



FLORIDA POLYTECHNIC
UNIVERSITY

Board of Trustees Finance & Facilities Committee Meeting

Wednesday, September 5, 2018
11:30 AM - 12:30 PM

Florida Polytechnic University
ADMISSIONS BUILDING
4700 Research Way
Lakeland, FL 33805-8531

Frank Martin, Chair
Dr. Jim Dewey

Henry McCance, Vice-Chair
Rear Admiral Philip Dur

Bob Stork
Gary Wendt

AGENDA

- | | |
|--|---------------------|
| I. Call to Order | Frank Martin, Chair |
| II. Roll Call | Julie Ann Hudson |
| III. Public Comment | Frank Martin, Chair |
| IV. Approval of the May 22, 2018 Minutes
Action Required | Frank Martin, Chair |
| V. Finance and Facilities Committee Charter Review | Frank Martin, Chair |
| VI. 2018-2020 Finance and Facilities Committee Work Plan Review
Action Required | Frank Martin, Chair |
| VII. 2018-19 University Financial Review | Mark Mroczkowski |
| VIII. Review of Contracts over \$200,000 | Mark Mroczkowski |
| IX. Facilities & Safety Services Update | David Calhoun |
| X. Foundation Board: New Members
Action Required | Kevin Aspegren |
| XI. Closing Remarks and Adjournment | Frank Martin, Chair |

**Florida Polytechnic University
Board of Trustees
Finance and Facilities Committee Meeting**

DRAFT MEETING MINUTES

Tuesday, May 22, 2018
12:00 PM-2:00 PM

Joker Marchant Stadium, 2301 Lakeland Hills Blvd., Lakeland, FL 33805

I. Call to Order

Committee Chair Bob Stork called the Finance and Facilities Committee meeting to order at 12:05 p.m.

II. Roll Call

Kris Wharton called the roll: Committee Chair Bob Stork, Committee Vice Chair Henry McCance, Trustee Mark Bostick, Trustee Jim Dewey, Trustee Cliff Otto and Trustee Gary Wendt were present (Quorum).

Other trustees present: Chair Frank Martin, Trustee Don Wilson, Trustee Dick Hallion, Trustee Cliff Otto, Trustee Louis Saco, Trustee Adrienne Perry, and Trustee Travis Hills.

Staff present: President Randy Avent, Provost Terry Parker, Ms. Gina Delulio, Mr. Mark Mroczkowski, Mr. Kevin Aspegren, Mr. Rick Maxey, Mrs. Kris Wharton and Mrs. Maggie Mariucci were present.

III. Public Comment

There were no requests received for public comment.

IV. Approval of Minutes

Trustee Mark Bostick made a motion to approve the Finance and Facilities Committee meeting minutes of February 28, 2018. Trustee Gary Wendt seconded the motion; a vote was taken, and the motion passed unanimously.

V. 2016-18 Finance and Facilities Committee Work Plan Review

The 2016-2018 Work plan remains unchanged and no discussion occurred.

VI. ARC Funding Recommendation

President Randy Avent reviewed the SUS plant survey which shows Florida Poly has a significant unmet need in both research and office space. He reviewed the history of the Board of Trustees and Legislative actions toward funding the Applied Research Center (ARC). The state requires that 72% of funds be acquired before construction can begin. As Florida Poly did not receive any PECO funding this year to support the construction of the ARC, President Avent presented two options for the Board of Trustees to consider: wait another year and request funding again in the 2019 legislative session, or use \$15.8M

of the University's carry forward funds, which achieves the required 72%, and begin construction. Trustees discussed the advantages and disadvantages of both options. There is a potential for the state to sweep carry forward funds next year which gives a sense of urgency to this decision. The remaining \$10.8M needed to complete the building can be requested over the next two legislative sessions.

Mr. David Calhoun stated that using carry forward funds to begin construction enables the shell to be dried in and the mechanical components put in place. The additional \$10.8M is needed to put the equipment and furnishings in the building. Discussion also occurred on the benefit of increasing the building size by an additional 10,000 feet. This would require additional funds from carry forward which the Board did not find favorable.

Trustee Gary Wendt made a motion to recommend approval to the Board of Trustees for an additional \$15.8M in carry forward funding be committed so ARC construction can begin immediately. Trustee Henry McCance seconded the motion; a vote was taken, and the motion passed unanimously.

Mr. Calhoun reviewed the ARC construction schedule and projects an August 2021 completion date.

President Avent shared the University has been soliciting private donations as well as exploring non-traditional ways to pay for additional buildings.

VII. 2018-19 University Financial Review and Budget Approval

Mr. Mark Mroczkowski reviewed the financial dashboard and the Q3 budget update along with explanations on variances. He then reviewed the proposed University operating budget for 2018-2019.

Trustee Cliff Otto made a motion to recommend approval of the 2018-2019 University Operating Budget to the Board of Trustees. Trustee Henry McCance seconded the motion; a vote was taken, and the motion passed unanimously.

