



INDIANA UNIVERSITY
SOUTH BEND



Coffee with the Chancellor

May 5, 2022

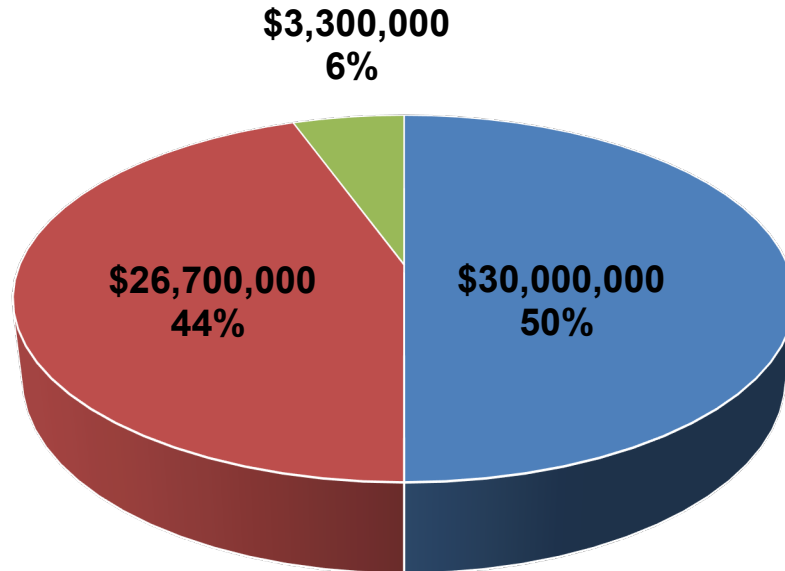
Budget Update

FY23 Budget Update

- 1% compensation pool will be applied to start addressing inversion & compression issues among faculty and staff, effective July 1.
- Planning for 2% General Salary Increase for eligible employees, effective July 1.
- Still \$1 Million short to meet FY23 budget target.



FY23 Projected Income



■ Tuition & Fees ■ State Appropriations ■ Other

\$30M Tuition & Fees –
Enrollment (Projection)

\$26.7M State
Appropriations –
Performance based
funding plus other
appropriations
(Projection)

\$3.3M Other (Goal)

\$60 Estimated Total



Revenue Generation Opportunities – Tuition & Fees

- Recruiting New Beginners
- Improving Transfer Student Recruiting
- Focus on Retaining Continuing Students
- Programs Focused on Populations of Opportunity (e.g., Latinx)
- Pipeline Partnerships (Medium/Long-Term Strategy)
- New/Revitalized/Online/Collaborative Academic Programs (Medium/Long-Term Strategy)



Revenue Generation Opportunities – State Appropriations

Our best opportunities to influence = Performance-Based Funding

1. Overall degree completion
2. At-risk degree completion
3. STEM degree completion
4. Student persistence
5. On-time graduation



Revenue Generation Opportunities – Other

- Philanthropy
- Grants & Contracts
- Continuing Education/Camps/Summer Programs
- Auxiliaries (Short/Medium-Term Strategy)
- Partnerships that result in scholarships or support for programs (Medium/Long-Term Strategy)
- Utilization of our Real Estate Assets (Long-Term Strategy)

