

# UNIVERSITY OF NORTHERN COLORADO: FINANCIAL REPORT

## 03/31/2019

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### OVERVIEW

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**Cash (pages 2-3):** The University's cash position is \$62.4 million with \$19.0 million in centralized reserves. Cash at June 30, 2019 (fiscal year-end) is forecasted to be \$35.9 million.

**Reserves (page 4):** Reserves are currently \$19.0 million, with \$4.5 million in the University Reserve, after funding FY19 strategic investments and FY19 capital projects.

**Accounts Receivable (page 5):** The 3<sup>rd</sup> quarter net accounts receivable is \$7.9 million, which is slightly more than this time last year. The timing of receivables can vary noticeably from year to year; therefore, the most consistent benchmark is the fiscal year-end.

**Operating Budget (pages 6-8):** The FY19 3<sup>rd</sup> quarter forecast shows operating results of \$8.0 million before transfers of restricted and designated capital funds to reserves to finance future capital projects. This is \$0.9 million better than budget due to mid-year implementation of personnel and non-personnel cost savings. Details of revenues, expenditures and transfers are as follows:

- Net revenue - \$202.1 million
  - Gross tuition, fees and room & board - \$170.0 million (\$5.3 million fees and \$1.8 room & board designated for capital projects)
  - Discounting - \$39.5 million
  - State appropriations - \$42.5 million
  - Foundation support - \$11.9 million (\$1.3 million restricted for capital projects)
  - All other revenue - \$17.2 parking, athletics, theater, etc. (\$0.6 designated for capital projects)
- Personnel expenditures - \$138.4 million
- Non-personnel expenditures - \$44.7 million
- Debt payments for bonds and capital leases - \$11.0 million
- Transfer of restricted or designated capital revenue to capital reserves - \$9.0 million

**Strategic Investments Budget (page 9):** Strategic investments are multi-year commitments that are funded from operating revenues. The total forecasted FY19 cash expenditure of projects and initiatives approved in FY19 and prior years is \$3.8 million.

**Capital Projects (page 10):** The total approved active capital project budget is \$39.3 million, with \$20.4 million expended year-to-date, an estimated \$14.5 million to be expended in the remainder of FY19, and \$4.4 million to be expended in FY20. About \$7.6 million of UNC capital reserves (funded by student capital fees and a portion of auxiliary revenues) will be used for capital projects in FY19. Other capital projects funding sources include: donors, state capital appropriations, and debt proceeds.

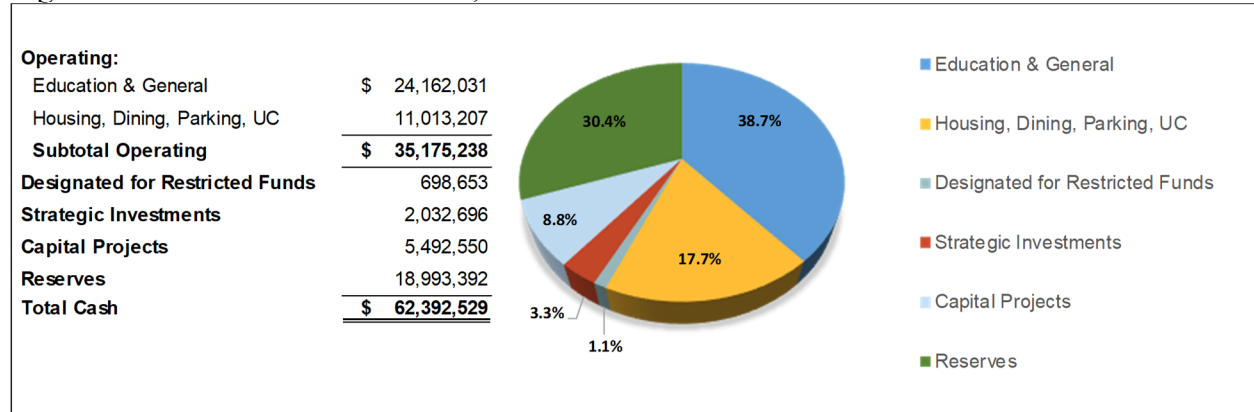
**Restricted Grants and Contracts (page 11):** Restricted grants and contracts are often multi-year awards. The estimated FY19 activity is \$6.9 million.

**Financial Aid and Foundation Support (page 12-14):** Details of external and internal financial aid (discounting) and the expected FY19 use of donor funds are provided.

## CASH

Total cash, as of March 31, 2019, is \$62.4 million. Campus Commons bond proceeds of \$7.7 million held by the University are not included in the cash balances in Figure 1.

Figure 1. Cash Balance at March 31, 2019



Operating Cash: tuition, fees, state-funding and other resources used for the education and general operations of UNC.

Designated for Restriction: funds for restricted grants and financial aid activity, which is reimbursed by external parties.

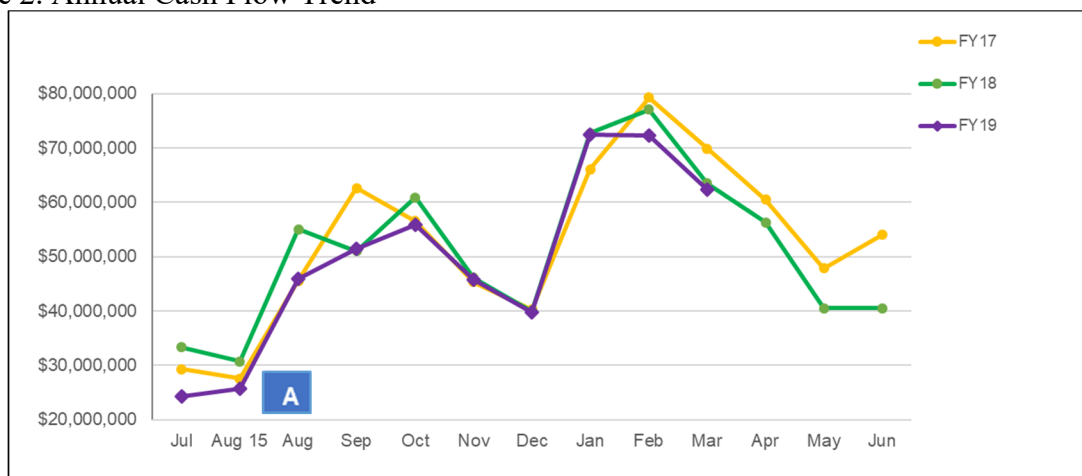
Strategic Investments: multi-year and special commitments, including grant match, accreditation, faculty startup, IT projects etc. are fully funded at the beginning of each fiscal year.

Capital Projects: institutional capital commitments are funded by a dedicated student capital fee and a part of auxiliary revenues. Like strategic investments, approved projects are fully funded at the beginning of each fiscal year.

Reserves: uncommitted cash balance, conceptually a savings account, although all institutional cash is commingled in the state treasury with daily transfers in and out of a commercial bank where deposits and disbursements are processed.

The cash flow trend is relatively consistent 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.

Figure 2. Annual Cash Flow Trend



The University's 3<sup>rd</sup> quarter cash position is \$1.1 million less than the previous year at this time, as shown in Table 1. In both FY18 and FY19, the COF and Fee-For-Service payments were received in October rather than September as in previous years.

Table 1. Overall Cash Balance

| Month  | FY15       | FY16       | FY17       | FY18       | FY19       |
|--------|------------|------------|------------|------------|------------|
| Jul    | 52,203,773 | 37,814,641 | 29,249,252 | 33,276,779 | 24,244,573 |
| Aug 15 | 48,277,445 | 39,776,437 | 27,569,804 | 30,695,963 | 25,687,881 |
| Aug    | 63,727,315 | 54,843,178 | 45,569,608 | 55,010,566 | 45,894,538 |
| Sep    | 67,633,545 | 69,407,889 | 62,576,984 | 50,974,277 | 51,418,070 |
| Oct    | 77,000,173 | 57,813,291 | 56,504,939 | 60,844,876 | 55,861,085 |
| Nov    | 67,829,386 | 57,080,941 | 45,297,668 | 46,089,205 | 45,774,234 |
| Dec    | 61,966,401 | 50,684,129 | 40,268,950 | 39,944,050 | 39,821,886 |
| Jan    | 86,298,922 | 76,476,844 | 66,080,438 | 72,704,334 | 72,484,662 |
| Feb    | 86,539,392 | 85,070,248 | 79,274,077 | 77,058,925 | 72,339,985 |
| Mar    | 79,278,071 | 67,433,066 | 69,900,428 | 63,461,732 | 62,392,529 |
| Apr    | 71,527,719 | 57,968,958 | 60,462,128 | 56,317,591 |            |
| May    | 58,214,450 | 48,614,786 | 47,864,971 | 40,532,425 |            |
| Jun    | 61,721,397 | 46,873,470 | 53,966,795 | 40,531,605 |            |

*The University also has Campus Commons bond proceeds that are not included in the cash table for comparative purposes.*

The cash forecast below is intended to give a quick summary of the projected effect of FY19 operating results, strategic investments and capital expenditures on cash. The total column may be most helpful, as it reflects the forecasted decrease in cash for FY19 of \$4.6 million, which is \$0.1 million more than budget.

