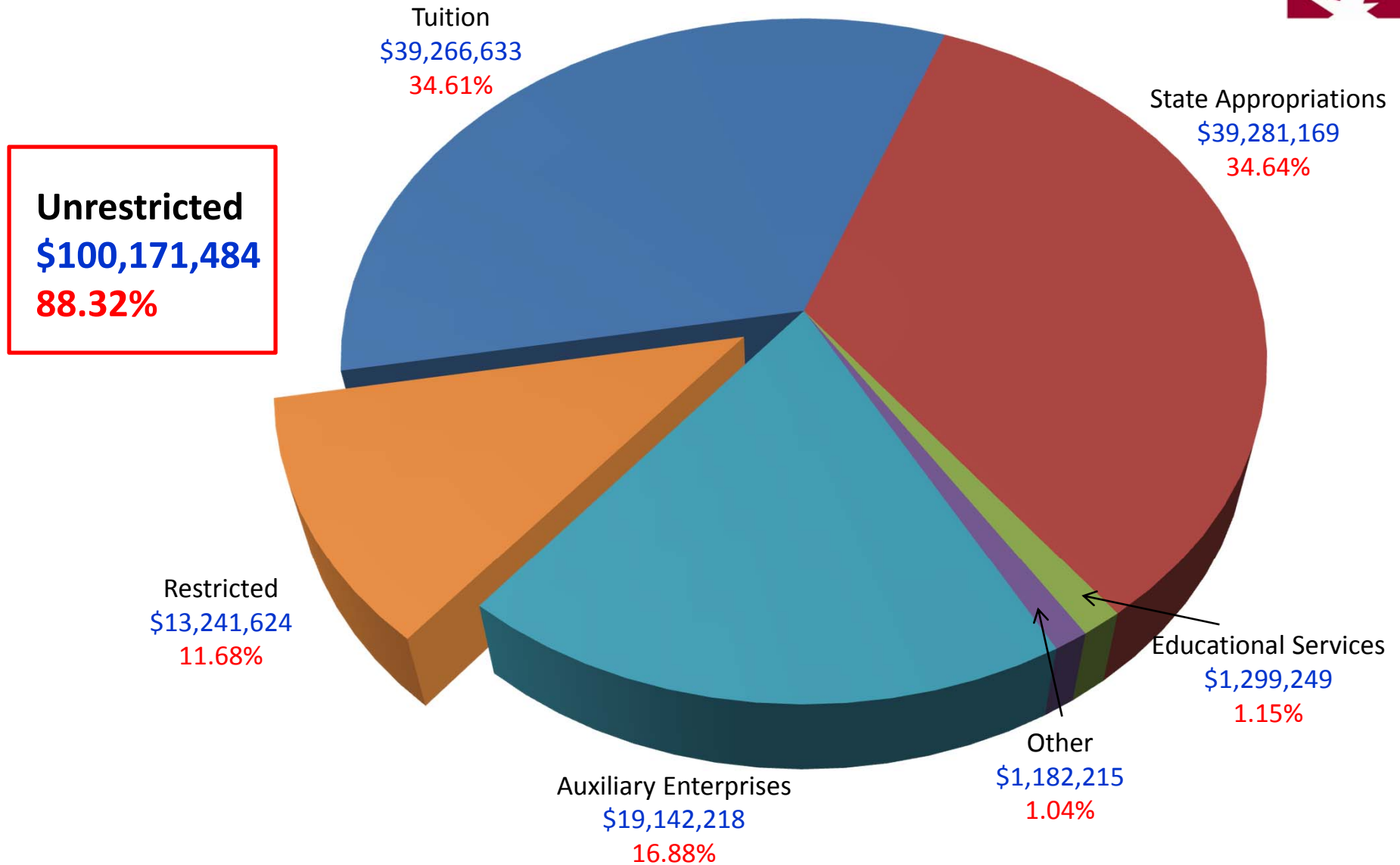


FY2016 Budget Presentation





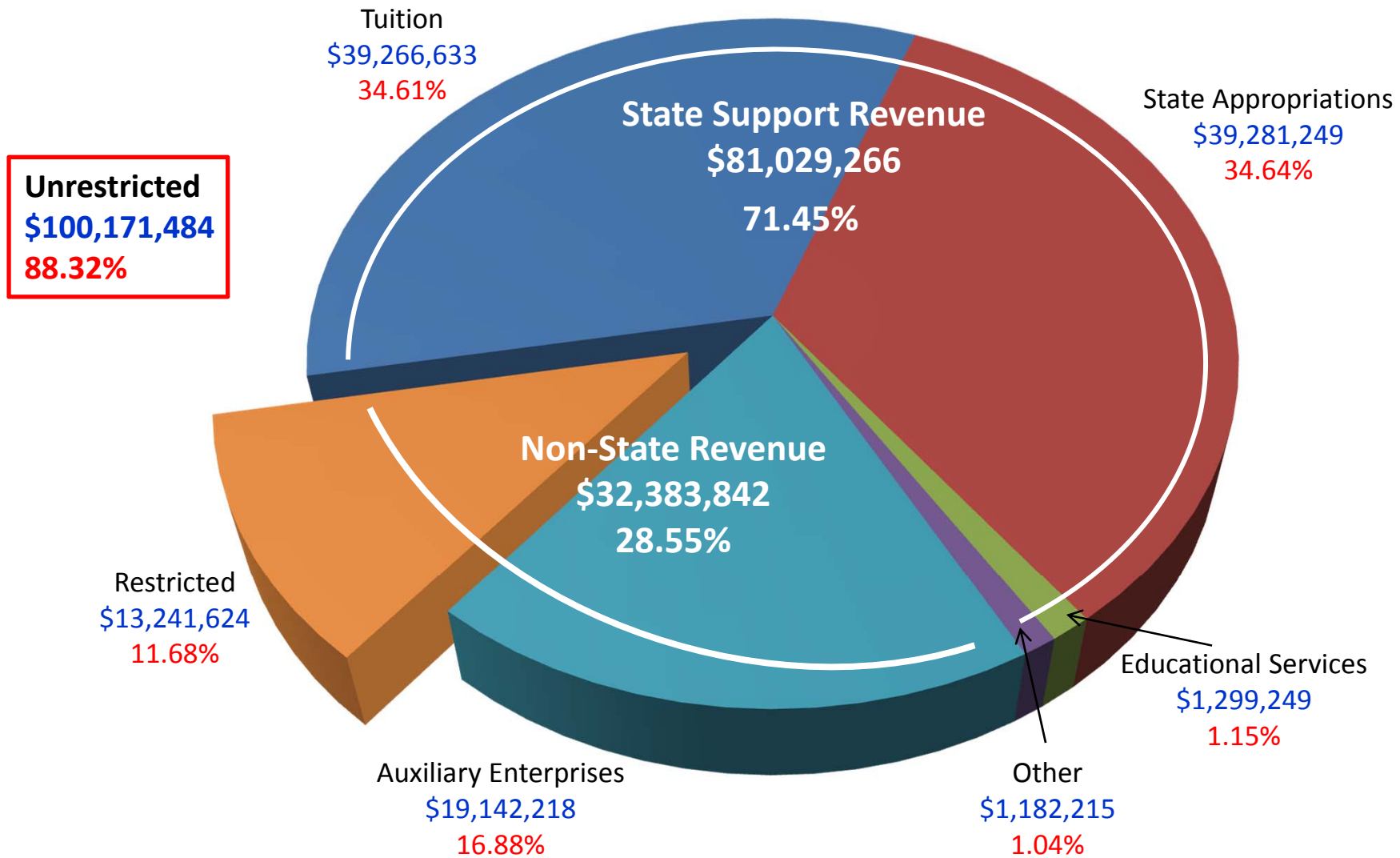
Revenue by Category - FY2016 Actual



Total Revenue - \$113,413,108



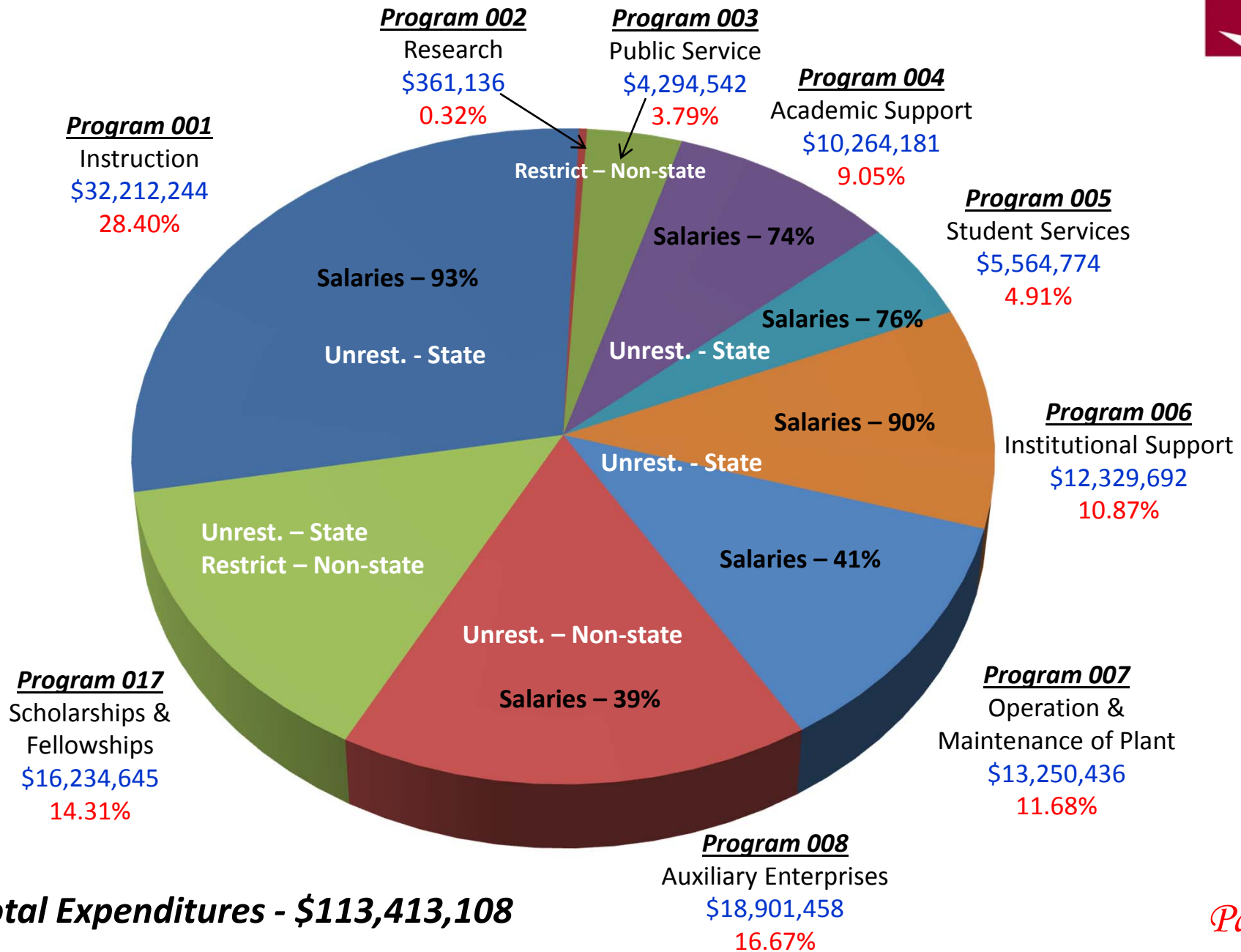
Revenue by Category - FY2016 Actual



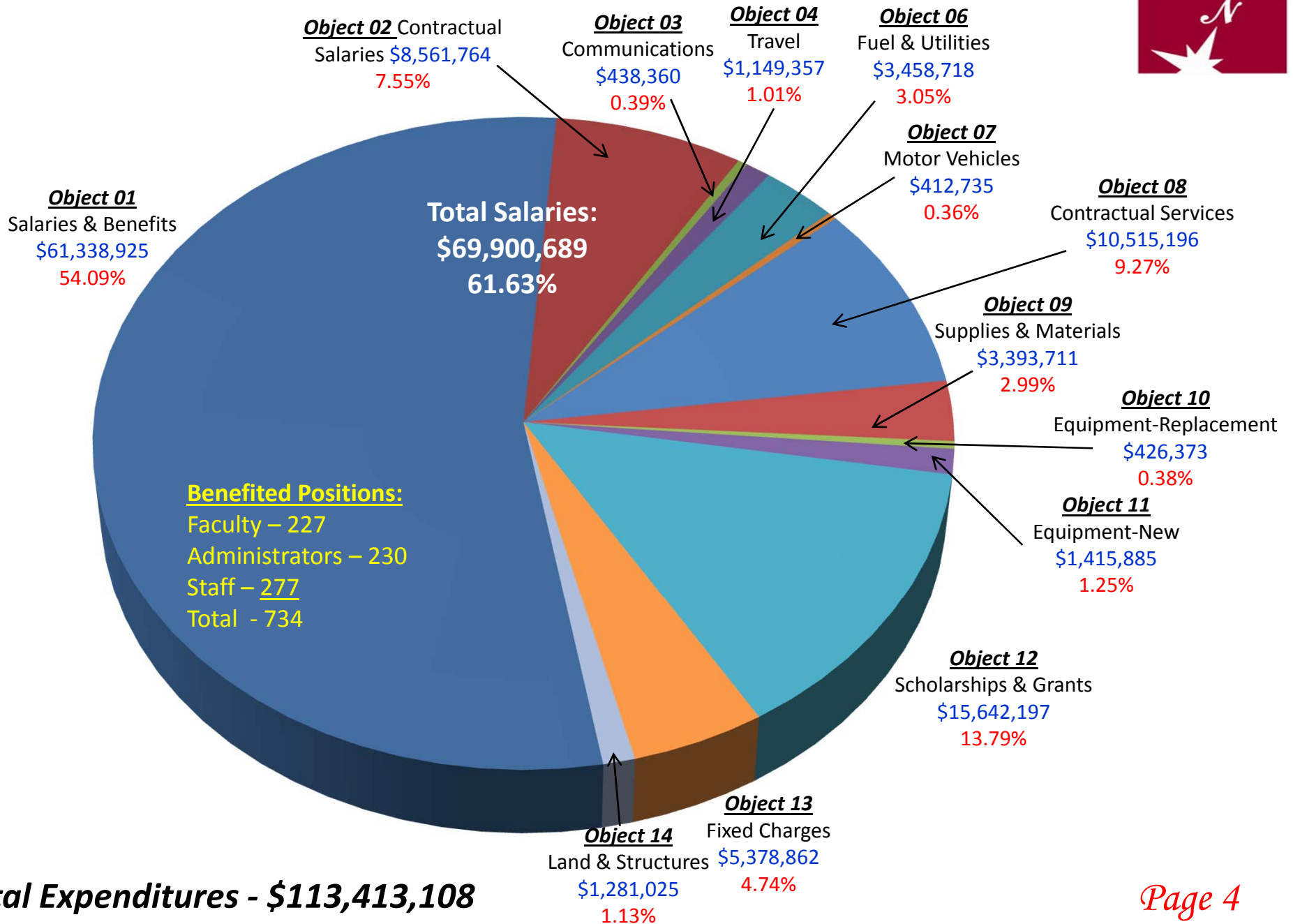
Total Revenue - \$113,413,108



Expenses by Program - FY2016 Actual



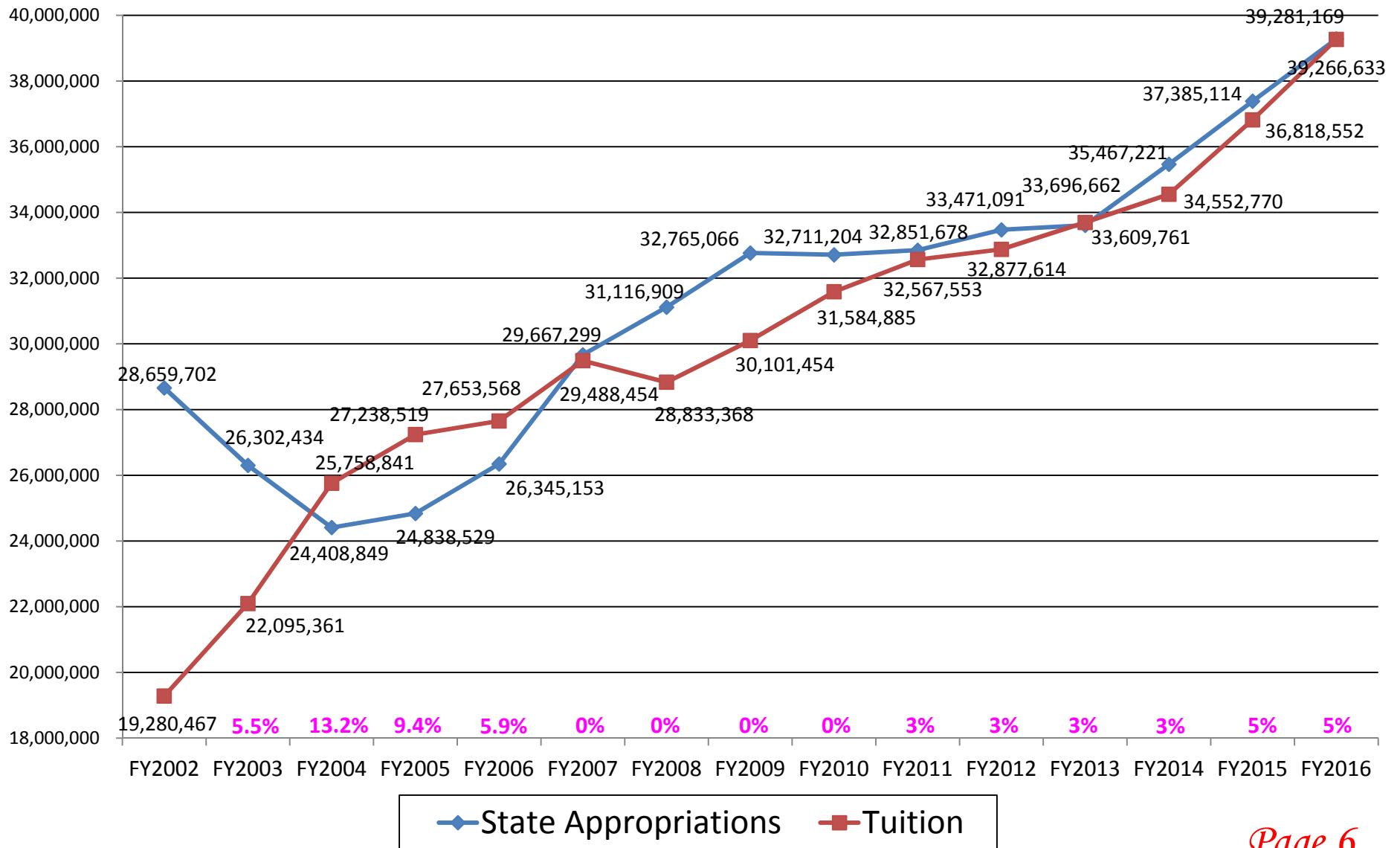
Expenses by Object - FY2016 Actual



Expenditures by Non-State vs. State

