

Budget Advisory Committee  
March 24, 2023, 3:00 p.m.  
President's Conference Room

Members Present:

Claire Stinson  
Phil Oldham  
Lori Bruce  
Lisa Zagumny  
Deanna Metts  
Robert Wilbanks  
Joseph Slater  
Lori Maxwell  
Jeff Roberts  
Michael Allen  
Karen Lykins  
Chuck Roberts  
Alice Camuti

Sandi Smith-Andrews  
Dewayne Wright  
Lee Wray  
Tom Payne  
Addison Dorris  
Carl Pinkert  
Emalee Hamblen  
Lauren Hall  
Terri McWilliams  
Emily Wheeler

Members Absent:

Cynthia Polk-Johnson  
Brian Seiler  
Kevin Braswell  
Mark Wilson  
Jeanette Luna  
Troy Smith  
Matt Trengove  
Kevin Vedder

Others Present:

Sharon Holderman  
Kim Hanna  
Darron Smith  
Matt Smith  
Kacee Abbott  
Mary McCaskey  
Cassandra Gronendyke  
Elizabeth Williams  
Brianna Young  
Carol Holley  
Sharon Huo  
Mark Stephens

Dr. Claire Stinson called the meeting to order at 3:02 p.m. and thanked everyone for their attendance. The agenda and minutes of the October 7, 2022, meeting was distributed previously via email to committee members.

**Approval of Agenda:** Dr. Stinson asked for a motion for the approval of the agenda. Addison Dorris moved to approve the agenda, Alice Camuti seconded, there was no discussion, and the agenda was approved unanimously.

**Approval of Minutes:** Dr. Stinson asked for a motion to approve the minutes for October 7, 2022. Dewayne Wright moved to approve the minutes and Alice Camuti seconded. There was no discussion and the minutes approved unanimously.

**Dr. Oldham remarks:** Dr. Oldham thanked everyone for their attendance. He advised the timeline for new budget requests will be in the revised budget to help better align with enrollment and where we are financially. He provided a brief update on the Governor's Budget that is still pending approval by the legislators. The budget includes 5% salary pool which 55% will be funded by the state and TTU will fund the remaining 45% (estimated \$2,100,000 cost). There could be a possible 3% tuition increase to help fund the salary pool. Dr. Oldham presented slides on 10-year history of E & G Revenues and Expenses (Attachment A).

**Undergraduate Enrollment & Scholarships:** Karen Lykins provided an update on undergraduate enrollment and scholarships. She presented slides on freshman retention, new freshman applications, freshman admits, early enrollment indicators, communication efficiencies and guaranteed scholarship programs (Attachment B).

**Graduate Enrollment and New Programs:** Dr. Bruce gave an update on graduate enrollment and new programs. She presented slides on trends & projections, new fall enrollments, degrees awarded, enrollment initiatives, investments in graduate and new academic programs since 2020 (Attachment C).

**Research and Indirect Costs:** Dr. Pinkert presented information on research, economic development, Water Resource Center, staffing update, schedule for appropriations and federal agenda, Indirect Costs and Centers (Attachment D).

**Adjournment:** Dr. Stinson thanked everyone for their attendance and announced the next meeting would be April 28th. The meeting adjourned at 4:50 p.m.

**Handouts:** A: Dr. Oldham: 10-year E & G history

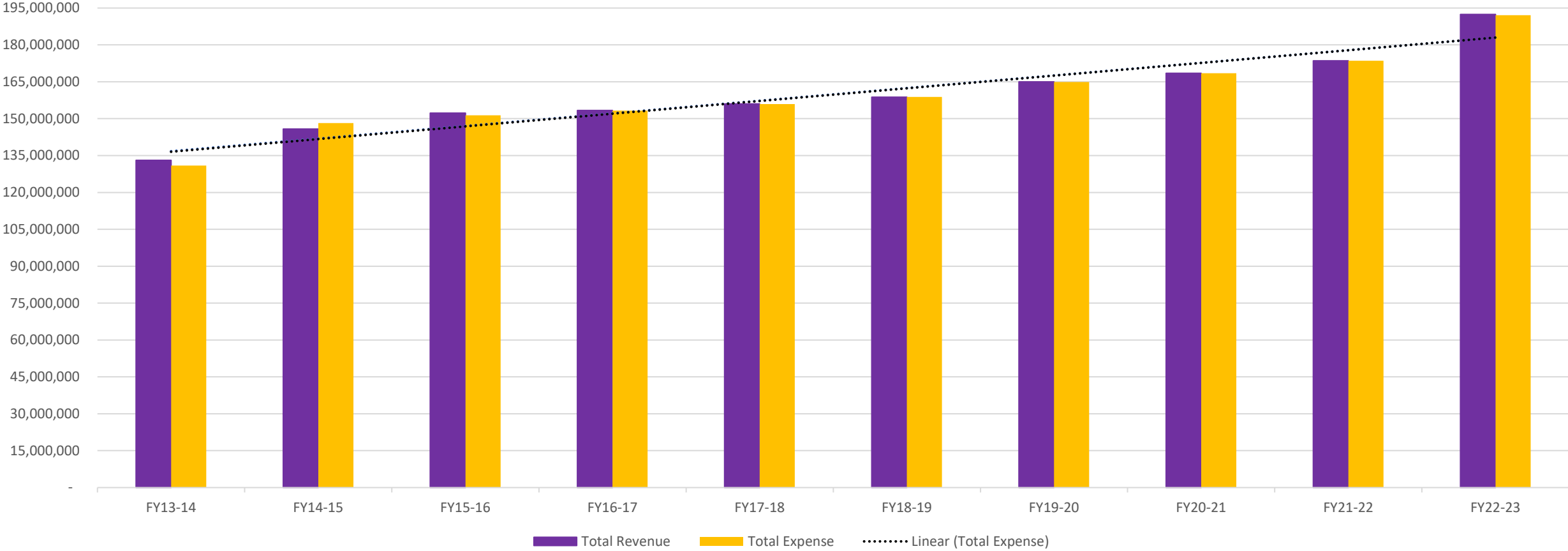
B: Karen Lykins: Undergraduate Enrollment & Scholarship presentation

