COUNCIL OF TRUSTEES QUARTERLY MEETING MINUTES  
Wednesday, October 6, 2021

The Bloomsburg University of Pennsylvania Council of Trustees held their Quarterly meeting on October 6, 2021, at 10:00 a.m. The trustees met in the Assembly Room of Monty's. The public participated via the Zoom Webinar link provided. Those in attendance:

**Trustees Present – Voting Members:**
Judge Mary Jane Bowes, Chairperson  
Ms. Nancy Vasta, Vice Chairperson  
Dr. Brian O'Donnell, Secretary  
Ms. Amy Brayford  
Mr. Ed Edwards  
Mr. Duane Greenly  
Mr. Daniel Klingerman  
Ms. Julia Burcin  
Mr. Raymond Zaborney

**Trustees Absent:**  
Secretary John Wetzel

**University Personnel**
Dr. Bashar Hanna, President  
Mr. Peter Kelly, Chief of Staff  
Dr. Diana Rogers-Adkinson, Provost and Senior Vice President for Academic Affairs  
Ms. Claudia Thrush, Vice President, Administration and Finance  
Mr. Tom Fletcher, Vice President for Student Success and Enrollment Services  
Dr. Marty Wygmans, Interim Vice President for Student Success and Campus Life  
Mr. Erik Evans, Vice President for University Advancement  
Ms. Mary Vezendy, Coordinator of Operations

**Council of Trustees Advisors**
Mr. Eric Hawrelak, Interim President, Bloomsburg Chapter of APSCUF  
Mr. Shawn Makar, President, Bloomsburg Chapter of AFSCME  
Ms. Gretchen Osterman, President, Bloomsburg Chapter of SCUPA  
Mr. Cameren Cooper, Interim President, Community Government Association

**Pledge of Allegiance**
In accord with House Resolution Number 32, Trustee Bowes requested everyone to stand for the Pledge of Allegiance to the American Flag.

**Call to Order**
Chair Bowes called the meeting to order and welcomed all those in attendance. She reported that the Council of Trustees met earlier this morning for an Executive Session.
Roll Call
Chair Bowes asked Mary Vezendy to conduct a roll call. Ms. Vezendy conducted a roll call of those in attendance and acknowledged a quorum.

Public Comments
Chair Bowes opened the meeting for public comment. There was one comment by Mr. Jimmy Gilliland addressing the President and trustees regarding his emeritus status.

Minutes of the Council of Trustees
A motion was made by Trustee O'Donnell to approve the June 3, 2021 minutes, seconded by Trustee Edwards; the motion was unanimously approved.

Introductions
Chair Bowes acknowledged the following individuals as being nominated and granted Faculty Emeritus status by President Hanna:
Dr. Joseph Ardizzi, Associate Professor, Department of Biological and Allied Health Sciences
Dr. Michael Pugh, Professor, Department of Chemistry and Biochemistry
Dr. John Riley, Professor, Department of Mathematical and Digital Sciences
Dr. Cynthia Surmacz, Professor, Department of Biological and Allied Health Sciences

Chair Bowes also recognized those individuals serving on the Advisory Panel:
Mr. Shawn Makar, President, Bloomsburg Chapter AFSCME
Ms. Gretchen Osterman, President, Bloomsburg Chapter of SCUPA
Dr. Eric Hawrelak, Interim President, Bloomsburg Chapter of APSCUF
Mr. Cameren Cooper, Interim President, Community Government Association

NEW BUSINESS
Informational Items:
Chair Bowes introduced Dr. Bashar Hanna, President, to provide the President's Report.

President’s Report (Dr. Bashar Hanna)
President Hanna reviewed his President's Report with the Trustees. A copy of the report is appended to the minutes and represented in slides 14 through 25 of the appended PowerPoint slide deck. He presented the following:
- Campus Update
- Integration Updates
- University Highlights
- Student Success

Chair Bowes introduced Mr. Tom Fletcher, Vice President for Student Success and Enrollment Services, to provide an update on Summer and Fall Enrollment.
Summer and Fall Enrollment Update (Mr. Tom Fletcher)

Mr. Fletcher presented the following which is reflected in slides 27 through 42 of the PowerPoint slide deck:

- Summer Sessions Comparison 2017-2021
- Undergraduate Headcount by Class Level
- Summer Expense and Revenue 2017-2021
- Fall 2021 Enrollment Update
- Headcount Enrollment vs. F.T.E. Enrollment 2017-2021
- Undergraduate and Graduate Headcount by Academic Load
- Undergraduate Continuing Students by Academic Load
- New Students and Non-degree Headcount by Academic Load

Chair Bowes introduced Mr. Eric Evans, Vice President for University Advancement, to provide an update on University Advancement and the BU Foundation Impact Report which is reflected in slides 45 through 52 of the PowerPoint slide deck:

University Advancement / BU Foundation Impact Report

Mr. Evans presented the following:

- Alumni & Professional Engagement Impact FY2021
- BUF Impact FY2021
- Integration
- Campaign Update