VIII. Contracts for Review and Approval

Mr. Mroczkowski presented one contract for Board approval: \$1.5M, 3-5 year contract with Clark Nikdel Powell (CNP) for PR and marketing services. University Relations and Admissions both utilize CNP's services. Trustee Bostick inquired if bids were obtained. Mr. Mroczkowski responded that an ITN was issued and contracts were awarded to several companies. The purpose of a multi-year contract is to allow for flexibility of University Relations and Admissions to obtain services as they need them. Chair Martin requested that in the future, that a narrative be provided explaining the details of the ITN. Some Trustees were concerned with approving the contract without knowing exactly how the funds will be spent, while other Trustees understood the need for ease of servicing staff needs as they arise.

Trustee Gary Wendt made a motion to recommend approval of the Clark Nikdel Powell contract for \$1.5M to the Board of Trustees. Trustee Henry McCance seconded the motion; a vote was taken, and the motion passed with one dissenting vote.

Mr. Mroczkowski reviewed the status on all existing purchasing contracts valued at over \$200k. There was no further discussion.

IX. Legislative Budget Request for 2019-2020

Dr. Terry Parker presented the four items in the Legislative Budget Request (LBR) operating budget for

2019-2020:

1. Graduate Program Growth: \$2.5M in recurring funds to support building a strong graduate program.
2. Three-Year Graduation Pathway: \$2.25M to support accelerated learning.
3. Outreach to Underserved Populations in Support of STEM Degrees: \$750k in recurring funds to provide summer STEM boot camps to underserved populations (in partnership with Polk State College).
4. Advanced Mobility Institute (AMI): \$3.5M in recurring funds to support continued operation of AMI.

Discussion occurred regarding the four items and how they align with state legislators' initiatives.

Trustee Henry McCance made a motion to recommend approval of the Legislative Budget Request for the Operating Budget for 2019-2020 to the Board of Trustees. Trustee Gary Wendt seconded the motion; a vote was taken, and the motion passed unanimously.

Mr. Calhoun reviewed the Capital Improvement Plan (CIP) for 2019-2020. The CIP includes funding requests for three buildings: the ARC, the Student Achievement Center (SAC), and a Faculty/Staff Office building. This year's proposed CIP focuses on the request for the remaining \$10.8M needed to complete construction of the ARC. The other two facility fund requests are staggered into future years.

Trustee Cliff Otto made a motion to recommend approval of the Legislative Budget Request for the Capital Improvement Plan for 2019-2020 to the Board of Trustees. Trustee Henry McCance seconded the motion; a vote was taken, and the motion passed unanimously.

X. Foundation Action Items

Mr. Kevin Aspegren reviewed the following four items for Committee approval:

1. Senate Bill 4 asks the Board of Trustees to take greater oversight of the Foundation Board. This includes approval and confirmation of Foundation Board members.

Trustee Mark Bostick made a motion to recommend the Board of Trustees recognize and confirm the current Florida Polytechnic University Foundation, Inc. Board Members. Trustee Jim Dewey seconded the motion; a vote was taken, and the motion passed unanimously.

2. The 2018-2019 Foundation Budget was approved by the Foundation Board on April 5, 2018. This budget includes a \$1M goal (not commitment) for scholarships.

Trustee Henry McCance made a motion to recommend approval of the 2018-2019 Foundation Budget to the Board of Trustees. Trustee Jim Dewey seconded the motion; a vote was taken, and the motion passed unanimously.

3. Four financial gifts were presented for approval:

- Chess Club Endowed Scholarship: \$26K
- Avent Family Endowed Scholarship: \$25K
- Boring Business Solutions Naming Opportunity: \$50K
- The Gidel Family Foundation Endowed President's Fund: \$100K

Trustee Cliff Otto made a motion to recommend approval of the four financial gifts to the Board of Trustees. Trustee Henry McCance seconded the motion; a vote was taken, and the motion passed unanimously.

XI. Consideration and Approval of Anticipated Use of University Resources for 2018-2019

David Blanton shared that state auditors are asking university boards to recognize and approve the resources that the university provides to the foundation.

Trustee Cliff Otto made a motion to recommend approval of estimated resources of \$232,885 to be provided to the Florida Polytechnic University Foundation for the 2018-19 fiscal year to the Board of Trustees. Trustee Henry McCance seconded the motion; a vote was taken, and the motion passed unanimously.

XII. Closing Remarks and Adjournment

With no further comments, the meeting adjourned at 1:59 p.m.

**Florida Polytechnic University
Board of Trustees
Finance and Facilities Committee
Wednesday, September 5, 2018**

Subject: Finance and Facilities Committee Charter Review

Proposed Committee Action

For review. No action required unless changes to the charter are requested.

