

# **CLARION UNIVERSITY**

**COUNCIL OF TRUSTEES**

**BUDGET UPDATE**

**SEPTEMBER 21, 2017**

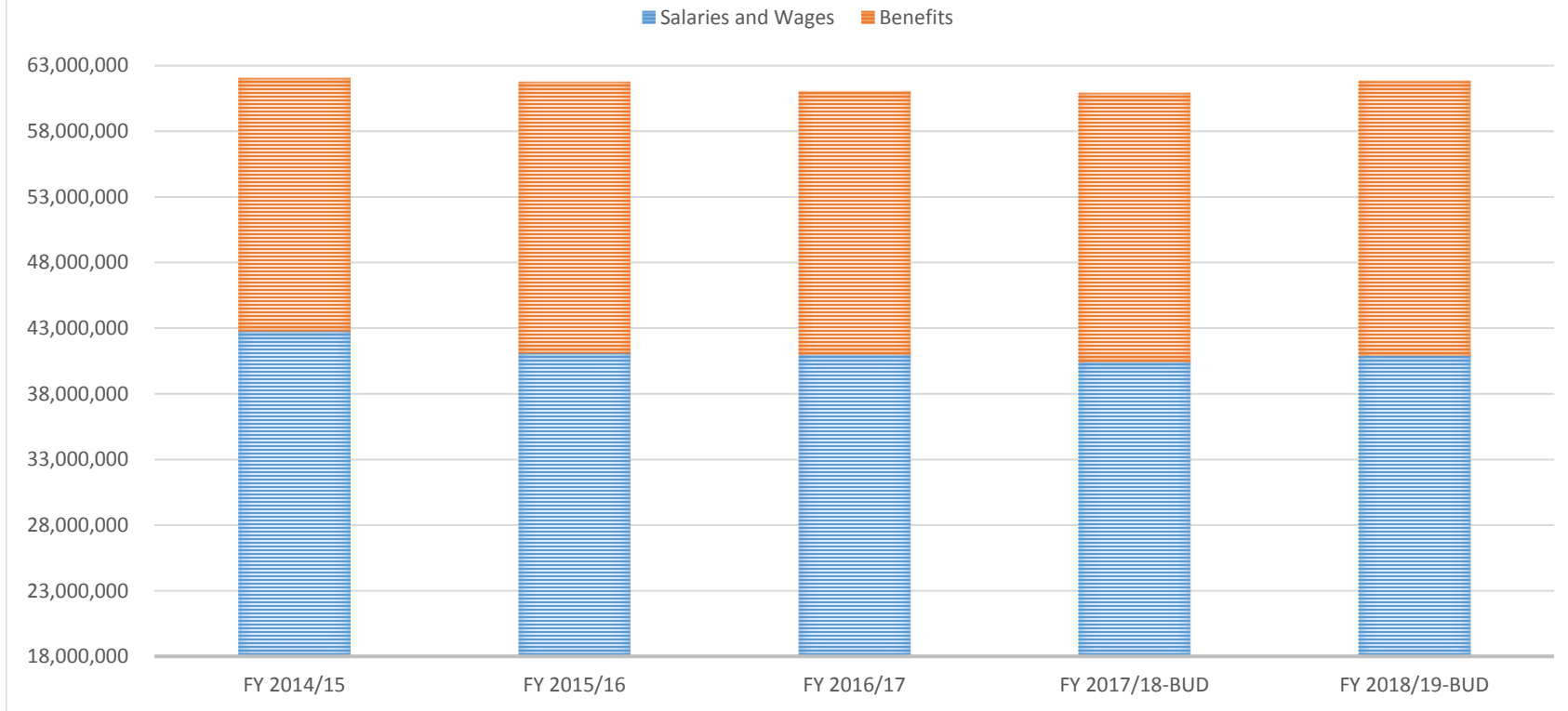
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# CLARION E&G SURPLUS/DEFICIT



# CLARION E&G TOTAL COMPENSATION



E&G Prior Year - FY 2016/17 Summary  
 Clarion University of Pennsylvania

| <b>Educational and General Budget</b>                  |                              |                              |                              | <b>Act/Act</b>            | <b>Bud/Act</b>            |
|--|------------------------------|------------------------------|------------------------------|---------------------------|---------------------------|
| <b>Revenue/Sources</b>                                 | <b>Actual<br/>FY 2015/16</b> | <b>Budget<br/>FY 2016/17</b> | <b>Actual<br/>FY 2016/17</b> | <b>Percent<br/>Change</b> | <b>Percent<br/>Change</b> |
| Tuition  | \$37,050,276                 | \$37,378,542                 | \$37,928,848                 | 2.4%                      | 1.5%                      |
| Fees   | 12,201,288                   | 12,554,211                   | 12,575,155                   | 3.1%                      | 0.2%                      |
| State Appropriation                                    | 24,056,297                   | 24,862,718                   | 24,982,987                   | 3.9%                      | 0.5%                      |
| All Other Revenue                                      | 5,256,199                    | 4,629,706                    | 6,160,919                    | 17.2%                     | 33.1%                     |
| Planned Use of Carryforward                            | 0                            | 2,200,000                    | 0                            | n/a                       | -100.0%                   |
| <b>Total Revenue/Sources</b>                           | <b>\$78,564,060</b>          | <b>\$81,625,177</b>          | <b>\$81,647,909</b>          | <b>3.9%</b>               | <b>0.0%</b>               |
| <b>Expenditures and Transfers</b>                      |                              |                              |                              |                           |                           |
| Compensation Summary:                                  |                              |                              |                              |                           |                           |
| Salaries and Wages                                     | \$41,095,675                 | \$39,654,674                 | \$41,011,733                 | -0.2%                     | 3.4%                      |
| Benefits   | 20,633,888                   | 20,638,049                   | 19,993,947                   | -3.1%                     | -3.1%                     |
| Subtotal, Compensation                                 | \$61,729,563                 | \$60,292,723                 | \$61,005,680                 | -1.2%                     | 1.2%                      |
| Student Financial Aid                                  | 1,767,994                    | 2,231,595                    | 2,508,861                    | 41.9%                     | 12.4%                     |
| Utilities  | 1,820,237                    | 1,837,800                    | 2,148,805                    | 18.1%                     | 16.9%                     |
| Other Services and Supplies                            | 15,371,625                   | 15,179,901                   | 13,275,306                   | -13.6%                    | -12.5%                    |
| Subtotal, All Services and Supplies                    | \$18,959,856                 | \$19,249,296                 | \$17,932,972                 | -5.4%                     | -6.8%                     |
| Capital Expenditures and Transfers                     | 2,655,641                    | 2,083,158                    | 2,019,894                    | -23.9%                    | -3.0%                     |
| <b>Total Expenditures and Transfers</b>                | <b>\$83,345,060</b>          | <b>\$81,625,177</b>          | <b>\$80,958,546</b>          | <b>-2.9%</b>              | <b>-0.8%</b>              |
| <b>Revenue/Sources Less<br/>Expenditures/Transfers</b> | <b>(\$4,781,000)</b>         | <b>\$0</b>                   | <b>\$689,363</b>             |                           |                           |

