

UNIVERSITY OF NORTHERN COLORADO: FINANCIAL REPORT

06/30/2018

OVERVIEW

Financial highlights of the fiscal year ending June 30, 2018 financial report are summarized below:

Cash (pages 2-3)

- The University's cash position is \$40.5 million with \$25.6 million in centralized reserves.
- UNC's annual low point in cash is August 15th. Prior to 2018, the low point was \$20-\$25 million less than cash at June 30. In 2018, our August 15th cash balance is \$25.7 million, or \$14.8 less than the June 30 fiscal year end balance.

Reserves (page 4)

- Reserves are currently \$25.6 million, with \$12.0 million in the University Reserve.

Accounts Receivable (page 5)

- The 4th quarter net accounts receivable is \$5.8 million, which is \$1.1 million lower than last year at this time. The reduction is primarily in current (0-150 aged) accounts receivable and is related to our increased institution discounting in FY18. The timing of receivables can vary noticeably from year to year; therefore, the most consistent benchmark is the fiscal year-end. Trend information is shown in Tables 4 and 5.

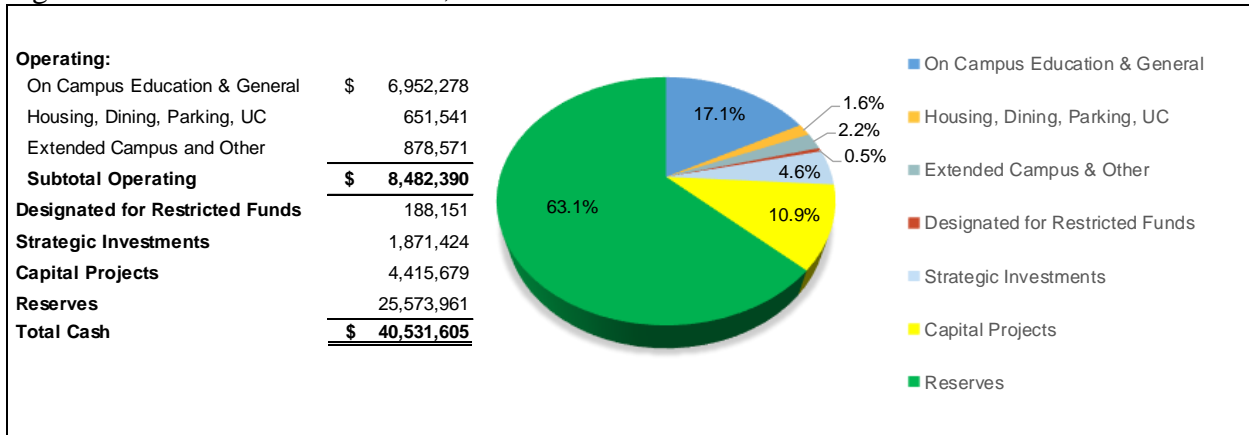
Operating Budget (page 6)

- The fiscal year 2017-18 operating budget at fiscal year-end shows operating results of \$4.4 million before capital expenditures, strategic investments, and balance sheet changes. Details of revenues, expenditures and transfers are as follows:
 - Net revenue - \$199.6 million
 - Gross tuition, fees and room & board - \$169.7 million
 - Discounting - \$41.7 million
 - State appropriations - \$39.6 million
 - Foundation support - \$13.5 million
 - All other revenue - \$18.5 parking, athletics, theater, etc.
 - Personnel expenditures - \$138.5 million
 - Non-personnel expenditures - \$44.8 million
 - Debt payments for bonds and capital leases - \$11.9 million
 - Transfer of restricted Foundation to Capital Budget - \$3.8 million
 - Transfer of student fee and other operating funds to Capital Budget - \$6.6 million

CASH

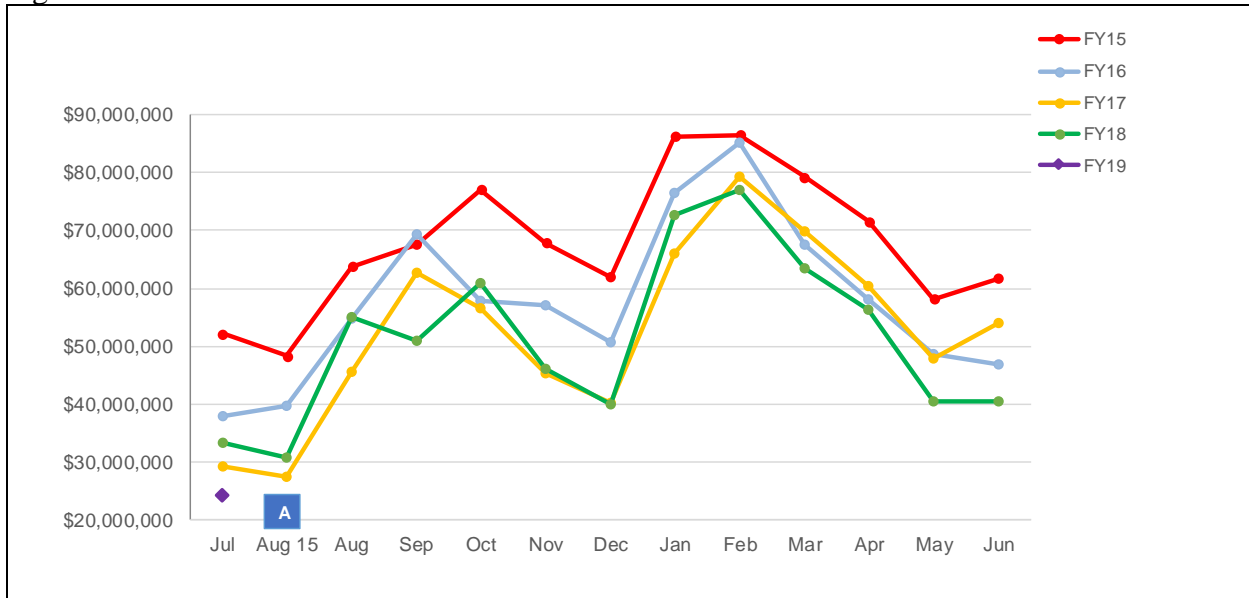
Total unrestricted cash, as of June 30, 2018, is \$40.5 million.

