



EAST TENNESSEE STATE
UNIVERSITY



ETSU 2017-2018 Budget Presentation

Interim University Council
May 8th, 2017

Overview

- Through its culture of stewardship, ETSU has weathered the Great Recession, subsequent downturns in the state economy, shifting demographics, and the launch of Tennessee Promise.
- Work is underway to develop new budget models and evaluate base budget assumptions. The budget presented to the IUC does not call for structural revenue redistributions, but represents a continuation of our “base-plus” model for 2018-19
- We must be mindful of the national budget landscape. For example, a recent report by Moody’s noted the difficult financial future facing public colleges:
 - Their analysis of median fiscal data from public universities details that enrollment at public colleges was essentially flat
 - Revenues grew less than 2 percent; and, expenses increased more than 3% (nearly twice as fast as inflation).
 - Their analysis placed public colleges on a path to economic uncertainty and “the developing trend of expense growth outpacing revenue growth is unsustainable.”



Budget Priorities

- Enhancing faculty/staff salaries is ETSU's overarching budget priority
- The establishment of strategic/innovation resource pools is critical to ensure flexibility and responsiveness to changing market forces
- The value of "student success" will undergird all budget decisions
- Budget increases/decreases will be implemented strategically based upon the evaluation and analysis of data, which will inform decision making
- Where feasible, changes in priorities within a unit will be first supported through the substitution/reallocation of unit resources, thereby minimizing the demand for additional University resources
- Units will be responsible for the management of fiscal resources within the limits of their specified allocations
- In the event that ETSU must implement budget reductions, all units will submit a two percent reduction strategy to their respective vice presidents as part of the unit level budget review



Campus Budget Process

ETSU has implemented a consultative process for developing budget recommendations to the Board of Trustees. This process:

- aligns budgets and resources with the University's strategic plan, mission, vision and goals
- provides a multi-year financial plan that will be reviewed and updated regularly
- reflects differences and varying needs across the diverse units of the institution
- promotes fiscal responsibility
- engages and involves the entire ETSU community
- promotes collaboration among academic and administrative units
- allows for the public presentation of budget priorities
- promotes transparency and shared governance
- provides a venue to evaluate and prioritize budget proposals from across the University for which there are limited resources



Strategic Budget Process

Phase 1: The President establishes the strategic priorities, forecasts projected revenues, and issues budget directives to the VPs.

Phase 2: Units prepare prioritized budget proposals for submission to their respective VP. This will include any requests for specialized or required fees and the proposed use of such fees.

Phase 3: The VPs submit their prioritized budget proposals to the Budget Advisory Committee (BAC) for review. The BAC will conduct budget hearings, using the information gleaned from these hearings to prepare the BAC's budget recommendation.

Phase 4: The President's senior leadership team will review the BAC's recommendation and prepare a prioritized recommendation for review by the Interim University Council.

Phase 5: The President will submit the final budget to the Board of Trustees for approval.



Strategic Budget Process

The Budget Call presented to the Vice Presidents on January 31, 2017 established the following budget projections:

State Appropriation Increase \$3,465,100

3.17% Maintenance Fee Increase \$3,459,420

Required Scholarship Increase \$ 1,026,420

Lost revenue from 250 students \$1,840,000

Net New Revenue \$4,058,100

Reserve for 3% Salary Pool \$3,300,000

Available for Distribution \$ 758,100

Budget materials, background forms, and other associated information can be found via the following website: <http://www.etsu.edu/president/interim-council/budget.php>



Fall 2017 Enrollment Projection

ETSU Fall 2017 Enrollment Outlook					
Student Category	F14	F15	F16	F17	% Change Yr. to Yr.
Main Campus	13,822	13,727	13,419	13,169	-1.86%
COM	288	284	282	282	0.00%
COM (Residents)	249	251	260	260	0.00%
COP	324	323	321	321	0.00%
COP (Fellow)	2	2	3	3	0.00%
Total	14,685	14,587	14,285	14,035	-1.75%

Applications support the current projection



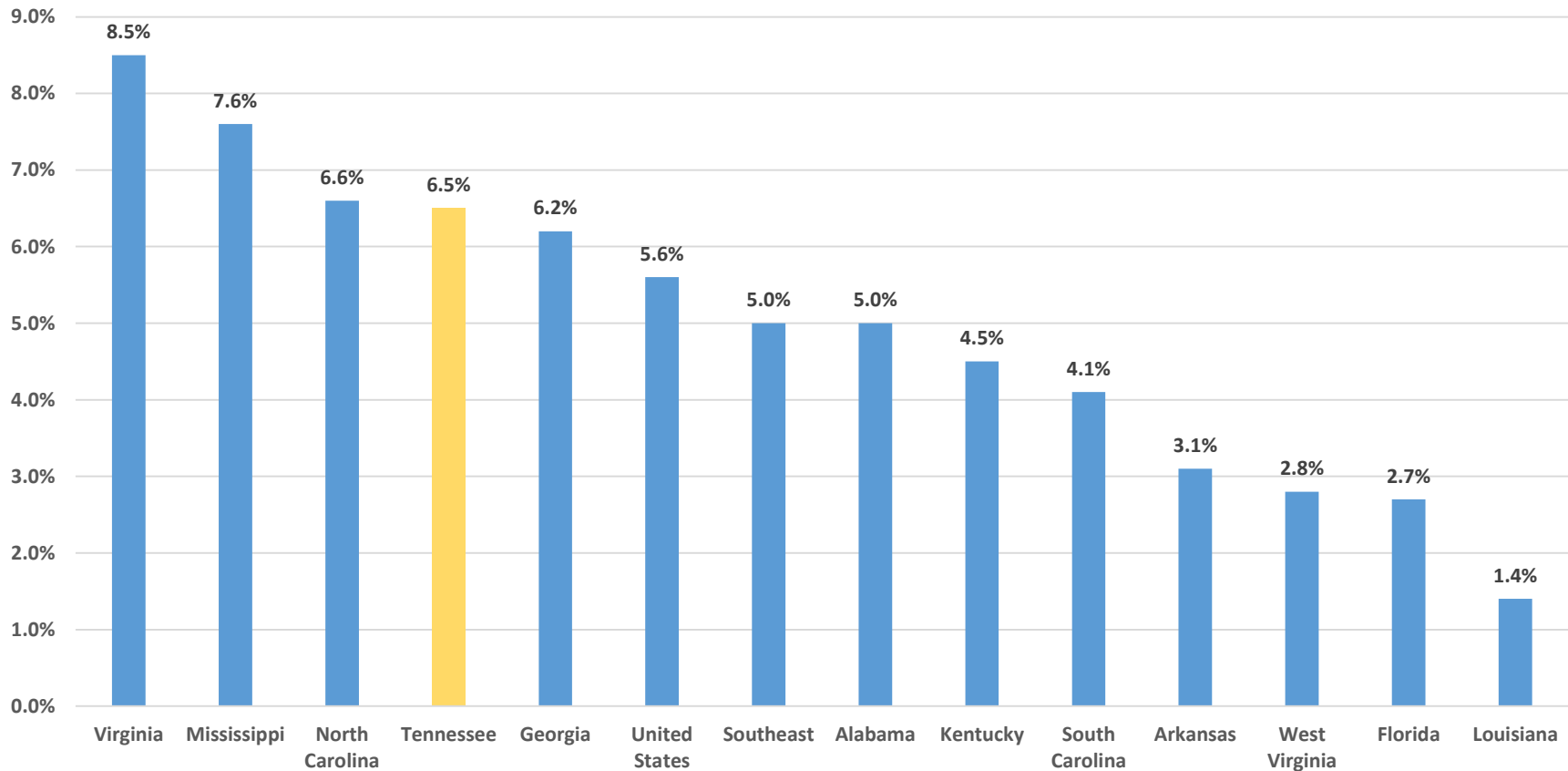
State Funding Landscape

- Complete College Tennessee Act and Drive to 55 focus on increasing the educational attainment of Tennessee residents, creating better prepared workforce
- In 2010, Tennessee discontinued enrollment-based model, and built a funding formula entirely based on outcomes. Enrollment simply no longer factors into state funding.
- Policy goal reasonable, but there is a disconnect between CCTA goals (completion driven) and realities of institutional finance (enrollment driven).
- State revenues are stable and the budget forecast for the foreseeable future is positive.
- Shifting landscape of state support for salaries vis a vis the funding formula.
- Stable support for capital construction, with the continued expectation for local matching funds.



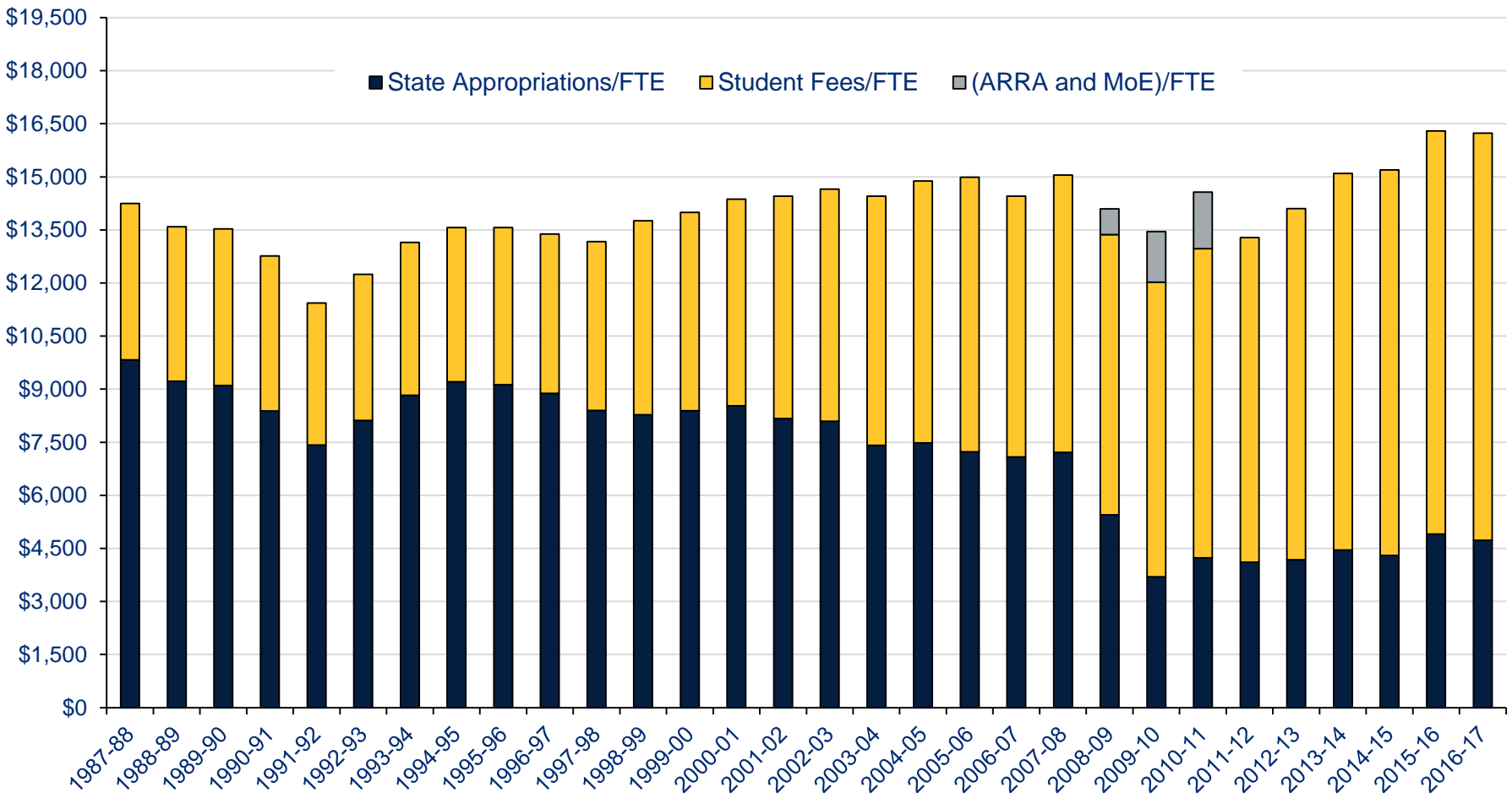
State Revenue Profiles

Figure 2.9: Tennessee Has Fourth Highest Growth Rate in Total Tax Revenues Among Southeastern States, Fiscal Year 2015 (July 2014-June 2015)



Cost Effectiveness

Total Revenue per FTE at ETSU - Inflation Adjusted (2016 Dollars)