| Objects | Total | Non-State | State |
|--------------------------|--------------------|-------------------|-------------------|
| 01 Salaries & Benefits | 61,338,925 | 8,210,181 | 53,128,744 |
| 02 Contractual Salaries | 8,561,764 | 3,471,806 | 5,089,958 |
| 03 Communications | 438,360 | 108,677 | 329,683 |
| 04 Travel | 1,149,357 | 577,232 | 572,125 |
| 06 Fuel & Utilities | 3,458,718 | 1,375,170 | 2,083,548 |
| 07 Motor Vehicles | 412,735 | 11,000 | 401,735 |
| 08 Contractual Services | 10,515,196 | 7,944,742 | 2,570,454 |
| 09 Supplies & Materials | 3,393,711 | 2,077,804 | 1,315,907 |
| 10 Equipment - Replace. | 426,373 | 206,345 | 220,028 |
| 11 Equipment - New | 1,415,885 | 256,765 | 1,159,120 |
| 12 Scholarships & Grants | 15,642,197 | 9,056,602 | 6,585,595 |
| 13 Fixed Charges | 5,378,862 | 1,046,766 | 4,332,096 |
| 14 Land & Structures | 1,281,025 | 228,054 | 1,052,971 |
| Total | 113,413,108 | 34,571,144 | 78,841,964 |