| <b>Annualized FTE Enrollment</b> | <b>Actual<br/>FY 2015/16</b> | <b>Budget<br/>FY 2016/17</b> | <b>Actual<br/>FY 2016/17</b> | <b>Change</b> | <b>Change</b> |
|----------------------------------|------------------------------|------------------------------|------------------------------|---------------|---------------|
| In-State Undergraduate           | 3,829.60                     | 3,583.51                     | 3,701.23                     | -3.4%         | 3.3%          |
| Out-of-State Undergraduate       | 314.93                       | 301.45                       | 304.50                       | -3.3%         | 1.0%          |
| In-State Graduate                | 402.71                       | 458.30                       | 458.50                       | 13.9%         | 0.0%          |
| Out-of-State Graduate            | 136.06                       | 126.96                       | 147.33                       | 8.3%          | 16.0%         |
| <b>Total FTE Enrollment</b>      | <b>4,683.30</b>              | <b>4,470.22</b>              | <b>4,611.56</b>              | <b>-1.5%</b>  | <b>3.2%</b>   |

| <b>E&amp;G FTE of Budgeted Positions</b> | <b>Actual<br/>FY 2015/16</b> | <b>Budget<br/>FY 2016/17</b> | <b>Actual<br/>FY 2016/17</b> | <b>Change</b> | <b>Change</b> |
|--|------------------------------|------------------------------|------------------------------|---------------|---------------|
| Faculty                                  | 260.67                       | 256.83                       | 250.94                       | -3.7%         | -2.3%         |
| AFSCME                                   | 171.87                       | 165.75                       | 155.74                       | -9.4%         | -6.0%         |
| Nonrepresented                           | 76.31                        | 78.22                        | 75.69                        | -0.8%         | -3.2%         |
| SCUPA                                    | 29.72                        | 30.70                        | 26.32                        | -11.4%        | -14.3%        |
| All Other                                | 37.93                        | 38.55                        | 36.03                        | -5.0%         | -6.5%         |
| <b>Total FTE of Budgeted Positions</b>   | <b>576.50</b>                | <b>570.05</b>                | <b>544.72</b>                | <b>-5.5%</b>  | <b>-4.4%</b>  |

E&G FY 2017/18 AND FY 2018/19 BUDGET  
Clarion University of Pennsylvania

| <b>Educational and General Budget</b>                  |                              |                              |                              |                           |                              |                           |
|--|------------------------------|------------------------------|------------------------------|---------------------------|------------------------------|---------------------------|
| <b>Revenue/Sources</b>                                 | <b>Actual<br/>FY 2015/16</b> | <b>Actual<br/>FY 2016/17</b> | <b>Budget<br/>FY 2017/18</b> | <b>Percent<br/>Change</b> | <b>Budget<br/>FY 2018/19</b> | <b>Percent<br/>Change</b> |
| Tuition  | \$37,050,276                 | \$37,928,848                 | \$39,209,679                 | 3.4%                      | \$39,209,679                 | 0.0%                      |
| Fees   | 12,201,288                   | 12,575,155                   | 12,610,608                   | 0.3%                      | 12,610,608                   | 0.0%                      |
| State Appropriation                                    | 24,056,297                   | 24,982,987                   | 24,942,137                   | -0.2%                     | 24,942,137                   | 0.0%                      |
| All Other Revenue                                      | 5,256,199                    | 6,160,919                    | 5,086,730                    | -17.4%                    | 5,086,730                    | 0.0%                      |
| Planned Use of Carryforward                            | 0                            | 0                            | 1,090,000                    | #DIV/0!                   | 0                            | -100.0%                   |
| <b>Total Revenue/Sources</b>                           | <b>\$78,564,060</b>          | <b>\$81,647,909</b>          | <b>\$82,939,154</b>          | <b>1.6%</b>               | <b>\$81,849,154</b>          | <b>-1.3%</b>              |
| <b>Expenditures and Transfers</b>                      |                              |                              |                              |                           |                              |                           |
| Compensation Summary:                                  |                              |                              |                              |                           |                              |                           |
| Salaries and Wages                                     | \$41,095,675                 | \$41,011,733                 | \$40,444,393                 | -1.4%                     | \$40,929,509                 | 1.2%                      |
| Benefits   | 20,633,888                   | 19,993,947                   | 20,452,453                   | 2.3%                      | 20,878,676                   | 2.1%                      |
| Subtotal, Compensation                                 | \$61,729,563                 | \$61,005,680                 | \$60,896,846                 | -0.2%                     | \$61,808,185                 | 1.5%                      |
| Student Financial Aid                                  | 1,767,994                    | 2,508,861                    | 2,961,520                    | 18.0%                     | 3,500,000                    | 18.2%                     |
| Utilities  | 1,820,237                    | 2,148,805                    | 2,060,120                    | -4.1%                     | 2,125,000                    | 3.1%                      |
| Other Services and Supplies                            | 15,371,625                   | 13,275,306                   | 15,380,348                   | 15.9%                     | 15,801,000                   | 2.7%                      |
| Subtotal, All Services and Supplies                    | \$18,959,856                 | \$17,932,972                 | \$20,401,988                 | 13.8%                     | \$21,426,000                 |                           |
| Capital Expenditures and Transfers                     | 2,655,641                    | 2,019,894                    | 1,640,320                    | -18.8%                    | 1,430,320                    | -12.8%                    |
| <b>Total Expenditures and Transfers</b>                | <b>\$83,345,060</b>          | <b>\$80,958,546</b>          | <b>\$82,939,154</b>          | <b>2.4%</b>               | <b>\$84,664,505</b>          | <b>2.1%</b>               |
| <b>Revenue/Sources Less<br/>Expenditures/Transfers</b> | <b>(\$4,781,000)</b>         | <b>\$689,363</b>             | <b>\$0</b>                   | <b>n/a</b>                | <b>(\$2,815,351)</b>         |                           |

