Financial Report to Faculty Senate
Armstrong State University
January 25, 2016

Chris Corrigan
Vice President, Business & Finance

ARMSTRONG STATE UNIVERSITY
Agenda

Section I – Cash and Equivalents – 2014, 2015, 2016 (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 FY17
Q1 FY 2016 - Highlights

- Fiscal 2016 is off to a good start
- Cash balance is stable, slightly above last year
- Tuition revenue is currently slightly ahead of budget
- Auxiliary revenue lower due to P3 Housing, but University Terrace is profitable and the guaranteed Ground Rent and Retained Services should keep Housing profitable
Section I

- Cash and Equivalents – 2014, 2015, 2016 (Q2)
Cash Balances by Period and Year
Section II

Tuition and Other Fee Revenue Trends
2014, 2015, 2016 (Q2)
Section III

Revenue and Expenses by Fund Source
E&G, Auxiliary, Other Funds
2014, 2015, 2016 (Q2)
E&G Revenues and Expenses

2014 Revenue - 2015 Revenue - 2016 Revenue

2014 Expense - 2015 Expense - 2016 Expense

Armstrong

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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>
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</thead>
<tbody>
<tr>
<td>E&amp;G</td>
<td></td>
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</tr>
<tr>
<td>2014 Revenue</td>
<td>$55,323,105.97</td>
<td>$71,453,965.08</td>
<td>$82,511,794.23</td>
<td>$85,346,933.94</td>
</tr>
<tr>
<td>2014 Expense</td>
<td>$15,884,449.45</td>
<td>$41,818,539.28</td>
<td>$66,403,277.07</td>
<td>$85,623,993.89</td>
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<tr>
<td>2015 Revenue</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>2015 Expense</td>
<td>$23,632,450.00</td>
<td>$41,043,837.67</td>
<td>$66,503,896.58</td>
<td>$85,107,680.42</td>
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<tr>
<td>2016 Revenue</td>
<td>$56,568,020.45</td>
<td>$72,703,810.64</td>
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<tr>
<td>2016 Expense</td>
<td>$23,253,837.74</td>
<td>$40,614,083.55</td>
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<td></td>
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</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

2014 Revenue - 2015 Revenue - 2016 Revenue

2014 Expense - 2015 Expense - 2016 Expense

ARMSTRONG STATE UNIVERSITY
Other Funds Revenues and Expenses

<table>
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<td>Q4</td>
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Armstrong State University
Section IV

Auxiliary Revenue Trends
Housing, Dining, Bookstore
Dining Revenue Trend

Dining Services Revenues

- 2014 Dining Services
- 2015 Dining Services
- 2016 Dining Services

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Section V

HR/Position Information
Q2 YTD Turnover Rates
Full Time Employees (with Retirees)

[Bar chart showing turnover rates for different categories of employees for 2015 and 2016]
# Q2 YTD Turnover Rates

## Full Time Employees (with Retirees)

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

<table>
<thead>
<tr>
<th></th>
<th>Begin Count</th>
<th>Hires/Rehires</th>
<th>Terminations</th>
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</thead>
<tbody>
<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>242</td>
<td>33</td>
<td>13</td>
<td>2</td>
<td>260</td>
<td>5.98%</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>
</tr>
<tr>
<td>10 month Staff</td>
<td>2</td>
<td>2</td>
<td>1</td>
<td>0</td>
<td>3</td>
<td>40.00%</td>
</tr>
<tr>
<td>12 month Faculty</td>
<td>21</td>
<td>1</td>
<td>1</td>
<td>0</td>
<td>21</td>
<td>4.76%</td>
</tr>
<tr>
<td><strong>All</strong></td>
<td><strong>607</strong></td>
<td><strong>65</strong></td>
<td><strong>43</strong></td>
<td><strong>3</strong></td>
<td><strong>626</strong></td>
<td><strong>7.46%</strong></td>
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<td>9 month Faculty</td>
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<td>4</td>
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Q2 YTD Turnover Rates
Full Time Employees (w/o Retirees)

Armstrong State University
# Q2 YTD Turnover Rates

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

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<tr>
<td><strong>Total</strong></td>
<td><strong>607</strong></td>
<td><strong>65</strong></td>
<td><strong>43</strong></td>
<td><strong>629</strong></td>
<td><strong>6.96%</strong></td>
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Q1 PeopleAdmin Postings

PeopleAdmin Postings

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
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<tr>
<td>2015 Q1</td>
<td>70</td>
</tr>
<tr>
<td>2016 Q1</td>
<td>60</td>
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FY17 Budget Request (1 of 5)

Enrollment Projections

- Based on recommendations from the campus Enrollment Management Council (EMC)
- Fall 2016 – 7129
- Fall 2017 – 7164
- 0.5% growth rate (Vinson Institute Projection)
FY17 Budget Request (2 of 5)

Enrollment Management Strategies

- Start Strong, Start Now,
- Move on When Ready,
- Grades First,
- Degree Works,
- Out of State Waivers,
- EAB Student Success Collaborative.
FY17 Budget Request (3 of 5)

Proposals for New Academic Programs

- BS Computer Science with option in Cyber Security,
- Collaborative Online DNP program.
FY17 Budget Request (4 of 5)

New Funding Requests

- Faculty and Staff Salary increase (3%),
- Student Services position at Liberty Center (testing and advising),
- Counselor position,
- Professional Academic Advisor position and associated operating funds,
- Upgrade to current phone system to allow callback and queue management features.
Facilities Requests (new funds request)

- Science Center chill water plant replacement - $1,200,000,
- Memorial College Center renovation - $2,000,000,
- University Hall Renovation – $800,000,
- Science Center renovation (lab spaces & furnishings) - $500,000.
FY17 Governor’s Budget

- Budget includes:
  - Funding for enrollment growth
  - ~3% merit salary increase
  - Maint. and repair funding (similar to prior years)

- Budget doesn’t include:
  - Funding for normal increase in health insurance costs
  - Construction funding for 7 of the 9 BOR requested capital projects (including ASU CoHP building)
FY17 Budget Next Steps

- Late January:
  - Call for 2nd round of EOY funding

- March
  - College and Administrative Budget Hearings

- April
  - Budget Preparations

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

- May 6th
  - Final ASU budget due to BOR