

DIRECT SUPPORT ORGANIZATIONS

MID-YEAR FORECASTS

FISCAL YEAR 2024

February 27, 2024

DSO Mid-Year Forecasts for FY 2024

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UMSA/MSSC Combined

FY 2024 Mid-Year Forecast

MID-YEAR FORECAST

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

- UMSA is working with ECG Management Consulting to review the business model between Tampa General Hospital, UMSA, and Academic Medical Group. This group is investigating funds flow models at other academic medical centers that align strategies and financial outcomes between the medical center and faculty practice plan. A model between TGH, UMSA and AMG will be implemented that will de-risk the practice while providing opportunities to share in financial gains.

UMSA and ECG worked through the gathering and analysis of UMSA's FY2023 financial data, and then determined the financial goals to be achieved through clinical integration. Those goals are primarily increased faculty support for clinical activities and for GME activities, as well as support to be invested in the academic and research missions. The financial impact has been presented to TGH, and the next step is to negotiate how to get there and how long it will take.

Describe Management's Actions to Close Significant **Unfavorable Variances or Operating Losses and **Negative Cash Flows Before Fiscal Year End****

- The focus in FY2024 has been to negotiate income support agreements with UMSA's primary affiliated hospital to cover both new and existing providers. It is then important to follow up and make sure these contracts are fully executed. UMSA has been successful in this process, which has led to increased contract revenue.
- The implementation of Qgenda continues across UMSA. While still early in the process, UMSA is confident it will materially improve clinical space utilization, which will ultimately improve provider productivity and patient access.

UMSA/MSSC Combined
FY 2024 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

REVENUES

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance	
			\$	%
Net Patient Service	\$219,804	\$203,887	\$15,917	8 %
Grants, Contracts & Awards	127,773	114,865	12,908	11 %
UPL/PCIP	33,151	38,832	(5,681)	(15)%
Other Revenue	38,325	35,770	2,555	7 %
Total Revenues	\$419,053	\$393,353	\$25,700	7 %

EXPENSES

Faculty Support	\$244,566	\$223,306	\$21,260	10 %
Housestaff Support	17,400	15,364	2,036	13 %
Other Staff Support	26,054	30,416	(4,362)	(14)%
USFTGP Staff Support	75,106	74,276	830	1 %
Depreciation/Amortization	7,390	5,912	1,478	25 %
Other Expenses	46,334	51,328	(4,994)	(10)%
Total Expenses	\$416,850	\$400,602	\$16,248	4 %

**OPERATING PROFIT BEFORE
NON-CASH CHANGES**

	\$2,203	\$(7,249)	\$9,452	130 %
Unrealized Investment Gains (Losses)	1,105	0	1,105	%
Contribution to MCOM	(8,743)	0	(8,743)	%
Gain (Loss) on Disposal of Capital Assets	0	0	0	%
Other Non Operating Expense	0	0	0	%
Total Non-Cash Changes	\$(7,638)	\$0	\$(7,638)	%
NET OPERATING PROFIT	\$(5,435)	\$(7,249)	\$1,814	25 %

Operating Profit Margin

1%	-2%	2 %
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FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
\$197,429	\$187,498	\$191,974
113,029	100,024	94,719
35,171	43,090	40,491
41,265	53,511	41,798
\$386,894	\$384,123	\$368,982
\$218,363	\$193,049	\$172,985
15,742	15,046	12,660
28,590	63,428	101,031
66,196	29,287	0
7,166	6,136	5,047
46,392	48,024	55,384
\$382,449	\$354,970	\$347,107
\$4,445	\$29,153	\$21,875
2,552	(2,904)	3,041
(10,242)	0	0
(44)	2,454	0
(35)	(18)	0
\$(7,769)	\$(468)	\$3,041
\$(3,324)	\$28,685	\$24,916

1%	8%	6%
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UMSA/MSSC Combined
FY 2024 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$ (5,435)	\$ (7,249)	\$ 1,814	25 %	\$ (3,324)	\$ 28,684	\$ 24,916
Adjustments for Non-Cash Activities:							
Depreciation/Amortization	7,390	5,912	1,478	25 %	7,166	6,136	5,047
Unrealized (gains) losses	0	0	0	%	2,552	2,904	(3,041)
Operating Assets and Liabilities	4,761	17,916	(13,155)	(73)%	11,058	6,041	(69,014)
Total Cash From Operating Activities	\$6,716	\$16,580	\$ (9,864)	(59)%	\$17,452	\$43,765	\$ (42,093)
<u>FINANCING ACTIVITIES</u>							
Capital Expenditures	\$ (4,000)	\$ (4,000)	\$ 0	0 %	\$ (4,517)	\$ (3,906)	\$ (1,613)
Proceeds from Sale of Capital Assets	0	0	0	%	53	3,465	13
Interest Payments	(2,438)	(2,362)	(76)	(3)%	(2,589)	(2,295)	(2,429)
Transfer to USF FC - Leases on MOBs	(2,576)	(2,710)	135	5 %	(2,525)	(2,465)	(2,306)
Principal paid on right-to-use lease liability	(2,460)	(2,460)	0	0 %	(3,318)	(2,411)	
Total Cash From Financing Activities	\$ (11,474)	\$ (11,532)	\$ 59	1 %	\$ (12,896)	\$ (7,612)	\$ (6,335)
<u>INVESTING ACTIVITIES</u>							
Net (Purchases) Sales of Investments	\$ 1,105	\$ 0	\$ 1,105	%	\$ 0	\$ (20,000)	\$ 21,042
Interest and Dividends on Investments	0	0	0	%	257	395	3,041
Total Cash From Investing Activities	\$ 1,105	\$ 0	\$ 1,105	%	\$ 257	\$ (19,605)	\$ 24,083
CHANGE IN CASH							
Cash, Beginning of Year	32,011	2,418	29,593	1,224 %	27,198	10,650	34,996
Cash, End of Year	\$ 28,359	\$ 7,466	\$ 20,893	280 %	\$ 32,011	\$ 27,198	\$ 10,650
Total Cash & Investments	\$ 30,446	\$ 31,225	\$ (779)	(2)%	\$ 47,790	\$ 50,957	\$ 17,314
Days Cash on Hand	29	30	(1)	(3)%	49	56	19

UMSA/MSSC Combined

FY 2024 Mid-Year Forecast

5-YEAR FORECAST

(In thousands)

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 FORECAST	FY 2025 FORECAST*	FY 2026 FORECAST	FY 2027 FORECAST	FY 2028 FORECAST
ASSETS								
Cash & Investments	\$17,314	\$50,957	\$47,790	\$30,446	\$34,347	\$34,691	\$35,038	\$35,388
Fixed Assets	51,410	64,806	71,395	78,726	82,726	83,726	84,726	85,726
Other Assets	83,336	121,910	99,572	105,638	72,075	55,929	43,109	30,819
Total Assets	\$152,060	\$237,672	\$218,757	\$214,810	\$189,149	\$174,346	\$162,873	\$151,933
LIABILITIES								
Payables	\$12,991	\$39,493	\$40,889	\$14,928	\$15,077	\$15,228	\$15,380	\$15,534
Long-Term Debt	46,536	40,758	56,858	43,820	38,379	33,613	29,440	25,784
Other Liabilities	26,001	57,316	20,873	67,802	51,584	46,426	44,104	41,899
Total Liabilities	\$85,528	\$137,567	\$118,620	\$126,549	\$105,040	\$95,267	\$88,924	\$83,217
NET ASSETS	\$66,532	\$100,106	\$100,137	\$88,261	\$84,109	\$79,079	\$73,949	\$68,716
Days Cash on Hand	19	57	46	29	31	31	30	30
REVENUES								
Net Patient Service	\$191,974	\$187,498	\$197,429	\$219,804	\$223,995	\$228,816	\$233,759	\$238,827
Grants, Contracts & Awards	94,719	100,024	113,029	127,773	131,606	135,554	139,621	143,810
UPL	40,491	43,090	35,171	33,151	39,609	40,401	41,209	42,033
Other Revenues	41,798	53,511	41,265	38,325	38,900	39,872	40,869	41,891
Total Revenues	\$368,983	\$384,122	\$386,894	\$419,053	\$434,109	\$444,643	\$455,458	\$466,560
EXPENSES								
Faculty Support	\$172,985	\$193,049	\$218,363	\$244,566	\$251,903	\$259,461	\$267,244	\$275,262
Housestaff Support	12,660	15,046	15,742	17,400	15,672	15,985	16,305	16,631
Other Staff Support	101,031	63,428	28,590	26,054	31,025	31,645	32,278	32,924
USFTGP Staff Support	0	29,287	66,196	75,106	75,761	77,276	78,822	80,398
Other Expenses	55,384	48,024	46,392	46,334	52,355	52,878	53,407	53,941
Total Expenses	\$342,061	\$348,834	\$375,283	\$409,460	\$426,716	\$437,245	\$448,056	\$459,156
Changes	\$26,922	\$35,289	\$11,611	\$9,593	\$7,394	\$7,398	\$7,402	\$7,405
Total Non-Cash Changes	\$(5,047)	\$(6,136)	\$(7,166)	\$(7,390)	\$(7,394)	\$(7,398)	\$(7,402)	\$(7,405)
NET OPERATING PROFIT	\$21,875	\$29,152	\$4,445	\$2,203	\$0	\$0	\$0	\$0
Operating Profit Margin	6%	8%	1%	1%	0%	0%	0%	0%
Unrealized Investment Gains (Losses)	\$3,041	\$(2,904)	\$2,552	\$1,105	\$0	\$0	\$0	\$0
Contribution to MCOM	0	0	(10,242)	(8,743)	0	0	0	0
Gain (Loss) on Disposal of Capital Assets	0	2,454	(44)	0	0	0	0	0
Other Non Operating Expense	0	(18)	(35)	0	0	0	0	0
Total Non-Operating Changes	\$3,041	\$(468)	\$(7,769)	\$(7,638)	\$0	\$0	\$0	\$0
NET OPERATING PROFIT	\$24,916	\$28,684	\$(3,324)	\$(5,435)	\$0	\$0	\$0	\$0

*Note: FY25 forward assumes new USF-TGH Funds Flow.

