UNIVERSITY OF NORTHERN COLORADO: FINANCIAL REPORT 03/31/2015

OVERVIEW

Financial highlights of the Fiscal Year 2014-15 3rd quarter financial report are summarized below:

Cash (pages 2-3)

• The University's cash position is \$79.3 million with \$22.8 million in centralized reserves.

Reserves (page 4)

• Reserves are currently \$22.8 million, with \$9.2 million in the university reserve after funding FY15 strategic investments and FY15 capital projects.

Accounts Receivable (page 5)

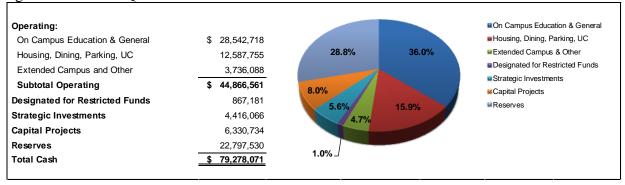
• The 3rd quarter net accounts receivable is \$6.6 million, which is \$864,283 less than last year at this time. The timing of receivables can vary noticeably from year to year. The most consistent benchmark is at fiscal year-end. Trend information is shown in Tables 4 and 5.

Operating Forecast (page 6)

- Our fiscal year 2014-15 operating budget 3rd quarter forecast shows revenue exceeding expenses and transfers by \$1.3 million. Details of revenues, expenditures and transfers are as follows:
 - Net Revenue is forecasted to be \$178.2 million.
 - Gross Tuition, Fees, and Room & Board are \$140.2 million
 - Discounting is \$22.9 million
 - State Appropriations are \$37.4 million
 - Foundation Support is \$6.0 million
 - All Other Revenue (catering, conferences, parking, athletics, theater, etc.)
 is \$17.5 million
 - o Personnel expenditures are \$123.2 million
 - o Non-personnel expenditures are \$42.5 million
 - o Transfers for capital debt and leases are \$11.2 million

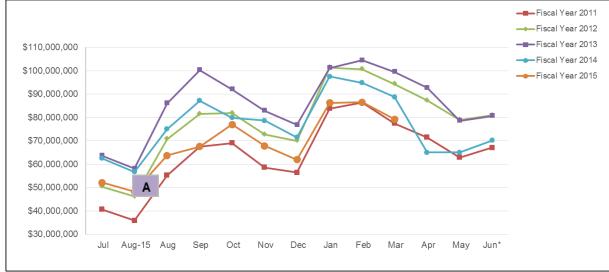
Total cash as of the 3rd quarter ending March 31, 2015, is \$79.3 million. Figure 1 shows amounts available for Operating, Strategic Investments, Capital Projects, and Reserves. (Note: Restricted funds have money owed to them from the grantors. Until the restricted funds are received, the balances are supported by operating funds.)

Figure 1. FY15 3rd Quarter Cash Balance



The cash flow trend has been relatively consistent over the last four years, as shown in Figure 2. The low point during the year has traditionally occurred in mid-August and is a good point for benchmarking purposes. This is noted with the letter "A" in the graph. At August 15, 2014 our cash was below the two prior years and slightly above August 15, 2011 (FY12).





The University's cash position is \$9.5 million lower than the previous fiscal year at this time, as shown in Table 1.

Table 1. Overall Cash Balance

Month	FY11	FY12	FY13	FY14	FY15
Jul	40,705,795	50,412,874	63,687,414	62,564,780	52,203,773
Aug-15	35,979,777	46,162,394	58,163,368	56,778,921	48,277,445
Aug	55,299,254	70,718,449	86,041,929	75,042,476	63,727,315
Sep	67,525,865	81,493,849	100,224,416	87,172,851	67,633,545
Oct	69,092,272	81,860,719	92,027,359	79,928,173	77,000,173
Nov	58,623,010	72,700,349	82,859,466	78,689,806	67,829,386
Dec	56,434,663	69,990,842	76,860,713	71,509,152	61,966,401
Jan	83,877,579	101,358,936	101,228,767	97,526,719	86,298,922
Feb	86,454,766	100,610,443	104,469,317	94,867,317	86,539,392
Mar	77,466,620	94,302,314	99,487,663	88,777,015	79,278,071
Apr	71,497,091	87,313,190	92,693,707	65,053,621	
May	62,962,073	78,996,119	78,621,639	65,053,621	
Jun*	67,076,266	80,930,581	80,640,709	70,241,267	

^{*}The June balances in 2011 and 2012 were adjusted to reflect unrestricted cash held at Arlington Park.

The cash forecast below is intended to give a quick summary of the forecasted effect of FY15 operating results, strategic investments, and capital expenditures on cash. The total column may be most helpful.