| <b>Annualized FTE Enrollment</b> | <b>Actual<br/>FY 2015/16</b> | <b>Actual<br/>FY 2016/17</b> | <b>Budget<br/>FY 2017/18</b> | <b>Change</b> | <b>Budget<br/>FY 2018/19</b> | <b>Change</b> |
|----------------------------------|------------------------------|------------------------------|------------------------------|---------------|------------------------------|---------------|
| In-State Undergraduate           | 3,829.60                     | 3,701.23                     | 3,679.33                     | -0.6%         | 3,680.33                     | 0.0%          |
| Out-of-State Undergraduate       | 314.93                       | 304.50                       | 297.87                       | -2.2%         | 297.87                       | 0.0%          |
| In-State Graduate                | 402.71                       | 458.50                       | 474.88                       | 3.6%          | 474.88                       | 0.0%          |
| Out-of-State Graduate            | 136.06                       | 147.33                       | 146.92                       | -0.3%         | 146.92                       | 0.0%          |
| <b>Total FTE Enrollment</b>      | <b>4,683.30</b>              | <b>4,611.56</b>              | <b>4,599.00</b>              | <b>-0.3%</b>  | <b>4,600.00</b>              | <b>0.0%</b>   |

| <b>E&amp;G FTE of Budgeted Positions</b> | <b>Actual<br/>FY 2015/16</b> | <b>Actual<br/>FY 2016/17</b> | <b>Budget<br/>FY 2017/18</b> | <b>Change</b> | <b>Budget<br/>FY 2018/19</b> | <b>Change</b> |
|--|------------------------------|------------------------------|------------------------------|---------------|------------------------------|---------------|
| Faculty                                  | 260.67                       | 250.94                       | 250.85                       | 0.0%          | 254.85                       | 1.6%          |
| AFSCME                                   | 171.87                       | 155.74                       | 164.06                       | 5.3%          | 162.74                       | -0.8%         |
| Nonrepresented                           | 76.31                        | 75.69                        | 76.67                        | 1.3%          | 76.65                        | 0.0%          |
| SCUPA                                    | 29.72                        | 26.32                        | 31.89                        | 21.2%         | 30.89                        | -3.1%         |
| All Other                                | 37.93                        | 36.03                        | 37.58                        | 4.3%          | 37.56                        | -0.1%         |
| <b>Total FTE of Budgeted Positions</b>   | <b>576.50</b>                | <b>544.72</b>                | <b>561.05</b>                | <b>3.0%</b>   | <b>562.69</b>                | <b>0.3%</b>   |