USF FOUNDATION, INC.

FY 2024 Mid-Year Forecast

MID-YEAR FORECAST

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

- The Division of University Advancement has made a significant investment in Prospect Research Management to facilitate and grow the crucial impact of philanthropy for USF. This initiative will further the USF Foundation's ability to meet annual fundraising goals with enhanced support and training provided by this team to front-line fundraisers.
- The newly formed Principal Gifts Team has already produced over \$22 million in new gifts for the university and this team will cultivate transformative gift opportunities that will generate an expansion of resources over the long term for the University.
- The talent acquisition is underway for a Regional Fundraising Team that 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.

Describe Management's Actions to Close Significant **Unfavorable Variances or Operating Losses and **Negative Cash Flows Before Fiscal Year End****

- Other Transfers and expenses under program services is projected to increase in comparison to the annual plan, due to a transfer to USF to advance fund pledges associated with the on campus stadium.

USF FOUNDATION, INC.

FY 2024 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>REVENUES</u>							
Gifts & Donations	\$66,550	\$64,550	\$2,000	3 %	\$64,769	\$82,693	\$64,667
Investment Income (Loss)	57,632	57,632	0	0 %	43,509	(103,786)	192,303
University Support	14,723	14,123	600	4 %	15,684	13,729	13,209
Other Revenues	2,951	2,951	0	0 %	2,341	2,424	2,473
Total Revenues	\$141,856	\$139,256	\$2,600	2 %	\$126,303	\$(4,940)	\$272,652
<u>EXPENSES</u>							
Program Services							
Salaries & Benefits	\$24,277	\$21,768	\$2,509	12 %	\$26,306	\$22,514	\$20,721
Scholarship & Fellowship	11,976	11,653	323	3 %	13,201	11,452	10,802
Service & Independent Contractors	4,414	4,327	87	2 %	4,948	4,700	1,619
Supplies	788	2,387	(1,599)	(67)%	2,473	957	884
Other Transfers & Expenses	40,985	23,985	17,000	71 %	43,946	37,599	18,791
Total Program Expenses	\$82,440	\$64,120	\$18,320	29 %	\$90,874	\$77,222	\$52,817
Fundraising & Operating Expenses							
Salaries & Benefits	\$18,217	\$17,860	\$357	2 %	\$19,373	\$17,110	\$16,188
Service & Independent Contractors	1,266	1,421	(155)	(11)%	870	1,669	1,042
Other Transfers & Expenses	2,571	2,434	137	6 %	3,452	1,796	1,429
Total Fundraising & Operating Expenses	\$22,055	\$21,715	\$340	2 %	\$23,695	\$20,575	\$18,659
Total Expenses	\$104,494	\$85,835	\$18,659	22 %	\$114,569	\$97,797	\$71,476
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$37,362	\$53,421	\$(16,059)	(30)%	\$11,734	\$(102,737)	\$201,176
Total Non-Cash Changes	\$0	\$0	\$0	%	\$0	\$0	\$0
NET OPERATING PROFIT	\$37,362	\$53,421	\$(16,059)	(30)%	\$11,734	\$(102,737)	\$201,176
Operating Profit Margin	26%	38%	(12)%		9%	2080%	74%

USF FOUNDATION, INC.

FY 2024 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$37,362	\$53,421	\$(16,059)	(30)%	\$11,734	\$(134,363)	\$201,176
Adjustment for Non-Cash Activities:							
Investment (gain) losses	(57,632)	(57,632)	0	0 %	(43,509)	103,785	(179,278)
Change in assets & liabilities	(14,071)	(14,071)	0	0 %	(13,474)	(16,971)	(19,976)
Total Cash From Operating Activities	\$(34,341)	\$(18,282)	\$(16,059)	(88)%	\$(45,249)	\$(47,549)	\$1,922
<u>FINANCING ACTIVITIES</u>							
Interest Paid on Debt	\$(105)	\$(105)	\$0	0 %	\$(93)	\$(99)	\$(109)
Principal Paid on Debt	(423)	(423)	0	0 %	(443)	(402)	(391)
NonCapital Financing activities	17,226	17,226	0	0 %	13,680	17,662	13,139
Total Cash From Financing Activities	\$16,698	\$16,698	\$0	0 %	\$13,144	\$17,161	\$12,639
<u>INVESTING ACTIVITIES</u>							
Receipt of loan repayment on loan to DSO	\$0	\$0	\$0	%	\$266	\$400	\$400
Net (Purchases) Sales of Investment	9,480	(7,325)	16,805	229 %	18,270	23,328	(32,359)
Interest dividends reinvested	8,921	8,921	0	0 %	12,340	7,839	13,025
Total Cash From Investing Activities	\$18,401	\$1,596	\$16,805	1,053 %	\$30,876	\$31,567	\$(18,934)
CHANGE IN CASH							
Cash, Beginning of Year	501	1,247	(746)	(60)%	1,730	551	4,924
Cash, End of Year	\$1,259	\$1,259	\$(0)	(0)%	\$501	\$1,730	\$551
Total Cash & Investments	\$111,146	\$111,146	\$0	0 %	\$107,314	\$116,951	\$132,115
Days Cash on Hand	388	473	(84)	(18)%	342	436	675

USF FOUNDATION, INC.

FY 2024 Mid-Year Forecast

5-YEAR FORECAST

(In thousands)

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 FORECAST	FY 2025 FORECAST	FY 2026 FORECAST	FY 2027 FORECAST	FY 2028 FORECAST
<u>ASSETS</u>								
Cash & Investments	\$132,115	\$116,951	\$107,314	\$111,146	\$108,646	\$106,146	\$103,646	\$104,682
Fixed Assets	10,725	10,606	10,488	10,380	10,276	10,174	10,072	9,971
Other Assets	786,838	693,518	719,726	776,009	836,349	906,034	985,038	1,070,030
Total Assets	\$929,678	\$821,075	\$837,528	\$897,536	\$955,271	\$1,022,354	\$1,098,756	\$1,184,683
<u>LIABILITIES</u>								
Payables	\$408	\$1,985	\$2,758	\$1,117	\$1,039	\$1,060	\$1,081	\$1,103
Long-Term Debt	3,942	3,540	3,127	2,704	2,269	1,822	1,364	894
Other Liabilities	36,098	29,057	33,415	33,232	33,682	35,682	38,032	40,462
Total Liabilities	\$40,448	\$34,582	\$39,300	\$37,053	\$36,990	\$38,564	\$40,477	\$42,459
NET ASSETS	\$889,230	\$786,493	\$798,228	\$860,483	\$918,281	\$983,790	\$1,058,279	\$1,142,224
Days Cash on Hand	675	436	342	388	456	440	425	424
<u>REVENUES</u>								
Gifts & Fundraising Revenue	\$64,667	\$85,117	\$67,110	\$66,550	\$67,778	\$71,166	\$74,725	\$78,461
University Support	13,209	13,729	15,684	14,723	15,148	15,873	16,598	17,323
Other Revenues	194,776	(103,786)	43,509	60,583	61,765	66,431	72,212	78,305
Total Revenues	\$272,652	\$(4,940)	\$126,303	\$141,856	\$144,691	\$153,470	\$163,535	\$174,089
<u>EXPENSES</u>								
Salaries & Benefits	\$36,910	\$39,624	\$45,679	\$42,494	\$40,222	\$40,826	\$41,438	\$42,060
Scholarships & Fellowship	10,802	13,121	14,071	11,976	11,770	11,887	12,006	12,126
Other Expenses	23,764	45,052	54,819	50,024	34,900	35,249	35,601	35,957
Total Expenses	\$71,476	\$97,797	\$114,569	\$104,494	\$86,892	\$87,962	\$89,045	\$90,143
Changes	\$201,176	\$(102,737)	\$11,734	\$37,362	\$57,799	\$65,508	\$74,490	\$83,946
Total Non-Cash Changes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NET OPERATING PROFIT	\$201,176	\$(102,737)	\$11,734	\$37,362	\$57,799	\$65,508	\$74,490	\$83,946
Operating Profit Margin	74%	2080%	9%	26%	40%	43%	46%	48%

USF Research Foundation, Inc.

FY 2024 Mid-Year Forecast

MID-YEAR FORECAST

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

- Lease up of the Research Park Mixed Use Lab and Office building (3814 Spectrum) continues to make good progress. We are on target for the FY24 revenue projection. The FY25 projection expects an increase to 80,000sf and full occupancy in FY26. Capital expenditures for tenant improvements and research facility infrastructure will be largely captured in FY24 and FY25. All other Research Park buildings remain fully occupied and leased.
- As directed by the University, the FY24 Approved Plan included a cost allocation of \$4.28M 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, these expenses are tracking in line with the Annual Plan.

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 track in line with the Annual Plan.

- 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 2024. The transfer of this fiduciary cash to the University's chartfield for benefit of the USF Incubator Program, reduces the University's FY 2024 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.

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

- Construction on 23,000 square feet of research lab space is underway with occupancy and revenue generation expected by September. Negotiations on space in the 3814 Spectrum building continue with interest from several university units along with external marketing for corporate research teams. The Soft Landing Labs consisting of 5 wet lab/work modules are fully leased with a waitlist. A grant application is pending for the development of additional incubator facilities that will add new labs, offices, and collaborative spaces to serve the university spinout and technology startup community. The incubator program's existing wet lab facilities have a three-year waitlist and an external demand study validates the need for additional facilities.
- Technology Transfer continues to place an emphasis on the monetization of the IP portfolio through licensing as well as through infringement litigation and currently has lawsuits pending. The timing and settlement amounts cannot be easily forecasted, but when settled, would provide a favorable budget variance.
- Technology Transfer/Research Foundation are collaborating with the University for support of the metrics produced by the Technology Transfer Office which contribute to preeminence and AAU.
- Technology Transfer is actively seeking partnering opportunities with third parties to provide technology transfer services as a fee for service.

