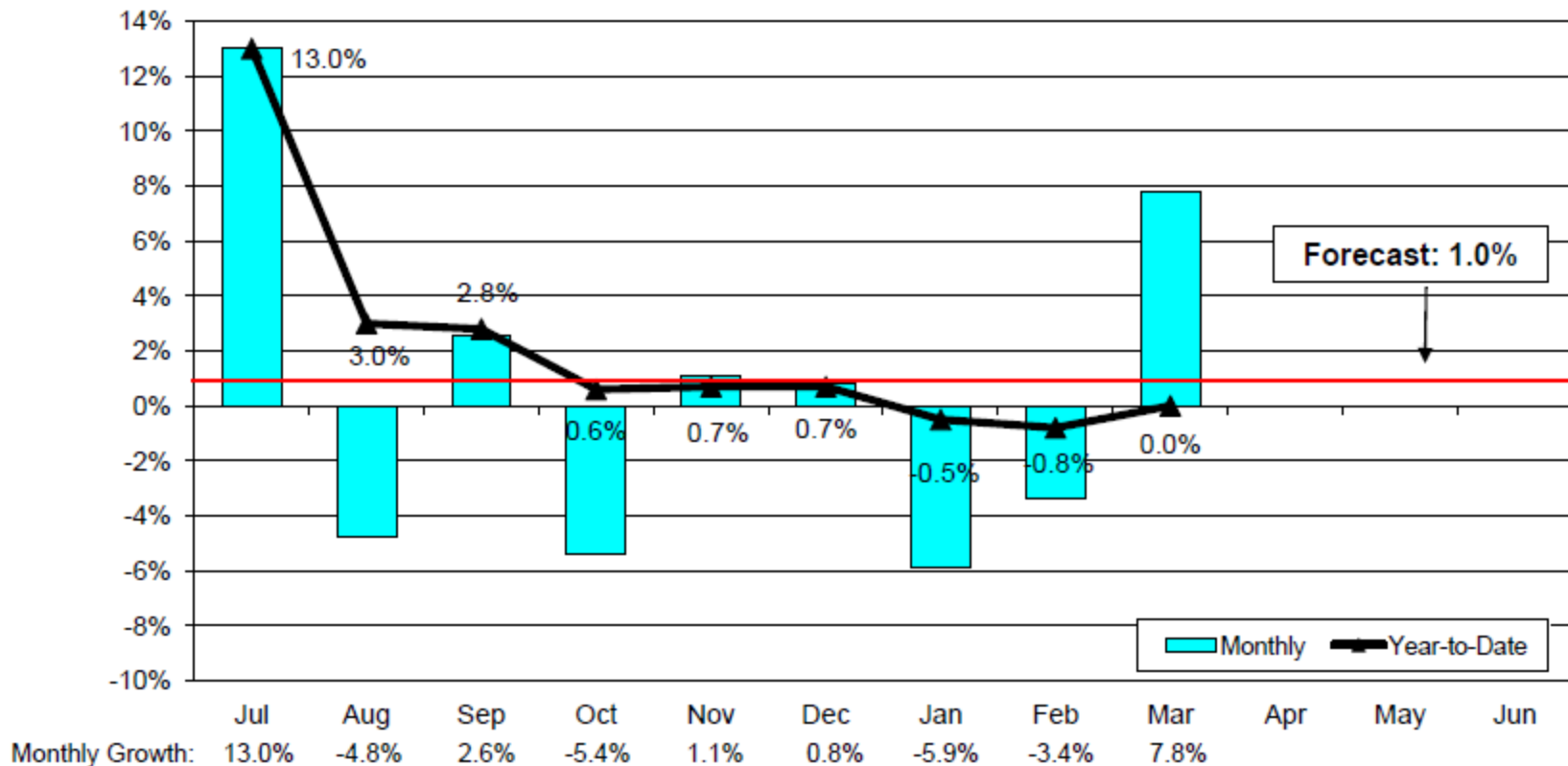


**BOARD OF VISITORS
COMMITTEE ON FINANCIAL AFFAIRS
APRIL 25, 2014**

THE COLLEGE OF WILLIAM AND MARY



Growth in Total General Fund Revenue Collections FY14 Monthly and Year-to-Date

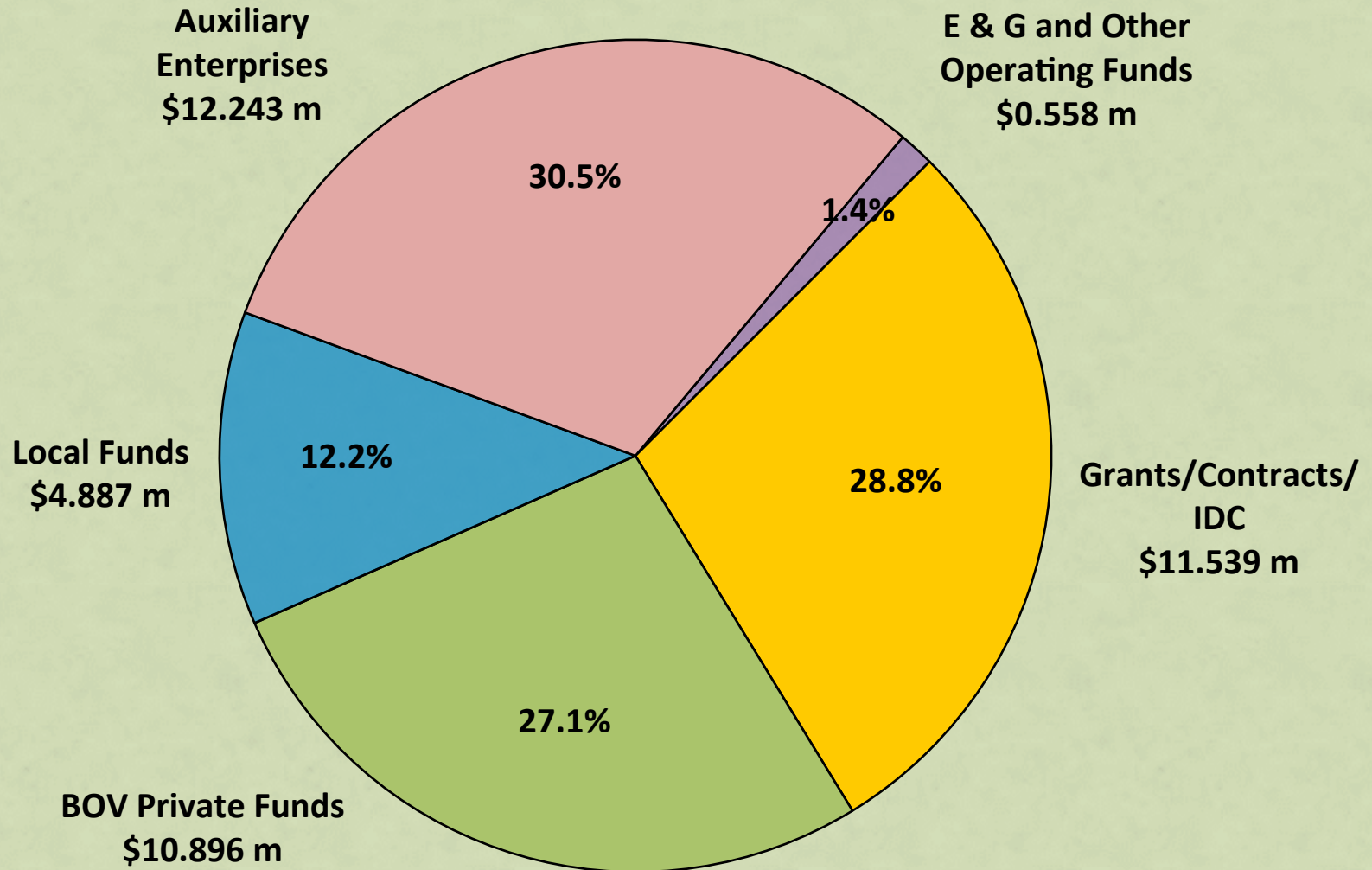


- Total general fund revenues increased 7.8 percent in March due to individual and corporations making final payments for tax year 2013 ahead of the due date and fewer individual income tax refunds being issued.
- On a year-to-date basis, total revenues were flat, trailing the annual forecast of 1.0 percent growth.
 - Adjusting for AST and the HB2313 program, total revenues grew 1.1 percent through March, behind the economic-base forecast of 2.1 percent growth.

College of William and Mary

FY 2013 Ending Cash Balances (Operating)

\$40.123 million



FUNDING PRIORITIES

- *Implement the William & Mary Promise;*
- *Maintain and enhance the quality of academic programs, including the competitiveness of faculty salaries;*
- *Recognize the Commonwealth's incremental investment;*
- *Identify opportunities for budget reallocations and academic/business innovation;*
- *Address Strategic Planning, Six Year Plan, and Higher Education Opportunity Act priorities, including expanded aid for middle-income Virginia families;*
