

UBAC Committee Meeting
September 6, 2016, 8:30-10:00 a.m., HCC 310

Present: Paul Messplay, Rick Pearce, Troy Paino

Committee Members: Will Mackintosh, Janet Asper (chair), Wei Chen, Brian Rizzo, Antonio Causarano, Jane Huffman, Dana Hall (ex officio), Julie Smith (ex officio)

1. Establishing Committee's Business
 - a. The committee reviewed their charge and the history of the committee's function since 2006 and discussed their agenda for the year going forward.
2. Reports
 - a. Rick Pearce reported on the financial status of the commonwealth and its impact on UMW.
 - i. Commonwealth missed its revenue projections which caused the canceled raises
 - ii. Pearce is fairly confident that higher ed won't experience budget give backs this year, but that new money probably will not be forthcoming next year.
 - iii. Enrollment and retention figures look strong.
 - b. Troy Paino discussed his budget philosophies and some tentative budget priorities.
 - i. Paino suggested that the volatile budget situation in Richmond is pretty typical, and that we should concentrate on long-term trends, not year-to-year fluctuations. Rising baby boomer health costs suggest that we should not be expecting increasing state support; the current pattern of seesawing state support is most likely the new normal.
 - ii. Paino described himself as a realist/pessimist when it comes to budgeting, not as an optimist. His philosophy is to plan for the worst, and if the best happens, then institution can make a wish list and begin to make some investments.
 - iii. Some early budget priorities include budgeting for realistic enrollment targets and rebuilding budget reserves.
 - iv. Paino sees communicating budget challenges to faculty/staff in a realistic way as a major challenge going forward.
 - v. Paino stressed that UMW has many strengths, and that we should not lose sight of them when thinking about our challenges. Even though state support is decreasing, it is still an important part of our budget. And our location is ideal, particularly for building continuing ed and professional development programs for working adults in our area.
3. Q&A
 - a. Can we realistically expect to grow out-of-state enrollment?

- i. Paino respond yes, a bit, but it's not a budgetary silver bullet.
 - ii. There is potential for some small growth in students from other states, but the bigger potential growth comes from international students.
 - iii. Growing our international student population would require significant investing, in ESL and other support for them on campus.
 - iv. Since our contract with our ESL provider has ended, we're in a moment when we can rethink our approach to ESL and international student matriculation.
 - v. Paino stressed that the upfront investment in international recruitment is only worth making if we think it's good for UMW as an institution, beyond just its impact on the budget
 - vi. Paino suggested that establishing long-lasting MOUs with international universities is the key to successful international recruitment.
 - b. Where is the information for the "tough choices" Paino has to make coming from? Will it come from the existing reallocation and salary studies?
 - i. Paino argued that reallocation only works if you create hard targets for reinvestments to be made, and then make the tough decisions and stick with them.
 - c. Can we expect new initiatives that create revenue sources from fees charged to faculty/staff?
 - i. Paino has issued a directive to the vice presidents that no new initiatives that rely on faculty/staff fees can be implemented without going through Rick Peace and Troy Paino first.
 - d. Will there be a continued push for shared services with other institutions, like Germanna?
 - i. Rick Pearce responded that yes, the administration is working on developing shared services, but it is difficult and complicated if you want to do it right.
 - ii. The new shared procurement service is working successfully and creating some real savings in procurement.
 - iii. There are potentially big savings, but has to be developed slowly and carefully.
 - e. Scheduling
 - i. Paino plans to present more info about the budget nitty-gritty at the January all-university meeting, which will be more nuts and bolts than the August meeting.
- 4. The next meeting of UBAC will be held on Tuesday October 4, 2016, 10:00-11:30 am in HCC 210. Dr. Juliette Landphair (VP of Student Life), Kelly Shannon (Director of Campus Recreation), Angela Pitts (Chair of University Faculty Affairs) and Anand Rao (Chair UFC) will be in attendance.

Adjourned at 9:53 AM