

# Strategic Growth Plan

## Listening Session

A quick review....



# FY2019

## Getting back to Break Even

\$1.3 Million Gap (2017-2018) plus...

Increases in Expenses (Utilities, Insurance, Etc.) \$200k

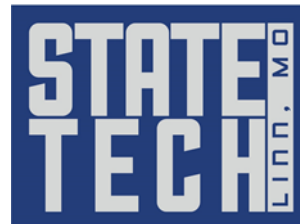
Healthcare Building Debt Service \$300k

Raises (1%=125k) \$375k

Investing in Growth, Replenish Reserves \$300-\$500k

New Revenue Needed for 2018-2019

\$2.5 Million

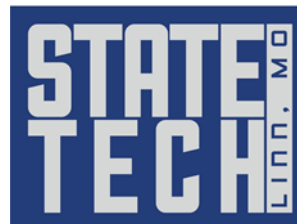


# 2018-2019 Budget

## Getting back to Break Even

The Goal...

\$2.5 Million New Revenue



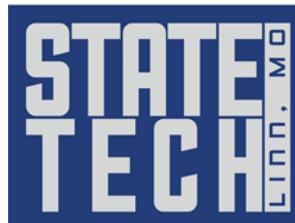
# FY2019

## \$2.5 Million

20 students = \$100k

200 students = \$1 million

500 students = \$2.5 million



# FY2019

200 students = \$1 million

500 students = \$2.5 million

We are 168 students from 90% of capacity.

We are 227 students from full capacity.

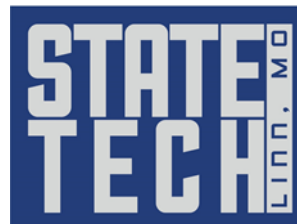


# Growing State Tech

**Strategic Plan-** Long development process, 3-5 year outlook

**Strategic Growth Plan-** Shorter Term, Addresses One High Level Issue...

Begin the Development and Implementation of a  
Strategic Growth Plan  
Immediately

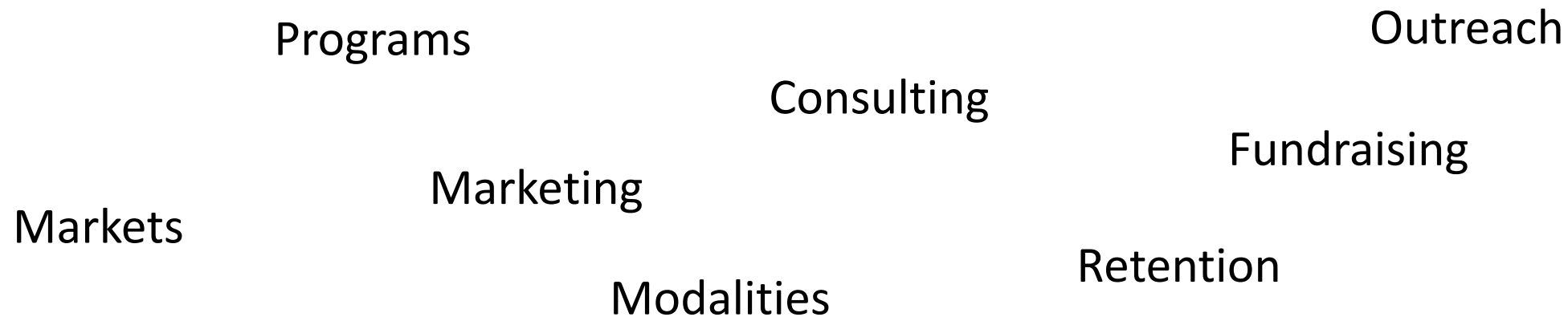


# Growing State Tech

## Step 1

### Define Strategic Growth Initiatives

Anything that generates additional **net** revenue.



# Growing State Tech

## Step 2

### Idea Generation

Department, Program, and each Employee (Q4) should address...

Q1. Institutionally what initiatives should be undertaken to promote growth?

Q2. What are three initiatives that your department/program can do, that you are not doing now, to promote growth? Indicate a timeframe and responsibility for each initiative. A project plan may be requested at a later date.

Q3. What are we doing now that we should not be doing?

Q4. Individually- What is one thing you would be willing to do that you are not doing now to promote growth?

Timeline: Due March 1





# Growing State Tech

## Step 3 Develop Plan

Feedback will be evaluated and combined into the Strategic Growth Plan.

Groups/Committees will be formed where needed.

Individual Project Plans with timelines, costs, etc., will be developed for larger comprehensive projects.

Timeline: March 1-April 1



# Growing State Tech

## Step 4 Implement

As concepts/ideas are evaluated and approved implementation will begin.

The Master Strategic Growth Initiative Plan will be finalized April 1.

## Step 5 Evaluate

Board of Regents meeting June 2018. Any gap remaining will require permanent cuts. Any excess reoccurring dollars will be invested in people.

