

FY21

Financial Report Quarter 3 Ended 03/31/2021



Executive Summary

UNC has been resilient and responsive to the significant challenges that the COVID-19 pandemic continues to present. The initial financial outlook for the FY21 budget projected the use of \$6.0 million of Operating Reserves, in addition to the implemented cost-savings initiatives of \$17.3 million, in order to offset the shortfall in revenues. The previous forecast, at the end of Quarter 2, projected the use of only \$2.6 million of reserves with further reductions in projected expenses. This forecast, including actual results through Quarter 3, has been updated to reflect the most recent assumptions and forecasts an inflow of \$3.3 million, an improvement of \$5.9 million.

On December 27, 2020, the Coronavirus Response and Relief Supplemental Appropriations Act (CRRSAA) was signed into law and additional funding was allocated for Higher Education Emergency Relief Fund (HEERF II). The CRRSAA HEERF II funding to UNC was \$12.6 million, with \$3.8 million provided directly to students, and the remaining \$8.8 million to the institution. The HEERF II funding was only included as footnote in the previous quarterly forecast. In Quarter 3, the planned usage of the additional funding has been mapped out with \$3.1 million being realized as revenue and spent in FY21 with the remaining \$5.7 million to be allocated to FY22.

The FY21 forecasted expenditures have been reduced substantially in this update for a total reduction of \$6.2 million from the budget. The extended decrease in campus activity, mix of inperson and remote services, and travel restrictions for most of the fiscal year have all contributed to the additional expense savings. Including additional adjustments anticipated for Balance Sheet Timing changes, the net impact of year-to-date changes presents a total improvement of \$9.3 million compared to budget for a projected Operating Surplus of \$3.3 million.

The University's cash position is projected to be at \$55.3 million at fiscal year-end, \$12.8 million more than the FY19 ending cash position of \$42.5 million. The cash position is continuing to improve as a result of the institution's ongoing commitment to strengthening the budget prior to, and in spite of, the impacts of the pandemic and that work must continue in order to improve UNC's liquidity and ensure financial stability as we look to the future.

Cash

Total cash, as of March 31, 2021, was \$81.2 million, with \$21.1 million in uncommitted cash. In May 2020, the University received \$24.9 million in CARES CRF funding as a lump sum payment, as opposed to a normal monthly distribution from the state, resulting in a temporarily elevated cash position. Including the CARES CRF funding, we have already received 90% of our combined federal plus state funds in cash as compared to a normal year in which would have received approximately 80% of state funds by this time, resulting in an excess position of approximately \$4.1 million. Campus Commons bond proceeds of \$1.4 million held by the University are not included in the cash tables below. Cash is projected to be \$55.3 million on June 30, 2021 as shown in Table 1.

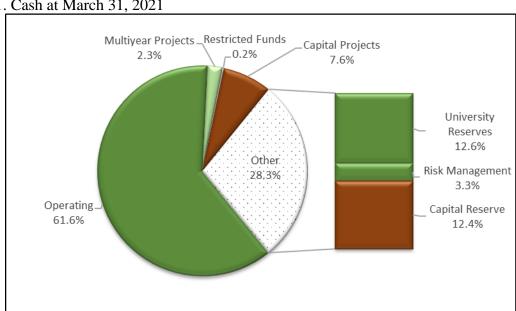


Figure 1. Cash at March 31, 2021

Table 1. Committed and Uncommitted Cash

| | FY19 | FY20 | FY21 Pro | ojec | tions | | |
|----------------------------------|------------------|------------------|-------------------|------|-----------------|----|-------------------------|
| | End 06/30/19 | End 06/30/20 | Begin 07/01/20 | | End 06/30/21 | F | Y21 Actuals 03/31/21 |
| Committed Cash | | | | | | | |
| Operating Budget ⁽¹⁾ | \$ 19,598,353 | \$ 20,832,081 | \$ 20,832,081 | \$ | 24,090,957 | \$ | 51,868,600 |
| Capital Projects | 3,299,796 | 3,457,177 | 7,480,480 | | 3,851,703 | | 8,004,275 |
| Restricted Funds | | | | | | | |
| CARES Act Funding ⁽²⁾ | - | 24,487,707 | 24,487,707 | | - | | (505,264) |
| Other Restricted Funds | 1,054,666 | 329,824 | 329,824 | | 195,984 | | 702,235 |
| Sub-total Committed Cash | 23,952,815 | 49,106,789 | 53,130,092 | | 28,138,644 | \$ | 60,069,846 |
| Reserves | | | | | | | |
| Operating Reserve | 6,296,067 | 12,931,476 | 12,931,476 | | 12,931,476 | | 12,931,476 |
| Capital Reserves | 12,238,454 | 12,724,039 | 8,700,736 | | 14,247,497 | | 8,183,244 |
| Restricted Reserves | - | - | - | | - | | - |
| Sub-total Reserves | 18,534,521 | 25,655,515 | 21,632,212 | | 27,178,973 | \$ | 21,114,720 |
| Cash at 06/30 ⁽³⁾ | \$ 42,487,336 | \$ 74,762,304 | \$ 74,762,304 | \$ | 55,317,617 | \$ | 81,184,566 |

⁽¹⁾ Operating cash is essentially depleted at the August 15th cash low point each year.

⁽²⁾ The value of CARES Act Funding shown is net of expenditures and related balances from FY20.

⁽³⁾ UNC's cash low point at August 15th is typically \$15-\$20M less than cash at June 30th.

