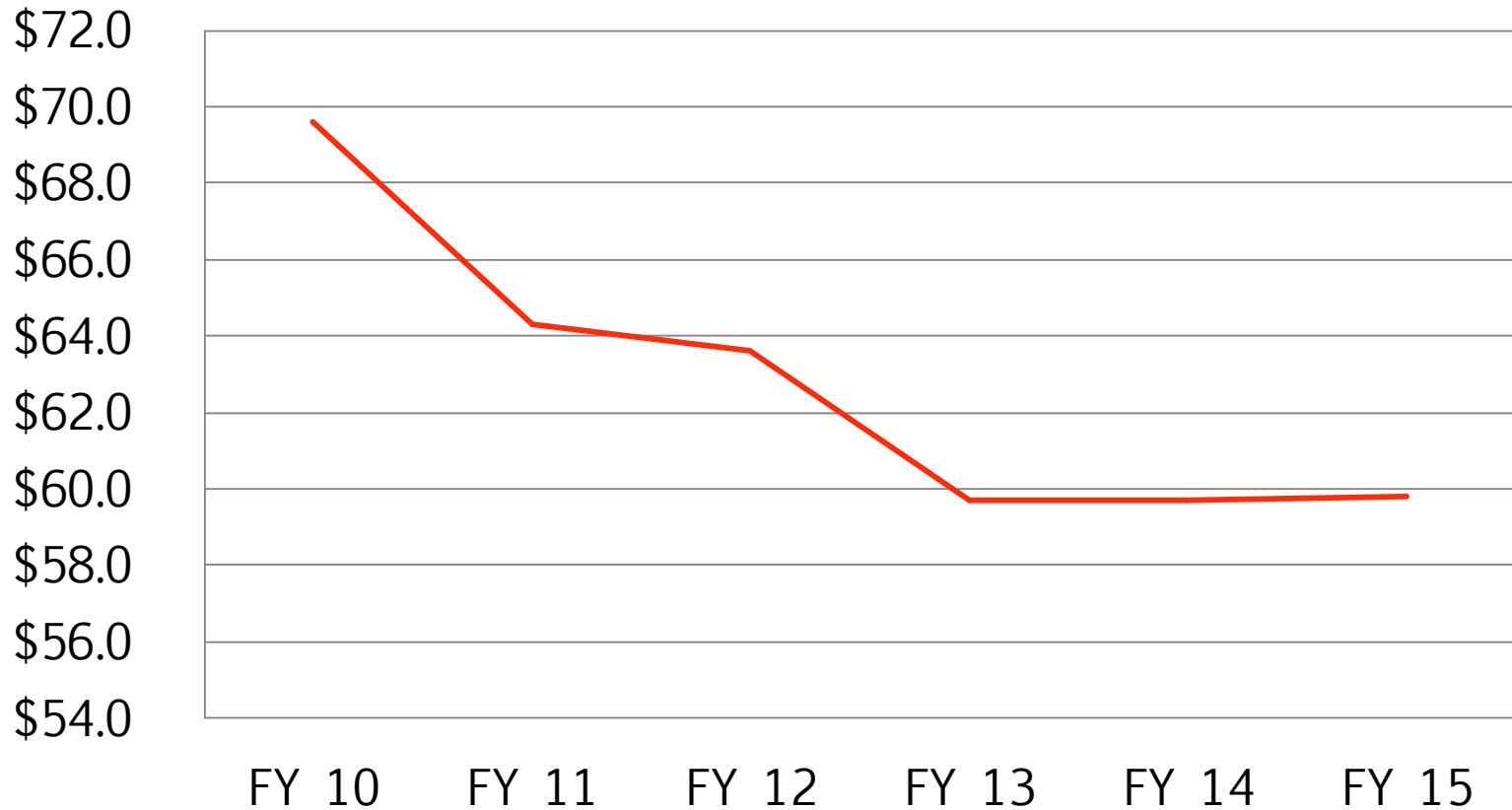




Q3. How can SIUE increase revenues to replace the loss of state-appropriated dollars?

