



Utah Department of
**Government
Operations**

Internal Service Fund Rate Committee

Information Packet for the

September 11, 2025

Rate Committee

Meeting

FY 2027 Proposed Rates

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Agendas

September 11, 2025, Rate Committee Meeting
September 25, 2025, Rate Committee Meeting
(tentative)





State of Utah

SPENCER J. COX
Governor

DEIDRE M. HENDERSON
Lieutenant Governor

Department of Government Operations Executive Director's Office

MARVIN DODGE
Executive Director

DAVID DYCHES
Deputy Director

MARILEE P. RICHINS
Deputy Director

Agenda

Gov Ops FY2027 Internal Service Fund Rate Committee Meeting

DATE: Thursday, September 11th, 2025
TIME: 9:00 AM – 3:00 PM (or until adjourned)
PLACE: Virtual Google Meet: meet.google.com/jte-adkn-rpk
Anchor Location: Taylorsville State Office Building (TSOB)
Tuachan Conference Room (1st Floor)

1. **Committee Business:**
 - a. Welcome
 - b. Review Meeting Protocols
 - c. Approval of minutes from the August 18th, 2025, committee meeting

2. **Presentation by GovOps Internal Service Funds Divisions**
 - a. **Introduction** – Marvin Dodge, Executive Director

 - b. **ISF Overview** – Jake Hennessy, Executive Finance Director

 - c. **Facilities Construction and Management** – Brandon Andersen Assistant Director
- Facilities Management
 1. Presentation
 2. Discussion
 - i. Committee
 - ii. Public Comment
 3. Action Items – Vote on FY 2027 Rates and Rate Changes

 - d. **Technology Services** – Alan Fuller, Chief Information Officer, Division Director, Brandi Frandsen, Finance Director
- Enterprise Technology
 1. Presentation
 2. Discussion
 - i. Committee
 - ii. Public Comment

3. Action Items – Vote on FY 2027 Rates and Rate Changes
- e. Purchasing and General Services** – Windy Aphayrath, Division Director
- Cooperative Contracts Program
 - State and Federal Surplus Property Programs
 - Print Services Program
 - Mail and Distribution Services Program
1. Presentation
 2. Discussion
 - i. Committee
 - ii. Public Comment
 3. Action Items – Vote on FY 2027 Rates and Rate Changes
- f. Fleet Operations** – Cory Weeks, Division Director,
- Motor Pool Program
 - Fuel Network Program
1. Presentation
 2. Discussion
 - i. Committee
 - ii. Public Comment
 3. Action Items – Vote on FY 2027 Rates and Rate Changes
- g. Human Resource Management** – Greg Hargis, Assistant Director, Marie Loosle, Financial Manager II
- HR Services
 - P4P Services
 - Core HR Services
 - Consulting Services
1. Presentation
 2. Discussion
 - i. Committee
 - ii. Public Comment
 3. Action Items – Vote on FY 2027 Rates and Rate Changes
- h. Enterprise Solutions Office** – Jake Hennessy, Executive Finance Director
- HCM/Vantage
1. Presentation
 2. Discussion
 - i. Committee
 - ii. Public Comment
 3. Action Items – Vote on FY 2027 Rates and Rate Changes
- i. Risk Management** – Rachel Terry, Division Director
- Liability Insurance Program
 - Property Insurance Program
 - Auto Physical Damage Program
 - Workers Compensation Program
 - Aviation Program
 - Cyber Liability Program
 - Commercial Auto Program
1. Presentation
 2. Discussion

- i. Committee
 - ii. Public Comment
3. Action Items – Vote on FY 2027 Rates and Rate Changes

- j. Finance – Van Christensen, Division Director**
 - State Travel Program
 - Purchasing Card (P-Card) Program
 1. Presentation
 2. Discussion
 - i. Committee
 - ii. Public Comment
 3. Action Items – Vote on FY 2027 Rates and Rate Changes

Subsequent Meeting

Thursday, September 25, 2025 (if necessary), Tuachan Room 1400, Taylorsville State Office Building, 9:00 a.m.

Committee Members

Greg Paras, Deputy Director, Utah Department of Workforce Services
Tenielle Humphreys, Finance Director, Utah Department of Cultural & Community
Jeff Mottishaw, Finance Director, Utah Department of Corrections
Melanie Henderson, Finance Director, Department of Agriculture and Food
Devin Cook, Finance Director, Utah Department of Commerce
Nate Winters, Deputy Director, Department of Health and Human Services
Duncan Evans, Managing Director of Budget & Operations, Governor's Office of Planning and Budget

ADA Notice: In compliance with the Americans with Disabilities Act, individuals needing special accommodations (including auxiliary communicative aids and services) during this meeting must notify Ms. Melissa Brown at the Department of Government Operations, 4315 S 2700 W FL 3, Salt Lake City, Utah 84129-2138, or call 801-957-7171, at least three (3) business days prior to the meeting.



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Deputy Director

MARILEE P. RICHINS
Deputy Director

Agenda

Gov Ops FY2027 Internal Service Fund Rate Committee Meeting

DATE: Thursday, September 25th, 2025
TIME: 09:00 AM – 03:00 PM
PLACE: **Anchor Location:** Taylorsville State Office Building (TSOB)
Tuachan Conference Room (1st Floor)

1. **Committee Business:**
 - a. Welcome
 - b. Review meeting protocols
 - c. Approval of the minutes of September 11th, 2025, committee meeting
2. **Presentation by GovOps Internal Service Funds Divisions**
 - a. Continuation of items remaining from the September 11, 2025 agenda that may include a discussion of rates for Divisions of:
 - Facilities Construction and Management,
 - Technology Service,
 - Purchasing,
 - Fleet Operations,
 - Human Resource Management,
 - HCM Vantage,
 - Risk,
 - Finance
3. **Committee Comment**
4. **Public Comment**
5. **Action Items** – Vote on FY 2027 modified rates

Committee Members

Greg Paras, Deputy Director, Utah Department of Workforce Services
Tenielle Humphreys, Finance Director, Utah Department of Cultural & Community
Jeff Mottishaw, Finance Director, Utah Department of Corrections
Melanie Henderson, Finance Director, Department of Agriculture and Food
Devin Cook, Finance Director, Utah Department of Commerce
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FY 2027 GovOps Rate Impact Summary



Department of Government Operations

FY 2027 Impacts for Proposed Rates

The Department of Government Operations (DGO) is requesting rate changes for those Internal Service Fund (ISF) programs identified at the top of the table columns. The proposed changes will impact agencies as indicated below. The rates for other DGO ISF programs are not changing.

Agency / Customer	DGO Divisions		Vantage -						Grand Total
	DFCM	DTS	Fleet	Risk	HR	Finance	Purchasing	HCM	
State Agency	8,255,405.64	4,108,667.31	0.00	225,480.80	(1,742,176.41)	(81,605.24)	266,160.24	1,254,969.53	12,286,901.87
011 Senate				(3,330.00)	263.01	(273.76)	947.00	1,161.98	(1,231.77)
012 House of Representatives				(4,840.00)	350.68	(1,375.56)	2,842.00	1,951.16	(1,071.72)
014 Legislative Research & General Counsel		(8.88)		(1,470.00)	0.00	144.00		1,450.77	115.89
015 Legislative Fiscal Analyst		58.30		1,340.00	(175.34)	61.60	947.00	142.82	2,374.38
016 Legislative Auditor General		0.00		20.00	175.34	14.80		1,348.38	1,558.52
017 Legislative Services		(53.28)		4,790.00	526.02	526.00		2,181.11	7,969.85
020 Judicial Branch	1,093,634.26	(222.32)	0.00	156,420.00	2,191.75	(2,891.04)	31,679.00	30,514.46	1,311,326.11
030 Capitol Preservation Board	776,431.59	5,908.37		(7,200.00)	(1,703.15)	236.16	1,894.36	507.15	776,074.48
050 State Treasurer	18,327.23	11,849.36	0.00	(553.20)	939.15	83.68	1,203.00	4,248.25	36,097.47
060 Governor's Office		116,802.58	0.00	(7,790.60)	(9,726.24)	(13,599.68)	6,157.00	8,350.75	100,193.81
063 Governor's Office of Economic Opportunity		17,517.12	0.00	3,150.00	(1,210.49)	629.80	3,875.00	6,085.04	30,046.47
080 Attorney General	0.00	27,717.12	0.00	63,705.00	3,068.45	(2,624.44)	28,518.00	19,290.81	139,674.94
090 Utah State Auditor		16,241.67	0.00	3,551.80	1,402.72	(837.44)	103.00	4,337.60	24,799.35
120 Tax Commission	257,376.93	96,812.77	0.00	925.00	(58,535.22)	1,501.44	4,289.00	16,438.40	318,808.32
130 Career Service Review Office		299.34		(110.00)	(148.10)	72.00	69.00	44.10	226.34
150 Dept of Government Operations	205,180.90	1,026,170.37	0.00	52,062.00	(119,685.27)	(2,557.36)	11,379.44	91,642.72	1,264,192.80
170 Navajo Trust Administration		1,546.65	0.00	1,820.00	(631.42)	(237.40)		1,157.50	3,655.33
180 Dept of Public Safety	157,175.12	274,793.56	0.00	315,192.00	(107,934.81)	(16,658.28)	20,478.00	161,100.65	804,146.24
190 Utah National Guard		5,787.18	0.00	(43,943.20)	(31,246.49)	(543.28)	1,078.00	6,780.75	(62,087.04)
250 Dept of Health and Human Services	847,735.29	959,472.48	0.00	48,675.00	(596,882.71)	(279.60)	58,120.00	137,299.45	1,454,139.91
400 Utah State Board of Education	75,658.19	(105.27)	0.00	(20,140.00)	(67,966.81)	(16,082.80)	474.00	101,286.80	73,124.11
410 Dept of Corrections	3,432,524.27	349,448.61	0.00	3,637.00	(38,120.76)	(11,894.28)	5,703.00	112,778.47	3,854,076.31
430 Board of Pardons & Parole		3,779.64	0.00	2,100.00	(2,944.14)	628.20	1,478.00	1,642.60	6,684.30
450 Dept of Veterans & Military Affairs	80,455.02	(11,178.45)	0.00	(2,190.00)	(446.91)	(80.76)	134.00	2,116.55	68,809.45
480 Dept of Environmental Quality	90,089.09	99,131.60	0.00	(7,430.00)	(26,127.01)	(3,633.76)	1,607.00	11,972.65	165,609.57
510 Utah Board of Higher Education				(3,030.00)					(3,030.00)
540 School & Institutional Trust Fund Office		4,702.79		(260.00)	(2,127.94)	(436.84)		148.90	2,026.91
550 School & Institutional Trust Lands Admin		7,946.21	0.00	(3,080.00)	(2,212.72)	(1,368.84)	947.00	2,056.10	4,287.75
560 Dept of Natural Resources	464,469.91	245,597.05	0.00	(568,317.00)	(120,509.29)	(2,430.68)	607.00	277,081.55	296,498.54
570 Dept of Agriculture & Food		30,204.34	0.00	(48,698.00)	(39,700.83)	4,900.84	1,667.00	4,835.40	(46,791.25)
600 Dept of Workforce Services	368,120.66	242,924.48	0.00	20,880.00	(214,494.14)	745.28	39,641.00	41,782.05	499,599.33
650 Dept of Alcoholic Beverage Services	281,720.00	81,320.27	0.00	(5,670.00)	(100,214.93)	(2,311.80)	947.00	20,915.55	276,706.09
660 Labor Commission		34,809.72	0.00	(1,610.00)	(14,899.30)	285.28	15,159.44	1,957.25	35,702.39
670 Dept of Commerce		64,330.20	0.00	(10,140.00)	(28,121.14)	(1,641.40)	9,473.00	9,139.60	43,040.26
680 Dept of Financial Institutions		7,131.50		(3,360.00)	(1,705.76)	(476.76)	947.00	2,491.40	5,027.38
690 Dept of Insurance	34,878.50	31,641.12	0.00	(200.00)	(6,258.53)	(983.48)	917.00	2,855.35	62,849.96
700 Public Service Commission	1,343.42	2,671.60		20.00	(2,239.36)	(264.32)	255.00	170.95	1,957.29
710 Dept of Corrections						0.00			0.00
710 Dept of Cultural and Community Engagement	65,627.73	40,732.46	0.00	(220.00)	1,832.98	(9,866.72)	3,237.00	13,338.50	114,681.95
810 Dept of Transportation	4,657.53	312,693.93	0.00	275,215.00	(156,957.70)	1,699.96	9,388.00	151,781.80	598,478.52
930 Utah Communications Authority				15,560.00					15,560.00
962 Inland Port Authority		(1.32)	0.00						(1.32)
964 Point of Mtn St Land Authority		194.44				216.00		584.20	994.64
Other	57,693.76	50,700.87	0.00	2,940,033.80			84,388.00		3,132,816.43
Higher Education			0.00	1,290,763.80					1,290,763.80
NS Non-State	57,693.76	50,700.87	0.00	6,260.00			84,388.00		199,042.63
School Districts			0.00	1,643,010.00					1,643,010.00
Grand Total	8,313,099.40	4,159,368.18	0.00	3,165,514.60	(1,742,176.41)	(81,605.24)	350,548.24	1,254,969.53	15,419,718.30



utah
govops
UTAH DEPARTMENT OF GOVERNMENT OPERATIONS

FY2027 ISF Rate Committee Meeting

Date: September 11, 2025

What is an Internal Service Fund?

The State of Utah uses Internal Service Funds (ISF) to account for the financing of goods and services provided by one state agency to another state agency or entity (Utah code 63J-1-410).

- Purpose of the ISFs are to centralize services that are more efficiently provided by a central department rather than having each department duplicate them.
- Benefits of an ISF are ultimately to improve efficiency and create standardization across the state.
- Funding and the goal of the rate process is to set the ISF rates in order to recover costs of the services provided by the programs. Funding comes from charging customers for actual/estimated cost at an estimated zero-based budget. Our goal is to match estimated revenues with estimated costs.

- Calculation
$$ISF\ Rate = \frac{Annual\ budgeted\ expenses\ per\ service}{Projected\ consumption}$$



Rate Setting Process

- **April - June** - Divisions analyze program costs and work with vendors and other service providers in order to forecast potential costs that need to be included in rates.
- **July - August** - Divisions work both internally and with executive leadership to analyze cost drivers and implement reductions to minimize rate impacts as much as possible.
- **September** - Present rate recommendations to the Rate Committee;
 - Committee recommends rates for approval during committee meetings, which are then submitted in fee prep to GOPB,
 - Submit final rate impact to GOPB to apply funding spreads to increase/decrease impacts to agency funding based on changes to rates.
- **October - December** - Work with agencies, GOPB, and LFA to finalize rate numbers and appropriations to align with Governor's budget and the legislative appropriation subcommittee presentations.
- **January** - GovOps presents and seeks rate recommendation approval from the appropriations subcommittee for submission into the fee bill.
- **March** - Fee Bill is approved by legislature;
 - Provides final rate approval,
 - Provides funding appropriations through state general funding or other funding sources.



Division Presentations

As an agency, GovOps has eight ISF programs that will be presenting rates for your consideration and approval.

Divisions Requesting Rate Revisions:

- Division of Facilities Construction and Maintenance
- Division of Technology Services
- Division of Purchasing and General Services
- Division of Human Resource Management
- Enterprise Solutions Office
- Division of Risk Management
- Division of Finance

Division Not Requesting Rate Revisions:

- Division of Fleet Operations

Presentation from all divisions will include a summary of program services, performance, discussion around retained earnings balances, discussion regarding program challenges, and cost drivers built into the rates.

- Compensation assumptions are not included in the rate proposals. Once the session is over and if funding is set aside by the legislature, we will be holding a 2nd rate hearing in June 2026.



Division of Facilities Construction and Management



Brandon Andersen
Assistant Director
Facilities Management

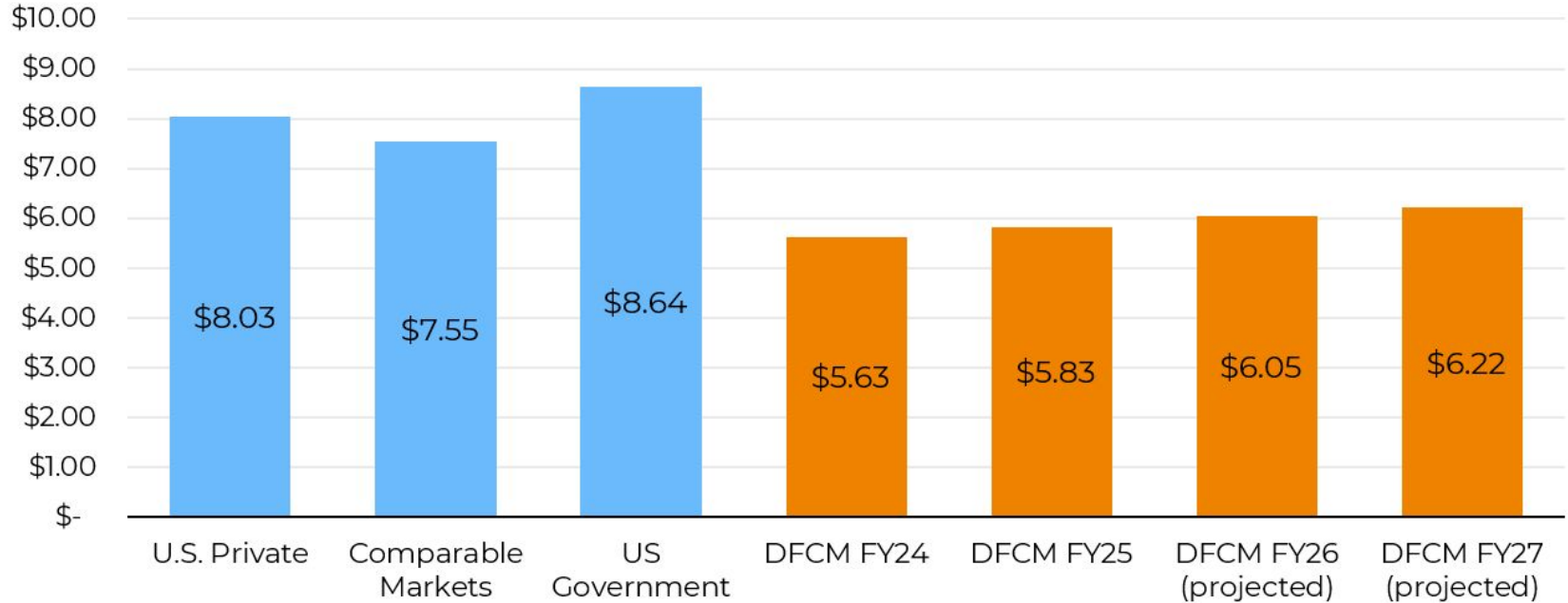
DFCM Facilities Management

- 7,919,578 square feet of managed space (as of end of FY25)
- \$41,084,115 in annual revenue for FY25 to support building operations
- 157 current FTEs statewide
- Mission: Provide full kit building maintenance and operations to state agency partners at a high value that includes trade services, service contract management, landscaping and grounds care, 24/7 emergency response
- We continue to provide services at a value - square footage costs average less than the private sector and US government



Cost Per Square Foot Comparison

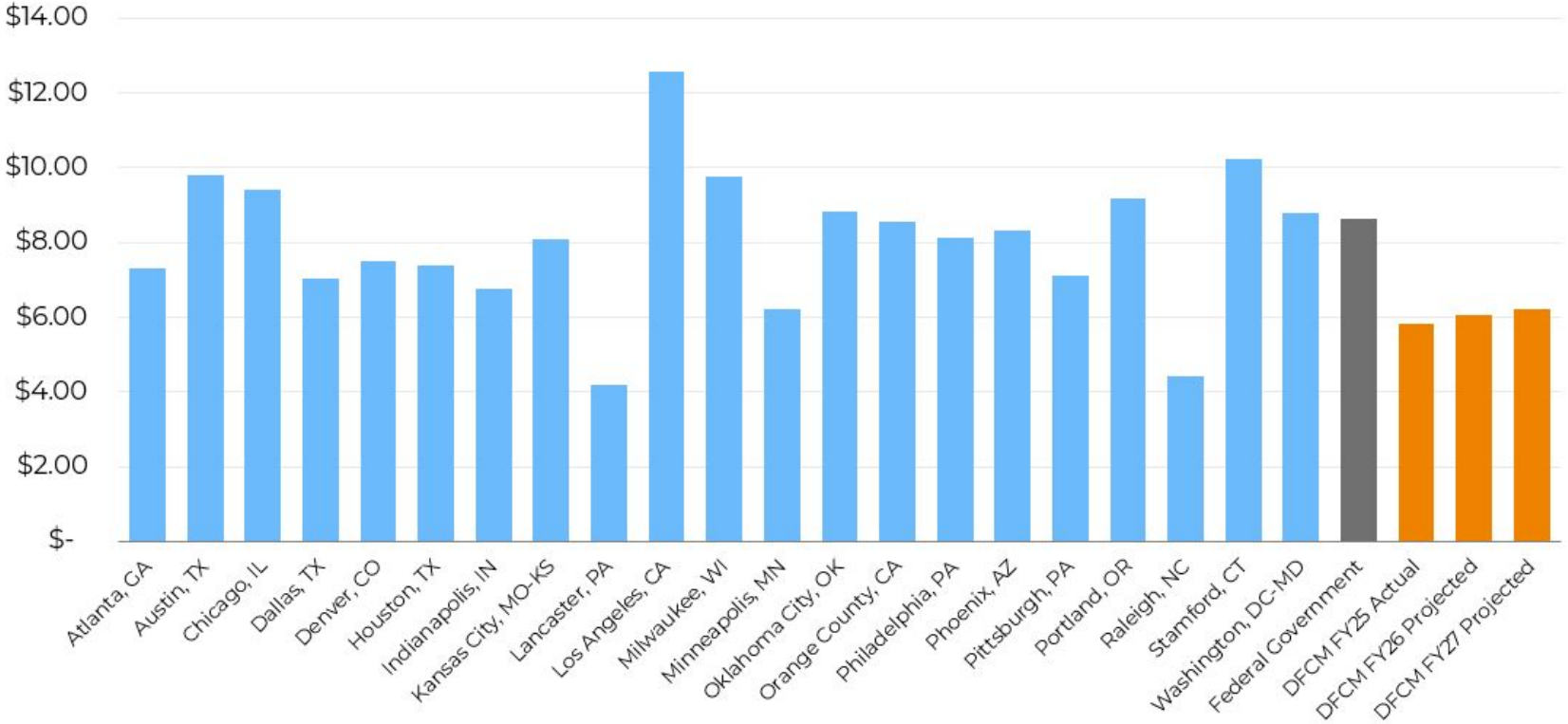
Based on Institute of Real Estate Management (IREM) Data
Calendar Year 2023 Information



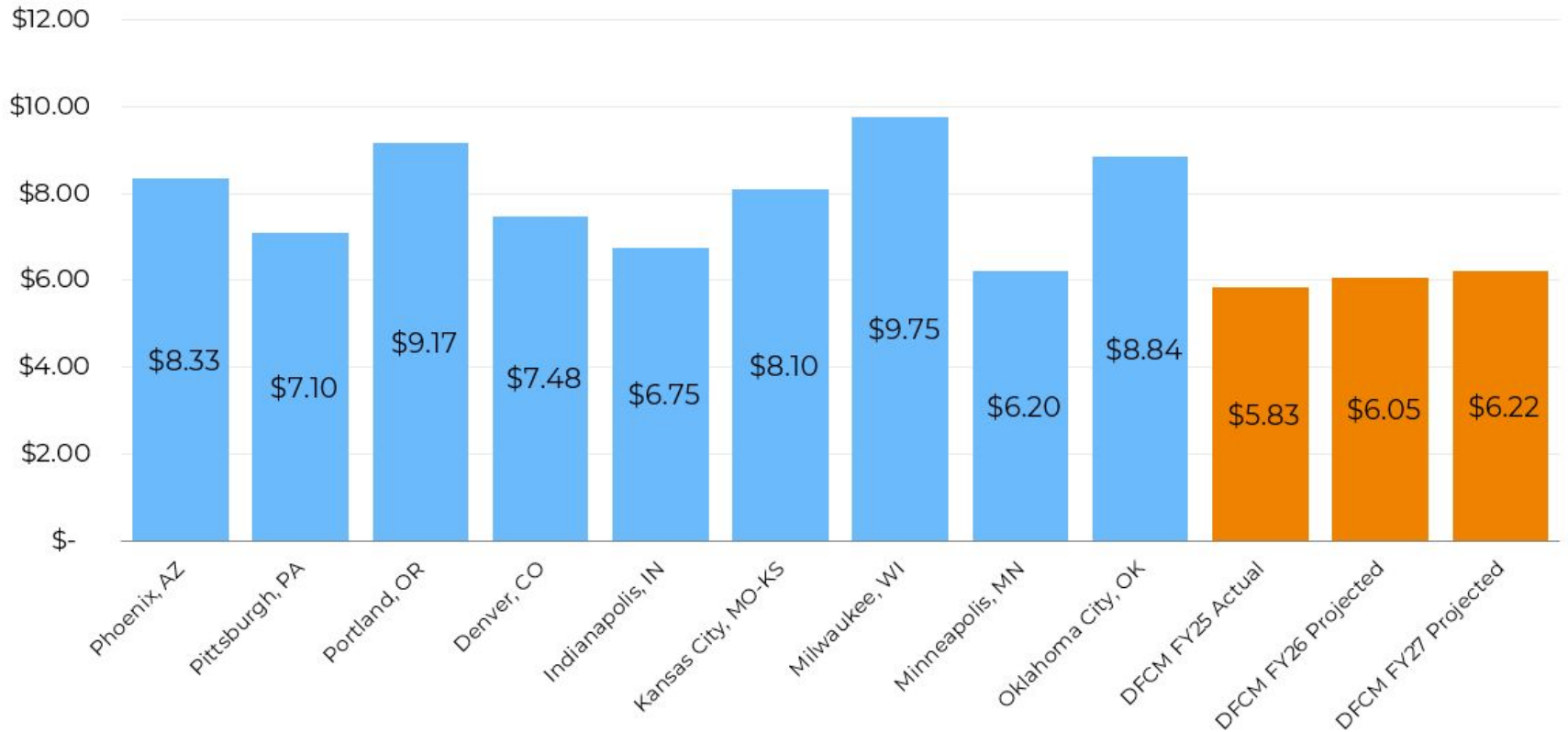
Note: We are using the Institute of Real Estate Management (IREM) for US Private and General Services Admin (GSA.gov) for Federal. IREM's report runs in the third quarter so we are using 2023 data.



Private Sector O&M Costs for FY'23 | Nationwide



Private Sector O&M Costs for FY'23 | Similar Markets

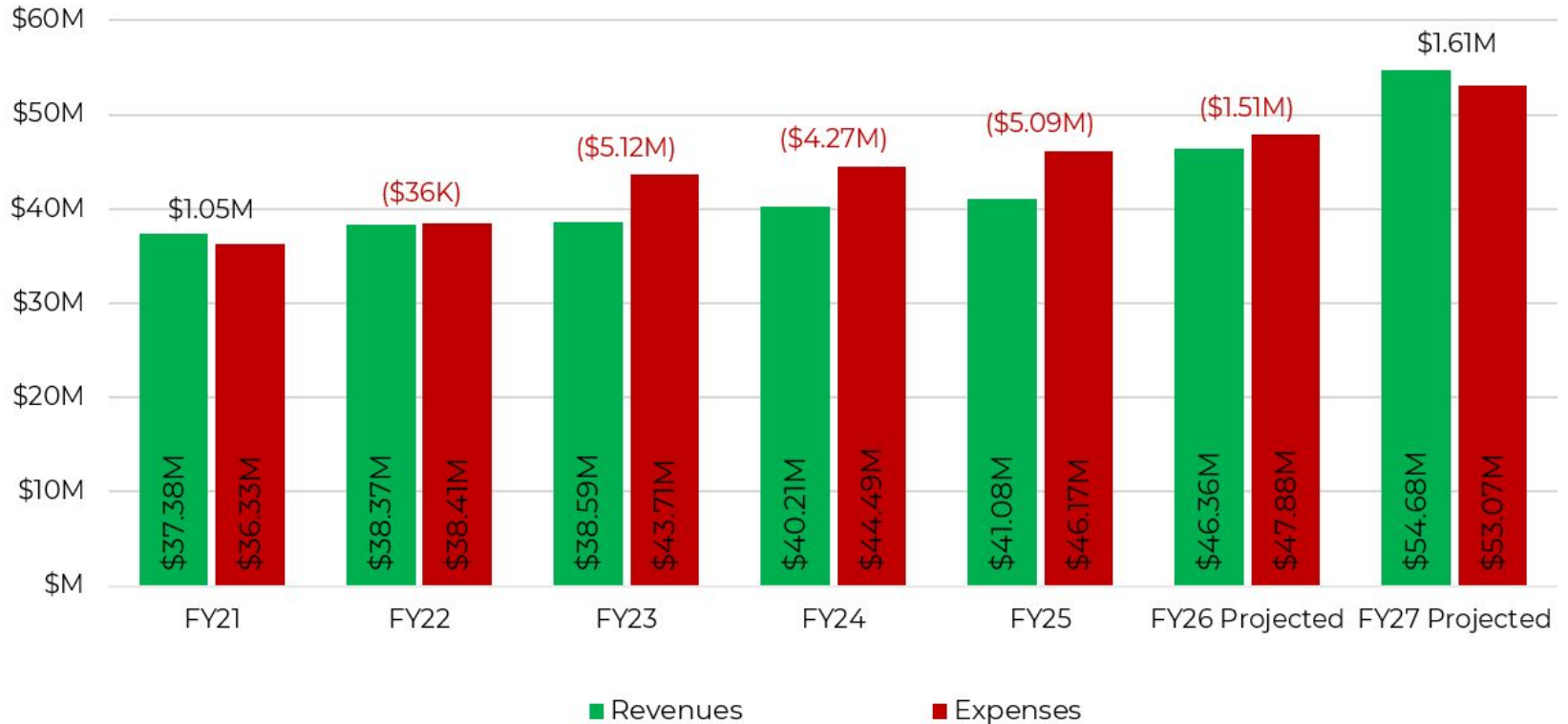


FY2025 at a glance

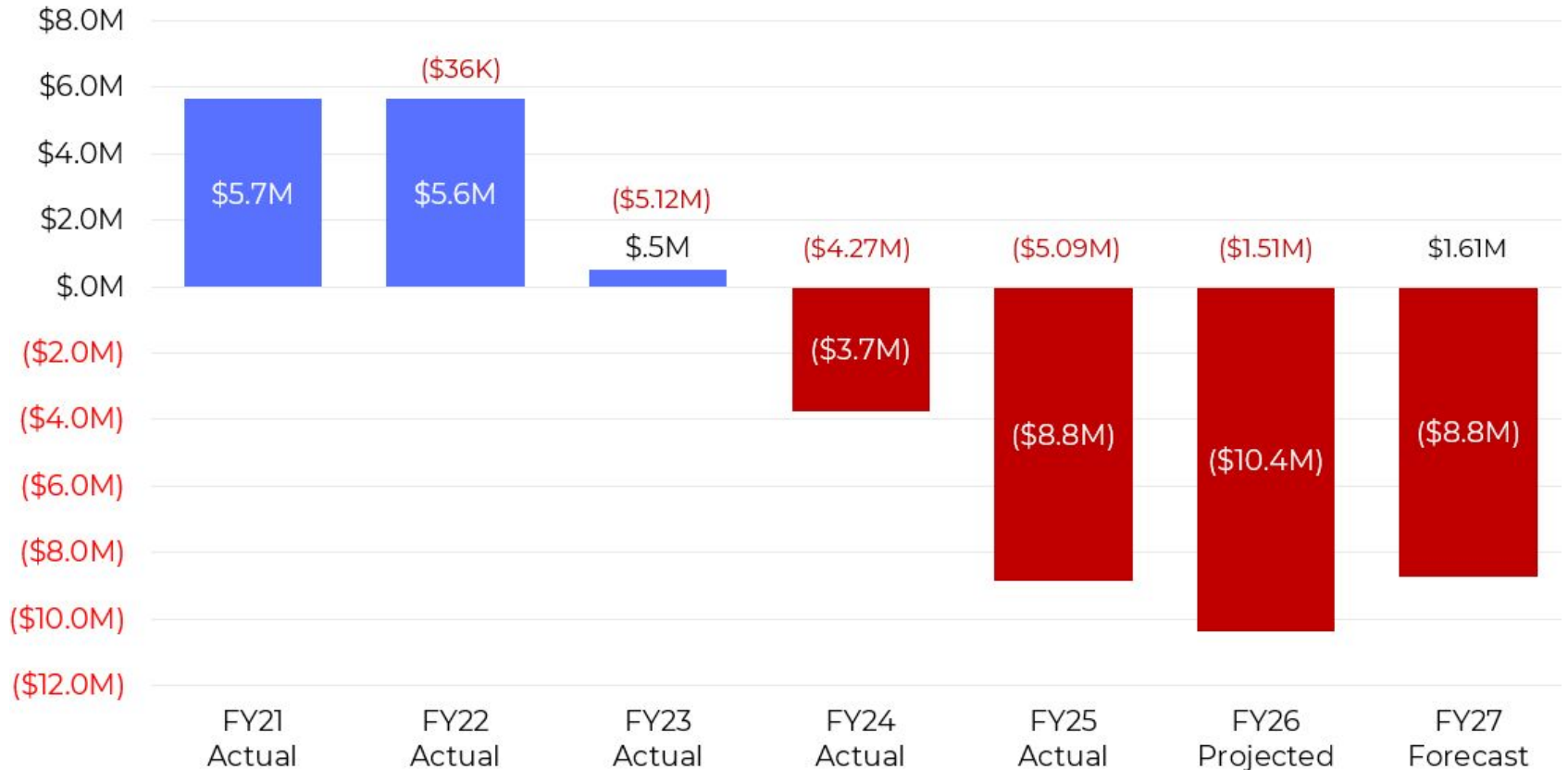
- Beginning FY23 with a \$5.6M RE balance, DFCM assisted agencies with projects, increased compensation, funded the customer request portal, upgraded essential radio equipment, and launched a strategic plan.
- The net loss in FY24 was \$4,278,424 and FY25 was \$5,083,972. Total revenues increased from FY24 to FY25 by \$872,358 and total expenses increased from FY24 to FY25 by \$1,677,906. The retained earnings deficit was \$8,845,242 at the end of FY25.
- Primary drivers of increased costs were personnel expense, utilities expense (excluding natural gas), and insurance expense. The increased costs were partly offset by decreased janitorial expense, decreased building/grounds maintenance expense, and decreased natural gas expense.



