



FISCAL YEAR 2020
CONSOLIDATED OPERATING BUDGET

Ali A. Houshmand, President

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

From the desk of the CFO:

Rowan University Consolidated Operating Budget Proposal Fiscal Year 2020

Overview:

Presented here is the FY 2020 Consolidated Budget proposal for Rowan University. The Consolidated Budget consists of the various operating budgets for the Regular University, Auxiliary Operations, the Division of Global Learning and Partnerships, Cooper Medical School of Rowan University (CMSRU), Rowan School of Osteopathic Medicine (RowanSOM) and Special Programs.

The Regular University Budget is the largest portion of the Consolidated Budget. It is the main component where all undergraduate activity occurs and central services are provided.

The Auxiliary Operations Budget includes the operating activities of Residential Learning, the Recreational and Fitness Centers, the Student Center, and Camps and Conferences.

The Division of Global Learning and Partnerships includes the Graduate School, Summer Session and the Continuing Education programs.

The Cooper Medical School of Rowan University Budget captures the operating activity of the University's medical School in Camden.

The Rowan School of Osteopathic Medicine Budget includes the operating activity for RowanSOM Medical School, Graduate School of Biomedical Sciences, Faculty Practice Plans, and Stratford campus Special Programs.

The Special Programs Budget is where the activity of the self-funded programs on the Glassboro campus is recorded. Special Programs are accounts with specific funding sources that cover the direct costs of the program. These programs also include the revenue distributions to Academic Affairs' colleges and departments from Rowan Global, and self-supporting Centers and Institutes, as well as allocations from the Foundation. The funds are expended according to University policies and procedures.

The FY 2020 Budget was prepared on a consolidated basis. The main objective of the budget process was to develop a budget that balanced the needs of the University community while maintaining affordability for our students. To accomplish this, the process involved reviewing all proposed expenditures for appropriateness and need. Reductions and re-allocations were made between areas, and additions were made in targeted strategic areas.

As in the past few years, the FY 2020 Budget is built on the four "pillars" that the President has identified for consideration in strategic planning and decision making: affordability, access, quality, and economic impact on the region. Adjustments and/or additions to the budget were made to position the University to meet these initiatives.

The FY20 Budget includes \$2.7 million in additional funding to support Project Insight. Project Insight is an initiative by the University to support student success. This budget includes \$1.5 million in additional funding for need based scholarships and \$1.2 million to support additional personnel and non-salary costs to support student success. Project insight will allow the University to identify current student issues earlier than we are currently capable of. This will allow the University to be able to intervene earlier, resulting in an improved experience for the student. Project Insight will also allow Rowan University to improve retention and graduation rates for the undergraduate population due to this prompt intervention as well as the need based scholarships offered.

The FY 2020 Budget Proposal also adds positions and non-salary operating costs to support the expansion of the RowanSOM Academic and Faculty Practice Plan operations onto the RCGC campus, new space in the Camden Joint Health Sciences Center and the Welcome Center on Rowan Boulevard, the addition of the Division of Diversity, Equity and Inclusion, increased enrollment and to support the following areas requiring additional funding:

- Academic Affairs
- Enrollment Management
- Facilities
- Technology
- Research and Entrepreneurship

Fiscal Year 2020

CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

An additional \$3.9 million for salary was allocated to the Academic Affairs Division which is comprised of three components. \$0.8 million is to provide funding for eight Tenure Tract Professors and four administrative positions, while the net remaining increase of \$3.1 million is attributed to the conversion of 23 Lecturers (converted from 43 ³/₄ faculty positions) and across the board salary increases which includes union step increments. Non-salary allocations are increasing by \$0.3 million.

Enrollment Management is implementing Project Insight and thus its budget includes \$0.4 million in salary, \$0.2 million in fringe expense and \$0.3 million in non-salary related to project Insight.

Information Technology costs continue to be a priority as security initiatives and increased enrollments have strained our resources. This budget provides for \$0.4 million in additional funding for salaries related to these priorities. Support for six additional IRT positions of which two NeRD Network Engineers were previously funded through the NeRD capital project and will be funded through operations going forward and three positions are part of Project Insight. This budget also includes an increase of \$1.1 million in non-salary support is included in this budget to advance the division's initiatives.

The Research model at Rowan University has recently been revised to include enhanced emphasis on entrepreneurship and shared research initiatives across divisions. To that end, under the umbrella of the Research Division, several cost centers were created since FY 2017. The FY 2020 budget includes \$1.2 million to support the estimated start-up of these cost centers. Through increased research opportunities and contracts for services, the expectation is that these cost centers will reimburse the University for their start-up costs and eventually generate surplus revenues for the University. The current cost centers include the following: Advanced Materials & Manufacturing Institute (AMMI); Center for Research and Education in Advanced Transportation Engineering Systems (CREATES); Center for Access, Success, and Equity (CASE); the Fossil Park; and the Virtual Reality Lab.

Even as we strive to increase other sources of revenues, we continue to be reliant on State funding. In March 2019, the Governor indicated in his FY 2020 Detailed Budget that base appropriations for Rowan University would increase \$1.6 million compared to FY 2019. This budget is based on that assumption.

The FY 2020 budget proposal addresses our affordability initiative by calling for a modest 2.21% increase in undergraduate tuition and fees; a 3.0% increase in CMSRU, RowanSOM and the Graduate School of Biomedical Sciences (GSBS) tuition.

Accessibility remains an important initiative for the University. In response to the Higher Education Restructuring Act, the University has made a goal of expanding enrollments to 25,000 students by the year 2024. Included in the 25,000 enrollment target was a projection for 12,500 on campus, undergraduate students. We have exceeded that target in FY 2018 and the FY 2020 tuition and fee revenue is based on 13,634 full-time undergraduates.

On a consolidated basis, Total Revenues for FY 2020 are budgeted at \$552.7 million and Total Expenses are anticipated to be \$547.4 million.

Proposed Full-time Tuition & Fee Rates are the following:

<u>Full-Time Undergraduate Tuition and Fee Rates</u>	<u>FY 2019</u>	<u>FY 2020</u>
In-State Tuition	\$9,858	\$10,076
Out of State Tuition	\$18,500	\$18,908
Fees	\$3,839	\$3,924
<u>Full-Time CMSRU Tuition Rates</u>		
In-State Tuition	\$39,300	\$40,479
Out of State Tuition	\$62,369	\$64,240
<u>Full-Time Rowan SOM Tuition Rates</u>		
In-State Tuition	\$40,135	\$41,339
Out of State Tuition	\$64,393	\$66,324
<u>Full-Time GSBS Tuition Rates</u>		
In-State Tuition	\$7,964	\$8,202
Out of State Tuition	\$11,535	\$11,882

Fiscal Year 2020

CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Revenue Highlights

- General State appropriations are projected to be \$78.4 million, including the Regular University, CMSRU, and RowanSOM. This amount includes the \$1.6 million increase in the Regular University base appropriations and a \$5.0 million increase to the Cooper Hospital Support Payment that was not reflected in the FY19 budget. This amount also reflects the effects of the NJ Medicaid Access to Physician Services (MAPS) Program within the New Jersey Medicaid program. The NJ MAPS Program is entirely being funded by transfers of existing state legislative appropriations, mostly from the parent universities of the medical schools. MAPS is not projected to have an effect on CMSRU's FY20 net since its General State appropriations are projected to decrease \$14.4 million from \$32.8 million to \$18.4 million which is offset by its Cooper Hospital Support payment projected to decrease by \$14.4 million from \$21.3 million to \$6.9 million. RowanSOM's projected General State Appropriations are expected to decrease \$1.2 million with an offsetting increase to RowanSOM's Faculty Practice Plan Revenue.
- State Paid Fringe Benefits are estimated to be \$90.2 million in FY 2020. The State allotment of positions covered under the State Benefit program are assumed to be the same as FY 2019; 1,749 for the University and RowanSOM, and 105 for CMSRU, for a total of 1,854 state funded benefit lines.
- We are anticipating undergraduate enrollments to grow to a total of 13,634 full-time students for FY 2020. The Cooper Medical School of Rowan University is projected to have a total of 402 students. RowanSOM is projecting enrollments of 787 medical students, in addition to 158 GSBS full and part-time students. Total gross tuition revenue is projected to be \$235.3 million in FY 2020. Tuition is budgeted as follows:

▪ Regular University (Undergraduate)	\$141.5 million
▪ Rowan Global (Includes Graduate and Summer)	\$38.7 million
▪ Cooper Medical School	\$18.8 million
▪ RowanSOM	\$36.3 million
- Total Student Fee revenue is projected to be \$61.1 million in FY 2020. Fee revenue is budgeted as follows:

▪ Regular University (Undergraduate)	\$45.5 million
▪ Auxiliary	\$10.0 million
▪ Rowan Global (Includes Graduate and Summer)	\$2.6 million
▪ Cooper Medical School	\$1.2 million
▪ RowanSOM	\$1.8 million
- For FY 2020, University funded scholarships and waivers are projected to increase on a consolidated basis over the FY 2019 year end projection by \$1.7 million. The majority of the increase is attributed to a 7% increase, or \$1.9 million in additional funding for undergraduate student scholarships of which \$1.5 million, as previously mentioned, is related to Project Insight.
- Rental rates for student housing are budgeted to increase by 3.0%. Total rental income for Auxiliary Operations for FY 2020 is projected to be \$33.2 million. These revenues reflect an anticipated 92% average occupancy rate for the 3,653 beds on the Rowan campus operated by the University. In the FY 2019 budget Triad was removed but then needed to be used after higher demand for housing than planned. The FY2020 budget assumes that Triad will be open to students. When including 220 Rowan Boulevard (456 beds), Holly Pointe Commons (1,415 beds), A3 Housing at 230 Victoria Street and 223 West High Street (557 beds) that opened for the fall of 2017 and the A4 Housing (604 beds) that opened for the fall of 2018, the University will have a total of 6,685 beds for residential students in FY 2020; an increase of 228 beds over FY 2019.
- Other revenue is comprised of Nexus housing placement fees, SGA allocations, SJTP lease payments, fees charged at the Recreation Center, Student Center and Fitness Center, reimbursements for facility usage, other miscellaneous fees, Cost Center revenues, and Special Program revenue. For FY 2020 we project other revenue to total \$13.2 million.

Fiscal Year 2020

CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

- Other revenue is comprised of Nexus housing placement fees, SGA allocations, SJTP lease payments, fees charged at the Recreation Center, Student Center and Fitness Center, reimbursements for facility usage, other miscellaneous fees, Cost Center revenues, and Special Program revenue. For FY 2020 we project other revenue to total \$13.2 million.
- Commission revenues net of expenses are anticipated to be \$3.8 million for FY 2020.
- The Rowan Global Distribution model was adjusted so that distributions are based on a predetermined amount per student credit hour above a minimum threshold. This change is intended to increase transparency, allowing faculty to better estimate how much Rowan Global funds they will receive instead of waiting until after the semester has been completed to know how much they will receive for the course. The projected revenue distribution from Rowan Global operations is \$20.3 million for FY 2020. This estimate is based on anticipated enrollment growth of 7.3% over FY19 actuals. The Regular University is budgeted to receive \$15.0 million from Rowan Global, CMSRU is projected to receive \$35 thousand and Academic Affairs is projected to receive \$5.3 in Rowan Global distributions through the Special Programs accounts.
- Revenue distributions from Auxiliary Operations and RowanSOM are projected to be \$9.7 million in FY 2020.
- The Foundation allocation to the Regular University is projected to increase slightly to \$6.2 million in FY 2020. The Rowan Foundation allocation is calculated by multiplying the average market value of the Rowan endowment for the previous 12 quarters by 4.5%. RowanSOM is expected to receive distributions of \$0.6 million from the Foundation in FY 2020.
- Affiliate revenue reflects payments from Jefferson Health New Jersey (formerly Kennedy) for faculty effort related to teaching residents in the GME program plus Chief of Service responsibilities for the hospital. For FY 2020, affiliate revenue is projected to total \$3.1 million.
- Faculty Practice Plan (FPP) revenues primarily consist of fee for service payments, inclusive of quality incentives and capitation payments from the Centers for Medicare & Medicaid Services (CMS) and other third party insurance providers for inpatient and outpatient services provided by the RowanSOM faculty. Patient encounters for the FPP approximate 170,000 annually. In addition, significant contract payments for medical directorships and other contracted service agreements, such as behavioral health services, account for approximately twenty-five (20%) of the revenues. For FY 2020, FPP revenues are projected at \$32.1 million budgeted as follows:
 - Fee for Service payments (CMS and third party payers) \$25.8 million
 - Contract payments \$6.3 million
- Housestaff Billings primarily consist of the expense for resident salary and fringe benefits, plus associated per resident malpractice expense, billed to the GME affiliated sites resulting in a complete recuperation of these expenses. For FY 2020, these billings are projected to total \$22.1 million.
- Investment Earnings-Unrestricted captures the interest and dividend income as well as realized gains and losses from the Universities Investment Portfolio. The FY 2019 budget was increased to \$4.1 million, a \$1.5 million increase over the FY2019 budget, because of higher interest rates, continued shifting of funds from the Concentration account to a Cash Plus account that offers a higher interest rate and the establishment of a quasi-endowment.

