

**Florida Agricultural and Mechanical University
Board of Trustees**



Action Item:

State Contracts and State Piggyback Vendors

FLORIDA **A&M** UNIVERSITY
Board of Trustees
ACTION ITEM

Thursday, August 11, 2022

Agenda Item: V

Subject: State Contracts and Piggyback Vendors

- 1) Data Set Ready, Inc.
- 2) Signal House Communications
- 3) Presidio Networked Solutions, LLC

Rationale/Summary:

This agenda item relates to the purchase of products, materials, and supplies for 1) infrastructure support and wireless fiber optics, 2) networking and support for data center, cloud, voice and security, and 3) audio visual projects and zoom room installation, services and equipment for projects and related repairs and replacements. Approval of these agreements will allow the university to capitalize on additional discounts and savings. The purpose of this request is to ensure the University can avoid any potential stoppage of work due to running out of purchasing authority and inability to purchase products, materials, supplies, and services timely, and nationwide issues with supply change delivers.

These suppliers currently are contracted with the Department of Management Services (DMS). Thus, they are considered state-contract vendors/suppliers because they had completed the solicitation process deemed by the state of Florida Board of Governor's Regulation 18.001(1)(c) to offer fixed unit price for goods and services to any State of Florida agency or department, political subdivisions, cooperatives or consortia, or any independent college or university for the procurement of such commodities and contractual services, when it is determined to be cost-effective and in the best interest of the state entities to make purchases.

Data Set Ready, Inc. - state authorized seller of information technology good for telecommunication infrastructure including infrastructure support and wireless fiber optics. These types of materials and supplies are used to replace end of life data cabling and to accommodate new data transport standards at higher speed connectivity to devices and minimize downtime.

Signal House Communications - state authorized seller of audio-visual equipment and accessories including audio visual projects and zoom room installations, services, and equipment. This type of equipment and accessories provide classroom modernization that incorporates learning technologies for higher level of collaboration and interactivity for online and in-person learning.

Presidio Networked Solutions, LLC - state authorized seller of data communication products and services including campus and enterprise network delivery for cybersecurity, wireless internet (WIFI), Multi-Factor Authentication (MFA, Voice over IP (VOIP) and connectivity to life safety, research, and computing systems. These materials and supplies will be addition or replacement for end of life cycle for existing equipment and materials, and leverage advancements in cybersecurity and broadband availability and reliability.

FLORIDA **A&M** UNIVERSITY
Board of Trustees
ACTION ITEM

Florida A&M has used DMS's contract unit pricing with Data Set Ready, Inc since 2009; Signal House Communications since 2015; and Presidio Networked Solutions LLC since 2018. The University has exhausted its current purchasing authority for projects that exceed the President's \$1M signature authority. The University is embarking upon several projects including those frequent repairs and replacements in which the University's staffs will be performing much of the work. The staffs want the ability to purchase products, materials, supplies, and/or services from said vendors as needed based on the projects identified in Exhibit A for the fiscal year 2023, which ends June 30, 2023.

Recommendation: The staff seeks the Board of Trustees' approval of the following vendors' agreements substantially in the form set forth on Exhibit B for fiscal year 2023 and for the following specific projects that exceed the President's \$1M signature authority:

1. Data Set Ready, Inc.
2. Signal House Communications, and
3. Presidio Networked Solutions, LLC

Fiscal Year 2022-2023		
Description of Project or Items	Priority Number*	Projected Total Amount of Project
Information Technology Services (ITS)		
Cybersecurity	1	\$1,500,000
College of Law	1	\$1,453,055
Pharmacy	1	\$1,032,732
FAMU PD & Plant Operations	2	\$1,159,605
FAMU DRS	2	\$1,685,547
Law Enforcement and Public Safety		
Foote Hilyer Hall	1	\$1,500,000
Brooklyn Student Housing: cameras, access control, gates and video cameras	3	\$1,500,000

Attachments: Yes

1. Exhibit A: Itemized list of projects in priority order by department
2. Exhibit B: Agreement for Data Set Ready, Inc.
3. Exhibit B: Agreement for Signal House Communications
4. Exhibit B: Agreement for Presidio Networked Solutions, LLC

Agenda Item V. State and Piggyback Contracts

*Priority 1 = immediately; 2 = within 3 months; 3 = within 6 months; 4 = within 9 months; 5 = within 12 months

