

University of Illinois at Chicago

Analysis of Dashboard Indicators

FINANCIAL INDICATORS AND ADVANCEMENT UPDATES

REPORTED BY:

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MARCH 12, 2015

Financial Indicators



Areas Meeting or Exceeding Expectations



- **Budget Planning**

- Each unit prepares a 3 year overview of revenue and expenditures for all funds during the Spring budget planning cycle
- Meetings held to discuss impacts of proposed state reductions

- **Tuition Revenue**

- Budgeted tuition revenue projected within 0.03% of FY2014 actuals
- Tuition revenue increased 5.2% between FY2013 and FY2014

- **Deficit**

- Number of UIC units with deficit spending at fiscal year-end has declined significantly in the past five years.

Areas Needing Improvement



- Diversification of discretionary revenue to replace lost state appropriations
- Declining research expenditures and indirect cost recovery
- Budget transparency
- Redundancy of effort

Strategies to Address Areas for Improvement



Revenue Opportunities

- Increase the number of international and non-resident students
- Transfer student articulation agreements
- Expand full cost-recovery program offerings to attract new students
 - create new certificates and highly sought after programs that lead to jobs
- Expand summer session and make summer tuition more affordable to increase enrollment and positively impact student success
- Bolster advancement efforts to meet identified strategic needs and reduce administrative cost burden

Strategies to Address Areas for Improvement



Increase Research Expenditures

- Invest in infrastructure and faculty that will result in additional extramural and/or tuition revenue
- Increase net indirect cost recovery by reducing F&A waivers for state and federal grants

Right Size Academic and Administrative Budgets

- Evaluate the campus budget model to revamp the allocation process to align with strategic goals
- Performance budget reviews of individual units
- Improve access to budget information and transparency to campus stakeholders.

Areas We Are Watching



- Strategic enrollment management
- Space utilization and external leases
- Opportunities for centralization of services to minimize administrative redundancy
- Institutional financial aid
 - reduce overall costs without negatively impacting graduation and retention rates and student diversity/access mission

Advancement



Areas Meeting or Exceeding Expectations



Investment in Roadmap

- Investing in major gifts, annual giving, donor relations, services and new programs to significantly improve fundraising and prepare for the upcoming campaign.

Fundraising Metrics

- On track to achieve goal of \$70M in New Business, compared to \$57M in FY14
- On track to achieve goal of \$60M in Cash numbers, compared to FY14
- Number of Individual Donors is up 6.7% compared to FY14 and 3.8% compared to three-year average
- On track to reach goal of 1,650 Individual \$1K+ Donors
- Number of Annual Alumni Donors is up 3.2% over FY14

Areas Needing Improvement



Fundraising Metrics

- Increase number of visits leading to qualification of new prospects
- Increase private giving for scholarships to supplement institutional aid

Filling Positions

- Increase rate at which we can hire personnel

Strategies to Address Areas for Improvement



Building a Culture of Philanthropy

- Execute strategies to support growth in donor counts from all sources
- Demonstrate strong progress in securing gifts from all prospect segments, exceeding overall donor counts for the last four years
- Dramatic growth in student donors in FY2015, attributed to strategic programming around #GivingTuesday
- Launch Call Center to open in FY2016
 - Use students as callers to provide work opportunities while teaching students about philanthropy

Areas We Are Watching



- Establish effective volunteer engagement/involvement platforms, and strengthening existing areas
- Create a master document to ensure all development officers have existing funding needs for the University and use this document for consistency in asking for donor support
- Coordinate work flow and communication flow within organization

Areas We Are Watching



- Continue strategy sessions with major gift officers related to new gifts include funding opportunities for endowment giving and its importance
- Recruit, develop, motivate, and retain the best people to work in a coherent, values and outcomes focused organization
- Set goals at the campus and college/unit levels for core production categories

