Financial Report to Faculty Senate
Armstrong State University
February 20, 2017

Chris Corrigan
Vice President, Business & Finance

ARMSTRONG STATE UNIVERSITY
Agenda

Section I – Cash and Equivalents – 2015, 2016, 2017 (Q2)
Section II – Tuition and Fee Revenue Trends
Section III – Quarterly Revenues and Expenditures by Fund Source
Section IV – Auxiliary Revenue Trends
   Housing, Dining, Bookstore
Section V – HR/Position Information
Section VI – Budget outlook for FY18
Q2 FY 2017 - Highlights

- At the midpoint of the year, Fiscal 2017 revenues and expenses are solid
- Cash balance remains higher than last two years
- Tuition revenue is currently on pace with the budget
- FY 2017 first installment of Ground Rent and Retained Services ($1,053,860) were received in Q2. FY 2016 first installment was received ($1,032,500) in August 2015.
Section I

- Cash and Equivalents – 2015, 2016, 2017 (Q2)
Section II

Tuition and Other Fee Revenue Trends
2015, 2016, 2017 (Q2)
Other Fee Revenues
Fund 10600 - Institutional Fee and Course Fees

ARMSTRONG STATE UNIVERSITY
Section III

Revenue and Expenses by Fund Source
E&G, Auxiliary, Other Funds
2015, 2016, 2017 (Q2)
E&G Revenues and Expenses

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## E&G Revenues and Expenses

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$55,931,594.88</td>
<td>$71,916,787.05</td>
<td>$81,401,447.85</td>
<td>$82,832,976.29</td>
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<tr>
<td>2016</td>
<td>$56,568,020.45</td>
<td>$72,703,810.64</td>
<td>$82,209,417.92</td>
<td>$84,452,180.39</td>
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<tr>
<td>2017</td>
<td>$59,142,918.32</td>
<td>$75,207,444.03</td>
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<td></td>
</tr>
</tbody>
</table>

Includes:
- 10000 - State Appropriations
- 10500 - Tuition
- 10600 - Other Fees
- 14000 - Departmental Sales & Services
- 15000 - Indirect Cost Recovery
- 16000 - Technology Fee
- 20000 - Sponsored Operations

**Armstrong State University**
Auxiliary Revenues and Expenses

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## Auxiliary Revenues and Expenses

<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>Revenues</td>
<td>$8,594,595.36</td>
<td>$16,090,642.84</td>
<td>$16,950,484.09</td>
</tr>
<tr>
<td></td>
<td>Expenses</td>
<td>$4,180,056.08</td>
<td>$8,631,959.97</td>
<td>$13,418,945.25</td>
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<tr>
<td>2016</td>
<td>Revenues</td>
<td>$6,641,092.52</td>
<td>$11,125,565.21</td>
<td>$13,209,852.83</td>
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<tr>
<td></td>
<td>Expenses</td>
<td>$3,289,129.95</td>
<td>$6,050,334.68</td>
<td>$9,174,480.61</td>
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<tr>
<td>2017</td>
<td>Revenues</td>
<td>$5,854,102.67</td>
<td>$11,472,805.75</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Expenses</td>
<td>$2,991,871.12</td>
<td>$6,008,720.78</td>
<td></td>
</tr>
</tbody>
</table>

Includes:

12210 – Housing
12220 – Dining Services
12230 – Bookstore
12240 – Health Center
12250 – Parking
12270 – Other Auxiliaries (PPV)
12280 – Athletics

**Armsstrong State University**
Student Activities Revenues and Expenses

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ARMSTRONG STATE UNIVERSITY
<table>
<thead>
<tr>
<th></th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$660,169.96</td>
<td>$1,172,777.54</td>
<td>$1,285,286.57</td>
<td>$1,294,357.77</td>
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<tr>
<td>2016</td>
<td>$668,186.15</td>
<td>$1,178,457.93</td>
<td>$1,282,530.06</td>
<td>$1,297,112.78</td>
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<tr>
<td>2017</td>
<td>$649,927.47</td>
<td>$1,153,462.55</td>
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</table>

Includes:
13000 – Student Activities
Section IV

Auxiliary Revenue Trends
Housing, Dining, Bookstore
Dining Revenue Trend

Dining Services Revenues

- 2015 Dining Services
- 2016 Dining Services
- 2017 Dining Services
Section V
HR/Position Information
Q2 Turnover Rates
Full Time Employees (with Retirees)

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ARMSTRONG STATE UNIVERSITY
# Q2 Turnover Rates