C: Dr. Lori Bruce: Graduate Enrollment and New Program presentation

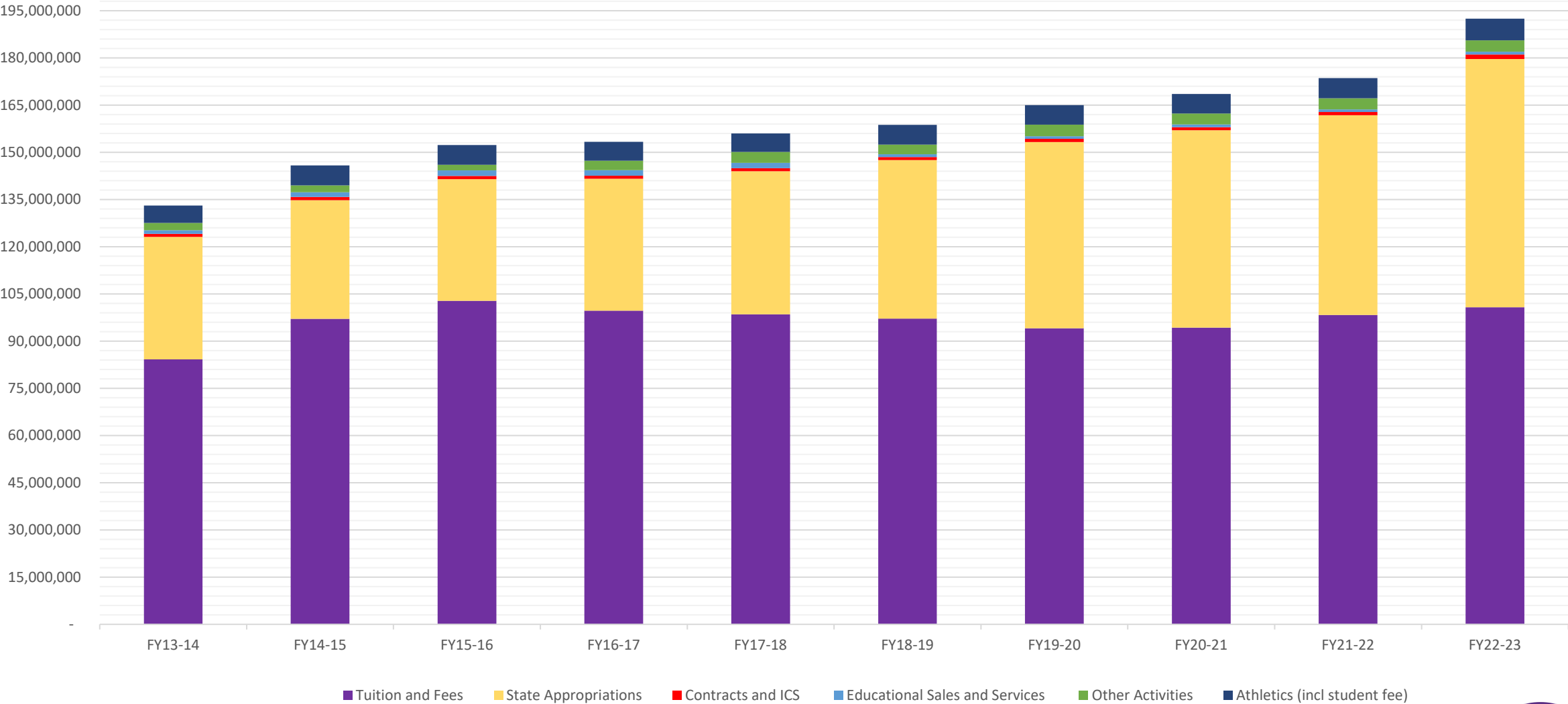
D: Dr. Cark Pinkert: Research and Indirect Cost presentation



