

DIRECT SUPPORT ORGANIZATIONS

MID-YEAR FORECASTS

FISCAL YEAR 2023

February 14, 2023

DSO Mid-Year Forecasts for FY 2023

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UMSA/MSSC Combined

FY 2023 Mid-Year Forecast

FINANCIAL PLAN STATEMENT

Describe Progress in Achieving the Key Initiatives Described in your Annual Financial Plan.

- In January 2022, the practice plan and Tampa General Hospital built upon their nearly 50 year affiliation to become Florida's leading academic medical center (AMC) through a sustainable, collaborative, and comprehensive relationship that mutually benefits each organization, and the communities we serve, across all missions including patient care, teaching, research, and advocacy. During FY23, the practice plan and USF Tampa General Physicians (USFTGP) leadership have been focusing on stabilizing operations, specifically as it pertains to recruiting and retaining team members. As anticipated, the new organization has led to additional costs during stabilization due to temporarily redundant systems as staff transition to new computer and phone systems as well as some software licenses.
- Due to successful SIP claims management, the SIP Council approved a request for a premium holiday for UMSA in FY23.
- UMSA forecasts to end FY23 with a \$21M receivable for the Medicaid Managed Care Supplemental Payment Program (UPL) which negatively impacts the practice plan's cash projections for the end of the year. The Agency for Healthcare Administration (AHCA) remains challenged with turnaround times due to staffing shortages, therefore we do not anticipate receiving a significant portion of the Medicaid Managed Care Supplemental payments until after the fiscal year end. USF Health leadership will continue government relations efforts to improve the frequency and predictability of these payments. We also anticipate a approximately \$1.5M less in UPL funds due to the end of the public health emergency.
- The practice plan continues to support unfunded and underfunded academic time as we have received no incremental funding to support academics (tuition and E&G).
- The practice plan will delay the transition of the Dean's Academic Support Fund into HSSO until FY24 due to the complexity of the IT build in the general ledger, training requirements, and competing priorities for the finance & accounting team.

Describe Management's Actions to Close Significant **Unfavorable** Variances in Net Income and Net Cash Flows Before Fiscal Year End

- Finding opportunities to increase the number of clinics and patients per clinic to make up for the loss of 4 business days of clinical revenue due to closures for Hurricane Ian in September which resulted in a loss of approximately \$3M in patient service revenue.
- Increasing efforts on recruitment and retention in our continuing battle against the healthcare labor shortage. Examples include targeted career fairs, improve targeted online advertising of job postings, and enhance exit interview reporting.
- Complete negotiations with Tampa General Hospital for a Purchased Services Agreement for our Cardiology Division and an increase to the Supplemental Professional Services Agreement which supports medical directorships, call, hospital and clinic coverage which will result in \$9M of additional contract revenue for the practice plan.
- Better align the hiring of contract supported clinical faculty with hospital affiliates in order to reduce startup losses.
- Reduce discretionary expenditures in the second half of FY23 and require additional approvals for discretionary expenditures.

UMSA/MSSC Combined

FY 2023 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>REVENUES</u>							
Net Patient Service	\$204,725	\$191,074	\$13,651	7 %	\$187,498	\$191,974	\$166,121
Grants, Contracts & Awards	113,876	100,592	13,283	13 %	100,024	94,719	79,757
UPL/PCIP	37,728	34,973	2,755	8 %	43,090	40,491	38,726
Other Revenue	32,940	40,888	(7,949)	(19)%	53,511	41,798	43,383
Total Revenues	\$389,269	\$367,528	\$21,741	6 %	\$384,122	\$368,983	\$327,986
<u>EXPENSES</u>							
Faculty Support	\$212,885	\$192,565	\$20,320	11 %	\$193,049	\$172,985	\$158,468
Housestaff Support	14,384	14,812	(428)	(3)%	15,046	12,660	13,068
Other Staff Support	31,156	32,532	(1,376)	(4)%	63,428	101,031	97,863
USFTGP Staff Support	71,687	60,412	11,275	19 %	29,287	0	0
Depreciation/Amortization	5,894	4,375	1,519	35 %	6,136	5,047	4,573
Other Expenses	48,334	53,980	(5,646)	(10)%	48,024	55,384	55,412
Total Expenses	\$384,340	\$358,676	\$25,665	7 %	\$354,970	\$347,108	\$329,384
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$4,929	\$8,852	(\$3,923)	(44)%	\$29,152	\$21,875	(\$1,398)
Unrealized Investment Gains (Losses)	860	0	860	%	(2,904)	3,041	1,068
Contribution to MCOM	(9,343)	(9,700)	357	4 %	0	0	(7,003)
Gain (Loss) on Disposal of Capital Assets	0	0			2,454	0	0
Other Non Operating Expense	0	0	0	%	(18)	0	0
Total Non-Cash Changes	(\$8,483)	(\$9,700)	\$1,217	13 %	(\$468)	\$3,041	(\$5,935)
NET OPERATING PROFIT	(\$3,554)	(\$848)	(\$2,707)	(319)%	\$28,684	\$24,916	(\$7,332)
Operating Profit Margin	1%	2%	-1%	(47)%	8%	6%	0%

UMSA/MSSC Combined

FY 2023 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$(3,554)	\$(848)	\$(2,707)	-319%	\$28,684	\$24,916	\$(7,332)
Adjustments for Non-Cash Activities:							
Depreciation/Amortization	5,894	4,375	1,519	35%	6,136	5,047	4,573
Non Cash Impact of EPIC	0	0	0	%	0	0	0
Unrealized Gains	0	0	0	%	0	0	0
Operating Assets and Liabilities	(4,563)	40,231	(44,794)	-111%	8,945	(72,055)	36,060
Total Cash From Operating Activities	\$(2,223)	\$43,758	\$(45,981)	-105%	\$43,765	\$(42,093)	\$33,301
<u>FINANCING ACTIVITIES</u>							
Capital Expenditures	\$(9,920)	\$(6,500)	\$(3,420)	-53%	\$(3,906)	\$(1,613)	\$(2,514)
Proceeds from Sale of Capital Assets	0	0	0	%	3,465	13	
Interest Payments	(2,500)	(2,500)	0	0%	(2,295)	(2,429)	(1,566)
Transfer to USF FC - Leases on MOBs	(2,536)	(2,536)	0	0%	(2,465)	(2,306)	(2,245)
Principal paid on right-to-use lease liability	(2,435)	0	(2,435)	%	(2,411)		
Total Cash From Financing Activities	\$(17,392)	\$(11,536)	\$(5,855)	-51%	\$(7,612)	\$(6,335)	\$(6,325)
<u>INVESTING ACTIVITIES</u>							
Net (Purchases) Sales of Investments	0	0	0	%	(20,000)	21,042	(1,803)
Interest and Dividends on Investments	0		0	%	395	3,041	1,068
Total Cash From Investing Activities	\$0	\$0	\$0	%	\$(19,605)	\$24,083	\$(735)
CHANGE IN CASH	(19,615)	32,222	(51,837)	-161%	16,548	(24,345)	26,241
Cash, Beginning of Year	27,198	6,112	21,086	345%	10,650	34,996	8,755
Cash, End of Year	\$7,583	\$38,334	\$(30,751)	-80%	\$27,198	\$10,650	\$34,996
Total Cash & Investments	\$31,342	\$55,549	\$(24,207)	-44%	\$50,957	\$17,314	\$62,672
Days Cash on Hand	31	60	(28)	-47%	56	19	73

UMSA/MSSC Combined
FY 2023 Mid-Year Forecast

3-YEAR FORECAST

(In thousands)

	ACTUAL			FORECAST		
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
ASSETS						
Cash & Investments	\$62,672	\$17,314	\$50,957	\$31,342	\$51,342	\$61,611
Fixed Assets	54,145	51,410	64,806	74,726	78,462	82,386
Other Assets	50,104	83,336	121,910	117,347	98,520	99,505
Total Assets	\$166,921	\$152,060	\$237,672	\$223,415	\$228,325	\$243,501
LIABILITIES						
Payables	\$17,637	\$12,991	\$39,493	\$14,493	\$14,638	\$14,784
Long-Term Debt	48,754	46,536	40,758	50,032	43,820	38,379
Other Liabilities and deferred inflows	46,398	26,001	57,316	62,339	65,901	77,870
Total Liabilities	\$112,788	\$85,528	\$137,567	\$126,864	\$124,359	\$131,033
NET ASSETS	\$54,133	\$66,532	\$100,106	\$96,551	\$103,966	\$112,468
Days Cash on Hand	73	19	56	31	51	60
REVENUES						
Net Patient Service	\$166,121	\$191,974	\$187,498	\$204,725	\$208,820	\$212,996
Grants, Contracts & Awards	79,757	94,719	100,024	113,876	115,015	116,165
UPL	38,726	40,491	43,090	37,728	38,106	38,487
Other Revenues	43,383	41,798	53,511	32,940	33,269	33,602
Total Revenues	\$327,986	\$368,983	\$384,122	\$389,269	\$395,209	\$401,250
EXPENSES						
Faculty Support	\$158,468	\$172,985	\$193,049	\$212,885	\$215,014	\$218,239
Housestaff Support	13,068	12,660	15,046	14,384	12,438	12,562
Other Staff Support	97,863	101,031	63,428	31,156	31,468	31,783
USFTGP Staff Support	0	0	29,287	71,687	72,404	73,128
Other Expenses	55,412	55,384	48,024	48,334	50,517	51,022
Total Expenses	\$324,811	\$342,061	\$348,834	\$378,446	\$381,841	\$386,735
Operating Profit Before Non-Cash Changes	\$3,176	\$26,922	\$35,289	\$10,823	\$13,368	\$14,515
Total Non-Cash Changes	\$(4,573)	\$(5,047)	\$(6,136)	\$(5,894)	\$(5,953)	\$(6,013)
NET OPERATING PROFIT	\$(1,398)	\$21,875	\$29,152	\$4,929	\$7,415	\$8,502
Operating Profit Margin	0%	6%	8%	1%	2%	2%
Unrealized Investment Gains (Losses)	\$1,068	\$3,041	\$(2,922)	\$860	\$0	\$0
Gain (Loss) on Disposal of Capital Assets	0	0	2,454	0	0	0
Contribution to MCOM	(7,003)		0	(9,343)	0	0
Total Non-Operating Changes	\$(5,935)	\$3,041	\$(468)	\$(8,483)	\$0	\$0
NET OPERATING PROFIT	\$(7,332)	\$24,916	\$28,684	\$(3,554)	\$7,415	\$8,502

USF Foundation, Inc.