Fiscal Year 2020

CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expenditure Highlights

- On a consolidated basis, salaries are budgeted at \$253.3 million. Additional funding is included for the following: \$2.5 million in Regular University for eight new Tenure Tract Faculty, conversion of 43 ¾ time faculty to 23 lecturer lines, 25 full-time positions, various part-time allocations; \$0.1 million in Auxiliary Services for one new full-time positions; \$0.1 million in Global Learning & Partnerships for one new full-time position; \$0.4 million in CMSRU for seven new full-time positions and an additional part-time person and \$2.2 million for RowanSOM for four new full-time administrative academic positions to support enrollment growth, three full time administrative academic positions for the Rowan Branch Campus at RCGC, 28 new lines within the Faculty Practice Plan. An estimated \$11.5 million for negotiated salary increases as well as other contract specific payments, managerial increases and annualization of midyear hires are included on a consolidated basis. The budget also includes a reduction for vacancies and estimated salary savings of \$2.5 million for the Regular University and \$3.2 million for RowanSOM; an increase of \$0.4 million.
- It is anticipated that Fringe Benefit Expenses will exceed the State Paid Fringe Benefits allocation due to the University exceeding its allotted state funded (fringe) position count of 1,854. The University as a whole will be responsible for a projected \$19.4 million in fringe benefit costs associated with the estimated overage based on the current fringe rate.
- On a consolidated basis, Non Salary operating expenses are projected to be \$91.7 million. The University has increased Non Salary expenditures by \$5.0 million, with the majority split between Academic Affairs, Information Technology and Special Programs due to a \$2.0 million special appropriation for CREATES.
- Utility costs on a consolidated basis, are projected to be \$11.6 million; and increase of \$0.4 million compared to the FY 2019 budget.
- Tuition/Room/Board Waivers represents the anticipated expenditure for the benefits given to Student Residence Directors and Student Residence Assistants in student housing. Based on FY 2020 rates, the amount is projected to be \$3.4 million.
- Malpractice expense for FY 2019 is projected to total \$3.3 million and is related to the payments required to the State for medical malpractice coverage for faculty and residents.
- Debt Service payments for FY 2020 are budgeted at \$40.6 million on outstanding debt; a decrease of \$0.2 million from the FY2019 budgeted levels.
- In order to update the University's infrastructure the FY 2020 budget includes funding for Capital Projects. Funded from the Regular University, Auxiliary Operations and RowanSOM budgets, the FY 2020 consolidated budget allows for a total of \$7.8 million to be allocated for capital improvements throughout the campuses.

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Rowan University Consolidated Budget Analysis								
Projected FY 2020 Budget								
	Projected FY 2020 Budget							
	Regular University	Auxiliary Operations	Rowan Global	CMSRU	Rowan SOM	Special Programs	Eliminations	Total
Revenues								
General State Appropriation	\$28,903,000	\$0	\$0	\$18,415,860	\$29,050,299	\$2,000,000	\$0	\$78,369,159
State Paid Fringe Benefits	\$61,039,000	\$0	\$0	\$5,425,000	\$23,754,513	\$0	\$0	\$90,218,513
Sub-Total State Support	\$89,942,000	\$0	\$0	\$23,840,860	\$52,804,812	\$2,000,000	\$0	\$168,587,672
Tuition	\$141,550,808	\$0	\$38,687,983	\$18,776,285	\$36,257,604	\$0	\$0	\$235,272,680
Student Fees	\$45,488,112	\$9,953,391	\$2,573,170	\$1,250,580	\$1,843,604	\$0	\$0	\$61,108,857
Scholarships/Waivers	(\$27,200,000)	\$0	(\$3,200,000)	(\$190,500)	(\$702,645)	\$0	\$0	(\$31,293,145)
Sub-Total Net Tuition & Fees	\$159,838,920	\$9,953,391	\$38,061,153	\$19,836,365	\$37,398,563			\$265,088,392
Rental Income	\$517,600	\$33,240,210	\$0	\$0	\$67,500	\$0	\$0	\$33,825,310
Other Revenue	\$704,500	\$4,178,628	\$230,000	\$1,313,269	\$1,121,088	\$5,700,000	\$0	\$13,247,485
Commissions	\$3,765,000	\$0	\$0	\$0	\$0	\$0	\$0	\$3,765,000
Revenue Centers Distributions	\$15,014,461	\$0	\$0	\$35,000	\$0	\$5,270,000	\$20,319,461	\$0
Distributions - Auxiliary/SOM	\$9,700,000	\$0	\$0	\$0	\$0	\$0	\$9,700,000	\$0
Foundation	\$6,197,000	\$0	\$0	\$0	\$550,000	\$0	\$0	\$6,747,000
Affiliate Revenue	\$0	\$0	\$0	\$0	\$3,109,000	\$0	\$0	\$3,109,000
Faculty Practice Plan Revenue	\$0	\$0	\$0	\$0	\$32,134,395	\$0	\$0	\$32,134,395
Housestaff Billings	\$0	\$0	\$0	\$0	\$22,101,048	\$0	\$0	\$22,101,048
Interest Earnings - Unrestricted	\$4,057,000	\$0	\$0	\$0	\$0	\$0	\$0	\$4,057,000
Total	\$289,736,481	\$47,372,229	\$38,291,153	\$45,025,494	\$149,286,406	\$12,970,000	\$30,019,461	\$552,662,302
Expenditures								
Salary	\$144,709,237	\$8,549,415	\$10,335,360	\$13,079,193	\$76,587,623	\$0	\$0	\$253,260,828
Fringe Benefits	\$64,634,335	\$3,013,322	\$2,279,253	\$6,130,365	\$33,596,838	\$0	\$0	\$109,654,113
Non-Salary - Operating	\$41,420,269	\$6,892,670	\$2,398,354	\$8,536,921	\$20,222,481	\$12,200,000	\$0	\$91,670,695
Utilities	\$5,155,009	\$3,316,800	\$0	\$955,400	\$2,151,206	\$0	\$0	\$11,578,415
Tuition/Room/Board Expense	\$0	\$3,384,940	\$0	\$0	\$0	\$0	\$0	\$3,384,940
Malpractice	\$0	\$0	\$0	\$0	\$3,250,000	\$0	\$0	\$3,250,000
Rental Expense - Rowan Blvd.	\$2,899,500	\$12,076,992	\$1,792,785	\$0	\$0	\$0	\$0	\$16,769,277
College of Health Sciences Support	\$2,500,000	\$0	\$0	\$0	\$0	\$0	\$0	\$2,500,000
Cooper Hospital Support	\$0	\$0	\$0	\$6,865,860	\$0	\$0	\$0	\$6,865,860
Distributions to Reg Univ.	\$0	\$5,500,000	\$15,014,461	\$0	\$4,200,000	\$0	\$24,714,461	\$0
Rev. Ctrs. Distrib. to Academic Affairs	\$0	\$0	\$5,305,000	\$0	\$0	\$0	\$5,305,000	\$0
Debt Service	\$24,114,783	\$3,746,349	\$0	\$7,864,131	\$4,914,452	\$0	\$0	\$40,639,715
Capital Projects	\$4,000,000	\$778,000	\$0	\$0	\$3,000,000	\$0	\$0	\$7,778,000
Total	\$289,433,133	\$47,258,488	\$37,125,213	\$43,431,870	\$147,922,600	\$12,200,000	\$30,019,461	\$547,351,843
Net	\$303,348	\$113,741	\$1,165,940	\$1,593,624	\$1,363,806	\$770,000	\$0	\$5,310,459

Fiscal Year 2020

CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Revenue Analysis - Regular University			
Projected Budget FY 2020			
	FY 2019 Base Budget	FY 2020 Projected Budget	Change
State Appropriations	\$27,307,000	\$28,903,000	\$1,596,000
State Paid Fringe Benefits	58,558,000	61,039,000	2,481,000
Tuition			
Base	137,727,175	137,727,175	0
Increased Enrollments	0	761,771	761,771
Tuition Increase - 2.21%	<u>0</u>	<u>3,061,862</u>	<u>3,061,862</u>
Total Tuition	137,727,175	141,550,808	3,823,633
Student Fees			
Base	43,918,790	43,918,790	0
Increased Enrollments	0	585,771	585,771
Fee Increase - 2.21%	<u>0</u>	<u>983,551</u>	<u>983,551</u>
Total Fees	43,918,790	45,488,112	1,569,322
Scholarships/Waivers	(26,700,000)	(27,200,000)	(500,000)
Rental Income			
South Jersey Tech Park Rental	155,508	370,000	214,492
Bozorth Rental	<u>142,614</u>	<u>147,600</u>	<u>4,986</u>
Total Rental Income	298,122	517,600	219,478
Other Revenue			
Miscellaneous	338,100	454,500	116,400
SJTP Land Lease	<u>250,000</u>	<u>250,000</u>	<u>0</u>
Total Other Revenue	588,100	704,500	116,400
Commissions			
Food Service Revenue	4,990,000	5,680,000	690,000
Food Service Expense	<u>(1,140,000)</u>	<u>(1,380,000)</u>	<u>(240,000)</u>
Net Food Service	3,850,000	4,300,000	450,000
Barnes/Noble Commissions	800,000	750,000	(50,000)
Rent	(1,019,700)	(1,050,056)	(30,356)
Other	<u>(287,400)</u>	<u>(234,944)</u>	<u>52,456</u>
Net Book Store	(507,100)	(535,000)	(27,900)
Total Commissions	3,342,900	3,765,000	422,100
Revenue Center Distributions	13,726,411	15,014,461	1,288,050
Distributions - Auxiliary/SOM	8,700,000	9,700,000	1,000,000
Foundation	6,126,000	6,197,000	71,000
Interest Earnings	2,583,000	4,057,000	1,474,000
Funding from Reserves	<u>0</u>	<u>0</u>	<u>0</u>
Total Revenue - Regular University	\$276,175,498	\$289,736,481	\$13,560,983

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Summary Regular University Expenditures	FY 2019 Base Budget		New Salary Requests	Non-Salary Adjustments	FY 2020 Request	
	Salary	Non-Salary			Salary (Note 1)	Non-Salary
Division						
President	\$5,016,942	\$2,513,539	\$235,000	\$269,161	\$5,401,663	\$2,782,700
Diversity, Equity and Inclusion	1,237,389	334,398	29,900	37,218	1,689,836	371,616
General Counsel	303,318	274,150	5,000	0	372,638	274,150
Academic Affairs	84,810,960	8,322,050	847,554	338,874	88,662,527	8,660,924
Advancement	2,615,650	704,600	9,000	0	2,631,215	704,600
Enrollment Management	13,710,061	2,943,064	654,634	372,375	15,132,794	3,315,439
Information Resources & Technology	8,048,547	7,999,432	365,126	1,129,164	8,664,627	9,128,596
Finance	3,688,895	246,140	0	9,700	3,724,169	255,840
Facilities & Administration	18,713,866	6,572,311	308,986	187,243	19,569,768	6,759,554
General University	(1,140,000)	8,587,687	0	579,163	(1,140,000)	9,166,850
Sub-Total Operating Budget	\$137,005,628	\$38,497,371	\$2,455,200	\$2,922,898	\$144,709,237	\$41,420,269
Fringe Benefits	\$62,356,666	\$0	\$0	\$0	\$64,634,335	\$0
Rental Expense - Rowan Blvd.	0	2,881,400	0	18,100	0	2,899,500
College of Health Sciences Support	0	2,500,000	0	0	0	2,500,000
Utilities	0	4,984,450	0	170,559	0	5,155,009
Debt Service	0	24,044,874	0	69,909	0	24,114,783
Capital Projects	0	4,000,000	0	0	0	4,000,000
Total Salary/Non-Salary	\$199,362,294	\$76,908,095	\$2,455,200	\$3,181,466	\$209,343,572	\$80,089,561
Total Regular University Expenditures	<u>\$276,270,389</u>				<u>\$289,433,133</u>	