University of Illinois at Chicago

Dashboard Indicators

**FINANCIAL INDICATORS AND ADVANCEMENT UPDATES BY:
UNIVERSITY OFFICE FOR PLANNING AND BUDGETING
FEBRUARY 10, 2015**

**REPORTED BY:
ERIC A. GISLASON, INTERIM CHANCELLOR
MARCH 12, 2015**

Standard Peer Group



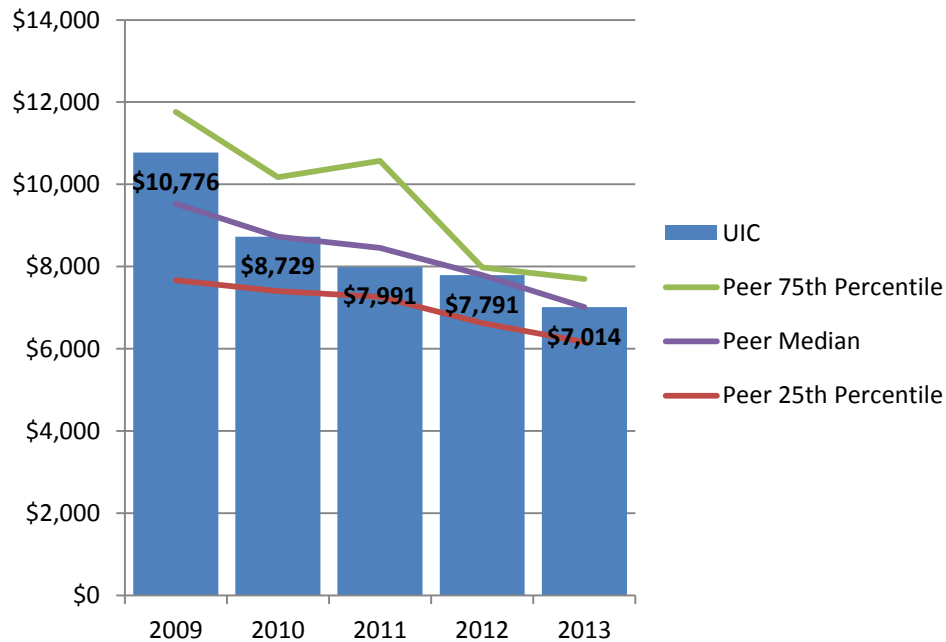
University of Illinois at Chicago
Florida State University
Temple University*
University of Alabama at Birmingham
University of Arizona - Tucson
University of California - Irvine
University of Cincinnati
University of Colorado Denver*
University of New Mexico - Albuquerque
University of South Florida - Tampa
Virginia Commonwealth University
Wayne State University

* State-related research institution.

Financial Indicators



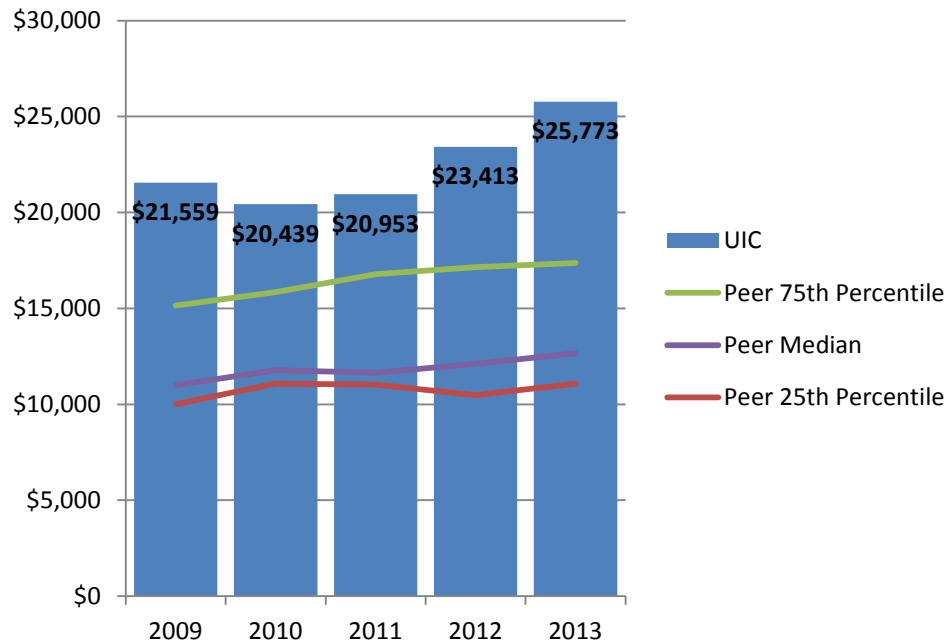
State Appropriations per FTE Enrollment FY 2009 – FY 2013