FY 2023 Mid-Year Forecast

MID-YEAR FORECAST

Describe Progress in Achieving the Key Initiatives Described in your Annual Financial Plan.

- Several initiatives for the Division of University Advancement are underway to facilitate and grow the crucial impact of philanthropy for USF. The talent acquisition for these new initiatives and restructuring of resources will continue throughout fiscal year 2023. These initiatives will further the USF Foundation's ability to meet annual fundraising goals and progress on these initiatives are described in the following bullets.
- The newly formed Principal Gifts Team has already produced transformative gift commitments of over \$22 million providing an expansion of resources across the University.
- The Regional Fundraising Team is being assembled and will provide an enhanced regional presence aiding college and unit development teams with additional resources to increase overall engagement outside of the USF campus areas.
- In an effort to adapt to a rapidly changing donor base, the Annual Giving Team has expanded to include a Digital Engagement Center of well-trained students that will provide needed outreach to University supporters by sharing success stories and University news through text-to-give programs, social media platforms, etc. The Digital Engagement Center (DEC) officially launched on January 1st after implementing a new engagement software system loaded with over 200,000 Alumni. The DEC manager and 72 students began their 1st campaign on January 17th.

Describe Management's Actions to Close Significant **Unfavorable Variances in Net Income and Net Cash Flows Before Fiscal Year End**

- Investment performance through December 31st combined with the investment return projections for the 3rd and 4th quarters are reflected in the mid-year forecast; thereby, driving the decrease in net operating profit compared with the FY 2023 financial plan. These return projections will not negatively impact endowment spending distributions as the 5-year average market value used to calculate earnings distributions has increased.
- Fundraising and operating salaries are projected to increase based on the talent acquisition and retention initiatives for the programs described above.

USF FOUNDATION, INC.

FY 2023 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>REVENUES</u>							
Gifts & Donations	\$62,450	\$60,450	\$2,000	3 %	\$82,693	\$64,667	\$70,565
Investment Income (Loss)	28,816	51,325	(22,509)	(44)%	(103,786)	192,303	31,323
University Support	14,123	13,523	600	4 %	13,729	13,209	16,284
Other Revenues	2,907	2,907	0	0 %	2,424	2,473	2,489
Total Revenues	\$108,296	\$128,205	\$(19,909)	(16)%	\$(4,940)	\$272,652	\$120,661
<u>EXPENSES</u>							
Program Services							
Salaries & Benefits	\$20,662	\$20,299	\$363	2 %	\$22,514	\$20,721	\$18,498
Scholarship & Fellowship	10,104	10,090	14	0 %	11,452	10,802	13,213
Service & Independent contractors	4,242	4,148	94	2 %	4,700	1,619	3,145
Supplies	2,340	2,208	132	6 %	957	884	1,517
Other Transfers & Expenses	25,719	25,719	0	0 %	37,599	18,791	14,573
Total Program Service Expenses	63,067	62,464	603	1 %	77,222	52,817	50,946
Fundraising & Operating Expenses							
Salaries & Benefits	17,265	16,487	777	5 %	17,110	16,188	14,942
Service & Independent contractors	1,386	1,141	245	21 %	1,669	1,042	1,728
Other Transfers & Expenses	2,434	2,216	218	10 %	1,796	1,429	1,772
Total Fundraising & Operating Expenses	21,085	19,844	1,240	6 %	20,575	18,659	18,442
Total Expenses	\$84,152	\$82,308	\$1,843	2 %	\$97,797	\$71,476	\$69,388
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$24,145	\$45,897	\$(21,752)	(47)%	\$(102,737)	\$201,176	\$51,273
Total Non-Cash Changes	\$0	\$0	\$0	%	\$0	\$0	\$0
NET OPERATING PROFIT	\$24,145	\$45,897	\$(21,752)	(47)%	\$(102,737)	\$201,176	\$51,273
Operating Profit Margin	22%	36%	(14)%		-2080%	74%	42%

USF FOUNDATION, INC.

FY 2023 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$24,145	\$45,897	\$ (21,752)	(47)%	\$ (134,363)	\$201,176	\$51,273
Adjustments for Non-Cash Activities:							
Investment (gain) losses	(28,816)	(51,325)	22,509	44 %	103,785	(179,278)	(21,485)
Change in assets & liabilities	(12,364)	(14,526)	2,162	15 %	(16,971)	(19,976)	(45,053)
Total Cash From Operating Activities	\$ (17,036)	\$ (19,954)	\$2,919	15 %	\$ (47,549)	\$1,922	\$ (15,265)
<u>FINANCING ACTIVITIES</u>							
Proceeds of sales of contributed land held for resale	\$0	\$0	\$0	%	\$0	\$0	\$0
Interest Paid on Debt	(125)	(125)	0	0 %	(99)	(109)	(119)
Principal Paid on Debt	(380)	(380)	0	0 %	(402)	(391)	(382)
NonCapital Financing activities	12,564	13,521	(957)	(7)%	17,662	13,139	15,545
Total Cash From Financing Activities	\$12,059	\$13,016	\$ (957)	(7)%	\$17,161	\$12,639	\$15,044
<u>INVESTING ACTIVITIES</u>							
Receipt of loan repayment on loan to DSO	\$5,992	\$0	\$5,992	%	\$400	\$400	\$400
Net (Purchases) Sales of Investment	(8,785)	(1,985)	(6,800)	(343)%	23,328	(32,359)	(6,504)
Interest dividends reinvested	8,932	8,932	0	0 %	7,839	13,025	9,839
Total Cash From Investing Activities	\$6,139	\$6,947	\$ (808)	(12)%	\$31,567	\$ (18,934)	\$3,735
CHANGE IN CASH	1,163	9	1,154	13,369 %	1,179	(4,373)	3,514
Cash, Beginning of Year	1,730	2,770	(1,041)	(38)%	551	4,924	1,410
Cash, End of Year	\$2,892	\$2,779	\$113	4 %	\$1,730	\$551	\$4,924
Total Cash & Investments	\$109,070	\$108,957	\$113	0 %	\$116,951	\$132,115	\$112,621
Days Cash on Hand	473	483	(10)	(2)%	436	675	592

USF FOUNDATION, INC.

FY 2023 Mid-Year Forecast

3-YEAR FORECAST

(In thousands)

	ACTUAL			FORECAST		
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
<u>ASSETS</u>						
Cash & Investments	\$112,621	\$132,115	\$116,951	\$109,070	\$110,047	\$111,147
Fixed Assets	10,844	10,725	10,606	10,485	10,361	\$10,265
Other Assets	594,379	786,838	693,518	726,362	755,687	790,449
Total Assets	\$717,844	\$929,678	\$821,075	\$845,917	\$876,095	\$911,861
<u>LIABILITIES</u>						
Payables	\$1,053	\$408	\$1,985	\$1,095	\$1,117	\$1,139
Long-Term Debt	4,332	3,942	3,540	3,127	2,704	\$2,335
Other Liabilities	24,405	36,098	29,057	31,057	33,232	35,582
Total Liabilities	\$29,790	\$40,448	\$34,582	\$35,279	\$37,053	\$39,056
NET ASSETS	\$688,054	\$889,230	\$786,493	\$810,638	\$839,042	\$872,805
Days Cash on Hand	592	675	436	473	456	453
<u>REVENUES</u>						
Gifts & Fundraising Revenue	\$70,565	\$64,667	\$85,117	\$62,450	\$67,937	\$72,619
University Support	16,284	13,209	13,729	14,123	14,547	\$15,148
Other Revenues	33,812	194,776	(103,786)	31,723	34,006	35,570
Total Revenues	\$120,661	\$272,652	\$(4,940)	\$108,296	\$116,490	\$123,337
<u>EXPENSES</u>						
Salaries & Benefits	\$33,440	\$36,910	\$39,624	\$37,927	\$36,717	\$37,268
Scholarships & Fellowships	13,213	10,802	13,121	10,104	10,609	\$11,140
Other Expenses	22,735	23,764	45,052	36,120	40,760	41,168
Total Expenses	\$69,388	\$71,476	\$97,797	\$84,151	\$88,086	\$89,575
Operating Profit Before Non-Cash Changes	\$51,273	\$201,176	\$(102,737)	\$24,145	\$28,404	\$33,762
Total Non-Cash Changes	\$0	\$0	\$0	\$0	\$0	\$0
NET OPERATING PROFIT	\$51,273	\$201,176	\$(102,737)	\$24,145	\$28,404	\$33,762
Operating Profit Margin	42%	74%	-2080%	22%	24%	27%

USF Research Foundation, Inc.