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - President</u>	FY 2019 Base Budget		New Salary	Non-Salary	FY 2020 Request	
	Salary	Non-Salary	Requests	Adjustments	Salary (Note 1)	Non-Salary
10100 Office of the President	\$1,071,494	\$158,000	\$0	(\$800)	\$1,081,640	\$157,200
10101 President UPC Card	0	0	0	0	0	0
10110 Board of Trustees	0	53,950	0	14,400	0	68,350
10115 Presidential Lecture Series	0	20,000	0	0	0	20,000
10120 Government & External Relations	401,829	251,025	0	(15,000)	440,000	236,025
10130 Commencement/Convocation	19,075	996,839	0	201,661	20,075	1,198,500
10132 University Events	192,289	39,900	0	(2,550)	211,553	37,350
10150 University Senate	101,705	6,425	0	0	102,768	6,425
18000 Sr. VP Health Sciences	293,153	52,800	0	(12,000)	364,270	40,800
Total	\$2,079,545	\$1,578,939	\$0	\$185,711	\$2,220,306	\$1,764,650
30008 Labor Relations	\$138,630	\$7,000	\$0	\$1,650	\$142,093	\$8,650
33000 Human Resources	1,390,944	151,900	235,000	56,800	1,615,447	208,700
33004 Student Title IX Summit	0	22,000	0	0	0	22,000
Total	\$1,529,574	\$180,900	\$235,000	\$58,450	\$1,757,540	\$239,350
10140 Media/Public Relations	\$579,028	\$45,000	\$0	\$25,000	\$572,713	\$70,000
40004 University Publications	623,494	79,400	0	0	638,944	79,400
40005 Rowan Magazine	0	200,300	0	0	0	200,300
45006 University Marketing	0	429,000	0	0	0	429,000
22002 Duplicating	205,301	0	0	0	212,160	0
Total	\$1,407,823	\$753,700	\$0	\$25,000	\$1,423,817	\$778,700
Total President	\$5,016,942	\$2,513,539	\$235,000	\$269,161	\$5,401,663	\$2,782,700

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

**Expense Analysis by Department - Regular University
Projected Budget FY 2020**

Division - President

<u>New Salary Request</u>	<u>Dollars</u>	<u>Head Count</u>
Associate Vice President - Human Resources	\$150,000	1
Investigator-HR	85,000	1
Total	\$235,000	2

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University
Projected Budget FY 2020

<u>Division - Diversity, Equity and Inclusion</u>	FY 2019 Base Budget		New Salary Requests	Non-Salary Adjustments	FY 2020 Request (Note 1)	
	Salary	Non-Salary			Salary	Non-Salary

17000 SVP Diversity, Equith and Inclusion	\$0	\$0	\$0	\$75,000	\$493,494	\$75,000
21004 Faculty Center	48,558	32,900	0	(3,000)	48,351	29,900
33002 Equity & Diversity	238,605	17,125	0	(8,562)	110,759	8,563
51004 EOF King Scholar	745,382	30,100	0	0	796,004	30,100
51005 EOF Camden Campus	5,100	16,270	(1,100)	780	4,000	17,050
51006 MAP Program	4,000	146,978	31,000	(27,000)	35,000	119,978
51007 CHAMP/GEAR UP	0	62,000	0	0	0	62,000
54006 Cultural Diversity	195,744	29,025	0	0	202,228	29,025
Total Diversity, Equity and Inclusion	\$1,237,389	\$334,398	\$29,900	\$37,218	\$1,689,836	\$371,616

<u>New Salary Request</u>			<u>Dollars</u>	<u>Head Count</u>
Reduction in Student Salary	6012	51005	(\$1,100)	0
Salary Voucher	6010	51006	31,000	0
Total			\$29,900	0

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - General Counsel</u>	FY 2019 Base Budget		New Salary Requests	Non-Salary Adjustments	FY 2020 Request (Note 1)	
	Salary	Non-Salary			Salary	Non-Salary
10125 General Counsel	\$303,318	\$17,650	\$5,000	\$0	\$372,638	\$17,650
10126 University Legal Services	0	250,000	0	0	0	250,000
31016 Risk Management	0	6,500	0	0	0	6,500
Total General Counsel	\$303,318	\$274,150	\$5,000	\$0	\$372,638	\$274,150
<u>New Salary Request</u>			<u>Dollars</u>	<u>Head Count</u>		
Student Worker			\$5,000	0		
Total			\$5,000	0		

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - Academic Affairs</u>	FY 2019 Base Budget		New Salary	Non-Salary	FY 2020 Request	
	Salary	Non-Salary	Requests	Adjustments	Salary (Note 1)	Non-Salary
20000 Sr. VP/Provost	\$642,609	(\$285,300)	\$0	\$115,500	\$853,371	(\$169,800)
20002 Program Improvement	0	645,000	0	0	0	645,000
New Academic Prog	0	0	0	0	0	0
20004 Academic Affairs	9,358,800	612,318	50,345	0	10,384,800	612,318
20010 Camden Campus	0	14,700	0	0	0	14,700
20014 Camden Joint Venture	0	0	0	0	0	0
20015 Camden Campus New Bldg	370,129	34,630	0	0	393,666	34,630
20016 Library Services	3,363,389	2,795,629	0	0	3,351,980	2,795,629
20026 Non-Salary Research Funds	0	310,000	0	0	0	310,000
24060 International Center	178,538	115,000	30,000	4,500	216,831	119,500
54012 ESL Program	416,468	21,500	0	0	363,882	21,500
Total	\$14,329,933	\$4,263,477	\$80,345	\$120,000	\$15,564,530	\$4,383,477
21000 VP Academic Affairs	\$371,712	\$36,900	\$0	\$0	\$381,017	\$36,900
21008 Honors Concentration	351,716	25,200	0	12,600	358,085	37,800
21010 ROTC Program	0	8,000	0	0	0	8,000
55002 Registrar	929,233	77,300	47,577	0	995,667	77,300
Total	\$1,652,661	\$147,400	\$47,577	\$12,600	\$1,734,769	\$160,000
23000 Dean Commun & Creative Arts	\$930,955	\$143,705	\$54,254	(\$1,600)	\$1,116,069	\$142,105
23004 Communications Lab	0	15,000	0	0	0	15,000
23006 Communications Studies	1,543,650	12,500	68,365	2,050	1,655,909	14,550
23008 Writing Arts	2,607,682	32,500	0	2,500	2,576,249	35,000
23009 Writing Center	77,000	3,000	0	0	77,000	3,000
23010 Journalism	647,381	8,500	0	750	683,362	9,250
23012 Public Relations/Advertising	1,157,363	12,000	0	950	1,221,863	12,950
23014 Radio/TV/Film	1,306,716	13,500	92,595	1,800	1,371,364	15,300
23016 WGLS Radio Station	229,487	60,000	0	0	237,700	60,000
23018 BMAV	0	0	0	4,000	0	4,000
26004 Art	908,997	21,500	0	(2,400)	935,289	19,100
26006 Art Lab	7,400	30,000	2,500	(1,850)	9,900	28,150
26010 Gallery Program	5,000	20,000	0	25,000	5,000	45,000
Total	\$9,421,631	\$372,205	\$217,714	\$31,200	\$9,889,705	\$403,405

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - Academic Affairs</u>	FY 2019 Base Budget		New Salary	Non-Salary	FY 2020 Request	
	Salary	Non-Salary	Requests	Adjustments	Salary (Note 1)	Non-Salary
24000 Dean Science & Mathematics	\$847,004	\$366,900	\$0	\$0	\$1,046,754	\$366,900
24008 Biochemistry Lab	0	16,500	0	0	0	16,500
24010 Biological Sciences	2,064,015	43,800	0	0	2,083,764	43,800
24012 Biological Sciences Lab	0	87,386	0	0	0	87,386
24014 Chemistry	1,951,366	35,300	0	0	2,159,860	35,300
24015 Pharmaceutical Lab	0	0	0	0	0	0
24016 Chemistry Lab	0	135,886	0	0	0	135,886
24018 Computer Science	2,101,269	15,860	0	0	2,173,117	15,860
24020 Computer Science Lab	0	5,700	0	4,500	0	10,200
24040 Mathematics	3,571,862	32,250	0	0	3,291,818	32,250
24044 Physics	1,792,626	34,800	0	0	1,868,890	34,800
24046 Physics Lab	0	64,887	0	0	0	64,887
24048 Planetarium	81,968	23,500	0	0	87,191	23,500
24052 Psychology	2,524,589	36,650	74,063	0	2,639,208	36,650
24054 Psychology Lab	0	1,800	0	0	0	1,800
24066 Nursing	663,090	0	0	0	770,219	0
24100 School of Biomedical Sciences	95,109	13,000	0	0	99,960	13,000
24102 Biomedical Translational Sciences	521,617	20,000	0	32,500	540,553	52,500
25016 Health & Exercise Science	1,968,475	33,893	0	0	1,976,105	33,893
25018 Health & Exercise Science Lab	0	1,700	0	0	0	1,700
Total	\$18,182,990	\$969,812	\$74,063	\$37,000	\$18,737,439	\$1,006,812
24500 Dean Humanities & Social Science	\$765,367	\$194,600	\$27,127	\$32,000	\$820,039	\$226,600
24004 Afro-American Studies	0	500	0	0	0	500
24005 American Studies	0	1,200	0	0	0	1,200
24006 Asian-American Studies	0	1,000	0	0	0	1,000
24024 English	1,331,812	15,000	0	0	1,390,868	15,000
24026 Foreign Language	921,790	6,500	0	0	954,633	6,500
24032 History	1,531,494	13,600	0	0	1,609,848	13,600
24033 Humanities/Social Science	0	400	0	0	0	400
24034 International Studies	0	500	0	0	0	500
24036 Law/Justice	1,724,197	14,100	0	0	1,658,821	14,100
24038 Liberal Studies Major	0	1,000	0	0	0	1,000
24042 Philosophy/Religion	874,403	6,000	76,912	0	855,496	6,000
24050 Political Science & Economics	1,013,901	9,100	0	0	1,062,046	9,100
24058 Sociology & Anthropology	1,519,240	14,000	0	0	1,567,457	14,000
24062 Women's Studies	0	1,000	0	0	0	1,000
Total	\$9,682,204	\$278,500	\$104,039	\$32,000	\$9,919,208	\$310,500

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - Academic Affairs</u>	FY 2019 Base Budget		New Salary Requests	Non-Salary Adjustments	FY 2020 Request (Note 1)	
	Salary	Non-Salary			Salary	Non-Salary
24600 Dean Earth & Environment	\$437,425	\$101,000	\$0	\$0	\$296,379	\$101,000
24601 Nature Center	0	0	0	0	50,000	0
24602 Geology	501,811	32,000	0	10,000	574,352	42,000
24604 Environmental Science	203,559	0	142,428	25,000	436,650	25,000
24028 Geography Lab	0	4,000	0	0	0	4,000
24029 Anthropology Lab	0	1,000	0	0	0	1,000
24030 Geography & Environment	884,172	21,400	0	0	937,653	21,400
Total	\$2,026,967	\$159,400	\$142,428	\$35,000	\$2,295,034	\$194,400
25000 Dean Education	\$834,588	\$168,714	\$0	(\$27,926)	\$970,726	\$140,788
25010 Educational Leadership	1,544,925	0	0	0	1,577,584	0
25014 Interdisciplinary & Inclusive Ed	2,297,021	29,000	0	0	2,452,895	29,000
25020 Schaub Resource Room	0	5,900	0	0	0	5,900
25021 Schaub Computer Lab	0	1,000	0	0	0	1,000
25024 Student Services Center	292,086	0	0	0	211,733	0
25026 STEAM Ed	695,382	19,000	0	1,000	778,030	20,000
25030 Lang, Literacy,Sociocultural Ed	1,781,290	29,000	0	0	1,897,843	29,000
Total	\$7,445,292	\$252,614	\$0	(\$26,926)	\$7,888,811	\$225,688
26000 Dean Performing Arts	\$804,951	\$327,402	\$0	\$5,000	\$809,887	\$332,402
26008 Perf Arts Promotion	0	16,400	0	0	0	16,400
26012 Music	2,233,129	99,100	0	0	2,122,012	99,100
26014 Music Lab	0	5,000	0	0	0	5,000
26016 Theatre & Dance	1,070,944	21,000	0	0	1,125,407	21,000
26018 Theatre Arts	0	25,150	0	0	0	25,150
26020 PA Outreach & Recruitment	0	30,000	0	0	0	30,000
26022 Pep Band	22,000	0	0	0	22,000	0
Total	\$4,131,024	\$524,052	\$0	\$5,000	\$4,079,306	\$529,052

