### Fall Revenue – 9/23-19

<table>
<thead>
<tr>
<th>Row Labels</th>
<th>Sum of CALC_PTD_BUDGET_CR</th>
<th>Sum of CALC_PTD_ACTUAL_CR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Horsemanship Program Tuition-Fall</td>
<td>$135,410.00</td>
<td>$115,150.00</td>
</tr>
<tr>
<td>Non-Res Undergrad PostBac Fall</td>
<td>$454,223.00</td>
<td>$540,893.20</td>
</tr>
<tr>
<td>Registration Fee Fall</td>
<td>$41,000.00</td>
<td>$40,200.00</td>
</tr>
<tr>
<td>Res Undergrad PostBac Fall</td>
<td>$2,201,270.00</td>
<td>$2,072,211.62</td>
</tr>
<tr>
<td>WUE Undergrad Fall</td>
<td>$866,235.00</td>
<td>$819,492.26</td>
</tr>
<tr>
<td>Grand Total</td>
<td>$3,698,138.00</td>
<td>$3,587,947.08</td>
</tr>
<tr>
<td><strong>Shortfall</strong></td>
<td>$</td>
<td>(110,190.92)</td>
</tr>
</tbody>
</table>

October meeting will focus on cost saving opportunities and controls to address shortfall. Additionally, any efforts to impact revenues (retention) should be addressed as well.
The Montana University System website has a number of budget metrics that can be used for benchmarking UMW against other Montana institutions.

Link to the budget metrics page:

https://mus.edu/data/operating_budgets/InstitutionalOpBudgetMetrics.asp

- MUS State Support per Resident FTE
- MUS % of State Share – Current Unrestricted Revenue
- Expenditures per FTE
- Expense distribution
- Personnel expenditures
The Montana University System also tracks a number of key data elements for benchmarking purposes:

Link to MUS System Dashboards:

https://mus.edu/data/dashboards/default.asp

- FTE Enrollment trend
- First-time freshmen retention
All Campus Budget/Enrollment Discussion

What should be discussed/communicated in this meeting (anticipate it being held in October but still TBD)?

Break-out exercise to provide input for the agenda
Committee Reports

- Budget Communications Subcommittee – Louise Driver Chair
- Budget Allocation Subcommittee – Doug Daenzer Chair
- Budget Impact Subcommittee – Deb Richardson Chair