- *Balance revenue need with student affordability;*
- *Use all available fund sources to address funding requirements;*
- *Continue to aggressively seek private funds and other revenue sources.*

**William & Mary
Strategic Plan**

*William
&
Mary
Promise*

**Governor's
Higher
Education
Commission**

- Six-Year Plan
- Higher Education
Advisory
Committee
(HEAC)

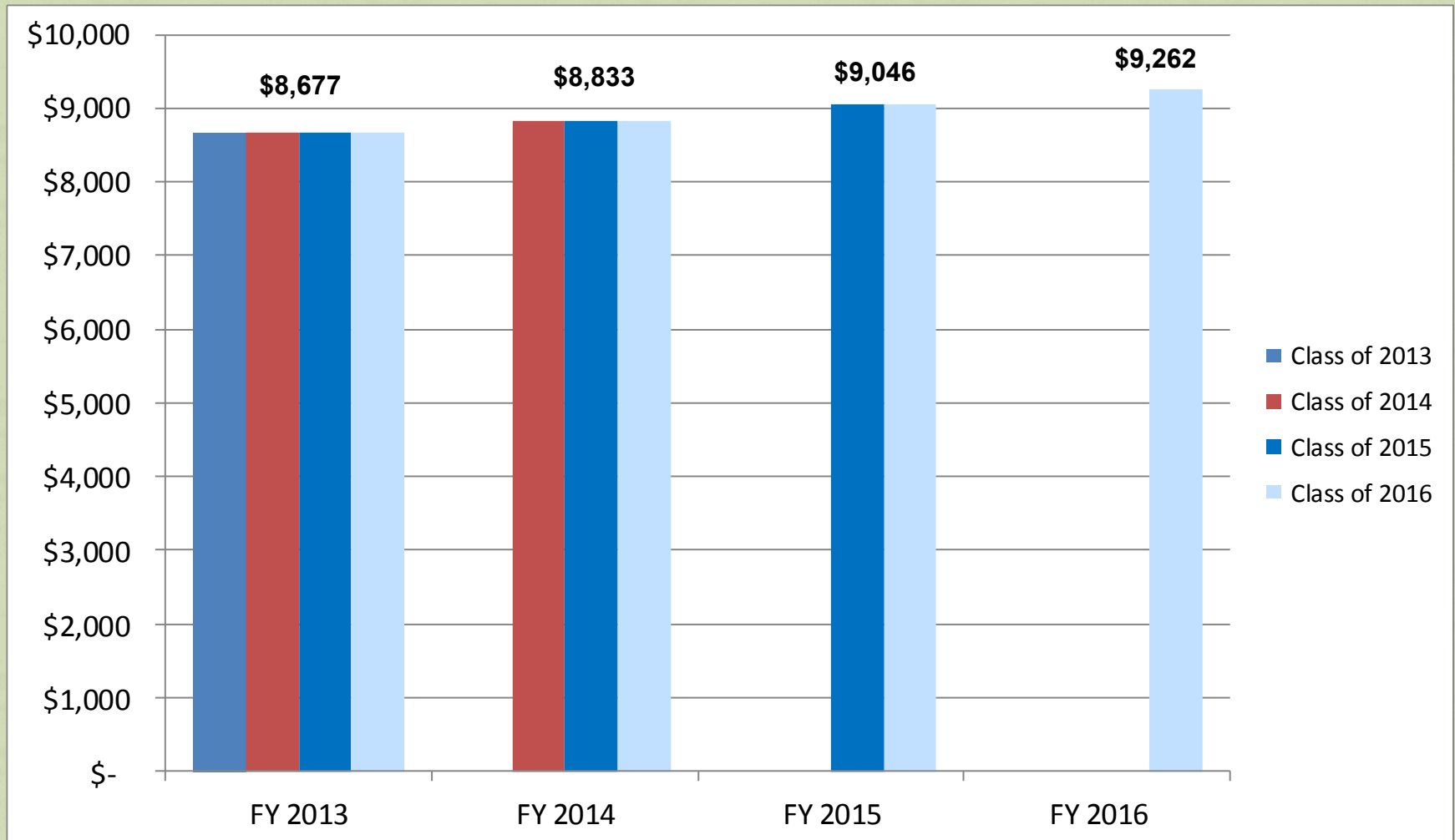
A new business model that will:

- Secure a sustainable future for Virginia's distinctive "public ivy," as recognized by the Governor's Commission
- Relieve the "middle-class squeeze" by reducing net tuition for middle-income Virginians as defined by the Governor's Commission
- Give all incoming Virginia undergraduates and their families an innovative, ironclad ***four-year promise that tuition won't rise***
- Reduce the student loan debt burden faced after graduation by middle-income Virginians
- Provide access to W&M degree opportunities for more Virginia students
- Attract and retain top national and international faculty
- Lead the way in faculty productivity and "TJ21" reforms
- Preserve the educational experience that makes W&M one of America's most coveted higher education institutions in the world

