

**DIVISION CAMPUS UPDATES**

# **Division of Finance and Administration**

**Gerald Ellsworth Hunter, PhD**

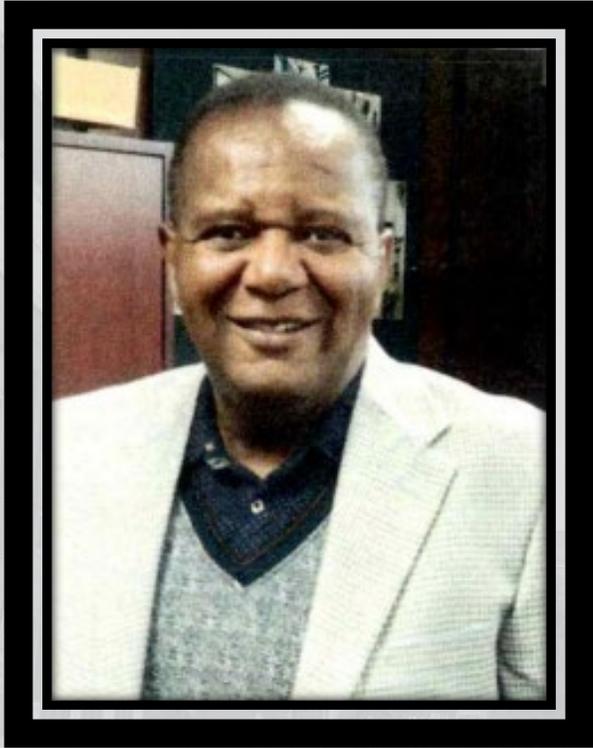
**Vice President & Chief Financial Officer**



# DFA – DISCUSSION TOPICS

- RECOGNITIONS & ACKNOWLEDGEMENTS
- UPDATES
- FY 2024 FINANCIAL REPORT
- UNIVERSITY CHALLENGES & OPPORTUNITIES
- SIX-YEAR PLAN & CAPITAL BUDGET REQUESTS

# TRIBUTE



**Anton V. Kashiri**

Associate Vice President  
Department of Facilities Management



**Ruby M. Spicer**

Director  
Department of Procurement and Central Warehouse

# UPDATES (1 of 3)

- Transported and Provided Safety for Students to and from hotels to campus daily.
- Completed FY 2022 audit with a clean Audit Opinion.
- Implemented Cardinal HCM.
- Effectively invested all HEERF Funds.
- Increased the commissions for Barnes & Noble (B&N) by 48% for the period July 1 to May 31, 2023, as compared to 2022, which was attributed to the Spartan All Inclusive Learning (SAIL) program that saved NSU students \$2.6 Million.
- Increased FY 2023 Collegiate Licensing program sales by 42% and University royalties by 40%, with the top three apparel licensees being Nike for Branded Custom Sportswear, Gear for Sports, and Global Elite.
- Increased FY 2023 Pepsi Beverages Company Sales Volume by 20% and Sales Revenue by 24%.

# UPDATES (2 of 3)

- Implemented a new Contract Management System.
- Commenced new eVA Platform Phase for Campus Users.
- Increased the number of term contracts for campus use as a member of Virginia Higher Education Procurement Consortium (VHEPC).
- Implemented a new electronic WPS system for the Central Warehouse designed to eliminate inefficiencies while verifying University inventory and equipment.
- Received, inventoried, and distributed Apple assets to the campus community.
- Maintained a safe campus environment through the implementation of proven crime-detering policing strategies.
- Secured police grants for critical equipment and training (Public Safety).

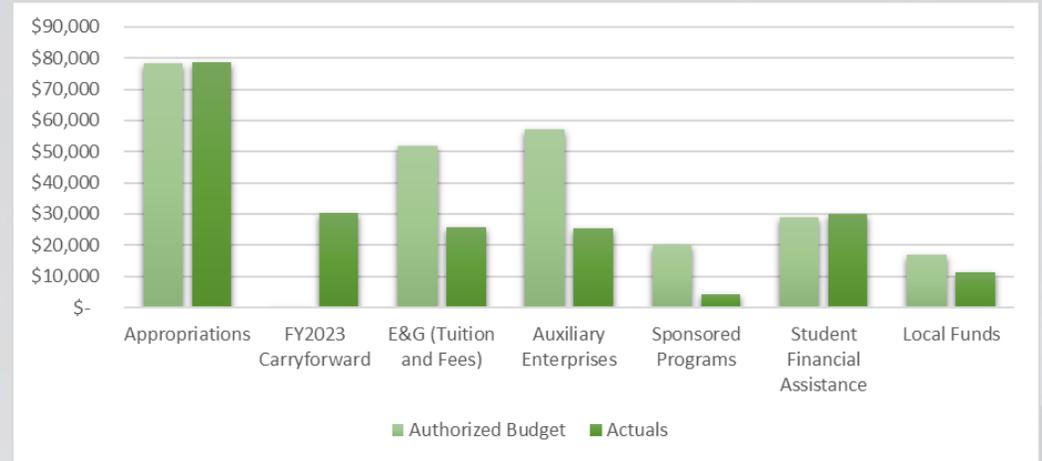
# UPDATES (3 of 3)