Cash

The cash flow trend is relatively consistent as shown in Figure 2 until May 2020 when the \$24.9 million in CARES CRF funding was received. 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.

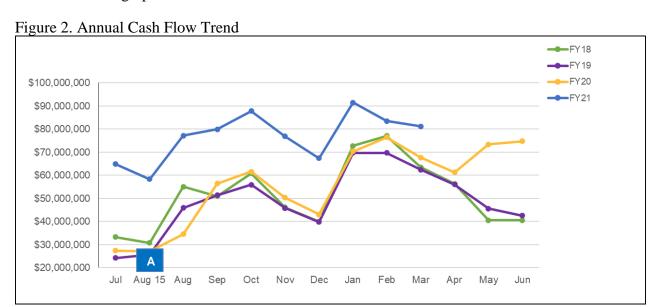
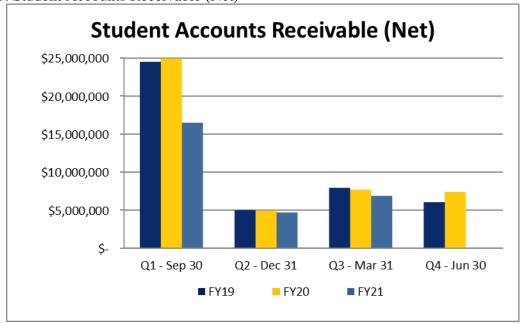


Figure 3 shows that the March 31, 2021 balance in student accounts receivable was \$0.8 million less than the previous year. Net student accounts receivable includes the accounting estimate for uncollectible accounts or "bad debt."



Operating Budget

Operating Budget Variances:

- Undergraduate Net Tuition and Fee Revenue: The forecast for Undergraduate Institutional Aid increased by \$0.3 million from Q2. The net effect of the change is a decline of \$0.3 million in revenue.
- **Graduate Net Tuition and Fee Revenue:** The forecast for Q3 did not change significantly from Q2 and remains at \$28.8 million.
- Room and Board Net Revenue: The forecast for Room and Board net revenue is \$21.3 million compared to the forecast at Q2 of \$20.9 million. The result is a \$0.4 million increase in net Room and Board revenue primarily due to fewer contract releases in spring than originally estimated at Q2.
- **Foundation Revenue:** The forecast for Foundation revenue is \$9.4 million compared to the forecast at Q2 of \$6.6 million. The increase of \$2.8 million is due to the net of \$3.2 million from the Foundation to fund the Sports Performance Center and a \$(0.4) million decrease in program support. Expenses across the university continue to be down (travel, official functions, etc.) due to COVID-19 restrictions.
- Other Revenue: The forecast for Other Revenue is \$9.2 million compared to the forecast at Q2 of \$9.5 million. The decrease of \$0.3 million is due to interest payments and rebate revenue trending down since Q1.

• Personnel Expenses:

- o **Faculty, Exempt, Classified and Fringe Benefits:** The forecast for Faculty decreased \$0.7 million from the forecast at Q2 of \$41.6 million. Most of those savings are in overload and adjunct expenses. The forecast for Exempt saw a modest increase of \$0.4 million from Q2 forecast of \$28.1 million. This is primarily due to filling Dean and other leadership positions that have experienced turnover in FY20 and FY21. Classified remained flat to Q2 forecast of \$15.9 million. The forecast for Fringe decreased by \$0.4 million from the forecast at Q2 of \$26.9 million.
- o **Graduate Stipends:** The forecast for Graduate Stipends increased \$0.4 million from the forecast at Q2 of \$4.1 million. This is due to variability in the take rates within the programs.
- Student and Other Wages: The forecast is \$0.1 million lower than the forecast at Q2 of \$3.6 million. The decrease is due to the continued COVID-19 restrictions. UNC's main student employers on campus are Dining Services, Facilities, and Library.

Operating Budget

Non-Personnel Expenses:

- Cost of Sales: The forecast is \$1.0 million less than the forecast at Q2 of \$3.0 million. This is mainly due to lower volume in dining halls and more locations closed in the middle of the year, like Michener Coffee Corner.
- Utilities: The forecast is \$0.3 million higher than the forecast at Q2 of \$4.5 million. Winter Storm Uri impacted the United States (in particular, Texas) in February that caused a spike in natural gas prices.
- Travel: The forecast is \$1.4 million lower than the forecast at Q2 of \$2.2 million. Athletics travel was further reduced when the decision was made to cancel the spring football season. Travel expenses for the rest of campus have been virtually non-existent.
- Services, Supplies and Other Non-Personnel: The forecast is \$2.2 million lower than the forecast at Q2 of \$25.6 million. COVID-19 restrictions, decreased levels of activity on campus, and areas being cautious of spending are the primary reasons.
- Multiyear Projects: The forecast is \$1.0 million more than the forecast at Q2 of \$2.0 million. One of the areas identified for utilization of the HEERF II funds was Information Management and Technology, with \$1.1 million being utilized in FY21 to address the technology infrastructure backlog. The \$(0.1) million reduction in other expenses are mirroring the same trends as the operating funds. Many projects, for instance, involve faculty development, including travel and conference expenses which have been largely impacted by the pandemic.
- **Balance Sheet\Timing Changes:** The forecast is \$1.2 million less than the forecast at Q2 of \$(1.7) million. The forecast was decreased after an analysis of Accounts Receivable and Accounts Payable information. We are not anticipating any major timing changes, although this is variable and could change.