Figure 1. Cash Balance at June 30, 2018



The cash flow trend has been relatively consistent over the last four years, as shown in Figure 2. The low point during the year has traditionally occurred in mid-August and is a good point for benchmarking purposes. This is noted with the letter “A” in the graph. The June 30, 2018 cash balance is reduced by \$6.4 million due to a change in the pay date for June payroll. Since 2003, the June payroll has been paid on July 1 (due to a statewide budget balancing decision). In 2018 the pay date for Colorado higher education institutions shifted back to June 30, thus affecting our fiscal year-end cash balance.

Figure 2. Annual Cash Flow Trend



The University's cash position is \$13.4 million less than the previous year as of June 30, 2018, as shown in Table 1. Payroll is generally issued on the last day of the month. In 2003, the State of Colorado changed the final year-end payroll to be disbursed on July 1, thus increasing the cash at fiscal year-end. In 2018, this was changed back and the year-end payroll was disbursed on June 30th. This is a one-time shift of \$6.4 million in cash outflow between fiscal 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	24,002,547
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	
Sep	67,633,545	69,407,889	62,576,984	50,974,277	
Oct	77,000,173	57,813,291	56,504,939	60,844,876	
Nov	67,829,386	57,080,941	45,297,668	46,089,205	
Dec	61,966,401	50,684,129	40,268,950	39,944,050	
Jan	86,298,922	76,476,844	66,080,438	72,704,334	
Feb	86,539,392	85,070,248	79,274,077	77,058,925	
Mar	79,278,071	67,433,066	69,900,428	63,461,732	
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 table below is intended to give a quick summary of the effect of FY18 operating results, strategic investments and capital expenditures on cash. The total column may be most helpful.

Table 2. Cash as June 30, 2018

	Operating	Restricted	Strategic Investments	Capital Projects	Reserves	Total
Cash at 06/30/2017	\$ 19.5	\$ 0.5	\$ 1.9	\$ 4.7	\$ 27.3	\$ 53.9
FY18 Transfers						
Strategic Investments	-	-	4.3	-	(4.3)	-
Capital Projects/Small Equipment	(6.6)	-	-	4.3	2.3	-
Perkins UNC Portion	0.1	(0.1)	-	-	-	-
Foundation Capital Gifts	(3.8)	-	-	3.8	-	-
Subtotal Transfers	(10.3)	(0.1)	4.3	8.1	(2.0)	-
FY18 Net Cash Inflows (Outflows)						
Operating Results FY18	4.4	(0.5)	-	-	-	3.9
Payroll Date Shift from July 1 to June 30 ^(a)	(6.4)	-	-	-	-	(6.4)
Change in Current Assets and Liabilities	1.3	0.2	(0.1)	3.9	-	5.3
Sale of Assets	-	-	-	-	0.3	0.3
Strategic Investments	-	-	(4.2)	-	-	(4.2)
Capital Cash State & Debt	-	-	-	30.2	-	30.2
Capital Projects/Small Equipment	-	-	-	(42.5)	-	(42.5)
Subtotal Inflows (Outflows)	(0.7)	(0.3)	(4.3)	(8.4)	0.3	(13.4)
Cash at 06/30/2018 (b)	\$ 8.5	\$ 0.1	\$ 1.9	\$ 4.4	\$ 25.6	\$ 40.5

- (a) (a) Payroll is generally issued on the last day of the month. In 2003, the State of Colorado changed the final year-end payroll to be disbursed on July 1, thus increasing the cash at fiscal year-end. In 2018, this was changed back and the year-end payroll was disbursed on June 30th. This is a one-time shift of \$6.4 million in cash outflow between fiscal years.
- (b) The 6/30/2018 year-end annual report will include \$20.3 million of unexpended Campus Commons bond proceeds in Restricted Cash and Cash Equivalents in addition to the amount on this schedule. These remaining bond proceeds will be fully utilized in FY19.

CASH RESERVES

Our cash reserves, which is cash that is segregated from our operating, strategic investment and capital balances, provide a cushion for operational contingencies and more significant risks.

Table 3. Cash Reserves Summary at June 30, 2018

	03/31/2018		FY18 Q4 Activity	06/30/2018
Mandatory				
Bonded R&R	\$ 750,000	a	\$ -	\$ 750,000
Capital				
Student Fees	4,959,320	b	(401,676)	4,557,644
Other Capital Reserves	3,544,060	c, d	2,093,661	5,637,721
Other				
Risk Management and Insurance	2,650,000		-	2,650,000
University Reserve	12,887,481	e	(908,885)	11,978,596
Total Reserves	\$ 24,790,861		\$ 783,100	\$ 25,573,961

a. The recent bond refinancing eliminates the need for this reserve, \$750,000 will revert to the University Reserve in FY19.

b. Opened 3 new LEAF projects for \$126,300 & decreased the transfer from LEAF/Student Capital Fee by \$275,376

c. Funded Capital Reserve \$1.8M from Housing & Dining and an additional \$230,409 from Parking

d. Closed University Equipment \$69,304 under budget & matched funding for State Wireless Project-(\$6,052)

e. Reimbursed Operating Cash for Strategic Investment funding

ACCOUNTS RECEIVABLE

Table 4 and Figure 3 show that the June 30, 2018 fiscal year-end balance in student accounts receivable is \$1.1 million less than the previous year. Net student accounts receivable includes the accounting estimate for uncollectible accounts or “bad debt.”