FY 2023 Mid-Year Forecast

MID-YEAR FORECAST

Describe Progress in Achieving the Key Initiatives Described in your Annual Financial Plan.

- Construction of the new 120,000sf Mixed Use Lab and Office Building (3814 Spectrum) located within the USF Research Park was completed in late FY22. Revenue projection initially anticipated 60,000sf of the building would be occupied by the end of FY23. The mid-year update has reduced FY23 occupancy to 3,600sf plus 10,000sf of common and event space with a corresponding reduction in rent revenue of -\$762K. As initially planned, occupancy is still projected to increase to 110,000sf by the end of FY24. The Income Statement impact for FY23 is updated to forecast -\$2.5M operating loss from the initially planned -\$1.9M operating loss. This includes interest expense of \$794K, operating expenses of \$359K, salaries of \$159K, non-cash depreciation of \$1.2M, offset by rent revenue of \$50K. Debt service for the new building of \$1.8M (interest and principal) and Capital Expenditures of \$3.6M for buildout of tenant improvements will be funded by redemption of investments, consistent with Annual Plan.
- As advised by the University, the FY23 Approved Plan included a cost allocation of \$3.99M to the Research Foundation for 100% of the USF Technology Transfer Office (TTO) operating expense budget that prior to FY22 had been supported by the University (principally salaries and legal costs for patent prosecution and litigation efforts). This line item expense is reported on the Income Statement as "IP University Expense - TTO Cost Allocation to DSO". Through the date of this report, the FY23 year-to-date expense for TTO cost allocation is tracking favorably to plan by \$247K and this favorable variance is reflected in our mid-year forecast.

The TTO Cost Allocation expense is in addition to the IP expenses associated with the IP Fee Revenue (principally royalty expenses) that are directly incurred by the Research Foundation for Intellectual property transactions. TTO's mid-year forecast projects IP Program revenue to be \$3M with an unfavorable variance of -\$1.1M from FY23 Plan. The reduction in fee revenue will correlate to a decrease of -\$742K in royalty & other direct IP costs. The net effect on FY23 Operating Profit is a reduction of -\$358K. (\$1.1M less \$742K).

- To reduce the Incubator program expenses incurred by the University, cash payments totaling \$1.0M from the Research Foundation to the University's Incubator program (TBTI) as planned, continue to occur in FY 2023. The transfer of this fiduciary cash to the University's chartfield for benefit of the USF Incubator Program, reduces the University's FY 2023 program expense. A quarterly transfer of \$250,000 on an ongoing basis (\$1,000,000 per annum) approximates the positive cash flow generated from tenant rents and sponsor support that is processed by our DSO on behalf of the University. Cash reserves of approximately \$1.0M remain.
- Unfavorable Variance in Investment Income from Approved Plan is due to forecasting lower market returns for FY23, with consideration of actual performance year to date.

Describe Management's Actions to Close Significant **Unfavorable** Variances in Net Income and Net Cash Flows Before Fiscal Year End

- Grant applications and fundraising activities are in process to develop a 12,000sf expansion of incubator facilities that will add new labs, offices, and collaborative spaces. Negotiations on space in the new building continue, with interest from several university units, while also actively marketing externally for corporate research teams. Construction on 5 lab/work modules totaling 3,600sf will be complete before fiscal year end and are generating significant interest from both start-up companies and university units that need to temporarily locate recruited research teams.
- TTO continues to focus on increasing high value Intellectual Property agreements with well-established companies and in an effort to reduce legal costs, transparent communication with licensees, in order to avoid compliance litigation.

USF Research Foundation, Inc.

FY 2023 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
REVENUES							
Rental Revenue	\$10,001	\$10,763	\$(762)	(7)%	\$9,257	\$9,252	\$8,968
Intellectual Property Revenue (TTO Initiator)	3,000	4,100	(1,100)	(27)%	3,868	2,561	2,666
Intellectual Property Revenue - Equity Transactions	-	-	-	%	-	7,433	-
NMR Use License Fee	-	-	-	%	-	244	307
Other Operating Revenues	170	170	-	0 %	183	172	188
Total Revenues	\$13,171	\$15,033	\$(1,862)	(12)%	\$13,308	\$19,661	\$12,129
EXPENSES							
Salaries & Benefits	\$1,466	\$1,466	-	0 %	\$1,143	\$1,196	\$1,297
Operations - Research Park	3,895	3,895	-	0 %	3,879	3,212	3,489
Operations - New Research Park Building	359	549	(190)	(35)%	509	5	-
IP Program Expense - Royalties & Direct Tech Costs	2,203	2,945	(742)	(25)%	2,823	1,836	1,826
IP University Exp - TTO Cost Allocation to DSO	3,742	3,989	(247)	(6)%	2,169	-	-
Other Program Expense	60	60	-	0 %	64	87	56
Other Operating Expenses	200	200	-	0 %	215	164	195
UBC Net Expense (University Business Center)	336	336	-	0 %	338	234	256
Interest Expense	1,323	1,323	-	0 %	910	621	526
Depreciation & Amortization	4,292	4,292	-	0 %	2,847	2,786	2,562
Total Expenses	\$17,875	\$19,054	\$(1,179)	(6)%	\$14,898	\$10,142	\$10,207
NET OPERATING PROFIT (LOSS)	\$(4,704)	\$(4,021)	\$(683)	(17)%	\$(1,589)	\$9,520	\$1,922
Investment Income	1,088	2,471	(1,383)	(56)%	(6,095)	11,864	1,917
Investment Income (Loss) - IP Equity Transaction	-	-	-	%	(11,602)	5,509	-
Interest Income - GASB 87 Lessor Revenue	-	-	-	%	1,733	-	-
Non-Operating Interest Exp (New Bldg Construction)	-	-	-	%	(487)	(927)	(401)
Total Non-Operating	\$1,088	\$2,471	\$(1,383)	(56)%	\$(16,451)	\$16,446	\$1,516
NET INCOME (LOSS)	\$(3,617)	\$(1,551)	\$(2,066)	(133)%	\$(18,041)	\$25,966	\$3,438
Operating Profit Margin	-35.7%	-26.8%		(9.0)%	-11.9%	48.4%	15.8%

USF Research Foundation, Inc.
FY 2023 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Income (Loss)	\$ (3,617)	\$ (1,551)	\$ (2,066)	(133)%	\$ (18,041)	\$ 25,966	\$ 3,438
Adjustments for Non-Cash Activities:							
Add back (deduct) Non-Cash Investment Loss (Gain)	(688)	(2,071)	1,383	67 %	18,191	(16,875)	(1,550)
Less Other Non-Cash Revenue	-	-	-	%	(1,162)	(7,685)	(18)
Add back Depreciation/Amortization Expense	4,292	4,292	-	0 %	2,847	2,786	2,562
Add back Other Non-Cash Expense	50	50	-	0 %	131	119	333
Changes in Operating Assets and Liabilities	(400)	(400)	-	0 %	1,670	(2,381)	(1,113)
Total Cash From Operating Activities	\$ (362)	\$ 321	\$ (683)	(213)%	\$ 3,636	\$ 1,930	\$ 3,653
<u>FINANCING ACTIVITIES</u>							
Principal Payment - Note Payable	\$ (835)	\$ (835)	\$ 0	0 %	\$ (805)	\$ (775)	\$ (1,745)
Finance Purchase Lease Obligation - UDI Bldg	(263)	(263)	-	0 %	(252)	(261)	(261)
Finance Purchase Lease Obligation - 3814 Bldg	(975)	(975)	-	0 %	(936)	(900)	-
Redeem Investments for New Building	5,414	5,414	-	0 %	3,500	1,827	2,514
New Bldg - Debt Sinking Fund, Debt Reserves & Costs	-	-	-	%	-	-	(2,566)
Redeem Investments - Trustist Equity to Operating Cash	-	-	-	%	-	275	-
Total Cash From Financing Activities	\$ 3,341	\$ 3,341	\$ 0	0 %	\$ 1,507	\$ 166	\$ (2,059)
<u>INVESTING ACTIVITIES</u>							
Capital Expenditures	\$ (2,161)	\$ (2,161)	\$ 0	0 %	\$ (963)	\$ (258)	\$ (1,242)
Capital Expenditures - New Building	(3,645)	(3,645)	-	0 %	(2,454)	-	-
Purchase of Investments	-	-	-	%	-	-	(4,050)
Seed Capital Loan Repayments (Issuance)	-	-	-	%	-	35	28
Total Cash From Investing Activities	\$ (5,806)	\$ (5,806)	\$ 0	0 %	\$ (3,417)	\$ (223)	\$ (5,264)
CHANGE IN CASH	(2,826)	(2,144)	(683)	(32)%	1,726	1,874	(3,670)
Cash, Beginning of Year	7,056	\$ 5,877	1,179	20 %	5,330	3,456	7,127
Cash, End of Year	\$ 4,229	\$ 3,733	\$ 496	13 %	\$ 7,056	\$ 5,330	\$ 3,456
Total Cash & Investments	\$ 42,254	\$ 49,101	\$ (6,846)	(14)%	\$ 49,407	\$ 57,521	\$ 46,106
Days Cash on Hand	412	480	(68)	(14)%	488	770	339

USF Research Foundation, Inc.