Table 2. Cash - Fiscal Year End March 31, 2019 Forecast

|   | Operating      | Restricted    | Strategic Investments | Capital Projects | Reserves       | Total          |
|---|----------------|---------------|-----------------------|------------------|----------------|----------------|
| <b>Cash at 06/30/2018</b>               | <b>\$ 8.5</b>  | <b>\$ 0.1</b> | <b>\$ 1.9</b>         | <b>\$ 4.4</b>    | <b>\$ 25.6</b> | <b>\$ 40.5</b> |
| <b>FY19 Transfers</b>                   |                |               |                       |                  |                |                |
| Strategic Investments                   | -              | -             | 2.5                   | -                | (2.5)          | -              |
| Capital Projects/Small Equipment        | (7.6)          | -             | -                     | 4.7              | 2.9            | -              |
| Foundation Capital Gifts                | (1.3)          | -             | -                     | 1.3              | -              | -              |
| Perkins UNC Portion                     | 0.1            | (0.1)         | -                     | -                | -              | -              |
| Reserve Transfers July 1                | 6.2            | -             | -                     | -                | (6.2)          | -              |
| <b>Subtotal Transfers</b>               | <b>(2.6)</b>   | <b>(0.1)</b>  | <b>2.5</b>            | <b>6.0</b>       | <b>(5.8)</b>   | <b>-</b>       |
| <b>FY19 Net Cash Inflows (Outflows)</b> |                |               |                       |                  |                |                |
| Operating Results FY19                  | 8.0            | 0.6           | -                     | -                | -              | 8.6            |
| Strategic Investments                   | -              | -             | (3.8)                 | -                | -              | (3.8)          |
| Capital Cash State, Debt & Grant        | -              | (0.5)         | -                     | 25.9             | -              | 25.4           |
| Capital Projects/Small Equipment        | -              | -             | -                     | (34.8)           | -              | (34.8)         |
| <b>Subtotal Inflows (Outflows)</b>      | <b>8.0</b>     | <b>0.1</b>    | <b>(3.8)</b>          | <b>(8.9)</b>     | <b>-</b>       | <b>(4.6)</b>   |
| <b>Cash at 06/30/2019</b>               | <b>\$ 13.9</b> | <b>\$ 0.1</b> | <b>\$ 0.6</b>         | <b>\$ 1.5</b>    | <b>\$ 19.8</b> | <b>\$ 35.9</b> |

## CASH RESERVES

Cash reserves, conceptually a savings account, provides a cushion for operational contingencies, other risks, capital planning, and potential large investments.

Table 3. Cash Reserves Summary at March 31, 2019

|                                       | 06/30/2018           |       | FY19 YTD Activity     | 03/31/2019           |
|---------------------------------------|----------------------|-------|-----------------------|----------------------|
| <b>Mandatory</b>                      |                      |       |                       |                      |
| Bonded R&R                            | \$ 750,000           | a     | \$ (750,000)          | \$ -                 |
| <b>Capital</b>                        |                      |       |                       |                      |
| Student Fees, State & Smart Classroom | 7,394,960            | b,c,d | 1,601,660             | 8,996,620            |
| Auxiliary Capital Reserves            | 2,800,405            | c,d   | 90,300                | 2,890,705            |
| <b>Other</b>                          |                      |       |                       |                      |
| Risk Management                       | 2,650,000            |       | -                     | 2,650,000            |
| University Reserve                    | 11,978,596           | a,e,f | (7,522,528)           | 4,456,068            |
| <b>Total Reserves</b>                 | <b>\$ 25,573,961</b> |       | <b>\$ (6,580,568)</b> | <b>\$ 18,993,393</b> |

All reserves are funded by operating revenues. Capital reserves are funded by designated student capital fees, and designated portions of room and board, and other auxiliary revenues. Approved capital projects are fully funded from reserves at the start of the project. The risk management and University Reserve have been funded from general operating revenues. The following is an accounting of the transfers made so far in FY19 and the letters reference Table 3.

### Mandatory Reserves:

- a. Transfer \$0.8 million from Bonded R & R to the University Reserve; with the refinancing of the Series 2008 Bonds this reserve is no longer required.

Capital Reserves: Each fiscal year, student capital fees and a portion of auxiliary revenues are transferred to capital reserves. Approved capital projects are fully funded at the beginning of each year.

- b. Transfer \$5.2 million from student capital fee and LEAF fee operating cash into capital reserves.
- c. Transfer \$0.5 million from parking services operating cash and rebate revenue into capital reserves.
- d. Fund \$3.4 million in FY19 capital projects and \$0.6 million in FY19 capital equipment.

Other Reserves: At August 15, (UNC's cash low point), sufficient cash is transferred between the University Reserve and operating funds to keep a minimum operating cash balance. Strategic investments are fully funded at the beginning of the year. The risk management reserve is used to cover deductibles and pay any legal claims (but not legal expenses).

- e. Fund \$2.2 million in FY19 strategic investments.
- f. Transfer \$6.2 million from University reserve to operating cash.

## ACCOUNTS RECEIVABLE

Table 4 and Figure 3 show that the March 31, 2019, 3<sup>rd</sup> quarter balance in student accounts receivable was \$126,000 more than the previous year. In both FY18 and FY19, the COF payment was received in October rather than September, (as is typical), resulting in a higher net student accounts receivable. In FY19, the COF payment was \$7.9 million. Net student accounts receivable includes the accounting estimate for uncollectible accounts or “bad debt.”

Table 4. Student Accounts Receivable (Net)

|             | <u>FY17</u>   | <u>FY18</u>   | <u>FY19</u>   |
|-------------|---------------|---------------|---------------|
| Q1 - Sep 30 | \$ 15,904,277 | \$ 23,082,213 | \$ 24,511,314 |
| Q2 - Dec 31 | \$ 4,791,141  | \$ 4,989,072  | \$ 5,004,956  |
| Q3 - Mar 31 | \$ 8,322,159  | \$ 7,807,471  | \$ 7,933,776  |
| Q4 - Jun 30 | \$ 6,853,821  | \$ 5,752,210  | \$ -          |

Figure 3. Student Accounts Receivable (Net)

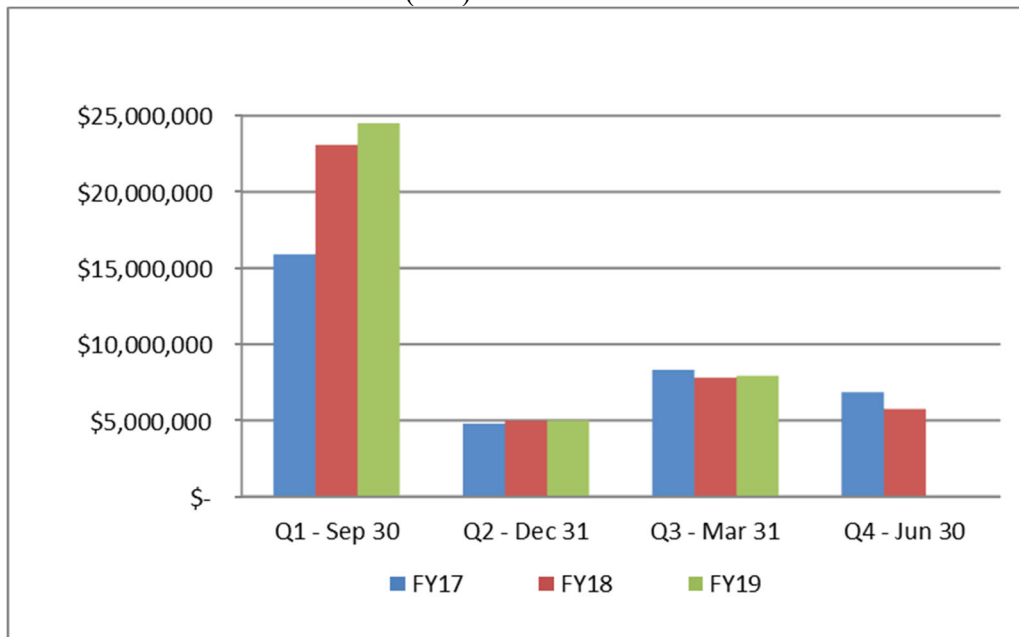


Table 5 represents accounts receivable as a percentage of tuition, fees and room and board revenue at fiscal year-end.

