Our Bottom Line
Steps

- Check the Financials
- Hire Consultants
- Conduct Strategic Planning
- Wait for the Crisis
FINANCIAL SNAPSHOT
# Sources & Uses of Funds

## 2014-2015

<table>
<thead>
<tr>
<th><strong>Revenues</strong></th>
<th></th>
<th><strong>Expenses</strong></th>
<th></th>
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<tbody>
<tr>
<td><strong>State Funds</strong></td>
<td>$15,733,026</td>
<td><strong>Salary</strong></td>
<td>$28,152,088</td>
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<tr>
<td><strong>Tuition &amp; Fees</strong></td>
<td>$35,184,564</td>
<td><strong>Related Benefits</strong></td>
<td>$13,515,637</td>
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<tr>
<td><strong>Other Self Generated Funds</strong></td>
<td>$3,699,181</td>
<td><strong>Other Mandated Costs</strong></td>
<td>$923,599</td>
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<tr>
<td></td>
<td></td>
<td><strong>Fixed Costs</strong></td>
<td>$1,995,464</td>
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<tr>
<td></td>
<td></td>
<td><strong>Scholarships/Fee Exemptions</strong></td>
<td>$4,010,700</td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Athletic E&amp;G Transfer</strong></td>
<td>$1,025,025</td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>All Other</strong></td>
<td>$4,994,258</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>$54,616,771</td>
<td><strong>TOTAL</strong></td>
<td>$54,616,771</td>
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## Trend Analysis

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>State Funds</td>
<td>$34,491,698</td>
<td>$15,733,026</td>
<td>($18,758,672)</td>
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<tr>
<td>Self Generated Funds</td>
<td>$23,881,523</td>
<td>$38,883,745</td>
<td>$15,002,222</td>
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<tr>
<td>Total Revenues</td>
<td>$58,373,221</td>
<td>$54,616,771</td>
<td>($3,756,450)</td>
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<tr>
<td>Mandated Costs</td>
<td>$11,861,787</td>
<td>$14,432,420</td>
<td>$2,570,633</td>
</tr>
<tr>
<td>Net Impact to Budget</td>
<td></td>
<td></td>
<td>($6,327,083)</td>
</tr>
</tbody>
</table>
Fewer Students Paying More

Students


Enrollment $2,231 $2,231 $2,411 $2,603 $3,024 $3,924 $6,621 $6,560

Tuition $6,810 $6,881 $6,935 $7,184 $7,102 $6,802 $6,621 $6,560

Fees $1,240 $1,364 $1,268 $1,287 $1,755 $3,924 $4,475 $1,993

Paying More

Fees

Tuition
BUDGET REVIEW
FY 15 Budget (about $53 mil)

$295,582

Salaries
Benefits
Other Chg (-Ath)
Insurance (Ret)
Operating Svcs
Interagency Transfers
Supplies
Stu Labor, Wages, OT
Budget transfers
Capital Outlay
Pro Svcs
Salary Supplements
Travel
Changes (Meeting)

$111,693

Hire Consultants
Budget Review Committee

**Charge:** To annually conduct budget hearings, receive divisional and institutional development requests, and recommend funding for budget proposals, plans, and priorities.

**Chair:** Chief Financial Officer

**Membership:** Faculty Senate President, Faculty Senate Vice President, Faculty Senate Compensation Committee (Business, Education, Nursing & Allied Health, Arts & Sciences, University College, Ellender Library), VPAA/Provost, VP Enrollment & Student Affairs, Director of Budget, Admissions/Enrollment Services, Athletics, Chief of Staff, Facilities, Human Resources, University Advancement, Classified Staff Representative, Unclassified Staff Representative, SGA President, SGA Vice President, SGA Treasurer

Conduct Strategic Planning
STRATEGIC PLANNING PROCESS
More Students Paying the Same Tuition

Enrollment: Blue
Tuition: Red
Fees: Green

Year: 2006-7 to 2017-18
Tuition: $0 to $7,000
Fees: $1,000 to $7,000
Enrollment: 6,560 to 7,760
Strategic Planning Offsite

November

12

What does Success Look like
Where are we now?