**State Appropriations for Tennessee Public Higher Education Formula Units
2011-12 through 2017-18**

Institution	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
Former TBR Universities							
University of Memphis	85,464,300	87,346,700	89,106,400	89,331,900	95,139,600	102,440,600	106,948,700
Middle Tennessee State University	73,423,800	77,193,600	81,024,600	82,830,300	85,856,700	90,753,200	93,427,800
East Tennessee State University	44,000,700	45,772,200	48,685,000	48,048,900	51,428,100	55,362,800	58,013,900
Tennessee Technological University	35,086,300	37,288,600	39,559,500	38,394,000	39,297,400	42,671,100	44,646,100
Austin Peay State University	26,107,600	28,537,600	32,995,000	34,239,800	36,983,700	40,378,500	43,034,900
Tennessee State University	29,335,100	30,810,900	32,610,800	32,088,900	32,892,000	33,717,900	35,119,400
Former TBR University Total	293,417,800	306,949,600	323,981,300	324,933,800	341,597,500	365,324,100	381,190,800
UT Universities							
University of Tennessee-Knoxville	144,150,000	153,343,900	174,335,300	179,044,900	187,890,300	199,911,900	206,774,600
University of Tennessee-Chattanooga	33,294,400	34,601,800	36,128,500	37,501,400	41,674,700	45,835,300	48,935,900
University of Tennessee-Martin	23,636,300	24,609,100	25,243,000	26,249,700	27,892,100	29,922,900	30,736,700
UT University Total	201,080,700	212,554,800	235,706,800	242,796,000	257,457,100	275,670,100	286,447,200
TBR Community Colleges							
Chattanooga State Community College	19,970,200	21,902,500	26,624,800	26,008,100	27,449,400	29,315,200	30,090,100
Pellissippi State Community College	18,692,600	20,819,800	22,913,400	23,429,800	25,599,300	27,349,000	29,458,400
Southwest Tennessee Community College	28,648,100	27,953,000	25,739,300	24,677,200	25,278,600	26,115,800	26,279,800
Walters State Community College	15,745,100	17,043,300	19,866,900	20,350,200	20,967,800	21,912,500	22,766,800
Roane State Community College	14,750,900	15,244,700	16,619,800	17,399,500	18,011,800	19,093,300	20,380,300
Volunteer State Community College	15,281,400	15,614,700	16,075,400	16,216,000	17,198,100	18,698,700	20,030,800
Nashville State Community College	13,794,900	14,516,500	15,983,500	15,861,200	16,935,900	17,756,500	19,538,800
Northeast State Community College	11,924,900	12,920,300	13,648,200	13,224,100	14,594,100	16,059,900	17,404,900
Columbia State Community College	11,121,800	11,294,400	12,339,500	12,349,500	12,842,400	13,970,500	14,596,500
Jackson State Community College	10,518,500	10,821,400	11,510,200	11,095,700	11,401,100	12,395,800	13,074,100
Motlow State Community College	9,662,900	10,310,000	11,017,200	10,656,700	11,007,400	11,739,900	12,812,300
Cleveland State Community College	8,421,200	8,672,000	8,997,100	8,843,700	9,336,300	9,751,700	10,644,700
Dyersburg State Community College	6,484,500	6,867,800	7,238,900	7,317,900	7,841,700	8,622,500	9,012,900
Community College Total	185,017,000	193,980,400	208,574,200	207,429,600	218,463,900	232,781,300	246,090,400
TN Colleges of Applied Technology	52,260,300	53,848,800	57,400,500	55,346,600	56,343,900	60,790,600	N/A
Total Academic Formula Units	731,775,800	767,333,600	825,662,800	830,506,000	873,862,400	934,566,100	913,728,400



Share of Outcomes Based Formula

Institution	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
Former TBR Universities							
University of Memphis	12.58%	12.24%	11.60%	11.52%	11.69%	11.78%	11.70%
Middle Tennessee State University	10.81%	10.82%	10.55%	10.69%	10.55%	10.43%	10.22%
East Tennessee State University	6.48%	6.42%	6.34%	6.20%	6.28%	6.32%	6.35%
Austin Peay State University	3.84%	4.00%	4.29%	4.42%	4.54%	4.64%	4.71%
Tennessee State University	4.32%	4.32%	4.24%	4.14%	4.04%	3.88%	3.84%
Tennessee Technological University	5.16%	5.23%	5.15%	4.95%	4.83%	4.90%	4.89%
Total	43.19%	43.03%	42.17%	41.92%	41.93%	41.95%	41.71%
UT Universities							
University of Tennessee-Knoxville	21.21%	21.49%	22.69%	23.10%	22.71%	22.63%	22.63%
University of Tennessee-Chattanooga	4.90%	4.85%	4.70%	4.84%	5.12%	5.27%	5.36%
University of Tennessee-Martin	3.48%	3.45%	3.29%	3.39%	3.40%	3.39%	3.36%
Total	29.59%	29.79%	30.68%	31.33%	31.23%	31.29%	31.35%
TBR Community Colleges							
Total	27.23%	27.19%	27.15%	26.76%	26.84%	26.76%	26.93%

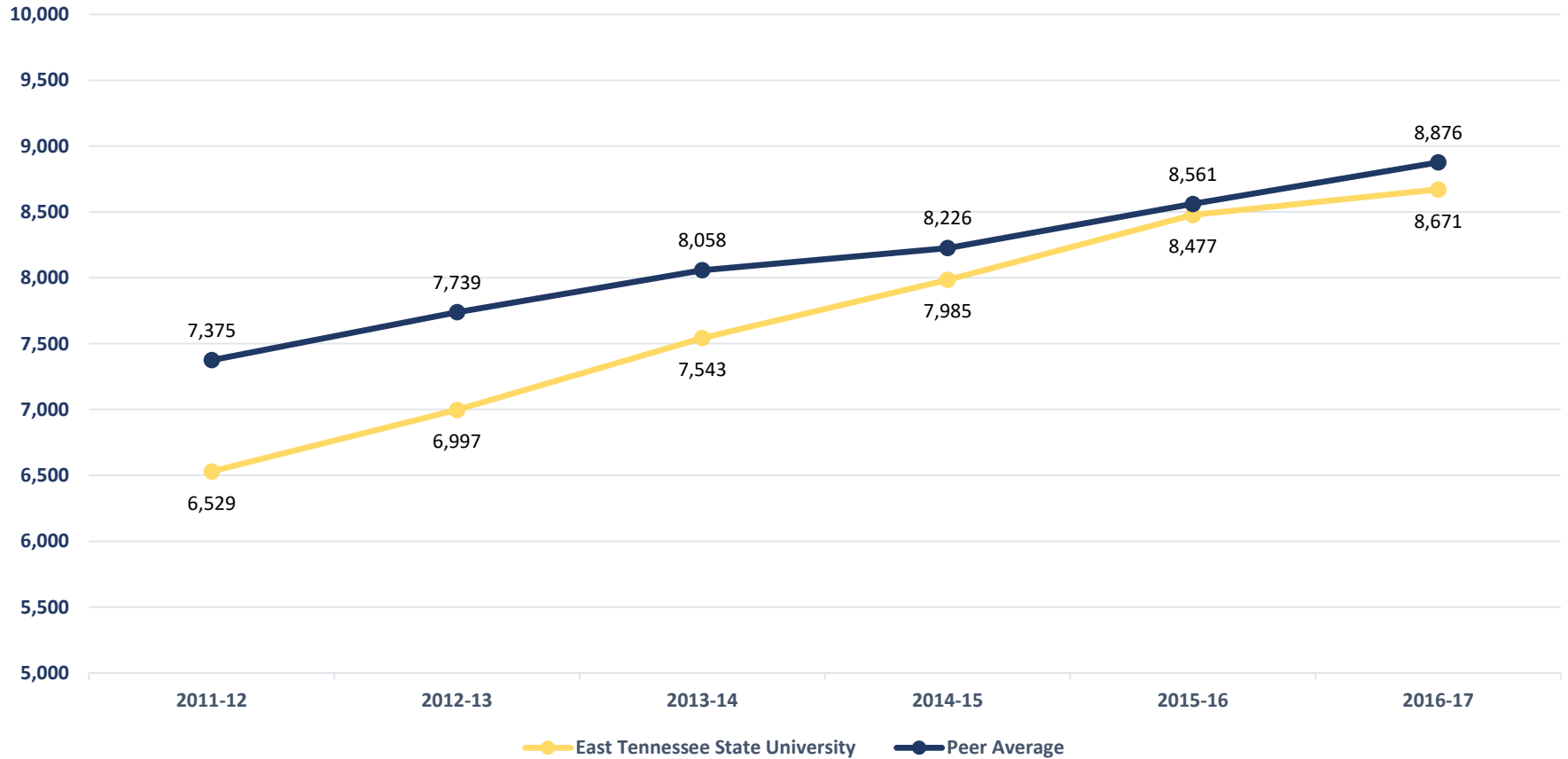


ETSU Formula Outcomes

Outcomes	2011-12	2012-13	2013-14	2014-15	2015-16	1 Year Change	Percent Change	Overall Change	Percent Change
Students Accumulating 30 Hours	1,755	1,745	1,609	1,807	1,811	4	0.2%	56	3.2%
Students Accumulating 60 Hours	1,805	1,676	1,657	1,702	1,814	112	6.6%	9	0.5%
Students Accumulating 90 Hours	2,196	2,075	2,014	2,021	2,128	107	5.3%	(68)	-3.1%
Bachelors and Associates	2,146	2,314	2,321	2,229	2,320	91	4.1%	174	8.1%
Masters / Ed Specialists	609	576	647	585	611	26	4.4%	2	0.3%
Doctoral / Law Degree	83	86	114	122	127	5	4.1%	44	53.0%
Research and Service	23,159,718	22,836,711	20,608,903	18,039,143	17,075,583	(963,560)	-5.3%	(6,084,135)	-26.3%
Degrees per 100 FTE	19.3	21.4	22.4	21.7	23.1	1	6.5%	4	19.7%
Six-Year Graduation Rate	51.90%	52.60%	54.30%	52.20%	50.00%	-2.20%	-4.21%	-1.90%	-3.66%

Tuition & Mandatory Fees

Average Peer Tuition & Mandatory Fees



**Annual Undergraduate Tuition and Mandatory Fees (In-State)
Based on 15 Hour Enrollment for Fall and Spring Semesters**

Institution Name	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	% Change
Central Michigan University	10,740	10,950	11,220	11,550	11,850	12,150	13%
Oakland University	9,938	10,230	10,613	10,613	11,513	12,064	21%
Old Dominion University	8,144	8,450	8,820	9,250	9,768	10,864	33%
Southern Illinois University-Edwardsville	8,865	9,251	9,666	9,738	10,247	10,491	18%
Ball State University	8,558	8,980	9,610	9,344	9,498	9,936	16%
University of Missouri-Kansas City	9,029	9,299	9,456	9,476	9,559	9,563	6%
Sam Houston State University	7,328	8,120	8,594	8,932	9,337	9,516	30%
University of South Alabama	7,380	7,950	8,310	8,610	8,790	9,060	23%
University of Northern Colorado	6,623	6,836	7,168	7,573	8,166	8,888	34%
Texas Woman's University	6,587	6,703	7,290	7,560	8,522	8,770	33%
Indiana State University	7,982	8,098	8,256	8,416	8,580	8,746	10%
Wright State University-Main Campus	8,070	8,354	8,542	8,730	8,730	8,730	8%
East Tennessee State University	6,529	6,997	7,543	7,985	8,477	8,671	33%
University of Arkansas at Little Rock	7,041	7,344	7,601	7,934	8,108	8,633	23%
Georgia Southern University	6,606	6,724	7,066	7,190	7,318	7,318	11%
Marshall University	5,648	5,930	6,216	6,526	6,814	7,154	27%
University of North Carolina at Greensboro	5,493	6,086	6,322	6,385	6,733	7,041	28%
East Carolina University	5,317	5,869	6,143	6,143	6,550	6,916	30%
University of North Carolina at Charlotte	5,440	5,873	6,009	6,277	6,531	6,763	24%
Florida Atlantic University	5,330	5,986	6,193	6,039	6,039	6,039	13%
Peer Average	7,375	7,739	8,058	8,226	8,561	8,876	20%



**Annual Undergraduate Tuition and Mandatory Fees
Based on 15 Hour Enrollment for Fall and Spring Semesters**

Institution	Last Year	Current Year		
	2015-16	2016-17	\$ Increase	% Increase
Former TBR Universities				
Austin Peay State University	7,801	7,995	194	2.49%
East Tennessee State University	8,332	8,599	267	3.20%
Middle Tennessee State University	8,404	8,590	186	2.21%
Tennessee State University	7,417	7,567	150	2.02%
Tennessee Technological University	8,353	8,551	198	2.37%
University of Memphis	9,272	9,497	225	2.43%
UT Universities				
University of Tennessee-Chattanooga	8,356	8,544	188	2.25%
University of Tennessee-Martin	8,326	8,783	457	5.49%
Students with more than 60-credit hours and PT	NA	8,478	NA	NA
Students with fewer than 60-credit hours	NA	9,088	NA	NA
University of Tennessee-Knoxville: Admitted After 2013-2014	12,436	12,724	288	2.32%
University of Tennessee-Knoxville: Admitted 2013-14	12,134	12,498	364	3.00%
University of Tennessee-Knoxville: Admitted Before 2013-14	10,786	11,038	252	2.34%
TBR Community Colleges				
Chattanooga State Community College	4,153	4,249	96	2.31%
Cleveland State Community College	4,127	4,229	102	2.47%
Columbia State Community College	4,099	4,201	102	2.49%
Dyersburg State Community College	4,127	4,229	102	2.47%
Jackson State Community College	4,113	4,215	102	2.48%
Motlow State Community College	4,129	4,237	108	2.62%
Nashville State Community College	4,053	4,155	102	2.52%
Northeast State Community College	4,115	4,241	126	3.06%
Pellissippi State Community College	4,167	4,253	86	2.06%
Roane State Community College	4,131	4,233	102	2.47%
Southwest Tennessee Community College	4,143	4,235	92	2.22%
Volunteer State Community College	4,105	4,223	118	2.87%
Walters State Community College	4,116	4,218	102	2.48%
TN Colleges of Applied Technology				
TN Colleges of Applied Technology	3,554	3,647	93	2.62%