New College Configurations

Chair Bowes introduced Dr. Rogers-Adkinson, Senior Vice President for Academic Affairs, to present on the New College Configurations as follows and which is reflected in slide 54 of the PowerPoint slide deck:

- College of Education and Human Studies
- College of Health Professions
  - School of Nursing
    - Undergraduate Nursing Department
    - Graduate Nursing Department
    - Interim Associate Dean
- College of Arts, Social Sciences, & Humanities
- No Change
  - Zeigler College of Business
  - College of Science and Technology

ACTION ITEMS:

TRUSTEES:

General Administration

Trustee Bowes introduced Ms. Claudia Thrush, Vice President for Administration and Finance, to lead the discussion on the FY 2021-22 Budget Approval.
2021-2022 Budget Approval (Ms. Claudia Thrush)
Ms. Thrush presented the following Educational and General Operations (E&G) Budget for approval which is reflected in slides 55 through 58 of the PowerPoint slide deck:
- E&G Operations Budget FY 2021-2022
- Key Assumptions FY 2021-2022
- Variance Highlights FY 2021-2022

Ms. Thrush asked for a motion to accept the 2021-2022 budget as presented. Trustee O’Donnell made a motion to accept the 2020-2021 budget as presented; second by Trustee Greenly, the 2021-2022 budget motion passed unanimously.

Non-Instructional Emeritus and Athletic Coach Emeritus
A motion was made by Trustee Brayford to approve Ms. Joyce Bielen for Non-Instructional Emeritus, according to Policy 8761. Trustee Burcin seconded the motion; the motion passed unanimously.
Trustee Bowes expressed her gratitude to Ms. Bielen for her service to the University as well as her service on the Presidential Search Committee.

A motion was made by Trustee Brayford to approve Mr. Paul Darragh for Athletic Coach Emeritus, according to Policy 8762. Trustee O’Donnell seconded the motion; the motion passed unanimously.

Other Business

COT Meeting Calendar 2021-2023
Trustee Bowes noted the Council of Trustees meeting calendar for 2021-2023 provided in the trustee packet on page 32.

Trustee Comments
Chair Bowes voiced her appreciation to President Hanna, BU faculty, and staff for their continued dedication and providing the best education possible for students.

Adjournment
With no other items to be presented to the Council, Trustee Bowes made a motion to adjourn; the meeting adjourned at 10:52 a.m.

Dr. Brian O’Donnell
Secretary

Mary Vezény
Coordinator of Operations
Below are University highlights since the Council of Trustees last met in June 2021.

On July 14, 2021, the Board of Governors for Pennsylvania’s State System of Higher Education unanimously approved a measure to integrate six institutions into two new universities, the latest action in a multi-year system redesign effort to bolster student success and institutional sustainability. The affirmative 18-0 vote means that Bloomsburg, Lock Haven, and Mansfield will come together to form a single university with three partner campuses in northeastern Pennsylvania, effective July 1, 2022. The implementation planning process continues over the coming year.

**ACADEMIC AFFAIRS**

**College of Liberal Arts (COLA):**
- Dr. Julie Vandivere and three Department of English graduates published “The Positive Power of Ignorance: Organizing an International Conference on Modernist Women Writers with Undergraduates” in Teaching Modernist Women’s Writing in English.
- Dr. Steven Hales, professor and chairperson of the Department of philosophy, served this spring as Visiting Professor and Senior Fellow at the University of Cambridge and by invitation delivered the Steven Hales Lecture.

**Zeigler College of Business (ZCOB):**
- Dr. Jet Mboga authored an article regarding the economic impact of COVID-19 on small businesses within the Maryland, Virginia, Tennessee, and Texas markets.
- Erica Morales, a senior accounting major is one of just 200 students nationwide selected for the American Institute of Certified Public Accountants (AICPA) Accounting Scholars Leadership Workshop. The workshop is designed to help accounting students from racial and ethnic minorities develop their leadership ability with the goal of increasing diversity and inclusion in public accounting.

**College of Education (COE):**
- The College of Education obtained approval from the Pennsylvania Department of Education to offer Act 48-related credits. This will enable the COE to provide regional teachers with opportunities to earn hours necessary for continued certification.
- The McDowell Institute created its first micro-credential. This free program is open to educators at all levels and enables them to develop specialized knowledge about preventing bullying.

**College of Science and Technology (COST):**
- Students majoring in Chemistry or Health Sciences, will benefit from two accelerated (3+4) Doctor of Pharmacy (PharmD) guaranteed admissions agreements with Temple University School of Pharmacy and Fairleigh Dickinson University School of Pharmacy and Health Sciences.
• Dr. Matthew Polinski, Associate Professor in the Department of Chemistry and Biochemistry, has been named to a two-year appointment as the inaugural Aronstam Family Research Fellow, by retired Dean of the College of Science and Technology, Dr. Robert Aronstam. It is intended to recognize faculty conducting exemplary and original research with the high potential impact to the scientific and university community.

