



SRI FY23 Budget Overview

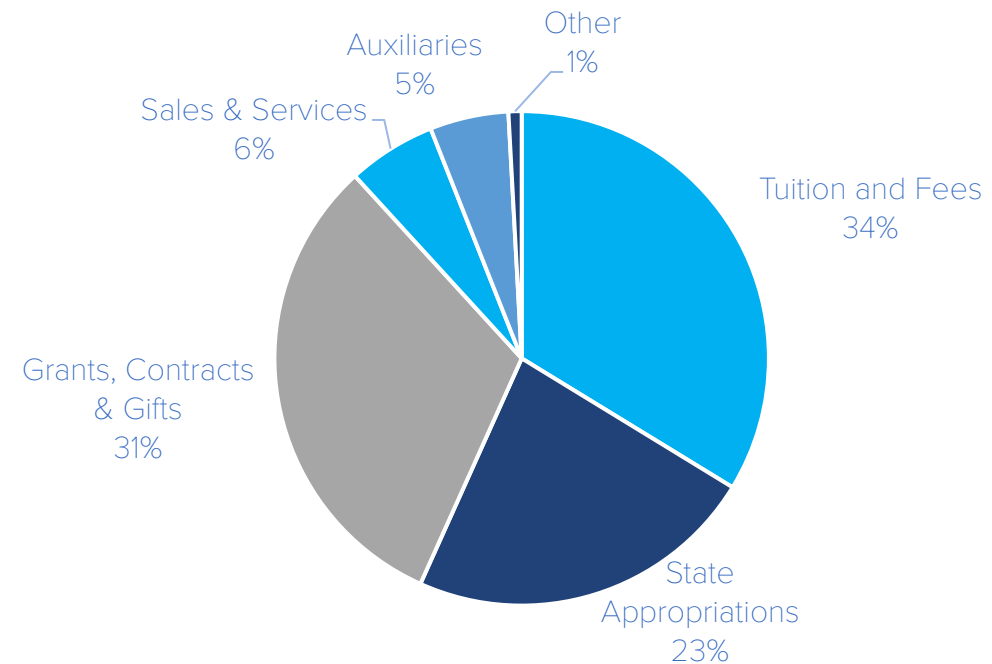
FY22 Revenue Budget

(includes Unrestricted & Restricted)

University of Memphis FY21-22 Revised Budget

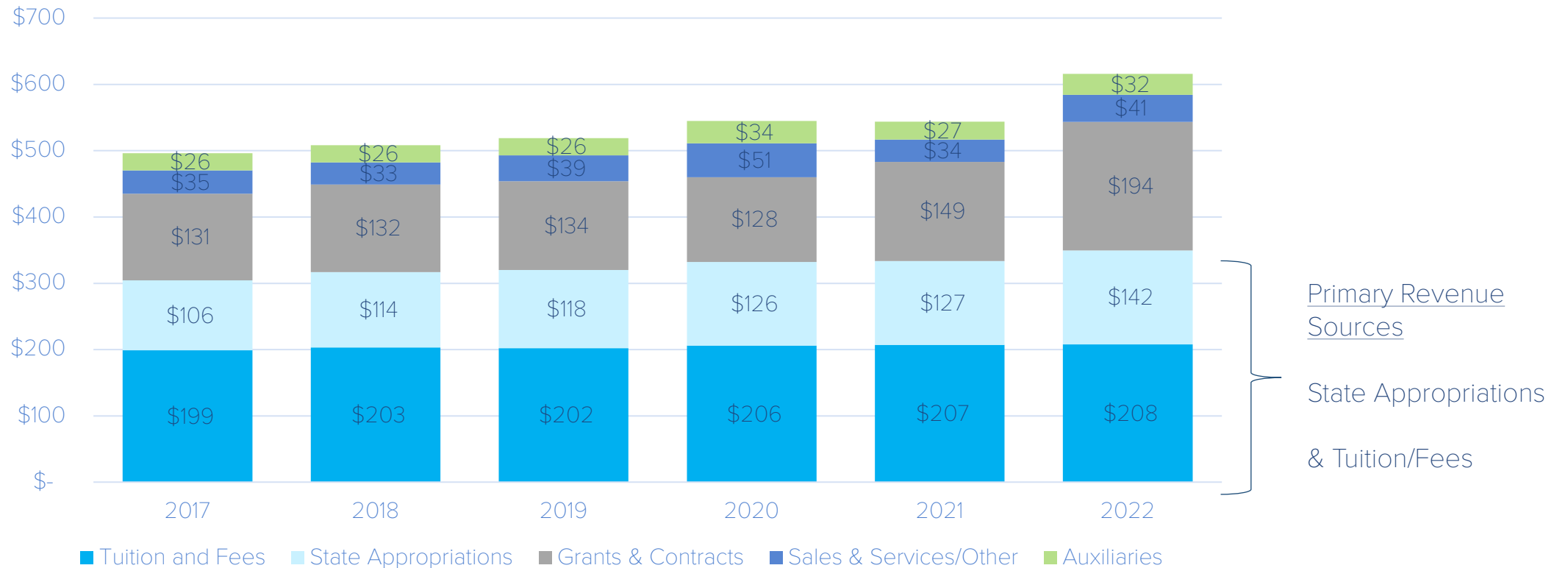
Tuition and Fees	\$207.8 M
State Appropriations	141.6 M
Grants, Contracts & Gifts	194.0 M
Sales & Services	35.6 M
Auxiliaries	31.7 M
Other	5.3 M
Total Revenue	\$616.0 M

