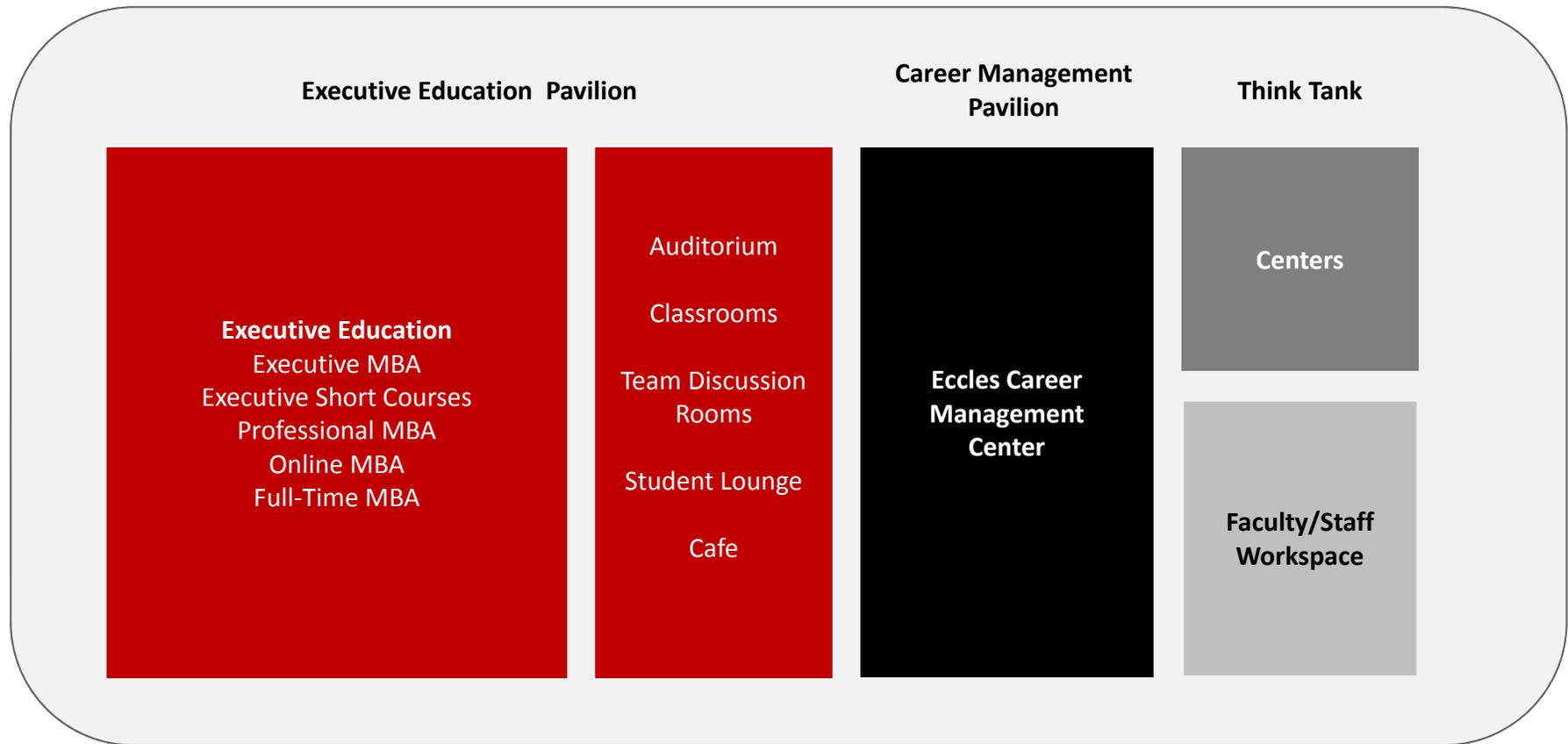

Meeting the needs of an expanding Business School

The ask: a supplementary business building

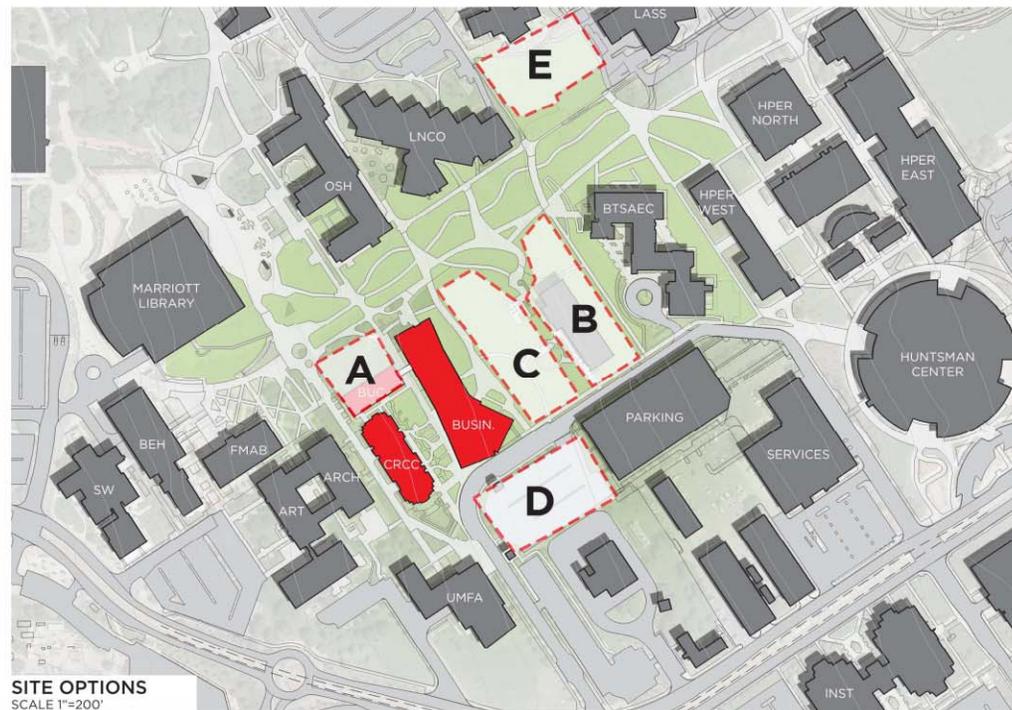
- 1. Legislative approval to proceed with design and construction of the David Eccles School of Business Executive Education Building.*
- 2. Bonding Authority for up \$50,000,000.*
- 3. Reallocate \$403,500 of O&M funding from Milton Bennion Hall to New Executive Education Building after demolition of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