Operating Budget

Table 2: Operating Budget

| Room and Board Room and Board Waivers (957,964) (781,000) (803,669) (22,669) (28,000) (803,669) (22,669) (29,000) (803,669) (20,669) (29,000) (803,669) (20,6 | ,538) 96.79 ,469 92.99 ,569 76.29 ,269) 93.29 ,300 73.49 ,931 96.69 ,669) 102.99 ,262 96.39 ,031 88.69 ,789 76.79 ,245 100.09 - 0.09 ,034 89.79 |
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| Room and Board Waivers | ,669) 102.99 ,262 96.39 ,031 88.69 ,789 76.79 ,245 100.09 - 0.09 ,034 89.79 |
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| NET STUDENT REVENUES 126,482,018 113,575,491 113,648,516 73,025 100,5 State Funding 47,079,463 19,816,875 19,816,875 - 15,1 Federal CARES Act Funding - 24,875,245 24,875,245 - 3,183,760 3,183,760 Subtotal State and Federal Funding 47,079,463 44,692,120 47,875,880 3,183,760 3,183,760 Subtotal State and Federal Funding 47,079,463 44,692,120 47,875,880 3,183,760 40,0 Foundation Restricted Gifts for Operations 3,267,884 3,343,107 2,639,168 (703,939) 1,9 Foundation Restricted Capital Gifts 148,530 1,896,244 5,181,706 3,285,462 3,5 Foundation Unrest (design. for scholarships) 1,610,000 1,607,000 1,610,000 3,000 1,2 Subtotal Foundation 5,026,414 6,846,351 9,430,874 2,584,523 6,7 Other Auxiliary Services (Athletics, Food serv., RSVP meals) 7,968,272 4,793,422 3,790,089 (1,084,333) 2,6 Other Revenue (Orientation, Serv. Chgs., misc.) 5,547,369 5,404,143 4,091,166 (1,312,977) 3,4 Net Non-Operating Rev. (Interest, rebates, broad band lease) 1,724,646 1,724,857 1,390,096 (334,761) 1,0 Subtotal Other Revenue 15,240,287 11,922,422 9,190,351 (2,732,071) 7,1 NET OPERATING REVENUES 193,828,182 177,036,384 180,145,621 3,109,237 154,5 OPERATING EXPENDITURES 133,828,182 177,036,384 180,145,621 3,109,237 154,5 OPERATING EXPENDITURES 18,054,709 15,866,485 15,897,376 (30,891) 3,6 Graduate Stipends 4,922,738 4,194,317 4,532,628 (388,311) 3,6 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Travel 3,189,679 28,468,803 28,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,88 3,408,326 22,88 3,408,326 22,88 3,408,326 22,88 3,408,326 22,88 3,408,326 22,88 3,408,326 22,88 3,408,326 22,88 3,408, | ,031 88.69 ,789 76.79 ,245 100.09 - 0.09 ,034 89.79 |
| State Funding | ,789 76.79 ,245 100.09 - 0.09 ,034 89.79 |
| Federal CARES Act Funding | ,245 100.0% - 0.0% ,034 89.7% |
| Federal HEERF | - 0.0% ,034 89.7 % |
| Subtotal State and Federal Funding 47,079,463 44,692,120 47,875,880 3,183,760 40,0 Foundation Restricted Gifts for Operations 3,267,884 3,343,107 2,639,168 (703,939) 1,9 Foundation Restricted Capital Gifts 148,530 1,896,244 5,181,706 3,285,462 3,5 Foundation Unrest (design, for scholarships) 1,610,000 1,607,000 1,610,000 3,000 1,2 Subtotal Foundation 5,026,414 6,846,351 9,430,874 2,584,523 6,7 Other Auxiliary Services (Athletics, Food serv., RSVP meals) 7,968,272 4,793,422 3,709,089 (1,084,333) 2,6 Other Revenue (Orientation, Serv. Chgs., misc.) 5,547,369 5,404,143 4,091,166 (1,312,977) 3,4 Net Non-Operating Rev. (interest, rebates, broad band lease) 1,724,666 1,722,4857 1,990,096 (334,761) 1,0 Subtotal Other Revenue 15,240,287 11,922,422 9,190,351 (2,732,071) 7,1 NET OPERATING EXPENDITURES 193,828,182 177,036,384 180,145,621 3,109,237 1 | ,034 89.79 |
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| Net Non-Operating Rev. (Interest, rebates, broad band lease) 1,724,646 1,724,857 1,390,096 (334,761) 1,0 Subtotal Other Revenue 15,240,287 11,922,422 9,190,351 (2,732,071) 7,1 NET OPERATING REVENUES 193,828,182 177,036,384 180,145,621 3,109,237 154,5 OPERATING EXPENDITURES Faculty Salaries 43,487,709 42,461,990 40,824,515 1,637,475 31,3 Exempt Salaries 28,267,822 27,697,554 28,501,832 (804,278) 21,3 Classified Salaries 18,054,709 15,866,485 15,897,376 (30,891) 12,0 Graduate Stipends 4,922,738 4,194,317 4,532,628 (338,311) 3,6 Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4, | ,683 54.8% |