FY2022 Unrestricted and Restricted Revenues



University Budget Growth

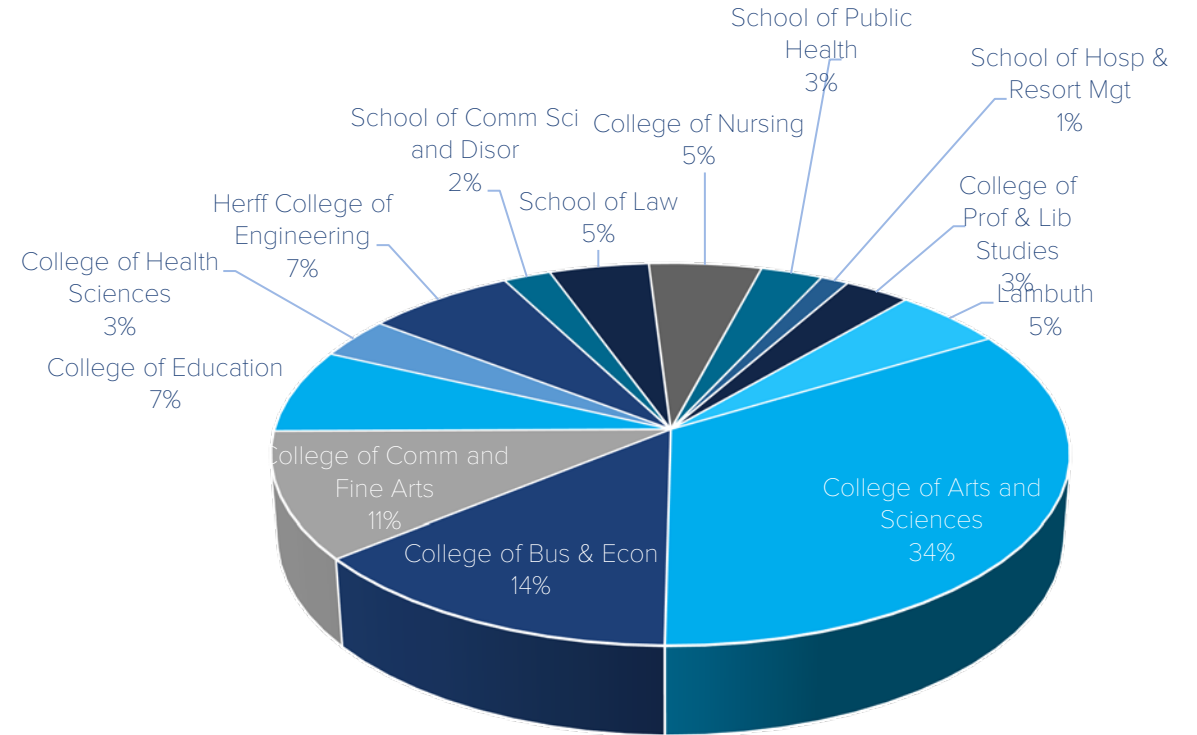
Total University Revenue by Type (In Millions)