FY 2023 Mid-Year Forecast

3-YEAR FORECAST

(In thousands)

	ACTUAL			FORECAST		
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
<u>ASSETS</u>						
Cash & Investments	\$46,106	\$57,521	\$49,407	\$42,254	\$39,787	\$42,064
Fixed Assets	34,512	33,225	57,497	60,454	60,987	56,968
Other Assets	19,247	40,148	79,194	76,226	73,257	70,289
Total Assets	\$99,864	\$130,894	\$186,097	\$178,934	\$174,031	\$169,321
<u>LIABILITIES</u>						
Payables	\$2,089	\$10,178	\$2,777	\$3,067	\$3,220	\$3,237
Long-Term Debt	18,654	17,618	41,726	39,653	37,494	35,247
Other Liabilities	9,196	7,205	63,743	60,556	57,528	54,652
Total Liabilities	\$29,938	\$35,002	\$108,246	\$103,276	\$98,242	\$93,136
NET ASSETS	\$69,926	\$95,892	\$77,852	\$75,658	\$75,789	\$76,185
Days Cash on Hand	339	770	488	412	365	394
<u>REVENUES</u>						
Rental Revenue	\$8,968	\$9,252	\$9,257	\$10,001	\$13,943	\$15,532
Intellectual Property Revenue	2,666	9,993	3,868	3,000	4,400	4,600
Other Revenues	495	416	183	170	179	187
Total Revenues	\$12,129	\$19,661	\$13,308	\$13,171	\$18,521	\$20,319
<u>EXPENSES</u>						
Salaries & Benefits	\$1,297	\$1,196	\$1,143	\$1,466	\$1,510	\$1,555
Operations - Research Park	3,489	3,212	4,388	4,253	4,918	5,712
Other Expenses	5,421	5,733	9,367	12,156	13,947	14,604
Total Expenses	\$10,207	\$10,142	\$14,898	\$17,875	\$20,375	\$21,870
Operating Profit Before Non-Operating	\$1,922	\$9,520	\$(1,589)	\$(4,704)	\$(1,853)	\$(1,551)
Total Non-Operating, Net	1,516	16,446	(16,451)	1,088	1,912	1,910
NET INCOME (LOSS)	\$3,438	\$25,966	\$(18,041)	\$(3,617)	\$58	\$359
Operating Profit Margin	15.8%	48.4%	-11.9%	-35.7%	-10.0%	-7.6%

USF Health Professions Conferencing Corporation

FY 2023 Mid-Year Forecast

MID-YEAR FORECAST

Describe Progress in Achieving the Key Initiatives Described in your Annual Financial Plan.

- HPCC's business model was severely impacted due to the global COVID-19 crisis and the ongoing variants continue to slow the movement of participants to live events and supply chain delivery. In FY2023, HPCC is coordinating the rescheduling of any remaining programs affected by COVID19 and is experiencing excellent momentum continuing from the last six months of FY2022. CAMLS affirmative actions to proactively postpone many programs with long lead times, has strengthened relationships with external clients and as a result, is on pace to return revenue and operating earnings for FY2023 to pre-COVID levels. FY2023 has a much more diversified client base and new virtual reality, live streaming and research capabilities compared to CAMLS pre-COVID client mix and offerings.
- HPCC and the CAMLS facility is continuing to provide flexible space and access to simulation learning and healthcare education to USF students, including Morsani College of Medicine Undergraduate Medical Education (UME), MCOM Anatomy Laboratory, Graduate Medical Education (GME), and Physician's Assistant (PA) students, College of Nursing Certified Registered Nurse Anesthetist (CRNA) students, College of Pharmacy students, and Muma College of Business students. HPCC provides these services at cost, inclusive of all PO&M funding received for CAMLS.
- CAMLS has successfully developed new relationships and acquired a rescue vehicle from Hillsborough County to deliver programming that occurs off-site ('CAMLS Without Walls'), which exports CAMLS' talent, tools, and resources to support our community and other Florida hospitals and healthcare systems where face to face lifesaving training is needed.
- CAMLS has developed new original simulation training content and recently conducted its first Mass Casualty Incident Training, which attracted participants internationally. The training is designed specifically to teach emergency department teams from small towns and rural communities how to respond to catastrophes. CAMLS also offers a variety of hands on trainings like Minimally Invasive Gynecologic Surgery, Advanced Trauma Life Support (ATLS), Fundamental Critical Care Support (FCCS), Advanced Surgical Skills for Exposure in Trauma (ASSET), Advanced Trauma Operative Management (ATOM), Fundamental of Laparoscopic Surgery (FLS) to improve healthcare provider skills regionally and nationally.
- CAMLS is expanding research focused on simulation-based training and virtual/augmented reality to utilize CAMLS's unique expertise, assets and USF Health faculty to obtain external grants in partnership with small businesses and USF Health affiliates.
- HPCC continues to provide the financial management support for 16 healthcare accreditations held by USF Health (part of the Office of Continuing Professional Development (CPD)), as well as two institutional accreditations (Society for Simulation in Healthcare and the American College of Surgeons Accredited Education Institute). Although live events are postponed indefinitely, CPD has expanded its portfolio of online programming in partnership with medical education companies (MEC) and transitioned its business model to accreditation only services and away from management of live events.

Describe Management's Actions to Close Significant **Unfavorable Variances in Net Income and Net Cash Flows Before Fiscal Year End**

- Although economic recession and new variants of COVID loom, USF and external clients have proven resilient and the interest in CAMLS continues to build. The strength of client bookings and the pace of bookings compared to pre-COVID pacing provides confidence that the FY2023 Plan remains intact and achievable. Therefore, other than cash balance at the beginning of the year, there are no significant variances in Net Income or Net Cash Flows.

USF Health Professions Conferencing Corporation

FY 2023 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>REVENUES</u>							
Continuing Professional Development	\$7,275	\$7,275	\$0	0 %	\$8,721	\$3,454	\$7,162
CAMLS - USF Health Programming	2,179	2,179	0	0 %	2,268	2,085	2,313
CAMLS - Industry, Societies, Healthcare	4,648	4,648	0	0 %	3,402	1,595	2,661
Other HPCC Divisions	0	0	0	%	0	10	205
In Kind Donations	17	17	0	0 %	0	11	29
Rents, Parking, Rebates, Interest	472	472	0	0 %	451	227	484
Gain on Sale of Fixed Assets	0	0	0	%	6	7	0
Transfer from USF-Plant Operations & Maint.	1,293	1,293	0	0 %	1,293	1,293	1,293
USF Carryforward funding - temp staffing - programs	0	0	0	%	0	69	60
Transfer from UMSA Continuing Ed - Faculty, Students	900	900	0	0 %	884	270	250
Total Revenues	\$16,784	\$16,784	\$0	0 %	\$17,025	\$9,021	\$14,458
<u>EXPENSES</u>							
Wages and Benefits	\$4,183	\$4,183	\$0	0 %	\$3,769	\$3,611	\$3,898
Wages - program driven temporary staffing	60	60	0	0 %	60	71	250
Utilities, Leases, Maint., Supplies, Marketing	1,976	1,976	0	0 %	1,885	1,568	1,891
Direct Program Expense	8,332	8,332	0	0 %	9,583	3,537	7,348
Interest	260	260	0	0 %	287	346	527
In Kind Expense	0	0	0	%	0	11	29
Depreciation & Amortization	708	708	0	0 %	938	961	1,089
Total Expenses	\$15,519	\$15,519	\$0	0 %	\$16,522	\$10,105	\$15,033
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$1,265	\$1,265	\$0	0 %	\$503	\$(1,084)	\$(576)
Unrealized Investment Gains (Losses)	0	0	0	%	0	0	0
Total Non-Cash Changes	\$0	\$0	\$0	%	\$0	\$0	\$0
NET OPERATING PROFIT	\$1,265	\$1,265	\$0	0 %	\$503	\$(1,084)	\$(576)
Operating Profit Margin	8%	8%	0 %		3%	-12%	-4%

USF Health Professions Conferencing Corporation

FY 2023 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$1,265	\$1,265	\$0	0 %	\$503	\$(1,084)	\$(576)
Adjustments for Non-Cash Activities:	0	0	0	%	0		
Depreciation and Amortization	708	708	0	0 %	938	961	1,089
Adjustments for Changes in	0	0	0	%	0		
Operating Assets and Liabilities	0	0	0	%	(497)	(921)	644
Total Cash From Operating Activities	\$1,973	\$1,973	\$0	0 %	\$944	\$(1,044)	\$1,157
<u>FINANCING ACTIVITIES</u>							
Principal Payments	\$(1,066)	\$(1,066)	\$0	0 %	\$(1,253)	\$(1,142)	\$(1,096)
Total Cash From Financing Activities	\$(1,066)	\$(1,066)	\$0	0 %	\$(1,253)	\$(1,142)	\$(1,096)
<u>INVESTING ACTIVITIES</u>							
Capital Expenditures	\$(750)	\$(750)	\$0	0 %	\$(39)	\$(126)	\$(134)
(Gain)/Loss on sale of fixed assets	0	0	0	%	6	7	0
Total Cash From Investing Activities	\$(750)	\$(750)	\$0	0 %	\$(33)	\$(119)	\$(134)
CHANGE IN CASH	157	157	0	0 %	(342)	(2,305)	(73)
Cash, Beginning of Year	1,641	2,098	(457)	(22)%	1,983	4,288	4,361
Cash, End of Year	\$1,798	\$2,255	\$(457)	(20)%	\$1,641	\$1,983	\$4,288
Total Cash & Investments	\$1,798	\$2,255	\$(457)	(20)%	\$1,641	\$1,983	\$4,288
Days Cash on Hand	44	56	(11)	(20)%	38	79	112