Table 2. Cash Forecast (in millions)

	Ope	rating	Resti	ricted	ategic stments	Capi Proje		Reserve	es	To	otal
Cash at 06/30/2014	\$	24.8	\$	0.8	\$ 6.0	\$	12.5	\$ 26	3.1	\$	70.2
FY15 Transfers											
Strategic Investments					2.8			(2	2.8)		-
Capital Projects/Small Equipment					(0.2)		1.5	(1	.3)		-
Cash Adjustment Transfers		0.1			(0.3)		(0.6)	(8.0		-
Foundation Capital Gifts		(0.5)					0.5				-
Subtotal Transfers		(0.4)		-	2.3		1.4	(3	3.3)		-
FY15 Forecasted Net Cash Inflows (Outflows)											
Operating Results (p 6)	\$	1.3			<i>-</i>					\$	1.3
Strategic Investment Expenditures (p 9)					(5.4)						(5.4)
Capital Cash State and Escrow (p 10)							1.4				1.4
Capital Expenditures (p 10)							(12.7)				(12.7)
Subtotal Inflows (Outflows)		1.3		-	(5.4)		(11.3)		-		(15.4)
Cash at 06/30/2015 (a)	\$	25.7	\$	0.8	\$ 2.9	\$	2.6	\$ 22	2.8	\$	54.8

⁽a) UNC's cash low point at August 15th is typically \$20-\$25 million less than cash at June 30th.

^{*}The June balance in 2014 was updated for the GASB 31 FMV adjustment.

CASH RESERVES

Our cash reserves, which is cash that is segregated from our operating, strategic investment, and capital balances, provide a cushion for operational contingencies and more significant risks, but more importantly, positions us to make critical investments and foster innovation.

Reserve balances in Table 3 reflect transfers to fully fund FY15 strategic investments and the FY15 capital budget as we implement our five-year fiscal sustainability plan (FY15-FY19).

In FY15, we are currently forecasting operating results of \$1.3 million. This will remain in our operating cash balances and will not be transferred to reserves.

Table 3. Cash Reserves

		12/31/2014		FY15 Q3 Activity	03/31/2015
Mandato	ry				
	Bonded R&R	\$ 750,000			\$ 750,000
Capital					
	Auxiliary Building	3,610,883	а	5,814	3,616,697
	State Building & Rebate	1,351,818	b	739,717	2,091,535
	Smart Classroom	272,908			272,908
	Student Fees	3,950,987	С	(124,364)	3,826,623
Other					
	Variable Rate Debt Service	370,000			370,000
	Risk Management and Insurance	2,650,000			2,650,000
	University Reserve	9,219,767			9,219,767
Total Reserves		\$ 22,176,363		\$ 621,167	\$ 22,797,530

a. Closed 4 projects for less than budgeted and increased 1 project.

b. Closed 23 projects for less than budgeted and increased 1 project.

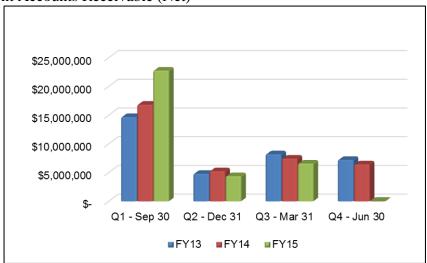
c. Transfer of cash from reserves to projects to fund 4 student LEAF projects.

Table 4 and Figure 3 show that the FY15 3rd quarter balance in student accounts receivable is \$0.9 million less than the previous year. First quarter accounts receivable balance was high due to a delay from the state of \$7.6 million in COF stipend payments.

Table 4. Student Accounts Receivable (Net)

	FY13 FY14 FY15				FY15
Q1 - Sep 30	\$ 14,672,636	\$	16,824,672	\$	22,770,004
Q2 - Dec 31	\$ 4,793,827	\$	5,248,699	\$	4,376,132
Q3 - Mar 31	\$ 8,195,213	\$	7,435,516	\$	6,571,233
Q4 - Jun 30	\$ 7,212,570	\$	6,435,476	\$	-

Figure 3. Student Accounts Receivable (Net)



Net Student Accounts Receivable includes the accounting estimate for uncollectible accounts, or "bad debt." Table 5 represents accounts receivable as a percentage of tuition, fees, and room and board revenue at fiscal year-end.