2021 and 2022 Grants & Contracts includes Stimulus funding related to COVID-19

SRI FY22 Budget - Direct Expenditures Summary by College/School

College/School	Direct Exp
College of Arts and Sciences	\$56.0 M
Fogelman College of Business and Economics	23.0 M
College of Communications and Fine Arts	17.8 M
College of Education	11.8 M
College of Health Sciences	5.7 M
Herff College of Engineering	11.3 M
School of Comm. Sciences and Disorders	3.6 M
Cecil C. Humphreys School of Law	7.6 M
Loewenberg College of Nursing	8.5 M
School of Public Health	4.7 M
Kemmons Wilson School of Hosp. and Resort Mgmt.	2.1 M
College of Prof and Liberal Studies	5.0 M
Lambuth	8.5 M
Total Academic Units	\$165.6 M



SRI FY22 Budget Direct Expenses by College

Revenue Components

Revenue Budget Components

- State Appropriations
- Tuition Revenues
 - Enrollment changes
 - Tuition Rate (THEC FY23 Binding Range 0% - 3%)
 - For FY23, the Governor is requesting 0% tuition increases due to significant State Appropriation investment

Last two Tuition increases reinvested in Tuition & Fee restructures (no new revenues)

State Appropriations

FY23 Governor's Budget Recurring State Appropriations

State Appropriation – Operating Increase	\$9,676,800
Salary Increase Pool ¹	5,684,700
Health Insurance & Retirement Increases	1,189,100
Outcomes Formula Adjustment	794,600
Net Recurring State Appropriations³	\$17,345,200

FY23 Mandated Expenses

Salary Increase Cost	9,000,000
Health Insurance & Retirement Increases	1,189,000
State Insurance Premiums ²	700,000
Total Mandated Expenses	\$10,889,000

FY23 Governor's Budget Capital Maintenance – One Time State Appropriations

HVAC Component Replacements (Multiple Academic Buildings)	\$4,293,000
Campus-Wide Multiple Buildings Repairs	4,000,000
Campus-Wide Multiple Buildings Roof Replacements	3,000,000
Wilder Tower Repairs	2,674,000
Net Capital Maintenance State Appropriations	\$13,967,000

FY23 Governor's Budget Capital Projects – One Time State Appropriations

College of Business & Economics Renovation	\$30,000,000
Mynders Hall Renovation	25,000,000
Net Capital Projects State Appropriations	\$55,000,000

1 Salary pool funding represents the State portion of the Salary increase cost or roughly 60% of the cost; the University also has about 40% to fund as well

2 Annual insurance premium increases have outweighed State adjustments to the tune of \$700K

3 Governor's Budget for Higher Education comes with the expectation that there will not be any increases Tuition and Mandatory Fees

Tuition Revenue Challenges

THEC Binding Tuition Ranges

- The Focus Act (TCA 49.7.1601) requires Tennessee Higher Education Commission (THEC) make student fee and state appropriation recommendations concurrently.
- Numerous factors impact the tuition recommendation, including student affordability and financial aid, institutional revenues and cost inflation factors.
- Efforts to mitigate the financial effect on students: UofM has implemented multiple tuition & fee structure changes to keep the overall cost of education as low as possible for our Tennessee resident students while remaining competitive with our national peers
- UofM has funded tuition & fee restructures with FY22 and FY20 Tuition increases, no new revenues to allocate

Fiscal Yr	THEC Binding Range	UofM Tuition Increase
FY23*	0% -3%	0%
FY22	0% -2%	1.79%
FY21	0% -2%	0.0%
FY20	0% -2.5%	1.79%
FY19	0% -3%	0.0%
FY18	0% -4%	2.6%
FY17	0% -3%	2.3%
FY16	0% -4%	3.7%
FY15	2%-4%	0.0%
FY14	0% -6%	6.0%

*The Governor is requesting 0% tuition increases due to significant State Appropriation Investment. UofM has the lowest statewide average tuition increase of 1.5% over the last 8 years