Background Information

Finance and Facilities Committee: *(Staff Liaison: Mark Mroczkowski)*

This committee is responsible for all issues related to budget, finance, facilities planning and construction, and oversight of the Direct Support Organizations (i.e. Foundation).

Chairman Frank Martin

Vice Chairman Henry McCance

Bob Stork

Dr. Jim Dewey (Faculty Senate Chair)

Rear Admiral Philip Dur

Gary Wendt

Supporting Documentation: None

Prepared by: Mark Mroczkowski, VP & CFO

**Florida Polytechnic University
Finance & Facilities Committee
Work Plan 2018-2020**

September 5 , 2018	December 5. 2018	February 27, 2019	May 21-22, 2019
<ul style="list-style-type: none"> • University and Foundation Financial Update • Contract Review • Construction Update 	<ul style="list-style-type: none"> • University and Foundation Financial Update • Contract Review • Construction Update 	<ul style="list-style-type: none"> • Educational Plant Survey • University & Foundation Financial Update • Contract Review • Construction Update 	<ul style="list-style-type: none"> • 2018 Legislative Session Appropriations • 2019-2020 Legislative Budget Request (Operating and Fixed Capital Outlay) • 2019-2020 University Operating Budget • 2019-2020 Foundation Operating Budget • University & Foundation Financial Update • Contract Review • Construction Update
September 11, 2019	December 11, 2019	February, 2020	May, 2020
<ul style="list-style-type: none"> • University & Foundation Financial Update • Contract Review • Construction Update 	<ul style="list-style-type: none"> • University & Foundation Financial Update • Contract Review • Construction Update 	<ul style="list-style-type: none"> • University and Foundation Financial Update • Contract Review • Construction Update 	<ul style="list-style-type: none"> • 2019 Legislative Session Appropriations • 2020-2021 Legislative Budget Request (Operating and Fixed Capital Outlay) • 2020-2021 University Operating Budget • 2020-2021 Foundation Operating Budget • University & Foundation Financial Update • Contract Review • Construction Update
September, 2020	December, 2020		
<ul style="list-style-type: none"> • University and Foundation Financial Update • Contract Review • Construction Update 	<ul style="list-style-type: none"> • University and Foundation Financial Update • Contract Review • Construction Update 		

AGENDA ITEM: VII.

**Florida Polytechnic University
Board of Trustees
Finance and Facilities Committee
Wednesday, September 5, 2018**

Subject: 2018-19 University Financial Review

Proposed Committee Action

No action required – information only.

Background Information

Annual review of the University's financial position and results of operations for the twelve months ended June 30, 2018.

Supporting Documentation: PowerPoint Presentation

Prepared by: Mark Mroczkowski, VP & CFO



FLORIDA POLYTECHNIC
UNIVERSITY

4th Quarter Financial Review

Unaudited

Mark Mroczkowski
September 5, 2018



University Financial Dashboard

12 Months Ended YOY Summary

Revenue	\$63,957,047	+4.13%
Expenses	\$61,166,744	+12.66%
Investments	\$45,403,121	-6.92%
Carryforward	\$30,315,392	+30.54%
Unrestricted	\$8,348,405	+8.87%
Auxiliaries	\$1,632,201	+125.28%
Net Position	\$195,233,883	+0.31%

Financial Ratios

Metric	University	Benchmark*
Primary Reserve Ratio	77.65%	40%
Net Income Ratio	4.36%	2-4%
Return on Net Assets	0.31%	3-4%
Viability Ratio	8,686.86%	125-200%

Florida Poly has enjoyed financial growth and has sustainable financial strength with a composite financial index score of 75.67 compared to the benchmark of 10

*National Association of Colleges & University Business Officers (NACUBO) performance benchmarks

Outline

- Introduction
- **University Q4 Financial Review**
- **Foundation Q4 Financial Review**
- **Summary**