USF Health Professions Conferencing Corporation

FY 2023 Mid-Year Forecast

3-YEAR FORECAST

(In thousands)

	ACTUAL			FORECAST		
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
<u>ASSETS</u>						
Cash & Investments	\$4,288	\$1,983	\$1,641	\$1,798	\$2,498	\$3,198
Fixed Assets/Right of Use Assets	16,307	15,473	14,617	14,659	14,459	14,259
Other Assets	960	960	1,577	1,277	977	677
Total Assets	\$21,555	\$18,416	\$17,835	\$17,734	\$17,934	\$18,134
<u>LIABILITIES</u>						
Payables	\$1,760	\$982	\$1,843	\$1,843	\$1,843	\$1,843
Long-Term Debt	12,678	11,450	10,395	9,329	8,185	7,041
Other Liabilities	3,554	3,505	2,615	2,315	2,015	1,715
Total Liabilities	\$17,992	\$15,937	\$14,853	\$13,487	\$12,043	\$10,599
NET ASSETS	\$3,563	\$2,479	\$2,982	\$4,247	\$5,891	\$7,535
Days Cash on Hand	112	79	38	44	60	75
<u>REVENUES</u>						
Program Revenues	\$13,703	\$8,537	\$15,769	\$15,412	\$15,912	\$16,412
Transfer from UMSA Continuing Ed - Faculty, Students	270	250	884	900	900	900
Other Revenues	484	234	373	472	481	491
Total Revenues	\$14,458	\$9,021	\$17,026	\$16,784	\$17,293	\$17,803
<u>EXPENSES</u>						
Salaries & Benefits	\$4,148	\$3,682	\$3,829	\$4,243	\$4,328	\$4,414
Program services	10,357	6,077	12,406	11,016	11,316	11,616
Other Expenses	527	346	288	260	255	250
Total Expenses	\$15,033	\$10,105	\$16,523	\$15,519	\$15,898	\$16,280
Operating Profit Before Non-Cash Changes	\$(576)	\$(1,084)	\$503	\$1,265	\$1,395	\$1,523
Total Non-Cash Changes	\$0	\$0	\$0	\$0	\$0	\$0
NET OPERATING PROFIT	\$(576)	\$(1,084)	\$503	\$1,265	\$1,395	\$1,523
Operating Profit Margin	-4%	-12%	3%	8%	8%	9%

Sun Dome Inc.
FY 2023 Mid-Year Forecast

MID-YEAR FORECAST

Describe Progress in Achieving the Key Initiatives Described in your Annual Financial Plan.

- The first two quarters of fiscal 2023 have been focused on booking high quality events with some of the largest promoters in the business. Some of these acts include *SuicideBoy\$* and *Jack Harlow* with Live Nation along with *Cody Johnson* with AEG. Additionally, *Rod Wave* set a record for the most profitable concert at Yuengling, setting a new benchmark for the building.
- A focus has also been placed on booking comedy acts such as *Katt Williams* and *Round Up Comedy*, along with booking non-ticketed events such as *Pasco HS's commencement*. Adding these other types of events will maximize usage of the building.
- We have continued to utilize our experience as venue operators to manage costs efficiently. By managing expenses and budgeting properly we can cut costs without sacrificing the quality of the building and events. Currently, YTD there are savings of operational expenditures that will be monitored throughout the rest of the Fiscal Year.
- The organization has been able to manage cash flow effectively, allowing the building to stay current on outstanding liabilities.
- Negotiations for an extension are underway to extend the existing DSO agreement.
 - Proposal for services will be produced to allow USF to evaluate the incumbent manager.
 - With the increased profitability of events, combined with the ongoing pipeline of future acts, the manager has successfully enabled Yuengling Center to become cash positive and plan for future growth.
 - Concepts ranging from capital improvement fund, highest standards of care, and sound financial management are being discussed.

Describe Management's Actions to Close Significant **Unfavorable Variances in Net Income and Net Cash Flows Before Fiscal Year End**

- The negative variance to cash flow is due to increased advance sales being carried to FY23 than originally anticipated. Net Income has not materially changed from the budget submission.

Sun Dome Inc.
FY 2023 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

REVENUES

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance	
			\$	%
Direct Event Income	\$225	\$339	\$(114)	(34)%
Ancillary Revenue:				
Suites/ Loge	58	49	10	20 %
Concessions & Novelty	399	346	53	15 %
Parking	325	350	(25)	(7)%
Service Charges	348	381	(33)	(9)%
Ticketmaster Rebates	805	641	164	26 %
Total Ancillary Revenue	1,936	1,767	169	10 %
Miscellaneous	191	50	141	282 %
Total Revenues	\$2,352	\$2,157	\$196	9 %

EXPENSES

Salaries & Benefits	\$790	\$790	\$0	0 %
General & Administrative	595	495	100	20 %
Marketing & Sales	10	10	0	0 %
Equipment & Supplies	65	65	0	0 %
Utilities	40	40	0	0 %
Insurance	118	118	0	0 %
Incentive Fees/ Profit Share	264	216	48	22 %
Total Expenses	\$1,882	\$1,734	\$148	9 %

OPERATING PROFIT BEFORE
NON-CASH CHANGES

	\$470	\$422	\$48	11 %
Unrealized Investment Gains (Losses)	0	0	0	%
Total Non-Cash Changes	\$0	\$0	\$0	%

NET OPERATING PROFIT

	\$470	\$422	\$48	11 %
Operating Profit Margin	20%	20%	0 %	

FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
\$336	\$652	\$155
41	0	37
333	8	315
391	28	325
310	17	372
777	0	550
1,852	53	1,600
42	(24)	70
\$2,230	\$681	\$1,825
\$759	\$784	943
482	308	461
7	6	15
62	38	63
40	27	29
102	148	146
295	0	25
\$1,747	\$1,311	\$1,682
\$483	\$(630)	\$143
0	0	0
\$0	\$0	\$0
\$483	\$(630)	\$143
22%	-93%	8%

Sun Dome Inc.
FY 2023 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$470	422	\$48	11 %	\$483	\$(630)	\$143
Adjustments for Non-Cash Activities:							
(Increase) Decrease in Accounts Receivable	223	100	123	123 %	(221)	133	(49)
(Increase) Decrease in Prepaids	(22)	0	(22)	%	0	12	(25)
Increase (Decrease) in Accounts Payable	(137)	0	(137)	%	85	53	(331)
Increase (Decrease) in Accrued Liabilities	(373)	(100)	(273)	(273)%	428	1,231	62
Increase (Decrease) in Deferred Revenue	(670)	200	(870)	(435)%	2,145	(190)	(975)
Total Cash From Operating Activities	\$(509)	\$622	\$(1,131)	(182)%	\$2,920	\$609	\$(1,176)
<u>FINANCING ACTIVITIES</u>							
Capital Expenditures	\$0	\$0	\$0	%	\$0	\$0	\$0
Total Cash From Financing Activities	\$0	\$0	\$0	%	\$0	\$0	\$0
<u>INVESTING ACTIVITIES</u>							
Event Revenue Transfers to USF, net	\$(413)	\$(413)	\$0	0 %	\$(413)	\$(250)	\$(118)
Total Cash From Investing Activities	\$(413)	\$(413)	\$0	0 %	\$(413)	\$(250)	\$(118)
CHANGE IN CASH	(922)	209	(1,131)	(541)%	2,507	359	(1,294)
Cash, Beginning of Year	3,091	1,307	1,784	136 %	584	225	1,519
Cash, End of Year	\$2,169	\$1,516	\$653	43 %	\$3,091	\$584	\$225
Total Cash & Investments	\$2,169	\$1,516	\$653	43 %	\$3,091	\$584	\$225
Days Cash on Hand	421	319	102	32 %	646	163	49

Sun Dome Inc.
FY 2023 Mid-Year Forecast

3-YEAR FORECAST

(In thousands)