• The Department of Nursing is ranked sixth of 76 schools in Pennsylvania according to RNCareers.org. In addition, BU is ranked 67th in the Mid-Atlantic region by NursingSchoolAlmanac.com. The sixth annual RNCareers.org ranking of 96.99% is based on each institution's first-time NCLEX-RN passing rates, the number of students taking the test, the program nursing accreditation, and more.

UNIVERSITY ADVANCEMENT

Bloomsburg University Foundation:
• Student housing occupancy opened the school year at 71%
• Secured new gifts and pledges of up to $329K since the start of the fiscal year
  o An anonymous donor contributed $100,000 to fund needs within the Honors Program
  o Barbara Connor ’66 established the Barbara Urbas Connor ‘66 Scholarship benefitting early childhood education majors with a $50,000 Planned Gift
  o Derek Little’94 established the Derek & Natoshia Little Baseball Scholarship benefitting a member of the baseball team with a $25,000 planned gift and $5,000 annual early activation
  o Alan Bartlett’67 established the Bartlett Education Scholarship benefitting a senior education major with a $38,658 outright gift
  o Eric Smith ’85 established the Ken Smith Memorial Scholarship benefitting a student in digital forensics with a $30,000 outright gift

STUDENT SUCCESS AND ENROLLMENT SERVICES

Admissions
• The Admissions team has expanded its prospecting pool beyond SAT and ACT purchased names. We are working with two new vendors, Niche and Naviance, to identify more students who are in the college search process. In Philadelphia County, we already have 2,000 more leads than we had last year at this comparison point, allowing us to target and outreach to more students for 2022.

Dean of Students
• The Dean of Students office has undergone a reorganization. Dr. Scott Kane is the new Dean of Students, and Julia Leighow, the new Assistant Dean of Students and moved to the Warren Student Service Center.

Financial Aid
• BU has received federal COVID-19 relief funding, which will provide additional financial assistance, in the form of block grants and special conditions awards, to all enrolled students financially impacted by the ongoing pandemic.
• The $10.6 million provided to BU is part of the American Rescue Plan and Higher Education Emergency Relief Fund III (HEERF III).
• The grants will range from $200 to $1,250 for the fall 2021 semester and will be based on expected family contribution (EFC) per the submitted Free Application for Federal Student Aid (FAFSA). Students with no submitted FAFSA will receive $200.

**First Year Experience (FYE) Center**
• Over 1300 students participated in 12 in-person and three virtual orientation sessions to welcome first year and transfer students to BU in June and July.

**LGBTQA Resource Center**
• The Center participated for the first time in the 27th Annual Pride Picnic at Knoebel’s Amusement Resort. The partnership was held in collaboration with BU Equality Alliance, to bring awareness of the campus LGBTQA+ resources and support to community members, alumni, and prospective students.

**TRiO Student Support Services**
• Students continue to demonstrate successful academic progress. The average GPA for Fall 2021 students in the program was 2.85 compared to 2.78 the prior year. A total of 29 students graduated in Spring/Summer 2021, an increase of 20 students from the prior year.

**TRiO Upward Bound**
• A total of 17 students attended the hybrid Summer Academy 2021, a six-week high school level instruction/remediation for Upward Bound participants, in alignment with the U.S. Department of Education grant.

**University Disability Services (UDS)**
• A total of 13 students participated in the piloted THE STRIDE program to support students with disabilities by providing academic coaching, self-advocacy simulation, disability application/technology trainings, neurodiverse social activities, and mindfulness/healthy habit workshops. The students are also paired with mentors who are existing students registered with UDS. This program is aimed at increasing student recruitment, retention, and progression.

**OFFICE OF THE PRESIDENT**

**Marketing and Communications**
**Marketing & Brand Management**

Brand Implementation and Marketing:
• From May 1 - August 31, 2021, multi-channel marketing and advertising campaigns have yielded more than 5.2M prospective student and influencer (parent) impressions across Pennsylvania, New Jersey and New York markets.
  ○ Campaign Performance Highlight – Paid search (Google) has achieved a 5.89% click-through-rate (2.20% industry benchmark), leading to strong levels of web interaction.
• Newly redesigned bloomu.edu website launched on June 30, 2021 (as scheduled). In just the first two months, we have enjoyed more than 136,106 unique users interacting with the site with a total of 867,849 pageviews and an average of 2:33 spent with our content each visit.
Communications
Merit (May-August):
- 2,298 students recognized for their achievements, yielding 4.8 million social media impressions, and 452 government representatives contacted with 170 comments initiated from them to the students.

Earned Media Highlights - total $78,888 in earned media value (EMV) May-August:
- **BU Book Pantry** Story Featured on FOX 56, WNEP, WBRE/WYOU-TV. $21,423 EMV.
- **BU Move-In Story** Featured on FOX 56 and WNEP-TV. $19,999 EMV.
- **BU to offer COVID Vaccine Scholarship Incentive** featured in (print) Press Enterprise, Sunbury Daily Item, Shamokin News Item, (TV) WBRE/WYOU, FOX 43 Harrisburg, WNEP, FOX 56 Wilkes-Barre. $37,466 EMV.