DFCM ISF Revenue vs. Expenses FY21 – FY25



Facilities Management Retained Earnings Balance

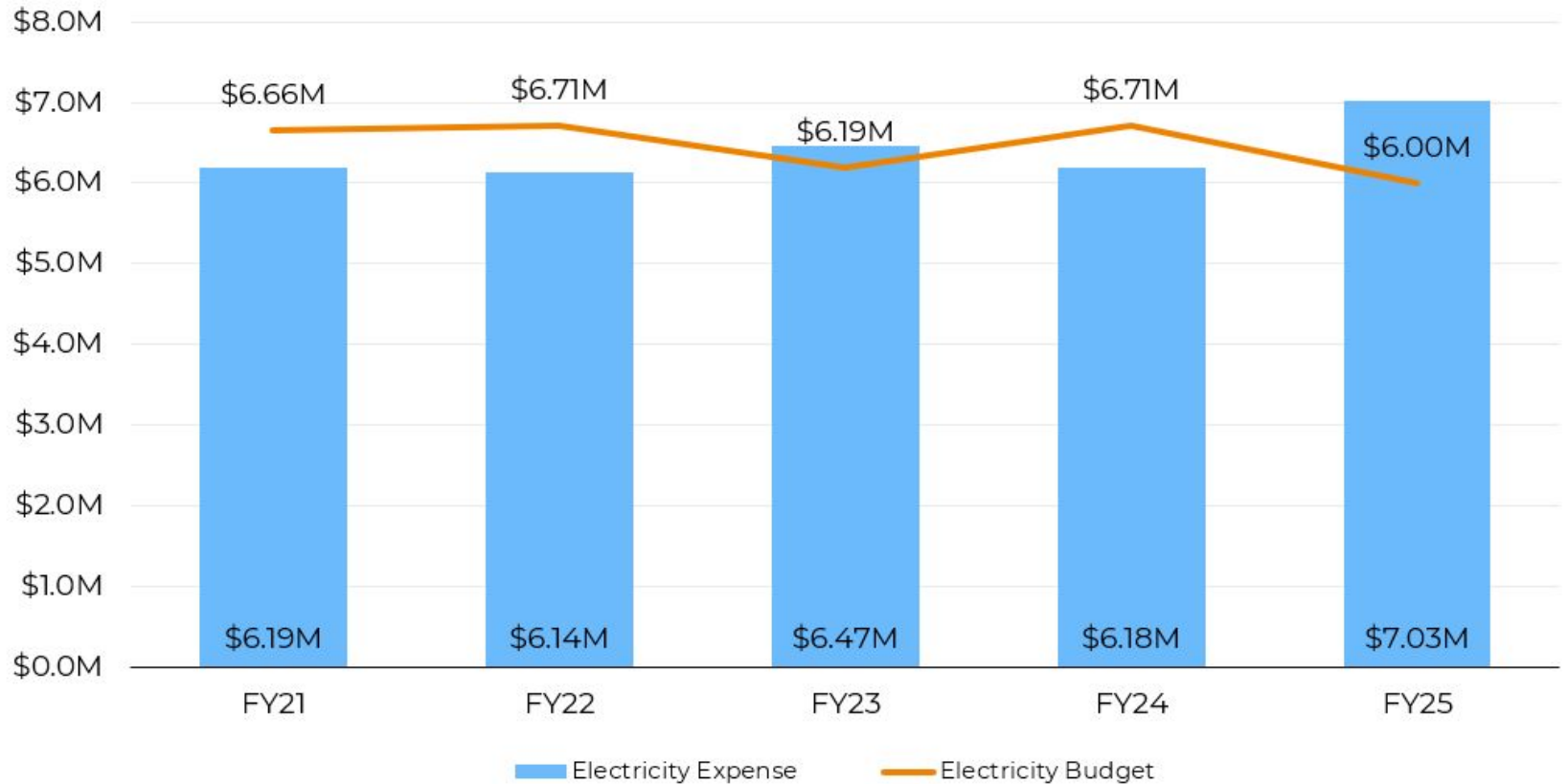


Contributors to Retained Earnings Deficit

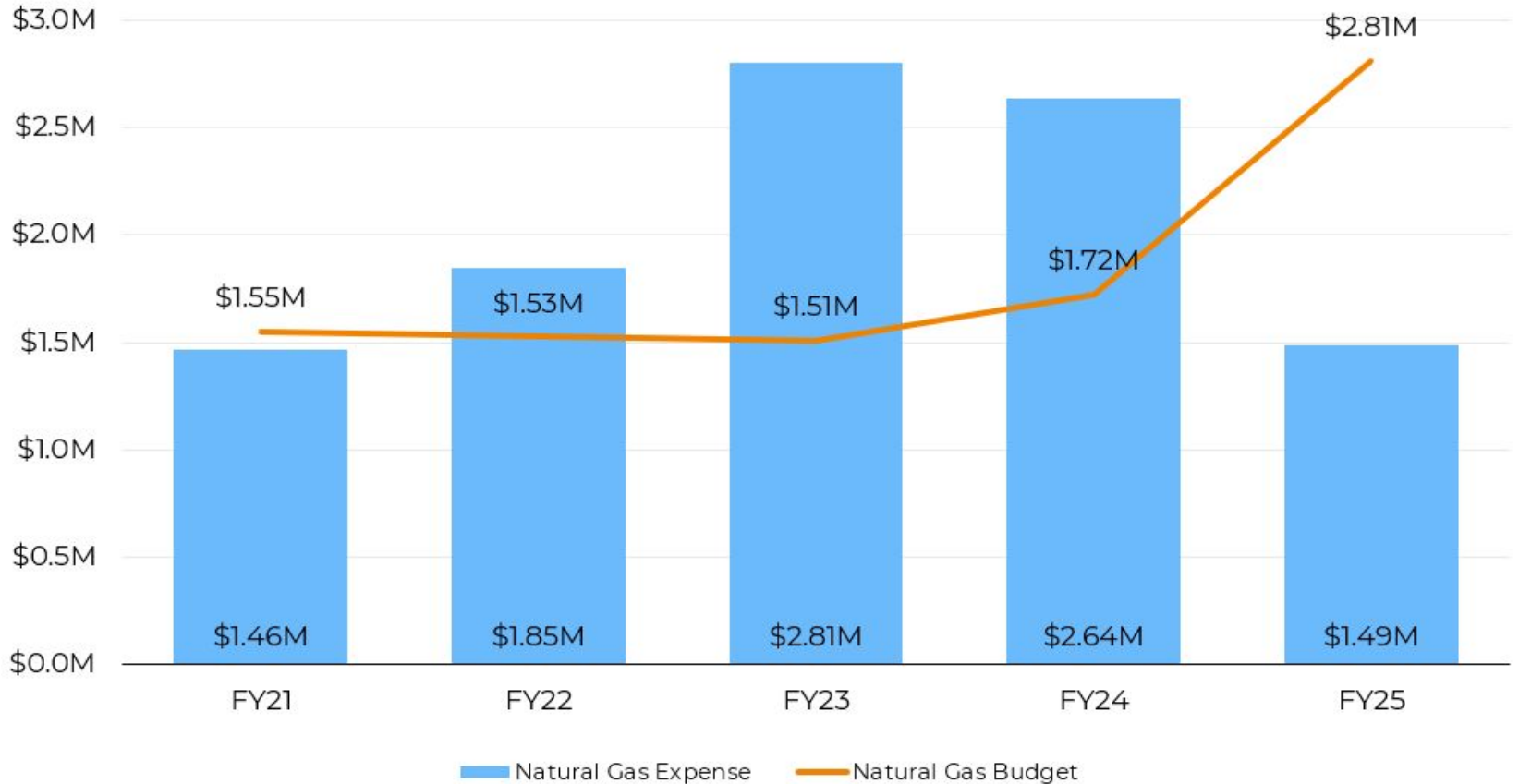
YEAR	CONTRIBUTING FACTOR	COST
FY23	Personnel Expenses (Including Wages, COLA, PFP, Benefits, etc.)	\$1,798,000
FY23	Janitorial Services	\$654,000
FY23	Buildings & Grounds - Supplies, Maint & Repairs	\$1,012,000
FY23	Household Laundry & Janitorial Supplies	\$118,000
FY23	Utilities - Natural Gas	\$960,000
FY23	Utilities - Electricity	\$331,000
FY23	Insurance	\$277,000
FY23	Data Processing Charges	\$101,000
FY23	Vacant Space (leases terminated)	\$667,000
FY24	Personnel Expenses (Including Wages, COLA, PFP, Benefits, etc.)	\$1,261,000
FY24	Security	\$688,000
FY24	Other Small Equipment & Supplies	\$235,000
FY24	Utilites - Water	\$114,000
FY24	Insurance	\$455,000
FY24	Data Processing Charges	\$128,000
FY24	Vacant Space (leases terminated)	\$574,000
FY25	Personnel Expenses (Including Wages, COLA, PFP, Benefits, etc.)	\$1,038,000
FY25	Insurance	\$2,082,000
FY25	Utilities - Electricity	\$844,000
FY25	Utilities - Water	\$187,000
FY25	Utilites - Sewer	\$132,000
FY25	Vacant Space (leases terminated)	\$411,000
Total		\$14,067,000



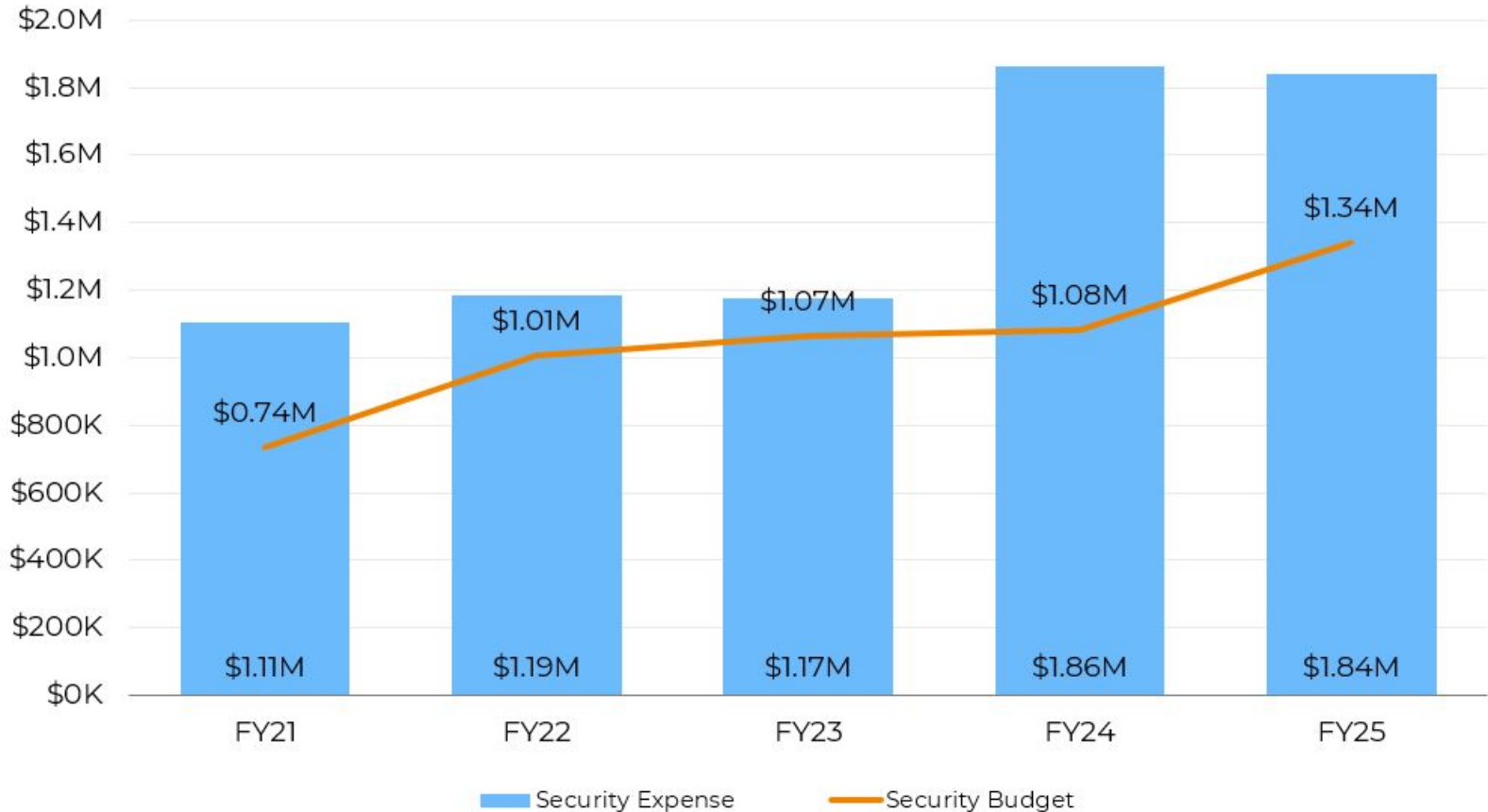
Electricity Budget vs Expense



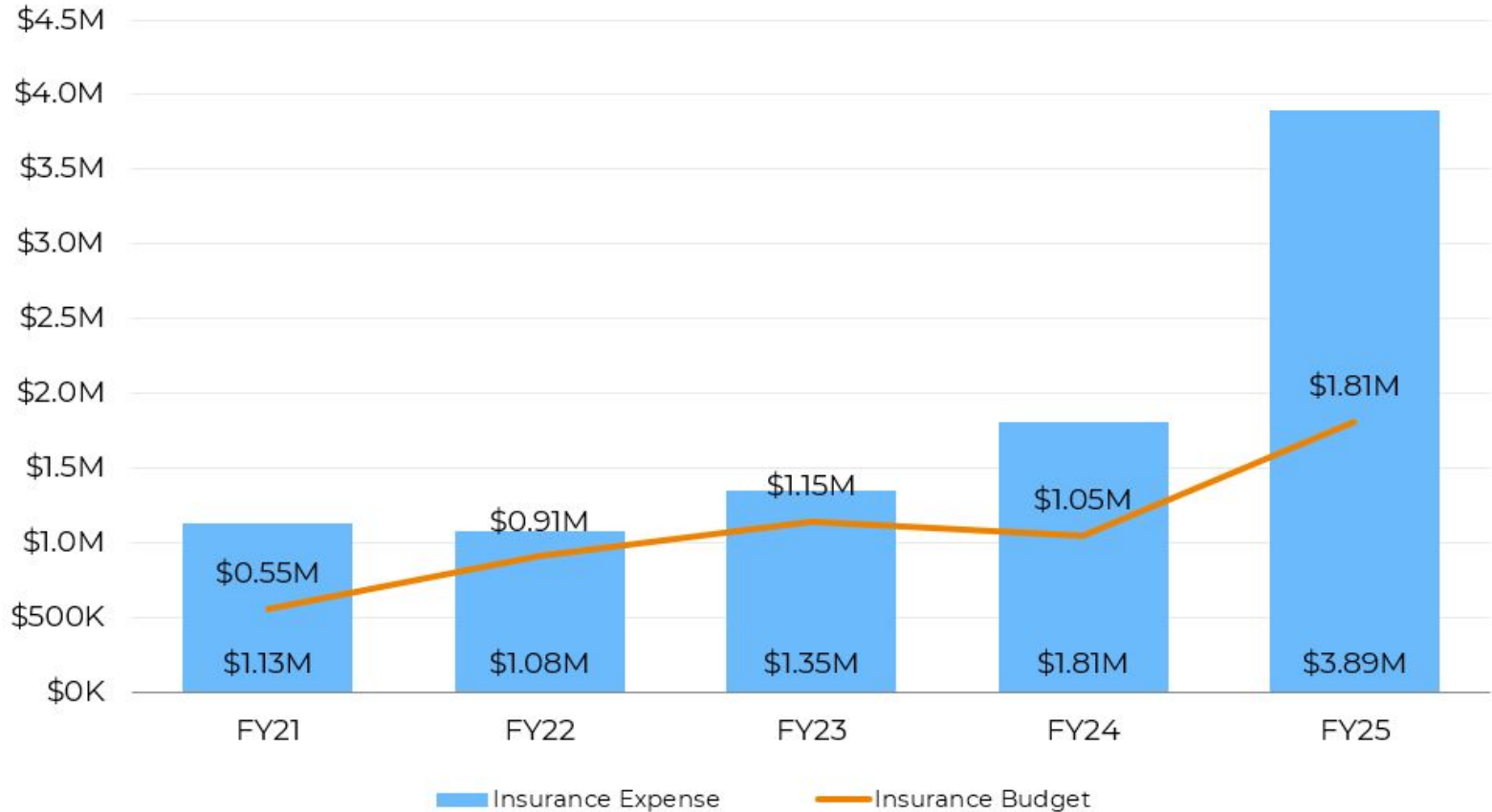
Natural Gas Budget vs Expense



Security Budget vs Expense



Insurance Budget vs Expense



Revenue Reduction Due to Cancelled Leases FY21 – FY25



FY27 Proposed Rate Adjustments for New & Existing Programs

\$4,906,043

Facility	Cost
DGO Fleet & Surplus (Taylorsville)	\$152,996
Lone Peak F&F Admin	\$101,675
Lone Peak F&F Cache	\$21,403
Richfield DNR Cache Warehouse	\$24,606
Manti Courthouse	\$219,737
Manti Bishop's Storehouse	\$10,150
DAQ Vernal	\$18,555
DABS Moab	\$52,520
DABS Roy	\$51,680
DABS Marriott-Slaterville	\$156,720
TOTAL	\$705,842



Proposed Corrections Centers

Proposed New Program Acquisitions in FY27

\$3,407,056

New Program Acquisitions

Facility	Square Feet	Cost
Community Corrections Centers	341,514	\$3,407,056
TOTAL	341,514	\$3,407,056



FY27 Rate Cost Drivers

Total Rate Impact	\$8,313,099
New buildings which DFCM will be taking or have taken over their maintenance	\$ 4,030,099
Personnel costs (including unfunded P4P) increased in FY25 compared to FY24	\$ 1,038,000
Property insurance costs increased 115% in FY25 compared to FY24	\$ 2,082,000
Electricity costs have increased in FY25 compared to FY24	\$ 844,000
Water and sewer costs have increased by 26% in FY25 compared to FY24	\$319,000
Rate Cost Drivers	\$ 8,313,099



FY2027 Rate Recommendation

Facility Management

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Department of Government Operations Fleet & Surplus Property (Taylorsville)	Per building	\$ 152,996.00	\$ -	\$ 152,996.00
Lone Peak Forestry & Fire Admin Building	Per building	\$ 101,675.00	\$ -	\$ 101,675.00
Lone Peak Forestry & Fire Cache Logistics	Per building	\$ 21,403.00	\$ -	\$ 21,403.00
Richfield DNR Cache Warehouse	Per building	\$ 24,606.44	\$ -	\$ 24,606.44
Manti Courthouse	Per building	\$ 219,737.00	\$ -	\$ 219,737.00
Manti Bishop's Storehouse	Per building	\$ 10,150.00	\$ -	\$ 10,150.00
DWS St. George	Per building	\$ 96,452.00	\$ 86,452.00	\$ 10,000.00
Dixie Drivers License	Per building	\$ 77,928.00	\$ 72,928.00	\$ 5,000.00
St. George Tax Commission	Per building	\$ 79,224.00	\$ 64,224.00	\$ 15,000.00
St. George Courts	Per building	\$ 843,938.00	\$ 749,135.17 *	\$ 94,802.83
DNR Cedar City	Per building	\$ 122,790.16	\$ 77,790.16	\$ 45,000.00
Provo Regional Center	Per building	\$ 940,462.06	\$ 839,011.10	\$ 101,450.96
Orem Public Safety	Per building	\$ 150,640.00	\$ 130,640.00	\$ 20,000.00
DNR Price	Per building	\$ 167,625.00	\$ 134,000.61 *	\$ 33,624.39
Price Public Safety	Per building	\$ 110,897.00	\$ 90,897.00	\$ 20,000.00
Payson VA Nursing Home	Per building	\$ 269,105.70	\$ 189,105.70	\$ 80,000.00
West Jordan Courts	Per building	\$ 677,835.00	\$ 557,835.00	\$ 120,000.00
DWS Administration	Per building	\$ 869,317.00	\$ 724,674.02 *	\$ 144,642.98
DWS/DHS - 1385 South State	Per building	\$ 608,430.70	\$ 408,430.70	\$ 200,000.00
Utah State Office of Education	Per building	\$ 535,309.00	\$ 459,650.81 *	\$ 75,658.19
Alcoholic Beverage Services Administration	Per building	\$ 1,079,951.92	\$ 954,951.92	\$ 125,000.00
Vernal Department of Air Quality Building	Per building	\$ 18,555.00	\$ -	\$ 18,555.00
Office of Rehabilitation Services	Per building	\$ 337,416.00	\$ 242,876.23 *	\$ 94,539.77
Cannon Health	Per building	\$ 1,010,515.00	\$ 860,515.00	\$ 150,000.00



FY2027 Rate Recommendation

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
State Library	Per building	\$ 286,749.53	\$ 221,121.80	\$ 65,627.73
State Library Visually Impaired	Per building	\$ 161,243.29	\$ 137,538.65	\$ 23,704.64
State Library State Mail	Per building	\$ 173,009.18	\$ 162,341.55	\$ 10,667.63
Utah State Tax Commission	Per building	\$ 1,200,200.00	\$ 970,200.00	\$ 230,000.00
Tooele Courts	Per building	\$ 419,051.00	\$ 354,051.00	\$ 65,000.00
Salt Lake Government Building #1	Per building	\$ 1,132,934.00	\$ 972,934.00	\$ 160,000.00
Salt Lake Regional Center - 1950 West	Per building	\$ 323,889.98	\$ 250,492.00	\$ 73,397.98
Natural Resources Complex	Per building	\$ 1,055,458.00	\$ 817,296.92	* \$ 238,161.08
Capitol Hill Complex	Per building	\$ 5,152,052.07	\$ 4,376,080.44	* \$ 775,971.63
DHHS Ogden - Academy Square	Per building	\$ 519,285.00	\$ 423,780.40	* \$ 95,504.60
Ogden Courts	Per building	\$ 844,688.00	\$ 651,211.00	* \$ 193,477.00
DWS Ogden	Per building	\$ 226,748.00	\$ 203,748.00	\$ 23,000.00
Public Safety Depot Ogden	Per building	\$ 46,822.00	\$ 34,822.00	\$ 12,000.00
DPS Crime Lab	Per building	\$ 53,325.00	\$ 48,871.85	* \$ 4,453.15
Layton Courts	Per building	\$ 215,896.00	\$ 165,896.00	\$ 50,000.00
DHS Clearfield East	Per building	\$ 187,306.00	\$ 127,306.00	\$ 60,000.00
DWS Clearfield/Davis County	Per building	\$ 268,045.29	\$ 202,043.96	* \$ 60,295.55
Farmington 2nd District Courts	Per building	\$ 781,796.00	\$ 636,388.35	* \$ 145,407.65
Ogden Public Safety	Per building	\$ 136,964.00	\$ 111,964.00	\$ 25,000.00
Clearfield Warehouse C6 - Archives	Per building	\$ 215,411.40	\$ 182,250.98	* \$ 33,160.42
Ogden Juvenile Courts	Per building	\$ 702,940.00	\$ 507,880.22	\$ 195,059.78
Box Elder Brigham City Public Safety	Per building	\$ 146,705.00	\$ 71,705.00	* \$ 75,000.00
Utah State Developmental Center	Per building	\$ 3,348,950.00	\$ 3,098,357.00	\$ 250,593.00
Alcoholic Beverage Services Stores	Per building	\$ 2,754,414.00	\$ 2,597,694.00	\$ 156,720.00

\$4,906,043

* FY26 revised rate approved in June 2025 due to the compensation adjustment



FY2027 Rate Recommendation

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
UDC Admin Building (includes water tank)	Per building	\$ 817,299.00	\$ -	\$ 817,299.00
UDC Fred House	Per building	\$ 188,248.00	\$ -	\$ 188,248.00
UDC Atherton CTC	Per building	\$ 181,262.00	\$ -	\$ 181,262.00
UDC Bonneville CCC	Per building	\$ 298,846.00	\$ -	\$ 298,846.00
UDC Fortitude TC	Per building	\$ 496,224.00	\$ -	\$ 496,224.00
UDC Northern Utah CCC	Per building	\$ 430,220.00	\$ -	\$ 430,220.00
UDC Orange Street CCC	Per building	\$ 212,613.00	\$ -	\$ 212,613.00
UDC Timpanogos TC	Per building	\$ 336,057.00	\$ -	\$ 336,057.00
UDC Central Valley Office	Per building	\$ 269,358.00	\$ -	\$ 269,358.00
UDC Behavioral Health Treatment Center	Per building	\$ 176,929.00	\$ -	\$ 176,929.00

\$3,407,056



* FY26 revised rate approved in June 2025 due to the compensation adjustment

Rate Committee Action

Action to Approve FY27 ISF Rates	Slide Number or Reference	Change (rounded)
Approve Rate Adjustments for 50 programs	Slide 22-23	\$4,906,043
Approve rates for new program acquisition	Slide 24	\$3,407,056
Approve all other existing rates	2025 SB0008S01, Lines 8591- 8729	–



Secondary Discussion

Utah Correctional Facilities

Facility	Square Feet	Cost
Utah State Correctional Facility	1,261,763	\$12,602,254
Central Utah Correctional Facility	581,936	\$7,986,814
TOTAL	1,843,699	\$20,589,068



Scott D. Sandall proposes the following substitute bill:

State Agency Fees and Internal Service Fund Rate Authorization and Appropriations

2025 GENERAL SESSION STATE OF UTAH

Chief Sponsor: Scott D. Sandall

House Sponsor: Walt Brooks

8591	Division of Facilities Construction and Management -	
8592	Facilities Management - Department of Government	
8593	Operations - DFCM	
8594	Cultural & Community Engagement MSS	39,964.25
8595	Box Elder Brigham City Public Safety	71,705.00
8596	Garage-Apprentice Electrician (per Hour)	35.00
8597	Manti Courthouse	179,040.00
8598	Garage-Lead Journey Maintenance (per Hour)	104.00
8599	Manti Bishop's Storehouse	5,149.02
8600	Garage-Groundskeeper III (per Hour)	75.00
8601	Taylorsville State Office Building	3,685,143.88
8602	SLC VA Nursing Home	40,667.90
8603	Garage-Groundskeeper I (per Hour)	59.00
8604	Provo Courts/Terrace	1,320,997.88
8605	DEQ Building	139,935.63
8606	Unified Lab #2	865,836.54
8607	DNR Cedar City	77,790.16
8608	Ogden VA Nursing Home	52,945.37
8609	Garage-Facilities Manager / Coord II (per Hour)	110.00
8610	Clearfield Warehouse C6 - Archives	180,411.40
8611	Spanish Fork Veterinary Lab	83,644.03
8612	Utah Arts Collection	43,900.00
8613	West Jordan Courts	557,835.00
8614	Payson VA Nursing Home	189,105.70
8615	Chase Home	103,349.00
8616	Utah State Office of Education	455,309.00
8617	Garage-Journey Plumber (per Hour)	99.00
8618	Clearfield Warehouse C7 - DNR/DPS	102,837.00
8619	Garage-Grounds Supervisor (per Hour)	79.00
8620	Vernal Drivers License	45,627.00
8621	Calvin Rampton Complex	1,867,074.00
8622	Garage-Journey Electrician (per Hour)	111.00
8623	Vernal DNR Regional	104,660.00
8624	Utah State Developmental Center	3,098,357.00
8625	Garage-Electronics Resource Group (per Hour)	87.00
8626	Cannon Health	860,515.00
8627	Lone Peak Forestry & Fire	45,820.65
8628	N UT Fire Dispatch Center	63,282.66
8629	Garage-Groundskeeper II (per Hour)	70.00
8630	Garage-Journey HVAC (per Hour)	109.00

8631	Garage-Journey Maintenance (per Hour)	91.00
8632	Vernal Juvenile Courts	59,950.00
8633	Utah State Tax Commission	970,200.00
8634	Veteran's Memorial Cemetery	69,504.00
8635	Ivins VA Nursing Home	134,064.39
8636	Alcoholic Beverage Services Stores	2,597,694.00
8637	Brigham City Regional Center	573,808.00
8638	Vernal 8th District Court	293,649.00
8639	Alcoholic Beverage Services Administration	954,951.92
8640	Garage-Maintenance Supervisor (per Hour)	103.00
8641	Wasatch Courts	11,518.56
8642	Price Public Safety	90,897.00
8643	Ogden Juvenile Courts	502,940.00
8644	Garage-Mechanic (per Hour)	70.00
8645	Juab County Court	76,798.00
8646	Archives Building	166,335.00
8647	Department of Government Operations Surplus Property	88,350.00
8648	Capitol Hill Complex	4,302,052.07
8649	Garage-Journey Boiler Operator (per Hour)	108.00
8650	Cedar City Courts	217,777.00
8651	Dixie Drivers License	72,928.00
8652	Fairpark Driver's License Division	61,571.00
8653	Garage-Support Specialist (per Hour)	84.00
8654	Garage-Administrative Staff (per Hour)	85.00
8655	Rio Grande Depot	244,431.35
8656	Brigham City Courts	464,409.00
8657	Heber M. Wells Building	1,391,559.00
8658	Garage-Journey Carpenter (per Hour)	62.96
8659	Garage-Temp Groundskeeper (per Hour)	40.00
8660	Garage-Apprentice Maintenance (per Hour)	84.00
8661	Ogden Radio Shop	16,434.00
8662	Tooele Courts	354,051.00
8663	Vernal Division of Services for People with Disabilities	31,330.00
8664	Taylorsville Center for the Deaf	310,681.60
8665	Unified Lab	977,445.00
8666	State Library	221,121.80
8667	State Library Visually Impaired	137,538.65
8668	State Library State Mail	162,341.55
8669	St. George Tax Commission	64,224.00
8670	Salt Lake Regional Center - 1950 West	250,492.00
8671	Salt Lake Government Building #1	972,934.00
8672	Richfield Courts	183,176.68
8673	Public Safety Depot Ogden	34,822.00
8674	Provo Regional Center	839,011.10
8675	Provo Juvenile Work Crew	96,932.77
8676	Richfield Regional Center	127,720.00
8677	Ogden Courts	644,688.00
8678	Ogden Juvenile Probation	211,134.00

8679	Navajo Trust Fund Administration	194,041.00
8680	Office of Rehabilitation Services	237,416.00
8681	Layton Courts	165,896.00
8682	Moab Regional Center	142,533.00
8683	Logan 1st District Court	491,267.00
8684	Glendinning Fine Arts Center	43,691.00
8685	Division of Services for the Blind and Visually Impaired	
8686	Training Housing	58,225.00
8687	Farmington 2nd District Courts	631,796.00
8688	Driver License West Valley	107,076.00
8689	Cedar City Regional Center	132,008.00
8690	Adult Probation and Parole Freemont Office Building	269,358.00
8691	Salt Lake Courts Complex	2,478,876.00
8692	Natural Resources Complex	805,458.00
8693	Governor's Mansion	315,712.00
8694	Highland Dr Regional Center	706,126.40
8695	DNR Price	132,625.00
8696	Richfield Dept. of Technology Services Center	52,887.00
8697	St. George Courts	743,938.00
8698	Orem Region Three Department of Transportation	213,420.00
8699	Ogden Regional Center	979,265.27
8700	Murray Highway Patrol	276,738.00
8701	Ogden Public Safety	111,964.00
8702	Orem Public Safety	130,640.00
8703	DCFS - Orem	145,792.00
8704	Natural Resources Richfield (Forestry)	136,508.14
8705	St. George DPS	87,572.00
8706	Department of Public Safety	
8707	DPS Crime Lab	48,325.00
8708	DPS Drivers License	185,577.00
8709	DPS Farmington Public Safety	142,652.00
8710	Human Services	
8711	Vernal DHHS	74,117.00
8712	DHHS Ogden - Academy Square	419,285.00
8713	DHS Clearfield East	127,306.00
8714	Work Force Services	
8715	DWS/DHS - 1385 South State	408,430.70
8716	DWS Administration	719,317.00
8717	DWS Call Center	200,317.00
8718	DWS Cedar City	143,461.00
8719	DWS Vernal	73,702.00
8720	DWS St. George	86,452.00
8721	DWS Provo	195,970.00
8722	DWS Ogden	203,748.00
8723	CCE - Heritage & Arts	135,640.00
8724	DWS Metro Employment Center	347,721.00
8725	DWS Brigham City	65,904.00
8726	DWS Richfield	58,072.00

8727	DWS Clearfield/Davis County	199,529.00
8728	DWS South County Employment Center	222,121.00
8729	DWS Logan	255,088.00



Pro Forma Financial Statements

Property Management

FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
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BALANCE SHEET

ASSETS

CASH & CASH EQUIVALENTS	9,323	9,782	9,552	9,667
ACCOUNTS RECEIVABLE	5,967	216,854	75,081	99,301
DUE FROM OTHER FUNDS	370,757	-	380,026	389,526
INVENTORIES	-	-	-	-
PREPAID EXPENSES	226	-	-	-
TOTAL CURRENT ASSETS	386,272	226,636	464,659	498,494

DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM (3305)	132,065	100,781	70,781	40,781
TOTAL OTHER ASSETS	132,065	100,781	70,781	40,781

LAND / LAND IMPROVEMENTS	-	-	-	-
CONSTRUCTION IN PROGRESS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	768,911	768,911	768,911	768,911
INTANGIBLE ASSETS - SOFTWARE	120,000	120,000	120,000	120,000
ACCUMULATED DEPRECIATION	(801,848)	(828,691)	(856,204)	(884,406)
TOTAL CAPITAL ASSETS	87,063	60,220	32,706	4,505

TOTAL ASSETS	605,400	387,638	568,147	543,780
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LIABILITIES & FUND EQUITY

VOUCHERS PAYABLE	2,152,292	2,958,869	2,521,165	2,544,109
ACCRUED LIABILITIES	778,870	15,628	460,372	418,290
UNEARNED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	1,267,968	6,157,601	7,776,050	6,189,260
DUE TO OTHER FUNDS (5916)	167,540	100,781	173,494	147,272
CONTRACTS NOTES PAYABLE - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	4,366,670	9,232,880	10,931,081	9,298,931

REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-

TOTAL LIABILITIES	4,366,670	9,232,880	10,931,081	9,298,931
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CONTRIBUTED CAPITAL	-	-	-	-
RETAINED EARNINGS - DESIGNATED	-	-	-	-
RETAINED EARNINGS/(RETAINED DEFICIT)	(3,761,270)	(8,845,242)	(10,362,934)	(8,755,151)
TOTAL FUND EQUITY / NET ASSETS	(3,761,270)	(8,845,242)	(10,362,934)	(8,755,151)

TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	605,400	387,638	568,147	543,780
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INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)

Rate Impact

TOTAL OPERATING REVENUES (after proposed rate impacts)	40,210,790	41,083,656	46,364,040	54,677,139
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PERSONAL SERVICES (5101-5300)	14,959,550	15,997,535	16,957,387	19,157,315
TRAVEL EXPENSE (6001-6057)	24,265	17,941	18,390	18,850
CURRENT EXPENSE (6115-6296)(6407) (6730) (6753) (7901)	28,490,485	29,102,431	29,829,992	32,790,328

CURRENT EXPENSE - DATA PROCESSING (6500-6595 & 6467-6480)	771,654	696,419	713,829	731,675
DEPRECIATION EXPENSE (6792)	34,113	26,843	27,514	28,202
OTHER EXPENSES (SWCAP) (7520-7523-7595)	207,818	325,502	333,640	341,981
TOTAL OPERATING EXPENSES	44,487,885	46,166,671	47,880,752	53,068,351
TOTAL OPERATING INCOME (LOSS)	(4,277,095)	(5,083,015)	(1,516,712)	1,608,788
GAIN (LOSS) ON SALE OF FIXED ASSETS (2777)	474	-	-	-
INTEREST INCOME (4584)	492	459	471	483
INTEREST EXPENSE (6264)	(2,295)	(1,416)	(1,452)	(1,488)
PROPERTY LEASES (2805)	-	-	-	-
FEDERAL GRANTS/SPECIAL GRANTS/COVID/CARES	-	-	-	-
NON-FEDERAL GRANTS (2934)	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT (7593)	-	-	-	-
OPERATING TRANSFERS IN (OUT) (8500)	-	-	-	-
NET INCOME (LOSS)	(4,278,424)	(5,083,972)	(1,517,692)	1,607,783

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	32,750,258	28,822,827	23,767,114	22,278,387
Total Cash from Sales	40,541,436	41,083,656	46,364,040	54,677,139
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources - Lease Payments (code 2805)	-	-	-	-
Other Sources - Interest Earnings	492	459	471	483
TOTAL SOURCES OF CASH	40,541,928	41,084,115	46,364,511	54,677,622
Cash Used for Operations	(44,453,773)	(46,139,828)	(47,853,238)	(53,040,149)
Payments for Capital Assets	(15,587)	-	-	(130,000)
State Appropriations	-	-	-	-
Other Uses - Federal Refund	-	-	-	-
TOTAL USES OF CASH	(44,469,360)	(46,139,828)	(47,853,238)	(53,170,149)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	28,822,827	23,767,114	22,278,387	23,785,859

Division of Technology Services



Alan Fuller Brandi Frandsen
Chief Information Officer Finance Director
DGO Technology Services

DTS Service Performance

- ▷ Application development and support and online services for residents
 - Over 1,200 applications
- ▷ Cybersecurity and data security
 - Whole of state cybersecurity plan
- ▷ State network and wifi
 - Over 450 locations
- ▷ Data center and servers, cloud hosting
 - 3,400 servers: 2,600 cloud and 800 on-premise
- ▷ Computer support for state employees
 - Over 22,000 computers
- ▷ Mapping and GIS services
 - Over 6 million requests per month for geospatial data



Challenges

- ▷ Security threats
- ▷ Inflation - rising costs
- ▷ Legacy applications and technical debt
- ▷ Changes in agency consumption patterns
- ▷ Federal uncertainty
- ▷ Retained Earnings
- ▷ Compensation increases
- ▷ Staggered pricing in contracts (receiving less discounts in current contract years)
- ▷ Declining consumption of printing, wired communication, and on-premise hosting services



2020-2025 Inflation

24.69% CPI

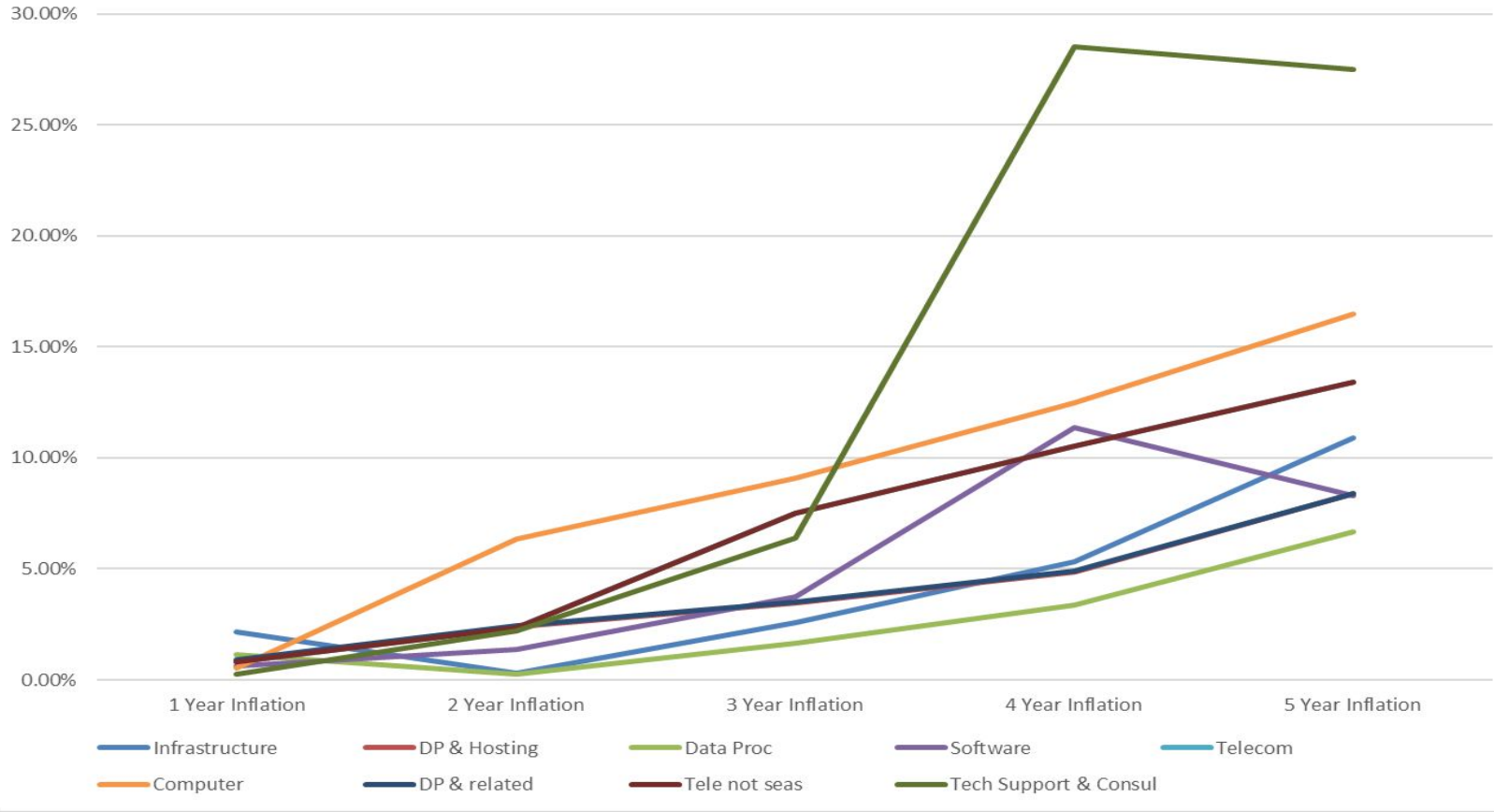
*Consumer Price Index for All Urban Consumers: All Items in U.S. City Average (CPIAUCSL)
<https://fred.stlouisfed.org/series/CPIAUCSL>

27.48% Producer Price Index for Technology

*Producer Price Index by Commodity: Professional Services (Partial): Information Technology (IT) Technical Support and Consulting Services (Partial) <https://fred.stlouisfed.org/series/WPU45610101>



5 Year Inflation (2020-2025)



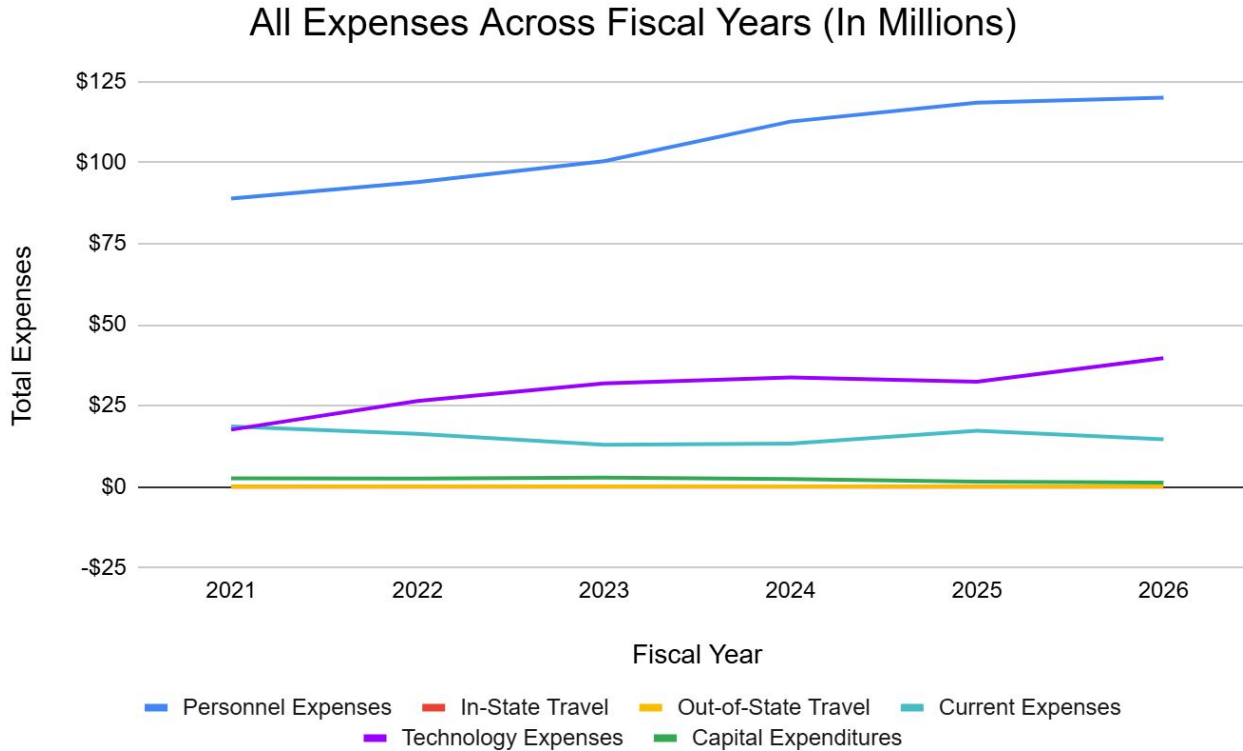
Source: U.S. Federal Reserve

ISF- \$189 Million

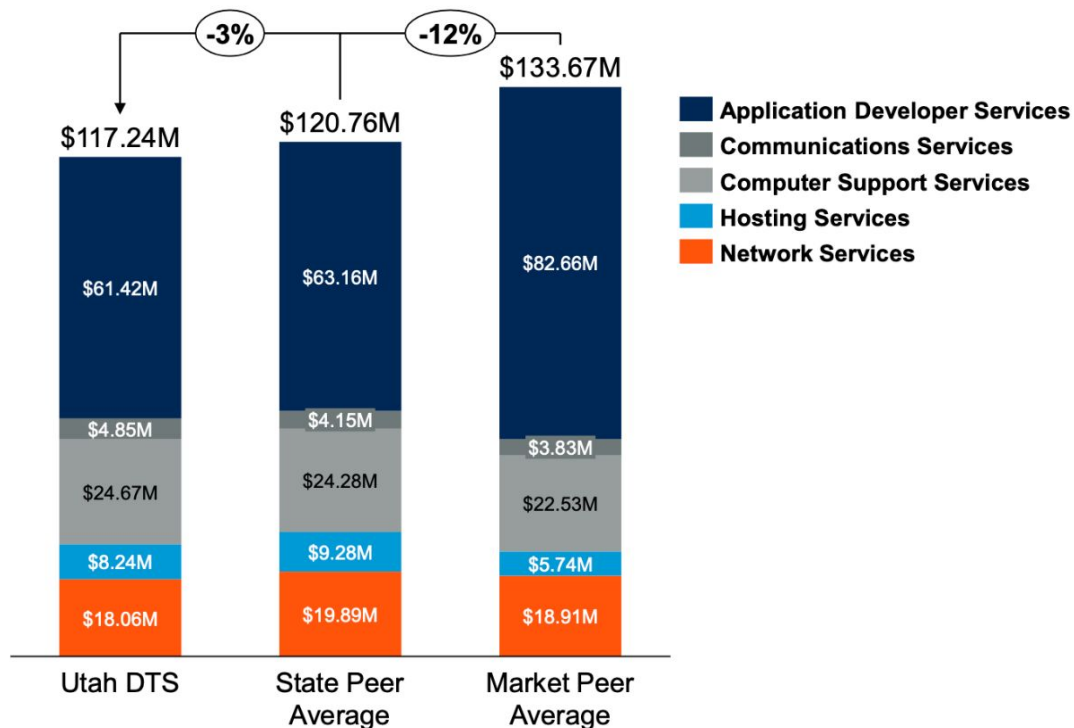
▷ Application	\$66.8 million
▷ Edge	\$28.6 million
▷ Network/Voice	\$26.8 million
▷ Hosting	\$18.5 million
▷ Security	\$17.4 million
▷ Admin	\$7.4 million
▷ Finance	\$2.9 million
▷ Enterprise Products	\$7.6 million
▷ Enter. Software	\$6.6 million
▷ IT Directors other overhead	\$4.1 million
▷ Data Centers/Print	\$2.9 million



Expenses (in millions)



DTS rates are below State and Market comparisons for the in-scope benchmarked metrics



- DTS Application Developer spending is the largest area of cost recovery in scope and is below State and Market Peer Average.
- Communications Services and Computer Support Services are higher than State and Market Peer Average.
- Hosting Services are lower than State Peer Average but higher than Market Peer Average. Within Hosting Services, Rack Space Services are lower than State and Market Peer Average.
- Network Services are slightly lower than State and Market Peer Average.