USF Research Foundation, Inc.
FY 2024 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>REVENUES</u>							
Rental Revenue	\$10,814	\$10,814	\$0	0 %	\$8,763	\$9,257	\$9,252
Intellectual Property Revenue (TTO Initiator)	3,050	3,050	-	0 %	2,264	3,868	2,561
Intellectual Property Revenue - Equity Transactions	-	-	-	%	-	-	7,433
NMR Use License Fee	-	-	-	%	-	-	244
Other Operating Revenues	163	163	-	0 %	176	183	172
Total Revenues	\$14,027	\$14,027	\$0	0 %	\$11,202	\$13,308	\$19,661
<u>EXPENSES</u>							
Salaries & Benefits	\$1,449	\$1,449	-	0 %	\$1,250	\$1,143	\$1,196
Operations - Research Park	4,576	4,576	-	0 %	3,698	3,879	3,212
Operations - New Research Park Building	993	993	-	0 %	409	509	5
IP Program Expense - Royalties & Direct Tech Costs	2,255	2,255	-	0 %	1,575	2,823	1,836
IP University Exp - TTO Cost Allocation to DSO	4,279	4,279	-	0 %	3,299	2,169	-
Other Program Expense	40	40	-	0 %	22	64	87
Other Operating Expenses	211	211	-	0 %	182	215	164
UBC Net Expense (University Business Center)	123	123	-	0 %	(345)	338	234
Interest Expense	1,254	1,254	-	0 %	874	910	621
Depreciation & Amortization	3,863	3,863	-	0 %	4,599	2,847	2,786
Total Expenses	\$19,042	\$19,042	\$0	0 %	\$15,562	\$14,898	\$10,142
NET OPERATING PROFIT (LOSS)	\$(5,015)	\$(5,015)	\$0	0 %	\$(4,360)	\$(1,589)	\$9,520
Investment Income	1,757	1,757	-	0 %	3,292	(6,095)	11,864
Investment Income (Loss) - IP Equity Transaction	-	-	-	%	(531)	(11,602)	5,509
Interest Income - GASB 87 Lessor Revenue	-	-	-	%	1,579	1,733	-
Non-Operating Interest Exp (New Bldg Construction)	-	-	-	%	(470)	(487)	(927)
Total Non-Operating	\$1,757	\$1,757	\$0	0 %	\$3,870	\$(16,451)	\$16,446
NET INCOME (LOSS)	\$(3,259)	\$(3,259)	\$0	0 %	\$(490)	\$(18,041)	\$25,966
Operating Profit Margin	-35.8%	-35.8%		0.0 %	-38.9%	-11.9%	48.4%

USF Research Foundation, Inc.
FY 2024 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Income (Loss)	\$ (3,259)	\$ (3,259)	\$ 0	0 %	\$ (490)	\$ (18,041)	\$ 25,966
Adjustments for Non-Cash Activities:							
Add back (deduct) Non-Cash Investment Loss (Gain)	(1,357)	(1,357)	-	0 %	(2,219)	18,191	(16,875)
Add back Depreciation/Amortization Expense	3,863	3,863	-	0 %	4,599	2,847	2,786
Add back Other Non-Cash Expense	80	80	-	0 %	30	131	119
Less Other Non-Cash Revenue	-	-	-	%	(696)	(1,162)	(7,685)
Changes in Operating Assets and Liabilities	105	105	-	0 %	(3,906)	1,670	(2,381)
Total Cash From Operating Activities	\$ (568)	\$ (568)	\$ 0	0 %	\$ (2,682)	\$ 3,636	\$ 1,930
<u>FINANCING ACTIVITIES</u>							
Principal Payment - Note Payable	\$ (870)	\$ (870)	\$ 0	0 %	\$ (835)	\$ (805)	\$ (775)
Finance Purchase Lease Obligation - UDI Bldg	(274)	(274)	-	0 %	(263)	(252)	(261)
Finance Purchase Lease Obligation - 3814 Bldg	(1,014)	(1,014)	-	0 %	(975)	(936)	(900)
Redeem Investments for New Building	8,825	8,825	-	0 %	4,299	3,500	1,827
Payment - UBC Lease Liability	-	-	-	%	(666)	-	-
Redeem Investments - Truist Equity to Operating Cash	3,259	3,259	-	0 %	-	-	275
Total Cash From Financing Activities	\$ 9,926	\$ 9,926	\$ 0	0 %	\$ 1,561	\$ 1,507	\$ 166
<u>INVESTING ACTIVITIES</u>							
Capital Expenditures	\$ (4,371)	\$ (4,371)	\$ 0	0 %	\$ (612)	-	\$ (258)
Capital Expenditures - New Building	(8,825)	(8,825)	-	0 %	-	(3,417)	-
Purchase of Investments	-	-	-	%	(339)	-	-
Seed Capital Loan Repayments (Issuance)	-	-	-	%	-	-	35
Total Cash From Investing Activities	\$ (13,197)	\$ (13,197)	\$ 0	0 %	\$ (951)	\$ (3,417)	\$ (223)
CHANGE IN CASH	(3,839)	(3,839)	-	0 %	(2,072)	1,726	1,874
Cash, Beginning of Year	4,983	4,229	754	18 %	7,056	5,330	3,456
Cash, End of Year	\$ 1,145	\$ 391	\$ 754	193 %	\$ 4,983	\$ 7,056	\$ 5,330
Total Cash & Investments	\$ 39,051	\$ 35,182	\$ 3,869	11 %	\$ 45,793	\$ 49,407	\$ 57,521
Days Cash on Hand	304	257	47	18 %	597	488	770

USF Research Foundation, Inc.
FY 2024 Mid-Year Forecast

5-YEAR FORECAST

(In thousands)

	ACTUAL			FORECAST				
	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028
ASSETS								
Cash & Investments	\$57,521	\$49,407	\$45,793	\$39,051	\$28,601	\$25,894	\$27,518	\$29,227
Fixed Assets	33,225	57,497	54,275	83,357	93,213	102,110	108,679	115,158
Other Assets	40,148	79,194	77,507	71,274	65,659	60,543	55,927	51,811
Total Assets	\$130,894	\$186,097	\$177,576	\$193,682	\$187,472	\$188,547	\$192,123	\$196,196
LIABILITIES								
Payables	\$10,178	\$2,777	\$3,447	\$4,327	\$3,889	\$3,967	\$4,046	\$4,167
Long-Term Debt	17,618	41,726	39,653	37,494	35,247	32,909	30,479	27,947
Other Liabilities	7,205	63,743	57,115	51,404	46,263	41,637	37,473	33,726
Total Liabilities	\$35,002	\$108,246	\$100,215	\$93,225	\$85,399	\$78,513	\$71,998	\$65,841
NET ASSETS	\$95,892	\$77,852	\$77,361	\$100,457	\$102,072	\$110,034	\$120,125	\$130,355
Days Cash on Hand	770	488	597	304	107	32	56	79
REVENUES								
Rental Revenue	\$9,252	\$9,257	\$8,763	\$10,814	\$12,723	\$14,724	\$15,699	\$17,145
Intellectual Property Revenue	9,993	3,868	2,264	3,050	3,160	3,365	3,570	3,875
Other Revenues	416	183	176	163	171	180	189	198
Total Revenues	\$19,661	\$13,308	\$11,202	\$14,027	\$16,054	\$18,269	\$19,457	\$21,218
EXPENSES								
Salaries & Benefits	\$1,196	\$1,143	\$1,250	\$1,449	\$1,507	\$1,553	\$1,599	\$1,647
Operations - Research Park	3,212	3,879	4,107	5,569	6,110	6,656	6,610	7,082
Other Expenses	5,733	9,876	10,206	12,024	13,946	14,276	14,598	14,837
Total Expenses	\$10,142	\$14,898	\$15,562	\$19,042	\$21,563	\$22,484	\$22,807	\$23,565
Operating Profit Before Non-Operating	\$9,520	\$(1,589)	\$(4,360)	\$(5,015)	\$(5,509)	\$(4,216)	\$(3,350)	\$(2,347)
Total Non-Operating, Net	16,446	(16,451)	3,870	1,757	1,598	1,535	1,624	1,718
NET INCOME (LOSS)	\$25,966	\$(18,041)	\$(490)	\$(3,259)	\$(3,911)	\$(2,681)	\$(1,726)	\$(629)
Operating Profit Margin	48.4%	-11.9%	-38.9%	-35.8%	-34.3%	-23.1%	-17.2%	-11.1%

USF Health Professions Conferencing Corporation

FY 2024 Mid-Year Forecast

MID-YEAR FORECAST

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

- HPCC, through the CAMLS facility, continues to support USF's mission by providing access to flexible simulation, education, and anatomical/cadaveric training space to our students, including Morsani College of Medicine Undergraduate Medical Education (UME), Graduate Medical Education (GME), and Physician's Assistant (PA), College of Nursing Certified Registered Nurse Anesthetist (CRNA) Program, Muma College of Business, and most recently Taneja College of Pharmacy. HPCC provides these services at cost, inclusive of all PO&M funding received for CAMLS.
- The FY24 financial plan anticipated continued momentum from external clients witnessed during the first half of FY23, due to post-COVID pent up demand. Unfortunately, because of unanticipated economic factors such as the increased costs for travel, decreased continuing education dollars for physicians, and lack of local hotel availability, the demand was not sustained in the first half of FY24. Clients are conducting smaller trainings, requiring less space, and many medical associations are choosing venues outside of Florida due to their organization's perspectives related to recent changes in Florida laws. Special projects that help HPCC achieve breakeven such as governmental contracts and grants as well as international consulting require longer lead-times and thus have not yet been secured for FY24.
- CAMLS has successfully leveraged its unique capabilities and expertise to build out a research division focused on emerging technologies in training and education including virtual reality, artificial intelligence, and simulation. This division has already achieved its first milestone by being awarded a National Institutes of Health SBIR Phase 2 grant in partnership with Immertec, a local virtual reality startup, for a combined award amount of \$1.6M (\$530K USF) which will also help support USF's goal of maintaining AAU status. Currently, HPCC does not receive indirect support from the university for the use of simulation and vivarium space for research, but the desired long term is to receive indirect fees from research which will offset costs for staff and space, leading to a positive impact on HPCC's operating income.
- The Office of Continuing Professional Development (OCPD) has expanded its portfolio of online programming in partnership with medical education companies (MECs) and although it will produce incrementally better results in FY24 support, continued support will be required from MCOM to underwrite USF programming.