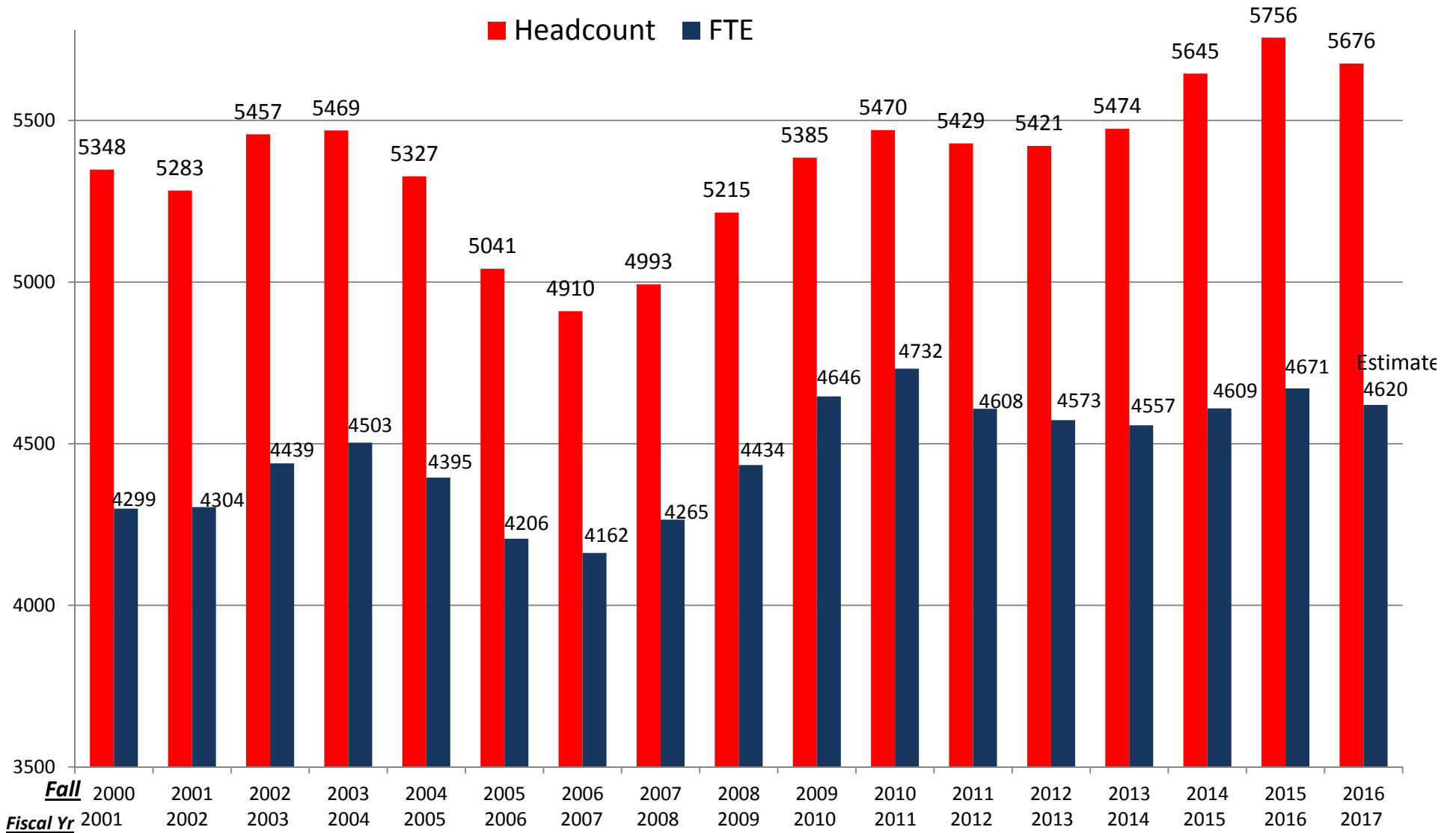
State Appropriations vs. Tuition FY2002 – FY2016



