

Director of Entrepreneurship Report – August/September

- Five virtual memberships since the COVID-19 pandemic
- New virtual member in September starting Oct. 1st (now at six virtuals)
- DOMI grant - NSF Project Pitches had over 30 participants attend online
- OEV grant - Accelerator Cohort 2 had 16 people sign up and 13 finished the course
 - Assisted with OEV's impact analysis of grant
- FAMU REACH grant - SBIR federal budget seminar had 20 participants attend online
- FAMU USDA & NASA grants submitted with LCRDA as subcontractor for SBIRs
- SBIR reviews: five proposals reviewed for ecosystem entrepreneurs
- Participated in SBIR Week - Southern States with First Flight & Dawnbreakers
 - Met eight Program Managers / Topic Authors of solicitations from fed agencies
- Conferenced with OEV & ROI on a possible international prospect for NFIL membership
 - Branecell – Germany company working in quantum computing (cyber / military)

BOARD OF GOVERNORS ATTENDANCE

FY 19-20

NAME	10/7/2019	12/12/19	1/31/20	2/13/20	4/2/20	6/2/20	8/4/20	9/18/20	YES	NO	N/A
APPOINTED BY LEON CO.											
Bye, Ray	YES	YES	NO	YES	N/A	YES	YES	YES	6	1	1
Dozier, Kristin	YES	YES	YES	YES	N/A	YES	YES	YES	7	0	1
Goswami, Sonjoy	YES	NO	NO	NO	N/A	YES	YES	YES	4	3	1
Graham, Kevin	YES	YES	NO	NO	N/A	YES	YES	YES	5	2	1
Longman, Anne	YES	YES	YES	YES	N/A	YES	YES	YES	7	0	1
Ramsay, David	YES	YES	YES	YES	N/A	YES	YES	YES	7	0	1
Salter, April	NO	YES	YES	NO	N/A	YES	NO	NO	3	4	1
APPOINTED BY CITY											
Dailey, John	NO	YES	YES	YES	N/A	YES	YES	NO	5	2	1
FSU											
Fulkerson, Laurel	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0	0	8
Holmes, Eric	YES	YES	YES	YES	N/A	YES	YES	YES	7	0	1
FAMU											
Friday-Stroud, Shawnta	N/A	N/A	N/A	N/A	N/A	N/A	N/A	YES	1	0	7
Bowers, Keith	YES	YES	YES	YES	N/A	YES	YES	N/A	6	0	2
TCC											
Barnes, Tiffaney	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0	0	8
Moore, Kimberly	YES	YES	YES	YES	N/A	YES	YES	YES	7	0	1

BOARD OF GOVERNORS COMMITTEE ATTENDANCE

FY 19-20

NAME	Exec	Budget	Exec	Audit	Audit	Ad Hoc	Invest Adv			
DATE	11.26.19	9.2.20	7.21.20	11.4.19	3.12.20	1.22.20	2.18.20	YES	NO	N/A

**APPOINTED BY
LEON CO.**

Bye, Ray	N/A	YES	N/A	N/A	N/A	N/A	N/A
Dozier, Kristin	N/A	N/A	N/A	YES	YES	YES	N/A
Goswami, Sonjoy	N/A	YES	N/A	N/A	N/A	N/A	N/A
Graham, Kevin	N/A	YES	N/A	N/A	N/A	N/A	N/A
Longman, Anne	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Ramsay, David	YES	N/A	YES	YES	YES	N/A	N/A
Salter, April	YES	YES	YES	NO	NO	N/A	N/A

1	0	6
3	0	4
1	0	6
1	0	6
0	0	7
4	0	3
3	2	2

APPOINTED BY CITY

Dailey, John	N/A	N/A	N/A	N/A	N/A	YES	N/A
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1	0	6
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FSU

Fulkerson, Laurel	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Holmes, Eric	YES	N/A	YES	YES	YES	N/A	N/A

0	0	7
4	0	3

FAMU

Friday-Stroud, Shawnta	N/A	YES	N/A	YES	N/A	N/A	N/A
Bowers, Keith	N/A	N/A	N/A	N/A	YES	N/A	N/A

2	0	5
1	0	6

TCC

Barnes, Tiffaney D	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Moore, Kimberly	YES	N/A	YES	N/A	N/A	YES	N/A