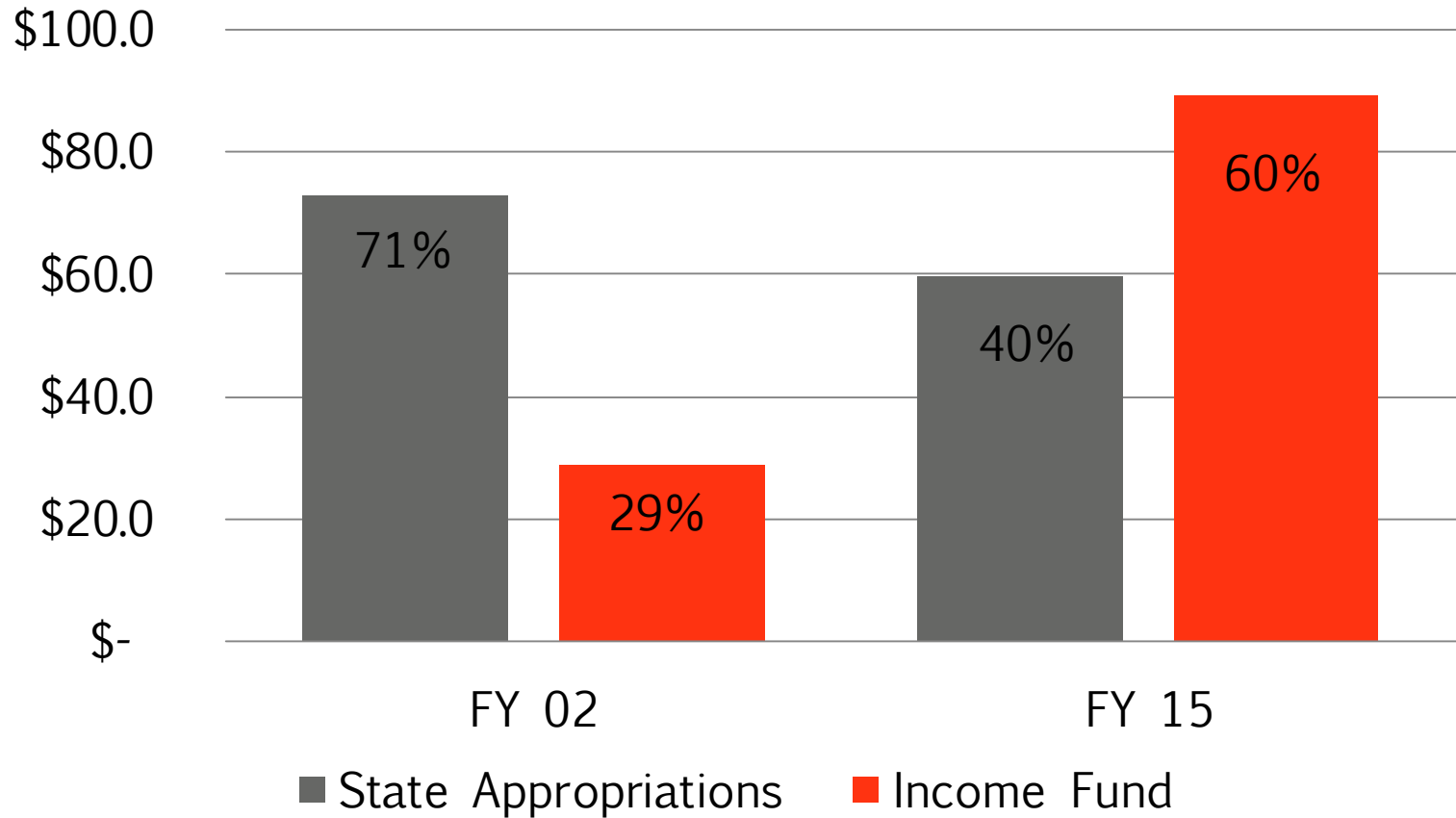
Absolute Decline in State Funding

State Appropriations (\$M)