RESTRICTED

DTS Cost Savings Actions

We have tightened our belts to reduce expenses as much as possible:

- ▷ Maintained FTE
- ▷ Reduced other expenses
 - Palo Alto discount (\$334K)
 - Increase in AWS savings (\$382K)
 - DaaS Citrix / Patch my PC contract change (\$238K)
 - Removing GVCE maintenance (\$208K)
 - Fortinet and MS SQL licensing decreases (\$207K)
 - Training / Travel / Conventions / Peripherals reductions



Retained Earnings

Retained Earnings

- ▷ Retained earnings types
 - Retained earnings recorded on balance sheet eligible for general use
 - Federal: Retained earnings adjusted for allowable costs per federal rule
- ▷ Retained earnings are constrained by federal rules
 - DTS is allowed to keep 45 days of operating expenses
- ▷ Use retained earnings for:
 - Rate shortfalls, since they are set 1.5 years in advance
 - Cost variability
 - Demand changes
- ▷ If no retained earnings, DTS must borrow against general fund
 - Borrowing capability is restricted



Retained Earnings FY2025

DTS Service	Fed Allowed Amount	DTS Federal Amount (est)	Under/Over Fed. Amount		Balance Sheet Retained Earnings
Desktop	\$4.6M	\$(0.34) M	\$5.0M		\$0.3 M
Hosting	\$2.6 M	\$1.16 M	\$1.5 M		\$1.7 M
Application Development	\$9.9 M	\$(4.2) M	\$14.1 M		\$(2.7) M
Printing	\$0.9M	\$(0.05) M	\$0.14 M		\$(0.04) M
Communication	\$ 1.1M	\$2.6M	\$1.48 M		\$2.8 M
Network	\$2.6 M	\$(2.1) M	\$4.7 M		\$(2.0) M
Security (Forgerock)	\$1.7 M	\$6.0 M	\$4.3 M		\$6.5 M



Retained Earnings Comparison 2024-2025

DTS Service	FY24 RE	FY25 RE (estimated)
Desktop	\$2,147,832	\$285,933
Hosting	\$1,098,302	\$1,718,267
Application Development	\$112,811	\$(2,747,821)
Printing	\$95,330	\$(37,126)
Communication	\$2,687,081	\$2,812,909
Network	\$94,951	\$(2,043,478)
Security (Forgerock)	\$4,413,289	\$6,532,390



Retained Earnings

	FY21	FY22	FY23	FY24	FY25 (est)
Vantage RE	\$17,040,439	\$15,537,578	\$15,751,465	\$10,649,595	\$6,521,074
FY 26-27 Forgerock Obligation					(\$4,200,000)
TOTAL					\$2,321,074



FY2027 Proposed Rates

FY2027 Rates

[See Rate Sheet](#)

2.2% overall increase



What's included in the User Rate?

- Google Email and Collaboration Tools
- Security Support (Authentication Services)
- Adobe Pro/Sign
- Active Directory License



User Rate

FY2026 approved rate: \$40.93

FY2027 proposed rate: \$47.10

Microsoft EMS G3 / G5	\$0.72
Google Workspace contract	\$2.28
Adobe Pro/Sign Usage Increase	\$0.84
Other increases (Forgerock, Silverfort, Twilio, Virtu, Identity Manager)	\$1.67
Organization changes and FTE realignment	\$0.94
Change in counts	\$0.15
Turnover savings	\$-0.50
Misc changes	\$0.07
<i>Total</i>	<i>\$6.17</i>



What's included in the Device Rate?

- Computer and Helpdesk Support
- Network Connection (internet service provider, system service provider, virtual private network)
- Security Support
- Security Assessment and Remediation
- System Center Configuration Manager (SCCM) License



Device Rate

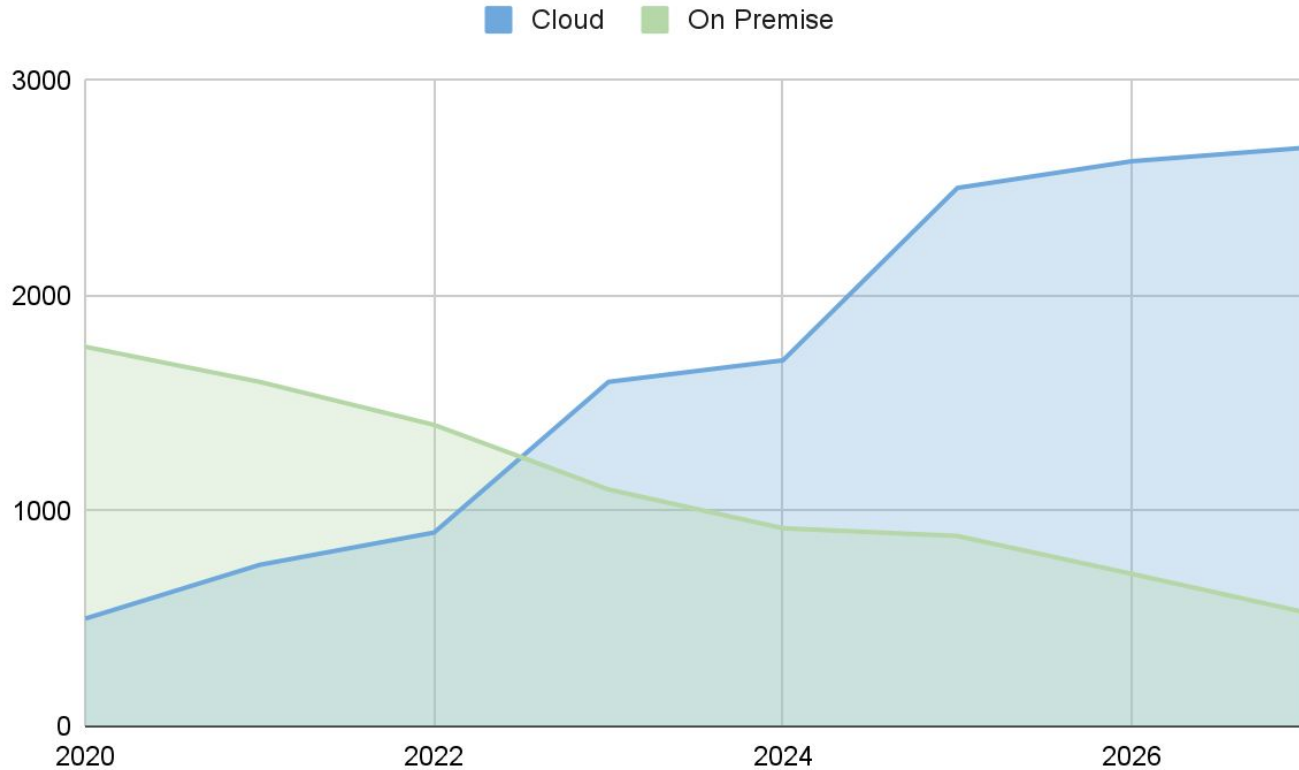
FY2026 approved rate: \$203.87

FY2027 proposed rate: \$206.20

Organization changes and FTE realignment	\$-4.64
Software increases (Microsoft EMS G3, InfoBlox, CVE, Forescout, etc.)	\$5.22
Security Assessment & Remediation, Absolute & Proactive Insights	\$2.90
Tonaquint Data Center & hardware refreshes	\$1.48
Overhead & allocation	\$4.08
Device count change	-\$1.40
Turnover savings	-\$4.70
Misc changes	-\$0.61
<i>Total</i>	<i>\$2.33</i>



Migration to the Cloud



Hosting Rate - CPU

FY2026 approved rate: \$38.47

FY2027 proposed rate: \$52.94

Counts Changes	\$18.17
Software Changes	-\$0.65
On-Premise Hardware Replacement	\$2.19
Other Expense Changes	-\$4.54
Turnover Savings	-\$0.70
<i>Total</i>	<i>\$14.47</i>



Hosting Rate - Storage

FY2026 approved rate: \$0.0341

FY2027 proposed rate: \$0.0703

Counts Changes	\$0.0212
Software Changes	\$0.0036
Nimble Capital Purchase	\$0.0097
Other Expense Changes	-\$0.0005
Previous Year RE Changes	\$0.0033
Turnover Savings	-\$0.0011
<i>Total</i>	<i>\$0.0362</i>



Rate Cost Drivers

Total Rate Impact	\$ 4,159,400.00
Server maintenance for offsite servers	\$ (22,000.00)
DTS VoIP reductions	\$ (74,500.00)
Patch my PC contract change	\$ (101,000.00)
Removed Fortinet licensing from budget	\$ (115,500.00)
Consolidated ConvergeOne contract	\$ (124,100.00)
DaaS Citrix RDS contract renegotiation	\$ (137,400.00)
Cancellation Mobichord Consulting	\$(40,000)
Variable expense decrease including peripherals, bus pass, travel, and other current expense	\$(97,400)
CenturyLink rates decreased for toll-free usage	\$ (205,000.00)
Removed GCVE maintenance from budget	\$ (208,300.00)
Increase in AWS savings plan budget	\$ (382,000.00)
Cloud expense adjustments based on agency demand	\$ (475,800.00)
Internal billing elimination	\$ (857,300.00)
ServiceNow expense moved to Citizen Portal	\$ (873,900.00)



Rate Cost Drivers (Continue)

Large users migrating off of on-premise hosting causing significant drop in counts	\$1,107,900.00
Enterprise Software Cleanup	\$750,500.00
Google Workspace contract renewal with increased expense	\$680,700.00
Microsoft EMS G3 / G5 contract changes	\$633,300.00
Other software/hardware maint changes under \$100k (120+ changes)	\$589,300.00
Security Assessment and Remediation Tools	\$400,000.00
Department Overhead Allocation Increase	\$299,400.00
Increase in CVE SmartNet (Cisco Support Services) for growth	\$294,500.00
Tonaquint Data Center Space/Power Costs	\$290,000.00
Absolute security software	\$259,300.00
Cost increase due to Adobe Pro/Sign usage	\$252,500.00
Rubrik maintenance upgrade	\$228,000.00
New capital purchases for network hardware refresh	\$223,600.00
Increase cost estimates for SWCAP	\$220,300.00



Rate Cost Drivers (Continue)

InfoBlox contract renewal with increased expense	\$202,200.00
Increase to technology data processing costs	\$195,400.00
On-prem replacement server hardware	\$174,300.00
Increase in Forgerock identity and access management platform	\$140,800.00
New F5 environment	\$130,000.00
Proactive Insights	\$124,300.00
Gartner Technical Professional Licensing	\$123,200.00
Operations and Management ISF increases	\$121,700.00
Increase in Forescout hardware/software support	\$120,400.00
Increase in Twilio SMS and SMPT	\$114,700.00
Oracle price increases	\$101,200.00
Hosting increases for Forgerock migration	\$66,100.00
Added Journey Team to UEM budget	\$30,000.00
Total Cost Drivers	\$4,159,400.00



FY2027 Rate Recommendation

Seat Rates

Rate Name	Service Unit	FY2027 Proposed		FY2026 Approved		Amount Change
		Rate	Rate	Rate	Rate	
User Rate	Email/Month	\$47.10	\$40.93	*	\$6.17	
Device Rate	Device/Month	\$206.20	\$203.87	*	\$2.33	

Application Developer Rates

Rate Name	Service Unit	FY2027 Proposed		FY2026 Approved		Amount Change
		Rate	Rate	Rate	Rate	
Tier 1	Hour	\$91.02	\$91.02	*	\$0.00	
Tier 2	Hour	\$105.01	\$105.01	*	\$0.00	
Tier 3	Hour	\$126.45	\$126.45	*	\$0.00	
Tier 4	Hour	\$144.37	\$144.37	*	\$0.00	
Intern	Hour	\$25.50	\$25.50	*	\$0.00	



* FY26 revised rate approved in June 2025 due to the compensation adjustment

FY2027 Rate Recommendation

Communication and Phone Services

Rate Name	Service Unit	FY2027 Proposed		FY2026 Approved		Amount Change
		Rate	Rate	Rate	Rate	
Business Phone Line VoIP	Line/Month	\$23.35	\$25.57	*		(\$2.22)
Toll Free Usage	Minute	\$0.0246	\$0.0338	*		(\$0.0092)
Contact Center	Core License/Month	\$45.31	\$45.67	*		(\$0.36)
Mobile Technician Labor	Hour	\$106.50	\$106.32	*		\$0.18

Computer Support Services

Rate Name	Service Unit	FY2027 Proposed		FY2026 Approved		Amount Change
		Rate	Rate	Rate	Rate	
DaaS AWS	Cost Plus 10%	Cost Plus 10%	Cost Plus 10%			\$0.00
DaaS Citrix/GCP	Device/Month	\$59.28	\$53.68	*		\$5.60
On-Call Support	SBA	SBA	SBA			\$0.00

Database Services

Rate Name	Service Unit	FY2027 Proposed		FY2026 Approved		Amount Change
		Rate	Rate	Rate	Rate	
OracleDatabaseHostingCoreModel	SBA	SBA	SBA			\$0.00
OracleDatabaseHostingSharedModel	SBA	SBA	SBA			\$0.00
Database SQL	GB/Month	\$11.80	\$10.19	*		\$1.61



* FY26 revised rate approved in June 2025 due to the compensation adjustment

FY2027 Rate Recommendation

Hosting Services - Private Cloud

Rate Name	Service Unit	FY2027 Proposed	FY2026 Approved	Amount Change
		Rate	Rate	
Processing CPU	CPU/Month	\$52.94	\$38.47 *	\$14.47
Memory	GB/Month	\$9.17	\$7.46 *	\$1.71
General Purpose Storage	GB/Month	\$0.0703	\$0.0341 *	\$0.0362
Back-up Services	GB/Month	\$0.1202	\$0.0968 *	\$0.0234
Data Center Rack Space - Full Rack	Rack/Month	\$936.86	\$936.86	\$0.00
Data Center Rack Space - Rack U	Rack U/Month	\$31.23	\$31.23	\$0.00
Cloud Hosting and Storage Services	Actual Cost	Actual Cost	Actual Cost	\$0.00
Cloud Infrastructure	Hour	\$2.69	\$2.93 *	(\$0.24)

Network Services

Rate Name	Service Unit	FY2027 Proposed	FY2026 Approved	Amount Change
		Rate	Rate	
Network Services - IoT	Connection/Month	\$9.82	\$9.82	\$0.00
Network Services - 10GB	Connection/Month	\$341.96	\$329.12 *	\$12.84

Print Services

Rate Name	Service Unit	FY2027 Proposed	FY2026 Approved	Amount Change
		Rate	Rate	
Secure Application Print	Image	\$0.0411	\$0.0332 *	\$0.0079



* FY26 revised rate approved in June 2025 due to the compensation adjustment

FY2027 Rate Recommendation

Miscellaneous Services

Rate Name	Service Unit	FY2027 Proposed Rate	FY2026 Approved Rate	Amount Change
DTS Consulting Charge	Hour	See Application Developer Table Above	See Application Developer Table Above *	\$0.00
Consultant Services (Managed Service Provider)	N/A	Cost + 3%	Cost + 3%	\$0.00
Enterprise Software (Adobe, Microsoft, Salesforce, ServiceNow, etc.)	N/A	Cost + 10%	Cost + 10%	\$0.00
Other Technical Services	N/A	Cost + 10%	Cost + 10%	\$0.00
Integration Hub - Apigee	SBA	SBA	SBA	\$0.00
Website Hosting and Maintenance	Website/Month	\$425.00	\$425.00	\$0.00

UGRC Services

Rate Name	Service Unit	FY2027 Proposed Rate	FY2026 Approved Rate	Amount Change
GPS Subscriptions	Subscription/Year	\$600.00	\$600.00	\$0.00
GIT Professional Labor	Hour	See Application Developer Table Above	See Application Developer Table Above *	\$0.00
Sub-Contractor Imagery Data Usage Fee	**User/Year	\$125.00	\$0.00	\$125.00



* FY26 revised rate approved in June 2025 due to the compensation adjustment

FY2027 Rate Recommendation

Special Billing Rates for Other Entities

Rate Name	Service Unit	FY2027 Proposed		FY2026 Approved		Amount Change
		Rate	Rate	Rate	Rate	
Computer & Helpdesk	Device/Month	\$89.86	\$88.76	*	\$1.10	
AD P1 Licenses	License/Month	\$4.54	\$4.54		\$0.00	
Adobe Pro/Sign	Device/Month	\$3.80	\$2.94		\$0.86	
Google Email and Collaboration Tools	Account/Month	\$14.90	\$11.57	*	\$3.33	
Network Connection	Device/Month	\$85.49	\$82.28	*	\$3.21	
Security Support/IAM	Device/Month	\$64.24	\$58.07	*	\$6.17	
Cyber Liability Insurance	Monthly Cost	\$297.08	\$297.08		\$0.00	
Network Connection - Non-Cabinet Agen	Device/Month	\$101.55	\$96.80	*	\$4.75	



* FY26 revised rate approved in June 2025 due to the compensation adjustment

Rate Committee Action

Action to Approve FY27 ISF Rates	Slide Number or Reference	Change (rounded)
Approve Rate Adjustments	Slide 53-57	\$4,159,400
Approve all other existing rates	2025 SB0008S01, Lines 6507- 6570	–



Scott D. Sandall proposes the following substitute bill:

State Agency Fees and Internal Service Fund Rate Authorization and Appropriations

2025 GENERAL SESSION STATE OF UTAH

Chief Sponsor: Scott D. Sandall

House Sponsor: Walt Brooks

LONG TITLE

General Description:

This bill supplements or reduces appropriations otherwise provided for the support and operation of state government for the fiscal year beginning July 1, 2025 and ending June 30, 2026.

6507	Enterprise Technology Division - Department of	
6508	Government Operations	
6509	Oracle Database Hosting (per SBA)	Special Billing Agreement
6510	Application Developer Rate	
6511	Tier 1 (per Hour)	87.89
6512	Tier 2 (per Hour)	101.40
6513	Tier 3 (per Hour)	122.11
6514	Tier 4 (per Hour)	139.50
6515	Intern (per Hour)	25.47
6516	Communications and Phone Services	
6517	Business Phone Line VoIP (incl. Softphone & LD) (per Line/Month)	24.96
6518	Toll Free Usage (per Minute)	0.0336
6519	Contact Center (per Core License/Month)	44.64
6520	Technician Hourly Rate (per Hour)	102.92
6521	Computer Support Services	
6522	On-Call Support (per SBA)	Special Billing Agreement
6523	DaaS AWS (per Cost + 10%)	Direct Cost + 10%
6524	DaaS Citrix/GCP (per Device/Month)	53.39
6525	Database Services	
6526	Database SQL (per GB/Month)	9.97
6527	Hosting Services	
6528	Processing (CPU) (per CPU/Month)	37.53
6529	Memory (per GB/Month)	7.28
6530	General Purpose Storage (per GB/Month)	0.0327
6531	Back-up Services (per GB/Month)	0.0946
6532	Data Center Rack Space - Full Rack (per Rack/Month)	936.86
6533	Data Center Rack Space - Rack U (per Rack U/Month)	31.23
6534	Cloud Hosting and Storage Services	Actual Cost
6535	DTS Cloud Infrastructure (per Application Developer Hour)	2.85
6536	Miscellaneous Services	
6537	DTS Consulting Charge (per Hour)	Table
6538	Tier 1: \$87.89/hr; Tier 2: \$101.40/hr; Tier 3: \$122.11/hr; Tier 4:	
6539	\$139.50/hr	
6540	Consultant Services (Managed Service Provider) (per Direct Cost + 3%)	Direct Cost + 3%

6541	Enterprise Software (per Cost + 10%)	Up to Cost + 10%
6542	Website Hosting & Maintenance (per Website/Month)	425.00
6543	Apigee Integration Hub (per SBA)	Special Billing Agreement
6544	Other Technical Services (per Cost + 10%)	Cost + 10%
6545	Network Services	
6546	Network Connection - Internet of Things (per Connection/Month)	9.82
6547	Network Services - 10 GB (per Connection/Month)	323.72
6548	Print Services	
6549	Secure Application Print (per Image)	0.0326
6550	Seat Rate Services	
6551	Device Rate (per Device/Month)	198.87
65523	User Rate (per Email/Month)	40.41
6554	Special Billing Rates for Other Entities	
6555	AdobePro/Sign* (Non-Seat Rate) (per Device/Month)	2.94
6556	Authentication License (Non-Seat Rate) (per License/Month)	4.54
6557	Computer and Helpdesk Support (Non-Seat Rate) (per Device/Month)	86.02
6558	Cyber Liability Insurance (per Year)	3,565.00
6559	Google Email and Collaboration Tools (Non-Seat Rate)__(per Account/Month)	11.51
6560	Network Connection (Non-Seat Rate)_ (per Device/Month)	80.93
6561	Network Connection - Non-Cabinet Agencies (per Device/Month)	95.20
6562	Security Support/IAM (Non-Seat Rate)_ (per Device/Month)	57.07
6563	Integrated Technology - Department of Government	
6564	Operations	
6565	UGRC Services	
6566	Geographic Information Technologies Professional Labor (per Hour)	see schedule below
6567	Tier 1: \$87.89/hr; Tier 2: \$101.40/hr; Tier 3: \$122.11/hr; Tier 4:	
6568	\$139.50/hr	
6569	UGRC Services	
6570	GPS Subscriptions (per Subscription/Year)	600.00



division of
**Technology
Services**

Pro Forma Financial Statements
Technology Services

	FY 2024 Actual	FY 2025 As of 8/15	FY 2026 Forecast	FY 2027 Forecast
BALANCE SHEET				
ASSETS				
CASH & CASH EQUIVALENTS	-	4,866,927	5,541,701	4,549,808
ACCOUNTS RECEIVABLE	98,708	620,385	97,624	92,862
DUE FROM OTHER FUNDS	34,480,676	-	-	-
INVENTORIES	310,585	320,707	317,867	334,687
PREPAID EXPENSES	2,023,451	676,492	1,754,370	1,581,322
TOTAL CURRENT ASSETS	36,913,420	6,484,511	7,711,562	6,558,679
DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM	14,342,588	10,396,135	11,351,354	9,733,434
TOTAL OTHER ASSETS	14,342,588	10,396,135	11,351,354	9,733,434
LAND / LAND IMPROVEMENTS	-	-	-	-
INFRASTRUCTURE	-	-	-	-
BUILDINGS AND IMPROVEMENTS	3,419,311	3,419,311	3,819,311	3,855,311
MACHINERY AND EQUIPMENT	16,289,542	17,418,404	18,374,791	19,974,791
INTANGIBLE ASSETS - SOFTWARE	4,959,575	4,959,575	5,438,374	5,788,374
CONSTRUCTION IN PROGRESS	-	-	-	-
ACCUMULATED DEPRECIATION	(19,883,756)	(21,454,561)	(22,945,681)	(24,532,849)
TOTAL CAPITAL ASSETS	4,784,673	4,342,729	4,686,795	5,085,627
TOTAL ASSETS	56,040,680	21,223,375	23,749,711	21,377,740
LIABILITIES & FUND EQUITY				
ACCOUNTS PAYABLE & ACCRUED LIABILITIES	18,389,678	7,798,350	9,988,280	10,548,419
UNEARNED REVENUE	-	-	-	-
INTERFUND LOAN PAYABLE (Short Term Cash Deficit)	10,852,723	-	-	-
DUE TO OTHER FUNDS	2,244,733	(7,000,000)	(6,000,000)	(5,000,000)
POLICY CLAIMS LIABILITIES	-	-	-	-
REVENUE BONDS	-	-	-	-
TOTAL CURRENT LIABILITIES	31,487,135	798,350	3,988,280	5,548,419
UNEARNED REVENUE	-	-	-	-
CONTRACTS PAYABLE	-	-	-	-
INTERFUND LOAN PAYABLE (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIMS LIABILITIES	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-
TOTAL LIABILITIES	31,487,135	798,350	3,988,280	5,548,419
CONTRIBUTED WORKING CAPITAL -Includes Capital Transfers	10,118,566	10,118,566	10,118,566	10,118,566
RETAINED EARNINGS	14,434,978	10,306,458	9,642,865	5,710,755
TOTAL FUND EQUITY / NET POSITION	24,553,545	20,425,024	19,761,431	15,829,321
TOTAL LIABILITIES & FUND EQUITY / NET POSITION	56,040,680	21,223,374	23,749,711	21,377,740
INCOME STATEMENT				
CHARGES FOR SERVICES, MATERIALS, PREMIUMS	158,190,065	167,757,074	176,314,933	176,393,195
Internal Billing	11,876,235	11,534,571	12,631,067	12,715,067
TOTAL OPERATING REVENUES	170,066,299	179,291,645	188,946,000	189,108,262
PERSONAL SERVICES	112,640,693	118,491,274	120,012,653	119,532,887
TRAVEL EXPENSE	171,047	94,243	163,896	166,396
CURRENT EXPENSE	13,325,278	17,250,768	14,643,553	15,434,257

CURRENT EXPENSE - DATA PROCESSING	33,742,624	32,378,598	39,669,711	42,428,643
DEPRECIATION EXPENSE	2,341,267	1,570,805	1,255,864	1,556,082
OTHER EXPENSES	1,071,026	2,099,907	1,232,848	1,207,042
Internal Billing	11,876,235	11,534,571	12,631,067	12,715,067
TOTAL OPERATING EXPENSES	175,168,169	183,420,166	189,609,593	193,040,373
TOTAL OPERATING INCOME (LOSS)	(5,101,870)	(4,128,521)	(663,593)	(3,932,111.00)
GAIN (LOSS) ON DISPOSAL OF CAPITAL ASSETS	-	-	-	-
INTEREST INCOME	-	-	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OTHER REVENUES (Work Place Safety Grant)	-	-	-	-
TOTAL NON-OPERATING INCOME (EXPENSES)	-	-	-	-
INCOME (LOSS) BEFORE OPERATING TRANSFERS	(5,101,870)	(4,128,521)	(663,593)	(3,932,111)
OPERATING TRANSFERS IN	-	-	-	-
OPERATING TRANSFERS (OUT)	-	-	-	-
NET INCOME (LOSS)	(5,101,870)	(4,128,521)	(663,593)	(3,932,111)

CASH FLOW STATEMENT

BEGINNING CASH/(Inter Fund Loan) BALANCE	(6,482,621)	(10,852,723)	4,866,927	5,541,701
Total Cash from Sales	289,655,635	254,860,370	270,258,003	266,591,336
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	-	-	-	-
TOTAL SOURCES OF CASH	289,655,635	254,860,370	270,258,003	266,591,336
Cash Used for Operations	(292,802,256)	(236,604,294)	(267,703,275)	(265,703,275)
Payments for Capital Assets	(1,223,481)	(2,536,426)	(1,879,954)	(1,879,954)
State Appropriations	-	-	-	-
Other Uses	-	-	-	-
TOTAL USES OF CASH	(294,025,737)	(239,140,720)	(269,583,229)	(267,583,229)
ENDING CASH/(INTERFUND LOAN) BALANCE	(10,852,723)	4,866,927	5,541,701	4,549,808

Division of Purchasing & General Services



Windy Aphayrath
Division Director
Division of Purchasing & General Services

Purchasing & General Services

Is made up of:

- ▶ Cooperative Contracts
- ▶ Print Services
- ▶ State and Federal Surplus Property
- ▶ Mail and Distribution Services



Cooperative Contracts

FY 2025

Average
Discount on
Cooperative
Contracts

Actual
28%

Target: 40%

Total Number of
Cooperative
Contracts

Actual
1,256

Target: 1,000

Total Spend on
Cooperative
Contracts

Actual
\$1.2
Billion

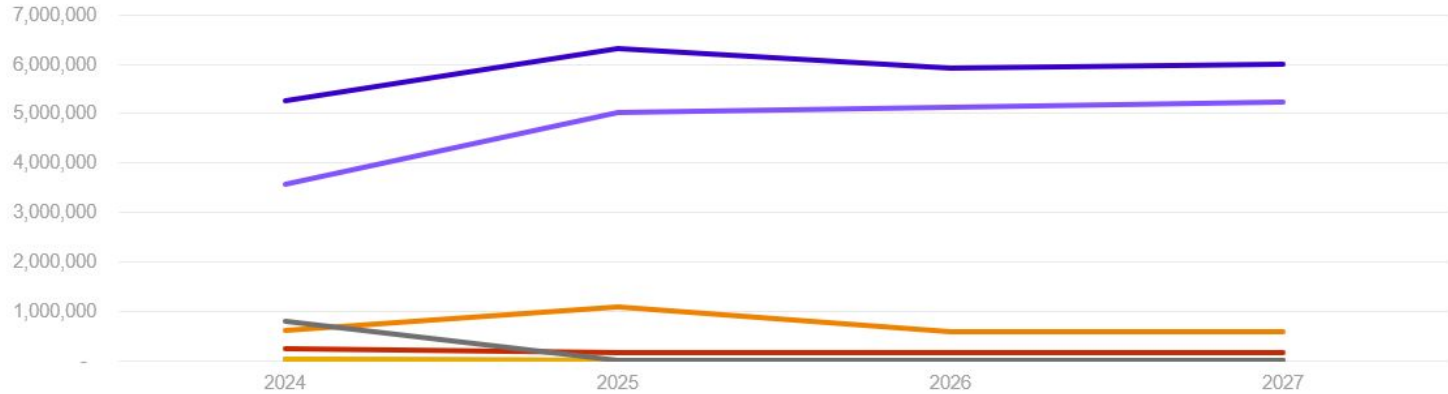
Target: \$900
Million



Cooperative Contracts: Retained Earnings, Net Income, and Operating Capital



Cooperative Contracts: Expenses



- PERSONNEL SERVICES
- CURRENT EXPENSE
- DEPRECIATION EXPENSE
- TOTAL
- TRAVEL EXPENSE
- CURRENT EXPENSE - DATA PROCESSING
- OTHER EXPENSES



FY2027 Rate Recommendation

Cooperative Contracts

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Administrative Fee	Per Contract/Per Quarter	Up to 1%	Up to 1%	\$0.00



Print Services Program: Copier Lease and State Copy Center

Copier Lease
Program

25,724,892
impressions

Copier Lease
Program

716 copiers
in the
program

24% decrease

State Copy
Center

1,857,004
impressions
**Only copies
from before
contract
renewal

State Copy
Center

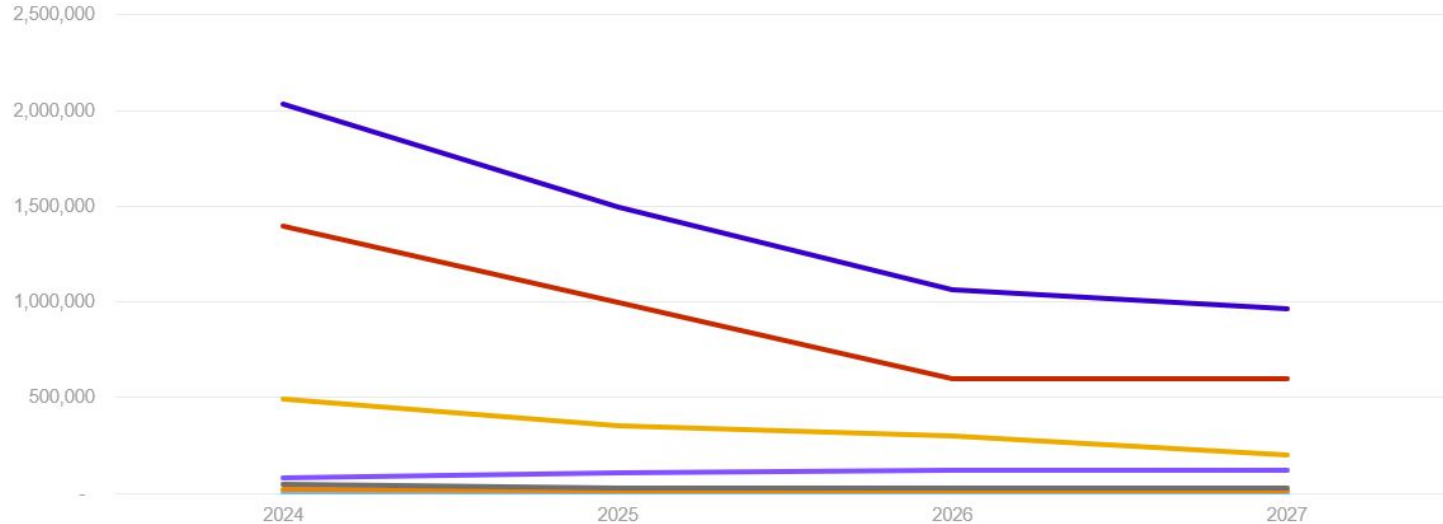
Managed by
Xerox



Print Services: Retained Earnings, Net Income, and Operating Capital



Print Services Expenses



- PERSONNEL SERVICES
- CURRENT EXPENSE
- DEPRECIATION EXPENSE
- TOTAL
- TRAVEL EXPENSE
- CURRENT EXPENSE - DATA PROCESSING
- OTHER EXPENSES



FY2027 Rate Recommendation

Print Services

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Self Service Copy Contract Management	Per Copy	\$0.004	\$0.004	\$0.00



Print Services Program: Rates

Considerations:

- Continued work to sunset Copier Lease program
- Anticipated shut down date is 6/30/2027
- New contract for contracted copy center – implemented 12/1/2024. Billing is now direct to customer.