Table 5. Year-end Student Accounts Receivable as a Percent of Billings

	FY11	FY12	FY13	FY14
Total Student Accounts Receivable	\$ 5,657,657	\$ 6,377,234	\$ 7,212,570	\$ 6,435,476
Net Tuition, Fees, Room and Board	102,797,957	114,064,188	116,054,460	114,489,682
A/R as a % of Net Tuition, Fees & Room and Board	5.5%	5.6%	6.2%	5.6%

OPERATING BUDGET

Operating Budget For the Quarter Ended March 31, 2015¹

	Notes	Original Budget	Annual Forecast	Variance fav (unfav)	% of Total	Actual at 03/31/2015	% Actual to Budget
REVENUES				, ,			
Tuition-Resident	2	\$ 59,456,589	\$ 57,456,380	\$ (2,000,209)	32.2%	\$ 51,424,959	86.5%
Tuition-NonResident	2	16,723,242	13,799,768	(2,923,474)	7.7%	12,697,855	75.9%
Tuition-WICHE/WUE NonRes	2	7,151,015	7,370,715	219,700	4.1%	7,644,275	106.9%
Student Fees	2	12,872,700	11,787,000	(1,085,700)	6.6%	10,759,369	83.6%
Academic Fees-General Funds	2	5,431,676	5,694,100	262,424	3.2%	5,215,015	96.0%
Tuition-Extended Studies	3	13,593,982	13,500,072	(93,910)	7.6%	9,060,658	66.7%
Academic Fees - Extended Studies	3	77,918	96,500	18,582	0.1%	75,364	96.7%
Room and Board	4	30,113,215	30,535,800	422,585	17.1%	30,207,010	100.3%
Subtotal Tuition, Fees and Room & Board		145,420,337	140,240,335	(5,180,002)	78.7%	127,084,504	87.4%
Scholarships	5	(19,784,800)	(18,094,700)	1,690,100	-10.2%	(17,334,249)	87.6%
Graduate GA/TA Waivers	5	(3,785,692)	(3,785,692)	-	-2.1%	(3,737,910)	98.7%
R & B Waivers	5	(1,142,938)	(1,022,200)	120,738	-0.6%	(987,106)	86.4%
Subtotal Discounting		(24,713,430)	(22,902,592)	1,810,838	-12.9%	(22,059,266)	89.3%
COF Resident	6	17,177,543	15,619,353	(1,558,190)	8.8%	14,676,001	85.4%
Fee For Service	6	20,179,484	21,737,674	1,558,190	12.2%	15,134,696	75.0%
Subtotal State Support		37,357,027	37,357,027	-	21.0%	29,810,697	79.8%
Restricted Giffs for Operations	7	4,312,341	4,312,341	-	2.4%	3,238,346	75.1%
Foundation Unrestricted Other Revenue	7	1,670,000	1,670,000	-	0.9%	1,670,000	100.0%
Subtotal Foundation Support		5,982,341	5,982,341	-	3.4%	4,908,346	82.0%
Other Auxiliary Services	8	7,180,134	7,087,100	(93,034)	4.0%	5,575,775	77.7%
Restricted Grant Facilities/Admin Recovery	8	775,000	637,400	(137,600)	0.4%	472,842	61.0%
Other Revenue	8	7,296,469	8,452,123	1,155,654		7,053,657	96.7%
Net Non-Operating Revenues	8	1,686,149	1,364,200	(321,949)	0.8%	904,648	53.7%
Subtotal Other Revenue		16,937,752	17,540,823	603,071	9.8%	14,006,922	82.7%
NET REVENUES		\$180,984,027	\$178,217,934	\$ (2,766,093)	100.0%	\$153,751,203	85.0%
EXPENSES AND MANDATORY TRANSFI	ERS			- (-,, ,		, , , , , , , , , , , , , , , , , , , ,	
Faculty Salaries	9	\$ 44 466 819	\$ 42,543,000	\$ 1,923,819	24.0%	\$ 32,891,453	74.0%
Exempt Salaries	9	24,626,401	24,588,200	38,201	13.9%	18,311,799	74.4%
Classified Salaries	9	19,824,166	19,753,300	70,866	I	14,852,267	74.9%
Graduate Stipends	9	4,584,268		-			
Other Wages/Compensation		7,507,200	4,022,100	(37.832)	2.6%		78.6%
	9	5,488,046	4,622,100 5,692,600	(37,832) (204,554)		3,603,811 4,070,626	
Fringe Benefits	9 9				I	3,603,811	78.6%
		5,488,046	5,692,600	(204,554)	3.2% 14.7%	3,603,811 4,070,626	78.6% 74.2%
Fringe Benefits		5,488,046 26,695,413 125,685,113	5,692,600 26,039,000 123,238,200	(204,554) 656,413 2,446,913	3.2% 14.7% 69.6%	3,603,811 4,070,626 19,252,683 92,982,641	78.6% 74.2% 72.1%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales	9 .	5,488,046 26,695,413 125,685,113 5,231,472	5,692,600 26,039,000 123,238,200 5,262,200	(204,554) 656,413 2,446,913 (30,728)	3.2% 14.7% 69.6% 3.0%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748	78.6% 74.2% 72.1% 74.0% 81.5%
Fringe Benefits Subtotal Personnel Expenses	9 10	5,488,046 26,695,413 125,685,113	5,692,600 26,039,000 123,238,200	(204,554) 656,413 2,446,913	3.2% 14.7% 69.6% 3.0% 5.8%	3,603,811 4,070,626 19,252,683 92,982,641	78.6% 74.2% 72.1% 74.0% 81.5% 82.4%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses	9 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000	(204,554) 656,413 2,446,913 (30,728) (335,335)	3.2% 14.7% 69.6% 3.0% 5.8% 5.6%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555	78.6% 74.2% 72.1% 74.0% 81.5% 82.4%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services	9 10 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services Supplies	9 10 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574 6,812,970	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200 5,792,800 (1,250,000) 6,554,800	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374 1,020,170 58,644 396,009	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3% -0.7% 3.7%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039 3,838,933 (1,661,089) 4,649,070	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services Supplies Labor and Materials charged to Capital Projects	9 10 10 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574 6,812,970 (1,191,356)	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200 5,792,800 (1,250,000)	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374 1,020,170 58,644	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3% -0.7% 3.7%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039 3,838,933 (1,661,089)	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3% 139.4%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services Supplies Labor and Materials charged to Capital Projects Utilities	9 10 10 10 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574 6,812,970 (1,191,356) 6,950,809	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200 5,792,800 (1,250,000) 6,554,800	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374 1,020,170 58,644 396,009	