| Subtotal Other Revenue 15,240,287 11,922,422 9,190,351 (2,732,071) 7,1 NET OPERATING REVENUES 193,828,182 177,036,384 180,145,621 3,109,237 154,5 OPERATING EXPENDITURES Faculty Salaries 43,487,709 42,461,990 40,824,515 1,637,475 31,3 Exempt Salaries 28,267,822 27,697,554 28,501,832 (804,278) 21,3 Classified Salaries 18,054,709 15,866,485 15,897,376 (30,891) 12,0 Graduate Stipends 4,922,738 4,194,317 4,532,628 (338,311) 3,6 Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 | ,678 63.9% |
| Subtotal Other Revenue 15,240,287 11,922,422 9,190,351 (2,732,071) 7,1 NET OPERATING REVENUES 193,828,182 177,036,384 180,145,621 3,109,237 154,5 OPERATING EXPENDITURES Faculty Salaries 43,487,709 42,461,990 40,824,515 1,637,475 31,3 Exempt Salaries 28,267,822 27,697,554 28,501,832 (804,278) 21,3 Classified Salaries 18,054,709 15,866,485 15,897,376 (30,891) 12,0 Graduate Stipends 4,922,738 4,194,317 4,532,628 (338,311) 3,6 Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 | ,361 59.7% |
| OPERATING EXPENDITURES Faculty Salaries 43,487,709 42,461,990 40,824,515 1,637,475 31,3 Exempt Salaries 28,267,822 27,697,554 28,501,832 (804,278) 21,3 Classified Salaries 18,054,709 15,866,485 15,897,376 (30,891) 12,0 Graduate Stipends 4,922,738 4,194,317 4,532,628 (338,311) 3,6 Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 <t< td=""><td>,722 59.79</td></t<> | ,722 59.79 |
| Faculty Salaries 43,487,709 42,461,990 40,824,515 1,637,475 31,3 Exempt Salaries 28,267,822 27,697,554 28,501,832 (804,278) 21,3 Classified Salaries 18,054,709 15,866,485 15,897,376 (30,891) 12,0 Graduate Stipends 4,922,738 4,194,317 4,532,628 (338,311) 3,6 Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 <t< th=""><th>,174 87.39</th></t<> | ,174 87.39 |
| Exempt Salaries 28,267,822 27,697,554 28,501,832 (804,278) 21,3 Classified Salaries 18,054,709 15,866,485 15,897,376 (30,891) 12,0 Graduate Stipends 4,922,738 4,194,317 4,532,628 (338,311) 3,6 Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | |
| Exempt Salaries 28,267,822 27,697,554 28,501,832 (804,278) 21,3 Classified Salaries 18,054,709 15,866,485 15,897,376 (30,891) 12,0 Graduate Stipends 4,922,738 4,194,317 4,532,628 (338,311) 3,6 Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | ,487 73.89 |
| Classified Salaries 18,054,709 15,866,485 15,897,376 (30,891) 12,0 Graduate Stipends 4,922,738 4,194,317 4,532,628 (338,311) 3,6 Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | |
| Graduate Stipends 4,922,738 4,194,317 4,532,628 (338,311) 3,6 Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | ,397 76.0% |
| Student and Other Wages 5,364,779 4,859,915 3,455,034 1,404,881 2,4 Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | ,044 86.3% |
| Fringe Benefits 28,253,617 27,977,551 26,537,662 1,439,889 19,3 Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | ,659 50.3% |
| Subtotal Personnel Expenses 128,351,374 123,057,812 119,749,047 3,308,765 90,2 Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | · |
| Cost of Sales 3,509,788 3,310,483 1,995,510 1,314,973 1,5 Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | _ |
| Utilities 4,468,853 4,779,265 4,790,742 (11,477) 3,8 Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | ,351 45.7% |
| Travel 3,189,679 3,158,328 790,586 2,367,742 6 Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | ,516 79.6% |
| Services, Supplies, and Other Non-personnel 25,478,490 28,146,039 23,408,951 4,737,088 16,9 Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | ,858 19.7% |
| Subtotal Non-personnel Expenses 36,646,810 39,394,115 30,985,789 8,408,326 22,8 | |
| | |
| | ,789 75.0% |
| Capital Lease Payment 1,068,436 1,206,631 2,416,481 (1,209,850) 9 | ,214 78.0% |
| | ,642 42.19 |
| | ,645 69.5% |
| TOTAL OPERATING EXPENDITURES 179,282,126 176,643,895 166,625,829 10,018,066 123,0 | |
| Foundation Capital Transfer(s) 148,530 1,896,244 5,181,706 (3,285,462) 3 | |
| Institutionally Funded Capital Transfer(s) 4,572,619 4,000,827 4,553,333 (552,506) | 920 18 59 |
| TOTAL EXPENDITURES 184,003,276 182,540,966 176,360,868 6,180,098 123,3 | ,920 18.5% |
| TOTAL OPERATING INFLOW / (OUTFLOW) 9,824,906 (5,504,582) 3,784,753 9,289,335 31,1 | - 0.0% |
| Balance Sheet Changes/Timing (3,189,500) (537,919) (525,877) 12,042 | - 0.0% ,952 |
| OPERATING SURPLUS/(DEFICIT) 6,635,406 (6,042,501) 3,258,876 9,301,377 31,1 | - 0.0% ,952 |