State/Federal Surplus Property Programs

FY 2025



\$3,946,069
Returned to
agencies through
the state surplus
program



\$2,121,278
Saved Utah law
enforcement
agencies through
the 1033 program



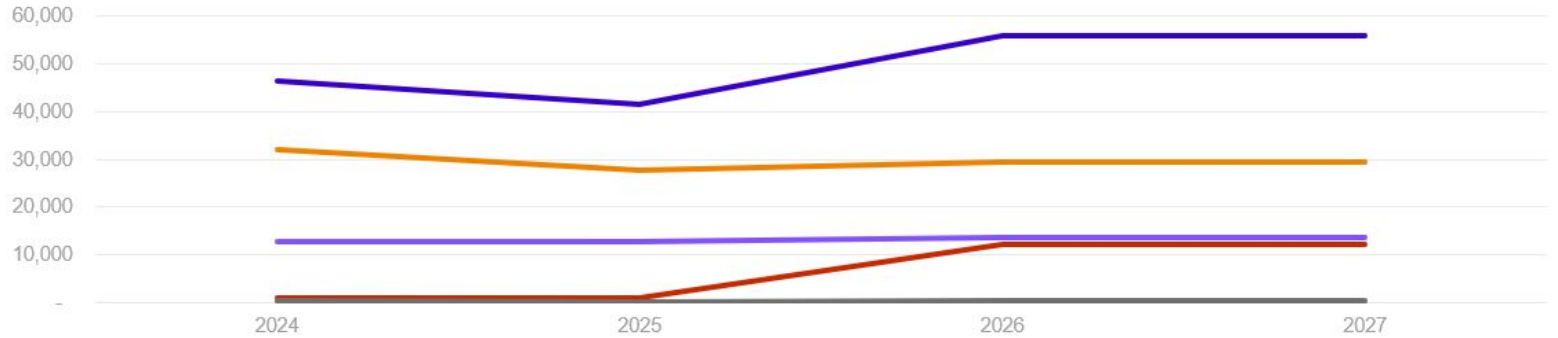
\$438,095
saved Utah donees
through the Federal
Donation Program



Federal Surplus: Retained Earnings, Net Income, and Operating Capital



Federal Surplus Expenses



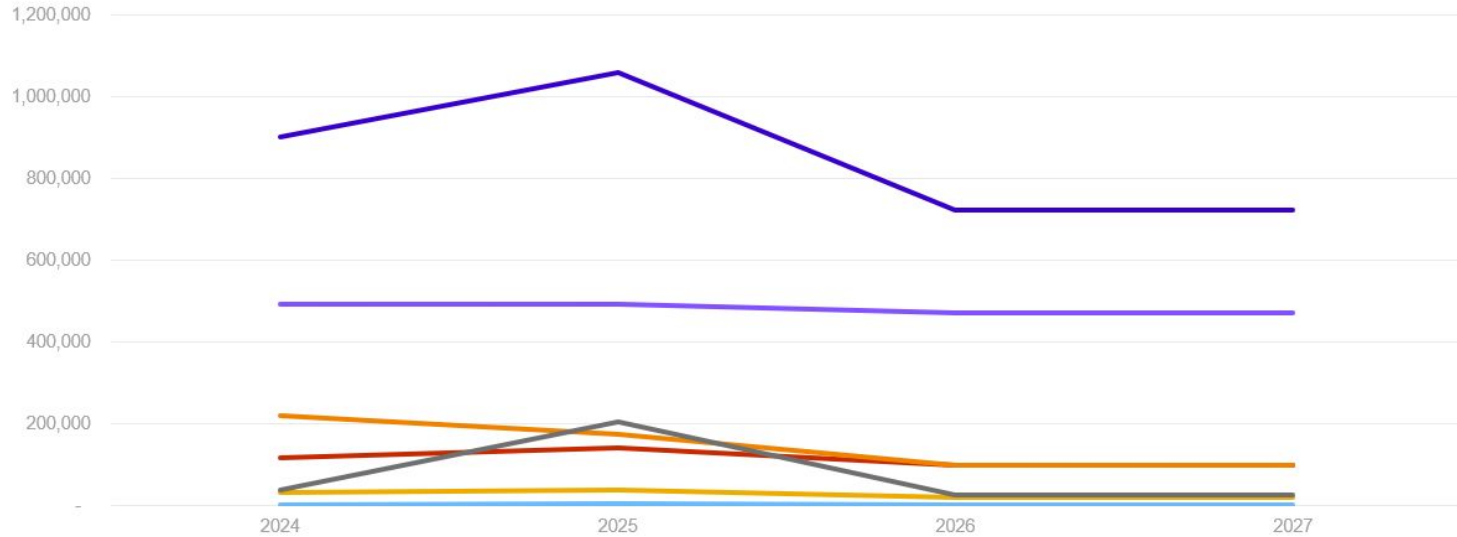
- PERSONNEL SERVICES
- CURRENT EXPENSE
- DEPRECIATION EXPENSE
- TOTAL
- TRAVEL EXPENSE
- CURRENT EXPENSE - DATA PROCESSING
- OTHER EXPENSES



State Surplus: Retained Earnings, Net Income, and Operating Capital



State Surplus Expenses



- PERSONNEL SERVICES
- TRAVEL EXPENSE
- CURRENT EXPENSE
- CURRENT EXPENSE - DATA PROCESSING
- DEPRECIATION EXPENSE
- OTHER EXPENSES
- TOTAL



FY2027 Rate Recommendation

Federal Surplus

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Shipping & Handling Charges	Per Service	NTE 20% of acquisition cost	NTE 20% of acquisition cost	\$0.00
A/R Late Fees (30 days)	Per Unit	5% of Balance	5% of Balance	\$0.00
A/R Late Fees (60 days)	Per Unit	10% of Balance	10% of Balance	\$0.00



FY2027 Rate Recommendation

State Surplus

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Surcharge for Use of Credit Card	Per Transaction	Up to 3%	Up to 3%	\$0.00
Online Sale – Non-Vehicle	Per Transaction	50% of net proceeds	50% of net proceeds	\$0.00
Total Sales Proceeds	Per Transaction	See formula	See formula	\$0.00
Handheld Devices - Less than 1-Year Old	Per Transaction	75% of actual cost	75% of actual cost	\$0.00
Handheld Devices - 1 Year and Older	Per Transaction	50% of cost - \$30 minimum	50% of cost - \$30 minimum	\$0.00
Unique Property Processing	Per Transaction	Negotiated % of sales price - \$25 minimum	Negotiated % of sales price - \$25 minimum	\$0.00
Electronic/Hazardous Waste Recycling	Per Transaction	Actual cost + 10%	Actual cost + 10%	\$0.00
Vehicles and Heavy Equipment	Per Transaction	6.5% of Net Sale + \$100/vehicle	6.5% of Net Sale + \$100/vehicle	\$0.00
Default Auction Bids	Per Transaction	10% of sales price	10% of sales price	\$0.00
Labor	Per hour	\$26	\$26	\$0.00
Copy Rates	Per copy	\$0.10	\$0.10	\$0.00
Semi Truck and Trailer Service	Per mile	\$1.08	\$1.08	\$0.00
Two-ton Flat Bed Service	Per mile	\$0.61	\$0.61	\$0.00
Forklift Service	Per hour	\$23.00	\$23.00	\$0.00
On-site sale away from Surplus Property yard	Per Transaction	7% of net sale price	7% of net sale price	\$0.00
Disposal Rate	Per Transaction	Actual cost + 10% dumpster fee	Actual cost + 10% dumpster fee	\$0.00
Past due 30 days	Per Transaction	5% of balance	5% of balance	\$0.00
Past due 60 days	Per Transaction	10% of balance	10% of balance	\$0.00
Building - Storage	Per item stored	\$0.43	\$0.43	\$0.00
Fenced lot - Storage	Per item stored	\$0.23	\$0.23	\$0.00



State and Federal Surplus Property Programs: Rates

Considerations:

- Current rate system does not reflect true cost of service provided.
- Recommend adjustments to allow operation closer to break even point after move.
- Move to new building completed May 2025. Rates to be assessed after program is fully operational in new location.



Mail and Distribution Services Program

FY 2025



\$1,999,141 cost
avoidance by
State Mail for
processing mail
for USPS



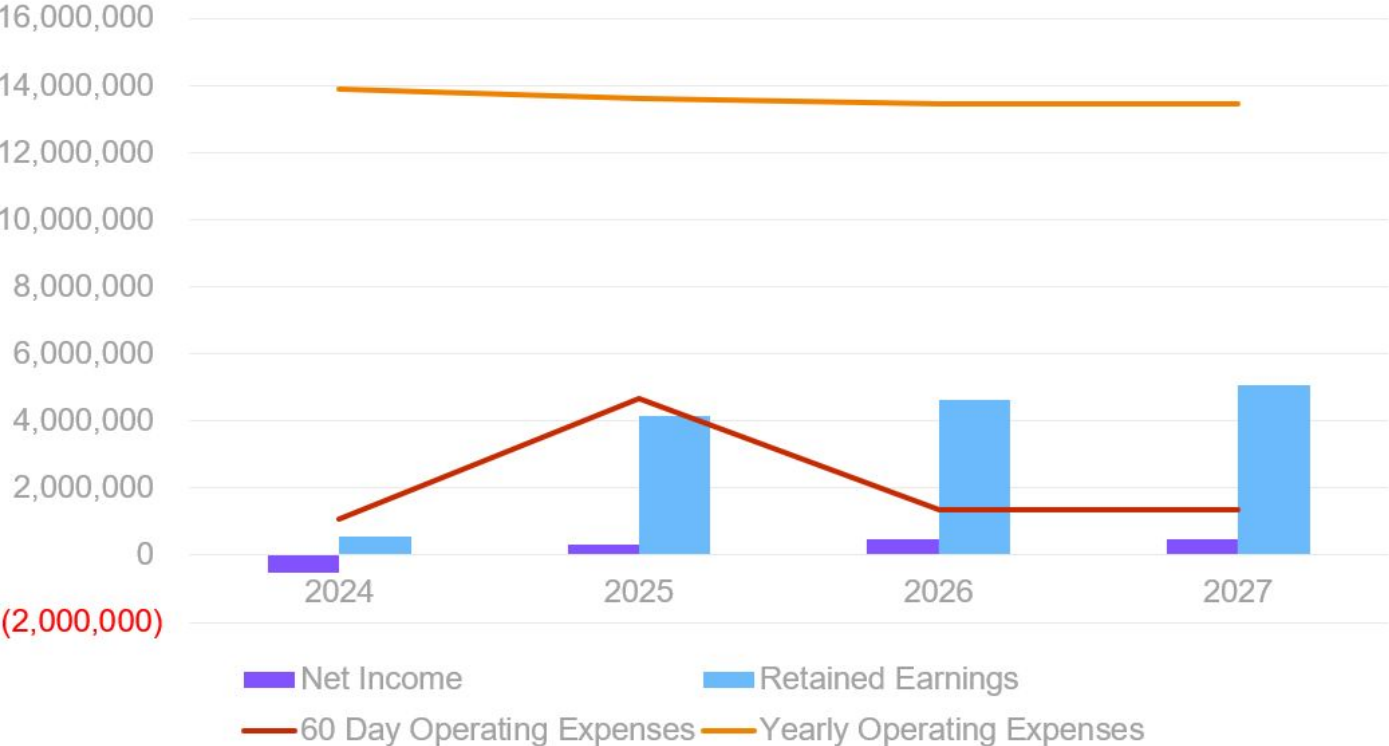
17,506,434
pieces of mail
processed



56,960,827
billable
production tasks
completed



Mail and Distribution Services Program: Retained Earnings, Net Income, and Operating Capital



Mail and Distribution Services Courier Expenses



Rate Cost Drivers

Total Rate Impact	\$ 350,548.24
Due to increases in both vehicle and personnel costs, the unit cost per minute and per mile for our courier services has risen. The unit cost has risen from \$0.35/minute and \$0.4/mile to \$0.44/minute and \$0.58/mile.	\$ 350,548.24
Total Cost Drivers	\$ 350,548.24



FY2027 Rate Recommendation

State Mail

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Courier - Zone 1	Per Delivery	\$3.29	\$2.26	\$1.03
Courier - Zone 2	Per Delivery	\$7.70	\$3.88	\$3.82
Courier - Zone 3	Per Delivery	\$11.40	\$8.04	\$3.36
Courier - Zone 4	Per Delivery	\$15.66	\$9.70	\$5.96
Courier - Zone 5	Per Delivery	\$19.85	\$14.35	\$5.50
Courier - Zone 6	Per Delivery	\$23.61	\$17.79	\$5.82
Courier - Zone 7	Per Delivery	\$30.14	\$21.73	\$8.41
Courier - Zone 8	Per Delivery	\$36.12	\$26.42	\$9.70
Courier - Zone 9	Per Delivery	\$39.96	\$28.49	\$11.47
Courier - Zone 10	Per Delivery	\$42.39	\$33.22	\$9.17
Courier - Zone 11	Per Delivery	\$49.50	\$36.02	\$13.48
Courier - Zone 12	Per Delivery	\$56.61	\$39.87	\$16.74



FY2027 Rate Recommendation

State Mail

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Incoming Optical Character Recognition Sort	Per Piece	\$0.01	\$0.01	\$0.00
Business Reply/Postage Due	Per Piece	\$0.54	\$0.54	\$0.00
Special Handling/Labor	Service	\$85.00	\$85.00	\$0.00
Auto Fold	Per Piece	\$0.02	\$0.02	\$0.00
Label Generate	Per Piece	\$0.08	\$0.08	\$0.00
Label Apply	Per Piece	\$0.06	\$0.06	\$0.00
Auto Tab	Per Piece	\$0.10	\$0.10	\$0.00
Meter/Seal	Per Piece	\$0.04	\$0.04	\$0.00
Optical Character Reader	Per Piece	\$0.03	\$0.03	\$0.00
Additional Insert	Per Piece	\$0.01	\$0.01	\$0.00
Accountable Mail	Per Piece	\$1.45	\$1.45	\$0.00
Intelligent Inserting	Per Piece	\$0.03	\$0.03	\$0.00
Priority Meter/Seal	Per Piece	\$2.00	\$2.00	\$0.00



Rate Committee Action

Action to Approve FY27 ISF Rates	Slide Number or Reference	Change (rounded)
Approve Mail Task: Courier Rate Adjustments	Slide 82-83	\$350,548
Approve all other Purchasing & General Services existing rates	2025 SB0008S01, Lines 5838-5919	–



Scott D. Sandall proposes the following substitute bill:

State Agency Fees and Internal Service Fund Rate Authorization and Appropriations

2025 GENERAL SESSION STATE OF UTAH

Chief Sponsor: Scott D. Sandall

House Sponsor: Walt Brooks

LONG TITLE

General Description:

This bill supplements or reduces appropriations otherwise provided for the support and operation of state government for the fiscal year beginning July 1, 2025 and ending June 30, 2026.

5838	Division of Purchasing and General Services -	
5839	Department of Government Operations	
5840	Priority Meter/Seal	0.05
5841	State Mail (All rates and fees charged by the Department	
5842	of Government Operations' Internal Service Funds may	
5843	not exceed, but may be less than, the amounts stated in	
5844	the fee schedule.)	
5845	Courier	
5846	Courier - Zone 1	2.26
5847	Courier - Zone 2	3.88
5848	Courier - Zone 3	8.04
5849	Courier - Zone 4	9.70
5850	Courier - Zone 5	14.35
5851	Courier - Zone 6	17.79
5852	Courier - Zone 7	21.73
5853	Courier - Zone 8	26.42
5854	Courier - Zone 9	28.49
5855	Courier - Zone 10	33.22
5856	Courier - Zone 11	36.02
5857	Courier - Zone 12	39.87
5858	Production	
5859	Incoming Optical Character Recognition Sort	0.10
5860	Business Reply/Postage Due	0.54
5861	Special Handling/Labor (per hour)	85.00
5862	Auto Fold	0.02
5863	Label Generate	0.08
5864	Generation of mailing labels for State processed mail.	
5865	Label Apply	0.06
5866	Application of mailing labels to outgoing state mail	
5867	Auto Tab	0.10
5868	Fee charged to apply closure stickers to outgoing mail that is not sent	
5869	in envelopes - postcards.	
5870	Meter/Seal	0.04
5871	Meter/Seal rates are the cost of processing mail through the postage	

5872	machines.	
5873	Optical Character Reader	0.03
5874	Additional Insert	0.01
5875	Accountable Mail	1.45
5876	Intelligent Inserting	0.03
5877	Cooperative Contracts Administrative	Up to 1.0%
5878	Accounts receivable late fees	
5879	Past 30 days	5% of balance
5880	Past 60 days	10% of balance
5881	Surplus	
5882	Federal Shipping and handling charges	See formula
5883	Not to exceed 20% of federal acquisition cost plus freight/shipping	
5884	charges	
5885	Contract Management (per impression)	0.01
5886	Disposal Rate	Actual cost + 10% dumpster fee
5887	Accounts receivable late fees	
5888	Past 30 days	5% of balance
5889	Past 60 days	10% of balance
5890	Storage	
5891	Building (per cubic foot per month)	0.43
5892	Fenced lot (per square foot per month)	0.23
5893	Surplus	
5894	Surcharge for use of a Financial Transaction Card	Up to 3%
5895	Surcharge applies only to the amount charged to a financial	
5896	transaction card	
5897	Online Sales Non-Vehicle	50% of net proceeds
5898	Unique Property Processing	Negotiated % of sales price
5899	Propose minimum \$25 (includes donations, correlates with federal)	
5900	Electronic/Hazardous Waste Recycling	Actual cost
5901	Vehicles and Heavy Equipment	6.5% of Net Sale Price plus \$100 per Vehicle
5902	Default Auction Bids	10% of sales price
5903	Labor (per hour)	26.00
5904	Half hour minimum	
5905	Copy Rates (per copy)	0.10
5906	Semi Truck and Trailer Service (per mile)	1.08
5907	Two-ton Flat Bed Service (per mile)	0.61
5908	Forklift Service (per hour)	23.00
5909	4-6000 lbs	
5910	On-site sale away from Utah State Agency Surplus	
5911	Property yard	7% of net sale price
5912	Handheld Devices (Wireless Phones)	
5913	Less than 1-Year Old	75% of actual cost
5914	\$30 minimum	
5915	1 Year and Older	50% of cost - \$30 minimum
5916	Miscellaneous Property Pick-up Process	
5917	State Agencies	
5918	Total Sales Proceeds	See formula
5919	Less prorated rebate of retained earnings	



FY 2024 Actual FY 2025 Preliminary FY 2026 Forecast FY 2027 Forecast

BALANCE SHEET

ASSETS

CASH & CASH EQUIVALENTS	869,617	1,370,752	983,069	830,500
ACCOUNTS RECEIVABLE	15,922	14,430	50,000	50,000
DUE FROM OTHER FUNDS	36,512	-	-	-
INVENTORIES	-	-	-	-
PREPAID EXPENSES	2,458	-	-	-
TOTAL CURRENT ASSETS	924,509	1,385,182	1,033,069	880,500

DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM

TOTAL OTHER ASSETS	-	-	-	-
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LAND / LAND IMPROVEMENTS	-	-	-	-
CONSTRUCTION IN PROGRESS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	15,394	15,394	15,394	15,394
MACHINERY AND EQUIPMENT	7,170,676	5,432,203	4,800,000	4,800,000
ACCUMULATED DEPRECIATION	(6,472,869)	(5,084,693)	(4,500,000)	(4,500,000)
TOTAL CAPITAL ASSETS	713,201	362,904	315,394	315,394

TOTAL ASSETS	1,637,710	1,748,086	1,348,463	1,195,894
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LIABILITIES & FUND EQUITY

ACCOUNTS PAYABLE & ACCRUED LIABILITIES	147,216	50,289	40,000	30,000
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	14	-	-	-
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	147,230	50,289	40,000	30,000

REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-

TOTAL LIABILITIES	147,230	50,289	40,000	30,000
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CONTRIBUTED CAPITAL	1,955,453	1,955,453	2,477,453	2,477,453
RETAINED EARNINGS	(464,973)	(257,656)	(1,168,990)	(1,311,559)
TOTAL FUND EQUITY / NET ASSETS	1,490,480	1,697,797	1,308,463	1,165,894

TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	1,637,710	1,748,086	1,348,463	1,195,894
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INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)	1,788,498	1,184,556	1,000,000	1,000,000
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Rate Impact

TOTAL OPERATING REVENUES (after proposed rate impacts)	1,788,498	1,184,556	1,000,000	1,000,000
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PERSONAL SERVICES	78,770	107,044	120,000	120,000
TRAVEL EXPENSE	-	-	-	-
CURRENT EXPENSE	1,394,715	996,730	600,000	600,000
CURRENT EXPENSE - DATA PROCESSING	23,197	18,700	18,700	18,700
DEPRECIATION EXPENSE	490,234	350,297	300,000	200,000
OTHER EXPENSES	49,072	26,469	26,469	26,469

TOTAL OPERATING EXPENSES	2,035,988	1,499,240	1,065,169	965,169
TOTAL OPERATING INCOME (LOSS)	(247,490)	(314,684)	(65,169)	34,831
GAIN (LOSS) ON SALE OF FIXED ASSETS	(3,239)	-	30,000	30,000
INTEREST INCOME	-	-	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	522,000	-	-
NET INCOME (LOSS)	(250,729)	207,316	(35,169)	64,831

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	1,103,482	869,617	1,370,752	983,069
Total Cash from Sales	1,788,498	1,184,556	950,000	600,000
Capital Asset Disposal Proceeds	(3,239)	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	-	-	-	-
TOTAL SOURCES OF CASH	1,785,259	1,184,556	950,000	600,000
Cash Used for Operations	(2,019,124)	(1,205,421)	(1,337,683)	(600,000)
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses	-	522,000	-	-
TOTAL USES OF CASH	(2,019,124)	(683,421)	(1,337,683)	(600,000)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	869,617	1,370,752	983,069	983,069



division of
**Purchasing and
General Services**

Pro Forma Financial Statements

State Mail

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
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BALANCE SHEET

ASSETS

CASH & CASH EQUIVALENTS	150,313	4,365,722	3,906,841	3,906,841
ACCOUNTS RECEIVABLE	322,763	364,243	350,000	350,000
DUE FROM OTHER FUNDS	823,690	-	-	-
INVENTORIES	804,123	968,638	900,000	900,000
PREPAID EXPENSES	128,971	29,607	100,000	100,000
TOTAL CURRENT ASSETS	2,229,860	5,728,210	5,256,841	5,256,841

DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM -

TOTAL OTHER ASSETS	-	-	-	-
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LAND / LAND IMPROVEMENTS

CONSTRUCTION IN PROGRESS				
BUILDINGS AND IMPROVEMENTS	161,427	161,427	161,427	161,427
MACHINERY AND EQUIPMENT	2,068,170	2,068,170	2,460,000	2,460,000
ACCUMULATED DEPRECIATION	(2,215,313)	(2,228,108)	(2,200,000)	(2,200,000)
TOTAL CAPITAL ASSETS	14,284	1,489	421,427	421,427

TOTAL ASSETS	2,244,144	5,729,699	5,678,268	5,678,268
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LIABILITIES & FUND EQUITY

ACCOUNTS PAYABLE & ACCRUED LIABILITIES	220,894	114,840	114,840	114,840
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	328	-	-	-
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	221,222	114,840	114,840	114,840

REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-

TOTAL LIABILITIES	221,222	114,840	114,840	114,840
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CONTRIBUTED CAPITAL	951,509	951,509	4,219,509	4,219,509
RETAINED EARNINGS	1,071,413	4,663,350	1,343,919	1,343,919
TOTAL FUND EQUITY / NET ASSETS	2,022,922	5,614,859	5,563,428	5,563,428

TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	2,244,144	5,729,699	5,678,268	5,678,268
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INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)	13,351,911	13,930,907	13,930,907	13,930,907
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Rate Impact

TOTAL OPERATING REVENUES (after proposed rate impacts)	13,351,911	13,930,907	13,930,907	13,930,907
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PERSONAL SERVICES	2,103,857	2,255,345	2,480,880	2,555,306
TRAVEL EXPENSE	28,276	14,495	25,300	25,300
CURRENT EXPENSE	11,457,221	11,095,191	10,720,971	10,746,544
CURRENT EXPENSE - DATA PROCESSING	200,772	177,297	177,297	77,297
DEPRECIATION EXPENSE	26,190	12,796	15,000	15,000

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
OTHER EXPENSES	70,672	51,846	51,846	51,846
TOTAL OPERATING EXPENSES	13,886,988	13,606,970	13,471,294	13,471,293
TOTAL OPERATING INCOME (LOSS)	(535,077)	323,937	459,613	459,614
GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST INCOME	-	-	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	3,268,000	-	-
NET INCOME (LOSS)	(535,077)	3,591,937	459,613	459,614

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	1,425,088	150,313	4,365,722	3,906,841
Total Cash from Sales	13,351,911	13,930,907	13,930,907	13,930,907
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	-	-	-	-
TOTAL SOURCES OF CASH	13,351,911	13,930,907	13,930,907	13,930,907
Cash Used for Operations	(14,626,686)	(12,983,498)	(14,389,788)	(13,930,907)
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses	-	3,268,000	-	-
TOTAL USES OF CASH	(14,626,686)	(9,715,498)	(14,389,788)	(13,930,907)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	150,313	4,365,722	3,906,841	3,906,841



division of
**Purchasing and
General Services**

Pro Forma Financial Statements

Cooperative Contracts

FY 2024 Actual FY 2025 Preliminary FY 2026 Forecast FY 2027 Forecast

BALANCE SHEET

ASSETS

CASH & CASH EQUIVALENTS	7,986,673	(870,779)	25,000	140,000
ACCOUNTS RECEIVABLE	1,439,832	1,469,705	1,506,448	1,544,109
DUE FROM OTHER FUNDS	51,979	-	-	-
INVENTORIES	-	-	-	-
PREPAID EXPENSES	26,307	384,628	384,628	384,628
TOTAL CURRENT ASSETS	9,504,791	983,554	1,916,076	2,068,737

DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM

TOTAL OTHER ASSETS	-	-	-	-
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LAND / LAND IMPROVEMENTS	-	-	-	-
CONSTRUCTION IN PROGRESS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	6,675	6,675	6,675	6,675
SOFTWARE	411,903	411,903	411,903	411,903
ACCUMULATED DEPRECIATION	(408,754)	(414,317)	(418,578)	(418,578)
TOTAL CAPITAL ASSETS	9,824	4,261	-	-

TOTAL ASSETS	9,514,615	987,815	1,916,076	2,068,737
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LIABILITIES & FUND EQUITY

ACCOUNTS PAYABLE & ACCRUED LIABILITIES	347,728	276,224	276,224	276,224
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	589	-	-	-
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	348,317	276,224	276,224	276,224

REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
ACCOUNTS PAYABLE TO OTHER GOVERNMENT	204,996	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	204,996	-	-	-

TOTAL LIABILITIES	553,313	276,224	276,224	276,224
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CONTRIBUTED CAPITAL	-	-	-	-
RETAINED EARNINGS	8,961,302	711,591	1,639,852	1,792,513
TOTAL FUND EQUITY / NET ASSETS	8,961,302	711,591	1,639,852	1,792,513

TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	9,514,615	987,815	1,916,076	2,068,737
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INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)	5,996,731	6,257,818	6,320,396	6,383,600
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Rate Impact

TOTAL OPERATING REVENUES (after proposed rate impacts)	5,996,731	6,257,818	6,320,396	6,383,600
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PERSONAL SERVICES	3,578,585	5,034,119	5,134,801	5,237,497
TRAVEL EXPENSE	25,418	15,551	15,551	15,551
CURRENT EXPENSE	248,570	154,788	154,788	154,788

CURRENT EXPENSE - DATA PROCESSING	605,806	1,087,284	587,000	587,000
DEPRECIATION EXPENSE	26,544	5,564	4,261	-
OTHER EXPENSES	784,103	16,224	16,224	16,224
TOTAL OPERATING EXPENSES	5,269,026	6,313,530	5,912,625	6,011,060
TOTAL OPERATING INCOME (LOSS)	727,705	(55,712)	407,771	372,540
GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST INCOME	-	-	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS / OTHER INCOME	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	(1,495,000)	(8,194,000)	-	-
NET INCOME (LOSS)	(767,295)	(8,249,712)	407,771	372,540

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	8,490,715	8,904,596	(870,779)	25,000
Total Cash from Sales	5,996,731	6,257,818	6,320,396	6,383,600
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	-	-	-	-
TOTAL SOURCES OF CASH	5,996,731	6,257,818	6,320,396	6,383,600
Cash Used for Operations	(5,589,525)	(7,839,193)	(5,424,617)	(6,268,600)
Payments for Capital Assets	6,675	-	-	-
State Appropriations	-	-	-	-
Other Uses	-	(8,194,000)	-	-
TOTAL USES OF CASH	(5,582,850)	(16,033,193)	(5,424,617)	(6,268,600)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	8,904,596	(870,779)	25,000	140,000



Pro Forma Financial Statements

Federal Surplus Property

FY 2024 Actual FY 2025 Preliminary FY 2026 Forecast FY 2027 Forecast

BALANCE SHEET

ASSETS

CASH & CASH EQUIVALENTS	274,007	328,222	313,862	313,862
ACCOUNTS RECEIVABLE	-	-	-	-
DUE FROM OTHER FUNDS	-	-	-	-
INVENTORIES	-	-	-	-
PREPAID EXPENSES	-	-	-	-
TOTAL CURRENT ASSETS	274,007	328,222	313,862	313,862

DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM

TOTAL OTHER ASSETS	-	-	-	-
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LAND / LAND IMPROVEMENTS	-	-	-	-
CONSTRUCTION IN PROGRESS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	35,000	35,000	35,000	35,000
ACCUMULATED DEPRECIATION	(35,000)	(35,000)	(35,000)	(35,000)
TOTAL CAPITAL ASSETS	-	-	-	-

TOTAL ASSETS	274,007	328,222	313,862	313,862
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LIABILITIES & FUND EQUITY

VOUCHERS PAYABLE	4,064	4,064	5,000	5,000
ACCRUED LIABILITIES	-	-	-	-
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	-	-	-	-
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	4,064	4,064	5,000	5,000

REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-

TOTAL LIABILITIES	4,064	4,064	5,000	5,000
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CONTRIBUTED CAPITAL	84,662	84,662	84,662	84,662
RETAINED EARNINGS	185,281	239,496	224,200	224,200
TOTAL FUND EQUITY / NET ASSETS	269,943	324,158	308,862	308,862

TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	274,007	328,222	313,862	313,862
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INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)	46,141	95,829	65,000	65,000
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Rate Impact

TOTAL OPERATING REVENUES (after proposed rate impacts)	46,141	95,829	65,000	65,000
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PERSONAL SERVICES	12,902	12,650	13,515	13,515
TRAVEL EXPENSE	-	-	-	-
CURRENT EXPENSE	997	1,020	12,300	12,300
CURRENT EXPENSE - DATA PROCESSING	32,066	27,679	29,500	29,500
DEPRECIATION EXPENSE	-	-	-	-

OTHER EXPENSES	295	265	500	500
TOTAL OPERATING EXPENSES	46,260	41,614	55,815	55,815
TOTAL OPERATING INCOME (LOSS)	(119)	54,215	9,185	9,185
GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST INCOME	-	-	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	-	-	-
NET INCOME (LOSS)	(119)	54,215	9,185	9,185

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	274,333	274,007	328,222	313,862
Total Cash from Sales	46,141	95,829	65,000	65,000
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	-	-	-	-
TOTAL SOURCES OF CASH	46,141	95,829	65,000	65,000
Cash Used for Operations	(46,467)	(41,614)	(79,360)	(65,000)
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses- retained earnings federal refund	-	-	-	-
TOTAL USES OF CASH	(46,467)	(41,614)	(79,360)	(65,000)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	274,007	328,222	313,862	313,862



division of
**Purchasing and
General Services**

Pro Forma Financial Statements

State Surplus Property

FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
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BALANCE SHEET

ASSETS

CASH & CASH EQUIVALENTS	-	-	50,000	75,000
ACCOUNTS RECEIVABLE	-	-	-	-
DUE FROM OTHER FUNDS	-	-	-	-
INVENTORIES	-	-	-	-
PREPAID EXPENSES	163	-	-	-
TOTAL CURRENT ASSETS	163	-	50,000	75,000

DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM	-	-	334	-
TOTAL OTHER ASSETS	-	-	334	-

LAND / LAND IMPROVEMENTS	-	-	-	-
CONSTRUCTION IN PROGRESS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	1,202,035	1,202,035	1,202,035	1,202,035
MACHINERY AND EQUIPMENT	46,551	232,450	232,450	232,450
SOFTWARE	-	-	-	-
ACCUMULATED DEPRECIATION	(798,834)	(836,342)	(856,342)	(876,342)
TOTAL CAPITAL ASSETS	449,752	598,143	578,143	558,143

TOTAL ASSETS	449,915	598,143	628,477	633,143
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LIABILITIES & FUND EQUITY

VOUCHERS PAYABLE	29,793	12,710	15,000	15,000
ACCRUED LIABILITIES	-	-	-	-
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	6,282	-	-	-
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	36,075	12,710	15,000	15,000

REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	439,824	98,318	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	439,824	98,318	-	-

TOTAL LIABILITIES	475,899	111,028	15,000	15,000
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CONTRIBUTED CAPITAL	17,092	17,092	17,092	17,092
RETAINED EARNINGS	(43,076)	470,023	596,385	601,051
TOTAL FUND EQUITY / NET ASSETS	(25,984)	487,115	613,477	618,143

TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	449,915	598,143	628,477	633,143
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INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)	621,242	983,190	798,000	832,000
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Rate Impact

TOTAL OPERATING REVENUES (after proposed rate impacts)	621,242	983,190	798,000	832,000
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PERSONAL SERVICES	492,834	494,100	473,250	473,250
TRAVEL EXPENSE	2,649	4,995	3,000	3,000
CURRENT EXPENSE	118,102	142,112	100,000	100,000
CURRENT EXPENSE - DATA PROCESSING	220,170	175,879	100,000	100,000
DEPRECIATION EXPENSE	30,940	37,509	20,000	20,000

OTHER EXPENSES	38,371	205,397	26,800	26,800
TOTAL OPERATING EXPENSES	903,066	1,059,992	723,050	723,050
TOTAL OPERATING INCOME (LOSS)	(281,824)	(76,802)	74,950	108,950
GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST INCOME	-	-	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	404,000	-	-
NET INCOME (LOSS)	(281,824)	327,198	74,950	108,950

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	(211,076)	(439,824)	(98,318)	50,000
Total Cash from Sales	621,242	983,190	798,000	832,000
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	-	-	-	-
TOTAL SOURCES OF CASH	621,242	983,190	798,000	832,000
Cash Used for Operations	(849,990)	(1,045,684)	(649,682)	(807,000)
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses	-	404,000	-	-
TOTAL USES OF CASH	(849,990)	(641,684)	(649,682)	(807,000)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	(439,824)	(98,318)	50,000	75,000

Division of Fleet Operations



Cory Weeks
Division Director
Division of Fleet Operations

Internal Service Funds

- ▷ Motor Pool
- ▷ Fuel Network



Motor Pool Background & Performance Update

- ▶ The State Motor Pool ISF provides vehicles, vehicle lifecycle management, maintenance, and statutory reporting compliance to all state agencies and higher eds.
- ▶ FY24 and FY25 has been a time of catching up with new vehicle replacements. In FY26, we are on track to return to normal cycles; however, vehicle prices and maintenance costs are extremely high.
- ▶ Motor Pool has four shared motor pools, which will allow better vehicle sharing between agencies.
 - Ogden, MASOB, TSOB, and Provo.
- ▶ Major concerns exist with vehicle upfitting and the cost of vehicle maintenance.
- ▶ Fleet anticipates that tariffs will have a major impact on fleet expenses in FY26 and FY27.



Addressing Motor Pool Concerns

Vehicle Upfitting

- ▶ Primarily affects law enforcement and specialized trucks.
- ▶ Small market for qualified upfitters leads to long turn around times before a vehicle can be placed in service.
- ▶ In FY25, Fleet began working with new vendors in the market and is moving vehicles through the upfit bottleneck faster.

Vehicle Maintenance Costs

- ▶ In FY25, Fleet implemented five-year contracts with stipulated pricing.
- ▶ Fleet is working to shorten vehicle lifecycles in an effort to lower maintenance expenses and improve the total cost of ownership.
- ▶ In FY26, the vehicle maintenance rate moved from a per mile to a flat rate.

Tariff Related Costs

- ▶ Implemented a Buyers Guide to control vehicle costs by focusing on Total Cost of Ownership and vehicles built in America.
- ▶ Reducing the vehicle lifecycle to ensure most repairs will be covered by the vehicle warranty.



Fuel Network Background & Performance Update

- ▶ The State Fuel Network ISF provides fuel, fuel site management, and fuel card management services to all state agencies, all higher eds, and over 250 other political subdivisions.
- ▶ Both State agencies and higher education is required to participate.
- ▶ Other political subdivisions can opt into the program.
- ▶ 17.48M gallons of fuel in FY26, 46% through fuel network “state” sites.
- ▶ 240 fuel sites managed by the fuel network.
- ▶ The major concern with the fuel network is that we’ve seen a shift away from state fuel network usage.



Addressing Fuel Network Concerns

Encouraging State Fuel Usage

- ▷ Fleet is proactively keeping sites attractive by regularly cleaning locations and painting tanks and bollards as part of our maintenance.
- ▷ Estimated savings is an average of \$0.40 per gallon.
- ▷ For required participants, Fleet will continue emphasizing the potential savings to agencies by using the fuel network.
 - In 2021, DPS implemented a requirement to use state fuel more and saved significant budget.
 - CY24: nearly 80% came from the fuel network sites.
 - About \$76,000 savings compared to state average.
 - DNR has made state fuel site usage a component of their GRIT initiative.



Market Comparisons

Market Comparison

In accordance with **Utah title 63A-9-401(1)(j)**:

... the Division of Fleet Operations shall "conduct an annual market analysis of proposed rates and fees, which analysis shall include a comparison of the division's rates and fees with the fees of other public or private sector providers where comparable services and rates are reasonably available."



Motor Pool Market Comparison

Daily Motorpool Rates SFY27

Vehicle Class	Utah DFO	Colorado	Nevada	Oregon	Enterprise	Most Affordable
Small Sedans	\$33.33	\$45.00	\$37.34	\$50.00	\$35.00	Utah DFO
Midsize Sedans	\$35.10	\$45.00	\$38.84	\$50.00	\$36.84	Utah DFO
Full-size Sedans	\$37.88	\$45.00	\$43.32	\$50.00	\$39.76	Utah DFO
Police Vehicles	N/A	N/A	N/A	N/A	N/A	N/A
Minivan	\$65.65	\$65.00	N/A	\$70.00	\$68.93	Colorado
SUV	\$86.86	\$70.00	N/A	\$70.00	\$91.20	Colorado & Oregon
Light Duty Truck	\$75.75	N/A	N/A	\$70.00	\$79.54	Oregon



Vehicle M&R Market Comparison

Maintenance and Repair Rate Comparisons FY27

Vehicle Class	Utah DFO	Illinois	Wyoming	New Mexico	California	Holman	Wheels Inc.	Enterprise	Most Affordable
	Total per vehicle per month	Total Per Month Per Vehicle	For the first 650 miles per month per vehicle	Total Per Month Per Vehicle					
Small Sedans	\$100	\$250	\$208	\$118	\$0.10 per mile +1.80% of vehicle's total monthly expense	Actual M&R Balance + \$12 Monthly Fee/Vehicle	Actual Cost + Monthly Fee/vehicle	Included in Rental Rate of \$35.00/Day	Utah DFO
Midsize Sedans	\$100	\$250	\$208	\$118	\$0.10 per mile +1.80% of vehicle's total monthly expense	Actual M&R Balance + \$12 Monthly Fee/Vehicle	Actual Cost + Monthly Fee/vehicle	Included in Rental Rate of \$36.84/Day	Utah DFO
Full-size Sedans	\$100	\$250	\$208	\$118	\$0.10 per mile +1.80% of vehicle's total monthly expense	Actual M&R Balance + \$12 Monthly Fee/Vehicle	Actual Cost + Monthly Fee/vehicle	Included in Rental Rate of \$39.76/Day	Utah DFO
Emergency Sedans	\$270	\$250	\$310	N/A	N/A	N/A	N/A	N/A	Illinois
Minivan	\$100	\$250	\$241	\$118	\$0.10 per mile +1.80% of vehicle's total monthly expense	Actual M&R Balance + \$12 Monthly Fee/Vehicle	Actual Cost + Monthly Fee/vehicle	Included in Rental Rate of \$68.93/Day	Utah DFO
SUV	\$100	\$250	\$299	\$118	\$0.10 per mile +1.80% of vehicle's total monthly expense	Actual M&R Balance + \$12 Monthly Fee/Vehicle	Actual Cost + Monthly Fee/vehicle	Included in Rental Rate of \$91.20/Day	Utah DFO
Light Duty Truck	\$100	\$250	\$325	\$118	\$0.10 per mile +1.80% of vehicle's total monthly expense	Actual M&R Balance + \$12 Monthly Fee/Vehicle	Actual Cost + Monthly Fee/vehicle	Included in Rental Rate of \$79.54/Day	Utah DFO



Fuel Network Market Comparison

<i>Current Ratio of Fuel Spend at State Sites</i>		Per Gallon	Total Cost	Net Savings
Fuel Network vs.		2.68	22,083,233.80	
	Street Price	3.03	24,926,038.15	2,842,804.35
	WEX Fuel Card	2.97	24,437,199.41	2,353,965.60
	Sinclair Fuel Card	2.99	24,596,437.65	2,513,203.85
	US Bank Purchase Card	2.97	24,437,199.41	2,353,965.60
<i>Assuming Fuel Network could convert 55% of retail purchases to Fuel Network</i>				
Fuel Network vs.		2.68	25,969,165.26	
	Street Price	3.03	29,312,210.79	3,343,045.53
	WEX	2.97	28,737,352.30	2,768,187.05
	Sinclair	2.99	28,924,611.30	2,955,446.05
	US Bank	2.97	28,737,352.30	2,768,187.05
<i>Assuming Fuel Network liquidated assets and fully privatized</i>				
Fuel Network Administration Cost (1 FTE)			\$150,000	
		<u>Fuel Cost</u>		<u>Program Cost</u>
Street Price	3.03	53,294,928.70		53,444,928.70
Current WEX Rate	2.97	52,249,731.46		52,399,731.46
Sinclair	2.99	52,590,202.37		52,740,202.37
US Bank	2.97	52,249,731.46		52,399,731.46
v TOTAL STATE COST @ current fuel ratios				51,396,269.16
v TOTAL STATE COST @ 55% retail conversion				50,750,051.81

*Market Comparisons reflect the portion of statewide fuel gallons from state fuel network locations.