The William & Mary Promise

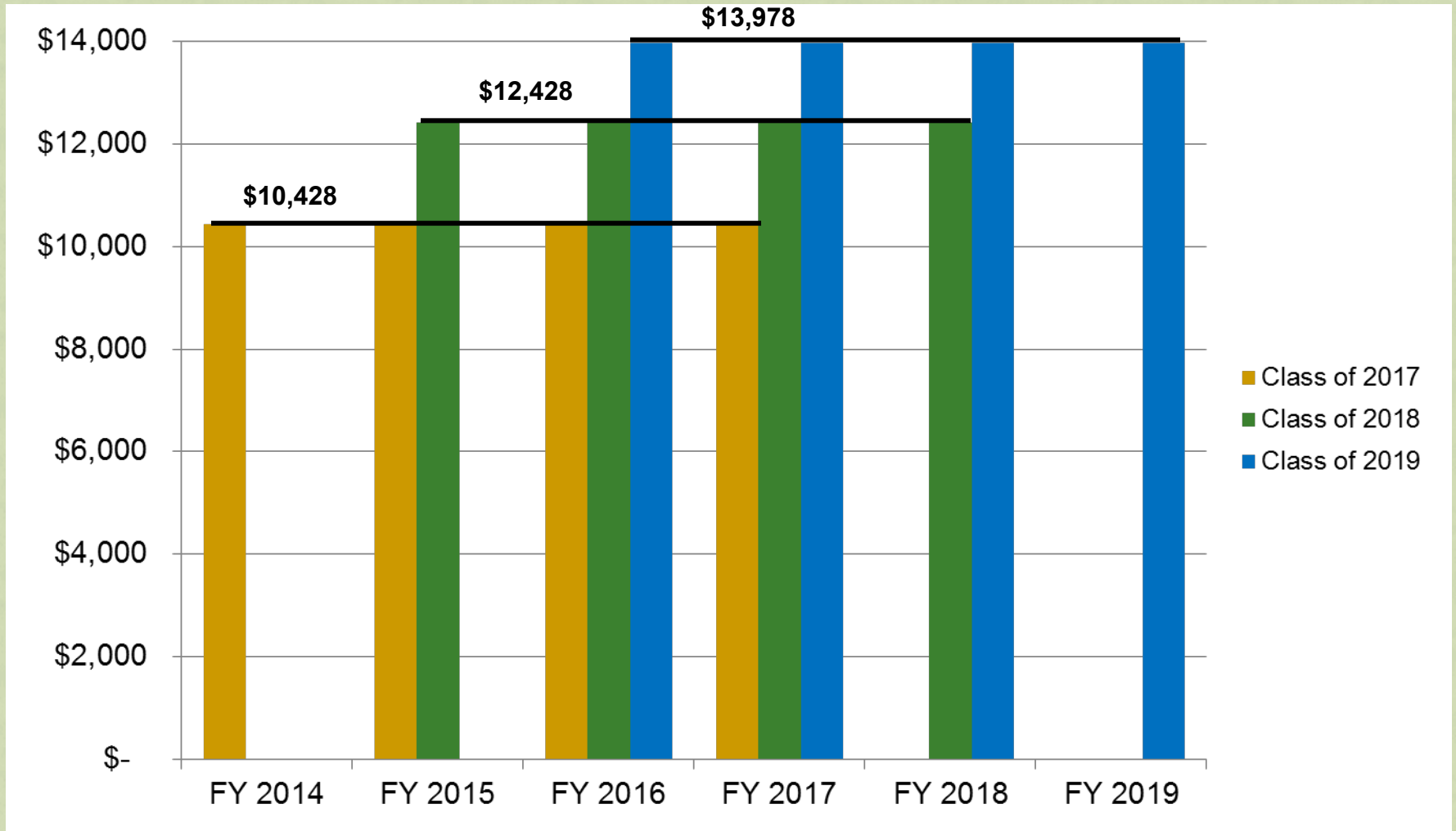
- In-State undergraduates
- Predictability in tuition
 - CPI for continuing students
 - Four-year tuition guarantee for entering students

Tuition Program to Implement Six Year Plan – Returning Students FY 2013 – FY 2016: Tuition Increase at Estimated CPI Increase



Tuition Program to Implement Six Year Plan – New Students

FY 2014 – FY 2016: Three Year Step Change for Freshmen with Four Year Guarantee



The William & Mary Promise

■ Affordability

■ Reduce “net price” for middle-income families

■ HEAC definition

■ Reduce debt levels

- $\leq \$40,000$
- $> \$40,000$ $< \$60,000$
- $> \$60,000$ $< \$100,000$

Cumulative Four-Year Debt

FY 2013

FY 2014

\$ 0

\$ 0

\$22,000

\$14,000 (-36%)

\$22,000

\$18,000 (-18%)

The William & Mary Promise

■ Accessibility

- Additional 150 in-state undergraduate slots
- 8% growth in in-state undergraduate enrollment over 7 years

COLLEGE OF WILLIAM AND MARY

FY 2015 INCREMENTAL REVENUES, EXPENDITURES AND REALLOCATIONS

	W&M Promise <u>Estimates</u>	FY 2015 <u>Proposed Budget</u>
<u>Revenue</u>		
State Funds	\$ 1,200,000	\$
Program support		800,000
Bonus/Fringe benefits		1,350,000
Undergraduate Tuition		
In-state	3,915,000	4,464,000
Out-of-state	1,910,000	3,366,900
Enrollment growth	1,462,000	
Graduate/Professional	<u>1,613,000</u>	<u>1,613,000</u>
	\$ 10,100,000	\$11,593,900
<u>Expenditure/Reallocation</u>		
Faculty/Staff salaries	\$ 5,986,836	\$ 5,570,000
Fringe Benefits	781,600	2,870,000
Financial Aid	2,340,000	2,250,000
Graduate Aid	500,000	250,000
Enrollment	360,000	800,000
Base Operations	831,564	440,500
Strategic Plan	300,000	813,400
Reallocation	<u>(1,000,000)</u>	<u>(1,400,000)</u>
	\$ 10,100,000	\$11,593,900