Auxiliary Areas P&L

Table 3. Disaggregation of Budget Information for Auxiliary Areas

| Housing & Dining P&L (in millions) | , | FY20 Actuals | ı | FY21 Budget | FY21 Forecast | Variance Budget to Forecast fav/(unfav) |
|------------------------------------|----|-----------------|----|----------------|------------------|--|
| Room & Board | \$ | 29.8 | \$ | 22.3 | \$ 22.1 | \$ (0.2) |
| Room & Board Waivers | | (1.0) | | (8.0) | (0.8) | - |
| Total Net Student Revenue | | 28.8 | | 21.5 | 21.3 | (0.2) |
| Other Revenue | | 3.7 | | 2.3 | 1.9 | (0.4) |
| Net Operating Revenue | | 32.5 | | 23.8 | 23.2 | (0.6) |
| Personnel Expenses | | 7.9 | | 5.9 | 5.3 | 0.6 |
| Non-personnel Expenses | | 12.6 | | 12.7 | 10.6 | 2.1 |
| Debt & Lease Payments | | 7.1 | | 7.1 | 7.1 | - |
| Total Expenditures & Debt Payments | | 27.6 | | 25.7 | 23.0 | 2.7 |
| Capital Transfers | | - | | - | 0.2 | (0.2) |
| Other Misc Transfers | | - | | - | - | - |
| Total Operating Inflow/(Outflow) | | 4.9 | | (1.9) | (0.0) | 1.9 |
| Balance Sheet Changes/Timing | | - | | 0.5 | - | 0.5 |
| UNIVERSITY RESERVES | | | | | | |
| INFLOW/(OUTFLOW) | \$ | 4.9 | \$ | (2.4) | \$ (0.0) | \$ 2.4 |

| University Center P&L (in millions) | FY20 Actuals | ı | FY21 Budget | FY21 precast | Budg Fore | ance jet to cast infav) |
|-------------------------------------|-----------------|------|----------------|-----------------|--------------|----------------------------------|
| UC Revenue | \$ 1. | 9 \$ | 1.1 | \$ 0.8 | \$ | (0.3) |
| Net Operating Revenue | 1. | 9 | 1.1 | 0.8 | | (0.3) |
| Personnel Expenses | 0. | 8 | 0.6 | 0.6 | | - |
| Non-personnel Expenses | 0. | 8 | 0.5 | (0.1) | | 0.6 |
| Debt & Lease Payments | - | | - | - | | - |
| Total Expenditures & Debt Payments | 1. | 6 | 1.1 | 0.5 | | 0.6 |
| Capital Transfers | - | | - | - | | - |
| Total Operating Inflow/(Outflow) | 0. | 3 | - | 0.3 | | 0.3 |
| Balance Sheet Changes/Timing | - | | - | - | | - |
| UNIVERSITY RESERVES | | | | | | |
| INFLOW/(OUTFLOW) | \$ 0. | 3 \$ | - | \$ 0.3 | \$ | 0.3 |

| Parking P&L (in millions) | FY20 ctuals | /21 dget | FY21 Forecast | | Variance Budget to Forecast av/(unfav) |
|------------------------------------|----------------|-------------|------------------|----------|---|
| Parking Revenue | \$ 1.6 | \$ 1.0 | \$ 0.9 | \$ | (0.1) |
| Net Operating Revenue | 1.6 | 1.0 | 0.9 |) | (0.1) |
| Personnel Expenses | 0.3 | 0.2 | 0.2 | | - |
| Non-personnel Expenses | 0.8 | 0.7 | 0.7 | • | - |
| Debt & Lease Payments | 0.4 | 0.4 | 0.4 | | - |
| Total Expenditures & Debt Payments | 1.5 | 1.3 | 1.3 | <u> </u> | - |
| Capital Transfers | 0.1 | - | - | | - |
| Total Operating Inflow/(Outflow) | - | (0.3) | (0.4 | .) | (0.1) |
| Balance Sheet Changes/Timing | - | - | - | | - |
| UNIVERSITY RESERVES | | | | | |
| INFLOW/(OUTFLOW) | \$ - | \$ (0.3) | \$ (0.4 | \$ | (0.1) |

Tuition and Room & Board Discounting

Our institutional discount rate demonstrates the financial impact on UNC of offering scholarships and waivers funded by institutional revenue. The tables below take it a step further and calculate the net tuition revenue per FTE.

Table 4. Undergraduate Tuition and Fee Discounting

| | FY20 Actuals | FY21 Budget | FY21 Forecast | B | /ariance sudget to Forecast v (unfav) |
|--|------------------|------------------|------------------|----|--|
| Undergraduate Tuition & Fees (Main & Extended) | \$ 97,220,746 | \$ 86,145,114 | \$ 86,490,244 | \$ | 345,130 |
| UG Institutional Grants and Scholarships | (27,197,910) | (22,983,557) | (22,895,412) | | 88,145 |
| Net Tuition Revenue | \$ 70,022,836 | \$ 63,161,557 | \$ 63,594,832 | \$ | 433,275 |
| Discount Rate | 28.0% | 26.7% | 26.5% | | 0.2% |
| Net Tuition Revenue Per FTE | \$ 8,632 | \$ 8,972 | \$ 9,076 | \$ | 103 |
| FTE | 8,112 | 7,040 | 7,007 | | (32) |

Table 5. Graduate Tuition and Fee Discounting

| | FY20 Actuals | FY21 Budget | ı | FY21 Forecast | B | /ariance ludget to Forecast v (unfav) |
|---|------------------|------------------|----|------------------|----|--|
| Graduate Tuition & Fees (Main & Extended) | \$ 33,652,951 | \$ 33,818,708 | \$ | 33,542,538 | \$ | (276,170) |
| GR Institutional Grants and Scholarships | (5,112,283) | (4,878,983) | | (4,763,377) | | 115,606 |
| Net Tuition Revenue | \$ 28,540,668 | \$ 28,939,725 | \$ | 28,779,161 | \$ | (160,564) |
| Discount Rate | 15.2% | 14.4% | | 14.2% | | 0.2% |
| Net Tuition Revenue Per FTE | \$ 14,371 | \$ 13,330 | \$ | 13,832 | \$ | 502 |
| FTE | 2,146 | 2,171 | | 2,081 | | (90) |