University Q4 Budget Update

	12 Months Budget 06/30/18	12 Months Actual 06/30/18	Budget Variance	12 Months Actual Prior Year	YOY Change
Summary of Sources					
Education & General (E&G)	36,473,591	37,286,796	2%	37,792,359	-1%
Florida Industrial & Phosphate Research Institute (FIPR)	2,748,444	1,739,443	-37%	1,654,873	5%
Public Education Capital Outlay (PECO)	2,000,000	2,184,505	9%	5,082,495	-57%
Educational Enhancement Trust Fund (Lottery)	243,148	243,148	0%	292,824	-17%
Financial Aid	0	8,824,641	100%	5,396,997	64%
Tuition & Fees (Out-of-state, Transportation etc.)	2,706,363	6,402,036	137%	5,027,977	27%
Activity & Service Fees	278,886	396,248	42%	595,681	-33%
Athletic Fees	223,489	316,847	42%	474,701	-33%
Health Fees	151,631	215,023	42%	319,879	-33%
Auxiliaries (Dining, Bookstore, Parking etc.)	5,698,372	5,505,913	-3%	4,102,031	34%
Grants & Contracts	500,000	842,448	68%	678,136	24%
Total Revenue	51,023,924	63,957,047	25%	61,417,953	4.13%
Education & General (E&G) Carryforward	5,659,107	1,401,758	-75%	1,902,713	0%
Public Education Capital Outlay (PECO) Carryforward	5,000,000	0	-100%	0	0%
Total Other	10,659,107	1,401,758	-87%	1,902,713	0%
Total Sources	61,683,031	65,358,805	6%	63,320,666	3%
Summary of Uses					
Salary & Benefits	28,620,934	25,727,943	-10%	19,602,930	31%
Part-Time Employment (adjunct faculty, student workers etc.)	2,157,285	2,318,728	7%	1,734,562	34%
General Expense (instructional supplies, equipment, utilities etc.)	15,833,739	13,911,665	-12%	18,733,980	-26%
Scholarships	0	13,834,662	100%	9,283,435	49%
Other (depreciation, capital projects etc.)	14,426,830	5,373,745	-63%	4,939,986	9%
Total Uses	61,038,788	61,166,744	0%	54,294,894	12.66%
Sources in excess of uses	644,243	4,192,060	551%	9,025,772	-54%

Variance Analysis

- **Significant Budget Variances**
 - FIPR budgeted revenue to match estimated expenses and actual expenses of \$2.3 million were partially funded \$0.5 million from its trust fund
 - Financial aid is too new to forecast and was not budgeted this year
 - Tuition and fees were \$4 million or 118% higher than budgeted due to increase in student growth and out of state tuition
 - Grants & contracts grew by \$.03 million or 68% due to increases in research activity by faculty
 - Faculty hiring is based upon a multi-year plan and unused budget will carry-over for faculty hiring in succeeding years. Scholarships are partly dependent upon available financial aid and was not budgeted as noted above
 - Capital projects is \$5.0 million under budget because the ARC project has not yet used its available budget

Variance Analysis

- **Significant YOY Actual Variances**
 - State appropriations for PECO & lottery funds decreased by \$2.9 million or 55%
 - Third party aid increased \$3.4 million or 64% with growth in student body during our second year of eligibility
 - Tuition and fees increased by \$0.9 million or 14% due to growth in student body
 - Grants & contracts increased \$0.1 million or 24% due to faculty research growth
 - Salary, benefits and part-time employment increased \$6.7 million or 31% primarily as a result of increased hiring of faculty, adjunct faculty and student workers

Outline

- Introduction
- University Q4 Financial Review
- **Foundation Q4 Financial Review**
- **Summary**



Foundation Financial Dashboard

12 Months Ended YOY Summary

Revenue	\$1,884,166	+16.50%
Expenses	\$585,647	-23.72%
University Support	\$1,469,923	-71.11%
Investments	\$5,740,790	-9.79%
Net Position	-\$923,415	-8.27%

Financial Ratios

Metric	FPUF	Benchmark*
Current Ratio	0.88%	2.24%
Cash Ratio	0.07%	0.20%
A/R Turnover	1.47%	5.00%
Average Collection	24.70	53.45
Operating Margin	69.80%	71.83%
Return on Assets	8.30%	7.18%

Current Ratio measures ability to pay short-term liabilities. Cash Ratio measures ability to pay current liabilities with available cash. A/R Turnover measures number of times average A/R is collected. Average Collection measures average days to collect on pledges. Operating Margin measures earnings per dollar. Return on Assets measures how well available assets are used.

*All benchmark numbers are across U.S. Foundations as provided by BIZMINER, Inc.

Foundation Fund Composition

	Balance	% Change
Unrestricted	1,460,512	-33.49%
Restricted for:		
Endowments	857,181	9.32%
Scholarships	733,557	22.30%
Programs	3,278,461	0%



Foundation Commitment History

Accrued FY16 Scholarship Commitment	\$1,399,785.07
FY16 Ending Balance	\$1,399,785.07
Accrued FY17 Scholarship Commitment	\$4,653,332.10
Scholarship Payment	(\$229,785.07)
FY17 Ending Balance	\$5,823,332.10
Accrued FY18 Scholarship Commitment	\$1,469,922.96
Scholarship Payment	(\$2,137,945.03)
FY18 Ending Balance	\$5,155,310.03



Foundation Q4 Financial Update

REVENUE

	12 Months Budget 06/30/18	12 Months Actual 06/30/18	Budget Variance	12 Months Actual Prior Year	YOY Change
Donations	3,737,092	1,397,687	167%	1,435,213	-3%
Interest	0	305,765	100%	95,249	221%
Other Revenue	0	180,714	100%	86,858	108%
Total Revenue	3,737,092	1,884,166	98%	1,617,320	16.50%