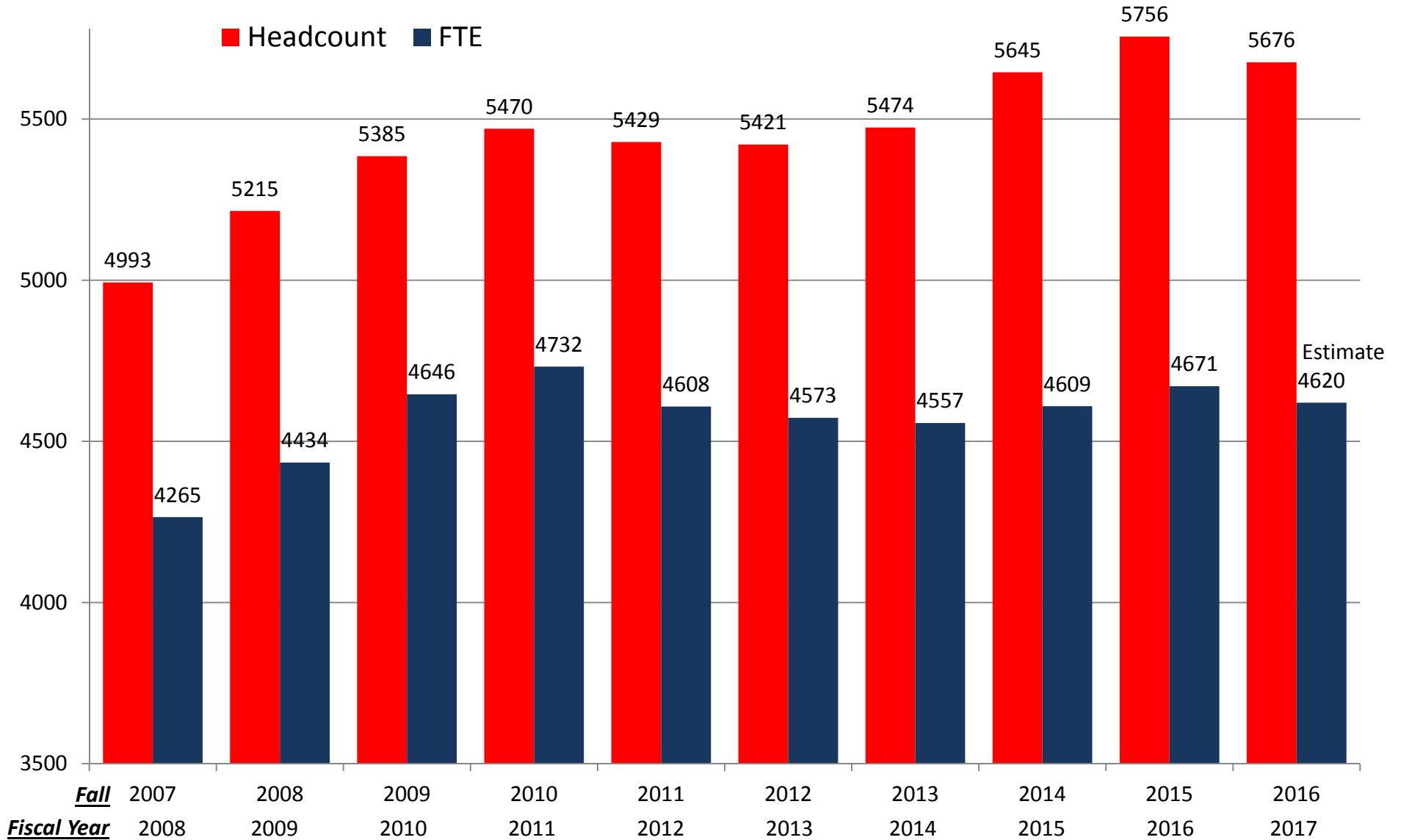


| Revenue Categories | FY1987 | FY2016 |
|---------------------------|---------------|---------------|
| State Appropriations | 50.74% | 34.64% |
| Tuition | 18.49% | 34.61% |
| Auxiliary | 24.55% | 16.88% |
| Restricted | 4.93% | 11.68% |
| Other | 1.29% | 1.04% |
| Educational Services | <u>0.00%</u> | <u>1.15%</u> |
| | 100.00% | 100.00% |

Fall Headcount vs. Annualized FTE

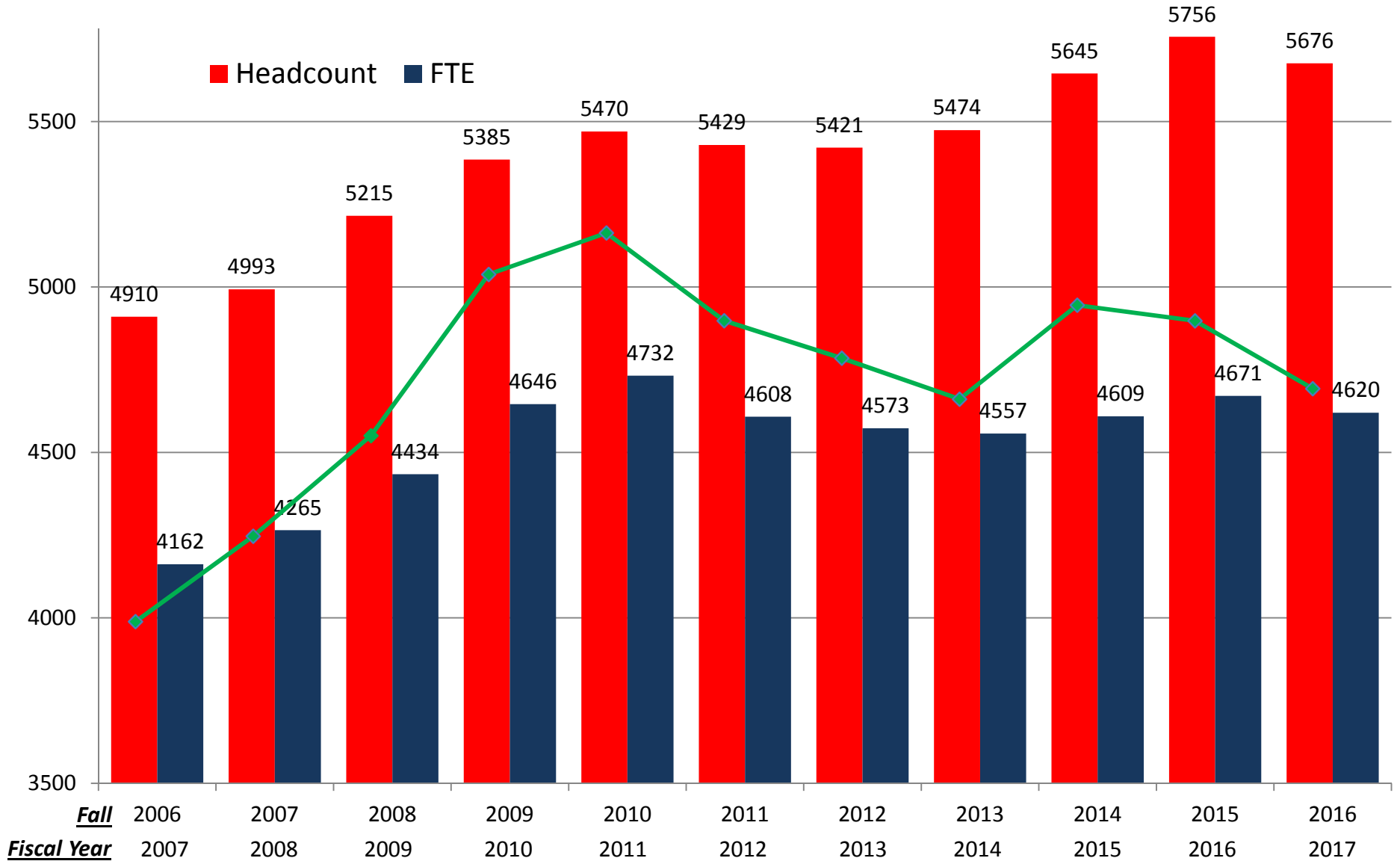


Fall Headcount vs. Annualized FTE (Fiscal Year Basis)