- Initiated Residential Life Air Quality Improvement Project.
- Renovated Football and Pool Locker Rooms
- Park Place at NSU (Shephard's Village – Renovations)
- Implemented a new housekeeping contract
- Purchased new vehicles for Transportation Fleet
- Improved Campuswide Landscaping
- Completed New Science Building Planning and Initiated Fine Arts Planning.
- Installed Back-up Generators at key strategic locations on campus.
- Commenced Campus Energy and Sustainability Program.

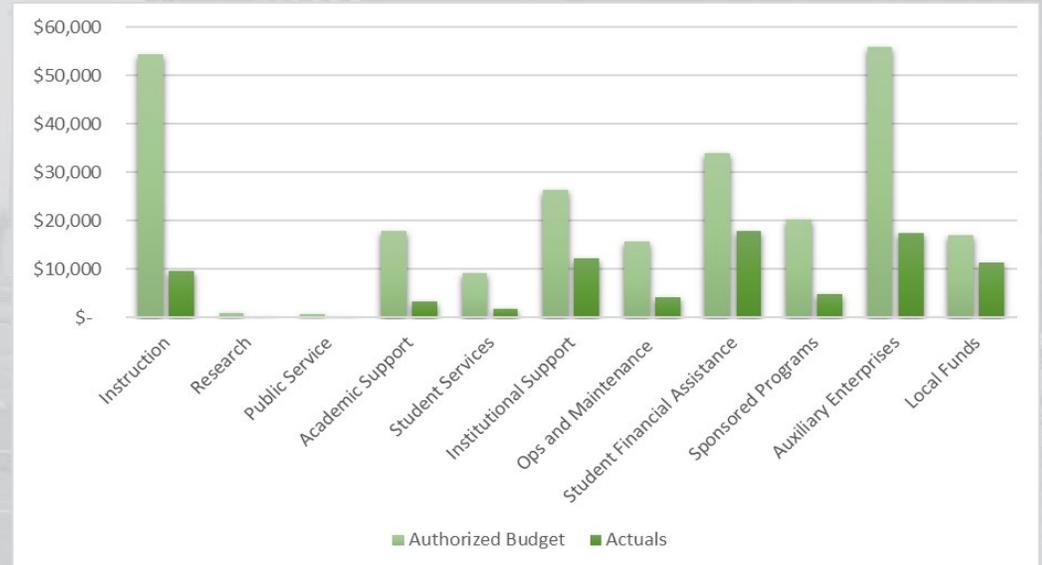
# FY 2024 - Condensed Summary of Revenues and Expenses Budget Report

## All Funds (Cash Basis) As of September 30, 2023 (Amounts in Thousands)

<u>Revenues</u>	<u>Authorized</u>		<u>% of Budget</u>	<u>Year-end</u>
	<u>Budget</u>	<u>Actuals</u>	<u>Collected</u>	<u>Projection</u>
Appropriations	\$ 78,273	\$ 78,601	100%	\$ 78,601
FY2023 Carryforward	-	30,206	0%	30,206
E&G (Tuition and Fees)	51,933	25,813	50%	54,294
Auxiliary Enterprises	57,295	25,344	44%	58,811
Sponsored Programs	20,232	4,132	20%	20,232
Student Financial Assistance	28,826	30,076	104%	30,076
Local Funds	17,000	11,228	66%	21,333
<b>Total Revenues</b>	<b>\$ 253,559</b>	<b>\$ 205,400</b>	<b>81%</b>	<b>\$ 293,553</b>