The ask: a supplementary business building



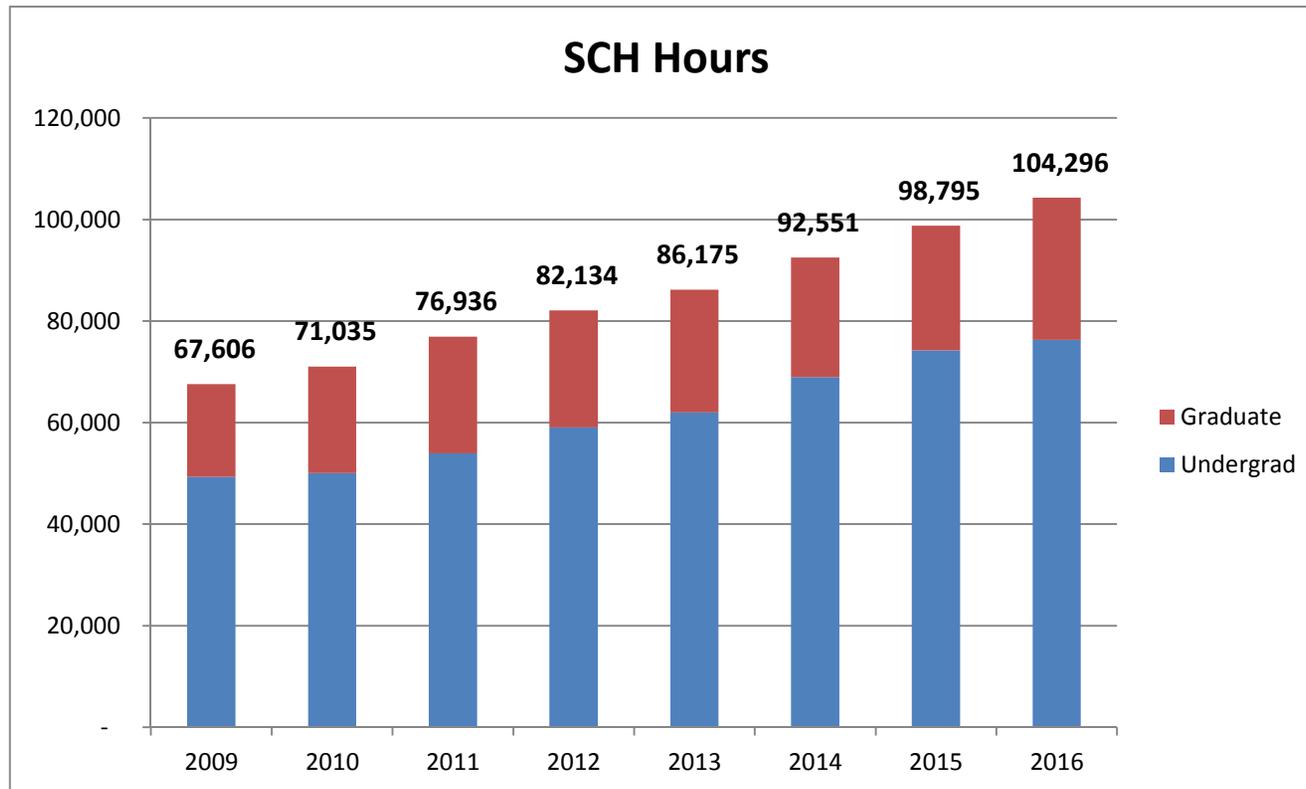
ILLUSTRATIVE

Site Options



Steering Committee Meeting
05.04.15 | University of Utah EMBA Building | page 4

We continue to realize high student growth



**Compound annual
growth rate of 6.4%**

David Eccles School Need

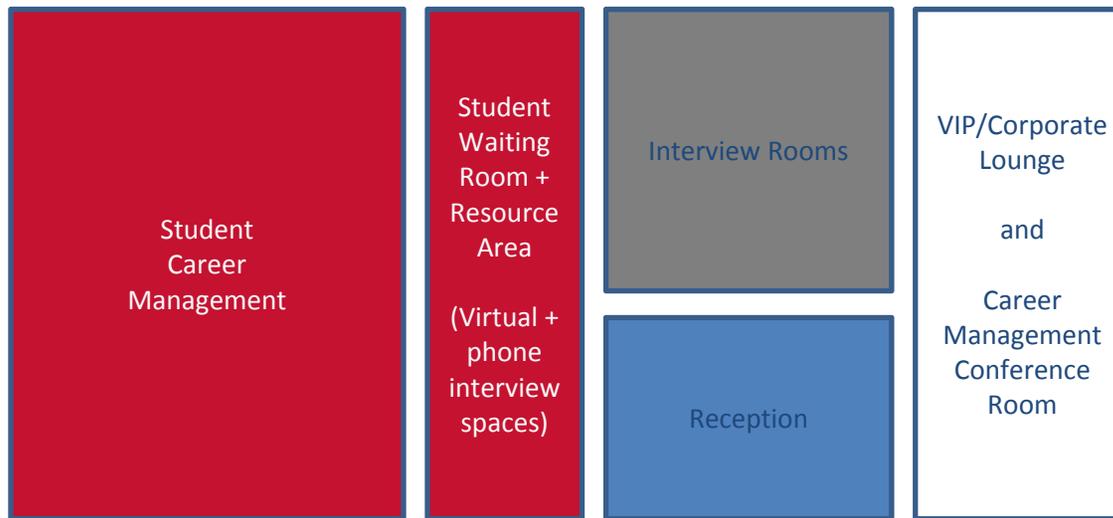
- Current Business Buildings at Capacity
 - Student Growth
 - Faculty/Staff Growth
 - Already double/triple/quadrupling office space
- Executive Programs expecting significant growth over next few years
- Addition of Hybrid and Online courses with increased space requirements for faculty and staff course 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

Total Estimated Square Feet	150,000
Completed/Shelled	80,000/70,000
Preliminary Cost Estimates	\$50,000,000
Funding Sources:	
Named Donor	\$12,000,000
Other Donors	\$18,000,000
Debt Proceeds	\$20,000,000*
*\$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
 - U of U Health Sciences, Tesoro, VA, e-Bay, L-3, Wheeler, Utah Housing, US Air Force
- 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