EXPENSES

	12 Months Budget 06/30/18	12 Months Actual 06/30/18	Budget Variance	12 Months Actual Prior Year	YOY Change
Salary & Benefits	433,569	331,232	-24%	434,801	-24%
Accounting/Banking Services	17,500	58,342	233%	20,394	186%
Consulting Services	252,000	254,686	1%	279,128	-9%
Scholarships	2,000,000	1,138,691	-43%	4,653,332	-76%
Travel	26,000	12,014	-54%	4,016	199%
Professional Licenses	1,801	70	-96%	0	100%
Rental Space/Equipment	19,000	75,253	296%	14,917	404%
Printing	16,625	35,052	111%	9,847	256%
Postage	4,750	756	-84%	1,180	-36%
Other	50,000	47,848	-4%	216,214	-78%
Insurance	4,000	2,306	-42%	2,434	-5%
Food & Beverage	187,103	63,970	-66%	91,333	-30%
Entertainment	61,750	35,350	-43%	127,597	-72%
Meeting/Program Expense	45,600	0	-100%	705	-100%
Component Unit Transfers	617,394	0	-100%	0	0%
Total Expenses	3,737,092	2,055,570	-45%	5,855,896	-64%
Revenue over Expense	0	(171,405)	100%	(4,238,576)	-95%

Variance Analysis

- **Significant Budget Variances**
 - The Foundation set an overly aggressive fundraising goal of \$3.7 million such that donations received were \$2.3 million less than budgeted but still comparable to the prior year accordingly, scholarships funded were \$0.8 million less than budget
 - Interest and other revenues were not budgeted this year but will be included next year
 - All other operational costs were \$0.8 million below budget as a result of the lower revenues
- **Significant YOY Actual Variances**
 - Donation revenue was relatively flat compared to the prior year down only 3%
 - Interest and other revenue were up \$0.3 million due to increased investment and other program revenue
 - The Scholarship expense was lower compared to prior year as a result of a reduction in scholarship commitments
 - All other expenses were down by \$0.3 million or 24% primarily due to reductions in salaries and other expenses

Outline

- Introduction
 - University Q4 Financial Review
 - Foundation Q4 Financial Review
 - **Summary**
-

Summary

- **University revenue growth continues to outpace expenditure growth**
- **University carryforward, unrestricted and auxiliary fund balances grew significantly**
- **University is performing very well on key performance indicators**
- **Foundation needs time to grow to improve on its key performance indicators.**

**Florida Polytechnic University
Board of Trustees
Finance and Facilities Committee
Wednesday September 5, 2018**

Subject: Review of Contracts over \$200,000

Proposed Committee Action

No action required – information only.

Background Information

1. Review and disclosure of new contracts over \$200,000 and less than \$500,000.
 - a. Boring Business Systems – Lakeland, FL: New Copier/Printer Service agreement to replace Ricoh USA. Comparison quotes were obtained prior to executing the agreement with Boring under the competitively bid agreement through the National Joint Powers Alliance (NJPA) consortium. This 5-year agreement began on June 30, 2018, with two 1-year renewals. Expected spend for five years is approximately \$285,700.
 - b. Safari Micro – Chandler, AZ: Virtual Application Portal (Software/Hardware/Implementation) will allow faculty, staff, and student access to university software on any personal device. This service agreement was procured through the US General Services Administration (GSA) competitive solicitation for IT Equipment, Software, and Services. The agreement is for three years and implementation began on July 16, 2018. Expected spend for the three-year term is \$376,752.
 - c. Clarus Glass Boards – FT. Worth, TX: Glass Boards for the classrooms were procured through a National Cooperative Purchasing Alliance (NCPA) consortium under the competitively bid agreement awarded to Workscapes. This is a goods purchase made on May 14, 2018, in the amount of \$205,020. Installation completed in August 2018.
 - d. LMG LLC – Orlando, FL: Projectors for the classrooms were procured through a competitively bid agreement with Valencia College. This is a goods purchase made on July 11, 2018, in the amount of \$215,999.
 - e. CDW-Government LLC – Vernon Hills, IL: Refreshed computer equipment for the labs were procured via a competitive procurement through a consortium agreement with E & I Cooperative. The acquisition of this equipment was made July 3, 2018, in the amount of \$274,738.
 - f. MG McGrath, Inc. –Maplewood, MN: Pergola repair for the IST building due to Hurricane Irma damage. This purchase was a Sole Source as MG McGrath, Inc. is the designer, fabricator, and erector of the current pergolas. The amount of the repair is estimated to be \$264,855.