COLLEGE OF WILLIAM AND MARY

FY 2015 INCREMENTAL BUDGET ALLOCATIONS

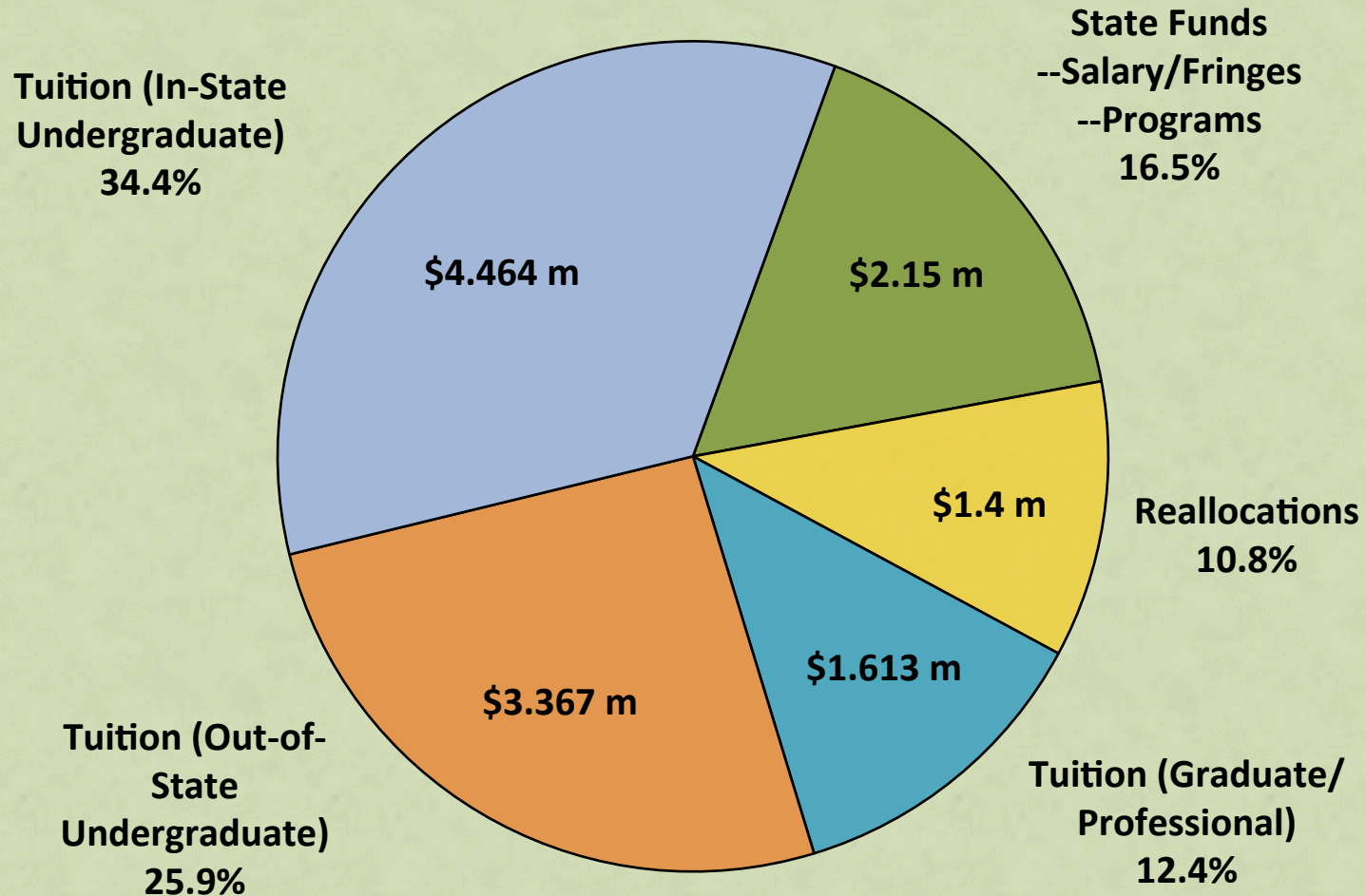
Expenditures/Reallocations:

Faculty/Staff Salary Pool	\$5,570,000
Fringe Benefits (College match)	2,870,000
Financial Aid (undergraduate)	2,250,000
Graduate Aid	
A&S/SOE	250,000
Enrollment Support	800,000
Research Support	186,000
Information Technology	375,500
eLearning Platform	
Academic Technology	
HR/Finance Liaison	
Student Support	286,000
Career Center	
Diversity Education	
Public Service	
Academic Support	167,400
Academic Advising	
Technician: Art Studios	
VIMS Transportation Link	
Business Innovation	239,000
Purchasing/Surplus Property	
Space Management	
Strategic Sourcing	
Training Support	
Auxiliary Recovery (student aid)	- 400,000
Reallocation Target	<u>- 1,000,000</u>
	\$11,593,900