**Annual Tuition and Mandatory Fees
Resident Undergraduate Student**

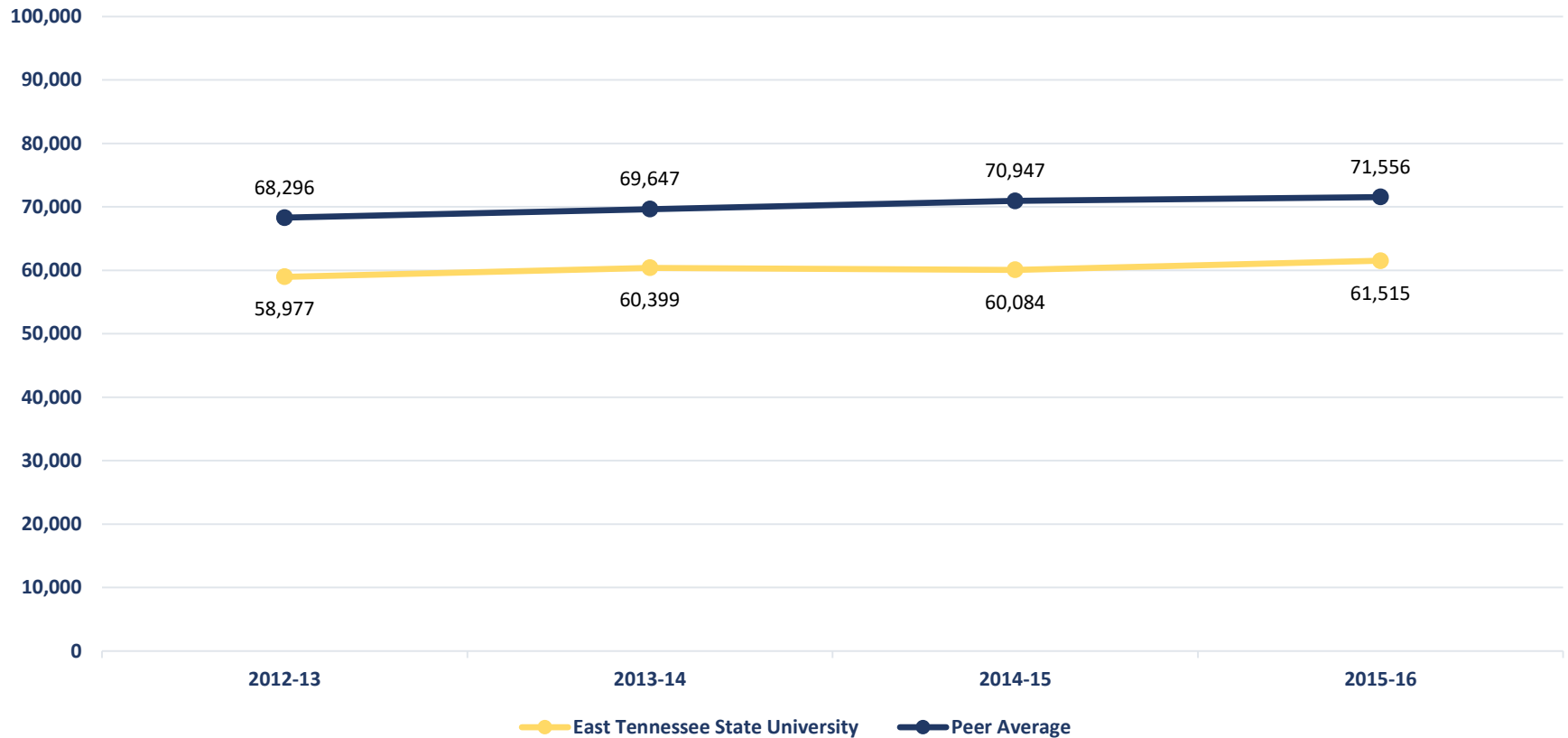
Institutions	2006 - 07	2011 - 12	2015 - 16	2016 - 17	1 Year Change	5 Year Change	10 Year Change
TBR Community Colleges							
Chattanooga State Community College	\$2,507	\$3,567	\$4,153	\$4,249	2.3%	19.1%	69.5%
Cleveland State Community College	\$2,483	\$3,521	\$4,127	\$4,229	2.5%	20.1%	70.3%
Columbia State Community College	\$2,471	\$3,523	\$4,099	\$4,201	2.5%	19.2%	70.0%
Dyersburg State Community College	\$2,481	\$3,533	\$4,127	\$4,229	2.5%	19.7%	70.5%
Jackson State Community College	\$2,483	\$3,529	\$4,113	\$4,215	2.5%	19.4%	69.8%
Motlow State Community College	\$2,479	\$3,528	\$4,129	\$4,237	2.6%	20.1%	70.9%
Nashville State Community College	\$2,455	\$3,477	\$4,053	\$4,155	2.5%	19.5%	69.2%
Northeast State Community College	\$2,491	\$3,533	\$4,115	\$4,241	3.1%	20.0%	70.3%
Pellissippi State Community College	\$2,503	\$3,569	\$4,167	\$4,253	2.1%	19.2%	69.9%
Roane State Community College	\$2,485	\$3,537	\$4,131	\$4,233	2.5%	19.7%	70.3%
Southwest Tennessee Community College	\$2,485	\$3,547	\$4,143	\$4,235	2.2%	19.4%	70.4%
Volunteer State Community College	\$2,471	\$3,519	\$4,105	\$4,223	2.9%	20.0%	70.9%
Walters State Community College	\$2,469	\$3,531	\$4,116	\$4,218	2.5%	19.5%	70.8%
Community College Average	\$2,482	\$3,532	\$4,121	\$4,224	2.5%	19.6%	70.2%
TBR Universities							
Austin Peay State University	\$4,837	\$6,690	\$7,801	\$7,995	2.5%	19.5%	65.3%
East Tennessee State University ¹	\$4,637	\$6,529	\$8,332	\$8,599	3.2%	31.7%	85.4%
<i>Seniors</i>			\$8,187	\$8,381	2.4%		
<i>Freshmen, Sophomores, and Juniors</i>			\$8,477	\$8,671	2.3%		
Middle Tennessee State University	\$4,766	\$7,018	\$8,404	\$8,590	2.2%	22.4%	80.2%
Tennessee State University	\$4,534	\$6,346	\$7,417	\$7,567	2.0%	19.2%	66.9%
Tennessee Technological University	\$4,562	\$6,698	\$8,353	\$8,551	2.4%	27.7%	87.4%
University of Memphis	\$5,256	\$7,696	\$9,269	\$9,497	2.5%	23.4%	80.7%
TBR University Average	\$4,765	\$6,830	\$8,280	\$8,466	2.3%	24.0%	77.7%
UT Universities							
University of Tennessee, Chattanooga	\$4,688	\$6,718	\$8,356	\$8,544	2.2%	27.2%	82.3%
University of Tennessee, Knoxville ²	\$5,622	\$8,396	\$11,948	\$12,668	6.0%	50.9%	125.3%
<i>Students admitted before 2013-14</i>			\$10,786	\$11,038	2.3%		
<i>Students admitted in 2013-14</i>			\$12,134	\$12,498	3.0%		
<i>Students admitted after 2013-14</i>			\$12,436	\$12,724	2.3%		
University of Tennessee, Martin ³	\$4,665	\$6,718	\$8,326	\$8,783	5.5%	30.7%	88.3%
<i>Students taking more than 60-credit hours</i>			\$8,326	\$8,478	1.8%		
<i>Students taking less than 60-credit hours</i>			\$8,326	\$9,088	9.2%		
UT University Average	\$4,992	\$7,277	\$9,543	\$9,998	4.8%	37.4%	100.3%
University Average	\$4,841	\$6,979	\$8,625	\$8,977	4.1%	28.6%	85.4%
TN Colleges of Applied Technology	\$2,057	\$2,975	\$3,554	\$3,647	2.6%	22.6%	77.3%

Source: THEC Fiscal Affairs



Peer Faculty Salary Comparisons

Peer Faculty Salary Comparisons



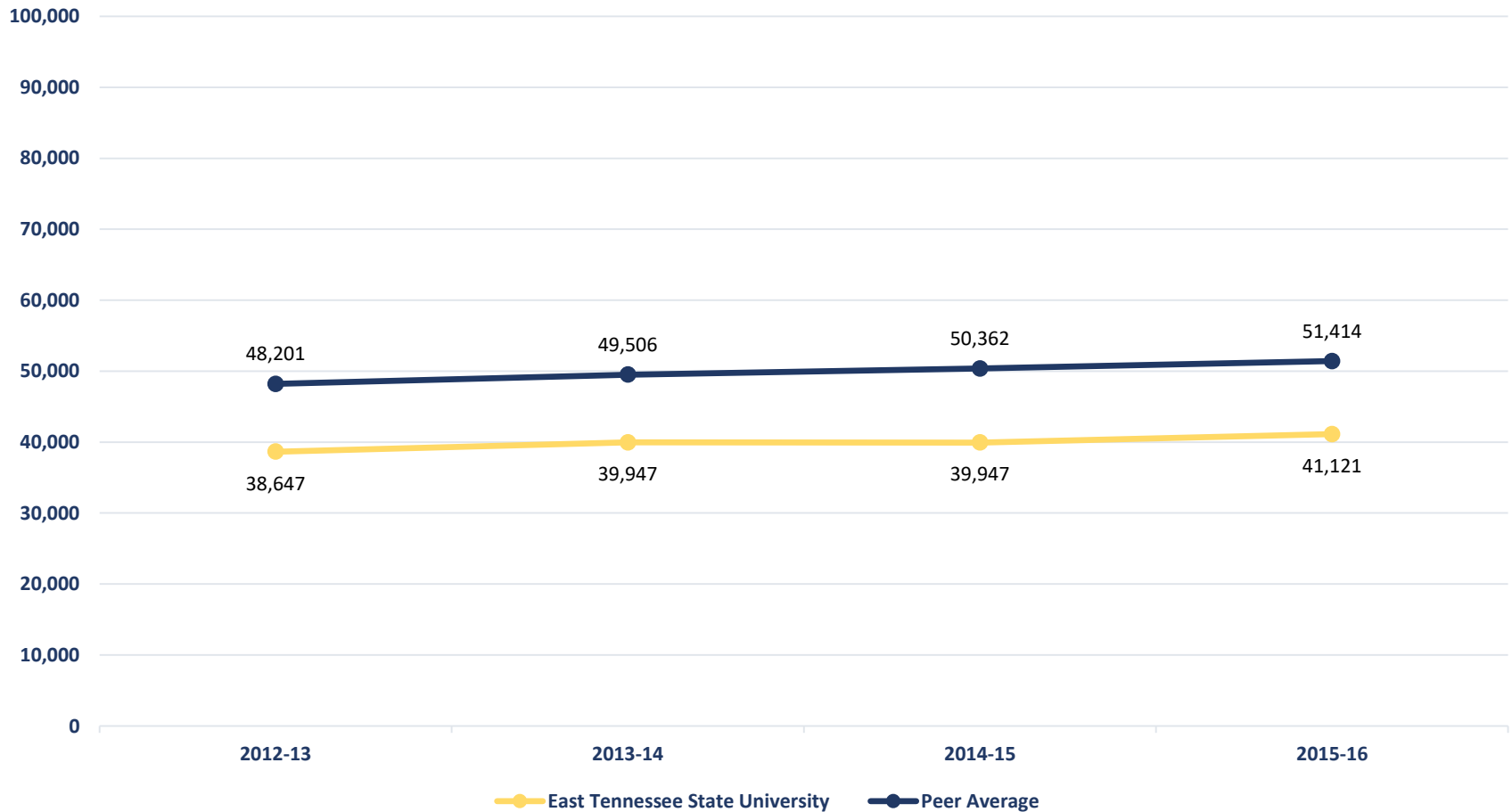
Peer Faculty Salary Comparisons (All Ranks)

Institution	2012-13	2013-14	2014-15	2015-16	% Change
Oakland University	75,384	76,338	79,281	80,667	7.0%
Old Dominion University	77,148	78,561	77,004	80,667	4.6%
Wright State University-Main Campus	73,728	75,492	76,932	79,074	7.3%
University of North Carolina at Charlotte	77,058	75,033	76,410	78,939	2.4%
University of Missouri-Kansas City	73,476	74,745	76,329	77,409	5.4%
Central Michigan University	73,728	77,427	75,951	76,158	3.3%
Florida Atlantic University	70,425	71,658	76,005	76,014	7.9%
Texas Woman's University	66,348	67,599	72,765	73,872	11.3%
University of North Carolina at Greensboro	71,649	71,334	72,522	73,350	2.4%
East Carolina University	70,308	71,775	71,685	72,072	2.5%
Southern Illinois University-Edwardsville	69,174	70,731	70,794	70,236	1.5%
University of Northern Colorado	64,890	67,383	68,310	68,616	5.7%
Ball State University	64,350	65,745	67,086	67,770	5.3%
University of Arkansas at Little Rock	65,565	67,320	70,929	67,599	3.1%
Sam Houston State University	62,163	65,844	66,042	66,690	7.3%
University of South Alabama	63,189	64,908	64,755	64,611	2.3%
Indiana State University	62,334	63,639	63,513	63,774	2.3%
Marshall University	61,146	61,803	64,053	63,108	3.2%
East Tennessee State University	58,977	60,399	60,084	61,515	4.3%
Georgia Southern University	55,566	55,953	57,618	58,941	6.1%
Peer Average	68,296	69,647	70,947	71,556	4.8%
Peer Median	69,174	70,731	71,685	72,072	4.2%