Fiscal Year 2022-2023			Amount			Projected Total Amount of Project
Description of Project* or Items	Project	Priority Number*	Data Set Ready, Inc.	Signal House Communications	Presidio Networked Solutions, LLC	
Information Technology Services (ITS)						
Cybersecurity	Project	1	\$0	\$0	\$1,500,000	\$1,500,000
Core	Project	1	\$115,000	\$20,000	\$750,000	\$885,000
Research DMZ and Backbone	Project	1	\$300,000	\$25,000	\$598,644	\$923,644
College of Law	Project	1	\$553,000	\$595,248	\$304,807	\$1,453,055
Commons	Project	1	\$0	\$0	\$281,000	\$281,000
Foster Tanner Complex	Project	1	\$89,293	\$380,000	\$430,035	\$899,328
BL Perry	Project	1	\$0	\$0	\$162,273	\$162,273
Pharmacy	Project	1	\$0	\$250,000	\$782,732	\$1,032,732
Dyson Pharmacy	Project	1	\$173,000	\$50,000	\$0	\$223,000
Pharmacy Jacksonville	Project	1	\$58,750	\$60,000	\$75,000	\$193,750
Pharmacy Tampa	Project	1	\$30,000	\$20,000	\$25,146	\$75,146
Pharmacy Crestview	Project	1	\$0	\$125,000	\$212,196	\$337,196
Jackson Davis	Project	1	\$65,000	\$100,000	\$124,734	\$289,734
Footo Hilyer	Project	1	\$110,000	\$280,000	\$407,169	\$797,169
Palmetto South	Project	1	\$137,800	\$50,000	\$0	\$187,800
Phase III	Project	1	\$112,000	\$50,000	\$0	\$162,000
Sampson and Young	Project	1	\$51,000	\$100,000	\$395,000	\$546,000
Lee Hall	Project	1	\$0	\$35,000	\$222,844	\$257,844
Foundation	Project	1	\$105,000	\$20,000	\$55,242	\$180,242
Gore Education Complex	Project	2	\$0	\$300,000	\$441,117	\$741,117
FAMU PD & Plant Operations	Project	2	\$590,000	\$123,000	\$446,605	\$1,159,605
SGA Complex Student Activities - Bowling - Embassy	Project	2	\$155,000	\$225,000	\$300,000	\$680,000
Teleconferencing Center	Project	2	\$65,000	\$0	\$75,000	\$140,000
MS Thomas	Project	2	\$66,000	\$120,000	\$76,579	\$262,579
FAMU DRS	Project	2	\$734,000	\$515,000	\$436,547	\$1,685,547
Black Archives	Project	2	\$70,000	\$100,000	\$150,000	\$320,000
School of Journalism and Graphic Communication	Project	3	\$0	\$0	\$614,468	\$614,468
Howard Hall	Project	3	\$300,000	\$80,000	\$125,398	\$505,398
School of Architecture and Engineering Technology	Project	3	\$0	\$160,000	\$493,907	\$653,907
Brooksville	Project	3	\$75,000	\$10,000	\$82,863	\$167,863
President's/Alumni House	Project	3	\$0	\$0	\$62,418	\$62,418
Bartley-Gaither Complex	Project	4	\$375,000	\$200,000	\$220,478	\$795,478
Student Services	Project	4	\$80,000	\$0	\$128,474	\$208,474
Viticulture	Project	4	\$350,000	\$40,000	\$112,058	\$502,058
Honor House	Project	4	\$68,000	\$20,000	\$51,244	\$139,244
Grand Ballroom	Project	4	\$20,000	\$0	\$57,634	\$77,634
Career Center	Project	4	\$35,000	\$40,000	\$65,630	\$140,630
Tookes Rec Center	Project	4	\$100,000	\$80,000	\$149,808	\$329,808
Quincy Farms	Project	4	\$400,000	\$35,000	\$184,379	\$619,379
Innovation Park	Project	4	\$57,000	\$0	\$94,519	\$151,519
Luci Moten	Project	4	\$120,000	\$75,000	\$145,024	\$340,024
Facilities' Planning and Construction						
FAMU SAET		1	\$200,000			\$200,000
Footo Hilyer - Renovation		2	\$160,000			\$160,000
Law Enforcement and Public Safety						
Cameras and licee plate readers - campus wide	Daily Operations	1	\$750,000			\$750,000
Footo Hilyer Hall	Project	1	\$1,500,000			\$1,500,000
Brooklyn Student Housing: cameras, access control, gates and video cameras	Project	3	\$1,500,000			\$1,500,000
FY 2023 Total			\$9,669,843	\$4,283,248	\$10,840,972	\$24,794,063