*55% analysis does not take into account decreased rates due to economies of scale.



Pro Forma Financials

Division Financial Highlights

Fleet Operations Financial Summary:

Motor Pool:

	FY22	FY23	FY24	FY25	FY26	FY27
Net Income	\$ (1,448,615)	\$ (1,193,676)	\$ 1,055,984	\$ 9,193,294	\$ 1,789,272	\$ (1,125,961)
Retained Earnings (Subject to Federal Rules)	\$ (3,575,364)	\$ (4,487,728)	\$ (3,166,481)	\$ 6,026,813	\$ 7,816,085	\$ 6,690,124
Retained Earnings (Not Subject to Federal Rules)	\$ 6,989,233	\$ 6,989,233	\$ 6,989,233	\$ 6,989,233	\$ 6,989,233	\$ 6,989,233
60 days Working Capital Limit	\$ 1,641,262	\$ 1,761,519	\$ 2,365,020	\$ 2,578,563	\$ 2,645,753	\$ 2,714,958
Days of Working Capital	(130.7)	(152.9)	(80.3)	140.2	177.3	147.9
% of Max Allowable Debt	11.5%	30.3%	38.1%	32.2%	34.9%	39.3%
Cash/(Debt to General Fund)	\$ (8,814,410)	\$ (23,052,313)	\$ (34,411,594)	\$ (32,161,305)	\$ (37,372,305)	\$ (44,498,266)

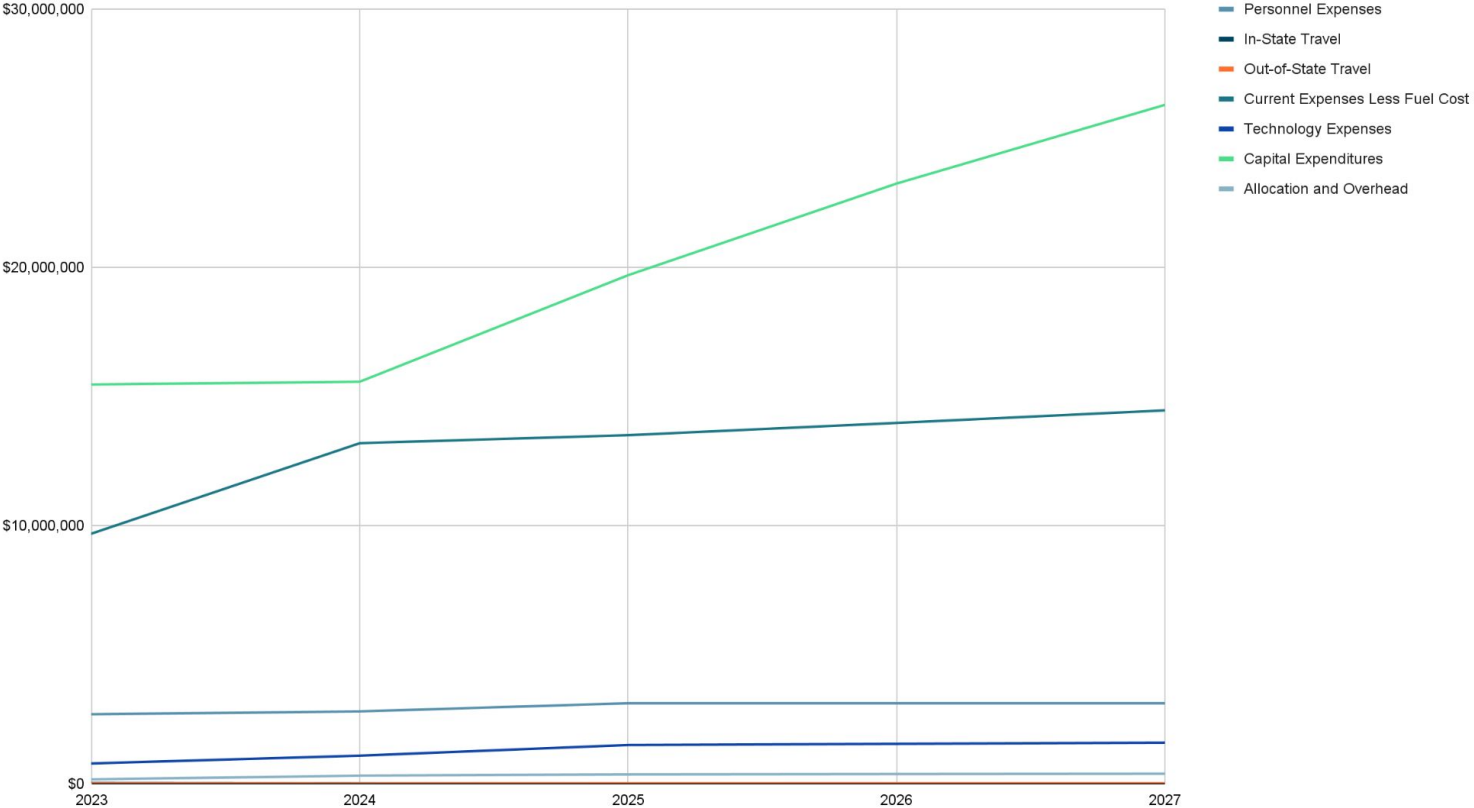
Fuel Network:

	FY22	FY23	FY24	FY25	FY26	FY27
Net Income	\$ (214,281)	\$ 2,886,998	\$ 980,539	\$ 732,592	\$ 553,333	\$ 373,196
Retained Earnings (Subject to Federal Rules)	\$ (3,397,035)	\$ (510,037)	\$ 470,502	\$ 1,203,094	\$ 1,756,427	\$ 2,129,623
Retained Earnings (Not Subject to Federal Rules)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
60 days Working Capital Limit	\$ 10,201,312	\$ 10,522,836	\$ 9,765,604	\$ 8,406,327	\$ 8,427,870	\$ 8,449,560
Days of Working Capital	(20.0)	(2.9)	2.9	8.6	12.5	15.1
% of Max Allowable Debt	-72.7%	-120.6%	-110.1%	-114.8%	-97.9%	-83.1%
Cash/(Debt to General Fund)	\$ (7,786,744)	\$ (3,682,704)	\$ (3,587,552)	\$ (1,841,787)	\$ (2,080,201)	\$ (2,448,752)

% of Max Allowable Debt = (Total Current Assets - Debts to General Fund) / (Total Capital Assets * 90%)



Fleet Expenses



*Current Expense does not include the cost of fuel pass-through.



Rate Changes



FY27 DFO Proposed Rate Adjustments

None

- ▶ **Fleet Operations Internal Savings**
 - M&R Contracts to lower shop labor rates.
 - Fuel Tank Painting performed in-house.
 - Decreasing size of state fleet by removing aging vehicles, which will lower maintenance and replacement costs.

- ▶ The SFY26 Maintenance Rate Changes have started and we need one year to compile and analyze historical data before recommending any adjustments.





FY27 DFO Proposed Rate Adjustments

Division of Fleet Operations

Rate Name	Service Charge	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount of Change
Invoice Late Fees - 30 Days	Percent of Balance	5%	5%	0%
Invoice Late Fees - 60 Days	Percent of Balance	10%	10%	0%
Invoice Late Fees - 90 Days	Percent of Balance	15%	15%	0%





FY27 DFO Proposed Rate Adjustments

Motor Pool

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Administration Rate - Full Service	Per Vehicle	\$41	\$41 *	\$0.00
Administration Rate - Capital and Owned	Per Vehicle	\$18	\$18	\$0.00
Additional Services and Research	Per Instance	\$50	\$50	\$0.00
Short Term/Already Replaced Vehicles	Per Vehicle	\$155	\$155	\$0.00
Vehicle Service Center work orders	Per Work Order	\$10	\$10 *	\$0.00
Telematics	Pass-through			
Small Vehicle Upgrades	Pass-through			
Shared Regional Motorpool - Fuelings	Pass-through			
Shared Regional Motorpool - Rentals	Pass-through			
Operator Negligence, Vehicle Abuse, Past PM	Pass-through			
Accident Deductible	Pass-through			

* FY26 revised rate approved in June 2025 due to the compensation adjustment





FY27 DFO Proposed Rate Adjustments

Motor Pool

Maintenance & Repair Fees	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Maintenance and Repair - Bus	Per Vehicle	\$360	\$360	\$0.00
Maintenance and Repair - Light Duty Off Road	Per Vehicle	\$120	\$120	\$0.00
Maintenance and Repair - Light Duty On Road	Per Vehicle	\$100	\$100	\$0.00
Maintenance and Repair - Medium Duty On Road	Per Vehicle	\$210	\$210	\$0.00
Maintenance and Repair - Medium Duty Off Road	Per Vehicle	\$250	\$250	\$0.00
Maintenance and Repair - Heavy Duty On Road	Per Vehicle	\$650	\$650	\$0.00
Maintenance and Repair - Heavy Duty Off Road	Per Vehicle	\$470	\$470	\$0.00
Maintenance and Repair - Motorcycle	Per Vehicle	\$180	\$180	\$0.00
Maintenance and Repair - Police Pursuit	Per Vehicle	\$270	\$270	\$0.00





FY27 DFO Proposed Rate Adjustments

Fuel Network

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Tank Monitoring	Per Tank	\$100.00	\$100.00	\$0.00
Low-Use Generator Service Calls	Per Hour	\$70.00	\$70.00	\$0.00
State-Owned Fueling Sites	Per Gallon	\$0.28	\$0.28	\$0.00
Retail-Owned Fueling Sites	Per Gallon	\$0.16	\$0.16 *	\$0.00
Electric Vehicle Charging	Per Charge	3% markup	3% markup	0%
Non-Fuel Purchases	Per Purchase	3% markup	3% markup	0%
Petroleum Storage Tank Fund Payments	Pass-through			



* FY26 revised rate approved in June 2025 due to the compensation adjustment

Rate Committee Action

Action to Approve FY27 ISF Rates	Slide Number or Reference	Change (rounded)
Approve all existing rates	2025 SB0008S01, Lines 5797-5837	-



Scott D. Sandall proposes the following substitute bill:

State Agency Fees and Internal Service Fund Rate Authorization and Appropriations

2025 GENERAL SESSION STATE OF UTAH

Chief Sponsor: Scott D. Sandall

House Sponsor: Walt Brooks

LONG TITLE

General Description:

This bill supplements or reduces appropriations otherwise provided for the support and operation of state government for the fiscal year beginning July 1, 2025 and ending June 30, 2026.

5797	Division of Fleet Operations - Department of	
5798	Government Operations	
5799	State-Owned Sites Markup on Fuel (per gallon)	0.28
5800	Percentage of Transaction Value on Non-fuel Purchases	3.0%
5801	EPA Compliance Monitoring (per month)	100.00
5802	Service Rate (per hour)	70.00
5803	Materials Rate	Actual cost
5804	Petroleum Storage Tank Trust Fund Rate	Actual cost
5805	Retail Sites Markup on Fuel (per gallon)	0.15
5806	Accounts receivable late fee	
5807	Past 30 Days	5% of balance
5808	Past 60 Days	10% of balance
5809	Past 90 Days	15% of balance
5810	Lease Rate (per month, per vehicle)	See formula
5811	Contract price divided by current life cycle.	
5812	Maintenance & Repair	See formula
5813	Maintenance and repair costs for vehicles is a flat rate per vehicle	
5814	type per month based on historic costs, vehicle counts, and forecasted	
5815	expenses.	
5816	Administrative Rate - Leased Vehicles (per vehicle per month)	40.00
5817	Administrative Rate - Owned Vehicles (per vehicle per month)	18.00
5818	Short Term Used Vehicle Lease	155.00
5819	Telematics GPS Tracking	Actual cost
5820	Accident Deductible (per accident)	Actual cost
5821	Fuel Pass-through (per gallons)	Actual cost
5822	Daily Pool Rates	Actual Cost
5823	Additional Management	
5824	Services: Research & Complaints	50.00
5825	Operator Negligence and Vehicle Abuse (per occurrence)	Varies
5826	Vehicle Service Center (per work order each vehicle)	8.00
5827	Vehicle Feature and Miscellaneous Equipment Upgrade	Actual cost
5828	Vehicle Detail Cleaning Service	Actual cost
5829	Accounts receivable late fee	
5830	Past 30-days	5% of balance

5831	Past 60-days	10% of balance
5832	Past 90-days	15% of balance
5833	Statutory Maintenance Non-Compliance	
5834	10 Days Late (per vehicle per month)	100.00
5835	20 Days Late (per vehicle per month)	200.00
5836	30+ Days Late (per vehicle per month)	300.00
5837	Transactions Rate (per hour)	65.00



division of
**Fleet
Operations**

Pro Forma Financial Statements
Motor Pool

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
BALANCE SHEET				
ASSETS				
CASH & CASH EQUIVALENTS	-	-	-	-
ACCOUNTS RECEIVABLE	61,842	131,981	131,981	131,981
DUE FROM OTHER FUNDS	2,300,498	2,000,000	2,000,000	2,000,000
INVENTORIES	-	-	-	-
PREPAID EXPENSES	398	1,728	2,000	2,000
TOTAL CURRENT ASSETS	2,362,738	2,133,709	2,133,981	2,133,981
DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM	-	-	-	-
TOTAL OTHER ASSETS	-	-	-	-
LAND / LAND IMPROVEMENTS				
VEHICLES	175,391,600	193,114,193	208,114,193	222,114,193
BUILDINGS AND IMPROVEMENTS	173,480	173,480	173,480	173,480
MACHINERY AND EQUIPMENT	693,090	693,090	693,090	693,090
ACCUMULATED DEPRECIATION	(82,904,161)	(90,299,621)	(96,799,621)	(103,299,621)
TOTAL CAPITAL ASSETS	93,354,009	103,681,142	112,181,142	119,681,142
TOTAL ASSETS	95,716,747	105,814,851	114,315,123	121,815,123
LIABILITIES & FUND EQUITY				
VOUCHERS PAYABLE	780,044	4,717,458	4,717,458	4,717,458
ACCRUED LIABILITIES	1,379,375	1,886,296	1,886,296	1,886,296
DEFERRED REVENUE	3,170,568	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	17,799,622	11,000,000	11,000,000	11,000,000
DUE TO OTHER FUNDS	8,620	10,000	10,000	10,000
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	23,138,229	17,613,754	17,613,754	17,613,754
REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	16,611,972	21,161,305	26,372,305	33,498,266
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	16,611,972	21,161,305	26,372,305	33,498,266
TOTAL LIABILITIES	39,750,201	38,775,059	43,986,059	51,112,020
CONTRIBUTED CAPITAL	52,143,794	54,023,746	55,523,746	57,023,746
RETAINED EARNINGS - STATE ONLY	6,989,233	6,989,233	6,989,233	6,989,233
RETAINED EARNINGS - DESIGNATED	0	0	0	0
RETAINED EARNINGS	(3,166,481)	6,026,813	7,816,085	6,690,124
TOTAL FUND EQUITY / NET ASSETS	55,966,546	67,039,792	70,329,064	70,703,103
TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	95,716,747	105,814,851	114,315,123	121,815,123
INCOME STATEMENT				
TOTAL OPERATING REVENUES (before proposed rate impacts)	29,727,889	42,426,407	39,500,995	40,000,995
Rate Impact				
TOTAL OPERATING REVENUES (after proposed rate impacts)	29,727,889	42,426,407	39,500,995	40,000,995
PERSONAL SERVICES	1,444,348	2,033,426	2,033,426	2,033,426
TRAVEL EXPENSE	1,494	14,138	14,562	14,999
CURRENT EXPENSE	11,761,260	12,477,899	12,852,236	13,237,803
CURRENT EXPENSE - DATA PROCESSING	392,822	400,212	412,218	424,585
DEPRECIATION EXPENSE	15,245,812	19,337,208	22,837,208	25,837,208
OTHER EXPENSES	590,197	545,702	562,073	578,935
TOTAL OPERATING EXPENSES	29,435,933	34,808,585	38,711,723	42,126,956
TOTAL OPERATING INCOME (LOSS)	291,956	7,617,822	789,272	(2,125,961)

GAIN (LOSS) ON SALE OF FIXED ASSETS	764,028	1,412,705	1,000,000	1,000,000
OTHER INCOME	-	162,767	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	-	-	-
NET INCOME (LOSS)	1,055,984	9,193,294	1,789,272	(1,125,961)

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	(23,052,313)	(34,411,594)	(32,161,305)	(37,372,305)
Total Cash from Sales	29,975,371	42,196,048	39,500,995	40,000,995
Capital Asset Disposal Proceeds	2,029,854	5,910,768	3,000,000	3,000,000
Federal Grants	-	-	-	-
State Appropriations (snowplows)	-	-	-	-
Fleet Expansion	3,574,524	1,879,952	1,500,000	1,500,000
TOTAL SOURCES OF CASH	35,579,749	49,986,768	44,000,995	44,500,995
Cash Used for Operations	(11,487,603)	(15,057,585)	(17,211,995)	(20,626,956)
Payments for Capital Assets	(35,451,427)	(32,678,894)	(32,000,000)	(31,000,000)
State Appropriations (snowplows)	-	-	-	-
Other Uses (transfer for SLCC site)	-	-	-	-
Other Uses (federal retained earnings refund)	-	-	-	-
TOTAL USES OF CASH	(46,939,030)	(47,736,479)	(49,211,995)	(51,626,956)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	(34,411,594)	(32,161,305)	(37,372,305)	(44,498,266)



division of
**Fleet
Operations**

Pro Forma Financial Statements
Fuel Network

FY 2024 **FY 2025** **FY 2026** **FY 2027**
Actual **Preliminary** **Forecast** **Forecast**

BALANCE SHEET

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
ASSETS				
CASH & CASH EQUIVALENTS	-	-	-	-
ACCOUNTS RECEIVABLE	4,906,905	4,499,686	4,499,686	4,499,686
DUE FROM OTHER FUNDS	1,263,843	1,000,566	1,000,566	1,000,566
INVENTORIES	2,767,689	2,686,154	2,686,154	2,686,154
PREPAID EXPENSES	84,348	-	-	-
TOTAL CURRENT ASSETS	9,022,785	8,186,406	8,186,406	8,186,406
REAL PROPERTY HELD FOR RESALE	-	-	-	-
DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM	-	-	-	-
TOTAL OTHER ASSETS	-	-	-	-
LAND / LAND IMPROVEMENTS	-	-	-	-
CONSTRUCTION IN PROGRESS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	19,167	19,167	19,167	19,167
MACHINERY AND EQUIPMENT	10,458,943	11,471,277	12,671,277	13,871,277
ACCUMULATED DEPRECIATION	(4,991,803)	(5,350,056)	(5,758,309)	(6,216,562)
TOTAL CAPITAL ASSETS	5,486,307	6,140,388	6,932,135	7,673,882
TOTAL ASSETS	14,509,092	14,326,794	15,118,541	15,860,288
LIABILITIES & FUND EQUITY				
VOUCHERS PAYABLE	3,074,266	3,911,002	3,911,002	3,911,002
ACCRUED LIABILITIES	-	-	-	-
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	395,991	1,841,787	2,080,201	2,448,752
DUE TO OTHER FUNDS	5,861	-	-	-
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	3,476,118	5,752,789	5,991,203	6,359,754
REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	3,191,561	-	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	3,191,561	-	-	-
TOTAL LIABILITIES	6,667,679	5,752,789	5,991,203	6,359,754
CONTRIBUTED CAPITAL	7,370,911	7,370,911	7,370,911	7,370,911
RETAINED EARNINGS	470,502	1,203,094	1,756,427	2,129,623
TOTAL FUND EQUITY / NET ASSETS	7,841,413	8,574,005	9,127,338	9,500,534
TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	14,509,092	14,326,794	15,118,541	15,860,288

INCOME STATEMENT

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
TOTAL OPERATING REVENUES (before proposed rate impacts)	59,896,072	51,528,808	51,528,808	51,528,808
Rate Impact				
TOTAL OPERATING REVENUES (after proposed rate impacts)	59,896,072	51,528,808	51,528,808	51,528,808
PERSONAL SERVICES	813,782	1,023,564	1,023,564	1,023,564
TRAVEL EXPENSE	3,348	3,838	3,953	4,072
CURRENT EXPENSE	56,809,105	48,439,113	48,539,113	48,639,113
CURRENT EXPENSE - DATA PROCESSING	614,864	636,429	655,522	675,188
DEPRECIATION EXPENSE	321,911	358,253	408,253	458,253
OTHER EXPENSES	352,523	335,019	345,070	355,422
TOTAL OPERATING EXPENSES	58,915,533	50,796,216	50,975,475	51,155,612
TOTAL OPERATING INCOME (LOSS)	980,539	732,592	553,333	373,196
GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-

GAIN (LOSS) ON SALE OF ASSETS - SLCC LEAK	-	-	-	-
INTEREST INCOME	-	-	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	-	-	-
NET INCOME (LOSS)	980,539	732,592	553,333	373,196

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	(3,682,704)	(3,587,552)	(1,841,787)	(2,080,201)
Total Cash from Sales	59,546,044	51,183,996	51,528,808	51,528,808
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
2021 SB0003	-	-	-	-
Other Sources(FY21 SLCC site from Motor Pool fund)	-	-	-	-
TOTAL SOURCES OF CASH	59,546,044	51,183,996	51,528,808	51,528,808
Cash Used for Operations	(58,683,053)	(48,425,897)	(50,567,222)	(50,697,359)
Payments for Capital Assets	(767,839)	(1,012,334)	(1,200,000)	(1,200,000)
State Appropriations	-	-	-	-
Other Uses	-	-	-	-
TOTAL USES OF CASH	(59,450,892)	(49,438,231)	(51,767,222)	(51,897,359)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	(3,587,552)	(1,841,787)	(2,080,201)	(2,448,752)



division of
**Fleet
Operations**

Pro Forma Financial Statements
Fleet Administration

FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
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BALANCE SHEET

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
ASSETS				
CASH & CASH EQUIVALENTS	50,271	46,634	46,634	46,634
ACCOUNTS RECEIVABLE	-	-	-	-
DUE FROM OTHER FUNDS	-	-	-	-
INVENTORIES	-	-	-	-
PREPAID EXPENSES	71	-	-	-
TOTAL CURRENT ASSETS	50,342	46,634	46,634	46,634
DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM				
TOTAL OTHER ASSETS	-	-	-	-
LAND / LAND IMPROVEMENTS				
CONSTRUCTION IN PROGRESS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	-	-	-	-
ACCUMULATED DEPRECIATION	-	-	-	-
TOTAL CAPITAL ASSETS	-	-	-	-
TOTAL ASSETS	50,342	46,634	46,634	46,634
LIABILITIES & FUND EQUITY				
VOUCHERS PAYABLE	3,351	(4,377)	(4,377)	(4,377)
ACCRUED LIABILITIES	-	-	-	-
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	35	-	-	-
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	3,386	(4,377)	(4,377)	(4,377)
REVENUE BONDS - LONG TERM				
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-
TOTAL LIABILITIES	3,386	(4,377)	(4,377)	(4,377)
CONTRIBUTED CAPITAL				
CONTRIBUTED CAPITAL	35,169	35,169	35,169	35,169
RETAINED EARNINGS				
RETAINED EARNINGS	11,787	15,842	15,842	15,842
TOTAL FUND EQUITY / NET ASSETS	46,956	51,011	51,011	51,011
TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	50,342	46,634	46,634	46,634

INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)				
	-	-	-	-
Rate Impact				
TOTAL OPERATING REVENUES (after proposed rate impacts)				
	-	-	-	-
PERSONAL SERVICES	534,806	51,533	51,533	51,533
TRAVEL EXPENSE	6,368	1,306	1,345	1,385
CURRENT EXPENSE	22,219	17,719	18,251	18,799
CURRENT EXPENSE - DATA PROCESSING	70,026	454,327	467,957	481,996
DEPRECIATION EXPENSE	-	-	-	-
OTHER EXPENSES	(638,847)	(528,940)	(539,086)	(553,713)
TOTAL OPERATING EXPENSES	(5,428)	(4,055)	-	-
TOTAL OPERATING INCOME (LOSS)	5,428	4,055	-	-
GAIN (LOSS) ON SALE OF FIXED ASSETS				
	-	-	-	-
INTEREST INCOME				
	-	-	-	-
INTEREST EXPENSE				
	-	-	-	-

FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	-	-	-
NET INCOME (LOSS)	5,428	4,055	-	-

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE	67,693	50,271	46,634	46,634
Total Cash from Sales	-	-	-	-
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	-	-	-	-
TOTAL SOURCES OF CASH	-	-	-	-
Cash Used for Operations	(17,422)	(3,637)	-	-
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses	-	-	-	-
TOTAL USES OF CASH	(17,422)	(3,637)	-	-
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE	50,271	46,634	46,634	46,634

Division of Human Resource Management



Greg Hargis
Assistant Director
Division of Human Resource Management

DHRM Vision and Values

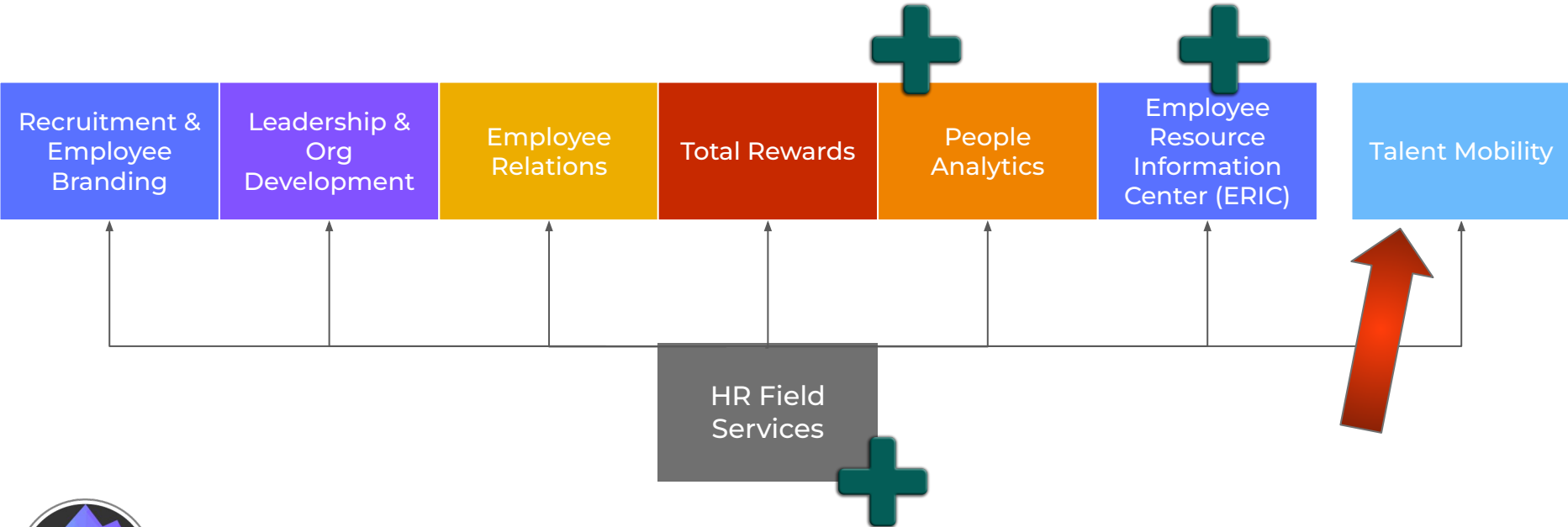
Evolve then **elevate** the **employee*** experience



S	Customer Service
	Public Service
	Peer-to-Peer Service
E	Purpose & Meaning
	Empowerment
	Adaptability
A	Results
	Clarity
	Growth
T	Transparency
	Integrity
	Credibility

Outside In Customer Service <ul style="list-style-type: none">Start and end with the customer in mindAddress the concern with their success and efficiency as goal
Data Driven Mindset <ul style="list-style-type: none">Seeks to understand key indicators, baselines, and changes in identified variables within agency human capitalAble to identify changes in workflow, outcomes, agency requestsBuild insights based on analytics that drives value added recommendations
Digitalization Ownership <ul style="list-style-type: none">Takes ownership in looking for an updated process that can be solved with technologyActive participant in HCM systems integration to set up customer agencies with a stronger operational flow than what currently existsManage the change through change management (training, over communication, touchpoints)
Agile Service Delivery <ul style="list-style-type: none">Fluid and flexibleUnderstanding & clarity of prioritization of projectsAble to communicate to other stakeholders about shift in prioritiesWillingness to fail (risk of improvement wins), recklessly good

DHRM Product and Service Lines



GRIT: Central Strength in Recruiting

Problem statement: The State of Utah faces significant challenges in managing high volume and/or hard-to-fill recruitments.



Reduce Time-to-Fill
Implement strategies to decrease average time taken to fill high volume and hard-to-fill positions.



Improve Candidate Quality
Enhance the quality of candidates by refining sourcing methods and selection processes, aiming for an increase in the satisfaction rate of hiring managers.



Enhance Candidate Experience
Improve the candidate experience to attract top talent and maintain a positive employer brand as measured by positive feedback from candidates.

Data Analysis

Evaluate time-to-fill metrics, vacancy rates, turnover rates, and volume of job postings to identify high volume and hard-to-fill jobs. Identify jobs, job families, or occupations to focus pilot efforts on.

Process Analysis & Redesign

Conduct a comprehensive analysis of the current recruitment process to identify bottlenecks and inefficiencies. Redesign the process to eliminate redundancies and incorporate best practices.

Technology Integration

Leverage recruitment automation tools, applicant tracking system, and AI-driven sourcing solutions to enhance efficiency and accuracy in candidate selection.

Data-Driven Strategies

Utilize data analytics to gain insights into recruitment performance, candidate behaviors, and market trends. Develop strategies based on these insights to improve recruitment outcomes.

Employee Training & Development

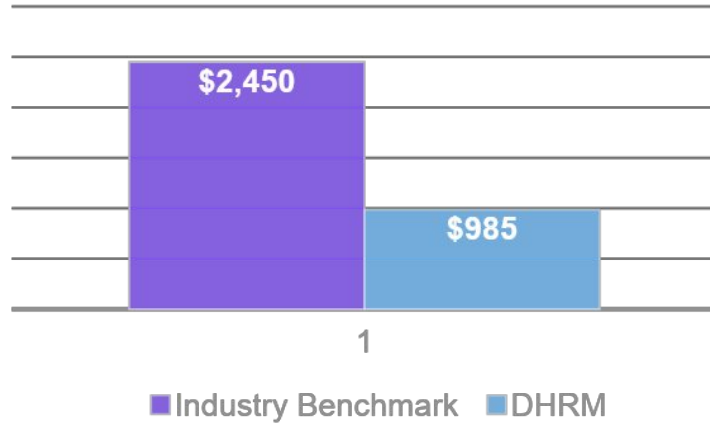
Provide training for recruiters on new technologies, methodologies, and best practices to ensure successful implementation of the improved processes.

Partnerships & Networks

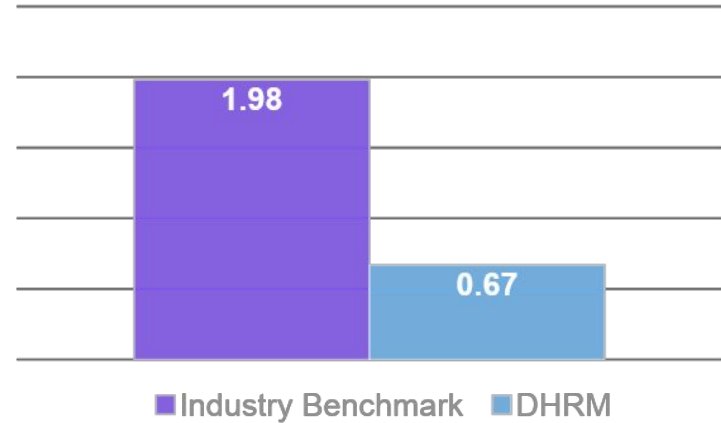
Establish partnerships with educational institutions, professional associations, and industry networks to create a talent pipeline for high volume and/or hard-to-fill positions.

Market Comparison

Cost per FTE



HR to Employee Ratio



Source: 2025 CHRO Benchmarking: Insights to Power People Strategy, SHRM, 2025

FY2027 Rate Recommendation

ISF Services

Rate Name	Service Unit	FY27 Proposed Rate	FY26 Approved Rate	Amount Change
Field Services	Per Headcount	\$633.32	\$707.37 *	(\$74.05)
Core Services	Per Headcount	\$87.67	\$87.67 *	\$0.00
P4P Services	Per Headcount	\$37.37	\$37.37 *	\$0.00
Notary Background Check	Per BCI	\$1.50	\$3.25	(\$1.75)



* FY26 revised rate approved in June 2025 due to the compensation adjustment

Rate Committee Action

Action to Approve Modified FY26 ISF Rates	Slide Number or Reference	Change (rounded)
Approve Rate Adjustments	Slide 111	(\$1,742,176.41)
Approve all other existing rates	2025 SB0008S01 Lines 6571-6581	-



03-04 11:08

1st Sub. (Green) S.B. 8

Scott D. Sandall proposes the following substitute bill:

State Agency Fees and Internal Service Fund Rate Authorization and Appropriations

2025 GENERAL SESSION STATE OF UTAH

Chief Sponsor: Scott D. Sandall

House Sponsor: Walt Brooks

LONG TITLE

General Description:

This bill supplements or reduces appropriations otherwise provided for the support and operation of state government for the fiscal year beginning July 1, 2025 and ending June 30, 2026.

6571	Human Resource Management - Department of	
6572	Government Operations	
6573	Course Fee (per Student)	750.00
6574	Other Training Fee (per Hour)	25.00
6575	P4P Services (per Headcount)	32.92
6576	Human Resources Internal Service Fund - Department of	
6577	Government Operations	
6578	Core Services (per Headcount)	87.61
6579	Notary Background Check Fee	3.25
6580	Consulting Services (per Consult)	Actual Cost
6581	HR Field Services (per Headcount)	693.91



Pro Forma Financial Statements

Human Resource Management

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
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BALANCE SHEET

ASSETS

CASH & CASH EQUIVALENTS	3,706,035	5,801,099	6,639,035	7,040,840
ACCOUNTS RECEIVABLE	3,880	(59)		
DUE FROM OTHER FUNDS	507,881	-	-	-
INVENTORIES	-	-	-	-
PREPAID EXPENSES	233,364	300,254	300,254	300,254
TOTAL CURRENT ASSETS	4,451,160	6,101,293	6,939,289	7,341,093

DEFERRED CHARGES/ PREPAID
EXPENSE - LONG TERM

TOTAL OTHER ASSETS	-	-	-	-
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LAND / LAND IMPROVEMENTS	-	-	-	-
CONSTRUCTION IN PROGRESS	-	-	-	-
SOFTWARE	2,468,229	2,468,229	2,468,229	2,468,229
BUILDINGS AND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	48,599	5,842	5,842	5,842
ACCUMULATED DEPRECIATION	(48,599)	(5,842)	(5,842)	(5,842)
ACCUMULATED DEPRECIATION SOFTWARE	(2,468,229)	(2,468,229)	(2,468,229)	(2,468,229)
TOTAL CAPITAL ASSETS	-	-	-	-

TOTAL ASSETS	4,451,160	6,101,293	6,939,289	7,341,093
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LIABILITIES & FUND EQUITY

VOUCHERS PAYABLE	1,371,127	484,016	484,016	484,016
ACCOUNTS PAYABLE	54			
ACCRUED LIABILITIES		-	-	-
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	1,918	-	-	-
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	1,373,099	484,016	484,016	484,016

REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-

TOTAL LIABILITIES	1,373,099	484,016	484,016	484,016
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CONTRIBUTED CAPITAL	412,737	412,737	412,737	412,737
RETAINED EARNINGS	2,665,324	5,204,540	6,042,536	6,444,340
TOTAL FUND EQUITY / NET ASSETS	3,078,061	5,617,277	6,455,273	6,857,077

TOTAL LIABILITIES & FUND EQUITY / NE	4,451,160	6,101,293	6,939,289	7,341,093
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INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)	18,360,499	21,402,536	23,679,084	23,439,699
Rate Impact				(1,742,176)
TOTAL OPERATING REVENUES (after proposed rate impacts)	18,360,499	21,402,536	23,679,084	21,697,522
PERSONNEL SERVICES	14,367,668	15,652,185	17,744,653	17,463,254
TRAVEL EXPENSE	43,391	64,360	66,290	68,279
CURRENT EXPENSE	526,804	457,954	2,272,383	987,215
CURRENT EXPENSE - DATA PROCESSING	2,021,687	2,438,759	2,495,197	2,501,276
DEPRECIATION EXPENSE	58,489	-	-	-
OTHER EXPENSES	214,873	250,062	262,565	275,693
TOTAL OPERATING EXPENSES	17,232,912	18,863,320	22,841,088	21,295,718
TOTAL OPERATING INCOME (LOSS)	1,127,587	2,539,217	837,996	401,804
GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST INCOME	-	-	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	-	-	-
NET INCOME (LOSS)	1,127,587	2,539,217	837,996	401,804

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	1,585,527	3,706,035	5,801,099	6,639,036
Total Cash from Operations	18,360,499	21,402,536	23,679,084	21,697,522
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	757,500	42,400	42,400	42,400
Other Sources	-	-	-	-
TOTAL SOURCES OF CASH	19,117,999	21,444,936	23,721,484	21,739,922
Cash Used for Operations	(16,239,991)	(19,307,472)	(22,841,147)	(21,295,718)
Payments for Capital Assets	-	-	-	-
State Appropriations	(757,500)	(42,400)	(42,400)	(42,400)
Other Uses	-	-	-	-
TOTAL USES OF CASH	(16,997,491)	(19,349,872)	(22,883,547)	(21,338,118)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	3,706,035	5,801,099	6,639,036	7,040,840

Enterprise Solutions Office



Jake Hennessy
Executive Finance Director
Department of Government Operations



Human Capital Management / Payroll

- ▶ We are updating and modernizing the state's 20+ year old SAP payroll system and homegrown HR system and replacing them with a single vendor platform that can handle:
 - Time Entry, Benefits & Deductions, Payroll Processing, Recruitments, Onboarding, Performance Management, Reporting, etc.
 - Will go live for all employees December 2025



Benefits

Streamline Operations

- ▶ Align processes with industry best practices

Centralized Data

- ▶ Establish accurate and timely reporting with a central data set

Employee Self-Service

- ▶ Minimize administrative overhead with self-service features

Improved Effectiveness

- ▶ Reduce reliance on secondary applications

Enhanced Productivity

- ▶ Reduce the number of systems used

Increased Accessibility

- ▶ Support diverse devices and browsers



Rate Cost Drivers

Total Rate Impact	\$1,254,969.53
CGI Annual SaaS and Consulting Costs	\$ 1,325,000.00
Total Cost Drivers	\$ 1,325,000.00



FY2027 Rate Recommendation

Enterprise Solutions Office

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Vantage	Per Headcount	\$208.19	\$189.26 *	\$18.93
Vantage Plus Payroll	Per Headcount	\$61.86	\$56.28 *	\$5.58



* FY26 revised rate approved in June 2025 due to the compensation adjustment

Rate Committee Action

Action to Approve FY27 ISF Rates	Slide Number or Reference	Change (rounded)
Approve Rate Adjustments	Slide 117	\$1,254,970
Approve all other existing rates	2025 SB0008S01, Lines 5664,5666	–



03-04 11:08

1st Sub. (Green) S.B. 8

Scott D. Sandall proposes the following substitute bill:

State Agency Fees and Internal Service Fund Rate Authorization and Appropriations

2025 GENERAL SESSION STATE OF UTAH

Chief Sponsor: Scott D. Sandall

House Sponsor: Walt Brooks

2

3 **LONG TITLE**

4 **General Description:**

5 This bill supplements or reduces appropriations otherwise provided for the support and
6 operation of state government for the fiscal year beginning July 1, 2025 and ending June 30,
7 2026.

