



Budget and Finance Committee Meeting

PRESENTED BY

Interim VP Joe Bakker

September 10, 2014

Florida Agricultural and Mechanical University



Action Items

APPROVAL OF MINUTES

- Approve minutes for 6/4/14
- Approve minutes for 5/5/14





Information Item

Analysis of Auxiliary Enterprises

Types of Auxiliaries

- Auxiliaries funded by student fees
- Auxiliaries funded by sale of goods/services
- Departmental Auxiliaries which are funded primarily by charges to University internal departments.
- Other Auxiliaries which are funded from various other sources of funds.
- Athletics – funded by student fees as well as sales and services





Information Item

Analysis of Auxiliary Enterprises continued

Auxiliaries Operations

- Self-supporting on a individual basis
- Accounting done on an individual basis
- Fund balances used for working capital, capital improvements and customer service improvements,
- Cumulative fund balances used to temporarily support auxiliaries with cash deficits
- Cumulative fund balances have also been used as follows:
 - Purchase of the Centennial Building
 - Support for the construction of the 800-bed facility
 - Scholarships for students





Information Item

Analysis of Auxiliary Enterprises continued

Estimates of Auxiliary Cash Balances at 06/30/14 (Athletics Excluded)		
Number of Accounts	Ranges of Cash Balances	Total Amount
10	Over \$1,000,000	\$24,356,000
12	\$1000,000 to \$100,000	\$3,519,000
15	\$100,000 to \$50,000	\$847,000
24	\$50,000 to \$0	\$438,000
8	\$0 to -(\$400,000)	-\$722,000
Repair and Renovation Funds		
18	\$860,000 to \$2,000	4,128,000





Information Item

Analysis of Auxiliary Enterprises continued

Institution	Accounting Method for Auxiliaries
Florida A&M	Self-supporting on an individual basis; temporary support provided for units with cash deficits.
Florida State	Self-supporting on an individual basis; however, in certain circumstances, such as Business Services, the auxiliaries are treated on a collective basis.
Florida Gulf Coast	Self-supporting on an individual basis; very small amounts of support provided to units with cash deficits.
Florida International	Self-supporting on an individual basis; support may be provided from excess unrestricted fund balances to supplement E&G budget.
West Florida	Self-supporting on an individual basis; in general, excess funds can be used to support the area where the income was generated.
Central Florida	Self-supporting on a collective basis; circumstances vary but typically excess cash balances are used to support other auxiliaries on a limited basis.
North Florida	Self-supporting on an individual basis; excess funds used at times to support other units.





Information Item

Contracts over \$100,000

AirFax, Inc.

- Contract Start : 7/9/2014
- Contract Original Expiration Date: 11/30/2014
- Contract Amount: \$217,470.00

Airfax, Inc. will provide one MD-83 Aircraft for air charter service with flights to the following games:

- Howard - 10/18/14
- North Carolina A&T- 10/25/14
- Delaware State – 11/15/14





Information Item

Contracts over \$100,00

Perceptive Software, LLC.

Subscription Model	1st Year	2nd Year	3rd Year	Total contract
ImageNow/WebNow Combo Licenses	195,960.00	195,960.00	195,960.00	587,880.00
Remote Administration	22,800.00	22,800.00	22,800.00	68,400.00
Professional Services for Intelligent Capture Implementation	65,050.00	-	-	65,050.00
Total Annual Subscription	283,810.00	218,760.00	218,760.00	721,330.00





Information Item

Quarterly Financial Report

- The University ended the year in a sound financial position
- Expenditures were well within budget
- Cash and investment balances were healthy





Government Relations

Director Jimmy Miller



Athletics Overview



Athletic Director Kellen Winslow





Athletics Budget Overview

- Cut 10 positions at a saving of approximately \$450,000 salaries and benefits
- Cash Balance as of 7/1/2014 was (\$8,509,878) projected for 6/30/2015 is (\$8,165,462) for a net surplus for 2014-15 of \$344,416 for a 4.05% percentage change
- The surplus is contingent on aggressive revenue projections for ticket sales, sponsorship sales and a fundraising campaign
- Football season tickets as of 9/2/2014 are at 2,435 for revenue of \$318,710
- Athletics is working to pay for necessary items such as the maintenance, cleaning and safety issues at Bragg Stadium for a better fan experience.