0	0	7
3	0	4

NonBoG members

Campbell, James	N/A	N/A	N/A	N/A	N/A	N/A	YES
Giudice, William	N/A	N/A	N/A	N/A	N/A	N/A	NO
Reid, David	N/A	N/A	N/A	N/A	N/A	N/A	YES
Webb, Mark	N/A	N/A	N/A	N/A	N/A	N/A	YES

1	0	6
0	1	6
1	0	6
1	0	3

Budget by Building

	Budget FY 2020-21								Proposed Budget vs. Current Year Forecast	FY 2019-20				Proposed Budget vs. Current Year Budget	Narrative Note
	Tenants In Common	Knight	Collins	Fuqua Shared	Morgan	Johnson	Phipps	Total Budget		Current Year Forecast	Current Year Budget	Current Year Forecast vs. Current Year Budget	Var. Note		
INCOME															
OPERATING INCOME															
Rent	\$ -	\$ 7,703	\$ 53,562	\$ -	\$ 97,409	\$ 459,656	\$ 128,640	\$ 746,969	\$ (31,824)	\$ 778,793	\$ 778,475	\$ 319	1	\$ (31,506)	a
Common Area Maintenance	62,583	-	-	-	-	-	-	62,583	1,823	60,760	58,990	1,770	2	3,593	
Other Rents	-	-	-	-	-	-	-	-	(150)	150	312	(162)	3	(312)	
EEP Program Income	-	1,000	-	-	-	-	-	1,000	1,000	-	2,400	(2,400)	4	(1,400)	
Other Program Income	-	15,500	-	-	-	-	-	15,500	15,500	-	37,500	(37,500)	5	(22,000)	b
Grant Revenue	-	90,000	-	-	-	-	-	90,000	35,000	55,000	-	55,000	6	90,000	c
Other Income	-	-	-	-	-	-	-	-	(2,309)	2,309	-	2,309	7	-	
TOTAL OPERATING INCOME	62,583	114,203	53,562	-	97,409	459,656	128,640	916,052	19,039	897,013	877,677	19,336		38,375	
NON-OPERATING INCOME															
Interest	40,327	-	-	-	-	-	-	40,327	(35,471)	75,798	96,838	(21,040)	8	(56,511)	d
Operating Expense Reimbursement	-	-	-	30,874	-	-	-	30,874	26,928	3,945	5,615	(1,670)	9	25,258	e
TOTAL NON-OPERATING INCOME	40,327	-	-	30,874	-	-	-	71,201	(8,543)	79,743	102,453	(22,710)		(31,253)	
TOTAL INCOME	102,910	114,203	53,562	30,874	97,409	459,656	128,640	987,252	10,496	976,756	980,130	(3,374)		7,122	
EXPENSES															
OPERATING EXPENSES															
Total Authority Employee Expense	-	458,063	-	-	-	-	-	458,063	27,252	430,811	438,371	(7,560)	10	19,692	g
Total Utilities	672	4,272	38,916	5,706	31,042	31,476	-	112,084	11,606	100,479	104,877	(4,398)	11	7,208	h
Total Maintenance & Repairs	4,200	9,685	59,685	75,905	34,255	36,205	9,194	229,129	166,116	63,013	55,934	7,079	12	173,195	i
Total Cleaning & Improvements	-	-	600	3,700	5,436	32,554	-	42,290	33,885	8,405	23,800	(15,395)	13	18,490	j
Total Services	13,794	12,462	26,589	2,899	19,102	44,366	3,187	122,399	11,104	111,295	119,150	(7,855)	14	3,249	k
Property Administrative															
Audit	-	17,500	-	-	-	-	-	17,500	-	17,500	17,500	-		-	
Phone Service	-	1,956	-	-	-	-	-	1,956	278	1,678	1,200	478		756	
Internet Charge	-	2,910	-	-	-	-	-	2,910	948	1,962	2,574	(612)		336	
Copies	-	600	-	-	-	-	-	600	207	393	600	(207)		-	
Fees/Licenses/Permits	-	204	-	-	-	-	-	204	17	187	204	(17)		-	
Office Supplies	-	1,000	-	-	-	-	-	1,000	330	670	1,200	(530)		(200)	
Office Equipment Maintenance	-	600	-	-	-	-	-	600	500	100	600	(500)		-	
Postage/Delivery	-	60	-	-	-	-	-	60	50	10	60	(50)		-	
Professional Fees	-	21,000	-	-	-	-	-	21,000	5,010	15,991	30,300	(14,310)	15	(9,300)	l
Printing	-	1,380	-	-	-	-	-	1,380	1,135	245	1,380	(1,135)		-	
EEP Program Expenses	-	1,000	-	-	-	-	-	1,000	1,000	-	2,000	(2,000)	16	(1,000)	
Grant Expense	-	35,000	-	-	-	-	-	35,000	32,985	2,015	-	2,015	17	35,000	m
Other Program Expenses	-	13,725	-	-	-	-	-	13,725	10,563	3,162	13,875	(10,713)	18	(150)	
Subscriptions/Dues	-	2,920	-	-	-	-	-	2,920	(119)	3,039	3,345	(306)		(425)	
Travel/Conferences	-	4,500	-	-	-	-	-	4,500	2,545	1,955	9,900	(7,945)	19	(5,400)	n
Marketing/PR	-	8,440	-	-	-	-	-	8,440	6,006	2,434	8,340	(5,906)	20	100	
General Authority Expense	-	1,440	-	-	-	-	-	1,440	182	1,258	1,440	(182)		-	
Other Administrative Expense	-	2,500	-	-	-	-	-	2,500	847	1,653	2,500	(847)		-	
Research Grants	-	50,000	-	-	-	-	-	50,000	50,000	-	25,000	(25,000)	21	25,000	o
Total Property Administrative	-	166,735	-	-	-	-	-	166,735	112,484	54,251	122,018	(67,767)		44,717	
Total Other Expenses (Talcor)	-	10,764	17,316	-	22,620	27,348	10,200	88,248	2,145	86,103	86,112	(9)		2,136	p
Total Insurance & Taxes	1,368	13,470	14,072	-	15,095	18,255	1,826	64,085	3,252	60,833	60,278	554		3,807	q
TOTAL OPERATING EXPENSES	20,033	675,451	157,178	88,210	127,550	190,204	24,407	1,283,033	367,843	915,190	1,010,541	(95,351)		272,492	
NET OPERATING INCOME (LOSS)	82,877	(561,249)	(103,617)	(57,337)	(30,141)	269,452	104,233	(295,781)	(357,347)	61,566	(30,411)	91,977		(265,370)	
Less: Capital Expenditures	(900,000)	-	(10,000)	-	(10,000)	(10,000)	-	(930,000)	(930,000)	-	(30,000)	30,000	22	(900,000)	r
CASH FLOW AFTER CAPITAL TRANSACTIONS	\$(817,123)	\$(561,249)	\$(113,617)	\$(57,337)	\$(40,141)	\$259,452	\$104,233	\$(1,225,782)	\$(1,287,347)	\$ 61,566	\$(60,411)	\$ 121,977		\$(1,165,370)	