Community and Government Relations
- The University partnered with the BU Student Veterans Association (BUSVA) in hosting a Day of Remembrance and Salute to First Responders to mark the 20th Anniversary of the September 11, 2001 attacks. Joining the BU community were Congressman Dan Meuser and featured speakers Stacy Garrity ’86, Pennsylvania’s State Treasurer, and Elizabeth Miller ’17, whose father perished in the 9/11 attack. President Bashar Hanna also offered remarks with Jared Stump, a BU student, veteran of the US Marines and president of BUSVA, serving as master of ceremonies.
- Seven Bloomsburg University students took part in a new and unique summer internship program with the Pennsylvania Department of Corrections (PA DOC) Bureau of Investigations and Intelligence (BII) and the Office of Policy and Legislative Affairs. The idea for the internship program came from PA’s Secretary of Corrections, John Wetzel ’98, also a member of BU’s Council of Trustees.

Athletics
Athletic Department Awards and Honors
- Bloomsburg boasted a school record 276 student-athletes on 2020-21 PSAC scholar-athlete list.
- Senior men's soccer midfielder Carter Luckenbaugh was selected to the 2020-21 Academic All-America® First Team as announced by the College Sports Information Directors of America (CoSIDA). Luckenbaugh and junior midfielder Bryce Evans were named to the 2020-21 CoSIDA Academic All-District® First Team
- Senior women's soccer midfielder Lauren Hoelke was named to the 2020-21 Academic All-America® Second Team.. Senior women's soccer midfielders Lauren Hoelke and Maggie McDonald and junior forward Nicole Varano were selected to the 2020-21 Academic All-District® First Team.
- For the third consecutive year, fifth-year senior outfielder Cole Swiger was named to the 2021 CoSIDA Academic All-District® First Team.
- Redshirt junior baseball standout Kyle Oifer was named to the American Baseball Coaches Association (ABCA)/Rawlings All-Atlantic Region Second Team.
- Senior men's tennis student-athlete Nagid Walle earned the Intercollegiate Tennis Association (ITA) Atlantic Region Arthur Ashe Leadership & Sportsmanship award.
- Football senior Alex Findura was named to the 2020-21 CoSIDA Academic All-District® First Team.
- Athletic Director Dr. Michael McFarland was named to the Division II Athletic Directors Association (D2ADA) Board of Directors.
Call to Order

ASL Need: Please pin the interpreter now.
Pledge of Allegiance
Public Comment Period

By Phone:*9 Raise Hand
Approval of Minutes from June 3, 2021
Emeritus Recipients
Faculty Emeritus
Dr. Joseph Ardizzi
Associate Professor, Department of Biological and Allied Health Sciences
Dr. Michael Pugh
Professor, Department of Chemistry and Biochemistry
Dr. John Riley
Professor, Department of Mathematical and Digital Sciences
Dr. Cynthia Surmacz
Professor, Department of Biological and Allied Health Sciences
Athletic Coach Emeritus
Non-instructional Emeritus
Advisory Panel
President’s Report

Council of Trustees Quarterly Meeting
October 6, 2021

Dr. Bashar W. Hanna
President
Agenda

• Campus Update
• Integration Updates
• University Highlights
• Student Success
Updates

• Fall 2021: 100% In-person Instruction

• Integration Updates:
  o Board of Governors Meeting and Vote (July 14)
  o Dr. Hanna named Interim President of Mansfield University (July 30)
  o Middle States Commission
  o U.S. Dept. of Education
  o NCAA
University Highlights

- **Mr. Albert Jones** named Chief Diversity, Equity, and Inclusion Officer for BU, Lock Haven, and Mansfield (July 2021)

- **Dr. Marty Wygmans** named Interim Vice President for Student Success and Campus Life (September 2021)
University Highlights

- Department of Nursing ranked 6th of 76 schools in Pennsylvania, per RNCareers.org

- BU recently signed accelerated Doctor of Pharmacy (PharmD) guaranteed admissions agreements with Temple University School of Pharmacy and Fairleigh Dickinson School of Pharmacy and Health Sciences
University Highlights

“A Day of Remembrance”
BU Commemorates 20th Anniversary of Sept. 11, 2001
University Highlights

BU Celebrates Hispanic Heritage Month

Award-winning Author Javier Avila visited BU on September 9
Student Success

Erica Morales ‘22
Selected for American Institute of Certified Public Accounting Scholars Leadership Workshop
Student Success

BU Students Participate in Summer Internship Program at PA’s Department of Corrections
Student Success

• A total of 276 BU student-athletes (a new school record) were named to the 2020-21 Scholar-Athlete list.

• Women’s soccer player Lauren Hoelke ’21 was named to the 2020-21 Academic All-America Second Team.