Table 4. Student Accounts Receivable (Net)

	FY16	FY17	FY18
Q1 - Sep 30	\$ 16,299,215	\$ 15,904,277	\$ 23,082,213
Q2 - Dec 31	\$ 4,598,349	\$ 4,791,141	\$ 4,989,072
Q3 - Mar 31	\$ 6,811,815	\$ 8,322,159	\$ 7,807,471
Q4 - Jun 30	\$ 6,212,773	\$ 6,853,821	\$ 5,752,210

Figure 3. Student Accounts Receivable (Net)

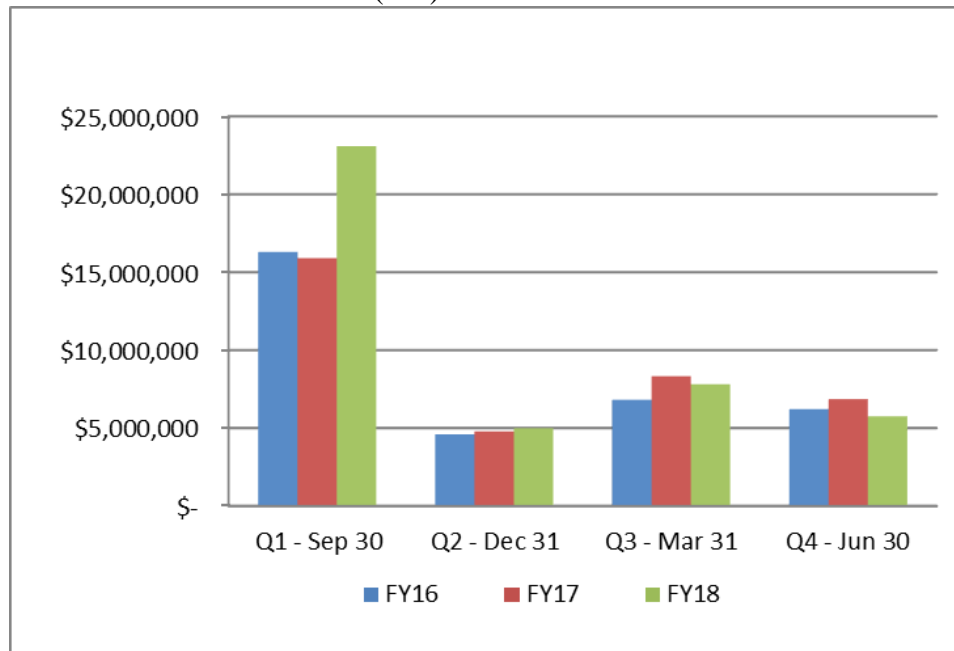


Table 5 represents accounts receivable as a percentage of net tuition, fees and room and board revenue at fiscal year-end.

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

	FY14	FY15	FY16	FY17	FY18
Total Student Accounts Receivable	\$ 6,435,476	\$ 6,120,899	\$ 6,212,773	\$ 6,853,281	\$ 5,752,210
Net Tuition, Fees, Room and 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 and Board	5.6%	5.5%	5.4%	5.5%	4.4%