Describe Management's Actions to Close Significant Unfavorable Variances or Operating Losses and Negative Cash Flows Before Fiscal Year End

- The significant unfavorable variance for 'Continuing Professional Development' is partially offset by decreased 'Direct Program Expense' and decreased 'Wages and Benefits', but the expected \$200K shortfall to achieve breakeven will be closed with support from MCOM. Future price increases for below cost USF services will decrease support.
- The significant unfavorable variance for 'CAMLS - Industry, Societies, Healthcare' is partially offset by decreased 'Direct Program Expense' and decreases in other expense line items. The expected shortfall to cover debt service, capital improvement needs, and operating expenses will be closed with support from MCOM. While the core external business of providing services and space for diversified clientele one-time events continues to grow, the longer lead time international consulting clients, CAMLS developed curriculum, government contracts and dedicated training site contracts for device makers will reduce the support required from MCOM as they have in the past.
- Year over year increasing wage expenses is driven by competitive wage increases, staffing additions for social media, instructional design and faculty to create content unique to CAMLS and other longer term initiatives of enhancing the quality of programming, expanding and enhancing the USF Health CAMLS brand, research and international opportunities. The staffing profile is right for long term success. USF Health Facilities staff and MDD external event staff have also shifted to HPCC from MCOM.
- With the increased demand to use CAMLS space by USF basic science and clinical researchers, renegotiation of the flow of indirect fees back to HPCC will maintain minimal line-item costs for NIH grant proposals and ensure maximal opportunity for successful award.
- HPCC leadership involvement in the negotiation of USF and USF Health service line contracts will ensure services are based on the needs of CAMLS while maintaining USF's flexibility to leverage economies of scale through centralized contracts.



USF Health Professions Conferencing Corporation
FY 2024 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
REVENUES							
Continuing Professional Development	\$9,715	\$11,986	\$(2,271)	(19)%	\$5,630	\$8,721	\$3,455
CAMLS - USF Health Programming	2,252	2,220	32	1 %	2,607	2,246	2,076
CAMLS - Industry, Societies, Healthcare	3,723	4,816	(1,093)	(23)%	3,678	3,391	1,555
Other HPCC Divisions	500	500	0	0 %	398	33	10
In Kind Donations	0	0	0	%	0	0	11
Rents, Parking, Rebates, Interest	384	401	(17)	(4)%	510	452	274
Gain on Sale of Fixed Assets	0	0	0	%	10	6	7
Gain on Lease Termination	0	0	0	%	683	0	0
Transfer from USF-Plant Operations & Maint.	1,293	1,293	0	0 %	1,293	1,293	1,294
USF Carryforward funding - temp staffing - programs	597	0	597	%	0	0	69
Transfer from UMSA Continuing Ed - Faculty, Students	890	400	490	123 %	458	884	270
Total Revenues	\$19,354	\$21,616	\$(2,262)	(10)%	\$15,267	\$17,025	\$9,021
EXPENSES							
Wages and Benefits	\$4,582	\$4,765	\$(182)	(4)%	\$4,159	\$3,758	\$3,611
Wages - program driven temporary staffing	60	160	(100)	(63)%	71	71	71
Utilities, Leases, Maint., Supplies, Marketing	1,766	1,976	(210)	(11)%	1,885	1,870	1,567
Direct Program Expense	11,097	13,296	(2,199)	(17)%	6,887	9,597	3,538
Interest	249	235	14	6 %	275	289	346
In Kind Expense	0	0	0	%	0	0	11
Depreciation & Amortization	842	747	95	13 %	795	938	961
Total Expenses	\$18,596	\$21,179	\$(2,583)	(12)%	\$14,072	\$16,523	\$10,105
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$758	\$437	\$321	73 %	\$1,195	\$503	\$(1,084)
Unrealized Investment Gains (Losses)	0	0	0	%	0	0	0
Total Non-Cash Changes	\$0	\$0	\$0	%	\$0	\$0	\$0
NET OPERATING PROFIT	\$758	\$437	\$321	73 %	\$1,195	\$503	\$(1,084)
Operating Profit Margin	4%	2%	2 %		8%	3%	-12%

USF Health Professions Conferencing Corporation

FY 2024 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$758	\$437	\$321	73 %	\$1,195	\$503	\$(1,084)
Adjustments for Non-Cash Activities:							
Depreciation	842	747	95	13 %	795	938	961
Adjustments for Changes in Operating Assets and Liabilities	350	0	350	%	(1,779)	(497)	(921)
Total Cash From Operating Activities	\$1,950	\$1,184	\$766	65 %	\$211	\$944	\$(1,044)
<u>FINANCING ACTIVITIES</u>							
Proceeds of Long-Term Debt	\$0	\$0	\$0	%	\$0	\$0	\$0
Principal Payments	(1,132)	(1,132)	0	0 %	(1,210)	(1,253)	(1,142)
Total Cash From Financing Activities	\$(1,132)	\$(1,132)	\$0	0 %	\$(1,210)	\$(1,253)	\$(1,142)
<u>INVESTING ACTIVITIES</u>							
Capital Expenditures	\$(749)	\$(200)	\$(549)	(275)%	\$(859)	\$(39)	\$(126)
Proceeds on Sale of Fixed Assets (net)	0	0	0	%	10	6	7
Proceeds on Lease Termination	0	0	0	%	683	0	0
Total Cash From Investing Activities	\$(749)	\$(200)	\$(549)	(275)%	\$(166)	\$(33)	\$(119)
CHANGE IN CASH	69	(148)	217	147 %	(1,165)	(342)	(2,305)
Cash, Beginning of Year	476	1,492	(1,016)	(68)%	1,641	1,983	4,288
Cash, End of Year	\$546	\$1,344	\$(799)	(59)%	\$476	\$1,641	\$1,983
Total Cash & Investments	\$546	\$1,344	\$(799)	(59)%	\$476	\$1,641	\$1,983
Days Cash on Hand	11	24	(13)	(53)%	13	38	79



USF Health Professions Conferencing Corporation

FY 2024 Mid-Year Forecast

5-YEAR FORECAST

(In thousands)

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 FORECAST	FY 2025 FORECAST	FY 2026 FORECAST	FY 2027 FORECAST	FY 2028 FORECAST
<u>ASSETS</u>								
Cash & Investments	\$1,983	\$1,641	\$476	\$546	\$746	\$946	\$1,146	\$1,346
Fixed Assets	15,473	14,617	15,341	15,248	14,948	14,648	14,348	14,048
Other Assets	960	1,577	1,370	1,000	1,000	1,000	1,000	1,000
Total Assets	\$18,416	\$17,835	\$17,187	\$16,794	\$16,694	\$16,594	\$16,494	\$16,394
<u>LIABILITIES</u>								
Payables	\$1,482	\$1,843	\$841	\$841	\$841	\$841	\$841	\$841
Long-Term Debt	11,450	10,395	9,583	8,700	7,556	6,412	5,268	4,124
Other Liabilities	3,004	2,615	2,586	2,500	2,500	2,500	2,500	2,500
Total Liabilities	\$15,936	\$14,853	\$13,010	\$12,041	\$10,897	\$9,753	\$8,609	\$7,465
NET ASSETS	\$2,480	\$2,982	\$4,177	\$4,753	\$5,797	\$6,841	\$7,885	\$8,929
Days Cash on Hand	79	38	12	11	14	18	21	24
<u>REVENUES</u>								
Program Revenues	\$8,537	\$15,769	\$13,606	\$17,483	\$17,983	\$18,483	\$18,983	\$19,483
Transfer from UMSA Continuing Ed - Faculty, Students	250	884	458	1,487	900	900	900	900
Other Revenues	234	373	1,203	384	384	384	384	384
Total Revenues	\$9,021	\$17,026	\$15,267	\$19,354	\$19,268	\$19,768	\$20,268	\$20,768
<u>EXPENSES</u>								
Salaries & Benefits	\$3,682	\$3,829	\$4,230	\$4,642	\$4,735	\$4,830	\$4,926	\$5,025
Program services	6,077	12,406	9,567	13,705	14,005	14,305	14,605	14,905
Interest	346	288	275	249	239	229	219	209
Total Expenses	\$10,105	\$16,523	\$14,072	\$18,596	\$18,979	\$19,364	\$19,750	\$20,139
Changes	\$(1,084)	\$503	\$1,195	\$758	\$289	\$404	\$517	\$629
Total Non-Cash Changes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NET OPERATING PROFIT	\$(1,084)	\$503	\$1,195	\$758	\$289	\$404	\$517	\$629
Operating Profit Margin	-12%	3%	8%	4%	1%	2%	3%	3%

Sun Dome Inc.