• Along with Lauren Hoelke, Maggie McDonald ‘21 and Nicole Varano ‘22 were selected to the 2020-21 Academic All-District First Team.
Student Success

Nagid Walle ’21 Received the Intercollegiate Tennis Association Atlantic Region Arthur Ashe Leadership and Sportsmanship Award.
HUSKIES WIN!
Beat Gannon, 31-27, on 47-Yard Hail Mary Pass
Thank You!
Summer & Fall
Enrollment Update
Summer College, 2021

Council of Trustees

Wednesday, October 6, 2021
## Summer Sessions Comparison

<table>
<thead>
<tr>
<th>Category</th>
<th>Summer 2017</th>
<th>Summer 2018</th>
<th>Summer 2019</th>
<th>Summer 2020</th>
<th>Summer 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Headcount Students</td>
<td>2,854</td>
<td>2,714</td>
<td>2,341</td>
<td>2,194</td>
<td>2,202</td>
</tr>
<tr>
<td>Student Credit Hours</td>
<td>15,294</td>
<td>14,631</td>
<td>13,274</td>
<td>11,708</td>
<td>11,832</td>
</tr>
<tr>
<td>FTE Enrollment</td>
<td>1079.23</td>
<td>1036.35</td>
<td>944.87</td>
<td>839.3</td>
<td>847.78</td>
</tr>
<tr>
<td>Average Credits Scheduled per Student</td>
<td>5.06 UGRD</td>
<td>5.01 UGRD</td>
<td>5.31 UGRD</td>
<td>3.89 UGRD</td>
<td>4.02 UGRD</td>
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<tr>
<td></td>
<td>6.64 GRAD</td>
<td>6.99 GRAD</td>
<td>6.92 GRAD</td>
<td>5.32 GRAD</td>
<td>4.87 GRAD</td>
</tr>
</tbody>
</table>
Undergraduate Headcount By Class Level

SU 2017
- First-Year: 21.8%
- Sophomore: 10.2%
- Junior: 46.0%
- Senior: 22.0%

SU 2018
- First-Year: 18.9%
- Sophomore: 11.0%
- Junior: 20.8%
- Senior: 22.0%

SU 2019
- First-Year: 12.4%
- Sophomore: 14.6%
- Junior: 25.3%
- Senior: 49.3%

SU 2020
- First-Year: 10.6%
- Sophomore: 17.3%
- Junior: 22.3%
- Senior: 47.8%

SU 2021
- First-Year: 10.8%
- Sophomore: 14.9%
- Junior: 27.7%
- Senior: 46.6%
## Summer Revenue 2017 to 2021

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2018 (w/o SPA)</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Undergraduate</td>
<td>$4,789,831</td>
<td>$4,650,716</td>
<td>$4,088,243</td>
<td>$3,720,191</td>
<td>$3,420,654</td>
<td>$4,008,012</td>
</tr>
<tr>
<td>Revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Graduate</td>
<td>$2,175,604</td>
<td>$2,275,761</td>
<td>$2,275,761</td>
<td>$2,329,724</td>
<td>$2,368,186</td>
<td>$2,287,330</td>
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<tr>
<td>Total Revenue</td>
<td>$6,965,435</td>
<td>$6,926,477</td>
<td>$6,364,004</td>
<td>$6,049,915</td>
<td>$5,788,840</td>
<td>$6,295,342</td>
</tr>
</tbody>
</table>

![Revenue Chart](chart.png)
# Summer Faculty Expenses 2017 to 2021

<table>
<thead>
<tr>
<th>Year</th>
<th>Faculty Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$3,973,027</td>
</tr>
<tr>
<td>2018</td>
<td>$3,474,824</td>
</tr>
<tr>
<td>2018 (w/o SPA)</td>
<td>$3,314,412</td>
</tr>
<tr>
<td>2019</td>
<td>$3,208,749</td>
</tr>
<tr>
<td>2020</td>
<td>$2,766,101</td>
</tr>
<tr>
<td>2021</td>
<td>$2,777,294</td>
</tr>
</tbody>
</table>

![Bar Chart showing Faculty Expenses from 2017 to 2021](chart.png)
Summer Net Revenue 2017 to 2021

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2018 (w/o SPA)</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue</td>
<td>$2,992,408</td>
<td>$3,451,652</td>
<td>$3,049,592</td>
<td>$2,841,166</td>
<td>$3,022,739</td>
<td>$3,518,048</td>
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</tbody>
</table>
Discussion
Fall 2021
Enrollment Update
As of 9/13/2021 (Official)

Council Of Trustees

Wednesday, October 6, 2021
Headcount Enrollment vs. F.T.E.

Enrollment

FA 2017  FA 2018  FA 2019  FA 2020  FA 2021
9,287    8,924    8,689    8,436    7,749
8,439    8,075    7,915    7,504    6,956
7,400    7,900    8,400    8,900    9,400

Headcount Enrollment vs. F.T.E. Enrollment

FA 2017  FA 2018  FA 2019  FA 2020  FA 2021
9,287    8,924    8,689    8,436    7,749
6,900    7,400    7,900    8,400    8,900
9,900
Headcount Enrollment By Level

Undergraduate
- FA 2017: 8,606
- FA 2018: 8,253
- FA 2019: 7,992
- FA 2020: 7,745
- FA 2021: 7,072

Graduate
- FA 2017: 681
- FA 2018: 671
- FA 2019: 697
- FA 2020: 691
- FA 2021: 677
Undergraduate Headcount By Academic Load