Tuition & Fee Restructures

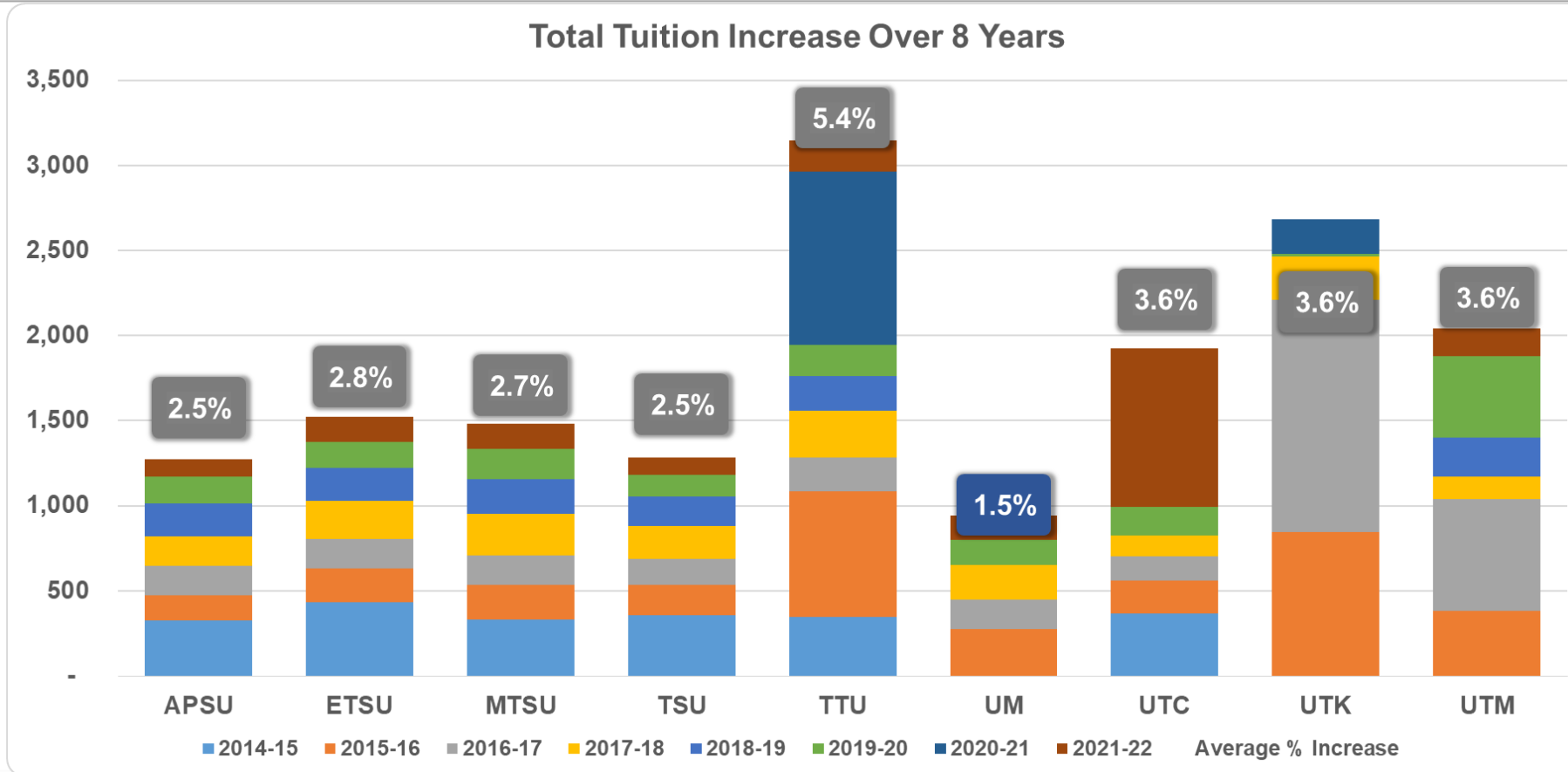
- Implementation of a guaranteed tuition plan for eight consecutive terms
- Reduction of overall tuition cost by implementing a tuition cap for Tennessee residents
 - for undergraduates who take more than 12 hours, additional credits are free
 - for graduate students who take more than 10 hours, additional credits are free
- Reduction of overall tuition cost by implementing a tuition cap for Out of State Law students
 - for law students who take more than 11 hours, additional credits are free
- Establishment of uniform tuition rates for online and on-campus courses