	ACTUAL			FORECAST		
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
ASSETS						
Cash & Investments	\$225	\$584	\$3,091	\$2,169	\$2,269	\$2,369
Fixed Assets	411	279	502	279	179	179
Other Assets	24	12	12	34	34	34
Total Assets	\$661	\$875	\$3,605	\$2,482	\$2,482	\$2,582
LIABILITIES						
Payables	\$68	\$121	\$208	\$71	\$71	\$71
Long-Term Debt	880	2,110	2,538	2,165	2,138	2,219
Other Liabilities	210	21	2,166	1,496	1,596	1,696
Total Liabilities	\$1,158	\$2,252	\$4,912	\$3,732	\$3,805	\$3,986
NET ASSETS	(\$498)	(\$1,377)	(\$1,307)	(\$1,250)	(\$1,323)	(\$1,404)
Days Cash on Hand	49	163	646	421	407	405
REVENUES						
Direct Event Income	\$155	\$652	\$336	\$225	\$400	\$400
Ancillary Revenue:						
Suites/ Loge	37	0	41	58	50	52
Concessions & Novelty	315	8	333	399	370	385
Parking	325	27	391	325	372	395
Service Charges	372	17	310	348	437	460
Ticketmaster Rebates	550	0	777	805	695	725
Total Ancillary Revenue	1,600	52	1,852	1,936	1,924	2,017
Miscellaneous	70	(23)	42	191	50	50
Total Revenues	\$1,825	\$681	\$2,230	\$2,352	\$2,374	\$2,467
EXPENSES						
Salary & Benefits	\$943	\$784	\$759	\$790	\$850	\$890
General & Administrative	461	308	482	595	510	550
Marketing & Sales	15	6	7	10	12	15
Equipment & Supplies	63	38	62	65	88	100
Utilities	29	27	40	40	40	40
Insurance	146	148	102	118	150	165
Incentive Fees/ Profit Share	25	0	295	264	384	375
Total Expenses	\$1,682	\$1,311	\$1,747	\$1,882	\$2,034	\$2,135
Operating Profit Before Non-Cash Changes	\$143	(\$630)	\$483	\$470	\$340	\$332
Total Non-Cash Changes	0	0	0	0	0	0
NET OPERATING PROFIT	\$143	(\$630)	\$483	\$470	\$340	\$332
Operating Profit Margin	8%	-93%	22%	20%	14%	13%

USF Institute of Applied Engineering, Inc
FY 2023 Mid-Year Forecast

MID-YEAR FORECAST

Describe Progress in Achieving the Key Initiatives Described in your Annual Financial Plan.

- The revenue plan for 2023 can be characterized as aggressive as the 2023 plan called for a 94% increase in revenue above the 2022 actuals. While the team projects to miss this revenue target by \$2.123M, this still represents an increase of 66% on a year-over-year basis, representing over a 700% increase in sales since the 2020 fiscal year. Expenses are also down relative to budget as a result of less business activity than in the FY 23 Plan. Operating income as a percentage of sales held steady at 7%, matching plan, with a decremental total profit proportional to the lower sales.
- Note that the variance in depreciation is related to delays in executing previously approved capital projects. These projects were delayed, and this variation is expected to return to budget once these projects are completed at roughly year end.
- IAE Phase 1 Rapid Experimentation Lab (REL) opened August. Phase 2 design complete. Construction will commence upon final USF approvals and commitment from County to fund; six month schedule to complete. REL brings jobs, economic development, customer engagement to University Mall district.

Describe Management's Actions to Close Significant **Unfavorable Variances in Net Income and Net Cash Flows Before Fiscal Year End**

- Planned cash DOH projected at FY23 is 8 days, with a variance to plan of 23 days. IAE is regularly, and closely, monitoring cash flows and accelerating invoicing and managing expenses to improve IAE's cash position.
- Operating profit (positive) expectation is partly dependent on the inflow of construction funding from Hillsborough County. As noted, USF and IAE are currently confirming County's commitment.

USF Institute of Applied Engineering, Inc.

FY 2023 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

REVENUES

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance	
			\$	%
Contracts Revenues	\$12,218	\$14,347	\$(2,128)	(15)%
Hillsborough County Grant	2,941	2,941		0 %
University Support	608	603	5	1 %
College of Engineering Support	0	0	0	%
Donation and Other Revenue	0	0	0	%
Total Revenues	\$15,766	\$17,890	\$(2,123)	(12)%

EXPENSES

Salaries & Benefits	\$4,157	\$4,117	\$40	1 %
COE Salary Support	0	0	0	%
Travel	16	0	16	%
Depreciation & Amortization	148	492	(344)	(70)%
Materials, Supplies, Software & Equip., Travel	1,015	147	869	592 %
Banking, Insurance, Audit, Tax Services	449	314	135	43 %
Facilities, Utilities, Telecomm., Security	260	474	(214)	(45)%
Other Operating Expenses	196	0	196	%
Direct Program Costs	8,336	10,907	(2,571)	(24)%
Indirect Return to University	109	267	(158)	(59)%
Total Expenses	\$14,685	\$16,717	\$(2,032)	(12)%

OPERATING PROFIT BEFORE NON-CASH CHANGES

	\$1,081	\$1,172	\$(91)	(8)%
Unrealized Investment Gains (Losses)	0	0	0	%
Equipment Donations to USF	0	0	0	%
Total Non-Cash Changes	0	0	0	%

NET OPERATING PROFIT

	\$1,081	\$1,172	\$(91)	(8)%
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Operating Profit Margin

	7%	7%	0 %
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FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
\$7,363	\$5,071	\$947
1,608	621	151
648	691	770
16	21	23
1	358	6
\$9,636	\$6,763	\$1,897
\$2,756	\$1,614	\$782
16	21	20
6		3
137	63	0
178	168	64
255	170	145
188	242	18
49	80	13
5,849	3,730	698
121	266	15
\$9,554	\$6,353	\$1,758
\$82	\$409	\$139
0	0	0
0	0	(82)
0	0	(82)
\$82	\$409	\$57

	1%	6%	7%
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USF Institute of Applied Engineering, Inc.
FY 2023 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Cash Receipt from Customers	\$12,749	\$13,767	\$(1,017)	(7)%	\$6,974	\$4,190	\$931
Cash Receipt from Hillsborough County	3,452	2,898	553	19 %	1,216	408	0
Salaries & Benefits	(5,500)	(3,885)	(1,615)	(42)%	(1,029)	(1,275)	(624)
Payment for Direct Program Costs	(14,277)	(10,088)	(4,190)	(42)%	(2,468)	(272)	(205)
Payment to Suppliers	3,426	(875)	4,301	492 %	(3,622)	(2,720)	(548)
Total Cash From Operating Activities	\$(150)	\$1,818	\$(1,968)	(108)%	\$1,071	\$331	\$(447)
<u>FINANCING ACTIVITIES</u>							
Transfer from USF Support	\$603	\$603	0	0 %	\$603	\$603	\$702
Transfer to USF-IDR	(148)	(242)	94	39 %	(167)	(187)	0
Gift In-Kind Contributions	0	0	0	%	1		6
Total Cash From Financing Activities	\$454	\$361	\$94	26 %	\$437	\$416	\$708
<u>INVESTING ACTIVITIES</u>							
Hills. County Capital Expenditures	\$(5)	\$(541)	\$536	99 %	\$(195)	\$(364)	\$(8)
Hills. County Lease Improvements	(1,023)	(842)	(181)	(22)%	0	0	0
Proceeds of Long-Term Debt	0	0	0	%	0	0	0
Principal Payments	0	0	0	%	0	0	0
Interest Payments	0	0	0	%	0	0	0
Total Cash From Investing Activities	\$(1,028)	\$(1,383)	\$355	26 %	\$(195)	\$(364)	\$(8)
CHANGE IN CASH	(724)	795	(1,519)	(191)%	1,313	383	253
Cash, Beginning of Year	1,038	242	795	329 %	648	265	11
Cash, End of Year	\$314	\$1,038	\$(724)	(70)%	\$1,961	\$648	\$265
Total Cash & Investments	\$314	\$1,038	\$(724)	(70)%	\$1,961	\$648	\$265
Days Cash on Hand	8	23	(15)	(66)%	75	37	55

USF Institute of Applied Engineering, Inc.

FY 2023 Mid-Year Forecast

3-YEAR FORECAST

(In thousands)

	ACTUAL			FORECAST		
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
ASSETS						
Cash & Investments	\$265	\$648	\$1,961	\$314	\$300	\$400
Account Receivables	168	1,262	2,306	1,263	1,078	1,186
Prepmts and Other Curr Assets	21	30	29	9	0	0
Fixed Assets	8	696	705	1,592	1,272	952
Other Assets	0	0	204	139	79	20
Total Assets	\$461	\$2,636	\$5,206	\$3,316	\$2,729	\$2,558
LIABILITIES						
Accounts Payable	\$286	\$2,017	\$4,064	\$2,086	\$2,169	\$2,030
Accrued Salaries	21	27	(4)	4	0	0
Long-Term Debt	0	29	0	0	0	0
Other Liabilities	0	147	501	174	101	26
Total Liabilities	\$307	\$2,220	\$4,561	\$2,264	\$2,270	\$2,056
NET ASSETS	\$154	\$416	\$645	\$1,052	\$459	\$502
Days Cash on Hand	55	37	75	8	8	11
REVENUES						
Contracts Revenues	\$947	\$5,071	\$7,363	\$12,218	\$12,940	\$14,234
Hillsborough County Grant	151	621	1,608	2,941	0	0
University Support	770	691	648	608	0	0
College of Engineering Support	23	21	16	0	0	0
Donation and Other Revenue	6	358	1	0	0	0
Total Revenues	\$1,897	\$6,763	\$9,636	\$15,766	\$12,940	\$14,234
EXPENSES						
Salaries & Benefits	\$782	\$1,614	\$2,756	\$4,157	\$3,152	\$3,310
COE Salary Support	20	21	16	0	0	0
Travel	3	0	6	16	16	17
Depreciation & Amortization	0	63	137	148	320	320
Materials, Supplies, Software & Equip., Travel	64	168	178	1,015	247	259
Banking, Insurance, Audit, Tax Services	145	170	255	449	238	250
Facilities, Utilities, Telecomm., Security	18	242	188	260	346	363
Other Operating Expenses	13	80	49	196	116	121
Direct Program Costs	698	3,730	5,849	8,336	9,000	9,450
Indirect Return to University	15	266	121	109	107	118
Total Expenses	\$1,758	\$6,353	\$9,554	\$14,685	\$13,541	\$14,207
Operating Profit Before Non-Cash Changes	\$139	\$409	\$82	\$1,081	\$(601)	\$26
Total Non-Cash Changes	(82)	0	0	0	0	0
NET OPERATING PROFIT	\$57	\$409	\$82	\$1,081	\$(601)	\$26
Operating Profit Margin	7%	6%	1%	7%	-5%	0%

University of South Florida, Alumni Association
FY 2023 Mid-Year Forecast

MID-YEAR FORECAST

Describe Progress in Achieving the Key Initiatives Described in your Annual Financial Plan.