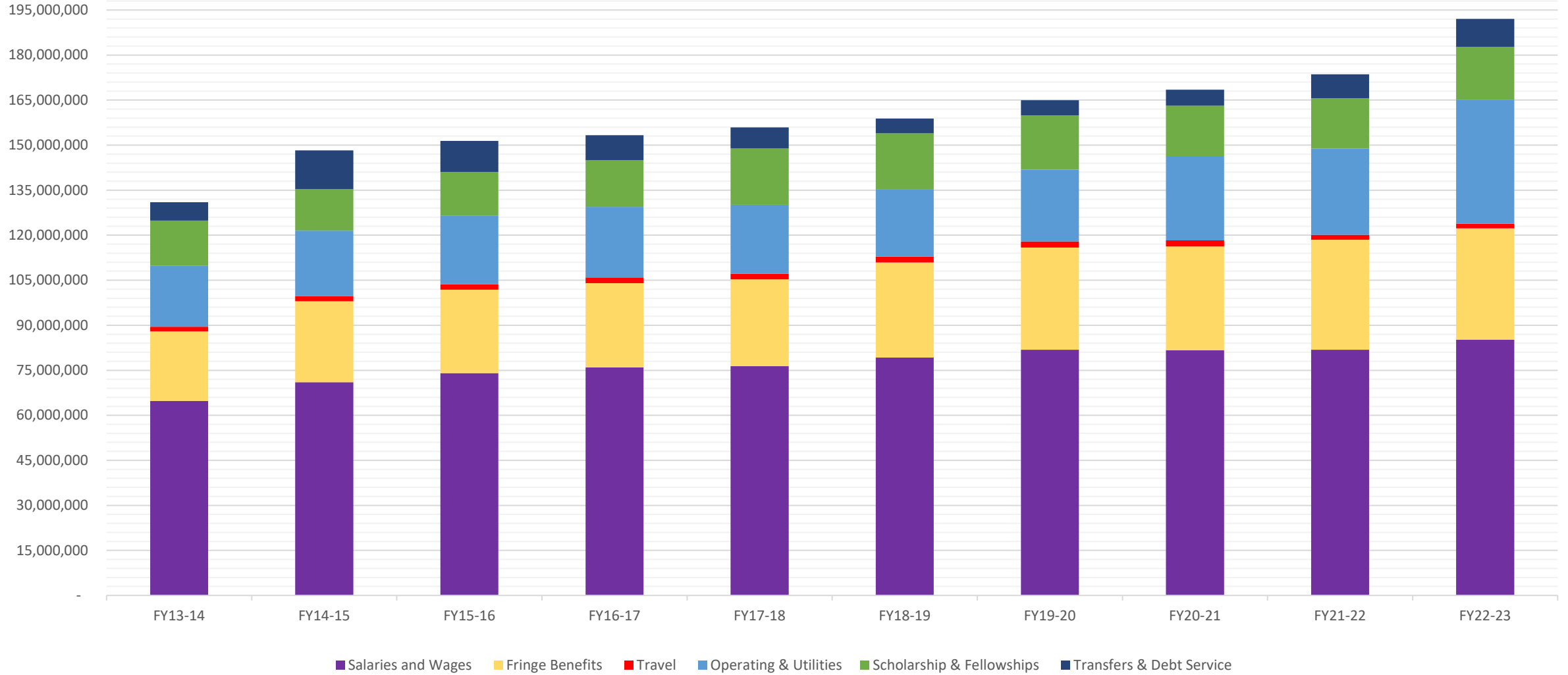
### Total Educational & General Revenues and Expenses by Fiscal Year