5661 **DGO Administration - Department of Government**

5662 **Operations**

5664 Vantage (per Headcount/Year) 185.95

5666 Vantage Plus Payroll (per Headcount/Year) 56.24

Division of Risk Management



Rachel G. Terry
Division Director
Risk Management

FY2025 Accomplishments



- ▶ Implemented property captives
 - **Captive program reduced premiums by \$6M for FY2025 and \$7.3M for FY2026**
- ▶ Increased earthquake coverage to \$640M from \$525M
- ▶ Saved additional \$800k on property
- ▶ Improved efficiency on property claims
- ▶ Developed improved loss control protocols
- ▶ Improved collaboration and coordination with covered entities and partners
- ▶ Conducted market analysis (63A-4-102(4))





STATE OF UTAH - DIVISION OF RISK MANAGEMENT

Commercial Insurance Program Success

Report Key Findings

Risk's coverage is broader than what is typical in the market.

The Fund's relatively broad coverage provided through "manuscript" insurance policies has added a value component that is difficult to replicate in the commercial market. *(Example: in the State's manuscript Property policy is coverage for code upgrades. This is not standard in all property insurance policy forms and likely saved the State millions of dollars in the recent earthquake property loss.)*

Captive insurance use helps the state navigate market volatility.

The Division of Risk Management's ("DRM") use of captive insurance companies is intended to keep the rates reasonable and low. It is still too early to calculate the impact of the captive on Fund rates vs market rates, but to-date, the use of the captive has helped keep rates steady.

Market rate comparison shows the fund has competitive rates.

The State of Utah Risk Fund's ("Fund") rates are highly competitive relative to the commercial market, and the premiums are fairly distributed to its insureds.

The DRM's operational efficiency means insurance dollars are going further.

Overhead costs to administer the Fund are relatively low and highly competitive when compared to the commercial market. Value-added loss control services (provided at no cost to the Fund's insureds) help them manage the risks attendant in their respective operations. These services are an important benefit to the individual insureds and to the Fund as a whole, paying for themselves many times over in terms of lives saved, property preserved, and liabilities, damage, and injuries minimized or eliminated.



Operational Efficiency of the Division of Risk Management

Overhead costs to administer the Fund are relatively low and highly competitive when compared to the commercial market. An important concept that underlies any discussion of insurance ratemaking and rate adequacy is the "Insurance Dollar." This can be depicted as follows:



Typical Insurance Program Dollar Split

Fixed Costs (30%)

- Audit, Acquisition, Administration
- Boards, Bureaus, Fees
- Insurance/Reinsurance
- Claims Management
- Profit

Provision for Losses (70%)

- Direct claims costs/payouts
- Allocated claims expenses (e.g. attorney's fees)



The Fund's Insurance Program Dollar Split

Fixed Costs (11.4%)

- Administration
- Claims Management

Provision for Losses (88.6%)

- Direct claims costs/payouts
- Allocated claims expenses (e.g. attorney's fees)

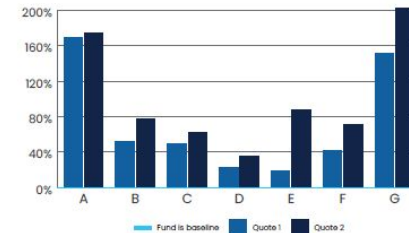
The Fund's Premium Rates Compared to The Market

Contained herein are quotes provided from two different sources for Property, Liability, and Auto. These are compared to the Fund's premiums charged for these assets. The variance is undeniably very significant in the Fund's favor.

Property Quote Examples

Note that these premium comparisons for Property are contemplating full replacement cost coverage to the Covered Entity's Total Insurable Values, including earthquake coverage capped at \$50M.

Covered Entity	Total Insurable Value	Fund Premium	Market Premium 1	Variance	Market Premium 2	Variance
A	\$107,966,000	\$79,560	\$214,744	-170%	\$219,063	-175%
B	\$2,739,996,000	\$1,072,940	\$1,628,390	-52%	\$1,907,448	-77%
C	\$443,171,000	\$391,140	\$582,262	-49%	\$632,874	-62%
D	\$65,120,000	\$30,000	\$35,784	-19%	\$56,450	-88%
E	\$611,889,000	\$357,970	\$506,820	-42%	\$611,000	-71%
F	\$17,855,000	\$15,510	\$39,064	-152%	\$47,000	-203%



This chart shows the variance between the premium that would be charged to the Fund for the same Total Insurable Value based on the two market premium quotes obtained as examples.

These ratios represent how much more expensive the coverage could be, and the State is getting huge savings with the program in place.

Rate Cost Drivers

Total Rate Impact	\$ 3,155,660.00
Auto - Inflationary increases in repair and replacement costs.	\$ 1,183,340.00
Aviation - Fleet expansion and market exposure. This is a pass-through expense from excess carriers.	\$ 57,780.00
Cyber Liability - Increased exposure and driven by market . This is a pass-through expense from excess carrier.	\$ 514,585.00
Liability - Increased exposure, claim costs, and driven by market.	\$ 1,321,951.00
Property - Increased exposure, claim costs, and driven by market.	\$ 3,970.00
Commercial Auto - Fleet expansion and market exposure. This is a pass-through expense from excess carriers.	\$ 74,034.00
Total Cost Drivers	\$ 3,155,660.00



Property Program

FY2027 Rates*

Proposed Rate: \$44M

- \$2M Administrative costs (allocating 40% of admin costs, up from previous years because we will be handling more property claims)
- \$34M Excess Premiums
- \$1M deductibles
- \$7M fund the captive

FY2027 rates are identical to FY2026 rates



The Good News!

What?

- Total Insured Values Increased by 5%, but total cost to covered entities is the same as FY2026. **This represents a \$1.7M benefit to the State.**
- Able to increase earthquake insurance from \$525M to \$640M.

How?

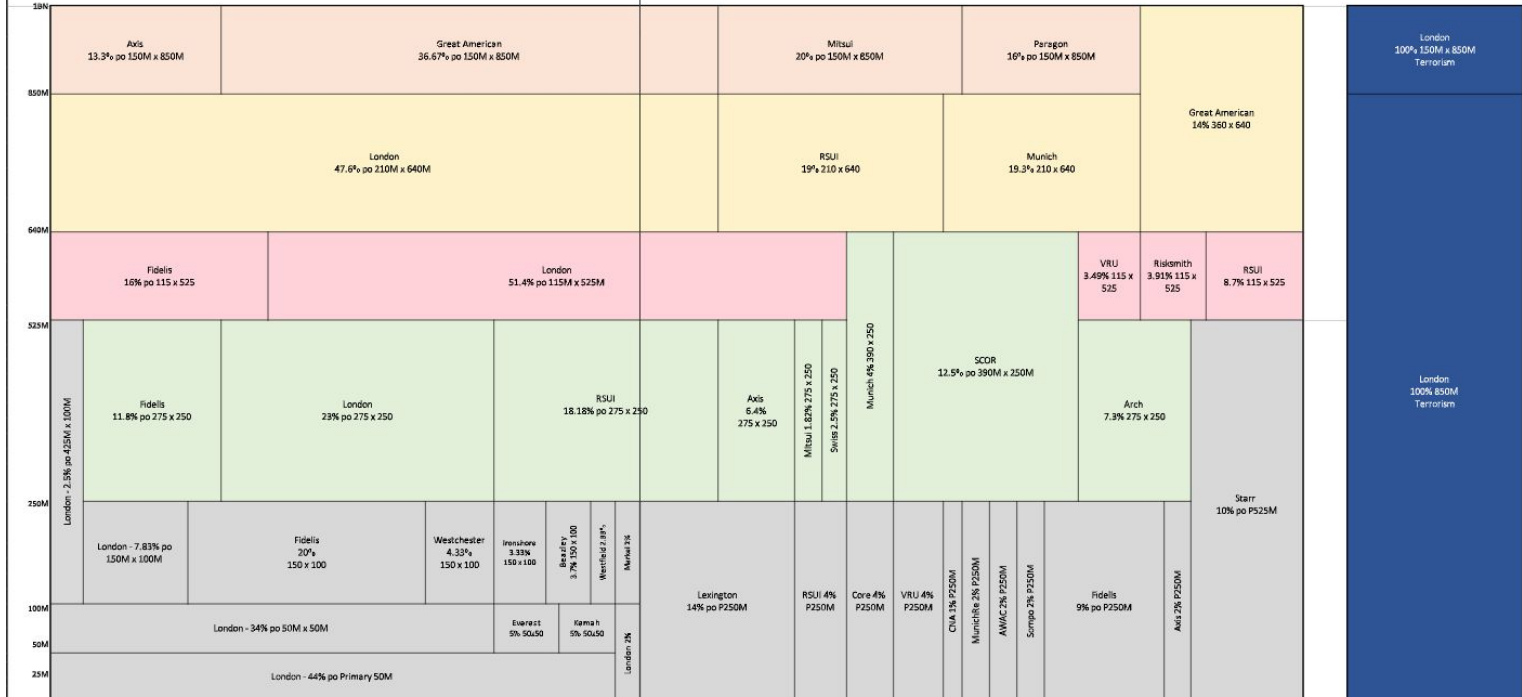
- Market recognizes and rewarded captive structure
- Market conditions improved.
- Negotiated reduction in end of the year “true up”
- Improved management of property claims.



FY2026 Property Program: \$640M* EQ/\$1B AOP



State of Utah Property Mud Map
July 1, 2025 to July 1, 2026



*Increased from \$525M

FY2027 Rate Recommendation

Division of Risk Management

Property	Service Unit	FY2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Charter Schools	Insured Value	\$ 897,210	\$ 732,810	\$ 164,400
School Districts	Insured Value	\$ 15,986,940	\$ 15,375,970	\$ 610,970
Higher Education	Insured Value	\$ 20,166,900	\$ 20,783,690	\$ (616,790)
State/Other Agencies	Insured Value	\$ 6,948,950	\$ 7,103,560	\$ (154,610)



FY2027 Rate Recommendation

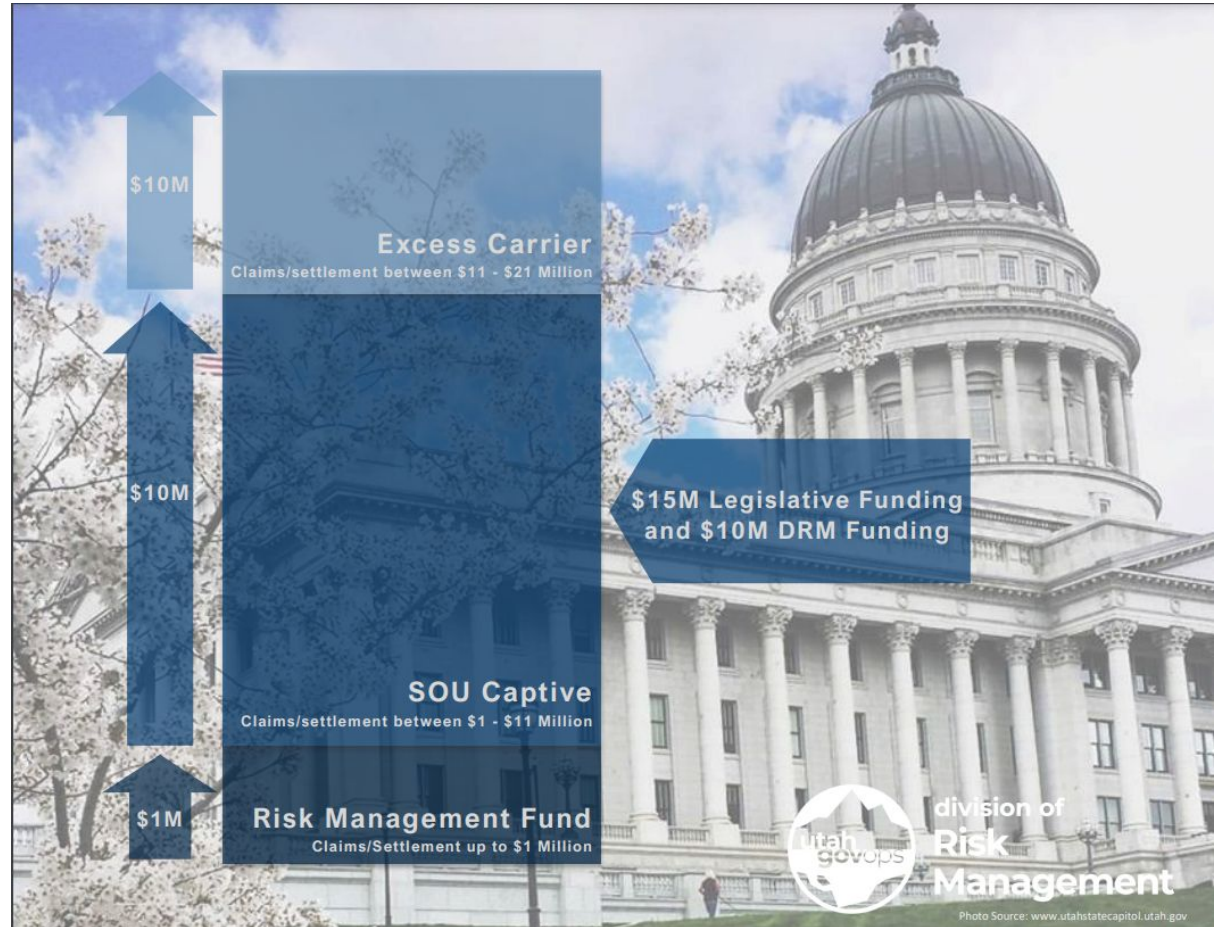
Division of Risk Management

Builder's Risk <i>(part of property, but billed separately)</i>	Service Unit	FY2027 Proposed Rate	FY2026 Approved Rate	Amount Change
All Covered Entities	Per \$1,000 Insured	\$ 2.15	\$ 2.15	\$ -



Liability Program

STATE OF UTAH GENERAL LIABILITY CAPTIVE



division of
**Risk
Management**

FY2027 Rate Recommendation

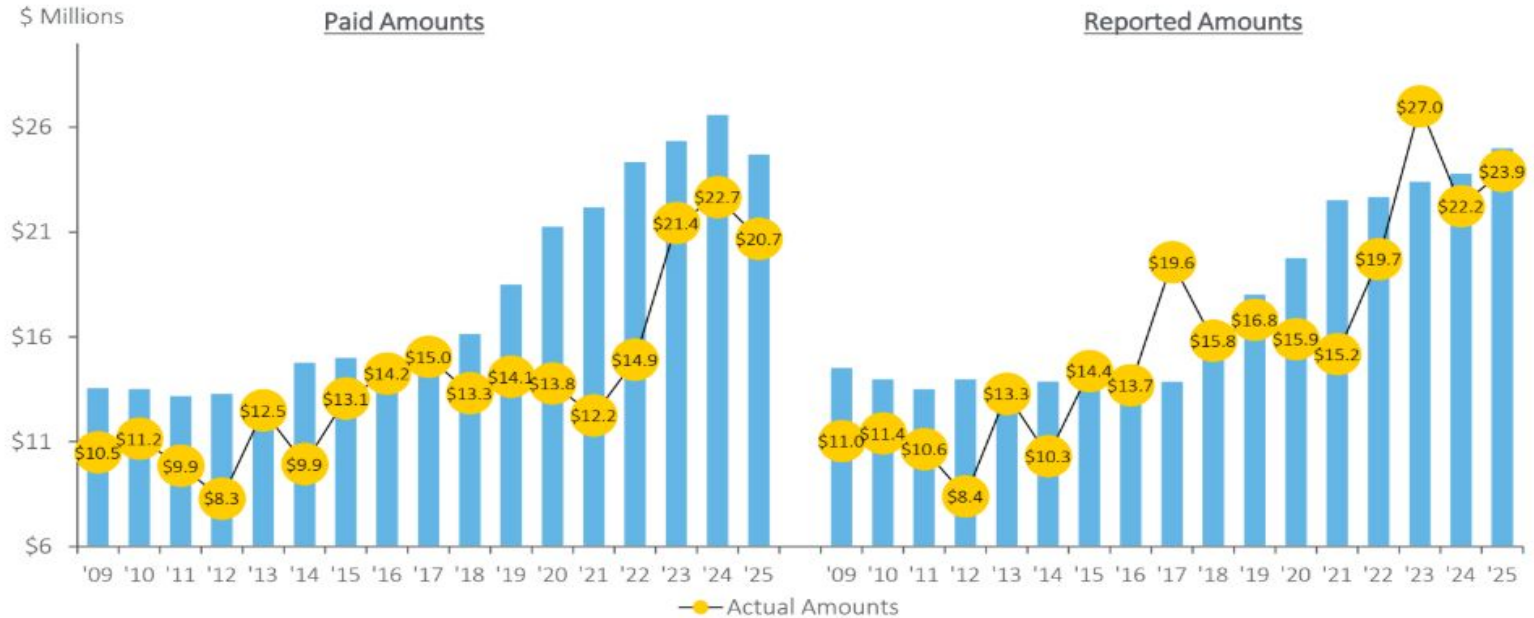
Division of Risk Management

Liability	Service Unit	FY2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Charter Schools	Students	\$ 652,050	\$ 622,190	\$ 29,860
School Districts	Students	\$ 11,102,870	\$ 10,823,070	\$ 279,800
Higher Education	Expense Budget	\$ 7,888,600	\$ 6,615,830	\$ 1,272,770
State/Other Agencies	FT Employees	\$ 14,891,321	\$ 15,151,800	\$ (260,479)



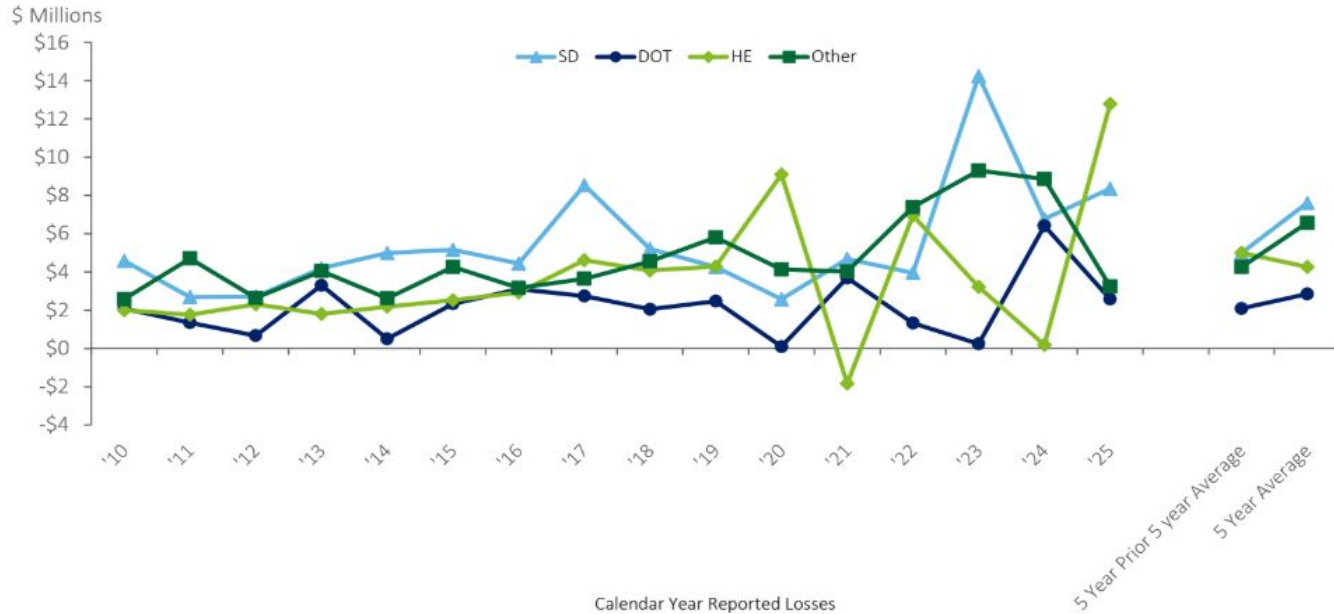
Actual vs. Expected Emergence (Historical View) – “Liability Program”

Retrospective Tests based on Deloitte Consulting’s current and prior estimates



Calendar Year Reported Losses

Trend in reported losses by liability program



- Although reported losses from year to year can be volatile, the average is moving up sharply over the past five years compared to the previous five years
- Higher Ed is the only group that where the 5-year average dropped but also experienced its highest year by far in fiscal year 2025



Auto Program

FY2027 Rate Recommendation

Division of Risk Management

Auto	Service Unit	FY2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Charter Schools	Vehicle	\$ 70,210	\$ 53,500	\$ 16,710
School Districts	Vehicle	\$ 3,286,100	\$ 2,744,830	\$ 541,270
Higher Education	Vehicle	\$ 593,820	\$ 510,880	\$ 82,940
State/Other Agencies	Vehicle	\$ 3,265,530	\$ 2,723,110	\$ 542,420



Auto Physical Damage Rate Changes

Annual Base Fee for Vehicle Types

FY	Personal Vehicle	Law Enforcement	School Bus	Heavy Equipment
2026	\$212.00	\$530.00	\$742.00	\$742.00
2027	\$246.00	\$615.00	\$861.00	\$861.00



Workers' Compensation Program

FY2027 Rate Recommendation

Division of Risk Management

Workers' Compensation	Service Unit	FY2027 Proposed Rate	FY2026 Approved Rate	Amount Change
5509-Road Construction Crew	\$100 of Payroll	\$ 1.37	\$ 1.37	\$ -
7403-Aviation: Pilot	\$100 of Payroll	\$ 3.06	\$ 3.06	\$ -
7421-Aviation: Crew	\$100 of Payroll	\$ 1.46	\$ 1.46	\$ -
7425-Aviation: Helicopter Crew	\$100 of Payroll	\$ 1.46	\$ 1.46	\$ -
9415-State Worker: Office Work	\$100 of Payroll	\$ 0.45	\$ 0.45	\$ -



Aviation Program

FY2027 Rate Recommendation

Division of Risk Management

Aviation	Service Unit	FY2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Higher Education	Total Insured Value	\$ 2,125,405	\$ 2,087,178	\$ 38,227
State Agencies	Total Insured Value	\$ 499,630	\$ 480,076	\$ 19,554



Cyber Liability Program

FY2027 Rate Recommendation

Division of Risk Management

		FY2027	FY2026	Amount
	Cyber Liability	Proposed Rate	Approved Rate	Change
All Covered Entities	Service Unit Unit	\$ 2,666,084	\$ 2,151,498	\$ 514,586



Commercial Auto Program

FY2027 Rate Recommendation

Division of Risk Management

Commercial Auto	Service Unit	FY2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Higher Education	Vehicles	\$ 102,708	\$ 103,675	\$ (967)
State Agencies	Vehicles	\$ 86,166	\$ 11,165	\$ 75,001



Risk Management Requests

Rate Committee Actions

Action to Approve FY27 ISF Rates	Slide Number or Reference	Change (rounded)
Approve Rate Adjustments	Slide 127, 128, 131, 135, 136, 138, 140, 142, 144	\$3,155,660
Approve all other existing rates	2025 SB0008S01, Lines 5920 - 6506	–



Scott D. Sandall proposes the following substitute bill:

State Agency Fees and Internal Service Fund Rate Authorization and Appropriations

2025 GENERAL SESSION STATE OF UTAH

Chief Sponsor: Scott D. Sandall

House Sponsor: Walt Brooks

LONG TITLE

General Description:

This bill supplements or reduces appropriations otherwise provided for the support and operation of state government for the fiscal year beginning July 1, 2025 and ending June 30, 2026.

5920	Risk Management - Department of Government	
5921	Operations	
5922	Learning Management System External Licenses (per License)	2.00
5923	Specialized Lines of Coverage	See Formula
5924	Aviation Insurance Premiums (pass through)	
5925	HE-00058 Southern Utah University	1,277,156.00
5926	HE-00121 Utah State University	599,569.00
5927	HE-00122 Utah Valley University	210,453.00
5928	SG-00090 Dept of Public Safety	341,620.00
5929	SG-00109 DOT Aeronautics	72,940.00
5930	SG-00219 DNR Dept of Natural Resources	44,735.00
5931	SG-00232 Dept of Agriculture & Food	20,781.00
5932	Commercial Auto Insurance	
5933	HE-00051 Snow College	1,595.00
5934	HE-00058 Southern Utah University	6,380.00
5935	HE-00115 University of Utah	28,710.00
5936	HE-00121 Utah State University	31,900.00
5937	HE-00175 Utah Tech University	9,570.00
5938	HE-00248 Weber State University	25,520.00
5939	SG-00065 Tax Commission	1,595.00
5940	SG-00075 Attorney Generals Office	1,595.00
5941	SG-00110 Treasurers Office	1,595.00
5942	SG-00180 Governors Office	4,785.00
5943	SG-00216 Utah National Guard	1,595.00
5944	Cyber Liability	
5945	HE-00036 UCAT-Tooele ATC	4,723.00
5946	HE-00042 Salt Lake Community College	75,380.00
5947	HE-00051 Snow College	12,581.00
5948	HE-00058 Southern Utah University	97,258.00
5949	HE-00059 UCAT-Southwest ATC	7,258.00
5950	HE-00082 UCAT-Bridgerland ATC	11,844.00
5951	HE-00113 UCAT-Uintah Basin ATC	8,201.00
5952	HE-00115 University of Utah	1,503,301.00
5953	HE-00121 Utah State University	133,748.00
5954	HE-00122 Utah Valley University	93,092.00
5955	HE-00158 UCAT-Ogden Weber Technical College	21,945.00
5956	HE-00170 UCAT-Davis ATC	28,488.00
5957	HE-00174 UCAT-Dixie ATC	5,182.00
5958	HE-00175 Utah Tech University	68,373.00

5959	HE-00213 UCAT-Mountainland Technical College	16,905.00
5960	HE-00248 Weber State University	63,219.00
5961	Workers Compensation Premiums	
5962	Aviation Crews (per per \$100 wages)	1.46
5963	Aviation Pilots (per \$100 wages)	3.06
5964	Helicopter Pilots (per \$100 wages)	1.46
5965	Road Construction Crews (per \$100 wages)	1.37
5966	State Employees (per \$100 wages)	0.45
5967	ADP Auto Property Damage Premium Methodology	
5968	APD Premiums	See below
5969	Standard Deductible (per incident)	1,500.00
5970	APD Premiums: Charter Schools	
5971	CS-00016 Fast Forward Charter School	580.00
5972	CS-00029 Gateway Preparatory Academy	2,040.00
5973	CS-00046 Salt Lake School for the Performing Arts	2,040.00
5974	CS-00053 Soldier Hollow Charter School	510.00
5975	CS-00062 Success Academy - Iron County	290.00
5976	CS-00074 American Leadership Academy	2,910.00
5977	CS-00085 Pinnacle Canyon Academy	9,900.00
5978	CS-00087 Providence Hall Charter School	3,860.00
5979	CS-00094 C S Lewis Academy Charter School	1,670.00
5980	CS-00104 Canyon Grove Academy	1,160.00
5981	CS-00119 Utah County Academy of Sciences	440.00
5982	CS-00127 Itineris Early College High School	290.00
5983	CS-00134 Karl G Maeser Preparatory Academy	1,820.00
5984	CS-00154 Northern Utah Academy for Math, Engr &	
5985	Science	1,090.00
5986	CS-00191 East Hollywood High School	1,160.00
5987	CS-00196 Merit College Preparatory Academy	2,330.00
5988	CS-00202 Guadalupe Charter School	2,180.00
5989	CS-00237 Valley Academy	5,240.00
5990	CS-00241 Vista at Entrada School for Performing Arts	
5991	and Technology	1,160.00
5992	CS-00242 Walden School of Liberal Arts	290.00
5993	CS-00279 St. George Academy	510.00
5994	CS-00282 Mana Academy Charter School	510.00
5995	CS-00283 Real Salt Lake Academy	3,060.00
5996	CS-00284 Vanguard Charter School	1,530.00
5997	CS-00302 Utah Military Academy	7,290.00
5998	CS-00304 Franklin Discovery Academy	1,530.00
5999	CS-00349 American Academy of Innovation	150.00
6000	APD Premiums: Higher Education	
6001	HE-00036 Tooele Technical College	3,100.00
6002	HE-00042 Salt Lake Community College	47,770.00
6003	HE-00051 Snow College	11,020.00
6004	HE-00058 Southern Utah University	61,440.00
6005	HE-00059 Southwest Technical College	6,720.00
6006	HE-00082 Bridgerland Technical College	7,200.00
6007	HE-00113 Uintah Basin Technical College	6,850.00
6008	HE-00115 University of Utah	3,350.00
6009	HE-00121 Utah State University	237,910.00
6010	HE-00122 Utah Valley University	46,480.00
6011	HE-00158 Ogden/Weber Technical College	2,770.00

6012	HE-00170 Davis Technical College	6,340.00
6013	HE-00174 Dixie Technical College	5,840.00
6014	HE-00175 Utah Tech University	24,870.00
6015	HE-00213 Mountainland Technical College	7,960.00
6016	HE-00248 Weber State University	31,260.00
6017	HE-00351 Space Dynamics Lab	3,100.00
6018	APD Premiums: Independent Agencies	
6019	OT-00120 Utah State Fairpark	1,790.00
6020	OT-00205 Heber Valley Railroad	1,200.00
6021	APD Premiums: School Districts	
6022	SD-00019 Garfield School District	16,060.00
6023	SD-00035 Tintic School District	4,750.00
6024	SD-00037 Tooele School District	77,410.00
6025	SD-00039 Rich School District	10,780.00
6026	SD-00044 Salt Lake School District	87,860.00
6027	SD-00047 San Juan School District	59,770.00
6028	SD-00050 Sevier School District	42,990.00
6029	SD-00054 South Sanpete School District	22,290.00
6030	SD-00055 South Summit School District	13,270.00
6031	SD-00057 Southeastern Educational Center	160.00
6032	SD-00060 Southwest Education Developmental Center	1,910.00
6033	SD-00073 Alpine School District	363,870.00
6034	SD-00078 Beaver School District	19,600.00
6035	SD-00080 Box Elder School District	93,690.00
6036	SD-00083 Park City School District	23,890.00
6037	SD-00086 Piute School District	9,060.00
6038	SD-00088 Provo School District	45,770.00
6039	SD-00096 Cache School District	114,610.00
6040	SD-00098 Canyons School District	167,090.00
6041	SD-00100 Carbon School District	31,920.00
6042	SD-00102 Central Utah Educational Services	640.00
6043	SD-00114 Uintah School District	61,740.00
6044	SD-00126 Iron School District	67,230.00
6045	SD-00129 Jordan School District	161,380.00
6046	SD-00130 Juab School District	22,610.00
6047	SD-00133 Kane School District	21,420.00
6048	SD-00152 North Summit School District	11,170.00
6049	SD-00153 Northeastern Utah Educational Services	
6050	(NUES)	1,800.00
6051	SD-00156 Ogden City School District	11,670.00
6052	SD-00166 Logan City School District	11,250.00
6053	SD-00168 Daggett School District	9,050.00
6054	SD-00172 Davis School District	301,420.00
6055	SD-00177 Duchesne School District	50,860.00
6056	SD-00186 Nebo School District	169,290.00
6057	SD-00189 North Sanpete School District	20,690.00
6058	SD-00194 Emery School District	26,610.00
6059	SD-00197 Millard School District	26,660.00
6060	SD-00200 Grand School District	14,900.00
6061	SD-00201 Granite School District	228,880.00
6062	SD-00212 Morgan School District	20,500.00
6063	SD-00215 Murray School District	17,940.00
6064	SD-00244 Wasatch School District	33,390.00

6065	SD-00245 Washington School District	103,860.00
6066	SD-00246 Wayne School District	9,860.00
6067	SD-00247 Weber School District	131,820.00
6068	SD-00347 Granite Education Foundation	1,440.00
6069	APD Premiums: State Agencies	
6070	SG-00014 Environmental Quality Department	9,680.00
6071	SG-00020 Natural Resources - Oil, Gas & Mining	4,990.00
6072	SG-00021 Natural Resources - Parks	55,200.00
6073	SG-00025 Natural Resources - Wildlife Resources	26,350.00
6074	SG-00026 Navajo Trust Fund	4,870.00
6075	SG-00038 Transportation (UDOT)	424,240.00
6076	SG-00048 School for the Deaf and Blind	3,260.00
6077	SG-00065 Tax Commission	25,580.00
6078	SG-00066 Utah Division of Technology Services	7,540.00
6079	SG-00070 Board of Pardons & Parole	4,240.00
6080	SG-00071 Alcoholic Beverage Services	4,110.00
6081	SG-00075 Attorney Generals Office	23,410.00
6082	SG-00076 Auditors Office	610.00
6083	SG-00089 Natural Resources - Public Lands Policy	
6084	Coord Office	1,200.00
6085	SG-00090 Public Safety Department	931,750.00
6086	SG-00092 Public Safety - Emergency Services	1,790.00
6087	SG-00093 Public Safety - Fire Marshal	1,350.00
6088	SG-00110 Treasurers Office	310.00
6089	SG-00111 Trust Lands	7,530.00
6090	SG-00118 Utah Communications Authority	6,910.00
6091	SG-00124 Insurance Department	8,430.00
6092	SG-00135 Labor Commission	12,930.00
6093	SG-00140 Commerce Department	9,930.00
6094	SG-00141 Department of Cultural & Community	
6095	Engagement - Admin	3,480.00
6096	SG-00143 Department of Cultural & Community	
6097	Engagement - Arts & Museums	310.00
6098	SG-00144 Department of Cultural & Community	
6099	Engagement - Library	5,250.00
6100	SG-00146 Corrections - CUCF	15,850.00
6101	SG-00147 Corrections - Utah State Prison	118,270.00
6102	SG-00148 Corrections AP&P	201,130.00
6103	SG-00149 Courts	42,620.00
6104	SG-00180 Governors Office	910.00
6105	SG-00181 Governors Office - Criminal and Juvenile	
6106	Justice	310.00
6107	SG-00183 Governors Office of Economic Opportunity	6,290.00
6108	SG-00193 Board of Education	21,710.00
6109	SG-00210 Department of Health and Human Services	186,180.00
6110	SG-00216 Utah National Guard	17,940.00
6111	SG-00219 Natural Resources Department	309,250.00
6112	SG-00220 Natural Resources - Forestry, Fire & State	
6113	Lands	11,180.00
6114	SG-00225 Utah Department of Government Operations -	
6115	EDO	310.00
6116	SG-00226 Facilities Construction & Management	

6117	(DFCM) - Maint	45,330.00
6118	SG-00228 Utah Division of Fleet Operations	23,680.00
6119	SG-00230 Utah Division of Purchasing and General	
6120	Services	3,840.00
6121	SG-00231 Utah Division of Risk Management	1,890.00
6122	SG-00232 Agriculture	63,460.00
6123	SG-00240 Veterans Affairs	7,530.00
6124	SG-00249 Workforce Services Department	45,280.00
6125	SG-00257 Natural Resources - Office of Energy	
6126	Development	310.00
6127	SG-00346 Natural Resources - Outdoor Recreation	11,600.00
6128	Liability Premium Methodology	
6129	Liability Premiums	1.00
6130	Liability Premiums: Charter Schools	
6131	CS-00015 Excelsior Academy Charter School	23,590.00
6132	CS-00016 Fast Forward Charter School	8,470.00
6133	CS-00027 Navigator Pointe Charter School	7,130.00
6134	CS-00029 Gateway Preparatory Academy	11,810.00
6135	CS-00031 The Ranches Academy Charter School	6,510.00
6136	CS-00041 Salt Lake Arts Academy	7,260.00
6137	CS-00043 Renaissance Academy	14,380.00
6138	CS-00046 Salt Lake School for the Performing Arts	2,240.00
6139	CS-00053 Soldier Hollow Charter School	5,920.00
6140	CS-00063 Success Academy - Washington County	9,960.00
6141	CS-00074 American Leadership Academy	28,630.00
6142	CS-00079 Beehive Science & Technology Academy	15,750.00
6143	CS-00085 Pinnacle Canyon Academy	6,330.00
6144	CS-00087 Providence Hall Charter School	36,470.00
6145	CS-00094 C S Lewis Academy Charter School	3,540.00
6146	CS-00104 Canyon Grove Academy	12,970.00
6147	CS-00105 Quest Academy Charter School	17,850.00
6148	CS-00106 Reagan Academy	12,010.00
6149	CS-00119 Utah County Academy of Sciences	9,680.00
6150	CS-00123 Venture Academy Charter School	14,770.00
6151	CS-00125 Intech Collegiate High School	3,200.00
6152	CS-00127 Itineris Early College High School	7,850.00
6153	CS-00128 John Hancock Charter School	29,890.00
6154	CS-00134 Karl G Maeser Preparatory Academy	11,510.00
6155	CS-00136 Lakeview Academy	18,010.00
6156	CS-00137 Channing Hall	9,180.00
6157	CS-00138 City Academy	1,440.00
6158	CS-00154 Northern Utah Academy for Math, Engr &	
6159	Science	21,560.00
6160	CS-00155 Odyssey Charter School	8,150.00
6161	CS-00160 Mountain Heights Academy	15,510.00
6162	CS-00187 Noah Webster Academy	8,950.00
6163	CS-00190 North Star Academy	9,640.00
6164	CS-00191 East Hollywood High School	4,680.00
6165	CS-00196 Merit College Preparatory Academy	9,360.00
6166	CS-00198 Moab Charter School	1,570.00
6167	CS-00202 Guadalupe Charter School	5,270.00
6168	CS-00214 Mountainville Academy	10,920.00
6169	CS-00221 Academy for Math, Engineering, and Science	8,610.00

