Women’s Leadership Series Part II: Understanding University Budgets and Funding

- Lynn Johnson, Vice President University Operations/CFO
- Kim Tobin, Vice President University Advancement
- Jan Nerger, Dean College of Natural Sciences

March 2, 2018
University Level Funding and Budget

Lynn Johnson
Vice President/CFO
University Operations
Total Budgeted Resources

**FY 2017-18**

- **Restricted** – 23% - $267,753,297
- **Unrestricted** – 53% - $613,335,250
- **Auxiliary & Self Funded** – 24% - $281,074,671
**Base vs. One-Time**

- **Base Funding (recurring)**
  - Unrestricted funding – allocated based upon spending authority concept
  - Available each year at same level unless spending authority is increased or decreased

- **One-Time Funding**
  - Unrestricted funding source – Only available one-time until spent
  - Sources vary from unit budget, Provost or Central sources
Process and Timing

- Incremental Budget Process only applies to EG, PVM & Agencies
- Process occurs once a year starting in August and concludes in May
- When resources are likely to be available, budget requests are solicited – typically in September and October
- Decisions made in April/May
- Dependent upon Board and State Approvals
2017-18 E&G Expense Budget

$621,448,547

- Instruction: 43%
- Academic Support: 13%
- Research: 7%
- Scholarship & Fellowships: 10%
- Public Service: 5%
- Student Services: 5%
- Oper & Maint: 8%
- Institutional Support: 9%
Bareggs - $621,448,547
### New Resources

<table>
<thead>
<tr>
<th>Description</th>
<th>FY18 Budget</th>
<th>FY19 Budget</th>
<th>$ Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Undergraduate-Enrollment Growth</td>
<td>$7,278,000</td>
<td>$1,399,000</td>
<td>(5,879,000)</td>
</tr>
<tr>
<td>Increase in FTE</td>
<td>4,422,000</td>
<td>5,383,000</td>
<td>961,000</td>
</tr>
<tr>
<td>Change in mix - RES vs. NRES</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Undergraduate Rate Increase</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Resident</td>
<td>7,497,000</td>
<td>4,935,000</td>
<td>(2,562,000)</td>
</tr>
<tr>
<td>Non-Resident</td>
<td>2,799,000</td>
<td>3,135,000</td>
<td>336,000</td>
</tr>
<tr>
<td>Graduate Rate Increase</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Resident</td>
<td>422,000</td>
<td>352,000</td>
<td>(70,000)</td>
</tr>
<tr>
<td>Non-Resident</td>
<td>606,000</td>
<td>632,000</td>
<td>26,000</td>
</tr>
<tr>
<td>Professional Veterinary Medicine Rate Increase</td>
<td>1,507,426</td>
<td>1,336,000</td>
<td>(171,426)</td>
</tr>
<tr>
<td>Differential Tuition</td>
<td>1,765,051</td>
<td>472,000</td>
<td>(1,294,051)</td>
</tr>
<tr>
<td>Total Tuition</td>
<td>$20,297,477</td>
<td>$17,644,000</td>
<td>(8,653,477)</td>
</tr>
<tr>
<td>State Funding Impact</td>
<td>2,934,210</td>
<td>10,351,000</td>
<td>7,416,790</td>
</tr>
<tr>
<td>State Funding Impact - Prior Year Specialty Education Program (SEP)</td>
<td>-</td>
<td>875,000</td>
<td>875,000</td>
</tr>
<tr>
<td>Facilities and Administrative Overhead</td>
<td>290,000</td>
<td>510,000</td>
<td>220,000</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total New Resources</td>
<td>$29,521,687</td>
<td>$29,380,000</td>
<td>(141,687)</td>
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</tbody>
</table>

### Financial Aid

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<tbody>
<tr>
<td>Net New Resources</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Multi-Year Central Investments in Strategic Initiatives</td>
<td>$1,225,000</td>
<td>$904,500</td>
<td>(320,500)</td>
</tr>
<tr>
<td>Faculty/Staff Compensation</td>
<td>11,948,000</td>
<td>11,770,596</td>
<td>(177,404)</td>
</tr>
<tr>
<td>Academic Incentive Funding</td>
<td>7,432,687</td>
<td>2,435,700</td>
<td>(4,992,987)</td>
</tr>
<tr>
<td>Mandatory Costs</td>
<td>4,078,000</td>
<td>4,868,000</td>
<td>790,000</td>
</tr>
<tr>
<td>Quality Enhancements</td>
<td>967,000</td>
<td>5,206,000</td>
<td>4,239,000</td>
</tr>
<tr>
<td>Reserves</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Reallocate</td>
<td>(2,500,000)</td>
<td>-</td>
<td>(2,500,000)</td>
</tr>
<tr>
<td>Total New Expenses</td>
<td>$23,150,687</td>
<td>$25,128,796</td>
<td>1,978,109</td>
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</tbody>
</table>

### Net

<table>
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<tr>
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<td></td>
<td>(200,796)</td>
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</table>
Janice Nerger, Dean
College of Natural Sciences

College Budgets
• 190 regular faculty
• 34 special faculty
• 4250 Undergraduate Majors
• 640 Graduate Students

• 750 BS; 146 MS; 67 PhD annually
• 161K Undergraduate SCH annually
• Provide 700+ sections of AUCC

• E&G Budget ~$34M
• External funding ~ $32M
• $3M indirect costs
• $8M fundraising
General Budget Picture...