FY 2024 Mid-Year Forecast

MID-YEAR FORECAST

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

- Yuengling Center has continued to secure high end concerts and events during the first two quarters of FY 2024, including *AEW Wrestling* and *Yellowcard*. Similar to FY23 when the *Rod Wave* concert was held, the *Fuerza Regida* event set the record again for most profitable concert at the Yuengling Center.
 - Due to the success of shows in the surrounding Tampa Bay area, there is focus on scheduling a wide variety of artists with passionate followings into the building and these have demonstrated to be highly successful & profitable events for Sun Dome.
 - The increase in population to the Tampa Bay area makes the city a key destination for emerging artists and promoters from all types of genres. Due to the city's demand for entertainment, we are working with select tours for multiple day events, such as *Billy Strings* in April.
- Due to strong cash flows coming from maximizing the building for concerts and events, Sun Dome has been able to stay current on outstanding payables and begin to paydown liabilities arising from the COVID-19 pandemic.
- Organization is also focused on updating the appearance and structure of the arena, including replacing the arena floor and lighting around the building to maximize customer experience and support future business operations. This will allow continued growth in the future for not only booking high quality concerts, but for USF events as well.

Describe Management's Actions to Close Significant **Unfavorable Variances or Operating Losses and Negative Cash Flows** Before Fiscal Year End

- Negative cash flow variance partly due to excess advanced ticket sales carried into FY24 for concerts occurring early in FY24 (such as *Yellowcard*, *Fuerza Regida*, *Louis Tomlinson and more*), resulting in cash outflows being shown for the fiscal year due to settlements. However, no material unfavorable change to net operating profit from original annual plan submission.
 - Other item driving the negative cash flow variance is related to the paydown of outstanding liabilities incurred throughout the COVID-19 pandemic, primarily to TBEP for support operations. Because of the excess cash held throughout the pandemic and the Yuengling Center now being fully open in driving concert/event revenue and cash flow, this liability is being repaid to TBEP with careful consideration of cash needs for future event and University transfers.
 - Similar to FY23, expect more concerts and events will be announced prior to year-end resulting in on-sales driving additional cash flow for Sun Dome to support operational needs. We have multiple dates held for artists (including second date events) that we're negotiating the contracts and availability.
- Due to changes within the concert marketplace, direct event income is trending lower as we're booking high end, highly attended shows, which require increased staffing and promoter shares. However, these higher quality events drive greater revenues from ancillary revenue sources such as rebates, parking, concession, etc. that outweigh the loss in direct event income.

Sun Dome Inc.
FY 2024 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>REVENUES</u>							
Direct Event Income	\$104	\$263	\$(159)	(60)%	\$(34)	\$336	\$652
Ancillary Revenue:							
Suites/Loge	78	58	20	35 %	76	41	0
Concessions & Novelty	498	430	68	16 %	657	333	8
Parking	424	381	42	11 %	447	391	28
Service Charges	396	406	(10)	(3)%	471	310	17
Ticketmaster Rebates	979	855	124	15 %	1,010	777	0
Total Ancillary Revenues	2,374	2,130	244	11 %	2,662	1,852	53
Miscellaneous	50	50	0	0 %	131	42	(24)
Total Revenues	\$2,528	\$2,443	\$85	3 %	\$2,759	\$2,230	\$681
<u>EXPENSES</u>							
Salaries & Benefits	\$853	\$840	\$13	2 %	\$1,062	\$759	\$784
General & Administrative	485	600	(115)	(19)%	433	482	308
Marketing & Sales	16	16	(0)	(1)%	7	7	6
Equipment & Supplies	139	78	61	78 %	167	62	38
Utilities	30	34	(4)	(12)%	28	40	27
Insurance	168	123	46	37 %	117	102	148
Incentive Fees/Profit Share	296	273	23	9 %	314	295	0
Total Expenses	\$1,987	\$1,964	\$24	1 %	\$2,128	\$1,747	\$1,311
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$540	\$479	\$61	13 %	\$631	\$483	\$(630)
Unrealized Investment Gains (Losses)	0	0	0	%	0	0	0
Total Non-Cash Changes	\$0	\$0	\$0	%	\$0	\$0	\$0
NET OPERATING PROFIT	\$540	\$479	\$61	13 %	\$631	\$483	\$(630)
Operating Profit Margin	21%	20%		2 %	23%	22%	-93%

Sun Dome Inc.
FY 2024 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$540	\$479	\$61	13 %	\$631	\$483	\$(630)
Adjustments for Non-Cash Activities:							
(Increase) Decrease in Accounts Receivable	231	150	81	54 %	(115)	(221)	133
(Increase) Decrease in Prepaids	51	2	49	2,450 %	(79)	0	12
Increase (Decrease) in Accounts Payable	(515)	0	(515)	%	480	85	53
Increase (Decrease) in Accrued Liabilities	(1,070)	(715)	(355)	(50)%	(122)	428	1,231
Increase (Decrease) in Deferred Revenue	(1,139)	225	(1,364)	(606)%	296	2,145	(190)
Total Cash From Operating Activities	\$(1,902)	\$141	\$(2,043)	(1,448)%	\$1,091	\$2,920	\$609
<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 %	\$(414)	\$(413)	\$(250)
Total Cash From Investing Activities	\$(413)	\$(413)	\$0	0 %	\$(414)	\$(413)	\$(250)
CHANGE IN CASH							
Cash, Beginning of Year	3,768	2,169	1,599	74 %	3,091	584	225
Cash, End of Year	\$1,454	\$1,897	\$(444)	(23)%	\$3,768	\$3,091	\$584
Total Cash & Investments	\$1,454	\$1,897	\$(444)	(23)%	\$3,768	\$3,091	\$584
Days Cash on Hand	267	353	(86)	(24)%	646	646	163

Sun Dome Inc.
FY 2024 Mid-Year Forecast

5-YEAR FORECAST

(In thousands)

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 FORECAST	FY 2025 FORECAST	FY 2026 FORECAST	FY 2027 FORECAST	FY 2028 FORECAST
ASSETS								
Cash & Investments	\$584	\$3,091	\$3,768	\$1,454	\$1,253	\$916	\$969	\$1,005
Fixed Assets	279	502	617	386	129	129	129	129
Other Assets	12	12	91	40	27	27	27	27
Total Assets	\$875	\$3,605	\$4,476	\$1,880	\$1,409	\$1,072	\$1,125	\$1,161
LIABILITIES								
Payables	\$121	\$208	\$689	\$174	\$65	\$65	\$65	\$65
Long-Term Debt	2,110	2,538	2,416	1,346	806	398	262	206
Other Liabilities	21	2,166	2,462	1,323	1,821	1,921	2,021	2,121
Total Liabilities	\$2,252	\$4,912	\$5,567	\$2,843	\$2,692	\$2,384	\$2,348	\$2,392
NET ASSETS	\$(1,377)	\$(1,307)	\$(1,091)	\$(963)	\$(1,283)	\$(1,312)	\$(1,223)	\$(1,231)
Days Cash on Hand	163	646	646	267	223	157	159	159
REVENUES								
Direct Event Income	\$652	\$336	\$(34)	\$104	\$250	\$237	\$225	\$214
Ancillary Revenue:								
Suites/Loge	0	41	76	78	61	64	67	71
Concessions & Novelty	8	333	657	498	456	479	503	528
Parking	27	391	447	424	404	424	446	468
Service Charges	17	310	471	396	431	452	475	499
Ticketmaster Rebates	0	777	1,010	979	906	951	999	1,049
Total Ancillary Revenues	52	1,852	2,662	2,374	2,258	2,371	2,489	2,614
Miscellaneous	(23)	42	131	50	50	50	50	50
Total Revenues	\$681	\$2,230	\$2,759	\$2,528	\$2,557	\$2,658	\$2,765	\$2,878
EXPENSES								
Salaries & Benefits	\$784	\$759	\$1,062	\$853	\$891	\$935	\$982	\$1,031
General & Administrative	308	482	433	485	606	618	630	643
Marketing & Sales	6	7	7	16	16	17	17	17
Equipment & Supplies	38	62	167	139	80	81	83	85
Utilities	27	40	28	30	35	35	36	37
Insurance	148	102	117	168	125	128	130	133
Incentive Fees/Profit Share	0	295	314	296	299	319	340	363
Total Expenses	\$1,311	\$1,747	\$2,128	\$1,987	\$2,052	\$2,133	\$2,218	\$2,308
Changes	\$(630)	\$483	\$631	\$540	\$506	\$525	\$546	\$569
Total Non-Cash Changes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NET OPERATING PROFIT	\$(630)	\$483	\$631	\$540	\$506	\$525	\$546	\$569
Operating Profit Margin	-93%	22%	23%	21%	20%	20%	20%	20%

University of South Florida Institute of Applied Engineering

FY 2024 Mid-Year Forecast

MID-YEAR FORECAST

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

- IAE is in year four of its \$85M USSOCOM task order contract and entered into a 5 year \$10M task order based contract supporting USCENTCOM & the USAF 6th Air Refueling Wing. Existing and new task orders, along with contracts with USAF, SOFWERX, and others are projected to generate \$11M in FY24. The IAE is impacted by Congresses delay in approving the Federal Budget and operating on Continuing Resolutions preventing the Federal Government from initiating new projects.
- The IAE has developed an updated 4 year Strategic Plan for growth for partnership with new customers. USF has committed to providing \$4M over two years to invest the IAE Business Development function necessary to achieve economies of scale for a self sustainable organization.
- The IAE completed the implementation of an Enterprise Resource Management System 1Q FY23-24 increasing automation of workflows, quality of data management, and compliance with contractual requirements. This has enabled high quality data available throughout the organization and enabled efficiencies across all departments.
- The IAE has changed the pricing model across all contracts to better align indirect costs across the portfolio. The IAE has also targeted strategic business development opportunities increasing our B2B relationship and repurposing existing assets for increased utilization or higher value add activities.
- IAE has constructed a new 8000 sq ft Rapid Experimentation Laboratory, establishing IAE as a premiere Internet-of-Things applied research provider to DoD and other sponsors. The REL is scheduled to open 3Q FY23-24 and will be opening up new business opportunities with customers within USSOCOM, USCENTCOM, 6ARW, and B2B customers who are awaiting it's opening.