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

|  | <u>FY14</u>   | <u>FY15</u>   | <u>FY16</u>   | <u>FY17</u>   | <u>FY18</u>   |
|--|---------------|---------------|---------------|---------------|---------------|
| Total Student Accounts Receivable              | \$ 6,435,476  | \$ 6,120,899  | \$ 6,212,773  | \$ 6,853,281  | \$ 5,752,210  |
| Net Tuition, Fees, Room & Board                | \$114,489,682 | \$111,033,128 | \$116,043,009 | \$124,393,382 | \$129,903,365 |
| A/R as a % of Net Tuition, Fees & Room & Board | <b>5.6%</b>   | <b>5.5%</b>   | <b>5.4%</b>   | <b>5.5%</b>   | <b>4.4%</b>   |

# OPERATING BUDGET

**Operating Budget**  
**For the Quarter Ended March 31, 2019<sup>1</sup>**

|  | Notes | Original Budget       | Annual Forecast       | % of Total    | Variance fav (unfav)  | Actual at 03/31/2019  | % Actual to Budget |
|--|-------|-----------------------|-----------------------|---------------|-----------------------|-----------------------|--------------------|
| <b>REVENUES</b>                                    |       |                       |                       |               |                       |                       |                    |
| Tuition-Undergraduate Main Campus                  | 2     | \$ 79,996,337         | \$ 77,079,382         | 38.1%         | \$ (2,916,955)        | \$ 72,051,872         | 90.1%              |
| Tuition-Graduate Main Campus                       | 3     | 17,079,161            | 14,434,104            | 7.1%          | (2,645,057)           | 12,932,252            | 75.7%              |
| Tuition-Undergraduate Extended Campus              | 2     | 5,032,826             | 5,509,664             | 2.7%          | 476,838               | 3,938,114             | 78.2%              |
| Tuition-Graduate Extended Campus                   | 3     | 18,225,765            | 17,887,424            | 8.9%          | (338,341)             | 12,180,676            | 66.8%              |
| Student Fees                                       | 2/3   | 16,276,843            | 16,290,000            | 8.1%          | 13,157                | 15,018,841            | 92.3%              |
| Academic Fees - Main Campus                        | 2/3   | 6,418,857             | 6,160,359             | 3.0%          | (258,498)             | 5,687,245             | 88.6%              |
| Academic Fees - Extended Campus                    | 2/3   | 111,658               | 145,000               | 0.1%          | 33,342                | 99,087                | 88.7%              |
| Room and Board                                     | 4     | 35,342,265            | 32,518,056            | 16.1%         | (2,824,209)           | 31,988,068            | 90.5%              |
| <b>Subtotal Tuition, Fees and Room &amp; Board</b> |       | <b>178,483,712</b>    | <b>170,023,989</b>    | <b>84.1%</b>  | <b>(8,459,723)</b>    | <b>153,896,155</b>    | <b>86.2%</b>       |
| Scholarships (Institutional Discounting)           | 5     | (32,939,794)          | (29,152,253)          | -14.4%        | 3,787,541             | (28,513,411)          | 86.6%              |
| Foundation Funded Scholarships                     | 5     | (4,350,000)           | (4,405,883)           | -2.2%         | (55,883)              | (4,113,367)           | 94.6%              |
| Graduate GA/TA Waivers                             | 5     | (5,717,537)           | (4,936,000)           | -2.4%         | 781,537               | (4,935,899)           | 86.3%              |
| R & B Waivers                                      | 5     | (1,130,000)           | (1,040,000)           | -0.5%         | 90,000                | (989,504)             | 87.6%              |
| <b>Subtotal Discounting</b>                        |       | <b>(44,137,331)</b>   | <b>(39,534,136)</b>   | <b>-19.5%</b> | <b>4,603,195</b>      | <b>(38,552,181)</b>   | <b>87.3%</b>       |
| COF Resident                                       | 6     | 16,789,891            | 16,693,388            | 8.3%          | (96,503)              | 15,817,172            | 94.2%              |
| Fee For Service                                    | 6     | 25,689,034            | 25,799,339            | 12.7%         | 110,305               | 19,277,127            | 75.0%              |
| <b>Subtotal State Support</b>                      |       | <b>42,478,925</b>     | <b>42,492,727</b>     | <b>21.0%</b>  | <b>13,802</b>         | <b>35,094,299</b>     | <b>82.6%</b>       |
| Foundation Restricted Gifts for Operations         | 7     | 3,027,042             | 3,899,278             | 1.9%          | 872,236               | 3,237,550             | 107.0%             |
| Foundation Restricted Capital Gifts                | 8     | 2,247,518             | 1,958,847             | 1.0%          | (288,671)             | 1,279,941             | 56.9%              |
| Foundation Restricted Scholarships                 | 7     | 4,350,000             | 4,405,883             | 2.2%          | 55,883                | 4,113,367             | 94.6%              |
| Foundation Unrestricted (design. for scholarships) | 7     | 1,550,000             | 1,607,000             | 0.8%          | 57,000                | 1,162,500             | 75.0%              |
| <b>Subtotal Foundation Support</b>                 |       | <b>11,174,560</b>     | <b>11,871,008</b>     | <b>5.9%</b>   | <b>696,448</b>        | <b>9,793,358</b>      | <b>87.6%</b>       |
| Other Auxiliary Services                           | 9     | 7,303,273             | 6,825,986             | 3.4%          | (477,287)             | 5,190,869             | 71.1%              |
| Restricted Grant Facilities/Admin Recovery         | 9     | 600,000               | 600,000               | 0.3%          | -                     | 421,020               | 70.2%              |
| Other Revenue                                      | 9     | 7,713,686             | 8,135,783             | 4.0%          | 422,097               | 6,474,108             | 83.9%              |
| Net Non-Operating Revenues                         | 9     | 1,531,250             | 1,701,700             | 0.8%          | 170,450               | 1,325,180             | 86.5%              |
| <b>Subtotal Other Revenue</b>                      |       | <b>17,148,209</b>     | <b>17,263,469</b>     | <b>8.5%</b>   | <b>115,260</b>        | <b>13,411,177</b>     | <b>78.2%</b>       |
| <b>NET REVENUES</b>                                |       | <b>\$205,148,075</b>  | <b>\$ 202,117,057</b> | <b>100.0%</b> | <b>\$ (3,031,018)</b> | <b>\$ 173,642,807</b> | <b>84.6%</b>       |
| <b>EXPENDITURES AND DEBT PAYMENTS</b>              |       |                       |                       |               |                       |                       |                    |
| Faculty Salaries                                   | 10    | \$ 46,589,312         | \$ 47,326,000         | 24.4%         | \$ (736,688)          | \$ 36,218,585         | 77.7%              |
| Exempt Salaries                                    | 10    | 30,988,725            | 30,000,000            | 15.5%         | 988,725               | 22,577,131            | 72.9%              |
| Classified Salaries                                | 10    | 19,406,629            | 18,800,000            | 9.7%          | 606,629               | 14,190,540            | 73.1%              |
| Graduate Stipends                                  | 10    | 5,678,771             | 5,495,000             | 2.8%          | 183,771               | 4,431,337             | 78.0%              |
| Student and Other Wages                            | 10    | 6,367,157             | 5,600,000             | 2.9%          | 767,157               | 4,127,629             | 64.8%              |
| Fringe Benefits                                    | 10    | 31,534,858            | 31,201,056            | 16.0%         | 333,802               | 22,918,847            | 72.7%              |
| <b>Subtotal Personnel Expenses</b>                 |       | <b>140,565,452</b>    | <b>138,422,056</b>    | <b>71.3%</b>  | <b>2,143,396</b>      | <b>104,464,069</b>    | <b>74.3%</b>       |
| Cost of Sales                                      | 11    | 4,927,214             | 4,549,165             | 2.3%          | 378,049               | 3,637,872             | 73.8%              |
| Other Current Expenses                             | 11    | 12,605,039            | 12,307,572            | 6.4%          | 297,467               | 9,992,539             | 79.3%              |
| Purchased Services                                 | 11    | 10,389,234            | 9,616,606             | 5.0%          | 772,628               | 6,945,258             | 66.9%              |
| Supplies   | 11    | 6,367,290             | 6,246,251             | 3.2%          | 121,039               | 3,889,030             | 61.1%              |
| Cost Allocation and Recoveries                     | 11    | (898,173)             | (866,742)             | -0.5%         | (31,431)              | (699,847)             | 77.9%              |
| Utilities  | 11    | 5,562,313             | 5,396,970             | 2.8%          | 165,343               | 3,547,795             | 63.8%              |
| Travel   | 11    | 4,225,166             | 4,150,524             | 2.1%          | 74,642                | 3,124,837             | 74.0%              |
| Capital  | 11    | 2,607,842             | 3,217,981             | 1.7%          | (610,139)             | 2,640,615             | 101.3%             |
| <b>Subtotal Non-personnel Expenses</b>             |       | <b>45,785,925</b>     | <b>44,618,327</b>     | <b>23.0%</b>  | <b>1,167,598</b>      | <b>33,078,099</b>     | <b>72.2%</b>       |
| Debt Service on Bonds                              | 12    | 10,810,242            | 10,232,639            | 5.3%          | 577,603               | 7,714,446             | 71.4%              |
| Capital Lease Payment                              | 12    | 803,668               | 803,668               | 0.4%          | -                     | 538,251               | 67.0%              |
| <b>Subtotal Debt Payments</b>                      |       | <b>11,613,910</b>     | <b>11,036,307</b>     | <b>5.7%</b>   | <b>577,603</b>        | <b>8,252,697</b>      | <b>71.1%</b>       |
| <b>TOTAL EXPENDITURES AND DEBT PAYMENTS</b>        |       | <b>\$197,965,287</b>  | <b>\$ 194,076,690</b> | <b>100.0%</b> | <b>\$ 3,888,597</b>   | <b>\$ 145,794,865</b> | <b>73.6%</b>       |
| <b>OPERATING RESULTS</b>                           |       | <b>\$ 7,182,788</b>   | <b>\$ 8,040,367</b>   |               | <b>\$ 857,579</b>     | <b>\$ 27,847,942</b>  |                    |
| Transfer to Capital Budget - Foundation            | 8     | 2,247,518             | 1,342,452             |               | 905,066               | 1,279,941             |                    |
| Transfers to Capital Budget                        | 13    | 7,667,513             | 7,647,513             |               | 20,000                | 5,843,805             |                    |
| <b>OPERATING RESULTS LESS TRANSFERS</b>            |       | <b>\$ (2,732,243)</b> | <b>\$ (949,598)</b>   |               | <b>\$ 1,782,645</b>   |                       |                    |