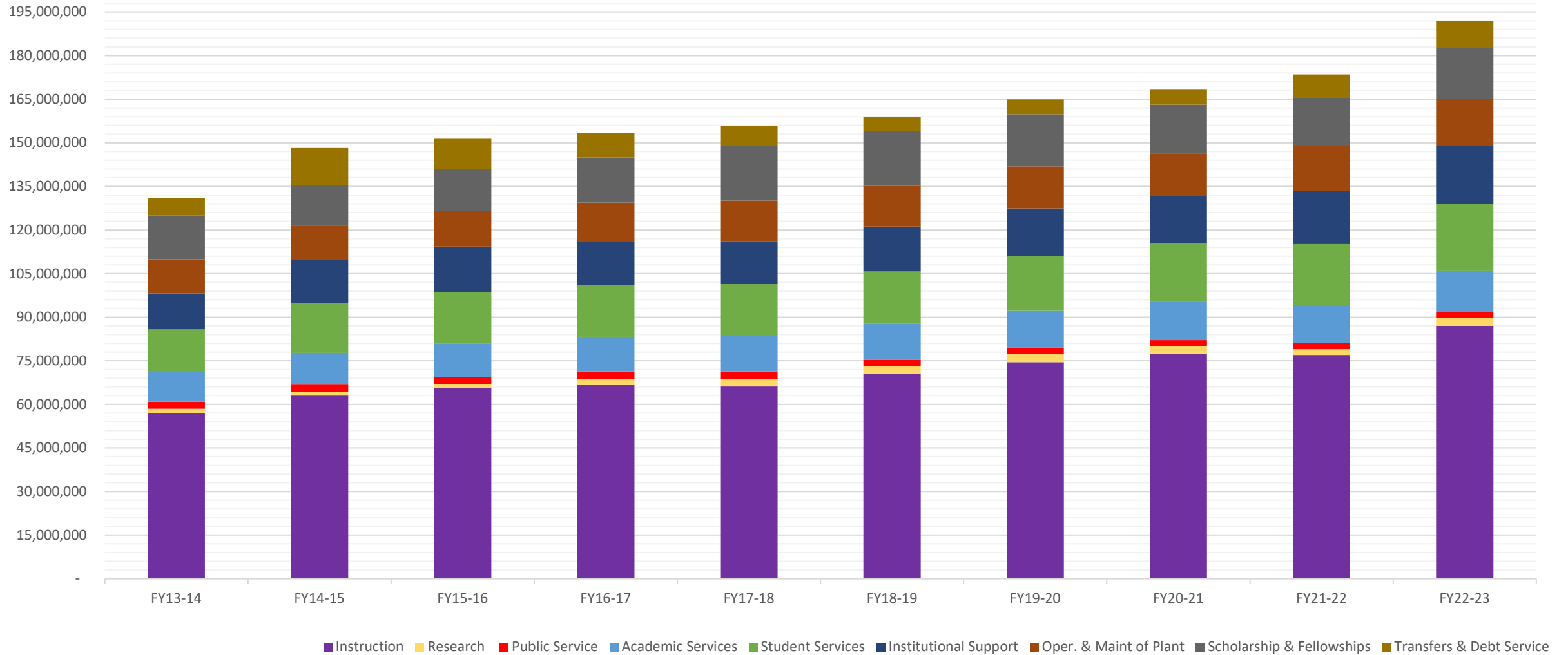
# Total Educational & General Revenue



# Total Educational & General Expense by Category



# Total Educational & General Expense by Functional Area





***Enrollment & Communication***

Presentation to Budget Advisory Committee

March 24, 2023





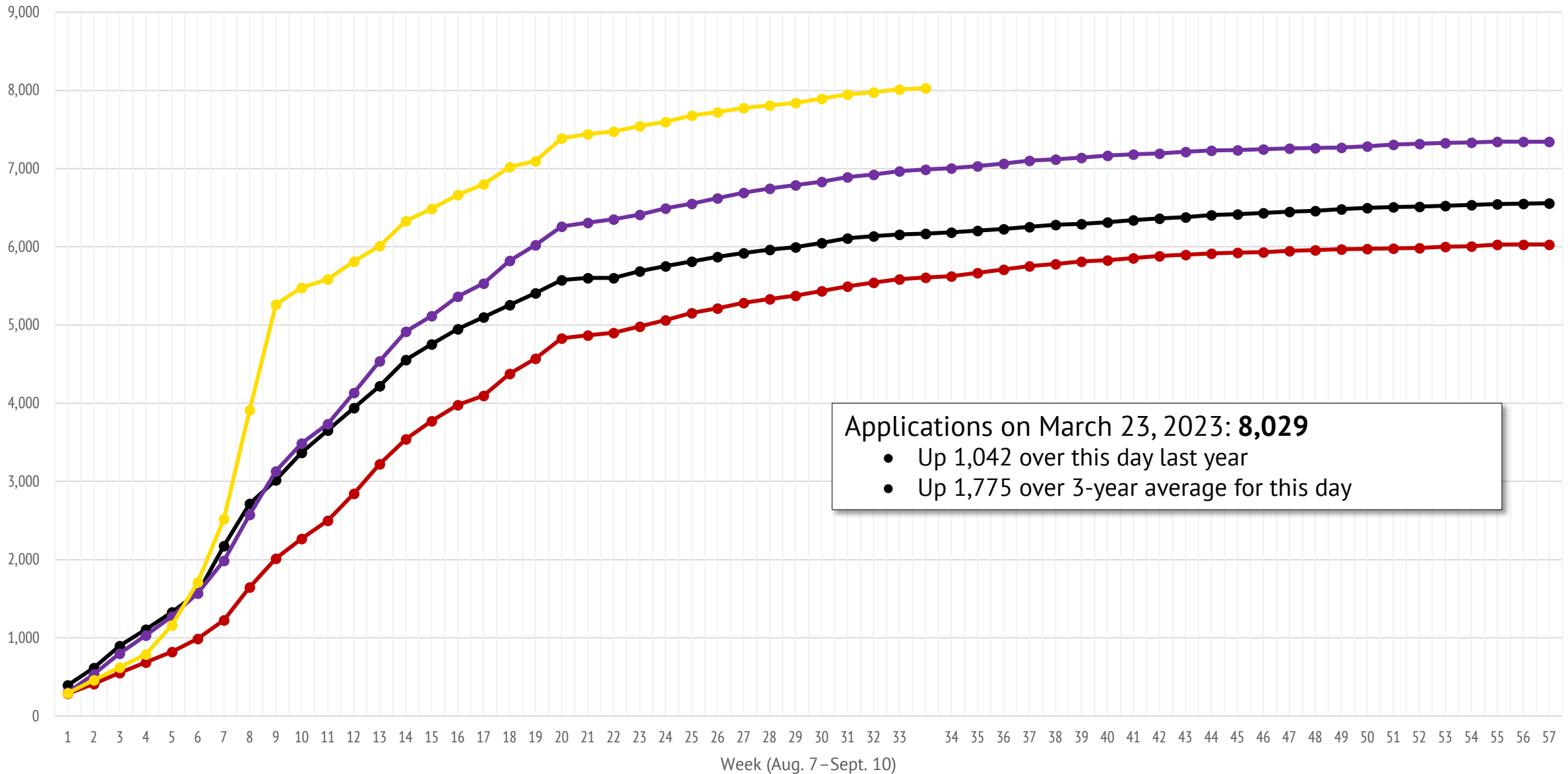
# Fall 2022 to Spring 2023 Freshman Retention