FY 2017/18 & 2018/19 BUDGET - Total Funds  
 Clarion University of Pennsylvania

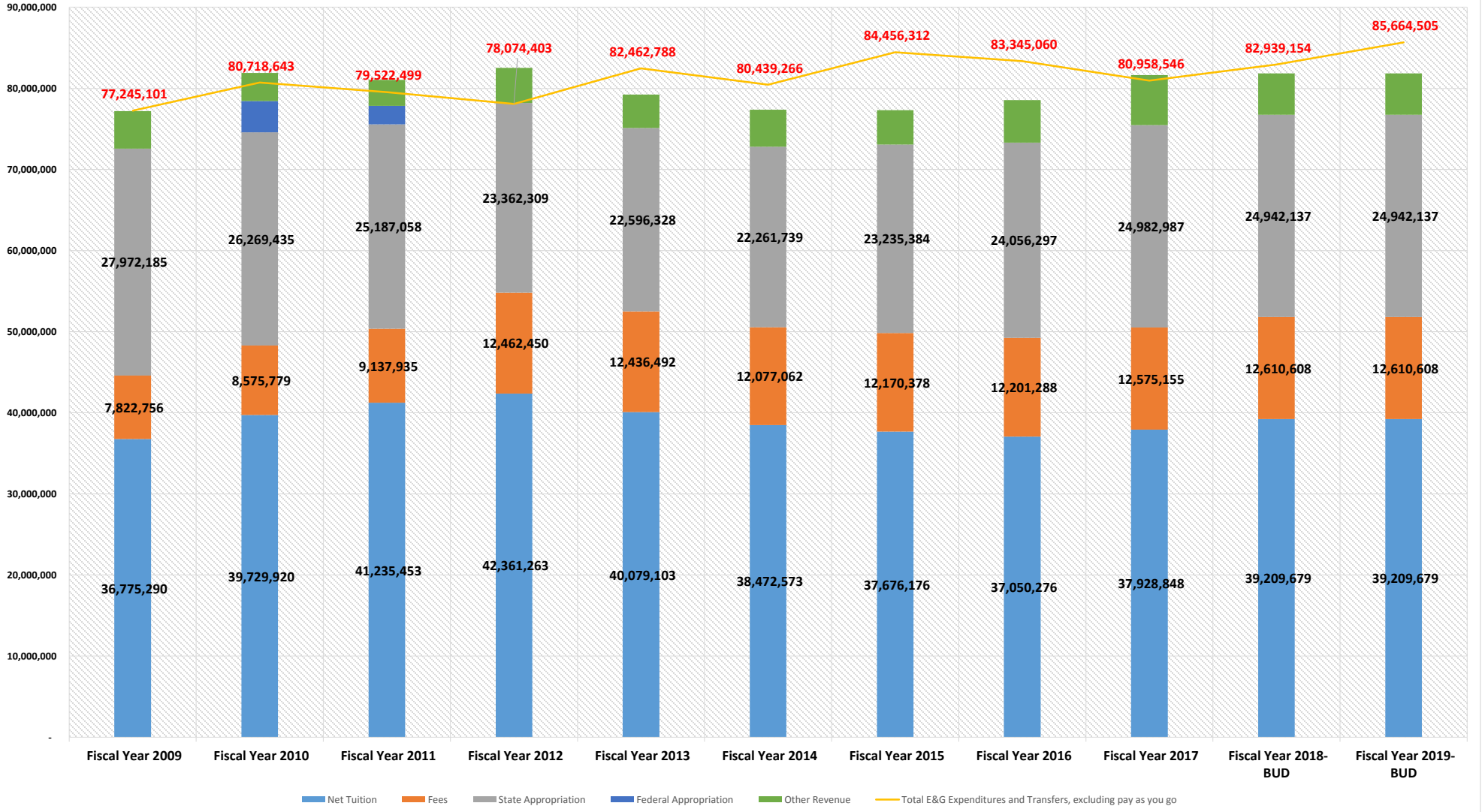
|                                  | FY 2016/17           | FY 2017/18           | Variance: Prior/Current |             | FY 2018/19           | Variance: Request/Current |              |
|----------------------------------|----------------------|----------------------|-------------------------|-------------|----------------------|---------------------------|--------------|
|                                  | ACT Prior Year       | Current Year         | Amount                  | %           | Request Year         | Amount                    | %            |
| <b>EDUCATIONAL &amp; GENERAL</b> |                      |                      |                         |             |                      |                           |              |
| <b>Current Sources</b>           |                      |                      |                         |             |                      |                           |              |
| Tuition & Fees                   | \$50,504,003         | \$51,820,287         | \$1,316,284             | 2.6%        | \$51,820,287         | \$0                       | 0.0%         |
| Appropriation                    | 24,982,987           | 24,942,137           | (40,850)                | -0.2%       | 24,942,137           | -                         | 0.0%         |
| Other Revenue                    | 6,160,919            | 5,086,730            | (1,074,189)             | -17.4%      | 5,086,730            | -                         | 0.0%         |
| Planned Use of Carry Forward*    | -                    | 1,090,000            | 1,090,000               | n/a         | -                    | (1,090,000)               | -100.0%      |
| <b>Total Sources</b>             | <b>\$81,647,909</b>  | <b>\$82,939,154</b>  | <b>\$1,291,245</b>      | <b>1.6%</b> | <b>\$81,849,154</b>  | <b>(\$1,090,000)</b>      | <b>-1.3%</b> |
| <b>Current Uses</b>              |                      |                      |                         |             |                      |                           |              |
| Personnel                        | \$61,005,680         | \$60,896,846         | (\$108,834)             | -0.2%       | \$61,808,185         | \$911,339                 | 1.5%         |
| Services/Supplies                | 17,932,972           | 20,401,988           | 2,469,016               | 13.8%       | 21,426,000           | 1,024,012                 | 5.0%         |
| Capital                          | 642,314              | 913,800              | 271,486                 | 42.3%       | 703,800              | (210,000)                 | -23.0%       |
| Transfers                        | 1,377,580            | 726,520              | (651,060)               | -47.3%      | 726,520              | -                         | 0.0%         |
| <b>Total Uses</b>                | <b>\$80,958,546</b>  | <b>\$82,939,154</b>  | <b>\$1,980,608</b>      | <b>2.4%</b> | <b>\$84,664,505</b>  | <b>\$1,725,351</b>        | <b>2.1%</b>  |
| <b>Sources Less Uses</b>         | <b>\$689,363</b>     | <b>\$0</b>           | <b>n/a</b>              | <b>n/a</b>  | <b>(\$2,815,351)</b> | <b>n/a</b>                | <b>n/a</b>   |
| <b>AUXILIARY</b>                 |                      |                      |                         |             |                      |                           |              |
| <b>Current Sources</b>           |                      |                      |                         |             |                      |                           |              |
| Food Service                     | \$5,951,067          | \$5,849,847          | (\$101,220)             | -1.7%       | \$6,075,000          | \$225,153                 | 3.8%         |
| Housing                          | (26)                 | -                    | 26                      | -100.0%     | -                    | -                         | n/a          |
| Other Revenue                    | 5,089,097            | 5,595,419            | 506,322                 | 9.9%        | 5,794,000            | 198,581                   | 3.5%         |
| Planned Use of Carry Forward*    | -                    | -                    | -                       | n/a         | -                    | -                         | n/a          |
| <b>Total Sources</b>             | <b>\$11,040,138</b>  | <b>\$11,445,266</b>  | <b>\$405,128</b>        | <b>3.7%</b> | <b>\$11,869,000</b>  | <b>\$423,734</b>          | <b>3.7%</b>  |
| <b>Current Uses</b>              |                      |                      |                         |             |                      |                           |              |
| Personnel                        | \$3,636,525          | \$4,185,535          | \$549,010               | 15.1%       | \$4,282,626          | \$97,091                  | 2.3%         |
| Services/Supplies                | 5,928,714            | 6,399,149            | 470,435                 | 7.9%        | 6,725,792            | 326,643                   | 5.1%         |
| Capital                          | 13,676               | 65,000               | 51,324                  | 375.3%      | 65,000               | -                         | 0.0%         |