Athletic Budget YTD as of 8/29/14

FLORIDA A&M UNIVERSITY
 ATHLETICS BUDGET STATUS FOR BUDGET PERIOD 2015
 YEAR-TO-DATE AS OF AUGUST 29, 2014

DEPARTMENT NAME	ACCOUNT	BUDGET	ENCUMBRANCE	EXPENSE	REMAINING
	711000 SALARIES	573,113.00	450,674.04	53,563.79	68,875.17
	712000 OPS	9,486.00	0.00	9,795.18	-309.18
	720000 EXPENSE	502,908.00	16,085.36	39,583.10	447,239.54
	721000 MANDATORIES	191,692.00	0.00	0.00	191,692.00
ATHLETIC ADMINISTRATION		1,277,199.00	466,759.40	102,942.07	707,497.53
	711000 SALARIES	7,986.00	9,056.22	360.48	-1,430.70
	720000 EXPENSE	33,821.00	3,337.44	0.00	30,483.56
ATHLETIC ACADEMIC SERVICES		41,807.00	12,393.66	360.48	29,052.86
	711000 SALARIES	69,915.00	77,764.38	4,398.91	-12,248.29
	712000 OPS	18,344.00	12,918.00	2,777.37	2,648.63
	720000 EXPENSE	36,000.00	2,360.50	6,388.43	27,251.07
	721000 MANDATORIES	7,000.00	0.00	0.00	7,000.00
ATHLETIC COMPLIANCE		131,259.00	93,042.88	13,564.71	24,651.41





Athletics Budget con't

DEPARTMENT NAME	ACCOUNT	BUDGET	ENCUMBRANCE	EXPENSE	REMAINING
ATHLETIC SAF/SAOF	720000 EXPENSE	85,000.00	730.96	174.00	84,095.04
	711000 SALARIES	128,579.00	200,517.18	52,687.65	-124,625.83 (A)
	720000 EXPENSE	17,360.00	3,908.80	0.00	13,451.20
ATHLETIC BUSINESS OFFICE		145,939.00	204,425.98	52,687.65	-111,174.63
	711000 SALARIES	178,370.00	125,360.89	18,584.69	34,424.42
	712000 OPS	10,205.00	13,760.06	3,210.38	-6,765.44
	720000 EXPENSE	74,400.00	3,235.55	0.00	71,164.45
	721000 MANDATORIES	600.00	0.00	0.00	600.00
ATHLETIC TICKET OFFICE		263,575.00	142,356.50	21,795.07	99,423.43
	711000 SALARIES	178,678.00	0.00	1,006.08	177,671.92
	712000 OPS	9,159.00	14,337.70	12,527.72	-17,706.42
	720000 EXPENSE	78,450.00	58,307.86	9,014.63	11,127.51
	721000 MANDATORIES	7,900.00	0.00	0.00	7,900.00
	750000 OCO	35,053.00	0.00	0.00	35,053.00
ATHLETIC SPORTS INFORMATION		309,240.00	72,645.56	22,548.43	214,046.01
ATHLETIC COACH'S SHOW	720000 EXPENSE	8,500.00	0.00	0.00	8,500.00

(A) Department reflects encumbrance of employee's terminal leave payout on this slide and subsequent slides where noted





Athletics Budget con't

DEPARTMENT NAME	ACCOUNT	BUDGET	ENCUMBRANCE	EXPENSE	REMAINING
	711000 SALARIES	171,542.00	92,563.57	13,639.96	65,338.47
	712000 OPS	21,730.00	7,056.46	3,350.60	11,322.94
	720000 EXPENSE	126,210.00	55.00	0.00	126,155.00
	721000 MANDATORIES	21,600.00	0.00	0.00	21,600.00
ATHLETIC MARKETING		341,082.00	99,675.03	16,990.56	224,416.41
	711000 SALARIES	75,489.00	40,937.38	12,913.09	21,638.53
	712000 OPS	2,575.00	0.00	2,511.05	63.95
	720000 EXPENSE	134,890.00	108,964.11	20,668.25	5,257.64
	750000 OCO	20,000.00	0.00	0.00	20,000.00
ATHLETIC FACILITIES		232,954.00	149,901.49	36,092.39	46,960.12
	711000 SALARIES	50,000.00	0.00	0.00	50,000.00
	720000 EXPENSE	105,000.00	26,880.36	7,894.80	45,524.84
ATHLETIC EVENT MANAGEMENT		155,000.00	26,880.36	7,894.80	95,524.84
	711000 SALARIES	52,968.00	51,518.16	2,330.07	-880.23
	720000 EXPENSE	62,634.00	15,164.68	15,884.39	30,159.87
ATHLETIC EQUIPMENT		115,602.00	66,682.84	18,214.46	29,279.64