3 primary sources of income:

- E&G (1-3): $34M  “E&G = RI = 1-3 = 13”
- ICR (1-6): $3M  ICR = Overhead = 1-6 = 16”
- Fundraising (6-4) $8M
E&G (1-3) BUDGET:

Primarily due to:
1. Enrollment growth funds based
2. Differential Tuition (currently $70/SCH; $59 to CNS)
3. 2-3-6 funds
E&G (1-3) BUDGET:

$34M

85%

Biochemistry
Biology
Chemistry
Computer Science
Math
Physics
Psychology
Statistics

15%

Outreach programs
Dean
E&G (1-3) BUDGET:

98% go toward salaries

- Faculty, 71%
- Admin Pros, 7%
- GTAs, 13%
- State Class, 6%
- Mat, Trav, Equip, 2%
- Student Hourly, 1%
How Indirect (1-6) Flows through University:

Research Expenditures = ~$32M/year
Generates ~$8M in indirect costs (overhead)

$8M → 51% VPR
Research Building
Revolving Fund
Core Facilities
PRSE

13% Provost

0.75% Depts
$1.7M

$2.8M College
$1.1M
Fundraising:

$6-8M
- Alumni
- Corporations
- Foundations
- Friends of the College
STATE YOUR PURPOSE

· THE CAMPAIGN FOR COLORADO STATE UNIVERSITY ·

Connecting alumni and donors to their passions at Colorado State University

Kim Tobin, Vice President for Advancement
What is Advancement?

The process by which an organization increases public understanding of its mission, engages key constituents and acquires financial support for its programs.

What is Development?

The act of developing relationships and identifying mutual interest in a project or initiative that results in a philanthropic gift to a not-for-profit organization.
Division of University Advancement
Advancing CSU by connecting alumni and donors to their passions.

Kim Tobin
Vice President for Advancement

CSUF Board of Directors

Kathleen Henry
President & CEO, CSUF

CSUF Team

Kristi Bohlender
Executive Director of the CSU Alumni Association

Rudy Garcia
Senior Associate Vice President for Operations

Matt Helmer
Executive Director of CSU Events and Community Engagement

Mike Laplante
Associate Vice President, University Advancement Development

Colleen Meyer
Managing Director of Donor Relations & Stewardship

Natalie Smith
Senior Advancement Coordinator

Matt Carlyon
Executive Director of Development, WSUCOE

Simone Clossen
Executive Director of Development and Operations, CNS *UA Operations responsibilities

John Durkin
Executive Director of Development, COB

Tonya Malik-Canon
Director of Development, CLA

Scott Webb
Executive Director of Development, WCHP
*POD responsibilities and oversight of Morgan Library

Ann Marie Blythe-Foster
Managing Director of Development, RRP *Includes Strategic Initiatives

Ginny Fanning
Director of Development, EASA

David Crum
Senior Associate Athletics Director-Development

Nick Lobajko
Managing Director of Development, CAS

Megan Price
Interim Executive Director of Advancement, CVMSS

Kim Winger
Executive Director of Development, CHHS
Why is this important?
Why do donors give?
The Development Cycle

- Identification
- Qualification
- Cultivation
- Solicitation
- Stewardship
Who does this come from?
What donors give:

**Annual gifts**
*Gifts you live by (checking account)*

**Major gifts**
*Gifts you think about (10x AG – savings account)*

**Planned gifts**
*Legacy gifts that take significant planning (100x+ AG - investments)*
How donors give:

- Cash
- Stocks
- Gifts-in-kind (equipment, software, art, cars, horses…)
- Real estate
- Annuities
- Life insurance
- Trusts
- Bequests
Where do our donors live?
How do I get started?
STATE YOUR PURPOSE

• THE CAMPAIGN FOR COLORADO STATE UNIVERSITY •
What is a campaign?

“an organized, intensive fundraising effort on the part of the third-sector institution or organization to secure extraordinary gifts and pledges for a specific purpose or purposes during a specified period of time.”
Campaign Progress to Date

Goal:

$1 BILLION

To Date, 89%

Left to Raise, 11%
RESEARCH
Goal: $200 million
% to Goal: 123%

MERIT-BASED SCHOLARSHIPS
Goal: $115 million
% to Goal: 79%

NEED-BASED SCHOLARSHIPS
Goal: $55 million
% to Goal: 79%

ENDOWED POSITIONS
Goal: $175 million
% to Goal: 34%

FACILITIES
Goal: $290 million
% to Goal: 73%

Colorado State University
Questions?