

UVUTM

**FINANCE & AUXILIARY
SERVICES**



Stewardship Conversation

FINANCE & AUXILIARY SERVICES

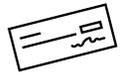
October 26, 2023



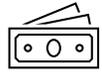
MISSION

Finance & Auxiliary Services supports UVU in strategically stewarding resources to uphold the university's commitment to quality, affordability, and efficiency and by delivering internal and auxiliary services to enhance its capacity to educate every student for success.

FINANCE & AUXILIARY SERVICES TEAMS

 Accounts Payable/Receivable

 Accounting

 Budget Office

 Bursar's Office

 Campus Store

 Catering Services

 Collections

 Continuing Education

 Community Education

 Dining Services

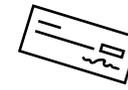
 Finance & Business Services

 GRAMA

 Internal Audit

 Lehi Campus

 Mailroom

 Payroll

 Printing Services

 Procurement & Contracts

 Professional & Executive Educ.

 Travel

 Warehouse & Surplus

 Wasatch Campus





Jim Mortensen
Vice President
Finance & Auxiliary Services



Stacy Fowler
Executive Assistant
Finance & Auxiliary /
GRAMA



Henry Freeman
Presidential Intern
Finance & Auxiliary Services



Ked Black
AVP
Finance / GRAMA



Shawn Neider
Director - Planning &
Financial Analysis



Peter VanderHeide
Director
Internal Audit



R.J. Willing
Interim Executive
Director
Continuing Education



Joe Martin
Controller
Finance &
Business



Ryan Lindstrom
Sr Director
Procurement/Contract



R.J. Willing
Sr. Director
Community Education



Robyn Farnsworth
Admin Support IV
Continuing Education



Scott Wood
Sr Director
Budget Office



Louise Bridge
Director
Campus Store



Karen Foster
Program Director
ESL



Brenda Betteridge
Project Manager
Continuing Education



Dave Scott
Director
Printing Serv.



