# Revenue/Expense

## ISU College of Health

### All Local Revenue & Expense

as of March 14, 2022

<table>
<thead>
<tr>
<th></th>
<th>Actual YTD 3/14/22</th>
<th>Outstanding Commitments</th>
<th>Budget Available</th>
<th>Adjusted Annual Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>$ 6,459,789</td>
<td>$ -</td>
<td>$ 1,266,648</td>
<td>$ 7,726,437</td>
</tr>
<tr>
<td><strong>Expenses - Wages</strong></td>
<td>$ 4,052,012</td>
<td>$ 1,488,596</td>
<td>$ 77,776</td>
<td>$ 5,618,384</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td>$ 1,533,721</td>
<td>$ 120,461</td>
<td>$ 539,108</td>
<td>$ 2,193,290</td>
</tr>
<tr>
<td><strong>Operating Expense Transfers</strong></td>
<td>$(21,105)</td>
<td>$ -</td>
<td>$(192,823)</td>
<td>$(213,928)</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$ 5,564,628</td>
<td>$ 1,609,057</td>
<td>$ 424,061</td>
<td>$ 7,597,746</td>
</tr>
</tbody>
</table>

$ 895,161 $ (1,609,057) $ 1,690,709 $ 128,691

*Total Revenues Less Expenses and Transfers*
Budget Discussion

- Presentation to COH Leadership Council

  September 9, 2021

Building the COH Budget:
Aligning Resources for Strategic Investment
- Temporary Saved Salaries (aprop.) 0% currently
- Professional Fees (1.5% increase annually/3 yrs)
- Indirect Fees 10/10/10 split
  - Clinic Services Management Fee
- Fund Raising, Partnerships, Continuing Ed
- Permanent Saved Salaries
- Strategic Savings

- Townhall Presentation to COH

  February 25, 2022
Current College Budget

- 2 operating funds were collapsed into one:
  - $30,000
  - $29,800
  - $59,800

- 3 Dean’s Excellence Funds
  - COHP exhausted prior to arrival (~$25,000)
  - Rehab/CSD committed prior to arrival
    - $12,439.69
  - Nursing, $40,323.24

- New COH Dean’s Excellence Fund, $11,710
Primary Goal: Build COH Budget

Temp Saved Salary Dollars ( Appropriated dollars)
  • KDHS $833,000 for FY 22
  • ISU Central $833,000 for FY 22

Total $1,666,000

  • Estimated percentage of COH temp saved salaries $499,800 (.3 x $1,666,000)
  • COH retained $0
  • COH also does not receive any percentage of local funds (KDHS receives 25%)

Building COH Budget:
*Proposed 1.5% increase in student professional fees each year for 3 years @ $113,000 per year / $339,000
Budget Priorities

• **Priority 1: Supporting our Students**
  - Student Travel Grants

• **Priority 2: Excellent and Innovative Faculty and Staff**
  - Faculty Development
  - Teaching and Research Grants
  - Staff Development
  - Special Interest Groups

• **Priority 3: Excellent and Innovative Programs**
  - Teaching and Assessment Workshops

• **Priority 4: Telling our Story**
  - Marketing and Program Assessment
  - Webpage Designer
Strategic Re-Alignment

• Permanent Saved Salaries:
  -Will be deployed strategically to enhance salaries:
    1. Competitive recruitment
    2. Retainment of talented faculty
  -Faculty equity considerations

• Local Reserves
  -Facility upgrades & strategic equipment purchases
  -Core Lab development to support faculty and student research; facilitate high talent faculty recruitment
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<tr>
<th>Strategic Investment</th>
<th>Amount Received</th>
<th>Uses</th>
<th>Initial Outcomes</th>
<th>Plans</th>
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<tr>
<td>CSD Faculty Start-ups</td>
<td>$50,000</td>
<td>Research equipment purchases; travel support</td>
<td>Labs set-up; 2 papers published; 1 grant submitted</td>
<td>Continue to expend allocation to complete lab set-up</td>
</tr>
<tr>
<td>Meridian FNP-run Primary Care Clinic</td>
<td>$41,146</td>
<td>$7789 faculty salary; $11,369 operating expense</td>
<td>Clinic opened 9/7/21; steady increase in patient volume; 32 pts.; net revenue $6,950 as of 1/31/22</td>
<td>Continue to build marketing plans; Recruiting corporate partners</td>
</tr>
<tr>
<td>Meridian POTA Clinic Start-up</td>
<td>$80,000</td>
<td>$10,446 used for equipment and supplies</td>
<td>$5,515 net revenue to date; opened with part-time faculty oversight 3/19/21</td>
<td>Remainder to be used for pediatric equipment; clinician salary</td>
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<td>CSD Deficit</td>
<td>$93,000</td>
<td>Salaries; clinic operations; professional development; equipment and supply needs</td>
<td>The dept. was able to continue to operate at a reduced level; at risk of citation due to inadequate operating budget</td>
<td>Proposal to change revenue model of online SLP program; Transition course fees to professional fees in SLS; Added online graduate certificate to grow enrollment; Growing clinical revenue with hire of audiologist</td>
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<td>SLS Dual Credit Program</td>
<td>$23,583</td>
<td>Faculty salaries during academic year; portion of summer salary for 1 faculty</td>
<td>Developed Early College Program; 16 students participated in dual enrollment; surpassed goal of 120 CH generation with 144 CH produced</td>
<td>Continue to develop demand for dual credit as part of early college program through progressive marketing with school systems</td>
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<td>ESD Dept. Marketing of programs</td>
<td>$5,000</td>
<td>Purchased displays at local conferences; Advertising in professional newsletters; Working with ISU marketing on social media ads</td>
<td>Approximately, $2,619 has been spent on marketing initiatives with remainder to be spent in FY23; developed articulation agreements with California Community Colleges to drive enrollment</td>
<td>Continue marketing efforts including website and social media target marketing</td>
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<td>ESD Dept. Hire .5 FSA Program Director</td>
<td>$47,250</td>
<td>Hired half-time FSA Program Director</td>
<td>Increased student enrollment by 20% in FY 22; updated associate curriculum and transitioned to asynchronous online</td>
<td>Continue to develop articulation agreements with community colleges in North West and marketing campaign</td>
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<td>ESD Dept. Update Simulation Lab in Idaho Falls</td>
<td>$23,000</td>
<td>$14,500 used to purchase monitor from a separate account</td>
<td>$23,000 will be used to purchase equivalent equipment to meet accreditation standards</td>
<td>Continue to update Idaho Falls lab with approved funds in order to meet accreditation standards</td>
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The following slides depict: standard educational approaches in health science colleges today; in order to be competitive we need to use our reserves and other investments for critical updates.
Unmet Needs: Critical Infrastructure

-Virtual and Simulated Learning Environments
Virtual Learning
TEAL Classrooms
(Technology Enhanced Active Learning)

Simulated Environments
Contemporary Human Patient Simulation Center
Core Virtual Reality and Motion Labs
Core Labs: Biodynamics
Discussion