Financial Sustainability and Innovation
Board of Visitors Retreat

July 24, 2019
Major Changes Since 2018 Retreat

• Tuition Moderation Funding
• State allocations for data science and other high demand degrees
• Tech Talent legislation and related funding
• Institutional Performance Partnership Agreement (IPPA) language
Tech Talent Update
William & Mary’s Tech Talent Proposal

• The Legislature's Original Timeline: MOU by July 1, 2019
• Tentative Timeline: MOU by September 1, 2019
• Increases undergraduate Computer Science degrees from 70 to 160 per year
• Establishes an undergraduate Data Science major (+40 degrees per year)
• Establishes a Professional MS in Computer Science (+35 MS degrees per year)
• Expands/Reconfigures ISC 4 to accommodate program expansions
• Over the 20 year period W&M provides 1,965 additional CS degrees (7.8% of state goal)
• Adding Data Science, W&M provides a total of 2,728 additional CS and DS degrees (10.9% of state goal)
William & Mary’s Proposal Assumes

- Increase in CS/DS degree production is supported by enrollment growth at the university
- Cost/degree is 15% above average cost
  - Template assumption
  - Consistent with Delaware cost study
- Faculty are phased in to support enrollment growth and degree production. Faculty salaries reflect current year hiring experience
Institutional Performance Partnership Agreement (IPPA)
Williams & Mary’s Goals Align with State Priorities

Goal 1: Expand Support for the Commonwealth’s Workforce and Economic Development Needs

- Tech Talent Proposal
- Internships in Computer and Data Science

Goal 2: Align Enrollment Management with Needed Growth

- Maintain commitment to Virginia students consistent with high school graduation rate
- Grow enrollment of undergraduates to deepen the talent pool for further economic growth in the Commonwealth
- Target growth in graduate programs to support the state’s workforce needs (computer science, business analytics, etc.)
Williams & Mary’s Goals Align with State Priorities cont.

Goal 3: Provide Access, Affordability and Cost Predictability

- Slow rate of growth in tuition
- Maintain year-to-year tuition predictability
- Promote degree completion
### Unrestricted Funds Are Limited

**FY20 Operating Budget, By Fund Sources**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition¹</td>
<td>$209.4</td>
<td>44.5%</td>
</tr>
<tr>
<td>Auxiliary Fees and Other Revenue</td>
<td>$112.9</td>
<td>24.0%</td>
</tr>
<tr>
<td>State General Fund</td>
<td>$53.8</td>
<td>11.4%</td>
</tr>
<tr>
<td>Grants &amp; Contracts</td>
<td>$31.4</td>
<td>6.7%</td>
</tr>
<tr>
<td>Restricted Private Funds²</td>
<td>$44.2</td>
<td>9.4%</td>
</tr>
<tr>
<td>Unrestricted Private Funds²</td>
<td>$19.0</td>
<td>4.0%</td>
</tr>
</tbody>
</table>

*FY20 Total = $470.7 million³*

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¹ - FY20 revenue updated based on FY19 actuals.
² - Private funds includes funds received directly by the university as well as those received by affiliated foundations that are used to support university operations.
³ - Excludes Virginia Institute of Marine Science.
Potential Financial Levers

- State funding: No
- Grant & Contracts: No
- Philanthropy/private funds: Partially
- Tuition: Yes
- Enrollment growth: Partially
- Reallocating of existing revenues: Yes
- New sources of revenue generation: Yes
- Auxiliary fees and other revenue: Yes