6170	CS-00237 Valley Academy	10,940.00
6171	CS-00238 Center for Creativity, Innovation, and	
6172	Discovery	4,730.00
6173	CS-00241 Vista at Entrada School for Performing Arts	
6174	and Technology	19,940.00
6175	CS-00242 Walden School of Liberal Arts	5,980.00
6176	CS-00243 Wasatch Peak Academy	9,340.00
6177	CS-00252 WSU Kinder Charter Academy	280.00
6178	CS-00253 Winter Sports School	1,900.00
6179	CS-00270 Scholar Academy	11,170.00
6180	CS-00275 Ignite Entrepreneurship Academy	7,050.00
6181	CS-00279 St George Academy	3,340.00
6182	CS-00282 Mana Academy Charter School	5,210.00
6183	CS-00283 Real Salt Lake Academy	2,240.00
6184	CS-00284 Vanguard Charter School	10,640.00
6185	CS-00289 Bonneville Academy	5,440.00
6186	CS-00291 Pacific Heritage Academy	5,760.00
6187	CS-00300 Career Path High	2,740.00
6188	CS-00301 Wallace Stegner Academy	26,810.00
6189	CS-00302 Utah Military Academy	16,010.00
6190	CS-00304 Franklin Discovery Academy	14,070.00
6191	CS-00314 Utah International Charter School	3,770.00
6192	CS-00349 American Academy of Innovation	7,540.00
6193	Liability Premiums: Higher Education	
6194	HE-00009 Aggie Redrock Foundation	710.00
6195	HE-00036 Tooele Technical College	15,360.00
6196	HE-00042 Salt Lake Community College	463,860.00
6197	HE-00051 Snow College	141,410.00
6198	HE-00058 Southern Utah University	369,450.00
6199	HE-00059 Southwest Technical College	18,640.00
6200	HE-00082 Bridgerland Technical College	51,820.00
6201	HE-00113 Uintah Basin Technical College	26,760.00
6202	HE-00115 University of Utah	2,388,860.00
6203	HE-00121 Utah State University	1,307,960.00
6204	HE-00122 Utah Valley University	819,520.00
6205	HE-00158 Ogden/Weber Technical College	53,120.00
6206	HE-00170 Davis Technical College	57,310.00
6207	HE-00174 Dixie Technical College	27,720.00
6208	HE-00175 Utah Tech University	351,870.00
6209	HE-00213 Mountainland Technical College	65,130.00
6210	HE-00248 Weber State University	456,330.00
6211	Liability Premiums: Independent Agencies	
6212	OT-00120 Utah State Fairpark	10,850.00
6213	OT-00205 Heber Valley Railroad	9,170.00
6214	Liability Premiums: School Districts	
6215	School Districts	10,823,070.00
6216	Liability Premiums: State Agencies	
6217	SG-00014 Environmental Quality Department	191,840.00
6218	SG-00017 Financial Institutions	31,050.00
6219	SG-00026 Navajo Trust Fund	8,500.00
6220	SG-00038 Transportation (UDOT)	4,636,940.00
6221	SG-00049 Senate	10,930.00
6222	SG-00065 Tax Commission	266,090.00

6223	SG-00066 Utah Division of Technology Services	278,257.00
6224	SG-00070 Board of Pardons & Parole	23,950.00
6225	SG-00071 Alcoholic Beverage Services	208,200.00
6226	SG-00075 Attorney Generals Office	270,360.00
6227	SG-00076 Auditors Office	17,660.00
6228	SG-00090 Public Safety Department	1,287,290.00
6229	SG-00099 Capitol Preservation Board	5,540.00
6230	SG-00101 Career Service Review Office	1,030.00
6231	SG-00103 Public Service Commission	8,210.00
6232	SG-00107 Utah Board of Higher Education	143,020.00
6233	SG-00110 Treasurers Office	14,790.00
6234	SG-00111 Trust Lands	54,970.00
6235	SG-00118 Utah Communications Authority	14,440.00
6236	SG-00124 Insurance Department	44,740.00
6237	SG-00131 Judicial Conduct Commission	5,290.00
6238	SG-00135 Labor Commission	60,950.00
6239	SG-00140 Commerce Department	149,070.00
6240	SG-00141 Department of Cultural & Community	
6241	Engagement - Admin	71,550.00
6242	SG-00147 Corrections - Utah State Prison	2,160,680.00
6243	SG-00149 Courts	362,370.00
6244	SG-00161 Legislative Auditors Office	19,540.00
6245	SG-00162 Legislative Fiscal Analysts Office	11,420.00
6246	SG-00163 Legislative Services	21,610.00
6247	SG-00164 Legislative Research & General Counsel	32,550.00
6248	SG-00183 Governors Office of Economic Opportunity	15,235.00
6249	SG-00180 Governors Office	31,931.00
6250	SG-00181 Governors Office - Criminal and Juvenile	
6251	Justice	48,198.00
6252	SG-00182 Governors Office - Tourism Division	34,025.00
6253	SG-00184 Governors Office of Planning and Budget	17,472.00
6254	SG-00193 Board of Education	354,410.00
6255	SG-00268 School & Institutional Trust Fund	5,050.00
6256	SG-00206 House of Representatives	11,960.00
6257	SG-00207 Utah Division of Human Resource	
6258	Management	46,376.00
6259	SG-00210 Department of Health and Human Services	1,860,720.00
6260	SG-00216 Utah National Guard	105,900.00
6261	SG-00219 Natural Resources Department	1,152,960.00
6262	SG-00222 DGO Office of Administrative Rules	1,757.00
6263	SG-00223 Utah Division of Archives and Records	
6264	Service	9,837.00
6265	SG-00224 Office of State Debt Collection	5,621.00
6266	SG-00225 Utah Department of Government Operations -	
6267	DGO Admin	3,513.00
6268	SG-00226 Facilities Construction & Management	
6269	(DFCM) - Maint	76,942.00
6270	SG-00227 Utah Division of Finance	19,323.00
6271	SG-00228 Utah Division of Fleet Operations	10,540.00
6272	SG-00230 Utah Division of Purchasing and General	
6273	Services	27,755.00
6274	SG-00231 Utah Division of Risk Management	12,297.00
6275	SG-00232 Agriculture	198,100.00

6276	SG-00240 Veterans Affairs	19,590.00
6277	SG-00249 Workforce Services Department	641,350.00
6278	SG-00251 DGO Inspector Gen Med Admin	8,081.00
6279	Course of Construction Premiums	
6280	Builder's Risk (Course of Construction) Premium	.215 per \$100 TIV
6281	Property Coverage Premium Methodology	
6282	Premium for Existing Insured Building and Contents	See formula
62834	ProperPtyrePmreiummifmors:NCehwalryteImSsurheodoBlsuildings	
6285	CS-00015 Excelsior Academy Charter School	29,710.00
6286	CS-00016 Fast Forward Charter School	7,130.00
6287	CS-00027 Navigator Pointe Charter School	7,790.00
6288	CS-00029 Gateway Preparatory Academy	12,000.00
6289	CS-00031 The Ranches Academy Charter School	8,680.00
6290	CS-00041 Salt Lake Arts Academy	4,310.00
6291	CS-00043 Renaissance Academy	16,300.00
6292	CS-00046 Salt Lake School for the Performing Arts	3,940.00
6293	CS-00053 Soldier Hollow Charter School	6,910.00
6294	CS-00062 Success Academy - Iron County	240.00
6295	CS-00063 Success Academy - Washington County	180.00
6296	CS-00074 American Leadership Academy	50,590.00
6297	CS-00079 Beehive Science & Technology Academy	25,780.00
6298	CS-00085 Pinnacle Canyon Academy	19,040.00
6299	CS-00087 Providence Hall Charter School	61,460.00
6300	CS-00094 C S Lewis Academy Charter School	8,040.00
6301	CS-00104 Canyon Grove Academy	12,790.00
6302	CS-00105 Quest Academy Charter School	22,770.00
6303	CS-00106 Reagan Academy	14,920.00
6304	CS-00119 Utah County Academy of Sciences	17,870.00
6305	CS-00123 Venture Academy Charter School	24,290.00
6306	CS-00125 Intech Collegiate High School	560.00
6307	CS-00127 Itineris Early College High School	14,290.00
6308	CS-00128 John Hancock Charter School	30,200.00
6309	CS-00134 Karl G Maeser Preparatory Academy	18,310.00
6310	CS-00136 Lakeview Academy	25,390.00
6311	CS-00137 Channing Hall	15,510.00
6312	CS-00138 City Academy	4,550.00
6313	CS-00154 Northern Utah Academy for Math, Engr &	
6314	Science	250.00
6315	CS-00155 Odyssey Charter School	10,950.00
6316	CS-00160 Mountain Heights Academy	610.00
6317	CS-00179 Good Foundations Charter School	6,090.00
6318	CS-00187 Noah Webster Academy	12,510.00
6319	CS-00190 North Star Academy	10,180.00
6320	CS-00191 East Hollywood High School	16,420.00
6321	CS-00196 Merit College Preparatory Academy	13,980.00
6322	CS-00198 Moab Charter School	1,600.00
6323	CS-00202 Guadalupe Charter School	730.00
6324	CS-00214 Mountainville Academy	19,850.00
6325	CS-00221 Academy for Math, Engineering, and Science	960.00
6326	CS-00237 Valley Academy	7,420.00
6327	CS-00238 Center for Creativity, Innovation, and	
6328	Discovery	9,790.00
6329	CS-00241 Vista at Entrada School for Performing Arts	

6330	and Technology	15,350.00
6331	CS-00242 Walden School of Liberal Arts	10,390.00
6332	CS-00243 Wasatch Peak Academy	8,450.00
6333	CS-00252 WSU Kinder Charter Academy	40.00
6334	CS-00253 Winter Sports School	2,840.00
6335	CS-00270 Scholar Academy	11,420.00
6336	CS-00275 Ignite Entrepreneurship Academy	10,800.00
6337	CS-00279 St George Academy	6,490.00
6338	CS-00282 Mana Academy Charter School	520.00
6339	CS-00283 Real Salt Lake Academy	20,140.00
6340	CS-00284 Vanguard Charter School	670.00
6341	CS-00289 Bonneville Academy	13,100.00
6342	CS-00291 Pacific Heritage Academy	9,440.00
6343	CS-00300 Career Path High	700.00
6344	CS-00301 Wallace Stegner Academy	24,350.00
6345	CS-00302 Utah Military Academy	6,020.00
6346	CS-00304 Franklin Discovery Academy	11,680.00
6347	CS-00314 Utah International Charter School	390.00
6348	CS-00349 American Academy of Innovation	9,070.00
6349	Property Premiums: Higher Education	
6350	HE-00009 Aggie Redrock Foundation	13,940.00
6351	HE-00036 Tooele Technical College	28,080.00
6352	HE-00042 Salt Lake Community College	666,020.00
6353	HE-00051 Snow College	391,140.00
6354	HE-00058 Southern Utah University	830,040.00
6355	HE-00059 Southwest Technical College	43,150.00
6356	HE-00082 Bridgerland Technical College	145,250.00
6357	HE-00113 Uintah Basin Technical College	70,210.00
6358	HE-00115 University of Utah	12,605,580.00
6359	HE-00121 Utah State University	2,840,340.00
6360	HE-00122 Utah Valley University	1,102,670.00
6361	HE-00158 Ogden/Weber Technical College	200,740.00
6362	HE-00170 Davis Technical College	182,320.00
6363	HE-00174 Dixie Technical College	67,890.00
6364	HE-00175 Utah Tech University	589,460.00
6365	HE-00213 Mountainland Technical College	107,080.00
6366	HE-00248 Weber State University	899,780.00
6367	Property Premiums: Independent Agencies	
6368	OT-00120 Utah State Fairpark	46,630.00
6369	OT-00205 Heber Valley Railroad	7,390.00
6370	SG-00118 Utah Communications Authority	75,200.00
6371	Property Premiums: School Districts	
6372	SD-00019 Garfield School District	57,040.00
6373	SD-00035 Tintic School District	20,920.00
6374	SD-00037 Tooele School District	359,260.00
6375	SD-00039 Rich School District	38,380.00
6376	SD-00044 Salt Lake School District	780,060.00
6377	SD-00047 San Juan School District	199,470.00
6378	SD-00050 Sevier School District	239,850.00
6379	SD-00054 South Sanpete School District	142,630.00
6380	SD-00055 South Summit School District	76,750.00
6381	SD-00057 Southeastern Educational Center	970.00
6382	SD-00060 Southwest Education Developmental Center	1,000.00

6383	SD-00073 Alpine School District	1,489,000.00
6384	SD-00078 Beaver School District	59,730.00
6385	SD-00080 Box Elder School District	304,650.00
6386	SD-00083 Park City School District	433,490.00
6387	SD-00086 Piute School District	21,170.00
6388	SD-00088 Provo School District	416,910.00
6389	SD-00096 Cache School District	286,050.00
6390	SD-00098 Canyons School District	1,330,930.00
6391	SD-00100 Carbon School District	97,530.00
6392	SD-00114 Uintah School District	231,540.00
6393	SD-00126 Iron School District	197,360.00
6394	SD-00129 Jordan School District	1,072,940.00
6395	SD-00130 Juab School District	68,430.00
6396	SD-00133 Kane School District	69,210.00
6397	SD-00152 North Summit School District	41,970.00
6398	SD-00153 Northeastern Utah Educational Services	
6399	(NUES)	650.00
6400	SD-00156 Ogden City School District	421,090.00
6401	SD-00166 Logan City School District	147,180.00
6402	SD-00168 Daggett School District	15,110.00
6403	SD-00172 Davis School District	1,990,480.00
6404	SD-00177 Duchesne School District	218,630.00
6405	SD-00186 Nebo School District	731,280.00
6406	SD-00189 North Sanpete School District	64,830.00
6407	SD-00194 Emery School District	144,560.00
6408	SD-00197 Millard School District	184,130.00
6409	SD-00200 Grand School District	83,980.00
6410	SD-00201 Granite School District	1,254,850.00
6411	SD-00212 Morgan School District	76,150.00
6412	SD-00215 Murray School District	127,740.00
6413	SD-00244 Wasatch School District	214,930.00
6414	SD-00245 Washington School District	974,610.00
6415	SD-00246 Wayne School District	30,000.00
6416	SD-00247 Weber School District	658,160.00
6417	SD-00347 Granite Education Foundation	370.00
6418	Property Premiums: State Agencies	
6419	SG-00014 Environmental Quality Department	18,650.00
6420	SG-00017 Financial Institutions	560.00
6421	SG-00020 Natural Resources - Oil, Gas & Mining	1,430.00
6422	SG-00021 Natural Resources - Parks	413,380.00
6423	SG-00022 Natural Resources - Utah Geological Survey	2,100.00
6424	SG-00023 Natural Resources - Water Resources Division	3,670.00
6425	SG-00024 Natural Resources - Water Rights	1,740.00
6426	SG-00025 Natural Resources - Wildlife Resources	265,240.00
6427	SG-00026 Navajo Trust Fund	2,820.00
6428	SG-00038 Transportation (UDOT)	564,220.00
6429	SG-00048 School for the Deaf and Blind	79,560.00
6430	SG-00049 Senate	880.00
6431	SG-00065 Tax Commission	11,800.00
6432	SG-00092 Public Safety - Emergency Services	10.00
6433	SG-00066 Utah Division of Technology Services	37,750.00
6434	SG-00070 Board of Pardons & Parole	1,060.00
6435	SG-00071 Alcoholic Beverage Services	104,220.00

6436	SG-00075 Attorney Generals Office	4,490.00
6437	SG-00076 Auditors Office	890.00
6438	SG-00090 Public Safety Department	71,740.00
6439	SG-00091 Public Safety - Drivers License	7,080.00
6440	SG-00093 Public Safety - Fire Marshal	420.00
6441	SG-00099 Capitol Preservation Board	387,570.00
6442	SG-00103 Public Service Commission	1,340.00
6443	SG-00107 Utah Board of Higher Education	40,660.00
6444	SG-00108 Transportation (UDOT) - Unlicensed	
6445	Equipment	14,480.00
6446	SG-00109 Transportation (UDOT) - Aeronautical	
6447	Operations	3,760.00
6448	SG-00110 Treasurers Office	740.00
6449	SG-00111 Trust Lands	3,720.00
6450	SG-00124 Insurance Department	240.00
6451	SG-00131 Judicial Conduct Commission	50.00
6452	SG-00135 Labor Commission	2,740.00
6453	SG-00140 Commerce Department	3,790.00
6454	SG-00141 Department of Cultural & Community	
6455	Engagement - Admin	550.00
6456	SG-00143 Department of Cultural & Community	
6457	Engagement - Arts & Museums	30,490.00
6458	SG-00144 Department of Cultural & Community	
6459	Engagement - Library	12,380.00
6460	SG-00145 Department of Cultural & Community	
6461	Engagement - State History	79,770.00
6462	SG-00146 Corrections - CUCF	151,950.00
6463	SG-00147 Corrections - Utah State Prison	357,970.00
6464	SG-00148 Corrections AP&P	72,270.00
6465	SG-00149 Courts	43,340.00
6466	SG-00161 Legislative Auditors Office	550.00
6467	SG-00162 Legislative Fiscal Analysts Office	240.00
6468	SG-00163 Legislative Services	1,040.00
6469	SG-00164 Legislative Research & General Counsel	950.00
6470	SG-00180 Governors Office	12,890.00
6471	SG-00181 Governors Office - Criminal and Juvenile	
6472	Justice	1,140.00
6473	SG-00183 Governors Office of Economic Opportunity	1,470.00
6474	SG-00184 Governors Office of Planning and Budget	1,580.00
6475	SG-00185 Governors Office - Utah Office for Victims of	
6476	Crime	810.00
6477	SG-00193 Board of Education	20,860.00
6478	SG-00206 House of Representatives	1,810.00
6479	SG-00207 Utah Division of Human Resource	
6480	Management	570.00
6481	SG-00208 DHHS - Juvenile Justice Center	145,590.00
6482	SG-00209 DHHS - State Hospital	154,220.00
6483	SG-00210 Department of Health and Human Services	87,120.00
6484	SG-00211 DHHS - Developmental Center	76,510.00
6485	SG-00216 Utah National Guard	422,010.00
6486	SG-00219 Natural Resources Department	6,370.00
6487	SG-00220 Natural Resources - Forestry, Fire & State	

6488	Lands	9,690.00
6489	SG-00222 DGO Office of Administrative Rules	110.00
6490	SG-00223 Utah Division of Archives and Records	
6491	Service	22,370.00
6492	SG-00224 Office of State Debt Collection	180.00
6493	SG-00225 Utah Department of Government Operations -	
6494	DGO Admin	150.00
6495	SG-00226 Facilities Construction & Management	
6496	(DFCM) - Maint	2,999,020.00
6497	SG-00227 Utah Division of Finance	590.00
6498	SG-00228 Utah Division of Fleet Operations	740.00
6499	SG-00230 Utah Division of Purchasing and General	
6500	Services	11,900.00
6501	SG-00231 Utah Division of Risk Management	380.00
6502	SG-00232 Agriculture	13,700.00
6503	SG-00240 Veterans Affairs	137,150.00
6504	SG-00249 Workforce Services Department	28,740.00
6505	SG-00268 School & Institutional Trust Fund	1,500.00
6506	SG-00346 Natural Resources - Outdoor Recreation	10,720.00



division of
**Risk
Management**

Pro Forma Financial Statements
Administration

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
BALANCE SHEET				
ASSETS				
CASH & CASH EQUIVALENTS	383,874	1,158	(24,613)	(125,175)
ACCOUNTS RECEIVABLE		385	10,000	10,000
DUE FROM OTHER FUNDS	5,650	-	-	-
INVENTORIES	-	-	-	-
PREPAID ITEMS	248,525	175,879	10,000	10,000
TOTAL CURRENT ASSETS	638,049	177,422	(4,613)	(105,175)
DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM				
TOTAL OTHER ASSETS	-	-	-	-
LAND / LAND IMPROVEMENTS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	-	-	-	-
SOFTWARE	704,267	704,267	704,267	704,267
ACCUMULATED DEPRECIATION	(380,367)	(532,324)	(532,324)	(532,324)
TOTAL CAPITAL ASSETS	323,900	171,943	171,943	171,943
TOTAL ASSETS	961,949	349,365	167,330	66,768
LIABILITIES & FUND EQUITY				
ACCRUED LIABILITIES	318,435	114,484	90,000	90,000
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	-	-	-	-
POLICY CLAIM LIABILITY-CURRENT	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	318,435	114,484	90,000	90,000
REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIM LIABILITY L / T	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-
TOTAL LIABILITIES	318,435	114,484	90,000	90,000
CONTRIBUTED CAPITAL	-	-	-	-
RETAINED EARNINGS	643,513	234,880	77,330	(23,233)
TOTAL FUND EQUITY / NET ASSETS	643,513	234,880	77,330	(23,233)
TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	961,948	349,364	167,330	66,767
	(1)	(1)	(1)	(1)
INCOME STATEMENT				
TOTAL OPERATING REVENUES (before proposed rate impacts)	1,610,347	1,770,155	1,884,599	2,100,000
Rate Impact				
TOTAL OPERATING REVENUES (after proposed rate impacts)	1,610,347	1,770,155	1,884,599	2,100,000
PERSONNEL SERVICES	4,540,086	5,181,738	5,487,150	5,810,562
TRAVEL EXPENSE	14,924	28,650	35,000	40,000
CURRENT EXPENSE	1,994,979	2,279,168	2,500,000	2,600,000
DATA PROCESSING CURRENT EXPENSE	320,363	464,543	600,000	630,000
DEPRECIATION EXPENSE	152,376	151,957	120,000	120,000
OTHER CHARGES/PASS THROUGH	(5,109,118)	(5,927,268)	(6,700,000)	(7,000,000)
TOTAL OPERATING EXPENSES	1,913,609	2,178,788	2,042,150	2,200,562

TOTAL OPERATING INCOME (LOSS)	(303,262)	(408,633)	(157,551)	(100,562)
GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST /OTHER INCOME	-	-	-	-
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	-	-	-
NET INCOME (LOSS)	(303,262)	(408,633)	(157,551)	(100,562)

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	753,824	383,874	1,158	(24,613)
Total Cash from Sales	1,610,347	1,770,155	1,884,599	2,100,000
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	-	-	-	-
TOTAL SOURCES OF CASH	1,610,347	1,770,155	1,884,599	2,100,000
Cash Used for Operations	(1,980,297)	(2,152,871)	(1,910,370)	(2,200,562)
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses	-	-	-	-
TOTAL USES OF CASH	(1,980,297)	(2,152,871)	(1,910,370)	(2,200,562)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	383,873	1,158	(24,613)	(125,175)



division of
**Risk
Management**

Pro Forma Financial Statements
Workers' Compensation

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
BALANCE SHEET				
ASSETS				
CASH & CASH EQUIVALENTS	2,634,219	2,437,985	1,481,282	276,859
ACCOUNTS RECEIVABLE	-	23,400	-	-
DUE FROM OTHER FUNDS	589,409	(387)	350,000	300,000
INVENTORIES	-	-	-	-
PREPAID ITEMS	-	-	-	-
TOTAL CURRENT ASSETS	3,223,628	2,460,998	1,831,282	576,859
DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM	-	-	-	-
TOTAL OTHER ASSETS	-	-	-	-
LAND / LAND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	-	-	-	-
SOFTWARE	-	-	-	-
ACCUMULATED DEPRECIATION	-	-	-	-
TOTAL CAPITAL ASSETS	-	-	-	-
TOTAL ASSETS	3,223,628	2,460,998	1,831,282	576,859
LIABILITIES & FUND EQUITY				
ACCRUED LIABILITIES	856,511	293	10,000	10,000
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	-	-	-	-
POLICY CLAIM LIABILITY-CURRENT	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	856,511	293	10,000	10,000
REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash I	-	-	-	-
POLICY CLAIM LIABILITY L / T	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-
TOTAL LIABILITIES	856,511	293	10,000	10,000
CONTRIBUTED CAPITAL	-	-	-	-
RETAINED EARNINGS	2,367,117	2,460,706	1,821,283	566,860
TOTAL FUND EQUITY / NET ASSETS	2,367,117	2,460,706	1,821,283	566,860
TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	3,223,628	2,460,999	1,831,283	576,860
	0	-	-	-
INCOME STATEMENT				
TOTAL OPERATING REVENUES (before proposed rate impact)	8,490,932	8,895,146	7,980,577	7,980,577
Rate Impact				
TOTAL OPERATING REVENUES (after proposed rate impact)	8,490,932	8,895,146	7,980,577	7,980,577
PERSONNEL SERVICES	289,066	3,800	-	-
TRAVEL EXPENSE	1,390	-	-	-
CURRENT EXPENSE	7,086,111	9,163,070	8,800,000	9,260,000
DATA PROCESSING CURRENT EXPENSE	-	-	-	-
DEPRECIATION EXPENSE	-	-	-	-
OTHER CHARGES/PASS THROUGH	547,799	62,109	70,000	75,000
TOTAL OPERATING EXPENSES	7,924,366	9,228,979	8,870,000	9,335,000

TOTAL OPERATING INCOME (LOSS)	566,566	(333,833)	(889,423)	(1,354,423)
GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST /OTHER INCOME	628,919	427,421	250,000	100,000
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	(2,000,000)	-	-	-
NET INCOME (LOSS)	(804,515)	93,588	(639,423)	(1,254,423)

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	2,542,723	2,634,219	2,437,985	1,481,282
Total Cash from Sales	8,490,932	8,895,146	7,980,577	7,980,577
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	628,919	427,421	250,000	100,000
TOTAL SOURCES OF CASH	9,119,852	9,322,567	8,230,577	8,080,577
Cash Used for Operations	(7,028,355)	(9,518,801)	(9,187,280)	(9,285,000)
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses	(2,000,000)	-	-	-
TOTAL USES OF CASH	(9,028,355)	(9,518,801)	(9,187,280)	(9,285,000)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	2,634,219	2,437,985	1,481,282	276,859



Pro Forma Financial Statements Property

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
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BALANCE SHEET

ASSETS				
CASH & CASH EQUIVALENTS	3,180,329	9,340,563	9,803,079	12,512,079
ACCOUNTS RECEIVABLE	28,406	(353,042)	-	-
DUE FROM OTHER FUNDS	45,243	-	-	-
INVENTORIES	-	-	-	-
PREPAID ITEMS	-	-	-	-
TOTAL CURRENT ASSETS	3,253,977	8,987,520	9,803,079	12,512,079
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DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM	-	-	-	-
TOTAL OTHER ASSETS	-	-	-	-
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LAND / LAND IMPROVEMENTS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	-	-	-	-
SOFTWARE	-	-	-	-
ACCUMULATED DEPRECIATION	-	-	-	-
TOTAL CAPITAL ASSETS	-	-	-	-
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TOTAL ASSETS	3,253,977	8,987,520	9,803,079	12,512,079
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LIABILITIES & FUND EQUITY				
ACCRUED LIABILITIES	60,538	(264,189)	-	-
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	-	-	-	-
POLICY CLAIM LIABILITY-CURRENT	(2,061,000)	(1,794,370)	(2,000,000)	(2,000,000)
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	(2,000,462)	(2,058,559)	(2,000,000)	(2,000,000)
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REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash De	-	-	-	-
POLICY CLAIM LIABILITY L / T	513,000	513,000	600,000	700,000
TOTAL LONG-TERM LIABILITIES	513,000	513,000	600,000	700,000
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TOTAL LIABILITIES	(1,487,462)	(1,545,559)	(1,400,000)	(1,300,000)
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CONTRIBUTED CAPITAL	1,200,000	1,200,000	1,200,000	1,200,000
RETAINED EARNINGS	3,541,439	9,333,079	10,003,079	12,612,079
TOTAL FUND EQUITY / NET ASSETS	4,741,439	10,533,079	11,203,079	13,812,079
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TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	3,253,976	8,987,520	9,803,079	12,512,079
	(1)	(1)	(1)	(1)

INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impac	40,512,767	59,317,462	46,000,000	46,000,000
Rate Impact				
TOTAL OPERATING REVENUES (after proposed rate impacts	40,512,767	59,317,462	46,000,000	46,000,000
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PERSONNEL SERVICES	-	-	-	-
TRAVEL EXPENSE	-	-	-	-
CURRENT EXPENSE	45,490,176	54,476,049	43,000,000	41,000,000
DATA PROCESSING CURRENT EXPENSE	-	-	-	-
DEPRECIATION EXPENSE	-	-	-	-
OTHER CHARGES/PASS THROUGH	1,679,966	2,842,984	3,170,000	3,231,000
TOTAL OPERATING EXPENSES	47,170,142	57,319,033	46,170,000	44,231,000
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TOTAL OPERATING INCOME (LOSS)	(6,657,375)	1,998,429	(170,000)	1,769,000
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GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST /OTHER INCOME	215,444	793,211	840,000	840,000
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	13,000,000	3,000,000	-	-
NET INCOME (LOSS)	6,558,069	5,791,640	670,000	2,609,000

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE	(2,623,813)	3,180,329	9,340,563	9,803,079
Total Cash from Sales	40,512,767	59,317,462	46,000,000	46,000,000
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	13,215,444	3,793,211	840,000	840,000
TOTAL SOURCES OF CASH	53,728,211	63,110,673	46,840,000	46,840,000
Cash Used for Operations	(47,924,069)	(56,950,439)	(46,377,483)	(44,131,000)
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses	-	-	-	-
TOTAL USES OF CASH	(47,924,069)	(56,950,439)	(46,377,483)	(44,131,000)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	3,180,329	9,340,563	9,803,079	12,512,079



Pro Forma Financial Statements Auto Physical Damage (APD)

FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
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BALANCE SHEET

ASSETS	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
CASH & CASH EQUIVALENTS	(2,943,698)	(1,420,051)	38,267	1,198,927
ACCOUNTS RECEIVABLE	270	820,252	-	-
DUE FROM OTHER FUNDS	2,000	-	30,000	50,000
INVENTORIES	-	-	-	-
PREPAID ITEMS	-	-	-	-
TOTAL CURRENT ASSETS	(2,941,428)	(599,799)	68,267	1,248,927
DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM	-	(1,012,969.87)	-	-
TOTAL OTHER ASSETS	-	(1,012,970)	-	-
LAND / LAND IMPROVEMENTS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	-	-	-	-
SOFTWARE	-	-	-	-
ACCUMULATED DEPRECIATION	-	-	-	-
TOTAL CAPITAL ASSETS	-	-	-	-
TOTAL ASSETS	(2,941,428)	(1,612,769)	68,267	1,248,927
LIABILITIES & FUND EQUITY				
ACCRUED LIABILITIES	3,911	3,911	30,000	30,000
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	-	-	-	-
POLICY CLAIM LIABILITY-CURRENT	386,000	386,000	520,000	520,000
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	389,911	389,911	550,000	550,000
REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIM LIABILITY L / T	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-
TOTAL LIABILITIES	389,911	389,911	550,000	550,000
CONTRIBUTED CAPITAL	100,000	100,000	100,000	100,000
RETAINED EARNINGS	(3,431,338)	(2,102,679)	(581,733)	598,927
TOTAL FUND EQUITY / NET ASSETS	(3,331,338)	(2,002,679)	(481,733)	698,927
TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	(2,941,428)	(1,612,768)	68,267	1,248,927
	0	0	0	0

INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)	3,772,455	6,585,170	7,215,660	7,215,660
Rate Impact				
TOTAL OPERATING REVENUES (after proposed rate impacts)	3,772,455	6,585,170	7,215,660	7,215,660
PERSONNEL SERVICES	-	-	-	-
TRAVEL EXPENSE	-	-	-	-
CURRENT EXPENSE	3,655,625	3,917,701	4,250,000	4,550,000
DATA PROCESSING CURRENT EXPENSE	-	-	-	-
DEPRECIATION EXPENSE	-	-	-	-
OTHER CHARGES/PASS THROUGH	1,193,081	1,304,285	1,434,713	1,500,000
TOTAL OPERATING EXPENSES	4,848,706	5,221,986	5,684,713	6,050,000
TOTAL OPERATING INCOME (LOSS)	(1,076,251)	1,363,184	1,530,947	1,165,660

GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST /OTHER INCOME	(162,496)	(34,525)	(10,000)	15,000
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	-	-	-
NET INCOME (LOSS)	(1,238,748)	1,328,659	1,520,947	1,180,660

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	(1,861,342)	(2,943,698)	(1,420,051)	38,267
Total Cash from Sales	3,772,455	6,585,170	7,215,660	7,215,660
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	(162,496)	(34,525)	(10,000)	15,000
TOTAL SOURCES OF CASH	3,609,959	6,550,645	7,205,660	7,230,660
Cash Used for Operations	(4,692,314)	(5,026,998)	(5,747,342)	(6,070,000)
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses	-	-	-	-
TOTAL USES OF CASH	(4,692,314)	(5,026,998)	(5,747,342)	(6,070,000)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	(2,943,698)	(1,420,051)	38,267	1,198,927



Pro Forma Financial Statements

General Liability

	FY 2024 Actual	FY 2025 Preliminary	FY 2026 Forecast	FY 2027 Forecast
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BALANCE SHEET

ASSETS

CASH & CASH EQUIVALENTS	80,559,524	85,658,091	104,501,802	107,592,677
ACCOUNTS RECEIVABLE	0	(1,374)	-	-
DUE FROM OTHER FUNDS	-	-	-	-
INVENTORIES	-	-	-	-
PREPAID ITEMS	16,667,186	16,666,667	500,000	500,000
TOTAL CURRENT ASSETS	97,226,711	102,323,383	105,001,802	108,092,677

DEFERRED CHARGES/ PREPAID EXPENSE - LONG TERM

	-	-	-	-
TOTAL OTHER ASSETS	-	-	-	-

LAND / LAND IMPROVEMENTS
BUILDINGS AND IMPROVEMENTS
MACHINERY AND EQUIPMENT
SOFTWARE
ACCUMULATED DEPRECIATION

	-	-	-	-
TOTAL CAPITAL ASSETS	-	-	-	-

TOTAL ASSETS	97,226,711	102,323,383	105,001,802	108,092,677
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LIABILITIES & FUND EQUITY

ACCRUED LIABILITIES	6,379	-	-	-
DEFERRED REVENUE	-	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	84,623	1,124,971	1,500,000	1,500,000
POLICY CLAIM LIABILITY-CURRENT	22,427,000	22,427,000	22,500,000	22,500,000
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	22,518,002	23,551,971	24,000,000	24,000,000

REVENUE BONDS - LONG TERM
CAPITAL LEASE PAYABLE-LONG TERM
CONTRACTS PAYABLE - LONG TERM
INTERFUND LOAN FROM OTHER FUNDS
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)
POLICY CLAIM LIABILITY L / T

	-	-	-	-
	-	-	-	-
	-	-	-	-
	-	-	-	-
	-	-	-	-
	49,485,000	49,485,000	50,817,500	53,408,375
TOTAL LONG-TERM LIABILITIES	49,485,000	49,485,000	50,817,500	53,408,375

TOTAL LIABILITIES	72,003,002	73,036,971	74,817,500	77,408,375
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CONTRIBUTED CAPITAL
RETAINED EARNINGS

	10,030,340	10,030,340	10,030,340	10,030,340
	15,193,369	19,256,072	20,153,962	20,653,962
TOTAL FUND EQUITY / NET ASSETS	25,223,708	29,286,412	30,184,302	30,684,302

TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	97,226,710	102,323,383	105,001,802	108,092,677
	(0)	(0)	(0)	(0)

INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)	31,849,081	33,049,044	33,212,890	34,000,000
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Rate Impact

TOTAL OPERATING REVENUES (after proposed rate impacts)	31,849,081	33,049,044	33,212,890	34,000,000
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PERSONNEL SERVICES
TRAVEL EXPENSE
CURRENT EXPENSE
DATA PROCESSING CURRENT EXPENSE
DEPRECIATION EXPENSE
OTHER CHARGES/PASS THROUGH

	-	-	-	-
	-	-	-	-
	33,119,183	30,441,865	34,000,000	35,000,000
	-	-	-	-
	-	-	-	-
	2,440,461	2,986,565	3,115,000	3,300,000
TOTAL OPERATING EXPENSES	35,559,644	33,428,430	37,115,000	38,300,000

TOTAL OPERATING INCOME (LOSS)	(3,710,563)	(379,386)	(3,902,110)	(4,300,000)
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GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST /OTHER INCOME	4,139,969	4,442,090	4,800,000	4,800,000
INTEREST EXPENSE	-	-	-	-
FEDERAL GRANTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	-	-	-
NET INCOME (LOSS)	429,406	4,062,704	897,890	500,000

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	71,654,936	80,559,524	85,658,091	104,501,802
Total Cash from Sales	31,849,081	33,049,044	33,212,890	34,000,000
Capital Asset Disposal Proceeds	-	-	-	-
Federal Grants	-	-	-	-
State Appropriations	-	-	-	-
Other Sources	4,139,969	4,442,090	4,800,000	4,800,000
TOTAL SOURCES OF CASH	35,989,050	37,491,134	38,012,890	38,800,000
Cash Used for Operations	(27,084,462)	(32,392,566)	(19,169,179)	(35,709,125)
Payments for Capital Assets	-	-	-	-
State Appropriations	-	-	-	-
Other Uses	-	-	-	-
TOTAL USES OF CASH	(27,084,462)	(32,392,566)	(19,169,179)	(35,709,125)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	80,559,524	85,658,091	104,501,802	107,592,677

Division of Finance

Travel and P-Card Programs



Van Christensen
Division Director
Division of Finance
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Program Updates

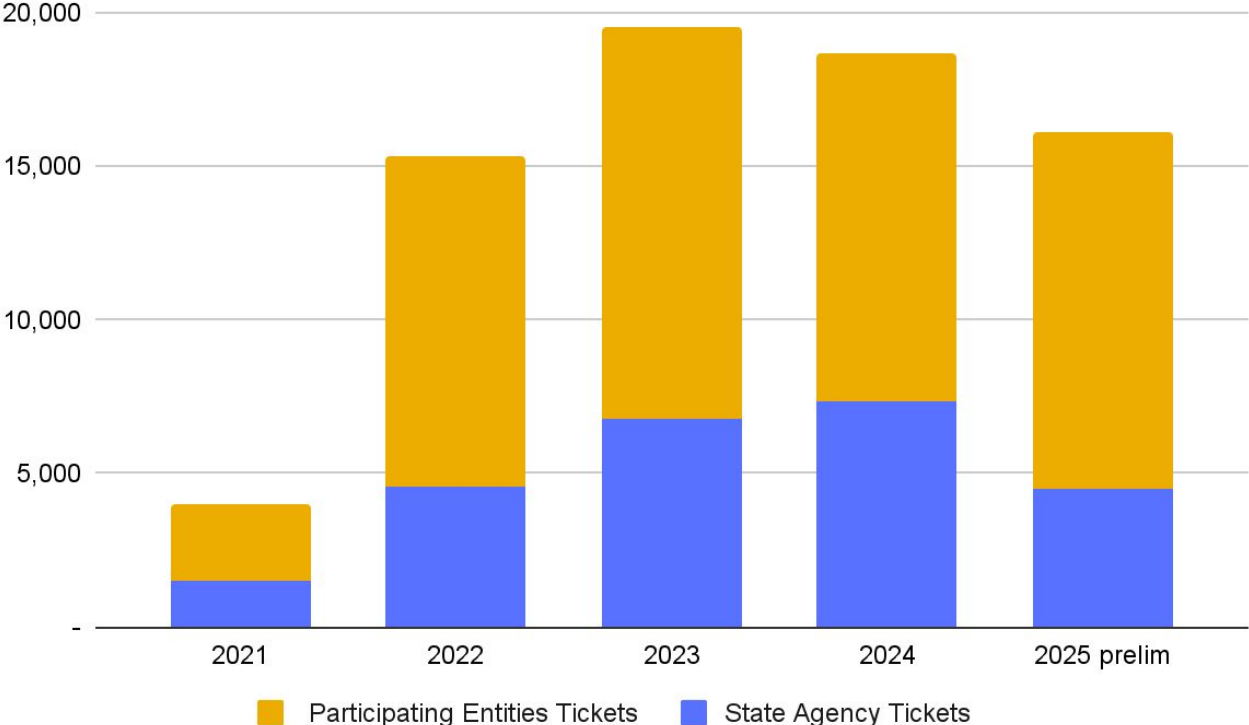
- ▶ The travel system has been live for all agencies for a year
- ▶ Working with SAP Concur to improve product based on feedback from agencies. Some priorities include:
 - ▶ Approver ability to modify coding in workflow (more to come on this)
 - ▶ New expense policies (e.g. mileage only, other employee reimbursements)
- ▶ Monitoring travel and p-card spend and compliance across the state through post audit program
- ▶ Working through procurement(s) for travel & expense reporting system and the travel management company to ensure the state is receiving the best value.
- ▶ Proposed changes for FY 2027
 - ▶ Exception from State Purchasing to book in-state hotels directly
 - ▶ Determining long term strategies that will allow for greater flexibility and autonomy across the state