Describe Management's Actions to Close Significant **Unfavorable Variances or Operating Losses and **Negative Cash Flows Before Fiscal Year End****

- Although contract revenues have an unfavorable variance to the budget, this is a result from a single pass-through contract in which 80% of the work was to be executed by a subcontractor. The loss of this contract does not have a significant impact on Net Income.
- The IAE has developed a strategic plan to grow the customers served. As a result, the IAE has made significant investment in sales & marketing to expand the awareness of the capabilities of IAE. We are already seeing growth in development of a partnership with ARL and Federal Health Organizations that will grow over the next 3-5 years.



University of South Florida Institute of Applied Engineering
FY 2024 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

REVENUES

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance	
			\$	%
Contracts Revenues	\$10,775	\$12,675	\$(1,900)	(15)%
Hillsborough County Grant	1,228	0	1,228	%
Other Revenues	1,593	875	718	82 %
Total Revenues	\$13,596	\$13,550	\$46	0 %

EXPENSES

Direct Project Expenses				
Direct Project Labor	\$3,616	\$3,195	\$421	13 %
Subcontractors & Consultants	3,283	4,787	(1,504)	-31%
Direct Project Travel	370	354	16	4%
Materials & Equipment	159	246	(87)	-35%
USF Shared Services	174	267	(93)	-35%
Other Direct Proj Expenses	288	93	195	210%
Total Direct Project Expenses	\$7,891	\$8,942	\$(1,052)	(66)%
General & Administrative				
G&A Labor	\$1,864	\$2,300	\$(436)	(19)%
Sales & Marketing	224	36	188	528%
Professional Services	382	306	76	25%
Computers & Software	183	194	(11)	-6%
Insurance & Banking	43	58	(15)	-26%
Internal R&D	135	41	94	232%
Human Resources	48	29	19	64%
Facilities	268	452	(185)	-41%
Other Operating Expenses	7	40	(33)	-84%
Total G&A Expenses	\$3,153	\$3,456	\$(303)	(9)%
USF Funded Labor, Marketing, & Travel	\$1,270	\$875	\$395	45 %
Total Expenses	\$12,314	\$13,274	\$(960)	(7)%
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$1,282	\$277	\$1,006	364 %
Depreciation & Amortization	271	391	(119)	(31)%
Total Non-Cash Changes	\$271	\$391	\$(119)	(31)%
NET OPERATING PROFIT	\$1,011	\$(114)	\$1,125	988 %

Operating Profit Margin

9%	2%	7 %
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FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
\$12,631	\$7,363	\$5,071
1,010	1,608	621
610	665	1,027
\$14,251	\$9,636	\$6,720
\$3,165	\$2,060	\$1,911
5,551	3,381	1,304
44	14	3
307	352	278
176	121	266
69	42	234
\$9,312	\$5,970	\$3,996
\$3,132	\$2,675	\$1,581
55	17	2
303	229	159
208	158	140
62	42	32
37	11	21
158	28	9
200	144	267
25	4	48
\$4,180	\$3,309	\$2,261
\$2	\$81	\$33
\$13,494	\$9,360	\$6,289
\$757	\$276	\$430
206	195	64
\$206	\$195	\$64
\$551	\$81	\$366

5%	3%	6%
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University of South Florida Institute of Applied Engineering

FY 2024 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Income	\$1,011	\$(114)	\$1,126	984 %	\$551	\$82	\$409
Adjustment for Depreciation & Amortization	271	391	(119)	(31)%	206	137	63
Changes to Current Assets	390	298	92	31 %	6	(1,043)	(1,103)
Changes to Current Liabilities	(130)	(258)	128	50 %	(329)	2,341	1,884
Total Cash From Operating Activities	\$1,542	\$316	\$1,226	388 %	\$434	\$1,517	\$1,252
<u>FINANCING ACTIVITIES</u>							
Long Term Capital Leases	\$931	\$0	\$931	%	(\$301)	\$29	\$(29)
Total Cash From Financing Activities	\$931	\$0	\$931	%	(\$301)	\$29	\$(29)
<u>INVESTING ACTIVITIES</u>							
Rapid Experimentation Lab	\$(2,342)	\$0	\$(2,342)	%	\$(73)	\$(233)	\$(840)
Total Cash From Investing Activities	\$(2,342)	\$0	\$(2,342)	%	\$(73)	\$(233)	\$(840)
CHANGE IN CASH							
	131	316	(185)	(58)%	61	1,313	383
Cash, Beginning of Year	2,022	1,228	794	65 %	1,961	648	265
Cash, End of Year	\$2,153	\$1,544	\$609	39 %	\$2,022	\$1,961	\$648
Total Cash & Investments	\$2,153	\$1,544	\$609	39 %	\$2,022	\$1,961	\$648
Days Cash on Hand	64	42	21	50 %	55	76	38

University of South Florida Institute of Applied Engineering

FY 2024 Mid-Year Forecast

5-YEAR FORECAST

(In thousands)

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 FORECAST	FY 2025 FORECAST	FY 2026 FORECAST	FY 2027 FORECAST	FY 2028 FORECAST
<u>ASSETS</u>								
Cash & Investments	\$648	\$1,961	\$2,022	\$2,153	\$3,341	\$3,902	\$5,112	\$6,785
Current Assets	1,292	2,335	2,329	1,940	3,823	5,619	6,952	8,602
Fixed Assets	696	910	1,019	3,361	4,061	4,952	6,063	7,444
Total Assets	\$2,636	\$5,206	\$5,370	\$7,454	\$11,225	\$14,473	\$18,126	\$22,830
<u>LIABILITIES</u>								
Payables	\$2,017	\$4,064	\$3,824	\$3,694	\$6,426	\$7,870	\$8,853	\$9,858
Long-Term Debt	29	0	101	1,032	792	540	276	288
Other Liabilities	174	497	234	214	372	497	615	761
Total Liabilities	\$2,220	\$4,561	\$4,159	\$4,940	\$7,589	\$8,907	\$9,743	\$10,906
NET ASSETS	\$416	\$645	\$1,211	\$2,514	\$3,636	\$5,566	\$8,383	\$11,924
Days Cash on Hand	38	76	55	64	57	50	53	57
<u>REVENUES</u>								
Contract Revenues ¹	\$5,071	\$7,363	\$12,631	\$10,775	\$21,241	\$31,214	\$38,622	\$47,787
Hillsborough County Grant	621	1,608	1,010	1,228	0	0	0	0
Other Revenues	1,070	665	610	1,593	2,250	0	0	0
Total Revenues	\$6,763	\$9,636	\$14,251	\$13,596	\$23,491	\$31,214	\$38,622	\$47,787
<u>EXPENSES</u>								
Direct Project Expenses	3,996	5,970	9,312	7,891	14,774	21,710	26,862	33,236
Indirect Expenses	2,295	3,447	4,182	4,423	6,645	6,909	8,548	10,577
Total Expenses	\$6,291	\$9,417	\$13,494	\$12,314	\$21,419	\$28,619	\$35,410	\$43,813
Changes	\$472	\$218	\$757	\$1,282	\$2,072	\$2,595	\$3,211	\$3,974
Total Non-Cash Changes	\$63	\$137	\$206	\$271	\$672	\$812	\$990	\$1,213
NET OPERATING PROFIT	\$409	\$82	\$551	\$1,011	\$1,400	\$1,783	\$2,221	\$2,762
Operating Profit Margin	7%	2%	5%	9%	9%	8%	8%	8%

Notes: 1. The Extended Forecast assumes the IAE adding 2 Strategic Contracts Starting in 2025. An IDIQ with ARL with Revenues of \$10M annually starting mid year FY25 and Federal Health Customers totaling \$3M in 2025, \$5M in 2026, & \$8M in 2027.

University of South Florida Alumni Association, Inc.

FY 2024 Mid-Year Forecast

MID-YEAR FORECAST

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

- Focus given to student engagement including the implementation of a robust student philanthropy initiative as well as the student/alumni mentoring program which is anticipated to positively impact 3,000-5,000 alumni and students over the next three years.
- Engaging Alumni at the chapter and society level to increase the number of alumni who will have long term involvement with USF. This engagement support comes in the form in both financial and personnel. Alumni staff have budgeted an increase in travel to chapters outside of the Tampa area. These trips will help establish strong leadership, program growth, long term engagement continuity.
- The Association has sent one Circle of Excellence solicitation so far during the year and the results were in line with our budget.

Describe Management's Actions to Close Significant **Unfavorable Variances or **Operating Losses** and **Negative Cash Flows** Before Fiscal Year End**

- All unfavorable variances have been offset by favorability in other areas. The Association is forecasting a more favorable net income for the year as compared to the original budget, with the anticipation of achieving or exceeding budget for the 13th consecutive year.