State support per student received by the University of Illinois at Chicago is on par with the median of its public university peers.

Note: Does not include any allocation of University Administration expenses so the data is not meaningful in terms of comparison. Excludes University of Colorado Denver due to lack of available data.

Instructional Expenses per FTE Enrollment FY 2009 – FY 2013



Instructional expenses per student at the University of Illinois at Chicago is higher than the peer median.

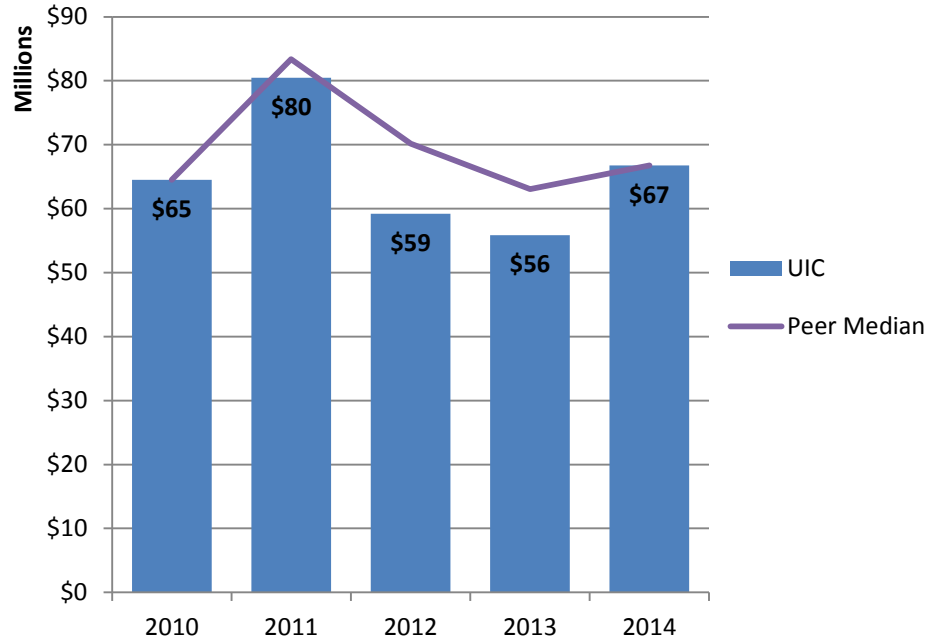
Data are skewed because UIC's instructional expenses include Medical Service Plan expenses.

Note: Does not include any allocation of University Administration expenses.