2. Report on existing and active procurement contracts in excess of \$200,000 with spend-to-date information.

Florida Polytechnic University
All active contracts in excess of \$200,000
As of August 13, 2018

Vendor	Contract Type	Start Date	End Date	Original Amt	Spend
Allen Norton & Blue, PA	Legal Counsel	7/1/2017	6/30/2018	\$200,000	\$186,748
Ardaman & Associates Inc.	Leaching Study - Water - Deep Injection Well	10/25/2016	7/25/2018	\$234,839	\$78,000
Barnes & Noble Booksellers USA Inc.	Bookstore Services	5/12/2014	5/11/2019	\$250,000	\$254,935
Boring Business Systems, Inc.	Copier/Printer Service (Services)	6/19/2018	6/30/2023	\$285,700	\$0
Bright House Networks LLC	High Speed Communications Service	10/28/2013	10/27/2023	\$1,444,400	\$386,693
CDW-G	Lab Refresh (Goods/Services)	7/3/2018	N/A	\$274,738	\$274,738
Clark Nikdel Inc.	Creative Services	2/25/2014	2/24/2019	As budget allowed	\$712,429
Clark Nikdel Inc.	Creative Services	7/1/2018	6/30/2020	\$1,500,000	\$0
Clarke Environmental Mosquito Management Inc.	Mosquito Control Services	7/1/2016	6/30/2021	\$222,915	\$84,920
Clarus Glass Boards (Workscapes)	Glass Board for Classrooms (Goods)	5/14/2018	N/A	\$205,020	\$205,020
Creative Enterprise Solutions LLC	University Ticketing System	1/13/2017	1/31/2020	\$237,143	\$168,340
Elliance, Inc.	Creative Services	3/19/2018	3/18/2020	\$375,000	\$0
Hellmuth Obata and Kassabaum Inc.	HOK - Applied Research Center	10/1/2017	5/30/2022	\$2,762,795	\$296,222
Indie Atlantic LLC	Creative Services	2/25/2014	2/24/2019	As budget allowed	\$290,355
Indie Atlantic LLC	Creative Services	7/1/2018	6/30/2020	\$375,000	\$0
International Business Machines Corporation	IBM Implementation Services - Workday Student	5/15/2017	11/15/2018	\$2,584,494	\$190,676
Lakeland Regional Medical Center	Student Health Care Services	8/20/2014	8/20/2019	\$275,000	\$257,516
Liberty Lawn Care LLC	Grounds Maintenance	1/28/2016	1/27/2019	\$1,376,379	\$932,448
LMG	Projectors for Classrooms (Goods)	7/11/2018	N/A	\$215,999	\$215,999
MG McGrath, Inc.	Pergola Repair	4/23/2018	until work completed	\$264,855	\$60,000
Potthast Studios, Inc.	Creative Services	4/24/2018	4/23/2020	\$375,000	\$2,390
Presidio Networked Solutions Inc.	Cisco SmartNet; Network equipment repair and maintenance	12/15/2017	6/30/2019	\$274,633	\$274,633
Ricoh USA Inc.	Printers/Copy Service	8/1/2014	6/30/2019	\$359,009	\$266,848

SalesForce	Customer Relationship Management Software	7/1/2017	6/30/2018	\$111,613	\$111,613
Tinsley Creative	Creative Services	3/15/2018	3/14/2020	\$375,000	\$15,503
Vendor	Contract Type	Start Date	End Date	Original Amt	Spend
Tucker Hall Inc.	Creative Services	6/5/2014	6/4/2019	As budget allowed	\$204,184
S3Media Group	Creative Services	3/20/2018	3/19/2020	\$375,000	\$0
Safari Micro	VMWare (Software/Hardware/Implementation)	7/16/2018	7/15/2021	\$376,752	\$0
Super Transportation of Florida LLC	TransDev Services Inc - Student Transportation Services	8/12/2016	7/31/2019	\$418,022	\$271,742
WFF Facility Services	Custodial Services	1/25/2016	1/24/2019	\$831,528	\$545,979
Workday Inc.	Workday Student (Subscription & Delivery Assurance)	7/29/2016	7/28/2021	\$1,371,867	\$566,056
Workday Inc.	Workday HR Finance (Subscription & Delivery Assurance (Renewal))	4/30/2015	4/29/2021	\$2,132,537	\$1,399,174
Workday Inc.	Workday Training (All subscriptions)	4/30/2015	4/29/2018	\$220,380	\$220,380

NOTES

1. As budget allowed means there was no firm fixed Total Value for the Agreement, only estimates based on budget availability.
2. Continuing Service Contracts for architectural, engineering, & construction services are based on multiple releases for minor projects and are limited to \$2 million

Supporting Documentation: Included above.

Prepared by: Mark Mroczkowski

**Florida Polytechnic University
Academic and Student Affairs Committee
Board of Trustees
September 5, 2018**

Subject: Facilities and Safety Services Update

Proposed Committee Action

No action required – information only.

Background Information

Update on campus improvements and building enhancements.

