Lakes Region Community College
FY 15 Operating Budget
FY 15 Budget Development

Overview

State of the College
FY 14 vs 15
Potential Challenges
Ways to impact FY15 enrollment
FY14 status vs. FY15 Projection

This gap in FY15 is what we need to address
What is contributing to the increase in expenses?

• Increases in employee salaries
• Increases to employee benefits costs and continued funding of retiree health benefits
• Increased fixed costs
• Departmental budget requests

* The 5% decrease in the tuition rate is not effecting the gap in FY15. We will receive additional general funds to offset the reduction.
Employee salaries

• With the changes stipulated in the CBA, we will see an increase in total full-time salaries in FY15 of $230 thousand

• The CBA increase are in addition to normal merit pay increases for FY15 will be about $70 thousand

• Over the past 2 years of this bi-ennium we have experienced increases in employee salaries of $625 thousand
Employee benefits

• Estimated 10% increase in health and dental expense equaling $91 thousand
• We will see an increase in benefits directly tied to salaries (eg: retirement and payroll taxes) of about $60 thousand
• Contribution to retiree health benefits about $125 thousand
• Over the past 2 years of this bi-ennium we have experienced increases in employee benefits of $692 thousand
Departmental equipment and supplies requests

- Requests for capital equipment $325 thousand
- Requests for computer and office equipment $85 thousand
- Requests for other operating expenses $1.1 million
How can we impact the gap?

• Additional funding from the central office/state of NH
• Increase credits sold (for FY15 credits sold is projected to increase by 1%. Every 1% growth in credits sold our revenue increases $50 thousand)
• Additional revenue sources
• Reduce expenses
### Historical enrollment

#### Enrollment by Semester

<table>
<thead>
<tr>
<th>Year</th>
<th>Summer</th>
<th>Fall</th>
<th>Winter</th>
<th>Spring</th>
<th>Total</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>2,219</td>
<td>12,760</td>
<td>139</td>
<td>11,748</td>
<td>26,866</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>2,144</td>
<td>12,630</td>
<td>151</td>
<td>11,534</td>
<td>26,459</td>
<td>-1.51%</td>
</tr>
<tr>
<td>2014</td>
<td>1,929</td>
<td>12,710</td>
<td>160</td>
<td>11,382</td>
<td>26,181</td>
<td>-1.05%</td>
</tr>
<tr>
<td>2015</td>
<td>1,948</td>
<td>12,863</td>
<td>162</td>
<td>11,470</td>
<td>26,443</td>
<td>1.00%</td>
</tr>
<tr>
<td></td>
<td>2014</td>
<td>2013</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>----------------</td>
<td>------</td>
<td>------</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Applicants</td>
<td>571</td>
<td>591</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accepts</td>
<td>409</td>
<td>424</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commits</td>
<td>137</td>
<td>153</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
What can we do to boost enrollment?

• Outreach Campaign aimed at converting:
  - Inquiries
  - Applicants
  - Accepts

• Reengaging Lost Souls

• Retain our current students

• Expanded offerings
Summer 2013 versus Summer 14 Enrollment

Total credits sold for Summer 2013 = 1,929
Initiatives to Expand Enrollments

• Strengthen Student Advisor Relationship (Retention)
• Expand hybrid and online offerings
• Look at expanded Saturday offerings again
• Expand Running Start
• Expand High School, and College Articulation Agreements
• Seek Grants to develop and offer summer programming similar to the Summer Scholars Program.
• Expand development of non-credit workforce training programs
• Collaborate on any/all STEM partnership opportunities
• Offer our EMT class at WMCC this fall
New Programming

-Degree

Electro Mechanical Technology Degree
Health Information Technology
Health Science
Hospitality

-Certificates (examples)

Advanced Graphic Design
Tractor Trailer  CDL A & B
Advanced Manufacturing
### Historical Revenue

<table>
<thead>
<tr>
<th></th>
<th>Tuition</th>
<th>State Appr</th>
<th>Fees</th>
<th>Other</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>4,775,053</td>
<td>3,321,153</td>
<td>488,833</td>
<td>658,422</td>
<td>9,243,461</td>
</tr>
<tr>
<td>2013</td>
<td>4,758,946</td>
<td>3,331,877</td>
<td>480,648</td>
<td>796,004</td>
<td>9,367,475</td>
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<tr>
<td>2014</td>
<td>4,635,234</td>
<td>4,294,722</td>
<td>489,799</td>
<td>678,936</td>
<td>10,098,691</td>
</tr>
<tr>
<td>2015</td>
<td>4,453,949</td>
<td>4,461,796</td>
<td>494,354</td>
<td>731,475</td>
<td>10,141,574</td>
</tr>
</tbody>
</table>
## Historical Expenditures

<table>
<thead>
<tr>
<th>Year</th>
<th>Payroll</th>
<th>Benefits</th>
<th>Operating</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>5,299,095</td>
<td>2,252,146</td>
<td>1,603,825</td>
<td>9,155,066</td>
</tr>
<tr>
<td>2013</td>
<td>5,248,851</td>
<td>1,842,944</td>
<td>2,041,510</td>
<td>9,133,305</td>
</tr>
<tr>
<td>2014</td>
<td>5,543,661</td>
<td>2,365,352</td>
<td>2,139,394</td>
<td>10,048,407</td>
</tr>
<tr>
<td>2015</td>
<td>5,873,991</td>
<td>2,534,858</td>
<td>2,619,105</td>
<td>11,027,954</td>
</tr>
</tbody>
</table>

![Bar chart showing historical expenditures for 2012, 2013, 2014, and 2015, with breakdowns for Payroll, Benefits, and Operating.](chart.png)
Net Annual Lapse (Cash Position)

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Surplus</th>
<th>Notes</th>
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</thead>
<tbody>
<tr>
<td>2012</td>
<td>88,395</td>
<td>Swept by system office</td>
</tr>
<tr>
<td>2013</td>
<td>234,188</td>
<td>Cash surplus FY13 held in LRCC reserve</td>
</tr>
<tr>
<td>2014</td>
<td>400,000</td>
<td>Estimated additional surplus for FY14</td>
</tr>
</tbody>
</table>
FY 15 Budget

• Next Steps
  – June meeting with CCSNH
  – Develop models to construct a balanced budget
  – Notify campus departments of budgets

– Questions