OPERATING BUDGET

For the Quarter Ended June 30, 2018¹

		Original Budget	Actual at 06/30/2018	Variance fav (unfav)	% of Total
REVENUES					
Tuition-Undergraduate Main Campus	2	\$ 79,507,990	\$ 77,246,149	\$ (2,261,841)	38.7%
Tuition-Graduate Main Campus	3	18,051,905	15,665,059	(2,386,846)	7.8%
Tuition-Undergraduate Extended Campus	2	4,388,691	4,979,669	590,978	2.5%
Tuition-Graduate Extended Campus	3	16,425,485	16,877,773	452,288	8.5%
Student Fees	2/3	15,841,871	14,456,380	(1,385,491)	7.2%
Academic Fees - General Funds	2/3	6,441,309	6,151,147	(290,162)	3.1%
Academic Fees - Extended Studies	2/3	111,658	151,164	39,506	0.1%
Room and Board	4	34,621,092	34,160,857	(460,235)	17.1%
Subtotal Tuition, Fees and Room & Board		175,390,001	169,688,198	(5,701,803)	85.0%
Scholarships (Institutional Discounting)	5	(28,505,444)	(30,878,119)	(2,372,675)	-15.5%
Foundation Funded Scholarships	5	(4,225,000)	(4,410,762)	(185,762)	-2.2%
Graduate GA/TA Waivers	5	(5,026,539)	(5,272,913)	(246,374)	-2.6%
R & B Waivers	5	(1,200,000)	(1,147,811)	52,189	-0.6%
Subtotal Discounting		(38,956,983)	(41,709,605)	(2,752,622)	-20.9%
COF Resident	6	15,477,118	15,495,879	18,761	7.8%
Fee For Service	6	24,120,290	24,101,529	(18,761)	12.0%
Subtotal State Support		39,597,408	39,597,408	-	19.8%
Foundation Restricted Gifts for Operations	7	2,839,817	3,741,480	901,663	1.9%
Foundation Restricted Capital Gifts	8	1,955,000	3,806,156	1,851,156	1.9%
Foundation Restricted Scholarships	7	4,225,000	4,410,762	185,762	2.2%
Foundation Unrestricted (design. for scholarships)	7	1,550,000	1,590,000	40,000	0.8%
Subtotal Foundation Support		10,569,817	13,548,398	2,978,581	6.8%
Other Auxiliary Services	9	6,580,468	6,435,493	(144,975)	3.2%
Restricted Grant Facilities/Admin Recovery	9	520,000	699,945	179,945	0.4%
Other Revenue	9	8,672,753	9,367,613	694,860	4.7%
Net Non-Operating Revenues	9	1,446,250	1,949,336	503,086	1.0%
Subtotal Other Revenue		17,219,471	18,452,387	1,232,916	9.3%
NET REVENUES		\$ 203,819,714	\$ 199,576,786	\$ (4,242,928)	100.0%
EXPENDITURES AND DEBT PAYMENTS					
Faculty Salaries	10	\$ 45,779,792	\$ 46,805,375	\$ (1,025,583)	24.0%
Exempt Salaries	10	30,419,120	30,585,956	(166,836)	15.7%
Classified Salaries	10	19,332,589	18,858,531	474,058	9.7%
Graduate Stipends	10	5,201,241	5,904,846	(703,605)	3.0%
Student and Other Wages	10	6,112,630	5,907,072	205,558	3.0%
Fringe Benefits	10	30,734,000	30,420,140	313,860	15.6%
Subtotal Personnel Expenses		137,579,372	138,481,920	(902,548)	71.0%
Cost of Sales	11	4,661,933	4,643,569	18,364	2.4%
Other Current Expenses	11	12,198,696	12,632,256	(433,560)	6.5%
Purchased Services	11	10,613,938	10,136,945	476,993	5.2%
Supplies	11	6,327,710	6,263,960	63,750	3.2%
Cost Allocation and Recoveries	11	(888,767)	(998,696)	109,929	-0.5%
Utilities	11	5,783,641	5,001,757	781,884	2.6%
Travel	11	4,460,905	4,534,639	(73,734)	2.3%
Capital	11	2,476,516	2,575,338	(98,822)	1.3%
Subtotal Non-personnel Expenses		45,634,572	44,789,768	844,804	23.0%
Debt Service on Bonds	12	10,608,286	10,702,516	(94,230)	5.5%
Capital Lease Payment	12	1,116,145	1,163,052	(46,907)	0.5%
Subtotal Debt Payments		11,724,431	11,865,568	(141,137)	6.0%
TOTAL EXPENDITURES AND DEBT PAYMENTS		\$ 194,938,375	\$ 195,137,256	\$ (198,881)	100.0%
OPERATING RESULTS		\$ 8,881,339	\$ 4,439,530	\$ (4,441,809)	
Transfer to Capital Budget - Foundation	8	1,955,000	3,806,156	(1,851,156)	
Transfers to Capital Budget	13	6,912,682	6,593,107	319,575	
OPERATING RESULTS LESS TRANSFERS		\$ 13,657	\$ (5,959,733)	\$ (5,973,390)	

See Explanation of Notes on page 7.

Recap of FY18 Forecasted Cash Outflow	
Operating Results (above)	\$ 4,439,530
Paydate Shift	\$ (6,414,644)
Strategic Investments (page 9)	(4,217,931)
Capital (page 10)	(8,422,127)
Other (page 3)	1,179,982
Total (Table 2, page 3)	\$ (13,435,190)

Notes to Fiscal Year Ended June 30, 2018 (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 was 36% of the net operating revenue and was \$5.5 million under budget for FY18.
3	Net graduate tuition and fees revenue was 14% of the net operating revenue and was \$2.3 million under budget for FY18.
4	Net room and board revenues represent 17% of the net operating revenue and were \$0.4 million under budget for FY18.
5	Discounting includes scholarship expense, graduate tuition waivers and room and board waivers. Total discounting was \$2.8 million more than budget, primarily due to undergraduate discounting and increased GA/TA waivers.
6	State support was 20% of net operating revenue.
7	Support from the UNC Foundation consists of 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 was \$13.5 million, or 7% of net operating revenue.
8	The \$3.8 million in gifts used for the construction of the Campus Commons is shown in the Operating Budget as Foundation Restricted Capital Gift revenue in the top section with a corresponding transfer out to the capital budget at the bottom of the report. In FY17, the University planned to utilize \$3.0 million in gifts for the construction of Campus Commons; however, state capital appropriated funds were utilized instead of capital gifts. UNC utilized \$3.8 million in capital gifts for FY18, rather than the \$1.9 million that was budgeted.
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. The actual revenue was \$1.2 million more than budget.
10	Personnel expenditures were 71% of total expenditures. Personnel expenditures were \$0.9 million over budget.
11	Non-personnel expenditures were 23% of total expenditures. Non-personnel expenditures were \$0.8 million under budget.
12	Debt service and capital leases were 6% of total expenditures.
13	Transfers to capital budget included \$0.2 million from the facilities management capital budget, \$4.0 million from student capital fee revenue and \$2.4 million of housing, dining and parking revenue.