See Explanation of Notes on page 7.

|  |                       |
|--|-----------------------|
| <b>Recap of FY19 Forecasted Cash Outflow</b> |                       |
| Operating Results (above)                    | \$ 8,040,367          |
| Strategic Investments (page 9)               | (3,843,613)           |
| Capital (page 10)                            | (8,915,141)           |
| Other (page 3)                               | 127,750               |
| <b>Total (Table 2, page 3)</b>               | <b>\$ (4,590,637)</b> |

**Notes to Third Quarter Budget to Forecast Report (page 6)**

|    |  |
|----|--|
| 1  | This report includes operating funds and restricted gift funds from the UNC Foundation. This report does not include strategic investments, internal sales, capital projects, restricted grants and contracts, or restricted financial aid.  |
| 2  | Net undergraduate tuition and fees revenue are 37% of the net operating revenue and are forecasted to be \$1.2 million over budget for FY19.   |
| 3  | Net graduate tuition and fees revenue are 14% of the net operating revenue and are forecasted to be \$2.2 million under budget for FY19.   |
| 4  | Net room and board revenues represent 15% of the net operating revenue and are forecasted to be \$3.0 million under budget for FY19.   |
| 5  | Discounting includes scholarship expense, graduate tuition waivers and room and board waivers. Total discounting is forecasted to be \$4.6 million less than budget. This is partially due to \$900 thousand more in state financial aid.  |
| 6  | State support is 21% of net operating revenue.   |
| 7  | Support from the UNC Foundation consists of capital gifts that are restricted for program support, capital, or scholarships. UNC also has an agreement with the Foundation to receive \$1.6 million in unrestricted support, which funds institutional scholarships. Total Foundation support in the operating budget is \$11.9 million, or 6% of net operating revenue.   |
| 8  | The forecast for FY19 includes \$2.0 million in capital gifts which includes \$1.2 million primarily for the Campus Commons and \$0.6 million for pianos in PVA. Foundation funded capital projects that are part of the university capital budget have a corresponding transfer out of the operating budget. Capitalizable gifts, such as the pianos, are included in the capital expense line in the operating budget. |
| 9  | Other sources of revenue comprised 9% of net operating revenue and come from parking, retail sales, athletics events, vending machines, licensing, theatre, grant administrative revenue, late fees and treasury interest. Other revenue is forecasted to be \$0.1 million more than budget.   |
| 10 | Personnel expenditures are 71% of total expenditures. Personnel expenditures are \$2.1 million under budget due to larger than budgeted vacancy savings, reduced GA/TA stipends and student & other wages.   |
| 11 | Non-personnel expenditures are 23% of total expenditures. The University is working to contain costs this year and we currently forecast being \$1.2 million under budget.   |
| 12 | Debt service and capital leases are 6% of total expenditures. The University will have \$0.5 million in cash flow savings from the refinancing of the 2008 and 2011B bond issues to the 2018A and 2018B issues.  |
| 13 | Transfers to capital budget include \$0.1 million from the facilities management capital budget, \$5.3 million from student capital fee revenue and \$2.3 million of housing, dining and parking revenue.  |



## RESIDENT AND NON-RESIDENT TUITION DETAIL

| Level                               | Budget               |                   |                      |                     |                       | Forecast             |                   |                      |                     |                       | Variance at 3/31/2019 |
|-------------------------------------|----------------------|-------------------|----------------------|---------------------|-----------------------|----------------------|-------------------|----------------------|---------------------|-----------------------|-----------------------|
| Undergrad                           | Fall                 | Interim           | Spring               | Summer              | Total                 | Fall                 | Interim           | Spring               | Summer              | Total                 | Total                 |
| Resident                            | \$ 28,317,963        | \$ 424,621        | \$ 25,240,597        | \$ 3,285,982        | \$ 57,269,163         | \$ 27,204,751        | \$ 366,461        | \$ 24,547,582        | \$ 3,517,897        | \$ 55,636,691         | \$ (1,632,472)        |
| Non-Resident                        | 5,970,331            | 57,540            | 5,209,211            | 889,371             | 12,126,453            | 5,775,955            | 82,974            | 5,240,320            | 965,128             | 12,064,377            | (62,076)              |
| WUE                                 | 5,207,771            | 62,643            | 4,697,684            | 632,623             | 10,600,721            | 4,641,152            | 77,002            | 4,108,649            | 551,511             | 9,378,314             | (1,222,407)           |
| <b>Subtotal</b>                     | <b>39,496,065</b>    | <b>544,804</b>    | <b>35,147,492</b>    | <b>4,807,976</b>    | <b>79,996,337</b>     | <b>37,621,858</b>    | <b>526,437</b>    | <b>33,896,551</b>    | <b>5,034,536</b>    | <b>77,079,382</b>     | <b>(2,916,955)</b>    |
| Extended Campus                     | 1,860,657            | 134,857           | 1,445,733            | 1,591,579           | 5,032,826             | 2,032,574            | 121,770           | 1,602,337            | 1,752,983           | 5,509,664             | 476,838               |
| <b>FY19 Total Tuition</b>           | <b>\$ 41,356,722</b> | <b>\$ 679,661</b> | <b>\$ 36,593,225</b> | <b>\$ 6,399,555</b> | <b>\$ 85,029,163</b>  | <b>\$ 39,654,432</b> | <b>\$ 648,207</b> | <b>\$ 35,498,888</b> | <b>\$ 6,787,519</b> | <b>\$ 82,589,046</b>  | <b>\$ (2,440,117)</b> |
| <b>Fees</b>                         |                      |                   |                      |                     | <b>20,781,094</b>     |                      |                   |                      |                     | <b>20,595,135</b>     | <b>(185,959)</b>      |
| <b>Subtotal: Tuition &amp; Fees</b> |                      |                   |                      |                     | <b>\$ 105,810,257</b> |                      |                   |                      |                     | <b>\$ 103,184,181</b> | <b>\$ (2,626,076)</b> |
| <b>Institutional Scholarships</b>   |                      |                   |                      |                     | <b>(32,342,794)</b>   |                      |                   |                      |                     | <b>(28,566,611)</b>   | <b>3,776,183</b>      |
| <b>Discounted Revenue</b>           |                      |                   |                      |                     | <b>\$ 73,467,463</b>  |                      |                   |                      |                     | <b>\$ 74,617,570</b>  | <b>\$ 1,150,107</b>   |
| <b>Discounting Percentage</b>       |                      |                   |                      |                     | <b>30.6%</b>          |                      |                   |                      |                     | <b>27.7%</b>          |                       |