| Transfers                        | 1,314,237            | 795,582              | (518,655)               | -39.5%      | 795,582              | -                         | 0.0%         |
| <b>Total Uses</b>                | <b>\$10,893,152</b>  | <b>\$11,445,266</b>  | <b>\$552,114</b>        | <b>5.1%</b> | <b>\$11,869,000</b>  | <b>\$423,734</b>          | <b>3.7%</b>  |
| <b>Sources Less Uses</b>         | <b>\$146,986</b>     | <b>\$0</b>           | <b>n/a</b>              | <b>n/a</b>  | <b>\$0</b>           | <b>n/a</b>                | <b>n/a</b>   |
| <b>RESTRICTED</b>                |                      |                      |                         |             |                      |                           |              |
| <b>Current Sources</b>           |                      |                      |                         |             |                      |                           |              |
| Govt. Contracts/Grants           | \$17,970,650         | \$18,010,000         | \$39,350                | 0.2%        | \$18,070,000         | \$60,000                  | 0.3%         |
| Other Revenue                    | 2,672,634            | 2,649,000            | (23,634)                | -0.9%       | 2,649,000            | -                         | 0.0%         |
| <b>Total Sources</b>             | <b>\$20,643,284</b>  | <b>\$20,659,000</b>  | <b>\$15,716</b>         | <b>0.1%</b> | <b>\$20,719,000</b>  | <b>\$60,000</b>           | <b>0.3%</b>  |
| <b>Current Uses</b>              |                      |                      |                         |             |                      |                           |              |
| Personnel                        | \$3,823,232          | \$3,836,239          | \$13,007                | 0.3%        | \$3,934,237          | \$97,998                  | 2.6%         |
| Services/Supplies                | 16,584,406           | 16,822,761           | 238,355                 | 1.4%        | 16,784,763           | (37,998)                  | -0.2%        |
| Capital                          | 86,345               | -                    | (86,345)                | -100.0%     | -                    | -                         | n/a          |
| Transfers                        | (21,365)             | -                    | 21,365                  | -100.0%     | -                    | -                         | n/a          |
| <b>Total Uses</b>                | <b>\$20,472,618</b>  | <b>\$20,659,000</b>  | <b>\$186,382</b>        | <b>0.9%</b> | <b>\$20,719,000</b>  | <b>\$60,000</b>           | <b>0.3%</b>  |
| <b>Sources Less Uses</b>         | <b>\$170,666</b>     | <b>\$0</b>           | <b>n/a</b>              | <b>n/a</b>  | <b>\$0</b>           | <b>n/a</b>                | <b>n/a</b>   |
| <b>TOTAL</b>                     |                      |                      |                         |             |                      |                           |              |
| <b>Current Sources</b>           |                      |                      |                         |             |                      |                           |              |
| Tuition & Fees                   | \$50,504,003         | \$51,820,287         | \$1,316,284             | 2.6%        | \$51,820,287         | \$0                       | 0.0%         |
| Appropriation                    | 24,982,987           | 24,942,137           | (40,850)                | -0.2%       | 24,942,137           | -                         | 0.0%         |
| Other Revenue                    | 37,844,341           | 37,190,996           | (653,345)               | -1.7%       | 37,674,730           | 483,734                   | 1.3%         |
| Planned Use of Carry Forward*    | -                    | 1,090,000            | 1,090,000               | n/a         | -                    | (1,090,000)               | -100.0%      |
| <b>Total Sources</b>             | <b>\$113,331,331</b> | <b>\$115,043,420</b> | <b>\$1,712,089</b>      | <b>1.5%</b> | <b>\$114,437,154</b> | <b>(\$606,266)</b>        | <b>-0.5%</b> |
| <b>Current Uses</b>              |                      |                      |                         |             |                      |                           |              |
| Personnel                        | \$68,465,437         | \$68,918,620         | \$453,183               | 0.7%        | \$70,025,048         | \$1,106,428               | 1.6%         |
| Services/Supplies                | 40,446,092           | 43,623,898           | 3,177,806               | 7.9%        | 44,936,555           | 1,312,657                 | 3.0%         |
| Capital                          | 742,335              | 978,800              | 236,465                 | 31.9%       | 768,800              | (210,000)                 | -21.5%       |
| Transfers                        | 2,670,452            | 1,522,102            | (1,148,350)             | -43.0%      | 1,522,102            | -                         | 0.0%         |
| <b>Total Uses</b>                | <b>\$112,324,316</b> | <b>\$115,043,420</b> | <b>\$2,719,104</b>      | <b>2.4%</b> | <b>\$117,252,505</b> | <b>\$2,209,085</b>        | <b>1.9%</b>  |
| <b>Sources Less Uses</b>         | <b>\$1,007,015</b>   | <b>\$0</b>           | <b>n/a</b>              | <b>n/a</b>  | <b>(\$2,815,351)</b> | <b>n/a</b>                | <b>n/a</b>   |