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3% -0.7% 3.7% 2.2%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039 3,838,933 (1,661,089) 4,649,070	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3% 139.4% 66.9%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services Supplies Labor and Materials charged to Capital Projects Utilities Travel	9 10 10 10 10 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574 6,812,970 (1,191,356) 6,950,809 3,823,873	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200 5,792,800 (1,250,000) 6,554,800 3,891,800	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374 1,020,170 58,644 396,009 (67,927)	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3% -0.7% 3.7% 2.2% 1.3%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039 3,838,933 (1,661,089) 4,649,070 2,924,547	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3% 139.4% 66.9% 76.5% 84.9%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services Supplies Labor and Materials charged to Capital Projects Utilities Travel Capital Subtotal Non-personnel Expenses Mandatory Transfer Out-Debt Service	9 10 10 10 10 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574 6,812,970 (1,191,356) 6,950,809 3,823,873 2,339,436	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200 5,792,800 (1,250,000) 6,554,800 3,891,800 2,229,500	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374 1,020,170 58,644 396,009 (67,927) 109,936	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3% -0.7% 2.2% 1.3%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039 3,838,933 (1,661,089) 4,649,070 2,924,547 1,985,465	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3% 139.4% 66.9% 76.5% 84.9%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services Supplies Labor and Materials charged to Capital Projects Utilities Travel Capital Subtotal Non-personnel Expenses	9 10 10 10 10 10 10 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574 6,812,970 (1,191,356) 6,950,809 3,823,873 2,339,436 44,737,443	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200 5,792,800 (1,250,000) 6,554,800 3,891,800 2,229,500 42,555,300	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374 1,020,170 58,644 396,009 (67,927) 109,936 2,182,143	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3% -0.7% 2.2% 1.3%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039 3,838,933 (1,661,089) 4,649,070 2,924,547 1,985,465 31,187,269 7,048,340 1,010,453	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3% 66.9% 76.5% 84.9% 69.7% 75.0% 58.0%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services Supplies Labor and Materials charged to Capital Projects Utilities Travel Capital Subtotal Non-personnel Expenses Mandatory Transfer Out-Debt Service	9 10 10 10 10 10 10 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574 6,812,970 (1,191,356) 6,950,809 3,823,873 2,339,436 44,737,443 9,400,204	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200 5,792,800 (1,250,000) 6,554,800 3,891,800 2,229,500 42,555,300 9,425,904	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374 1,020,170 58,644 396,009 (67,927) 109,936 2,182,143	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3% -0.7% 2.2% 1.3% 24.0% 5.3% 1.0%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039 3,838,933 (1,661,089) 4,649,070 2,924,547 1,985,465 31,187,269 7,048,340	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3% 66.9% 76.5% 84.9% 69.7% 75.0% 58.0%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services Supplies Labor and Materials charged to Capital Projects Utilities Travel Capital Subtotal Non-personnel Expenses Mandatory Transfer Out-Debt Service Mandatory Transfer Out-Capital Lease	9 10 10 10 10 10 10 10 10	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574 6,812,970 (1,191,356) 6,950,809 3,823,873 2,339,436 44,737,443 9,400,204 1,741,118	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200 5,792,800 (1,250,000) 6,554,800 3,891,800 2,229,500 42,555,300 9,425,904 1,741,118	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374 1,020,170 58,644 396,009 (67,927) 109,936 2,182,143 (25,700)	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3% -0.7% 2.2% 1.3% 24.0% 5.3% 1.0%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039 3,838,933 (1,661,089) 4,649,070 2,924,547 1,985,465 31,187,269 7,048,340 1,010,453	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3% 139.4% 66.9% 76.5% 84.9% 69.7% 75.0% 58.0% 72.3%
Fringe Benefits Subtotal Personnel Expenses Cost of Sales Other Current Expenses Purchased Services Supplies Labor and Materials charged to Capital Projects Utilities Travel Capital Subtotal Non-personnel Expenses Mandatory Transfer Out-Debt Service Mandatory Transfer Out-Capital Lease Subtotal Transfers	9 10 10 10 10 10 10 10 10 10 11 11	5,488,046 26,695,413 125,685,113 5,231,472 9,914,665 10,855,574 6,812,970 (1,191,356) 6,950,809 3,823,873 2,339,436 44,737,443 9,400,204 1,741,118 11,141,322	5,692,600 26,039,000 123,238,200 5,262,200 10,250,000 9,824,200 5,792,800 (1,250,000) 6,554,800 3,891,800 2,229,500 42,555,300 9,425,904 1,741,118 11,167,022	(204,554) 656,413 2,446,913 (30,728) (335,335) 1,031,374 1,020,170 58,644 396,009 (67,927) 109,936 2,182,143 (25,700)	3.2% 14.7% 69.6% 3.0% 5.8% 5.6% 3.3% -0.7% 2.2% 1.3% 24.0% 5.3% 1.0%	3,603,811 4,070,626 19,252,683 92,982,641 4,265,748 8,173,555 7,011,039 3,838,933 (1,661,089) 4,649,070 2,924,547 1,985,465 31,187,269 7,048,340 1,010,453 8,058,793	78.6% 74.2% 72.1% 74.0% 81.5% 82.4% 64.6% 56.3% 139.4% 66.9% 76.5% 84.9% 69.7% 75.0% 58.0% 72.3%

