BOLD FUTURES
SPRING 2014 WORKSHOPS
FINANCIAL SITUATION BRIEFING
and
STUDENT CAREER SUCCESS

Nancy Suttenfield
Interim Chief Financial Officer
nsuttenfield@niu.edu
New Budget and Financial Planning Principles

• **Alignment and Accountability**
• **Clarity**
• **Transparency**

We are all in this together.
We all make a difference.
We all have a role (direct or indirect) in student success.
NIU’s Primary Revenue Sources Remain:

- State Appropriations
- Tuition and Fees
- Room and Board Charges

...But their relative importance has changed, resulting in greater dependence on enrollment.
DIRECT STATE SUPPORT HAS DROPPED 15%, MOSTLY SINCE 2009
ENROLLMENT HAS ALSO DROPPED 15%, WITH A FURTHER DROP COMING NEXT YEAR
OCCUPIED BEDS HAVE Dropped 30%
NIU’s Primary Expenses Remain:

- People
- Student Aid

...But, students are more needy.
Overall, NIU employment has changed very little
THE ECONOMIC RECESSION AND LACKLUSTER RECOVERY HAVE REQUIRED INCREASED STUDENT AID, EVEN AS FEWER STUDENTS ENROLL
Northern Illinois University
Revenue Projections for FY15 (Loss of 800 Students and 12.5% State Budget Cut)

($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>FY14 Budget</th>
<th>FY14 Est. Actual</th>
<th>FY15 Estimated</th>
<th>FY14 to FY15 Est. Reduction</th>
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</thead>
<tbody>
<tr>
<td>State Appropriation</td>
<td>$ 93.4</td>
<td>$ 93.4</td>
<td>$ 81.7</td>
<td>$ (11.7)</td>
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<tr>
<td>Tuition Revenue</td>
<td>$ 125.4</td>
<td>$ 125.2</td>
<td>$ 113.9</td>
<td>$ (11.3)</td>
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<tr>
<td>Fee Revenue</td>
<td>47.5</td>
<td>46.4</td>
<td>45.4</td>
<td>(1.0)</td>
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<tr>
<td>Room and Board Revenue</td>
<td>40.5</td>
<td>39.6</td>
<td>35.7</td>
<td>(3.9)</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$ 306.8</strong></td>
<td><strong>$ 304.6</strong></td>
<td><strong>$ 276.7</strong></td>
<td><strong>$ (27.9)</strong></td>
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**BASED ON CURRENT INFORMATION, NIU IS FACING A NEW “BASELINE” REVENUE BUDGET...**
• NIU’s FINANCIAL MODEL HAS BECOME MORE DEPENDENT ON ENROLLMENT
• TODAY, TUITION, FEES, ROOM AND BOARD CONTRIBUTE 55% OF TOTAL REVENUE
NIU EXPENSES

NIU CARRIES OUT ITS MISSION THROUGH ITS FACULTY AND STAFF
• UNLESS, NIU “TURNS ON” THE REVENUE “DRIVER” THAT NIU CONTROLS...
• NIU’S BASELINE REVENUE IS UNLIKELY TO RECOVER...
...NIU FACULTY AND STAFF CONTROL STUDENT RETENTION AND RECRUITMENT...
...AND ENHANCING RETENTION/ENROLLMENT:
• IS OUR MISSION
• BOOSTS STUDENT CAREER SUCCESS
• RESTORES BUDGET STABILITY
Northern Illinois University
Cost of Attendance: Full-Time Undergraduates

<table>
<thead>
<tr>
<th>FY 2015</th>
<th></th>
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<tbody>
<tr>
<td>TUITION</td>
<td>$ 9,253</td>
</tr>
<tr>
<td>FEES</td>
<td>2,739</td>
</tr>
<tr>
<td>ROOM AND BOARD</td>
<td>11,291</td>
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<tr>
<td>TOTAL</td>
<td>$ 23,283</td>
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</table>

CONSIDER: ONE STUDENT LIVING ON CAMPUS GENERATES $23,283...
Northern Illinois University
Revenue (+) or (-) 10, 100, and 500 Students

FULL-TIME NEW UNDERGRADUATE STUDENTS

<table>
<thead>
<tr>
<th></th>
<th>Revenue (+) or (-) 10 Students</th>
<th>Revenue (+) or (-) 100 Students</th>
<th>Revenue (+) or (-) 500 Students</th>
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</thead>
<tbody>
<tr>
<td>TUITION</td>
<td>$ 92,530</td>
<td>$ 925,300</td>
<td>$ 4,626,500</td>
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<td>FEES</td>
<td>27,390</td>
<td>273,900</td>
<td>1,369,500</td>
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<td>ROOM AND BOARD</td>
<td>112,910</td>
<td>1,129,100</td>
<td>5,645,500</td>
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<td>TOTAL</td>
<td>$ 232,830</td>
<td>$ 2,328,300</td>
<td>$ 11,641,500</td>
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...NOW, CONSIDER THE REVENUE ENHANCEMENT FROM THE POWER OF COMBINED FACULTY, STAFF, AND OTHER INDIVIDUAL EFFORTS TO HELP STUDENTS REMAIN AT NIU OR ENCOURAGE OTHERS TO ENROLL
YOU AND YOUR IDEAS CAN MAKE A DIFFERENCE:

• IN THE LIFE OF A STUDENT
• IN THE FINANCIAL WELL-BEING OF OUR UNIVERSITY

IDEAS AND FEEDBACK WELCOME

nsuttonfield@niu.edu