\*Planned Use of Carry Forward should reflect the planned usage of any unrestricted net assets.

# APPENDIX



## Clarion E&G Revenue Sources in Support of E&G Expenses



**Clarion University**  
**Statement of Revenues, Expenses, and Change in Net Position**

|  | <u>FY 2016/17</u>          | <u>FY 2015/16</u>          |
|--|----------------------------|----------------------------|
| <b>Revenues</b>  |                            |                            |
| Operating Revenues:  |                            |                            |
| Tuition and fees   | 50,504,004                 | 49,251,564                 |
| less discounts and allowances                                      | <u>(12,348,025)</u>        | <u>(12,430,066)</u>        |
| Net tuition and fees   | 38,155,979                 | 36,821,498                 |
| Governmental grants and contracts:                                 |                            |                            |
| Federal  | 4,799,538                  | 4,082,670                  |
| State  | 6,040,157                  | 6,378,807                  |
| Local  | 0                          | 0                          |
| Nongovernmental grants and contracts                               | 517,256                    | 250,221                    |
| Sales and services   | 5,652,942                  | 5,277,345                  |
| Auxiliary enterprises, net of discounts of                         | <u>(175,244)</u>           | <u>(407,784)</u>           |
| Other revenues, net  | 573,103                    | 128,008                    |
| <b>Total Operating Revenues</b>                                    | <b><u>66,583,104</u></b>   | <b><u>63,921,878</u></b>   |
| <b>Expenses</b>  |                            |                            |
| Operating Expenses:  |                            |                            |
| Instruction  | 37,178,030                 | 37,577,370                 |
| Research   | 84,319                     | 262,560                    |
| Public Service   | 8,221,509                  | 7,692,398                  |
| Academic Support   | 8,697,899                  | 8,823,673                  |
| Student Services   | 12,805,474                 | 12,611,624                 |
| Institutional Support  | 12,383,338                 | 13,096,158                 |
| Operations and Maintenance of Plant                                | 8,111,744                  | 7,421,983                  |
| Depreciation   | 5,346,690                  | 4,982,603                  |
| Student Aid  | 4,733,596                  | 4,637,162                  |
| Auxiliary Enterprises  | 8,896,911                  | 9,475,680                  |
| <b>Total Operating Expenses</b>                                    | <b><u>106,459,510</u></b>  | <b><u>106,581,211</u></b>  |
| <br>   |                            |                            |
| Net Operating Revenues (Expenses)                                  | <b><u>(39,876,406)</u></b> | <b><u>(42,659,333)</u></b> |
| <b>Nonoperating Revenues (Expenses)</b>                            |                            |                            |
| State appropriations, general and restricted                       | 24,982,987                 | 24,056,297                 |
| Commonwealth on-behalf contributions to PSERS                      | 241,697                    | 202,568                    |
| Pell grants  | 7,437,203                  | 7,500,991                  |
| Investment income, net of related investment expense of            | <u>(5,261)</u>             | <u>(5,688)</u>             |
| Unrealized gain (loss) on investments                              | 0                          | 0                          |
| Gifts for other than capital purposes                              | 1,462,371                  | 1,423,907                  |
| Interest expense on capital asset-related debt                     | (354,282)                  | (321,448)                  |
| Gain (loss) on disposal of assets                                  | 1,850                      | 20,184                     |
| <b>Gain (loss) on acquisition of assets</b>                        | <b>0</b>                   | <b>0</b>                   |
| Other nonoperating revenue   | 224,915                    | 62,038                     |
| Net Nonoperating Revenues (Expenses)                               | <b><u>34,400,657</u></b>   | <b><u>33,307,953</u></b>   |
| <br>   |                            |                            |
| Income (Loss) before other revenues, expenses,<br>gains, or losses | <b><u>(5,475,749)</u></b>  | <b><u>(9,351,380)</u></b>  |
| <br>   |                            |                            |
| State appropriations, capital                                      | 917,998                    | 881,704                    |
| Capital gifts and grants   | 256,951                    | 257,107                    |
| Additions to permanent endowments                                  | 0                          | 0                          |
| <b>Total Other Revenues</b>  | <b><u>1,174,949</u></b>    | <b><u>1,138,811</u></b>    |
| <br>   |                            |                            |
| Increase (Decrease) in Net Position                                | <b><u>(4,300,800)</u></b>  | <b><u>(8,212,569)</u></b>  |
| <br>   |                            |                            |
| <b>Net Position</b>  |                            |                            |
| Net position-beginning of year                                     | (55,669,428)               | (47,456,859)               |
| Net position-end of year   | <b><u>(59,970,228)</u></b> | <b><u>(55,669,428)</u></b> |