RESIDENT AND NON-RESIDENT TUITION DETAIL

	Budget					Actual					Variance at 06/30/2018
Undergrad	Fall	Interim	Spring	Summer	Total	Fall	Interim	Spring	Summer	Total	Total
Resident	\$ 27,548,244	\$ 422,438	\$ 24,713,431	\$ 3,557,057	\$ 56,241,170	\$ 27,264,935	\$ 422,366	\$ 24,626,475	\$ 3,299,153	\$ 55,612,929	\$ (628,241)
Non-Resident	6,030,635	51,565	5,388,412	899,218	12,369,830	5,659,618	87,174	5,056,394	930,421	11,733,607	(636,223)
WUE	5,300,851	58,307	4,805,540	732,292	10,896,990	4,865,139	72,495	4,405,151	556,828	9,899,613	(997,377)
Subtotal	38,879,730	532,310	34,907,383	5,188,567	79,507,990	37,789,692	582,035	34,088,020	4,786,402	77,246,149	(2,261,841)
Extended Campus	1,750,110	65,268	1,303,390	1,269,923	4,388,691	1,829,730	130,862	1,337,966	1,681,111	4,979,669	590,978
FY18 Total	\$ 40,629,840	\$ 597,578	\$ 36,210,773	\$ 6,458,490	\$ 83,896,681	\$ 39,619,422	\$ 712,897	\$ 35,425,986	\$ 6,467,513	\$ 82,225,818	\$ (1,670,863)
Graduate	Fall	Interim	Spring	Summer	Total	Fall	Interim	Spring	Summer	Total	Total
Resident	\$ 5,183,200	\$ -	\$ 4,925,320	\$ 1,993,970	\$ 12,102,490	\$ 4,066,496	\$ 29,751	\$ 3,800,737	\$ 1,402,694	\$ 9,299,678	\$ (2,802,812)
Non-Resident	3,006,278	-	2,378,376	564,761	5,949,415	2,989,378	11,015	2,823,501	541,487	6,365,381	415,966
Subtotal	8,189,478	-	7,303,696	2,558,731	18,051,905	7,055,874	40,766	6,624,238	1,944,181	15,665,059	(2,386,846)
Extended Campus	5,971,331	-	5,571,485	4,882,669	16,425,485	6,114,813	14,985	5,481,065	5,266,910	16,877,773	452,288
FY18 Total	\$ 14,160,809	\$ -	\$ 12,875,181	\$ 7,441,400	\$ 34,477,390	\$ 13,170,687	\$ 55,751	\$ 12,105,303	\$ 7,211,091	\$ 32,542,832	\$ (1,934,558)
Total	Fall	Interim	Spring	Summer	Total	Fall	Interim	Spring	Summer	Total	Total
Resident	\$ 32,731,444	\$ 422,438	\$ 29,638,751	\$ 5,551,027	\$ 68,343,660	\$ 31,331,431	\$ 452,117	\$ 28,427,212	\$ 4,701,847	\$ 64,912,607	\$ (3,431,053)
Non-Resident	9,036,913	51,565	7,766,788	1,463,979	18,319,245	8,648,996	98,189	7,879,895	1,471,908	18,098,988	(220,257)
WUE	5,300,851	58,307	4,805,540	732,292	10,896,990	4,865,139	72,495	4,405,151	556,828	9,899,613	(997,377)
Subtotal	47,069,208	532,310	42,211,079	7,747,298	97,559,895	44,845,566	622,801	40,712,258	6,730,583	92,911,208	(4,648,687)
Extended Campus	7,721,441	65,268	6,874,875	6,152,592	20,814,176	7,944,543	145,847	6,819,031	6,948,021	21,857,442	1,043,266
FY18 Total	\$ 54,790,649	\$ 597,578	\$ 49,085,954	\$ 13,899,890	\$ 118,374,071	\$ 52,790,109	\$ 768,648	\$ 47,531,289	\$ 13,678,604	\$ 114,768,650	\$ (3,605,421)

STRATEGIC INVESTMENTS BUDGET

For the Quarter Ended June 30, 2018

Strategic Investment Cash

Unexpended balances of authorized projects	\$ 1,331,899
Cash Transferred from University Reserve for new projects	4,245,785
Cash from NCAA Endowment Distribution	544,330
Total Cash in Strategic Investments at July 1, 2017	<u>\$ 6,122,014</u>
Net balance sheet changes	(33,659)
Revenue	1,008
YTD FY18 expenditures 6/30/2018	(4,217,939)
Cash in Strategic Investments at June 30,2018	<u>\$ 1,871,424</u>

Multiyear Commitments

	Total FY18 Budget	Actual Expenditures at 06/30/2018	Available Balance
Enrollment and Pricing	\$ 75,000	\$ 62,992	\$ 12,008
Equity and Diversity	52,525	37,180	15,345

Integrated Student Support Plans

Student Success Collaborative	210,000	170,839	39,161
Student Food Insecurity Project	40,000	38,995	1,005
Subtotal Integrated Student Support Plans	<u>\$ 250,000</u>	<u>\$ 209,834</u>	<u>\$ 40,166</u>

Academic Portfolio

Accreditation	150,000	193,783	(43,783)
Program Review & Assessment	60,000	39,591	20,409
Various Academic Portfolio	70,000	-	70,000
Subtotal Academic Portfolio	<u>\$ 280,000</u>	<u>\$ 233,374</u>	<u>\$ 46,626</u>

Research Scholarship and Creative Works

Grant Match Funds	400,000	325,320	74,680
Faculty Start-Up Packages	325,000	341,012	(16,012)
Faculty Awards & Development	395,000	367,827	27,173
Innovation Dev. & Enterprise Adv. (IDEA)	60,000	61,405	(1,405)
UNC Cancer Rehabilitation Institute	164,376	224,831	(60,455)
Other Institutes	100,624	-	100,624
RSCW Faculty Reassign Program	120,000	55,676	64,324
Education Innovation Institute	150,000	60,446	89,554
Unrestricted Research Incentive	650,000	556,404	93,596
Subtotal Research Scholarship and Creative Works	<u>\$ 2,365,000</u>	<u>\$ 1,992,921</u>	<u>\$ 372,079</u>