University of South Florida Alumni Association, Inc.
FY 2024 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
REVENUES							
Membership	\$399	\$406	\$ (7)	(2)%	\$278	\$324	\$535
License Plates	387	403	(16)	(4)%	382	383	396
Budget support	1,077	972	105	11 %	957	556	360
Affinity Royalty	415	436	(21)	(5)%	338	356	367
Investment Income	370	370	0	0 %	249	317	298
Sponsorships	158	188	(30)	(16)%	267	256	183
Gifts and Donations	225	226	(1)	(0)%	295	145	280
Event and other revenue	200	211	(11)	(5)%	206	204	56
Total Revenues	\$3,231	\$3,212	\$19	1 %	\$2,972	\$2,541	\$2,475
EXPENSES							
Salaries	\$1,766	\$1,782	\$ (16)	(1)%	\$1,653	\$1,542	\$1,812
Membership and membership services	87	82	5	6 %	153	140	111
Printing & Postage	166	160	6	4 %	63	63	56
Event Services	438	391	47	12 %	442	292	98
Professional Services	79	94	(15)	(16)%	136	109	89
Travel	74	79	(5)	(6)%	59	21	3
Advertising & Marketing	13	11	2	18 %	18	19	19
Insurance	41	44	(3)	(7)%	33	40	48
Community Relations	16	25	(9)	(36)%	37	19	11
Credit Card fees and other services	22	25	(3)	(12)%	24	32	21
Scholarships	75	78	(3)	(4)%	148	83	75
Other expenses	31	21	10	48 %	35	29	31
Total Expenses	\$2,808	\$2,792	\$16	1 %	\$2,801	\$2,389	\$2,374
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$423	\$420	\$3	1 %	\$171	\$152	\$101
Unrealized Investment Gains (Losses)	218	218	0	0 %	336	(1,760)	2,302
Total Non-Cash Changes	\$218	\$218	\$0	0 %	\$336	\$(1,760)	\$2,302
NET OPERATING PROFIT	\$641	\$638	\$3	0 %	\$507	\$(1,608)	\$2,403
Operating Profit Margin	13%	13%		0 %	6%	6%	4%

University of South Florida Alumni Association, Inc.

FY 2024 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Net Operating Profit	\$641	\$638	\$3	0 %	\$507	\$(1,608)	\$2,403
Adjustments for Non-Cash Activities:							
Unrealized gain on investments	(218)	(218)	0	0 %	(336)	1,760	(2,302)
Adjustments for Changes in Operating Assets and Liabilities	0	0	0	%	0	88	95
Total Cash From Operating Activities	\$423	\$420	\$3	1 %	\$171	\$240	\$196
<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	\$(424)	\$(421)	\$(3)	(1)%	\$(175)	\$(234)	\$(221)
Total Cash From Investing Activities	\$(424)	\$(421)	\$(3)	(1)%	\$(175)	\$(234)	\$(221)
CHANGE IN CASH							
Cash, Beginning of Year	8	8	0	0 %	8	2	27
Cash, End of Year	\$7	\$7	\$0	0 %	\$4	\$8	\$2
Total Cash & Investments	\$1,256	\$1,256	\$0	0 %	\$1,534	\$1,163	\$1,316
Days Cash on Hand	163	164	(1)	(1)%	200	178	202

University of South Florida Alumni Association, Inc.

FY 2024 Mid-Year Forecast

5-YEAR FORECAST

(In thousands)

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 FORECAST	FY 2025 FORECAST	FY 2026 FORECAST	FY 2027 FORECAST	FY 2028 FORECAST
<u>ASSETS</u>								
Cash & Investments	\$1,316	\$1,163	\$1,534	\$1,256	\$1,357	\$1,465	\$1,582	\$1,709
Restricted Cash & Investments	9,228	8,177	8,593	10,920	11,793	12,737	13,756	14,856
Other Assets	280	340	308	275	275	275	275	275
Total Assets	\$10,824	\$9,680	\$10,435	\$12,451	\$13,425	\$14,477	\$15,613	\$16,840
<u>LIABILITIES</u>								
Payables	\$147	\$154	\$227	\$125	\$125	\$125	\$125	\$125
Long-Term Debt	0	0	0	0	0	0	0	0
Other Liabilities and deferred inflows	2,273	2,731	2,832	2,734	2,871	3,014	3,165	3,323
Total Liabilities	\$2,420	\$2,885	\$3,059	\$2,859	\$2,996	\$3,139	\$3,290	\$3,448
NET ASSETS	\$8,404	\$6,795	\$7,376	\$9,592	\$10,429	\$11,338	\$12,323	\$13,392
Days Cash on Hand	202	178	200	163	174	176	178	181
<u>REVENUES</u>								
Membership	\$535	\$324	\$278	\$399	\$447	\$491	\$540	\$594
Support	360	556	957	1,077	1,100	1,150	1,200	1,250
Other Revenues	1,580	1,661	1,737	1,755	1,926	2,022	2,123	2,229
Total Revenues	\$2,475	\$2,541	\$2,972	\$3,231	\$3,473	\$3,663	\$3,863	\$4,073
<u>EXPENSES</u>								
Salaries & Benefits	\$1,812	\$1,542	\$1,653	\$1,766	\$2,138	\$2,309	\$2,494	\$2,694
Event Expenses	98	292	442	438	78	82	86	91
Other Expenses	464	555	706	604	631	644	657	670
Total Expenses	\$2,374	\$2,389	\$2,801	\$2,808	\$2,847	\$3,035	\$3,237	\$3,455
Changes	\$101	\$152	\$171	\$423	\$626	\$628	\$626	\$618
Total Non-Cash Changes	\$2,303	\$(1,760)	\$336	\$218	\$874	\$943	\$1,019	\$1,100
NET OPERATING PROFIT	\$2,404	\$(1,608)	\$507	\$641	\$1,500	\$1,571	\$1,645	\$1,718
Operating Profit Margin	4%	6%	6%	13%	18%	17%	16%	15%

USF Financing Corporation & USF Property Corporation

FY 2024 Mid-Year Forecast

MID-YEAR FORECAST

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

- Initiative #1: Consider issuing \$200 million of debt to finance the construction of an on-campus stadium in the form of long-term, taxable, fixed interest rate debt. The University would explore additional funding strategies for the Project, including philanthropy, designated auxiliary funds, designated CITF funds and other potential sources.
 - The USF Financing Corporation's Board of Directors approved the project and financing on May 9, 2023. The USF Board of Trustees' approval followed on June 13, 2023, and the project received Florida Board of Governors' final approval on September 8, 2023.
 - On December 5, 2023, the Financing Corporation closed on a \$200 million Promissory Note with Truist Bank - 20-year, taxable, fixed interest rate bank loan, 6.48% interest rate, on parity with the outstanding \$26.0 million Athletics loans, to finance the construction of an on-campus stadium located on the Tampa campus, together with an approximately \$140 million equity contribution from the University. The equity contribution included funds received from philanthropy, designated auxiliary funds, designated CITF funds and other designated sources.
 - The loan was issued with a 20-year final maturity, including the first 3 years of interest-only debt service, followed by 17 years of fully amortizing level debt service at \$19.6 million annually.
 - Management is working closely with the University to ensure that USF Athletics manages revenues and expenses to maintain pledged revenues and makes debt service payments on a priority payment basis.
 - The FY 2024 mid-year forecast includes the first semi-annual debt service obligation according to the Debt Service Schedule pursuant to the Loan Agreement with Truist Bank - \$6,480,000 due on June 1, 2024. Full year interest expense begins in FY 2025 and is reflected in the 5-year forecast.
 - Design work began in October 2022 and groundbreaking is expected in Fall 2024. Construction is expected to be completed in time for Fall 2027.
- Initiative #2: Management is working closely with the University and the design-builder to ensure that the \$46.5 million, 100,000 square-foot Sarasota-Manatee Housing and Student Center Project is delivered on time and on budget.
 - Construction is underway and is expected to be completed in May 2024 - on time and on budget.
 - The \$30 million debt, together with a \$16.5 million cash contribution from the University, is financing the construction of this mixed-use facility comprising a 200-bed student housing component and student center.
 - The FY 2024 mid-year forecast reflects the estimated capital expenditures for this project of \$18 million.
- Initiative #3: Protect USF's "AA" credit ratings.
 - Formal presentations were made to Moody's, Standard & Poor's and Fitch in August 2023 emphasizing USF's strengths in management and governance, market position and enrollment demand, operating performance, wealth and liquidity, and leverage.
 - USF's "AA" credit rating, along with all of its system ratings, were affirmed by Moody's and S&P with Stable Outlooks (December 2023).
- Initiative #4: 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.

- Management continues to work closely with all DSOs and Auxiliaries and all are on track to continue meeting required debt service obligations, preserving essential liquidity, and maintaining required reserves.
- **Initiative #5:** Ongoing compliance with covenants for 16 Series of debt, including IRS rules on tax-exempt bonds and required SEC reporting.
 - Management recently complied with reporting requirements for all 16 Series of debt, including SEC reporting, and continues to ensure compliance with all other covenants.
- **Initiative #6:** Wind-up and dissolution of INTO USF, Inc.
 - On April 21, 2022, the University of South Florida terminated its Agreements with INTO USF, Inc. 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 or Operating Losses and Negative 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.
- Minor variances between the FY 2024 mid-year forecast and the FY 2024 financial plan are as follows:

Revenues: Lease payments from related parties include an allocated portion of All Risk insurance premium. This year's premium was lower than expected, resulting in a slight change in revenues collected. Athletics revenue increased due to the first semi-annual debt service obligation for the Stadium Note due on June 1, 2024 of \$6,480,000, driving the overall increase in revenues.

Expenses: Interest expense increased in the amount of the semi-annual debt service obligation for the Stadium Note due on June 1, 2024 of \$6,480,000.

Operating Profit Margin: Operating Revenues will contractually cover Operating Expenses and debt service, with modest year-over-year variances. While Total Revenues increased \$6.4 million from the FY 2024 Plan, Total Expenses increased \$6.5 million reducing Operating Profit by \$102 thousand to \$2.5 million. Similarly, Operating Profit Margin decreased slightly to 11.8% from 17.6% (both strong margins).

Change in Cash: The \$200 million Promissory Note with Truist Bank was issued resulting in an increase in cash of the same amount, resulting in a larger, positive change in cash.

Days Cash on Hand: Restricted cash such as project funds and R & R reserves are excluded from this liquidity metric. As such, the slight decrease in Operating profit would suggest a minor decrease in Days Cash on Hand.

