Meeting the needs of an expanding Business School
The ask: a supplementary business building

1. Legislative approval to proceed with design and construction of the David Eccles School of Business Executive Education Building.
2. Bonding Authority for up $50,000,000.
3. Reallocate $403,500 of O&M funding from Milton Bennion Hall to New Executive Education Building after demolition of MBH.
The ask: a supplementary business building

Executive Education Pavilion
- Executive Education
- Executive MBA
- Executive Short Courses
- Professional MBA
- Online MBA
- Full-Time MBA

Career Management Pavilion
- Auditorium
- Classrooms
- Team Discussion Rooms
- Student Lounge
- Cafe

Think Tank
- Centers
- Faculty/Staff Workspace

ILLUSTRATIVE
Site Options
We continue to realize high student growth

Compound annual growth rate of 6.4%
David Eccles School Need

• Current Business Buildings at Capacity
  – Student Growth
  – Faculty/Staff Growth
  – Already double/triple/quadrupling office space

• Executive Programs expecting significant growth over next few years

• Addition of Hybrid and Online courses with increased space requirements for faculty and staff course development offices
We need to deliver a higher quality service and different services to our students

• Executive Education/MBA Programs
  • Online Capabilities
  • Executive Meeting Space
  • 24-hour availability
  • Growth

• Career Management
  • Need centralized career management location
  • Need corporate lounge/workspace
Career Management in particular will be revamped to meet student and recruiter expectations

- Of 124 ranked business schools, our employer services ranked 123
- Currently have career personnel in 4 different spaces on 3 different floors
- No corporate work area

“It would be nice to be able to work in between student interviews and to have a space to consult with my colleagues about hiring decisions that’s away from where the students will be.”

- Corporate Recruiter
## Financial Summary

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Estimated Square Feet</td>
<td>150,000</td>
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<tr>
<td>Completed/Shelled</td>
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<tr>
<td>Preliminary Cost Estimates</td>
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<tr>
<td>Funding Sources:</td>
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<tr>
<td>Named Donor</td>
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<tr>
<td>Other Donors</td>
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<tr>
<td>Debt Proceeds</td>
<td>$20,000,000*</td>
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</tbody>
</table>

*$50M bonding authority is being requested in recognition of the fact that cash flow from donor gifts does not always match the cash flow requirements of construction.
Local Support

• Supported by Several Donors
  – $16 MM committed to date
• Supported by Advisory Board
• Corporate Customer Base Growing
• Economic Growth Engine of SLC Area
Financial Summary

• No request for additional State Funded O&M
• Debt service and O&M costs to come from
  – Donations
  – Growth in fees from Executive Programs
    • (No Tuition/Differential)
Debt Service

- Estimated total payment on $50,000,000 debt
  - $3.5MM (20 years, 3.75%)

- Sources to cover payment
  - Donations of $25 MM collected over first 8 years
    - Averages $3.1 MM per year
  - Incremental fees collected on Executive Programs
    - $5 MM for Fiscal 14/15
    - Estimate growth of $500,000 per year for next two years
    - With new building in 2017, estimate growth by $1mm per year
Thank You