Ibrahim Tashman
Director
Dining Services

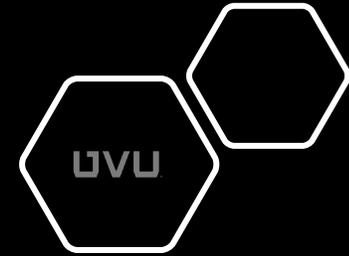
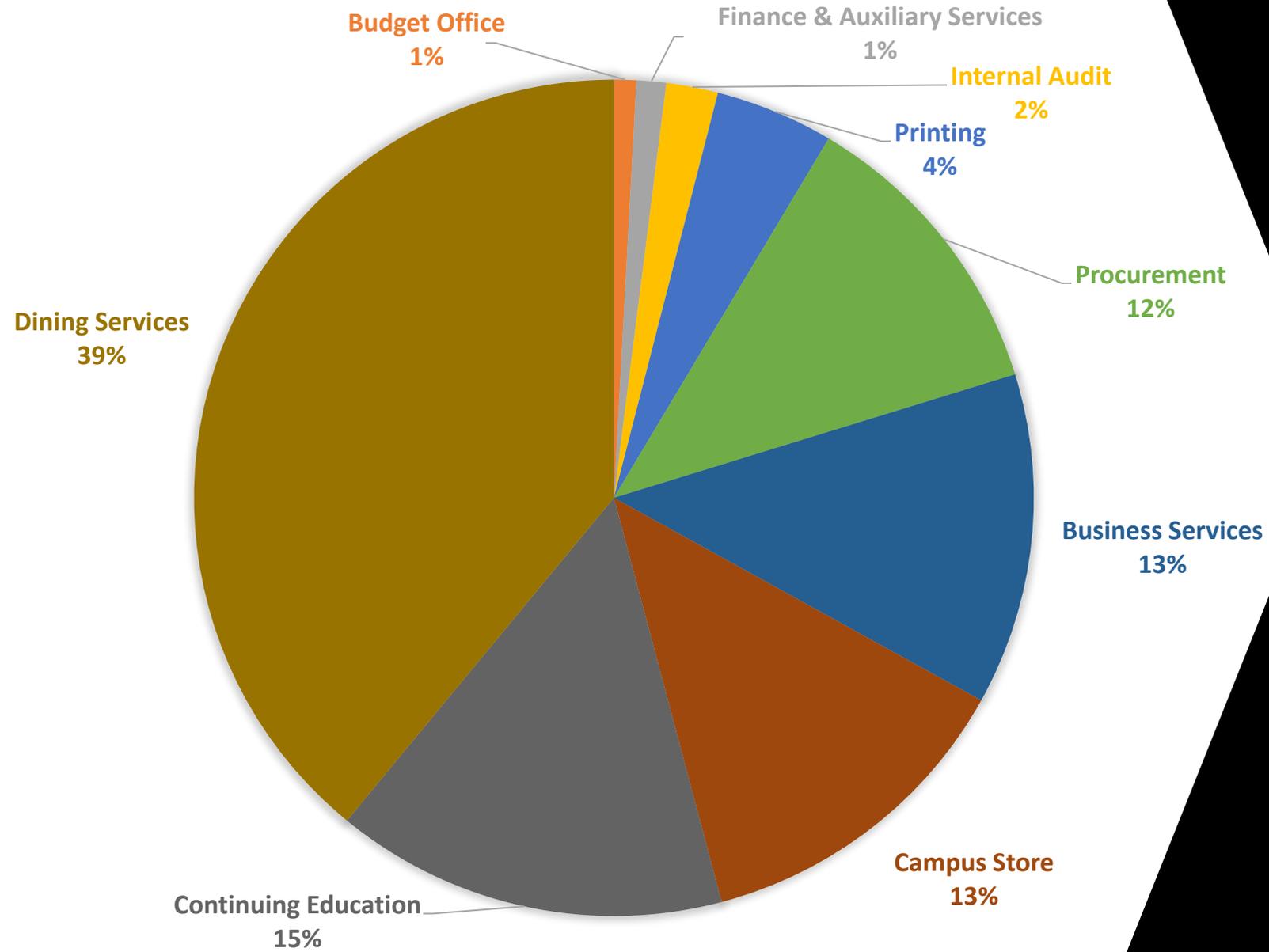


Beka Grulich
Director
Wasatch Campus



Renae Deighton
Interim Director
Executive Education

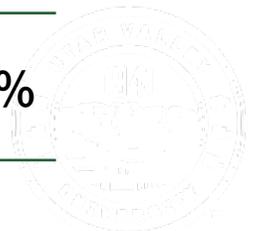
EMPLOYEES



Finance & Auxiliary
Services Employee
Count

Budget Information

	2022-23 Budget	2023-24 Budget	1 Year \$ Change	1 Year % Change
Dean, Continuing Education	\$4,307,893	\$4,196,803	-\$111,090	-2.58%
Associate Vice President of Finance/GRAMA	\$6,003,912	\$6,397,648	\$393,736	6.56%
Director of Internal Audit				
Vice President of Finance & Auxiliary Services	\$1,686,484	\$1,569,477	-\$117,007	-6.94%
Finance & Auxiliaries Total	\$11,998,289	\$12,163,928	\$165,639	1.38%



Audit & GRAMA

Audit and Review

17 Audits performed

85 Ethics Point Reports Administered

2 Ethic Point Audits

Internal Audit also provides assistance with policy interpretation, internal control implementation, committee needs, and related functions.

