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# Financial Overview

SUSAN HEAD

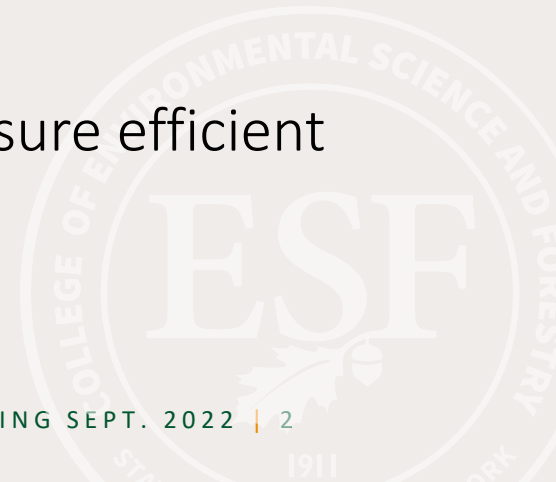
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Introduction  
Discovery  
Where do we go from here  
Goals/Objectives



# What about me?

- Experience
  - 15 years with the SUNY system
- Balance
  - Identify need – partners - funding
- Collaboration
  - Leads to high level of success
- Facilitation
  - My role is to facilitate – find the differences and similarities to ensure efficient and effective use of resources



# More than just numbers

Campuses are delicate Eco-Systems

Balance.....

Funding Sources	Expenditures
Tuition/Fees	PSR
State Aid	TS
Grants / Federal Aid	OTPS
Other Sources	



# Funding Sources

Tuition	Enrollment Changes Limited control	Non-Traditional
Fees	Enrollment Changes Student Costs	Collaboration of programs
State Aid	Dependent on State Budget	Dependent on State Budget
Grants	Competitive	Faculty support/development
Outside Sources	Complex	Flexible Use
Federal Aid-HEERF	One-time funding	Infrastructure Investment



# Expenditures

Personal Service	Accommodating Collective Bargaining	Shared Services
Temp Service	Balance of Adjunct and Full Time Faculty	Allows for managed and planned growth
OTPS: non-personnel expenses	Increase economic costs - impact	Operational Efficiencies



# Reinventing Education

*On-campus*

*Online*

*Hybrid*

## Campus

Mission  
Priorities  
Academic Excellence  
Integrity  
Values  
Student Focus  
Community

## Students

Expectations  
Controlling Costs  
Safety  
Choice



# Budget Process

## 1) Tools

- a) Business Intelligence – determine functional areas and related hierarchy
- b) Budget worksheets

## 2) Timelines

- a) *January*
  - i) Review of current academic year
  - ii) Begin preparation for next academic year
- b) *April*
  - i) Tuition revenue
  - ii) State Budget impact
- c) *June*
  - i) Campus budget call letter – worksheet distribution
  - ii) End of year review for current academic year
- d) *July*
  - i) Draft review with executive leadership
- e) *September*
  - i) Submission to system administration



# Three Objectives Moving Forward

## 1) New Revenue Sources

- Identify non-traditional sources
- Long Term – to support growth and institutional advancement
- Impact of increased enrollments

## 2) Cost Cutting – Permanent vs Temporary

- Duplication of expenditures for immediate savings
- Use of budget process including review and analysis
- Long term savings through strategic initiatives

## 3) Improvements / Efficiencies

- Using Internal Controls to develop policies and procedures
  - KPI's incorporated into internal controls allows for assessment
- Long term planning - roadmaps





# Questions ?