See Explanation of Notes on page 7.

	Notes to Third Quarter Budget to Forecast Report (page 6)
	The budget to forecast report includes operating and restricted gift funds from the UNC
1	Foundation. This report does not include strategic investments, internal sales, capital
	projects, restricted grants and contracts, restricted financial aid.
	Main campus tuition and fees are 53.8% of the forecasted net operating revenue, and are
	expected to be \$5.5 million under budget for FY15. Both undergraduate and graduate
	enrollments have been below expectations. Undergraduate enrollment will generate an
2	estimated \$2.8 million budget shortfall, while graduate enrollment will produce a \$1.9
	million shortfall. Student fees and academic fees combined are forecasted to be \$0.8 million
	below budget.
	Extended campus tuition and fees are 7.7% of forecasted net operating revenue. The FY15
3	forecast is for enrollment to be 0.2% more than budget, but with a budgetary shortfall of
	\$0.1 million due to the pricing mix.
	Room and Board revenues represent 17.1% of forecasted net operating revenue and are
4	projected to exceed budget by \$0.4 million. Historically, more than 96% of actual revenue
	is realized by the end of the third quarter.
	Discounting includes scholarship expense, graduate tuition waivers, and room and board
5	waivers. Total discounting is projected to be \$1.8 million less than budget, commensurate
	with enrollment shortfalls.
	State support is 21.0% of net operating revenue. Actual COF eligible credit hours will be
6	less than the credit hours used to develop the appropriation bill, resulting in a shift between
	COF and Fee-For-Service revenue.
	Support from the UNC Foundation is from gifts that are restricted for program support or
7	capital. UNC also has an agreement with the Foundation to receive \$1.7 million in
	unrestricted support, which will be used for institutional scholarships. Total Foundation
	support is forecasted at \$6.0 million, or 3.4% of revenue.
	Other sources of revenue comprise 9.8% of revenue and come from parking, retail sales,
8	athletics events, and vending, licensing, theatre, grant administrative revenue, late fees and
	treasury interest. The forecast for these revenues is \$0.6 million greater than budget.
9	Personnel expenditures are 69.6% of total expenses and transfers. Personnel budgets are
	forecasted to be \$2.5 million below budget.
	Non-personnel expenditures are 24.0% of total expenditures and mandatory transfers. The
	FY15 forecast shows a net savings of \$2.2 million in these categories. The utility forecast is
10	slightly below budget, but utility costs are greatly dependent upon weather conditions.
	The University charges labor and materials to capital projects through the facilities work
	order system. The presentation has been adjusted to demonstrate the impact in the non-
11	personnel budget. Transfers for bond debt and capital leases are 6.3% of the total expenditures and transfers.
11	11 ansiers for bond debt and capital leases are 0.5% of the total expenditures and transfers.