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - Academic Affairs</u>	FY 2019 Base Budget		New Salary	Non-Salary	FY 2020 Request	
	Salary	Non-Salary	Requests	Adjustments	Salary (Note 1)	Non-Salary
27000 Dean Business	\$1,049,272	\$148,550	\$0	\$0	\$1,058,615	\$148,550
27003 Accounting Accreditation	0	10,000	0	0	0	10,000
27004 Accounting & Finance	2,886,126	15,000	0	0	2,979,528	15,000
27006 Accreditation	0	198,747	0	53,000	0	251,747
27008 Business Lab	0	1,246	0	0	0	1,246
27010 Management	2,291,864	17,600	0	0	2,324,512	17,600
27012 Marketing	2,064,082	16,250	0	0	2,115,420	16,250
27014 MBA	0	2,500	0	0	0	2,500
27016 Rohrer Endowed Chair	121,835	16,900	0	0	124,271	16,900
27018 Campbell Endowed Chair	0	25,000	0	0	0	25,000
Total	\$8,413,179	\$451,793	\$0	\$53,000	\$8,602,346	\$504,793
28000 Dean Engineering	\$1,579,061	\$375,397	\$0	\$0	\$1,710,463	\$375,397
28004 Chemical Engineering	1,666,022	100,700	0	0	1,446,262	100,700
28006 Civil Engineering	1,428,125	98,100	0	0	1,586,258	98,100
28008 Electrical Engineering	1,638,772	96,700	92,344	0	1,634,447	96,700
28010 Mechanical Engineering	1,737,422	98,700	89,044	0	1,776,206	98,700
28012 Engineering Outreach	0	53,200	0	0	0	53,200
28016 Biomedical Engineering	1,049,750	70,000	0	10,000	1,015,155	80,000
28018 Experiential Eng Education	425,927	10,000	0	30,000	782,588	40,000
Total	\$9,525,079	\$902,797	\$181,388	\$40,000	\$9,951,379	\$942,797
Total Academic Affairs	\$8,410,960	\$8,322,050	\$847,554	\$338,874	\$88,662,527	\$8,660,924
<u>New Salary Request</u>			<u>Dollars</u>	<u>Head Count</u>		
New Tenure Tract Lines			\$635,751	8		
CCCA Dean - Media Strategist			54,254	1		
AA - Registrar - Enrollment Report			47,577	1		
CHSS - Dean - PSS3 for Academic Engagement			27,127	1		
AA - Provost - PSS4 Academic Affairs Specialist			50,345	1		
Part Time - International Center (2)			30,000	0		
Student Workers - Art print lab			2,500	0		
Total			\$847,554	12		

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - Advancement</u>	FY 2019 Base Budget		New Salary Requests	Non-Salary Adjustments	FY 2020 Request (Note 1)	
	Salary	Non-Salary			Salary	Non-Salary
40000 Sr. VP Advancement	\$591,696	\$139,800	\$0	(\$15,790)	\$414,347	\$124,010
40006 Alumni Engagement	339,226	48,000	0	13,825	337,425	61,825
40008 VP Advancement	161,135	123,200	9,000	(35,705)	641,795	87,495
40010 Advancement Services	279,273	107,800	0	13,785	274,886	121,585
40012 Development	796,082	80,800	0	0	314,551	80,800
40014 Advancement Communications	116,405	45,000	0	0	226,942	45,000
40016 Rowan Fund	120,971	120,000	0	10,855	140,323	130,855
40018 Corporate & Foundation Relations	149,362	15,000	0	6,480	217,011	21,480
40020 Stewardship & Donor Relations	61,500	25,000	0	6,550	63,935	31,550
Total	\$2,615,650	\$704,600	\$9,000	\$0	\$2,631,215	\$704,600

<u>New Salary Request</u>	<u>Dollars</u>	<u>Head Count</u>
Student Salary	\$9,000	0
Total	\$9,000	0

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - Enrollment Management</u>	FY 2019 Base Budget		New Salary	Non-Salary	FY 2020 Request	
	Salary	Non-Salary	Requests	Adjustments	Salary (Note 1)	Non-Salary
54000 VP Enrollment Management	\$1,030,647	\$307,275	\$20,600	\$273,400	\$1,088,024	\$580,675
20032 Select Start Program	0	0	0	0	0	0
41002 University Web Services	897,630	30,750	0	0	938,804	30,750
51008 Career & Academic Planning	537,631	51,000	0	0	634,276	51,000
54002 Admissions	1,942,254	1,228,500	39,056	(75,000)	2,060,748	1,153,500
54008 University Advising Center	4,041,368	119,800	199,316	(9,000)	4,389,015	110,800
54010 Retention/Tutoring/Basic Skills	191,982	10,000	56,000	(10,000)	237,750	0
54014 University Scheduling	62,785	0	0	0	66,740	0
54016 Strategic Planning & Management	0	34,650	172,962	0	227,962	34,650
56002 Financial Aid	1,247,020	170,700	0	49,000	1,295,426	219,700
New Welcome Center	0	0	0	104,789	0	104,789
Sub-Total Enrollment Management	\$9,951,317	\$1,952,675	\$487,934	\$333,189	\$10,938,745	\$2,285,864
50000 VP Student Affairs	\$143,710	\$39,825	\$113,500	\$9,850	\$258,314	\$49,675
50002 Shuttle Services	3,600	488,254	5,000	35,536	8,600	523,790
50006 Orientation	306,081	0	0	0	304,072	0
50008 PROS	21,000	9,500	39,000	0	60,000	9,500
50009 Parent Orientation	8,360	32,730	0	0	8,360	32,730
50010 Student Engagement	107,550	0	0	0	110,236	0
51010 Academic Success Center	393,495	64,000	22,200	(28,050)	439,207	35,950
51014 Disability Resources	13,000	10,000	(13,000)	13,000	0	23,000
51016 Resource Center	22,500	0	0	0	22,500	0
52004 Service Learning	128,661	14,900	0	0	134,180	14,900
52006 Intramural Program	0	19,530	0	0	0	19,530
53002 Counseling	1,400,332	103,450	0	9,550	1,533,346	113,000
53004 Student Health Services	1,042,483	157,450	0	(9,850)	1,105,228	147,600
53008 Healthy Campus Initiative	167,972	50,750	0	9,150	210,006	59,900
Sub-Total Student Affairs	\$3,758,744	\$990,389	\$166,700	\$39,186	\$4,194,049	\$1,029,575
Total Enrollment Management	\$13,710,061	\$2,943,064	\$654,634	\$372,375	\$15,132,794	\$3,315,439

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

**Expense Analysis by Department - Regular University
Projected Budget FY 2020**

<u>New Salary Request</u>	<u>Dollars</u>	<u>Head Count</u>
Enrollment Management		
Part Time-VP Enrollment Management	(\$10,000)	0
Director of Advising	50,000	1
Part Time-Testing and Tutoring	28,000	0
Academic Support Program Assistant for ATS	28,000	0
Reduction in Student Salary (\$35K to \$30K)	(5,000)	0
Assessment Coordinator	62,810	1
Organizational Assessment and KPIs	57,576	1
System Administrator for Starfish/CRM	57,576	1
Student Case Manager	30,600	1
Coordinators / Educators for TAG Pell Eligible	52,983	1
Advisor-Engineering, Music, Computer Scien	48,167	1
Advisor-UAC, COE, RCB, CSM	48,167	1
Diversity recruiter	39,056	1
Student Affairs:		
Student Salary-VP Student Affairs	\$3,500	0
Student Salary-Shuttle Service	(3,600)	0
Graduate Assistant-Shuttle Service	8,600	0
Student Workers-Pros	39,000	0
GA Disability Resources /Academic Coaching	7,200	0
Veteran Affairs Admin. Assistant PT	15,000	0
Student Salaries no longer needed	(13,000)	0
Dean of Students	110,000	1
Total	\$654,634	10

(Note 1)

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Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - Information Resources/Tech</u>	FY 2019 Base Budget		New Salary	Non-Salary	FY 2020 Request	
	Salary	Non-Salary	Requests	Adjustments	Salary (Note 1)	Non-Salary
45000 Sr VP Info Resources & Technology	\$1,426,417	\$311,150	\$267,375	(\$22,172)	\$1,680,077	\$288,978
45004 Instit/Effectiveness/Planning	2,518,919	102,700	97,751	(8,200)	2,411,143	94,500
22000 IRT Operations	0	1,733,436	0	1,004,969	0	2,738,405
22004 Network Operations	470,603	60,000	0	3,900	521,280	63,900
22006 Instructional Technology Fee	0	5,184,569	0	150,219	0	5,334,788
22008 Technology Services	1,109,714	21,850	0	(15,850)	967,074	6,000
22010 Network & System Services	73,634	16,300	0	0	78,206	16,300
22014 Network Security	297,076	221,012	0	(60,935)	303,468	160,077
22016 NSS System Administration	931,333	94,670	0	(24,400)	958,610	70,270
22018 NSS Desktop Management	399,882	31,500	0	3,810	413,790	35,310
22020 NSS Installation & Repair	504,399	59,145	0	15,850	546,869	74,995
22022 Enterprise Service Center	316,570	31,300	0	(2,692)	280,681	28,608
22026 IRT Training Services	0	30,250	0	(4,320)	503,429	25,930
22028 IRT Project Man.	0	101,550	0	60,380	0	161,930
22030 NSS Development Operations	0	0	0	28,605	0	28,605
Total Information Resources/Tech	\$8,048,547	\$7,999,432	\$365,126	\$1,129,164	\$8,664,627	\$9,128,596

<u>New Salary Request</u>	<u>Dollars</u>	<u>Head Count</u>
NeRD Network Engineer (Permanent)	\$105,000	1
NeRD Network Engineer (Permanent)	105,000	1
Integration Engineer	57,375	1
Analytics, reporting, visualization, data science	38,250	1
Academic Program System Maintenance Personnel	42,501	1
Academic Program System Maintenance Personnel	17,001	1
Total	\$365,126	6

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - Finance</u>	FY 2019 Base Budget		New Salary Requests	Non-Salary Adjustments	FY 2020 Request (Note 1)	
	Salary	Non-Salary			Salary	Non-Salary
31000 Sr VP Finance/CFO	\$555,243	\$28,550	\$0	\$150	\$569,643	\$28,700
31002 Accounts Payable	343,338	28,940	0	3,000	353,243	31,940
31004 Accounting Services	695,921	18,750	0	6,550	718,113	25,300
31006 Bursar	1,080,936	136,600	0	0	1,044,935	136,600
31008 Payroll	409,941	16,500	0	0	407,775	16,500
31010 Purchasing	445,989	12,700	0	0	465,841	12,700
45002 Budget	157,527	4,100	0	0	164,619	4,100
Total Finance	\$3,688,895	\$246,140	\$0	\$9,700	\$3,724,169	\$255,840

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - Facilities & Administration</u>	FY 2019 Base Budget		New Salary	Non-Salary	FY 2020 Request	
	Salary	Non-Salary	Requests	Adjustments	Salary (Note 1)	Non-Salary
30016 Sr. VP Community/Econ Development	\$400,975	\$2,000	\$0	\$0	\$406,440	\$2,000
34000 Public Safety	3,725,994	418,050	81,873	(5,000)	3,868,284	413,050
34004 Public Safety Cameras	0	284,930	0	64,070	0	349,000
57002 Intercollegiate Athletics	2,599,861	1,281,211	5,025	25,631	2,686,428	1,306,842
57004 Athletic Tournaments	0	15,000	0	0	0	15,000
57006 Sports Information	226,160	27,060	8,000	3,190	240,630	30,250
Sub-Total Administration	\$6,952,990	\$2,028,251	\$94,898	\$87,891	\$7,201,782	\$2,116,142
30004 Construction & Capital Projects	\$895,904	\$117,930	\$0	(\$9,330)	\$704,764	\$108,600
32000 Facilities Part-time	70,000	0	0	0	86,500	0
32002 Facilities Administration	969,166	748,130	0	118,125	1,360,113	866,255
32003 Facility Training & Risk Mgmt	322,426	137,500	165,000	43,535	506,609	181,035
32004 Custodial	3,325,800	334,500	49,088	(2,725)	3,516,167	331,775
32005 Facilities Planning	0	74,600	0	(1,600)	0	73,000
32006 Grounds	906,515	275,000	0	(31,060)	929,607	243,940
32007 Facility Systems & Controls	377,211	297,000	0	(6,700)	328,949	290,300
32008 Heating Plant	818,645	825,000	0	13,100	834,688	838,100
32010 Trades	3,601,479	1,193,400	0	(35,400)	3,615,572	1,158,000
32012 Facility Campus Services	473,730	18,000	0	(900)	485,017	17,100
32014 High Street Property	0	191,400	0	1,216	0	192,616
32016 President Residence	0	81,600	0	(2,073)	0	79,527
32018 Camden Bank Building	0	250,000	0	13,164	0	263,164
Sub-Total Facilities	\$11,760,876	\$4,544,060	\$214,088	\$99,352	\$12,367,986	\$4,643,412
Total Facilities & Administration	\$18,713,866	\$6,572,311	\$308,986	\$187,243	\$19,569,768	\$6,759,554