FY 2022 Actual Spent			\$2,722,321	\$2,397,357	\$5,159,444	\$10,279,122
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Note:

Presidio Network Solutions, LLC - state authorized seller of data communication products and services including campus and enterprise network delivery for cybersecurity, wireless internet (WIFI), Multi-Factor Authentication (MFA, Voice over IP (VOIP) and connectivity to life safety, research, and computing systems. These materials and supplies replace end of life cycle for existing equipment and materials, and to leverage advancements in cybersecurity and broadband availability and reliability.

Data Set Ready, Inc. - state authorized seller of information technology good for telecommunication infrastructure including infrastructure support and wireless fiber optics. These types of materials and supplies are used to replace end of life data cabling and to accommodate new data transport standards at higher speed connectivity to devices and minimize downtime.

Signal House Communications - state authorized seller of audio visual equipment and accessories including audio visual projects and zoom room installations, services, and equipment. This type of equipment and accessories provide classroom modernization that incorporates learning technologies for higher level of collaboration and interactivity for online and in-person learning.

*Projects highlighted in green exceed the President's \$1M signature authority.

Data Set Ready, Inc. Agreement

Telecommunication Infrastructure Project Services between Data Set Ready, Inc. (Master Agreement DMS-18/9-045G) and the Florida Agricultural and Mechanical University Board of Trustees.

FAMU finds it necessary and desirable to enter into such a contract (“Piggyback Contract”) on July 1, 2022 (Effective Date) by and between Data Set Ready, Inc. located at 5714 tower Road, Tallahassee, FL 32303 (“Supplier”) and Florida Agricultural and Mechanical University Board of Trustees, with an office at 1601 S. Martin Luther King, Jr. Blvd, Tallahassee FL. 32307 (“University”).

WHEREAS. Supplier is an authorized seller of IT goods of Telecommunication Infrastructure Project Services pursuant to the terms of the Master Agreement -department of Management Services DMS18/19-045G and between Supplier Data Sett Ready; and

NOW THEREFORE, for good and valuable consideration, the sufficiency of which is hereby acknowledged the parties agree is as follows:

1. **Term:** the term of this Piggyback Contract shall begin on its Effective Date and it terms shall be concurrent with the term of the Alternate Contract Source Agreement unless otherwise terminated as provided herein. University reserves the right to suspend indefinitely or terminate this Agreement and Services to be rendered by the Supplier without cause upon thirty (30) days’ prior written notice.
2. **Pricing:** Pricing for products and services sold under the Piggyback Agreement shall be as set forth in, Master Agreement DMS-18/9-045G attached hereto. The pricing of this Agreement shall not exceed the projected total amount of the project, and current budget authorization as approved by the Florida A&M University Board of Trustees. For the period starting the date of the signed agreement and ending June 30, 2023 with FAMU reserving the option to renew this contract, subject to availability of appropriated funds in each fiscal year, and satisfactory performance evaluation as determined by FAMU.
3. **Terms and Conditions:** The terms and conditions of the Alternative Contract Source Agreement are hereby adopted as the terms and conditions of this Agreement, provided that the purpose of this Agreement shall be for “Telecommunication Infrastructure Project Services”. CONTRACTOR shall be Data Set Ready, Inc.
4. **State University:** Florida A&M University is a constituent member of the Florida State University System established under the Constitution of Florida administered by the Florida A&M University Board of Trustees, a public body corporate. Any provisions contained in the Agreement in conflict with the laws, statutes and regulations of the State of Florida, its agencies, agents and public bodies corporate, shall be void and of no effect.

In WITNESS WHEREOF, the parties have executed and delivered this Agreement as a document under the seal as of the Effective Date.

Data Set Ready, Inc.