GRAMA Requests

84 Requests

416 Records Reviewed



Exceptional
ACCOUNTABILITY



AVP FINANCE



PAYROLL

- ✓ Paid 7,684 Employees
- ✓ 4 Full-time Staff Members
- ✓ Gross payroll wages for FY 23: \$211,413,242

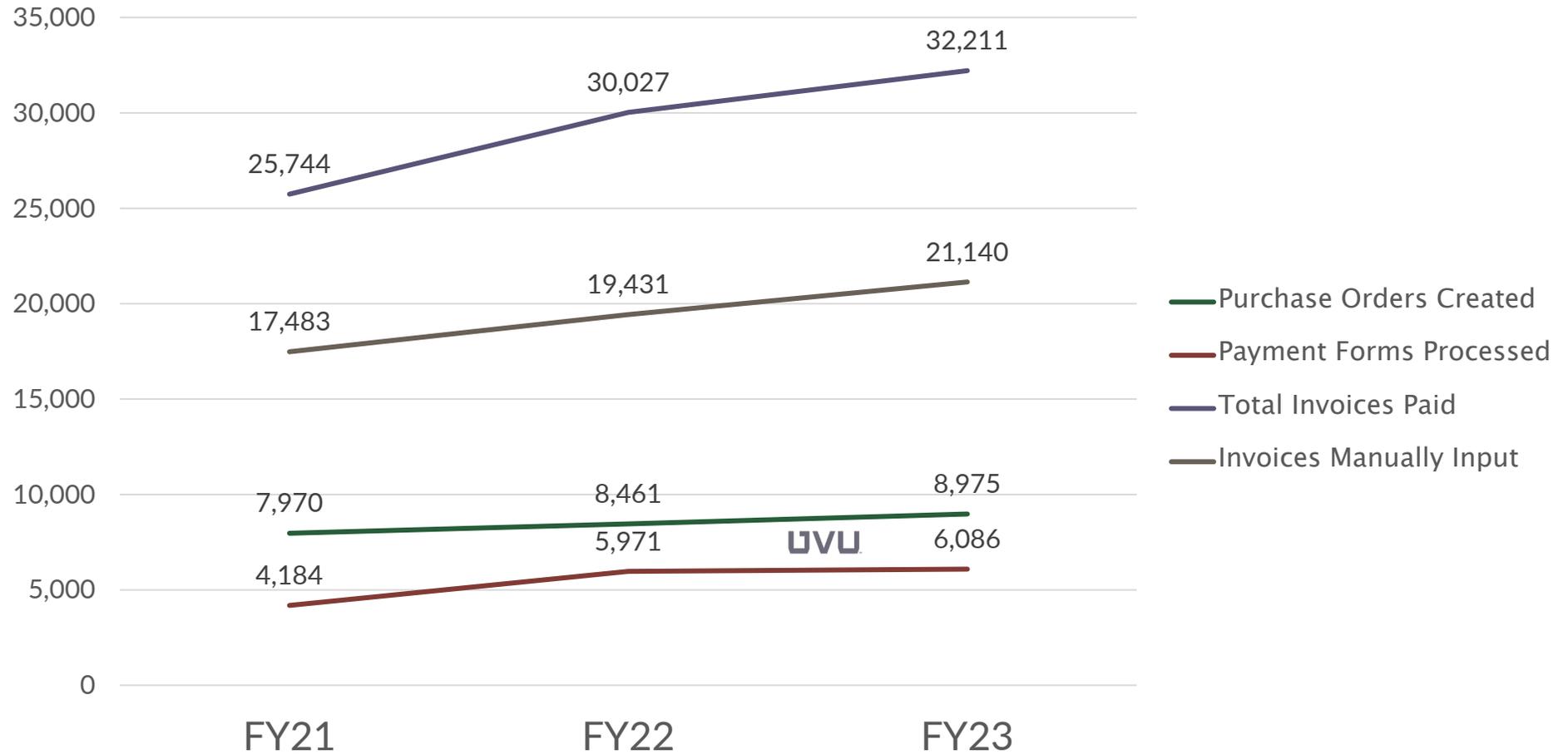
Campus Store

3 YEAR SALES SUMMARY	2021	2022	2023	Percentage Increase
Clothing and Gift Sales	\$479,710	\$616,807	\$927,540	93.35%
Total Revenues	\$2,978,977	\$3,365,529	\$4,042,015	35.68%



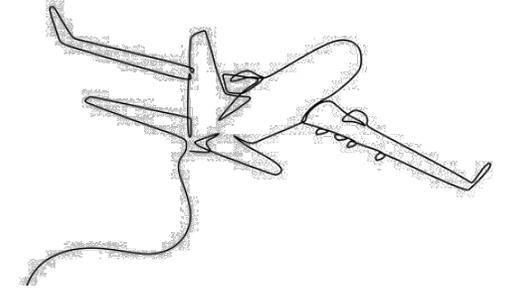
Wednesday is the busiest day of the week, accounting for 28% of the weekly foot traffic.