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

**Expense Analysis by Department - Regular University
Projected Budget FY 2020**

Division - Facilities & Administration

<u>New Salary Request</u>	<u>Dollars</u>	<u>Head Count</u>
Special Assignment Contracts	\$5,025	0
Part Time	5,000	0
Student Salary	3,000	0
Communication Operator Trainee	41,873	1
Campus Police Officer	40,000	0
Radiation Safety Officer	\$100,000	1
Laboratory EH&S Manager	65,000	1
Senior Building Maintenance Worker (SBMW) - Part-Time (4)	49,088	0
Total	\$308,986	3

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Expense Analysis by Department - Regular University Projected Budget FY 2020						
<u>Division - General University</u>	FY 2019 Base Budget		New Salary Requests	Non-Salary Adjustments	FY 2020 Request (Note 1)	
	Salary	Non-Salary			Salary	Non-Salary
15020 General University	\$285,000	\$5,082,709	\$0	\$882,174	\$285,000	\$5,964,883
15025 University Reserve/Salary Savings	(2,500,000)	0	0	0	(2,500,000)	0
Support for Cost Ctrs	0	1,698,865	0	(691,515)	0	1,007,350
15005 Indirect Cost Distributions	0	977,155	0	423,268	0	1,400,423
31018 Glassboro Campus Insurance	0	828,958	0	(34,764)	0	794,194
56006 Institutional Work Study	1,075,000	0	0	0	1,075,000	0
Total General University	(\$1,140,000)	\$8,587,687	\$0	\$579,163	(\$1,140,000)	\$9,166,850

(Note 1)

FY 20 salaries reflect negotiated salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Auxiliary Services Summary Schedule
Projected Budget FY 2020

	Residence Life	Student Center	Recreation Center	Camps & Conferences	Total
Revenues					
Student Fees	\$0	\$4,889,930	\$5,063,461	\$0	\$9,953,391
Housing Rentals	33,240,210	0	0	0	33,240,210
Sub-Total	33,240,210	4,889,930	5,063,461	0	43,193,601
Fines	14,400	0	0	0	14,400
Housing Cancellation Fee	60,000	0	0	0	60,000
Merchant Commission	100,000	0	0	0	100,000
Miscellaneous Revenue	0	0	1,000	0	1,000
Other Income	1,770,000	515	1,000	0	1,771,515
Rental Income	0	10,300	1,000	725,000	736,300
Placement Fee	988,613	0	0	0	988,613
ID Card	0	123,600	0	0	123,600
Memberships	0	0	120,000	0	120,000
Guest Fees	22,400	0	25,000	0	47,400
Equipment Rentals	0	0	6,000	0	6,000
Court Rentals	0	0	500	0	500
Intramural Fees	0	0	18,300	0	18,300
Instructional Fees	0	0	125,000	0	125,000
Miscellaneous Sales	0	0	2,000	0	2,000
Repair Income	64,000	0	0	0	64,000
Sub-Total Other Revenue	3,019,413	134,415	299,800	725,000	4,178,628
Total Revenue	\$36,259,623	\$5,024,345	\$5,363,261	\$725,000	\$47,372,229

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Auxiliary Services Summary Schedule Projected Budget FY 2020					
	Residence Life	Student Center	Recreation Center	Camps & Conferences	Total
Expenditures					
Salary Full Time	\$4,105,339	\$831,479	\$902,646	\$239,092	\$6,078,556
Salary Part Time	112,000	10,000	\$30,000	20,000	172,000
Salary Voucher	9,000	0	\$3,000	6,000	18,000
Student Salary	394,684	200,000	\$560,000	0	1,154,684
Res Dir/Graduate Assistants	559,125	32,000	\$51,300	0	642,425
Overtime	175,000	38,000	\$2,000	0	215,000
Salary Adjustments	109,250	42,000	\$35,000	40,000	226,250
Clothing Allowance	36,000	5,000	\$1,500	0	42,500
Sub-Total Salary	5,500,398	1,158,479	1,585,446	305,092	8,549,415
Fringe Benefits Pool	2,037,460	411,895	445,540	118,427	3,013,322
Total Salary & Fringes	\$7,537,858	\$1,570,374	\$2,030,986	\$423,519	\$11,562,737
Supplies	\$300,650	\$134,000	\$143,000	\$3,000	\$580,650
Printing	52,040	22,000	26,000	500	100,540
Educational Supplies	18,800	0	0	0	18,800
Equipment Under \$5000	96,500	150,000	125,000	1,500	373,000
Purchase Card Clearing	2,500	0	0	0	2,500
Catering & Official Reception	361,865	30,000	50,000	190,000	631,865
Credit Card Charges	0	2,000	7,000	0	9,000
Professional Services	500	0	10,000	4,000	14,500
Licenses/Registration Fees	33,777	6,000	28,000	0	67,777
Staff Training & Development	28,348	5,000	2,000	0	35,348
Honorarium/Stipends	4,700	0	0	0	4,700
Mileage Reimbursement	925	0	0	0	925
Travel	55,450	26,000	18,000	3,000	102,450
Travel - Student	31,100	1,000	5,000	0	37,100
Telephone	47,600	10,000	9,200	2,000	68,800
Cable Television	235,000	0	0	0	235,000
Postage	3,375	500	500	150	4,525
Insurance	128,389	14,579	8,451	0	151,419
Contracted Service	631,425	280,000	115,000	15,000	1,041,425
Advertising	1,250	0	250	0	1,500
Subscriptions/Memberships	9,255	4,000	6,000	1,500	20,755
Other Services	3,000	3,000	50,000	0	56,000
Repairs	500,000	125,000	155,000	0	780,000

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Auxiliary Services Summary Schedule Projected Budget FY 2020

	Residence Life	Student Center	Recreation Center	Camps & Conferences	Total
Rental Expense	(166,328)	2,500	74,731	20,000	(69,097)
Lease Expense	3,093	0	263,655	0	266,748
Addl Rent Holly Pointe	\$70,000	\$0	\$0	\$0	\$70,000
Reserve Allocation	187,750	0	0	0	187,750
Other Expenses	0	0	0	0	0
Transfer	1,118,927	9,500	316,013	0	1,444,440
Workmen's Compensation	35,000	50,000	0	0	85,000
Equipment & Software Over \$5000	16,250	90,000	45,000	0	151,250
Cost Sharing	160,000	10,000	230,000	18,000	418,000
Sub-Total Non-Salary Oper	<u>\$3,971,141</u>	<u>\$975,079</u>	<u>\$1,687,800</u>	<u>\$258,650</u>	<u>\$6,892,670</u>
Electric	\$1,108,900	\$186,000	\$137,200	\$0	\$1,432,100
Natural Gas	500,700	273,900	156,900	0	931,500
Fuel Oil	10,000	3,700	3,000	0	16,700
Water/Sewer	835,200	60,900	40,400	0	936,500
Sub-Total Utilities	<u>\$2,454,800</u>	<u>\$524,500</u>	<u>\$337,500</u>	<u>\$0</u>	<u>\$3,316,800</u>
Tuition & Fee Expense	\$435,716	\$0	\$0	\$0	\$435,716
Graduate Coordinator Waiver	0	115,000	106,000	0	221,000
Housing Waivers	1,944,694	0	0	0	1,944,694
Board Waivers	783,530	0	0	0	783,530
Sub-Total Waivers	<u>\$3,163,940</u>	<u>\$115,000</u>	<u>\$106,000</u>	<u>\$0</u>	<u>\$3,384,940</u>
Rental Expenses - Rowan Blvd.	\$12,076,992	\$0	\$0	\$0	\$12,076,992
Revenue Distributions to University	4,700,000	350,000	350,000	100,000	5,500,000
Debt Service	2,457,989	567,160	721,200	0	3,746,349
Capital	0	700,000	78,000	0	778,000
Total Non Salary	<u>\$28,824,862</u>	<u>\$3,231,739</u>	<u>\$3,280,500</u>	<u>\$358,650</u>	<u>\$35,695,751</u>
Total Expenditures	<u>\$36,362,720</u>	<u>\$4,802,113</u>	<u>\$5,311,486</u>	<u>\$782,169</u>	<u>\$47,258,488</u>
Excess/(Deficit)	<u><u>(\$103,097)</u></u>	<u><u>\$222,232</u></u>	<u><u>\$51,775</u></u>	<u><u>(\$57,169)</u></u>	<u><u>\$113,741</u></u>

New Salary Request

	<u>Dollars</u>	<u>Head Count</u>
Residential Learning Coordinator	\$46,011	1
Total	\$46,011	1

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Budget Analysis - Auxiliary Services	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Base Budget 2019	Request 2020
Revenues							
Student Fees	\$6,440,225	\$7,208,465	\$8,065,389	\$9,024,846	\$9,593,408	\$9,683,355	\$9,953,391
Housing Rentals	30,613,443	33,886,699	35,309,748	33,811,485	32,803,139	31,994,150	33,240,210
Sub-Total	37,053,669	41,095,164	43,375,137	42,836,331	42,396,547	41,677,505	43,193,601
Fines	100	0	0	19,625	15,084	7,000	14,400
Housing Cancellation Fee	41,525	29,825	22,625	53,450	60,550	40,000	60,000
Application Fee	0	0	0	0	0	0	0
Facilities Rental	75	0	0	0	0	0	0
Merchant Commission	105,900	83,873	93,759	138,115	141,336	100,000	100,000
Miscellaneous Revenue	18,951	29,105	2,239	5	43,615	19,000	1,000
Other Income	50,218	2,069	2,371	2,696,077	1,745,045	1,513,700	1,749,115
Rental Income	729,902	777,623	771,824	737,311	695,587	736,000	736,300
ID Card	52,346	101,225	103,890	121,844	120,890	120,000	123,600
Memberships	172,484	153,595	137,705	122,223	109,150	130,000	120,000
Guest Fees	19,928	26,553	20,583	22,581	27,194	25,000	47,400
Equipment Rentals	8,901	8,060	5,944	5,868	3,665	6,000	6,000
Court Rentals	1,019	178	2,346	105	108	1,000	500
Intramural Fees	16,233	15,071	13,103	14,587	9,481	15,000	18,300
Instructional Fees	115,303	156,294	147,133	128,032	105,341	140,000	125,000
Summer Camps	279,048	285,317	197,736	193,951	139,186	0	0
Computer Sales	0	0	0	20	0	0	0
Miscellaneous Sales	1,704	1,186	2,405	2,283	4,212	2,000	2,000
Repair Income	69,943	88,695	92,737	63,613	61,655	60,000	64,000
Forfeited Sec Deposit	0	8,125	22,200	19,600	24,949	0	22,400
Participant Fees	0	175	0	20	630	0	0
Recreation Center	0	0	0	(273)	0	0	0
Student Center	0	0	0	(50)	0	0	0
Conference and Event Services	0	0	0	0	0	0	0
Placement Fee	0	0	0	0	0	0	988,613
Vendor Discounts Taken	0	0	0	0	1,258	0	0
Sub-Total Other Revenue	1,683,580	1,766,968	1,638,600	4,338,989	3,308,933	2,914,700	4,178,628
Total Revenue	\$38,737,249	\$42,862,132	\$45,013,737	\$47,175,320	\$45,705,480	\$44,592,205	\$47,372,229