Athletics Budget con't

DEPARTMENT NAME	ACCOUNT	BUDGET	ENCUMBRANCE	EXPENSE	REMAINING
	711000 SALARIES	154,052.00	137,107.22	6,566.00	10,378.78
	712000 OPS	6,168.00	0.00	5,689.17	478.83
	720000 EXPENSE	79,000.00	5,130.95	0.00	71,197.65
ATHLETIC STRENGTH & CONDITIONING		239,220.00	142,238.17	12,255.17	82,055.26
	711000 SALARIES	190,090.00	117,123.65	24,158.68	48,807.67
	720000 EXPENSE	409,370.00	107,390.67	28,495.95	273,483.38
ATHLETIC SPORTS MEDICINE		599,460.00	224,514.32	52,654.63	322,291.05
	712000 OPS	0.00	0.00	137.46	-137.46
	720000 EXPENSE	65,000.00	0.00	1,008.67	63,991.33
ATHLETIC TRANSPORTATION		65,000.00	0.00	1,146.13	63,853.87
ATHLETICS ADM & GEN	720000 EXPENSE	21,160.00	11,902.12	9,000.00	257.88
ATHLETIC SCHOLARSHIP	720000 EXPENSE	1,752,781.00	114.20	7,220.48	1,745,446.32





Athletics Budget con't

DEPARTMENT NAME	ACCOUNT	BUDGET	ENCUMBRANCE	EXPENSE	REMAINING
	711000 SALARIES	910,504.00	921,492.47	131,560.75	-142,549.22 (A)
	712000 OPS	4,271.00	0.00	4,416.92	-145.92
	720000 EXPENSE	698,501.00	129,824.54	331,361.57	228,314.89
FOOTBALL		1,613,276.00	1,051,317.01	467,339.24	85,619.75
	711000 SALARIES	381,471.00	310,555.72	71,856.30	-941.02
	712000 OPS	3,320.00	0.00	122.73	3,197.27
	720000 EXPENSE	305,021.00	20,733.32	715.21	283,572.47
BASKETBALL		689,812.00	331,289.04	72,694.24	285,828.72
	711000 SALARIES	185,401.00	201,070.13	22,780.93	-38,450.06
	712000 OPS	0.00	0.00	3,312.42	-3,312.42
	720000 EXPENSE	180,444.00	7,232.40	5,953.67	167,257.93
BASEBALL		365,845.00	208,302.53	32,047.02	125,495.45
	711000 SALARIES	90,849.00	165,310.56	17,622.32	-92,083.88 (A)
	712000 OPS	11,239.00	9,817.68	1,205.68	215.64
	720000 EXPENSE	93,064.00	957.60	0.00	92,106.40
	721000 MANDATORIES	4,000.00	0.00	0.00	4,000.00
TRACK		199,152.00	176,085.84	18,828.00	4,238.16





Athletics Budget con't

DEPARTMENT NAME	ACCOUNT	BUDGET	ENCUMBRANCE	EXPENSE	REMAINING
	712000 OPS	0.00	0.00	247.91	-247.91
	720000 EXPENSE	1,833.00	58.09	-1.00	1,775.91
TENNIS		1,833.00	58.09	246.91	1,528.00
	712000 OPS	0.00	0.00	173.72	-173.72
	720000 EXPENSE	1,009.00	340.93	418.65	249.42
GOLF		1,009.00	340.93	592.37	75.70
	712000 OPS	0.00	0.00	470.34	-470.34
	720000 EXPENSE	367.00	366.88	0.00	0.12
SPIRIT TEAM		367.00	366.88	470.34	-470.22
RATTLER SPORTS NETWORK	720000 EXPENSE	1,984.00	1,977.53	0.00	6.47
DIRECTOR ATHLETICS	720000 EXPENSE	31,173.00	9,569.64	11,840.09	9,763.27
ATHLETIC BUSINESS MANAGER	720000 EXPENSE	718.00	625.21	92.10	0.69
SPORTS INFORMATION	720000 EXPENSE	10,515.00	5,477.81	1,326.00	3,711.19
BOLD CITY CLASSIC	720000 EXPENSE	5,471.00	5,470.29	0.00	0.71





Athletics Budget con't

DEPARTMENT NAME	ACCOUNT	BUDGET	ENCUMBRANCE	EXPENSE	REMAINING
	711000 SALARIES	0.00	0.00	0.00	0.00
	712000 OPS	15,172.00	13,253.87	1,853.94	64.19
	720000 EXPENSE	59,825.00	1,118.80	0.00	58,706.20
WOMEN BOWLING		74,997.00	14,372.67	1,853.94	58,770.39
	711000 SALARIES	162,551.00	107,844.64	15,875.78	38,830.58
	712000 OPS	0.00	0.00	77.50	-77.50
	720000 EXPENSE	193,946.00	6,593.22	2,102.38	185,250.40
	721000 MANDATORIES	300.00	0.00	0.00	300.00
WOMEN SOFTBALL		356,797.00	114,437.86	18,055.66	224,303.48
	711000 SALARIES	86,043.00	75,456.90	11,042.99	-456.89
	712000 OPS	11,239.00	8,827.30	0.00	2,411.70
	720000 EXPENSE	90,090.00	4,940.80	533.25	84,615.95
WOMEN TRACK AND FIELD		187,372.00	89,225.00	11,576.24	86,570.76
	712000 OPS	11,239.00	8,827.30	387.54	2,024.16
	720000 EXPENSE	135,280.00	9,738.96	6,813.84	118,727.20
WOMEN VOLLEYBALL		146,519.00	18,566.26	7,201.38	120,751.36