Advancement



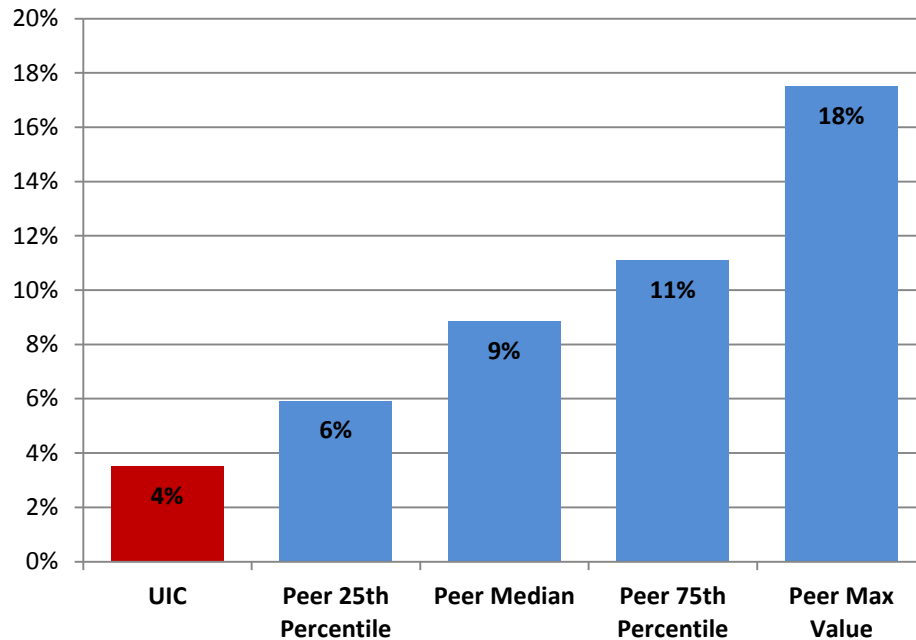
Gift Deferred at Face Value FY 2010 – FY 2014



Gift income at the University of Illinois at Chicago is at par or below the peer median.

Note: Excludes University of Colorado Denver, University of New Mexico, and Wayne State University due to lack of available data.

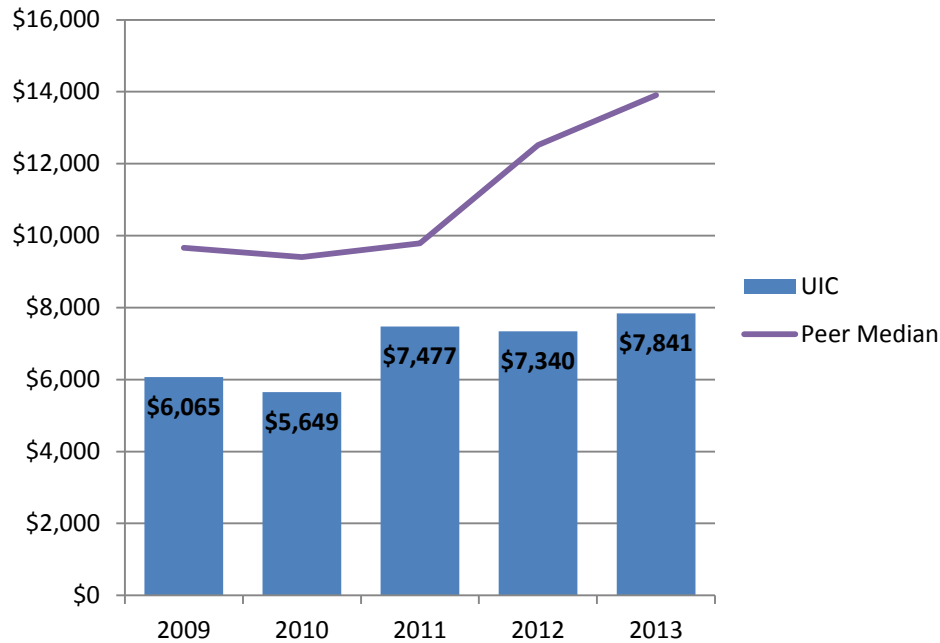
Annual Giving Rate AY 2011 – AY 2012



University of Illinois at Chicago has a lower percent of alumni donating money than its peer median.

Note: Peer data from US News & World Report, 2015 Edition. Annual giving rate is a two year average.

Endowment Assets per FTE Enrollment FY 2009 – FY 2013



University of Illinois at Chicago has a smaller endowment per student than its peer median.

Note: Excludes University of Colorado Denver due to lack of available data.