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Budget Analysis - Auxiliary Services	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Base Budget 2019	Request 2020
Expenditures							
Salary Full Time	\$4,256,542	\$4,384,269	\$4,569,881	\$4,850,098	\$5,200,000	\$5,849,780	\$6,078,556
Salary Part Time	254,025	208,027	191,258	189,203	154,102	181,000	172,000
Salary Voucher	31,273	99,921	92,875	88,474	54,750	9,000	18,000
Student Salary	763,651	820,002	882,676	943,549	1,087,311	971,621	1,154,684
Graduate Assistants	331,821	362,456	400,499	480,044	516,968	429,506	642,425
Overtime	275,562	184,284	191,985	214,808	211,673	215,500	215,000
Salary Adjustments	224,788	256,951	458,132	271,319	(51,201)	222,000	226,250
Clothing Allowance	25,025	26,125	-	45,100	25,300	42,500	42,500
Sub-Total Salary	6,162,687	6,342,035	6,787,305	7,082,595	7,198,903	7,920,907	8,549,415
Fringe Benefits Pool	2,208,341	1,798,699	2,103,062	304,235	0	2,997,186	2,894,895
FICA/Medicare Distributed	1,136	1,240	1,232	412,158	431,906	0	20,280
Other Fringe Benefits Distributed	0	0	0	1,844,359	2,221,599	0	98,147
Sub-Total Fringe	2,209,477	1,799,938	2,104,294	2,560,752	2,653,505	2,997,186	3,013,322
Total Salary & Fringes	\$8,372,165	\$8,141,973	\$8,891,600	\$9,643,347	\$9,852,408	\$10,918,093	\$11,562,737
Supplies	\$340,056	\$478,989	\$504,918	\$543,189	\$584,593	\$498,500	\$580,650
Printing	58,623	70,805	78,540	105,465	92,241	76,500	100,540
Educational Supplies	3,914	12,331	12,249	13,316	15,677	0	18,800
Equipment Under \$5000	793,646	551,623	1,105,482	461,322	534,743	428,000	373,000
Purchase Card Clearing	23,058	23,150	25,121	26,541	26,596	25,000	2,500
Catering & Official Reception	349,811	396,576	488,061	492,466	642,259	465,220	631,865
Credit Card Charges	221,895	242,239	24,744	28,768	22,707	13,000	9,000
Professional Services	82,244	61,115	62,605	23,702	1,250	49,000	14,500
Licenses/Registration Fees	50,594	69,922	23,828	59,736	64,387	37,000	67,777
Staff Training & Development	20,898	28,693	36,443	36,240	33,997	26,500	35,348
Honorarium/Stipends	0	5,109	28,600	18,350	(1,150)	0	4,700
Mileage Reimbursement	0	474	665	3,315	2,570	0	925
Travel	75,900	114,467	96,990	93,489	109,852	76,500	102,450
Travel - Student	0	0	683	15,678	25,762	11,000	37,100
Telephone	111,918	120,836	119,432	69,580	87,632	80,000	68,800
Cable Television	193,454	126,275	125,430	226,221	225,420	247,277	235,000
Moving Relocation	0	1,617	0	2,792	0	0	0
Postage	7,316	4,256	4,138	5,117	3,414	4,150	4,525
Insurance	150,424	133,152	198,921	137,414	109,562	149,015	151,419
Contracted Service	617,088	842,843	914,104	827,383	1,001,198	975,000	1,041,425

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Budget Analysis - Auxiliary Services	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Base Budget 2019	Request 2020
Advertising	9,505	8,833	1,036	479	404	1,000	1,500
Subscriptions/Memberships	14,915	17,125	17,177	18,735	30,154	15,500	20,755
Other Services	80,835	49,379	61,408	66,492	49,038	54,500	56,000
Marketing Expenses	0	0	0	50	0	0	0
Sponsorships	0	0	0	(2,000)	1,000	0	0
Repairs	775,747	633,425	669,362	723,069	571,125	795,000	780,000
Rental Expense	992,027	(85,461)	(93,515)	(102,165)	103,333	173,036	(69,097)
Lease Expense	0	0	3,307	4,192	290,157	254,867	266,748
Addl Rent Holly Pointe	0	0	0	0	64,920	0	70,000
Reserve Allocation	2,074	0	0	0	0	636,632	187,750
Other Expenses	0	1,899	340,927	385,893	96,250	0	0
Transfer	47,000	47,000	120,753	1,187,519	696,071	1,184,100	1,444,440
Transfer from Rowan Foundation	(953)	0	0	(820)	(1,378)	0	0
Workmen's Compensation	74,033	2,372	116,704	13,552	52,764	65,000	85,000
Real Estate Taxes	0	0	0	0	0	0	0
SGA Program Expenses	0	0	0	0	0	0	0
Equipment & Software Over \$5000	152,311	561,312	56,779	41,375	39,718	54,000	151,250
Cost Share Reserve	0	0	0	0	160,000	0	160,000
Aux Lease Expense	0	0	0	0	8,773,372	0	0
Cost Sharing	135,741	261,150	565,333	252,435	157,034	418,000	258,000
Sub-Total Non-Salary Oper	\$5,384,075	\$4,781,504	\$5,710,223	\$5,778,889	\$14,666,672	\$6,813,297	\$6,892,670
Electric	\$2,102,330	\$1,310,021	\$1,400,887	\$1,317,189	\$1,298,592	\$1,327,400	\$1,432,100
Natural Gas	305,618	781,960	794,386	710,833	739,555	737,300	931,500
Fuel Oil	28,677	31,174	2,603	11,154	30,587	5,300	16,700
Water/Sewer	1,226,822	1,187,432	1,011,591	980,540	914,895	1,039,400	936,500
Sub-Total Utilities	\$3,663,447	\$3,310,587	\$3,209,467	\$3,019,716	\$2,983,628	\$3,109,400	\$3,316,800
Tuition & Fee Expense	\$245,092	\$235,978	\$337,520	\$333,475	\$347,090	\$413,451	\$435,716
Graduate Coordinator Waiver	80,324	95,605	100,578	106,136	152,070	163,654	221,000
Housing Waivers	1,106,007	1,187,693	1,302,413	1,600,813	1,686,755	2,012,876	1,944,694
Board Waivers	413,080	484,832	495,290	684,658	696,840	761,448	783,530
To Rowan University Foundation	-	-	-	-	-	-	-
Sub-Total Waivers	\$1,844,504	\$2,004,108	\$2,235,801	\$2,725,082	\$2,882,755	\$3,351,429	\$3,384,940

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Budget Analysis - Auxiliary Services	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Base Budget 2019	Request 2020
Rental Expense - Rowan Blvd.	\$8,906,912	\$10,281,909	\$10,511,050	\$10,862,988	\$2,510,583	\$11,663,961	\$12,076,992
Over/Short Fund	-	-	-	133	-	-	-
Revenue Distributions to University	4,500,000	4,500,000	4,500,000	4,500,000	4,500,000	4,500,000	5,500,000
Debt Service	4,514,813	4,615,436	4,615,436	4,011,641	4,096,821	3,909,456	3,746,349
Capital	810,450	442,000	1,300,842	2,757,409	4,815,925	375,000	778,000
	\$18,732,175	\$19,839,345	\$20,927,328	\$22,132,172	\$15,923,329	\$20,448,417	\$22,101,341
Total Non Salary	\$29,624,200	\$29,935,545	\$32,082,819	\$33,655,859	\$36,456,385	\$33,722,544	\$35,695,751
Total Expenditures	\$37,996,365	\$38,077,518	\$40,974,419	\$43,299,206	\$46,308,793	\$44,640,637	\$47,258,488
Excess/(Deficit)	\$740,884	\$4,784,614	\$4,039,318	\$3,876,114	(\$603,313)	(\$48,431)	\$113,741

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Division of Global Learning & Partnerships Projected Budget FY 2020			
	Traditional Program	Extension	Total
Revenues			
Tuition	\$12,093,259	\$26,594,724	\$38,687,983
Student Fees	2,537,938	35,232	2,573,170
Scholarships/Waivers	(2,000,000)	(1,200,000)	(3,200,000)
Sub-Total Net Tuition & Fees	12,631,197	25,429,956	38,061,153
Other Revenue	0	230,000	230,000
Total Revenue	\$12,631,197	\$25,659,956	\$38,291,153
Expenditures			
Full Time Salary	\$0	\$3,931,583	\$3,931,583
Part Time Salary	0	185,777	185,777
Adjunct/Overload	0	1,400,000	1,400,000
Salary Voucher	1,000,000	2,000,000	3,000,000
Student Salary	0	30,000	30,000
Salary Adjustments	2,008,498	(220,498)	1,788,000
Clothing Allowance	0	0	0
Total Salary	3,008,498	7,326,862	10,335,360
Fringe Benefits	76,500	2,202,753	2,279,253
Total Salary & Fringes	\$3,084,998	\$9,529,615	\$12,614,613
Supplies	\$3,000	\$8,000	\$11,000
Printing	3,000	10,000	13,000
Equipment Under \$5,000	3,000	21,000	24,000
Purchase Card Clearing	3,500	3,500	7,000
Electric	0	215,000	215,000
Natural Gas	0	24,000	24,000
Catering & Official Reception	2,000	7,500	9,500
Credit Card Charges	0	0	0
Professional Services	5,000	0	5,000
Licenses/Registration Fees	0	0	0
Staff Training & Development	0	3,500	3,500
Mileage Reimbursement	0	3,000	3,000
Travel	0	10,000	10,000
Telephone	3,000	8,000	11,000
Postage	1,000	10,000	11,000
Insurance	0	2,124	2,124

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Division of Global Learning & Partnerships			
Projected Budget FY 2020			
	Traditional Program	Extension	Total
Contracted Services	0	967,300	967,300
Advertising	0	1,100,000	1,100,000
Subscriptions/Memberships	56,500	56,500	113,000
Other Services	0	0	0
Rental Expense	0	490,000	490,000
Equipment Over \$5,000	3,000	12,000	15,000
Capital Project Maintenance	0	173,930	173,930
Cost Sharing	0	0	0
Sub-Total Non-Salary Operating	\$83,000	\$3,125,354	\$3,208,354
Rent - Rowan Boulevard	\$0	\$1,792,785	\$1,792,785
Revenue Distributions to Reg University	5,052,479	9,961,982	15,014,461
RG UG Online Course Fee from Reg. Univ.	0	(810,000)	(810,000)
Revenue Centers Distrib. to Acad. Affairs	3,749,000	1,556,000	5,305,000
Total Non Salary	\$8,884,479	\$15,626,121	\$24,510,600
Total Expenditures	\$11,969,477	\$25,155,736	\$37,125,213
Excess/(Deficit)	\$661,720	\$504,220	\$1,165,940
<u>New Salary Request</u>	<u>Dollars</u>	<u>Head Count</u>	
Application Developer	\$54,254	1	
Total	\$54,254	1	

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Budget Analysis Division of Global Learning & Partnerships	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Base Budget 2019	Request 2020
Revenues							
Tuition	\$18,102,366	\$25,005,854	\$27,885,738	\$29,730,586	\$31,461,336	\$34,393,970	\$38,687,983
Student Fees	989,964	2,131,870	2,110,533	2,462,721	2,490,530	2,431,064	2,573,170
Scholarships/Waivers	(853,342)	(1,525,765)	(1,963,621)	(2,159,704)	(2,762,814)	(2,389,000)	(3,200,000)
Sub-Total Net Tuition & Fees	18,238,988	25,611,959	28,032,650	30,033,603	31,189,052	34,436,034	38,061,153
Other Revenue	26,727	141,458	153,197	226,929	143,128	230,000	230,000
Total Revenue (Note 1)	\$18,265,715	\$25,753,417	\$28,185,847	\$30,260,532	\$31,332,180	\$34,666,034	\$38,291,153
Expenditures							
Salary Full Time	\$2,473,633	\$2,384,696	\$2,777,322	\$3,234,767	\$3,640,769	\$3,674,959	\$3,931,583
Salary Part Time	103,686	217,163	225,485	209,392	240,112	183,204	185,777
Adjunct/Overload	779,374	971,688	1,139,318	1,117,009	1,215,740	1,200,000	1,400,000
Salary Voucher	1,086,630	2,818,662	2,724,022	2,596,255	2,598,544	2,900,000	3,000,000
Student Salary	35,293	60,425	30,109	21,288	31,979	30,000	30,000
Graduate Assistants	4,250	3,000	6,000	6,000	15,000	0	0
Overtime	0	0	0	0	53	0	0
Salary Adjustment	1,278,554	1,513,747	1,881,599	2,429,305	2,307,825	890,000	1,788,000
Clothing Allowance	0	0	0	0	0	0	0
Sub-Total Salary	5,761,419	7,969,381	8,783,855	9,614,016	10,050,022	8,878,163	10,335,360
Fringe Benefits	0	0	0	0	2,890	0	0
Fringe Benefits Pool	1,434,578	1,266,578	1,559,522	1,983,305	588,684	608,800	2,279,253
Other fringe Benefits Distributed	0	0	0	0	1,555,448	1,580,232	0
Total Salary & Fringes	\$7,195,997	\$9,235,958	\$10,343,377	\$11,597,322	\$12,197,044	\$11,067,195	\$12,614,613
Supplies	\$12,619	\$15,536	\$15,700	\$8,497	\$12,363	\$11,000	\$11,000
Printing	15,661	23,692	24,559	15,258	15,724	13,000	13,000
Educational Supplies	0	0	0	1,476	0	0	0
Equipment Under \$5,000	14,294	24,584	29,050	33,086	23,144	8,000	24,000
Purchase Card Clearing	4,667	10,120	14,919	11,012	9,116	7,000	7,000
Electric	78,259	108,615	262,117	189,077	257,792	215,000	215,000
Natural Gas	0	14,784	2,870	2,870	4,423	24,000	24,000
Catering & Official Reception	10,624	7,935	12,645	8,626	7,106	9,500	9,500
Credit Card Charges	155,166	190,093	13,034	18,099	12,177	0	0
Professional Services	29,948	6,850	2,500	(1,500)	(360)	5,000	5,000
Licenses/Registration Fees	40	962	28,990	29,725	6,410	0	0
Staff Training & Development	7	0	320	1,305	981	3,500	3,500