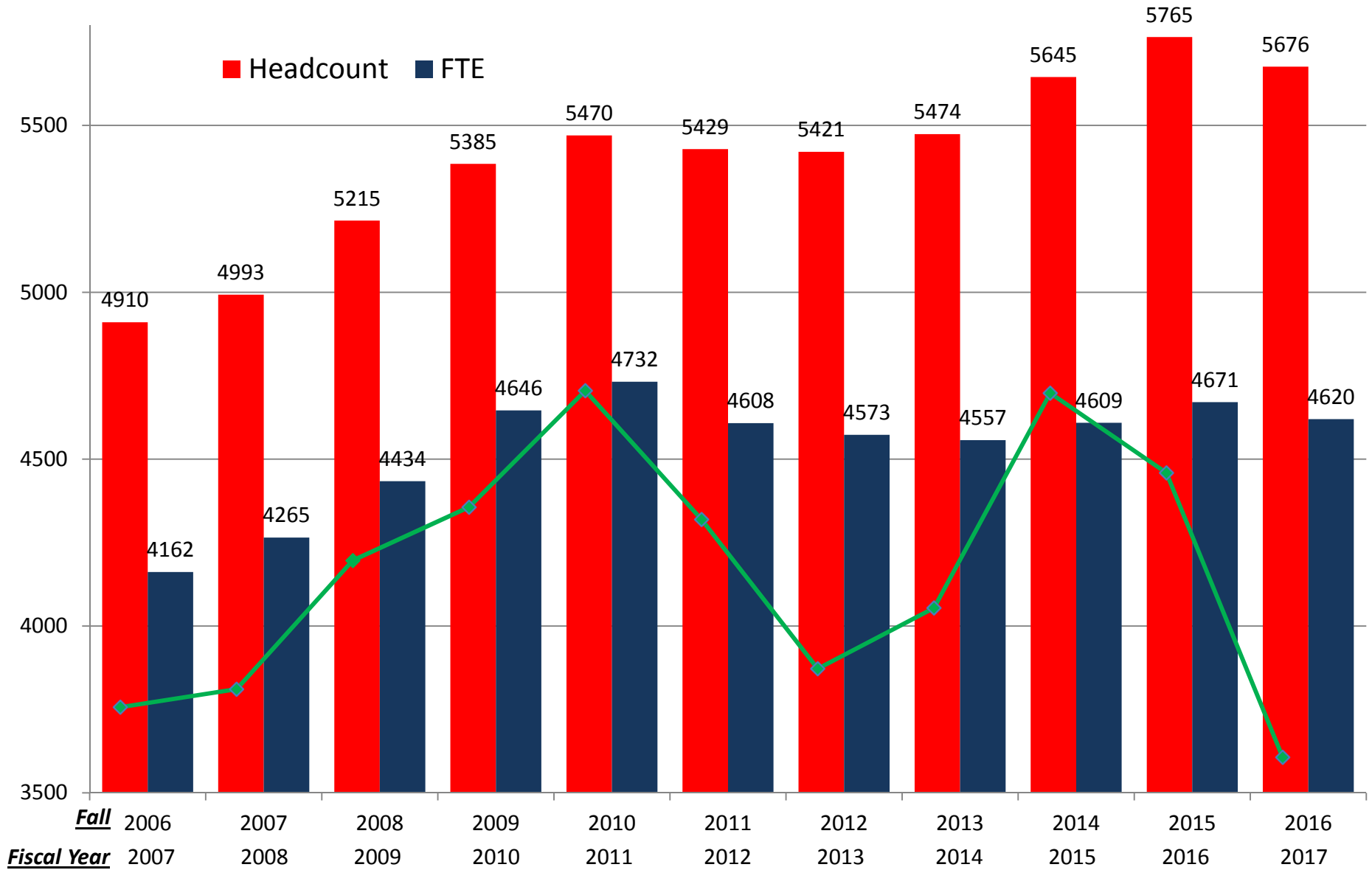
Tuition Revenue from Enrollment Growth

– using FY2007 rates for base



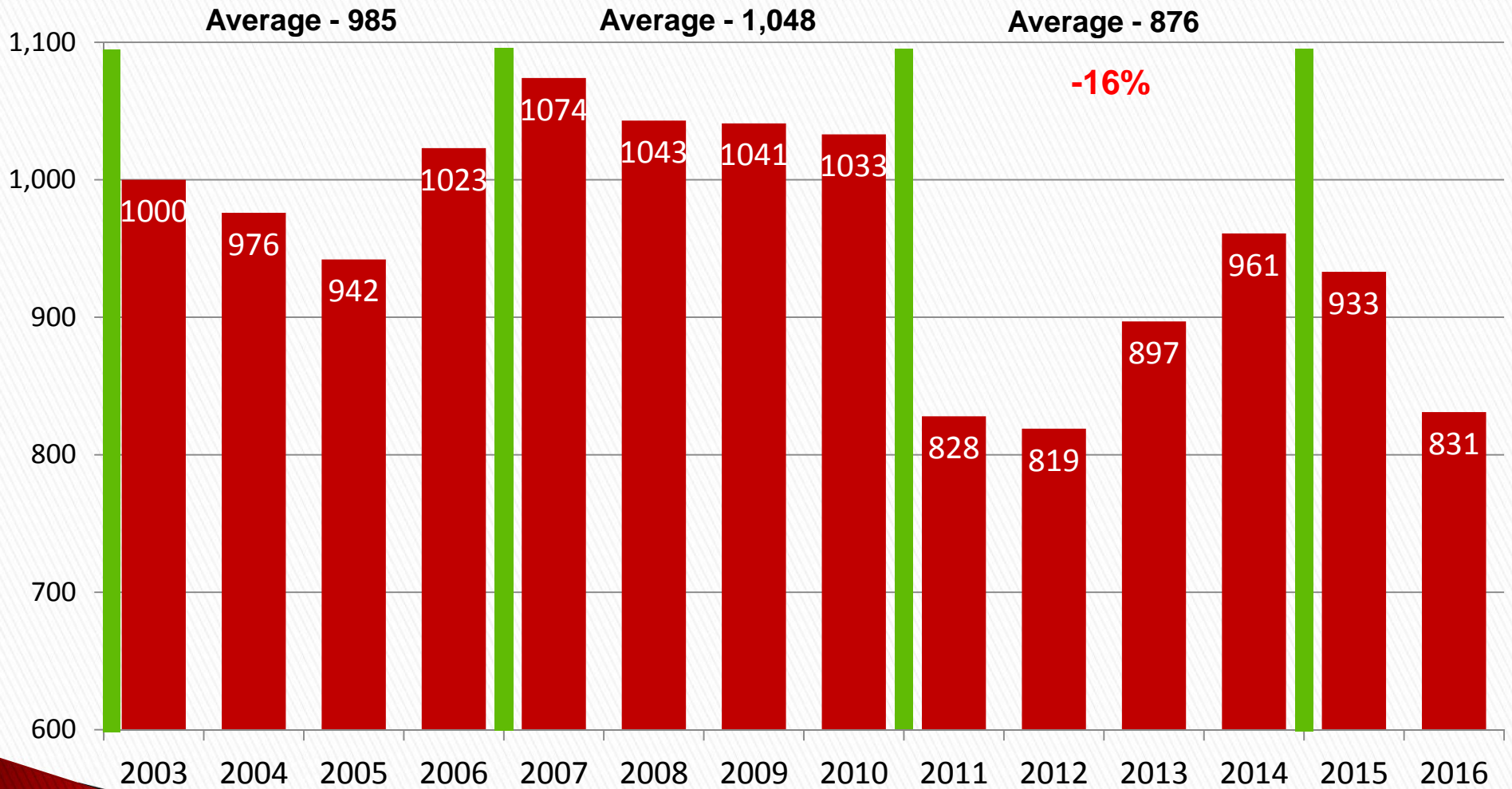
Room & Board Revenue from Enrollment Growth