Purchasing and Accounts Payable



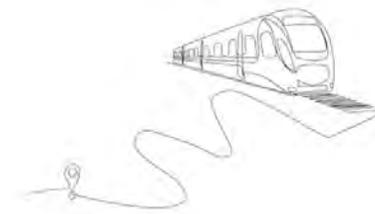


Travel



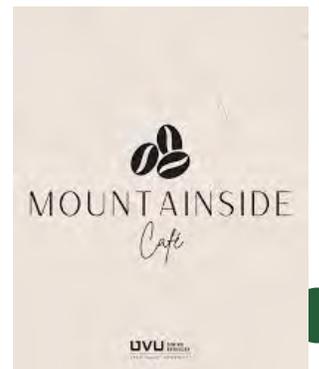
	FY21	FY22	FY23
Annual Total Spend	\$1,869,269	\$5,568,770	\$8,453,143
Expense Reports	1,231	2,955	3,867
Transactions	10,803	32,825	45,504
Expense Reports Audited	100%	100%	100%
Online Trainings Completed	124	183	242

Current Open/Activated Cards: 1,133



Mangia!

Restaurant Options on Campus (22)



Services Revenue – UVU Franchised

■ Sales 2022 ■ Sales 2023



Arby's

Chick-Fil-A

Costa Vida

EATS

Mom Fulton's

Papa Johns

Taco Bell

Trades

2022 Total Sales: \$1,348,862

2023 Total Sales (est.): \$1,577,000

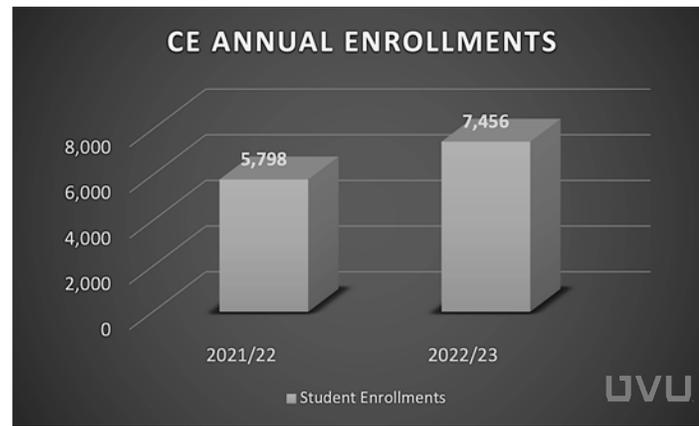


UVU



UTAH VALLEY
UVU
UNIVERSITY

CONTINUING EDUCATION



“Discover”
Marketing
Campaign



CE ANNUAL (Non-Grant) REVENUE



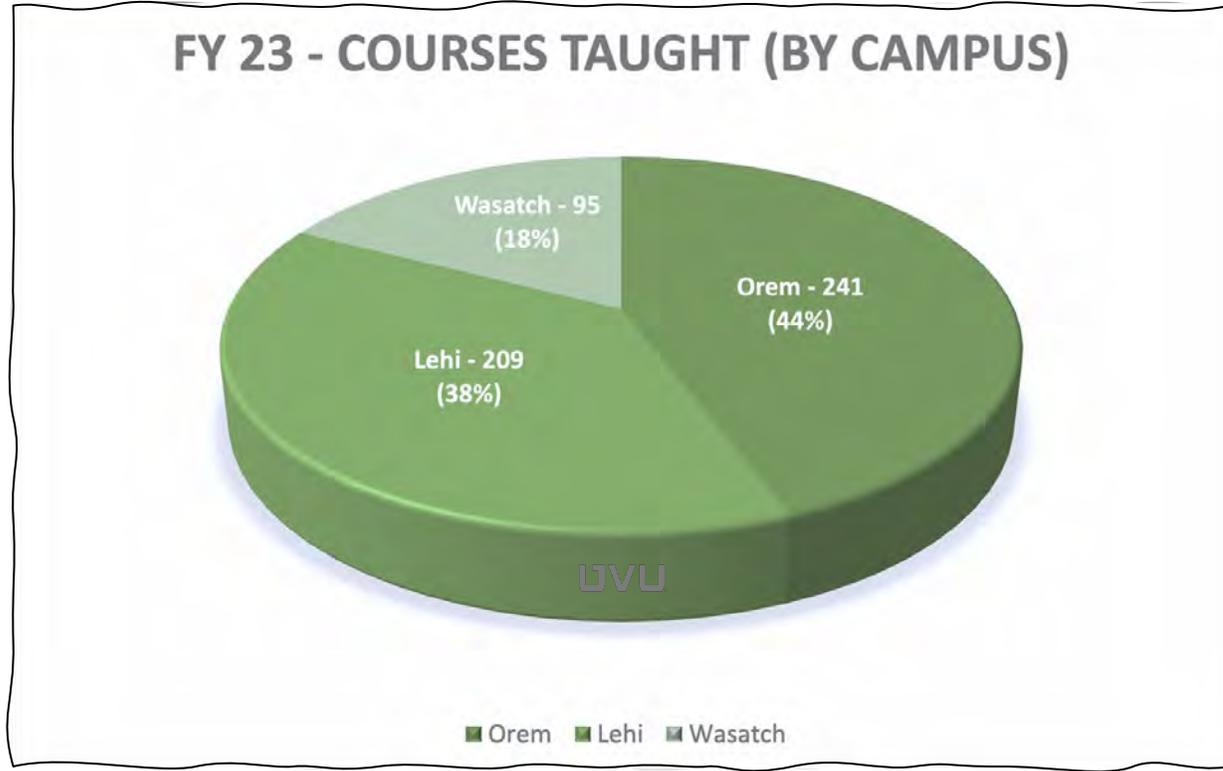
\$200K – One time marketing funds

- Print, Digital, Social, Sponsorships, TV & Radio
- Business Development Events
- 2x Golf Tournament
- Open House

