revisions	FY 2021 Year-to-Date Actual	Fiscal YTD Favorable/(Unfavorable) Compared to Budget	Actual to Budget Benchmark Rate 50%	FY 2020 Year-to-Date Actual**	FY 2021 YTD Actual Change From FY 2020 YTD Actual
Student Aid						
Gifts	6,419,137	3,385,745	(3,033,392)	53%	201,685	3,184,060
State Lottery Scholarship***	23,450,000	10,081,028	(13,368,972)	43%	11,864,497	(1,783,469)
Transfers	18,905,796	9,533,140	(9,372,656)	50%	9,244,853	288,287
Other Revenues	632,034	156,752	(475,282)	25%	3,159,654	(3,002,902)
Total Student Aid Revenues	49,406,967	23,156,665	(26,250,302)	47%	24,470,689	(1,314,024)
Salaries and Benefits	1,861,660	1,135,311	726,349	61%	1,038,936	(96,375)
Other Expenses	57,440,169	22,812,009	34,628,160	40%	19,828,966	(2,983,043)
Total Student Aid Expenses	59,301,829	23,947,320	35,354,509	40%	20,867,902	(3,079,418)
Net Student Aid Revenue (Expense)	(9,894,862)	(790,655)	9,104,207		3,602,787	(4,393,442)
Student Social & Cultural Programs						
Fee Revenues***	7,422,767	3,837,093	(3,585,674)	52%	4,223,102	(386,009)
Sales and Services Revenues	912,907	149,310	(763,597)	16%	477,445	(328,135)
Transfers	570,873	443,874	(126,999)	78%	439,137	4,737
Other Revenues	51,472	12,453	(39,019)	24%	41,870	(29,417)
Total Student Social & Cultural Programs Revenues	8,958,019	4,442,730	(4,515,289)	50%	5,181,554	(738,824)
Salaries and Benefits	5,836,122	2,083,971	3,752,151	36%	2,686,984	603,013
Other Expenses	3,003,553	1,465,430	1,538,123	49%	2,408,000	942,570
Total Student Social & Cultural Programs Expenses	8,839,675	3,549,401	5,290,274	40%	5,094,984	1,545,583
Net Student Social & Cultural Programs Revenue (Expense)	118,344	893,329	774,985		86,570	806,759
Auxiliaries and Athletics						
Branch Campuses Auxiliary Revenues	1,838,085	335,892	(1,502,193)	18%	850,620	(514,728)
Main Campus Auxiliaries Revenues	45,693,288	12,521,481	(33,171,807)	27%	22,895,735	(10,374,254)
Athletics Revenues	31,858,487	10,032,933	(21,825,554)	31%	16,841,402	(6,808,469)
Total Auxiliaries and Athletics Revenues	79,389,860	22,890,306	(56,499,554)	29%	40,587,757	(17,697,451)
Branch Campuses Auxiliary Expenses	2,138,085	594,920	1,543,165	28%	818,609	223,689
Main Campus Auxiliaries Expenses	43,840,434	15,740,625	28,099,809	36%	20,917,791	5,177,166
Athletics Expenses	31,858,487	13,033,365	18,825,122	41%	16,771,596	3,738,231
Total Auxiliaries and Athletics Expenses	77,837,006	29,368,910	48,468,096	38%	38,507,996	9,139,086
Net Auxiliaries and Athletics Revenue (Expense)	1,552,854	(6,478,604)	(8,031,458)		2,079,761	(8,558,365)

Statements of Revenues, Expenses and Changes in Net Position
For the six month ended December 31, 2020
Preliminary and Unaudited

University of New Mexico - Consolidated Total Operations Current Funds

	FY 2021 Full Year Operating Budget with Revisions	FY 2021 Year-to-Date Actual	Fiscal YTD Favorable/(Unfavorable) Compared to Budget	Actual to Budget Benchmark Rate 50%	FY 2020 Year-to-Date Actual**	FY 2021 YTD Actual Change From FY 2020 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	152,824,718	61,058,276	(91,766,442)	40%	66,448,363	(5,390,087)
State and Local Grants and Contracts Revenues	18,948,148	6,902,086	(12,046,062)	36%	8,377,651	(1,475,565)
Non-Governmental Grants and Contracts Revenues	12,800,000	4,890,948	(7,909,052)	38%	5,581,816	(690,868)
Gifts	50,000	-	(50,000)	0%	-	-
Transfers	-	655,972	655,972	N/A	857,913	(201,941)
Other Revenues	-	-	-	N/A	-	-
Total Sponsored Programs Revenues	184,622,866	73,507,282	(111,115,584)	40%	81,265,743	(7,758,461)
Salaries and Benefits	74,500,832	29,357,724	45,143,108	39%	30,375,275	1,017,551
Other Expenses	110,122,034	44,149,558	65,972,476	40%	50,890,468	6,740,910
Total Sponsored Programs Expenses	184,622,866	73,507,282	111,115,584	40%	81,265,743	7,758,461
Net Sponsored Programs Revenue (Expense)	-	-	-		-	-
HSC Clinical and Academic Operations*						
State/Local Appropriations	104,799,431	52,575,580	(52,223,851)	50%	53,297,767	(722,187)
Capital Appropriations	-	-	-	N/A	33,588,918	(33,588,918)
UNM Medical Group Revenues	439,945,555	202,170,224	(237,775,331)	46%	210,981,846	(8,811,622)
UNM Hospitals Revenues	1,328,034,201	720,764,907	(607,269,294)	54%	635,084,688	85,680,219
SRMC Revenues	108,876,818	46,755,910	(62,120,908)	43%	47,686,929	(931,019)
Tuition and Fees Revenue (Earned Only)	30,612,386	15,306,193	(15,306,193)	50%	15,328,054	(21,861)
F&A Revenues	25,500,000	14,042,101	(11,457,899)	55%	12,459,682	1,582,419
Mil Levy (Sandoval & Bernalillo Counties)	116,983,023	56,549,171	(60,433,852)	48%	55,772,245	776,926
Contract and Grant Revenues	180,662,420	90,940,020	(89,722,400)	50%	75,927,799	15,012,221
Transfers	6,925,853	983,575	(5,942,278)	14%	2,273,878	(1,290,303)
CARES ACT Funding	-	39,613,920	39,613,920	N/A	-	39,613,920
Other Revenues	102,512,570	54,479,723	(48,032,847)	53%	49,619,574	4,860,149
Total Clinical Operations Revenues	2,444,852,257	1,294,181,324	(1,150,670,933)	53%	1,192,021,380	102,159,944
Salaries and Benefits	1,165,076,761	603,742,245	561,334,516	52%	534,172,163	(69,570,082)
Contract and Grant Expenses	164,121,671	81,707,770	82,413,901	50%	67,977,480	(13,730,290)
Committed for Capital Projects	30,000,000	22,500,000	7,500,000	75%	33,588,918	11,088,918
Other Expenses	1,061,793,699	531,972,807	529,820,892	50%	527,540,852	(4,431,955)
Total Clinical Operations Expenses	2,420,992,131	1,239,922,822	1,181,069,309	51%	1,163,279,413	(76,643,409)
Net Clinical Operations Revenue (Expense)	23,860,126	54,258,502	30,398,376		28,741,967	25,516,535
Net Current Revenue (Expense)	6,137,222	56,322,000	50,184,778		36,038,060	20,283,940

* Does not include intercompany eliminations

** Prior year actuals may have been reclassified in order to be consistent with the 2021 presentation

*** Tuition/Fees, Lottery Scholarship, and Student Fees have a benchmark of 50%

Statements of Revenues, Expenses and Changes in Net Position - UNM Regents Format
For the six month ended December 31, 2020
Preliminary and Unaudited

University of New Mexico - Main Campus Athletics & Auxiliary Operations

	FY 2021 Full Year Operating Budget with Revisions	FY 2021 Year-to-Date Actual	Fiscal YTD Favorable/(Unfavorable) Compared to Budget	Actual to Budget Benchmark Rate 50%	FY 2020 Year-to-Date Actual**	FY 2021 YTD Actual Change From FY 2020 YTD Actual
Results of Athletics Operations:						
Athletics Revenues	31,251,523	9,573,327	(21,678,196)	31%	16,936,382	(7,363,055)
Athletics Transfers	606,964	459,606	(147,358)	76%	(94,980)	554,586
Total Athletics Revenues	31,858,487	10,032,933	(21,825,554)	31%	16,841,402	(6,808,469)
Athletics Expenses						
Salaries and Benefits	14,137,567	6,338,579	7,798,988	45%	6,586,802	248,223
Grant-in-Aid	-	2,409,661	(2,409,661)	N/A	1,994,859	(414,802)
Other Expenses	17,720,920	4,285,125	13,435,795	24%	8,189,935	3,904,810
Total Athletics Expenses	31,858,487	13,033,365	18,825,122	41%	16,771,596	3,738,231
Total Net Athletics Revenue (Expense)	-	(3,000,432)	(3,000,432)		69,806	(3,070,238)
Results of Auxiliary Operations:						
VP for Institutional Support Services						
Bookstore Revenues	9,512,702	2,545,121	(6,967,581)	27%	5,165,373	(2,620,252)
Bookstore Transfers	(341,281)	(170,641)	170,640	50%	(175,000)	4,359
Total Bookstore Revenues	9,171,421	2,374,480	(6,796,941)	26%	4,990,373	(2,615,893)
Total Bookstore Expenses	8,565,099	3,022,977	5,542,122	35%	5,142,658	2,119,681
Net Bookstore Revenue (Expense)	606,322	(648,497)	(1,254,819)		(152,285)	(496,212)
University Club Revenues	68,000	13,406	(54,594)	20%	22,891	(9,485)
University Club Expenses	68,000	29,337	38,663	43%	32,174	2,837
Net Faculty & Staff Club Revenue (Expense)	-	(15,931)	(15,931)		(9,283)	(6,648)
Food Service/Dining Revenues	1,425,434	755,033	(670,401)	53%	1,424,466	(669,433)
Food Service/Dining Transfers	(130,559)	(10,000)	120,559	8%	(25,000)	15,000
Total Food Service/Dining Revenues	1,294,875	745,033	(549,842)	58%	1,399,466	(654,433)
Total Food Service/Dining Expenses	1,294,875	501,563	793,312	39%	586,748	85,185
Net Food Service/Dining Revenue (Expense)	-	243,470	243,470		812,718	(569,248)
Golf Courses Revenues	2,513,305	1,029,109	(1,484,196)	41%	1,023,241	5,868
Golf Courses Transfers	(39,252)	(19,626)	19,626	50%	(19,626)	-
Total Golf Courses Revenues	2,474,053	1,009,483	(1,464,570)	41%	1,003,615	5,868
Total Golf Courses Expenses	2,345,491	1,169,669	1,175,822	50%	1,174,221	4,552
Net Golf Courses Revenue (Expense)	128,562	(160,186)	(288,748)		(170,606)	10,420
Housing Revenues	9,501,000	2,783,996	(6,717,004)	29%	5,000,794	(2,216,798)
Housing Transfers	(1,497,001)	(632,336)	864,665	42%	(1,252,176)	619,840
Total Housing Revenues	8,003,999	2,151,660	(5,852,339)	27%	3,748,618	(1,596,958)
Total Housing Expense	7,127,639	3,225,710	3,901,929	45%	3,412,110	186,400
Net Housing Revenue (Expense)	876,360	(1,074,050)	(1,950,410)		336,508	(1,410,558)

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University of New Mexico - Main Campus Athletics & Auxiliary Operations

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Lobo Cash Revenues	69,000	69,651	651	101%	48,887	20,764
Lobo Cash Expenses	69,000	15,576	(53,424)	23%	20,586	5,010
Net Lobo Cash Revenue (Expense)	-	54,075	54,075		28,301	25,774
Other Revenues	1,906,000	693,333	(1,212,667)	36%	688,667	4,666
Other Transfers	(2,457,000)	(925,188)	1,531,812	38%	(915,000)	(10,188)
Total Other Revenues	(551,000)	(231,855)	319,145	42%	(226,333)	(5,522)
Total Other Expense	(478,271)	(4,200)	(474,071)	1%	-	4,200
Net Other Revenue (Expense)	(72,729)	(227,655)	(154,926)		(226,333)	(1,322)
Parking and Transportation Revenues	6,617,888	2,281,818	(4,336,070)	34%	4,768,857	(2,487,039)
Parking and Trans Transfers	(1,645,195)	(773,164)	872,031	47%	(925,160)	151,996
Total Parking and Trans Revenues	4,972,693	1,508,654	(3,464,039)	30%	3,843,697	(2,335,043)
Total Parking and Trans Expenses	4,688,002	2,423,488	2,264,514	52%	2,681,206	257,718
Net Parking and Trans Revenue (Expense)	284,691	(914,834)	(1,199,525)		1,162,491	(2,077,325)
Popejoy Events Revenues	9,627,030	41,878	(9,585,152)	0%	2,227,593	(2,185,715)
Popejoy Events Transfers	422,460	-	(422,460)	0%	-	-
Total Popejoy Events Revenues	10,049,490	41,878	(10,007,612)	0%	2,227,593	(2,185,715)
Total Popejoy Events Expenses	9,603,338	751,562	8,851,776	8%	2,677,140	1,925,578
Net Popejoy Events Revenue (Expense)	446,152	(709,684)	(1,155,836)		(449,547)	(260,137)
Taos & Lawrence Ranch Revenues	55,000	55,000	-	100%	55,000	-
Taos & Lawrence Ranch Expenses	55,000	21,134	33,866	38%	20,957	(177)
Net Taos & Lawrence Ranch Revenue (Expense)	-	33,866	33,866		34,043	(177)
Ticketing Services Revenues	540,000	6,527	(533,473)	1%	279,394	(272,867)
Ticketing Services Transfers	-	-	-	N/A	-	-
Total Ticketing Services Revenues	540,000	6,527	(533,473)	1%	279,394	(272,867)
Total Ticketing Services Expenses	540,000	198,327	341,673	37%	251,324	52,997
Net Ticketing Services Revenue (Expense)	-	(191,800)	(191,800)		28,070	(219,870)
Total VP for Institutional Support Services Revenues	36,147,531	7,743,917	(28,403,614)	21%	17,393,201	(9,649,284)
Total VP for Institutional Support Services Expenses	33,878,173	11,355,143	22,523,030	34%	15,999,124	4,643,981
Net VP for Institutional Support Services Revenue (Expense)	2,269,358	(3,611,226)	(5,880,584)		1,394,077	(5,005,303)

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VP for Student Affairs						
Student Health Center Revenues	6,922,416	3,608,910	(3,313,506)	52%	4,220,177	(611,267)
Student Health Center Expenses	6,922,416	3,483,573	3,438,843	50%	3,690,377	206,804
Net Student Health Center Revenue (Expense)	-	125,337	125,337		529,800	(404,463)
Student Union Revenues	2,172,775	1,132,904	(1,039,871)	52%	1,172,588	(39,684)
Student Union Expenses	2,172,775	834,596	1,338,179	38%	1,095,005	260,409
Net Student Union Revenue (Expense)	-	298,308	298,308		77,583	220,725
Total VP for Student Affairs Revenues	9,095,191	4,741,814	(4,353,377)	52%	5,392,765	(650,951)
Total VP for Student Affairs Expenses	9,095,191	4,318,169	4,777,022	47%	4,785,382	467,213
Net VP for Student Affairs Revenue (Expense)	-	423,645	423,645		607,383	(183,738)
Provost and Other Units						
Art Museum Revenues	300	-	(300)	0%	211	(211)
Art Museum Expenses	300	-	300	0%	1,912	1,912
Net Art Museum Revenue (Expense)	-	-	-		(1,701)	1,701
CE Conference Ctr Revenues	140,000	5,120	(134,880)	4%	70,042	(64,922)
CE Conference Ctr Transfers	(66,218)	803	67,021	-1%	(90,592)	91,395
Total CE Conference Ctr Revenues	73,782	5,923	(67,859)	8%	(20,550)	26,473
Total CE Conference Ctr Expenses	73,782	28,340	45,442	38%	59,009	30,669
Net CE Conference Ctr Revenue (Expense)	-	(22,417)	(22,417)		(79,559)	57,142
Maxwell Museum Revenues	40,121	15,315	(24,806)	38%	23,501	(8,186)
Maxwell Museum Expenses	40,121	3,433	36,688	9%	3,405	(28)
Net Maxwell Museum Revenue (Expense)	-	11,882	11,882		20,096	(8,214)
Other Revenues	44,330	14,512	(29,818)	33%	106,607	(92,095)
Other Expenses	44,464	35,540	8,924	80%	68,959	33,419
Net Other Revenue (Expense)	(134)	(21,028)	(20,894)		37,648	(58,676)
Total Provost and Other Units Revenues	158,533	35,750	(122,783)	23%	109,769	(74,019)
Total Provost and Other Units Expenses	158,667	67,313	91,354	42%	133,285	65,972
Net Provost and Other Units Revenue (Expense)	(134)	(31,563)	(31,429)		(23,516)	(8,047)
Auxiliary Totals						
Total Auxiliary Revenues	45,693,288	12,521,481	(33,171,807)	27%	22,895,735	(10,374,254)
Total Auxiliary Expenses	43,840,434	15,740,625	28,099,809	36%	20,917,791	5,177,166
Net Auxiliary Revenue (Expense)	1,852,854	(3,219,144)	(5,071,998)		1,977,944	(5,197,088)
Net Athletics Revenue (Expense)	-	(3,000,432)	(3,000,432)		69,806	(3,070,238)
Net Auxiliary and Athletics Revenue (Expense)	1,852,854	(6,219,576)	(8,072,430)		2,047,750	(8,267,326)
Net Branch Campuses Aux Revenue (Expense)	(300,000)	(259,028)	40,972		32,011	(291,039)
Net All Auxiliary and Athletics Revenue (Expense)	1,552,854	(6,478,604)	(8,031,458)		2,079,761	(8,558,365)

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Main Campus - Total Operations Current Funds

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Instruction and General						
Tuition and Fees Revenues***	127,246,269	76,305,132	(50,941,137)	60%	71,561,304	4,743,828
State/Local Appropriations	187,238,162	93,619,081	(93,619,081)	50%	98,069,100	(4,450,019)
F & A Revenues	20,745,000	9,552,644	(11,192,356)	46%	10,463,327	(910,683)
Transfers	(51,992,189)	(27,904,609)	24,087,580	54%	(28,921,673)	1,017,064
Other Revenues	17,797,428	8,485,522	(9,311,906)	48%	7,626,249	859,273
Total Instruction and General Revenues	301,034,670	160,057,770	(140,976,900)	53%	158,798,307	1,259,463
Salaries	186,042,647	93,179,779	92,862,868	50%	95,617,835	2,438,056
Benefits	62,800,914	33,225,686	29,575,228	53%	32,873,347	(352,339)
Other Expenses	54,277,504	26,346,937	27,930,567	49%	27,766,213	1,419,276
Total Instruction and General Expenses	303,121,065	152,752,402	150,368,663	50%	156,257,395	3,504,993
Net Instruction and General Revenue (Expense)	(2,086,395)	7,305,368	9,391,763		2,540,912	4,764,456
Research						
State/Local Appropriations	1,805,950	902,975	(902,975)	50%	1,035,525	(132,550)
Transfers	15,812,779	6,345,152	(9,467,627)	40%	6,632,489	(287,337)
Other Revenues	264,110	481,587	217,477	182%	389,390	92,197
Total Research Revenues	17,882,839	7,729,714	(10,153,125)	43%	8,057,404	(327,690)
Salaries and Benefits	9,626,628	5,531,877	4,094,751	57%	5,356,335	(175,542)
Other Expenses	11,068,148	3,309,656	7,758,492	30%	3,806,217	496,561
Total Research Expenses	20,694,776	8,841,533	11,853,243	43%	9,162,552	321,019
Net Research Revenue (Expense)	(2,811,937)	(1,111,819)	1,700,118		(1,105,148)	(6,671)
Public Service						
State/Local Appropriations	5,253,250	2,626,625	(2,626,625)	50%	2,069,925	556,700
Sales and Services Revenues	4,087,811	2,761,580	(1,326,231)	68%	3,948,143	(1,186,563)
Gifts	8,312,530	4,613,094	(3,699,436)	55%	4,426,908	186,186
Transfers	(638,414)	(147,796)	490,618	23%	(1,225,202)	1,077,406
Other Revenues	4,568,184	1,134,745	(3,433,439)	25%	1,399,799	(265,054)
Total Public Service Revenues	21,583,361	10,988,248	(10,595,113)	51%	10,619,573	368,675
Salaries and Benefits	11,810,044	5,217,802	6,592,242	44%	5,528,400	310,598
Other Expenses	12,369,290	3,669,572	8,699,718	30%	5,154,156	1,484,584
Total Public Service Expenses	24,179,334	8,887,374	15,291,960	37%	10,682,556	1,795,182
Net Public Service Revenue (Expense)	(2,595,973)	2,100,874	4,696,847		(62,983)	2,163,857

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Main Campus - Total Operations Current Funds

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Student Aid						
Private Grants/Gifts	6,334,587	3,329,592	(3,004,995)	53%	140,400	3,189,192
State Lottery Scholarships***	23,450,000	10,081,028	(13,368,972)	43%	11,864,497	(1,783,469)
Transfers	18,512,536	9,259,925	(9,252,611)	50%	8,952,311	307,614
Other Revenues	615,034	150,887	(464,147)	25%	3,152,184	(3,001,297)
Total Student Aid Revenues	48,912,157	22,821,432	(26,090,725)	47%	24,109,392	(1,287,960)
Salaries and Benefits	1,861,660	1,135,311	726,349	61%	1,038,936	(96,375)
Other Expenses	56,927,772	22,594,116	34,333,656	40%	19,550,296	(3,043,820)
Total Student Aid Expenses	58,789,432	23,729,427	35,060,005	40%	20,589,232	(3,140,195)
Net Student Aid Revenue (Expense)	(9,877,275)	(907,995)	8,969,280		3,520,160	(4,428,155)
Student Social & Cultural Programs						
Fee Revenues***	7,214,397	3,746,884	(3,467,513)	52%	4,121,854	(374,970)
Sales and Services Revenues	908,907	148,804	(760,103)	16%	471,575	(322,771)
Transfers	610,873	483,874	(126,999)	79%	479,637	4,237
Other Revenues	47,772	12,453	(35,319)	26%	41,870	(29,417)
Total Student Social & Cultural Programs Revenues	8,781,949	4,392,015	(4,389,934)	50%	5,114,936	(722,921)
Salaries and Benefits	5,828,283	2,083,971	3,744,312	36%	2,685,336	601,365
Other Expenses	2,832,422	1,435,942	1,396,480	51%	2,341,557	905,615
Total Student Social & Cultural Programs Expenses	8,660,705	3,519,913	5,140,792	41%	5,026,893	1,506,980
Net Student Social & Cultural Programs Revenue (Expense)	121,244	872,102	750,858		88,043	784,059
Auxiliaries						
Auxiliaries Revenues	45,693,288	12,521,481	(33,171,807)	27%	22,895,735	(10,374,254)
Athletics Revenues	31,858,487	10,032,933	(21,825,554)	31%	16,841,402	(6,808,469)
Total Auxiliaries Revenues	77,551,775	22,554,414	(54,997,361)	29%	39,737,137	(17,182,723)
Auxiliaries Expenses	43,840,434	15,740,625	28,099,809	36%	20,917,791	5,177,166
Athletics Expenses	31,858,487	13,033,365	18,825,122	41%	16,771,596	3,738,231
Total Auxiliaries Expenses	75,698,921	28,773,990	46,924,931	38%	37,689,387	8,915,397
Net Auxiliaries and Athletics Revenue (Expense)	1,852,854	(6,219,576)	(8,072,430)		2,047,750	(8,267,326)

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Main Campus - Total Operations Current Funds

	FY 2021 Full Year Operating Budget with Revisions	FY 2021 Year-to-Date Actual	Fiscal YTD Favorable/(Unfavorable) Compared to Budget	Actual to Budget Benchmark Rate 50%	FY 2020 Year-to-Date Actual**	FY 2021 YTD Actual Change From FY 2020 YTD Actual
Sponsored Programs						
Federal Grants and Contracts Revenues	144,466,888	57,961,911	(86,504,977)	40%	63,212,414	(5,250,503)
State and Local Grants and Contracts Revenues	17,087,338	6,416,470	(10,670,868)	38%	7,880,205	(1,463,735)
Non-Governmental Grants and Contracts Revenues	12,600,000	4,666,671	(7,933,329)	37%	5,386,139	(719,468)
COVID-19 Cares	-	-	-	N/A	-	-
Transfers	-	655,972	655,972	N/A	857,913	(201,941)
Other Revenues	-	-	-	N/A	-	-
Total Sponsored Programs Revenues	174,154,226	69,701,024	(104,453,202)	40%	77,336,671	(7,635,647)
Salaries and Benefits	67,960,226	26,804,246	41,155,980	39%	27,836,893	1,032,647
Other Expenses	106,194,000	42,896,778	63,297,222	40%	49,499,778	6,603,000
Total Sponsored Programs Expenses	174,154,226	69,701,024	104,453,202	40%	77,336,671	7,635,647
Net Sponsored Programs Revenue (Expense)	-	-	-		-	-
Net Current Revenue (Expense)	(15,397,482)	2,038,954	17,436,436		7,028,734	(4,989,780)

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Branch Campuses - Total Operations Current Funds

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Instruction and General						
Tuition and Fees Revenues***	6,175,183	3,190,952	(2,984,231)	52%	3,520,965	(330,013)
State/Local Appropriations	29,390,905	14,695,455	(14,695,450)	50%	15,042,090	(346,635)
Transfers	(1,159,717)	(2,289,654)	(1,129,937)	197%	(2,162,443)	(127,211)
Other Revenues	918,171	531,555	(386,616)	58%	540,294	(8,739)
Total Instruction and General Revenues	35,324,542	16,128,308	(19,196,234)	46%	16,940,906	(812,598)
Salaries	21,724,501	10,021,959	11,702,542	46%	10,307,811	285,852
Benefits	7,038,075	3,359,755	3,678,320	48%	3,307,081	(52,674)
Other Expenses	8,505,868	2,585,019	5,920,849	30%	3,249,669	664,650
Total Instruction and General Expenses	37,268,444	15,966,733	21,301,711	43%	16,864,561	897,828
Net Instruction and General Revenue (Expense)	(1,943,902)	161,575	2,105,477		76,345	85,230
Public Service						
State/Local Appropriations	-	-	-	N/A	-	-
Sales and Services Revenues	241,300	195,388	(45,912)	81%	221,447	(26,059)
Gifts	120,408	95,840	(24,568)	80%	176,225	(80,385)
Transfers	-	(53,374)	(53,374)	N/A	-	(53,374)
Other Revenues	160,477	70,169	(90,308)	44%	88,693	(18,524)
Total Public Service Revenues	522,185	308,023	(214,162)	59%	486,365	(178,342)
Salaries and Benefits	346,382	218,953	127,429	63%	235,658	16,705
Other Expenses	236,836	105,640	131,196	45%	172,858	67,218
Total Public Service Expenses	583,218	324,593	258,625	56%	408,516	83,923
Net Public Service Revenue (Expense)	(61,033)	(16,570)	44,463		77,849	(94,419)
Student Aid						
Private Grants/Gifts	84,550	56,153	(28,397)	66%	61,285	(5,132)
Transfers	393,260	273,215	(120,045)	69%	292,542	(19,327)
Other Revenues	17,000	5,865	(11,135)	35%	7,470	(1,605)
Total Student Aid Revenues	494,810	335,233	(159,577)	68%	361,297	(26,064)
Salaries and Benefits	-	-	-	N/A	-	-
Other Expenses	512,397	217,893	294,504	43%	278,670	60,777
Total Student Aid Expenses	512,397	217,893	294,504	43%	278,670	60,777
Net Student Aid Revenue (Expense)	(17,587)	117,340	134,927		82,627	34,713

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Branch Campuses - Total Operations Current Funds

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Student Social & Cultural Programs						
Fee Revenues***	208,370	90,209	(118,161)	43%	101,248	(11,039)
Sales and Services Revenues	4,000	506	(3,494)	13%	5,870	(5,364)
Transfers	(40,000)	(40,000)	-	100%	(40,500)	500
Other Revenues	3,700	-	(3,700)	0%	-	-
Total Student Social & Cultural Programs Revenues	176,070	50,715	(125,355)	29%	66,618	(15,903)
Salaries and Benefits	7,839	-	7,839	0%	1,648	1,648
Other Expenses	171,131	29,488	141,643	17%	66,443	36,955
Total Student Social & Cultural Programs Expenses	178,970	29,488	149,482	16%	68,091	38,603
Net Student Social & Cultural Programs Revenue (Expense)	(2,900)	21,227	24,127		(1,473)	22,700
Auxiliaries						
Bookstore Revenues	1,698,163	416,743	(1,281,420)	25%	787,586	(370,843)
Housing and Food Service Revenues	13,235	10,037	(3,198)	76%	57,828	(47,791)
Transfers	(40,000)	(93,840)	(53,840)	235%	-	(93,840)
Other Auxiliaries Revenues	166,687	2,952	(163,735)	2%	5,206	(2,254)
Total Auxiliaries Revenues	1,838,085	335,892	(1,502,193)	18%	850,620	(514,728)
Bookstore Expenses	1,224,303	580,296	644,007	47%	747,161	166,865
Housing and Food Service Expenses	-	12,923	(12,923)	N/A	54,167	41,244
Other Auxiliaries Expenses	913,782	1,701	912,081	0%	17,281	15,580
Total Auxiliaries Expenses	2,138,085	594,920	1,543,165	28%	818,609	223,689
Net Auxiliaries Revenue (Expense)	(300,000)	(259,028)	40,972		32,011	(291,039)
Sponsored Programs						
Federal Grants and Contracts Revenues	8,357,830	3,096,365	(5,261,465)	37%	3,235,949	(139,584)
State and Local Grants and Contracts Revenues	1,860,810	485,616	(1,375,194)	26%	497,446	(11,830)
Non-Governmental Grants and Contracts Revenues	200,000	224,277	24,277	112%	195,677	28,600
Gifts	50,000	-	(50,000)	0%	-	-
Transfers	-	-	-	N/A	-	-
Other Revenues	-	-	-	N/A	-	-
Total Sponsored Programs Revenues	10,468,640	3,806,258	(6,662,382)	36%	3,929,072	(122,814)
Salaries and Benefits	6,540,606	2,553,478	3,987,128	39%	2,538,382	(15,096)
Other Expenses	3,928,034	1,252,780	2,675,254	32%	1,390,690	137,910
Total Sponsored Programs Expenses	10,468,640	3,806,258	6,662,382	36%	3,929,072	122,814
Net Sponsored Programs Revenue (Expense)	-	-	-		-	-
Net Current Revenue (Expense)	(2,325,422)	24,544	2,349,966		267,359	(242,815)

Statements of Revenues, Expenses and Changes in Net Assets
For the six month period ended December 31 , 2020
Preliminary and Unaudited

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

	FY 2021 Full Year Operating Budget with Revisions	FY 2021 Year-to-Date Actual	Fiscal YTD Favorable/(Unfavorable) Compared to Budget	Actual to Budget Benchmark Rate 50%
Instruction and General				
Instruction & General Appropriations	206,355,900	103,177,951	(103,177,949)	50%
State Special Project Appropriations	1,064,700	532,350	(532,350)	50%
Mill Levy	9,208,467	4,604,235	(4,604,232)	50%
Total Instruction and General Appropriations	<u>216,629,067</u>	<u>108,314,536</u>	<u>(108,314,531)</u>	<u>50%</u>
Research				
State Special Project Appropriations	1,805,950	902,975	(902,975)	50%
Total Research Appropriations	<u>1,805,950</u>	<u>902,975</u>	<u>(902,975)</u>	<u>50%</u>
Public Service				
State Special Project Appropriations	5,253,250	2,626,625	(2,626,625)	50%
Total Public Service Appropriations	<u>5,253,250</u>	<u>2,626,625</u>	<u>(2,626,625)</u>	<u>50%</u>
Clinical Operations				
Instruction & General Appropriations	62,246,300	31,305,730	(30,940,570)	50%
Research Appropriations	1,705,315	915,350	(789,965)	54%
Public Service Appropriations	245,600	123,800	(121,800)	50%
Student Aid Appropriations	188,000	94,400	(93,600)	50%
State Special Project Appropriations	36,450,000	18,212,183	(18,237,817)	50%
Tobacco Settlement Appropriations	840,200	420,103	(420,097)	50%
Cigarette Tax Revenues	3,124,016	1,504,014	(1,620,002)	48%
Total Clinical Operations Appropriations	<u>104,799,431</u>	<u>52,575,580</u>	<u>(52,223,851)</u>	<u>50%</u>
Total - All Appropriations	<u>328,487,698</u>	<u>164,419,716</u>	<u>(164,067,982)</u>	<u>50%</u>

TAB 6

#6

Approval of 2nd Quarter Athletics' Enhanced Fiscal Oversight Program Report and Certification through December 31, 2020 and 2nd Quarter Information on Athletics' Report by Sport through December 31, 2020



To: Members of the Board of Regents

From: Eddie Nunez, Director of Athletics

Nicole Dopson, Director of Financial Operations for Academic Affairs

Date: February 9, 2021

Re: Approval of the FY21 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
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 2021

is correct as of the signature dates noted below:

The University of New Mexico

Sandra Begay, Chair, Board of Regents – Finance and Facilities Committee Date

Garnett S. Stokes, President Date

Teresa Costantinidis, SVP for Administration Date

Exhibit 21 - UNM MAIN Campus
Summary of InterCollegiate Athletics

		Original Approved Budget Budget 2021				Actuals Quarter 1 - FY21				Actuals Quarter 2 - FY21				Actuals Quarter 3 - FY21				Actuals Quarter 4 - FY21				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	
Revenues	Tuition and Fees		3,285,556		-		1,697,536		-		-												1,588,020		-	
	State Appropriations		4,063,600		-		960,800		-		938,700												2,164,100		-	
	Federal Grants and Contracts		-		30,601		-		-		-												-		30,601	
	State Grants and Contracts		-		25,500		-		-		-												-		25,500	
	Private Gifts Grants and Contracts		800,000		-		-		-		-												800,000		-	
	Sales and Services		9,704,400		-		469,635		-		207,940												9,026,824		-	
	Other Sources		14,189,846		-		3,383,504		-		1,915,212												8,891,130		-	
			32,043,402		56,101		6,511,475		-		3,061,852		0		0		0		0		0		22,470,075		56,101	
Beginning Balance	Beginning Balance		(3,464,380)		-		(1,627,657)		-		(1,346,804)		-		-		-						(1,836,723)		-	
Total Available											0		0		0		0		0		0		20,633,352		56,101	
Expenditures	Administrative Professional	89	9,100,029		-		2,275,784		-		2,412,662		-										89.00	4,411,584	0.00	0
	Federal Workstudy Salaries		-	2	30,601		915		-		-		-										0.00	(915)	2.00	30,601
	GA TA RA PA Salary	9	223,934		-		59,924		-		71,006		-										9.00	93,005	0.00	0
	Other Salaries	28	1,255,355		-		2,937		-		2,512		-										28.00	1,249,906	0.00	0
	State Workstudy Salaries		-	1	25,500		(872)		-		1,029		-										0.00	(157)	1.00	25,500
	Student Salaries	6	110,300		-		1,084		-		5,549		-										6.00	103,668	0.00	0
	Support Staff Salary	2	52,312		-		10,664		-		14,084		-										2.00	27,564	0.00	0
	Technician Salary	6	234,714		-		51,817		-		68,930		-										6.00	113,967	0.00	0
	Accrued Annual Leave		-		-		-		-		-		-											0		0
	Fica		712,775		-		127,062		-		121,429		-											464,284		0
	Group Insurance		575,710		-		163,080		-		183,758		-											228,872		0
	Other Staff Benefits		502,359		-		98,441		-		99,896		-											304,022		0
	Retirement		1,192,636		-		259,052		-		254,588		-											678,996		0
	Tuition Waivers		97,644		-		44,817		-		-		-											52,827		0
	Unemployment Compensation		8,387		-		2,107		-		2,249		-											4,031		0
	Workers Compensation		6,758		-		2,042		-		2,036		-											2,680		0
	Contract Services		1,085,636		-		23,333		-		66,424		-											995,879		0
	Cost of Good Sold		550		-		-		-		-		-											550		0
	Electricity		312,264		-		4,175		-		75,461		-											232,628		0
	Equipment		118,035		-		25,557		-		9,926		-											82,552		0
	Fuel_Heat_Cool		61,200		-		522		-		9,071		-											51,607		0
	Officials Expense				-				-				-													0
	63T3		597,750		-		(13,885)		-		12,227		-											599,408		0
	Sewer_Other		201,200		-		52,348		-		44,958		-											103,894		0
	Student Awards and Aid		4,590,180		-		2,484,907		-		321,855		-											1,783,418		0
	Supplies_Expense		8,321,950		-		1,073,821		-		964,285		-											6,283,845		0
	Travel		136,700		-		7,165		-		3,572		-											125,963		0
	Travel-Group		2,840,838		-		15,599		-		1,513,390		-											1,311,849		0
	Travel-Recruiting		592,150		-		50		-		25		-											592,075		0
	Internal Service Ctr				-				-				-													0
	Internal Sales		(281,000)		-		-		-		-		-											(281,000)		0
Total Expenditures		140.00	32,650,366	3.00	56,101	6,772,445	-	0	0	6,260,920	0	0	0	0	0	0	0	0	0	0	0	0	140	19,617,001	3	56,101
Transfers (IN) or OUT	Transfers (IN) or OUT		(606,964)		0		(541,823)		0		82,217		0											(147,358)		0
Ending Balance	Ending Balance		(3,464,380)		0		(1,346,804)		0		(4,628,089)		0		0		0		0		0		1,163,709		0	

	Sales and Services		3,376,314		3,050,000		-		272						3,049,728	
	Other Sources		(214,844)		(125,000)		(170,675)		-						45,675	
Total Revenues			3,161,470		2,925,000		(170,675)		272						3,095,403	
Beginning Balance			54,778		-		-		-						-	
Total Available			3,216,248		2,925,000		(170,675)		272						3,095,403	
Expenditures	Administrative Professional	8.96	1,470,972	7.77	1,515,594		353,349		374,608					7.77	787,637	
	GA TA RA PA Salary		0		-		-		-					-	-	
	Other Salaries	.01	9,554	.74	15,000		-		-					0.74	15,000	
	State Workstudy Salaries								454					-	-	
	Student Salaries		0		-		-		2,808					-	(2,808)	
	Support Staff Salary		1,985		-		-		-					-	-	
	Technician Salary		6,893		-		-		-					-	-	
	Accrued Annual Leave		400		-		-		-					-	-	
	Fica		71,031		80,753		14,563		15,041					-	51,149	
	Group Insurance		60,114		65,349		18,070		19,544					-	27,735	
	Other Staff Benefits		46,844		49,532		11,167		12,179					-	26,186	
	Retirement		142,638		147,244		22,583		25,592					-	99,069	
	Unemployment Compensation		1,031		951		318		337					-	296	
	Workers Compensation		954		739		268		285					-	186	
	Contract Services		55,823		50,000		793		70					-	49,137	
	Cost of Good Sold								-					-	-	
	Equipment		4,765		2,650		1,272		1,039					-	339	
	Officials Expense 63T3		0		-		-		-					-	-	
	Sewer_Other		3,280		-		-		-					-	-	
	Student Awards and Aid		270,169		18,000		-		-					-	18,000	
	Supplies_Expense		770,829		634,688		68,736		57,915					-	508,037	
	Travel		2,627		14,500		-		-					-	14,500	
	Travel-Group		470,749		410,000		-		92,530					-	317,470	
	Travel-Recruiting		109,146		120,000		-		-					-	120,000	
	Internal Service Ctr Internal Sales		(145,980)		(200,000)		-		-					-	(200,000)	
Total Expenditures		8.97	3,353,824	8.51	2,925,000		491,119		602,402					8.51	1,831,933	
Transfers (IN) or OUT			0		-		-		-						-	
Ending Balance			-137,575		-		(661,795)		(602,130)						1,263,470	
Budget Unit 352 - Football																
			FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted
Revenues	Sales and Services		1,929,492		2,960,000		299,933		33,379						2,626,688	
	Other Sources		5,830,365		4,008,115		3,969,037		-						39,078	
Total Revenues			7,759,857		6,968,115		4,268,970		33,379						2,665,766	
Beginning Balance			0		-		-		-						-	
Total Available			7,759,857		6,968,115		4,268,970		33,379						2,665,766	
Expenditures	Administrative Professional	14.46	2,859,645	14.00	2,442,693		735,409		721,575					14.00	985,709	
	GA TA RA PA Salary	2.63	71,160	3.00	60,000		17,669		20,386					3.00	21,945	
	Other Salaries	.03	30,762	3.44	523,772		-		81					3.44	523,691	
	State Workstudy Salaries								419					-	-	
	Student Salaries		72		-		-		644					-	(644)	
	Technician Salary		2,112		-		-		-					-	-	
	Accrued Annual Leave		4,757		-		-		-					-	-	
	Fica		161,590		203,985		32,560		24,477					-	146,948	
	Group Insurance		120,201		146,993		26,359		35,142					-	85,492	
	Other Staff Benefits		105,593		119,034		29,539		28,881					-	60,614	
	Retirement		277,381		303,191		59,505		59,508					-	184,178	
	Tuition Waivers		26,250		30,000		15,533		-					-	14,467	
	Unemployment Compensation		2,017		2,399		662		649					-	1,088	
	Workers Compensation		2,846		1,909		702		552					-	655	
	Contract Services		126,703		209,633		91		1,128					-	208,414	
	Cost of Good Sold		0		-		-		-					-	-	
	Equipment		17,757		13,400		256		1,854					-	11,290	