Total Core Plan Investments

	<u>\$ 3,022,525</u>	<u>\$ 2,536,301</u>	<u>\$ 486,224</u>
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Support Plan Investments

Information Management Plan	900,000	984,716	(84,716)
Total Support Plan Investments	<u>\$ 900,000</u>	<u>\$ 984,716</u>	<u>\$ (84,716)</u>

Other Strategic Investments

I@UNC	175,000	12,595	162,405
Emergency Management	40,000	-	40,000
Circulation/Master Planning	95,975	-	95,975
Emerging University Priorities	120,000	164,554	(44,554)
Athletics NCAA Distribution	144,000	28,905	115,095
Campus Commons	1,500	3,155	(1,655)
Compensation Identity Initiative	-	3,450	(3,450)
Innovation - Online Course Development	410,000	484,263	(74,263)
Total Other Strategic Investments	<u>\$ 986,475</u>	<u>\$ 696,922</u>	<u>\$ 289,553</u>

Grand Total

	<u>\$ 4,909,000</u> ⁽¹⁾	<u>\$ 4,217,939</u>	<u>\$ 691,061</u>
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⁽¹⁾The total includes the original budget of \$4,765,000 approved by the Board of Trustees plus \$144,000 of the NCAA distribution for Athletics in FY18. The total NCAA distribution was \$544,330 and will be expended over five years.

CAPITAL PROJECTS

Major Capital Project Expenditures by Funding Source For the Quarter Ended June 30, 2018

	Board Approved Budget June, 2017	Committed Projects at 06/30/2018	Expended FY18	To be Expended FY19	To be Expended FY20
A. Fiscal Year 2017-18 New Projects	(1)	(2)			
General Fund					
FY18 projects with budgets less than \$200,000	\$ 2,763,897	\$ 1,640,820	\$ 1,116,455	\$ 524,365	\$ -
Arts Annex silica dust capture system (Design & Phase I)	200,000	172,836	172,836	-	-
Frasier interior painting	250,000	-	-	-	-
Heating Plant underground storage tanks replacement	450,000	26,661	26,661	-	-
Michener floor tile replacement in basement corridors	300,000	470	470	-	-
Skinner roof replacement	250,000	170,000	156,450	13,550	-
Subtotal General Funded Projects	4,213,897	2,010,787	1,472,872	537,915	-
Housing, Dining, Extended Studies, Student Fees					
FY18 projects with budgets less than \$200,000	529,650	457,230	136,109	321,121	-
Parking Lot "L" reconstruction upper level (\$850K total)	350,000	350,000	-	350,000	-
Arlington wireless data system replacement	300,000	130,000	71,779	58,221	-
Residence halls carpet and paint (\$4.7M total)	500,000	500,000	164,651	335,349	-
Lawrenson carpet replacement Phase II (\$420K total)	220,000	110,881	110,881	-	-
UC main lobby ceiling & lighting replacement	250,000	9,486	9,486	-	-
Subtotal Auxiliary and Other Funded Projects	2,149,650	1,557,597	492,906	1,064,691	-
State Capital Appropriations					
Butler Hancock pool AHU replacement	937,268	937,268	-	468,634	468,634
Frasier tunnel piping replacement & abatement	339,146	339,146	-	169,573	169,573
Fire sprinkler upgrade-Frasier (Phase I)	1,611,931	1,611,931	21,587	100,000	1,490,344
Subtotal State Capital Appropriations	2,888,345	2,888,345	21,587	738,207	2,128,551
Equipment	925,834	878,094	754,119	123,975	-
Total Fiscal Year 2017-18 New Projects	\$ 10,177,726	\$ 7,334,823	\$ 2,741,484	\$ 2,464,788	\$ 2,128,551
B. Fiscal Year 2016-17 Projects in Progress					
General Fund					
FY17 projects with budgets less than \$200,000	\$ 498,277	\$ 737,409	\$ 677,507	\$ 43,502	\$ 16,400
Campus wireless improvements	-	124,069	124,069	-	-
Parsons roof replacement	172,500	267,682	267,682	-	-
Subtotal General Funded Projects	670,777	1,129,160	1,069,258	43,502	16,400
Housing, Dining, Extended Studies, Student Fees					
FY17 projects with budgets less than \$200,000	322,768	153,920	147,862	6,058	-
Residence halls carpet and paint	206,000	90,918	90,918	-	-
Lawrenson carpet replacement Phase I	90,000	-	-	-	-
Harrison Hall roof replacement	240,000	197,279	197,279	-	-
UC roof replacement lobby area 2	108,000	127,232	127,232	-	-
Parking Lot "L" reconstruction lower level	500,000	499,384	84,603	414,781	-
Subtotal Auxiliary and Other Funded Projects	1,466,768	1,068,733	647,894	420,839	-
Debt Funded Capital Projects					
Energy Performance Contract	379,364	493,589	361,605	131,984	-
Subtotal Restricted Capital Grants/Gifts	379,364	493,589	361,605	131,984	-
State Capital Appropriations					
Fire sprinkler upgrade-McKee	991,131	993,949	684,137	309,812	-
Fire sprinklers Phase II of III	87,355	83,565	83,565	-	-
Fire sprinklers Phase III of III	1,120,923	1,450,923	702,353	748,570	-
Wireless & network upgrade	-	20,786	6,053	14,733	-
Subtotal State Capital Appropriations	2,199,409	2,549,223	1,476,108	1,073,115	-
Campus Commons (multi-year)⁽³⁾					
State Capital Appropriation and Debt Funding	54,354,982	51,702,640	32,071,684	19,630,956	-
Capital Gifts from Foundation and Bridge Funding	4,575,216	7,174,834	3,786,156	3,388,678	-
Subtotal Campus Commons (multi-year)	58,930,198	58,877,474	35,857,840	23,019,634	-
Equipment	50,000	178,430	178,430	-	-
Total Fiscal Year 2016-17 Projects in Progress	\$ 63,696,516	\$ 64,296,609	\$ 39,591,135	\$ 24,689,074	\$ 16,400
C. Fiscal Year 2018-2019 Projects Expended Before 6/30/18					
Total Capital Projects	\$ 73,874,242	\$ 71,631,432	\$ 42,335,853	\$ 27,153,862	\$ 2,144,951