**Full-Time**
- FA 2017: 7,863
- FA 2018: 7,512
- FA 2019: 7,263
- FA 2020: 6,942
- FA 2021: 6,373

**Part-Time**
- FA 2017: 743
- FA 2018: 741
- FA 2019: 729
- FA 2020: 803
- FA 2021: 699
Graduate Headcount By Academic Load

FA 2017: Part-Time 336, Full-Time 345
FA 2018: Part-Time 347, Full-Time 347
FA 2019: Part-Time 350, Full-Time 347
FA 2020: Part-Time 365, Full-Time 326
FA 2021: Part-Time 360, Full-Time 317
UG Degree Continuing Students By Academic Load

**Full-Time**

- FA 2017: 5,419
- FA 2018: 5,005
- FA 2019: 4,719
- FA 2020: 4,805
- FA 2021: 4,473

**Part-Time**

- FA 2017: 442
- FA 2018: 438
- FA 2019: 431
- FA 2020: 463
- FA 2021: 403
New Students

First-Time Students

<table>
<thead>
<tr>
<th>Year</th>
<th>First-Time Students</th>
</tr>
</thead>
<tbody>
<tr>
<td>FA 2017</td>
<td>1,861</td>
</tr>
<tr>
<td>FA 2018</td>
<td>1,848</td>
</tr>
<tr>
<td>FA 2019</td>
<td>1,996</td>
</tr>
<tr>
<td>FA 2020</td>
<td>1,592</td>
</tr>
<tr>
<td>FA 2021</td>
<td>1,408</td>
</tr>
</tbody>
</table>

Transfers

<table>
<thead>
<tr>
<th>Year</th>
<th>Transfers</th>
</tr>
</thead>
<tbody>
<tr>
<td>FA 2017</td>
<td>443</td>
</tr>
<tr>
<td>FA 2018</td>
<td>482</td>
</tr>
<tr>
<td>FA 2019</td>
<td>367</td>
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<tr>
<td>FA 2020</td>
<td>355</td>
</tr>
<tr>
<td>FA 2021</td>
<td>293</td>
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</tbody>
</table>
Non-Degree Headcount By Academic Load

<table>
<thead>
<tr>
<th>Year</th>
<th>Part-Time</th>
<th>Full-Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>FA 2017</td>
<td>200</td>
<td>104</td>
</tr>
<tr>
<td>FA 2018</td>
<td>186</td>
<td>132</td>
</tr>
<tr>
<td>FA 2019</td>
<td>163</td>
<td>162</td>
</tr>
<tr>
<td>FA 2020</td>
<td>163</td>
<td>163</td>
</tr>
<tr>
<td>FA 2021</td>
<td>221</td>
<td>133</td>
</tr>
</tbody>
</table>

Legend:
- Yellow: Part-Time
- Purple: Full-Time
Discussion
University Advancement/BU Foundation Impact
Agenda

- Alumni & Professional Engagement Impact FY2021
- BUF Impact FY2021
- Integration
- Campaign Update
### Alumni & Professional Engagement Snapshot

#### Academic Year End UPDATE

<table>
<thead>
<tr>
<th>Category</th>
<th>Academic Year 2019-20</th>
<th>Academic Year 2020-21</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alumni Volunteers</td>
<td>664</td>
<td>949</td>
<td>21%</td>
</tr>
<tr>
<td>Alumni Volunteer Hours</td>
<td>5,218</td>
<td>4,675</td>
<td>-10%</td>
</tr>
<tr>
<td>Professional U Gifts/Pledges</td>
<td>$347,256</td>
<td>$607,833</td>
<td>43%</td>
</tr>
<tr>
<td>PEG Student Support</td>
<td>$206,695</td>
<td>$92,028</td>
<td>-55%</td>
</tr>
<tr>
<td>Alumni Net Promoter Score</td>
<td>NA</td>
<td>+18*</td>
<td>-</td>
</tr>
<tr>
<td>Internships/Field Experiences</td>
<td>2028</td>
<td>2744</td>
<td>26%</td>
</tr>
<tr>
<td>All High Impact Practices</td>
<td>2926</td>
<td>3350</td>
<td>13%</td>
</tr>
<tr>
<td>Employer Net Promoter Score</td>
<td>NA</td>
<td>+2*</td>
<td>-</td>
</tr>
</tbody>
</table>