Year	Rate
2022-2023	91.5%
2021-2022	91.1%
2020-2021 (COVID impact)	86.8%
2019-2020	89.9%
2018-2019	91.4%
2017-2018	90.3%



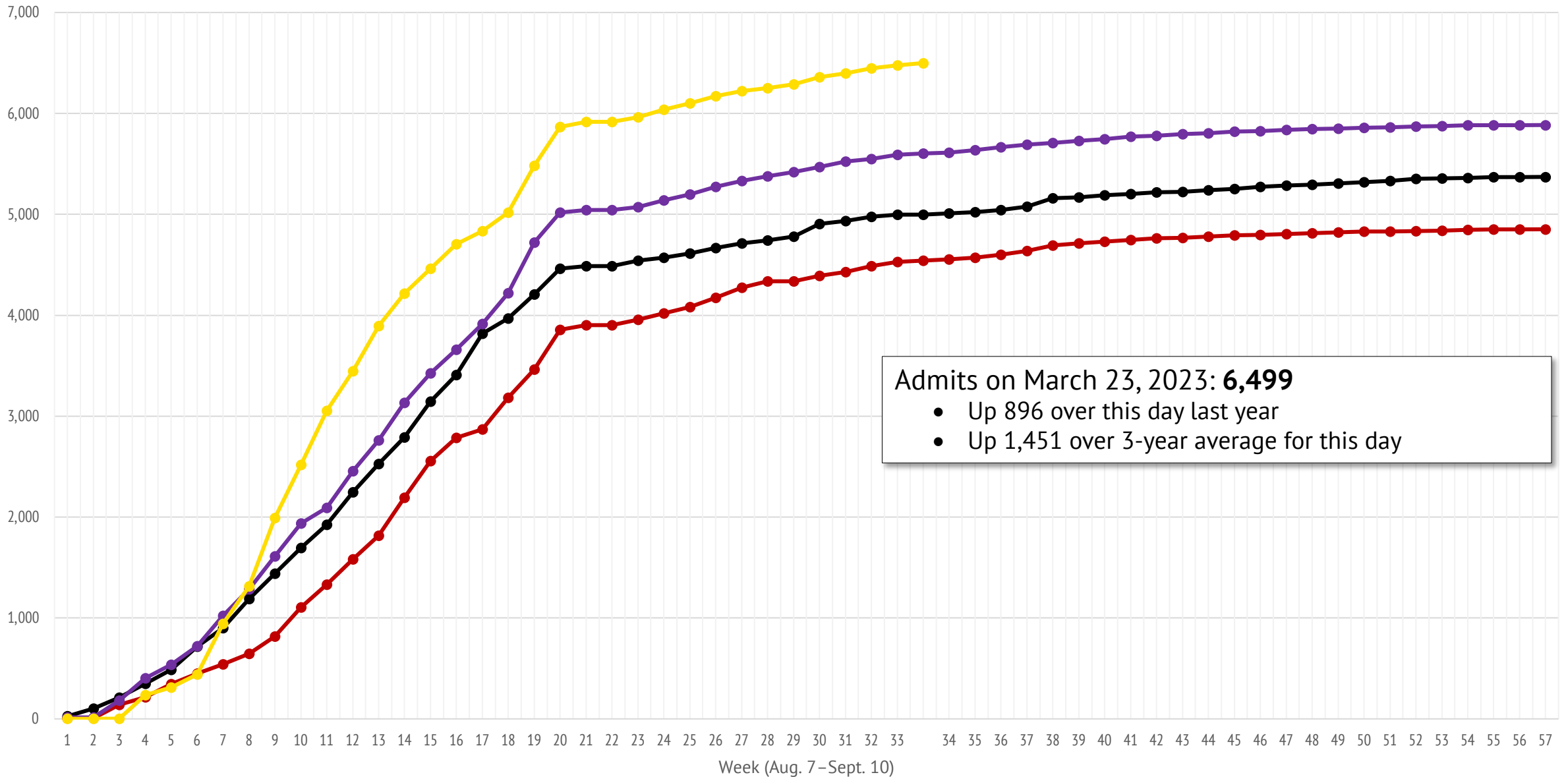
# Fall 2023 New Freshman Applications

● Fall 2020 ● Fall 2021 ● Fall 2022 ● Fall 2023



# Fall 2023 New Freshman Admits

—●— Fall 2020 —●— Fall 2021 —●— Fall 2022 —●— Fall 2023



# Early Enrollment Indicators

Spring  
Showcase  
attendance

SOAR  
registration

Housing  
applications



# Looking Towards Fall

- All signs point at second consecutive year above 2,000 new freshman
- When will we know?
  - Traditionally, more than 96% of SOAR attendees enroll in the fall
  - Starting late spring, we track course registrations for current and incoming students, compare to previous years