FAMU Board of Trustees

By: _____
(Authorized signature)

By: _____
(Authorized signature)

(Printed Name)

(Printed Name)

Title: _____

Title: _____

Date: _____

Date: _____

Signal House Communications Agreement

Audio Visual Equipment and Accessories between Signal House Communications (Alternate Contract Source No. 52161500-ACS-16-a/DMS), and the Florida Agricultural and Mechanical University Board of Trustees.

FAMU finds it necessary and desirable to enter into such a contract (“Piggyback Contract”) on July 1, 2022 (Effective Date) by and between Signal House Communications located at 3834 Killearn Court, Tallahassee, Florida 32309 (“Supplier”) and Florida Agricultural and Mechanical University Board of Trustees, with an office at 1601 S. Martin Luther King, Jr. Blvd, Tallahassee Fl. 32307 (“University”).

WHEREAS. Supplier is an authorized seller of Audio-Visual Equipment and Accessories pursuant to the terms of the Department of Management Services, Alternate Contract Source Agreement – No. 52161500-ACS-16—1 and between Signal House Communications; and

NOW THEREFORE, for good and valuable consideration, the sufficiency of which is hereby acknowledged the parties agree is as follows:

1. **Term:** the term of this Piggyback Contract shall begin on its Effective Date and it terms shall be concurrent with the term of the Alternate Contract Source Agreement unless otherwise terminated as provided herein. University reserves the right to suspend indefinitely or terminate this Agreement and Services to be rendered by the Supplier without cause upon thirty (30) days’ prior written notice.
2. **Pricing:** Pricing for products and services sold under the Piggyback Agreement shall be as set forth in Alternate Contract Source No. 52161500-ACS-16-a/DMS), attached hereto. The pricing of this Agreement shall not exceed the projected total amount of the project, and current budget authorization as approved by the Florida A&M University Board of Trustees. For the period starting the date of the signed agreement and ending June 30, 2023 with FAMU reserving the option to renew this contract, subject to availability of appropriated funds in each fiscal year, and satisfactory performance evaluation as determined by FAMU.
3. **Terms and Conditions:** The terms and conditions of the Alternative Contract Source Agreement are hereby adopted as the terms and conditions of this Agreement, provided that the purpose of this Agreement shall be for “Audio Visual Equipment and Accessories. CONTRACTOR shall be Signal House Communications.
4. **State University:** Florida A&M University is a constituent member of the Florida State University System established under the Constitution of Florida administered by the Florida A&M University Board of Trustees, a public body corporate. Any provisions contained in the Agreement in conflict with the laws, statutes and regulations of the State of Florida, its agencies, agents and public bodies corporate, shall be void and of no effect.

In WITNESS WHEREOF, the parties have executed and delivered this Agreement as a document under the seal as of the Effective Date.

Signal House Communications

FAMU Board of Trustees

By: _____
(Authorized signature)

By: _____
(Authorized signature)

(Printed Name)

(Printed Name)

Title: _____

Title: _____

Date: _____

Date: _____

Presidio Networked Solutions, LLC Agreement

Data Communication Products and Services including campus and enterprise network delivery for cybersecurity, wireless internet (WIFI), Multi-Factor Authentication (MFA, Voice over IO (VOIP) and other connectivity equipment and systems, etc. between Presidio Networked Solutions, LLC (FAMU Contract # PUR-C-0005-23), and the Florida Agricultural and Mechanical University Board of Trustees.

FAMU finds it necessary and desirable to enter into such a contract (“Piggyback Contract”) on July 1, 2022 (Effective Date) by and between Presidio Networked Solutions, LLC located at 5337 Millenia Lakes Boulevard, Suite 300, Orlando, FL 32839 (“Supplier/“Contractor”) and Florida Agricultural and Mechanical University Board of Trustees, with an office at 1601 S. Martin Luther King, Jr. Blvd, Tallahassee Fl. 32307 (“University”).