Peer Staff Salary Comparisons

Peer Staff Salary Comparisons



Peer Staff Salary Comparisons

Institution	2012-13	2013-14	2014-15	2015-16	% Change
Wright State University-Main Campus	55,183	56,378	58,803	60,125	9.0%
Florida Atlantic University	54,910	57,502	57,974	59,565	8.5%
Oakland University	54,560	55,483	56,750	58,327	6.9%
University of North Carolina at Charlotte	51,756	51,882	53,229	55,027	6.3%
Old Dominion University	50,995	53,400	53,177	54,584	7.0%
University of North Carolina at Greensboro	52,054	52,461	53,197	53,516	2.8%
University of Missouri-Kansas City	49,051	51,201	51,357	52,604	7.2%
Sam Houston State University	48,217	49,327	50,427	51,880	7.6%
Central Michigan University	49,258	52,655	50,242	51,182	3.9%
University of Northern Colorado	45,718	47,994	49,499	51,161	11.9%
Ball State University	49,596	49,967	50,834	51,034	2.9%
East Carolina University	48,102	48,718	49,889	50,812	5.6%
Southern Illinois University-Edwardsville	46,232	47,308	47,484	48,440	4.8%
Texas Woman's University	43,324	43,909	46,821	48,266	11.4%
Indiana State University	43,800	44,897	46,205	47,458	8.4%
University of South Alabama	43,699	45,270	45,436	46,781	7.1%
University of Arkansas at Little Rock	44,106	45,823	46,352	45,921	4.1%
Marshall University	44,341	44,267	46,172	45,909	3.5%
Georgia Southern University	40,919	42,169	43,027	44,279	8.2%
East Tennessee State University	38,647	39,947	39,947	41,121	6.4%
Peer Average	48,201	49,506	50,362	51,414	6.7%
Peer Median	48,217	49,327	50,242	51,161	6.1%



Salary Improvements for 2017-18

- Two percent across the board salary enhancement for all faculty and staff, with a floor of \$500
- One percent salary equity enhancement, with a cap of \$3,000
- Salary proposals have been submitted to the Finance Committee of the Board of Trustees and will be presented for approval at the June 9th Board meeting



Governor's Budget Recommendations

	Main Campus	COM	FM	Total
Operating Increase	\$ 1,481,800	\$ -	\$ -	\$ 1,481,800
Salary 3% Pool	1,983,300	1,374,300	366,600	3,724,200
Insurance Increase	864,000	180,000	32,600	1,076,600
Total Increase	<u>\$ 4,329,100</u>	<u>\$ 1,554,300</u>	<u>\$ 399,200</u>	<u>\$ 6,282,600</u>



Governor's Budget Capital

	State Funds	Campus Match	Total
Capital Outlay			
Lamb Hall Renovation	\$ 17,250,000	\$ 5,750,000	\$ 23,000,000
Capital Maintenance			
Safety and Structural	\$ 2,500,000		
COM Bldg 178 HVAC	1,600,000		
Valleybrook Systems	3,000,000		
COM Multi-Bldg HVAC	1,600,000		
	<u>\$ 8,700,000</u>		





EAST TENNESSEE STATE
UNIVERSITY



Main Campus
Proposed Budget
2017-18

ETSU Budget Increase Summary 17-18

Function	Salaries and Benefits				Total
	3% Pool	New Positions	Travel	Operating	
Instruction	\$1,787,130.00	\$1,924,860.00	\$26,710.00	\$305,500.00	\$4,044,200.00
Research	23,340.00				23,340.00
Public Service	37,590.00				37,590.00
Academic Support	406,040.00	110,000.00		50,000.00	566,040.00
Student Support	374,390.00			25,000.00	399,390.00
Insitutional Support	419,740.00	594,850.00		75,000.00	1,089,590.00
Operation and Maintenance	251,770.00	102,090.00		17,330.00	371,190.00
Total Expenditures	\$3,300,000.00	\$2,731,800.00	\$26,710.00	\$472,830.00	\$6,531,340.00

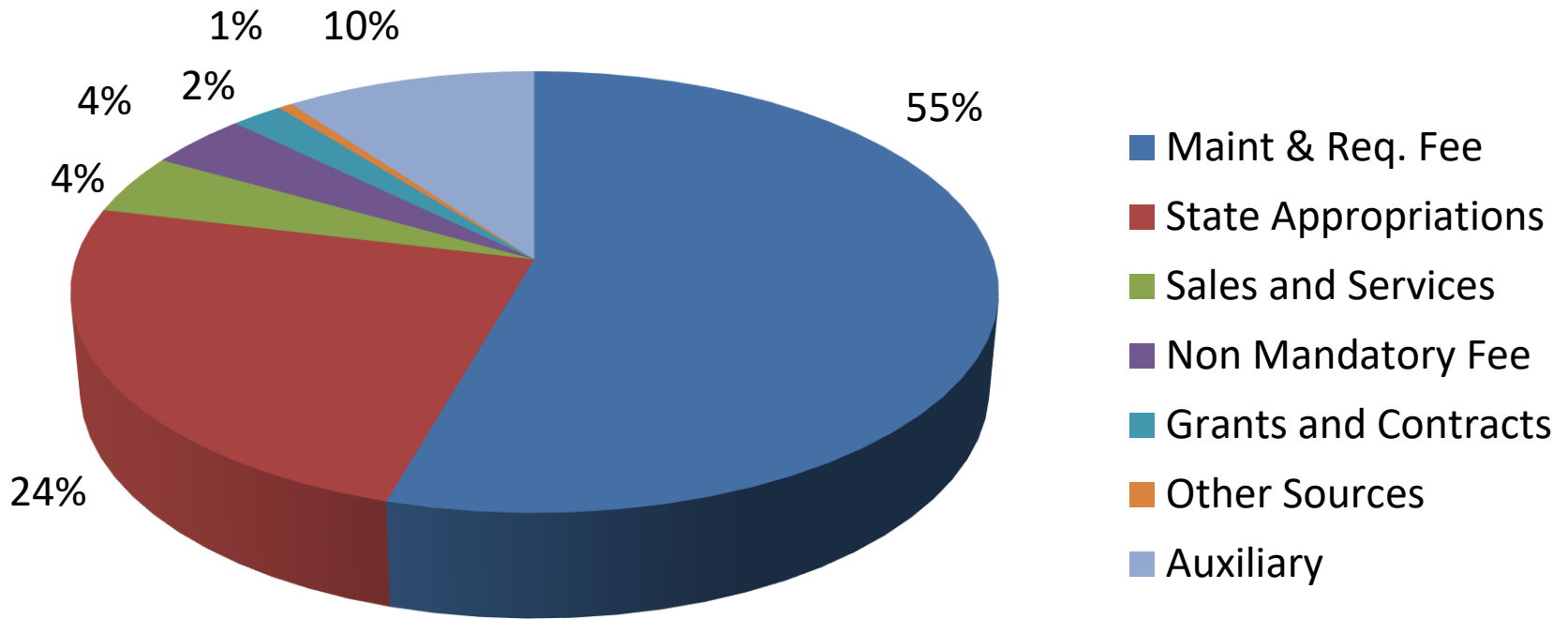
Revenue and Adjustments:

Appropriation increase	\$3,465,100.00
Net Fee increase (3.17% less scholarships)	2,433,000.00
Projected enrollment decline - 250	(1,840,000.00)
Program enrollment growth - BSN, MSN, MSSCCE	1,973,220.00
Board Expense Reduction	310,000.00
Convenience Fee Expense Reduction	190,020.00
Total Revenue and Adjustments	\$6,531,340.00



FY 17-18 Revenue Budget

Revenue by Source

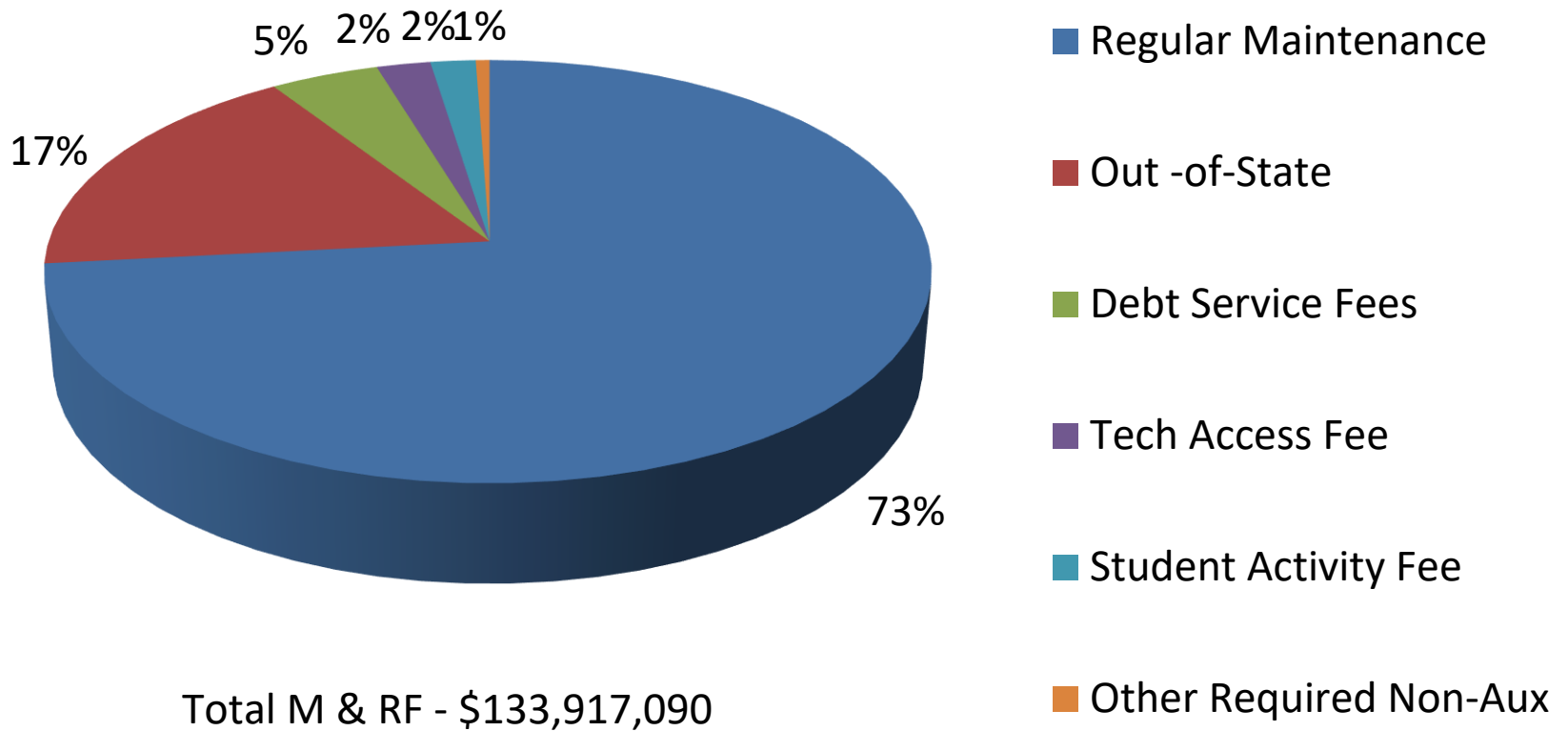


Total Revenue - \$245,890,800



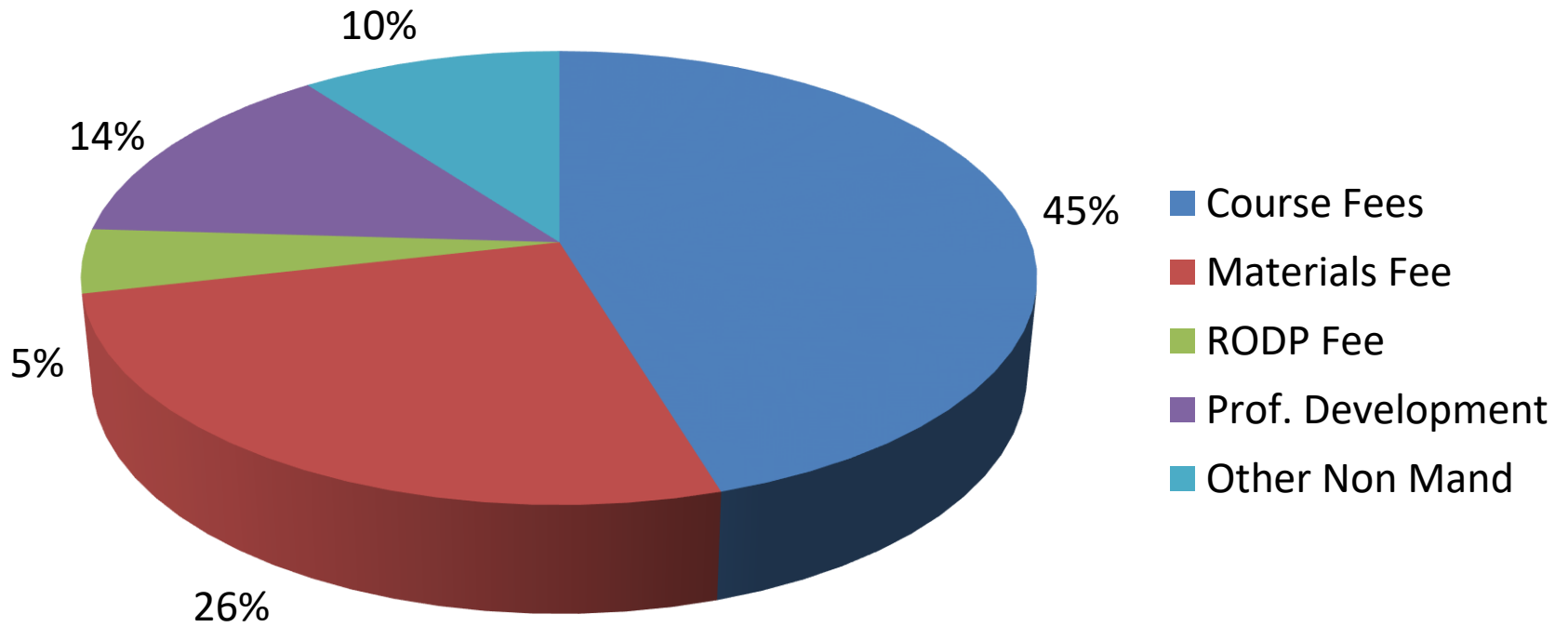
FY 17-18 Revenue Budget

Maintenance and Required Fees (55%)