# Enrollment & Communication New Efficiencies

- **Spring yield communication plan**
- **Coordination of yield events**
- **Respond faster to market conditions**



# Guaranteed Scholarship Programs

- **Presidential Scholars**
  - Fall 2022 criteria
    - \$3,000 (ACT 22-24)
    - \$4,000 (ACT 25-32)
    - \$5,000 (ACT 33+)
  - New Fall 2023 criteria
    - \$3,000 (ACT 23-24)
    - \$4,000 (ACT 25-29)
    - \$5,000 (ACT 30-34)
    - \$8,000 (ACT 35)
    - \$10,000 (ACT 36)
- **NEW Tech Transfer Pride**
  - Up to \$3,000 per year, renewable for three years



# Graduate Enrollments & New Academic Programs

**Lori Mann Bruce, PhD**

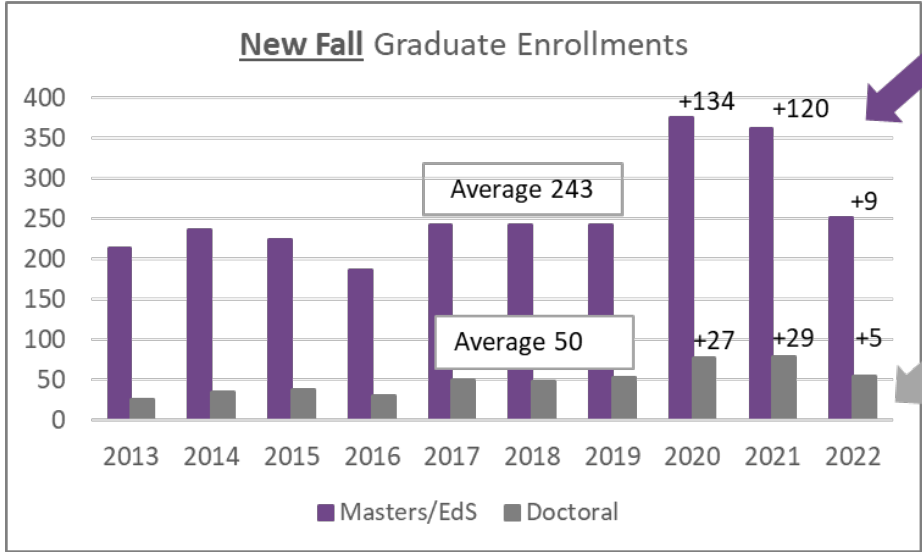
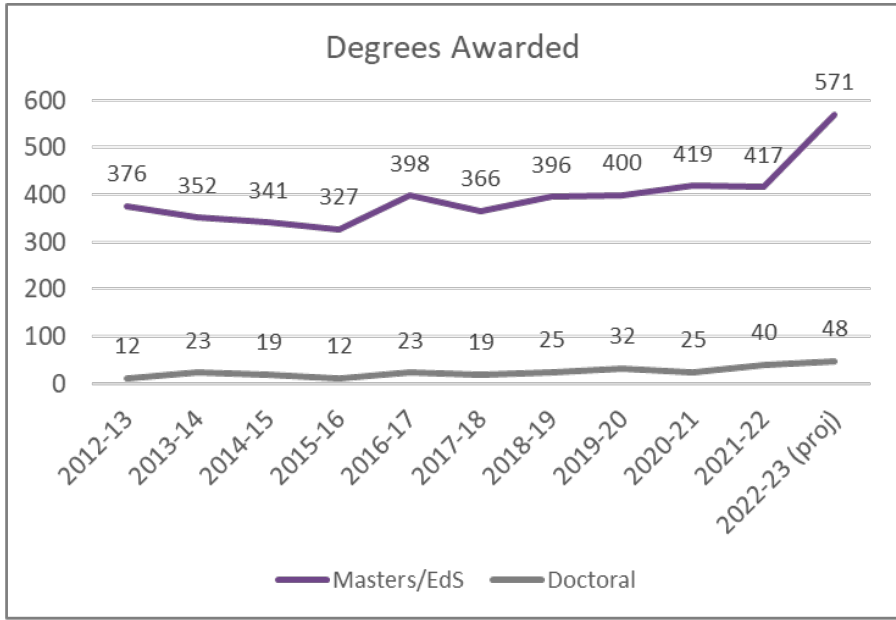
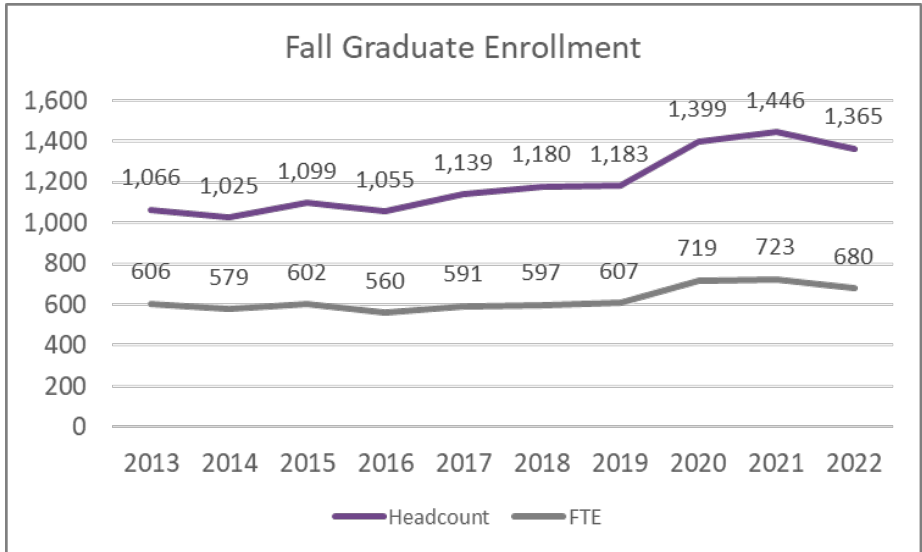
Provost & Vice President of Academic Affairs