Who Are We
Roadmap

How far can we get this year?
### Strategic Planning Group

<table>
<thead>
<tr>
<th>Position</th>
<th>Name</th>
<th>Position</th>
<th>Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>Bruce Murphy</td>
<td>Chief of Staff</td>
<td>Alex Arceneaux</td>
</tr>
<tr>
<td>VP Academic Affairs (Int)</td>
<td>Todd Keller</td>
<td>CFO</td>
<td>Ronnie Rodriguez</td>
</tr>
<tr>
<td>VP Student Affairs</td>
<td>Eugene Dial</td>
<td>AVP, Facilities</td>
<td>Mike Davis</td>
</tr>
<tr>
<td>VP Univ Advancement</td>
<td>Neal Weaver</td>
<td>Dean, Business</td>
<td>Shawn Mauldin</td>
</tr>
<tr>
<td>Director of Athletics</td>
<td>Rob Bernardi</td>
<td>Dean, Education</td>
<td>Leslie Jones</td>
</tr>
<tr>
<td>Faculty Senate*</td>
<td>Brigett Scott</td>
<td>Dean, A&amp;S</td>
<td>John Doucet</td>
</tr>
<tr>
<td>SGA*</td>
<td>Adam Lefort</td>
<td>Dean, Nursing &amp; AH</td>
<td>Sue Westbrook</td>
</tr>
<tr>
<td>Classified Employees*</td>
<td>Pattie Breaux</td>
<td>Dean, Univ College</td>
<td>Al Davis</td>
</tr>
<tr>
<td>Unclassified Employees*</td>
<td>Craig Jacuzzo</td>
<td>Auxiliary Services</td>
<td>Brenda Haskins</td>
</tr>
<tr>
<td>Enrollment Management</td>
<td>Courtney Cassard</td>
<td>Human Resources</td>
<td>Annette Arboneaux</td>
</tr>
<tr>
<td>Inst’l Effectiveness</td>
<td>Renee Hicks</td>
<td>University Relations</td>
<td>Stephanie Verdin</td>
</tr>
<tr>
<td>Institutional Research</td>
<td>Leslie Dishman</td>
<td>Alumni Affairs</td>
<td>Monique Crochet</td>
</tr>
<tr>
<td>Classified Employees*</td>
<td>Danielle Breaux</td>
<td>Admissions</td>
<td>Becky Durocher</td>
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<tr>
<td>Faculty</td>
<td>Luke Cashen</td>
<td>Graduate Studies</td>
<td>Desley Plaisance</td>
</tr>
<tr>
<td>Research/Grants</td>
<td>Debi Benoit</td>
<td>Recorder</td>
<td>Cathy Arcement</td>
</tr>
</tbody>
</table>
Hierarchy of Strategic Intent

- Vision
- Mission
- Goals
- Objectives
- Plans
$275 Mil Annual Economic Impact
3,000 Direct Jobs
10,000+ Voters

To be the intellectual, economic & cultural Heart of the Bayou Region

VISION
Nicholls delivers accredited degree programs and comprehensive learning experiences to prepare students for regional and global professions within a spirited campus environment immersed in Bayou Region culture
Goals (Imperatives)

Student Opportunity & Success

Innovation

Internationalization

Serving the Needs of the Region
“Three surveyors and some other guy”
Keys to Success

• Know where you are
• Know the terrain
• Know where you’re going
Build a Map!
Vision: To be the intellectual, economic & cultural Heart of the Bayou Region

Mission: Nicholls delivers accredited degree programs and comprehensive learning experiences to prepare students for regional and global professions within a spirited campus environment immersed in bayou region culture.
Vision: To be the intellectual, economic & cultural Heart of the Bayou Region

Mission: Nicholls delivers accredited degree programs and comprehensive learning experiences to prepare students for regional and global professions within a spirited campus environment immersed in bayou region culture.

Stakeholders
- Grow a financially viable university
- Provide quality workforce & citizens for the Bayou Region
- Maintain high student/alumni satisfaction with Nicholls experience

Internal Processes
- Sustain optimal enrollment
- Enhance external relationships
- Optimize (innovative) program offerings
- Maintain regional & specialized accreditations
- Establish positive image/brand in wider marketplace
- Provide customer-focused student services
- Provide meaningful student activities
- Recruit, develop & retain high quality faculty

Innovation & Capacity
- Cultivate climate for innovative teaching
- Continuously improve core work processes
- Provide appropriate facilities
- Recruit, develop & retain high quality staff
Vision: To be the intellectual, economic & cultural Heart of the Bayou Region

Mission: Nicholls delivers accredited degree programs and comprehensive learning experiences to prepare students for regional and global professions within a spirited campus environment immersed in Bayou Region culture.

Stakeholders:
- S-1: Grow a financially viable university / Champion: Ronnie Rodriguez
- S-2: Provide quality workforce & citizens for the Bayou Region / Champion: Todd Keller
- S-3: Maintain high student/alumni satisfaction with Nicholls experience / Champion: Neal Weaver (Monique Crochet)

Internal Processes:
- P-1: Sustain optimal enrollment / Champion: Eugene Dial
- P-2: Establish positive image (brand) in wider market-place / Champion: Neal Weaver
- P-3: Enhance external relationships / Champion: Neal Weaver
- P-4: Provide customer-focused student services / Champion: Alex Arceneaux
- P-5: Optimize (innovative) program offerings / Champion: Todd Keller, Deans
- P-6: Provide meaningful student activities / Champion: Eugene Dial
- P-7: Maintain regional & specialized accreditations / Champion: Renee Hicks
- P-8: Recruit, develop & retain high quality faculty / Champion: Annette Arboneaux

Innovation & Capacity:
- C-1: Cultivate climate for innovative teaching / Champion: Todd Keller
- C-2: Continuously improve core work processes / Champion: Alex Arceneaux
- C-3: Provide appropriate facilities/ Champion: Mike Davis
- C-4: Recruit, develop & retain high quality staff / Champion: Annette Arboneaux
• Affordable
• Accessible
• Relevant
• High Quality

Public Higher Education

Wait for the Crisis
What Can We Do?

• Increase
  – Enrollments (8,000)
  – Endowment ($50 mil)

• Decrease
  – Transfers
  – Dropouts
  – Frustrated potentials

• Stop Irrelevant
  – Doing good for naught
  – Hobby shops
  – Unsustainable programs/events

• Work the Strategy Map
• Develop Contingency Plans
• Maintain Excellence
• Treat students as if they had a choice
• ALWAYS think of the “Face of Nicholls”

Stand Up For
Higher Education
Public Higher Education

- Affordable
- Accessible
- Relevant
- High Quality