*An NPS score of zero is considered positive; anything above +5 is considered "world class."
<table>
<thead>
<tr>
<th>Category</th>
<th>Fiscal Year 20</th>
<th>Fiscal Year 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$4,522,717</td>
<td>$4,036,101</td>
</tr>
<tr>
<td>New Gifts &amp; Pledges</td>
<td>$15,780,829</td>
<td>$4,079,006</td>
</tr>
<tr>
<td>NG&amp;P w/o Pettit, Diehl, Boguski</td>
<td>$3,859,961</td>
<td>$4,079,006</td>
</tr>
<tr>
<td>Bloom On (Immediate-use)</td>
<td>$2,273,399</td>
<td>$2,170,213</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$276,416</td>
<td>$286,553</td>
</tr>
<tr>
<td>PG Pipeline</td>
<td>$48,352,902</td>
<td>$49,832,329</td>
</tr>
<tr>
<td>Gift Closures / Gift Solicitations</td>
<td>30 / 37</td>
<td>29 / 40</td>
</tr>
<tr>
<td>Alumni Participation</td>
<td>3.58%</td>
<td>4.46%</td>
</tr>
<tr>
<td># of donors</td>
<td>3,710</td>
<td>4,151</td>
</tr>
<tr>
<td># of alumni donors</td>
<td>2,453</td>
<td>3,114</td>
</tr>
<tr>
<td># of new donors</td>
<td>854</td>
<td>1,007</td>
</tr>
<tr>
<td>BUF Scholarship payout</td>
<td>$1,749,160</td>
<td>$2,119,414</td>
</tr>
<tr>
<td>Endowment under management</td>
<td>$53,661,217</td>
<td>$67,901,692</td>
</tr>
<tr>
<td>Total Endowment Market Value</td>
<td>$59,800,728</td>
<td>$75,661,761</td>
</tr>
</tbody>
</table>
# Significant Gifts

<table>
<thead>
<tr>
<th>Donor Name</th>
<th>Amount</th>
<th>Designation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Government Association</td>
<td>$500,000</td>
<td>Emergency Scholarships</td>
</tr>
<tr>
<td>Norman Watts</td>
<td>$345,116</td>
<td>Investment Center</td>
</tr>
<tr>
<td>Robert Aronstam</td>
<td>$270,860</td>
<td>cDNA Lab</td>
</tr>
<tr>
<td>Jacques Weber Foundation</td>
<td>$100,000</td>
<td>EGGS Scholarship</td>
</tr>
</tbody>
</table>
Growing our Endowment
This year (FY 2021), the BU Foundation grew our endowment to $75,661,761.

COMPARATIVE ENDOWMENT GROWTH FROM 2015-2020

<table>
<thead>
<tr>
<th>School</th>
<th>FY 20 Endowment Balance</th>
<th>Growth Since 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indiana</td>
<td>$70,789,166</td>
<td>11.2%</td>
</tr>
<tr>
<td>Bloomsburg</td>
<td>$59,800,728</td>
<td>47.3%</td>
</tr>
<tr>
<td>Millersville</td>
<td>$54,391,759</td>
<td>43.2%</td>
</tr>
<tr>
<td>West Chester</td>
<td>$46,146,691</td>
<td>28.0%</td>
</tr>
<tr>
<td>Shippensburg</td>
<td>$41,151,443</td>
<td>10.9%</td>
</tr>
<tr>
<td>Slippery Rock</td>
<td>$38,131,407</td>
<td>30.7%</td>
</tr>
<tr>
<td>Cal U</td>
<td>$33,351,980</td>
<td>10.4%</td>
</tr>
<tr>
<td>Kutztown</td>
<td>$33,73,783</td>
<td>35.0%</td>
</tr>
<tr>
<td>Mansfield</td>
<td>$18,974,969</td>
<td>9.7%</td>
</tr>
<tr>
<td>Lock Haven</td>
<td>$12,142,696</td>
<td>11.8%</td>
</tr>
</tbody>
</table>

Source: 2020 CASE Voluntary Support of Education Report
Discussion
Academic Affairs
New College Configurations
New College Configurations

• College of Education and Human Studies
• College of Health Professions
  • School of Nursing
    Undergraduate Nursing Department
    Graduate Nursing Department
    Interim Associate Dean
• College of Arts, Social Sciences, & Humanities
• No Change
  • Zeigler College of Business
  • College of Science and Technology
FY 2021-22 Budget Approval
## E&G Operations Budget

### FY 2021-22

#### Predecisional

### Actual vs. Projected Percent Change

<table>
<thead>
<tr>
<th>Category</th>
<th>Actual FY 2020-21</th>
<th>Projected FY 2021-22</th>
<th>Percent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuition</td>
<td>$71,931,324</td>
<td>$69,421,894</td>
<td>-3.5%</td>
</tr>
<tr>
<td>Fees</td>
<td>19,806,207</td>
<td>19,870,695</td>
<td>0.3%</td>
</tr>
<tr>
<td>State Appropriation</td>
<td>38,405,845</td>
<td>39,050,145</td>
<td>1.7%</td>
</tr>
<tr>
<td>All Other Revenue</td>
<td>7,578,861</td>
<td>7,513,573</td>
<td>-0.9%</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>$137,722,237</td>
<td>$135,856,307</td>
<td>-1.4%</td>
</tr>
</tbody>
</table>

### Expenditures

**Compensation Summary:**
- Salaries and Wages: $71,006,967 → $67,597,217 (-4.8%)
- Benefits: 33,865,522 → 33,540,949 (-1.0%)
- Subtotal, Compensation: $104,872,489 → $101,138,166 (-3.6%)