FY 17-18 Revenue Budget

Non Mandatory Fees (4%)

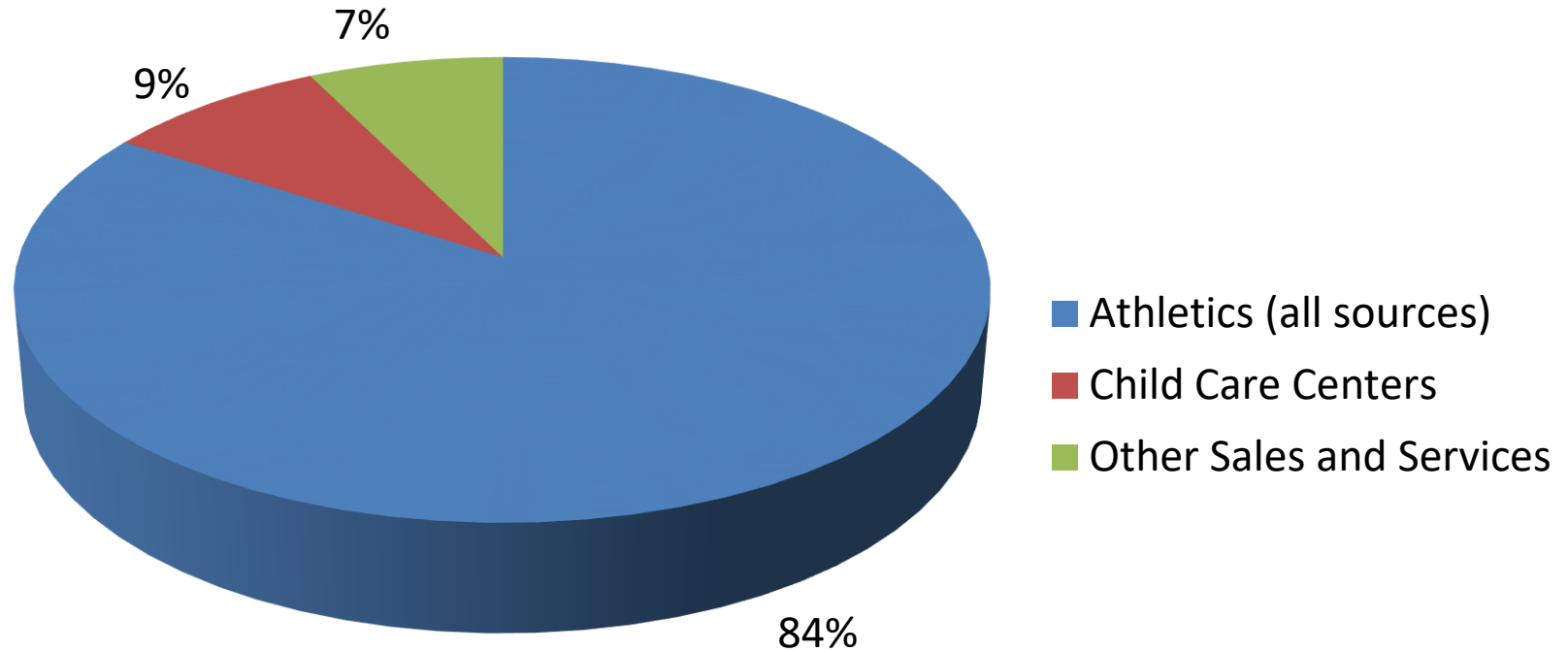


Total NMF - \$9,903,860



FY 17-18 Revenue Budget

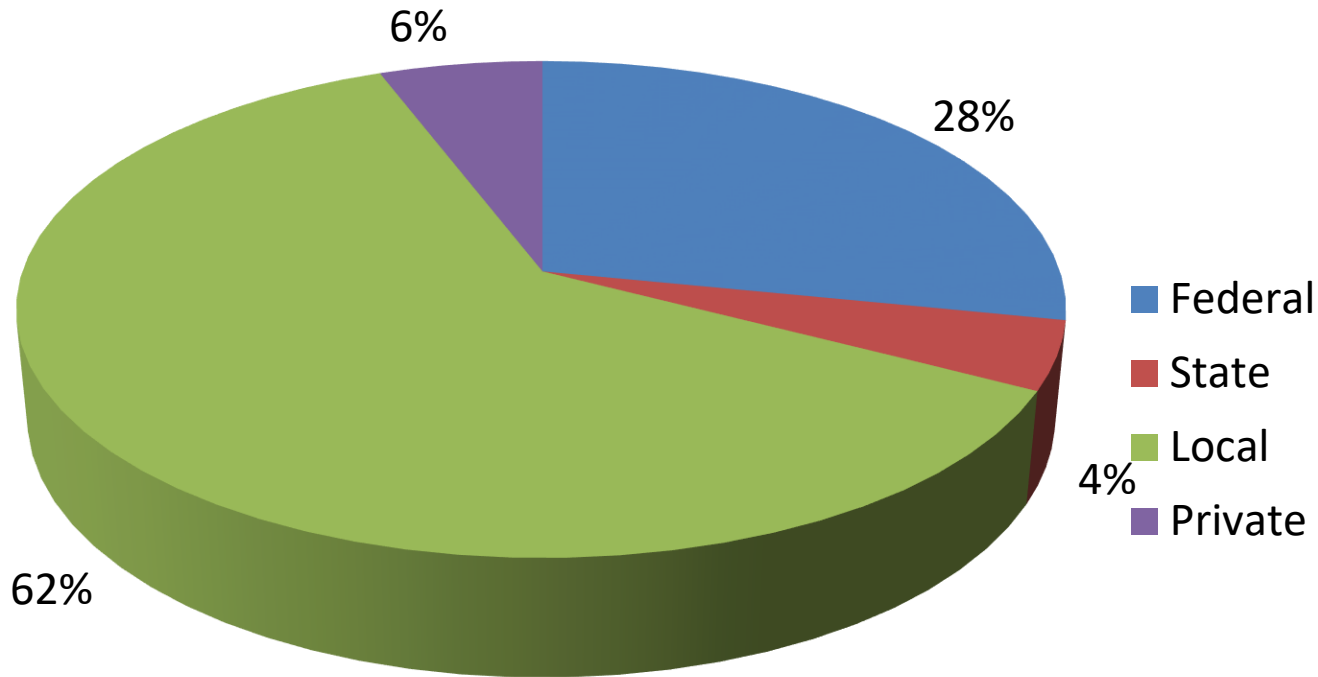
Sales and Services (4%)



Total Sales and Services - \$10,822,920

FY 17-18 Revenue Budget

Grants and Contracts (2%)

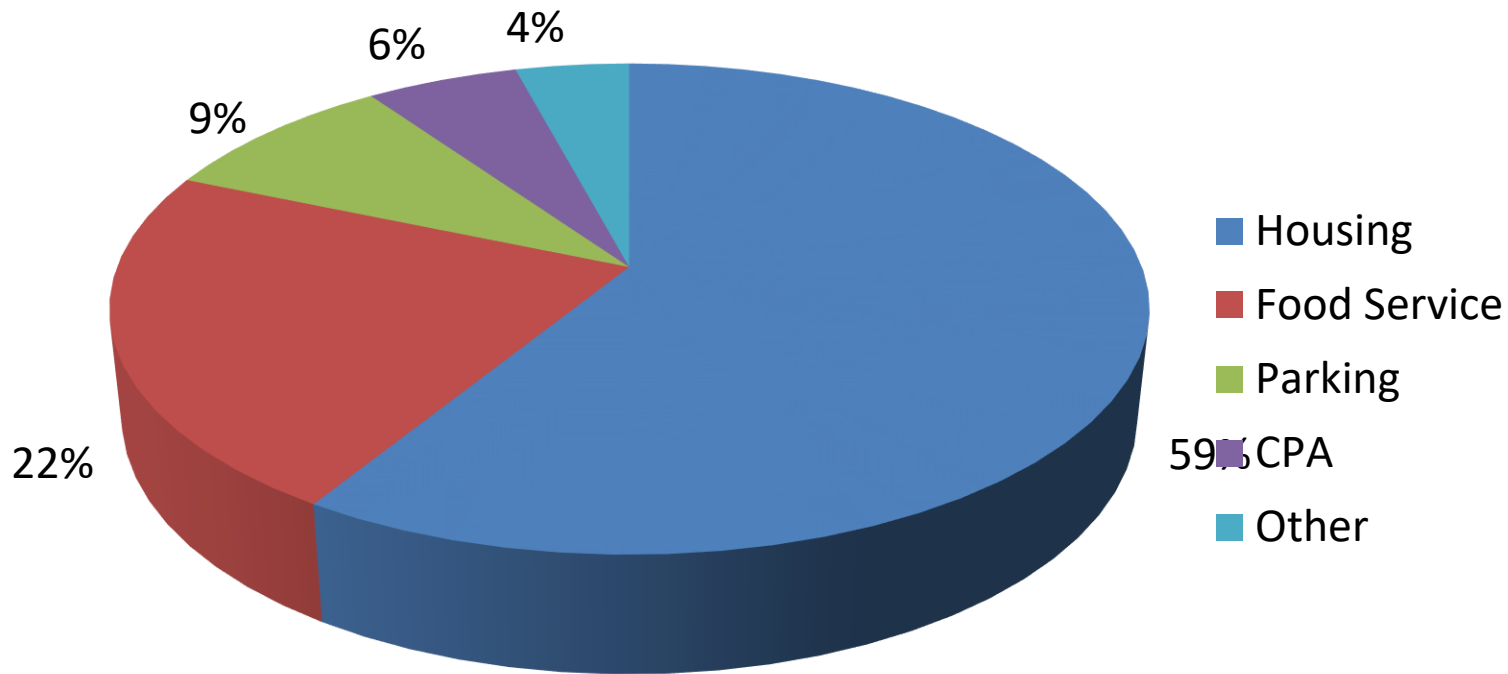


Total Grants and Contracts - \$5,155,000



FY 17-18 Revenue Budget

Auxiliaries (10%)