College of William and Mary

Sources of Incremental Funding Support

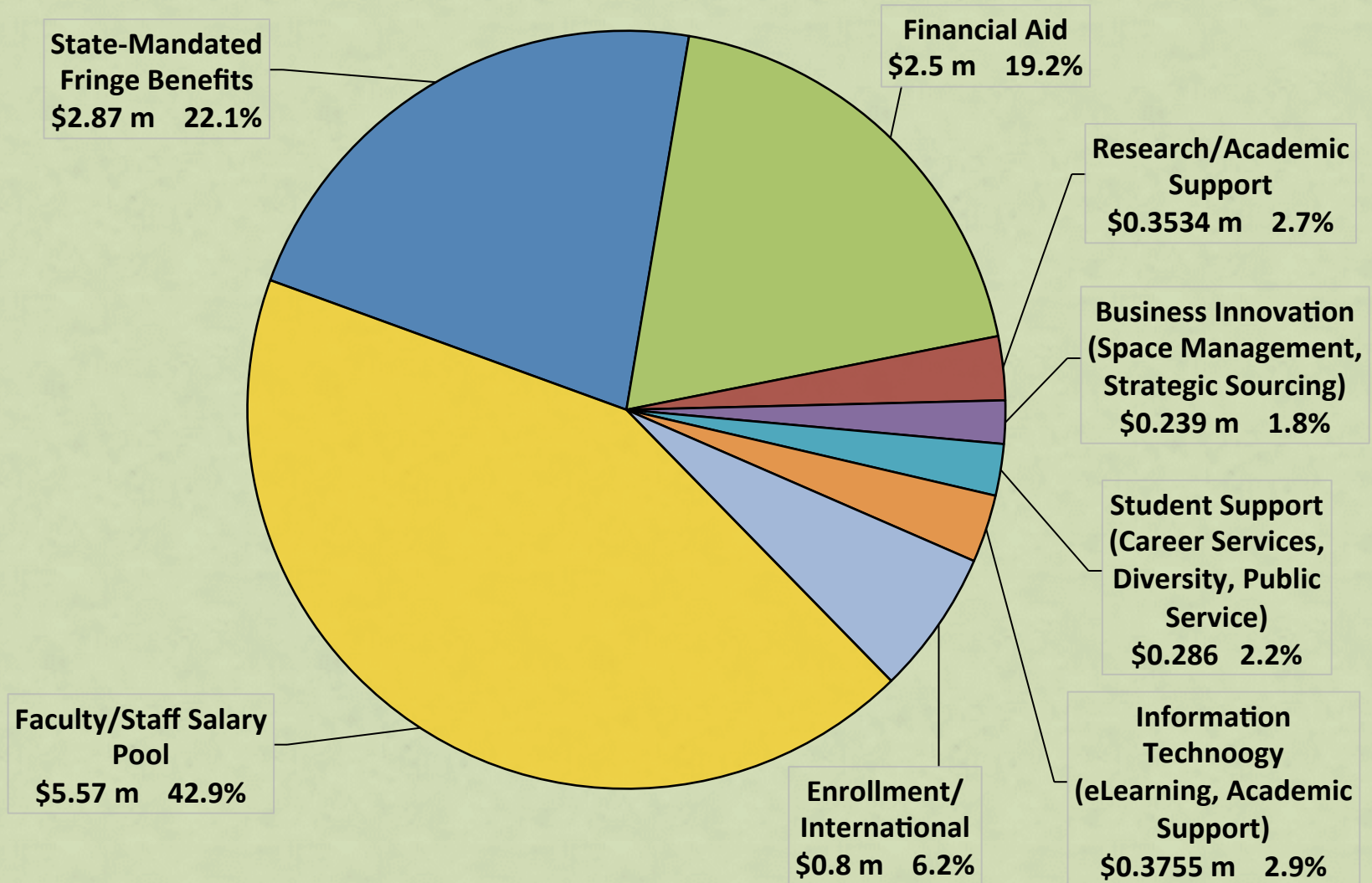
\$12.994 million



College of William and Mary

Incremental Expenditures by Category

\$12.994 million



COLLEGE OF WILLIAM AND MARY

**FY 2014-15 OPERATING BUDGET
FOR EDUCATIONAL AND GENERAL PROGRAMS**

	<u>Estimated FY 2013-2014</u>	<u>Proposed FY 2014-2015</u>
<u>REVENUE</u>		
General Fund	\$40,641,662	\$42,791,662
Nongeneral Fund	<u>124,752,751</u>	<u>132,096,651</u>
Total Revenue	\$165,394,413	\$174,888,313
<u>EXPENDITURES</u>		
Instruction	\$ 93,715,880	\$98,921,312
Research	958,305	982,180
Public Service	8,021	8,021
Academic Support	26,138,683	27,514,330
Student Services	8,400,111	9,031,835
Institutional Support	17,946,413	19,521,662
Plant Operations	<u>18,227,000</u>	<u>18,908,973</u>
Total Expenditures	\$165,394,413	\$174,888,313