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Budget Analysis							
Division of Global Learning & Partnerships	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Base Budget 2019	Request 2020
Honorarium/Stipends	0	0	0	0	0	0	0
Mileage Reimbursement	12,173	495	2,336	2,776	2,039	3,000	3,000
Travel	7,977	10,630	11,447	10,201	4,464	10,000	10,000
Telephone	11,015	10,408	13,002	15,746	30,000	11,000	11,000
Postage	16,943	22,605	19,065	(5,043)	10,168	11,000	11,000
Insurance	0	2,241	2,836	1,935	1,812	2,090	2,124
Contracted Services	336,482	634,124	661,088	640,643	663,471	967,300	967,300
Advertising	606,919	437,726	629,358	825,757	882,021	1,100,000	1,100,000
Subscriptions/Memberships	45,340	49,765	42,726	119,557	48,779	113,000	113,000
Other Services	0	3,954	12,130	5,110	8,068	0	0
Repairs	0	0	0	0	0	0	0
Rental Expense	286,194	337,113	416,513	330,415	489,092	490,000	490,000
Reserve Allocation	0	0	0	0	0	0	0
Other expenses	0	0	0	(25,000)	1,200	0	0
Transfer	0	0	25,300	0	21,475	0	0
Transfer from Rowan Foundation	0	(348)	(1,537)	(770)	0	0	0
Workmen's Compensation	3,074	208	0	0	0	0	0
Equipment Over \$5,000	0	6,366	10,891	0	0	15,000	15,000
Capital Maintenance Project	0	0	173,930	173,930	173,930	173,930	173,930
Distributions	0	0	0	0	0	0	0
Cost Sharing	26,150	64,616	4,750	0	5,544	0	0
Sub-Total - Non-Salary Operating	\$1,673,553	\$1,983,072	\$2,430,538	\$2,412,788	\$2,690,940	\$3,192,320	\$3,208,354
Rent - New Building	\$1,471,054	\$1,792,785	\$1,792,785	\$1,792,785	\$1,792,785	\$1,792,785	\$1,792,785
Rev Dist to Reg University	5,664,651	8,501,385	11,897,604	9,907,323	10,387,881	11,518,231	15,014,461
RG UG Online Course Fee from Reg. Univ.	0	0	0	(498,355)	(629,720)	(750,000)	(810,000)
Rev Ctrs Dist Acad Affairs	2,151,507	3,222,605	1,233,572	4,539,404	3,852,767	5,247,000	5,305,000
Total Non-Salary	\$10,960,765	\$15,499,847	\$17,354,499	\$18,153,945	\$18,094,653	\$21,000,336	\$24,510,600
Total Expenditures	\$18,156,762	\$24,735,805	\$27,697,876	\$29,751,267	\$30,291,697	\$32,067,531	\$37,125,213
Excess/(Deficit)	\$108,953	\$1,017,612	\$487,971	\$509,265	\$1,040,483	\$2,598,503	\$1,165,940

Fiscal Year 2020 CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Cooper Medical School of Rowan University Projected Budget FY 2020	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Base Budget 2019	Request 2020
Revenues							
State Appropriation	\$27,847,000	\$27,847,000	\$26,778,000	\$22,637,285	\$12,448,763	\$12,448,763	\$18,415,860
State Paid Fringe Benefits	0	3,740,574	4,305,770	4,608,254	4,686,958	5,004,000	5,425,000
Sub-Total State Support	27,847,000	31,587,574	31,083,770	27,245,539	17,135,721	17,452,763	23,840,860
Tuition	4,322,300	7,046,488	10,378,701	12,830,626	14,611,231	16,609,545	18,776,285
Fees	468,966	590,877	817,016	797,301	872,767	1,103,750	1,250,580
Scholarships/Waivers	0	0	0	0	0	0	(190,500)
Sub-Total Net Tuition & Fees	4,791,266	7,637,365	11,195,717	13,627,927	15,483,998	17,713,295	19,836,365
Miscellaneous Revenue	2,000,000	31,697	234,681	309,470	246,796	560,045	852,121
Other Revenue - Cooper Library Support	456,218	408,982	429,879	485,830	472,092	490,476	461,148
Revenue Centers Distributions	0	0	0	0	32,327	44,500	35,000
<i>Funding from Reserves</i>	0	0	0	0	0	0	0
Total Revenue	\$35,094,484	\$39,665,618	\$42,944,047	\$41,668,766	\$33,370,935	\$36,261,079	\$45,025,494
Expenditures							
Salary Pool	\$0	\$0	\$0	\$0	\$0	(\$263,688)	(\$202,314)
Salary Full Time	8,144,449	9,230,150	9,696,652	9,275,137	9,541,561	11,595,541	12,610,613
Salary Part Time	222,891	245,184	310,276	217,481	224,429	411,468	396,394
Adjunct/Overload	0	0	0	0	0	46,000	46,000
Salary Voucher	33,915	4,450	10,450	11,010	25,932	0	0
Student Salary	203,958	219,355	172,586	154,437	98,999	94,500	94,500
Overtime	167,294	191,488	259,723	182,583	187,607	120,000	120,000
Salary Adjustment	(99,452)	(19,360)	85,628	(210,620)	(244,763)	0	0
Clothing Allowance	11,000	12,100	0	20,900	17,050	14,000	14,000
Relocation Allowance	0	0	0	0	1,896	0	0
Sub-Total Salary	8,684,054	9,883,367	10,535,315	9,650,927	9,852,711	12,017,821	13,079,193
Fringe Benefits	0	3,740,574	4,305,770	4,768,657	4,617,647	5,784,831	6,130,365
Total Salary & Fringes	\$8,684,054	\$13,623,941	\$14,841,085	\$14,419,584	\$14,470,357	\$17,802,652	\$19,209,558
Supplies	\$183,455	\$316,073	\$422,804	\$379,873	\$330,743	\$361,180	330,110
Laboratory Supplies	0	0	0	9,283	204,147	465,000	465,000
Printing	49,943	54,761	39,712	14,101	15,859	61,160	52,858
Educational Supplies	192,040	132,129	118,123	110,160	39,770	171,900	139,000
Equipment Under \$5,000	166,302	147,380	322,478	390,852	328,951	340,600	253,541

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Cooper Medical School of Rowan University Projected Budget FY 2020	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Base Budget 2019	Request 2020
Purchase Card Clearing	47,016	40,762	48,726	21,308	15,674	19,000	19,000
Catering & Official Reception	136,382	121,597	228,753	179,886	211,304	236,265	229,260
Professional Services	712,041	381,316	89,080	5,792	4,874	65,500	50,000
Licenses/Registration Fees	733,961	965,435	1,126,896	1,181,566	1,398,451	1,617,100	1,690,055
Staff Training & Development	50,494	35,761	43,037	12,959	22,571	140,500	71,000
Honorariums/Stipends	28,117	98,723	109,380	41,399	30,330	121,977	156,000
Mileage Reimbursement	0	0	0	4,341	3,437	7,600	7,100
Travel	70,676	169,344	105,047	64,755	67,421	127,830	135,405
Travel - Student	0	0	4,257	20,007	15,186	22,500	22,500
Telephone	86,885	68,363	67,256	59,543	87,449	82,026	82,462
Moving Relocation	27,778	0	2,500	4,548	19,720	15,000	20,000
Postage	3,484	8,342	12,774	4,941	4,382	14,880	14,260
Insurance	69,850	91,804	97,659	99,312	98,034	108,048	112,959
Contracted Services	1,286,417	2,032,574	2,175,787	2,140,991	2,137,569	2,429,116	2,959,991
Advertising	2,574	5,084	9,341	15,485	5,685	23,000	19,250
Subscriptions/Memberships	188,266	191,038	211,115	224,822	280,007	124,237	122,387
Other Services	25,649	51,482	110,701	14,129	27,833	311,681	89,689
Legal Fees	0	0	0	0	2,032	0	0
Sponsorships	0	0	0	1,000	0	7,000	7,000
Standardized/SIM Patients	0	0	0	0	215,546	361,000	392,050
Repairs	14,776	14,635	26,485	37,966	38,702	75,500	49,500
Rent Expense	627	6,264	31,825	708,642	499,573	550,185	463,815
Lease Expense	0	(242,900)	51,111	63,814	70,445	39,500	37,800
Reserve	0	0	0	0	0	72,720	10,000
Other Expense	0	0	87,987	15,352	1,959	10,900	7,500
Transfer to Capital	0	0	0	0	0	0	0
Transfer from Rowan Foundation	0	(975)	(70,183)	(11,000)	0	0	0
Transfer from Alumni Association	0	0	0	0	(50)	0	0
Workmen's Compensation	12,707	15,747	8,003	6,513	45,095	1,000	1,000
Real Estate Taxes (PILOT)	180,000	180,395	180,000	180,197	180,000	180,000	180,000
Tuition & Fee Expense	0	900	1,350	900	450	4,000	0
Buildings	0	0	0	19,406	0	0	0
Capital Project Maintenance	40,000	0	0	10,800	0	0	0
Trustee Fees	10,500	11,500	5,500	8,000	3,000	16,000	7,500
Cost Sharing	300	1,300	150	0	660	0	0
Total Non-Salary - Operating	\$4,553,155	\$5,140,102	\$5,773,792	\$6,086,022	\$6,658,848	\$8,287,305	\$8,536,921

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Cooper Medical School of Rowan University Projected Budget FY 2020	Actual 2014	Actual 2015	Actual 2016	Actual 2017	Actual 2018	Base Budget 2019	Request 2020	
Electric	\$723,502	\$648,539	\$565,507	\$558,659	\$651,561	\$596,000	\$636,700	
Gasoline	0	1,806	2,994	2,210	2,384	3,000	3,000	
Natural Gas	314,121	260,997	168,969	196,597	166,979	212,000	230,700	
Water/Sewer	95,712	59,451	63,950	85,002	66,958	99,000	85,000	
Total Utilities	\$1,133,334	\$970,792	\$801,420	\$842,467	\$887,882	\$910,000	\$955,400	
Cooper Hospital Support	10,528,696	16,250,450	16,281,495	10,806,207	729,377	899,000	6,865,860	
Debt Service	7,869,363	7,879,369	7,873,930	7,867,492	7,842,609	7,867,892	7,864,131	
Total Expenditures	\$32,768,602	\$43,864,654	\$45,571,722	\$40,021,771	\$30,589,073	\$35,766,849	\$43,431,870	
Excess/(Deficit)	\$2,325,881	(\$4,199,036)	(\$2,627,675)	\$1,646,995	\$2,781,862	\$494,230	\$1,593,624	
<u>New Salary Request</u>	<u>Dollars</u>	<u>Head Count</u>						
Senior Associate Dean	\$279,000	1						
Marketing/PR Assistant	50,000	1						
Animal Care Technicians	90,000	2						
Admissions Applications Screener (Part Time)	23,600	0						
Associate Professor	10,250	1						
Lecturer	8,333	1						
Evening Crew Supervisor	33,065	1						
Total	\$494,248	7						