– using FY2007 rates for base



First-time Full-time Freshmen Enrollment

Fall enrollment



FY2016 Budget vs. Actuals

| | | <u>Budget</u> | <u>Actual</u> | <u>Difference</u> |
|----|----------------------------|----------------------|----------------------|--------------------------|
| 01 | Salaries and Wages | 59,500,000 | 61,338,924 | (1,389,924) |
| 02 | Technical and Special Fees | 7,397,755 | 8,561,760 | (1,164,005) |



Fund Balance

Compares to your personal savings account

- Consists of Cash & Plant Funds

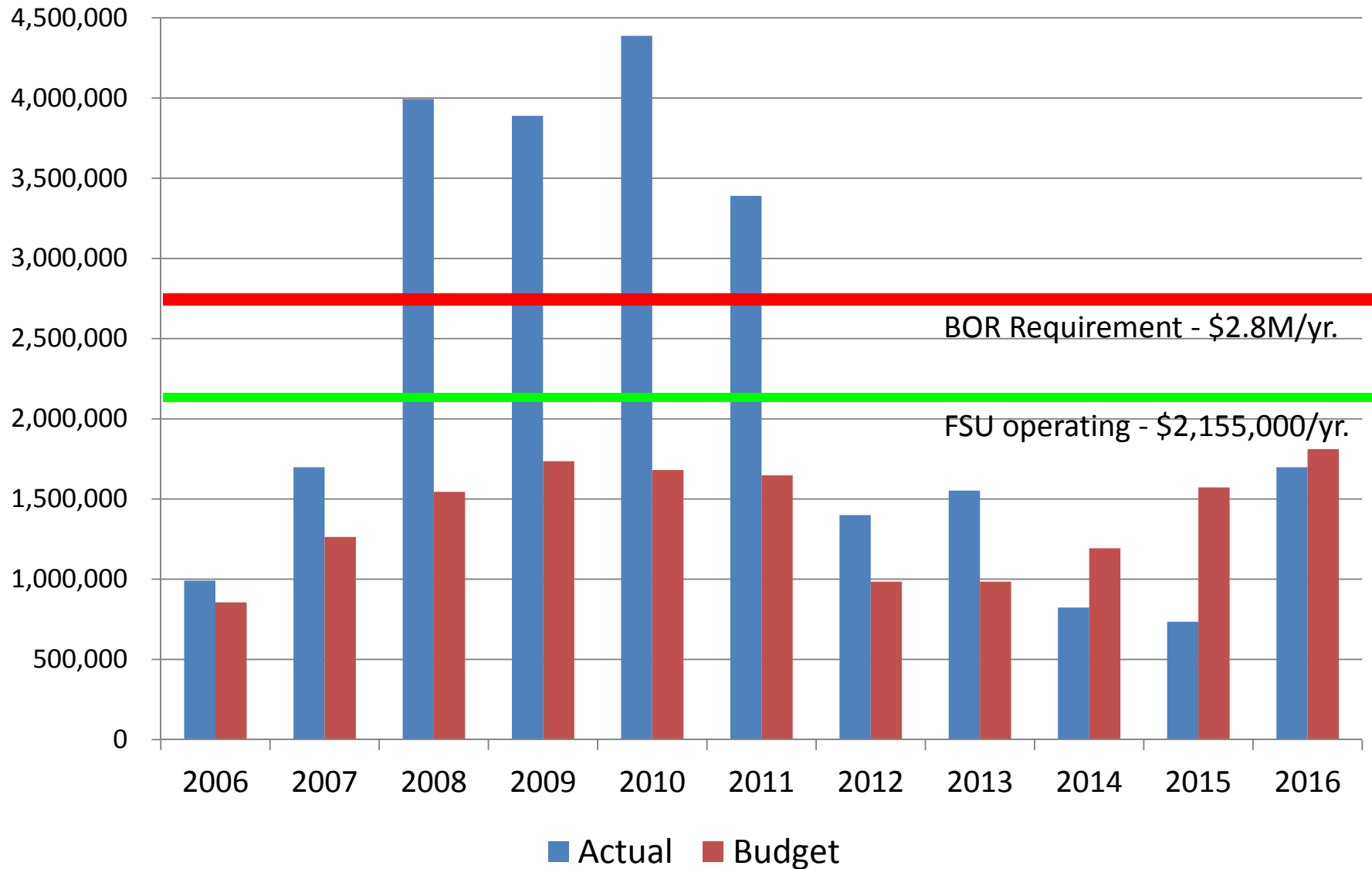
Minimum **cash** contribution required by System

- 1% of Unrestricted Revenue - \$100,171,484
- \$1,001,715
- Includes both State Supported Revenue and Auxiliary Revenue
- Secures favorable bond ratings for USM

Plant Funds must be used for facilities renewal and **must be replaced in the year removed from Fund Balance**

- Total fund balance contribution each year is 1% of Unrestricted Revenue plus expenditures for facilities renewal

State Support Facilities Renewal – *does not include Auxiliary (Non-State) Buildings: Residence Halls, Lane Center, Dining Hall*























(Actuals includes annual capital fund allocation from USM of \$645,000)

Investment in Facilities

| Fiscal Yr. | State | Non-State | Total |
|------------|--------------------|--------------------------|------------|
| 2007 | 1,123,407 | 1,233,049 | 2,356,456 |
| 2008 | 3,426,751 | 1,614,459 | 5,041,210 |
| 2009 | 3,273,996 | 1,298,143 | 4,572,139 |
| 2010 | 4,027,457 | 1,836,850 | 5,864,307 |
| 2011 | 2,742,317 | 2,343,795 | 5,086,112 |
| 2012 | 754,912 | 3,312,730 | 4,067,642 |
| 2013 | 907,113 | 799,578 | 1,706,691 |
| 2014 | 178,415 | 0 | 178,415 |
| 2015 | 89,775 | 1,000,000 | 1,089,775 |
| 2016 | 1,052,971 | 228,054 | 1,281,025 |
| Total | 17,577,114 | 13,666,658 | 31,243,772 |
| | 6,450,000 | (10 years @ \$645,000) | |
| | 24,027,114 | Total Investment | |
| | 28,000,000 | (10 years @ \$2,800,000) | |
| | (3,972,886) | | |