- Solicitation of life members for giving under the Circle of Excellence program has been successful and we expect to end the year \$7k favorable to budget. Life Membership also continues to grow and we now have more than 9,700 members.
- Our student engagement initiative is on track to achieve its annual goal. The Student Alumni Association was named the 2022 USF Student Organization of the Year and has added 300 new members during the fall. Progress has been made within the BOLD young alumni program with leadership in place and events underway with focus on student connections. The USF Link alumni mentoring program has been fully rolled out this spring, with a goal of 200 student/alumni mentorship pairs.
- The Alumni Association's geographic chapters and interest based societies are providing an increasingly valuable connection point for USF alumni. Fourteen of the 43 groups have renewed leadership and focus, and all are providing relevant and meaningful connection and engagement opportunities for alumni. These activities include networking, cultural, service and social events.

Describe Management's Actions to Close Significant **Unfavorable Variances in Net Income and Net Cash Flows Before Fiscal Year End**

- Investment performance through December 31 combined with the investment return projections for the 3rd and 4th quarters are reflected in the mid-year forecast and reflect the decrease in net operating profit compared to the FY 2023 financial plan. This will not impact on our operating income, as these are non-cash adjustments. USFAA's operating profit is \$14k favorable to budget.

University of South Florida, Alumni Association

FY 2023 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>REVENUES</u>							
Membership	\$485	\$491	\$(6)	(1)%	\$324	\$535	\$550
License Plates	389	395	(6)	(2)%	383	396	381
Budget support	954	911	43	5 %	556	360	804
Affinity Royalty	353	352	1	0 %	356	367	399
Investment Income	353	354	(1)	(0)%	317	298	272
Sponsorships	276	258	18	7 %	256	183	141
Gifts and Donations	209	202	7	3 %	145	280	225
Event and other revenue	199	201	(2)	(1)%	204	56	207
Total Revenues	\$3,218	\$3,164	\$54	2 %	\$2,541	\$2,475	\$2,979
<u>EXPENSES</u>							
Salaries	\$1,732	\$1,725	\$7	0 %	\$1,542	\$1,812	\$1,840
Membership and membership services	95	93	2	2 %	140	111	112
Printing & Postage	75	138	(63)	(46)%	63	56	80
Event Services	436	365	71	19 %	292	98	242
Professional Services	124	106	18	17 %	109	89	103
Travel	75	85	(10)	(12)%	21	3	42
Advertising & Marketing	18	12	6	50 %	19	19	18
Insurance	43	45	(2)	(4)%	40	48	49
Community Relations	43	35	8	23 %	19	11	33
Credit Card fees and other services	27	28	(1)	(4)%	32	21	26
Scholarships	101	101	0	0 %	83	75	85
Other expenses	32	28	4	14 %	29	31	29
Total Expenses	\$2,801	\$2,761	\$40	1 %	\$2,389	\$2,374	\$2,659
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$417	\$403	\$14	3 %	\$152	\$101	\$320
Unrealized Investment Gains (Losses)	109	203	(94)	(47)%	(1,760)	2,302	(32)
Total Non-Cash Changes	\$109	\$203	\$(94)	(47)%	\$(1,760)	\$2,302	\$(32)
NET OPERATING PROFIT	\$526	\$606	\$(80)	(13)%	\$(1,608)	\$2,403	\$288
Operating Profit Margin	13%	13%	0 %		6%	4%	11%

University of South Florida, Alumni Association

FY 2023 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$526	\$606	\$(80)	(13)%	\$(1,608)	\$2,403	\$288
Adjustments for Non-Cash Activities:							
Unrealized gain on investments	(109)	(203)	94	47 %	1,760	(2,302)	32
Adjustments for Changes in Operating Assets and Liabilities	0	0	0	%	88	95	(76)
Total Cash From Operating Activities	\$417	\$403	\$14	3 %	\$240	\$196	\$244
<u>FINANCING ACTIVITIES</u>							
Capital Expenditures	\$0	\$0	\$0	%	\$0	\$0	\$0
Total Cash From Financing Activities	\$0	\$0	\$0	%	\$0	\$0	\$0
<u>INVESTING ACTIVITIES</u>							
Net (Purchases) Sales of Investments	\$(409)	\$(395)	\$(14)	(3)%	\$(234)	\$(221)	\$(224)
Total Cash From Investing Activities	\$(409)	\$(395)	\$(14)	(3)%	\$(234)	\$(221)	\$(224)
CHANGE IN CASH							
Cash, Beginning of Year	0	0	0	%	2	27	7
Cash, End of Year	\$8	\$8	\$0	4 %	\$8	\$2	\$27
Total Cash & Investments	\$1,163	\$1,243	\$(80)	(6)%	\$1,163	\$1,316	\$1,408
Days Cash on Hand	151	164	(13)	(8)%	178	202	193

University of South Florida, Alumni Association

FY 2023 Mid-Year Forecast

3-YEAR FORECAST

(In thousands)

	ACTUAL			FORECAST		
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
<u>ASSETS</u>						
Cash & Investments	\$1,408	\$1,316	\$1,163	\$1,163	\$1,431	\$1,545
Restricted Cash & Investments	6,783	9,228	8,177	10,111	10,819	11,576
Other Assets	243	280	340	275	275	275
Total Assets	\$8,434	\$10,824	\$9,680	\$11,549	\$12,525	\$13,396
<u>LIABILITIES</u>						
Payables	\$432	\$147	\$154	\$125	\$125	\$125
Long-Term Debt	0	0	0	0	0	0
Other Liabilities and deferred inflows	2,002	2,273	2,731	2,460	2,700	2,975
Total Liabilities	\$2,434	\$2,420	\$2,885	\$2,585	\$2,825	\$3,100
NET ASSETS	\$6,000	\$8,404	\$6,795	\$8,964	\$9,700	\$10,296
Days Cash on Hand	193	202	178	151	181	188
<u>REVENUES</u>						
Membership	\$550	\$535	\$324	\$485	\$500	\$515
Support	804	360	556	954	954	1,000
Other Revenues	1,625	1,580	1,661	1,779	1,850	1,943
Total Revenues	\$2,979	\$2,475	\$2,541	\$3,218	\$3,304	\$3,458
<u>EXPENSES</u>						
Salaries & Benefits	\$1,840	\$1,812	\$1,542	\$1,732	\$1,811	\$1,902
Event Expenses	242	98	292	436	402	415
Other Expenses	577	464	555	633	675	680
Total Expenses	\$2,659	\$2,374	\$2,389	\$2,801	\$2,888	\$2,997
Operating Profit Before Non-Cash Changes	\$320	\$101	\$152	\$417	\$416	\$461
Total Non-Cash Changes	\$(32)	\$2,302	\$(1,760)	\$109	\$708	\$757
NET OPERATING PROFIT	\$288	\$2,403	\$(1,608)	\$526	\$1,124	\$1,218
Operating Profit Margin	11%	4%	6%	13%	13%	13%

USF Financing Corporation & USF Property Corporation

FY 2023 Mid-Year Forecast

MID-YEAR FORECAST

Describe Progress in Achieving the 5 Key Initiatives Described in your Annual Financial Plan.

- The Board approved \$30 million of debt to finance the USF Sarasota-Manatee Housing and Student Center Project:
 - On October 31, 2022, the Financing Corporation issued the \$30 million Series 2022 Certificates of Participation - 30-year, tax-exempt, fixed interest rate public bonds, 4.85% interest rate, issued on parity with the \$176 million "A1/A+" rated USF Housing System.
 - The debt, along with a \$16.5 million cash contribution from the University, will finance the construction of the \$46.5 million mixed-use facility comprising a 200-bed student housing component and student center.
 - CORE Construction and Mackey Mitchell Architects were selected to design and deliver the project. A design/build agreement was negotiated and signed on October 31, 2022. Construction is expected to be completed in May of 2024.
 - The Corporation is closely monitoring risks to the Project described above, specifically supply chain disruptions and cost inflation. The University funded an owner's contingency of over \$4 million to mitigate some of these risks.
- Protect USF's "AA" credit ratings. Formal presentations were made to Moody's, Standard & Poor's and Fitch in March 2022 emphasizing USF's strengths in management and governance, market position and enrollment demand, operating performance, wealth and liquidity, and leverage.
 - Moody's and S&P Affirmed all USF credit ratings with Stable Outlooks (September 2022).
- Ongoing oversight of DSOs and Auxiliaries with debt to ensure they are managing revenues and expenses to maintain pledged revenues and debt service coverage ratios, preserve essential liquidity, and maintain required reserves.
- Ongoing compliance with covenants for 15 Series of debt, including IRS rules on tax-exempt bonds and required SEC reporting.
- On April 21, 2022, the University of South Florida terminated its Agreements with INTO USF, Inc. This resulted in a positive change in equity investment in FY 2022 to limit its share of INTO USF, Inc.'s losses to the Corporation's initial investment amount. On July 15, 2022, the Financing Corporation filed a lawsuit against INTO South Florida and INTO USF, Inc. to compel the wind-up and dissolution of INTO USF, Inc. Litigation is ongoing.