College of William and Mary
Sources of E & G Revenue
\$174.9 million

General Fund

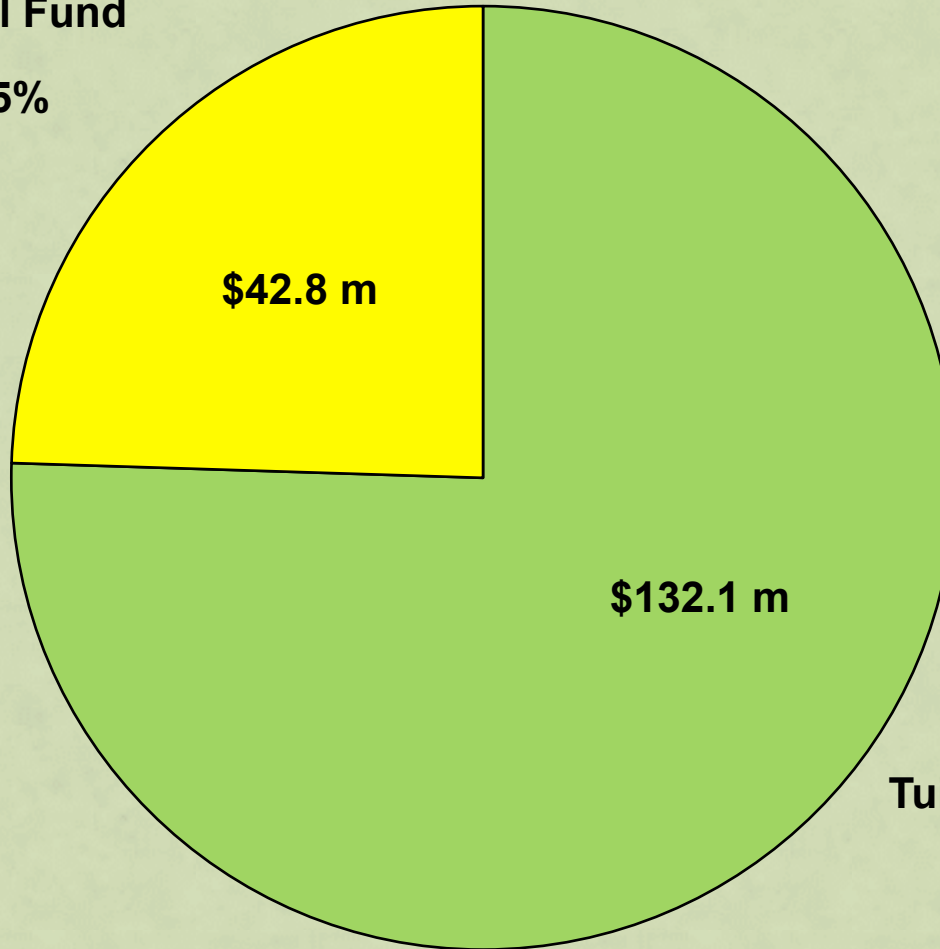
24.5%

\$42.8 m

\$132.1 m

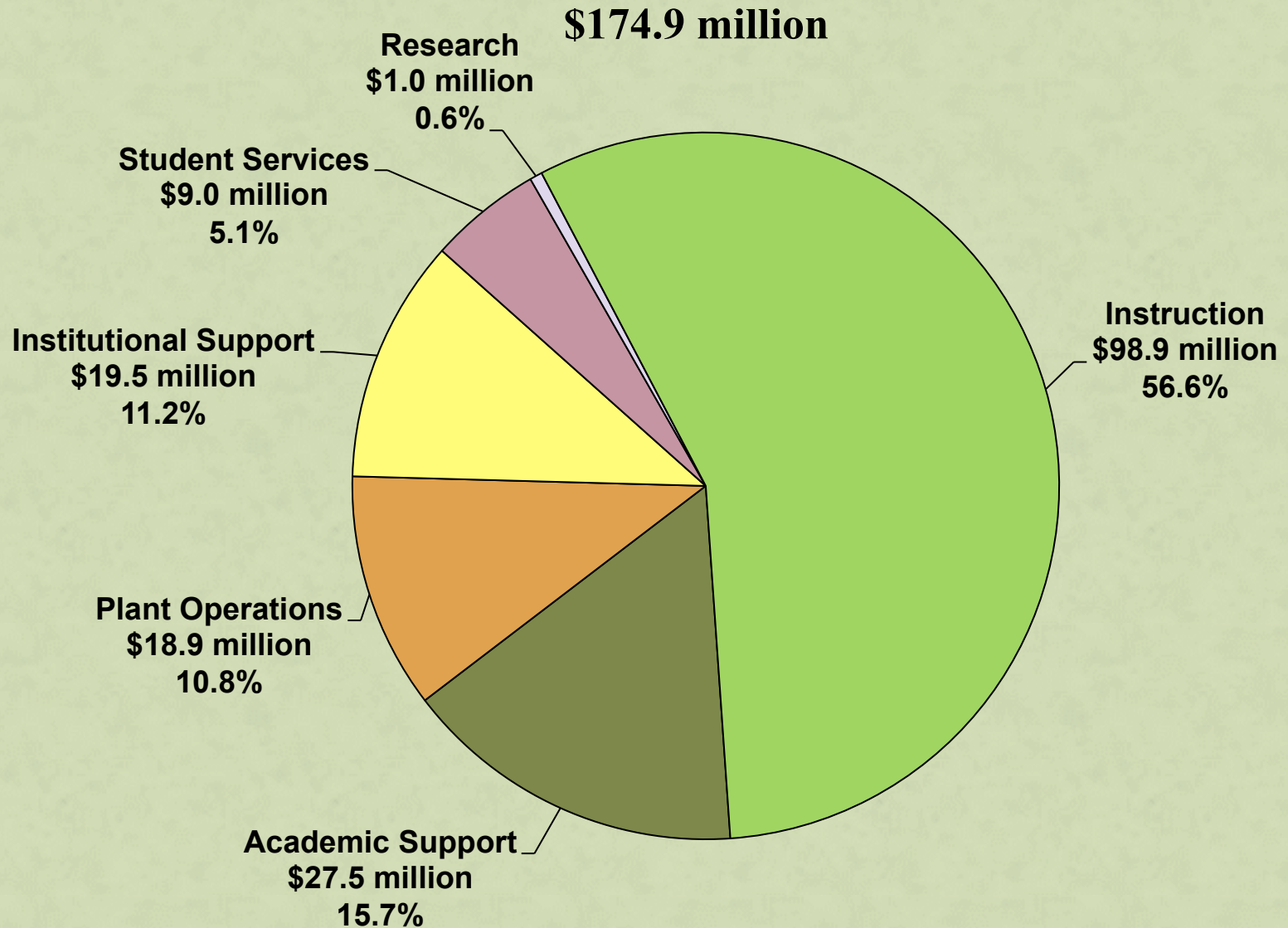
Tuition and Other

75.5%

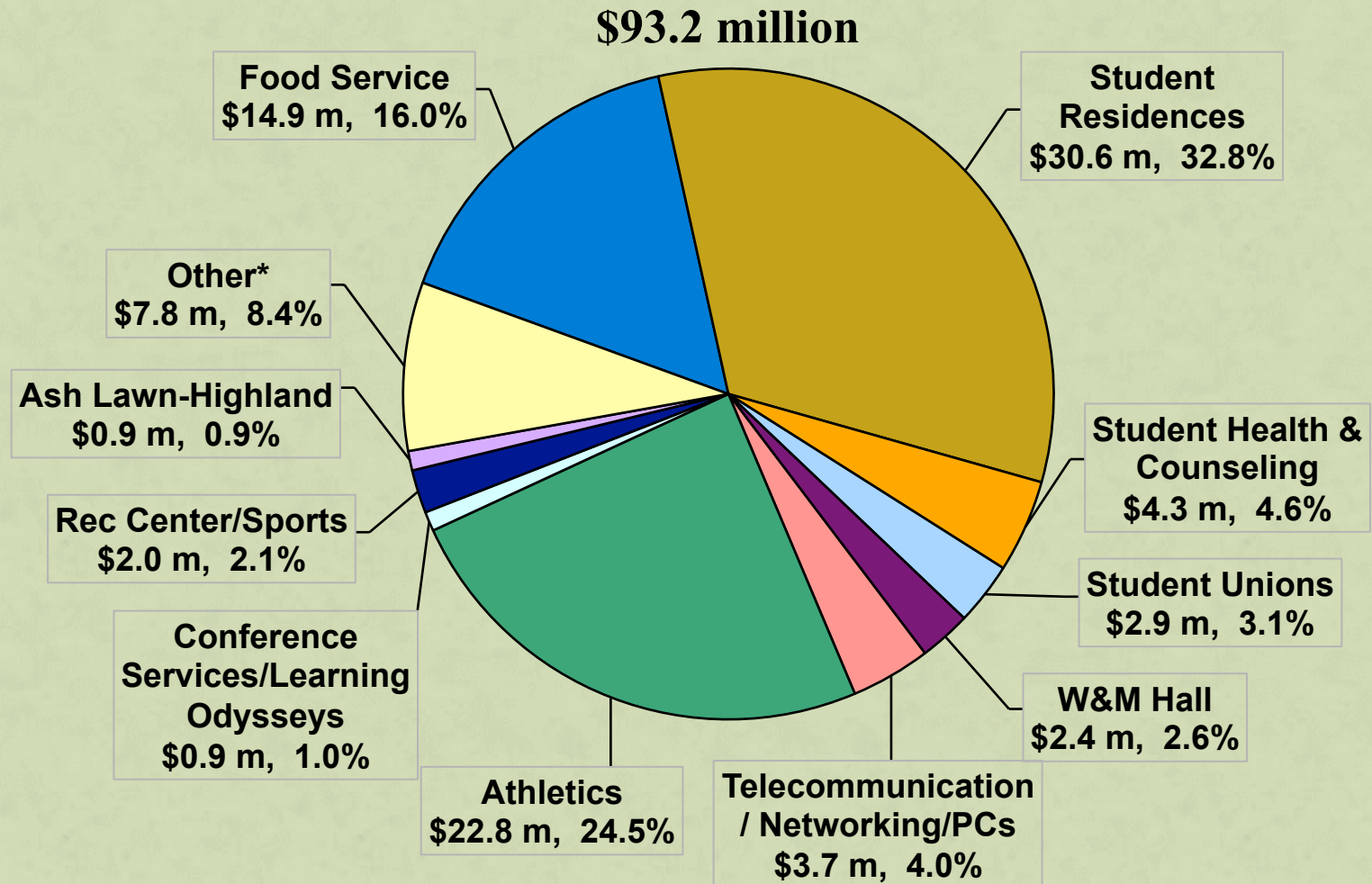


College of William and Mary

Expenditures by E & G Program



College of William and Mary
Projected Auxiliary Enterprise Expenditures By Major Program