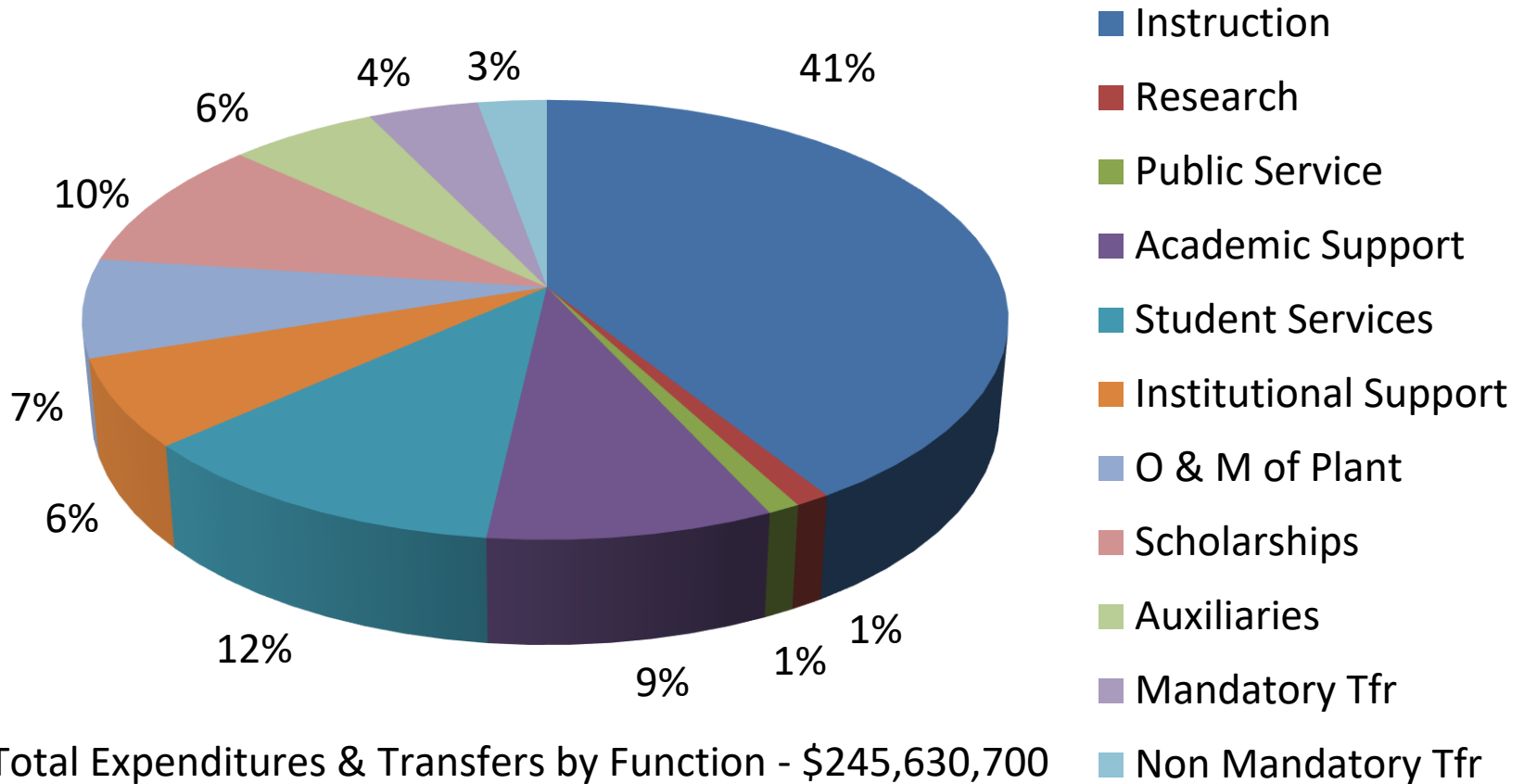


Total Auxiliaries- \$24,860,250



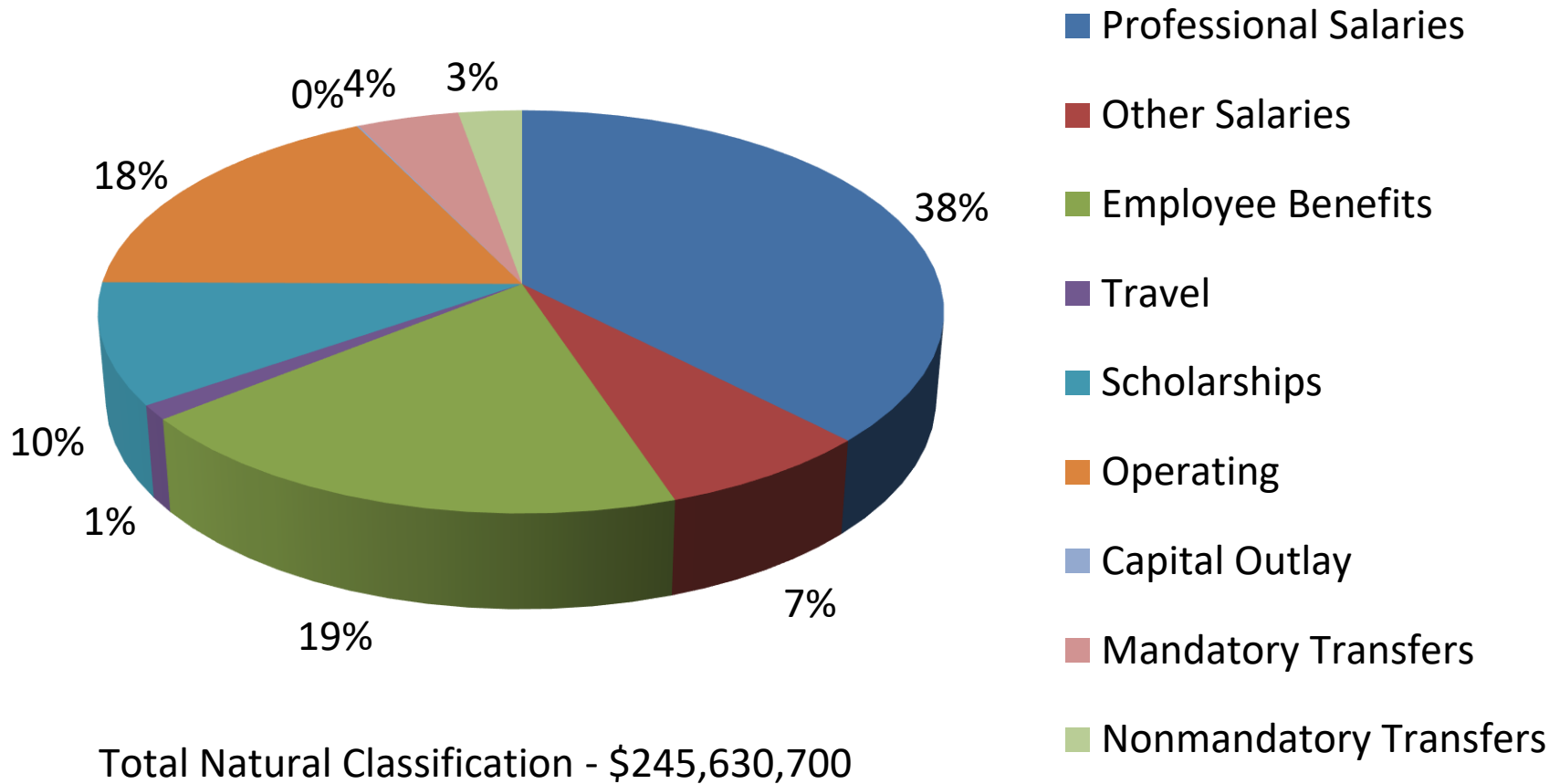
FY 17-18 Expenditure Budget

By Function



FY 17-18 Expenditure Budget

By Natural Classification





EAST TENNESSEE STATE
UNIVERSITY



Quillen College of Medicine
Proposed Budget
2017-18

College of Medicine 2017-18

	Estimated 16-17	Original 2017-18	Increase (Decrease)
<u>Revenue</u>	<u>\$ 56,914,400</u>	<u>\$ 58,778,700</u>	<u>\$ 1,864,300</u>
<u>Expenditures and Transfers</u>			
Instruction	\$ 43,160,700	\$ 44,172,000	\$ 1,011,300
Research	5,773,700	4,607,100	(1,116,600)
Academic Support	6,058,800	6,287,800	229,000
Student Services	1,513,200	1,549,100	35,900
Institutional Support	2,877,400	2,806,500	(70,900)
Facilities	6,447,600	6,508,100	60,500
Scholarships	260,000	260,000	-
Total before transfers	66,091,400	66,190,600	149,200
Debt Service	88,300	88,300	-
Non-Mandatory Transfers	(8,111,800)	(7,479,600)	632,200
<u>Total</u>	<u>\$ 58,067,900</u>	<u>\$ 58,799,300</u>	<u>\$ 731,400</u>



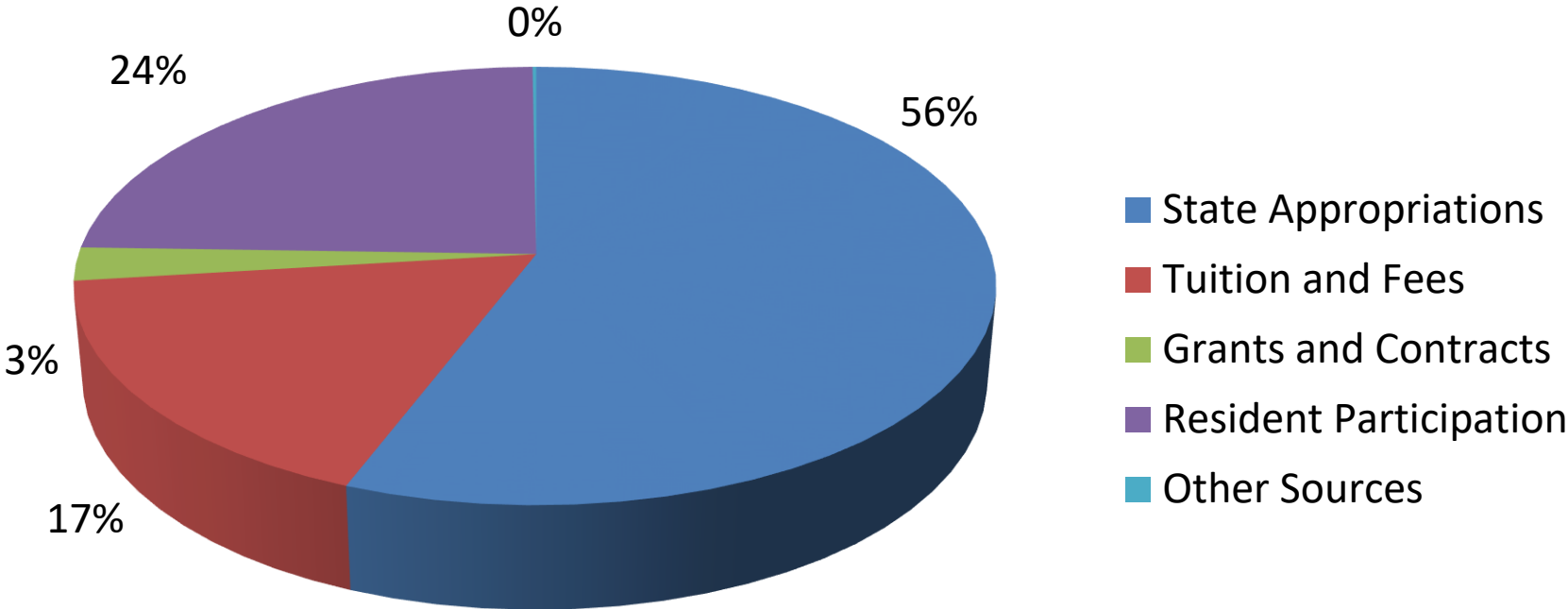
COM Revenue Budget

<u>Revenues by Source</u>	<u>%</u>	<u>Amount</u>
State Appropriations	55.84%	\$ 32,823,000
Tuition and Fees	17.21%	10,115,300
Grants and Contracts	2.45%	1,440,000
Residents Participation	24.35%	14,311,700
Other Sources	.15%	88,700
		<u>\$ 58,778,700</u>