MAIN CAMPUS RESIDENT AND NON-RESIDENT TUITION DETAIL

Category			Budget					Forecast			Variance at 03/31/2015
Undergrad	Fall	Interim	Spring	Summer	Total	Fall	Interim	Spring	Summer	Total	Total
Resident	\$23,099,921	\$325,745	\$22,132,884	\$ 3,380,240	\$48,938,790	\$23,151,102	\$320,594	\$20,921,442	\$ 2,997,039	\$47,390,177	\$(1,548,613
Non-Resident	5,035,167	58,158	4,479,632	802,652	10,375,609	4,327,439	32,809	3,879,991	692,930	8,933,169	(1,442,440
WUE	3,686,590	22,706	3,015,146	426,573	7,151,015	3,588,101	50,301	3,259,139	473,174	7,370,715	219,700
Subtotal	31,821,678	406,609	29,627,662	4,609,465	66,465,414	31,066,642	403,704	28,060,572	4,163,143	63,694,061	(2,771,353
Extended Campus	1,510,145	-	950,312	1,469,464	3,929,921	1,320,973	-	1,059,681	1,469,464	3,850,118	(79,803
FY15 Total	\$33,331,823	\$406,609	\$30,577,974	\$ 6,078,929	\$70,395,335	\$32,387,615	\$403,704	\$29,120,253	\$ 5,632,607	\$67,544,179	\$ (2,851,156
Graduate	Fall	Interim	Spring	Summer	Total	Fall	Interim	Spring	Summer	Total	Total
Resident	\$ 4,475,444	\$ -	\$ 4,028,081	\$ 2,014,274	\$10,517,799	\$ 4,179,299	\$ -	\$ 3,845,395	\$ 2,041,509	\$10,066,203	\$ (451,596
Non-Resident	3,040,281	-	2,632,054	675,298	6,347,633	2,351,298	-	2,151,066	364,235	4,866,599	(1,481,034
Subtotal	7,515,725	-	6,660,135	2,689,572	16,865,432	6,530,597	-	5,996,461	2,405,744	14,932,802	(1,932,630
Extended Campus	3,461,514	-	3,304,067	2,898,480	9,664,061	3,380,293		3,299,181	2,970,480	9,649,954	(14,107
FY15 Total	\$10,977,239	\$ -	\$ 9,964,202	\$ 5,588,052	\$ 26,529,493	\$ 9,910,890	\$ -	\$ 9,295,642	\$ 5,376,224	\$24,582,756	\$(1,946,737
Total	Fall	Interim	Spring	Summer	Total	Fall	Interim	Spring	Summer	Total	Total
Resident	\$27,575,365	\$325,745	\$26,160,965	\$ 5,394,514	\$59,456,589	\$27,330,401	\$320,594	\$24,766,837	\$ 5,038,548	\$57,456,380	\$(2,000,209
Non-Resident	8,075,448	58,158	7,111,686	1,477,950	16,723,242	6,678,737	32,809	6,031,057	1,057,165	13,799,768	(2,923,474
WUE	3,686,590	22,706	3,015,146	426,573	7,151,015	3,588,101	50,301	3,259,139	473,174	7,370,715	219,700
Subtotal	39,337,403	406,609	36,287,797	7,299,037	83,330,846	37,597,239	403,704	34,057,033	6,095,713	78,626,863	(4,703,983
Extended Campus	4,971,659	-	4,254,379	4,367,944	13,593,982	4,701,266	-	4,358,862	4,439,944	13,500,072	(93,910
FY15 Total	\$44,309,062	\$406,609	\$40,542,176	\$11,666,981	\$96,924,828	\$42,298,505	\$403,704	\$38,415,895	\$10,535,657	\$92,126,935	\$(4,797,893

STRATEGIC INVESTMENTS BUDGET

For the Quarter Ended March 31, 2015

Strategic Investment Cash	
Unexpended balances committed to FY15 and future years	\$ 5,465,980
University Reserve	2,830,736
Cash in to Strategic Investments to cover required grant matches	 83,630
Total Cash in Strategic Investments at July 1, 2014	\$ 8,380,346
Year to date FY15 expenditures	 (3,964,281)
Cash in Strategic Investments at March 31, 2015	\$ 4,416,065