WHEREAS. Supplier/Contractor is an authorized seller of Data Communication Products and Services pursuant to the terms of the Department of Management Services, through NASPO, a Consortium and between Presidio Networked Solution, LLC; and

NOW THEREFORE, for good and valuable consideration, the sufficiency of which is hereby acknowledged the parties agree is as follows:

- 1. Term:** the term of this Piggyback Contract shall begin on its Effective Date and it terms shall be concurrent with the term of the Alternate Contract Source Agreement unless otherwise terminated as provided herein. University reserves the right to suspend indefinitely or terminate this Agreement and Services to be rendered by the Supplier without cause upon thirty (30) days’ prior written notice.
- 2. Pricing:** Pricing for products and services sold under the Piggyback Agreement shall be as set forth in FAMU Contract# PUR-C-005-23 attached hereto. The pricing of this shall not exceed the projected total amount of the project, and current budget authorization as approved by the Florida A&M University Board of Trustees. For the period starting the date of the signed agreement and ending June 30, 2023 with FAMU reserving the option to renew this contract, subject to availability of appropriated funds in each fiscal year, and satisfactory performance evaluation as determined by FAMU.
- 3. Terms and Conditions:** The terms and conditions of the Alternative Contract Source Agreement are hereby adopted as the terms and conditions of this Agreement, provided that the purpose of this Agreement shall be for “Data Communication Products and Services”. CONTRACTOR shall be Presidio Networked Solutions, LLC.
- 4. State University:** Florida A&M University is a constituent member of the Florida State University System established under the Constitution of Florida administered by the Florida A&M University Board of Trustees, a public body corporate. Any provisions contained in the Agreement in conflict with the laws, statutes and regulations of the State of Florida, its agencies, agents and public bodies corporate, shall be void and of no effect.

In WITNESS WHEREOF, the parties have executed and delivered this Agreement as a document under the seal as of the Effective Date.

Presidio Networked Solutions, LLC

FAMU Board of Trustees

By: _____
(Authorized signature)

By: _____
(Authorized signature)

(Printed Name)

(Printed Name)

Title: _____

Title: _____

Date: _____

Date: _____

**Florida Agricultural and Mechanical University
Board of Trustees**



Action Item:
2022-2023 Final University Budget

FLORIDA **A&M** UNIVERSITY
Board of Trustees
ACTION ITEM

Thursday, August 11, 2022

Agenda Item: VI

Subject: 2022-2023 Final University Budget

Rationale/Summary:

Pursuant to the Board of Governor's Regulation 9.007 State University Operating Budgets, the FY 2022-2023 operating budget must be approved by the University Board of Trustees (BOT) prior to submission to the Board of Governors. The final operating budget is due to the Board of Governors by August 19, 2022.

Recommendation: Approval of the 2022-2023 Final University Budget

Attachments: Yes

1. Fiscal Year 2022-2023 Final University Operating Budget (University Summary Schedule I)
2. FY23 vs FY22 Budget Comparison
3. FY23 vs FY22 BOG Allocation Comparison

FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY
STATE UNIVERSITY SYSTEM OF FLORIDA
2022-2023 OPERATING BUDGET
SUMMARY SCHEDULE I