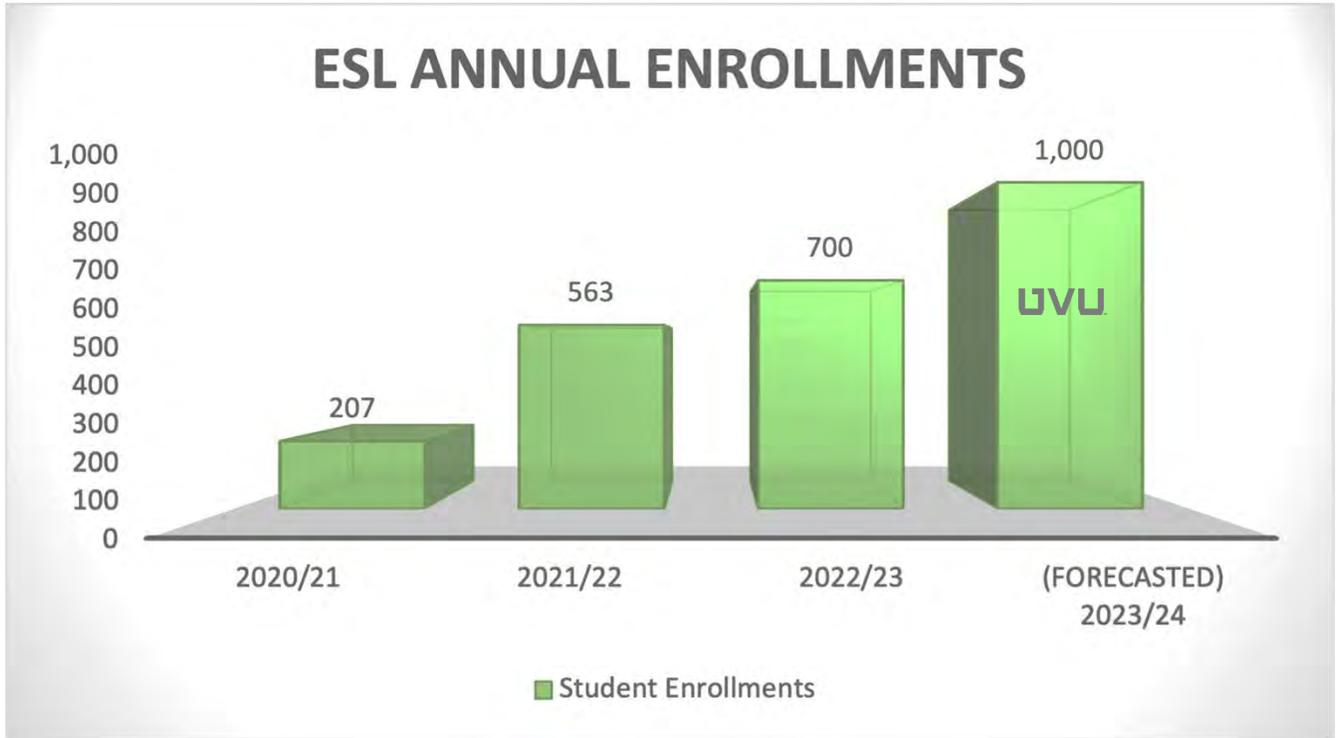
Campaign ROI

- Increased Enrollments by **1,658** Students
- Increased (non-grant) Revenue by **\$396,451**