Officials Expense 63T3	150,470	162,000	-	3,432	-	-	-	-	158,568	
Sewer_Other	24,527	25,000	-	-	-	-	-	-	25,000	
Student Awards and Aid	1,766,535	25,000	-	-	-	-	-	-	25,000	
Supplies_Expense	1,132,918	1,238,106	199,892	138,700	-	-	-	-	899,514	
Travel	13,174	36,000	-	1,736	-	-	-	-	34,264	
Travel-Group	1,185,450	1,200,000	-	1,337,853	-	-	-	-	(137,853)	
Travel-Recruiting	172,897	265,000	-	-	-	-	-	-	265,000	
Internal Service Ctr Internal Sales	(29,137)	(40,000)	-	-	-	-	-	-	(40,000)	
Total Expenditures	17.12	8,225,680	20.44	6,968,115	1,118,177	-	2,377,017	-	20.44	3,473,340
Transfers (IN) or OUT	0	-	-	-	-	-	-	-	-	-
Ending Balance	-465,824	-	-	3,150,794	(2,343,638)	-	-	-	(807,574)	-
Budget Unit 353 - Other Mens Sports										
	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted
Revenues										
Sales and Services	24,973	15,500	-	2,000	-	-	-	-	-	13,500
Other Sources	1,553,114	1,346,250	1,301,590	-	-	-	-	-	-	44,660
Total Revenues	1,578,087	1,361,750	1,301,590	2,000	-	-	-	-	-	58,160
Beginning Balance	0	-	-	-	-	-	-	-	-	-
Total Available	1,578,087	1,361,750	1,301,590	2,000	-	-	-	-	-	58,160
Expenditures										
Administrative Professional	5.90	590,341	6.87	640,172	150,542	150,542	-	-	6.87	339,088
GA TA RA PA Salary	.80	41,600	-	5,000	7,200	7,200	-	-	-	(12,200)
Other Salaries	6,399	26,000	1.28	-	-	-	-	-	1.28	26,000
Technician Salary	1,300	-	-	-	-	-	-	-	-	-
Accrued Annual Leave	535	-	-	-	-	-	-	-	-	-
Fica	37,993	46,900	-	8,152	7,682	7,682	-	-	-	31,066
Group Insurance	44,870	36,868	-	12,692	14,372	14,372	-	-	-	9,804
Other Staff Benefits	24,201	27,945	-	6,534	6,534	6,534	-	-	-	14,877
Retirement	83,808	83,071	-	21,302	21,301	21,301	-	-	-	40,468
Tuition Waivers	8,267	-	-	2,440	-	-	-	-	-	(2,440)
Unemployment Compensation	418	552	-	136	135	135	-	-	-	281
Workers Compensation	461	429	-	122	124	124	-	-	-	183
Contract Services	5,778	14,600	-	141	310	310	-	-	-	14,149
Equipment	39,235	32,500	-	4,064	825	825	-	-	-	27,611
Fuel_Heat_Cool	604	600	-	63	38	38	-	-	-	499
Officials Expense 63T3	40,375	56,500	-	-	-	-	-	-	-	56,500
Sewer_Other	0	-	-	-	-	-	-	-	-	-
Student Awards and Aid	245,019	-	-	-	-	-	-	-	-	-
Supplies_Expense	113,843	91,670	-	20,903	7,050	7,050	-	-	-	63,717
Travel	1,624	-	-	-	-	-	-	-	-	-
Travel-Group	219,781	278,068	-	(2,401)	-	-	-	-	-	280,469
Travel-Recruiting	34,267	25,875	-	-	25	25	-	-	-	25,850
Internal Service Ctr Internal Sales	(280)	-	-	-	-	-	-	-	-	-
Total Expenditures	6.70	1,540,439	8.15	1,361,750	229,690	-	216,138	-	8.15	915,922
Transfers (IN) or OUT	0	-	-	-	-	-	-	-	-	-
Ending Balance	37,650	-	-	1,071,900	(214,138)	-	-	-	(857,762)	-
Budget Unit 354 - Other Womens Sports										
	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted
Revenues										
Sales and Services	419,293	336,000	-	272	-	-	-	-	-	335,728
Other Sources	6,140,995	4,556,777	4,487,249	-	-	-	-	-	-	69,528
Total Revenues	6,560,288	4,892,777	4,487,249	272	-	-	-	-	-	405,256
Beginning Balance	117,200	-	-	16,727	-	-	-	-	-	(16,727)
Total Available	6,677,488	4,892,777	4,503,976	272	-	-	-	-	-	388,529
Expenditures										
Administrative Professional	26.40	1,928,058	27.82	2,002,022	474,676	474,676	-	-	27.82	1,036,595
GA TA RA PA Salary	1.10	39,950	1.06	17,000	11,277	11,278	-	-	1.06	(5,555)
Other Salaries	.02	49,100	3.14	64,000	-	-	-	-	3.14	64,000

Student Salaries		459		-		-		-			-		-
Support Staff Salary	1.46	52,517	2.00	52,312		10,664		14,084			2.00		27,564
Technician Salary		6,016		-		-		-			-		-
Accrued Annual Leave		(2,354)		-		-		-			-		-
Fica		141,197		160,142		31,976		34,518			-		93,648
Group Insurance		185,468		130,964		42,433		46,833			-		41,698
Other Staff Benefits		88,410		96,597		22,766		23,732			-		50,099
Retirement		276,591		287,151		68,560		69,154			-		149,437
Tuition Waivers		12,928		8,000		4,881		-			-		3,119
Unemployment Compensation		1,416		1,885		437		454			-		994
Workers Compensation		1,585		1,478		414		428			-		636
Contract Services		82,663		107,859		-		956			-		106,903
Cost of Good Sold													
Equipment		68,699		44,685		5,702		3,156			-		35,827
Fuel_Heat_Cool		604		600		63		38			-		499
Officials Expense 63T3		203,975		184,250		(454)		-			-		184,704
Sewer_Other		3,345		-		-		-			-		-
Student Awards and Aid		1,697,338		10,000		-		-			-		10,000
Supplies_Expense		374,644		418,144		64,067		28,463			-		325,614
Travel		146,150		20,200		-		1			-		20,199
Travel-Group		918,953		1,129,213		-		47,007			-		1,082,206
Travel-Recruiting		192,404		181,275		50		-			-		181,225
Internal Service Ctr Internal Sales		(17,375)		(25,000)		-		-			-		(25,000)
Total Expenditures	28.98	6,452,741	34.02	4,892,777		737,512		- 770,853					34.02 3,384,412
Transfers (IN) or OUT		0		-		16,727							(16,727)
Ending Balance		224,747		-		3,749,738		(770,581)					(2,979,156)
Budget Unit 409 - Utilities													
		FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted
Revenues	Other Sources	550,000		550,000		550,000		-					-
Total Revenues		550,000		550,000		550,000		-					-
Beginning Balance		0		-		-		-					-
Total Available		550,000		550,000		550,000		-					-
Expenditures	Electricity	144,384		312,264		4,175		75,461					232,628
	Fuel_Heat_Cool	61,473		60,000		395		8,996					50,609
	Sewer_Other	183,916		175,000		52,348		44,958					77,694
	Supplies_Expense	2,439		2,736		285		647					1,804
Total Expenditures		392,212		550,000		57,203		130,062					362,735
Transfers (IN) or OUT		0		-		-		-					-
Ending Balance		157,789		-		492,797		(130,062)					(362,735)
Budget Unit 437 - Miscellaneous													
		FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted	FTE	Unrestricted
Revenues	Federal Grants and Contracts	-		-		-		-					-
	State Grants and Contracts	-		-		-		-					-
Total Revenues		-		-		-		-					-
Beginning Balance		-		-		-		-					-
Total Available		-		-		-		-					-
Expenditures	Federal Workstudy Salaries	-		-		-		-					-
	State Workstudy Salaries	-		-		-		-					-
Total Expenditures		-		-		-		-					-
Transfers (IN) or OUT		-		-		-		-					-
Ending Balance		-		-		-		-					-

UNM- Department of Athletics Deficit Reduction Plan

	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028	FY2029
Beginning Fund Balance (Deficit)	(4,713,999)	(4,492,380)	(4,375,833)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)
Recurring Fund Balance (Deficit)												
Net Balance (Deficit) (1)	(4,713,999)	(4,492,380)	(4,375,833)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)
Revenues	32,944,217	31,669,259	27,699,073	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092
Other Sources	814,207	789,039										
Subtotal Revenues	33,758,424	32,458,298	27,699,073	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092
Expenses	33,541,301	33,829,147	33,570,560	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092
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	32,341,751	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092	30,099,092
Transfers												
Transfer for Accumulated Deficit (2)			4,520,857									
Other Transfers	0	0	627,338	0	0	0	0	0	0	0	0	0
Subtotal Transfers	0	0	5,148,195	0	0	0	0	0	0	0	0	0
Net Annual Balance	221,619	116,547	2,748,175	0	0	0	0	0	0	0	0	0
Ending Fund Balance (Deficit) (3)	(4,492,380)	(4,375,833)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)	(1,627,658)

(1) Net balance does not include use of reserves for sport expenses already committed in FY20, total accumulated deficit for FY20 was (\$4.5M)

(2) Transfer to eliminate the accumulated deficit

(3) FY20 ending balance was (\$1.6M), which reflects the fiscal impact of COVID-19



THE UNIVERSITY OF
NEW MEXICO



Athletics' FY21 Budget and Actuals (Exhibit P21)

Updated through December 31, 2020 (YTD)

Schedule A: (FY21 Budget and Actuals)- This schedule details out pooled revenues and directed revenues by sport for FY21 budget and actuals year-to-date through December 31, 2020. 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 FY21 budget to quarterly actuals, and FY21 year-to-date actuals to prior year-to-date actuals. Major variances are due to timing on when revenue accruals and expenses were posted in the prior year and differences in institutional transfers.

Schedule B: (Expenses by Sports)- This schedule details out the FY21 expense budget and year-to-date expense actuals through December 31, 2020. Please note grant-in-aid expenses have been budgeted centrally and then reallocated based on FY21 year-to-date actuals, which will be allocated to individual sports as expenses post throughout the fiscal year.



Schedule A

FY21 Budget and Actuals by Exhibit P21

Revenue/Expense Description (2)	FY21 Original Budget	FY21 Revised Budget	Fiscal Year 2020-21 (FY21)				FY21 YTD	FY21 Budget to Projected Actuals Variance	Actuals % of Revised Budget	FY20 YTD Actuals	FY21 YTD vs. FY20 YTD Actuals
			Quarter 1 (7/1-9/30/20)	Quarter 2 (10/1-12/31/20)	Quarter 3 (1/1-3/31/21)	Quarter 4 (4/1-6/30/21)					
Pooled Revenues											
NCAA/Mountain West Conference	6,364,846	6,364,846	1,594,556	787,290			2,381,846	(3,983,000)	37.4%	2,411,773	(29,927)
Media Rights/Sponsorship/Licensing	3,400,000	3,400,000	861,681	191,704			1,053,385	(2,346,615)	31.0%	2,000,004	(946,619)
Commissions	680,000	680,000	169,997	170,001			339,998	(340,002)	50.0%	423,332	(83,334)
Naming Rights	800,000	800,000	-	-			-	(800,000)	0.0%	350,000	(350,000)
Student Fees	3,285,556	2,682,377	1,697,536	-			1,697,536	(984,841)	63.3%	1,969,952	(272,417)
Scholarship Fund (Fundraising)	2,200,000	2,200,000	549,999	483,333			1,033,332	(1,166,668)	47.0%	1,099,998	(66,666)
State Appropriation	4,063,600	3,776,900	960,800	938,700			1,899,500	(1,877,400)	50.3%	1,922,200	(22,700)
Facility Rental/Merchandise/GIK	1,716,900	1,716,900	375,000	455,415			830,415	(886,485)	48.4%	974,662	(144,246)
Special Events and Other Revenues	3,193,500	3,193,500	1,972	3,050			5,022	(3,188,478)	0.2%	686,626	(681,603)
CARES Act Distribution	-	-	-	-			-	-	0.0%	-	-
Transfers to/from Campus	606,964	573,133	541,823	(82,217)			459,606	(113,527)	80.2%	(94,980)	554,586
Budgeted Use of Reserves	-	16,727	-	-			-	(16,727)	0.0%	-	-
Sub-total	26,311,366	25,404,383	6,753,365	2,947,276	-	-	9,700,641	(15,703,742)	38.2%	11,743,566	(2,042,925)
Directed Revenues (by Sports)											
Men's Basketball Tickets	3,250,000	3,250,000	-	-			-	(3,250,000)	0.0%	2,908,634	(2,908,634)
Football Tickets	800,000	800,000	299,933	(142,641)			157,292	(642,708)	19.7%	817,263	(659,971)
Women's Basketball Tickets	350,000	350,000	-	-			-	(350,000)	0.0%	304,123	(304,123)
Other Sports Tickets (1)	20,000	20,000	-	-			-	(20,000)	0.0%	18,227	(18,227)
Football Game Guarantees	2,200,000	2,200,000	-	175,000			175,000	(2,025,000)	8.0%	1,050,000	(875,000)
Sub-total	6,620,000	6,620,000	299,933	32,359	-	-	332,292	(6,287,708)	5.0%	5,098,247	(4,765,955)
Total	32,931,366	32,024,383	7,053,298	2,979,635	-	-	10,032,933	(21,991,450)	31.3%	16,841,813	(6,808,880)
Expenses											
Salaries	10,976,644	10,927,399	2,402,252	2,575,771			4,978,022	(5,949,377)	45.6%	5,173,556	(195,534)
Payroll Benefits	3,096,269	3,082,827	696,601	663,955			1,360,557	(1,722,270)	44.1%	1,413,246	(52,689)
Communication Charges	86,768	86,768	13,768	13,738			27,505	(59,263)	31.7%	40,055	(12,550)
Other Expense	2,876,677	2,026,881	432,118	425,946			858,064	(1,168,817)	42.3%	1,454,041	(595,977)
Patient Care Costs	179,861	179,861	8,713	13,839			22,552	(157,309)	12.5%	67,285	(44,733)
Plant Maintenance	214,849	214,849	29,429	17,806			47,235	(167,614)	22.0%	135,549	(88,314)
Services	4,138,925	4,138,925	141,332	110,507			251,840	(3,887,085)	6.1%	1,472,979	(1,221,139)
Student Costs (includes Grant-in-Aid)	5,397,328	5,397,328	2,797,922	406,900			3,204,822	(2,192,506)	59.4%	2,899,224	305,598
Supplies	1,819,693	1,825,193	170,451	385,981			556,431	(1,268,762)	30.5%	1,051,673	(495,242)
Travel	3,569,688	3,569,688	22,814	1,516,987			1,539,801	(2,029,887)	43.1%	2,804,574	(1,264,773)
Utilities	574,664	574,664	57,045	129,491			186,536	(388,128)	32.5%	264,029	(77,493)
Total	32,931,366	32,024,383	6,772,445	6,260,920	-	-	13,033,365	(18,991,018)	40.7%	16,776,211	(3,742,846)
Net	-	-	280,853	(3,281,285)	-	-	(3,000,432)	(3,000,432)	-9.4%	65,602	(3,066,034)

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

(2) Actuals through December 31, 2020


FY21 Budgeted Expenses and Actuals by Sport Exhibit P21 (1)

Football			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	2,572,693	1,230,261	1,342,432
Payroll Benefits	755,029	294,979	460,050
Communication Charges	25,050	4,604	20,446
Other Expense	72,847	31,628	41,219
Patient Care Costs	18,000	4,202	13,798
Plant Maintenance	35,300	17,879	17,421
Services	984,733	32,078	952,655
Student Costs/Grant-in-Aid (2)	380,000	217,107	162,893
Supplies	90,600	36,430	54,170
Travel	1,501,000	1,339,589	161,411
Utilities	25,000	-	25,000
Total	6,460,252	3,208,757	3,251,495

Men's Baseball			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	394,672	184,334	210,338
Payroll Benefits	106,168	50,903	55,265
Communication Charges	-	270	(270)
Other Expense	7,379	1,512	5,867
Patient Care Costs	-	-	-
Plant Maintenance	3,900	-	3,900
Services	51,200	15,095	36,105
Student Costs/Grant-in-Aid (2)	5,000	1,945	3,056
Supplies	35,155	6,374	28,781
Travel	185,675	-	185,675
Utilities	-	-	-
Total	789,149	260,432	528,717

Women's Softball			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	183,000	81,164	101,836
Payroll Benefits	58,376	28,493	29,883
Communication Charges	540	405	135
Other Expense	4,209	696	3,513
Patient Care Costs	-	-	-
Plant Maintenance	2,422	-	2,422
Services	29,360	456	28,904
Student Costs/Grant-in-Aid (2)	2,000	-	2,000
Supplies	19,016	8,958	10,058
Travel	146,900	-	146,900
Utilities	-	-	-
Total	445,823	120,171	325,652

Men's Basketball			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	1,582,594	731,219	851,375
Payroll Benefits	348,629	139,946	208,683
Communication Charges	12,750	2,489	10,261
Other Expense	32,284	7,146	25,138
Patient Care Costs	5,000	392	4,608
Plant Maintenance	39,140	1,025	38,115
Services	724,790	41,549	683,241
Student Costs/Grant-in-Aid (2)	105,500	41,504	63,996
Supplies	58,550	35,718	22,832
Travel	544,500	92,530	451,970
Utilities	-	-	-
Total	3,453,737	1,093,520	2,360,217

Women's Basketball			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	804,741	371,343	433,398
Payroll Benefits	244,723	113,136	131,587
Communication Charges	1,550	765	785
Other Expense	17,927	3,756	14,171
Patient Care Costs	-	-	-
Plant Maintenance	15,700	973	14,727
Services	288,852	29,326	259,526
Student Costs/Grant-in-Aid (2)	42,000	4,562	37,438
Supplies	44,941	9,262	35,679
Travel	452,375	47,057	405,318
Utilities	-	-	-
Total	1,912,809	580,180	1,332,629

Women's Soccer			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	201,900	92,725	109,175
Payroll Benefits	65,115	32,747	32,368
Communication Charges	1,060	300	760
Other Expense	3,599	719	2,880
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	9,600	-	9,600
Student Costs/Grant-in-Aid (2)	6,500	8,424	(1,924)
Supplies	6,650	2,971	3,679
Travel	127,100	-	127,100
Utilities	-	-	-
Total	421,524	137,885	283,639

Men's Golf			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	168,500	84,250	84,250
Payroll Benefits	55,606	34,009	21,597
Communication Charges	-	135	(135)
Other Expense	2,182	674	1,508
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	2,680	381	2,299
Student Costs/Grant-in-Aid (2)	-	510	(510)
Supplies	(2,000)	4,771	(6,771)
Travel	69,568	25	69,543
Utilities	600	101	499
Total	297,136	124,856	172,280

Women's Golf			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	151,726	75,863	75,863
Payroll Benefits	50,069	31,248	18,821
Communication Charges	-	-	-
Other Expense	3,137	582	2,555
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	12,600	746	11,854
Student Costs/Grant-in-Aid (2)	568	-	568
Supplies	3,150	2,343	807
Travel	51,850	-	51,850
Utilities	600	101	499
Total	273,700	110,883	162,817

Men's Tennis			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	103,000	44,700	58,300
Payroll Benefits	33,991	16,614	17,377
Communication Charges	290	135	155
Other Expense	3,214	291	2,923
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	18,810	702	18,108
Student Costs/Grant-in-Aid (2)	3,000	-	3,000
Supplies	13,300	500	12,800
Travel	48,700	(2,401)	51,101
Utilities	-	-	-
Total	224,305	60,540	163,765

Women's Tennis			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	103,000	46,900	56,100
Payroll Benefits	33,991	12,696	21,295
Communication Charges	610	52	558
Other Expense	1,924	311	1,613
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	17,910	327	17,583
Student Costs/Grant-in-Aid (2)	2,000	-	2,000
Supplies	11,615	501	11,114
Travel	50,500	-	50,500
Utilities	-	-	-
Total	221,550	60,788	160,762

Cross Country (M/W) (3)			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	110,325	55,163	55,163
Payroll Benefits	36,406	19,079	17,327
Communication Charges	-	-	-
Other Expense	1,648	371	1,277
Patient Care Costs	111	-	111
Plant Maintenance	487	-	487
Services	3,314	-	3,314
Student Costs/Grant-in-Aid (2)	55	-	55
Supplies	1,855	-	1,855
Travel	55,060	-	55,060
Utilities	-	-	-
Total	209,261	74,613	134,648

Track (M/W) (3)			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	196,825	98,067	98,758
Payroll Benefits	70,877	38,240	32,637
Communication Charges	560	135	425
Other Expense	4,864	1,058	3,806
Patient Care Costs	-	439	(439)
Plant Maintenance	-	-	-
Services	725	-	725
Student Costs/Grant-in-Aid (2)	8,000	24	7,976
Supplies	(2,187)	2,802	(4,989)
Travel	227,950	1	227,949
Utilities	-	-	-
Total	507,614	140,767	366,847

Women's Volleyball			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	237,007	118,100	118,907
Payroll Benefits	78,212	43,729	34,483
Communication Charges	330	165	165
Other Expense	4,646	975	3,671
Patient Care Costs	-	59	(59)
Plant Maintenance	23,300	-	23,300
Services	38,100	498	37,602
Student Costs/Grant-in-Aid (2)	3,200	5,242	(2,042)
Supplies	28,437	8,606	19,831
Travel	111,253	-	111,253
Utilities	-	-	-
Total	524,485	177,375	347,110

Swimming/Diving			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	146,810	73,405	73,405
Payroll Benefits	48,448	27,218	21,230
Communication Charges	-	-	-
Other Expense	2,975	567	2,408
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	500	70	430
Student Costs/Grant-in-Aid (2)	2,325	360	1,965
Supplies	22,725	4,083	18,642
Travel	107,700	-	107,700
Utilities	-	-	-
Total	331,483	105,703	225,780

Spirit			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	-	-	-
Payroll Benefits	-	-	-
Communication Charges	-	-	-
Other Expense	508	37	471
Patient Care Costs	-	-	-
Plant Maintenance	-	-	-
Services	-	-	-
Student Costs/Grant-in-Aid (2)	-	6,000	(6,000)
Supplies	33,900	490	33,410
Travel	-	-	-
Utilities	-	-	-
Total	34,408	6,527	27,881

Administration/Events/Other Operating (4)			
Expense Description	FY21 Revised Budget	FY21 YTD Actuals	FY21 Budget to Actuals Variance
Salaries	3,970,606	1,690,529	2,280,077
Payroll Benefits	1,097,187	477,518	619,669
Communication Charges	44,028	18,050	25,978
Other Expense	1,863,538	807,740	1,055,798
Patient Care Costs	156,750	17,460	139,290
Plant Maintenance	94,600	27,357	67,243
Services	1,955,751	130,612	1,825,139
Student Costs/Grant-in-Aid (2)	4,837,180	2,919,144	1,918,036
Supplies	1,459,486	432,622	1,026,864
Travel	(110,443)	63,000	(173,443)
Utilities	548,464	186,334	362,130
Total	15,917,147	6,770,367	9,146,780

Total 32,024,383 13,033,365 18,991,018

(1) Does not include special events and bowl games

(2) FY21 Grant-in-Aid 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) 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 7

#7

Project Construction Approval:

- a. Centennial Engineering Center, 3rd Floor Civil Engineering Computer Lab Expansion
- b. Student Union Partial Roof Replacement



INSTITUTIONAL
SUPPORT
SERVICES

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

DATE: January 27, 2021

TO: Teresa Costantinidis, Sr. VP Finance & Administration

FROM: Lisa Marbury, Assistant Vice President, Campus Environments & Facilities,
Vice President Office for Institutional Support Services

RE: Requested Approval

RECOMMENDED ACTION:

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

1. Centennial Engineering Center, 3rd Flr Civil Engineering Computer Lab Expansion
2. Student Union Partial Roof Replacement

cc: A. Coburn, M. Dion, D. Sprague, S. Rodgers, M. Bailey, C. Martinez – PDC

**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
Centennial Engineering Center, 3rd Floor Civil Engineering Computer Lab Expansion
UNIVERSITY OF NEW MEXICO
February 9, 2021**

REQUESTED ACTION:

In accordance with Section 7.12 of the Board of Regents Policy Manual and as required by the New Mexico Higher Education Department and New Mexico State Board of Finance, project approval is requested for **Centennial Engineering Center, 3rd Floor Civil Engineering Computer Lab Expansion – Main Campus.**

PROJECT DESCRIPTION:

This project will reconfigure and renovate approximately 2,900 SF of the 3rd floor, Civil Engineering at the Centennial Engineering, computer lab and student space. The renovation will require alterations of walls, floors, and ceilings as well as modifications to the existing HVAC, Electrical and Special Systems.

This will provide a state-of-the-art computer lab for civil, construction, and environmental engineering students. The new computer lab will accommodate up to 55 students compared to the old computer lab that could hardly host 20 students. The new computer lab will enable teaching new computing and drafting tools and technologies such as Building Information Management (BIM) and finite element simulations that could not be taught efficiently using the old computer lab. The new computer lab will be used by all undergraduate and graduate students in the department. The project also includes a designated room for student organizations and professional societies to meet.

PROJECT RATIONALE:

The project is an essential addition to the department to enable its efforts to be a national leader in construction automation. Such a facility will attract more students to civil, construction, and environmental engineering and strengthen the department position providing cutting edge training and education in the field. This project meets the department's mission of providing diverse, high-quality learning opportunities for students and practicing professionals throughout the engineering and construction industry. The project will significantly impact all civil, construction, and environmental engineering undergraduate and graduate students receiving their degrees from the department in the next few decades. Finally, this project is strongly supported by gifts and endowments from the department alumnus. Approving this project will support the continuous efforts by the School of Engineering and the Department of Civil, Construction, and Environmental Engineering (CCEE) to engage the alumni in fundraising activities necessary to provide resources to support the education, training, and economic development missions of the department.

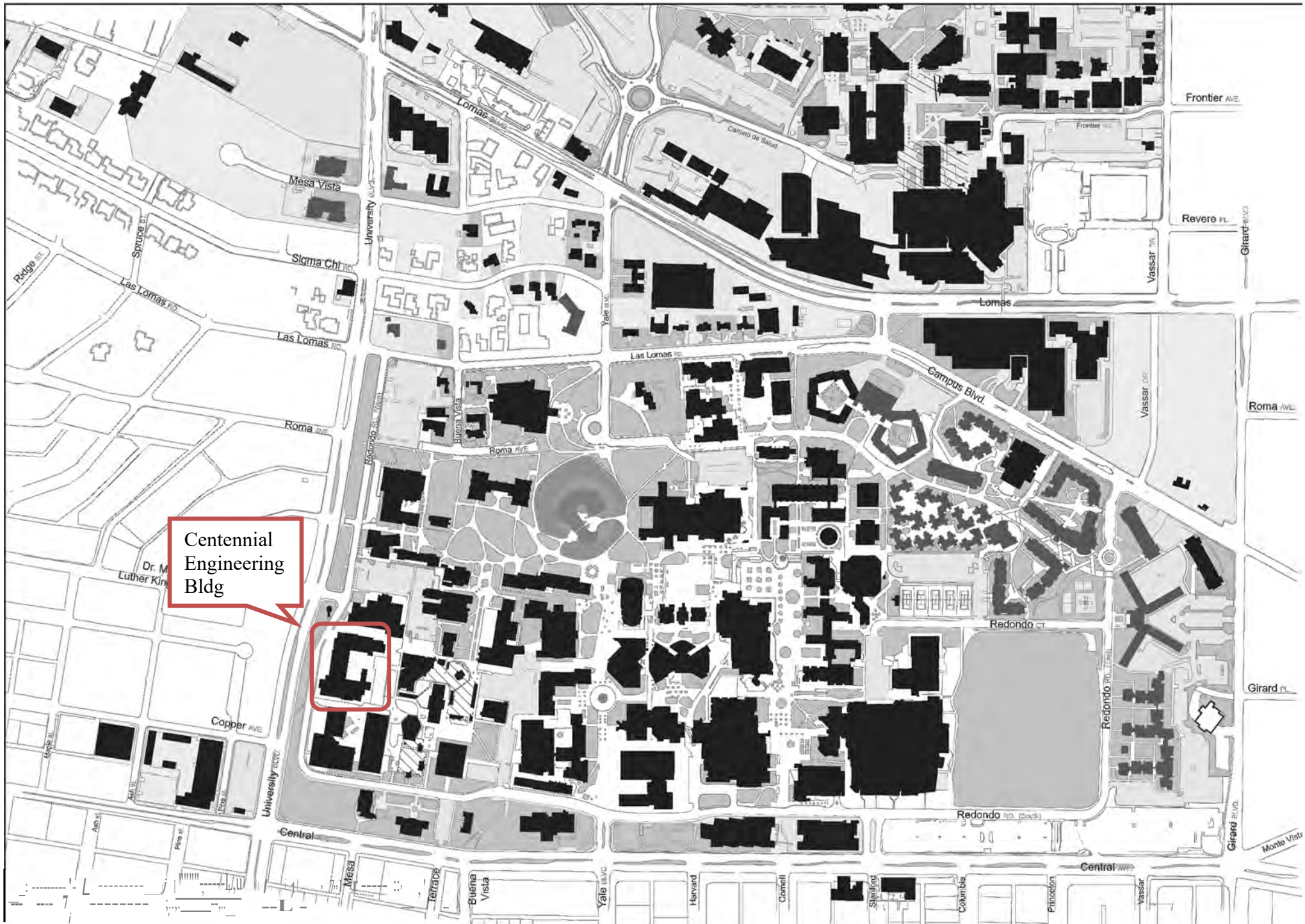
FUNDING:

The total estimated Project Budget is \$393,000:

- \$3,719 is funded from B.G. Taylor Laboratory Endowment Fund

- \$114,000 is funded from Civil Engineering Labs Fund
- \$146,000 is funded from Dana C Wood CE Labs
- \$129,281 is funded from FY19 General Fund Appropriation

The University of New Mexico - Central Campus



Centennial
Engineering
Bldg



7400 Montgomery NE, Suite 36
Albuquerque, NM 87109
tel 505.889.3030



10-31-2020

Computer Lab
Tenant Improvement



THE UNIVERSITY OF
NEW MEXICO

Centennial Engineering Center
300 Redondo W Dr.
Albuquerque, NM 87106

1		
2		
3		
4		
5		
MARK	DATE	DESCRIPTION
PROJECT NO.	21-1000330-00	
CAD DWG FILE:		
DRAWN BY:	TRC, BWS	
CHECKED BY:	BWS	
DATE:	October, 2020	

FLOOR PLAN

A101

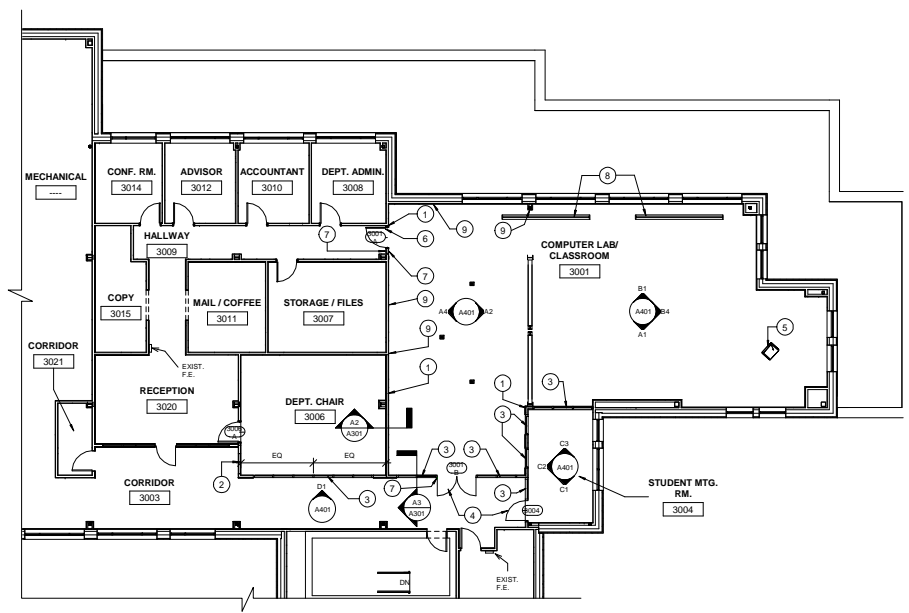
SHEET - OF -

KEYED NOTES

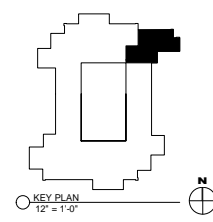
- 1 NEW WALL. REFERENCE SHEET A301 FOR DETAILS.
- 2 FILL IN DOOR OPENING WITH INFILL TO MATCH EXISTING WALL. TEXTURE AND PAINT TO MATCH EXISTING ADJACENT WALLS.
- 3 STOREFRONT GLASS WALL. 1" INSULATED GLASS UNITS WITH 1/4" CLEAR TEMPERED GLASS, 1/2" AIR SPACE AND 1/4" CLEAR TEMPERED GLASS FOR SOUND ATTENUATION. APPLY FROSTED FILM AS INDICATED. REFERENCE INTERIOR ELEVATIONS SHEET A401.
- 4 STOREFRONT GLASS DOOR. 1" INSULATED GLASS TO MATCH STOREFRONT GLASS. REFERENCE INTERIOR ELEVATIONS SHEET A401.
- 5 LOCATION OF FUTURE INSTRUCTOR PODIUM.
- 6 RELOCATED EXISTING DOOR WITH PANIC HARDWARE. PROVIDE WARNING SIGNAGE. REFERENCE SHEET A500.
- 7 NEW ACCESS CONTROL CARD READER. REFERENCE SPECIAL SYSTEMS DRAWING.
- 8 LOCATION OF FUTURE PROJECTOR SCREEN.
- 9 PATCH AND REPAIR WALL WHERE DEMOISHED WALL INTERSECTED.

GENERAL NOTES

ALL PLANS SHOW A PORTION OF THE OVERALL FLOOR PLAN. SEE KEY PLAN FOR REFERENCE TO LOCATION WITHIN THE BUILDING.



THIRD FLOOR CONSTRUCTION
1/8" = 1'-0"



KEY PLAN
1/2" = 1'-0"

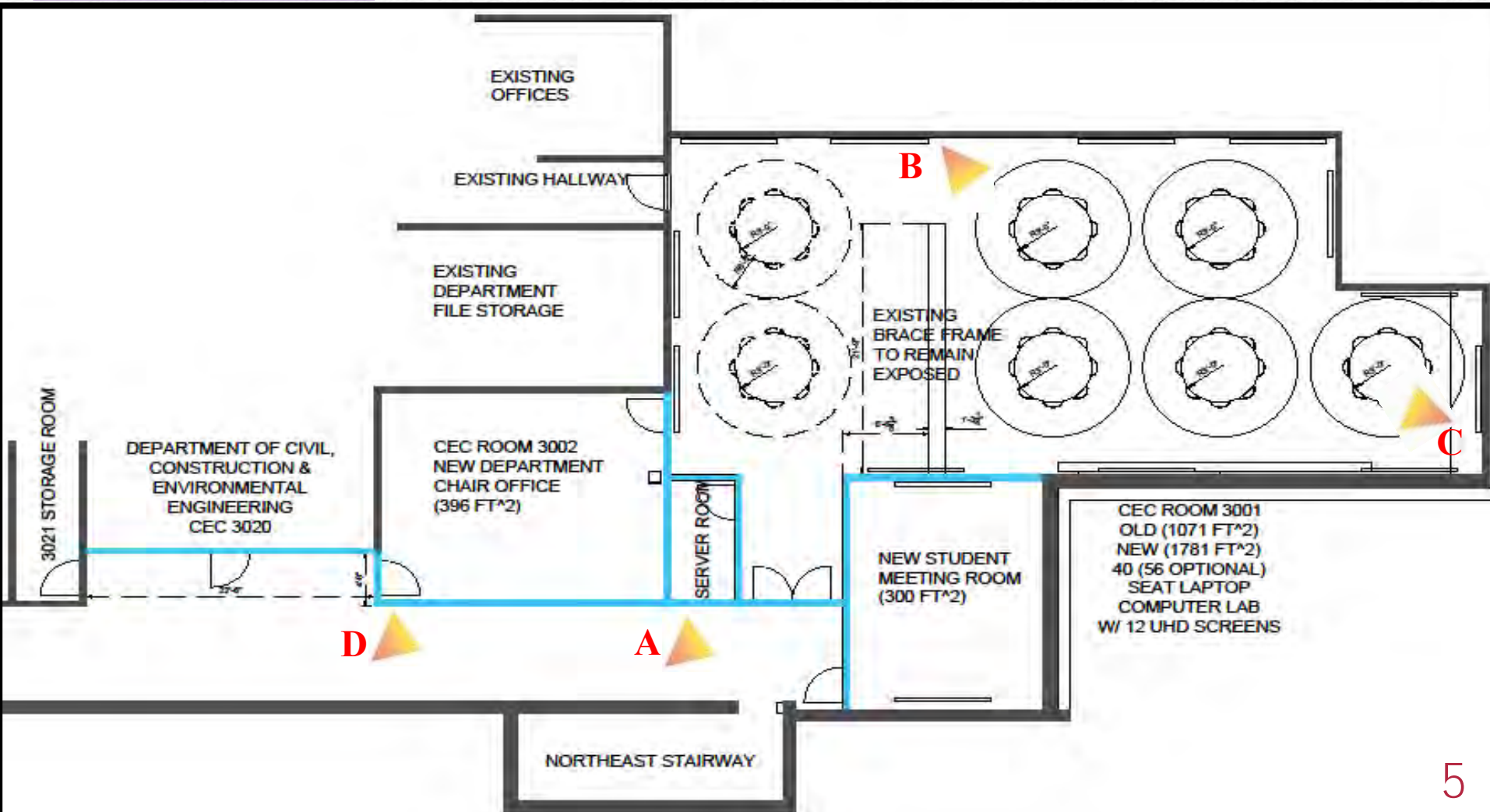




12 in 12: A Roadmap to UNM CCEE 2030

UNM CIVIL, CONSTRUCTION
& ENVIRONMENTAL
ENGINEERING

New Computer Lab





12 in 12: A Roadmap to UNM CCEE 2030

UNM CIVIL, CONSTRUCTION
& ENVIRONMENTAL
ENGINEERING

New Computer Lab



View From 'A' looking Student Meeting Room



12 in 12: A Roadmap to UNM CCEE 2030

UNM CIVIL, CONSTRUCTION
& ENVIRONMENTAL
ENGINEERING

New Computer Lab



View From 'B' looking Computer lab



12 in 12: A Roadmap to UNM CCEE 2030

UNM CIVIL, CONSTRUCTION
& ENVIRONMENTAL
ENGINEERING

New Computer Lab



View From 'C' looking exposed bracing



12 in 12: A Roadmap to UNM CCEE 2030

UNM CIVIL, CONSTRUCTION
& ENVIRONMENTAL
ENGINEERING

New Computer Lab



View From 'D' Looking Towards Department Chair's Office

**REQUEST FOR CAPITAL PROJECT CONSTRUCTION APPROVAL for
Student Union Partial Roof Replacement
UNIVERSITY OF NEW MEXICO
February 9, 2021**

REQUESTED ACTION:

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

PROJECT DESCRIPTION:

This project will provide and install a new PVC Roof System including tear off of existing membrane roofing, insulation & associated flashings, disposal of roofing demolition materials, installation of new 80 mil. PVC, seal all drains & any other roof penetrations with PVC flashing materials, manufacturer's 20-year system warranty & Contractor's 2-year workmanship warranty, and asbestos abatement, and seal roof after abatement contractor performs removals. This project will replace approximately 18,266 square feet of roof. The remaining roof not covered in Phase 1 or Phase 2 will be replaced when funds become available, optimistically in FY22. Estimated funds needed for additional and final phase will be \$350,000.