**Student Financial Aid:** 5,928,041 → 7,261,421 (22.5%)

**Other Services and Supplies:** 21,360,373 → 25,230,467 (18.1%)

**Subtotal, Services and Supplies:** $27,288,414 → $32,491,888 (19.1%)

**Capital Expenditures and Debt Principal Payments:** 2,121,182 → 2,059,661 (-2.9%)

**Total Expenditures:** $134,282,085 → $135,689,715 (1.0%)

### Revenues Less Expenditures

$3,440,152 → $166,592 (1.0%)

### Transfers to Plant Fund

2,313,999 → 806,085 (-65.2%)

### Revenues Less Expenditures and Transfers

$1,126,153 → ($639,493)

### Revenue Recognition Adjustment-One Time COVID Funds

$2,135,000 → ($2,135,000)

### Revenues/Revenue Recognition Adj Less Expenditures and Transfers

$3,261,153 → ($2,774,493)

### Annualized FTE Enrollment

- Undergraduate: 7,225.74 → 6,927.63 (-4.1%)
- Graduate: 608.96 → 605.28 (-0.6%)
- **Total Annualized FTE Enrollment:** 7,834.70 → 7,532.91 (-3.9%)

### FTE of Budgeted E&G Employees, Net of Turnover

- Faculty: 404.84 → 391.38 (-3.76%)
- Nonfaculty: 459.19 → 421.33 (-8.36%)
- **Total FTE of Budgeted Employees:** 864.03 → 812.71 (-6.26%)

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1 Federal stimulus funds drawn down in FY 2020-21 and applied to lost revenue but not able to be recognized until FY 2021-22 due to Federal stimulus funds revenue recognition rules.
## Key Assumptions

<table>
<thead>
<tr>
<th>FY 2021-22</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COVID-19</strong></td>
<td>Decline in enrollment and housing occupancy</td>
</tr>
<tr>
<td></td>
<td>HEERF II and III stimulus revenue recognized, as well as projected corresponding expenditures</td>
</tr>
<tr>
<td><strong>Tuition and Fees</strong></td>
<td>0% increase</td>
</tr>
<tr>
<td></td>
<td>Revised enrollment projection (3.9% lower than prior year actual and 6.6% lower than original projection)</td>
</tr>
<tr>
<td><strong>Student Retention</strong></td>
<td>2 year weighted average continuing rate + 1.5%</td>
</tr>
<tr>
<td><strong>Appropriation</strong></td>
<td>1.7% increase</td>
</tr>
<tr>
<td><strong>Personnel Expenditures</strong></td>
<td>Employee complement changes associated with sustainability efforts</td>
</tr>
<tr>
<td></td>
<td>Pay increases contractually required</td>
</tr>
<tr>
<td></td>
<td>Benefit increases/decreases incorporated based on negotiated rates</td>
</tr>
<tr>
<td><strong>Vacant Positions</strong></td>
<td>Only those expected to be filled are included; all others have been eliminated or frozen</td>
</tr>
<tr>
<td><strong>Salary and Benefit Savings Turnover</strong></td>
<td>$3.1M (normal turnover projected)</td>
</tr>
<tr>
<td><strong>Operating Expenditures</strong></td>
<td>Student aid – impacts of additional cohorts and new scholarships to improve affordability</td>
</tr>
<tr>
<td></td>
<td>Operating expenditures – incorporates savings ($2M) based on historical average</td>
</tr>
</tbody>
</table>

PREDECISIONAL
# Key Variance Highlights

<table>
<thead>
<tr>
<th>FY 2021-22</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tuition</strong></td>
<td>Annualized student FTE enrollment decrease</td>
</tr>
<tr>
<td><strong>Compensation</strong></td>
<td>Reduction of 51.32 annualized E&amp;G FTE primarily due to realizing a full year of FTE reductions on positions eliminated in the prior year and use of regular turnover savings ($3.1M). Savings are partially offset by negotiated/assumed salary increases and projected benefit increases as per the State System budget assumptions.</td>
</tr>
<tr>
<td><strong>Student Financial Aid</strong></td>
<td>Additional cohorts for four-year recurring institutional scholarships and implementation of Husky Need and Maroon &amp; Gold scholarships</td>
</tr>
<tr>
<td><strong>Other Services and Supplies</strong></td>
<td>Return to normal spending patterns Inclusion of new projected costs (marketing and communications ($250K), grant services contract with IUP Research Institute ($100K), ServiceNow (seamless delivery of HR services))($88K) Transfer of costs from salaries and benefits to services and supplies for employees who have transitioned to PASSHE shared services (procurement and payroll)</td>
</tr>
<tr>
<td><strong>Transfers to Plant Fund</strong></td>
<td>Return to reduced level of annual transfer to plant</td>
</tr>
</tbody>
</table>

*PREDECISIONAL*
Non-instructional Emeritus
Joyce Bielen
Administrative Assistant, College of Liberal Arts
Athletic Coach Emeritus
Paul Darragh
Head Football Coach
Other Business
COT Meeting Calendar
October 2021 – June 2023
Trustee Comments
Adjournment

Thank you!