MULTI-YEAR COMMITMENTS	FY15 Budget		Actual at 03/31/2015		Available Balance	
Initiatives with Annual Investments:						
University Strategic Priorities	\$	260,000	\$	126,924	\$	133,076
Grant Indirect Cost Recovery Initiatives		988,189		482,296		505,893
College Incentive and Innovation Funds		339,000		104,684		234,316
Small Awards for Faculty Research		265,000		161,156		103,844
Online Course Development Innovation		450,000		265,395		184,605
Grant Match Funds		450,000		356,184		93,816
Subtotal Initiatives with Annual Investments		2,752,189		1,496,638		1,255,551
Emerging Strategic Initiatives						
Campus Wide Technology Projects	\$	939,486	\$	714,153	\$	225,333
Research and Creative works		900,000		417,393		482,607
I@UNC		500,000		479,646		20,354
Academic Portfolio		-		36,853		(36,853)
New Faculty Start-up		200,000		65,387		134,613
Program Assessment and Review		50,000		25,388		24,612
Education Innovation Institute		375,000		261,091		113,909
Program Accreditation		366,000		172,353		193,647
Community and Civic Engagement		170,000		142,579		27,421
Integrated Student Support Services		160,000		152,800		7,200
Subtotal Emerging Strategic Initiatives		3,660,486		2,467,642		1,192,844
TOTAL MULTI-YEAR COMMITMENTS	\$	6,412,675	\$	3,964,281	\$	2,448,394

CAPITAL PROJECTS

A. Fiscal Year 2014-15 New Projects General Fund FY15 projects with budgets less than \$200,000 Sidewalk repairs Annual office refresh program		Board Approved Budget June, 2014 (1)	F	Commited Projects at 03/31/2015	ı	Expended to Date FY15		emaining to Expended FY15	E	To Be Expended FY16
General Fund FY15 projects with budgets less than \$200,000 Sidewalk repairs Annual office refresh program	\$	(1)		(=)						
FY15 projects with budgets less than \$200,000 Sidewalk repairs Annual office refresh program	\$			(2)				(3)		
Sidewalk repairs Annual office refresh program	\$									
Annual office refresh program		1,056,524	\$	1,527,162	\$	691,836	\$	600,616	\$	234,710
· -		200,000		195,727		135,965		11,109		48,653
Contract Cray sum to norformones energ		250,000		245,505		113,642		81,863		50,000
Convert Gray gym to performance space		488,345		488,345		414,839		-		73,506
Fraiser theater acoustical improvements		310,000		310,000		1,549		100,000		208,451
Subtotal General Funded Projects	_	2,304,869		2,766,739		1,357,831		793,588		615,320
Housing, Dining, Extended Studies, Student Fees		,,		,,		, ,				
FY15 projects with budgets less than \$200,000	\$	609,281	\$	1,084,527	\$	355,041	\$	436,992	\$	292,494
UC roof replacement	۳	425,000	_	423,892	Ψ	340,162	٠	83,730	Ψ	
UC ballroom updates and AHU's		1,455,000		1,455,000		21,204		278,796		1,155,000
Lawrensen apartments restroom renovations		1,000,000		1,000,000		985,786		14,214		1, 133,000
				334,472						160 000
Brown, Dickeson, and Lujan Hall roof replacements		335,000		,		3,031		171,441		160,000
University apartments repipe heating system		220,000		230,225		230,225		-		-
Seal coat multiple parking lots	_	500,000		497,067		105,602		12,465		379,000
Subtotal Auxiliary and Other Funded Projects		4,544,281		5,025,183		2,041,051		997,638		1,986,494
Debt Funded Capital Projects										
Athletics scoreboards capital lease		975,319		958,501		958,501		-		-
State Capital Appropriations										
Fire sprinkers Phase I, Kepner and Parsons	\$	1,108,822	\$	1,108,622	\$	78,867	\$	321,755	\$	708,000
Roofs for Nottingham, Patton, Gunter, Parsons		842,863		842,863		-		45,110		797,753
		1,951,685		1,951,485		78,867		366,865		1,505,753
Equipment		934,741		1,065,571		616,611		448,960		-
Total Fiscal Year 2014-15 New Projects	\$	10,710,895	\$	11,767,479	\$	5,052,861	\$	2,607,051	\$	4,107,567
3. Fiscal Year 2013-14 Projects in Progress										
General Fund										
FY14 projects with budgets less than \$200,000	\$	1,108,613	\$	732,569	\$	418,309	\$	113,831	\$	200,429
Central Campus chiller		605,404		377,797		377,797		-		-
Gray Hall mechanical system		199,903		1,437		1,437		-		-
Fraiser Hall practice rooms		950,000		676,461		673,143		3,318		-
Carter Hall windows		1,233,515		1,060,254		35,216		675,038		350,000
Non-Potable mainline repair		-		66,105		66,105		-		-
BH gym air conditioning and acoustics	_	3,009,838		757,064		752,961		4,103		
Subtotal General Funded Projects	_	7,107,273		3,671,687		2,324,968		796,290		550,429
Housing, Dining, Extended Studies, Student Fees FY14 projects with budgets less than \$200,000	\$	272 000	æ	172 021	æ	114 470	ď	EC 966	æ	1 500
	Ф	273,000 995,545	\$	172,921 238,873	\$	114,472 238,873	Ф	56,866	Φ	1,583
Lawrensen apartments restroom renovations University Center fire alarm		299,824		361,042		361,042		-		-
Subtotal Auxiliary and Other Funded Projects	_	1,568,369		772,836		714,387		56,866		1,583
Restricted Capital Grants/Gifts		1,000,000		112,000		,		23,000		1,000
Kepner Financial Education Center	_	874,758		355,427		355,427		_		_
.,	\$	·	_		_		•			
Total Fiscal Year 2013-14 Projects in Progress		7	. 5	4. / 99. 950	- 5	3.394.7×2	- 35	853.156	\$	552.012
Fotal Fiscal Year 2013-14 Projects in Progress C. Total Fiscal Year 2015-16 Projects Expended Before 6/30/2015	-	9,550,400	\$	4,799,950 822,919	\$	3,394,782	\$ \$	853,156 822,919	\$ \$	552,012