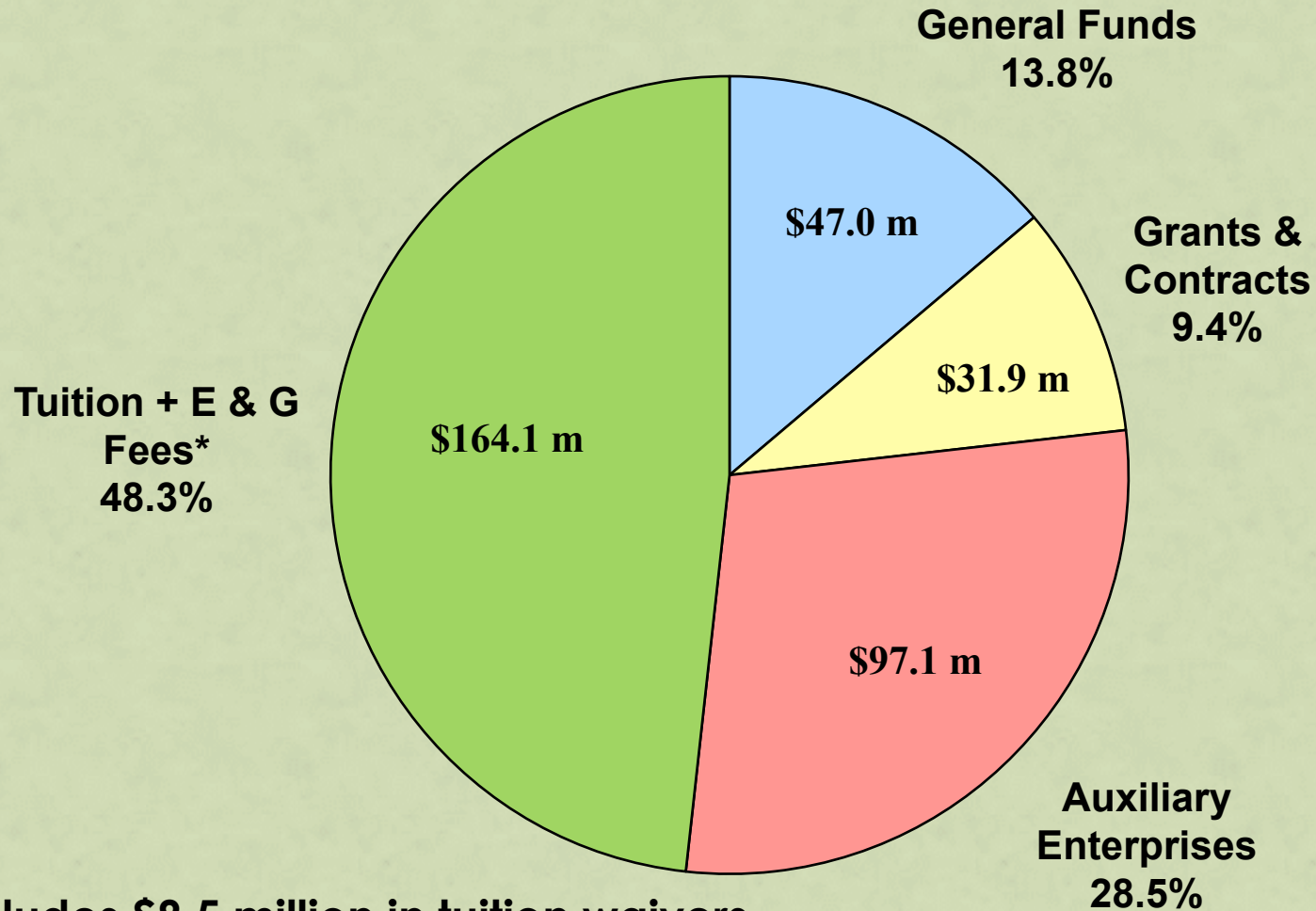


*Other includes parking, bus service, vending, licensing, ID office, and other smaller auxiliary services.

College of William and Mary

Sources of State Appropriated Funds

\$340.1 million

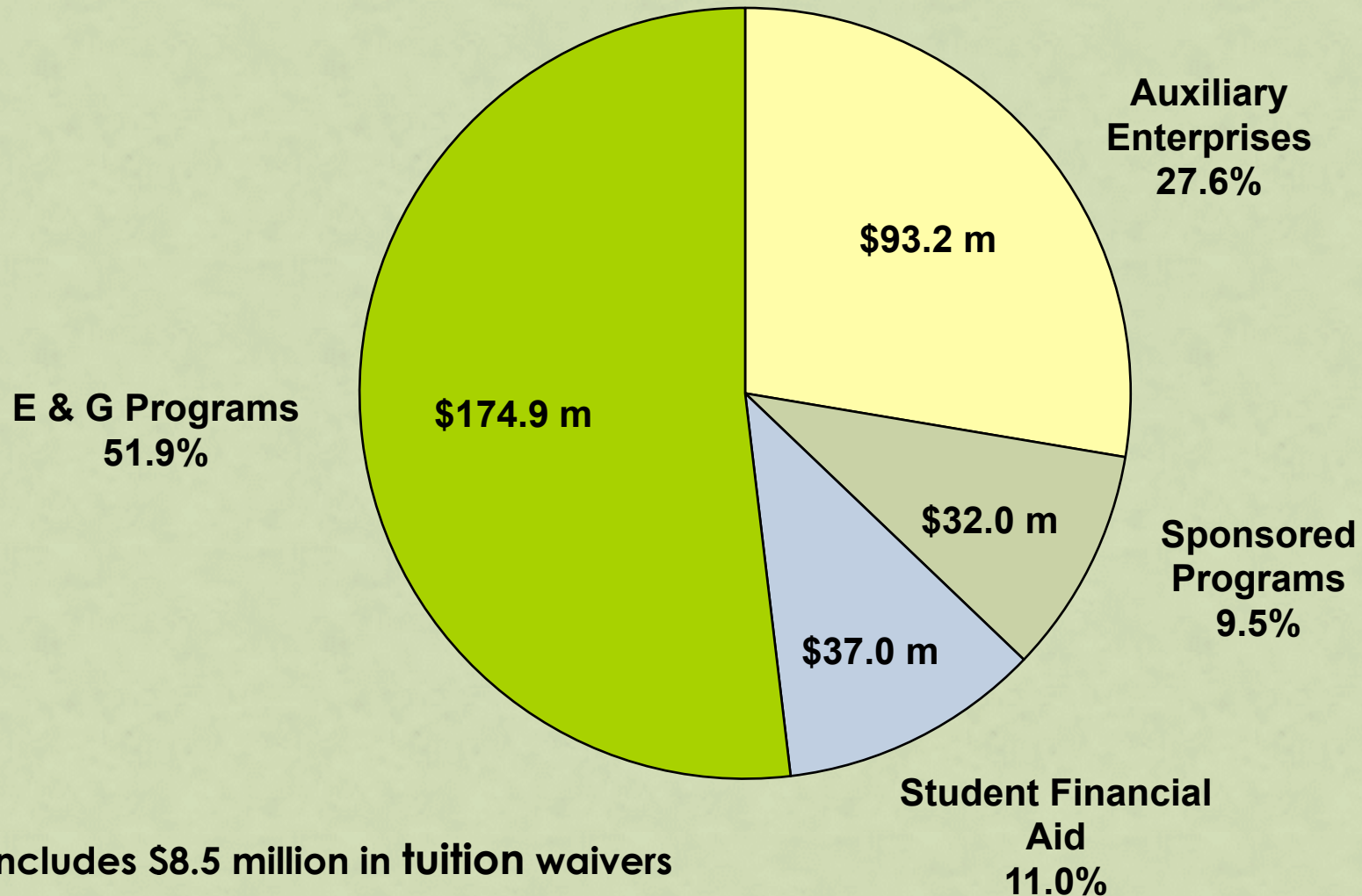


***includes \$8.5 million in tuition waivers**

College of William and Mary

State Appropriated Expenditures by Major Program

\$337.1 million



FY 2015 Budget Summary (By Source & Program)