## Full Time Employees (with Retirees)

<table>
<thead>
<tr>
<th></th>
<th>Begin Count</th>
<th>Hires/Rehires</th>
<th>Terminations</th>
<th>Retirements</th>
<th>End Count</th>
<th>Turnover</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Faculty/Staff</td>
<td>186</td>
<td>14</td>
<td>7</td>
<td>0</td>
<td>193</td>
<td>3.69%</td>
</tr>
<tr>
<td>9 month Faculty</td>
<td>238</td>
<td>14</td>
<td>12</td>
<td>0</td>
<td>240</td>
<td>5.02%</td>
</tr>
<tr>
<td>Bi-weekly Staff</td>
<td>145</td>
<td>25</td>
<td>16</td>
<td>1</td>
<td>153</td>
<td>11.41%</td>
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<tr>
<td>10 month Staff</td>
<td>4</td>
<td>1</td>
<td>0</td>
<td>0</td>
<td>5</td>
<td>0.00%</td>
</tr>
<tr>
<td>12 month Faculty</td>
<td>23</td>
<td>2</td>
<td>1</td>
<td>0</td>
<td>24</td>
<td>4.26%</td>
</tr>
<tr>
<td><strong>All</strong></td>
<td><strong>596</strong></td>
<td><strong>56</strong></td>
<td><strong>36</strong></td>
<td><strong>1</strong></td>
<td><strong>615</strong></td>
<td><strong>6.11%</strong></td>
</tr>
</tbody>
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<tr>
<td>Administrative Faculty/Staff</td>
<td>194</td>
<td>10</td>
<td>19</td>
<td>0</td>
<td>185</td>
<td>10.03%</td>
</tr>
<tr>
<td>9 month Faculty</td>
<td>229</td>
<td>17</td>
<td>10</td>
<td>2</td>
<td>234</td>
<td>5.18%</td>
</tr>
<tr>
<td>Bi-weekly Staff</td>
<td>148</td>
<td>19</td>
<td>9</td>
<td>1</td>
<td>157</td>
<td>6.56%</td>
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<tr>
<td>10 month Staff</td>
<td>2</td>
<td>1</td>
<td>0</td>
<td>0</td>
<td>3</td>
<td>0.00%</td>
</tr>
<tr>
<td>12 month Faculty</td>
<td>21</td>
<td>0</td>
<td>1</td>
<td>0</td>
<td>20</td>
<td>4.88%</td>
</tr>
<tr>
<td><strong>All</strong></td>
<td><strong>594</strong></td>
<td><strong>47</strong></td>
<td><strong>39</strong></td>
<td><strong>3</strong></td>
<td><strong>599</strong></td>
<td><strong>7.04%</strong></td>
</tr>
</tbody>
</table>
Q2 Turnover Rates
Full Time Employees (w/o Retirees)

- Administrative Faculty/Staff
- 9 month Faculty
- Bi-weekly Staff
- 12 month Faculty
- All

FY 2016 • FY 2017
# Q2 Turnover Rates

**Full Time Employees (w/o Retirees)**

## Dates: July 1, 2016 - December 31, 2016

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<tr>
<th></th>
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<td>240</td>
<td>5.02%</td>
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<tr>
<td>Bi-weekly Staff</td>
<td>145</td>
<td>25</td>
<td>16</td>
<td>154</td>
<td>10.70%</td>
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<tr>
<td>10 month Staff</td>
<td>4</td>
<td>1</td>
<td>0</td>
<td>5</td>
<td>0.00%</td>
</tr>
<tr>
<td>12 month Faculty</td>
<td>23</td>
<td>2</td>
<td>1</td>
<td>24</td>
<td>4.26%</td>
</tr>
<tr>
<td><strong>All</strong></td>
<td><strong>596</strong></td>
<td><strong>56</strong></td>
<td><strong>36</strong></td>
<td><strong>616</strong></td>
<td><strong>5.94%</strong></td>
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</table>

## Dates: July 1, 2015 - December 31, 2015

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<td>229</td>
<td>17</td>
<td>10</td>
<td>236</td>
<td>4.30%</td>
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<td>9</td>
<td>158</td>
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<td>1</td>
<td>20</td>
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</tr>
<tr>
<td><strong>All</strong></td>
<td><strong>594</strong></td>
<td><strong>47</strong></td>
<td><strong>39</strong></td>
<td><strong>602</strong></td>
<td><strong>6.52%</strong></td>
</tr>
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</table>
FY18 Budget Request (1of 5)

Enrollment Projections

- Based on recommendations from the campus Enrollment Management Council (EMC)
- Fall 2017 – 7157
- Fall 2018 – 7193
- 0.5% growth rate (Vinson Institute Projection)
FY18 Budget Request (2 of 5)

Enrollment Management Strategies

- Build on AACRAO’s recommended processing improvements,
- Implement Banner Recruiter and registration PINs,
- Build on success of Grades First and Banner waitlists,
- Continued focus on academic advising (new Student Success Center building),
- Revised recruiting and retention strategies,
- Implementing EAB Student Success Collaborative.
FY18 Budget Request (3 of 5)

Proposals for New Academic Programs

- Collaborative Online DNP program.

Programs considered for termination

- MS in Computer Science
FY18 Budget Request (4 of 5)

New Funding Requests

- Faculty and Staff Salary market adjustment increases,
- Additional Career Services Counselor,
- Asst Professor of Management position,
- Additional Police Officer,
- Admissions IT specialist,
- Campus Logic Software (manage financial aid data),
- Increase operational funds for Academic Depts.
FY18 Budget Request (5 of 5)

Facilities Requests (new funds request)

- Memorial College Center renovation - $5,000,000,
- University Hall Renovation – $2,000,000,
- Fine Arts renovation - $5,000,000.
FY18 Governor’s Budget

- Budget includes:
  - Funding for CoHP building ($22M vs. $22.6M)
  - Funding for enrollment growth
  - 2% merit salary increase (requires institutional cost share – 25%)
  - Some funding for health and retirement benefits (last year there was no funding for this item)
  - Reduced amounts for MRR (building maintenance)

- Overall
  - Very positive budget – up 7% overall from FY17
FY18 Budget Next Steps

- March
  - College and Administrative Budget Hearings

- April
  - Budget Preparations

- Mid-April
  - Final BOR Budget / State Appropriations issued

- May 5th
  - Final ASU budget due to BOR