| Graduate                            | Fall                 | Interim     | Spring               | Summer              | Total                | Fall                 | Interim     | Spring               | Summer              | Total                | Total                 |
|-------------------------------------|----------------------|-------------|----------------------|---------------------|----------------------|----------------------|-------------|----------------------|---------------------|----------------------|-----------------------|
| Resident                            | \$ 4,668,174         | \$ -        | \$ 4,437,507         | \$ 1,883,874        | \$ 10,989,555        | \$ 3,803,405         | \$ -        | \$ 3,558,728         | \$ 1,297,100        | \$ 8,659,233         | \$ (2,330,322)        |
| Non-Resident                        | 2,797,803            | -           | 2,428,379            | 547,960             | 5,774,142            | 2,718,486            | -           | 2,363,733            | 381,115             | 5,463,334            | (310,808)             |
| CSPH                                | 147,904              | -           | 127,700              | 39,860              | 315,464              | 147,904              | -           | 127,700              | 35,933              | 311,537              | (3,927)               |
| <b>Subtotal</b>                     | <b>7,613,881</b>     | <b>-</b>    | <b>6,993,586</b>     | <b>2,471,694</b>    | <b>17,079,161</b>    | <b>6,669,795</b>     | <b>-</b>    | <b>6,050,161</b>     | <b>1,714,148</b>    | <b>14,434,104</b>    | <b>(2,645,057)</b>    |
| Extended Campus                     | 6,483,444            | -           | 6,189,972            | 5,552,349           | 18,225,765           | 6,433,851            | -           | 5,875,861            | 5,577,712           | 17,887,424           | (338,341)             |
| <b>FY19 Total</b>                   | <b>\$ 14,097,325</b> | <b>\$ -</b> | <b>\$ 13,183,558</b> | <b>\$ 8,024,043</b> | <b>\$ 35,304,926</b> | <b>\$ 13,103,646</b> | <b>\$ -</b> | <b>\$ 11,926,022</b> | <b>\$ 7,291,860</b> | <b>\$ 32,321,528</b> | <b>\$ (2,983,398)</b> |
| <b>Fees</b>                         |                      |             |                      |                     | <b>2,026,264</b>     |                      |             |                      |                     | <b>2,000,224</b>     | <b>(26,040)</b>       |
| <b>Subtotal: Tuition &amp; Fees</b> |                      |             |                      |                     | <b>\$ 37,331,190</b> |                      |             |                      |                     | <b>\$ 34,321,752</b> | <b>\$ (3,009,438)</b> |
| <b>Institutional Scholarships</b>   |                      |             |                      |                     | <b>(6,314,537)</b>   |                      |             |                      |                     | <b>(5,521,642)</b>   | <b>792,895</b>        |
| <b>Discounted Revenue</b>           |                      |             |                      |                     | <b>\$ 31,016,653</b> |                      |             |                      |                     | <b>\$ 28,800,110</b> | <b>\$ (2,216,543)</b> |
| <b>Discounting Percentage</b>       |                      |             |                      |                     | <b>16.9%</b>         |                      |             |                      |                     | <b>16.1%</b>         |                       |

| Total                               | Fall                 | Interim           | Spring               | Summer               | Total                 | Fall                 | Interim           | Spring               | Summer               | Total                 | Total                 |
|-------------------------------------|----------------------|-------------------|----------------------|----------------------|-----------------------|----------------------|-------------------|----------------------|----------------------|-----------------------|-----------------------|
| Resident                            | \$ 32,986,137        | \$ 424,621        | \$ 29,678,104        | \$ 5,169,856         | \$ 68,258,718         | \$ 31,008,156        | \$ 366,461        | \$ 28,106,310        | \$ 4,814,997         | \$ 64,295,924         | \$ (3,962,794)        |
| Non-Resident                        | 8,768,134            | 57,540            | 7,637,590            | 1,437,331            | 17,900,595            | 8,494,441            | 82,974            | 7,604,053            | 1,346,243            | 17,527,711            | (372,884)             |
| WUE                                 | 5,207,771            | 62,643            | 4,697,684            | 632,623              | 10,600,721            | 4,641,152            | 77,002            | 4,108,649            | 551,511              | 9,378,314             | (1,222,407)           |
| CSPH                                | 147,904              | -                 | 127,700              | 39,860               | 315,464               | 147,904              | -                 | 127,700              | 35,933               | 311,537               | (3,927)               |
| <b>Subtotal</b>                     | <b>47,109,946</b>    | <b>544,804</b>    | <b>42,141,078</b>    | <b>7,279,670</b>     | <b>97,075,498</b>     | <b>44,291,653</b>    | <b>526,437</b>    | <b>39,946,712</b>    | <b>6,748,684</b>     | <b>91,513,486</b>     | <b>(5,562,012)</b>    |
| Extended Campus                     | 8,344,101            | 134,857           | 7,635,705            | 7,143,928            | 23,258,591            | 8,466,425            | 121,770           | 7,478,198            | 7,330,695            | 23,397,088            | 138,497               |
| <b>FY19 Total</b>                   | <b>\$ 55,454,047</b> | <b>\$ 679,661</b> | <b>\$ 49,776,783</b> | <b>\$ 14,423,598</b> | <b>\$ 120,334,089</b> | <b>\$ 52,758,078</b> | <b>\$ 648,207</b> | <b>\$ 47,424,910</b> | <b>\$ 14,079,379</b> | <b>\$ 114,910,574</b> | <b>\$ (5,423,515)</b> |
| <b>Fees</b>                         |                      |                   |                      |                      | <b>22,807,358</b>     |                      |                   |                      |                      | <b>22,595,359</b>     | <b>(211,999)</b>      |
| <b>Subtotal: Tuition &amp; Fees</b> |                      |                   |                      |                      | <b>\$ 143,141,447</b> |                      |                   |                      |                      | <b>\$ 137,505,933</b> | <b>\$ (5,635,514)</b> |
| <b>Institutional Scholarships</b>   |                      |                   |                      |                      | <b>(38,657,331)</b>   |                      |                   |                      |                      | <b>(34,088,253)</b>   | <b>4,569,078</b>      |
| <b>Discounted Revenue</b>           |                      |                   |                      |                      | <b>\$ 104,484,116</b> |                      |                   |                      |                      | <b>\$ 103,417,680</b> | <b>\$ (1,066,436)</b> |



## STRATEGIC INVESTMENTS BUDGET

For the Quarter Ended March 31, 2019

### Strategic Investment Cash

|  |                     |
|--|---------------------|
| Unexpended balances committed to FY19                      | \$ 1,355,999        |
| Cash Transferred from University Reserve                   | 2,234,403           |
| Cash from NCAA Endowment Distribution                      | 515,425             |
| <b>Total Cash in Strategic Investments at July 1, 2018</b> | <b>\$ 4,105,827</b> |
| Accounts Payable from FY18 paid in FY19                    | -                   |
| Accounts Payable in FY19                                   | 85,937              |
| Cash transfers to Nursing Scholarship                      | (26,423)            |
| Prepaid Expenses   | (81,250)            |
| Extended Campus Online Fees - Fall 2018                    | 169,170             |
| Year to date FY19 expenditures                             | (2,220,565)         |
| <b>Cash in Strategic Investments at March 31, 2019</b>     | <b>\$ 2,032,696</b> |