**Clarion University**  
**Statement of Cash Flows**

|  | <b>FY 2016/17</b>   | <b>FY 2015/16</b>   |
|--|---------------------|---------------------|
| <b>Cash Flows from Operating Activities</b>                      |                     |                     |
| A1 Tuition and fees  | 38,175,856          | 37,796,036          |
| A2 Grants and contracts  | 11,827,079          | 11,010,275          |
| A3 Payments to suppliers for goods and services                  | (24,996,120)        | (23,167,641)        |
| A4 Payments to or on behalf of employees                         | (68,373,714)        | (68,006,895)        |
| A5 Loans issued to students                                      | (81,862)            | (78,560)            |
| A6 Loans collected from students                                 | 101,207             | 188,214             |
| A7 Student Aid   | (4,823,845)         | (4,738,244)         |
| A8 Auxiliary enterprise charges                                  | 10,843,885          | 11,178,528          |
| A9 Sales and services  | 5,737,974           | 5,287,042           |
| A10 Other receipts (payments)                                    | (399,818)           | 863,794             |
| Net cash provided by (used in) operating activities              | <b>(31,989,358)</b> | <b>(29,667,451)</b> |
| <b>Cash Flows from Noncapital Financing Activities</b>           |                     |                     |
| B1 State appropriations  | 24,982,987          | 24,056,297          |
| B2 Gifts and nonoperating grants for other than capital purposes | 8,899,574           | 8,924,898           |
| B3 PLUS, Stafford, and other loans receipts (non-Perkins)        | 46,974,716          | 46,160,394          |
| B4 PLUS, Stafford, and other loans disbursements (non-Perkins)   | (46,974,716)        | (46,160,394)        |
| B5 Agency transactions, net                                      | 0                   | 0                   |
| B6 Other   | 224,915             | 62,038              |
| Net cash provided by (used in) noncapital financing activities   | <b>34,107,476</b>   | <b>33,043,233</b>   |
| <b>Cash Flows from Capital Financing Activities</b>              |                     |                     |
| C1 Proceeds from capital debt and leases                         | 0                   | 1,994,527           |
| C2 Capital appropriations  | 917,998             | 881,704             |
| C3 Capital grants and gifts received                             | 256,951             | 257,107             |
| C4 Proceeds from sales of capital assets                         | 1,850               | 20,184              |
| C5 Purchases of capital assets                                   | (3,335,659)         | (12,304,810)        |
| C6 Principal paid on capital debt and leases                     | (2,020,053)         | (4,081,234)         |
| C7 Interest paid on capital debt and leases                      | (442,053)           | (489,990)           |
| Net cash provided by (used in) capital financing activities      | <b>(4,620,966)</b>  | <b>(13,722,512)</b> |
| <b>Cash Flows from Investing Activities</b>                      |                     |                     |
| D1 Proceeds from sales and maturities of investments             | 0                   | 0                   |
| D2 Interest on investments                                       | 402,960             | 370,780             |
| D3 Purchase of investments                                       | 0                   | 0                   |
| Net cash provided by (used in) investing activities              | <b>402,960</b>      | <b>370,780</b>      |
| <b>Net Increase (Decrease) in cash</b>                           | <b>(2,099,888)</b>  | <b>(9,975,950)</b>  |
| Cash--beginning of year  | 21,734,006          | 31,709,956          |
| <b>Cash--end of year</b>   | <b>19,634,118</b>   | <b>21,734,006</b>   |

FY 2017/18 & 2018/19 BUDGET - Total Funds  
 Clarion University of Pennsylvania

| <u>Current Expenditures as % of Revenue</u> | <u>FY 2016/17<br/>Prior Year</u> | <u>FY 2017/18<br/>Current Year</u> | <u>FY 2018/19<br/>Request Year</u> |
|---|----------------------------------|------------------------------------|------------------------------------|
| <b>EDUCATIONAL &amp; GENERAL</b>            |                                  |                                    |                                    |
| Personnel                                   | 74.7%                            | 73.4%                              | 75.5%                              |
| Services/Supplies                           | 22.0%                            | 24.6%                              | 26.2%                              |
| Capital                                     | 0.8%                             | 1.1%                               | 0.9%                               |
| Transfers                                   | 1.7%                             | 0.9%                               | 0.9%                               |
| Total Expenditures & Transfers              | 99.2%                            | 100.0%                             | 103.4%                             |
| <b>AUXILIARY</b>                            |                                  |                                    |                                    |
| Personnel                                   | 32.9%                            | 36.6%                              | 36.1%                              |
| Services/Supplies                           | 53.7%                            | 55.9%                              | 56.7%                              |
| Capital                                     | 0.1%                             | 0.6%                               | 0.5%                               |
| Transfers                                   | 11.9%                            | 7.0%                               | 6.7%                               |
| Total Expenditures & Transfers              | 98.7%                            | 100.0%                             | 100.0%                             |
| <b>RESTRICTED</b>                           |                                  |                                    |                                    |
| Personnel                                   | 18.5%                            | 18.6%                              | 19.0%                              |
| Services/Supplies                           | 80.3%                            | 81.4%                              | 81.0%                              |
| Capital                                     | 0.4%                             | 0.0%                               | 0.0%                               |
| Transfers                                   | -0.1%                            | 0.0%                               | 0.0%                               |
| Total Expenditures & Transfers              | 99.2%                            | 100.0%                             | 100.0%                             |
| <b>TOTAL</b>                                |                                  |                                    |                                    |
| Personnel                                   | 60.4%                            | 59.9%                              | 61.2%                              |
| Services/Supplies                           | 35.7%                            | 37.9%                              | 39.3%                              |
| Capital                                     | 0.7%                             | 0.9%                               | 0.7%                               |
| Transfers                                   | 2.4%                             | 1.3%                               | 1.3%                               |
| Total Expenditures & Transfers              | 99.1%                            | 100.0%                             | 102.5%                             |

**FY 2017/18 & FY 2018/19 BUDGET REPORT (BUDRPT)**

**Clarion University of Pennsylvania**

**Student Profile**

Note: Fall Headcount Data must match Program Budget enrollment submissions being completed by the Institutional Research Office.

