



**Financial and Planning Subcommittees (FPS/SPS)
Meeting Agenda**

May 15, 2023

3:00-4:00pm – Zoom (details are in the calendar invite)

1. Approval of minutes for the May 4, 2022 meeting (attached)
2. Enrollment challenges and the impact on the budget (Mark Flower)
3. Presentation of Power BI Dashboards on Inside John Jay (Mark Flower)
4. Fundraising (Allison Pease)

**Joint SPS-FPS
Minutes
May 15, 2023**

Present: Mark Flower (*Co-Chair*), Allison Pease (*Co-Chair*), Cat Alves, Ric Anzaldua, Ned Benton, Kinya Chandler, Shu-Yuan Cheng, Robert Garot, Maria Haberfeld, Karen Kaplowitz, Dyanna Pooley, Joe Rivera, Roger Szajngarten, Nancy Velazquez-Torres, and Alison Orlando (*Recorder*)
Guests: Rulisa Galloway-Perry, Erez Lenchner, Alena Ryjov, and Janet Winter

1. **Approval of minutes from May 4, 2022.** The minutes were approved unanimously.
2. **Enrollment challenges and the impact on the budget.** Mark F. gave a presentation on the impact of enrollment on the college's projected budget. He started by speaking about the college's enrollment target for Fall 2023. He explained that enrollment is confident that we will meet our freshmen target but it will be a challenge to meet our transfer target as transfer numbers are down across CUNY. The college is estimating that our average enrollment will drop from an average of 10,702 in FY2023 to an average of 10,516 in FY2024. He added that this will impact the budget, and he is projecting that we would miss our revenue target by almost \$3 million dollars. Due to leftover HEERF funding and our CUTRA balance, we will still be left with a surplus of \$1,222,088 for FY2024. However, the college will face large projected deficits of \$11,178,616 in FY2025 and \$25,538,716 in FY2026. The floor was opened to questions. Ned B. inquired about rising enrollment in other CUNY Senior Colleges such as Hunter and Baruch. Mark F. said that CUNY dropping the SAT requirements is a factor in this. Mark F. moved on to talk about the college's revenue streams. He looked at both the number of credits taken by students and revenue generated by students at each academic level. He explained that the number of credits starts to taper off as we get to the upper academic levels along with average revenue. He also talked about total revenue across the different tuition types. He explained that we can explore different ideas on how to improve revenue by looking at this analysis.
3. **Presentation of Power BI Dashboards on Inside John Jay.** Mark F. went through a demo of the new Power BI Dashboards that are now available on Inside John Jay under Resource Center. He explained that you have to be logged-in through Microsoft 365 with a John Jay e-mail to access the dashboards. The dashboards he demoed included Budget Details Summarized, Budget Details Detailed Overview, Procurement Detail, Department Staff Listing, Current Inventory Status and Collection Rates. Mark F. asked the committee to look through all the dashboards, and to reach out to him or Erez Lenchner with feedback.
4. **Fundraising.** Allison P. started by explaining that the college uses an all-funds budget that includes a variety of funding sources such as philanthropy through the John Jay College (JJC) Foundation. She added that the resources from fundraising have helped the college stay focused on our priorities such as student success. She gave a short presentation on the work being done with philanthropy this spring to bring an understanding of this revenue stream and how it is helping us move forward with the priority of student success. She spoke about various areas within philanthropy including new funding asks to foundations, on-going grants, and prospective foundation grants. She also talked about programs that are currently being funded by grants such as CUSP and the STEM Acceleration Program. Ned B. inquired about our reliance on these funds and their availability in the future. Allison P. said that we are currently working on expanding and deepening our relationships with foundations. She also talked about the possibility of finding a donor with a high net worth who could fund the entire student success fund.