|   | Total<br>FY19 Budget | Annual<br>Forecast  | Variance<br>fav (unfav) | Actual<br>Expenditures<br>at 03/31/2019 |
|---|----------------------|---------------------|-------------------------|---|
| <b>Multiyear Commitments</b>                            |                      |                     |                         |   |
| Enrollment and Pricing                                  | \$ 75,000            | \$ 713,210          | \$ (638,210)            | \$ 379,110                              |
| Equity and Diversity                                    | 62,276               | 68,360              | (6,084)                 | 57,430                                  |
| <b>Integrated Student Support Plans</b>                 |                      |                     |                         |   |
| Student Success Collaborative                           | 210,000              | 210,000             | -                       | 204,041                                 |
| Student Food Insecurity Project                         | 40,000               | 40,000              | -                       | 36,605                                  |
| LEAP  | 63,382               | 19,457              | 43,925                  | 4,457                                   |
| <b>Subtotal Integrated Student Support Plans</b>        | <b>\$ 313,382</b>    | <b>\$ 269,457</b>   | <b>\$ 43,925</b>        | <b>\$ 245,103</b>                       |
| <b>Academic Portfolio</b>                               |                      |                     |                         |   |
| Accreditation   | 150,000              | 150,000             | -                       | 101,972                                 |
| Program Review & Assessment                             | 50,000               | 29,117              | 20,883                  | 8,996                                   |
| <b>Subtotal Academic Portfolio</b>                      | <b>\$ 200,000</b>    | <b>\$ 179,117</b>   | <b>\$ 20,883</b>        | <b>\$ 110,968</b>                       |
| <b>Research Scholarship and Creative Works</b>          |                      |                     |                         |   |
| Grant Match Funds                                       | 375,000              | 383,341             | (8,341)                 | 273,571                                 |
| Faculty Start-Up Packages                               | 400,000              | 415,904             | (15,904)                | 273,771                                 |
| Faculty Awards & Development                            | 262,804              | 291,744             | (28,940)                | 156,700                                 |
| UNC Cancer Rehabilitation Institute                     | 32,136               | 19,084              | 13,052                  | 8,584                                   |
| Center for Inclusion in STEM                            | -                    | 21,962              | (21,962)                | 300                                     |
| RSCW Faculty Reassign Program                           | 120,000              | 59,866              | 60,134                  | 28,108                                  |
| Unrestricted Research Incentive                         | 483,674              | 478,893             | 4,781                   | 269,255                                 |
| <b>Subtotal Research Scholarship and Creative Works</b> | <b>\$ 1,673,614</b>  | <b>\$ 1,670,794</b> | <b>\$ 2,820</b>         | <b>\$ 1,010,289</b>                     |
| <b>Total Core Plan Investments</b>                      | <b>\$ 2,324,272</b>  | <b>\$ 2,900,938</b> | <b>\$ (576,666)</b>     | <b>\$ 1,802,900</b>                     |
| <b>Support Plan Investments</b>                         |                      |                     |                         |   |
| Information Management Plan                             | 300,000              | 275,000             | 25,000                  | 119,625                                 |
| <b>Total Support Plan Investments</b>                   | <b>\$ 300,000</b>    | <b>\$ 275,000</b>   | <b>\$ 25,000</b>        | <b>\$ 119,625</b>                       |
| <b>Other Strategic Investments</b>                      |                      |                     |                         |   |
| Emergency Management                                    | 2,000                | -                   | 2,000                   | -                                       |
| Emerging University Priorities                          | 125,000              | 105,000             | 20,000                  | (19,416)                                |
| Athletics NCAA Distribution                             | 100,000              | 104,300             | (4,300)                 | 77,152                                  |
| Campus Commons  | 25,000               | 25,000              | -                       | -                                       |
| Innovation - Online Course Development                  | 450,000              | 433,375             | 16,625                  | 240,304                                 |
| <b>Total Other Strategic Investments</b>                | <b>\$ 702,000</b>    | <b>\$ 667,675</b>   | <b>\$ 34,325</b>        | <b>\$ 298,040</b>                       |
| <b>Grand Total</b>                                      | <b>\$ 3,326,272</b>  | <b>\$ 3,843,613</b> | <b>\$ (517,341)</b>     | <b>\$ 2,220,565</b>                     |

## CAPITAL PROJECTS

|  | Board<br>Approved<br>Budget<br>June, 2018 | Committed<br>Projects at<br>3/31/2019 | Expended<br>FY19     | Remaining<br>To be<br>Expended<br>FY19 | To be Expended<br>FY20 |
|--|---|---------------------------------------|----------------------|--|------------------------|
| <b>A. Fiscal Year 2018-19 New Projects</b>                     | (1)                                       | (2)                                   |                      |  |                        |
| <b>General Fund</b>  |   |                                       |                      |  |                        |
| FY19 projects with budgets less than \$200,000                 | \$ 1,253,014                              | \$ 1,268,665                          | \$ 526,251           | \$ 345,170                             | \$ 397,244             |
| Arts Annex silica dust capture system (Phase II)               | 250,000                                   | 193,467                               | 193,467              | -                                      | -                      |
| Cogen renovation (Phase II)                                    | 500,000                                   | 500,000                               | 264,163              | 5,837                                  | 230,000                |
| Heating Plant underground storage tank replacement             | 450,000                                   | 448,100                               | 179,067              | 269,033                                | -                      |
| Fire sprinkler completion funds                                | 500,000                                   | 500,000                               | -                    | 500,000                                | -                      |
| <b>Subtotal General Funded Projects</b>                        | <b>2,953,014</b>                          | <b>2,910,232</b>                      | <b>1,162,948</b>     | <b>1,120,040</b>                       | <b>627,244</b>         |
| <b>Housing, Dining, Extended Studies, Student Fees</b>         |   |                                       |                      |  |                        |
| FY19 projects with budgets less than \$200,000                 | 423,000                                   | 516,766                               | 209,401              | 207,365                                | 100,000                |
| <b>Subtotal Auxiliary and Other Funded Projects</b>            | <b>423,000</b>                            | <b>516,766</b>                        | <b>209,401</b>       | <b>207,365</b>                         | <b>100,000</b>         |
| <b>Restricted Capital Gifts and Grants</b>                     |   |                                       |                      |  |                        |
| Connect rooms 1533/1630 for Biology research space             | 52,026                                    | 52,026                                | -                    | 52,026                                 | -                      |
| Add electrical for Physics/Astronomy laser                     | 8,269                                     | 5,874                                 | 5,874                | -                                      | -                      |
| Convert Athletics standard streaming video to HD               | 130,000                                   | -                                     | -                    | -                                      | -                      |
| Parsons rooftop solar project <sup>3</sup>                     | -   | 550,000                               | 3,694                | 296,306                                | 250,000                |
| Kepner 0060 renovation   | -   | 55,814                                | 32,507               | 23,307                                 | -                      |
| Jaccaud Garage Renovation                                      | -   | 41,000                                | -                    | 41,000                                 | -                      |
| <b>Subtotal Restricted Capital Gifts and Grants</b>            | <b>190,295</b>                            | <b>704,714</b>                        | <b>42,075</b>        | <b>412,639</b>                         | <b>250,000</b>         |
| <b>State Capital Appropriations</b>                            |   |                                       |                      |  |                        |
| Fire sprinkler upgrade-Gunter (Phase II) (COP)                 | 863,187                                   | 863,187                               | -                    | -                                      | 863,187                |
| <b>Subtotal State Capital Appropriations</b>                   | <b>863,187</b>                            | <b>863,187</b>                        | <b>-</b>             | <b>-</b>                               | <b>863,187</b>         |
| <b>Equipment</b>   | <b>484,623</b>                            | <b>627,289</b>                        | <b>497,659</b>       | <b>79,630</b>                          | <b>50,000</b>          |
| <b>Total Fiscal Year 2018-19 New Projects</b>                  | <b>\$ 4,914,119</b>                       | <b>\$ 5,622,188</b>                   | <b>\$ 1,912,083</b>  | <b>\$ 1,819,674</b>                    | <b>\$ 1,890,431</b>    |
| <b>B. Fiscal Year 2017-18 Projects in Progress</b>             |   |                                       |                      |  |                        |
| <b>General Fund</b>  |   |                                       |                      |  |                        |
| FY18 projects with budgets less than \$200,000                 | \$ 455,000                                | \$ 410,556                            | \$ 270,153           | \$ 126,353                             | \$ 14,050              |
| Arts Annex silica dust capture system (Phase I)                | -   | 27,164                                | 27,164               | -                                      | -                      |
| Cogen renovation (Phase I)                                     | 102,000                                   | 59,731                                | 59,731               | -                                      | -                      |
| <b>Subtotal General Funded Projects</b>                        | <b>557,000</b>                            | <b>497,451</b>                        | <b>357,048</b>       | <b>126,353</b>                         | <b>14,050</b>          |
| <b>Housing, Dining, Extended Studies, Student Fees</b>         |   |                                       |                      |  |                        |
| FY18 projects with budgets less than \$200,000                 | 170,455                                   | 307,760                               | 171,810              | 135,950                                | -                      |
| Residence halls carpet and paint (\$4.7M total)                | 335,400                                   | 335,349                               | 9,718                | 325,631                                | -                      |
| Parking Lot "L" reconstruction Phase I & II                    | 526,000                                   | 764,781                               | 736,515              | 28,266                                 | -                      |
| Arlington wireless upgrades                                    | 84,000                                    | 76,027                                | 76,027               | -                                      | -                      |
| <b>Subtotal Auxiliary and Other Funded Projects</b>            | <b>1,115,855</b>                          | <b>1,483,917</b>                      | <b>994,070</b>       | <b>489,847</b>                         | <b>-</b>               |
| <b>Debt Funded Capital Projects</b>                            |   |                                       |                      |  |                        |
| Energy performance contract                                    | 178,000                                   | 131,984                               | -                    | 31,984                                 | 100,000                |
| <b>Subtotal Restricted Capital Grants/Gifts</b>                | <b>178,000</b>                            | <b>131,984</b>                        | <b>-</b>             | <b>31,984</b>                          | <b>100,000</b>         |
| <b>State Capital Appropriations</b>                            |   |                                       |                      |  |                        |
| Fire sprinkler upgrade-McKee                                   | 491,131                                   | 309,812                               | 198,183              | 111,629                                | -                      |
| Fire sprinklers Phase III of III                               | 450,923                                   | 748,570                               | 842,892              | (94,322)                               | -                      |
| Wireless & network upgrade                                     | -   | 14,733                                | -                    | 14,733                                 | -                      |
| Butler Hancock pool AHU replacement (COP)                      | 937,268                                   | 937,268                               | -                    | 17,268                                 | 920,000                |
| Frasier tunnel piping replacement & abatement (COP)            | 339,146                                   | 339,146                               | 2,170                | 167,403                                | 169,573                |
| Fire sprinkler upgrade-Frasier (Phase I)                       | 1,611,931                                 | 1,611,931                             | 67,418               | 232,582                                | 1,311,931              |
| <b>Subtotal State Capital Appropriations</b>                   | <b>3,830,399</b>                          | <b>3,961,460</b>                      | <b>1,110,663</b>     | <b>449,293</b>                         | <b>2,401,504</b>       |
| <b>Campus Commons (multi-year)</b>                             |   |                                       |                      |  |                        |
| State Capital Appropriation and Debt Funding                   | 19,661,866                                | 23,879,879                            | 14,668,738           | 9,211,141                              | -                      |
| Capital Gifts from Foundation and Bridge Funding               | 3,388,678                                 | 3,388,678                             | 1,194,820            | 2,193,858                              | -                      |
| <b>Subtotal Campus Commons (multi-year)</b>                    | <b>23,050,544</b>                         | <b>27,268,557</b>                     | <b>15,863,558</b>    | <b>11,404,999</b>                      | <b>-</b>               |
| <b>Equipment</b>   | <b>80,000</b>                             | <b>120,404</b>                        | <b>120,404</b>       | <b>-</b>                               | <b>-</b>               |
| <b>Total Fiscal Year 2017-18 Projects in Progress</b>          | <b>\$ 28,811,798</b>                      | <b>\$ 33,463,773</b>                  | <b>\$ 18,445,743</b> | <b>\$ 12,502,476</b>                   | <b>\$ 2,515,554</b>    |
| <b>C. Fiscal Year 2019-20 Projects Expended Before 6/30/19</b> | <b>\$ -</b>                               | <b>\$ 175,000</b>                     | <b>\$ -</b>          | <b>\$ 175,000</b>                      | <b>\$ -</b>            |
| <b>Total Capital Projects</b>                                  | <b>\$ 33,725,917</b>                      | <b>\$ 39,260,961</b>                  | <b>\$ 20,357,826</b> | <b>\$ 14,497,150</b>                   | <b>\$ 4,405,985</b>    |