Supporting Documentation: Facilities & Safety Services Update (ARC) Presentation

Prepared by: David Calhoun, AVP, Facilities & Safety Services



FLORIDA POLYTECHNIC
UNIVERSITY

Facilities and Safety Services Update

David Calhoun

September 05, 2018

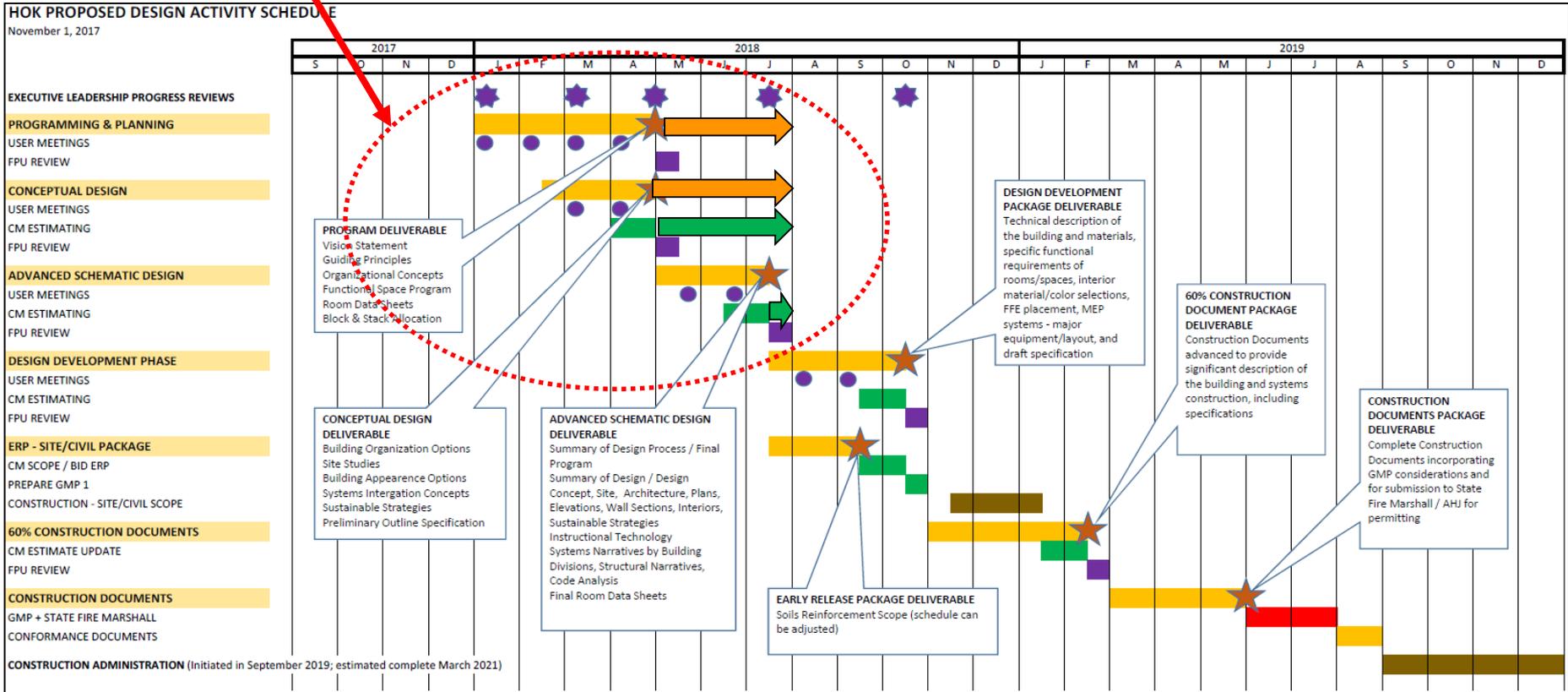
ARC Overview

- **Total project budget (\$38.7M)**
- **Prior funding**
 - PECO funding 16-17 (\$5.0M)
 - PECO funding 17-18 (\$2.0M)
 - CF funding 16-17 (\$5.0M)
 - CF funding 18-19 (\$15.9M)
- **Estimated project cost remainder (\$10.8M)**
- **Projected PO&M (\$2.0M)**
- **Proposed completion date (08/2021)**
- **Building size**
 - NAS (60,786)
 - GSF (85,100)





ARC Schedule



Chartwells Renovation

- **Description**
 - Renovate old recreation space to support additional food services
- **Einstein Brothers Bagels**
 - Kitchen
- **Tu Taco Concept**
 - Taco Concept





IST Enhancements

- **Mission Focus**
 - Support ABET accreditation
 - Enhanced learning environment
 - Align with campus growth projections
- **Classroom enhancements (24)**
 - Clarus board installation
 - Increased classroom size to support growth model
- **Lab enhancements**
 - 1013, 1021, 1036, 1058/1056, and 1063
 - Increased use of Research/Lab Space
 - Support Capstone/Project base learning
 - Restructure for ABET accreditation



AGENDA ITEM X:

**Florida Polytechnic University
Finance & Facilities Committee
Board of Trustees
September 5, 2018**

Subject: Approval of Foundation Board of Directors Candidates

Proposed Committee Action

Request approval of four Foundation Board of Directors candidates:

- Phillipa Greenberg
- Jack Harrell, III
- Michael B. Lawley
- Marlene O'Toole

Background Information

Pursuant to section 1004.28(3), Florida Statutes (recently revised), "...the University Board of Trustees shall approve all appointments to any direct support organization not authorized by this subsection."