(1) Board Approved Budget includes (A) new FY18 project commitments and (B) estimated remaining expenditures on FY17 projects.

(2) Committed projects at 6/30/2018 includes (A) new FY18 projects commitments +/- project changes (B) actual remaining commitments to complete FY17 projects at 6/30/2018 and (C) early start FY19 projects.

(3) \$2.6 million of Campus Commons was expended in FY16 & \$12.2M in FY17.

RESTRICTED GRANTS AND CONTRACTS

Budget to Actual
For the Fiscal Year Ended June 30, 2018

	Original Budget	Actual at 6/30/2018
REVENUE		
Federal Grants	\$ 4,197,000	\$ 5,205,654
State and Local Grants	210,000	929,131
Other Private Grants	187,000	326,363
UNC Foundation Grants	432,000	799,206
TOTAL REVENUE	\$ 5,026,000	\$ 7,260,353
EXPENSES/TRANSFERS		
Personnel Expenses		
Faculty Salaries	\$ 841,000	\$ 1,292,643
Administrative Exempt Salaries	896,000	1,182,581
Graduate Teaching Assistants	140,000	177,256
GA/TA/GRA Tuition Scholarships	50,000	72,776
Classified Salaries	7,000	4,361
Student Wages	127,000	184,141
Other Wages/Compensations	62,000	117,728
Fringe Benefits	519,000	759,510
Subtotal Personnel Expenses	\$ 2,642,000	\$ 3,790,995
Non-Personnel Expenses		
Other Current Expenses	\$ 227,000	\$ 245,127
Purchased Services	418,000	787,032
Supplies	183,000	228,447
Cost Allocation & Utilities	-	16,426
Grant Facility and Administrative Recovery	498,000	625,586
Scholarships	897,000	1,311,010
Travel	157,000	250,798
Capital	4,000	5,001
Subtotal Non-Personnel Expenses	\$ 2,384,000	\$ 3,469,428
TOTAL EXPENSES/TRANSFERS	\$ 5,026,000	\$ 7,260,423
REVENUE LESS EXPENSES/TRANSFERS	\$ -	\$ (70)

FINANCIAL AID

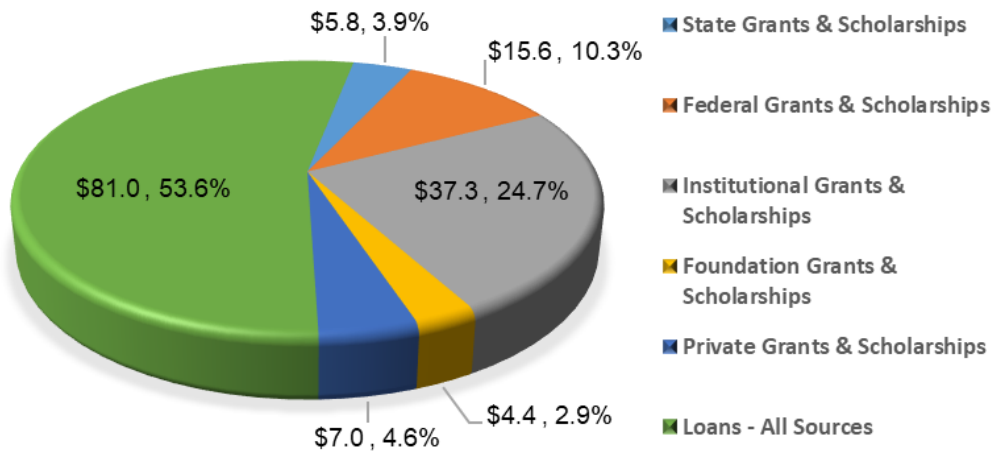
Table 6 and Figure 4 show the total financial aid available to students from all funding sources, including state, federal, institutional, private funds and loans. Table 6 includes the total financial aid expected (the Budget column) and financial aid paid-to-date (the Actual column), while Figure 4 shows the allocation of financial aid by source paid-to-date. 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. FY18 Total Financial Aid by Source and Type - Undergraduate and Graduate

Aid Type and Source	FY18 Budget	FY18 Actual
Grants & Scholarships		
State ⁽¹⁾	\$ 6,158,675	\$ 5,850,643
Federal	13,601,952	15,627,672
UG Institutional ^(a)	27,915,144	30,294,507
UG Room & Board Waivers ^(a)	1,200,000	1,147,811
GR Institutional ^(a)	5,616,839	5,856,525
UNC Foundation (UG & GR) ^(b)	4,225,000	4,410,762
Private	6,798,100	6,954,072
Subtotal Grants & Scholarships	\$ 65,515,710	\$ 70,141,992
Loans-All Sources	82,349,000	80,968,106
Total Financial Aid	\$ 147,864,710	\$ 151,110,098
<i>(a) Total Institutional Aid</i>	\$ 34,731,983	\$ 37,298,843
<i>(b) UNC Foundation</i>	4,225,000	4,410,762
<i>Total Discounting on Operating Budget</i>	\$ 38,956,983	\$ 41,709,605

⁽¹⁾ The State reduced financial aid from FY17 allocation after FY18 budget was established.