	Education & General ¹	Contracts & Grants ²	-----Local Funds ⁴ -----					Summary Totals	
			Auxiliaries ³	Student Activities	Student Financial Aid	Concessions	Intercollegiate Athletics		Technology Fee
1 Beginning Fund Balance :	\$ 31,594,413	\$ (4,160,924)	\$ 64,539,812	\$ 308,827	\$ 19,536,319	\$ 921,396	\$ 1,123,256	\$ 751,483	\$ 114,614,582
2									
3 Receipts/Revenues									
4 General Revenue	\$ 96,310,723								\$ 96,310,723
5 Lottery	\$ 33,427,132								\$ 33,427,132
6 Student Tuition	\$ 67,801,614								\$ 67,801,614
7 Phosphate Research									\$ -
9 Other U.S. Grants		\$ 124,657,831							\$ 124,657,831
10 City or County Grants									\$ -
11 State Grants		\$ 5,200,834	\$ 57,144		\$ 400,000				\$ 5,657,978
12 Other Grants and Donations		\$ 2,041,578			\$ 31,846,428		\$ 450,000		\$ 34,338,006
13 Donations / Contrib. Given to the State									\$ -
14 Sales of Goods / Services			\$ 34,348,226				\$ 4,720,000		\$ 39,068,226
15 Sales of Data Processing Services									\$ -
16 Fees			\$ 4,854,955	\$ 2,439,800	\$ 3,196,100		\$ 3,800,000	\$ 1,000,000	\$ 15,290,855
17 Miscellaneous Receipts		\$ 1,348,053			\$ 7,308,572	\$ 80,000			\$ 8,736,625
18 Rent									\$ -
19 Concessions									\$ -
20 Assessments / Services									\$ -
21 Other Receipts / Revenues ⁶			\$ 16,525,552	\$ 192,000			\$ 775,000		\$ 17,492,552
22 Subtotal:	\$ 197,539,469	\$ 133,248,296	\$ 55,785,877	\$ 2,631,800	\$ 42,751,100	\$ 80,000	\$ 9,745,000	\$ 1,000,000	\$ 442,781,542
23 Transfers In			\$ 7,464,185			\$ 100,000			\$ 7,564,185
24 Total - Receipts / Revenues:	\$ 197,539,469	\$ 133,248,296	\$ 63,250,062	\$ 2,631,800	\$ 42,751,100	\$ 180,000	\$ 9,745,000	\$ 1,000,000	\$ 450,345,727
25									
26 Operating Expenditures									
27 Salaries and Benefits	\$ 138,624,799	\$ 28,637,968	\$ 10,319,318	\$ 285,636	\$ 408,412		\$ 3,596,313		\$ 181,872,446
28 Other Personal Services	\$ 6,679,578	\$ 9,718,709	\$ 3,101,596	\$ 164,614	\$ 293,000		\$ 667,450		\$ 20,624,947
29 Expenses	\$ 47,176,419	\$ 82,641,842	\$ 36,683,353	\$ 576,033	\$ 42,057,509	\$ 297,880	\$ 6,404,493	\$ 750,000	\$ 216,587,529
30 Operating Capital Outlay	\$ 323,504		\$ 412,299					\$ 25,000	\$ 760,803
31 Risk Management	\$ 1,510,179								\$ 1,510,179
32 Financial Aid									\$ -
33 Scholarships	\$ 624,417								\$ 624,417
34 Waivers	\$ 130,838								\$ 130,838
35 Finance Expense	\$ 1,514,846								\$ 1,514,846
36 Debt Service									\$ -
37 Salary Incentive Payments									\$ -
38 Law Enforcement Incentive Payments	\$ 14,799								\$ 14,799
39 Library Resources	\$ 775,389								\$ 775,389
40 Institute of Government									\$ -
41 Regional Data Centers - SUS									\$ -
42 Black Male Explorers Program	\$ 164,701								\$ 164,701
43 Phosphate Research									\$ -
44 Other Operating Category (Provide Details)									\$ -
45 Total Operating Expenditures :	\$ 197,539,469	\$ 120,998,519	\$ 50,516,566	\$ 1,026,283	\$ 42,758,921	\$ 297,880	\$ 10,668,256	\$ 775,000	\$ 424,580,894
46									

FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY
STATE UNIVERSITY SYSTEM OF FLORIDA
2022-2023 OPERATING BUDGET
SUMMARY SCHEDULE I

	-----Local Funds ⁴ -----										
	<u>Education & General¹</u>	<u>Contracts & Grants²</u>	<u>Auxiliaries³</u>	<u>Student Activities</u>	<u>Student Financial Aid</u>	<u>Concessions</u>	<u>Intercollegiate Athletics</u>	<u>Technology Fee</u>	<u>Summary Totals</u>		
47 Non-Operating Expenditures (* Amounts provided as provisional estimates pending final approval and certification of Carryforward Spending Plan and Fixed Capital Outlay Budget at a later date)											
48 * Carryforward (From Prior Period Funds)	\$ 17,766,650									\$ 17,766,650	
49 * Fixed Capital Outlay										\$ -	
50 Transfers Out ⁵		\$ 5,476,161	\$ 16,925,963	\$ 1,401,141	\$ 21,267	\$ -	\$ -	\$ 46,500		\$ 23,871,032	
51 Other ⁷										\$ -	
52 Total Non-Operating Expenditures :	\$ 17,766,650	\$ 5,476,161	\$ 16,925,963	\$ 1,401,141	\$ 21,267	\$ -	\$ -	\$ 46,500		\$ 41,637,682	
53											
54 Ending Fund Balance :	\$ 13,827,763	\$ 2,612,692	\$ 60,347,345	\$ 513,203	\$ 19,507,231	\$ 803,516	\$ 200,000	\$ 929,983		\$ 98,741,733	
55											
56 Fund Balance Increase / Decrease :	\$ (17,766,650)	\$ 6,773,616	\$ (4,192,467)	\$ 204,376	\$ (29,088)	\$ (117,880)	\$ (923,256)	\$ 178,500		\$ (15,872,849)	
57 Fund Balance Percentage Change :	-56.23%	-162.79%	-6.50%	66.18%	-0.15%	-12.79%	-82.19%	23.75%		-13.85%	