Table 6. Room and Board Discounting

| | FY20 Actuals | FY21 Budget | ı | FY21 Forecast | B F | ariance udget to orecast v (unfav) |
|--------------------------|------------------|------------------|----|------------------|--------|---|
| Room & Board Revenue | \$ 28,876,478 | \$ 22,255,209 | \$ | 22,078,192 | \$ | (177,017) |
| Room & Board Waivers | (957,964) | (781,000) | | (803,669) | | (22,669) |
| Net Room & Board Revenue | \$ 27,918,514 | \$ 21,474,209 | \$ | 21,274,523 | \$ | (199,686) |
| Discount Rate | 3.3% | 3.5% | | 3.6% | | -0.1% |
| Fall Opening Occupancy | 3,074 | 2,012 | | 2,012 | | - |

Financial Aid

Table 7 shows the total financial aid available to students from all funding sources, including state, federal, institutional, private funds, and loans. Approximately 70% of total financial aid is used to pay student bills, while 30% is "refunded" to the students for other general costs of attendance.

Table 7. Total Financial Aid by Source and Type - Undergraduate and Graduate

| Aid Type and Source | FY20 Actuals | FY21 Budget | FY21 Forecast | Variance Budget to Forecast fav (unfav) |
|--------------------------------|-------------------|-------------------|-------------------|--|
| Grants & Scholarships | | | | |
| State | \$ 7,857,603 | \$ 8,008,898 | \$ 8,008,898 | \$ - |
| Federal | 14,017,637 | 12,826,044 | 12,167,648 | (658,396) |
| Institutional | 33,268,156 | 28,643,540 | 28,462,458 | (181,082) |
| UNC Foundation (UG & GR) | 4,545,277 | 4,391,000 | 4,574,867 | 183,867 |
| Private | 5,509,596 | 5,038,803 | 4,809,538 | (229,265) |
| Subtotal Grants & Scholarships | 65,198,269 | 58,908,285 | 58,023,409 | (884,876) |
| Loans-All Sources | 71,731,593 | 66,654,093 | 59,705,936 | (6,948,157) |
| Total Financial Aid | \$ 136,929,862 | \$ 125,562,378 | \$ 117,729,345 | \$ (7,833,033) |

Multiyear Projects

The approved FY21 budget for Multiyear Projects was \$2.5 million, which is the combination of newly authorized expenditures and balances from unexpired projects from previous fiscal years. The FY21 forecast is \$3.0 million, an increase of \$0.5 million from the budget.

Table 8. Multiyear Projects

| Multiyear Commitments | FY20 Actuals | FY21 Budget | FY21 Forecast | Variance Budget to Forecast fav (unfav) |
|---|--|--|---|--|
| Equity and Diversity Organizational Design and VSIP | \$ 1,531 576,733 | \$ - | \$ - | \$ - |
| Integrated Student Support Plans SESS Implementation EAB Enrollment Contract Student Success Collaborative Student Food Insecurity Project LEAP | 93,610 - 243,750 35,349 42,081 | 9,979 78,810 162,500 40,000 45,000 | 3,844 106,880 170,250 40,000 25,000 | 6,135 (28,070) (7,750) - 20,000 |
| Subtotal Integrated Student Support Plans | 414,790 | 336,289 | 345,974 | (9,685) |
| Academic Portfolio Accreditation Program Review & Assessment | 120,218 15,197 | 117,000 35,000 | 115,000 32,750 | 2,000 2,250 |
| Subtotal Academic Portfolio | 135,415 | 152,000 | 147,750 | 4,250 |
| Research Scholarship and Creative Works Grant Match Funds | 345,000 | 392,450 | 225,000 | 167,450 |
| Faculty Start-Up Packages | 145,563 | 167,897 | 93,000 | 74,897 |
| Faculty Awards & Development Other Institutes | 153,218 5,931 | 79,240 - | 42,500 - | 36,740 - |
| Center for Inclusion in STEM Unrestricted Research Incentive | 13,850 181,730 | 45,027 547,201 | 19,695 225,450 | 25,332 321,751 |
| Subtotal Res. Scholarship and Creative Works | 845,292 | 1,231,815 | 605,645 | 626,170 |
| Total Core Plan Investments | 1,973,761 | 1,720,104 | 1,099,369 | 620,735 |
| Support Plan Investments Information Management Plan | 315,050 | 425,000 | 1,562,910 | (1,137,910) |
| Total Support Plan Investments | 315,050 | 425,000 | 1,562,910 | (1,137,910) |
| Other Multiyear Projects | , | · | · · · | - |
| Emergency Management | 0.540 | 100,000 | 150,000 | (50,000) |
| Emerging University Priorities Athletics NCAA Distribution | 8,512 137,760 | 63,515 173,000 | 63,515 95,000 | - 78,000 |
| Innovation - Online Course Development | 273,132 | - | - | - |
| Total Other Multiyear Projects | 419,404 | 336,515 | 308,515 | 28,000 |
| Grand Total | \$ 2,708,215 | \$ 2,481,619 | \$ 2,970,794 | \$ (489,175) |

Capital

New Projects of \$9.1 million were fully approved by the Board of Trustees. Although forecasted expenditures by fiscal year are provided for context, new projects are fully funded at the beginning of each fiscal year. The FY21 forecast expenditures is \$0.6 million more than the Q2 forecast. This is the net effect of the addition of the Sports Performance Center project for \$0.4 million, \$0.4 million additional FY21 spending of capital equipment funds and savings of \$(0.2) million for projects closed under budget.