PROJECT RATIONALE:

The Student Union Building (SUB) serves as a campus community center offering many programs and services to the university community as well as the greater Albuquerque area. The Student Union sees over 10,000 people every day within the walls of our facility. Our facility provides meeting and event venues for student groups, communication forums of elected student government and various speaking events that our student population are passionate about. We offer space for student groups to meet, individual study areas and student sponsored events.

The SUB is a leader on campus and provides many high-tech conveniences, essential services, and cultural enrichments to the students and UNM community.

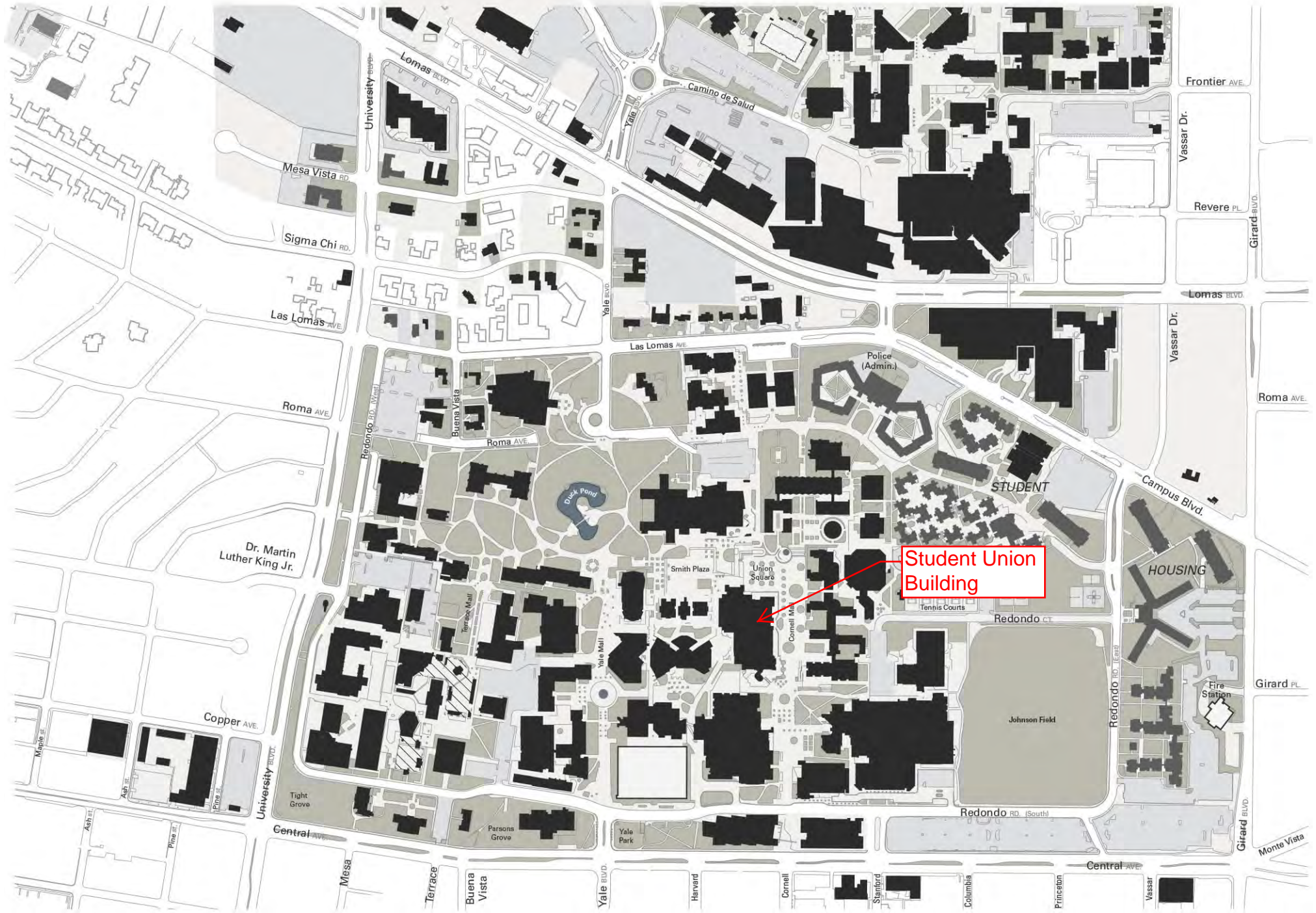
If this project is not approved, our facility, UNM students, the community, faculty and staff will be impacted by less than adequate facilities for the programs and services we offer. Our event staff market our facility as a premier venue to promote UNM for conferences and events. If our facility is not properly maintained, it impacts our ability to market UNM as a premier venue for events and makes us less competitive with other venues in the Albuquerque area.

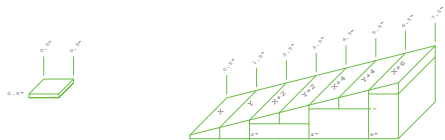
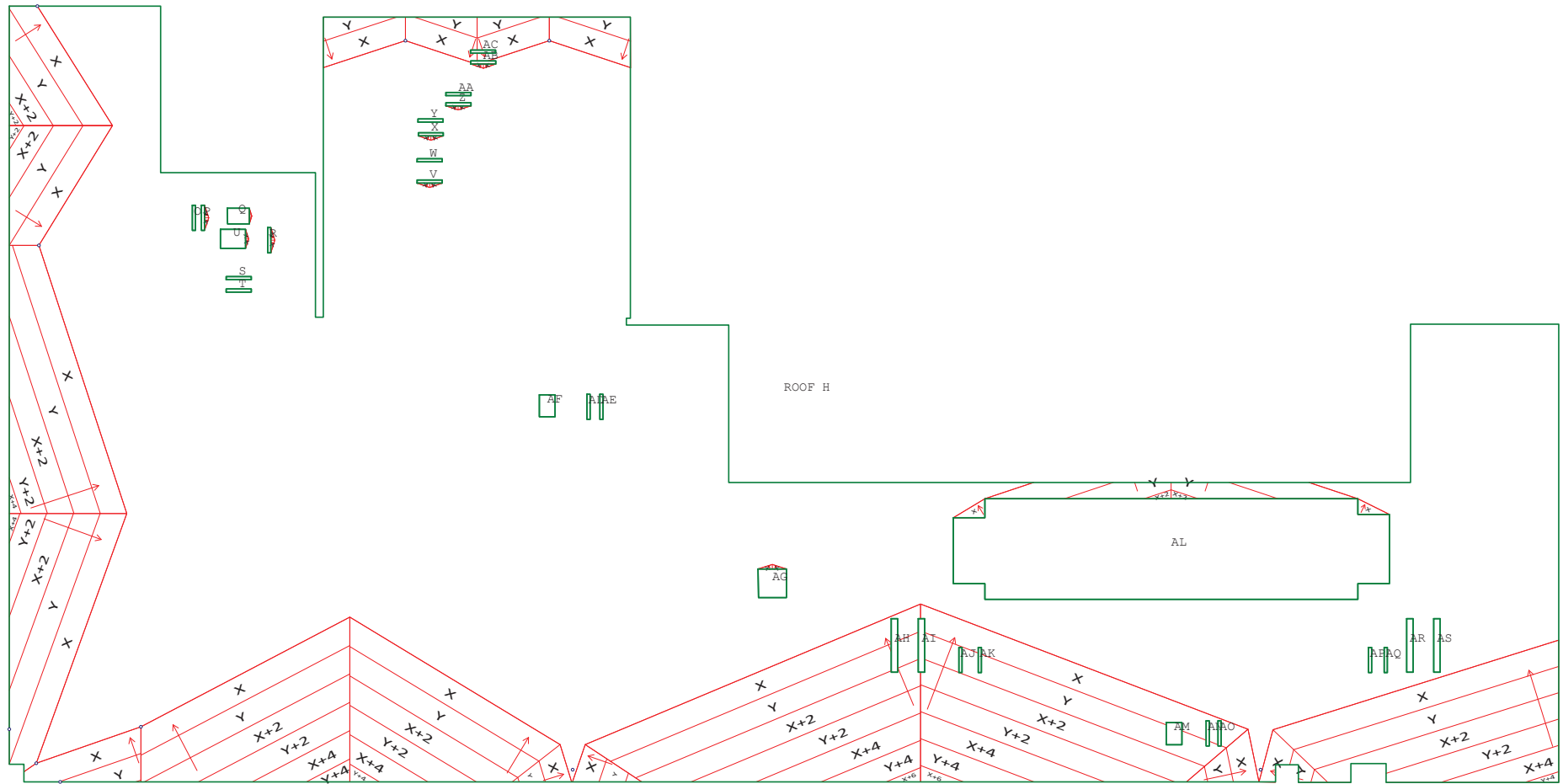
FUNDING:

The total estimated Project Budget is \$334,450.00:

- \$334,450.00 is funded from Provost Office BR&R

The University of New Mexico - Albuquerque: Central Campus





THINKING ON TOP™ 6521 ACADEMY PARKWAY W. NE ALBUQUERQUE, NM 87109
 P 505.883.3000 F 505.883.1719 INFORMATIONALROOFING.COM
NATIONAL ROOFING NATIONALROOFING.COM

PROJECT	UNM Bldg 60- Student Union - NRC Designated Area H	
ADDRESS		
ARCHITECT		
Avg. R =	6.65	
Scale: 0.06" = 1'	Total SqFt =	18266.0

TAB 8

#8

Approval of Reappointments and Appointments to UNM Rainforest Innovations Board of Directors

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

FROM: UNM Rainforest Innovations (UNMRI)
Board of Directors

DATE: February 9, 2021

RE: Approval of Board Reappointments: Terri Cole, Gregg Mayer, Robert Fisher, Julie Coonrod, and John Stormont

Approval of Board Appointments: Mitzi Montoya, Richard Luarki, Alex Romero, and David Foster

The UNMRI Board of Directors submits for approval the reappointments of Terri Cole, Gregg Mayer, Robert Fisher, Julie Coonrod, and John Stormont to its Board of Directors for a four-year term, beginning July 1, 2021 and ending June 30, 2025. These board members were recommended for reappointment by the UNMRI Nominations Committee and approved by the UNMRI Board of Directors at its January 29, 2021 board meeting, subject to Board of Regents' approval.

Terri Cole	bio attached
Gregg Mayer	bio attached
Robert Fisher	bio attached
Julie Coonrod	bio attached
John Stormont	bio attached

The UNMRI Board of Directors submits for approval the appointments of Mitzi Montoya, Richard Luarki, Alex Romero, and David Foster to its Board of Directors for a four-year term, beginning upon approval by the Board of Regents and ending June 30, 2025. Dr. Montoya, Dr. Luarki, Mr. Romero and Dr. Foster were recommended for appointment by the UNMRI Nominations Committee and approved by the UNMRI Board of Directors at its January 29, 2021 board meeting, subject to Board of Regents' approval.

Mitzi Montoya	bio attached
Richard Luarki	bio attached
Alex Romero	bio attached
David Foster	bio attached

Ms. Terri L. Cole



Vice Chair, STC.UNM Board of Directors

President & CEO, Greater Albuquerque Chamber of Commerce

Education

Institute for Organizational Management, San Jose State University
University of New Mexico
New Mexico State University

Business/Research Background

Recognized nationally for her leadership and business acumen, Ms. Cole became President & CEO of the Greater Albuquerque Area Chamber of Commerce in 1983 after joining its staff in 1978. In 1988 she became one of only 250 Certified Chamber Executives in the nation. Under her presidency, the Chamber has grown to be the largest business organization in New Mexico and is regarded nationally as a model for chambers of commerce. In 1991 she served as Chair of the Stanford University Institute of Organization Management and, in 1995, was the first female chairperson of the American Chamber of Commerce Executive Association.

Particular Knowledge and Skills

During former Governor Richardson's administration, Ms. Cole served as Chair of the New Mexico Workforce Development Board and served on the Governor's Higher Education Committee and the Governor's Citizens Task Force for Healthcare Reform. She is also the President of the Foundation for Open Government, has been appointed by Mayor Richard Berry to his Economic Development Advisory Council, and is the President-Elect of the New Mexico Chamber of Commerce Executives Association. Nationally, she was appointed some years ago to the US Chamber of Commerce Committee of 100 and serves, as a former chair, as an advisor to the American Chamber of Commerce Executives Association. The *New Mexico Business Journal* has named Ms. Cole one of the 10 most influential businesspeople in the State. She's also the recipient of the Martin Luther King, Jr. Freedom Award.

Dr. Gregg L. Mayer



President, Gregg L. Mayer & Co., Inc.

Education

BA - Biology, University of California at Berkeley
PhD - Physiology, University of California at Berkeley
Japanese Language Program, Keio University in Japan
Research Student, Keio University Graduate School of Business Administration and The National Children's Hospital Research Center in Tokyo

Business/Research Background

Dr. Mayer was a Co-Founder and Partner and later President and Director of Berkeley Antibody Company, Inc. in Berkeley, California. Subsequently, as Director, Vice President and President of Vivigen, Inc., a clinical genetic testing company, Dr. Mayer's responsibilities included investigation of new technologies for potential business opportunities, the direction of sales and marketing, as well as general management of the company. In 1988 and 1989, Vivigen was named one of "The Best Small Growth Companies in America" by *Business Week* magazine and was later acquired by Genzyme Corporation. Dr. Mayer is currently President of the Gregg L. Mayer & Company, Inc., a consulting firm in El Cerrito, California.

Particular Knowledge and Skills

Dr. Mayer's areas of expertise are in healthcare management, and consulting and new ventures in the pharmaceutical, biotechnology, medical-device industries, and managed-care companies in the U.S. and Japan. He is a founding board member of the Disease Management Association of Japan and the Japan Society for Health Support Sciences. He writes and lectures extensively in both the U. S. and Japan about healthcare.

Dr. Robert H. Fisher



Principal, Fisher Leadership Strategy Execution

Education

AB - Human Relations, University of California at Berkeley

MD - University of Missouri at Columbia

MSPH - University of Missouri at Columbia

Business/Research Background

Dr. Fisher specializes in leadership development, strategy assessment and execution. He has contributed to the development of some of the country's finest leaders and teams. He is regularly engaged with enterprise level transactions, strategy execution and complex leadership issues that are focused on cost savings, risk reduction and revenue production. He is trained and seasoned in systems thinking and is said by his clients to have the capacity to "see around the corner," resulting in an ability to help them control their careers and business futures. His client companies have ranged in size and character from publicly traded corporations and pre-IPO start-ups to partnerships and family businesses in the United States and Europe. Dr. Fisher's educational background includes an undergraduate degree from the University of California at Berkeley in Human Resources, a master's degree in Public Health and a medical degree from the University of Missouri at Columbia. He completed his psychiatry residency at the University of California Medical Center in San Francisco and was a public service science resident for the National Science Foundation.

Particular Knowledge and Skills

Dr. Fisher has conducted leadership integration and leadership development seminars at Stanford Hospital and Clinics, and at Stanford University Medical Center. He has been a speaker at Stanford's Lucile Packard Children's Hospital, Genentech and Berkeley's School of Ophthalmology. He currently serves on the advisory board for technology company abInventio and previously served on the board for Adapt SEM. In 2006, Dr. Fisher was appointed by the Department of Defense to its Joint Civilian Orientation Conference and tasked with analyzing the quality of leadership within the five branches of the U.S. military.

Dr. Julie E. Coonrod



Dean, Graduate Studies, UNM
Professor, Department of Civil Engineering, UNM

Education

BE, Civil Engineering - Vanderbilt University
MS, Civil Engineering - University of New Mexico
PhD, Civil Engineering - University of Texas at Austin

Business/Research Background

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

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

Particular Knowledge and Skills

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

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

Dr. John C. Stormont



Professor, Department of Civil Engineering
The University of New Mexico

Education

BS – Mining Engineering – University of Wisconsin
MS – Mining Engineering – University of Arizona
PhD – Geological Engineering – University of Arizona

Business/Research Background

Dr. Stormont received his B.S. in mining engineering from the University of Wisconsin, his M.S. in mining engineering from the University of Arizona, and his Ph.D. in geological engineering from the University of Arizona. Previously, he was a research scientist and engineer at Sandia National Laboratories. In 1995, he joined the UNM Department of Civil Engineering.

A former chair of the department, Dr. Stormont teaches courses in unsaturated zone hydrology, soil mechanics and geotechnical engineering, waste containment technologies, and civil engineering design.

Particular Knowledge and Skills

He is actively working in the areas of saturated and unsaturated flow through soil and rock. His experience includes field and laboratory measurements of hydraulic properties and behavior, as well as numerical simulations of near-surface processes including evapotranspiration, infiltration, drainage, and erosion. Dr. Stormont is also investigating the use of nanomaterials to improve wellbore sealing for CO₂ sequestration, hydraulic fracturing and other applications.

Dr. Stormont's many awards and recognitions include the Special Service Award from New Mexico Society of Professional Engineers; the Stamm Endowed Lectureship for Outstanding Faculty Member of the Department of Civil Engineering; the Junior Faculty Teaching Excellence Award from the UNM School of Engineering; and the Young Researcher Award for Outstanding Contribution to Constitutive Model Applications from the International Association for Computer Methods and Advances in Geomechanics.

He is a member of the UNM School of Engineering's Center for Water and the Environment, the American Society of Civil Engineers, and is a registered civil engineer in the state of New Mexico.

Dr. Mitzi M. Montoya



Dean, Anderson School of Management
The University of New Mexico

Education

BS – Applied Engineering Science, Michigan State University
PhD – Marketing and Statistics, Michigan State University

Business/Research Background

Mitzi M. Montoya, PhD, is the Dean of the Anderson School of Management at the University of New Mexico. Dr. Montoya received her PhD in Marketing and Statistics and BS in Applied Engineering Science, both from Michigan State University.

Dr. Montoya is a thought leader in higher education. Throughout her career she has supported student and faculty success, enhanced entrepreneurial and innovation ecosystems and she has led collaborative initiatives that advance economic and community prosperity. Prior to joining UNM, Dr. Montoya served as the Provost and Executive Vice President at Washington State University. Dr. Montoya also served at Oregon State University as the Sara Hart Kimball Dean of the College of Business. At Arizona State University, she was the Dean of the College of Technology & Innovation, Vice Provost of the ASU Polytechnic Campus and inaugural Vice President and University Dean of Entrepreneurship & Innovation for ASU. Prior to ASU, Dr. Montoya spent 15 years at North Carolina State University where she held the Zelnak Chair in Marketing & Innovation in the Poole College of Management and was Special Assistant to the Vice Chancellor of Research.

Particular Knowledge and Skills

Dr. Montoya is a former American Council on Education (ACE) Fellow. Her research focuses on innovation processes and strategies and the role of technology as an enabler of virtual team decision-making. She is widely published and a recipient of numerous grants. She has taught courses in innovation and marketing strategy in the US, England, Brazil, Italy, Egypt, Kuwait, Russia, Japan, Hong Kong, Switzerland, Panama and Argentina.

Dr. Montoya has served on the board of various startup ventures, nonprofit foundations and economic development boards. She advises many organizations on topics related to innovation and marketing strategy. At heart, she is an innovator with a mission to be an agent of change for the greater good.

Dr. Richard Luarkie



President & CEO
Tamaya Ventures

Education

BA – Economics, University of New Mexico
MBA – New Mexico State University
PhD – Rural/Tribal Relations, Arizona State University

Business/Research Background

Dr. Richard Luarkie is President & CEO of Tamaya Ventures, formerly Southern Sandoval Investments, Ltd. Tamaya Ventures is a federally chartered, section 17 corporation owned and operated by the Pueblo of Santa Ana and is the real estate and business development arm of the Pueblo.

In 2018, he was named the new Executive Director of the NMT Research Park Corporation, the arm of New Mexico Tech that is responsible for marketing and commercializing intellectual property, and Director for New Venture Development in the Office of Innovation Commercialization.

Particular Knowledge and Skills

Dr. Luarkie has a wealth of experience in leadership roles. Most recently, he was the CEO of Emerging Equities Solutions Group in Albuquerque since the end of 2014. From 2007 to 2014, he worked with the Laguna Pueblo in a variety of roles, including four years as the Governor and CEO.

Dr. Luarkie has a doctorate in Rural/Tribal Relations from Arizona State University. He earned his bachelor's in economics at the University of New Mexico and his MBA from New Mexico State University.

Mr. Alex O. Romero



Former President/CEO
Albuquerque Hispano Chamber of Commerce

Education

Graduate School of Banking, University of Colo. Boulder, CO
School of Bank Marketing, University of Colo. Boulder, CO
Advanced School of Marketing, University of Georgia, Athens, GA
National Commercial Lending School, University of Oklahoma, Norman, OK National
Bank Card School, Northwestern University, Evanston, IL
National Association of Securities Dealers Inc. (NASD)
Series 6: Registered Representative (IC/VC)
Series 63: Uniform Securities Agent
Series 26: Principal, Investment Co. products/Variable Contracts
Bilingual in Spanish and English
(03 2015)

Business/Research Background

Mr. Romero is a retired bank executive. He spent thirty-five years in the banking industry in the Albuquerque area. He is the former Executive Vice President of Bank of America's New Mexico Consumer Market Division. As Consumer Executive, Mr. Romero was responsible for the bank's marketing outreach and its New Mexico Banking Centers. He was named President of the Albuquerque Hispano Chamber of Commerce in December of 2004.

Particular Knowledge and Skills

Mr. Romero currently serves and has served on many boards and foundations in New Mexico, including the following:

- Vice Chair, Immediate Past Chairman, Lovelace Medical Center Governing Board
- Member, UNM Foundation Board of Trustees
- Member, Sadia Science & Technology Park Board and Advisory Council
- Member, Hispanic Education Act Advisory Council
- Member, Instituto Cervantes Advisory Committee
- Member, New Mexico Economic Development Commission
- Past Chair, Albuquerque Development Commission
- Honorary Commander, Air Force Nuclear Weapons Center
- Member, National Hispanic Cultural Center Foundation
- Former Board Member and Past President, St. Pius X High School Foundation
- Past Chairman, Albuquerque Hispano Chamber of Commerce (1998)
- Past Board Member, New Mexico Supreme Court, State Bar Disciplinary Board
- Alumni, Leadership Albuquerque



Retired Policy Analyst, Metropolitan Applied Research Center
Retired Consultant to Media Companies

Education

BA, Political Science – Haverford College
EdM, Policy Analysis - Harvard University Graduate School of Education
MBA - Harvard Business School

Business/Research Background

David Foster is a retired policy analyst, publishing industry veteran and entrepreneur. Today he invests his time and resources where he thinks he can make a difference. His career began as a policy analyst in urban education at the Metropolitan Applied Research Center in New York City where he contributed to programs to upgrade academic achievement and to establish accountability in public schools. He also served as a consultant to the US Office of Education where he helped launch Pell Grants.

Particular Knowledge and Skills

As a consultant to media companies world-wide, his experience included acquisitions, reorganizations, new product launches, raising investment capital, product line extensions, new customer acquisitions and customer retention. Distinguished clients included: Abril, S.A. Asia Society, Brandt Publications, Consumers Union, Grolier, Inc., Jobson Publishing, Ogilvy & Mather Direct, OrangeGlow Products, Rodale Press, Southam Communications, The Council on Foreign Relations, The US Chamber of Commerce, and Times Mirror Magazines. His influential newsletter, *Competitive Publishing Hotline*, pioneered use of databases in editorial platforms.

Learning from the battle scars of launching a consumer products company (Cozy Baby) and a start-up in the medical field (Medkit), he bought a home healthcare company in Albuquerque, NM in 2005 with 100 clients. Growing organically, through acquisitions, and a companion company launch, he sold the company serving 500 clients in 2012. Currently, he is active in Economic Forum and serves on the Board of Directors of NDI-NM. He has also been Treasurer of the Del Norte Rotary Club Foundation Board, and served on several health care industry boards, including New Mexico Association for Home and Hospice Care (NMAHHC), where he was Member of the year in 2009.

He resides in Albuquerque, NM with his wife, Dr. Holly Barnet-Sanchez, Associate Professor of Latin American and Chicano/a, Latino/a art history (emerita) at the University of New Mexico. His daughter, Ashley, is a professor at Fresno State University and his son, Henry, is a Vice President of JP Morgan.

TO: Garnett S. Stokes, President, The University of New Mexico

FROM: Sandra Begay, Chair, UNMRI Board of Directors

DATE: January 20, 2021

SUBJ: Recommendation to Reappoint Julie Coonrod and John Stormont to the UNMRI Board of Directors

Dear President Stokes:

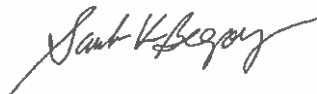
As President of The University of New Mexico, the UNMRI Bylaws authorize you to appoint and reappoint the academic dean member and main campus faculty member of the UNMRI Board of Directors. Professor Julie Coonrod is the current academic dean member and Professor John Stormont is the current main campus faculty member of the UNMRI Board. Both of their terms expire on June 30, 2021.

As Chair of the UNMRI Board of Directors' Nominations Committee, I am recommending that you reappoint Julie Coonrod to a four-year term as the academic dean member and John Stormont to a four-year term as the main campus faculty member of the UNMRI Board. Both terms would begin on July 1, 2021 and end on June 30, 2025.

If you approve the recommendation to reappoint Professor Coonrod and Professor Stormont, the committee will submit their reappointments for approval to the UNMRI Board at its January 29 meeting and for final approval to the Board of Regents at its February meeting.

Thank you for your consideration of this matter.

Sincerely,



Sandra Begay
Chair, UNM Rainforest Innovations Board of Directors

cc: Elizabeth (Lisa) J. Kuuttala
CEO & Chief Economic Development Officer
UNM Rainforest Innovations

APPROVED BY



Garnett S. Stokes
President
The University of New Mexico

1/21/2021

Date

TAB 9

#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

#10

Results of Advanced Refunding of UNM Series 2014A and 2014C Bonds

MEMORANDUM

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

THRU: Teresa Costantinidis, Senior Vice President, Finance and Administration

FROM: Vahid Staples, Budget Officer, Office of Planning, Budget & Analysis

DATE: February 9, 2021

SUBJECT: Results of Advanced Refunding of UNM Series 2014A and 2014C Bonds

Per the terms of the Delegated Pricing Authority approved by the Regents in December of last year, we are providing the results of the refunding.

On February 3rd the Taxable Refunding Revenue Bonds, Series 2021 bond issue was priced and marketed to refund the University's outstanding series 2014A and 2014C bonds. The results of the refunding were very favorable as the University was able to benefit from refunding the issue during continued historically low interest rates.

The refunding achieved total present value savings of 11.23% of the refunded principal amount which was \$64,290,000. The average annual debt service savings will be approximately \$585,083 from FY2022 through FY2035. The total debt service savings through the life of the refunded issue equate to \$8,195,922.

The bond issue was well received in the market. Initial priority orders were 5.1 times the par amount of the issue. This enabled adjustments in the pricing of the issue by lowering yields.

Thank you for your consideration.

REFUNDING ANALYSIS
The University of New Mexico
Taxable Sub Lien System Refunding Revenue Bonds, Series 2021
Final Numbers

Year	Refunded Debt Service	Unrefunded Debt Service	New Refunding Debt Service	Savings
2021	\$ 7,392,350	\$ 5,793,750	\$ 1,593,833	\$ 4,767
2022	10,244,200	7,047,000	2,565,899	631,301
2023	10,567,200	7,370,000	2,566,206	630,994
2024	8,733,700	5,491,500	2,614,770	627,431
2025	9,030,400	-	8,450,814	579,586
2026	7,218,650	-	6,635,700	582,950
2027	8,637,900	-	8,061,023	576,877
2028	8,635,400	-	8,053,558	581,842
2029	8,623,150	-	8,043,671	579,479
2030	8,365,900	-	7,790,596	575,304
2031	6,438,750	-	5,863,334	575,416
2032	6,436,500	-	5,858,977	577,523
2033	6,624,000	-	6,047,631	576,369
2034	6,874,000	-	6,325,720	548,280
2035	6,872,250	-	6,324,447	547,803
	<u>\$ 120,694,350</u>	<u>\$ 25,702,250</u>	<u>\$ 86,796,178</u>	<u>\$ 8,195,922</u>

Refunded Bonds	\$ 64,290,000
Average Coupon of Refunded Bonds	4.97%
True Interest Cost (TIC) on Refunding Bonds	1.76%
Negative Arbitrage	\$ 3,265,795
Net Present Value Savings	\$ 7,225,627

Percentage Savings of Refunded Bonds = 11.239%

TAB 11

#11

Report on UNM 2021 Business & Economic Summit

**A verbal presentation will be given for this item.*

TAB 12

#12

UNM Rainforest Innovations 2020 Annual Report and Audit Report



Supporting Technology Transfer and
Catalyzing Economic Development
at the University of New Mexico

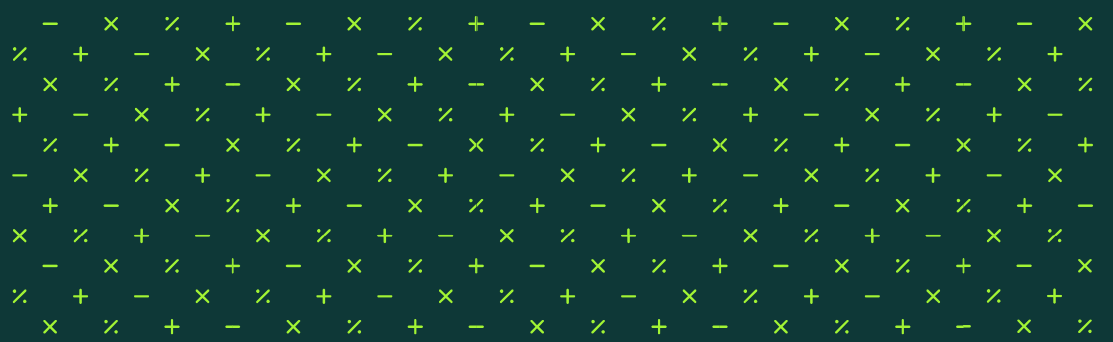
ANNUAL REPORT TO THE BOARD OF REGENTS OF THE UNIVERSITY OF NEW MEXICO

Presented by Lisa Kuuttila,
CEO & Chief Economic Development Officer
UNM Rainforest Innovations

February 9, 2021

OUTLINE

- ❖ FY 2020 Audit Results
- ❖ FY 2020 Accomplishments
 - Technology Transfer
 - Economic Development
 - Board Retreat: Future Scenario Planning
- ❖ FY 2020 Data, Income Analysis & Forecast



STC.UNM

Audit Exit Conference

September 11, 2020

Your Service Team

Name	Role	Contact
Lisa Todd	Partner	lisa.todd@mossadams.com 505-837-7653
Josh Lewis	QC Reviewer	josh.lewis@mossadams.com 505-837-7617
Sheila Herrera	Senior Manager	sheila.herrera@mossadams.com 505-837-7625
Lauren Kistin	Audit Manager	Lauren.kistin@mossadams.com
Lauren Casias	Audit Staff	lauren.casias@mossadams.com



Overview of Current Year Audit

- Unmodified independent auditors' report
 - Unmodified = a clean opinion
- Unmodified Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements in Accordance With *Government Auditing Standards*



Overview of Current Year Audit

Our Consideration of Fraud

- We consider internal control over financial reporting as a basis for designing our auditing procedures but not for the purpose of expressing an opinion on the effectiveness of STC.UNM's internal control
- We do not design our audit to specifically detect fraud but are required to communicate any instances detected by our procedures

Communications With Those Charged With Governance

- Significant accounting policies are the responsibility of Management – are defined in Note 2 in the financial statements with no significant changes from prior year
- We noted no transactions entered into by STC.UNM during the year for which there is a lack of authoritative guidance or consensus
- Additional time spent auditing license settlements and related costs, incentive compensation

Communications With Those Charged With Governance

- Significant Accounting Estimates
 - Allowance of accounts receivable
 - Estimated useful lives of capital assets
 - Compensated absences
 - Valuation of investments
- Audit adjustments
 - No audit adjustments or passed adjustments





Verbal comments

- Adding review of contracts entered into the WellSpring (contract management system) in order to ensure all inputs are appropriate and agree to the contracts. Avoid errors of data entry that could result in inaccurate billing information.
- Noted that the bonuses calculation was miscalculated in accordance with policy terms. Patent cost reimbursements were improperly included in the base of the calculation, resulting in an overage of \$8,623 in calculated bonuses.
- Incentive policy should be specific on whether settlement from licenses should be included gross/net in the calculation of bonuses.

Communications With Those Charged With Governance

- To our knowledge, management has not consulted with other independent accountants
- No issues discussed prior to our retention as auditors
- We will be requesting certain representations from management in our management representation letter to be signed prior to the issuance of the financial statements
- No noncompliance with laws and regulations
- No fraud noted



Questions or Comments

PRESIDENT'S REPORT FY 2020

FY 2020 ACCOMPLISHMENTS

TECHNOLOGY TRANSFER

METRICS

TECHNOLOGY TRANSFER

Metrics

	FY 2017	FY 2018	FY 2019	FY 2020 (Goal)	FY 2020 (Actual)	% of Goal
Disclosures	114	107	125	120	127	106%
New U.S. Patent Applications Filed	68	93	102	---	77	---
Issued U.S. Patents	73	51	59	---	46	---
Option/License Agreements	58	52	52	50	44	88%
Start-up Companies	12	11	11	10	4	40%
Patent Expenses						
• Licensee Initiated	\$690,153	\$557,531	\$667,648	\$545,000	\$459,529	84%
• UNM Rainforest Innovations Initiated	\$845,506	\$885,030	\$886,475	\$841,670	\$1,007,541	120%
License Revenues	\$1,335,632	\$1,470,078	\$1,330,759	\$1,753,000	\$52,317,796	2984%
Patent Cost Reimbursement Revenues	\$714,805	\$621,413	\$623,274	\$580,000	\$480,334	83%
Combined License & Patent Cost Reimbursement Revenues	\$2,050,437	\$2,091,491	\$1,954,033	\$2,333,000	\$52,798,130	2263%
Total Income	\$2,192,568	\$2,490,951	\$2,407,927	\$2,763,813	\$54,308,587	1965%

TECHNOLOGY TRANSFER

SUPPORTING UNM

SUPPORTING UNM

Inventors Selected for 2020 Calendar

- ❖ 25 Year Commemorative Calendar featuring Rainforest Innovation Fellows
 - January – Steven R.J. Brueck
 - February – Larry A. Sklar, Ph.D.
 - March – Stephen D. Hersee, Ph.D.
 - April – Graham S. Timmins, Ph.D.
 - May – Plamen B. Atanassov, Ph.D.
 - June – C. Jeffrey Brinker, Ph.D.
 - July – Cheryl L. Willman, M.D.
 - August – Gabriel P. López, Ph.D.
 - September – Bryce C. Chackerian, Ph.D.
 - October – David S. Peabody, Ph.D.
 - November – Sang M. Han, Ph.D.
 - December – Angela Wandinger-Ness, Ph.D.

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2020 Calendar



2020 Calendar



January



Steven R. J. Brueck, Ph.D.

February



Larry A. Sklar, Ph.D.

March



Stephen D. Hersee, Ph.D.

April



Graham S. Timmins, Ph.D.

May



Plamen B. Atanassov, Ph.D.

June



Cheryl L. Willman, M.D.

July



C. Jeffrey Brinker, Ph.D.

August



Gabriel P. López, Ph.D.

September



David S. Peabody, Ph.D.

October



Bryce Chackerian, Ph.D.

November



Sang M. Han, Ph.D.

December



Angela Wandinger-Ness, Ph.D.

STC.UNM
Lobo Rainforest Building
101 Broadway Blvd. NE, Suite 1100
Albuquerque, NM 87102
(505) 272-7900
info@stc.unm.edu
stc.unm.edu

Publication Date: November, 2019.

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



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Inventor Honors



2019 Fellow

Bryce Chackerian, Ph.D.

Professor, Department of Molecular Genetics & Microbiology
The University of New Mexico



2019 Fellow

David S. Peabody, Ph.D.

Professor, Department of Molecular Genetics & Microbiology
The University of New Mexico



2017 Fellow

Cheryl L. Willman, M.D.

Distinguished Professor of Pathology
The University of New Mexico
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

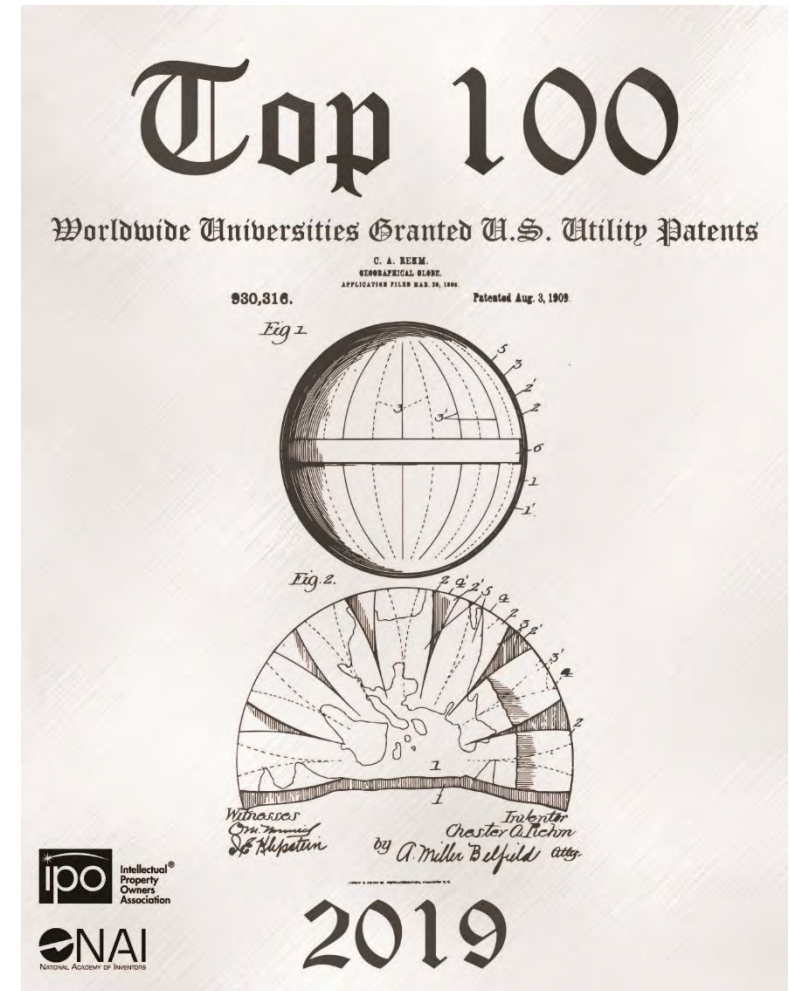
Steven R. J. Brueck, Ph.D.

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

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NAI Ranking

- ❖ UNM makes list of top 100 worldwide universities with largest number of issued US patents for the sixth year in a row.
- ❖ Recognized by National Academy of Inventors (NAI) and the Intellectual Property Owners Association (IPO)
- ❖ Ranked 61 in 2019



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E-Newsletters FY 2020 Q1

The Lobo Rainforest I-Corps Site is Requesting Applications for the Fall 2019 Cohort!

The NSF-funded program's purpose is to teach UNM faculty and students to identify market or product opportunities that can emerge from academic research or student ideas. If you are a UNM faculty or student who wants to find out more about the program and apply for the fall 2019 session, go to the [Lobo Rainforest I-Corps](http://loborainforest.com/icorps/).