⁽¹⁾ Board Approved Budget includes (A) new FY15 project commitments and (B) estimated remaining expenditures on FY14 projects.

⁽²⁾ Committed projects at 03/31/2015 includes (A) new FY15 projects commitments +/- project changes, (B) actual remaining commitments to complete FY14 projects as of May 2014, (C) early start FY16 projects.
(3) Remaining to be Expended in FY15 includes projections for FY16 Capital projects that will be expended before 6/30/2015. This was included to estimate cash

required for FY15.

RESTRICTED GRANTS AND CONTRACTS

For the Quarter Ended March 31, 2015

	Original Budget	Actual at 03/31/2015			
REVENUE					
Federal Grants	\$ 7,015,000	\$	4,487,181		
State and Local Grants	115,000		106,903		
Other Private Grants	180,000		249,793		
UNC Foundation Grants	470,000		328,614		
TOTAL REVENUE	\$ 7,780,000	\$	5,172,492		
EXPENSES/TRANSFERS					
Personnel Expenses					
Faculty Salaries	\$ 915,000	\$	537,310		
Administrative Exempt Salaries	1,445,000		978,240		
Graduate Teaching Assistants	250,000		122,159		
GA/TA/GRA Tuition Scholarships	85,000		53,186		
Classified Salaries	2,000		2,754		
Student Wages	130,000		104,408		
Other Wages/Compensations	74,000		57,940		
Fringe Benefits	 635,000		432,036		
Subtotal Personnel Expenses	3,536,000		2,288,034		
Non-Personnel Expenses					
Other Current Expenses	\$ 245,000	\$	199,990		
Purchased Services	1,533,000		929,708		
Supplies	283,000		152,972		
Grant Facility and Administrative Recovery	588,000		395,769		
Scholarships	1,370,000		839,186		
Travel	170,000		140,479		
Capital	20,000		238,183		
Subtotal Non-Personnel Expenses	 4,209,000	,	2,896,287		
Transfers					
Non-Mandatory Transfers In	\$ -	\$	-		
Non-Mandatory Transfers Out	35,000		-		
Subtotal Transfers	35,000		-		
TOTAL EXPENSES/TRANSFERS	\$ 7,780,000	\$	5,184,320		
REVENUE LESS EXPENSES/TRANSFERS	\$ -	\$	(11,828)		

Table 6 and Figure 4 show the total financial aid available to students from all funding sources, including state, federal, institutional, private funds, and loans. Table 6 includes the total financial aid expected and financial aid paid-to-date, while Figure 4 shows the allocation of financial aid by source paid to date. Approximately 65% of total financial aid is used to pay student bills, while 35% is "refunded" to the students for living expenses and books.

Table 6. FY15 Total Financial Aid by Source and Type - Undergraduate and Graduate

Aid Type and Source	Ì	FY15 Budget		Actual at 03/31/2015	
Grants & Scholarships					
State	\$	4,721,071	\$	5,248,384	
Federal		15,250,000		13,916,486	
Institutional		20,773,770		20,782,760	
Auxiliary and Other		3,939,652		1,276,506	
Foundation		3,500,000		3,284,405	
Private		7,500,000		6,754,930	
Subtotal Grants & Scholarships		55,684,493		51,263,471	
Loans - All Sources	\$	79,900,000	\$	68,821,350	
Total Financial Aid	\$	135,584,493	\$	120,084,821	

Figure 4. FY15 Total Financial Aid at 03/31/2015 (\$120.1 million)

State Grants & Scholarships
Federal Grants & Scholarships
Institutional Grants & Scholarships
Auxiliary and Other Grants & Scholarships
Foundation Grants & Scholarships
Private Grants & Scholarships
Loans - All Sources