Describe Management's Actions to Close Significant **Unfavorable Variances in Net Income and Net Cash Flows Before Fiscal Year End**

- The Corporation is not anticipating any significant unfavorable variances. The Corporation continues to maintain strong liquidity and operating cash flows will fully cover debt service payments.

USF Financing Corporation & USF Property Corporation
FY 2023 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>REVENUES</u>							
Housing lease revenue	\$9,916	\$9,912	\$4	0 %	\$10,125	\$7,789	\$10,334
Marshall Center lease revenue	1,255	1,255	0	0 %	1,312	1,273	1,419
Athletics lease revenue	372	372	0	0 %	437	636	764
Arena lease revenue	652	652	0	0 %	695	736	778
DSO (UMSA) lease revenue	1,984	1,984	0	0 %	1,977	1,493	1,766
DSO (HPCC) lease revenue	365	365	0	0 %	381	520	588
DSO (Research) lease revenue	949	959	(10)	(1)%	989	1,002	641
Total Revenues	\$15,494	\$15,499	\$(5)	(0)%	\$15,916	\$13,448	\$16,290
<u>OPERATING EXPENSES</u>							
Management fee	\$827	\$827	0	0 %	\$803	\$0	\$1
General and administrative expenses	629	782	(154)	(20)%	601	639	604
Total Operating Expenses	\$1,456	\$1,610	\$(154)	(10)%	\$1,405	\$639	\$1,323
<u>OTHER REVENUES (EXPENSES)</u>							
Interest expense on debt	(11,824)	(12,477)	653	5 %	(12,062)	(12,175)	(10,822)
Interest income	502	10	492	5,148 %	65	28	444
Total Other Revenues (Expenses)	\$(11,322)	\$(12,467)	\$1,145	9 %	\$(11,998)	\$(12,147)	\$(10,378)
OPERATING PROFIT BEFORE CONTRIBUTIONS AND NON-CASH CHANGES	\$2,715	\$1,422	\$1,293	91 %	\$2,513	\$662	\$4,589
Equity contribution from USF/DSO for Project	0	0	0	%	0	0	3,409
Distribution of INTO CD Proceeds to USF Foundation	0	0	0	%	0	0	(2,200)
Change in INTO USF equity investment	0	0	0	%	1,544	(1,638)	(103)
Total Contributions and Non-Cash Changes	\$0	\$0	\$0	%	\$1,544	\$(1,638)	\$1,106
NET OPERATING PROFIT	\$2,715	\$1,422	\$1,293	91 %	\$4,058	\$(977)	\$5,695
Operating Profit Margin	17.5%	9.2%		8 %	15.8%	4.9%	28.2%

USF Financing Corporation & USF Property Corporation
FY 2023 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2023 MID-YEAR FORECAST	FY 2023 FINANCIAL PLAN	Variance		FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS	FY 2020 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Lease payments received from USF	\$23,987	\$23,983	\$4	0 %	\$24,096	\$22,336	\$21,940
Lease payments received from UMSA	4,515	4,515	0	0 %	4,442	3,892	4,106
Lease payments received from HPCC	1,431	1,431	0	0 %	1,386	1,465	1,479
Lease payments received from Research Foundation	2,195	2,205	(10)	(0)%	2,167	2,234	860
Payment to USF for management services	(827)	(827)	0	0 %	(803)	0	(719)
General and administrative disbursements	(629)	(782)	154	20 %	(600)	(642)	(601)
Total Cash From Operating Activities	\$30,672	\$30,525	\$147	0 %	\$30,688	\$29,285	\$27,065
<u>FINANCING ACTIVITIES</u>							
Capital expenditures	\$(6,678)	\$(6,480)	\$(198)	(3)%	\$(11,499)	\$(20,581)	\$(23,852)
Proceeds of long-term debt	30,000	27,000	3,000	11 %	0	0	27,000
Debt issuance costs	(265)	(300)	35	12 %	0	0	(95)
Principal payments	(16,360)	(16,360)	0	0 %	(15,722)	(14,518)	(13,059)
Interest payments	(13,392)	(14,017)	625	4 %	(13,522)	(14,346)	(14,347)
Equity contribution from USF/DSO for Project	0	0	0	%	1,385	0	4,210
Security received from (returned to) lessee for swap collateral	0	0	0	%	3,963	5,007	5,210
Security (pledged to) returned from counterparty	0	0	0	%	(3,963)	(5,104)	(5,130)
Total Cash From Financing Activities	\$(6,695)	\$(10,157)	\$3,462	34 %	\$(39,358)	\$(49,542)	\$(20,063)
<u>INVESTING ACTIVITIES</u>							
Proceeds from maturity/redemption of INTO CD	\$3,774	\$3,776	\$(2)	(0)%	\$3,774	\$3,708	\$7,596
Purchase of INTO CD	0	(3,776)	3,776	100 %	(3,774)	(3,774)	(5,707)
Distribution to USF of INTO CD Proceeds	0	0	0	%	0	0	(2,200)
Interest income	502	10	492	5,148 %	36	88	974
Total Cash From Investing Activities	\$4,276	\$10	\$4,266	44,608 %	\$35,481	\$22	\$663
CHANGE IN CASH	28,253	20,377	\$7,876	39 %	\$(8,635)	(19,917)	7,665
Cash, Beginning of Year	44,063	44,209	(146)	(0)%	52,698	72,615	64,950
Cash, End of Year	\$72,316	\$64,586	\$7,730	12 %	\$44,063	\$52,698	\$72,615
Total Cash & Investments	\$72,316	\$68,362	\$3,954	6 %	\$47,836	\$56,472	\$76,323
Days Cash on Hand	420	394	26	7 %	407	405	403

USF Financing Corporation & USF Property Corporation

FY 2023 Mid-Year Forecast

3-YEAR FORECAST

(In thousands)

	ACTUAL			FORECAST		
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
ASSETS						
Cash & Investments	\$76,323	\$56,472	\$47,836	\$72,316	\$56,416	\$53,216
Financing Receivable	311,645	309,896	304,391	293,955	296,433	283,332
Other Assets	28,271	17,273	7,978	6,000	5,409	4,871
Total Assets	\$416,239	\$383,641	\$360,205	\$372,270	\$358,258	\$341,418
LIABILITIES						
Payables - Interest and Construction	\$9,584	\$10,032	\$7,253	\$5,596	\$6,845	\$5,899
Long-Term Debt	358,162	341,983	324,693	336,928	319,610	301,444
Interest Rate Swap & Other Payables	25,769	13,858	6,433	5,202	4,640	4,078
Total Liabilities	\$393,515	\$365,873	\$338,379	\$347,727	\$331,096	\$311,421
NET ASSETS	\$22,724	\$17,768	\$21,826	\$24,544	\$27,163	\$29,997
Days Cash on Hand	403	405	407	420	389	395
REVENUES						
USF Debt Payments	\$13,295	\$10,434	\$12,569	\$12,196	\$11,937	\$12,766
UMSA Debt Payments	1,766	1,492	1,977	1,984	1,901	1,820
HPCC Debt Payments	588	520	381	365	357	336
Research Debt Payments	641	1,002	989	949	923	879
Total Revenues	\$16,290	\$13,448	\$15,916	\$15,494	\$15,118	\$15,801
EXPENSES						
Operating Expenses	1,323	639	1,405	1,456	1,500	1,545
Total Expenses	\$1,323	\$639	\$1,405	\$1,456	\$1,500	\$1,545
OTHER REVENUES (EXPENSES)						
Interest Expense on Debt	\$(10,822)	\$(12,175)	\$(12,062)	\$(11,824)	\$(11,502)	\$(11,925)
Other Revenues/Expenses	444	28	65	502	500	500
Total Other Revenues (Expenses)	\$(10,378)	\$(12,147)	\$(11,998)	\$(11,322)	\$(11,002)	\$(11,425)
Operating Profit Before Non-Cash Changes	\$4,589	\$661	\$2,513	\$2,715	\$2,617	\$2,832
University/DSO support - Project related	3,409	0	0	0	0	0
Distribution of INTO CD Proceeds to Foundation	(2,200)	0	0	0	0	0
Change in INTO USF equity investment	(103)	(1,638)	1,544	0	0	0
NET OPERATING PROFIT	\$5,695	\$(977)	\$4,058	\$2,715	\$2,617	\$2,832
Operating Profit Margin	28.2%	4.9%	15.8%	17.5%	17.3%	17.9%