1. **FY18 Current Status**
   The FY18 general fund budget that was approved by the BOR in September 2017 included $148,321,407 in expenses (about 80 percent of that personnel). Projected revenue to pay for those expenses included state support of $59,150,955, $85,211,096 in tuition, #3,459,356 as One-Time-Only support, and $500,000 in special appropriations. At the March 2018 Board of Regents meeting next week, updated figures for FY18 will be presented. Tuition revenue for Summer 2017 was down $195,954, for Fall 2017 it was up $926,804, and for Spring 2018 so far it is down $754,473. The Spring 2018 number will likely change a little as students pay their bills, but tuition revenues will likely make the projected number.
   FY18 changes to date include: a decrease in the state appropriation and millage, search costs, lecturer retention costs, and reduced workers comp premiums.

2. **FY19 Projected Budget**
   Allocations for general funds have already been given out, which gives units time to plan. Factors affecting the FY19 budget include:
   - FY18 structural deficit of $3.5 million
   - Decrease in appropriations/millage/performance funding
   - Waiver increase: grad TAs, Title IX compliance, undergrad
   - Present Law: utilities, IT costs, library
   - Personnel: CBA requirements, retaining lecturers, negotiations
   - Admissions funding: restore to previous level
   - Decreased tuition revenue due to student FTE decrease (project 325 FTE decrease from FY18 to FY19)

   Result: $10 million challenge

   How to balance FY19: VERIP savings ($1.8 million), VSO savings ($2 million), One-Time-Only (interest earning accounts, delay expenditures, miscellaneous fee revenues)

3. **4-Year Outlook**
UM has never had a 4-year model before, so this is new. Key components: maintain state funding (millage and appropriations), improve performance funding, increase enrollment, increase retention, decrease expenses

4. **Enrollment Strategies**

UM is reaching out to HS students starting in the 9th grade now. Contracting with Fire Engine Red for sophomore and junior searches. Interest in UM is up. WUE has increased 8 percent. UM will be using the Common Application for out of state students, launching July 15 – this makes it easier for students to apply. Recruitment counselors are traveling all over the United States. We’re working with a marketing firm, and WUE standards have changed.