Presented to University Budget Advisory Committee

March 24, 2023



# Graduate Enrollments: Trends & Projections



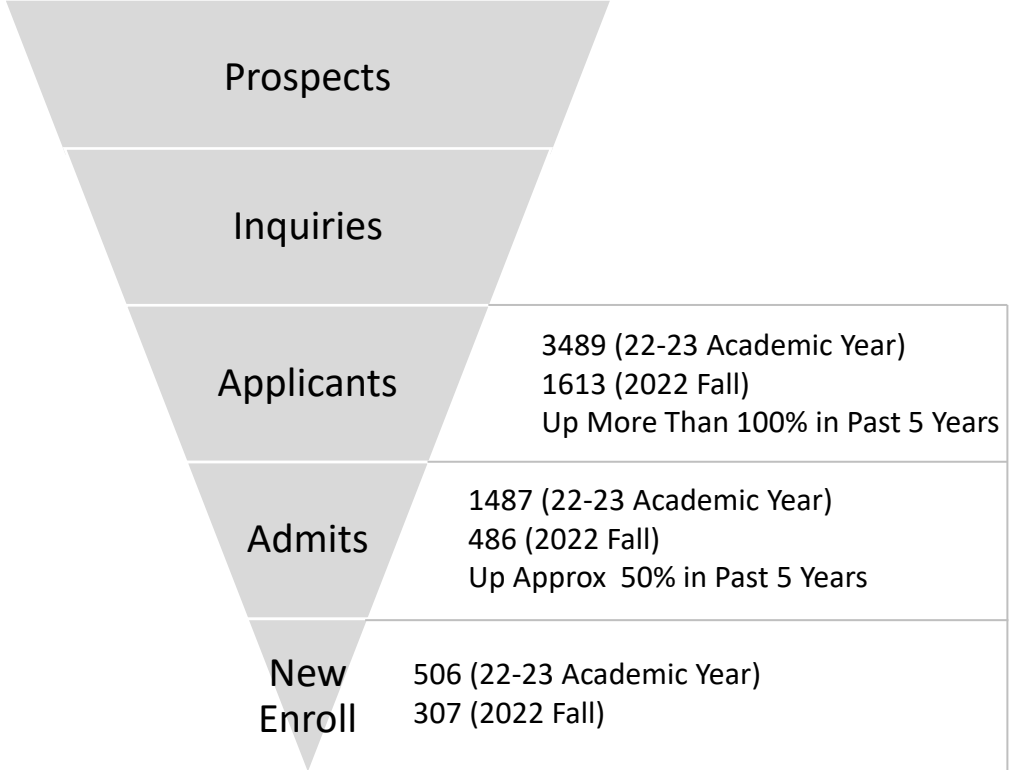
Masters Average Time to Degree ~ 3 years

Doctoral Average Time to Degree ~ 5 years

Graduate Enrollments are expected to decline by approx. 100-120 HC (50-60 FTE) if New Grad Enrollments remain constant.


# Graduate Enrollments: Enrollment Initiatives

## Graduate Enrollment Funnel\*



\*Data includes multiple program apps, multiple semester apps, incompletd apps, etc.

	Overall yield == %App Start to Enroll	App Start Increase Goal	Enroll Increase Goal
Community Health & Nutrition (MS)	36%	55	20
Accountancy (MAcc)	34%	30	10
Exercise Science, Phys Educ, & Wellness (MA)	47%	21	10
Engineering Management (MSEM)	31%	65	20
Environmental Informatics (PSM)	52%	29	15
Strategic Leadership (MPS)	50%	10	5
Human Resources Leadership (MPS)	36%	14	5
Health Care Administration (MPS)	40%	25	10
Media and Strategic Comm. (MPS)	43%	12	5
Project Management(MPS)	50%	20	10
Public Safety (MPS)	61%	8	5
Nursing (MSN)	47%	21	10
Nursing Practice (DNP)	61%	8	5
<b>Total</b>		<b>319</b>	<b>130</b>

  
 Tuition & Mandatory Fees (avg 6sch fall & spring semesters) \$977,600  
 Online Fees (Beyond Mandatory Fees) \$104,520