1. The Education and General budget funds the general instruction, research, and public service operations of the universities. Universities have accumulated ending fund balances for activities such as the implementation and maintenance of Enterprise Resource Program systems, contingency for unfunded enrollment growth, potential budget reductions, anticipated increases in utilities, and prior year encumbrances (recorded, estimated liability at year-end for ordered or received goods or services), and compliance with Section 1011.45 F.S. on maintaining a 7% reserve.
2. The Contracts and Grants budget contains activities in support of research, public service, and training. Large fund balances are due to the timing of receipt of Federal contracts or grants.
3. Auxiliaries are ancillary support units on each university campus. Some of the major activities include housing, food services, book stores, student health centers, facilities management, and computer support. Ending fund balances includes financial activities such as debt service payments, reserve, repair and replacement reserves for future maintenance costs, construction/renovation of auxiliary facilities, and prior year encumbrances.
4. Local funds include the following university activities:
 - a. Student Activities - Supported primarily by the student activity and service fee and funds operations of the student government, cultural events, organizations, and intramural/club sports.
 - b. Financial Aid - This activity represents the financial aid amounts for which the university is fiscally responsible. Examples include: student financial aid fee, bright futures, federal grants, college work study, and scholarships. The ending fund balance represents a timing difference between the receipts of funds and disbursement to the students.
 - c. Concessions - These resources are generated from various vending machines located on the university campuses.
 - d. Athletics - Revenues are primarily derived from the student athletic fee, ticket sales, and sales of goods. Sufficient fund balances are maintained to provide the necessary support for ongoing athletic activities.
 - e. Technology fee - Collections are used to enhance instructional technology resources for students and faculty.
 - f. Self-Insurance Program - These programs are directed by the respective self-insurance councils and the captive insurance companies (These companies underwrite the risks of its owner and the owner's affiliates.). These activities are supported by premiums charged to the insured individuals and entities (primarily medical faculty and institutions).
 - g. Board-Approved Fees - Student fees proposed by each university and authorized by the Board of Governors to address specific student-based needs not addressed through another service or fee.
5. Faculty Practice - The Faculty Practice Plan collects and distributes income from faculty billings for patient services provided in conjunction with state university medical school programs.
6. Other Receipts/Revenues includes categories such as interest, penalties, refunds, admissions, fines, taxes, etc.
7. Other Non-Operating Expenditures includes categories such as refunds, payment of sales taxes, or indirect costs.