Tuition & Fee Restructures Cont'd

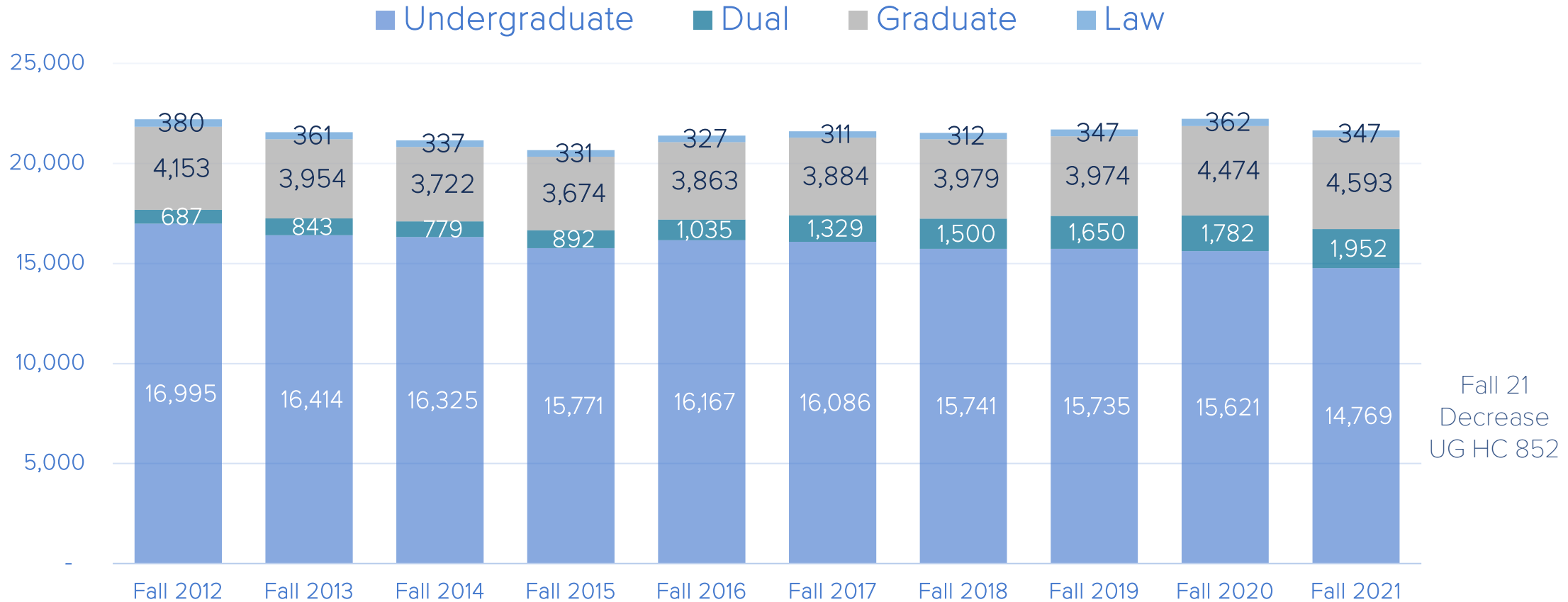
- Adjustment of out-of-state rates for non-resident and international students to enhance our enrollment and remain competitive with our regional peers
- Spearheaded national/international recruitment efforts in order to increase enrollments in STEM programs. Enrollment growth in these two areas has been significant and instrumental to overall enrollments
- Restructured the drop for non-payment process for an early outreach approach and combined housing, dining, and tuition/fees into a single payment plan. For Spring 2020, resulted in a 12% increase in payment plan enrollees a 51% decrease in the drop activity