Athletics Budget con't

DEPARTMENT NAME	ACCOUNT	BUDGET	ENCUMBRANCE	EXPENSE	REMAINING
	711000 SALARIES	57,901.00	48,324.51	7,117.78	2,458.71
	712000 OPS	11,239.00	8,827.30	0.00	2,411.70
	720000 EXPENSE	72,797.00	8,400.86	1,578.72	62,500.42
	721000 MANDATORIES	200.00	0.00	0.00	200.00
WOMEN TENNIS		142,137.00	65,552.67	8,696.50	67,570.83
	711000 SALARIES	133,639.00	119,679.41	18,557.95	-4,598.36
	712000 OPS	2,846.00	37,427.89	5,104.62	-39,686.51
	720000 EXPENSE	268,265.00	7,093.35	731.69	260,439.96
	721000 MANDATORIES	4,500.00	0.00	0.00	4,500.00
WOMEN BASKETBALL		409,250.00	164,200.65	24,394.26	220,655.09
CORNING RATTLERETTE TOURNAMENT	720000 EXPENSE	199.00	111.32	0.00	87.68
ATHLETIC TRAINER	720000 EXPENSE	5,754.00	3,419.46	-325.23	2,659.77
Grand Total :		10,029,039.00	4,024,870.11	1,060,979.75	4,905,075.68





Athletics Deficit Reduction Plan

FLORIDA A&M UNIVERSITY ACTUAL AND PROJECTED CASH BALANCES

	FY 10-11	FY 11-12	FY 12-13	FY 13-14	Projected FY 14-15	Projected FY 16-17	Projected FY 17-18	Projected FY 18-19	Projected FY 19-20
Current Revenues									
Fees	4,743,907	5,200,354	4,780,688	4,318,685	3,969,050	4,167,502	4,375,877	4,594,671	4,824,405
Sales	2,237,360	2,217,312	1,680,209	2,391,057	1,386,458	1,455,781	1,528,570	1,604,999	1,685,249
Other	1,682,898	1,136,233	1,474,621	1,367,471	3,819,653	4,010,636	4,211,168	4,421,726	4,642,812
Total Current Revenues	8,664,165	8,553,899	7,935,518	8,077,213	9,175,161	9,633,919	10,115,615	10,621,396	11,152,466
New Revenues									
Contribution from Boosters						300,000	315,000	330,750	347,288
Contribution from Foundation				700,000	500,000	700,000	735,000	771,750	810,338
Fund Raisers						200,000	210,000	220,500	231,525
Summer Camps						50,000	52,500	55,125	57,881
Total New Revenue				700,000	500,000	1,250,000	1,312,500	1,378,125	1,447,031
Total Revenues	8,664,165	8,553,899	7,935,518	8,777,213	9,675,161	10,883,919	11,428,115	11,999,521	12,599,497
Expenditures									
Salaries	3,485,435	3,672,034	3,553,304	3,465,145	3,839,141	3,915,924	3,994,242	4,074,127	4,155,610
OPS	514,405	490,344	708,151	758,033	148,232	151,197	154,221	157,305	160,451
Services & Supplies	3,587,874	3,130,971	3,292,811	3,325,042	4,388,885	4,476,663	4,566,196	4,657,520	4,750,670
Scholarships	1,803,658	2,312,192	2,465,506	2,442,522	1,652,781	1,685,837	1,719,553	1,753,944	1,789,023
Total Expenses	9,391,372	9,605,541	10,019,772	9,990,742	10,029,039	10,229,620	10,434,212	10,642,896	10,855,754
Less: University Support			2,081,120	1,220,000	300,000				
Fund Balance	(727,207)	(1,051,642)	(3,134)	6,471	(53,878)	654,299	993,903	1,356,625	1,743,743

- 1) FY 2014-15 Revenue Projections are based on credit hours to reach 9,500 students. The other fiscal years show a 5% increase.
- 2) All other Revenue projections based on 5% increase annually.
- 3) University Support in FY12-13 and FY 13-14 came from the Investment Earnings to pay for Scholarships, .
- 4) During FY13-14, \$100,00 of women sports' travel and \$200,000 women scholarships was transferred to Title IX.
- 5) It estimated that during FY14-15, \$300,000 will be available in Investment Earnings to help with scholarships and \$500,000 will be available for Title IX.





“At FAMU, Great Things Are Happening Every Day.”

established 1887