Table 9. Capital Projects

| Active Capital Projects | Original Approved Budget | Expended in Prior Year(s) | FY21 Budgeted Expenditures | FY21 Forecasted Expenditures | Variance Budget to Forecast fav/(unfav) | Out Year(s) Expense Forecast |
|---|--------------------------------|------------------------------|----------------------------------|------------------------------------|--|------------------------------------|
| UNC-Funded Projects | | | | | | |
| FY21 projects with budgets less than \$200,000 | \$ 2,273,303 | \$ 30,057 | \$ 1,376,206 | \$ 1,852,143 | \$ (475,937) | \$ 606,095 |
| Replace TK dish machine 2 of 2 yrs | 450,000 | - | 450,000 | 369,831 | 80,169 | - |
| Replace BH synthetic fields 2 of 2 yrs | 500,000 | 135,769 | 364,231 | 329,472 | 34,758 | 10,000 |
| McKee chiller replacement supplemental funds | 300,000 | - | 300,000 | 300,000 | - | - |
| Facilities Master Plan | 500,000 | - | 400,000 | - | 400,000 | 500,000 |
| Projects approved/initiated in a prior year | 7,833,721 | 3,926,968 | 2,038,644 | 1,866,585 | 172,059 | 130,000 |
| Subtotal of UNC-Funded Projects | 11,857,024 | 4,092,795 | 4,929,081 | 4,718,031 | 211,049 | 1,246,095 |
| Restricted Capital Gifts | | | | | | |
| Renovate swimming locker room | 58,515 | 21,468 | 37,047 | 37,103 | (56) | - |
| Sports Performance Center | - | - | - | 450,000 | (450,000) | 2,800,788 |
| Projects approved/initiated in a prior year | 748,260 | 653,157 | 428,674 | 413,616 | 15,058 | - |
| Subtotal Restricted Capital Gifts | 806,775 | 674,625 | 465,721 | 900,718 | (434,998) | 2,800,788 |
| State Capital Appropriations | | | | | | |
| Fire sprinklers-Michener | 1,281,079 | - | 640,000 | 1,281,079 | (641,079) | 785,178 |
| Boiler #3 replacement | 3,779,372 | - | 1,900,000 | 221,350 | 1,678,650 | 3,558,022 |
| Projects approved/initiated in a prior year | 5,237,568 | 3,838,224 | 1,411,953 | 1,399,344 | 12,609 | - |
| Subtotal State Capital Appropriations | 10,298,019 | 3,838,224 | 3,951,953 | 2,901,773 | 1,050,180 | 4,343,200 |
| Campus Commons (multi-year) | | | | | | |
| State funding | 38,000,000 | 38,000,000 | - | - | - | - |
| Debt, Foundation, and UNC funding | 35,600,000 | 31,141,738 | 4,458,262 | 4,458,262 | - | - |
| Subtotal Campus Commons (multi-year) | 73,600,000 | 69,141,738 | 4,458,262 | 4,458,262 | - | - |
| Total Fisal Year 2020-21 New Projects | 9,142,269 | 187,295 | 5,467,483 | 4,840,978 | 626,506 | 8,260,083 |
| Total Projects approved/initiated in a prior year | 87,419,549 | 77,560,087 | 8,337,532 | 8,137,806 | 199,726 | 130,000 |
| Total Active Capital Projects | \$ 96,561,818 | \$ 77,747,382 | \$ 13,805,016 | \$ 12,978,784 | \$ 826,231 | \$ 8,390,083 |