Supporting Documentation: Four Foundation Board of Directors Candidate Bio's

Prepared by: Kevin Aspegren, VP of Advancement

Phillipa Greenberg

Phillipa Greenberg – Semi-Pro cyclist turned CEO, and Founder of Next Machine, a supercomputing firm which brings cluster computing and machine learning to the forefront. An early pioneer in commercializing computation, Phillipa Co-Founded a supercomputing app, which provides a ‘Single Source of Truth’ for Distributed Computation.

She joined an Alzheimer’s clinical research firm as Quality Assurance Director, overseeing the Regulatory/Biometrics & safety division for three years prior to making the transition to Bio-Pharma as a leader in Portfolio Bio-Asset Analytics, specializing in the oncology precision medicine analytics division.



FIERCELY committed to sharing transformational systems and methodology and inspirational stories to audiences around the world, she remains a huge advocate for STEM & STEAM and women in science & tech initiatives.

Next Machine is a full scope predictive analytics decision lab – We provide end-to-end solutions from: Infrastructure that supports big data initiatives to providing robust predictive/prescriptive outcome-driven data analysis, which will facilitate the acceleration of the most appropriate, personalized therapies for patients, quicker.

Precision medicine is rapidly evolving and as we continue to leverage new genomic datasets and knowledge, Phillipa is committed to leveraging AI, machine learning and other forms of computation to address the outcomes, affordability and accessibility of precision medicine.

Phillipa places a strong emphasis on women and diversity in STEM education.

Jack Harrell, III

Jack Harrell, III is the Senior Vice President of Marketing, Inventory and R&D at Harrell's LLC, Lakeland, Florida. In addition to being one of the nation's largest distributors of branded fungicides, herbicides and insecticides, Harrell's produces top-quality, custom blended fertilizers, specialty liquids, and wetting agents for golf course, sports turf, landscape management, horticulture and specialty agriculture industries.

Prior to his current position with Harrell's LLC, Jack served as the company's Director of Inventory and Business Development, as well as Territory Sales Manager.

Harrell holds a Master's Degree in Turf and Turfgrass Management from Clemson University and a Bachelor's Degree in Business Administration and Management from Samford University.

Jack Harrell, III brings to the Foundation a vast global network and a passion for STEM education.



Michael B. Lawley

Michael is currently the Senior Vice President of Information Technology at HealthPlan Services, Inc. of Tampa, Florida, which is the largest independent provider of sales, service, retention and technology solutions to the insurance and managed card industry.

Lawley has held the position of Chief Operating Officer, Airtel Group, Inc.; Senior Vice President and Chief Information Officer, Ultimate Medical Academy; Vice President of Information Technology and Security, BlueCross BlueShield of Tennessee, Inc.; as well as executive positions with WebMD Corporation and Air Traffic Controller with the United States Army.



Michael has served on the Regional Board of Directors of the American Lung Association as well as Board member of Healthcare Information and Management Systems Society, Helmick Inc., and Chattanooga State Community College.

Lawley holds an Executive MBA Degree in International Finance and Entrepreneurship from University of Tennessee at Chattanooga, Bachelor's Degree in Technologies Management from Troy University, and is a Master's candidate in Liberal Arts and Sciences at Harvard University.

Michael has demonstrated supporting of Florida Poly, our mission, and our students. His strong IT background and entrepreneurial spirit would serve the University well. He has a vast global, national, state and Tampa network that would extend our brand.

H. Marlene O'Toole

Marlene was born in Somerville, Massachusetts and began working for IBM in 1967 where she eventually become the company's Regional Manager for the South, overseeing 800 employees. She then moved to Florida in 1992. In 1997, after retiring from IBM, she became the Director of Take Stock in Children which is an organization based in Lake and Sumter Counties that provides scholarships to at-risk children.



In 2008, when incumbent State Representative Hugh Gibson, III did not seek re-election due to term limits, O'Toole ran to succeed him as a Republican in the 42nd District. She campaigned on improving the economy and helping seniors understand government legislation. She won the primary comfortably by receiving 59% of the vote and went on to win the general election by facing only write-in opposition and receiving nearly 100% of the vote.

Marlene ran for re-election in 2010 and was re-elected with 76% of the vote.

Following the reconfiguration of legislative districts in 2012, she was moved into the 33rd District. She was re-elected to her third term uncontested. In 2014, O'Toole was re-elected unopposed to her fourth and final term in the House of Representatives.

During her terms in the House, Marlene served as the Chairwoman to the Education Committee among other appointments.

Marlene O'Toole has a long and distinguished career in the technology industry and a record of service to her community. She will provide valuable knowledge, insights and contacts to the Foundation, our staff and our students.