Non-credit Programs



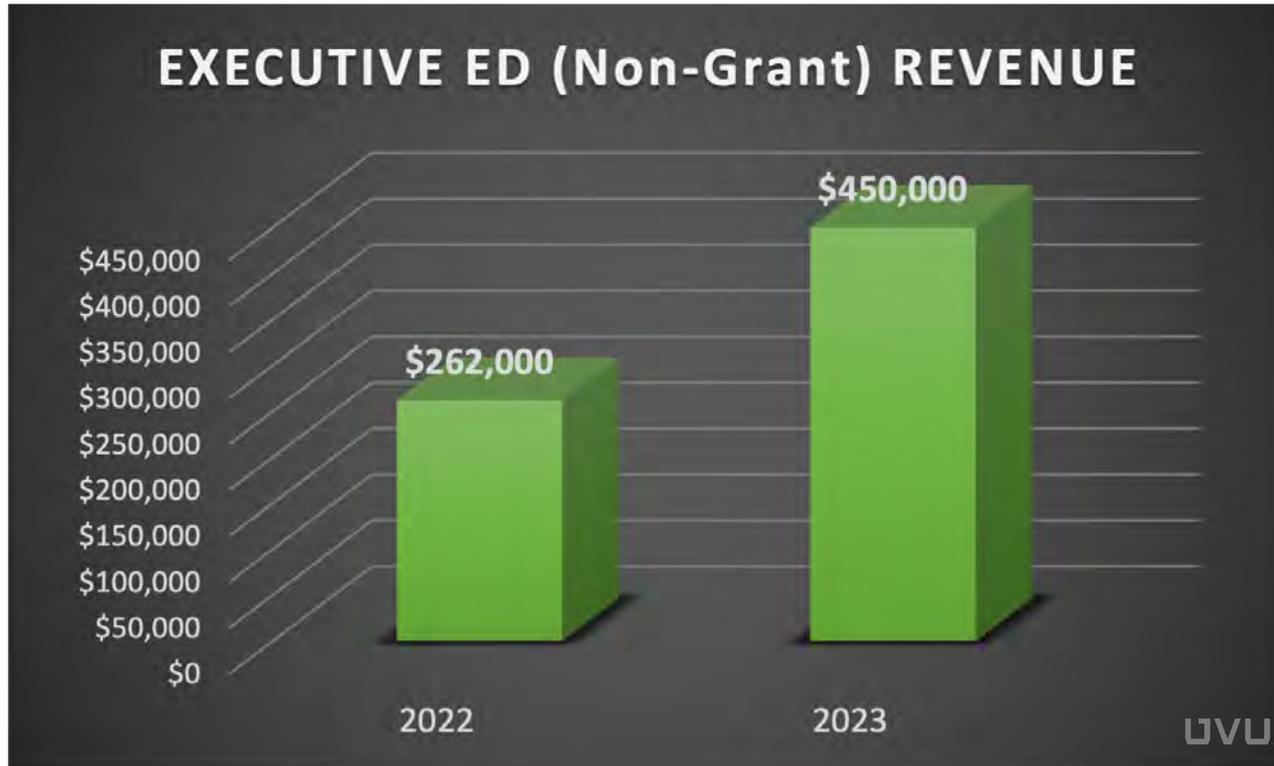
Community ESL



- Non-Appropriated FT Program Director (June 2023)
- Focus on Strategic Partnerships (Private, Non-Profit, Government)
- Fall Term – Enrollment & Revenue Comparison
 - **Fall 2023 – 250 Students**
 - **Fall 2022 – 167 Students**
- Satellite Campus Expansion (Lehi – Spring 2024)
- Latinos of Tomorrow Summer Bridge Program (Summer 2024)



Executive Education Revenue (non-grant)



- Transitioned away from Learn & Work funding dependence
- Increased non-grant revenue by \$188K (+72%)
- Hired “Special Projects Manager” to lead business development
- Emphasized corporate partnerships
- Engaged industry-leading corporate education consultants to present industry best practices and market recommendations



Finance Constraints on Enrollments and Completion



Lack of clarity into college spending at the program and course level impairs the ability to shift resources to bottleneck areas.



The length of the faculty hiring process shifts spending from permanent lines to adjunct hires, tying up appropriated dollars for vacant lines.



Even with appropriation increases for compensation, inflation is eating into the areas where appropriations and tuition has been “frozen.”



Building has outpaced donors' payment schedules, tying up reserves.



Continuing Education Constraints



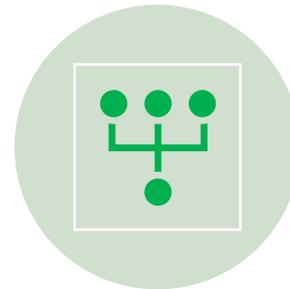
Significant workload carried by a number of part-time employees



Lack of articulation agreement between Continuing Education and Academic Affairs has prevented earning credit for coursework or certifications.



Revolving door in leadership has impeded long-term planning and investment in marketing, relationship building, and course adaptation.



Loss of multiple positions to other organizations has knee-capped the division in key areas.