Figure 4. FY18 Financial Aid at 06/30/2018 (\$151.1 million)



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

Table 7. Undergraduate Tuition and Fee Discounting

	FY15 Actual	FY16 Actual	FY17 Actual	FY18 Budget	FY18 Actual
Undergraduate Tuition & Fees (Main & Extended)	\$ 83,192,118	\$ 86,409,555	\$ 95,389,717	\$ 104,320,298	\$ 101,150,529
Institutional Scholarships	(16,810,417)	(18,229,527)	(23,449,422)	(27,915,144)	(30,294,507)
Discounted Revenue	\$ 66,381,701	\$ 68,180,028	\$ 71,940,295	\$ 76,405,154	\$ 70,856,022
Discount Percent	20.2%	21.1%	24.6%	26.8%	29.9%

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

	FY15 Actual	FY16 Actual	FY17 Actual	FY18 Budget	FY18 Actual
Graduate Tuition & Fees (Main & Extended)	\$ 26,553,964	\$ 28,197,639	\$ 32,236,827	\$ 36,448,611	\$ 34,376,812
Institutional Scholarships and Waivers	(4,144,139)	(4,680,713)	(5,473,747)	(5,616,839)	(5,856,525)
Discounted Revenue	\$ 22,409,825	\$ 23,516,926	\$ 26,763,080	\$ 30,831,772	\$ 28,520,287
Discount Percent	15.6%	16.6%	17.0%	15.4%	17.0%

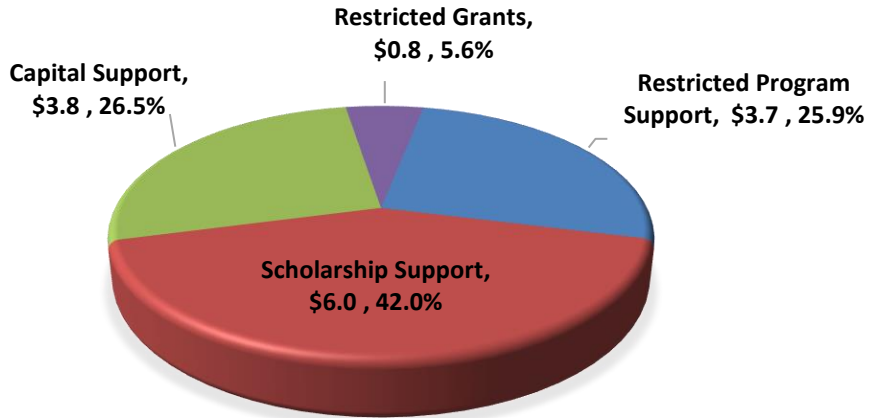
Table 9 shows the room and board discount rate.

Table 9. Room and Board Discounting

	FY15 Actual	FY16 Actual	FY17 Actual	FY18 Budget	FY18 Actual
Undergraduate Room & Board Revenue	\$ 30,824,114	\$ 31,851,176	\$ 33,324,849	\$ 34,621,092	\$ 34,160,857
Room & Board Waivers & Scholarships	(1,047,182)	(1,104,576)	(1,115,924)	(1,200,000)	(1,147,811)
Discounted Revenue	\$ 29,776,932	\$ 30,746,600	\$ 32,208,925	\$ 33,421,092	\$ 33,013,046
Discount Percent	3.4%	3.5%	3.3%	3.5%	3.4%

FOUNDATION SUPPORT EXPENDED*

\$14.3 Million



	FY18 Budget	FY18 Actual	Variance
Restricted Program Support			
Athletics	\$ 482,125	\$ 909,411	\$ 427,286
Provost	65,919	24,935	(40,984)
Library	364,010	290,951	(73,059)
EBS	201,439	322,983	121,544
HSS	161,425	248,657	87,232
MCB	638,330	687,339	49,009
NHS	122,093	224,198	102,105
PVA	160,300	337,100	176,800
Stryker Institute	275,876	277,990	2,114
Tointon Institute	228,000	289,817	61,817
Other	140,300	128,099	(12,201)
Total Restricted Program Support	\$ 2,839,817	\$ 3,741,480	\$ 901,663
Scholarships			
Institutional Scholarship Support	\$ 1,550,000	\$ 1,590,000	\$ 40,000
Restricted Scholarships			
Named and Endowed Scholarships	3,450,000	3,771,153	321,153
Athletics Scholarships	525,000	423,609	(101,391)
Greeley Promise & Other Scholarships	250,000	216,000	(34,000)
Total Scholarship Support	\$ 5,775,000	\$ 6,000,762	\$ 225,762
Capital Support			
Campus Commons	\$ 1,900,000	\$ 3,786,156	\$ 1,886,156
Athletics Softball Backstop	35,000	-	(35,000)
PVA Gray Hall	20,000	20,000	-
Total Capital Support	\$ 1,955,000	\$ 3,806,156	\$ 1,851,156
Grants			
Daniels Fund	\$ 161,121	\$ 182,158	\$ 21,037
Frontiers of Science	185,615	152,220	(33,395)
Grants under \$100,000	85,264	464,827	379,563
Total Grants Support	\$ 432,000	\$ 799,206	\$ 367,206
Total Foundation Support	\$ 11,001,817	\$ 14,347,604	\$ 3,345,787

*Reflects the funds that were transferred to UNC and expended in the current year.
It does not reflect funds raised.