The application deadline is September 9, 2019. <http://loborainforest.com/icorps/>



STC Welcomes New Board Members



Ms. Teresa Costantinidis
Senior Vice President for
Finance and
Administration
The University of New Mexico



Dr. James P. Holloway
Provost & Executive Vice
President for
Academic Affairs
The University of New
Mexico

STC Year-End Metrics Show Robust Growth

Fiscal year 2019 ended on solid financial footing for STC.UNM, the University of New Mexico's technology-transfer and economic-development organization.



Total income (approximately \$3.4 million) is now diversified to include license income and other income. In particular, STC has received several grants, including the new ED New Mexico Rainforest University Center grant awarded this past year.



UNM Joins the Advanced Economic Development Leadership Program

ADVANCED
Economic Development
LEADERSHIP

The University of New Mexico has become a member of the Advanced Economic Development Leadership Program, a nationwide alliance of five major universities offering advanced economic-development leadership courses and senior-level economic development professionals. The partner universities, the University of Alabama, Clemson University, The University of Southern Mississippi, and UNM, have developed a core curriculum that specifically addresses the demands of the complex profession of economic development.



In the Spotlight – Fernando Moreu, PhD, PE

Dr. Moreu's main research explores the interface between human and infrastructure, using of new technologies to measure structural responses of structures under (or after) extreme loading events. This research also include results about reference-free measurement of displacements using drones and lasers, as well as automatic structural health assessment and prognosis using robots that can impact the structure, listen to the tap, and classify whether they are safe or not using machine learning techniques.

EVENTS

The Startup Scorecard – How Venture Capitalists Evaluate Early Stage Companies In Order To Make Investment Decisions

September 19, 12 – 1 p.m.

Lobo Rainforest, Seminar Room (101
Broadway Blvd. NE Albuquerque, NM
87102)

Presented by **Chris Hemmeter**, Managing
Director, Thayer Ventures



STC 2019 Fall Seminar Series

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

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UNM Gap Funding Program - Submitted Proposals - FY 2020

Proposal Name	PI(s)	Location
Chronic Liver Disease Increases Prevalence of Hydrogen Sulfide Produced in the Setting of Dysbiosis	Aleksandr Birg	HSC
Novel Hemorheologic Approach for Reduction of Cancer Growth and Metastasis Formation	Denis Bragin	HSC
Validation of GTPase Activity Assay as a Clinical Decision Support for Sepsis Diagnosis and Antibiotic Stewardship	Tione Buranda	HSC
Universal Atomic Force Probes: Microscopy, Lithography, Combined with Spectroscopy	Tito Busani	Main
Personal Ergonomic Removable Customized Hybrid Desk (PERCH-D)	Heather Canavan	Main
Immunotherapy Compositions and Methods for Treatment of Tauopathy	Bryce Chackerian, Kiran Bhaskar	HSC
SpritED	Brandi Fink, Randall Starling	HSC
Virus-Like Particle Vaccines targeting Dengue Virus Non-Structural Protein 1 (NS1)	Kathryn Fietze	HSC
Additive Manufacturing of Versatile Solid State Microsensor Arrays	Fernando Garzon	Main
Wearable Plant Health Sensor	David Hanson, Tito Busani	Main
Brain Penetrant scFv Antibody Block of P2X4 Receptor for the Treatment of Chronic Pain	Karin W. High, Sascha Alles	HSC
Mechanical Vibrating Mesh Atomizer	Nathan Jackson	Main
Demonstrating the Clinical Effectiveness of Energy-Modulated Arc Therapy (EMAT)	Shuang (Sean) Luan, Richard Shaw	HSC/Main
Lipase Inhibitors to Prevent Rancidity in Expressed Human Milk During Storage	Jason McConville, Katherine Zychowski	HSC
Use of Circular RNAs as Biomarkers for Psychiatric Disorders	Nikolaos Mellios	HSC
Lasers and Unmanned Aerial Vehicles (UAVs) to Measure Total Displacements of Critical Infrastructure Under Live Loads	Fernando Moreu	Main
Use of Shigella Vaccines in Neurodegenerative Diseases	Irene Salinas	Main
Science-Based English as a Second Language and Health Literacy Application	Francisco Soto Mas	HSC
Next-Generation 3-D Printed Fiber Reinforced Polymers (FRP) Plates and Bars	Mahmoud Reda Taha	Main
Development of Novel Theranostics for the Early Diagnosis and Treatment of Protein Misfolding Diseases	David Whitten, Eva Chi	Main

SUPPORTING UNM

UNM Gap Funding Program - Submitted Proposals - FY 2020

- ❖ Received 20 proposals
- ❖ Total request: \$496,414
- ❖ Proposals from:
 - 8 UNM Main
 - 11 HSC
 - 1 HSC/Main

SUPPORTING UNM

UNM Gap Funding Program – Awardees – FY 2020

❖ **Mechanical Vibrating Mesh Atomizer**

- Nathan Jackson, PhD, Assistant Professor
- School of Engineering: Department of Mechanical Engineering, Center for High Technology Materials
- Amount requested: \$24,857

❖ **Lipase Inhibitors to Prevent Rancidity in Expressed Human Milk During Storage**

- Jason McConville, PhD, Associate Professor
- Katherine Zychowski, PhD, Research Assistant Professor
- College of Pharmacy: Department of Pharmaceutical Sciences
- Amount requested: \$25,000

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Speaking Engagements FY 2020

❖ **UNM Rainforest Innovations Staff Invited to Present or Speak at Various UNM Events, Meetings and Classes**

- UNM HSC CTSC BioVenture Partnership Event Judge, 9/5/19 – Cara M.
- MGMT Class - Entrepreneurial Selling, Stacy Sacco, 9/16/19 – presented by Matt D. and Cecilia P.
- MGMT Class - New Venture Strategies, Stacy Sacco, 9/17/19 – presented by Matt D. and Cecilia P.
- IPH 560/460 Health Systems and Globalization Innovation and Knowledge Sharing, 10/8/19 – presented by Lisa K.
- Biodesign Class, 10/1/19 – presented by Gregg B. and Alex R.
- Biodesign Class, 10/8/19 – presented by Cecilia P.
- Engineering Honors Freshman Class, 10/15/19 – presented by Lisa K.
- CS Colloquium, 10/16/19 – presented by Lisa K.
- MGMT 450 – Computer Based IS, 10/21/19 – presented by Cara M.
- Biomedical Engineering Research Practices Class, 10/22/19 – presented by Lisa K. & Gregg B.
- MGMT 450 – Computer Based IS, 10/23/19 – presented by Cara M.
- UNM Foundation – STC Co-Investment Fund, 11/14/19 – presented by Lisa K.
- BIOM 555 – Biomedical Ethics, 12/4/19 – presented by Matt D.
- MGMT 450 – Computer Based IS, 2/10/20 – presented by Cara M.
- UNM Tissue Engineering Class, 3/5/20 – presented by Hannah R.
- CTSC, 4/14/20 – presented by Matt D.
- John Stormont’s UNM Masters Class, Spring 2020 – Intellectual Property – recorded by Alex Roerick
- BIOM 555 Bioethics class, 5/6/20 – presented by Gregg B. & Matt D.

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Marketing Activities - FY 2020 Q1-Q4

- ❖ **Novelty Searches**
 - Performed 89 for technologies

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

- ❖ **Non-Confidential Summaries (NCSs)**
 - Drafted 83 NCSs

- ❖ **Marketing/Event Campaigns**
 - Executed 85 email campaigns for technologies
 - Approx. 275 technologies marketed
 - Executed 108 email campaigns for outreach/events

SUPPORTING UNM

Marketing Date - FY 2020 Q1-Q4

- ❖ **Of the 85 email campaigns executed**
 - 2,429 marketing interactions from email campaigns
 - 136 interactions from targeted emails
- ❖ **Interactions accounted for approx. 72 serious leads in which companies requested more information about technologies**
- ❖ **Sophia Knowledge Management System**
 - 379 current inventor users

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Flintbox Activities - FY 2020 Q1-Q4

- ❖ UNM Rainforest Innovations currently has 619 technologies posted on Flintbox

- ❖ Currently have 10 products available for licensing online
 - 6 orders from Flintbox in FY 2020 Q1-Q4
 - 5 Couette Cells for Demonstrating Laminar Flow
 - 1 Couette Cell for Demonstrating Laminar Flow (Plan Only)



flintbox®

Illuminating Innovation

SUPPORTING UNM

New Flintbox Portal

- ❖ Switched to new Flintbox portal in Q4
 - Provides new, modern look of technology postings

2020-092 - Drugs for COVID-19

Details

Abstract

Background
Coronaviruses (CoVs) are a family of viruses causing disease in humans and animals. The viral pathogens lead to mild respiratory tract infections, of the common cold category. The ongoing and raging 2019-2020 pandemic of serious respiratory disease caused by a novel coronavirus (SARS-CoV2) was foreshadowed by two notable prior epidemics. First in 2002-2004, severe acute respiratory syndrome (SARS) caused by SARS coronavirus infected 8,096 people in 26 countries and killed 774. Second in 2015, Middle East Respiratory Syndrome (MERS) caused by MERS coronavirus infected 2,494 people in 27 countries and killed 858. Coronavirus initiated diseases have all exhibited high mortality, with high prevalence of acute respiratory distress syndrome (ARDS), arrhythmia, and death. In addition, resolved cases have been characterized by long-term reduction in lung function and disability. Currently, there are no approved therapeutics or vaccines available for diseases related to this viral family; however, the COVID-19 pandemic has led to a scientific scramble to identify a suitable therapeutic capable of combating the excessive number of positive cases worldwide. Given the current pandemic situation, and the potential for impending novel coronavirus infections, there is an urgent market need for effective therapeutics against coronaviruses. FDA approved drugs, chloroquine (CQ)/hydroxychloroquine (HCQ) and azithromycin (AZT) have recently shown therapeutic effects in COVID-19, using viral loads as endpoints in initial clinical trials and *in vitro* cellular systems. These agents are known inhibitors of autophagy; thus, an ideal therapeutic may be identified from repurposing and developing other inhibitors of autophagy, exhibiting similar activity to those described above.

Technology Description
Researchers at the University of New Mexico have identified an autophagy inducing, effective broad disease-modifying agent as a protective therapeutic against coronavirus, particularly COVID-19. In an *in vitro* model, the agent exhibited equivalent protection to chloroquine, which has shown therapeutic effects to COVID-19. Due to its small molecular characteristics, the agent exhibits simple oral delivery capabilities and excellent shelf stability. In addition, the agent has already been FDA approved and is safe in both adult and pediatric use.

Benefit

- Exhibits FDA approved, protective agent against CoV2 in an *in vitro* model
- Provides simple oral delivery and extended shelf life
- Applicable in both adults and children
- With further research, investment, and development, this agent could help combat the spread of the global pandemic currently threatening the lives of millions

Market Application

- Coronavirus Therapeutic
- Drug Repurposing
- Disease Prevention

ACTIONS

- Contact
- Share
- Print

PUBLISHED

Jul 13th, 2020

RESEARCHERS

- Graham Timmins
- Vojo P. Deretic
- Steven Bradfute

TAGS

- Autophagy
- Therapeutic
- drug repurposing
- coronavirus

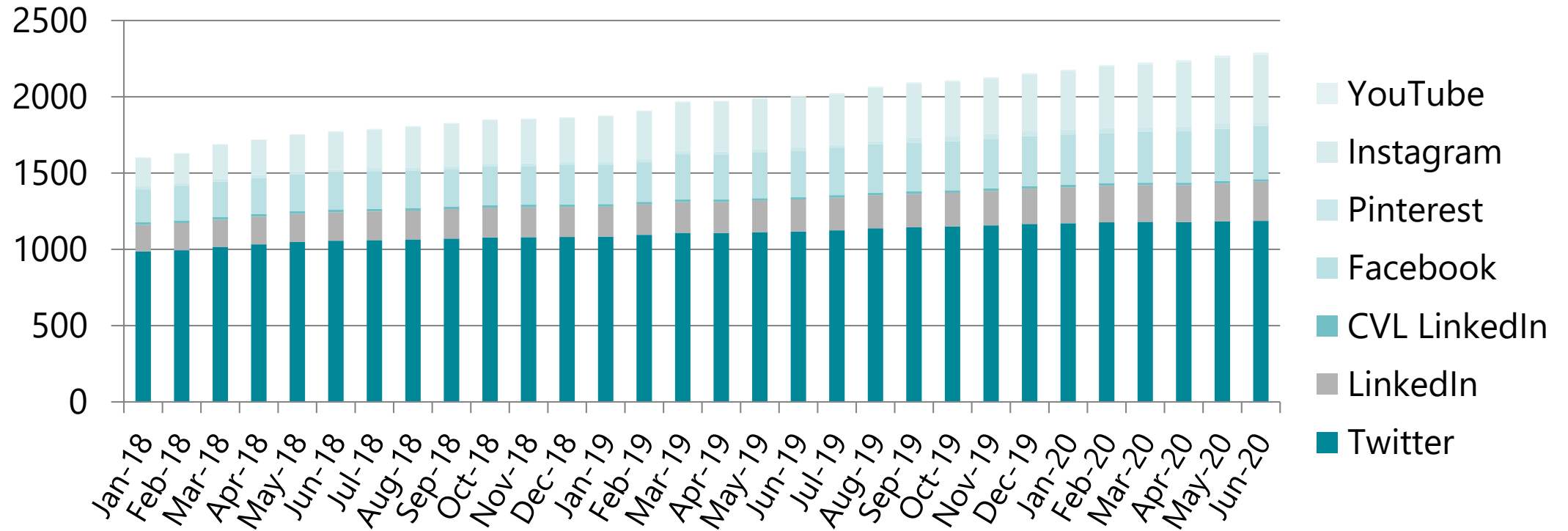
Categories



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UNM Rainforest Innovations Social Media Activities

Followers of @unminnovations



TECHNOLOGY TRANSFER

START-UP SUPPORT

START-UP SUPPORT

Lobo Rainforest Website

lobo RAINFOREST

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



LoboRainforest.com

START-UP SUPPORT

Cecchi VentureLab Activities FY 2020 Q1-Q4

❖ CVL Program Participants

- CVL provided services to 10 physical tenants and 12 virtual program participants in FY 2020
- Physical Tenants
 - Active (6 companies): BioSafe Defense; Osazda Energy; Los Alamos National Laboratory – Feynman Center; Shutter Bombs; Mnemosyne Informatics, LLC; Adult Transformative Development Institute
 - Inactive (4 companies): Enthentica/InnoBright Technologies; SipaVax; LoboWash; GPER-G1 Development Company
- Co-Working/Virtual Program Participants
 - Active (6 companies): Verus Research; TLO-Kyoto; Adaptive Biomedical Design; ShearIT; BennuBio, Inc.; Enthentica, Inc.
 - Inactive (6 companies): Mnemosyne Informatics, LLC; BlueCom Systems; MyLens, Inc.; Rio Grande Community Development Corporation; SipaVax; Tramway Venture Partners
- Prospective Participants
 - Bravian; DeBot; Rio Grande Eco Corp; IC-Safety, LLC; Armonica; NM Department of Homeland Security; MicroCeres; Perspective Components; Wright State Research Institute

START-UP SUPPORT

Cecchi VentureLab Activities FY 2020 Q1-Q4

❖ CVL Research Projects

- Biosafe Defenses
 - Research on chemical and disinfectant manufacturers in the US, South Korea, and Italy
- Kansai TLO
 - Market research on neurological treatment companies
 - Research on artificial neural networks and potential licensees
 - Reviewed tech summary for Tardive Dyskinesia and researched companies
 - Market research on power system manufactures and potential licensees
 - Reviewed summary and conducted research on microfluidic devices and potential licensees
 - Reviewed tech summary for power management technology
- Market research on gene editing and potential licensees
- Provided market data on cerebral infraction
- Research on solar cell manufacturers and potential licensees
- Reviewed tech summary on High Purity Chalcogenide
- Market research on membrane protein solubilizer
- Obtained contact information or specific companies of interest
- Research on contacts at Almagu
- Researched companies focused on underground radar, portable vibration transmitting devices
- Company research for CROs performing histopathologic examinations
- Company research in oil resources exploitation or mining

START-UP SUPPORT

Cecchi VentureLab Activities FY 2020 Q1-Q4

❖ CVL Research Projects

- Osazda Energy
 - Researched information on Electrically Conductive Adhesive (ECA) and Multiwire Technology
 - Research on company DuPont
 - Digital/Wireless Signal Booster Market Reports
- Rio Grande Community Development Corporation
 - Drafted and finalized 2 business plans for New Mexico Co-op Catalyst - Diné Regenerative Agricultural Cooperative (DRAC) and Ancestral Rich Treasures of Zuni (ARTZ) Cooperative
- ShearIT
 - Provided information on funding opportunities
 - Researched company name for potential trademark protection
- GPER G-1/John Elling
 - Global Non-Destructive Testing Inspection Services Market, Forecast to 2022
- Adult Transformative Company
 - Market research on veterans and EMTs
- Mnemosyne Informatics
 - Assisted with grant research and proposal requirements

START-UP SUPPORT

Assistance during COVID

- ❖ **Conducted Market Research Projects for UNM Rainforest Innovation Start-up Companies during COVID Crisis**
 - **Derma-Tec**
 - Researched Microneedle and Alcohol Diagnostic Markets
 - Identified Alcohol Consumer Data
 - Researched Workplace Drug and Alcohol Testing
 - **Dynamic Photonics**
 - Identified Companies and Contacts for Collaboration Outreach
 - **IC-Safety**
 - Researched Data Security Hardware Markets
 - Identified Companies and Contacts in Related Industries
 - **John Elling - MS DOF**
 - Researched Mass Spectrometers Market, Specifically Time of Flight Instruments
 - Researched Biological Applications
 - Identified Market Share for Top Competitors
 - **Pajarito Powder**
 - Researched Hydrogen Metal Foams, Bioreactor, Propulsion, and Diesel Engine Markets
 - Researched Perovskites Market

- ❖ **Assisted 8 startup companies by agreeing to new payment plans or providing an extension for payments**

START-UP SUPPORT

New Start-up Option/Licenses Signed – FY 2020

- ❖ MicroCeres, LLC
 - Option signed
- ❖ Crystalline Mirror Solutions, LLC
 - Option signed
- ❖ Stuart Winter
 - Option signed
- ❖ TS-Nano Sealants, LLC
 - Option signed

START-UP SUPPORT

Top Universities in Start-up Creation 2008-2018 - AUTM Data

- | | | | | | |
|-----|--|-----|--------------------------------------|-----|--|
| 1. | MIT - 244 | 17. | Brigham Young Univ. - 103 | 29. | Univ. of Nebraska - 72 |
| 2. | Columbia Univ. - 194 | | Univ. of Arizona - 103 | 30. | Penn State Univ. - 67 |
| 3. | Purdue Research Fdn. - 174 | 18. | Ohio State Univ. - 102 | 31. | Washington State Univ. Research Fdn. - 64 |
| 4. | Univ. of Utah - 163 | 19. | Univ. of Pittsburg - 100 | 32. | The General Hospital dba Massachusetts General Hospital - 63 |
| 5. | Stanford Univ. - 160 | 20. | North Carolina State Univ. - 98 | 33. | Mayo Fdn. For Medical Education and Research - 61 |
| 6. | Univ. of Florida - 155 | | Univ. of Colorado - 98 | 34. | Univ. of Missouri all campuses - 58 |
| 7. | Univ. of Pennsylvania - 144 | 21. | Univ. of Southern California - 97 | | Case Western Reserve Univ. - 58 |
| 8. | Univ. of Michigan - 140 | 22. | Georgia Inst. Of Technology - 94 | 35. | Univ. of Iowa Research Fdn. - 56 |
| | Univ. of Washington - 140 | | New York Univ. - 94 | | Univ. of Massachusetts - 56 |
| 9. | California Inst. Of Technology - 128 | 23. | University of New Mexico - 93 | 36. | Emory Univ. - 55 |
| | Johns Hopkins Univ. - 128 | | Northwestern Univ. - 93 | | Univ. of Virginia Patent Fdn. - 55 |
| 10. | Univ. of Illinois, Chicago, Urbana - 127 | 24. | Univ. of South Florida - 88 | 37. | Univ. of Central Florida - 53 |
| 11. | Univ. of Minnesota - 126 | 25. | Duke Univ. - 85 | 38. | Colorado State Univ. - 52 |
| 12. | Univ. System of Maryland - 121 | 26. | UNC, Chapel Hill - 82 | | Rutgers, The State Univ. of NJ - 52 |
| 13. | Harvard Univ. - 120 | 27. | Indiana Univ. (ARTI) - 81 | | Univ. of Miami - 52 |
| 14. | Cornell Research Fdn., Inc. - 112 | 28. | UW-Madison/WARF - 73 | 39. | Louisiana State Univ. System - 51 |
| 15. | Carnegie Mellon Univ. - 110 | 29. | Texas A&M Univ. System - 72 | 40. | Washington Univ. of St. Louis - 49 |
| 16. | Arizona State Univ. - 109 | | Univ. of Kentucky - 72 | | |

PRESIDENT'S REPORT FY 2020

ECONOMIC DEVELOPMENT

ECONOMIC DEVELOPMENT

UNM Rainforest Forum

- ❖ Formerly the UNM Economic Development Forum; Over 200 members from the business community
- ❖ Meetings began August 24, 2012, meetings now quarterly
- ❖ FY 2020 topics/presenters:

Speaker(s)	Date	Topic
Innovate New Mexico Panel: Lisa Kuuttila, UNM Rainforest Innovations; Carlos Romero, New Mexico Tech; Mary Monson, Sandia; Tony Redondo, LANL; Dana Catron, NMSU; Matt Fetrow, AFRL; Joe Bullington, Jacobs White Sands Group, NASA	8/29/2019	Innovate New Mexico Panel - to create awareness and highlight the activities of the Innovate New Mexico initiative
UNM Student Entrepreneur Panel: Kyle Guin, ShutterBombs; Patrick Johnson, Ale Republic; Phuong Nguyen, Adaptive Biomedical Design; Chrysm Watson Ross, Mnemosyne Informatics; Moderated by: Robert Nath, Co-Chair, UNM Rainforest Forum	10/31/2019	Panel of local companies started by UNM students
AEDL Partners: Neal Wade, AEDL Leader; Shannon Campbell, PhD, USM Trent Lott National Center for Economic Development and Entrepreneurship; Jim Roach, TCU Neeley Executive Education; Nan Johnston, Clemson Center for Corporate Learning; Lisa Kuuttila, UNM Rainforest Innovations	1/16/2020	Panel of Advanced Economic Development Leadership Partners

ECONOMIC DEVELOPMENT

UNM Economic Development Council

- ❖ 42 members
- ❖ Meetings began on June 26, 2013
- ❖ EDC will be an advisory board for NM Rainforest University Center (EDA Grant)
- ❖ FY 2020 topics/presenters:

Speaker	Date	Topic
Lisa Kuuttilla, UNM Rainforest Innovations	7/25/2019	Updates on New Mexico Rainforest University Center
Elisha Saavedra, Economic Development, PNM	10/24/2019	PNM's Economic Development Activities
Lonnie Talbert, Chair, Bernalillo County Commissioner	1/23/2020	Economic Development Activities of Bernalillo County

ECONOMIC DEVELOPMENT

Survey

- ❖ Asked for input in May 2020 to gauge the economic status of New Mexico businesses and their recovery
 - About 60% of the respondents were business owners or entrepreneurs with less than 10 employees.
 - While many businesses are struggling, there is a sense of optimism in the state about the future.
 - 28% of the respondents are asking for a Change in Direction for New Mexico's economy.
 - People want to help in the recovery through buying local, community efforts, collaboration (public, private, non-profit), and plan development for New Mexico's economic future.

ECONOMIC DEVELOPMENT

Speaking Engagements FY 2020 Q1-Q4

❖ **UNM Rainforest Innovations Staff Invited to Present or Speak at Various Non-UNM Events and Meetings**

- Osaka Prefecture University – “Start-up programs in the U.S.,” 7/4/19 – presented by Cara M.
- City of Sanda – “Entrepreneurial Training,” 7/6/19-7/7/19 – presented by Cara M.
- NMBio Knowledge Fair – “STC.UNM Commercialization: Going Beyond the License,” 10/10/19 – presented by Arlene M.
- New Mexico Legislative Committee Meeting – Economic and Rural Development Committee – “Options to Improve the Business Climate for Entrepreneurs and Small Businesses,” 10/30/19 – presented by Lisa K.
- Advanced Economic Development Leadership Program – “UNM Rainforest Secrets,” 11/6/19 – presented by Lisa K.
- STEM Boomerang – How to Start Your Own Business, 12/19/19 – presented by Lisa K.
- ASCEND IAC Meeting, 2/21/20 – presented by Gregg B.
- UNM Hackathon IP Presentation, 2/21/20 – presented by Gregg B.
- STTR 101 ACSA cohort – Overview of available program and resources, 6/3/20 – presented by Cara M.

ECONOMIC DEVELOPMENT

GRANTS

GRANTS

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/>

GRANTS

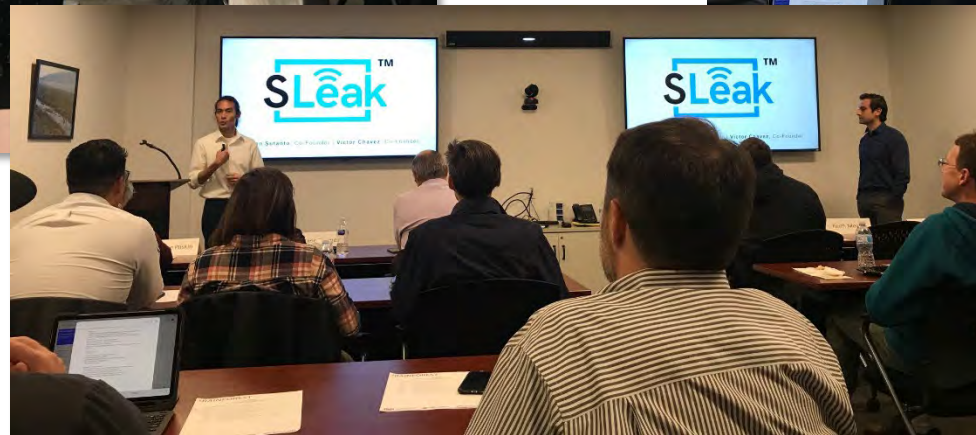
Lobo Rainforest I-Corps Site - Fall 2019 UNM Teams



- ❖ Meed - a blockchain-based alternative to your favorite social media
- ❖ EasyFlo - an eco-friendly baby bottle that eliminates the hassle and stress of feeding on the go while preserving our planet
- ❖ Phone App to change the way business cards are utilized
- ❖ Protective coating, solves problems from excess moisture on surfaces, water repellent
- ❖ Patch method to diagnose traumatic brain injury
- ❖ An assistive add-on device for white canes, that uses sensors and hap-tic feedback to provide a broader detection of the outside world
- ❖ Hard shelled cart that deploys for temporary shelter/sleep
- ❖ Proprietary photo booth software
- ❖ Comprehensive at home blood testing device
- ❖ Palm-free soap and home goods - reducing the environmental impact of palm products by using tallow waste from the local meat industry
- ❖ Profiler - device used to characterize the surface texture of different materials in various applications
- ❖ Passive Alert Sensor Patch
- ❖ Semi-autonomy system (robot) which follows the customer/user around outside like a puppy dog
- ❖ Website interface - customers create real-time design of product in an easy-to-use platform
- ❖ The SC-FLAWLeSS - a self-cleaning filtration system for environmental monitoring

GRANTS

Lobo Rainforest I-Corps Site - Fall 2019 Final Presentations



GRANTS

Lobo Rainforest I-Corps Site – Spring 2020 UNM Teams

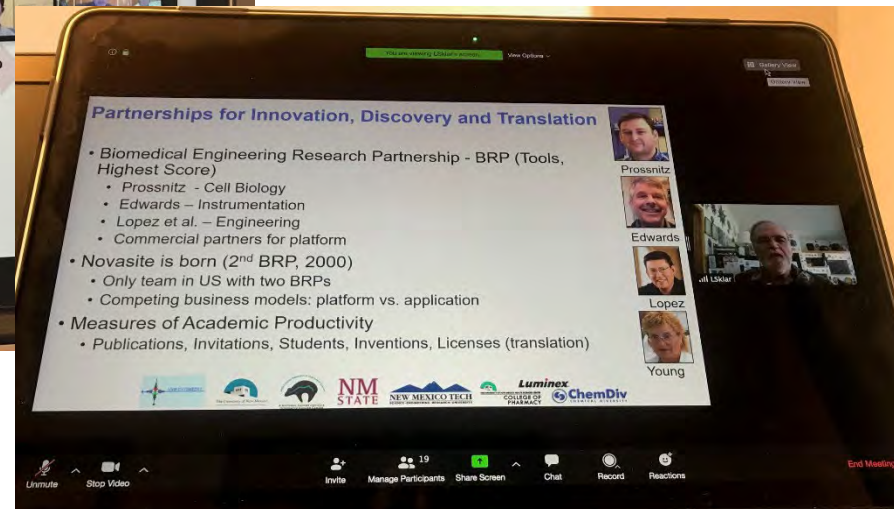
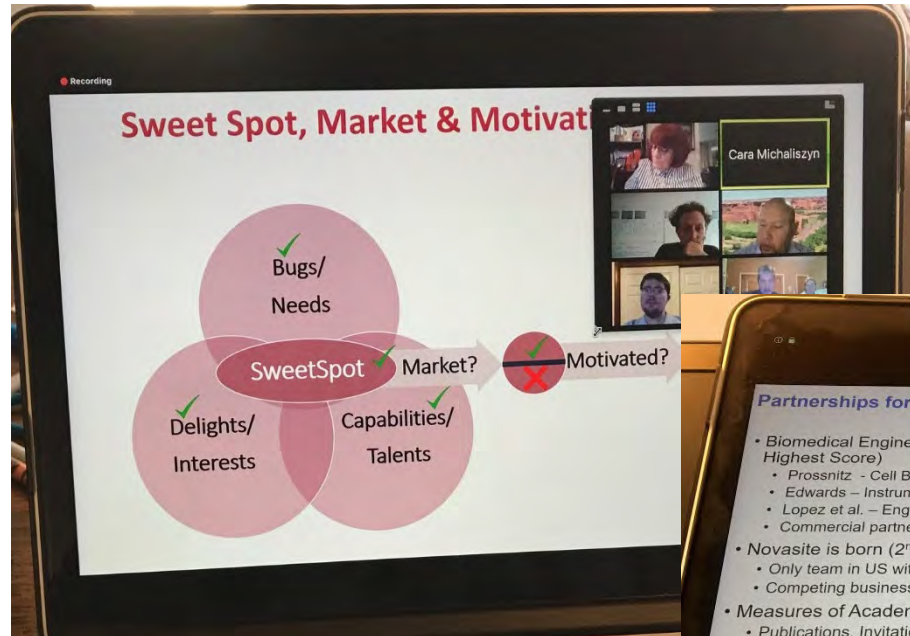


- ❖ ClassBucks, LLC - web-based/app technology for classroom management
- ❖ A(dapt)I(t)Y(ourself) online resource - online resource will provide a central website and mobile app resource for people with disabilities
- ❖ ArmaTech LLC – patented technology that predicts solar irradiance for large scale PV farms
- ❖ PSTS – product that prevents smashing the biological samples in microscope imaging
- ❖ Retractableles - Needles that prevent spread of virus by retractable
- ❖ Med-Spec - checklist application paired with user specific physical accessories for medical personnel
- ❖ BMG Robotics LLC - unmanned ground vehicle for inspecting crawl spaces in both homes and commercial buildings
- ❖ H2O With Force – technology that provides pressure for water storage containers in developing nations at a low cost.
- ❖ Innovation Creations - a cane with a light to illuminate the user's path.
- ❖ C.A.N. – a pet product to solve and protect areas of the body with a simple removable system for easy protection, cleaning and treatment of affected area.
- ❖ Vascular Access Device - A vascular access device that broadly innovates common port-type technologies, but we've developed toward problem solving issues with hemodialysis and fistulas.

GRANTS



Lobo Rainforest I-Corps Site – Spring 2020 Cohort Continues



GRANTS

NSF I-Corps Teams from UNM



- ❖ I-corps Teams receive \$50K, to evaluate commercial opportunity around their innovation, Teams are expected to have performed at least one hundred (100) face-to-face interviews with potential customers and potential partners.

- ❖ UNM I-Corps Site teams participating in I-Corps Teams
 - SipaVax – Rita Serda
 - Class Bucks – Peter Gloyd (participating in Fall 2020)
 - BMG Robotics – Tyler Mitchell (participating in Fall 2020)
 - Juan Faria/Steve Brueck (participating in Fall 2020 in Site and Teams program)

- ❖ I-Corps Teams at UNM (that did not participate in UNM I-Corps site):
 - Chris Lippitt, Geography and Environmental Studies
 - Jane Lehr, Electrical and Computer Engineering
 - Angela Wandinger-Ness, Pathology

GRANTS

National Labs I-corps

- ❖ Starting in Fall 2018, teams from both Sandia and AFRL-NM are participating in the National Labs Lobo Rainforest I-Corps Site
- ❖ Fall 2019 Teams
 - Sandia Team
 - Ion selective membranes for water purification
 - AFRL Teams
 - IoT-based Solution to Water Management in Rural Areas
 - DoD Toolbox of the Future for aircraft maintenance
- ❖ Labs are providing program support and team funding
- ❖ 10 weeks of training and meetings



GRANTS

New Mexico Rainforest EDA University Center



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

GRANTS

EDA University Center Site Mentors



Vanessa Roanhorse
UNM Gallup Site Mentor



John Chavez
UNM Los Alamos Site Mentor



Stacy Sacco
UNM Taos Site Mentor



Cecilia Pacheco
UNM Main Site Mentor



Susan Cornelius
UNM Valencia Site Mentor

GRANTS

EDA University Center Activities – FY 2020 Q1

❖ Seminars Held

- July 16, 2019 – **“Networking and Business Development,”** presented by Stacy Sacco and John Chavez, Location: Old Martina’s Hall, Taos, NM
 - 30 Registrations; 2 completed assessments; 5 views
- August 28, 2019 – **“Pathways to Business,”** presented by CNM SBDC, Location: Lobo Rainforest
 - 32 Registrations; 4 completed assessments; 75 Views
- September 5, 2019 – **“UNM Gallup Info Session,”** presented by Vanessa Roanhorse, Location: UNM Gallup
 - 17 Registrations; 0 completed assessments; 7 Views
- September 23, 2019 – **“Starting an E-Commerce Business While Being a UNM Student,”** presented by Kyle Guin, Location: Lobo Rainforest
 - 22 Registrations; 0 completed assessments; 8 Views

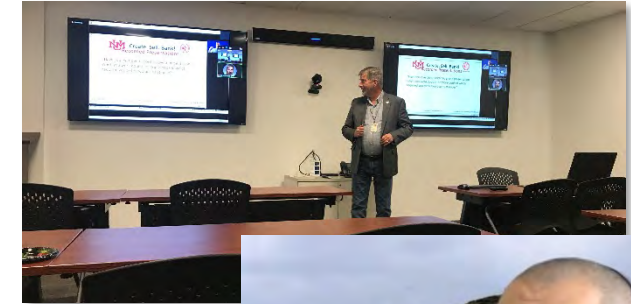


GRANTS

EDA University Center Activities – FY 2020 Q2

❖ Seminars Held

- October 3, 2019 – **“How to Write, Practice, and Record Your Pitch,”** presented by Bill Szaroletta, Location: Lobo Rainforest
 - 6 Registrations; 0 completed assessments; 49 views
- October 28, 2019 – **“Selling Without a Store/Marketing,”** presented by Christopher Garcia, Location: UNM Valencia
 - 9 Registrations; 6 completed assessments; 14 Views
- November 21, 2019 – **“Corporate Structures & Financing,”** presented by Craig White, Location: Lobo Rainforest
 - 38 Registrations; 1 completed assessment; 5 Views
- December 9, 2019 – **“Strategic Networking: Maximizing Your Connections to Grow you New Business”** presented by Stacy Sacco, Location: UNM Taos
 - 32 Registrations; 2 completed assessments; No recording for this seminar

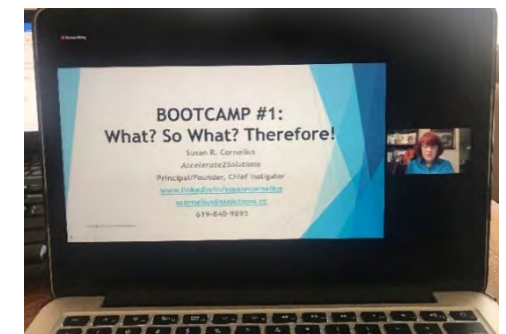


GRANTS

EDA University Center Activities – FY 2020 Q3

❖ Seminars Held

- January 30, 2020 – **“The Next Level Navigator™,”** presented by Stephen Takach, Location: Lobo Rainforest
 - 43 Attendees; 4 completed assessments; 20 Views
- February 3, 2020 – **“Go-to Market Strategies for Entrepreneurs,”** presented by John Rizzo, Location: UNM Valencia
 - 36 attendees; 2 completed assessments; No recording.
- March 25, 2020 – **“Virtual Start-up Boot Camp and Mentoring Office Hours,”** presented by Susan Cornelius, Location: Zoom Meeting
 - 13 attendees



GRANTS

EDA University Center Activities – FY 2020 Q4

❖ Webinars held:

- April 7, 2020 – **“Success By Design: The First Five Steps to Launching a Successful Business”**, presented by Susan Cornelius via Zoom
 - 16 Attendees; 2 completed assessments; 20 views
- April 15, 2020 – **“Start-up Boot Camp,”** with Susan Cornelius
 - 7 Attendees; No assessment; 15 views
- April 21, 2020 **“How to Start and File an LLC,”** presented by Stacy Sacco via Zoom
 - 34 Attendees; 3 completed assessments; 17 views
- April 23, 2020 – **“COVID-19 Relief Provisions,”** presented by Craig White via Zoom
 - 42 Attendees; No assessment; 8 Views
- May 8, 2020 – **“Success Factors to Achieve Business Longevity,”** presented by Stacy Sacco via Zoom
 - 23 Registrations; 0 completed assessments; 9 Views
- June 22, 2020 – **“Tapping in Native Business Resilience Moving Forward”** presented by Vanessa Roanhorse, Liz Gamboa, Jake Foreman
 - 32 Registrations; 1 completed assessments; 16 Views
- June 24, 2020 (recording) – **“Intellectual Property 101”** presented by Susanna Kuuttila
 - 10 views

❖ Assessments follow seminars for credit for Entrepreneurial Capabilities Certificate. 7 seminars and assessments must be completed for the certificate.

- 5 certificates have been issued (2 certificates earned in FY2020 Q4).



GRANTS

EDA University Center Activities – FY 2020 Q1-Q3

- ❖ Create, Sell, Bank course offered online to all branch campuses and community members
 - Framework for eCommerce, affiliate marketing, how working online can inform your business/non-profit
 - Class offered for credit via UNM Online or for certificate for community members
 - CSB 1, CSB 2, CSB App
- ❖ Instructor: Bill Szaroletta, P.E.
- ❖ Enrollment for Fall 2019 CSB 1 – 17 students
- ❖ Enrollment for Spring 2020
 - CSB 1 – 5 UNM students, 11 community students
 - CSB App – 7 UNM students
 - NM Business Recovery Course – 296 students

Branch	Fall 19 Enrollment	Spring 20 Enrollment
UNM Main	14	5
Los Alamos	1	0
Gallup	1	0
Taos	1	0
Valencia	0	0

GRANTS

EDA University Center Activities – FY 2020 Q1-Q3

- ❖ First Create, Sell, Bank Community Course launched in January 2020
- ❖ Instructor: Bill Szaroletta, P.E.
- ❖ Enrollment– 11 students



GRANTS

EDA University Center Activities – FY 2020

- ❖ New Mexico Small Business Recovery Course – Take and Expand your Business online launched in March
 - UNM’s Innovation Academy and UNM Rainforest Innovations are offering a special course to help New Mexico businesses at this critical time for our state’s economic recovery. The course is teaching businesses e-commerce techniques including developing storefronts and driving traffic to your store.
- ❖ Instructor: Bill Szaroletta, P.E.
- ❖ Enrollment by businesses – 196 students in April, 25 students in June
- ❖ Class started April 6th and June 1st
- ❖ Expansion planned for Fall 2020



**New Mexico
Small Business Recovery**
Take and Expand your Business Online
UNM Online Course: April 6 - May 15

This course will teach businesses e-commerce techniques including developing storefronts and driving traffic to your store.