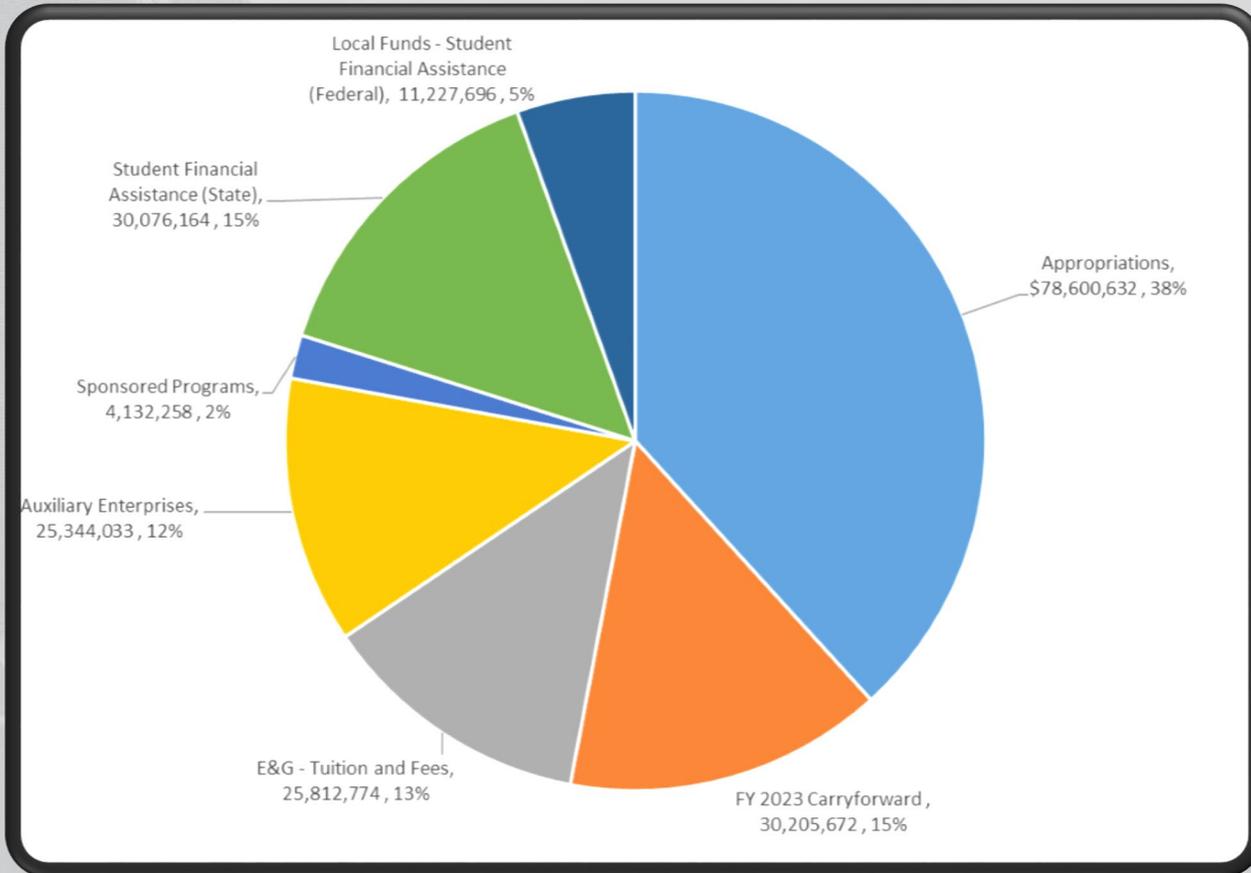


<u>Expenses</u>	<u>Authorized</u>		<u>% of Budget</u>	<u>Year-end</u>
	<u>Budget</u>	<u>Actuals</u>	<u>Spent</u>	<u>Projection</u>
Instruction	\$ 54,316	\$ 9,712	18%	\$ 54,316
Research	1,003	330	33%	1,003
Public Service	654	74	11%	654
Academic Support	17,974	3,339	19%	17,974
Student Services	9,201	1,881	20%	9,201
Institutional Support	26,274	12,309	47%	26,274
Ops and Maintenance	15,651	4,209	27%	15,651
Student Financial Assistance	33,959	17,832	53%	33,959
Sponsored Programs	20,232	4,804	24%	20,232
Auxiliary Enterprises	55,871	17,377	31%	58,811
Local Funds	17,000	11,459	67%	21,333
<b>Total Expenses</b>	<b>\$ 252,135</b>	<b>\$ 83,326</b>	<b>33%</b>	<b>\$ 259,408</b>
<b>Revenue Over Expenses</b>	<b>\$ 1,424</b>	<b>\$ 122,074</b>		<b>\$ 34,145</b>