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

RowanSOM Consolidated Budget Analysis				
Projected Budget FY 2020				
	Academic	Faculty Practice	Special Programs	Total
Revenues				
General State Appropriations	\$29,050,299	\$0	\$0	\$29,050,299
State Paid Fringe Benefits	23,754,513	0	0	23,754,513
Tuition	36,257,604	0	0	36,257,604
Student Fees	1,763,016	0	80,588	1,843,604
Rental Income	67,500	0	0	67,500
Other Revenue	398,588	0	722,500	1,121,088
Waivers / Scholarships	(702,645)	0	0	(702,645)
Commissions	0	0	0	0
Revenue Centers Distributions	0	0	0	0
Revenue Distribution - Auxiliary	0	0	0	0
Foundation	0	0	550,000	550,000
Interest Earnings - Unrestricted	0	0	0	0
Affiliate Revenue	2,609,000	0	500,000	3,109,000
Faculty Practice Plan Revenue	0	32,134,395	0	32,134,395
Housestaff Billings	21,611,048	0	490,000	22,101,048
Total	\$114,808,923	\$32,134,395	\$2,343,088	\$149,286,406
Expenditures				
Salary	\$56,853,970	\$18,609,053	\$1,124,600	\$76,587,623
Fringe Benefits	28,303,495	4,984,343	309,000	33,596,838
Non-salary - Operating	14,396,867	4,268,972	1,556,642	20,222,481
Utilities	1,671,571	479,635	0	2,151,206
Malpractice	2,285,000	965,000	0	3,250,000
Rental Expense - Rowan Boulevard	0	0	0	0
College of Health Sciences Support	0	0	0	0
Cooper Hospital Support	0	0	0	0
Revenue Distributions to Reg Univ.	3,021,299	1,178,701	0	4,200,000
Interfund Expense Support	0	763,083	(763,083)	0
Debt Service	3,876,674	1,037,778	0	4,914,452
Capital Projects	3,000,000	0	0	3,000,000
Total	\$113,408,876	\$32,286,565	\$2,227,159	\$147,922,600
Net	\$1,400,047	(\$152,170)	\$115,929	\$1,363,806

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

**Expense Analysis by Department - RowanSOM
Projected Budget FY 2020**

<u>Division - Academic</u>	FY 2019 Base Budget		New Salary Requests	Non-Salary Adjustments	FY 2020 Request (Note 1)	
	Salary	Non-Salary			Salary	Non-Salary
Clinical	\$ 12,070,516	\$ 675,371	\$ 459,375	\$455,266	\$13,793,433	\$1,130,637
Research	6,260,819	707,174	0	(43,507)	6,559,748	663,667
GSBS	1,758,181	501,493	0	(23,968)	1,815,454	477,525
Office of the Dean	1,673,695	230,170	0	16,480	1,890,987	246,650
Finance	412,887	15,750	0	(4,550)	430,342	11,200
Finance Decision Support	175,332	4,157	0	193	179,278	4,350
Academic Affairs	5,925,582	1,908,844	605,500	(58,400)	6,634,151	1,850,444
GME	429,431	186,120	0	(8,147)	526,155	177,973
End User Support and ASET	1,578,237	239,734	0	8,001	1,735,511	247,735
Marketing	422,066	230,375	0	49,825	414,067	280,200
Institutional Support	2,595,217	3,513,121	0	(120,986)	1,971,893	3,392,135
Housestaff Salaries	12,984,349	0	0	0	13,539,566	0
Central Support	7,570,151	5,517,205	0	397,145	7,363,386	5,914,350
Sub-Total Operating	\$53,856,464	\$13,729,515	\$1,064,875	\$667,352	\$56,853,970	\$14,396,867
Fringe Benefits	\$23,622,035	\$0	\$0	\$0	\$23,232,013	\$0
Fringe Benefits - Housestaff Billings	4,865,312	0	0	0	5,071,482	0
Sub-Total Fringe Benefits	\$28,487,347	\$0	\$0	\$0	\$28,303,495	\$0
Utilities	0	1,705,300	0	(33,729)	0	1,671,571
Malpractice	0	2,453,000	0	(168,000)	0	2,285,000
Distribution to University	0	3,294,000	0	(272,701)	0	3,021,299
Debt Service	0	3,911,081	0	(34,407)	0	3,876,674
Capital Projects	0	3,150,000	0	(150,000)	0	3,000,000
Total Salary/Non-Salary	\$82,343,811	\$28,242,896	\$1,064,875	\$8,515	\$85,157,465	\$28,251,411
Total RowanSOM Academic Expenditures		<u>\$110,586,707</u>				<u>\$113,408,876</u>

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

**Expense Analysis by Department - RowanSOM
Projected Budget FY 2020**

<u>New Salary Request</u>		<u>Dollars</u>	<u>Head Count</u>
ACADEMIC			
Assessment/ Staff Assistant	F	\$45,000	1
Staff Assistant / Student Affiars	F	45,000	1
Staff Assistant / Curriculum	F	45,000	1
Secretary III/ Internal Medicine	F	35,000	1
Assit Prof / Family Med	PT	50,000	0
Staff Assist / Peds	PT	22,500	0
Staff Assist / Psych	PT	22,500	0
Staff Assist / Surgery	PT	22,500	0
Staff Assist / NMI	PT	25,000	0
Campus Dean-RCGC Branch Campus	F	100,000	1
Faculty-RCGC Branch Campus	F	31,250	1
Staff Assistant - Dean-RCGC Branch Campus	F	30,000	1
Assit Prof / Internal Med	F	55,750	
Advanced Practice Nurse / Internal Med	F	94,000	
Assistant Prof / Family Med	F	84,000	
Assistant Prof / Internal Med	F	55,750	
Cert Med Asst / Internal Med	F	63,000	
Cert Med Asst / OB/GYN	F	17,500	
Cert Med Asst / Family Med	F	17,500	
Cert Med Asst / Psych	F	17,500	
Cert Med Assist / Peds	F	17,500	
Cert Med Assist / NMI	F	7,000	
Cert Med Assist / NMI	F	10,500	
Coder / Internal Med	F	15,000	
Certified Med Assist / House Calls	PT	4,375	
Neuropsychologist	F	50,000	
Geriatric Physician	F	55,750	
LCSW	F	12,000	
CMA - clinical support	F	5,250	
CMA - front desk	F	5,250	
CMA - clinical support	F	3,500	
Total		\$1,064,875	7

Academic portion of clinical positions

(Note 1)

FY 20 salaries reflect projected salary increases, employee turnover and reductions for unfunded positions

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

**Expense Analysis by Department - RowanSOM
Projected Budget FY 2020**

Division - Faculty Practice Plan	FY 2019 Base Budget		New Salary	Non-Salary	FY 2020 Request	
	Salary	Non-Salary	Requests	Adjustments	Salary	Non-Salary
	(Note 1)					
Clinical:						
Family Medicine	\$3,447,336	\$1,419,095	\$86,500	\$417,861	\$3,547,171	\$1,836,956
NJISA	3,360,474	593,669	0	31,000	3,743,897	624,669
Internal Medicine	1,902,331	889,626	476,500	575,957	2,771,209	1,465,583
Neuromuscular Institute	1,072,062	838,927	52,500	120,327	1,434,834	959,254
OB/GYN	1,725,759	410,221	17,500	267,042	2,229,726	677,263
Pathology	0	0	0	0	0	0
Pediatrics	932,329	614,659	17,500	423,757	1,157,009	1,038,416
Psychiatry	3,922,606	649,542	17,500	(3,264)	4,112,577	646,278
House Calls	356,070	76,708	13,125	(6,777)	447,635	69,931
Surgery	0	0	0	0	0	0
Sub-Total FPP Clinical Operating	\$16,718,968	\$5,492,447	\$681,125	\$1,825,902	\$19,444,058	\$7,318,349
Non Clinical:						
FPP Administration	\$728,613	\$70,300	\$349,500	(\$16,425)	\$1,000,737	\$53,875
Revenue Cycle	1,301,600	2,295,818	85,000	(137,534)	1,419,947	2,158,284
Institutional General	(1,252,592)	(889,062)	0	(508,944)	(1,354,000)	(1,398,006)
Debt Service		1,037,778	0	0	0	1,037,778
Managed Care	618,905	61,995	10,000	(6,839)	655,740	55,156
Patient Accounting	2,532,321	(515,345)	0	(16,922)	2,426,915	(532,267)
Sub-Total Non Clinical Operating	\$3,928,846	\$2,061,484	\$444,500	(\$686,664)	\$4,149,338	\$1,374,820
Sub-Total Operating	\$20,647,814	\$7,553,931	\$1,125,625	\$1,139,238	\$23,593,396	\$8,693,169
Total Salary/Non-Salary	\$20,647,814	\$7,553,931	\$1,125,625	\$1,139,238	\$23,593,396	\$8,693,169
Total Faculty Practice Plan	<u>\$ 28,201,745</u>				<u>\$ 32,286,565</u>	

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

**Expense Analysis by Department - RowanSOM
Projected Budget FY 2020**

Division - Faculty Practice Plan

<u>New Salary Request</u>		<u>Total Dollars</u>	<u>Academic Component</u>	<u>Clinical Component</u>	<u>Head Count</u>
Assist Prof / Internal Med	F	\$215,000	\$0	\$215,000	1
Assit Prof / Internal Med	F	75,000	55,750	19,250	1
Advanced Practice Nurse / Internal Med	F	110,000	94,000	16,000	1
Assistant Prof / Family Med	F	105,000	84,000	21,000	1
Assistant Prof / Internal Med	F	100,000	55,750	44,250	1
Cert Med Asst / Internal Med	F	210,000	63,000	147,000	6
Cert Med Asst / OB/GYN	F	35,000	17,500	17,500	1
Cert Med Asst / Family Med	F	35,000	17,500	17,500	1
Cert Med Asst / Psych	F	35,000	17,500	17,500	1
Cert Med Assist / Peds	F	35,000	17,500	17,500	1
Cert Med Assist / NMI	F	35,000	7,000	28,000	1
Cert Med Assist / NMI	F	35,000	10,500	24,500	1
Coder / Internal Med	F	50,000	15,000	35,000	1
Principal Clerk / Managed Care	F	10,000	0	10,000	1
Dir of Access & Quality / RM Admin	F	125,000	0	125,000	1
Advanced Practice Nurse / RM Admin	F	95,000	0	95,000	1
Patient Sch / Family Med	PT	48,000	0	48,000	0
Certified Med Assist / House Calls	PT	17,500	4,375	13,125	0
SQL ANALYST	FT	85,000	0	85,000	1
Neuropsychologist-Camden	FT	86,250	50,000	36,250	1
Geriatric Physician-Camden	FT	87,500	55,750	31,750	1
LCSW-Camden	FT	17,500	12,000	5,500	1
CMA - clinical support-Camden	FT	26,250	5,250	21,000	1
CMA - front desk-Camden	FT	26,250	5,250	21,000	1
CMA - clinical support-Camden	FT	17,500	3,500	14,000	1
Total		\$1,716,750	\$591,125	\$1,125,625	28

(Note 1)

FY 20 salaries reflect projected salary increases, employee turnover and reductions for unfunded positions
Fringe Benefits are reflected directly in the departments for the purposes of profit/(loss) determination

Fiscal Year 2020
CONSOLIDATED OPERATING BUDGET

CFO's Message **1** Regular University **6** Auxiliary Services **25** Global Learning & Partnerships **32** CMSRU **36** RowanSOM **39** Special Programs (Glassboro Campus) **44**

Special Programs Summary Schedule - Glassboro Campus		
Projected Budget FY 2020		
	Base Budget 2019	Request 2020
<u>Revenues</u>		
General State Appropriation	\$0	\$2,000,000
Other Revenue		
Workshop Fees	550,000	650,000
Other Student Fees	3,000,000	2,000,000
Rowan Foundation	1,500,000	1,800,000
Other	900,000	1,250,000
Total Other Revenue	<u>5,950,000</u>	<u>5,700,000</u>
Revenue Center Distributions	<u>5,202,500</u>	<u>5,270,000</u>
Total Revenues	\$11,152,500	\$12,970,000
<u>Expenditures</u>		
Non-Salary Operating	\$5,900,000	\$7,400,000
Non-Salary/Academic Affairs Distributions	<u>4,900,000</u>	<u>4,800,000</u>
Total Expenditures	<u>\$10,800,000</u>	<u>\$12,200,000</u>
Net Operating	<u><u>\$352,500</u></u>	<u><u>\$770,000</u></u>