Financial Overview

SUSAN HEAD

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........

<table>
<thead>
<tr>
<th>Funding Sources</th>
<th>Expenditures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition/Fees</td>
<td>PSR</td>
</tr>
<tr>
<td>State Aid</td>
<td>TS</td>
</tr>
<tr>
<td>Grants / Federal Aid</td>
<td>OTPS</td>
</tr>
<tr>
<td>Other Sources</td>
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</tbody>
</table>
# Funding Sources

<table>
<thead>
<tr>
<th>Tuition</th>
<th>Enrollment Changes</th>
<th>Non-Traditional</th>
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<tbody>
<tr>
<td></td>
<td>Limited control</td>
<td></td>
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<tr>
<td>Fees</td>
<td>Enrollment Changes</td>
<td>Collaboration of programs</td>
</tr>
<tr>
<td></td>
<td>Student Costs</td>
<td></td>
</tr>
<tr>
<td>State Aid</td>
<td>Dependent on State Budget</td>
<td>Dependent on State Budget</td>
</tr>
<tr>
<td>Grants</td>
<td>Competitive</td>
<td>Faculty support/development</td>
</tr>
<tr>
<td>Outside Sources</td>
<td>Complex</td>
<td>Flexible Use</td>
</tr>
<tr>
<td>Federal Aid-HEERF</td>
<td>One-time funding</td>
<td>Infrastructure Investment</td>
</tr>
</tbody>
</table>
# Expenditures

<table>
<thead>
<tr>
<th>Service Type</th>
<th>Description</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personal Service</td>
<td>Accommodating Collective Bargaining</td>
<td>Shared Services</td>
</tr>
<tr>
<td>Temp Service</td>
<td>Balance of Adjunct and Full Time Faculty</td>
<td>Allows for managed and planned growth</td>
</tr>
<tr>
<td>OTPS: non-personnel expenses</td>
<td>Increase economic costs - impact</td>
<td>Operational Efficiencies</td>
</tr>
</tbody>
</table>
Reinventing Education

On-campus
- Campus
  - Mission
  - Priorities
  - Academic Excellence
  - Integrity
  - Values
  - Student Focus
  - Community

Online
- Students
  - Expectations
  - Controlling Costs
  - Safety
  - Choice

Hybrid
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 ?