Financial Indicators & Requirements

| | Fund Balance Requirement | BOR 2% Replacement in Facilities | State Approp. Cuts | Fund Balance Cuts | Annual FTEs | Fall Headcount |
|------|---|---|--------------------|-------------------|-------------|----------------|
| 2007 |  |  | 61,252 | 0 | 4,162 | 4,910 |
| 2008 |  |  | 448,733 | 0 | 4,265 | 4,993 |
| 2009 |  |  | 1,184,596 | 916,107 | 4,434 | 5,215 |
| 2010 |  |  | 1,318,426 | 2,617,606 | 4,646 | 5,385 |
| 2011 |  |  | 448,391 | 1,924,157 | 4,732 | 5,470 |
| 2012 |  |  | 0 | 127,527 | 4,608 | 5,429 |
| 2013 |  |  | 258,735 | 159,570 | 4,573 | 5,421 |
| 2014 |  |  | 378,149 | 984,385 | 4,557 | 5,474 |
| 2015 |  |  | 1,067,543 | 380,829 | 4,609 | 5,645 |
| 2016 |  |  | 1,420,805 | 0 | 4,671 | 5,756 |
| | | | 5,165,825 | 7,110,181 | | |

Fiscal 2015 Mid-year Base Reduction

Sources of Funds

| | |
|---------------------------|----------------|
| Fund Balance Reduction | 380,829 |
| Mid-year Tuition Increase | <u>297,822</u> |
| | 678,651 |

Expense Savings

| | |
|-----------------------|---------------|
| Personnel Savings | 0 |
| Facilities Renewal | 444,032 |
| Travel Reduction | 25,000 |
| Marketing | 25,000 |
| Enrollment Management | <u>80,000</u> |
| | 574,032 |

FY2015 Mid-Year Reduction 1,252,683

Fiscal 2016 Base Reductions - \$1,420,805

Sources of Funds

| | |
|-------------------------------------|----------------|
| Additional 2% Tuition Rate Increase | <u>600,000</u> |
|-------------------------------------|----------------|

Expense Savings

| | |
|--------------------------------|---------|
| 5 Vacant Non-Faculty Positions | 280,805 |
|--------------------------------|---------|

| | |
|--------------|--------|
| Scholarships | 50,000 |
|--------------|--------|

| | |
|------------------|--------|
| Travel Reduction | 50,000 |
|------------------|--------|

| | |
|-------------------|---------|
| Course Reductions | 200,000 |
|-------------------|---------|

| | |
|-------------------------------|----------------|
| Graduate Assistant Reductions | <u>240,000</u> |
|-------------------------------|----------------|

| | |
|--|---------|
| | 820,805 |
|--|---------|

| | |
|------------------------------|------------------|
| FY2016 Base Reduction | <u>1,420,805</u> |
|------------------------------|------------------|

*Full-Time Undergraduate Tuition & Fees by Institution
FY2016*



| | Institution | Tuition | Fees | Total |
|-----|-------------|---------|-------|--------|
| 1. | UMBC | 8,044 | 2,962 | 11,006 |
| 2. | UMCP | 8,152 | 1,844 | 9,996 |
| 3. | Towson | 6,430 | 2,752 | 9,182 |
| 4. | Salisbury | 6,712 | 2,374 | 9,086 |
| 5. | Frostburg | 6,214 | 2,274 | 8,488 |
| 6. | UB | 6,480 | 1,846 | 8,326 |
| 7. | Bowie | 5,217 | 2,441 | 7,658 |
| 8. | UMES | 5,005 | 2,620 | 7,625 |
| 9. | UMUC | 6,696 | 15 | 6,711 |
| 10. | Coppin | 4,294 | 2,068 | 6,362 |

Figure 20

State Appropriations as a Percent of Unrestricted Revenue (FY2016 Budget)



| Institution | State Appropriations | Unrestricted Revenue | Percentage |
|-------------|----------------------|----------------------|------------|
| Coppin | 44,755,130 | 73,339,947 | 61.02% |
| Bowie | 41,525,890 | 99,572,070 | 41.70% |
| Frostburg | 38,470,741 | 100,604,000 | 38.24% |
| UMES | 38,083,911 | 106,924,083 | 35.62% |
| UMB | 215,405,339 | 609,839,773 | 35.32% |
| UMBC | 111,151,119 | 333,066,061 | 33.37% |
| UMCP | 480,925,509 | 1,494,898,235 | 32.17% |
| UB | 34,639,444 | 114,668,240 | 30.21% |
| Salisbury | 47,533,057 | 174,244,499 | 27.28% |
| Towson | 107,050,342 | 416,626,052 | 25.69% |
| UMUC | 38,596,667 | 355,951,929 | 10.84% |

Figure 21



State Appropriations per Full Time Equivalent Students (FY2016 Budget)

| Institution | State Appropriations | FTE Students | State Approp. per FTE |
|-------------|----------------------|--------------|-----------------------|
| UMB | 215,405,339 | 6,300 | 34,191 |
| Coppin | 44,755,130 | 2,658 | 16,838 |
| UMCP | 480,925,509 | 31,805 | 15,121 |
| UMBC | 111,151,119 | 11,303 | 9,834 |
| Bowie | 41,525,890 | 4,415 | 9,406 |
| UMES | 38,083,911 | 4,252 | 8,957 |
| Frostburg | 38,470,741 | 4,629 | 8,311 |
| UB | 34,639,444 | 4,338 | 7,985 |
| Salisbury | 47,533,057 | 7,864 | 6,044 |
| Towson | 107,050,342 | 18,609 | 5,753 |
| UMUC | 38,596,667 | 27,480 | 1,405 |

Figure 22



FY2016 Budgeted Cash Fund Balance

| | Fund Balance | Unrestricted Revenue | Percent |
|-----------|--------------|----------------------|---------|
| Salisbury | 57,686,892 | 174,244,499 | 33.11% |
| UMUC | 105,055,383 | 355,951,929 | 29.51% |
| UMCP | 408,378,915 | 1,494,898,235 | 27.32% |
| Bowie | 24,165,066 | 99,572,070 | 24.27% |
| UMB | 147,937,494 | 609,839,773 | 24.26% |
| UMBC | 76,564,956 | 333,066,061 | 22.99% |
| Towson | 72,778,770 | 416,626,052 | 17.47% |
| UB | 15,774,315 | 114,668,240 | 13.76% |
| Frostburg | 12,513,724 | 100,604,000 | 12.44% |
| UMES | 6,841,017 | 106,924,083 | 6.40% |
| Coppin | 3,900,932 | 73,339,947 | 5.32% |

Figure 23

USM Traditional Budget Process Timeline