## Provost's Office Investments in Graduate (One-Time Funds -- CarryForward Online Fees)

Enrollment Initiatives	\$200,000 ~\$120,000 \$200,000	Graduate Marketing & Advertising Campaign CITL Staffing Additional Faculty Positions for MSCHN and MPS
Graduate Program Support	\$92,000 \$120,000 \$30,000	Graduate CRM (Slate) Graduate Studies Office Staffing (2 years) Development of Online Student Resources

# New Academic Programs (Since 2020)

Program	Implementation Date	Enrollment Fall 2022 (FT & PT)	New University Resources*	New Revenues* Fall 2022 (Tuition & Man Fees)
Ph.D. in Counseling and Supervision	Fall 2020	12	\$ 295,000	\$ 145,000
M.S. in Engineering Management	Fall 2020	22	\$ 295,000	\$ 185,000
M.S. in Community Health and Nutrition	Fall 2021	21	\$ 205,000	\$ 275,000
B.S. in Economics	Fall 2020	20	\$ 0	***
BSBA in Business Information and Technology	Fall 2020	147	\$ 0	***
B.S. in Animal Science	Fall 2022	50	\$ 0	***
B.S. in Design Studies	Fall 2022	76	\$ 0	***
B.S. in Studio Arts	Fall 2022	4	\$ 0	***
B.S. in Music	Spring 2023	27 (Spring 2023)	\$ 0	***
Ph.D. in Higher Education	Fall 2023 (anticip.)		\$ 250,000	
M.A. in Learning Design, Innovation, and Technology	Fall 2023 (anticip.)		\$ 50,000**	
B.S. in Nuclear Engineering	Fall 2024 (anticip.)		\$ 3,000,000+	
M.S. in Environmental Agriscience Technology	Fall 2024 (anticip.)		\$ 50,000**	
B.S. in Interdisciplinary Computing and Innovation	Fall 2024 (anticip.)		\$ 100,000	

\* Resources and Revenues are approximations due to variations in salaries and benefits of faculty/staff and variations in full-time and part-time status of students.

\*\* Anticipated One-Time Costs

\*\*\* Enrollments increased following program implementation, but increase due to program implementation cannot be accurately measured.

+ One-Time & Recurring Costs, anticipated support from federal budget

# New Academic Programs: Investing in Future

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## Faculty Academy

Rapid course and program development program

Provost's Office Investments in Academic Program Development (One-Time Funds – Carry Forward Online Fees)

\$300,000 for Grants and Program Operation (2 years)

Facilitated by the CAFÉ & CITL

## Inaugural Call for Proposals

~10% faculty members proposed projects

Courses & programs to be developed over the summer and fall to be offered in Fall 23 and Spring 24

Curricular Program Enhancements of Low-Enrolled Graduate Programs

New Online Certificates

New Online Courses & Program Options

Integration of Educational Technology (including Augmented & Virtual Reality and Adaptive Curricula)



# Tennessee TECH

## *Office of Research and Economic Development* *IDC Considerations*

# Office of Research and Economic Development

- *Research*

- ✓ Sponsored Programs (was Sponsored Research)
- ✓ Research Compliance
- ✓ Technology Transfer

- *Economic Development*

- ✓ Tennessee Center for Rural Innovation

- *Water Resource Center*

# OSP Update

- November 1, 2022
  - Mark Lynam, Pre-award
  - Jill DeBord, Post-award
- March 1, 2023
  - Neal Hunt, Director of Sponsored Programs
  - Mark Lynam, Pre-award Team Manager
  - Jill DeBord, Sr. Post-award Specialist
  - Mary Beth Stallworth, Contract Compliance Specialist
  - Monica Hutcheson, Post-award Specialist
  - Ida Mittagadapa, GA
  - Vennela Vakapalli, GA
  - Mikayla Bumgarner, undergraduate post-award trainee



# Schedule for Appropriations and Federal Agenda

January 24, 2023  
Omit for 2023

Cornerstone visit with faculty information session  
Colleges/Schools/Units submit list of proposals under consideration

- Brief, descriptive title
- Participants, units (college/school/etc.)
- Summary – 200 word maximum, including total project cost and timeline

February 1

Call for proposals (Cornerstone template)

February 17

Deadline for proposals

February 24

Proposal Review Meetings: culminating in requested/required edits and budget information

March 1

President Oldham finalized priorities for federal agenda

March 17–April 15

Delegation Meetings



# Indirect Costs

- Facilities and Administrative (F&A) or Indirect Costs (IDC) are real costs of conducting research and other sponsored program activities at Tennessee Tech.
- The rate charged is actually negotiated and approved by the federal government.
- The IDC rate is currently 42% but under delayed negotiation with Federal Government (HHS).
  - Huron was our consultant.
  - Rate likely to increase modestly in FY24.

# Tennessee Tech Centers

- Centers accommodate various expenses without an ROI
  - **Grant accounting personnel**
  - Start-up funds
  - Grant cost-share (matching)
  - Graduate student assistantships
  - **Greater use of research faculty is an alternative**
    - ✓ Guidelines critical (12-18 month salary runway)

# Applause?

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[cpinkert@tntech.edu](mailto:cpinkert@tntech.edu)