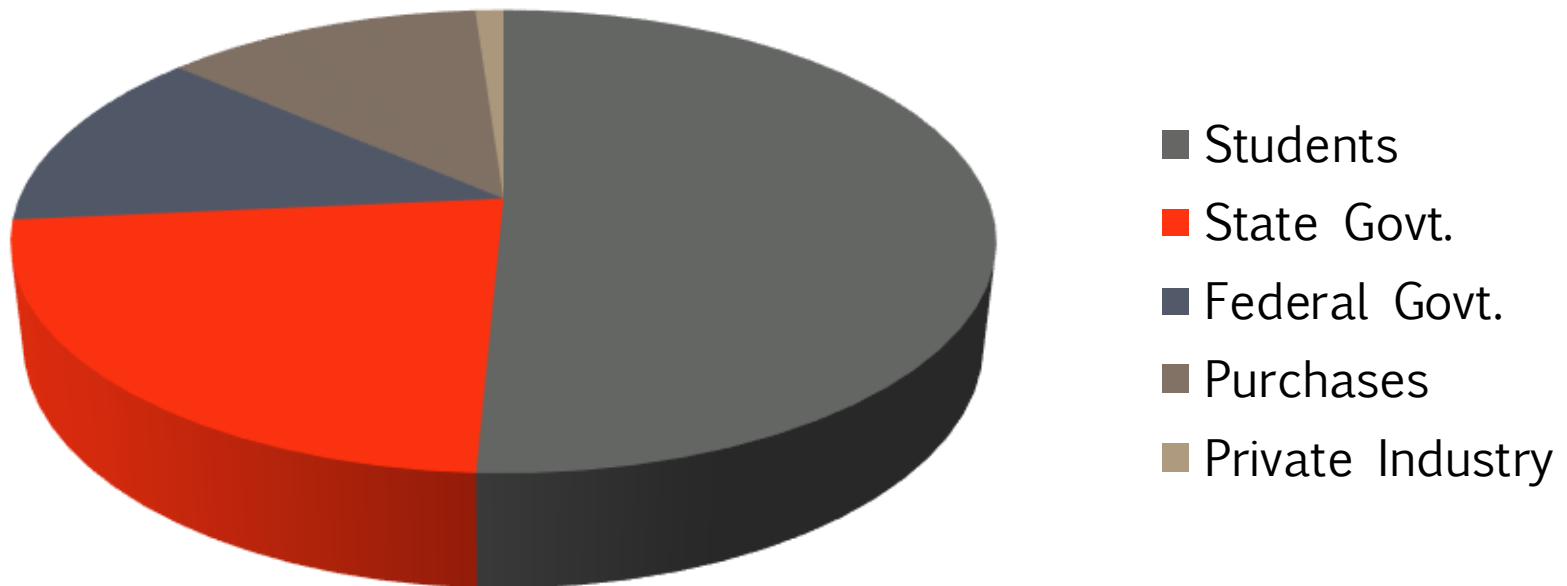
From State-Supported to State-Assisted

“The Big Flip”



So where do we get our funding?

Source of Revenue
FY 15 Total: \$271M*



* Does not include gifts or endowment income

We're not alone in this predicament

- Higher education funding has been cut in most states
- Illinois actually lagged behind many other states in reducing support for state universities
- Over a 20 year period, state assistance for the University of California system has dropped from 47% of its budget to about 12%

New Approaches to Raising Revenue

“Because of the significant reduction in state funding, I think one has to really begin to think about how to sustain a college or university, and to do that well, I think we have to be more entrepreneurial and a little more adventuresome than we have been in the past. And at the same time, we have to be practical and pragmatic to make sure that we’re not getting out on a limb in a way that would harm the institution. “

– College president as quoted in “Rethinking Revenue”

Brainstorming Revenue Ideas

- All participants share ideas on new revenue sources for approximately 10 minutes
- At first, ideas do not need to be fully explained nor is criticism/judgment allowed
- After the ideas have been shared, discuss/explain each idea; ideas may be adjusted at that time and similar ideas may be combined (15 minutes)
- Table selects what they believe are the three most promising sources of revenue and posts them to the backchannel