USF Financing Corporation & USF Property Corporation

FY 2024 Mid-Year Forecast

INCOME STATEMENT

(In thousands)

REVENUES

Housing lease revenue	\$9,096	\$9,139	\$ (43)	(0)%
Marshall Center lease revenue	1,276	1,286	(10)	(1)%
Athletics lease revenue	6,845	381	6,464	1,696 %
Arena lease revenue	678	687	(9)	(1)%
DSO (UMSA) lease revenue	1,853	1,888	(35)	(2)%
DSO (HPCC) lease revenue	344	355	(10)	(3)%
DSO (Research) lease revenue	919	906	13	1 %

Total Revenues

OPERATING EXPENSES

Management fee	852	852	0	0 %
General and administrative expenses	749	760	(10)	(1)%

Total Operating Expenses

OTHER REVENUES (EXPENSES)

Interest expense on debt	(\$17,776)	(\$11,296)	\$ (6,480)	(57)%
Interest income	840	840	0	0 %

Total Other Revenues (Expenses)

OPERATING PROFIT BEFORE NON-CASH CHANGES

Change in INTO USF equity investment	0	0	0	%
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Total Contributions and Non-Cash Changes

NET OPERATING PROFIT (LOSS)

Operating Profit Margin

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance	
			\$	%
Total Revenues	\$21,011	\$14,643	\$6,368	43 %
Total Operating Expenses	\$1,602	\$1,612	\$ (10)	(1)%
Total Other Revenues (Expenses)	(\$16,936)	(\$10,456)	\$ (6,480)	(62)%
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$2,473	\$2,575	\$ (102)	(4)%
Total Contributions and Non-Cash Changes	\$0	\$0	\$0	%
NET OPERATING PROFIT (LOSS)	\$2,473	\$2,575	\$ (102)	(4)%
Operating Profit Margin	11.8%	17.6%		(6)%

	FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
Housing lease revenue	\$9,462	\$10,125	\$7,789
Marshall Center lease revenue	1,255	1,312	1,273
Athletics lease revenue	371	437	636
Arena lease revenue	652	695	736
DSO (UMSA) lease revenue	1,990	1,977	1,493
DSO (HPCC) lease revenue	365	381	520
DSO (Research) lease revenue	977	989	1,002
Total Revenues	\$15,072	\$15,916	\$13,448
Management fee	827	803	0
General and administrative expenses	630	601	639
Total Operating Expenses	\$1,457	\$1,405	\$639
Interest expense on debt	(\$11,614)	(\$12,062)	(\$12,175)
Interest income	1,387	65	28
Total Other Revenues (Expenses)	(\$10,226)	(\$11,998)	(\$12,147)
OPERATING PROFIT BEFORE NON-CASH CHANGES	\$3,388	\$2,513	\$662
Change in INTO USF equity investment	0	1,544	(1,638)
Total Contributions and Non-Cash Changes	\$0	\$1,544	(\$1,638)
NET OPERATING PROFIT (LOSS)	\$3,388	\$4,058	\$(977)
Operating Profit Margin	22.5%	15.8%	4.9%

USF Financing Corporation & USF Property Corporation

FY 2024 Mid-Year Forecast

STATEMENT OF CASH FLOWS

(In thousands)

	FY 2024 MID-YEAR FORECAST	FY 2024 FINANCIAL PLAN	Variance		FY 2023 ACTUAL RESULTS	FY 2022 ACTUAL RESULTS	FY 2021 ACTUAL RESULTS
			\$	%			
<u>OPERATING ACTIVITIES</u>							
Lease payments received from USF	\$29,781	\$23,391	\$6,390	27 %	\$23,678	\$24,096	\$22,336
Lease payments received from UMSA	4,443	4,478	(35)	(1)%	4,515	4,442	3,892
Lease payments received from HPCC	1,476	1,486	(10)	(1)%	1,431	1,386	1,465
Lease payments received from Research Foundation	2,197	2,184	13	1 %	2,176	2,167	2,234
Payment to USF for management services	(852)	(852)	0	0 %	(827)	(803)	0
General and administrative disbursements	(749)	(760)	10	1 %	(630)	(600)	(642)
Total Cash From Operating Activities	\$36,296	\$29,928	\$6,368	21 %	\$30,342	\$30,688	\$29,285
<u>FINANCING ACTIVITIES</u>							
Capital expenditures	(\$18,000)	(\$18,000)	\$0	0 %	(\$7,562)	(\$11,499)	(\$20,581)
Proceeds of long-term debt	200,000	0	200,000	%	29,999	0	0
Debt issuance costs	(260)	0	(260)	%	(254)	0	0
Proceeds of long-term debt - Refunding	0	0	0	%	0	0	30,056
Principal payments - Refunding	0	0	0	%	0	0	(30,056)
Principal payments	(16,020)	(16,020)	0	0 %	(16,358)	(15,722)	(14,518)
Interest payments	(20,473)	(13,993)	(6,480)	(46)%	(14,202)	(13,522)	(14,346)
Equity contribution from USF/DSO for Project	0	0	0	%	0	1,385	0
Security received from (returned to) lessee for swap collateral	0	0	0	%	0	3,963	5,007
Security (pledged to) returned from counterparty	0	0	0	%	(0)	(3,963)	(5,104)
Total Cash From Financing Activities	\$145,247	(\$48,013)	\$193,260	403 %	(\$8,377)	(\$39,358)	(\$49,542)
<u>INVESTING ACTIVITIES</u>							
Proceeds from maturity/redemption of INTO CD	\$0	\$0	\$0	%	\$3,774	\$3,774	\$3,708
Purchase of INTO CD	0	0	0	%	0	(3,774)	(3,774)
Interest income	840	840	0	0 %	1,954	36	88
Total Cash From Investing Activities	\$840	\$840	\$0	0 %	\$5,728	\$35,481	\$22
CHANGE IN CASH							
	\$182,383	(\$17,245)	199,628	1,158 %	\$27,693	(\$8,635)	(\$19,917)
Cash, Beginning of Year	71,755	71,256	500	1 %	44,062	52,698	72,615
Cash, End of Year	\$254,139	\$54,010	\$200,128	371 %	\$71,755	\$44,063	\$52,698
Total Cash & Investments	\$254,139	\$54,010	\$200,128	371 %	\$71,755	\$47,837	\$56,472
Days Cash on Hand	395	400	(5)	(1)%	415	407	405

USF Financing Corporation & USF Property Corporation

FY 2024 Mid-Year Forecast

5-YEAR FORECAST

(In thousands)

	FY 2021 ACTUAL	FY 2022 ACTUAL	FY 2023 ACTUAL	FY 2024 FORECAST	FY 2025 FORECAST	FY 2026 FORECAST	FY 2027 FORECAST	FY 2028 FORECAST
ASSETS								
Cash & Investments	\$56,472	\$47,836	\$71,755	\$254,139	\$250,829	\$177,508	\$89,305	\$56,031
Financing Receivable	309,896	304,391	295,131	297,664	285,044	341,071	407,843	415,086
Other Assets	17,273	7,978	4,503	3,055	2,445	1,855	1,283	729
Total Assets	\$383,641	\$360,205	\$371,390	\$554,857	\$538,318	\$520,434	\$498,432	\$471,846
LIABILITIES								
Payables - Interest and Construction	\$10,032	\$7,253	\$5,802	\$10,237	\$13,130	\$12,759	\$12,364	\$11,788
Long-Term Debt	341,983	324,693	336,851	514,610	493,555	474,637	451,714	424,518
Interest Rate Swap & Other Payables	13,858	6,433	3,523	2,323	1,823	1,323	823	323
Total Liabilities	\$365,873	\$338,379	\$346,176	\$527,170	\$508,508	\$488,718	\$464,901	\$436,629
NET ASSETS	\$17,768	\$21,826	\$25,214	\$27,687	\$29,810	\$31,716	\$33,530	\$35,217
Days Cash on Hand	405	407	415	395	315	307	300	296
REVENUES								
USF Debt Payments	\$10,434	\$12,569	\$11,740	\$17,894	\$25,459	\$25,023	\$24,612	\$23,699
UMSA Debt Payments	1,492	1,977	1,990	1,853	1,817	1,739	1,659	1,579
HPCC Debt Payments	520	381	365	344	325	304	282	258
Research Debt Payments	1,002	989	977	919	872	826	777	729
Total Revenues	\$13,448	\$15,916	\$15,072	\$21,011	\$28,472	\$27,891	\$27,330	\$26,264
EXPENSES								
Operating Expenses	639	1,405	1,457	1,602	1,672	1,758	1,851	1,949
Total Expenses	\$639	\$1,405	\$1,457	\$1,602	\$1,672	\$1,758	\$1,851	\$1,949
OTHER REVENUES (EXPENSES)								
Interest Expense on Debt	(\$12,175)	(\$12,062)	(\$11,614)	(\$17,776)	(\$25,178)	(\$24,577)	(\$23,915)	(\$22,879)
Other Revenues/Expenses	28	65	1,387	840	500	350	250	250
Total Other Revenues (Expenses)	(\$12,147)	(\$11,998)	(\$10,226)	(\$16,936)	(\$24,678)	(\$24,227)	(\$23,665)	(\$22,629)
Operating Profit Before Non-Cash Changes	\$661	\$2,513	\$3,388	\$2,473	\$2,123	\$1,906	\$1,814	\$1,686
Change in INTO USF equity investment	(1,638)	1,544	0	0	0	0	0	0
NET OPERATING PROFIT	\$(977)	\$4,058	\$3,388	\$2,473	\$2,123	\$1,906	\$1,814	\$1,686
Operating Profit Margin	4.9%	15.8%	22.5%	11.8%	7.5%	6.8%	6.6%	6.4%