COM FY 17-18 Revenue Budget

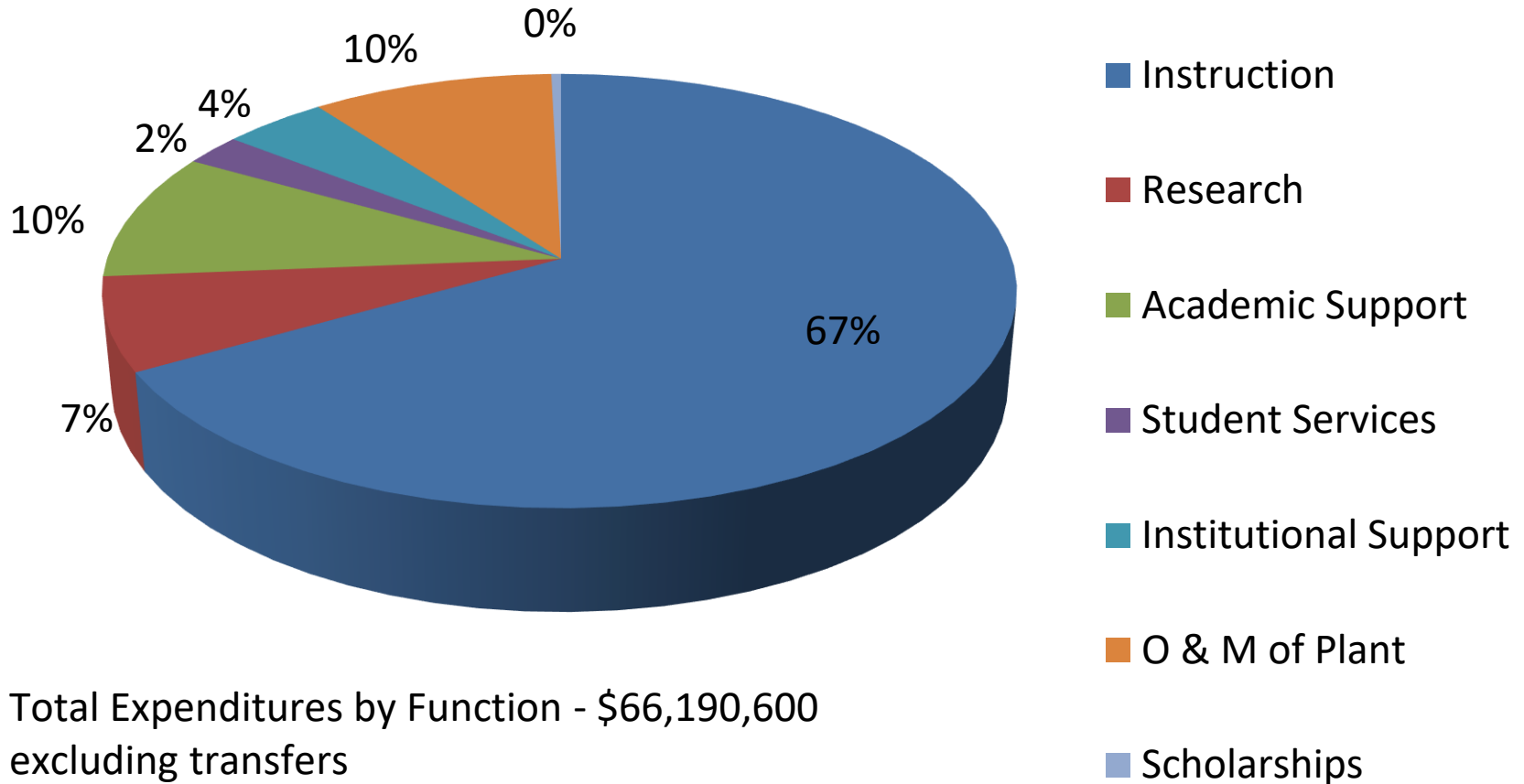
Revenue by Source



Total Revenue - \$58,778,700

COM FY 17-18 Expenditure Budget

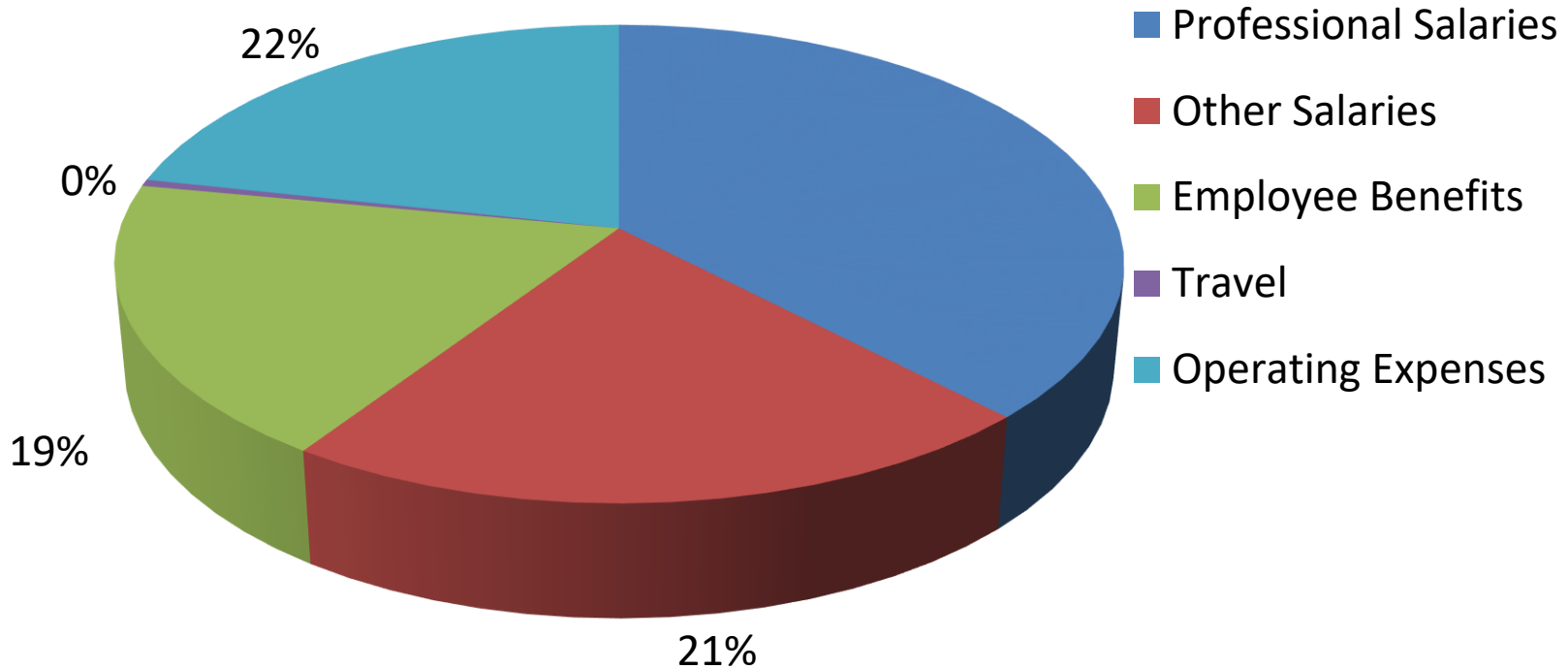
By Function



COM FY 17-18 Expenditure Budget

By Natural Classification

38%



Total by Natural Classification - \$66,190,600
Excluding transfers





EAST TENNESSEE STATE
UNIVERSITY



ETSU Family Medicine
Proposed Budget
2017-18

Family Medicine 2017-18

	Estimated 16-17	Original 2017-18	Increase (Decrease)
<u>Revenue</u>	\$ 15,874,000	\$ 16,258,300	\$ 384,300
<u>Expenditures and Transfers</u>			
Instruction	\$ 10,610,800	\$ 10,763,100	\$ 152,300
Research	317,000	310,100	(6,900)
Academic Support	2,979,900	3,005,400	25,500
Institutional Support	1,553,200	1,618,300	65,100
Facilities	305,000	282,000	(23,000)
Debt Service	262,900	262,900	-
<u>Total</u>	<u>\$ 16,028,800</u>	<u>\$ 16,241,800</u>	<u>\$ 213,000</u>



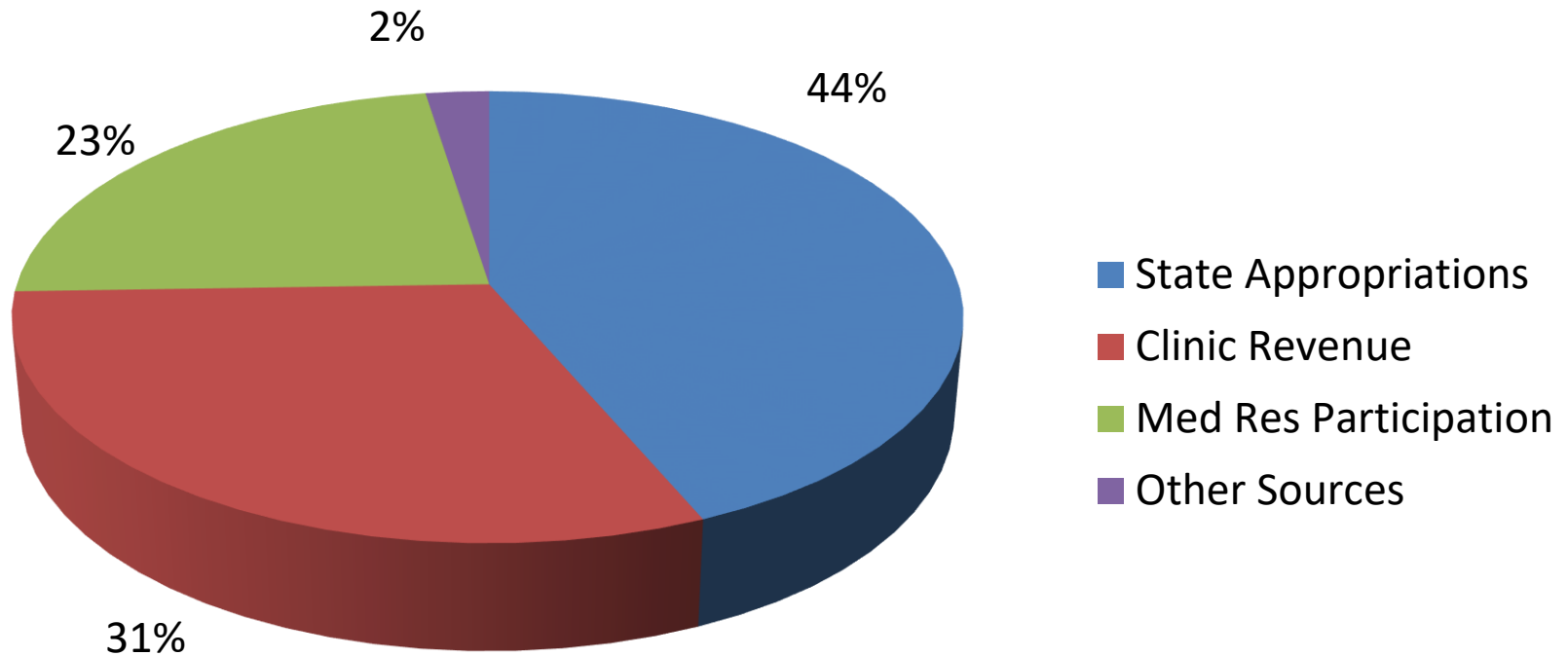
FM Revenue Budget

<u>Revenues by Source</u>	<u>%</u>	<u>Amount</u>
State Appropriations	43.59%	\$ 7,086,800
Clinical Revenue	30.91%	5,025,000
Resident Participation	23.03%	3,745,000
Other Sources	2.47%	<u>401,500</u>
		<u><u>\$ 16,258,300</u></u>



FM FY 17-18 Revenue Budget

Revenue by Source

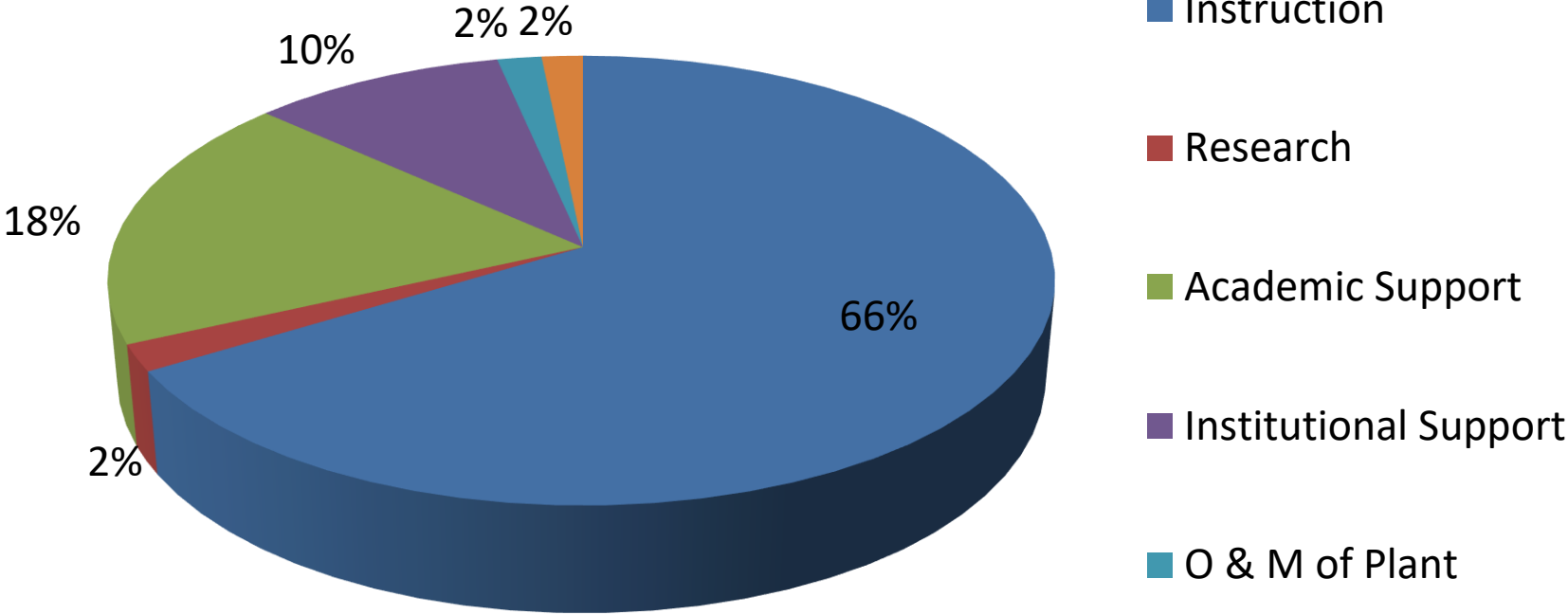


Total Revenue - \$16,258,300



FM FY 17-18 Expenditure Budget

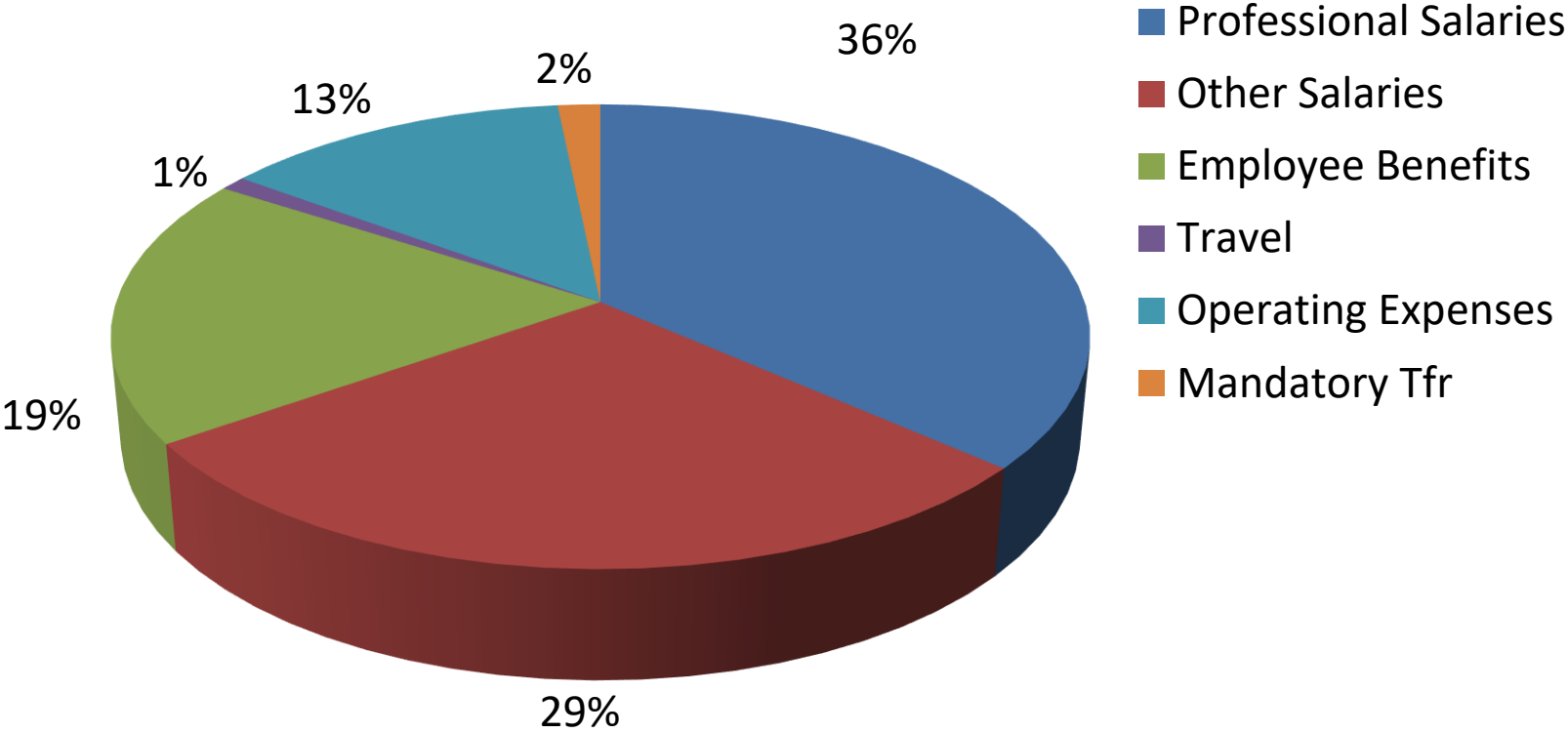
By Function



Total Expenditures & Transfers by Function - \$16,241,800

FM FY 17-18 Expenditure Budget

By Natural Classification



Total by Natural Classification - \$16,241,800



EAST TENNESSEE STATE
UNIVERSITY



Bill Gatton College of Pharmacy
Proposed Budget
2017-18

College of Pharmacy 2017-18

	Estimated 16-17	Original 2017-18	Increase (Decrease)
Revenue	\$ 11,285,400	\$ 11,459,000	\$ 173,600
<u>Expenditures and Transfers</u>			
Instruction	\$ 6,492,100	\$ 6,825,000	\$ 332,900
Research	481,500	473,100	(8,400)
Academic Support	1,725,700	1,451,800	(273,900)
Student Services	680,400	659,900	(20,500)
Institutional Support	613,400	639,500	26,100
Facilities	528,500	530,100	1,600
Scholarships	332,100	332,000	(100)
Total before transfers	10,853,700	10,911,400	57,700
Debt Service	661,000	661,000	-
Nonmandatory Trfs	45,100	(114,100)	(159,200)
Total	\$ 11,559,800	\$ 11,458,300	\$ (101,500)