During this time of economic uncertainty, build or increase your online presence to offset a decline in retail in-person traffic, as well as grow businesses beyond New Mexico borders.

Course Offered at Our Cost: \$17
Open to all community members
Includes a one-year domain name for your storefront.

To register, please click [here](#), or visit [Eventbrite.com](#) and search for: **"New Mexico Small Business Recovery"**

If you need assistance with affordable internet access please visit Comcast's Internet Essentials site at: [internetessentials.com](#)

GRANTS

EDA University Center Activities – FY 2020 Q3

❖ Press related to the New Mexico Business Recovery Course

- “UNM’s Innovation Academy offering online course to help New Mexico businesses”: <https://www.krqe.com/news/albuquerque-metro/unms-innovation-academy-offering-online-course-to-help-new-mexico-businesses/>
- UNM holding virtual class for businesses affected by virus
- “UNM offering class to help businesses during COVID-19 outbreak”: <https://www.krqe.com/health/coronavirus-new-mexico/unm-offering-class-to-help-businesses-during-covid-19-outbreak/>
- “UNM’s Innovation Academy offers course to help businesses expand online presence” <https://www.krqe.com/news/education/unms-innovation-academy-offers-course-to-help-businesses-expand-online-presence/>
- “An online resource guide for ABQ businesses struggling during coronavirus pandemic” <https://www.bizjournals.com/albuquerque/news/2020/03/27/an-online-resource-guide-for-abq-businesses.html>
- “UNM launches business recovery course” <https://www.abqjournal.com/1435574/unm-launches-online-business-recovery-course-2.html>
- “Greater Albuquerque Chamber of Commerce” <https://youtu.be/q3vVi3HRPPI>
- “New Mexico small business recovery: Take and expand your business online” <https://news.unm.edu/news/new-mexico-small-business-recovery-take-and-expand-your-business-online>



GRANTS

EDA University Center Activities – FY 2020

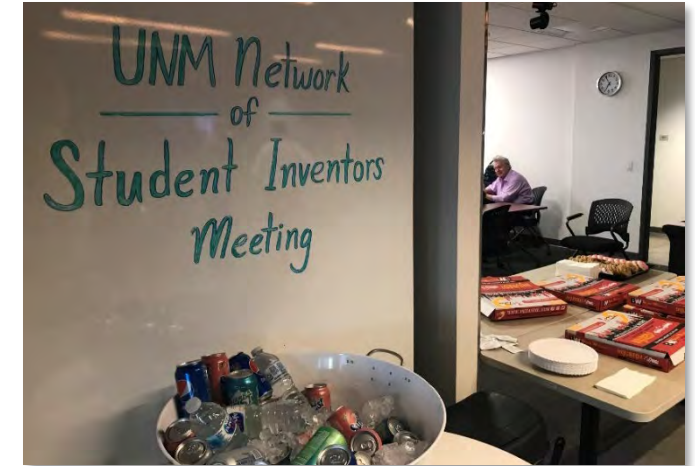
- ❖ EDA Southwest Regional University Center Meeting – December 4, 2019
 - Presented on UC program, best practices, and identify areas of knowledge and program collaboration
- ❖ SWREDA'S 2019 Conference, December 4-6, 2019 in Santa Fe, NM - Leveraging Local Assets, Building Regional Economies



GRANTS

EDA University Center – UNM Network of Student Inventors

- ❖ To further cultivate innovation and advance high-growth entrepreneurship, the UC has developed a Student Inventors Network.
- ❖ This will be guided by mentors and UNM faculty. Students can brainstorm, ideate and network their ideas in a supportive group.
 - Meetings with guest speakers
 - Access to materials and 3D printers
 - Individual mentoring and support
- ❖ Kick-off meeting on September 26 sponsored by Pizza 9 – 9 students attended.
- ❖ October 31, 2019 Meeting – over 20 students in attendance
- ❖ January 30 Meeting – 1 student
- ❖ February 25 Meeting – 15 students – Guest: Gary Sanchez, The Why Institute
- ❖ Faculty Advisors
 - Heather Canavan, Professor, Chemical and Biological Engineering
 - Christina Salas, Assistant Professor, Orthopedic Biomechanics
 - Bill Szaroletta, Create. Sell. Bank.
- ❖ Next Meeting planned for Fall 2020



ECONOMIC DEVELOPMENT

PARTNERSHIPS

PARTNERSHIPS

Partnership Intermediary Agreement with AFRL Through New Mexico Tech – FY 2020

❖ **UNM Rainforest Innovations Members Providing Support For AFRL:**

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

❖ **FY 2020 Training Activities:**

- Monthly Meetings, Including Operations, Marketing, IP, and Innovation
- Training Seminar on Intellectual Property Tracking in Sophia



PARTNERSHIPS

Partnership Intermediary Agreement with AFRL Through New Mexico Tech – FY 2020

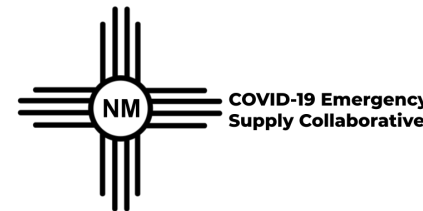
❖ FY 2020 Q1-Q4 Technology Marketing Activities:

- Bi-weekly Marketing Meetings
- Prior-Art Searches
 - 29 prior-art searches
- Targeted Marketing Campaigns
 - Of the 19 targeted email campaigns executed in Q1-Q4 FY2020
 - 808 marketing interactions from email campaigns
 - 94 serious leads/responses requesting more information
- Invention Disclosures
 - 35 new invention disclosures
- NCS's Posted
 - 18 NCS's posted to Flintbox

- Agreements
 - 2 CRADAs in process

❖ Q4 COVID-19 Marketing Campaigns (<https://www.nmcovid19.org>)

- Of the 19 targeted email campaigns executed
 - 198 marketing interactions from email campaigns
 - 28 serious leads/responses requesting more information



PARTNERSHIPS

Partnership Intermediary Agreement with AFRL Through New Mexico Tech – FY 2020

❖ **FY 2020 Q1-Q4 Collaboration Activities:**

● Technology Presentations:

- Nu-Trek – July 22, 2019
- Argotec – September 9, 2019
- Thayer Ventures - September 19, 2019
- Blue Line Engineering – November 19, 2019
- Air Squared – December 11, 2019
- AccuStrata – February 19, 2020
- Tosoh Inc. – March 2, 2020
- PADT, Inc. – March 6, 2020
- Alicat Scientific, Inc. – March 17, 2020
- KYield – March 23, 2020
- Scout Ventures March 24, 2020
- BioMedInnovations – April 20, 2020
- Midwest Scientific (MIDSCI) – April 24, 2020
- Santa Fe Spirits – April 30, 2020
- Genesee Scientific Corporation – May 1, 2020
- Anton Paar, Inc. – May 4, 2020
- UES, Inc. – June 24, 2020



PARTNERSHIPS

Partnership Intermediary Agreement with AFRL Through New Mexico Tech – FY 2020

❖ **AFRL's fiscal year 2019 ended September 30, 2019**

❖ **Marketing metrics for FY 2019**

- 735 marketing interactions (includes emails to companies, meetings, presentations)
- 604 unique companies contacted
- 141 responses
 - 19.2% response rate overall, 23.3% of companies contacted responded
 - Industry average for this type of marketing is 1-3% response rate
- 59 serious leads from these interactions, many of which are in follow-up stage
 - Sent CRADA and/or Patent Licensing Agreement (PLA) templates to companies
 - NDA put in place or suggested, letter-of-intent template sent and/or received, etc.

❖ **Invention Disclosures**

- 23 received in FY2019, 53.33% increase
- 15 received in FY2018



PARTNERSHIPS

Jointly-owned Inventions - Activity with Sandia and LANL

	Sandia	LANL
Jointly-owned inventions	214	54
• Active	98	27
• Closed	116	27
Number of commercialization agreements	110	23
Number in which UNM Rainforest Innovations has taken lead	74	23
Number of option and license agreements executed with UNM Rainforest Innovations as lead	36	5
Number of option and license agreements executed with partners as lead	6	-
Income from option and license agreements with UNM Rainforest Innovations as lead	\$61,980,931 ^(a)	\$335,363
Start-ups from option and license agreements with UNM Rainforest Innovations as lead	8	2
Income from option and license agreements with partners as lead	\$134,950	\$-0-
Start-ups from option and license agreements with partners as lead	2	-

- ❖ Currently have 20 outstanding commercialization agreements with Sandia
- ❖ 3 new joint invention(s) with Sandia disclosed during FY 2020
- ❖ 0 commercialization agreements with Sandia executed during FY 2020

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

PARTNERSHIPS

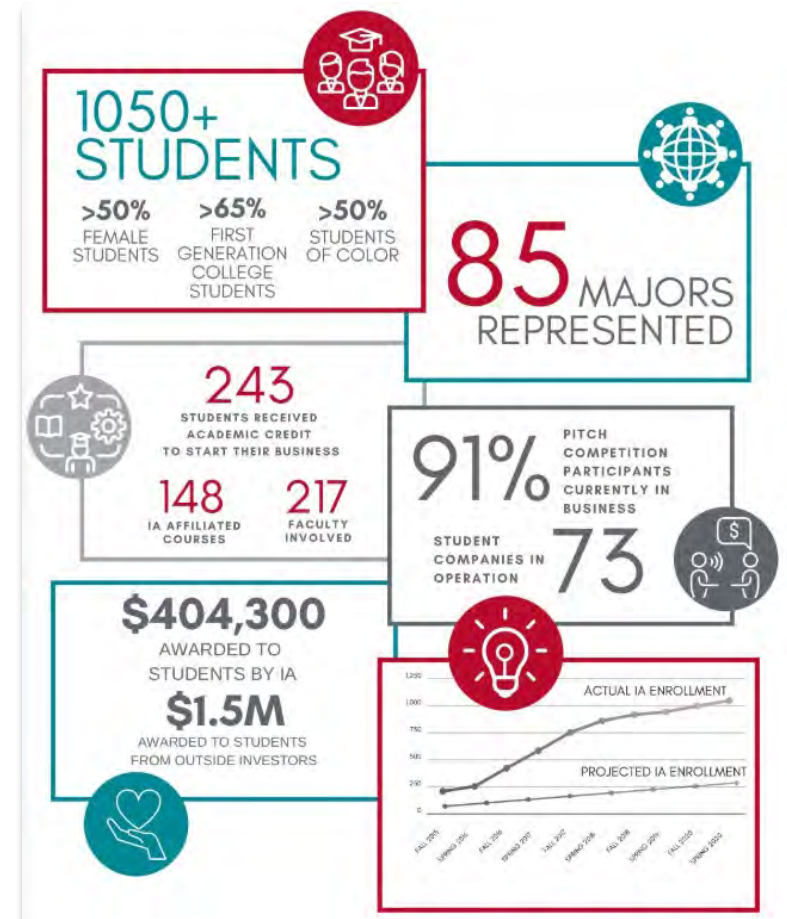
Innovation Academy - Program Data



Robert G. DelCampo, Ph.D.

Interim Dean
University College

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



PARTNERSHIPS

Innovation Academy - Activities



- ❖ Create, Sell, Bank Class Partnership
- ❖ Grant(s) (IA & UNM Rainforest Innovations joint)
 - Ongoing NSF I-Corps site
 - Received EDA University Center grant
 - Dedicated site mentors at each of the UNM Branch Campuses
 - Entrepreneurial Certificate program through seminar series
 - CSB class online/available to Branch Campuses
- ❖ Pitch Competitions
 - Next competition in November 2020
- ❖ Pitch Deck Competition (raised \$30K)
 - December 2, 2019 at the Lobo Rainforest
 - Planning for February 2021 Pitch Deck Competition



UNM RAINFOREST

PARTNERSHIPS

Innovation Academy – Rainforest Student Pitch Competition

- ❖ Hosted by UNM Rainforest Innovations and the UNM Innovation Academy, 11 competitions have now been held
- ❖ Next competition is in Fall 2020.
- ❖ 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

PARTNERSHIPS

Rainforest Student Pitch Competition – October 28, 2019

- ❖ **10 Finalists, Received over 40 submissions**
- ❖ **Audience Choice (\$1,000 prize)**
 - Peter Gloyd, Matthew Salas, Santino Hernandez, Isai Navarrete, and Justin MacDonald - **CLAS\$ BUCKS**: Class Bucks is a one-of-a-kind web-based classroom economy system and classroom management tool.
- ❖ **Judges' Choice (\$750 each)**
 - Hannah Russert - **Coatings Collective**: Coatings Collective offers superhydrophobic coatings for numerous applications including: optics, clothing, and internal electronics.
 - Mostafa Peyoskhan - **TW Humidifier**: TW-humidifier is a new generation of humidifiers that can work with tap water.
 - Luis Diego Rigales - **Tea bag holder coaster**: A coaster device designed to hold a wet tea bag to prevent tables from getting wet. It also allows tea bags to be used more than once.
 - George Boujaoude - **Bitekast**: A podcast listening platform advancing the way we listen to podcasts.
- ❖ **Remaining 5 Finalists received \$250 per team**
- ❖ **Office Depot provided 2 printers as prizes and Pizza 9 donated the pizza for the event.**
- ❖ **Judges:** Tom Chepucavage, Aspen Mesa Partners; Yun Li, VIC Technology Venture Development; and Chuck Call, Zeteo Tech, Inc.



PARTNERSHIPS

Rainforest Student Pitch Competition – April 2020

- ❖ Received over 40 submissions
- ❖ Top 3 Winners (\$1,000 each)
 - Mechanical engineering graduate student Anthony Menicucci for Cloudshine, ArmaTech LLC, a product designed to predict solar irradiance;
 - Biochemistry graduate student Amelia Bierle for Disinfect Right to Fight, a cleaning solution that goes on red to help ensure the surface is fully saturated for proper disinfection;
 - Undergraduate chemical engineering and international studies student Tina Memarian, for the Retractable Smart Syringe, a syringe that automatically retracts to lessen the chance of accidents and/or re-use.
- ❖ 7 Finalists received \$250 each
- ❖ Westwind Roadrunner 3D additive manufacturing \$500 credit awarded to Retractable Smart Syringe
- ❖ Judges: Charles Mendez, Wayne Laslie, Joe Pitluck



PARTNERSHIPS

Pitch Competition Companies in Business

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

PARTNERSHIPS

Innovation Academy – Pitch Deck Competition

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



2019 Comcast Pitch Deck Competition

COMCAST

Family, Friends and supporters are invited to attend the final round of the Comcast Pitch Deck Competition at the Lobo Rainforest Building on December 2 at 5:30 p.m. to hear five finalists pitch to investor judges.

Finalists will present a 10 minute pitch deck with 5 additional minutes of question and answer in front of a panel of judges.

For non-participants planning to attend the final round, please register at: <https://comcastpitch.eventbrite.com>

NM INNOVATION ACADEMY **STC.UNM** **NUSENDA CREDIT UNION**

PARTNERSHIPS

Innovation Academy – Pitch Deck Competition



- ❖ First Place \$10,000 Prize: Erik Strobert, Chemical Engineering, UNM, *Perspective Components Inc.* – seamless integration of artificial intelligence and gimbal hardware to deliver the world’s smallest Pan-Tilt-Zoom (PTZ) camera system
- ❖ Second Place \$5,000 Prize: Alissa Chavez, Communications, UNM, *EasyFlo* – eco-friendly baby bottle
- ❖ Third Place \$2,500 Prize: George Boujaoude, Computer Science, UNM, Tomas Manzanares, Computer Science, UNM, and Christian Seely, Computer Science, UNM, *Bitekast* – podcast listening platform advancing the way we listen to podcasts
- ❖ Finalists \$1,000 Prize each:
 - Anna Kuuttilla, Master of Business Administration, UNM, and Sara Kuuttilla-Webbert, Liberal Arts, UNM, *Smarter Starter* – children’s educational products tailored for children ages 0-4
 - Sam Crooks, Computer Science, UNM, *Film Spots* –online platform to scout and reserve film sites
- ❖ Judges: Yun Li, VIC Technology Venture Development; Sabrina Hadinoto, Sun Mountain Capital; Tom Chepucavage, Aspen Mesa Partners

PARTNERSHIPS

Victor Hwang Visit to Lobo Rainforest

- ❖ December 2019
- ❖ “This was a thrill to finally visit the Lobo Rainforest! Congrats to Lisa and the team at STC.UNM. So cool to actually “visit my book.” The best part of all, I also got to show off to my kids that I’m more than just your average amazingly cool dad!” - Victor W. Hwang



PARTNERSHIPS

Grow Innovate New Mexico

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

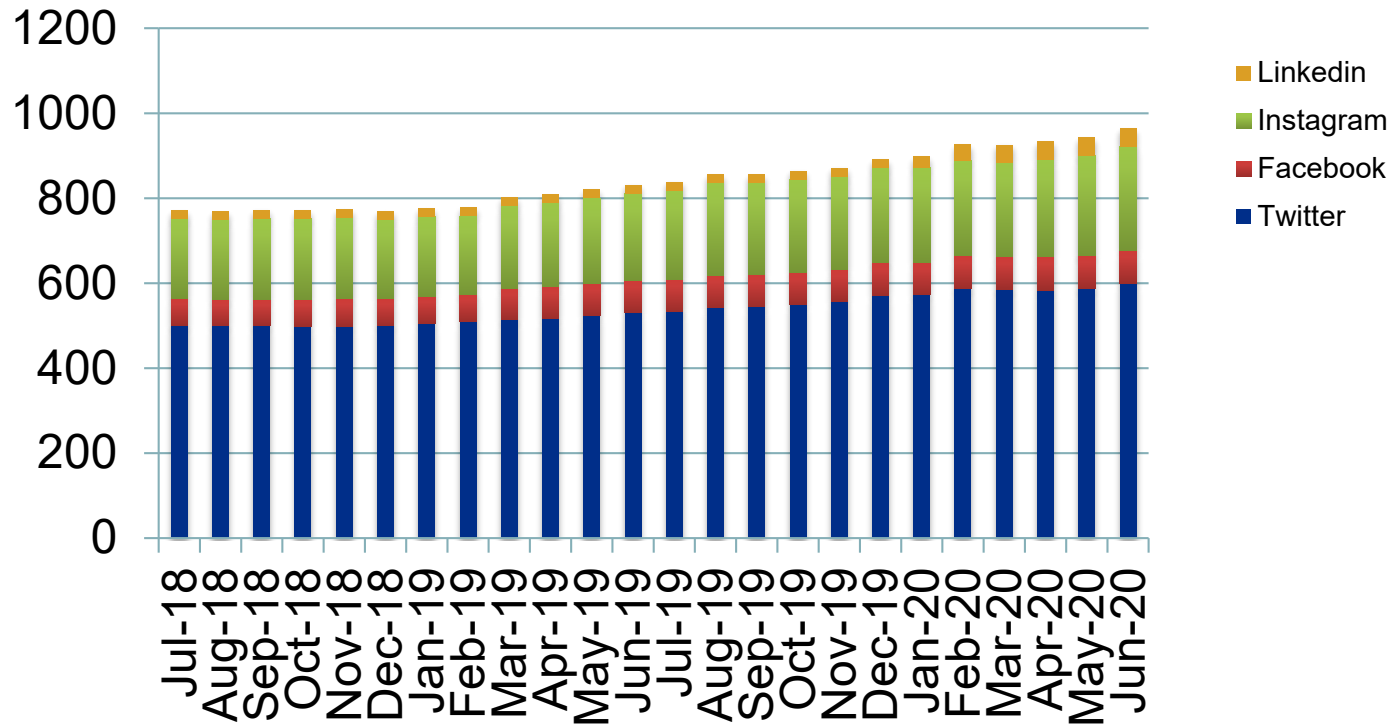
INNOVATE NEW MEXICO®

Discover The State of Innovation



PARTNERSHIPS

Innovate New Mexico Website and Social Media



InnovateNewMexico.com
Follow @InnovateNewMexico/@InnovateNM

PARTNERSHIPS

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

*UNM Rainforest Innovations staff is a member of the board.

ECONOMIC DEVELOPMENT

EVENTS

EVENTS

Innovate New Mexico Technology Showcase

March 3, 2020 at Sandia Golf Club Event Center

- ❖ **Keynote Speaker:** Dr. Omar Hatamleh, Chief Innovation Officer and Director, NASA International Space University
- ❖ **Presenters:**
 - Microsystem-Based Aerosol Generator, Nathan Jackson, PhD, UNM
 - Method and Apparatus for Killing Plants with Electric Current - Paul Neher, NMSU
 - Hertz Bio: Drug Discovery and Toxicology - Kent Coombs, PhD, Los Alamos
 - Medical Audio Alarm Distributed Detection & Alert System - Lt. Michael Albert, AFRL
 - Threshold-based Min-Sum Algorithm to Lower the Error Floors of Quantized Low-Density Parity-Check Decoders - David Mitchell, PhD, NMSU
 - Green Factor: Biomimics for Cell-Free Biomanufacturing - Niju Narayanan, PhD, Los Alamos
 - Cloud Hypervisor-forensics and Incident Response Platform (CHIRP) - Vince Urias, Sandia
 - Thermal/Fluid Inventions for Space and Terrestrial Applications - Jonathan Allison, AFRL
 - Non-Opioid Solution to the Opioid Crisis: scFv Immunotherapeutics for Pain Management - Karin Westlund High, PhD, UNM
 - NASA White Sands Technical Capabilities & Innovations - Joe Bullington, Jacobs Technology Inc.
 - Electromagnetic MEMS Technologies - Eric Langlois, PhD, Sandia
 - ARGOS-Artificial Gravity Offload System & Infrared Flash Thermography for Non-Destructive Evaluation - Steven González, NASA Johnson Space Center
- ❖ **"Sharks"/VCs:** David Blivin, Managing Director, Cottonwood Technology Fund; Christopher R. Hemmeter, Managing Director, Thayer Ventures; John Chavez, President, New Mexico Angels; Adam Papa, Principal, Scout Ventures
- ❖ **Startup Company Panelists:** Brian Henderson, CEO, Next State Systems, LLC; Victor Hughes, Founder, Roar Echo, LLC; Mark Johnson, Executive Chairman & Co-Founder, Descartes Labs; Erik Strobert, CEO, Perspective Components, Inc.



INNOVATE NEW MEXICO
TECHNOLOGY SHOWCASE
2020

March 3 | 8AM - 5PM
Albuquerque, New Mexico

INNOVATE NEW MEXICO®
Discover The State of Innovation

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

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

Early registration is \$30, space is limited.

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

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

EVENTS

Innovation Awards



Full program available at: <https://stc.unm.edu/2020-stc-unm-innovation-awards-honors-university-of-new-mexico-inventors-innovation-fellow-and-nai-fellows/>

EVENTS

Innovation Awards Webinar – April 28, 2020

- ❖ In an effort to slow the spread of coronavirus disease (COVID-19) and protect the health and well-being of our community, we hosted a webinar in lieu of the Innovation Awards Dinner where we will acknowledge our inventor honorees.
- ❖ **April 28th at 3:00 p.m.**
 - Recording available at https://youtu.be/Sn_DxZCby90.



EVENTS

Seminars FY 2020 Q1

UNM Rainforest Innovations Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities

- ❖ “Networking and Business Development,” presented by Stacy Sacco and John Chavez, July 16, 2019, Old Martina’s Hall, Taos, NM
- ❖ “Pathways to Success, CNM SBDC,” presented by Marvin Lozano, August 28, 2019, Lobo Rainforest
- ❖ “Meet the Mentor,” presented by Vanessa Roanhorse, September 5, 2019, UNM Gallup
- ❖ “The Startup Scorecard – How Venture Capitalists Evaluate Early Stage Companies In Order To Make Investment Decisions,” presented by Chris Hemmeter, Thayer Ventures, September 19, 2019, Lobo Rainforest
- ❖ “Starting an E-Commerce Business While Being a UNM Student,” presented by Kyle Guin, September 23, 2019, Lobo Rainforest
- ❖ Office hours with SBDC, July 12, August 16, September 13, 2019
- ❖ Office hours with Rainforest Mentor – Stacy Sacco, September 20, 2019
- ❖ Office hours with SCORE, August 30, and September 27, 2019



EVENTS

Seminars FY 2020 Q2

UNM Rainforest Innovations Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities

- ❖ “How to Write, Practice, and Record Your Pitch,” presented by Bill Szaroletta, October 3, 2019, Lobo Rainforest Building
- ❖ Rainforest Student Pitch Competition, October 28, 2019, Bow & Arrow Brewing
- ❖ “Selling Without a Store,” presented by Christopher Garcia, October 29, 2019, UNM Valencia
- ❖ “Taxes and Business Startups,” presented by Craig White, UNM Anderson, November 21, 2019, Lobo Rainforest
- ❖ “Mentoring for Entrepreneurs,” Vanessa Roanhorse, November 22, 2019, UNM Gallup
- ❖ Comcast Pitch Deck Competition, December 2, 2019, Lobo Rainforest
- ❖ “Strategic Networking: Maximizing Your Connections to Grow Your New Business,” presented by Stacy Sacco, December 9, 2019, UNM Taos
- ❖ “Mentoring for Entrepreneurs,” Vanessa Roanhorse, December 9, 2019, UNM Gallup
- ❖ Office hours with SBDC, October 4, November 1, & December 6, 2019
- ❖ Office hours with Rainforest Mentor – Stacy Sacco, October 18, November 15, & December 13, 2019
- ❖ Office hours with SCORE, October 25 & November 22, 2019

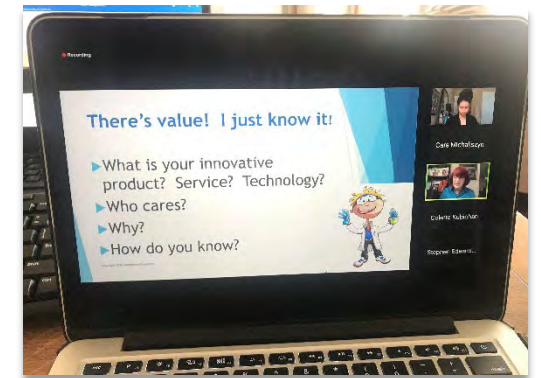


EVENTS

Seminars FY 2020 Q3

UNM Rainforest Innovations Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities

- ❖ UNM Rainforest Forum – AEDL Partner Meeting, January 16, 2020, Lobo Rainforest Building
- ❖ “The Next Level Navigator,” presented by Stephen Takach, January 30, 2020, Lobo Rainforest Building
- ❖ “Go-to Market Strategies for Entrepreneurs,” presented by John Rizzo, February 3, 2020, Lobo Rainforest Building
- ❖ UNM Health Hackathon, February 21, 2020, UNM HSC Domenici Center
- ❖ Innovate New Mexico Technology Showcase, March 3, 2020, Event Center at Sandia Golf Club
- ❖ “Virtual Start-up Boot Camp and Mentoring Office Hours,” presented by Susan Cornelius, March 25, 2020, Location: Zoom
- ❖ Office hours with SBDC, January 17, February 7
- ❖ Office hours with SCORE, January 31, February 28
- ❖ Office hours with Rainforest Mentor – Stacy Sacco, January 17, February 21, April 17 (via Zoom)
- ❖ Office hours with Vanessa Roanhorse, March 26

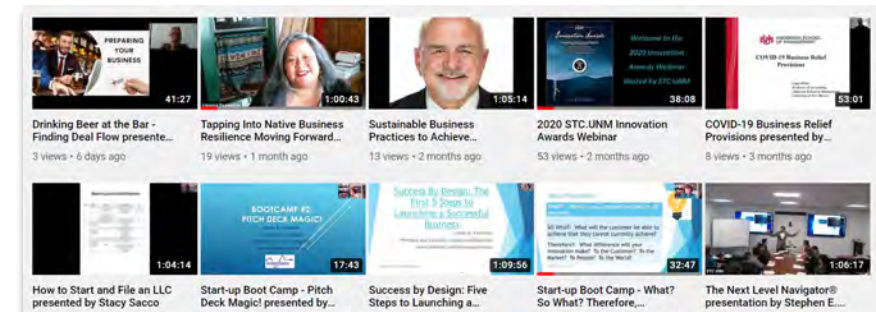


EVENTS

Webinars FY 2020 Q4

UNM Rainforest Innovations Hosts a Regular Seminar Series and Other Events, Looking for Ways to Enhance Networking Opportunities

- ❖ “Success By Design: The First Five Steps to Launching a Successful Business”, presented by Susan Cornelius, April 7, 2020, Zoom
- ❖ “Start-up Boot Camp,” presented by Susan Cornelius, April 15, 2020, Zoom
- ❖ “How to Start and File an LLC,” presented by Stacy Sacco, April 21, 2020, Zoom
- ❖ “COVID-19 Relief Provisions,” presented by Craig White, April 23, 2020, Zoom
- ❖ Innovation Awards Webinar, April 28, 2020, Zoom Webinar
- ❖ “Success Factors to Achieve Business Longevity,” presented by Stacy Sacco, May 8, 2020, Zoom
- ❖ “Tapping in Native Business Resilience Moving Forward,” presented by Vanessa Roanhorse, Liz Gamboa, Jake Foreman, June 22, 2020, Zoom
- ❖ Office hours with Susan Cornelius, April 15, Zoom
 - 5 participants total
- ❖ Office hours (1:1 meetings) with Rainforest Mentor – Stacy Sacco, April 17, May 15 and June 19, Zoom
 - 9 participants total
- ❖ Office hours with Vanessa Roanhorse, April 16 and April 23, Zoom
 - 1 participant



EVENTS

Office Hours at the Lobo Rainforest

- ❖ **Albuquerque Small Business Development Center (SBDC)**
 - Info Sessions provide one-on-one, confidential discussions and mentoring
- ❖ **SCORE**
 - Successful business people and entrepreneurs provide one-on-one, confidential discussions and mentoring to inventors, students, and start-up companies
- ❖ **Public Speaking/Pitch Coaching**
 - Individual pitch coaching office hours by Gavin Leach
- ❖ **Rainforest Mentor (Now being held online)**
 - Stacy Sacco, Director of the UNM Small Business Institute
 - 1:1 mentoring to provide guidance, coaching, perspective, and connections to enhance entrepreneurship and connections to resources at UNM and in the community
 - University Mentors Susan Cornelius and Vanessa Roanhouse now also providing office hours via Zoom.



PITCH & PUBLIC SPEAKING COACH

GAVIN LEACH
PITCH & PUBLIC SPEAKING COACH
IA GRADUATE ASSISTANT

"Being a pitch coach for Innovation Academy has been one of the best experiences I've ever had at UNM. I LOVE collaborating with students on their "passion projects." Innovation Academy allows students to experience the life of an entrepreneur in a truly nurturing and supportive environment. What could be better than to work on something you love while attending UNM?"
- Gavin Leach

Innovation Academy graduate student and expert entrepreneur, Gavin Leach, is our resident pitch and public speaking coach. Gavin assists students in perfecting pitches for their entrepreneurial ventures, as well as overall public speaking skills, which are transferable to many aspects of their lives.

Before the COVID-19 pandemic, Gavin offered open office hours at The Press Room cafe inside the Lobo Rainforest three times a week for students and community members to stop by and work on their presentation skills. Gavin is still assisting students and community members via email and through online meeting platforms such as Zoom.

Finally, Gavin has also taken his coaching to other places in our UNM community and beyond. He has given presentations on UNM's North Campus, and presented for many classes at UNM. In addition, Gavin helps with multiple high school pitch competitions and has provided pitch support presentations for the Air Force Research Laboratory and Sandoz National Labs.

EVENTS

Faculty Entrepreneurs Network

- ❖ A network of experienced faculty, inventors and entrepreneurs who are involved with start-ups created around their technologies or considering a start-up
- ❖ November 21, 2019, Topic: “How to Select a Business Partner for Your Start-up” by Stuart Rose, Founder, The BioScience Center
- ❖ Next FEN scheduled for September 29, 2020 via Zoom, Topic: Panel of Rainforest Innovation Fellows Sharing Experiences



PRESIDENT'S REPORT FY 2020

BOARD RETREAT: FUTURE SCENARIO PLANNING

CONTINUE TO EXPAND RAINFOREST INNOVATIONS' NATIONAL RECOGNITION

News Articles FY 2020

- ❖ 55 press releases drafted and posted to the website for FY 2020
 - Q1 – 15 press releases
 - Q2 – 12 press releases
 - Q3 – 15 press releases
 - Q4 – 13 press releases

CONTINUE TO EXPAND RAINFOREST INNOVATIONS' NATIONAL RECOGNITION

Advanced Economic Development Leadership

- ❖ AEDL immerses participants in a collaborative, team-centric approach that fosters learning through exploration, debate, exercises and team competition. The program attracts practitioners from across the U.S. bringing a wide range of thought, ideas and experiences to these sessions. Through this approach and the diversity of thought represented, participants often learn as much from interaction with fellow professionals as they do from faculty instruction.
- ❖ University Partners – UNM, Clemson University, The University of Southern Mississippi, Texas Christian University
- ❖ Lisa presented the Rainforest concept in Kansas City, MO on November 6, 2019

ADVANCED
Economic Development
LEADERSHIP



CONTINUE TO EXPAND RAINFOREST INNOVATIONS' NATIONAL RECOGNITION

Advanced Economic Development Leadership

❖ Participants

- Sunnyvale (TX) EcD Corp
- Florida West EDA (Pensacola)
- Columbus 2020
- England Airpark, Alexandra, LA
- Dept. of EcD, City of York, PA
- Cedar Hill (TX), EDC
- Chatham County (NC) EcD Corp.
- Alachua County (FL)
- Pinellas County EcD – (FL)
- Big Sky EcD (MT)
- West Point (GA) Development Authority
- Washington County Chamber of Commerce and EcD (FL)
- Lee County EcD Group (IA)
- Duke Energy (NC)
- Economic Development, City of Center, TX
- Winston County (MS) EcD District Partnership
- East Mississippi Business Development Corp.
- Economic Development, City of Houston (MO)
- Detroit (MI) Regional Workforce Fund
- Effingham County (GA) Industrial Development Authority
- Minot Area Development Corp. (ND)
- Michigan City EDC (IN)
- Mayor, Lakeside, TX
- Sherman EcD Corp. (TX)
- College of Business, Montana State University Billings
- Develop Danville, Inc.
- Owner, consulting firm
- WV Dept. of Commerce
- St. Tammany Corporation (LA)
- Team Taylor County/Campbellsville (KY)
- Upstate SC Alliance
- Cherokee County (SC) Development Board
- Economic Development, Florida Power & Light
- New Castle Henry County EcD Corp. (IN)
- 58Inc., Shelby County AL
- ThriveED/Jefferson Co. Econ. Development (WI)
- One Dearborn, Inc. (IN/Cincinnati MSA)
- Baton Rouge (LA) Area Chamber
- Tarrant County, TX
- Team Volusia (FL)
- North Carolina's Southeast
- City of Kyle, Texas
- Choctaw Nation of Oklahoma
- SC Power Team
- The Right Place, Grand Rapids, MI
- Campbell Co. Econ. Dev. (SD)
- Tomball (TX) Economic Development Corp.
- City of Saginaw, TX
- Marion County Development Partnership (MS)
- U.S. Dept. of Commerce EcD Administration
- Boone County EcD Corp. (IN)
- Tomball (TX) EcD Corp.

CONTINUE TO EXPAND RAINFOREST INNOVATIONS' NATIONAL RECOGNITION

Advanced Economic Development Leadership

- ❖ Panel at UNM Rainforest Forum - Neal Wade, AEDL Leader; Shannon Campbell, PhD, USM Trent Lott National Center for Economic Development and Entrepreneurship; Jim Roach, TCU Neeley Executive Education; Nan Johnston, Clemson Center for Corporate Learning; Lisa Kuuttila, UNM Rainforest Innovations



- ❖ Discussed Advanced Economic Development Leadership Program
 - 2 week program: November 2-5, 2020 – Going Online/Kauffman, Kansas City and 2nd week TBD in light of current Covid-19 situations.

CONTINUE TO EXPAND RAINFOREST INNOVATIONS' NATIONAL RECOGNITION

APLU IEP

- ❖ Responded to call for examples around how the IEP designation process has strengthened the strategy and practice behind university-based economic/community development in the COVID-19 era.
 - Focused on University of New Mexico's IEP influence and COVID-19 response work around innovation and entrepreneurship.
 - UNM President Stokes interviewed for op-ed article, "***Now More Than Ever, the Public University's Role in Economic and Community Development Should be Strengthened, Not Weakened***"
- ❖ Recognized during a Keynote at WSU APLU IEP Luncheon on February 27, 2020 - "We organized a workshop for institutions pursuing the IEP designation at Wichita State University. I've been working with Andy Stoll, Senior Program Officer at Kauffman Foundation to explore connectivity of his work and IEP. Andy gave our lunch keynote and highlighted the Rainforest in his presentation which, of course, was a case study you all submitted for your 2018 IEP Place Award. I called out the fact that you all had won our IEP award during the meeting. Terrific to see your work spotlighted." - **Shalin R. Jyotishi**, Assistant Director, Economic Development & Community Engagement and Program Director, Innovation and Economic Prosperity Universities, Association of Public and Land-grant Universities (APLU)

CONTINUE TO EXPAND RAINFOREST INNOVATIONS' NATIONAL RECOGNITION

Request for Information

- ❖ Request for experience and expertise in regards to the Lobo Rainforest
- ❖ Requested by stakeholders in the Riverside County California including Riverside County, UC Riverside, Riverside Community College District, and the Navy Tech Bridge Director, Naval Surface Warfare Center, Corona Division
- ❖ Meeting set for August with tenants of the Lobo Rainforest to share lessons learned, best practices, etc. for a joint facility in Riverside, CA.