Foundation Support Expended*

Table 10. Foundation Expenses

| Table 10. Foundation Expenses | | | | | | | | Variance Budget to |
|--|----|---------------------|----|------------|----|-------------------|----|-----------------------|
| Foundation Support | | FY20 | | FY21 | | FY21 | | Forecast |
| Restricted Program Support | | Actuals | | Budget | | Forecast | Tá | av (unfav) |
| Athletics | \$ | 614,675 | \$ | 524,963 | \$ | 477,753 | \$ | (47,210) |
| Provost | Φ | 014,075 | Φ | 5,200 | Φ | 8,728 | Φ | 3,528 |
| | | 325,891 | | 367,894 | | 228,767 | | (139,127) |
| Library EBS | | 243,599 | | 285,504 | | 86,199 | | |
| HSS | | 341,079 | | 252,989 | | 258,077 | | (199,305) 5,088 |
| MCB | | | | | | | | |
| NHS | | 1,121,386 65,215 | | 1,067,942 | | 609,632 38,240 | | (458,310) |
| PVA | | | | 128,170 | | , | | (89,930) |
| | | 84,998 | | 165,364 | | 44,850 | | (120,514) |
| Stryker Institute | | 198,579 | | 276,443 | | 240,551 | | (35,892) |
| Tointon Institute | | 101,737 | | 168,425 | | 108,448 | | (59,977) |
| Other | | 170,725 | | 100,215 | | 537,923 | | 437,708 |
| Total Restricted Program Support | | 3,267,884 | | 3,343,107 | | 2,639,168 | | (703,939) |
| Scholarships | | 4 040 000 | | 4 007 000 | | 4 040 000 | | 0.000 |
| Institutional Scholarship Support | | 1,610,000 | | 1,607,000 | | 1,610,000 | | 3,000 |
| Restricted Scholarships | | 4 000 007 | | 0.075.000 | | 4 400 740 | | 057.740 |
| Named and Endowed Scholarships | | 4,039,827 | | 3,875,000 | | 4,132,710 | | 257,710 |
| Athletics Scholarships | | 289,450 | | 300,000 | | 226,157 | | (73,843) |
| Greeley Promise & Other Scholarships | | 216,000 | | 216,000 | | 216,000 | | - |
| Total Scholarship Support | | 6,155,277 | | 5,998,000 | | 6,184,867 | | 186,867 |
| Capital Support | | | | 4 555 004 | | 4 005 004 | | 50,000 |
| Campus Commons | | - | | 1,555,324 | | 1,605,324 | | 50,000 |
| PVA Pianos | | - | | 340,920 | | 350,920 | | 10,000 |
| Sports Performance Center | | - (40=) | | - | | 3,250,788 | | 3,250,788 |
| Jaccaud Garage Renovation | | (405) | | - | | - | | - |
| Gunter 1533/1630 Renovation cancellation | | (52,026) | | - | | - | | - |
| Jackson Baseball scoreboard replacement | | 54,056 | | - | | - | | - |
| BH Wrestling Locker Room Renovation | | 88,390 | | - | | (25,326) | | (25,326) |
| BH Swimming Locker Room Renovation | | 58,515 | | <u>-</u> | | - | | - |
| Total Capital Support | | 148,530 | | 1,896,244 | | 5,181,706 | | 3,285,462 |
| Grants | | | | | | | | () |
| Daniels Fund | | 495,994 | | 250,000 | | 223,654 | | (26,346) |
| Frontiers of Science | | 128,167 | | 115,000 | | 39,009 | | (75,991) |
| Healthy Schools Professional Dev System | | 147,626 | | - | | 49,443 | | 49,443 |
| UNCCRI Community Health | | 198,922 | | - | | 136,648 | | 136,648 |
| Grants under \$100,000 | | 55,929 | | 502,000 | | 161,593 | | (340,407) |
| Total Grants Support | | 1,026,638 | | 867,000 | | 610,347 | | (256,653) |
| Total Foundation Support | \$ | 10,598,329 | \$ | 12,104,351 | \$ | 14,616,088 | \$ | 2,511,737 |

^{*} Reflects the forecast for funds that will be transferred to UNC and used in the current year.

It does not reflect funds raised.

Restricted Grants and Contracts

Table 11. Restricted Grants and Contracts

| | Original Budget Restricted Grants* | Restricted Grants Actuals* | CARES Restricted Actuals** | Total Actuals |
|--|---------------------------------------|-------------------------------|----------------------------|---------------|
| REVENUE | | | | |
| Federal Grants | \$ 4,564,000 | \$ 2,985,769 | \$ 28,987,867 | \$ 31,973,636 |
| State and Local Grants | 896,000 | 344,525 | = | 466,863 |
| Other Private Grants | 506,000 | 103,514 | = | 159,503 |
| UNC Foundation Grants | 867,000 | 310,211 | = | 406,868 |
| TOTAL REVENUE | 6,833,000 | 3,744,019 | 28,987,867 | 33,006,870 |
| EXPENSES/TRANSFERS | | | | |
| Personnel Expenses | | | | |
| Faculty Salaries | 1,050,000 | 629,218 | 11,690,318 | 12,319,536 |
| Administrative Exempt Salaries | 1,350,000 | 903,104 | 3,790,533 | 4,693,637 |
| Graduate Teaching Assistants | 185,000 | 113,820 | 1,327,101 | 1,440,921 |
| GA/TA/GRA Tuition Scholarships | 130,000 | 152,287 | 1,308,396 | 1,460,683 |
| Classified Salaries | 10,000 | - | 1,048,409 | 1,048,409 |
| Student Wages | 220,000 | 130,317 | - | 130,317 |
| Other Wages/Compensations | 100,000 | 58,546 | 11,238 | 69,784 |
| Fringe Benefits | 720,000 | 449,688 | 5,429,628 | 5,879,316 |
| Subtotal Personnel Expenses | 3,765,000 | 2,436,980 | 24,605,623 | 27,042,603 |
| Non-Personnel Expenses | | | | |
| Other Current Expenses | 355,000 | 63,200 | = | 63,200 |
| Purchased Services | 648,000 | 313,360 | = | 313,360 |
| Supplies | 225,000 | 143,870 | 51,286 | 195,156 |
| Cost Allocation & Utilities | - | 2,730 | - | 2,730 |
| Grant Facility and Administrative Recovery | 560,000 | 332,600 | - | 332,600 |
| Scholarships | 1,050,000 | 691,881 | 4,330,958 | 5,022,839 |
| Travel | 230,000 | 11,442 | - | 11,442 |
| Capital | - | - | - | - |
| Subtotal Non-Personnel Expenses | 3,068,000 | 1,559,083 | 4,382,244 | 5,941,327 |
| NonMandatory Transfer In - Budgeted | = | - | = | - |
| NonMandatory Transfer Out - Projects | - | - | - | 22,940 |
| Subtotal Transfer | - | - | - | 22,940 |
| TOTAL EXPENSES/TRANSFERS | 6,833,000 | 3,996,063 | 28,987,867 | 33,006,870 |
| REVENUE LESS EXPENSES/TRANSFERS | \$ - | \$ (252,044) | - | \$ - |

^{*}Original budget does not include the CARES funding

^{**}Both CARES CRF funding and a portion of the original CARES HEERF funding are included in the CARES Restricted Actuals