Review revenue idea Matrix (below) and Subgroup Assignments

### Revenue Enhancement Idea Matrix DRAFT 7.28.13

**Idea**

**Authority**

**research**

**risks**

**time to implement**

**policy changes and cost**

**process changes and cost**

**publics**

**potential partners**

**external factors**

**other/notes**

**Subgroup**

Roger, Bobbie

- **Adapt new business models for schedule/blended learning:**
  - New performance-based funding model is in place

Bobbie, Roger, Mark

- **Create a self-support tourism/hospitality program:**
  - Must be self-support

Bobbie, Roger

- **Increase self-supported professional courses and certificates (profit and non-profit):**
  - Actively industry and government to offer certifications;
  - Would need to expand existing services

Liz

- **Self-Ohio services in products to external clients:**
  - Non-compliance policy/procedure must be created - may need to pay unrelated business income taxes (UBIT)

Liz, Brad M., Roger

- **Create centralized “one-stop” UM conference and event services office:**
  - Need position dedicated to sales for UM conferencing

Bobbie, Brad, Liz

- **Create new campus initiatives:**
  - Survey existing and fill gaps

Brad L.

- **Bundle existing courses with outdoor pursuits:**
  - Ex. Energy Tech and Climate Change model

Mark, Liz, Brad M.

- **“Innovate” vendors:**
  - Ex. vending, UC Market, office coffee service, etc...

Ben, Liz

- **On-campus parking:**
  - Enforce parking management and change policy for all-year students living on campus

Dawn

- **Change fee structure:**
  - Build in incentives for registration deposits

Brad L., Liz

- **New sustainability initiatives:**
  - Go “landfill free”;
  - Create system for repurposing glass;
  - Generate, use, and sell renewable energy, including gas buses and fueling station (hydrogen fuel)

Liz, Brad M., Dawn

- **Corporate sponsorships for campus events:**
  - May need “broker” - new position - and UMF

**Other:***

- **Provide details for each criteria based on your existing knowledge or what you learn from further exploration into the idea.

### Other considerations

- **Revise WUE’s:**
  - Add more states;
  - Offer to 2-year students, etc.

### Next steps:

- Aug/Sept: write up our recommendations in detail using the template provided by OPBA (forthcoming)
- Sept: review final reports, discuss, finalize and submit to Provost Brown - due by mid-September

### Subgroup MTOC (below)

- **Roger, Bobbie**
- **Bobbie, Roger, Mark**
- **Liz**
- **Brad L.**
- **Mark, Liz, Brad M.**
- **Ben, Liz**
- **Dawn**
- **Brad L., Liz**
- **Liz, Brad M., Dawn**

### Authority Key

- **President:** John C. Engstrom
- **Vice President for Research and Creative Scholarship:** Kurt Schmiderer
- **Vice President for Administration and Finance:** Mark Sandel
- **Vice President for Integrated Communications:** Maggie Ehr
- **Vice President for Student Affairs:** Teresa Busch
- **Athletic Director:** Rick Husband
- **President:** Royce C. Engstrom
- **Alumni Director:** Bill Johnston
- **Vice President for Research and Creative Scholarship:** Scott Whittenburg
- **Legal Counsel:** Lucy Franks
- **Vice President for Administration and Finance:** Michael Reid
- **Equal Opportunity and Affirmative Action Director:** Eric Gutierrez
- **Provost and Vice President for Academic Affairs:** Kent Haslam
- **Chief Information Officer:** Matthew Riley
- **Chief Information Officer:** Matthew Riley
- **The University of Montana Foundation President:** Shane Giese

### Revenue Enhancement Work Group - August 28, 2013 Meeting Agenda

- **Revenue Template – OPBA working on template; all work group chairs will meet to discuss (TBD)**
- **Roger and Liz will email the template to the subgroups as soon as it is ready**

### Review revised idea Matrix (below) and Subgroup Assignments

### Next steps:

- Aug/Sept: write up our recommendations in detail using the template provided by OPBA (forthcoming)
- Sept: review final reports, discuss, finalize and submit to Provost Brown - due by mid-September