CONTINUE TO EXPAND UNM RAINFOREST INNOVATIONS' NATIONAL RECOGNITION

Professional Internship Academy

- ❖ Cecchi VentureLab Participation
 - Kansai TLO
- ❖ Professional Internship Academy
 - City of Sanda – August 26-30, 2019
 - OIST – November 18-25, 2019
 - Osaka Prefecture University – February 3-7, 2020
 - MPO – Technology Transfer Office of St. Marianna Univ. School of Medicine - February 3-7, 2020

PURSUE ASSERTION LICENSING OPPORTUNITIES

Amicus Brief

Twelve state universities and state university systems filed an amicus brief in support of the University of Minnesota:

- ❖ Board of Trustees of the University of Arkansas
- ❖ The California State University
- ❖ Kansas State University
- ❖ Louisiana Tech University
- ❖ Michigan Technological University
- ❖ MUSC Foundation for Research Development
- ❖ STC.UNM of the University of New Mexico
- ❖ The Trustees of Purdue University
- ❖ University of Kansas
- ❖ University of Maryland, Baltimore
- ❖ University of Maryland, College Park
- ❖ Washington State University

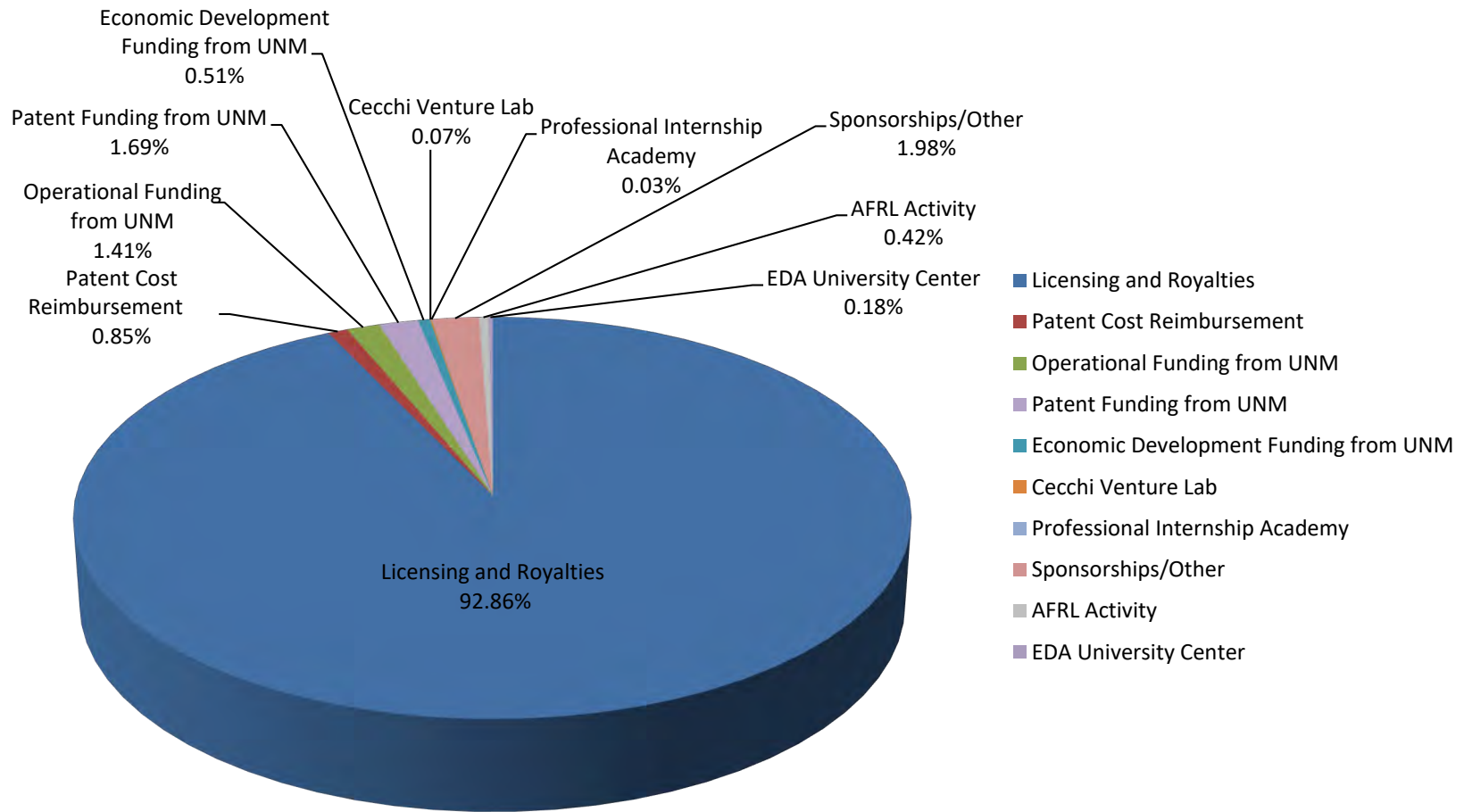
FURTHER DIVERSIFY INCOME

Income Summary

	FY 2019	FY 2020
License Income	\$1,082,869	\$52,317,796
Patent Reimbursement	\$452,728	\$480,334
Training – Professional Internship Academy	\$15,400	\$16,100
Training – I-Corps Program	\$9,890	\$20,193
Grants	\$17,640	\$99,044
CVL Participation Fees	\$37,130	\$42,228
Other Income	\$6,209	\$1,025,774
Sponsorships – Innovate NM	\$6,250	\$13,066
Sponsorships – Pitch competitions	\$5,000	\$30,000
Sponsorships – Innovation Awards	\$22,000	\$29,000
AFRL Activity – Training, Rent	\$179,253	\$235,052
Total	\$1,834,369	\$54,308,587

FURTHER DIVERSIFY INCOME

Revenue Diversification FY 2020 Q4



DISTRIBUTIONS TO UNM INVENTORS

FY 2020

- ❖ 129 total distributions
- ❖ 73 different inventors
- ❖ \$8,519,740.01 in total inventor distributions.

INCOME COMPARISON – TOP INSTITUTIONS

Name of Institution	Total Research Expenditures (2018)	License Income Received (2018)
City of Hope National Medical Center & Beckman Research Institute	\$538,080,000	\$503,742,000
Northwestern University	\$602,118,117	\$257,009,819
University of California System	\$4,812,000,000	\$199,318,000
University of Massachusetts Boston	\$651,014,000	\$145,911,263
Cold Spring Harbor Laboratory	\$142,500,000	\$143,235,036
Memorial Sloan Kettering Cancer Center	\$686,000,000	\$133,482,809
New York University	\$677,520,000	\$127,931,627
The General Hospital dba Massachusetts General Hospital	\$927,617,909	\$94,663,060
Dana-Farber Cancer Institute	\$301,128,821	\$69,025,773
University of Pennsylvania	\$990,348,424	\$68,910,930
Mayo Foundation for Medical Education and Research	\$825,000,000	\$63,080,394
University of Texas System	\$2,943,184,036	\$55,659,446
UNM Rainforest Innovations (University of New Mexico)	\$251,322,500	\$52,417,660*
Harvard University	\$887,000,000	\$52,126,664
Duke University	\$1,012,404,000	\$51,103,503
Massachusetts Institute of Technology	\$1,758,500,000	\$45,350,000
University of Florida	\$657,891,384	\$44,912,517
University of Houston	\$178,400,000	\$43,008,267
Stanford University	no response	\$41,000,000
Columbia University	\$826,194,378	\$40,691,479
Cedars-Sinai Medical Center	\$177,000,000	\$31,100,000
University of Illinois, Chicago and Urbana campuses	\$1,014,399,000	\$30,351,886
University of Colorado Anschutz/ Denver	\$473,337,165	\$29,000,000
Mount Sinai School of Medicine	\$531,005,227	\$28,600,584
Children's Hospital, Cincinnati	no response	\$28,500,000

Based on FY2018 AUTM Data; *FY 2020 Metric

THE INNOVATION IMPACT OF U.S. UNIVERSITIES

- ❖ A new report recently published from Opus Faveo Innovation Development and the George W. Bush Institute entitled *The Innovation Impact of U.S. Universities*:
 - UNM ranked 27/195 (in front of many prominent institutions) as a university with great innovation impact productivity.
 - Among Mid-Sized Research Universities, the University of New Mexico ranked 2nd behind Drexel University (private) – making UNM the highest ranked mid-sized, public Research University.

THE INNOVATION IMPACT OF
U.S. UNIVERSITIES
RANKINGS AND POLICY CONCLUSIONS

NAME CHANGE FEEDBACK

UNM Rainforest Innovations

“GREAT IDEA...I never was sure what STC. actually stood for. You do so many amazing things. The new name says that so much better.” – Lynne Andersen, NAIOP President

“Congratulations not only on the name change, but for your many accomplishments” – Greg Byrnes, Executive Director, NMBio

“Congratulations Team Rainforest! I love the name change.” – Ann H. Simon, Administrator, Village of Los Ranchos de Albuquerque

“Great job, Lisa. UNM is incredibly lucky to have you.” – Maggie Werner-Washburne, UNM

“Congratulations!” – Scott Lopez, UNM Alumni

“Excellent. Thank you.” – Christos Christodoulou, UNM

“I like that name!” – David Peabody, UNM

“Very cool!” – Matt Geisel, Economic Development, City of Rio Rancho

“I like the new name. Good luck with everything!” – Rob Dickson, Paradigm & Company

FY 2020 UNM RAINFOREST INNOVATIONS

FY 2020 Data, Income Analysis & Forecast

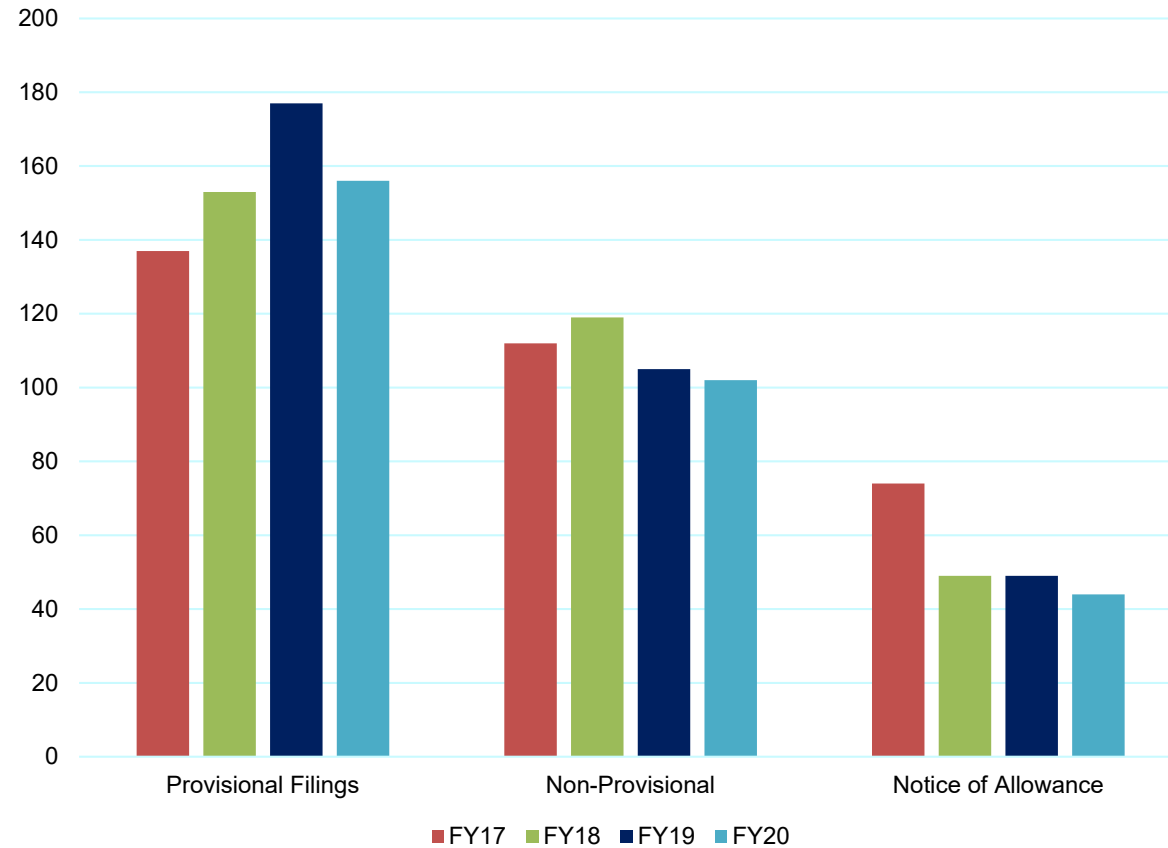
DATA, INCOME ANALYSIS, & FORECAST

❖ FY 2020 Data

- UNM Rainforest Innovations filed first-time patent applications on 71 of the 127 patent disclosures in FY 2020 (56% in FY 2020 vs. 73% in FY 2019)
- UNM Rainforest Innovations generated \$51,230,091 of new (agreements) license revenues in FY 2020, representing 98% of total license revenues (vs. \$458,673 of new revenues in FY 2019 – 34% of total)
- Of the 127 total disclosures (patents & copyrights) received in FY 2020, representing 80 lead inventors, 32 were first-time inventors (40% vs. 44% in FY 2019)

PATENT ANALYSIS

Trends in Patent Activity



	FY17	FY18	FY19	FY20
Provisional Filings	137	153	177	156
Non-Provisional	112	119	105	102
Notice of Allowance	74	49	49	44

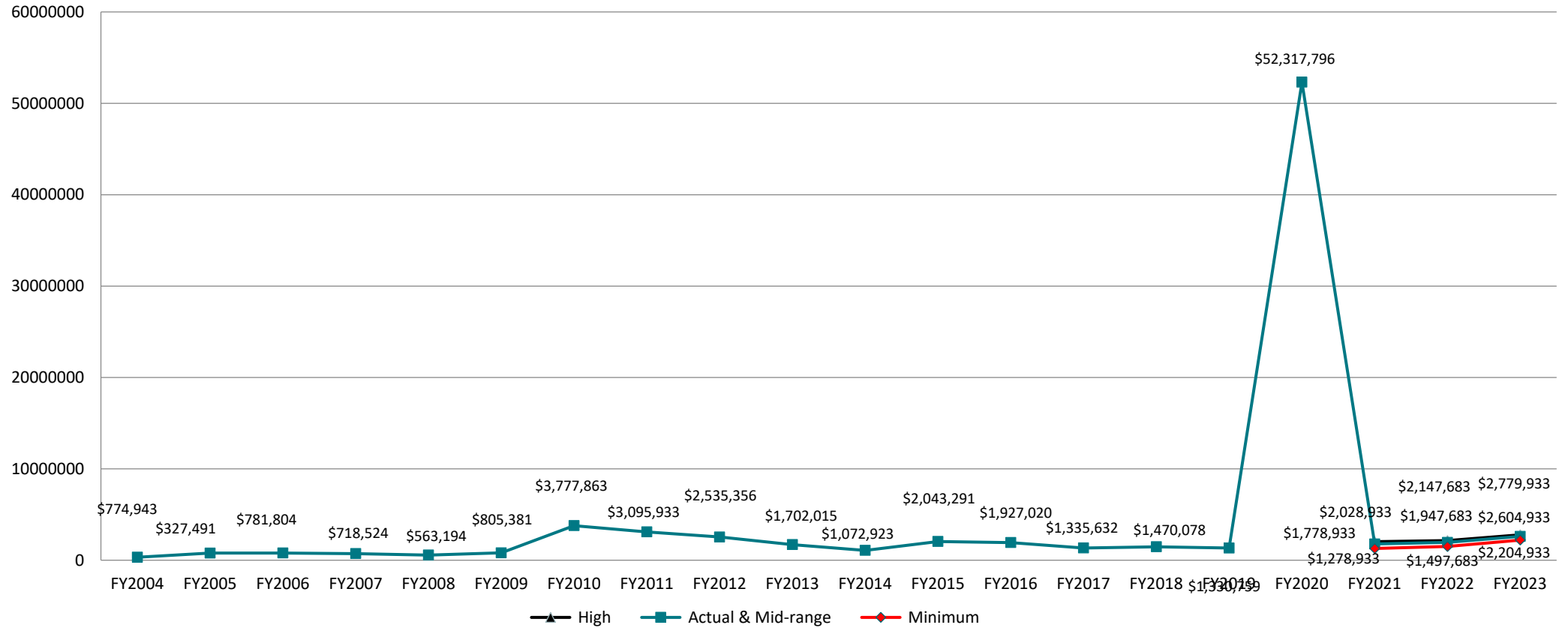
DATA, INCOME ANALYSIS, & FORECAST

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

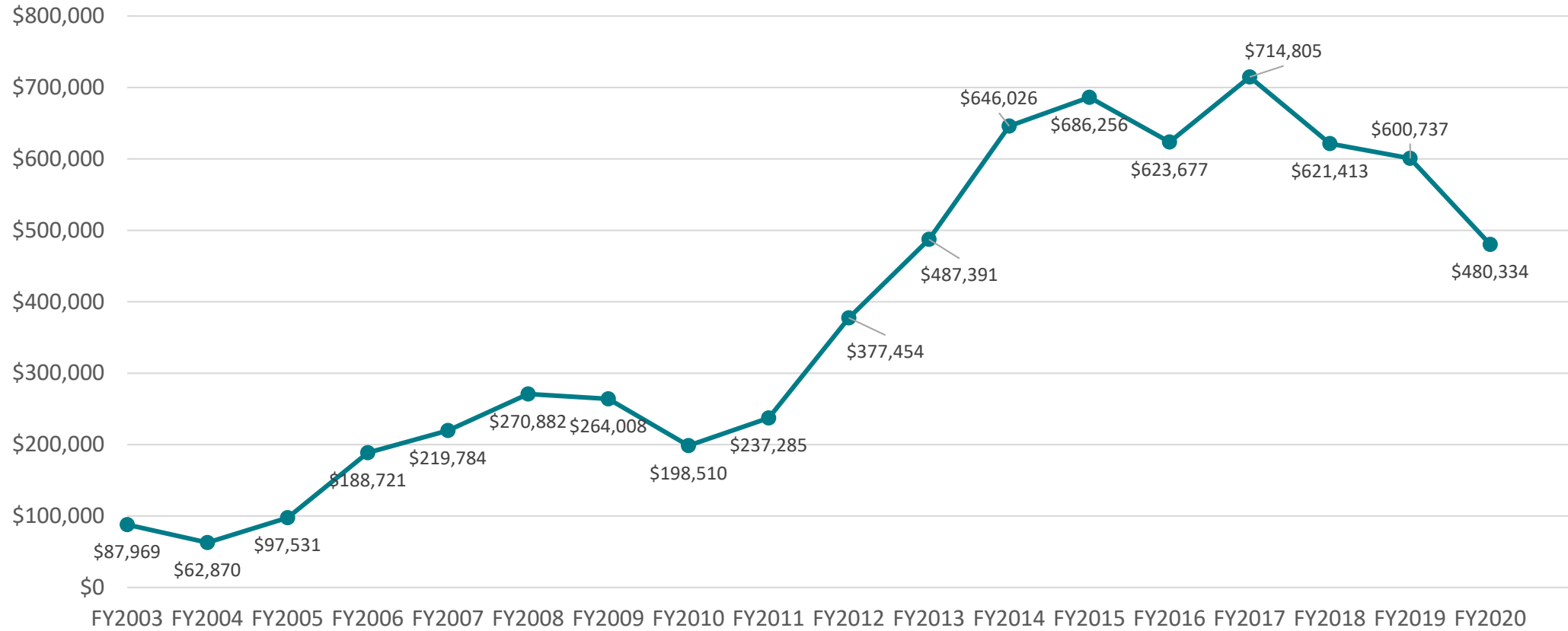
- ❖ Minimum numbers for FY2021 through FY2023 represent minimum fees and payments from existing licenses.
- ❖ FY2021 mid-level represents approx. \$500,000 of new license income. FY2021 upper end represents \$750,000 of new license income.
- ❖ FY2022 mid-level represents \$450,000 of new license income and/or minimums from deals closed in FY2021. FY2022 upper end represents \$650,000 of new license income and/or minimums from deals closed in FY2021.
- ❖ FY2023 mid-level represents \$400,000 of new license income and/or minimums from deals closed in FY2021 and FY2022. FY2023 upper end represents \$575,000 of new license income and/or minimums from deals closed in FY2021 and FY2022.
- ❖ No equity liquidations included.
- ❖ No forecasted terminations of agreements included.
- ❖ No unknown substantial earned royalties forecasted.

LICENSE REVENUES

Updated 3-year Forecast

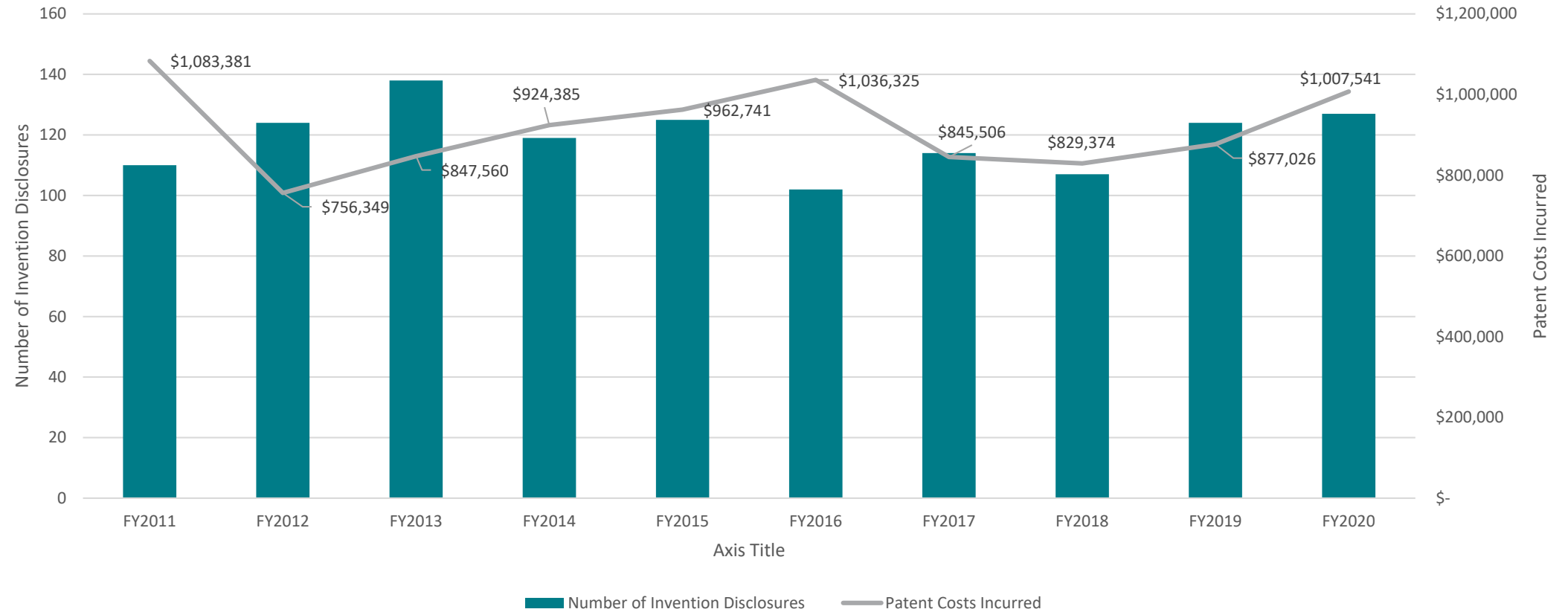


PATENT REIMBURSEMENT REVENUES

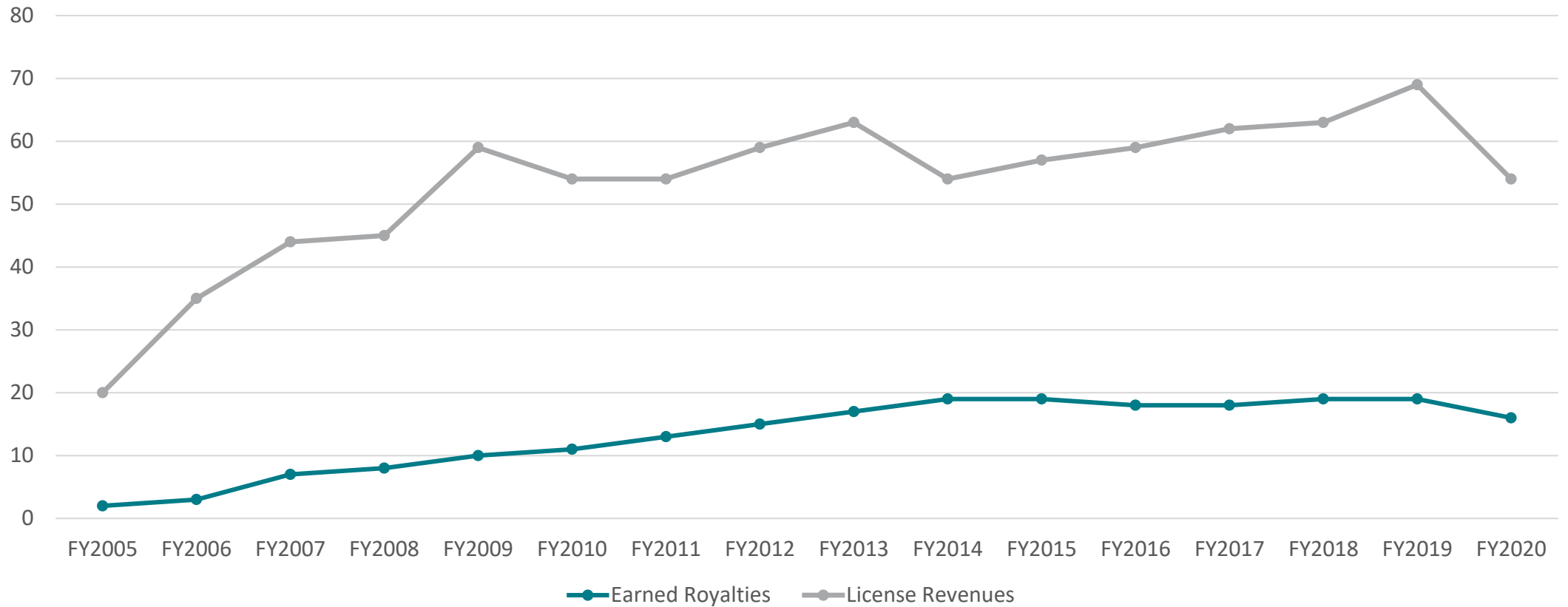


PATENT COSTS INCURRED

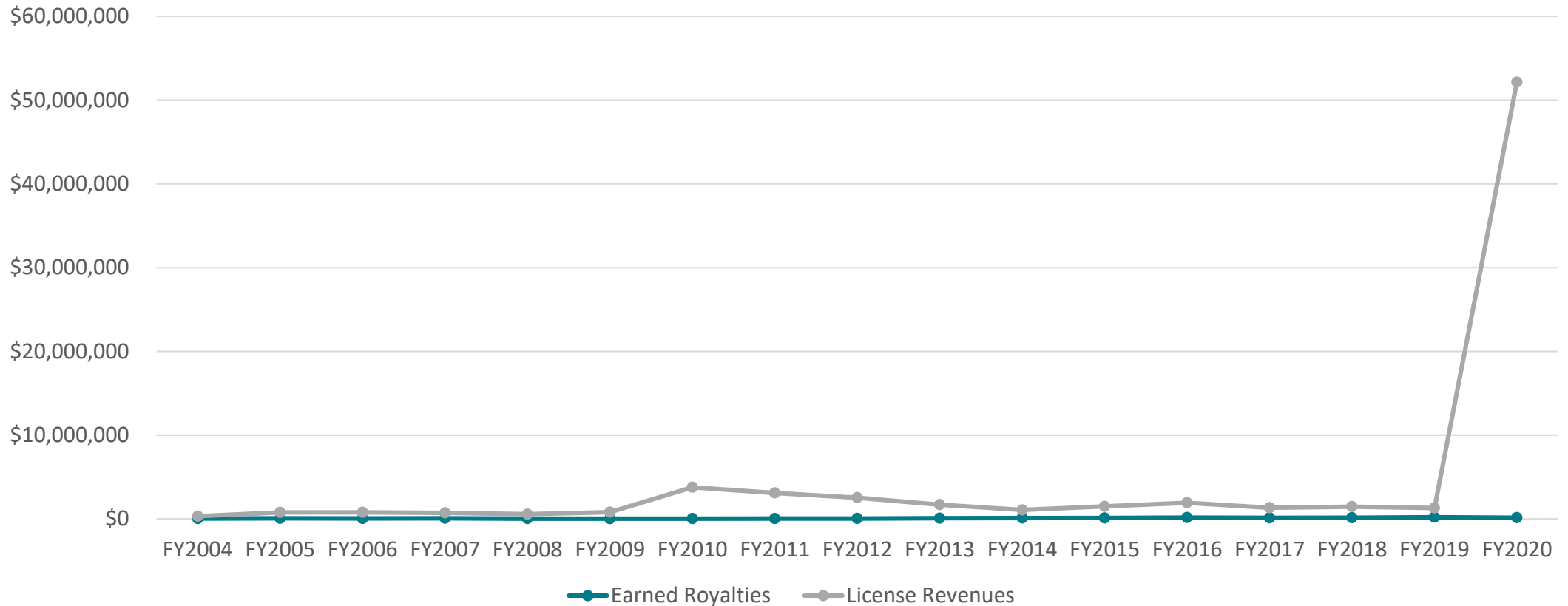
Rainforest Innovations-initiated; non-licensee reimbursed



TOTAL NUMBER OF LICENSES/OPTIONS YIELDING REVENUES



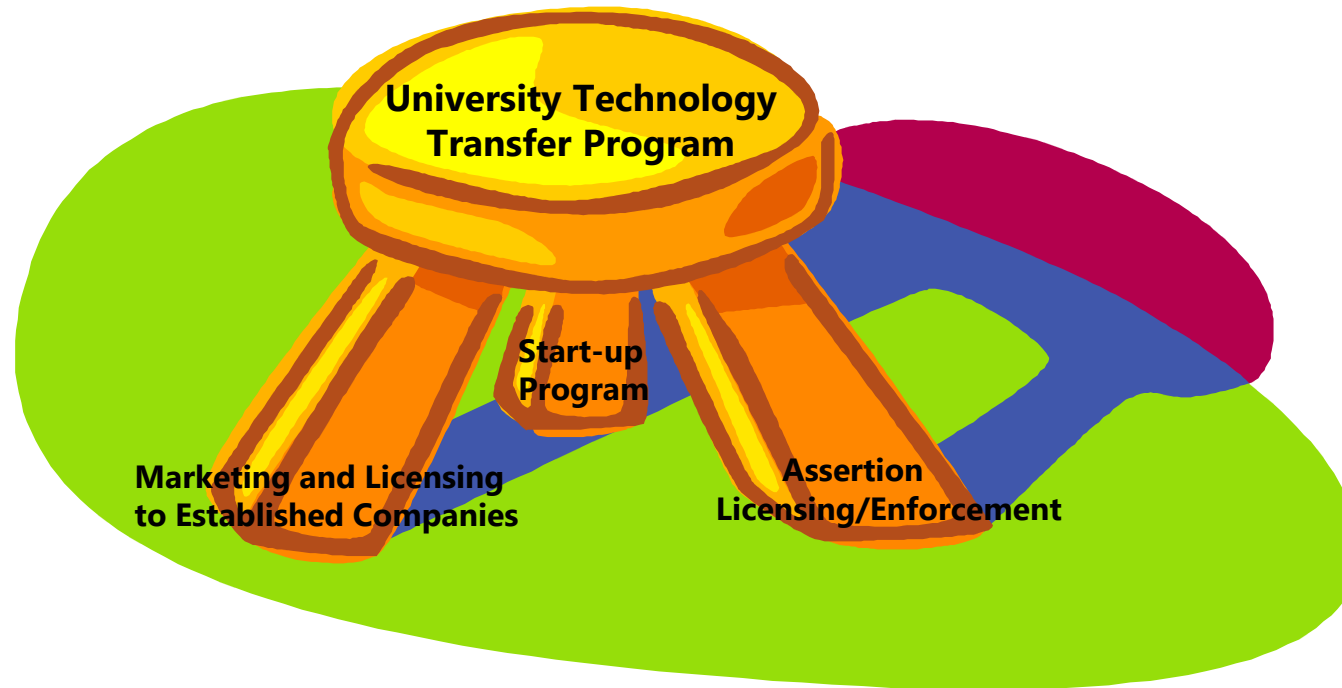
TOTAL DOLLAR AMOUNT OF LICENSES/OPTIONS YIELDING REVENUES



UNM RAINFOREST INNOVATIONS

Stage of Maturity

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



BUILDING A TECHNOLOGY TRANSFER PROGRAM



STAGES OF MATURITY IN TECHNOLOGY TRANSFER

Expected Issues

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

TAB 13

#13

Lobo Development's Annual Meeting of the Member

- a. Summarized Minutes of the December 10, 2019 Meeting
- b. Acceptance of the FY 2019-20 Audit



January 25, 2020

President Doug Brown
Regents of the University of New Mexico
The University of New Mexico
Albuquerque NM 87131-0001

Dear President Brown:

Lobo Development Corporation requests that the Annual Meeting of the Member be held during the Board of Regents meeting on February 16, 2020. There are two action items to be presented.

- A. Approval of the Summarized Minutes of the December 10, 2019 Meeting
- B. Acceptance of the FY 2019-20 Audit

Please feel free to contact me or Keelie Garcia if you have any questions.

Sincerely,

Teresa Costantinidis
President, Lobo Development Corporation

been discussions with HED about when that payment needs to be made, and he confirmed to Regent Schwartz' question that Athletics still plans to make the budgeted payment and also plans to stay in budget for the year. There was brief discussion about what the source of funds would be, if needed, to pay of a fired coach.

Regent Sandra Begay asked for clarification about the payment toward the negative reserves balance and whether HED stipulated those need to be made before the end of the academic year, and further, are required payments, versus expected. AD Nunez confirmed they are required payments and reiterated they are in conversations with the HED about the details.

VOTE TO ADJOURN THE BOARD OF REGENTS IN ORDER TO CONDUCT THE MEETINGS OF THE MEMBER



The motion to adjourn the Board of Regents for the Board to convene the annual Meeting of the Member of Lobo Development Corporation and of Lobo Energy, Inc. passed unanimously (1st Lee; 2nd Schwartz). The meeting adjourned at 10:42 AM.

MEETING OF THE MEMBER – LOBO DEVELOPMENT CORPORATION (LDC)

Regent Brown convened the Meeting of the Member of Lobo Development Corporation at 10:42 AM and asked Regent Lee, Chair of Lobo Development Corporation, to take the gavel.

Regent Lee asked for a motion to approve the minutes of the May 9, 2019 LDC Meeting of the Member; Regent Begay motioned; Regent Doughty seconded; the motion passed unanimously.

Regent Lee noted the FY 2018-19 external audit that was provided in the eBook and asked SVP for Finance and Administration, Teresa Costantinidis, to present any issues in the audit. Ms. Costantinidis confirmed the audit came out clean and any past findings had been downgraded. It was a good audit report. Regent Lee asked for a motion to accept the FY19 external audit; Regent Doughty motioned; Regent Schwartz seconded; the motion passed unanimously.

There being no further business, Regent Lee adjourned the LDC meeting of the member. The meeting adjourned at 10:43 AM.

MEETING OF THE MEMBER – LOBO ENERGY, INC. (LEI)

Regent Lee, the Regent Member on the Lobo Energy Board, convened the LEI Meeting of the Member at 10:44 AM. Regent Lee asked Jason Strauss, President & CEO of LEI, be available to answer questions.

Regent Lee asked for a motion to approve the minutes of the May 9, 2019 LEI Meeting of the Member; Regent Doughty motioned; Regent Begay seconded; the motion passed unanimously.

Before acceptance of the external audit, Regent Lee asked Mr. Strauss if there were any issues. Mr. Strauss confirmed it was a clean audit. There being no other questions, Regent Lee asked for a motion to accept the FY 2018-19 external audit report; Regent Doughty motioned; Regent Schwartz seconded; motion passed unanimously.

There being no further business, Regent Lee adjourned the LEI meeting of the member at 10:44 AM.

Regent Lee handed the gavel to Regent Brown.

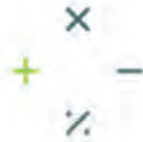
VOTE TO RECONVENE BOARD OF REGENTS

The vote to reconvene the Board of Regents passed unanimously (1st Lee; 2nd Begay).

PUBLIC COMMENT (no comments)

ADVISORS REPORTS

Adam Biederwolf, ASUNM President, spoke about recent ASUNM activities, including the 56th annual Arts and Crafts Fair, where ASUNM hosted over 75 vendors; the annual Fall Frenzy event to help clean up campus; graduating 36 Lobos in the new Lobo Leaders program; hosting Homecoming events and



REPORT OF INDEPENDENT AUDITORS
AND FINANCIAL STATEMENTS

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

June 30, 2020 and 2019



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Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Official Roster (unaudited)
June 30, 2020

OFFICERS

Teresa Costantinidis
Thomas Neale
Angela Hernandez

MEMBERS

Marron Lee
Stephen Ciepiela
Chris Vallejos
Louis Abruzzo
Teresa Costantinidis
Maria Griego-Raby
Eddie Nunez
Paul B. Roth, M.D.
Kim Sanchez Rael
Eric M. Siegel
Garnett Stokes, Ph.D.

Report of Independent Auditors

The Board of Directors
Lobo Development Corporation
and Mr. Brian Colón, Esq., New Mexico State Auditor

Report on the Financial Statements

We have audited the accompanying financial statements of Lobo Development Corporation (Lobo Development), a component unit of the University of New Mexico, which comprise of the statements of net position as of June 30, 2020 and 2019, 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, which collectively comprise Lobo Development's financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position Lobo Development Corporation as of June 30, 2020 and 2019, and the changes in its financial 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 4 through 7 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated September 22, 2020 on our consideration of Lobo Development's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is 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 Lobo Development'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 Lobo Development's internal control over financial reporting and compliance.

Mess Adams LLP

Albuquerque, New Mexico

September 22, 2020

Lobo Development Corporation

(A Component Unit of the University of New Mexico)

Management's Discussion and Analysis

June 30, 2020

The following discussion and analysis provides an overview of the financial position and activities of Lobo Development Corporation (Lobo Development) as of and for the fiscal years ended June 30, 2020, 2019, and 2018. This discussion should be read in conjunction with the accompanying financial statements and notes. Management has prepared the basic financial statements and the related note disclosures along with this discussion and analysis. As such, the financial statements, notes, and this discussion are the responsibility of Lobo Development's management.

Financial Highlights

Cash decreased in 2020 by \$2,144,972, resulting in cash on deposit with fiscal agent and cash on hand at the close of fiscal year 2020 of \$3,373,745. The decrease during fiscal year 2020 is primarily due to a loan disbursement, decrease in interest income, and increased project expenses. Cash increased in 2019 by \$209,041, resulting in cash on deposit with fiscal agent and cash on hand at the close of fiscal year 2019 of \$5,518,717. The increase during fiscal year 2019 was primarily due to an increase in project revenue and lower project expenses. Interest earned during fiscal year 2020 decreased \$2,591 from \$85,014 to \$82,423, due to an increase in earnings on cash being held by The University of New Mexico (UNM), Lobo Development's fiscal agent.

Lobo Development's net position increased \$521,339 during the year, from \$6,589,305 in 2019 to \$7,110,644 in fiscal year 2020. During fiscal year 2019, Lobo Development's net position increased \$290,657 during the year, from \$6,298,648 in 2018 to \$6,589,305 in fiscal year 2019.

During fiscal year 2020, operating revenue increased by \$111,233 and operating expenses decreased by \$108,088, resulting in an increase in net operating income of \$219,321. During fiscal year 2019, operating revenue decreased by \$1,236,096 and operating expenses decreased by \$126,298, resulting in a decrease in net operating income of \$1,109,798.

Overview of the Basic Financial Statements

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

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Management's Discussion and Analysis
June 30, 2020

Financial Information

Lobo Development's condensed financial information as of and for the fiscal years ended June 30, 2020, 2019, and 2018 are provided in the following table:

	2020	2019	2018
Current assets	\$ 3,483,926	\$ 5,528,194	\$ 5,311,888
Net capital assets	16,877,113	15,941,759	16,067,894
Other noncurrent assets	883,331	-	-
Total assets	<u>\$ 21,244,370</u>	<u>\$ 21,469,953</u>	<u>\$ 21,379,782</u>
Current liabilities	\$ 528,258	\$ 775,514	\$ 498,063
Noncurrent liabilities	13,605,468	14,105,134	14,583,071
Total liabilities	<u>14,133,726</u>	<u>14,880,648</u>	<u>15,081,134</u>
Net investment in capital assets	2,772,967	1,356,108	1,014,854
Unrestricted	4,337,677	5,233,197	5,283,794
Total net position	<u>7,110,644</u>	<u>6,589,305</u>	<u>6,298,648</u>
Total liabilities and net position	<u>\$ 21,244,370</u>	<u>\$ 21,469,953</u>	<u>\$ 21,379,782</u>
Operating revenue	\$ 2,415,216	\$ 2,308,983	\$ 3,545,079
Operating expenses	756,657	864,745	991,043
Operating income	<u>1,658,559</u>	<u>1,444,238</u>	<u>2,554,036</u>
Nonoperating revenue	82,423	85,014	50,205
Nonoperating expenses	1,219,643	1,238,595	861,425
Change in net position	<u>521,339</u>	<u>290,657</u>	<u>1,742,816</u>
Net position, beginning of year	6,589,305	6,298,648	4,555,832
Net position, end of year	<u>\$ 7,110,644</u>	<u>\$ 6,589,305</u>	<u>\$ 6,298,648</u>

Statements of Net Position

Assets – As of June 30, 2020 and 2019, Lobo Development has cash in the amount of \$3,373,745 and \$5,518,717, respectively, of which \$3,121,469 and \$5,284,158, respectively, is held by UNM, and \$252,276 and \$234,559, respectively, is held in an operating bank account at a financial institution. Cash increased primarily due to an increase in interest income and a decrease in project expenses.

Liabilities and Net Position – Lobo Development's net position at June 30, 2020, 2019, and 2018 was allocated between unrestricted and net investment in capital assets.