State Travel Office

Travel - Airline Tickets



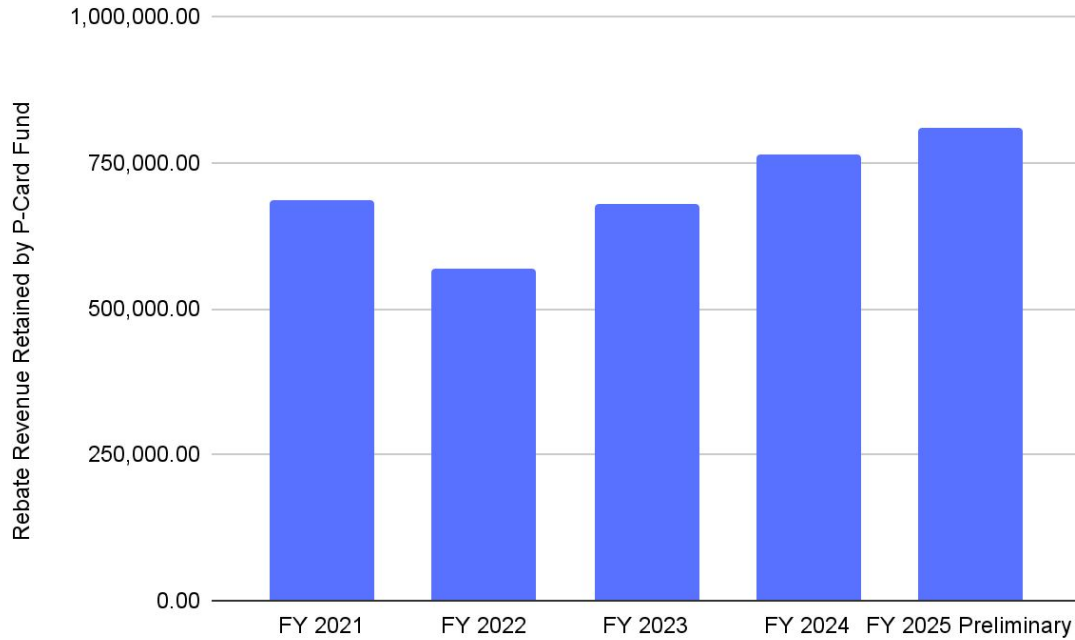
Travel - Car / Hotel Bookings



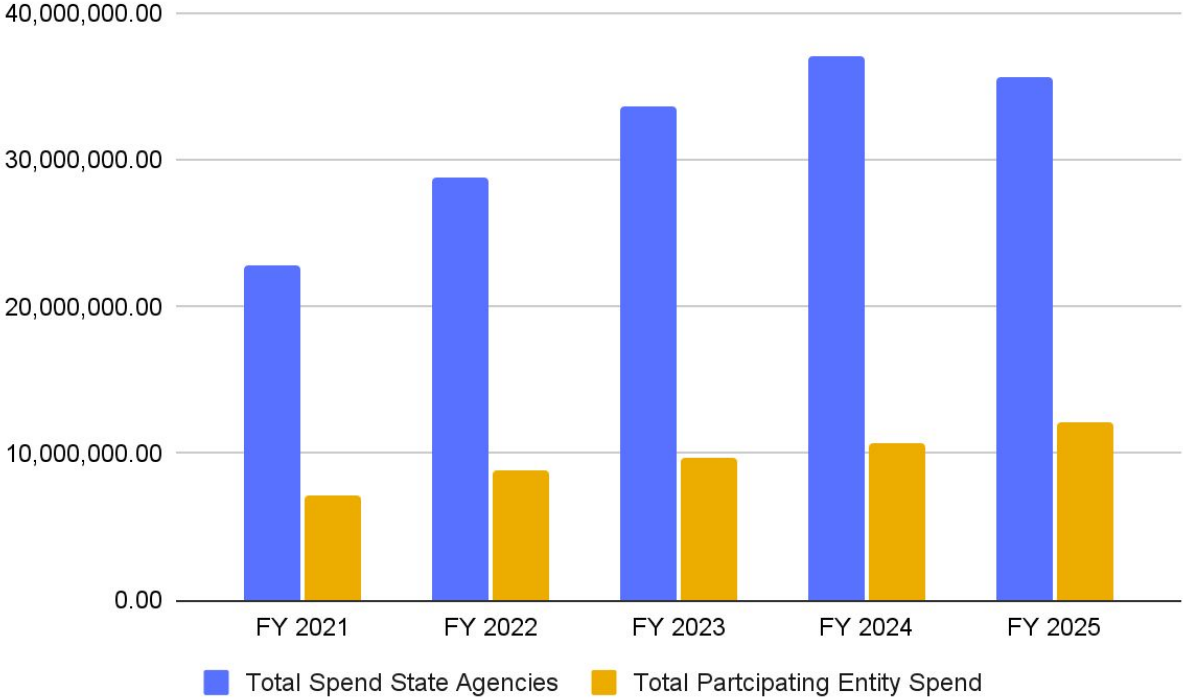
State Purchasing Card Program



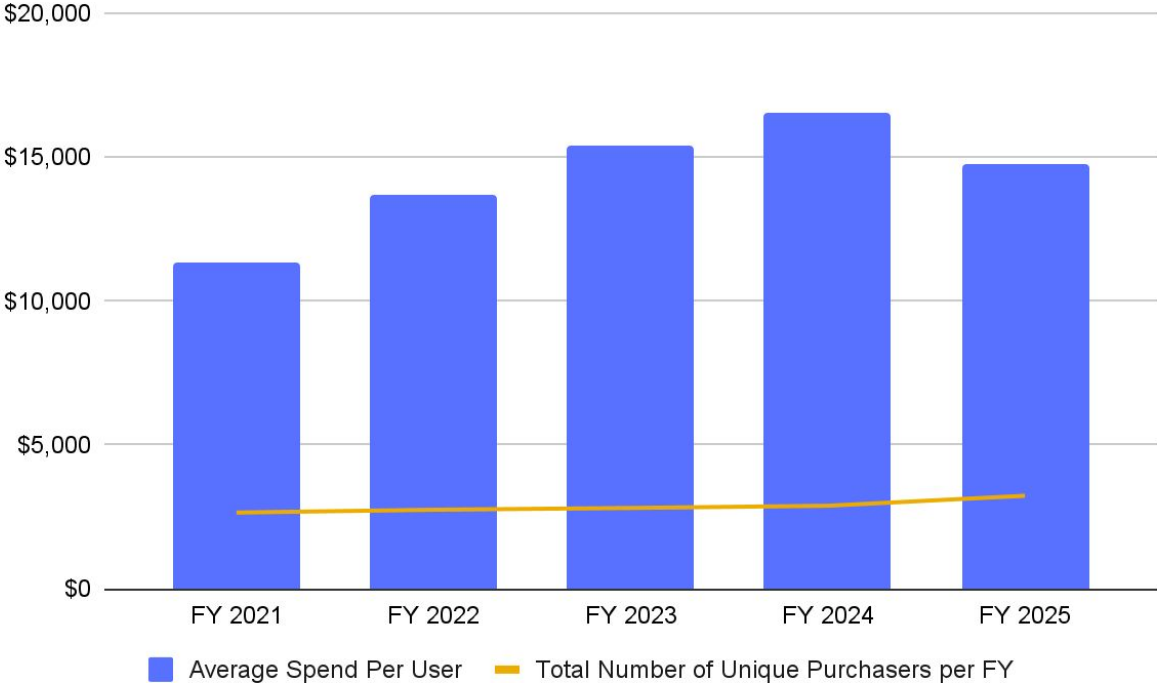
P-Card Rebates - Based on Card Spend



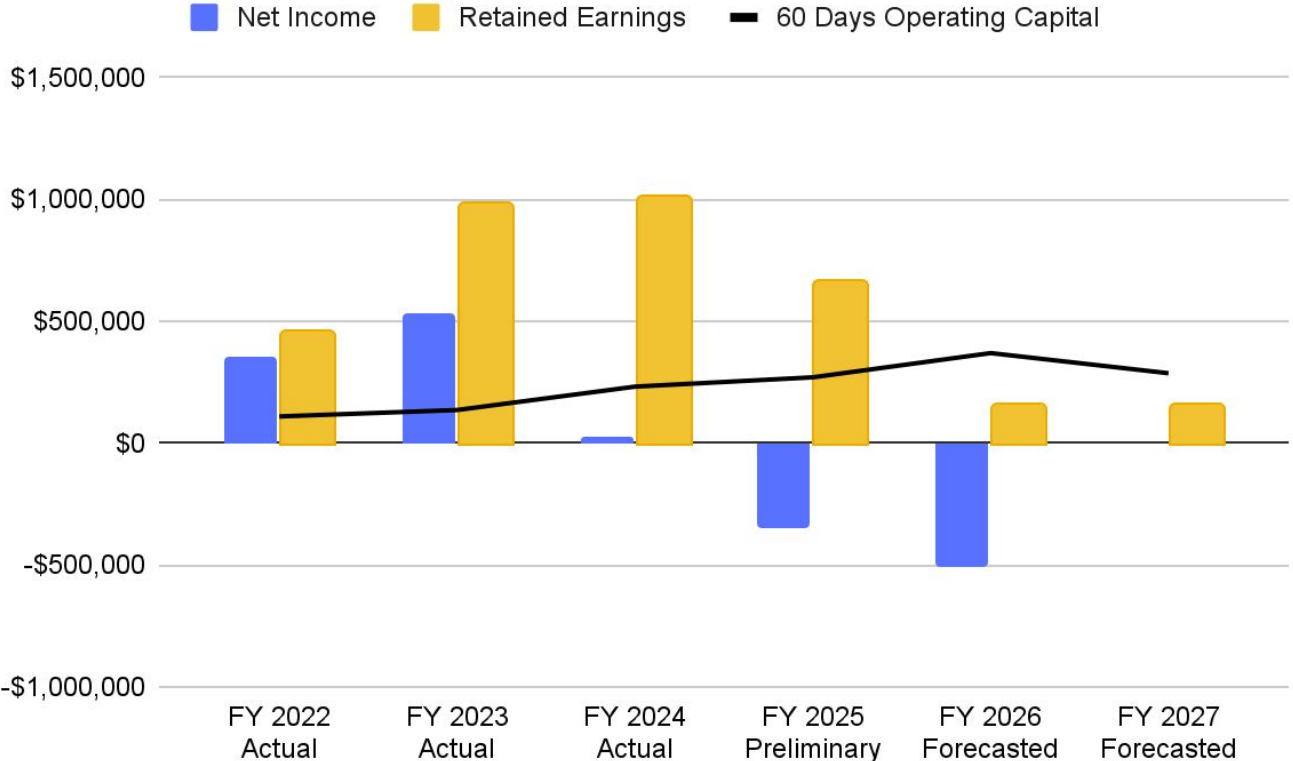
P-Card Spend



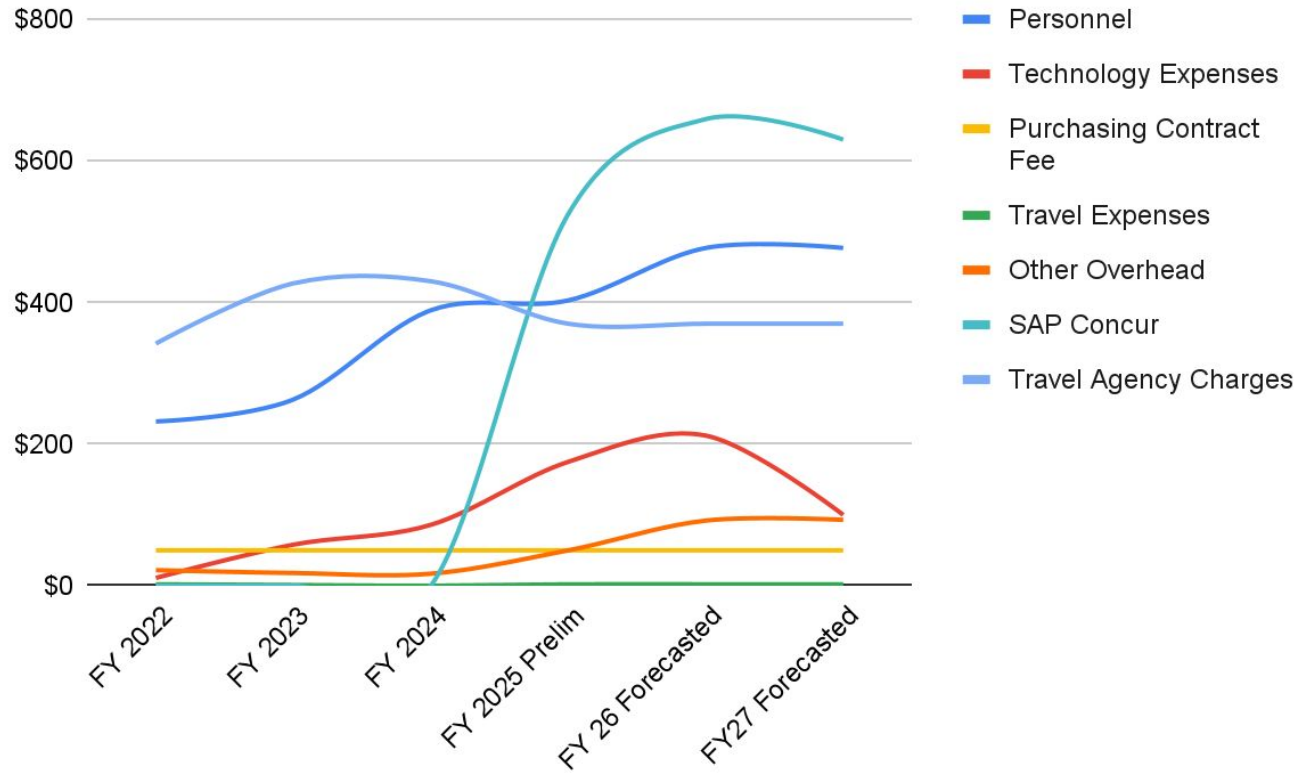
Average P-Card Spend Per User



Retained Earnings, Net Income, and Operating Capital



Program Expenses (in thousands)



This excludes depreciation expense for the initial contract period of SAP Concur, which skewed the line chart.

Contacts

Van Christensen - Director, Division of Finance - vhchristensen@utah.gov

Ally Branch - Assistant Director, Division of Finance - abbranch@utah.gov

SAP Concur Questions - concur@utah.gov



Recommendations



Shift in Strategy

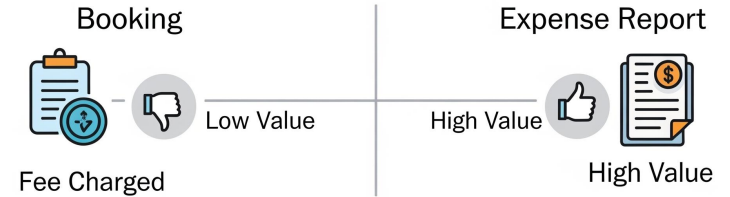
▷Aligning the Rate with Value

- ▷ **The Core Issue:** Agencies feel the rate (e.g., \$26) is charged for a low-value booking service, especially for in-state hotels they can book cheaper themselves.
- ▷ **The Perception:** This creates a feeling of paying more for less.



Where the Value Mismatch Occurs

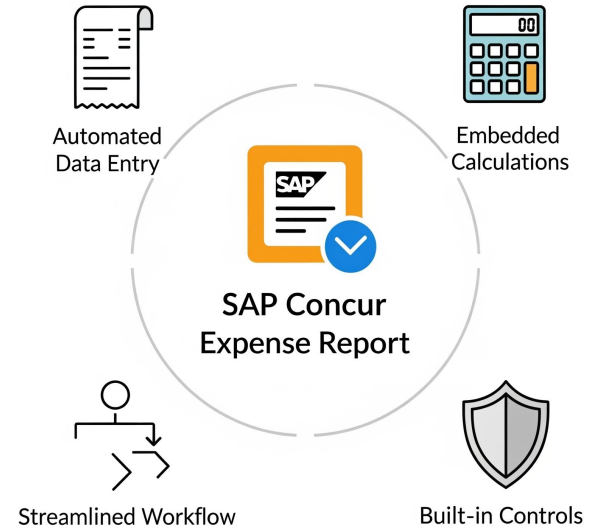
- ▶ **Current Process:** The rate is charged at the time of booking.
- ▶ **The Mismatch:**
 - **Booking:** Perceived as low-value, sometimes costing more than booking direct.
 - **Expense Reporting:** The system's true value is delivered after the trip, saving time and ensuring compliance.



The Real Value: The Expense Report

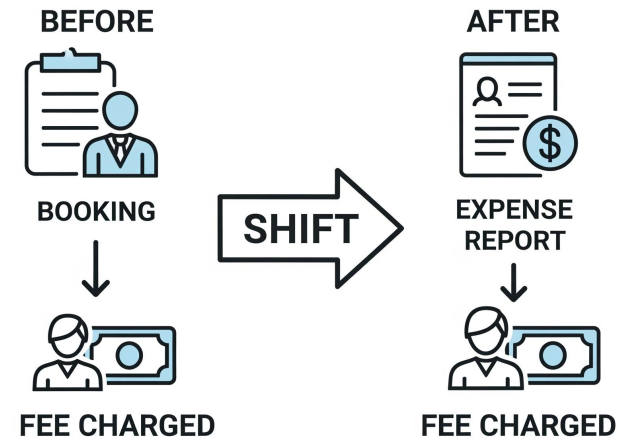
The system's primary value is saving time, ensuring compliance, and reducing risk during expense reporting.

- ▶ **Automated Data:** Compiles receipts and card charges.
- ▶ **Embedded Calculations:** Applies correct per diem and mileage rates.
- ▶ **Streamlined Workflow:** Automatically routes reports for approval.
- ▶ **Built-in Controls:** Protects public funds by minimizing fraud and errors.



The Proposal: Align Fee with Value

- ▶ **Our Solution:** Move the rate from the booking event to the creation of the expense report in SAP Concur.
- ▶ **The Logic:** This connects the cost directly to the high-value services of reconciliation, compliance, and workflow management.



Clarifying the Fees

It's important to distinguish between two separate rates within the system.

1. Christopherson Business Travel (CBT) Rate:
 - What it is: A rate for using the travel booking tool (flights, hotels, etc.) inside SAP Concur.
 - When it's charged: When a booking is made through SAP Concur.
 - Fee becomes pass through of prices agreed to in the Statewide Contract.
2. Division of Finance (DOF) Rate:
 - What it is: A rate to operate and maintain the travel and card program.
 - When it's charged (Proposed): When an expense report is created in SAP Concur.

This change empowers agencies to make the most cost-effective choice. If a traveler finds a cheaper in-state hotel outside the system, they can book it directly, avoid the CBT rate, and still get the full value of the expense reporting tool, where only our DOF rate will apply.



What This Change Means for You

- ▶ **Clear Value:** The rate is tied to the expense management and control process.
- ▶ **Empowered Choice:** You can seek the most cost-effective booking options while still using the system for its core expense reporting strengths.



NO FEE FOR
NOTHING



CLEAR VALUE



EMPOWERED
CHOICE



Summary & Path Forward

A Partnership Focused on Value

- ▶ **The Problem:** The rate is currently misaligned with the value agencies receive.
- ▶ **The Solution:** Shift the rate from the booking event to the expense reporting process.
- ▶ **The Benefit:** This creates a more logical, transparent, and fair system that correctly reflects the services rendered.



FY2027 Rate Recommendation

P-Card

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Contract Rebates	Per Unit	Variable	Variable	\$0.00



FY2027 Rate Recommendation

Travel - State Agency

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Car/Hotel Only	Per Unit	\$8.00	\$26.00	-\$18.00
Regular Agent	Per Unit	\$18.00	\$36.00	-\$18.00
Online	Per Unit	\$6.00	\$24.00	-\$18.00
Group Rates (per person)				
10-25	Per Unit	\$17.50	\$35.50	-\$18.00
26-50	Per Unit	\$17.00	\$35.00	-\$18.00
51-99	Per Unit	\$16.50	\$34.50	-\$18.00
100+	Per Unit	\$16.00	\$34.00	-\$18.00
Per Expense Report processed	Per Unit	\$6.00	\$0.00	\$6.00
Per Expense Report processed in excess of allowable reports per contract (58,000 annually)	Per Unit	\$8.79	\$8.79	\$0.00



FY2027 Rate Recommendation

Travel - Participating Entity

Rate Name	Service Unit	FY 2027 Proposed Rate	FY2026 Approved Rate	Amount Change
Car/Hotel Only	Per Unit	\$18.00	\$18.00	\$0.00
Regular Agent	Per Unit	\$28.00	\$28.00	\$0.00
Online	Per Unit	\$16.00	\$16.00	\$0.00
State Agent	Per Unit	\$14.00	\$14.00	\$0.00
Group Rates (per person)				
10-25	Per Unit	\$27.50	\$27.50	\$0.00
26-50	Per Unit	\$27.00	\$27.00	\$0.00
51-99	Per Unit	\$26.50	\$26.50	\$0.00
100+	Per Unit	\$26.00	\$26.00	\$0.00
School District Agent	Per Unit	\$14.00	\$14.00	\$0.00

Rate Committee Action

Action to Approve FY27 ISF Rates	Slide Number or Reference	Change (rounded)
Approve the proposed rates for Travel Program	Slide 168-169	\$(81,605)
Approve the existing rate for P-Card Program	2025 SB0008S01, Lines 5785-5786	-



Scott D. Sandall proposes the following substitute bill:

State Agency Fees and Internal Service Fund Rate Authorization and Appropriations

2025 GENERAL SESSION STATE OF UTAH

Chief Sponsor: Scott D. Sandall

House Sponsor: Walt Brooks

LONG TITLE

General Description:

This bill supplements or reduces appropriations otherwise provided for the support and operation of state government for the fiscal year beginning July 1, 2025 and ending June 30, 2026.

5774 **Division of Finance - Department of Government**

5775 **Operations**

5776	Group Booking 100+ people (Participating Entity Fee)	26.00
5777	Car and/or Hotel Only (Participating Entity Fee)	18.00
5778	Group Booking 10-25 people (Participating Entity Fee)	27.50
5779	Online (Participating Entity Fee)	16.00
5780	SAP Concur Excess Expense Reports (State Agency Fee)	8.79
5781	Group Booking 26-50 people (Participating Entity Fee)	27.00
5782	Group Booking 51-99 people (Participating Entity Fee)	26.50
5783	Regular (Participating Entity Fee)	28.00
5784	Car and/or Hotel Only (State Agency Fee)	26.00
5785	Purchasing Card	Variable
5786	Contract rebates	
5787	Travel	
5788	Travel Agency Service	
5789	Regular (State Agency Fee)	36.00
5790	Online (State Agency Fee)	24.00
5791	School District Agent (Participating Entity Fee)	14.00
5792	Group	
5793	Group Booking 10-25 people (State Agency Fee)	35.50
5794	Group Booking 26-50 people (State Agency Fee)	35.00
5795	Group Booking 51-99 people (State Agency Fee)	34.50
5796	Group Booking 100+ people (State Agency Fee)	34.00



division of
Finance

Pro Forma Financial Statements

P - Card

	FY2024 Actual	FY2025 Preliminary	FY2026 Forecast	FY2027 Forecast
BALANCE SHEET				
ASSETS				
CASH & CASH EQUIVALENTS	752,639	70,617	430,461	441,281
ACCOUNTS RECEIVABLE	1,492,374	1,678,066	1,680,000	1,764,000
DUE FROM OTHER FUNDS	1,824,652	386,046	387,000	406,350
INVENTORIES	-	-	-	-
PREPAID EXPENSES	-	-	-	-
TOTAL CURRENT ASSETS	4,069,666	2,134,729	2,497,461	2,611,631
PREPAID EXPENSE - LONG TERM	-	-	-	-
TOTAL OTHER ASSETS	-	-	-	-
LAND / LAND IMPROVEMENTS	-	-	-	-
CONSTRUCTION IN PROGRESS	-	-	-	-
BUILDINGS AND IMPROVEMENTS	-	-	-	-
MACHINERY AND EQUIPMENT	-	-	-	-
SOFTWARE	1,665,548	2,013,796	2,013,796	-
ACCUMULATED DEPRECIATION	(416,054)	(998,424)	(2,013,796)	-
TOTAL CAPITAL ASSETS	1,249,494	1,015,372	-	-
TOTAL ASSETS	5,319,159.37	3,150,100.59	2,497,461.07	2,611,631.11
LIABILITIES & FUND EQUITY				
ACCOUNTS PAYABLE	3,556,938	1,620,775	2,000,000	2,100,000
ACCRUED LIABILITIES	332,952	335,235	336,000	352,800
CONTRACTS PAYABLE (GASB 96)	282,787	529,975	-	-
UNEARNED REVENUE	133,765	-	-	-
INTERFUND LOAN (Short Term Cash Deficit)	-	-	-	-
DUE TO OTHER FUNDS	3,565	-	4,000	4,200
POLICY CLAIMS LIABILITIES - SHORT TERM	-	-	-	-
CAPITAL LEASE PAYABLE-SHORT TERM	-	-	-	-
REVENUE BONDS - SHORT TERM	-	-	-	-
TOTAL CURRENT LIABILITIES	4,310,006.75	2,485,985.09	2,340,000.00	2,457,000.00
REVENUE BONDS - LONG TERM	-	-	-	-
CAPITAL LEASE PAYABLE-LONG TERM	-	-	-	-
CONTRACTS PAYABLE - LONG TERM	-	-	-	-
INTERFUND LOAN FROM OTHER FUNDS	-	-	-	-
INTERFUND LOAN FROM GENERAL FUND (Long Term Cash Deficit)	-	-	-	-
POLICY CLAIMS LIABILITIES - LONG-TERM	-	-	-	-
TOTAL LONG-TERM LIABILITIES	-	-	-	-
TOTAL LIABILITIES	4,310,007	2,485,985	2,340,000	2,457,000
CONTRIBUTED CAPITAL	-	-	-	-
RETAINED EARNINGS	1,009,153	244,400	200,548	200,548
TOTAL FUND EQUITY / NET ASSETS	1,009,153	244,400	200,548	200,548

TOTAL LIABILITIES & FUND EQUITY / NET ASSETS	5,319,160	2,730,385	2,540,548	2,657,548
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INCOME STATEMENT

TOTAL OPERATING REVENUES (before proposed rate impacts)	1,415,461	1,295,057	1,720,000	1,720,000
Rate Impact				
TOTAL OPERATING REVENUES (after proposed rate impacts)	1,415,461	1,295,057	1,720,000	1,720,000
PERSONNEL SERVICES - PERSONNEL	254,622	278,903	314,943	314,943
PERSONNEL SERVICES - BENEFITS	133,931	124,582	162,243	162,243
TRAVEL EXPENSE	30	2,352	2,400	2,400
CURRENT EXPENSE	484,453	434,636	474,576	476,333
CURRENT EXPENSE - DATA PROCESSING	86,848	164,710	211,800	729,911
DEPRECIATION EXPENSE	416,054	582,370	1,015,372	-
OTHER EXPENSES	16,621	34,300	37,000	37,000
TOTAL OPERATING EXPENSES	1,392,560	1,621,852	2,218,334	1,722,830
TOTAL OPERATING INCOME (LOSS)	22,901	(326,795)	(498,334)	(2,830)
GAIN (LOSS) ON SALE OF FIXED ASSETS	-	-	-	-
INTEREST INCOME	-	-	-	-
INTEREST EXPENSE	-	(18,242)	(8,320)	-
FEDERAL GRANTS	-	-	-	-
REVENUE REBATES TO AGENCIES AND OTHER GOVTS	-	-	-	-
RETAINED EARNINGS REFUNDS TO FEDERAL GOVERNMENT	-	-	-	-
OPERATING TRANSFERS IN (OUT)	-	-	-	-
NET INCOME (LOSS)	22,901	(345,037)	(506,654)	(2,830)

CASH FLOW STATEMENT

BEGINNING CASH BALANCE / (INTERFUND LOAN BALANCE)	693,075	752,639	70,617	430,461
TOTAL CASH FROM OPERATIONS	1,309,268	2,544,406	1,721,112	1,616,850
CAPITAL ASSET DISPOSAL PROCEEDS	-	-	-	-
FEDERAL GRANTS	-	-	-	-
STATE APPROPRIATIONS	-	-	-	-
OTHER SOURCES	-	-	-	-
TOTAL SOURCES OF CASH	1,309,268	2,544,406	1,721,112	1,616,850
CASH USED FOR OPERATIONS	(556,050)	(3,707,738)	(1,846,665)	(1,606,030)
FINANCING ACTIVITIES - DEPRECIATION EXPENSE & CAPITALIZE	(693,654)	481,310	485,397	-
STATE APPROPRIATIONS	-	-	-	-
OTHER USES - REBATES AND FEDERAL REFUNDS	-	-	-	-
TOTAL USES OF CASH	(1,249,704)	(3,226,428)	(1,361,268)	(1,606,030)
ENDING CASH BALANCE/(INTERFUND LOAN BALANCE)	752,639	70,617	430,461	441,281

Dept of Government Operations
Rate Committee Business Meeting
August 12, 2025
TSOB – Bonneville Conference Room
1:00-3:00

Rate Committee Attendees: Greg Paras, Nate Winters, Duncan Evans, Melanie Henderson, Devin Cook, Tenielle Humphries, Jeff Mottishaw – Absent

Meeting Attendees: Sarah Preece, Alan Fuller, Marvin Dodge, Jake Hennessy, Stephanie Martin, Brandie Frandsen, Marilee Richins, David Dyches, Ivan Djambo, Paul Korth, Mark Yeschick, Amanda Hensley, Paul Tonks, Wen Zhai, Marie Loosle, John Barrand, Brandon Andersen, Marissa Cook, Jeff Hymas, Cory Weeks

Welcome & Review of Meeting Protocol - Jake Hennessy welcomed new and returning committee members and emphasized the goal of streamlining formalities to focus on rates in September. He then turned the time over to Paul Tonks, GovOps AG representative, for Open and Public Meetings training.

OPTMA Training – Paul Tonks provided the required OPMA training, explaining its requirements for public bodies, meetings, and proper notice and agenda protocols.

Selection of a New Chair – Jake Hennessy mentioned that we do need to nominate a new chair and asked for nominations. Tenielle Humphries nominated Nate Winters as the new chair of the GovOps Rate Committee. All remaining Committee members approved the nomination.

Approval of Minutes (June 12, 2025) – Chair Winters asked for a motion to approve the last Rate Committee meeting's minutes. Greg Paras motioned to approve the minutes, Tenielle Humphries seconded the motion, and the motion was approved.

GovOps Executive Director Overview - Marvin Dodge, Executive Director of the Department of Government Operations (GovOps), gave an overview of GovOps, explaining that most Internal Service Funds (ISFs) in the state belong to GovOps and clarified that GovOps serves state agencies and government entities.

Director Dodge addressed common frustrations and misunderstandings regarding GovOps and ISF rates, acknowledging that GovOps can sometimes become a scapegoat for high costs. He stressed GovOps' commitment to transparency and fiscal responsibility, noting efforts to scrutinize costs and ensure a good return on investment for agencies.

Director Dodge explained that ISFs operate under federal requirements that limit retained earnings to 45 or 60 days of working capital. He indicated that rates are sometimes intentionally lowered to reduce retained earnings when they exceed federal guidelines, and then subsequently raised to cover costs once retained earnings are within the acceptable range

ISF Discussion, Upcoming Rate Committee Meetings and Information - Jake Hennessy, GovOps Chief Finance Officer, emphasized the need for greater transparency and trust with agencies regarding ISF rates. He outlined that an ISF is a government accounting fund designed to track and recover the full costs of services provided by one government department to another, without generating a profit, and at the lowest practical cost. Jake Hennessy reiterated the challenge from Chief Pierpont to be more efficient and fiscally responsible, mentioning that GovOps implements a 2%, 5%, and 10% budget reduction process before increasing rates.

Jake also clarified the four important roles in the ISF committee process: the rate committee, the ISF agencies, the Governor's Office of Planning and Budget (GOPB) and Legislative Fiscal Analyst (LFA) analysts, and the legislature. He stated that the committee is responsible for recommending rates to GOPB and LFA, while ISF divisions analyze costs and negotiate with service providers. He also explained that mandatory cost increases, such as those from vendors, must be outlined when proposing rate adjustments.

Jake reviewed the ISF timeline for the Committee beginning in April and through January to March of the following year ending with Legislative approval. He also mentioned the challenge of providing information to all of the state agencies prior to the Rate Committee meeting scheduled for September.

GovOps will be holding open forums or "town hall" style meetings in the last week of August to allow agencies to ask questions about the proposed rates and their impacts. Jake mentioned that these sessions would be recorded and made available to those unable to attend to ensure transparency. Jake also expressed willingness to meet more often if the committee desired, emphasizing transparency and openness in the process.

ISF Rate Discussion – Headcount vs FTE - Jake Hennessy initiated a discussion about the shift from FTE to headcount for HR rates, a change recommended by a third-party consultant to better align rates with services provided. Chair Winters highlighted the significant negative impact of the headcount model on programs with volunteer or temporary staff, especially those with federal funding, due to the full-year charge for minimal work. Jake suggested implementing a "headcount light" rate for HR and potentially DTS, which would exclude employees who worked less than 40 hours in the previous year.

Jake explained that while a "headcount light" model would benefit some agencies, it could increase overall costs for larger agencies because excluding employees would reduce the denominator in rate calculations, thereby raising the per-employee rate. Alan Fuller discussed challenges with DTS's device rate, which is based on an inventory of devices, often leading to disputes and friction due to difficulties in accurately managing inventory. Jake discussed the challenges of the current device rate for billing DTS (Division of Technology Services) fixed costs, noting it requires month-to-month inventory calculations and leads to disputes when retired devices reappear on the network. He emphasized the need to move to a headcount rate to avoid these issues, as the current device-based billing creates customer frustration and audit problems for agencies. Jake proposed shifting DTS fixed costs to a headcount rate, like what HR uses, but clarified that using email addresses for headcount previously led to "bad behavior" like multiple people sharing one account. He highlighted that foundational services like network, cybersecurity, and IT help desk are fixed costs that need to be spread equitably. Jake explained that a headcount rate offers strong predictability for agencies, allowing them to know their annual rate and choose billing frequency (annually or monthly). He also noted that this rate provides a mathematical calculation that agencies can easily audit and verify. There are also problems with device-based billing, citing instances where agencies cleaned up devices, leading to budget cuts, only for those devices to reappear on the network and require

continued support, causing billing disputes. Jake acknowledged that while device count is a good proxy for network bandwidth and cybersecurity usage, it complicates tracking and billing.

Excluding Specific Groups from Headcount - Jake presented a proposal to exclude specific groups of employees, such as dental consultants, EMS/AMTs, and medical doctors, from the headcount calculation based on a 40-hour threshold. He indicated that 27 such groups or staff positions would be excluded from current calculations. Jake and Marie Loosle, DHRM Finance Director, discussed that the headcount pull for billing captures individuals with hours worked during the year, meaning seasonal staff or those who worked no hours would not be included in the original headcount. They also clarified that the proposal excludes individuals working 40 hours or less within that timeframe and board members. suggested separating the headcount calculations, proposing one "headcount light" group for HCM and Vantage (HR) and another for DTS. Jake noted that a single headcount definition for the entire department became problematic because DTS supports contractors who are not onboarded as state staff, unlike HR.

Jake expressed that an FTE (Full-Time Equivalent) type rate, capped at one to avoid penalizing agencies for overtime, would be fairer to agencies, especially those with high turnover or seasonal employees. He suggested this would result in fractional charges for part-time or short-term employees rather than full-cost billing, making it more equitable. Duncan Evans recommended moving to an FTE capped rate and improving billing transparency by providing a dashboard that details exactly how HR bills are calculated, including who was included. Jake Hennessy acknowledged this desire, noting that the agency is working towards a single bill concept where agencies can review all their charges, like a BI dashboard.

Jake stated that the agency aims to be flexible with billing frequency, offering monthly or quarterly options to agencies for HR services, even though some programs are currently billed annually. He emphasized that the goal is to serve agencies and avoid financial hardship, including the ability to expand billing to multiple appropriations. Greg Paras highlighted that federal funding unpredictability makes it difficult to absorb unanticipated costs, emphasizing the need for greater stability and predictability in billing. They noted that relying on a fixed annual rate for a department that may lose employees due to federal fund cuts would disproportionately penalize them.

The Committee discussed monthly or quarterly billing as a solution to address federal funding unpredictability and employee turnover, with some advocating for more frequent adjustments to ensure accuracy. Jake acknowledged that while frequent billing could be more accurate, it creates more work for finance teams and complicates legislative appropriations that require annual predictions. He also mentioned that the agency is trying to isolate fixed and variable costs within their rates to give agencies more control over potential savings when reducing devices or staff. This approach aims to differentiate between essential infrastructure costs and service-dependent charges, allowing for better cost recovery and transparency. Nate Winters discussed the difficulty of tracking devices and maintaining an accurate inventory, suggesting that while controlling utilization would help manage costs, the necessary infrastructure is currently lacking. Jake expressed concern that shifting to a headcount rate might lead to some agencies subsidizing others, particularly if they have many devices but fewer employees, underscoring the complexity of finding a fair billing model.

Action: For the September rate committee meeting, they will present two main headcount options for HR and Vantage rates: one excluding employees working no hours or less than 40 hours annually ("headcount light"), and another based on actual FTE capped at one. He also discussed the idea of tiering charges for part-time employees but noted the difficulty in drawing a clear line for such exceptions across all agencies.

Facilities Rate Discussion - Jake introduced a discussion on facilities rates, currently calculated by cost per square foot, which often leads to discrepancies between agreements and bills. He proposed a change to a fixed rate per square foot per building type (e.g., office, lab, warehouse) to improve transparency and predictability for agencies.

Mail Rate Discussion - Jake presented a proposal to change the mail delivery rate from a distance and time-based calculation to a flat rate per stop. He explained that while this would flatten costs, agencies closer to the delivery hub would pay more than their current rate, while those farther away would pay less. Tenielle Humphries the problem the proposed flat mail rate aims to solve and expressed concern that agencies have already factored current varying rates into their budgets. They emphasized the importance of understanding the rationale behind such changes, especially if it upsets established budgeting practices.

Chair Winters then motioned for the meeting to adjourn.