(1) Board Approved Budget includes (A) new FY19 project commitments and (B) estimated remaining expenditures on FY18 projects.

(2) Committed projects at 3/31/2019 includes (A) new FY19 projects commitments +/- project changes (B) actual remaining commitments to complete FY18 projects at 3/31/2019 and (C) early start FY20 projects.

(3) The Parsons rooftop solar project is being funded via a \$500K State Grant, \$20K from LEAF & \$30K from the Rebate Capital Reserve.

## RESTRICTED GRANTS AND CONTRACTS

### Budget to Actual

For the Quarter Ended March 31, 2019

|  | <u>Original<br/>Budget</u> | <u>Actual at<br/>3/31/2019</u> |
|--|----------------------------|--------------------------------|
| <b>REVENUE</b>                             |                            |                                |
| Federal Grants                             | \$ 4,400,000               | \$ 3,298,928                   |
| State and Local Grants                     | 1,097,000                  | 564,595                        |
| Other Private Grants                       | 197,000                    | 807,459                        |
| UNC Foundation Grants                      | 1,201,000                  | 537,177                        |
| <b>TOTAL REVENUE</b>                       | <b>\$ 6,895,000</b>        | <b>\$ 5,208,159</b>            |
| <b>EXPENSES/TRANSFERS</b>                  |                            |                                |
| <b>Personnel Expenses</b>                  |                            |                                |
| Faculty Salaries                           | \$ 1,108,000               | \$ 722,224                     |
| Administrative Exempt Salaries             | 1,277,000                  | 886,474                        |
| Graduate Teaching Assistants               | 159,000                    | 133,409                        |
| GA/TA/GRA Tuition Scholarships             | 96,000                     | 49,236                         |
| Classified Salaries                        | 6,000                      | 3,369                          |
| Student Wages                              | 167,000                    | 149,730                        |
| Other Wages/Compensations                  | 134,000                    | 69,374                         |
| Fringe Benefits                            | 738,000                    | 505,584                        |
| <b>Subtotal Personnel Expenses</b>         | <b>\$ 3,685,000</b>        | <b>\$ 2,519,400</b>            |
| <b>Non-Personnel Expenses</b>              |                            |                                |
| Other Current Expenses                     | \$ 215,000                 | \$ 192,247                     |
| Purchased Services                         | 675,000                    | 423,907                        |
| Supplies                                   | 158,000                    | 136,056                        |
| Cost Allocation & Utilities                | -                          | 12,750                         |
| Grant Facility and Administrative Recovery | 534,000                    | 382,793                        |
| Scholarships                               | 1,401,000                  | 887,570                        |
| Travel                                     | 220,000                    | 146,336                        |
| Capital                                    | 7,000                      | 7,599                          |
| <b>Subtotal Non-Personnel Expenses</b>     | <b>\$ 3,210,000</b>        | <b>\$ 2,189,259</b>            |
| NonMandatory Transfer In - Budgeted        | -                          | (500)                          |
| NonMandatory Transfer Out - Projects       | -                          | 500,000                        |
| <b>Subtotal Transfer</b>                   | <b>\$ -</b>                | <b>\$ 499,500</b>              |
| <b>TOTAL EXPENSES/TRANSFERS</b>            | <b>\$ 6,895,000</b>        | <b>\$ 5,208,159</b>            |
| <b>REVENUE LESS EXPENSES/TRANSFERS</b>     | <b>\$ -</b>                | <b>\$ -</b>                    |

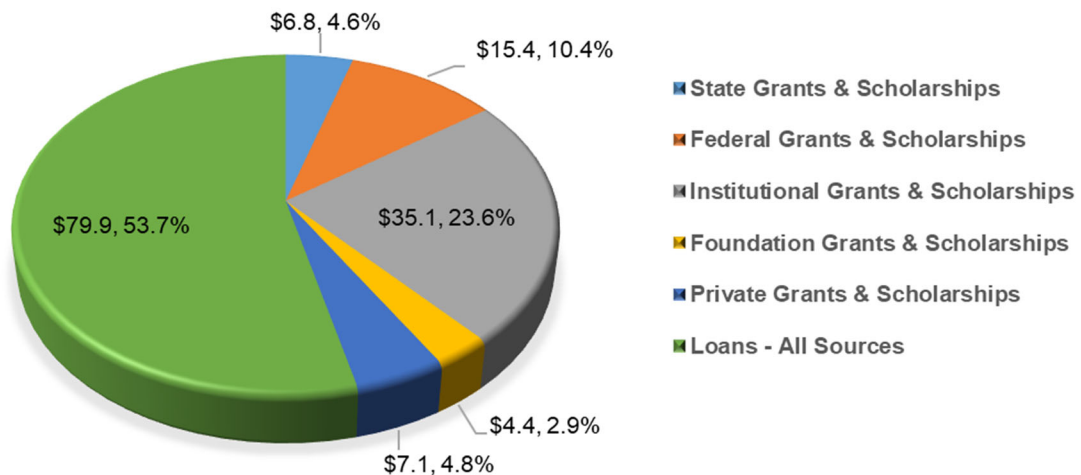
## FINANCIAL AID

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 FY19 budget (aid expected to be paid when the budget was developed) and the FY19 forecast (aid expected to be paid in FY19). Figure 4 shows the allocation of the forecasted financial aid by source. Approximately 70% of total financial aid is used to pay student bills, while 30% is “refunded” to the students for living expenses and books.

Table 6. FY19 Total Financial Aid by Source and Type - Undergraduate and Graduate

| Aid Type and Source                          | FY19<br>Budget        | FY19<br>Forecast      |
|--|-----------------------|-----------------------|
| Grants & Scholarships                        |                       |                       |
| State  | \$ 7,145,259          | \$ 6,792,891          |
| Federal                                      | 14,958,911            | 15,393,406            |
| UG Institutional <sup>(a)</sup>              | 32,342,794            | 28,566,611            |
| UG Room & Board Waivers <sup>(a)</sup>       | 1,130,000             | 1,040,000             |
| GR Institutional <sup>(a)</sup>              | 6,314,537             | 5,521,642             |
| UNC Foundation (UG & GR) <sup>(b)</sup>      | 4,350,000             | 4,405,883             |
| Private                                      | 6,910,897             | 7,085,622             |
| <b>Subtotal Grants &amp; Scholarships</b>    | <b>\$ 73,152,398</b>  | <b>\$ 68,806,055</b>  |
| Loans-All Sources                            | 85,989,400            | 79,935,698            |
| <b>Total Financial Aid</b>                   | <b>\$ 159,141,798</b> | <b>\$ 148,741,753</b> |
| <i>(a) Total Institutional Aid</i>           | <i>\$ 39,787,331</i>  | <i>\$ 35,128,253</i>  |
| <i>(b) UNC Foundation</i>                    | <i>4,350,000</i>      | <i>4,405,883</i>      |
| <i>Total Discounting on Operating Budget</i> | <i>\$ 44,137,331</i>  | <i>\$ 39,534,136</i>  |

Figure 4. FY19 Financial Aid Forecast at 03/31/2019 (\$148.7 million)



Our institutional discount rate demonstrates the financial impact on UNC of offering institutional revenue we use for scholarships and waivers. Table 7 shows the undergraduate discount rate.