Florida A&M University
FY23 vs FY22 Budget Comparison

	FY22-23 Summary Totals	FY21-22 Summary Totals	Variance	Variance %
Beginning Fund Balance :	\$ 114,614,582	\$ 95,772,891	\$ 18,841,691	19.7%
<u>Receipts/Revenues</u>				
General Revenue	\$ 96,310,723	\$ 96,905,897	\$ (595,174)	-0.6%
Lottery	33,427,132	26,908,721	6,518,411	24.2%
Student Tuition	67,801,614	67,801,614	-	
Phosphate Research	-	-	-	
Other U.S. Grants	124,657,831	112,112,580	12,545,251	11.2%
City or County Grants	-	-	-	
State Grants	5,657,978	8,422,421	(2,764,443)	-32.8%
Other Grants and Donations	34,338,006	31,842,333	2,495,673	7.8%
Donations / Contrib. Given to the State	-	-	-	
Sales of Goods / Services	39,068,226	33,319,954	5,748,272	17.3%
Sales of Data Processing Services	-	-	-	
Fees	15,290,855	16,913,533	(1,622,678)	-9.6%
Miscellaneous Receipts	8,736,625	9,673,285	(936,660)	-9.7%
Rent	-	-	-	
Concessions	-	-	-	
Assessments / Services	-	-	-	
Other Receipts / Revenues	17,492,552	22,882,698	(5,390,146)	-23.6%
Subtotal:	\$ 442,781,542	\$ 426,783,036	\$ 15,998,506	3.7%
Transfers In	7,564,185	9,524,821	(1,960,636)	-20.6%
Total - Receipts / Revenues:	\$ 450,345,727	\$ 436,307,857	\$ 14,037,870	3.2%
<u>Operating Expenditures</u>				
Salaries and Benefits	\$ 181,872,446	\$ 179,336,904	\$ 2,535,542	1.4%
Other Personal Services	20,624,947	21,360,882	(735,935)	-3.4%
Expenses	216,587,529	166,208,215	50,379,314	30.3%
Operating Capital Outlay	760,803	2,411,778	(1,650,975)	-68.5%
Risk Management	1,510,179	1,605,196	(95,017)	-5.9%
Financial Aid	-	18,896,931	(18,896,931)	-100.0%
Scholarships	624,417	-	624,417	0.0%
Waivers	130,838	130,838	-	
Finance Expense	1,514,846	1,544,632	(29,786)	-1.9%
Debt Service	-	-	-	
Salary Incentive Payments	-	-	-	
Law Enforcement Incentive Payments	14,799	14,799	-	0.0%
Library Resources	775,389	2,323,446	(1,548,057)	-66.6%
Institute of Government	-	-	-	
Regional Data Centers - SUS	-	-	-	
Black Male Explorers Program	164,701	164,701	-	0.0%
Phosphate Research	-	-	-	
Other Operating Category (Provide Details)	-	-	-	
Total Operating Expenditures :	\$ 424,580,894	\$ 393,998,322	\$ 30,582,572	7.8%
<u>Non-Operating Expenditures</u>				
* Carryforward (From Prior Period Funds)	\$ 17,766,650	\$ 29,435,189	\$ (11,668,539)	-39.6%
* Fixed Capital Outlay	-	-	-	
Transfers Out	23,871,032	23,062,516	808,516	3.5%
Other	-	-	-	
Total Non-Operating Expenditures :	\$ 41,637,682	\$ 52,497,705	\$ (10,860,023)	-20.7%
	\$ -	\$ -	\$ -	
Ending Fund Balance :	\$ 98,741,733	\$ 85,584,721	\$ 13,157,012	15.4%

FLORIDA A&M UNIVERSITY							
2022-2023 E&G ALLOCATIONS							
	General Revenue	Lottery	Student Fees	Student Financial Assistance	Risk Management Insurance	Nursing	Total Appropriations
FY 2021-2022 Beginning Base Budget	\$99,749,837	\$22,663,971	\$67,801,614	\$624,417	\$1,669,954		\$192,509,793
Fund Shift from GR to Lottery	(4,244,750)	4,244,750					-
20-21 Performance Based Incentives	(13,322,826)						(13,322,826)
2020-21 Base Funding to Performance Funding - Institutional Investment	(14,083,909)						(14,083,909)
Eliminate Excess Faculty Salary	(157,624)						(157,624)
2020-21 Base Funding to Performance Funding - Institutional Investment	14,083,909						14,083,909
2021-2022 Non Recurring State Investment PBF	12,651,647						12,651,647
Amendment #2 (Reduction Risk Management)					(64,758)		(64,758)
Total FY 2021-2022 Final Budget	94,676,284	26,908,721	67,801,614	624,417	1,605,196	-	191,616,232
2021-2022 Non Recurring State Investment PBF(Amendment #1)	(12,651,647)						(12,651,647)
2020-21 Base Funding to Performance Funding - Institutional Investment(Amendment #1)	(14,012,282)						(14,012,282)
Fund Shift from GR to Lottery	(6,518,411)	6,518,411					-
Operational Support	5,000,000						5,000,000
Nursing Education-PIPELINE (Amendment #3)						1,082,597	1,082,597
Risk Management Realignment (Amendment #2)					(95,017)		(95,017)
2021-2022 Base Funding to Performance Funding-Institutional Investment	14,012,282						14,012,282
2022-2023 Non Recurring State Investment PBF	12,587,304						12,587,304
Total FY 2022-2023 Beginning Base Budget	93,093,530	33,427,132	67,801,614	624,417	1,510,179	1,082,597	197,539,469

General Revenue	93,093,530
Stuent Financial Assistance	624,417
Risk Mgmt Insurance	1,510,179
Nursing	1,082,597
General Revenue TOTAL	96,310,723