A Commitment to Affordability and Accessibility

Lowest statewide average tuition increase of 1.5% over the last 8 years



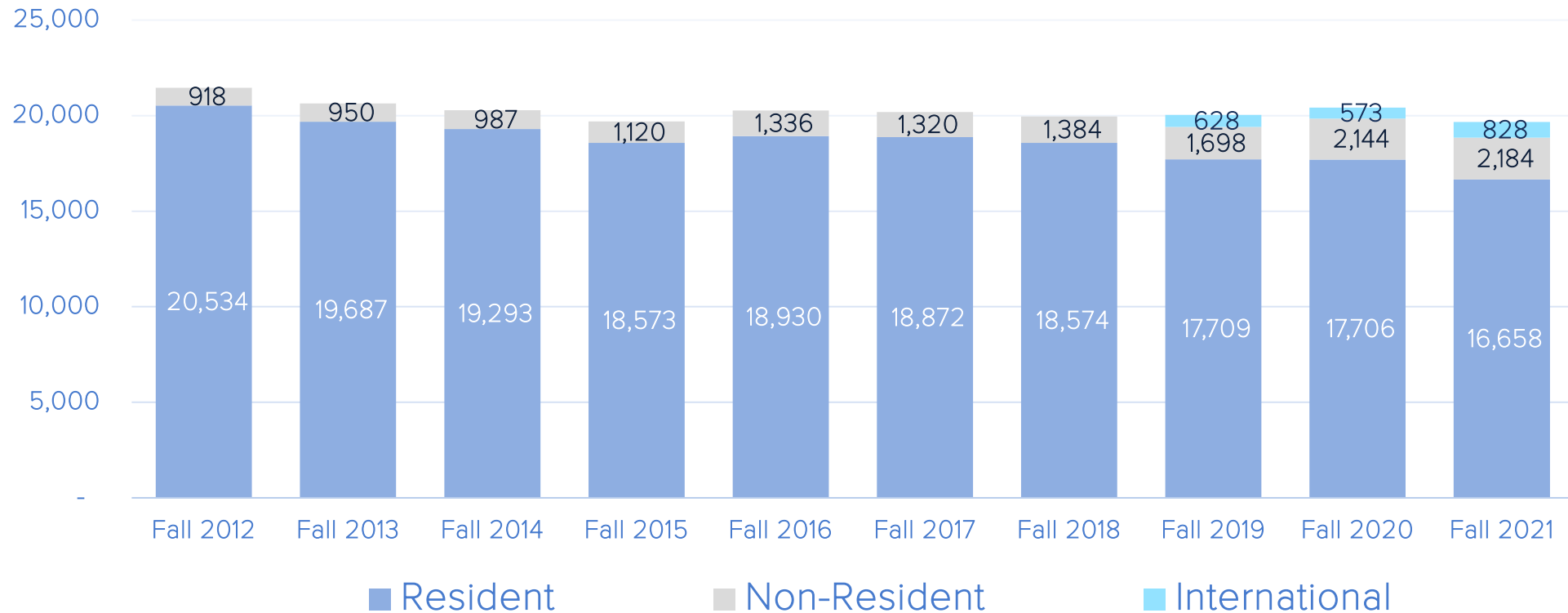
Enrollment by Class



Fall 21 changed the DNP process

Enrollment by Residency

HEADCOUNT TREND BY RESIDENCY
EXCLUDES DUAL ENROLLMENT



Declining in-state enrollments

Financial Challenges-Opportunities

Enrollment Changes:

Challenges -

- Impact of FY2020 Freshman class

- National-Tennessee, college enrollment issues

Opportunities –

- R1-Tier1 Designation

- Out of State and International Enrollments

SRI FY23 Budget Requests

Divisions	Base	One-Time	Total
Facilities Units	\$4,071,400	\$1,975,000	\$6,046,400
Admin Support Units	8,799,700	2,906,100	11,705,800
Colleges/Schools	8,222,000	5,009,400	13,231,400
Total Budget Requests	\$21,093,100	\$9,890,500	\$30,983,600

Enrollment Impact on Tuition

- In State Undergraduate enrollment has dropped
- International and OOS enrollments has helped keep revenues even

AY2020-21 and AY 2021-22 Tuition & Mandatory Fee Revenues by Residency Category					
	Tuition & Mandatory Fees		Change	FY22 Tuition Increase	Enrollment Impact
	AY2020-21	AY2021-22			
Undergraduate					
In State	\$ 109,162,000	\$ 103,009,000	\$ (6,153,000)	\$ 1,170,000	\$ (7,323,000)
Out-of-State	12,718,000	14,940,000	2,222,000	352,000	1,870,000
International	2,586,000	3,363,000	777,000	96,000	681,000
Global/RODP	8,248,000	9,273,000	1,025,000	171,000	854,000
Graduate					
In State	20,048,000	17,937,000	(2,111,000)	234,000	(2,345,000)
Out-of-State	7,132,000	6,293,000	(839,000)	165,000	(1,004,000)
International	6,307,000	12,449,000	6,142,000	293,000	5,849,000
Global/RODP	4,388,000	5,945,000	1,557,000	66,000	1,491,000
Law					
In State	5,051,000	4,848,000	(203,000)	84,000	(287,000)
Out-of-State	1,683,000	1,720,000	37,000		37,000
International	34,000	-	(34,000)		(34,000)
Total	\$ 177,357,000	\$ 179,777,000	\$ 2,420,000	\$ 2,631,000	\$ (211,000)
Final Phase to eliminate online fees					(1,300,000)
FY22 Net Tuition Impact					(1,511,000)



Questions?