Rent Roll

Building	Tenant	Expiration	SF	Rent/SF	Annual Rent	Comments
Collins	Florida Dept of Agriculture	6/30/2022	1926	\$ 16.60	\$ 31,972	No renewals
	QuarryBio	7/31/2022	1070	\$ 17.00	\$ 18,190	(2) 1-year renewals at \$18.50 and \$19.00 per sf
	QuarrySanitizer	MTM	200	\$ 17.00	\$ 3,400	Month-to-month
			<u>3,196</u>		<u>\$ 53,562</u>	
Johnson	National Park Service-SEAC	2/17/2020	17,306	\$ 17.22	\$ 298,042	5 year renewal (60 day out) thru 2/17/2025
	FSU Dept of Anthropology	7/31/2020	11,079	\$ 14.59	\$ 161,614	<i>Extended thru July 31, 2021 (will terminate)</i>
			<u>28,385</u>		<u>\$ 459,656</u>	
Knight	Nhu Energy	7/31/2021	486	\$ 15.85	\$ 7,703	
			<u>486</u>		<u>\$ 7,703</u>	
Morgan	NWRDC	4/30/2025	4,003	\$ 15.12	\$ 60,532	Increases May 1, 2021 and then flat through 2025
	FSU Lab/Offices	5/31/2021	2,085	\$ 16.60	\$ 34,611	(2) 1-year renewal options with 3% increase
	FSU-ISPA	4/30/2021	130	\$ 17.43	\$ 2,266	
			<u>6,218</u>		<u>\$ 97,409</u>	
Phipps	Florida Dept of Transportation	9/30/2022	<u>14,661</u>	\$ 8.77	<u>\$ 128,640</u>	5 year renewal; rent drops \$100k/yr to \$2.00/sf+maint.
			<u>52,946</u>		<u>\$ 746,969</u>	