Lobo Development Corporation

(A Component Unit of the University of New Mexico)

Management's Discussion and Analysis

June 30, 2020

Statements of Revenues, Expenses, and Changes in Net Position

Revenues – During the fiscal year ended June 30, 2020, Lobo Development generated operating revenue in the amount of \$2,415,216, which included lease payments from three buildings, and two student housing buildings. During the fiscal year ended June 30, 2019, Lobo Development generated operating revenue in the amount of \$2,308,983, which included lease payments from three buildings, and two student housing buildings. Other income amounted to \$82,423 and \$85,014 during the fiscal years ended June 30, 2020 and 2019, respectively. For 2020, other income was the result of interest earned from UNM. For 2019, other income was the result of interest earned from UNM.

Expenses – Total operating expenses decreased \$108,088 during the fiscal year ended June 30, 2020 due to a decrease in administrative and project expenses. Total operating expenses decreased \$126,298 during the fiscal year ended June 30, 2019 due to a decrease in project expenses.

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

Capital Assets and Debt Administration

Lobo Development's investment in capital assets as of June 30, 2020 amounts to \$2,772,967 (net of accumulated depreciation and debt incurred to finance). This investment in capital assets includes two buildings purchased during fiscal year 2013 and one building purchased in fiscal year 2017. Additional information concerning Lobo Development's capital assets may be found in note 4 in the notes to the financial statements.

At the end of the current fiscal year, Lobo Development had total debt outstanding of \$14,104,146. This debt was incurred during fiscal year 2013 for the purchase of the two buildings noted above and during fiscal year 2017 for the purchase of one building a noted above. Additional information concerning Lobo Development's long-term debt may be found in note 5 in the notes to the financial statements.

Factors Impacting Future Periods

Lobo Development is currently working on forming a Tax Incremental Development District (TIDD) with the City of Albuquerque to fund public infrastructure.

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

Anticipated revenue sources for 2020 include campus student housing ground rent, commercial development ground rent, and real estate income.

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Management's Discussion and Analysis
June 30, 2020

Contacting Lobo Development's Financial Management

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

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

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

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Statements of Net Position

ASSETS

	June 30,	
	2020	2019
CURRENT ASSETS		
Cash on deposit with fiscal agent	\$ 3,121,469	\$ 5,284,158
Cash on deposit with bank	252,276	234,559
Accounts receivable	18,750	6,250
Notes receivable, current	87,937	-
Prepaid insurance	3,494	3,227
Total current assets	<u>3,483,926</u>	<u>5,528,194</u>
CAPITAL ASSETS		
Buildings	18,310,085	18,310,085
Construction in progress	1,748,198	343,354
Less accumulated depreciation	<u>(3,181,170)</u>	<u>(2,711,680)</u>
Net capital assets	<u>16,877,113</u>	<u>15,941,759</u>
Note receivable, net of current	<u>883,331</u>	<u>-</u>
Total assets	<u>\$ 21,244,370</u>	<u>\$ 21,469,953</u>

LIABILITIES AND NET POSITION

CURRENT LIABILITIES		
Accounts payable	\$ 22,819	\$ 8,830
Accrued expenses	6,761	17,024
Current portion of long-term debt	498,678	480,517
Due to UNM	-	269,143
Total current liabilities	<u>528,258</u>	<u>775,514</u>
NONCURRENT LIABILITIES		
Long-term debt, net of current	<u>13,605,468</u>	<u>14,105,134</u>
Total noncurrent liabilities	<u>13,605,468</u>	<u>14,105,134</u>
NET POSITION		
Net investment in capital assets	2,772,967	1,356,108
Unrestricted	<u>4,337,677</u>	<u>5,233,197</u>
Total net position	<u>7,110,644</u>	<u>6,589,305</u>
Total liabilities and net position	<u>\$ 21,244,370</u>	<u>\$ 21,469,953</u>

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Statements of Revenues, Expenses, and Changes in Net Position

	Years Ended June 30,	
	2020	2019
OPERATING REVENUES		
Rental revenue	\$ 1,344,244	\$ 1,426,796
Project revenue	1,050,972	855,575
Reimbursement revenue, net	20,000	26,612
Total operating revenues	2,415,216	2,308,983
OPERATING EXPENSES		
Depreciation	469,490	469,489
Administrative expenses	287,167	394,990
Project expenses	-	266
Total operating expenses	756,657	864,745
Operating income	1,658,559	1,444,238
NONOPERATING REVENUES		
Interest income	82,423	85,014
Total nonoperating revenues	82,423	85,014
NONOPERATING EXPENSES		
Interest expense	444,643	456,595
Distributions to UNM	600,000	607,000
Distributions to UNM-Athletics	175,000	175,000
Total nonoperating expenses	1,219,643	1,238,595
Change in net position	521,339	290,657
NET POSITION, beginning of year	6,589,305	6,298,648
NET POSITION, end of year	\$ 7,110,644	\$ 6,589,305

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Statements of Cash Flows

	Years Ended June 30,	
	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Payments received from fiscal agent	\$ 2,395,216	\$ 2,282,371
Payments received from contractors	7,500	20,362
Payments received from insurance company	-	269,143
Payments to suppliers of goods or services	(148,420)	(198,970)
Payments to UNM	(269,143)	-
Payments to employees for services	(135,288)	(199,541)
Net cash provided by operating activities	<u>1,849,865</u>	<u>2,173,365</u>
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
Construction of capital assets	(1,404,844)	(343,354)
Distributions to UNM	(600,000)	(607,000)
Distributions to UNM-Athletics	(175,000)	(175,000)
Debt repayment to fiscal agent principal	(481,505)	(467,389)
Debt repayment to fiscal agent interest	(444,643)	(456,595)
Net cash used in capital and related financing activities	<u>(3,105,992)</u>	<u>(2,049,338)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Interest received on deposits with fiscal agent	82,423	85,014
Note receivable issued to fiscal agent	(1,000,000)	-
Principal repayment from fiscal agent	28,732	-
Net cash (used in) provided by investing activities	<u>(888,845)</u>	<u>85,014</u>
Net (decrease) increase in cash and cash equivalents	<u>(2,144,972)</u>	<u>209,041</u>
CASH AND CASH EQUIVALENTS, beginning of year	5,518,717	5,309,676
CASH AND CASH EQUIVALENTS, end of year	<u>\$ 3,373,745</u>	<u>\$ 5,518,717</u>
Reconciliation of cash to the statement of net position		
Cash on deposit with fiscal agent	\$ 3,121,469	\$ 5,284,158
Cash on deposit with the bank	252,276	234,559
Cash on statement of cash flows	<u>\$ 3,373,745</u>	<u>\$ 5,518,717</u>
RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES		
Operating income	\$ 1,658,559	\$ 1,444,238
Depreciation expense	469,490	469,489
Adjustments to reconcile operating income to net cash provided by operating activities:		
Change in accounts receivable	(12,500)	(6,250)
Change in prepaid insurance	(267)	(1,015)
Change in accounts payable	13,989	(3,768)
Change in accrued expenses	(10,263)	1,528
Change in due to UNM	(269,143)	269,143
Net cash provided by operating activities	<u>\$ 1,849,865</u>	<u>\$ 2,173,365</u>

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Notes to Financial Statements

Note 1 – Description of Business

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

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

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

Under the Memorandum of Agreement (MOA) between the UNM Regents and Lobo Development signed in the first quarter of fiscal year 2009, Lobo Development may plan, direct, and coordinate its business activities in accordance with a mutually agreed-upon development proposal and development agreement between Lobo Development and UNM. Lobo Development operations will be funded by an administrative fee assigned to approved projects. If Lobo Development revenues are more than sufficient to meet its anticipated financial obligations based on a mutually approved annual budget, it is the intent of the parties that excess revenue shall be distributed back to UNM. For the years ended June 30, 2020 and 2019, \$775,000 and \$782,000 was distributed back to UNM, respectively.

Primary activities performed by Lobo Development during the year ended June 30, 2020 focused on efforts to establish the UNM Sports and Entertainment District at South Campus, marketing of commercial sites along Gibson Boulevard, and the establishment of a Tax Increment Development District in partnership with the City of Albuquerque.

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

Note 2 – Summary of Significant Accounting Policies and Practices

Basis of Accounting and Presentation

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

Lobo Development Corporation

(A Component Unit of the University of New Mexico)

Notes to Financial Statements

Note 2 – Summary of Significant Accounting Policies and Practices (continued)

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

Net Position

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

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

Use of Estimates

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

Cash and Cash Equivalents

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

Revenue Recognition

Lobo Development recognizes operating revenue for services earned under the terms of the MOA.

Lobo Development's revenue for the fiscal year ended 2020 originated from the following sources: (1) Student Housing project/ACC Component I, (2) Student Housing project/ACC Component II, (3) Reimbursement Revenue, (4) Rent from three occupancy leases. Lobo Development's revenue for the fiscal year ended 2019 originated from the following sources: (1) Student Housing project/ACC Component I, (2) Student Housing project/ACC Component II, (3) Reimbursement Revenue, (4) Rent from three occupancy leases. All revenue from these sources is originally paid to UNM and UNM determines which revenue streams are allocated to Lobo Development.

Income Taxes

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

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Notes to Financial Statements

Note 2 – Summary of Significant Accounting Policies and Practices (continued)

Capital Assets

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

Cash

Lobo Development's cash balances include cash on deposit with fiscal agent and an operating account. Lobo Development has no statutory policy requirements related to cash deposits. UNM serves as the fiscal agent for Lobo Development through which Lobo Development participates in a pooled bank account maintained by UNM. At June 30, 2020 and 2019, Lobo Development had a balance in that pooled account of \$3,121,469 and \$5,284,158, respectively. As fiscal agent, UNM requires the financial institution holding these pooled funds to maintain minimum collateral amounts. Interest is allocated monthly to Lobo Development's account based on its balance in the pooled bank account at the end of the preceding month.

Custodial Credit Risk

Custodial credit risk is the risk that in the event of a bank failure, the entity's deposits may not be returned to it. At June 30, 2020, the bank balance and the book balance in Lobo Development's separate checking account with Compass Bank were \$252,680 and \$252,276, respectively. At June 30, 2019, the bank balance and the book balance in Lobo Development's separate checking account with Compass Bank were \$245,566 and \$234,599, respectively. The Federal Deposit Insurance Corporation (FDIC) will insure balances up to \$250,000. The majority of the book balance was insured by the FDIC for 2020, the entire book balance was insured for 2019.

Note 3 – Related-Party Transactions

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

Pursuant to the MOA, UNM provides to Lobo Development, at no cost to Lobo Development, facilities support and general business office and associated workspace. Under the agreement, UNM holds cash earned by Lobo Development, at no cost to Lobo Development. UNM transferred \$1,050,972 and \$855,575 to Lobo Development for the years ended June 30, 2020 and 2019, respectively. This amount is included in project revenue.

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

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Notes to Financial Statements

Note 3 – Related-Party Transactions (continued)

On April 1, 2013, Lobo Development executed a Promissory Note with UNM to finance a capital assets purchase made in fiscal year 2013. The Note was originally executed for \$27,800,000 at 3.0% interest per annum with a maturity date of May 1, 2020. A Loan Revision Agreement was executed on January 1, 2016 to reduce the principal balance to \$15,211,543 with no change in interest rate or maturity date. In August 2019, the loan expiration was extended to May 1, 2027 (see Note 5).

On December 21, 2016, Lobo Development executed a Promissory Note with the University of New Mexico Foundation, Inc. (UNM Foundation) to provide funds to finalize the purchase of a building. The Note was originally executed for \$1,000,000 at 3.75% interest per annum, with a maturity date of December 21, 2026 (see Note 5).

On April 1, 2016, Lobo Development entered into an MOA with Innovate ABQ, Inc. (Innovate), a component unit of the University of New Mexico, wherein Lobo Development provides bookkeeping and operations management services to Innovate. Net revenue received under this MOA was \$20,000 and \$26,612 for the fiscal years ended June 30, 2020 and 2019, respectively.

On May 29, 2015, Lobo Development entered into an MOA with the University of New Mexico Athletics Department (Athletics), wherein Lobo Development will allocate annually to Athletics half of the “Lobo Village” ground lease income received from UNM. For the fiscal year ended June 30, 2020, Lobo Development distributed \$175,000 of “Lobo Village” ground lease income to Athletics. For the fiscal year ended June 30, 2019, Lobo Development distributed \$175,000 of “Lobo Village” ground lease income to Athletics.

Lobo Development receives rental revenue from UNM and Athletics under three occupancy lease agreements. For the fiscal year ended June 30, 2020, rental revenue received from UNM was \$1,235,899 and rental revenue received from Athletics was \$108,345, for total rental revenue of \$1,344,244. For the fiscal year ended June 30, 2019, rental revenue received from UNM was \$1,320,614 and rental revenue received from Athletics was \$106,182, for total rental revenue of \$1,426,796. Future rents due are as follows:

	<u>1312 Basehart</u>	<u>933 Bradbury</u>	<u>Baseball Clubhouse</u>
Fiscal year ending June 30:			
2021	\$ 396,458	\$ 822,499	\$ 106,997
2022	396,458	822,499	106,997
2023	396,458	822,499	106,997
2024	396,458	822,499	106,997
2025	396,458	822,499	106,997
2026 - 2030	1,883,177	3,906,868	160,496
	<u>\$ 3,865,467</u>	<u>\$ 8,019,363</u>	<u>\$ 695,481</u>

Lobo Development did not purchase goods and services from companies that board members are employed by during the fiscal years ended June 30, 2020 and 2019.

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Notes to Financial Statements

Note 3 – Related-Party Transactions (continued)

During fiscal year 2020, Lobo Development entered into a Research Park Corporation Funds Transfer Agreement with UNM. The agreement is for Lobo Development to transfer \$1,000,000 to UNM for the purpose of funding improvements to the UNM Advanced Materials Laboratory. The note receivable is to be repaid over a period of 10 years at an interest rate of 3% per annum. For the fiscal year ended June 30, 2020, \$971,268 was outstanding as receivable, with future payments as follows:

	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
Fiscal year ended June 30:			
2021	\$ 87,937	\$ 27,935	\$ 115,872
2022	90,612	25,261	115,873
2023	93,368	22,505	115,873
2024	96,208	19,665	115,873
2025	99,134	16,739	115,873
2026-2030	504,009	36,732	540,741
	<u>\$ 971,268</u>	<u>\$ 148,837</u>	<u>\$ 1,120,105</u>

Note 4 – Capital Assets

Capital asset activity for the year ended June 30, 2020 was as follows:

	<u>Balance at June 30, 2019</u>	<u>Additions/ Completions</u>	<u>Retirements/ Disposals</u>	<u>Balance at June 30, 2020</u>
Capital assets				
Non depreciable				
Construction in progress	\$ 343,354	\$ 1,404,844	\$ -	\$ 1,748,198
Depreciable				
Buildings	18,310,085	-	-	18,310,085
Accumulated depreciation	(2,711,680)	(469,490)	-	(3,181,170)
Net capital assets	<u>\$ 15,941,759</u>	<u>\$ 935,354</u>	<u>\$ -</u>	<u>\$ 16,877,113</u>

Capital asset activity for the year ended June 30, 2019 was as follows:

	<u>Balance at June 30, 2018</u>	<u>Additions/ Completions</u>	<u>Retirements/ Disposals</u>	<u>Balance at June 30, 2019</u>
Capital assets				
Non depreciable				
Construction in progress	\$ -	\$ 343,354	\$ -	\$ 343,354
Depreciable				
Buildings	18,310,085	-	-	18,310,085
Accumulated depreciation	(2,242,191)	(469,489)	-	(2,711,680)
Net capital assets	<u>\$ 16,067,894</u>	<u>\$ (126,135)</u>	<u>\$ -</u>	<u>\$ 15,941,759</u>

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Notes to Financial Statements

Note 5 – Long-Term Debt

A promissory note payable to UNM was issued to finance the capital assets purchase made in fiscal year 2013. A Loan Revision Agreement was issued January 1, 2016 to reduce the principal due to a transfer of one of the three buildings. Principal and interest payments are due monthly on the first day of each month. This note bears interest at 3% and as of year-end and is set to mature on May 1, 2027.

A promissory note payable to the University of New Mexico Foundation, Inc. was issued to finance a capital asset purchased on December 21, 2016. A First Amendment to the Promissory Note was issued March 31, 2017 to reduce the monthly payments from \$10,006 to \$8,555. This was due to a \$141,941 payment made on March 31, 2017 to reduce the principal from \$979,292 to \$837,351 at that time.

Principal and interest payments are due monthly on the twenty-first day of each month. The note has a variable interest rate; therefore, effective January 21, 2019, the annual interest rate increased from 3.75% to 5.50%. This note matures December 21, 2026.

Notes payable activity consists of the following:

	Year Ended June 30, 2020				
	Beginning Balance	Additions	Deductions	Ending Balance	Amounts Due Within One Year
Note payable to UNM	\$ 13,912,764	\$ -	\$ (405,971)	\$ 13,506,793	\$ 418,320
Note payable to UNM Foundation	672,887	-	(75,534)	597,353	80,358
	<u>\$ 14,585,651</u>	<u>\$ -</u>	<u>\$ (481,505)</u>	<u>\$ 14,104,146</u>	<u>\$ 498,678</u>

	Year Ended June 30, 2019				
	Beginning Balance	Additions	Deductions	Ending Balance	Amounts Due Within One Year
Note payable to UNM	\$ 14,306,751	\$ -	\$ (393,987)	\$ 13,912,764	\$ 405,971
Note payable to UNM Foundation	746,289	-	(73,402)	672,887	74,546
	<u>\$ 15,053,040</u>	<u>\$ -</u>	<u>\$ (467,389)</u>	<u>\$ 14,585,651</u>	<u>\$ 480,517</u>

Minimum future payments under the promissory notes as of June 30, 2020 are as follows:

	Principal	Interest	Total
Fiscal year ending June 30:			
2021	\$ 498,678	\$ 430,426	\$ 929,104
2022	514,236	413,260	927,496
2023	532,039	364,272	896,311
2024	550,506	376,990	927,496
2025	569,663	346,219	915,882
2026 - 2028	11,439,024	604,118	12,043,142
	<u>\$ 14,104,146</u>	<u>\$ 2,535,285</u>	<u>\$ 16,639,431</u>

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Notes to Financial Statements

Note 6 – Risk Management

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

Note 7 – Defined-Contribution Plan

Lobo Development entered into a 403(b) defined-contribution plan effective January 1, 2013. As a defined-contribution plan, benefits depend solely on amounts contributed to the plan plus investment earnings. The plan may be amended by a board of directors' resolution. The plan is available to all employees of Lobo Development, beginning the first day of the plan year quarter coincident with or next following the date the employee first performs their first day of service and are considered to be immediately vested. The plan allows for variable employee contributions up to the Internal Revenue Service maximum allowed amount. Principal Financial Group administers the plan, and Lobo Development contributes the sum of (a) a 6% match for employees that contribute to the plan and (b) a discretionary contribution as determined by Lobo Development for employees who do not contribute to the plan. Contributions to the plan for the fiscal years ended June 30, 2020 and 2019 were \$9,654 and \$13,972, respectively, which consisted of \$4,827 and \$6,986 contributed by employees and \$4,827 and \$6,986 contributed by Lobo Development, respectively.

Note 8 – Subsequent Events

Subsequent events are evaluated by management through the date the accompanying financial statements are available to be issued, which is September 22, 2020.

Note 9 – Uncertainties

During the fiscal year, an outbreak of a novel coronavirus (COVID-19) occurred in the United States of America, along with various other countries globally. On March 11, 2020, the World Health Organization assessed the novel coronavirus outbreak and characterized it as a pandemic. Subsequent to the declaration of a pandemic, a variety of federal, state, and local governments have taken actions in response to the pandemic, which have ranged by jurisdiction, but are resulting in a variety of negative economic consequences, the scope of which are not currently known or quantifiable. The duration and intensity of the impact of the coronavirus and resulting impact to the organization is unknown.

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
Lobo Development Corporation
and Mr. Brian Colón, Esq., New Mexico State Auditor

We have audited, 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, the financial statements of Lobo Development Corporation (Lobo Development), a component of the University of New Mexico, which comprise of the statement of net position as of June 30, 2020, and the related statement of revenues, expenses, and changes in net position and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated September 22, 2020.

Internal Control Over Financial Reporting

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

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or 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 or significant deficiencies. However, material weaknesses or significant deficiencies may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Lobo Development's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests did not disclose 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 Lobo Development's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Mess Adams LLP

Albuquerque, New Mexico
September 22, 2020

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Summary of Auditor's Results (As Required by 2.2.2.10 NMAC L(1) f)
June 30, 2020

Financial Statements

Type of report the auditor issued on whether the financial statements audited were prepared in accordance with GAAP: Unmodified

Internal control over financial reporting:

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

Compliance and other matters noted? Yes No

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Schedule of Findings and Responses
June 30, 2020

Current Year Findings

No matters were reported.

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Summary Schedule of Prior Audit Findings
June 30, 2020

2019-001 Financial Close and Reporting – Material Weakness
Current Status: Resolved

Lobo Development Corporation
(A Component Unit of the University of New Mexico)
Exit Conference
June 30, 2020

An exit conference was held on September 22, 2020. During this meeting, the contents of this report were discussed with the following individuals:

Lobo Development Corporation

Angela Hernandez	Secretary/Treasurer
Keelie Garcia	Administrative Operations Manager

Moss Adams LLP

Lisa Todd	Partner
Corrine Zajac-Clarkson	Senior Manager

Lobo Development Corporation is responsible for the contents of the financial statements.
Moss Adams LLP assisted with the preparation of the financial statements.

TAB 14

#14

Lobo Energy Inc. Annual Meeting of the Member

- a. Summarized Minutes of the December 10, 2019 Meeting
- b. Acceptance of the FY 2019-20 Audit



Lobo Energy, Incorporated

January 20, 2021

Ms. Teresa Costantinidis
Senior Vice President for Finance & Administration
The University of New Mexico
Scholes Hall, Room 111 MSC 05-3500
Albuquerque, NM 87131-0001

Dear Senior Vice President Costantinidis :

Lobo Energy, Incorporated requests that the annual meeting of the member be held during the Finance and Facilities Committee meeting on February 09, 2021.

There are two action items for the agenda:

- Approval of the Minutes from the Annual Meeting of the Member held on December 10, 2019
- Approval of the FY 2019-20 audit

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

Thank you

Sincerely,

A handwritten signature in blue ink that reads 'J Strauss'.

Jason Strauss
President/CEO

c: Lisa Marbury

**Minutes of the Regular Meeting of
The Board of Regents of the University of New Mexico
December 10, 2019
Roberts Room, Scholes Hall
Main Campus**

Members present

Douglas Brown, President; Kim Sanchez Rael, Vice President (telephonically); Sandra Begay, Secretary/Treasurer; Robert Doughty; Melissa Henry; Marron Lee; Robert Schwartz

Administration present

Garnett S. Stokes, President; James Holloway, Provost and EVP for Academic Affairs; Paul Roth, EVP and Chancellor for Health Sciences Center; Teresa Costantinidis, SVP for Finance and Administration; Loretta Martinez, Chief Legal Counsel; Francie Cordova, Interim Chief Compliance Officer, Director of OEO, ADA Coordinator; Ava Lovell, Executive Officer for Finance & Administration, HSC; Dorothy Anderson, VP HR; Michael Richards, Vice Chancellor for Clinical Affairs; Eddie Nunez, Athletic Director; Assata Zerai, VP for Equity and Inclusion; Dan D. Garcia, VP for Enrollment Management; Kate Becker, CEO, UNM Hospitals; Liz Metzger, University Controller; Dana Allen, VP Alumni Relations; Terry Babbitt, President's Chief of Staff; Cinnamon Blair, Chief Marketing and Communications Officer

Advisors present

Ryan Gregg, Staff Council President; Adam Biederwolf, ASUNM President; Finnie Coleman, Faculty Senate President; Muhammad Afzaal Hussain, GPSA President; Beverly Kloeppel, Retiree Association President

Presenters in attendance

Kristi Avalos, Founder & CEO, Accessology; Victor Griego, Interim Director, Internal Audit; Lisa Kuuttila; CEO & Chief Economic Development Officer, STC.UNM; Victor Griego, Interim Director of Internal Audit; Ryan Berryman, Financial Operations Director, Athletics; Jason Strauss, President & CEO, Lobo Energy, Incorporated; Karen Brown, Chair, Honorary Degree Committee, Assistant Professor, College of Nursing;

Others in attendance

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

CALL TO ORDER AND CONFIRMATION OF A QUORUM

Regent President Douglas M. Brown called the meeting to order at 8:32 AM and confirmed a quorum with all seven members present: six members present in person; Regent Kim Sanchez Rael joined the meeting telephonically.

VOTE TO ADOPT THE AGENDA

Before adoption of the agenda, Regent President Brown requested two modifications to the agenda:

1. Remove/delete from the agenda: *Update on Homelessness Partnerships*, information item under the Health Sciences Center Committee (HSCC) Report.
2. Place under the Consent Docket: Action Items under the HSCC Report. (In committee, all action items on the Dec.9 HSCC agenda were moved forward onto the full Board of Regent Consent Docket.)

The motion to adopt the agenda as modified passed with a unanimous vote in favor (1st Schwartz; 2nd Begay).

VOTE TO CLOSE THE MEETING AND PROCEED IN EXECUTIVE SESSION

Regent Brown asked for a motion to close the meeting; Regent Sandra Begay motion; Student Regent Melissa Henry seconded; a roll call vote was taken and all members voted yes. The meeting closed at 8:33 AM to address the following:

1. Discussions subject to attorney-client privilege pertaining to threatened or pending litigation as permitted by Section 10-15-1(7), NMSA (1978)

VOTE TO RE-OPEN THE MEETING AND CERTIFICATION

Regent Sandra Begay motioned to re-open the meeting; Student Regent Melissa Henry seconded; all were in favor. The meeting re-opened at 9:00 AM; the doors to Roberts Room were opened. Regent President Brown certified that only those matters described in the closed session agenda were discussed and there were no matters upon which action would be taken in open session.

APPROVAL OF MINUTES

The motion to approve the minutes of the October 15, 2019 regular meeting and the September 20, 2019 special meeting passed with a unanimous vote in favor (1st Begay; 2nd Schwartz).

PUBLIC COMMENT

Dani Castioni, in the School of Medicine, commented on the ADA transition plan and emphasized the importance of working on the accessibility issue, both on this campus and other UNM campuses.

COMMENTS FROM REGENTS' ADVISORS (no comments)COMMENTS FROM REGENTS (no comments)PRESIDENT'S ADMINISTRATIVE REPORT

President Garnett S. Stokes opened her report with a statement regarding completion of the DOJ Agreement:

"As 2019 comes to a close, I have some very positive and important news that speaks directly to the dedication of our campus to fix what is wrong, improve what could be made better and provide our students and campus community an environment that is safe, welcoming and compassionate. In October of 2016, following a report by the U.S. Department of Justice released earlier that year, the Department of Justice and The University of New Mexico entered into a three-year formal agreement regarding UNM's obligations under federal civil rights laws to prevent and address sexual misconduct, and to provide clear and consistent policies and procedures for reporting, investigating and responding to such conduct.

Today, I am very pleased to announce that UNM has, in good faith, complied with all of the requirements of the Agreement and maintained timely compliance during the past three years, as reflected by a letter received this past Friday from the U.S. Department of Justice releasing us from the Agreement. We cannot be a strong university unless we address sexual misconduct effectively, fully, and in a timely manner.

During my tenure, it has been a top priority for UNM to fully comply with this agreement, promote positive behavior, provide resources in this area, and foster a safe and respectful culture. UNM has taken compelling steps to address sexual misconduct and change the campus culture, including the training of record numbers of faculty, staff, and students on sexual misconduct prevention at the University. Over the past three years more than 36,900 students received in-person sexual misconduct awareness training. I believe this is an unprecedented effort involving a university community. We have also committed new resources for campus training, investigation, and advocacy regarding sexual assault.

During this period characterized by intensified scrutiny, UNM staff, faculty, students, and administrators engaged in a variety of productive discussions about, and collaborative work to address, the origins, prevalence, and effects of campus sexual violence. We have revised our policies and implemented new processes for dealing with sexual misconduct. And the different offices working on these matters have overhauled how they work together to create a modern, collaborative, and responsive system, one that we are monitoring to identify any gaps and deficits that require our attention.

I am very proud of the offices and staff members who have worked tirelessly during this time, dealing with a multitude of issues. This includes but is not limited to the Main Campus Compliance Office, Office of Equal Opportunity, UNM Police Department, Dean of Students Office, LoboRESPECT Advocacy Center, Office of University Counsel, Human Resources, Women's Resource Center, and the LGBTQ Resource Center. I would also like to acknowledge the service and support that many faculty members have provided for the administration's efforts over the last three years. Through their work in faculty

governance, policy committees, grievance processes, and research on campus sexual violence, faculty have engaged constructively with our efforts to combat the prevalence of sexual misconduct.

Ultimately, our hard work has paid off. Our policies are clearer and more consistent. UNM employees and the student body are better educated on the processes and where to go for assistance. Our investigations into sexual misconduct are much stronger, making our responses more effective and transparent. We have seen a substantial increase in people reporting misconduct and/or seeking assistance and support. And staff and faculty are also playing a greater role in monitoring trends and working to proactively prevent additional sexual misconduct.

We have also committed to several projects that will broaden and deepen our efforts to prevent sexual misconduct. First, supported by a three-year grant from the Department of Justice's Office on Violence Against Women, staff and faculty across our campuses are taking action to reduce sexual assault, domestic violence, dating violence, and stalking on campus. We have also recently joined the Action Collaborative on Preventing Sexual Harassment in Higher Education, a national four-year project of the National Academies of Sciences, Engineering, and Medicine that moves beyond basic legal compliance to advance evidence-based policies and practices for addressing and preventing all forms of sexual harassment in higher education. And finally, UNM has been selected by the Department of the Navy to host a regional discussion in February 2020 with universities and military service academies on how to effectuate cultural change and utilize best practices and data driven models to reduce sexual violence on the nation's college and service campuses.

The conclusion of the Department of Justice's Agreement reflects a message of good faith and a positive ending. Please know, however, that UNM still has work to do in this area. As long as sexual misconduct continues to occur, we will continue to make this a top priority. We will remain committed, both as an institution and through my personal leadership, to preventing sexual misconduct, conducting fair processes for all, and providing a secure and caring environment for the entire community.

Thank you."

Regent Marron Lee commented:

"As a former Assistant United States Attorney (AUSA), I understand the magnitude of an oversight agreement and formal monitoring by the Department of Justice (DOJ) of any institutions or entities' policies and procedures. Frankly, the broad power of DOJ to force needed change, despite the economic ability of the entity to enact such change, is enough to make anyone—especially someone who is fiduciary of the entity—to the take pause.

In the three years that we have been under the DOJ agreement, I have seen the best of UNM step up and complete something that is mind boggling. From the Board of Regents under Rob Doughty's leadership, to President Stokes, Francie Cordova, Rob Burfurd and Lisa Lindquist, UNM has become a national role model on how to implement and enact needed changes in a world that will no longer tolerate sexual abuse and assaults—at any level.

As you may know, other institutions and entities have not fared as well as UNM. The University of Montana, for example, had a 350 page book written by author John Krakauer about the culture of sexual assault tolerance that existed at the University of Montana. This is not the kind of notoriety any university seeks. Unlike others, UNM's "all hands on deck" mentality ensured that our policies, our procedures, and our culture moved firmly into the 21st Century higher education norm. While I do not believe that these policies and practices will be the be all and cure all for sexual assaults and abuse -- and certainly as an urban University, we do not control our borders -- I do believe that UNM's leadership has put in place the tools and the training to swiftly address sexual abuse, assault and harassment.

Just to give some context of the magnitude of the undertaking—think of it, UNM personally training over 36,000 Lobos is the equivalent of personally training every single citizen living in the town of

Alamogordo, New Mexico. That is a staggering number and a tangible example of the yeoman's work and accomplishments of UNM under the leadership of President Stokes.

I really hope that all of you out there in the audience realize that this is a great day at UNM where if we take the motto: Each of Us Defines All of US, then I am proud to be defined by our community."

Regent Rob Doughty commented that he wanted to recognize also former Chief Compliance Officer, Libby Washburn, for her contributions toward satisfying the DOJ Agreement.

President Stokes continued her administrative report highlighting the upcoming Fall Commencement and other recent UNM successes, including the naming of two 2019 Fellows of the National Academy of Inventors: two professors in the Department of Molecular Genetics and Microbiology, Bryce Chackerian and David Peabody, have worked together for more than a decade to create cutting-edge, customized vaccines targeting a variety of diseases. Dr. Stokes noted the recipients of the outstanding supervisor and staff awards given every year and the Governor's New Mexico Distinguished Public Service Award. The Governor recognized ten New Mexican citizens for their contributions to public service. Among those were UNM's Vice President for Student Affairs, Dr. Eliseo "Cheo" Torres and Distinguished Professor of Medicine, Dr. Sanjeev Arora, who was honored as a Lifetime Achievement winner. The recipients of this year's Sarah Belle Brown Community Service Award were: Adam Boswell (student), Tracy Owens (staff), and Stacy Sacco (faculty). Former Student Regent, Heidi Overton, a UNM School of Medicine graduate (2015) and general surgery resident and PhD candidate at Johns Hopkins University, was named a White House Fellow to serve in the Office of American Innovation. In the area of athletics, the Women's Cross Country team placed fourth at the NCAA Championship, and team member Weini Kelati won the NCAA Women's Cross Country individual championship.

President Stokes provided updates on University initiatives, including a task force on Institutional Ethics and Integrity which will address campus culture, research and academic ethics, conflict of interest, financial and resource misuse, and sexual harassment/consensual relationships. The final report for that group is expected spring 2020. The University Seal Committee has received 50 design submissions for the new official university seal; campus and community input will be solicited in January. The final seal design will be brought to the Regents for approval. President Stokes emphasized student mental health and well-being as a high priority and named several resource centers, including the Student Health and Counseling Center (SHAC); Therapy Assistance Hotline (TAO); LoboRESPECT Advocacy Center; Agora Crisis Center; New Collegiate Recovery Center at Logan Hall; and numerous ethnic and community resource centers.

The Regents thanked President Stokes for her report.

ENROLLMENT UPDATE (information item)

Dan Garcia, as the new VP for Enrollment Management, presented his first update to the Board. Mr. Garcia spent the first three months in his new role assessing current enrollment management activities and efforts, assessing the environment, and initiating changes to improve and expand efforts. There has been much done in recent years across the University to improve enrollment, but there is more that can be done. Mr. Garcia provided a short overview of the environment, key initiatives, and preliminary indicators for fall of 2020 enrollment. Higher Education (HE) is an increasingly competitive environment across the nation. Only about 12% of high school seniors are reporting in a national survey that they are applying to only one college or university. In New Mexico, there are upwards of 30 HE institutions competing for high school graduates in the state, and only fifteen thousand of the 20 thousand who graduate actually go on to college. Texas has about 340 thousand high school grads per year; Arizona has about 66 thousand, but only 3 state universities. In our state, with the small population and lots of competition, there is likely the need to reach across the nation to bring in more students. When choosing an institution, students' primary interests are: quality of academic programs, availability of major, cost, and financial assistance – so those need to be UNM's focus.

Mr. Garcia discussed the 2020-25 enrollment initiatives and progress toward 2020. The first area of focus is implementation of a comprehensive enrollment and recruitment plan, which will be built upon the work done over the past year by the Enrollment Initiative Task Force. Key elements of the plan include, improved communications with prospective students and improved messaging at every level of communication. In-state students are the priority, but efforts will also be toward recruiting from other pools of prospective students across the nation. Another area of focus will be utilization of a newly formed Recruitment Coordinating Council composed of faculty, staff and students across the University who are already engaged in recruitment activities. Additional areas of focus will be expanded recruitment travel to NM high schools and process improvements that address speed, efficiency and convenience for prospective students. Looking forward to fall 2020, one of the key indicators for the future is numbers of applications, which indicate interest and demand. As of the end of November, first-year student applications were up 14% year-over-year, and number of students admitted for fall is up 11% over last fall. This does not indicate that all of these students will enroll, but there are initiatives to keep students engaged and encourage earlier commitment to coming to UNM. Mr. Garcia thanked the UNM community and administration for their support of enrollment management.

Regent Rob Schwartz inquired about the yield of in-state, versus out-of-state students. Mr. Garcia responded that overall nationally it's about 34%, and UNM's combined yield is around 38%. UNM's non-resident yield has consistently been 18-20% over the last several years.

Regent Begay shared a personal concern that her niece, a senior in high school, recently received her admittance letter to NMSU, but may not have received her admittance letter from UNM, even though she takes classes at UNM Gallup. Regent Begay stressed the importance that UNM understand issues at the grass roots level, the needs of New Mexico students in rural communities, and the roadblocks that need to be removed for the rural, minority students. The Yazzie and Martinez case is still not being done the way it should be; the rural level of advisement still has pieces that are inequitable. Regent Begay stressed there are still pieces in UNM's system that need to be fixed, like student counseling and getting the word out to communities about UNM. VP Garcia concurred and added that recruitment is one-to-one.

Regent Lee urged VP Garcia to look into engaging a population of prospective students who are oftentimes overlooked, the young people aging out of foster care. There are also scholarship funds to support these students.

Student Regent Henry reiterated the importance of reaching out to rural, minority students, because UNM is one of only two R1 institutions that is also Hispanic-serving.

Regent Schwartz stressed the importance of including information about graduate education opportunities at UNM, as well as undergraduate, when recruiting in rural communities.

Regent Brown commented he would like UNM's acceptance letter to be the first envelope the prospective student receives - it should be one of UNM's goals, to be the first. This will send a message of priority and oftentimes the first offer is the one that is accepted.

ACCESSOLOGY–AMERICANS WITH DISABILITIES ACT (ADA)–UNM TRANSITION (information item)
Francie Cordova, the ADA Coordinator for the University, introduced the item. As ADA Coordinator, Ms. Cordova works with many campus partners: the Accessibility Resource Center, the Veterans Resource Center, and committed faculty and staff, to address accessibility issues in the work toward a more accessible campus. The University's transition plan update will involve determining the areas with the biggest gaps, where funds need to be focused, and will seek federal grants and funding for those areas. The ADA is nearing its 30-year anniversary. With Audit Committee and President Stokes' approval, an expert has been brought in to help with the scope of the scope, to help outline priorities, programmatic concepts, risk management and the financial aspects. Ms. Cordova introduced Kristi Avalos, the Founder & CEO of Accessology, to present introductory information.

Ms. Avalos opened saying it is an honor to work with UNM, to be out front on this issue, because after 30 years, people with disabilities are frustrated at the lack of accessibility nationwide. ADA is not the only law that will need attention. When federal funds are used, also triggered are the Architectural Barriers Act, and the Rehabilitation Act of 1973 which is specific to Section 504. Section 504 calls for

compliance with all program services and activities, so it is not just a matter of widening doorways and putting in ramps, it's about looking at everything that UNM offers to every student and ensuring it is available to everybody. The Civil Rights Restoration Act will also come into play with some of the facilities and with the ADA. Ms. Avalos briefly discussed the 5 Titles of ADA, the areas of focus that may affect UNM. In 2010, at the 20th anniversary of the signing of ADA, all of the federal agencies recommitted to the ADA, and they gave 20 years to become compliant. Additionally, if an entity was not already working toward compliance, the agencies would start tying it to funding. Over the last ten years, in order to get any federal grants or funds, organizations have had to confirm whether or not they have a transition plan. Transition plans, just like master plans, need to be updated roughly every five years. These days, there is better technology to facilitate plan updates where the plan can virtually be a living document. This exercise will be setting the baseline for moving forward over the next several decades. Ms. Avalos discussed the four distinct parts in putting together a transition plan, the first and most important being the planning process, which has been going on since July. The next phase is the Compliance Plan which documents the historical work already done and the future work needed. The process and prioritizing takes into consideration risk management, including litigation risk and risks to students with attention also given to DOJ recommendations. Ms. Avalos discussed preliminary recommendations and the process of executing the plan. The Compliance Plan will be presented in January.

Regent Lee expressed appreciation for Ms. Cordova's hard work on this issue and emphasized it is critical that UNM address what has been long neglected.

