



EMPIRE STATE UNIVERSITY

Minutes for Q3 University Council Meeting September 20, 2024 – 3 pm

Publicly Noticed Locations:

- 517 Western Ave, Albany NY
- 2 Union Avenue, Saratoga Springs, NY
- 4 Park Avenue, New York, NY
- 2875 Union Road Suite 34, Cheektowaga, NY

Members in attendance:

Chairman John Maggiore
Donna Luh
Patricia Salkin
Roberta Reardon

Non-members in attendance:

President Lisa Vollendorf
Chief of Staff Leigh Kopczuk
Deputy Chief of Staff Anthony Amiano
Administrative Assistant Rebecca Monaghan
Senate Chair John Lawless
SGA President Gabby Lerner
SGA Treasurer Kyle Weisman
VP Office of Enrollment Management and Marketing Andrea Hennessy
VP Administration and Finance Julie Majak

Agenda Items:

- I. **Minutes not approved as quorum was unmet**
 - a. 2023: August 25, October 13, December 8
 - b. 2024: March 15, June 7

- II. **Report of the University President – Lisa Vollendorf**
 - a. Enrollment Growth
 - i. Empire reached a total of 16,500 students last year and has grown 8% in headcount over the past 2 years
 - ii. We are expecting to reach 18,000 this year and aiming for 20,000 by 2028
 - iii. Empire's first Strategic Enrollment Management Plan is in place this year
 - iv. Students are taking 12% more credits this year in comparison to last year, which we expect will shorten time to degree completion, especially for students that come to us with associate degrees
 - b. We now have first term following a pilot phase to centralize the advising process
 - c. We are hiring, with 50 positions posted currently
 - i. We are hiring 25 tenure track faculty positions this year



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- ii. Search for inaugural VP of Human Resources opening
 - iii. Launching search for VP of Advancement (interim Veronica Fitzgerald started 9/16/24 and will be with us through the end of the calendar year)
 - d. As part of our access mission, SUNY Empire will launch SUNY's first undergraduate program fully taught in Spanish—a BBA—in the fall of 2025, pending NYSED approval.
 - e. Anthony Amiano, Deputy Chief of Staff and the President will be attending SOMOS, speaking with potential partners in Puerto Rico
 - f. Facilities footprint – We transitioned out of the Hartsdale location and co-locating at Yonkers campus of Westchester Community College
 - g. We are very close to reaching 100,000 alumni
 - h. Our youngest student enrolled is 15, our oldest is 88
 - i. We are outpacing not for profits that are proportional to our existing enrollments due to more marketing, increased brand clarity, structured majors (student understand how much it will cost them and how long it will take to get their degree), and being known as experts in quality online education
- III. **Report of the Senate Chair** – John Lawless (see agenda materials)
 - a. Chair Maggiore welcomed John to the role and the meeting
 - b. John welcomed questions regarding governance and the Senate Chair's report
- IV. **Report of the Student Government President** – Gabrielle Lerner (see agenda materials)
 - a. Chair Maggiore welcomed Gabby to the role and the meeting
 - b. Gabby welcomed questions on SGA's report
- V. **Budget and Enrollment Update** – Andrea Hennessy, Julie Majak
 - a. Andrea and Julie presented with a slide deck that is available in the meeting recording
 - b. Enrollment:
 - i. Overall headcount and credit count is going up
 - ii. Modality has shifted to almost completely online
 - 1. 3% in person is our labor school in Manhattan – required instruction for apprenticeships (mostly IBEW)
 - 2. President Vollendorf and VP Hennessy are meeting with Chris Erikson (IBEW) on 9/26/24 to strategize on how we can be of service to more students in labor programs
 - iii. Undergraduate new student enrollment is up to 5683 in 2023-2024
 - iv. Graduate matriculated new student enrollment is up to 806 in 2023-2024
 - v. Fall 2024 enrollment (start 2 students are still coming through) is up to 10,586 so far
 - 1. There are several new partnerships in progress for Nursing
 - 2. Labor enrollment growth dependent on building trades in Manhattan
 - 3. International enrollment is small but growing as well
 - c. Budget:
 - i. 2023-2024 actuals – we closed out the year with revenue of \$86.5M, expenditures of \$79.2M, and a surplus of 7.3M



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- ii. Surplus includes funds that were advanced by SUNY for the Spanish language BBA program, Transformational Fund Investment, and a state support payment advance
- iii. Increased enrollment, deferred summer tuition payments (due to FAFSA), increased interest revenue and OTPS savings has resulted in a true surplus of \$3M
- iv. As of 7/1/24, our cash position (campus reserves) was \$46M
- v. Our 2024-2025 budget was recently finalized – expecting revenue of \$97M, expenditure of \$93M, and projected surplus of approximately \$4.2M
- vi. Surplus is comprised of increased enrollment revenue, collection of deferred summer 24 tuition payments and increased interest revenue
- vii. Enrollment projected to grow 8% this year as well
- viii. Budget Investments
 - 1. \$3.5M ongoing state support - what we can count on year over year
 - 2. \$1.5M additional
- ix. We are grateful to Governor Hochul and the legislature for the investment in SUNY and we will continue to be responsible stewards of our financial resources
- x. There were significant vacancy savings (about \$2M), but no purposeful contraction

VI. Notice of Upcoming Events

- a. ACT Annual Conference: September 27-28, 2024, at the Saratoga Hilton
- b. University Council Q4 Meeting: December 6, 2024, 1 pm
- c. Winter Commencement (Albany): December 13, 2024, 6 pm, at Empire State Plaza

All University Council meetings are webcast live and archived for viewing on the Empire State University website in accordance with a December 2015 mandate from the Office of the Governor of New York.