Table 7. Undergraduate Tuition and Fee Discounting

|  | FY16<br>Actual       | FY17<br>Actual       | FY18<br>Actual       | FY19<br>Budget       | FY19<br>Forecast     |
|--|----------------------|----------------------|----------------------|----------------------|----------------------|
| Undergraduate Tuition & Fees (Main & Extended) | \$ 86,409,555        | \$ 95,389,717        | \$ 101,150,529       | \$ 105,810,257       | \$ 103,184,181       |
| Institutional Grants and Scholarships          | (18,551,234)         | (23,449,422)         | (30,294,507)         | (32,342,794)         | (28,566,611)         |
| <b>Discounted Revenue</b>                      | <b>\$ 67,858,321</b> | <b>\$ 71,940,295</b> | <b>\$ 70,856,022</b> | <b>\$ 73,467,463</b> | <b>\$ 74,617,570</b> |
| Discount Percent                               | 21.5%                | 24.6%                | 29.9%                | 30.6%                | 27.7%                |
| Net Tuition Revenue Per FTE                    | \$ 8,007             | \$ 8,313             | \$ 8,168             | \$ 8,535             | \$ 8,768             |

Institutionally funded financial aid for graduate students includes tuition and fee waivers and stipends for students who are awarded teaching, research, or administrative assistantships, as well as a limited number of scholarships. Only tuition and fee waivers and scholarships are included in graduate discounting calculations; stipends are budgeted as personnel expense for teaching, conducting research, or performing administrative tasks. Table 8 shows the graduate discount rate.

Table 8. Graduate Tuition and Fee Discounting

|   | FY16<br>Actual       | FY17<br>Actual       | FY18<br>Actual       | FY19<br>Budget       | FY19<br>Forecast     |
|---|----------------------|----------------------|----------------------|----------------------|----------------------|
| Graduate Tuition & Fees (Main & Extended) | \$ 28,197,639        | \$ 32,236,827        | \$ 34,376,812        | \$ 37,331,190        | \$ 34,321,752        |
| Institutional Scholarships and Waivers    | (4,661,415)          | (5,448,197)          | (5,856,525)          | (6,314,537)          | (5,521,642)          |
| <b>Discounted Revenue</b>                 | <b>\$ 23,536,224</b> | <b>\$ 26,788,630</b> | <b>\$ 28,520,287</b> | <b>\$ 31,016,653</b> | <b>\$ 28,800,110</b> |
| Discount Percent                          | 16.5%                | 16.9%                | 17.0%                | 16.9%                | 16.1%                |
| Net Tuition Revenue Per FTE               | \$ 12,374            | \$ 12,873            | \$ 12,581            | \$ 12,917            | \$ 13,015            |

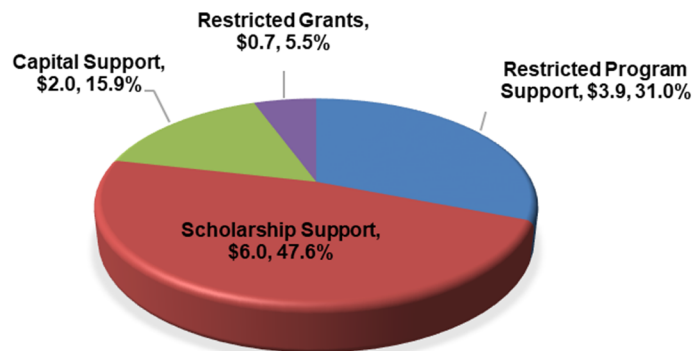
Table 9 shows the room and board discount rate.

Table 9. Room and Board Discounting

|                                     | FY16<br>Actual       | FY17<br>Actual       | FY18<br>Actual       | FY19<br>Budget       | FY19<br>Forecast     |
|-------------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Undergraduate Room & Board Revenue  | \$ 31,851,176        | \$ 33,324,849        | \$ 34,160,857        | \$ 35,342,265        | \$ 32,298,681        |
| Room & Board Waivers & Scholarships | (1,104,576)          | (1,115,924)          | (1,147,811)          | (1,130,000)          | (1,040,000)          |
| <b>Discounted Revenue</b>           | <b>\$ 30,746,600</b> | <b>\$ 32,208,925</b> | <b>\$ 33,013,046</b> | <b>\$ 34,212,265</b> | <b>\$ 31,258,681</b> |
| Discount Percent                    | 3.5%                 | 3.3%                 | 3.4%                 | 3.2%                 | 3.2%                 |

## FOUNDATION SUPPORT EXPENDED\*

**\$12.6 Million**



|   | FY19<br>Budget       | FY19<br>Forecast     | Variance            |
|---|----------------------|----------------------|---------------------|
| <b>Restricted Program Support</b>       |                      |                      |                     |
| Athletics                               | \$ 482,125           | \$ 727,035           | \$ 244,910          |
| Provost                                 | 5,200                | 5,000                | (200)               |
| Library                                 | 359,860              | 284,423              | (75,437)            |
| EBS                                     | 308,040              | 322,421              | 14,381              |
| HSS                                     | 161,944              | 332,144              | 170,200             |
| MCB                                     | 751,394              | 1,032,338            | 280,944             |
| NHS                                     | 156,069              | 144,360              | (11,709)            |
| PVA                                     | 165,364              | 459,435              | 294,071             |
| Stryker Institute                       | 275,876              | 261,564              | (14,312)            |
| Tointon Institute                       | 228,425              | 204,170              | (24,255)            |
| Other                                   | 132,745              | 126,388              | (6,357)             |
| <b>Total Restricted Program Support</b> | <b>\$ 3,027,042</b>  | <b>\$ 3,899,278</b>  | <b>\$ 872,236</b>   |
| <b>Scholarships</b>                     |                      |                      |                     |
| Institutional Scholarship Support       | 1,550,000            | 1,607,000            | 57,000              |
| Restricted Scholarships                 |                      |                      |                     |
| Named and Endowed Scholarships          | 3,575,000            | 3,863,279            | 288,279             |
| Athletics Scholarships                  | 500,000              | 326,604              | (173,396)           |
| Greeley Promise & Other Scholarships    | 275,000              | 216,000              | (59,000)            |
| <b>Total Scholarship Support</b>        | <b>\$ 5,900,000</b>  | <b>\$ 6,012,883</b>  | <b>\$ 112,883</b>   |
| <b>Capital Support</b>                  |                      |                      |                     |
| Campus Commons                          | 2,037,223            | 1,167,738            | (869,485)           |
| NHS                                     | 60,295               | 60,295               |                     |
| Athletics                               | 130,000              | -                    | (130,000)           |
| PVA Pianos                              | -                    | 614,000              | 614,000             |
| PVA Gray Hall                           | 20,000               | 20,000               | -                   |
| Jaccaud Garage Renovation               | -                    | 41,000               | 41,000              |
| MCB Kepner 0060 Renovation              | -                    | 55,814               | 55,814              |
| <b>Total Capital Support</b>            | <b>\$ 2,247,518</b>  | <b>\$ 1,958,847</b>  | <b>\$ (288,671)</b> |
| <b>Grants</b>                           |                      |                      |                     |
| Daniels Fund                            | 149,000              | 258,446              | 109,446             |
| Frontiers of Science                    | 155,000              | 126,653              | (28,347)            |
| Healthy Schools Professional Developme  | 630,000              | 326,772              | (303,228)           |
| Grants under \$100,000                  | 267,000              | 13,095               | (253,905)           |
| <b>Total Grants Support</b>             | <b>\$ 1,201,000</b>  | <b>\$ 724,966</b>    | <b>\$ (476,034)</b> |
| <b>Total Foundation Support</b>         | <b>\$ 12,375,560</b> | <b>\$ 12,595,974</b> | <b>\$ 220,414</b>   |

\* Reflects the forecast for funds that will be transferred to UNC and used in the current year. It does not reflect funds raised.