	<u>Estimated FY 2014</u>	<u>Proposed FY 2015</u>	<u>Dollar Change</u>
<u>Revenue</u> (Source)			
State Funds	\$ 44,761,373	\$ 47,001,084	\$ 2,239,711
Tuition/E & G Fees	154,706,939	164,150,839	9,443,900
Auxiliary	93,548,178	97,140,007	3,591,829
Grants/Contracts	<u>31,850,000</u>	<u>31,850,000</u>	<u>-0-</u>
	\$ 324,866,490	\$ 340,141,930	\$ 15,275,440
<u>Expenditures</u> (Program)			
E & G	\$ 165,394,413	\$ 174,888,313	\$ 9,493,900
Student Aid	25,973,899	28,563,610	2,589,711
Student Waivers	8,500,000	8,500,000	-0-
Auxiliary	91,147,264	93,203,799	2,056,535
Grants/Contracts	<u>31,950,000</u>	<u>31,950,000</u>	<u>-0-</u>
	\$ 322,965,576	\$ 337,105,722	\$ 14,140,146
Plus BOV Private Funds	<u>\$ 12,916,715</u>	<u>\$ 14,935,492</u>	
	\$ 335,882,291	\$ 352,041,214	
Plus CWM Foundation (FY 2013)	<u>\$ 25,515,000</u>	<u>\$ 25,515,000</u>	
GRAND TOTAL	\$ 361,397,291	\$ 377,556,214	

COLLEGE OF WILLIAM AND MARY
UNDERGRADUATE
TUITION AND FEE SUMMARY

	<u>ACTUAL</u> <u>FY 2013-14</u>	<u>PROPOSED</u> <u>FY 2014-15</u>	<u>DOLLAR</u> <u>CHANGE</u>
<u>IN-STATE</u>			
Tuition (Continuing)	\$ 8,833	\$ 9,046	\$ + 213
Tuition (Sophomores)	10,428*	10,428*	0
Tuition (new students)		12,428*	NA
Technology Fee	67	100	+ 33
Student Faculty Fee	5	5	0
General Fee	3,843	3,986	+ 143
Facility Fee	1,089	1,106	+ 17
HEETF Fee	<u>31</u>	<u>31</u>	<u>0</u>
Total Tuition/Fees			
Continuing	\$ 13,868	\$ 14,274	\$ + 406
Sophomores	15,463	15,656	\$ + 193
New Students		17,656	NA
Room**	\$ 5,870	\$ 6,398	\$ + 528
Board (19 meal)	<u>\$ 3,946</u>	<u>\$ 3,946</u>	<u>0</u>
Total Cost (Continuing)	\$ 23,684	\$ 24,618	\$ + 934
Total Cost (Sophomores)	\$ 25,279	\$ 26,000	\$ + 721
Total Cost (new students)		\$ 28,000	NA
<u>OUT-OF-STATE</u>			
Tuition	\$ 32,816	\$ 34,132	\$ +1,316
Technology Fee	100	100	0
Student Faculty Fee	5	5	0
General Fee	3,843	3,986	+ 143
Facility Fee	1,089	1,106	+ 17
State Building Fee	525	525	0
HEETF Fee	<u>62</u>	<u>62</u>	<u>0</u>
Total Tuition/Fees	\$ 38,440	\$ 39,916	\$ +1,476
Room**	\$ 5,870	\$ 6,398	\$ + 528
Board (19 meal)	<u>\$ 3,946</u>	<u>\$ 3,946</u>	<u>\$ 0</u>
Total Cost	\$ 48,256	\$ 50,260	\$ +2,004

*guaranteed tuition rate for four years. **weighted average

FY 2015 TUITION AND FEE SUMMARY

	<u>ACTUAL</u> <u>FY 2013-14</u>	<u>PROPOSED</u> <u>FY 2014-15</u>	<u>DOLLAR</u> <u>INCREASE</u>
<i>IN-STATE UNDERGRADUATE</i>			
Tuition and Fees			
Continuing (pre-Promise)	\$13,868	\$14,274	+ \$ 406
Sophomores	\$15,463	\$15,656	+ \$ 193
New Students		\$17,656	NA
Room	\$ 5,870	\$ 6,398	+ \$ 528
Board	<u>\$ 3,946</u>	<u>\$ 3,946</u>	<u>0</u>
TOTAL COST			
Continuing (pre-Promise)	\$23,684	\$24,618	+ \$ 934
Sophomores	\$25,279	\$26,000	+ \$ 721
New Students		\$28,000	NA
<i>OUT-OF-STATE UNDERGRADUATE</i>			
Tuition and Fees	\$38,440	\$39,916	+ \$1,476
Room	\$ 5,870	\$ 6,398	+ \$ 528
Board	<u>\$ 3,946</u>	<u>\$ 3,946</u>	<u>0</u>
TOTAL COST	<u>\$48,256</u>	<u>\$50,260</u>	+ \$2,004
<i>GRADUATE ARTS AND SCIENCES, EDUCATION, AND MARINE SCIENCE</i>			
In-State Tuition/Fees	\$11,884	\$12,500	+ \$ 616
Out/State Tuition/Fees	\$26,960	\$28,000	+ \$1,040
<i>LAW</i>			
In-State Tuition/Fees	\$29,000	\$29,800	+ \$ 800
Out/State Tuition/Fees	\$38,000	\$38,800	+ \$ 800
<i>GRADUATE BUSINESS</i>			
In-State Tuition/Fees (MBA)	\$30,898	\$31,058	+ \$ 160
Out-of-State Tuition/Fees (MBA)	\$41,354	\$41,514	+ \$ 160
In-State Tuition/Fees (Macc)	\$30,898	\$31,958	+ \$1,060
Out-of-State Tuition/Fees (Macc)	\$41,354	\$42,214	+ \$ 860

COLLEGE OF WILLIAM & MARY

- Resolution 39*** FY 2014-15 Operating Budget for Educational and General Programs
- Resolution 40*** FY 2014-15 Tuition and Fee Structure for Full- and Part-time Students
- Resolution 41*** FY 2014-15 Auxiliary Enterprise Operating Budgets
- Resolution 42*** FY 2014-15 Sponsored Programs Operating Budget
- Resolution 43*** FY 2014-15 State Appropriated Student Financial Assistance
- Resolution 44*** FY 2014-15 Applied Music Fee
- Resolution 45*** FY 2014-15 Board of Visitors Private Funds Budget
- Resolution 46*** FY 2014-15 Operating Budget (Virginia Institute of Marine Science)