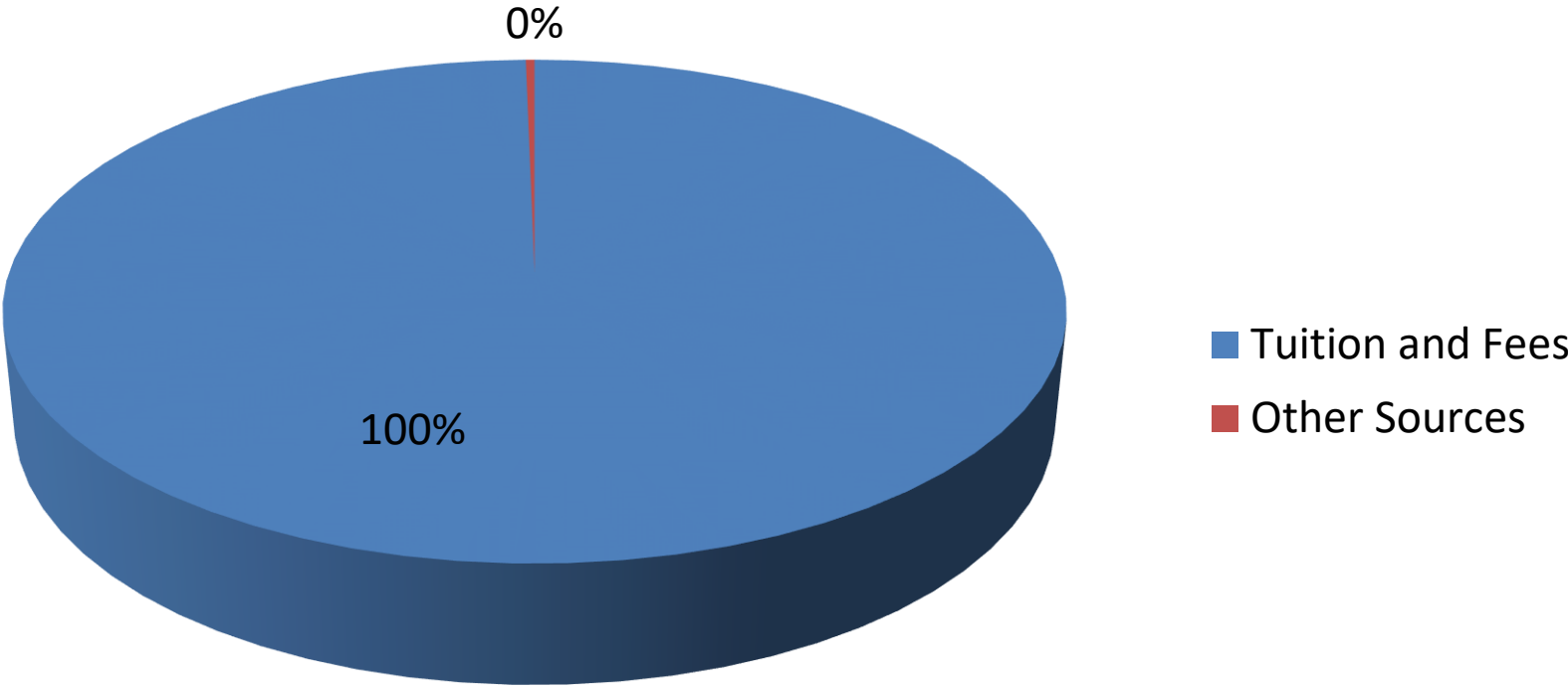
COP Revenue Budget

<u>Revenues by Source</u>	<u>%</u>	<u>Amount</u>
State Appropriations	0%	\$ 0
Tuition and Fees	99.69%	11,424,000
Other Sources	0.31%	<u>35,000</u>
		<u><u>\$ 11,459,000</u></u>



COP FY 17-18 Revenue Budget

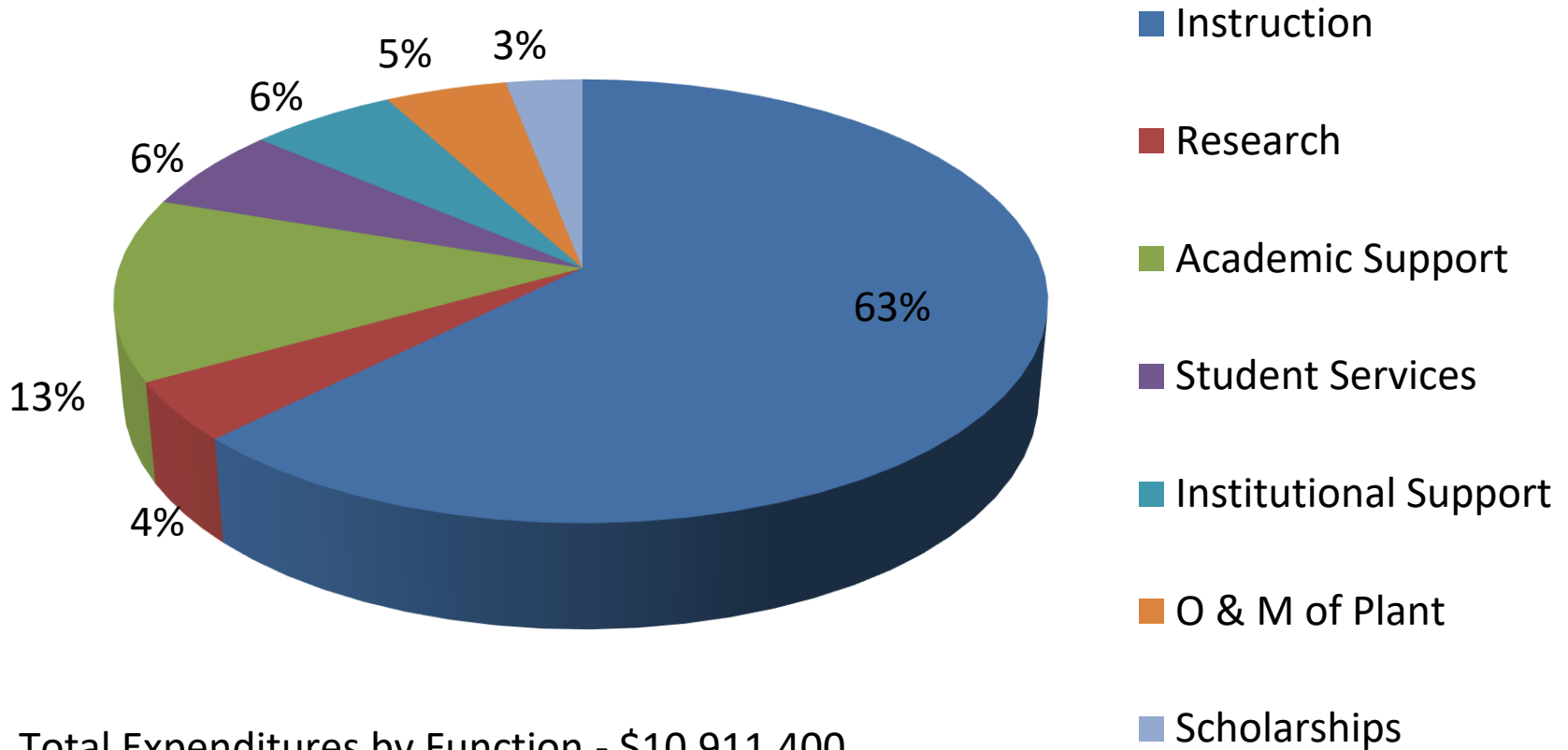
Revenue by Source



Total Revenue - \$11,459,000

COP FY 17-18 Expenditure Budget

By Function

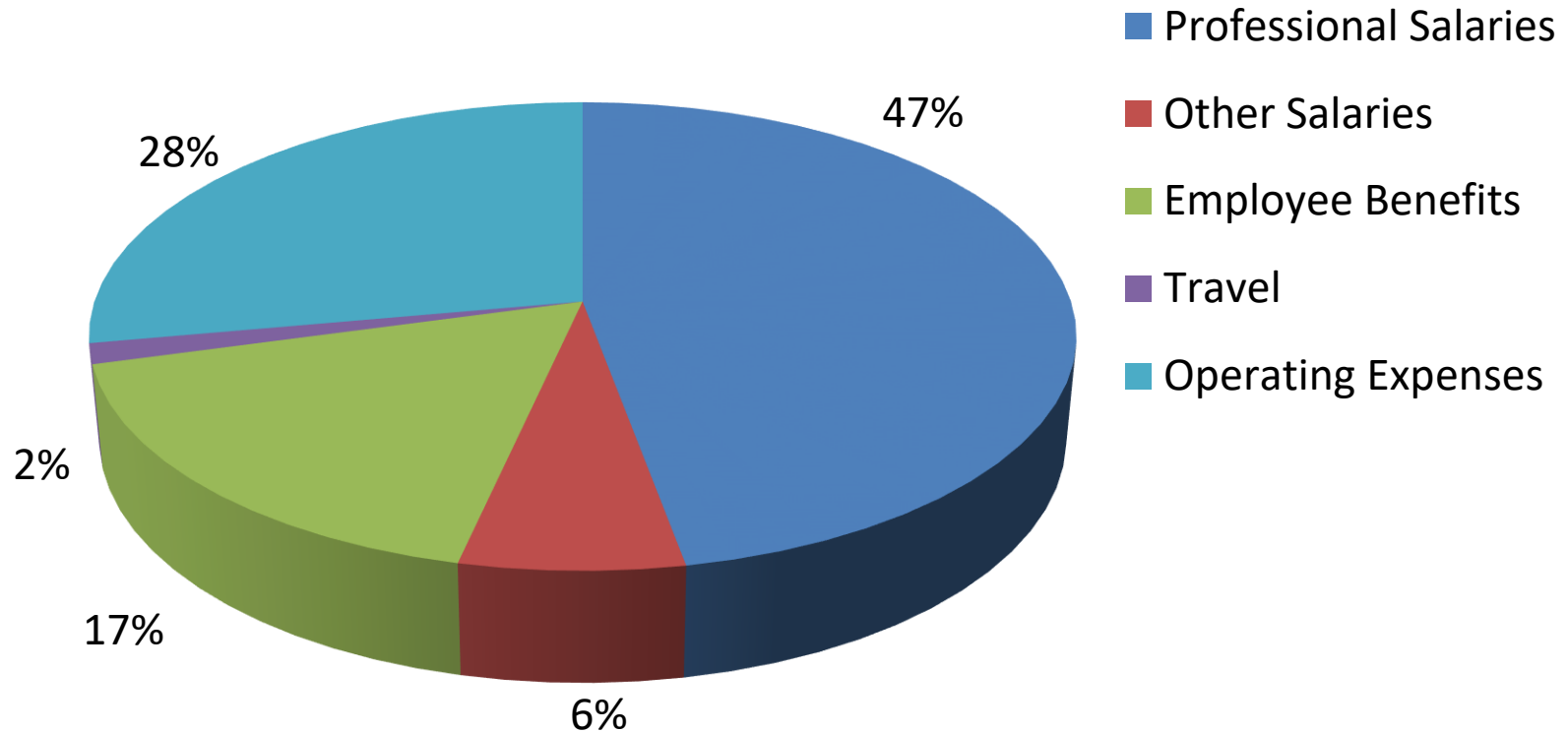


Total Expenditures by Function - \$10,911,400



COP FY 17-18 Expenditure Budget

By Natural Classification



Total by Natural Classification - \$10,911,400





EAST TENNESSEE STATE
UNIVERSITY



Summary

Summary

- Thorough budget hearing process
- Recommending low tuition increases with stable state appropriation revenue
- Investments of significant institutional resources in our employees with 3 percent salary pool
- New positions primarily in Instruction and Academic Support
- Investment by the State in our infrastructure, with Lamb Hall and several maintenance projects slated for funding





Questions