UNM FOUNDATION, CHANGING WORLDS CAMPAIGN UPDATE (information item)

Jeff Todd, presented the item and said it was an honor to be making his first presentation to the Board as the Foundation's new President and CEO. The Foundation raises private funds to support and advance UNM's mission and priorities. Development officers and senior leaders collaborate and partner with UNM leadership and many others on campus to identify critical needs and areas where philanthropy can make an impact. The Foundation's team works with donors to match their passions to those priorities and needs to help UNM succeed. Mr. Todd discussed highlights of the December Changing Worlds Campaign report. As of December 4, 2019, 78,413 generous donors have given \$1,152,825,446 in gifts supporting student success and opportunity, faculty support and research, campus programs, and capital projects and facilities. The UNM School of Engineering, along with students who work at Popejoy Hall and students enrolled in Earth and Planetary Science, received a gift of \$1.7 million for scholarships. The University Libraries received a gift of \$300K to benefit historic preservation. The School of Engineering received a gift of \$1.2 million to benefit engineering students in the honors program, and The School of Medicine received a gift of \$196K for scholarships and \$180K for fourth year medical students to support travels for residency interviews. Mr. Todd thanked the generous and dedicated donors who support the Flagship University and its students with their philanthropy.

Mr. Todd spoke about the comprehensive strategic planning process that the Foundation recently embarked upon. The ultimate goal of the process, launched at the most recent Board of Trustees meeting, is to create an ambitious yet achievable five-year strategic plan to guide the Foundation's work in support of the University. During the course of the project, the Foundation will engage the Regents, University Leadership, Foundation Trustees, and other constituents to assure the plan is aligned with the priorities of the University. The Foundation anticipates the strategic plan will be completed by June 2020 and will be presented to the Regents upon its completion.

REGENT COMMITTEE REPORTS

CONSENT DOCKET

Regent Brown addressed the consent docket. No items were removed for discussion.

Academic/Student Affairs and Research Committee - Consent Items

- a. AS Health Information Technology (UNM-Valencia) (delete)
- b. Certificate in Race and Social Justice
- c. Approval of New UNM-Los Alamos Programs:
 - i. Certificate in Radiation Control Technology
 - ii. Certificate Nuclear Waste Operator
 - iii. Certificate Nuclear Enterprise Science & Technology

iv. AAS Nuclear Enterprise Science & Technology

Finance and Facilities Committee - Consent Items

- d. Approval of Disposition of Surplus Property for Main Campus for the months of September, October, and November 2019
- e. Approval of Contract: College of University Libraries and Learning Sciences and the UNM Health Sciences Library and Informatics Center – License Renewal for Elsevier
- f. Approval of Requests for Project Construction:
 - i. Phase 2 Renovations at Clark Hall Chemistry Building
 - ii. Center for the Arts – Fire Alarm Upgrade
 - iii. Economics Building #57: Infrastructure Upgrades
 - iv. Clark Hall #22: Riebsomer Wing Lab Waste System Replacement
 - v. UNM Popejoy Hall Artist Support Spaces Renovation
 - vi. Renovate Cube Area, South Wing, Information Technology Building #153
 - vii. Santa Ana Star Baseball Field Bleacher Expansion
 - viii. ASUNM Main Campus Photovoltaic System
 - ix. Student Union Building #60: Partial Roof Replacement
- g. Approval of Real Estate Items:
 - i. Real Property Acquisition – 1790 Grande Blvd. SE, Rio Rancho, New Mexico
 - ii. Long-Term Ground Lease – Proposed City of Rio Rancho Senior Center at the UNM Health Sciences Rio Rancho Campus

Health Sciences Center Committee - Consent Items

- h. Request for Contract Approval for New Mexico Cancer Alliance
- i. Request for Project/Program Approval for Health Sciences Rio Rancho Campus Orthopedic Surgery and Rehabilitation Center of Excellence
- j. Request for Approval of Appointment of New UNMMG Board of Directors (2) and Renewal of Existing Board Members (2)
- k. Request for Approval of Appointment of New UNMH Board of Trustee Member
- l. Request for Approval of 5ACC Clinic Renovations (\$2,000,000)
- m. Request for Approval of UH-Main Lands West Curb and Gutter Improvements (\$626,000)
- n. Request for Approval of the UNM Health Sciences Center Fall 2019 Graduates

The motion to approve the items on the consent docket passed with a unanimous vote in favor (1st Begay; 2nd Schwartz).

ACADEMIC/STUDENT AFFAIRS AND RESEARCH COMMITTEEApproval of Fall 2019 Degree Candidates

Student Regent Henry asked Finnie Coleman, Faculty Senate President, to present the item. Dr. Coleman provided a breakdown, by degree-type, of the over 2,000 degree candidates slated to graduate.

The motion to approve the Fall 2019 degree candidates passed with a unanimous vote in favor (1st Lee; 2nd Henry).

Approval of Honorary Degrees

Student Regent Henry stated the item would be discussed during the lunchtime closed session so the names of nominees could be kept confidential.

AUDIT AND COMPLIANCE COMMITTEEMeeting Summary Report – October 17 Meeting (information item)

Victor Griego, Interim Director of Internal Audit, presented the summary report. During closed session of the meeting, the FY19 external financial audit and internal audits were presented to members. In open session, the committee approved submittal of the external audit to the NM State Auditor's Office and unanimously approved three internal audits. Members also accepted the annual audit report for the Main Campus Internal Audit Department. The approved internal audits are uploaded on the department's public website. The committee's next meeting is scheduled for February.

FINANCE AND FACILITIES COMMITTEE**Approval of the STC.UNM FY 2019 Annual Report and the FY 2019 Audit Results**

Lisa Kuuttilla presented the item and referred to slides that were made available in the eBook. Ms. Kuuttilla highlighted members on the STC Board, along with its staff members and student interns. Over 140 UNM students have been a part of STC's student intern program through the years. Regarding the annual report, Ms. Kuuttilla touched on the organization's annual metrics, those including the number of disclosures, number of new U.S. patent applications filed, patents issued, option/license agreements, start-up companies, as well as patent expenses and revenues. In FY19, STC filed 102 new U.S. patent applications and issued 59 U.S. patents. It also entered into 53 option/license agreement and assisted 11 start-up companies. In April, STC hosted its Innovations Awards dinner and honored Angela Wandinger-Ness with the Innovation Fellow Award in recognition of her achievements as a leading innovator at the University of New Mexico. Dr. Wandinger-Ness is an expert in cell biology and protein biochemistry, and the Victor and Ruby Hansen Surface Endowed Professor in Cancer Cell Biology and Clinical Translation. Recognized by the National Academy of Inventors (NAI) and the Intellectual Property Owners Association (IPO). UNM ranks in the top 100 worldwide universities in number of issued U.S. patents for the 5th year in a row. Ms. Kuuttilla discussed the STC's marketing packet, current tenants in the Rainforest Building, and historical trend of numbers of start-up companies. Both in-state and out-of-state, start-ups have increased overall from 5 annually in FY10 & 11, to 9 each year during FY13-15. The past 4 years saw 11-12 startups annually. Ms. Kuuttilla touched on Economic Development activities. The UNM Economic Development Council (EDC), with 42 members, meets quarterly and will be an advisory board for the NM Rainforest University Center. A UNM Economic Impact Report, done by Kelly O'Donnell and released in 2018, reported UNM's economic output to the state at \$3.1 billion. Ms. Kuuttilla talked about UNM's Innovate Academy, the iCorps site, and the EDA University Center which backed a 5-year grant of \$564K from the EDA to support expanding the Rainforest model to the branch campuses.

Ms. Kuuttilla briefly discussed the FY19 audit results. There were no matters to report in the audit.

The motion to approve the STC.UNM FY 2019 Annual Report and the FY 2019 Audit Results passed with a unanimous vote in favor (1st Begay; 2nd Lee).

Appointment of Frank H. Martinez and Kelly D. Hammett to the STC.UNM Board of Directors

Lisa Kuuttilla presented two candidates for the STC board of directors. Mr. Frank Martinez is a UNM alumna and also a graduate of Harvard University. He retired in 2012 as a visiting research scholar in UNM's Department of Architecture and Planning. Mr. Martinez is a long-time community volunteer and UNM advocate. Dr. Kelly Hammett is Director of the Directed Energy Directorate. He obtained his MS in Aeronautics and Astronautics from MIT and a PhD from the Air Force Institute of Technology.

Regent Begay commented these candidates reflect the effort to bring diversity to the STC board.

The motion to approve the appointments of Frank H. Martinez and Kelly D. Hammett to the STC.UNM Board of Directors passed with a unanimous vote in favor (1st Begay; 2nd Lee).

Athletics' Quarterly Financial Report through September 30, 2019 (information item)

Eddie Nunez introduced Ryan Berryman, Athletics Financial Operations Director, to present the report. The first quarter report through end of September was made available in the eBook. Schedule A shows pooled revenues are slightly lower than this time last year due to the reduced accrual of the multi-media rights contract. Directed revenues, which are ticket sale revenues, reflect only two home football games, and are yet to reflect basketball ticket sales. The football game guarantee check was received in November, so will be reflected in the second quarter numbers. Expenses are for the most part trending on budget. Travel expenses are slightly up due to inflation, and gift-in-kind is higher due to an accounting change recognizing it in the first quarter. This year's first quarter financials reflect a \$860K net positive, compared to a last year first quarter loss of \$144K.

Regent Rob Schwartz inquired if Athletics is it still within its annual budget? AD Nunez responded the end of the second quarter, with ticket sales in, will show more clearly how the total year will look. Regent Schwartz inquired about budgeted use of reserves, a \$487K payment was reflected in budget, but does not show up in the quarterly actuals. Mr. Berryman said he would check with Nicole Dopson about her budget assumptions and what quarter that amount is shown as paid. AD Nunez responded there have

been discussions with HED about when that payment needs to be made, and he confirmed to Regent Schwartz' question that Athletics still plans to make the budgeted payment and also plans to stay in budget for the year. There was brief discussion about what the source of funds would be, if needed, to pay of a fired coach.

Regent Sandra Begay asked for clarification about the payment toward the negative reserves balance and whether HED stipulated those need to be made before the end of the academic year, and further, are required payments, versus expected. AD Nunez confirmed they are required payments and reiterated they are in conversations with the HED about the details.

VOTE TO ADJOURN THE BOARD OF REGENTS IN ORDER TO CONDUCT THE MEETINGS OF THE MEMBER

The motion to adjourn the Board of Regents for the Board to convene the annual Meeting of the Member of Lobo Development Corporation and of Lobo Energy, Inc. passed unanimously (1st Lee; 2nd Schwartz). The meeting adjourned at 10:42 AM.

MEETING OF THE MEMBER – LOBO DEVELOPMENT CORPORATION (LDC)

Regent Brown convened the Meeting of the Member of Lobo Development Corporation at 10:42 AM and asked Regent Lee, Chair of Lobo Development Corporation, to take the gavel.

Regent Lee asked for a motion to approve the minutes of the May 9, 2019 LDC Meeting of the Member; Regent Begay motioned; Regent Doughty seconded; the motion passed unanimously.

Regent Lee noted the FY 2018-19 external audit that was provided in the eBook and asked SVP for Finance and Administration, Teresa Costantinidis, to present any issues in the audit. Ms. Costantinidis confirmed the audit came out clean and any past findings had been downgraded. It was a good audit report. Regent Lee asked for a motion to accept the FY19 external audit; Regent Doughty motioned; Regent Schwartz seconded; the motion passed unanimously.

There being no further business, Regent Lee adjourned the LDC meeting of the member. The meeting adjourned at 10:43 AM.

MEETING OF THE MEMBER – LOBO ENERGY, INC. (LEI)

Regent Lee, the Regent Member on the Lobo Energy Board, convened the LEI Meeting of the Member at 10:44 AM. Regent Lee asked Jason Strauss, President & CEO of LEI, be available to answer questions.

Regent Lee asked for a motion to approve the minutes of the May 9, 2019 LEI Meeting of the Member; Regent Doughty motioned; Regent Begay seconded; the motion passed unanimously.

Before acceptance of the external audit, Regent Lee asked Mr. Strauss if there were any issues. Mr. Strauss confirmed it was a clean audit. There being no other questions, Regent Lee asked for a motion to accept the FY 2018-19 external audit report; Regent Doughty motioned; Regent Schwartz seconded; motion passed unanimously.

There being no further business, Regent Lee adjourned the LEI meeting of the member at 10:44 AM.

Regent Lee handed the gavel to Regent Brown.

VOTE TO RECONVENE BOARD OF REGENTS

The vote to reconvene the Board of Regents passed unanimously (1st Lee; 2nd Begay).

PUBLIC COMMENT (no comments)

ADVISORS REPORTS

Adam Biederwolf, ASUNM President, spoke about recent ASUNM activities, including the 56th annual Arts and Crafts Fair, where ASUNM hosted over 75 vendors; the annual Fall Frenzy event to help clean up campus; graduating 36 Lobos in the new Lobo Leaders program; hosting Homecoming events and

the annual Red Rally; and Governmental Affairs trainings in preparation for students' involvement in Santa Fe during the Legislative Session and helping ASUNM lobby for the Lottery Scholarship.

Student Regent Henry expressed appreciation for ASUNM's work and added she has seen firsthand how ASUNM is helping to build a sense of campus community among students.

Muhammad Afzaal Hussain, GPSA President, spoke about GPSA's grants and scholarships offered to graduate students this year as well as recent collaborative activities with resource centers on campus. GPSA recently celebrated its 50th anniversary; the organization plans to start a leadership initiative this semester and also to hire its first staff position to facilitate continuity and leadership transitions.

Ryan Gregg, Staff Council President, highlighted this year's Gerald W. May Outstanding Staff Award Winners: Rudy Montoya, Jolyne McCrary, Crystle Collier, and Robben Brown and pointed out the staff recipient of the Sarah Belle Brown Community Service award, Tracy Owen, works at UNM-Valencia Branch Campus. Mr. Gregg spoke about the recent Staff-as-Students information session; Staff Council awarded six, \$50 scholarships toward staff students; staff who work in EDAC (Earth Data Analysis Center) on various projects also work with other organizations such as FEMA and NASA.

Bev Kloepffel, Retiree Association President, spoke about members' attendance at the open enrollment fair for post-65 insurance and other recent activities, including work with the ERB as a stakeholder. Ms. Kloepffel thanked the Provost's Office and VP HR, Dorothy Anderson, for providing the Association with administrative support.

Finnie Coleman, Faculty Senate President, spoke about restructuring committees within the organization; establishing faculty senate service awards to recognize faculty on campus; and the next steps in the faculty unionization process.

Lisa Lindquist, representing the Parent Association, presented each Regent the 12th collectible holiday ornament, this year's featuring a picture of Dane Smith Hall. The proceeds of UNM's ornament sales benefit the Parent Association Scholarship Fund.

Vote to Close the Meeting and Proceed in Executive Session

Regent Brown asked for a motion to close the meeting and clarified he would take a roll call vote; Regent Lee motioned; Regent Schwartz seconded; the following votes were taken: Regent Henry-yes; Regent Schwartz-yes; Regent Doughty-yes; Regent Brown-yes; Regent Begay-yes; Regent Lee-yes; Regent Sanchez Rael-yes vote; motion passed. The meeting closed at 11:19 AM to address the following:

Executive Session Agenda

- A. Honorary Degree Candidates – discussion
- B. Discussions of bargaining strategy preliminary to collective bargaining and collective bargaining between a policymaking body and an employee bargaining unit, as permitted by Section 10-15-1.H(5), NMSA (1978)
- C. Discussion of "limited personnel matters" as defined in and permitted by Section 10-15-1.H(2), NMSA (1978) ---- regarding: employee appeal; President's Goals
- D. Discussion of personally identifiable information about a student, as permitted by Section 10-15-1.H(4), NMSA (1978), as amended
- E. Discussion and determination where appropriate of potential purchase, acquisition, or disposal of real property, as permitted by Section 10-15-1.H(8), NMSA (1978)
- F. Discussions subject to attorney-client privilege pertaining to threatened or pending litigation as permitted by Section 10-15-1(7), NMSA (1978)

VOTE TO RE-OPEN THE MEETING AND CERTIFICATION

The meeting re-opened at 1:26 PM; the doors to Roberts Room were opened. Regent Brown certified that only those matters described in the closed session agenda were discussed; the following actions were taken in open session:

The motion to approve the candidates recommended for Honorary Degrees passed unanimously (1st Lee; 2nd Schwartz).

The motion to approve the President's goals as amended, and to make the final copy available to the public, passed unanimously (1st Schwartz; 2nd Begay).

The motion to exercise discretion not to hear the appeal of a student, dated October 30, 2019, passed unanimously (1st Doughty; 2nd Lee).

The motion to exercise discretion not to hear the appeal of an employee, dated November 13, 2019, passed unanimously (1st Schwartz; 2nd Lee).

The motion to approve the lease agreements for the Women's Health Clinic in Gallup and the Behavioral Health Clinic and Offices at the Airport Submarket, in order to satisfy the new Higher Education Department approval requirements, passed unanimously (1st Doughty; 2nd Lee).

ADJOURN

There being no further business, Regent Brown asked for a motion to adjourn; Regent Doughty motioned; Regent Lee seconded; motion passed unanimously; the meeting adjourned at 1:29 PM.

Approved:

Attest:



Douglas M. Brown, President



Sandra K. Begay, Secretary/Treasurer

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

Financial Statements

June 30, 2020 and 2019

(With Report of Independent Auditors Thereon)

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

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

Official Roster (Unaudited)

June 30, 2020

OFFICERS

Jason Strauss

Matthew Cherrin

Julie Alberti

Alfred Sena

MEMBERS

Jason Strauss

Kate Becker

Garnett Stokes

Teresa Costantinidis

Mark Childs Interim

Jon Word

Thomas J. Ruiz

Bruno E. Carrara

Marron Lee



Report of Independent Auditors

The Board of Directors
Lobo Energy, Incorporated
and
Mr. Brian S. Colón, Esq.
New Mexico State Auditor

Report on the Financial Statements

We have audited the accompanying financial statements of Lobo Energy, Incorporated (Lobo Energy), a blended component unit of the University of New Mexico, which comprise the statements of net position as of June 30, 2020 and 2019, 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, which collectively comprise Lobo Energy's basic financial statements as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with 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.

Auditors' 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 auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider 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 Lobo Energy, Incorporated as of June 30, 2020 and 2019, and the changes in its financial position and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

Other Matter

Required Supplementary Information

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

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated September 14, 2020 on our consideration of Lobo Energy's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Lobo Energy's internal control over financial reporting and compliance.

Mess Adams LLP

Albuquerque, New Mexico
September 14, 2020

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

Management's Discussion and Analysis

June 30, 2020 and 2019

(unaudited)

The following discussion and analysis provides an overview of the financial position and activities of Lobo Energy, Incorporated (Lobo Energy) as of and for the fiscal years ended June 30, 2020, 2019 and 2018. This discussion should be read in conjunction with the accompanying financial statements and notes. Management has prepared the basic financial statements and the related note disclosures along with this discussion and analysis. As such, the financial statements, notes, and this discussion are the responsibility of Lobo Energy's management.

Financial Highlights

- Lobo Energy's change in net position was \$673,206, \$674,139, and \$367,45 for the years ended June 30, 2020, 2019 and 2018, respectively. The change in net position for 2020 was consistent with 2019 as increases in operating expenses were offset by decreases in nonoperating expenses from 2019 to 2020. The change in net position for 2019 was higher than 2018 due to a decrease in both operating and nonoperating expenses from 2018 to 2019.
- During fiscal year 2020, Lobo Energy's operating revenue remained the same and operating expenses increased by \$30,602, resulting in a net operating gain of \$743,206 in fiscal year 2020, compared to a net operating gain of \$773,808 in fiscal year 2019. During fiscal year 2019, Lobo Energy's operating revenue remained the same and operating expenses decreased by \$280,331, resulting in a net operating gain of \$773,808 in fiscal year 2019, compared to a net operating gain of \$493,477 in fiscal year 2018.
- Cash increased in fiscal year 2020 by \$61,892 resulting in cash on deposit with fiscal agent and cash on hand at the close of fiscal year 2020 of \$783,599. The increase during fiscal year 2020 is primarily due to the GLHN Architects and Engineers, Inc. Utility Master Plan. Cash increased in fiscal year 2019 by \$166,840 resulting in cash on deposit with fiscal agent and cash on hand at the close of fiscal year 2019 of \$721,707. The increase during fiscal year 2019 is primarily due to not having to pay for the Investment Grade Audit to Yearout Energy Services as in the previous year.

Overview of the Basic Financial Statements

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

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

Management's Discussion and Analysis

June 30, 2020 and 2019

(unaudited)

Financial Information

Lobo Energy's condensed financial information as of and for the fiscal years ended June 30, 2020, 2019 and 2018 are provided in the following table:

	<u>2020</u>	<u>2019</u>	<u>2018</u>
Current assets	\$ 793,487	732,723	567,551
Capital assets	7,858,737	8,292,488	8,841,801
Total assets	<u>\$ 8,652,224</u>	<u>9,025,211</u>	<u>9,409,352</u>
Current liabilities	\$ 1,153,082	1,108,014	1,103,469
Long-term liabilities	1,215,169	2,306,430	3,369,255
Net position	6,283,973	5,610,767	4,936,628
Total liabilities and net position	<u>\$ 8,652,224</u>	<u>9,025,211</u>	<u>9,409,352</u>
Operating revenue	\$ 2,171,065	2,171,065	2,171,065
Operating expenses	1,427,859	1,397,257	1,677,588
Operating income	<u>743,206</u>	<u>773,808</u>	<u>493,477</u>
Nonoperating revenue	6,241	4,264	4,885
Nonoperating expenses	76,241	103,933	130,905
Change in net position	<u>673,206</u>	<u>674,139</u>	<u>367,457</u>
Net position, beginning of year	5,610,767	4,936,628	4,569,171
Net position, end of year	<u>\$ 6,283,973</u>	<u>5,610,767</u>	<u>4,936,628</u>

Statements of Net Position

As of June 30, 2020, 2019 and 2018, Lobo Energy has cash in the amount of \$783,599, \$721,707, and \$554,867, respectively, of which \$309,075, \$297,765 and \$178,700, respectively, is held by Lobo Energy's fiscal agent, UNM, and \$474,524, \$423,942 and \$376,167, respectively, is held in an operating bank account at a financial institution.

All of the June 30, 2020, 2019 and 2018 net assets are held as equity in the form of unrestricted net position of \$731,666, \$687,535 and \$499,214, respectively. Additionally, at June 30, 2020 and 2019, Lobo Energy has \$5,552,307, 4,923,232 and \$4,437,414, shown as net investment in capital assets.

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

Management's Discussion and Analysis

June 30, 2020 and 2019

(unaudited)

Capital Assets and Debt Administration

Lobo Energy's investment in capital assets as of June 30, 2020, 2019 and 2018 was \$7,858,737, \$8,292,488 and \$8,841,801, respectively. This investment in capital assets includes a co-generation project in construction and internally generated software. Additional information concerning Lobo Energy's capital assets may be found in Note 5 in notes to the financial statements.

At the end of the current fiscal year, Lobo Energy had total debt outstanding of \$2,306,430. This debt was incurred when Lobo Energy borrowed \$10,000,000 during fiscal year (FY) 2012–13 for the purchase of the co-generation project described above. Additional information concerning Lobo Energy's long-term debt may be found in Note 5 to the financial statements.

Statements of Revenues, Expenses, and Changes in Net Position

Revenues – Under the current Management Services Agreement (MSA), total operating revenue earned during each fiscal years 2020 and 2019 for utility project management services and other project management services was \$2,171,065, and includes \$480,000 in both fiscal years for utilities management services. Other management services for each fiscal year 2020 and 2019 was \$1,691,065.

Expenses – Total operating expenses increased by \$30,602 during fiscal year 2020 is primarily due to the GLHN Utility Master Plan. During fiscal year 2019, Lobo Energy's operating expenses decreased by \$280,331, primarily due to no having to pay for the Investment Grade Audit to Yearout Energy Services in previous year.

Contacting Lobo Energy's Financial Management

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

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

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

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

Statements of Net Position

June 30, 2020 and 2019

Assets	2020	2019
Current assets:		
Cash on deposit with fiscal agent	\$ 309,075	297,765
Cash on deposit with BBVA Compass Bank	474,524	423,942
Accounts receivable	9,888	9,888
Prepaid expenses	-	1,128
Total current assets	793,487	732,723
Capital assets:		
Property, plant, and equipment	11,284,927	11,242,495
Less accumulated depreciation and amortization	(3,426,190)	(2,950,007)
Net capital assets	7,858,737	8,292,488
Total assets	\$ 8,652,224	9,025,211
Liabilities and Net Position		
Current liabilities:		
Accounts payable	\$ 1,164	6
Accrued expenses	60,657	45,182
Current portion of long-term debt	1,091,261	1,062,826
Total current liabilities	1,153,082	1,108,014
Long-term debt, excluding current installments	1,215,169	2,306,430
Total liabilities	2,368,251	3,414,444
Net position:		
Net investment in capital assets	5,552,307	4,923,232
Unrestricted	731,666	687,535
Total net position	6,283,973	5,610,767
Total liabilities and net position	\$ 8,652,224	9,025,211

See accompanying notes to financial statements.

LOBO ENERGY, INCORPORATED
(A Blended Component Unit of the University of New Mexico)
Statements of Revenues, Expenses, and Changes in Net Position
Years ended June 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Operating revenues:		
Utilities management services	\$ 480,000	480,000
Other management services	<u>1,691,065</u>	<u>1,691,065</u>
Total operating revenues	<u>2,171,065</u>	<u>2,171,065</u>
Operating expenses:		
Administrative expenses	230,839	183,126
Depreciation expenses	433,751	549,313
Project expenses	<u>763,269</u>	<u>664,818</u>
Total operating expenses	<u>1,427,859</u>	<u>1,397,257</u>
Operating income	743,206	773,808
Nonoperating revenue:		
Interest income	6,241	4,264
Nonoperating expenses:		
Interest expense	<u>(76,241)</u>	<u>(103,933)</u>
Change in net position	673,206	674,139
Net position, beginning of year	<u>5,610,767</u>	<u>4,936,628</u>
Net position, end of year	<u>\$ 6,283,973</u>	<u>5,610,767</u>

See accompanying notes to financial statements.

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

Statements of Cash Flows

Years ended June 30, 2020 and 2019

	2020	2019
Cash flows from operating activities:		
Receipts from customers	\$ 2,171,065	2,171,065
Payments to other suppliers of goods or services	(426,021)	(310,944)
Payments to employees for services	(550,326)	(558,481)
Net cash provided by operating activities	1,194,718	1,301,640
Cash flow from investing activities:		
Interest earned	6,241	4,264
Net cash provided by investing activities	6,241	4,264
Cash flow from capital financing activities:		
Payments of long-term debt	(1,062,826)	(1,035,131)
Interest expense	(76,241)	(103,933)
Net cash used in financing activities	(1,139,067)	(1,139,064)
Net increase in cash and cash equivalents	61,892	166,840
Cash and cash equivalents, beginning of year	721,707	554,867
Cash and cash equivalents, end of year	\$ 783,599	721,707
Reconciliation of operating income to net cash provided by operating activities:		
Operating income	\$ 743,206	773,808
Depreciation expense	433,751	549,313
Adjustments to reconcile operating income to net cash provided by operating activities:		
Change in prepaid expenses	1,128	1,668
Change in accounts payable	1,158	(26,286)
Change in accrued expenses	15,475	3,137
Net cash provided by operating activities	\$ 1,194,718	1,301,640

See accompanying notes to financial statements.

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

Notes to Financial Statements

June 30, 2020 and 2019

(1) Description of Business

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

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

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

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

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

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

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

Notes to Financial Statements

June 30, 2020 and 2019

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

During fiscal years 2008 and 2009, energy-conservation programs were started on UNM's Valencia, Gallup, Los Alamos, and Taos campuses. The program on each of those campuses is administered by an employee who was already employed on each campus. The programs are ongoing during fiscal years 2019 and 2020.

During fiscal year 2013, at the request of UNM, Lobo Energy began providing technical support for the smart-grid, renewable-energy project owned by Shimizu NA on the Mesa del Sol campus. Lobo Energy is compensated by Shimizu for its participation in this project. Lobo Energy's contract with Shimizu expired on March 31, 2014. The solar unit was given to UNM's Engineering Department by Shimizu and the maintenance is provided by UNM Physical Plant personnel.

(2) Summary of Significant Accounting Policies and Practices

(a) Basis of Accounting and Presentation

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

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

(b) Net Position

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

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

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

Notes to Financial Statements

June 30, 2020 and 2019

(c) ***Use of Estimates***

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

(d) ***Cash on Deposit***

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

(e) ***Revenue Recognition***

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

(f) ***Accounts Receivable***

Accounts receivable balances represent amounts due from an affiliated entity (UNM) for services performed under the MSA. All amounts are considered collectible and therefore no allowance for doubtful accounts has been recorded.

(g) ***Capital Assets***

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

(h) ***Compensated Absences***

Under Lobo Energy's internal policy terminating employees are not entitled to unused sick leave except for amounts unused exceeding a balance of 600 hours. If a terminating employee's balance exceeds 600 hours the employee can request that the amounts in excess of 600 be paid out to the employee upon termination at 50% of their pay rate. Lobo Energy does accrue for annual leave at a maximum of 252 hours per employee, which is payable to each employee upon termination. Lobo Energy recorded \$60,624 and \$44,363 of annual leave as accrued expenses at June 30, 2020 and June 30, 2019, respectively.

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

Notes to Financial Statements

June 30, 2020 and 2019

(i) ***Income Taxes***

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

(j) ***Impact of Recently Issued Accounting Standards***

GASB Statement 84 – Fiduciary Activities. This statement provides guidance regarding the identification of fiduciary activities for accounting and financial reporting purposes and how those activities should be reported. It describes four fiduciary funds that should be reported, if applicable: 1) pension (and other employee benefit) trust funds, 2) investment trust funds, 3) private-purpose trust funds, and 4) custodial funds. GASB Statement 84 is effective for periods beginning after December 15, 2019 (fiscal year 2021), and earlier application is encouraged. Lobo Energy is currently evaluating the impact of GASB Statement 84 will have impact on its financial statements.

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

Utilities Management Services

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

- a. Planning, design, engineering, contracting, energy conservation, and commissioning services for assigned projects.
- b. Procurement of equipment and services in the course of implementing the projects.
- c. Management of UNM’s energy procurement strategies.
- d. Recommendations for obtaining cost-effective energy commodities and services from energy suppliers.
- e. Management of UNM’s energy-related regulatory issues.
- f. Recommendations for appropriate actions and strategies in response to regulatory opportunities or events.
- g. Administrative tools capable of providing utility operational budgeting, capital project budgeting, major maintenance budgeting, cash flow tracking, and energy savings tracking.
- h. Assistance with developing the energy and administrative capabilities described in items a through g above.

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

Notes to Financial Statements

June 30, 2020 and 2019

Other Management Services

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

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

Under the terms of the revised MSA, effective November 1, 2015, UNM compensates Lobo Energy for these services at the rate of \$40,000 per month related to utility project management and \$46,000 per month related to energy conservation projects, over a five-year period. Additionally, UNM compensates Lobo Energy an additional \$94,922 per month to cover the debt service related to the second cogeneration unit, until the debt service is fulfilled.

(4) Cash

Lobo Energy's cash balances include cash on deposit with its fiscal agent and an operating account. Lobo Energy has no statutory or policy requirements; however, it has a policy to deposit funds only in FDIC-insured accounts. UNM serves as the fiscal agent for Lobo Energy through which Lobo Energy participates in a pooled bank account maintained by UNM. At June 30, 2020 and 2019, Lobo Energy had a book and bank balance in that pooled account of \$309,075 and \$297,765, respectively. As fiscal agent, UNM requires the financial institution holding these pooled funds to maintain minimum collateral amounts. Interest is allocated monthly to Lobo Energy's account based on its balance in the pooled bank account at the end of the preceding month. At June 30, 2020 and 2019, Lobo Energy realized a gain of \$6,241 and \$4,264, respectively, via year-end adjustments to the interest account by UNM.

Custodial Credit Risk – Custodial credit risk is the risk that in the event of a bank failure, the entity's deposits may not be returned to it. At June 30, 2020 and 2019, the bank balance in Lobo Energy's separate checking account was \$491,483 and \$423,942, respectively, and the book balance was \$474,524 and \$423,942, respectively. At June 30, 2020 and 2019, the checking account balance was in excess of amounts insured by the FDIC by \$241,483 and \$173,942, respectively.

(5) Capital Assets and Long-Term Debt

(a) Co-generation Unit

In July 2012, Lobo Energy entered into a \$10,000,000 commitment to finance the construction of a new co-generation unit to be installed on the UNM main campus in Ford Utilities Center. The Master Equipment Lease/Purchase Agreement with Banc of America Leasing and Capital, LLC (Banc of America) was entered into and is to be repaid over a period of 10 years. Monthly payments in the amount of \$94,922 commenced on August 25, 2012. The final lease payment is anticipated to be made on July 25, 2022.

LOBO ENERGY, INCORPORATED
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Notes to Financial Statements

June 30, 2020 and 2019

(b) Depreciation

Lobo Energy depreciates the co-generation unit using the straight-line method based upon a useful life of 25 years. Lobo Energy estimates useful life based upon internal information and similar assets at UNM. The unit was placed into service and Lobo Energy began depreciating the asset in January 2014. Lobo Energy estimates useful life of software using the straight-line method over a useful life of 5 years. Lobo Energy has recorded \$3,383,758 and \$2,950,007 of accumulated depreciation as of the years ended June 30, 2020 and 2019, respectively.

	Balance at June 30, 2019	Additions	Retirements/ disposals	Balance at June 30, 2020
Plant in service	\$ 10,619,916	-	-	10,619,916
Internally generated software	622,579	-	-	622,579
Accumulated depreciation	(2,950,007)	(433,751)	-	(3,383,758)
Net property, plant, and equipment	\$ 8,292,488	(433,751)	-	7,858,737
	Balance at June 30, 2018	Additions	Retirements/ disposals	Balance at June 30, 2019
Plant in service	\$ 10,619,916	-	-	10,619,916
Internally generated software	622,579	-	-	622,579
Accumulated depreciation	(2,400,694)	(549,313)	-	(2,950,007)
Net property, plant, and equipment	\$ 8,841,801	(549,313)	-	8,292,488

(c) Lease Payments

Payments are due monthly to Banc of America and the lease payments include explicit interest rate of 2.64% and matures on July 25, 2022. The outstanding principal balance at June 30, 2020 and 2019 was \$2,306,430 and \$3,369,256, respectively. The following is a summary of lease liability transactions, including the current portion:

	Balance at July 1	Proceeds	Payments	Balance at June 30	Due within one year
Lease liability, FY 2019	\$ 4,404,387	-	(1,035,131)	3,369,256	1,062,826
Lease liability, FY 2020	3,369,256	-	(1,062,826)	2,306,430	1,091,261

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

Notes to Financial Statements

June 30, 2020 and 2019

At June 30, 2020, minimum future lease payments are as follows:

	Principal	Interest	Total
Fiscal years ending June 30:			
2021	\$ 1,091,261	47,805	1,139,066
2022	1,120,456	18,609	1,139,065
2023	94,713	209	94,922
	\$ 2,306,430	66,623	2,373,053

(6) Defined-Contribution Plan

Lobo Energy entered into, and administers, a 403(b) defined-contribution plan effective February 1, 2000 and amended January 1, 2009 and May 1, 2020. As a defined-contribution plan, benefits depend solely on amounts contributed to the plan plus investment earnings. The plan may be amended by a board of directors' resolution. All employees of Lobo Energy are eligible to participate and are considered to be immediately vested. The plan allows for variable employee contributions up to the Internal Revenue Service maximum allowed amount. Lobo Energy contributed a 100% match up to 6% of each participating employee's gross salary per compensation period through April 2020. Effective May 1, 2020, Lobo Energy contributes a 100% of compensation, provided that the participant's elective deferrals do not exceed that percentage of the participant's compensation determined by reference to, and in the same percentage designated as the Employer Rate published by the State of New Mexico Educational Retirement Board. The Employer Rate was 14.15% as published by State of New Mexico Educational Retirement Board. Contributions to the plan for the fiscal years ended June 30, 2020 and 2019 were \$72,199 and \$61,708, respectively, which consisted of \$37,600 and \$32,661 contributed by employees and \$34,599 and \$29,047 contributed by Lobo Energy, respectively.

(7) Related-Party Transactions

Effective December 1, 1998, UNM and Lobo Energy entered into a Memorandum of Agreement (MOA) containing the expectations and performance obligations that UNM was seeking from Lobo Energy at that time. The MOA articulates UNM's and Lobo Energy's mutual obligations in planning, developing, and implementing the utility facilities and services required by UNM. Pursuant to the MOA, UNM provides to Lobo Energy, at no cost to Lobo Energy, facilities support and general business office and associated workspace. The MOA also establishes UNM as the fiscal agent for Lobo Energy, with UNM providing cash and investment management activities for Lobo Energy, at no cost to Lobo Energy. The MOA may be terminated by UNM and, upon termination, all property of Lobo Energy will be transferred to UNM or other successor organizations designated by a resolution of UNM's Board of Regents.

Effective January 26, 2015, UNM and Lobo Energy entered into a Memorandum of Agreement (MOA) specifying the reimbursement of Lobo Energy's annual service fee related to the EnergyCap software in the amount of \$9,600.

LOBO ENERGY, INCORPORATED
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Notes to Financial Statements

June 30, 2020 and 2019

In FY 2014, Lobo Energy paid a total of \$365,077 to Facility Facts, Inc., a company owned by an employee of Lobo Energy, for a 10% common stock interest in order to help get the company established in order to market and sell the Facility Facts software internally generated by Lobo Energy. There were no additional payments made in FY 2019 or FY 2020. Lobo Energy accounts for its investment in Facility Facts, Inc. using the equity method of investment. The investment was considered fully impaired in 2015, therefore not reported in the statements of net position as of June 30, 2020 and 2019.

Pursuant to the licensing agreement made with Facility Facts Inc., Lobo Energy retains the patent rights, permanent royalty-free rights to use the Facility Facts software, and will receive royalties representing 50% of gross receipts of sublicenses granted during each calendar year for the life of the filed patents. Lobo Energy recorded no royalties as of June 30, 2020 and June 30, 2019.

Lobo Energy is a member of New Mexico Industrial Energy Consumers (NMIEC), which advocates high quality of energy service at fair, just and reasonable prices for its members and all classes of customers. Jason Strauss, President and CEO of Lobo Energy is an officer of NMIEC. Lobo Energy paid dues of \$29,082 and \$66,400 for the fiscal year ended June 30, 2020 and 2019, respectively.

Lobo Energy did not purchase goods or services of companies that board members are employed by during the fiscal years ended June 30, 2020 and 2019.

(8) Risk Management

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

(9) Subsequent Events

Subsequent events are evaluated by management through the date the accompanying financial statements are available to be issued, which is September 14, 2020.

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
Lobo Energy, Incorporated
and
Mr. Brian S. Colón, Esq., New Mexico State Auditor

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the financial statements of Lobo Energy, Incorporated (Lobo Energy), a blended component unit of the University of New Mexico, which comprise the statement of net position as of June 30, 2020, and the related statements of revenues, expenses, and changes in net position and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated September 14, 2020.

Internal Control over Financial Reporting

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

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

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

Compliance and Other Matters

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

Purpose of this Report

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

Mess Adams LLP

Albuquerque, New Mexico
September 14, 2020

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

Summary of Auditor's Results

Year ended June 30, 2020

Financial Statements

Type of report the auditor issued on whether the financial statements audited were prepared in accordance with GAAP:

Unmodified

Internal control over financial reporting:

Material weakness(es) identified?

Yes No

Significant deficiency(ies) identified?

Yes None reported

Compliance and other matters noted?

Yes No

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

Schedule of Findings and Response

Year ended June 30, 2020

No matters were reported.

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

Schedule of Prior Audit Findings

Year ended June 30, 2020

No matters were reported.

LOBO ENERGY, INCORPORATED
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Exit Conference

Year ended June 30, 2020

An exit conference was held on September 2, 2020. During this meeting, the contents of this report were discussed with the following individuals:

Lobo Energy, Incorporated

Jason Strauss President/CEO, LEI; Member of Board of Directors, LEI
Julie Alberti Chief Financial Officer

Moss Adams LLP

Lisa Todd Partner
Sujan Bhandari Senior Manager

Lobo Energy is responsible for the contents of the financial statements. Moss Adams LLP assisted with the preparation of the financial statements.