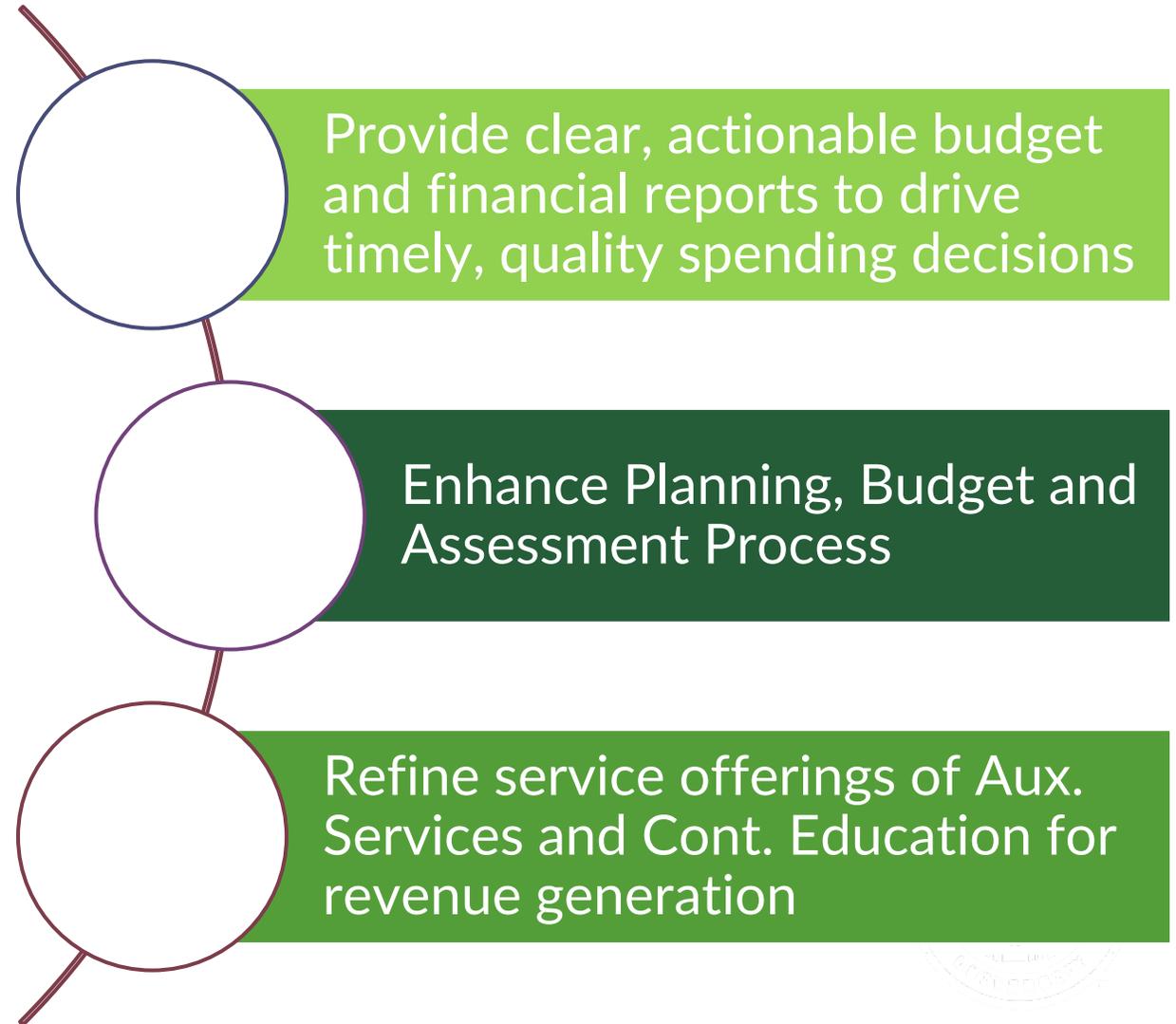


Step 3: Reference Strategic Planning Efforts

PRIORITIES



- 1.
- 2.
- 3.



I. Provide clear, actionable budget and finance reports to drive timely, quality spending decisions.



MEETING WITH
STAKEHOLDERS TO
DETERMINE REPORTING
NEEDS.



GOING OUT WITH AN
RFP IN NOVEMBER.



NEW FINANCE AND
BUDGETING SYSTEM
IMPLEMENTED FOR FY
25.



2. Enhance Planning, Budget and Assessment Process



Refocus PBA conversations on entirety of budget.



Partner with Academic Affairs to implement software package for granular analysis of program enrollments and costs.

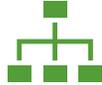


Shift resources to address enrollment and completion constraints.

3. Refine service offerings of Auxiliary Services and Continuing Education for revenue generation



Reducing part-time headcount in dining services through attrition.



Organizing ConEd around principles of operational excellence.



Creating custom executive education offerings.



Restarting workshop and conference services.



Giving the campus store a name.



Greatly expanding our licensed merchandise offerings.



Increase stackable credentials working with Academic Affairs



Resurrect and standardize CEU's



Improve vitality of satellite campuses through academic programming



Q&A

THANK YOU!