|   | FY 2016/17 | FY 2017/18   | FY 2018/19   | Variance: Prior to Current |        | Variance: Current to Request |      |
|---|------------|--------------|--------------|----------------------------|--------|------------------------------|------|
|   | Prior Year | Current Year | Request Year | Amount                     | %      | Amount                       | %    |
| <b>Fall Headcount (should be whole numbers)</b> |            |              |              |                            |        |                              |      |
| <b>Undergraduate</b>                            |            |              |              |                            |        |                              |      |
| In-State  | 3,963.00   | 3,929.00     | 3,930.00     | (34.00)                    | -0.9%  | 1.00                         | 0.0% |
| Out-of-State                                    |            |              |              |                            |        |                              |      |
| Domestic  | 346.00     | 345.00       | 345.00       | (1.00)                     | -0.3%  | 0.00                         | 0.0% |
| Subtotal, Out-of-State                          | 21.00      | 11.00        | 11.00        |                            |        |                              |      |
| Subtotal, Out-of-State                          | 346.00     | 345.00       | 345.00       | (1.00)                     | -0.3%  | 0.00                         | 0.0% |
| <b>Total Undergraduate</b>                      | 4,309.00   | 4,274.00     | 4,275.00     | (35.00)                    | -0.8%  | 1.00                         | 0.0% |
| <b>Graduate</b>                                 |            |              |              |                            |        |                              |      |
| In-State  | 661.00     | 683.00       | 683.00       | 22.00                      | 3.3%   | 0.00                         | 0.0% |
| Out-of-State                                    |            |              |              |                            |        |                              |      |
| Domestic  | 226.00     | 228.00       | 228.00       | 2.00                       | 0.9%   | 0.00                         | 0.0% |
| Foreign   | 7.00       | 3.00         | 3.00         | (4.00)                     | -57.1% | 0.00                         | 0.0% |
| Subtotal, Out-of-State                          | 233.00     | 231.00       | 231.00       | (2.00)                     | -0.9%  | 0.00                         | 0.0% |
| <b>Total Graduate</b>                           | 894.00     | 914.00       | 914.00       | 20.00                      | 2.2%   | 0.00                         | 0.0% |
| Total In-State Headcount                        | 4,624.00   | 4,612.00     | 4,613.00     | (12.00)                    | -0.3%  | 1.00                         | 0.0% |
| Total Out-of-State Headcount                    | 579.00     | 576.00       | 576.00       | (3.00)                     | -0.5%  | 0.00                         | 0.0% |
| <b>Total Fall Headcount</b>                     | 5,203.00   | 5,188.00     | 5,189.00     | (15.00)                    | -0.3%  | 1.00                         | 0.0% |
| <b>Annualized FTE</b>                           |            |              |              |                            |        |                              |      |
| <b>Undergraduate</b>                            |            |              |              |                            |        |                              |      |
| In-State  | 3,701.23   | 3,679.33     | 3,680.33     | (21.90)                    | -0.6%  | 1.00                         | 0.0% |
| Out-of-State                                    |            |              |              |                            |        |                              | n/a  |
| Domestic  | 285.33     | 285.27       | 285.27       | (0.06)                     | 0.0%   | 0.00                         | 0.0% |
| Foreign   | 19.17      | 12.60        | 12.60        | (6.57)                     | -34.3% | 0.00                         | 0.0% |
| Subtotal, Out-of-State                          | 304.50     | 297.87       | 297.87       | (6.63)                     | -2.2%  | 0.00                         | 0.0% |
| <b>Total Undergraduate</b>                      | 4,005.73   | 3,977.20     | 3,978.20     | (28.53)                    | -0.7%  | 1.00                         | 0.0% |
| <b>Graduate</b>                                 |            |              |              |                            |        |                              |      |
| In-State  | 458.50     | 474.88       | 474.88       | 16.38                      | 3.6%   | 0.00                         | 0.0% |
| Out-of-State                                    |            |              |              |                            |        |                              |      |
| Domestic  | 143.33     | 144.92       | 144.92       | 1.59                       | 1.1%   | 0.00                         | 0.0% |
| Foreign   | 4.00       | 2.00         | 2.00         | (2.00)                     | -50.0% | 0.00                         | 0.0% |
| Subtotal, Out-of-State                          | 147.33     | 146.92       | 146.92       | (0.41)                     | -0.3%  | 0.00                         | 0.0% |
| <b>Total Graduate</b>                           | 605.83     | 621.80       | 621.80       | 15.97                      | 2.6%   | 0.00                         | 0.0% |
| Total In-State FTE                              | 4,159.73   | 4,154.21     | 4,155.21     | (5.52)                     | -0.1%  | 1.00                         | 0.0% |
| Total Out-of-State FTE                          | 451.83     | 444.79       | 444.79       | (7.04)                     | -1.6%  | 0.00                         | 0.0% |
| <b>Total Annualized FTE</b>                     | 4,611.56   | 4,599.00     | 4,600.00     | (12.56)                    | -0.3%  | 1.00                         | 0.0% |

|   | Prior Year |              | Current Year |              | Request Year |              |
|---|------------|--------------|--------------|--------------|--------------|--------------|
|   | Amount     | % of CIP FTE | Amount       | % of CIP FTE | Amount       | % of CIP FTE |
| <b>Total (Undergraduate &amp; Graduate)</b> |            |              |              |              |              |              |
| Annualized FTE                              | 4,611.56   |              | 4,599.00     |              | 4,600.00     |              |
| Calculated Revenue FTE                      | 4,668.71   | 101.2%       | 4,655.72     | 101.2%       | 4,655.72     | 101.2%       |
| Fall Headcount                              | 5,224.00   | 113.3%       | 5,199.00     | 113.0%       | 5,200.00     | 113.0%       |