# SOURCES OF FUNDS

Actuals as of September 30, 2023



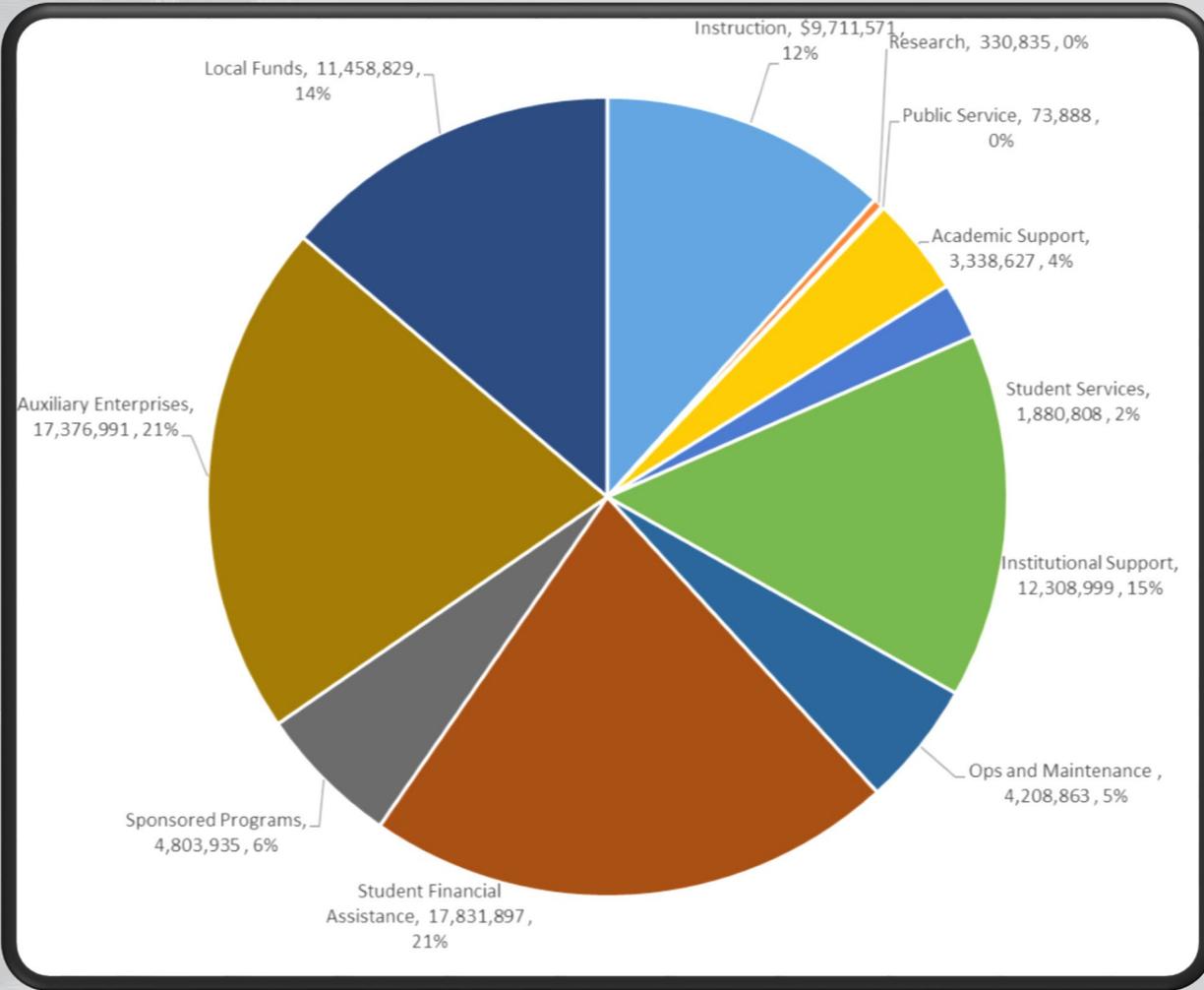
## Revenues

## Actuals

Appropriations	\$ 78,600,632
FY 2023 Carryforward	30,205,672
E&G - Tuition and Fees	25,812,774
Auxiliary Enterprises	25,344,033
Sponsored Programs	4,132,258
Student Financial Assistance (State)	30,076,164
Local Funds - Student Financial Assistance (Federal)	11,227,696
<b>Total Revenues</b>	<b>\$ 205,399,229</b>

# USES OF FUNDS

Actuals through September 30, 2023



<u>Expenses</u>	<u>Actuals</u>
Instruction	\$ 9,711,571
Research	330,835
Public Service	73,888
Academic Support	3,338,627
Student Services	1,880,808
Institutional Support	12,308,999
Ops and Maintenance	4,208,863
Student Financial Assistance	17,831,897
Sponsored Programs	4,803,935
Auxiliary Enterprises	17,376,991
Local Funds	11,458,829
<b>Total Expenses</b>	<b>\$ 83,325,243</b>

# UNIVERSITY CHALLENGES/OPPORTUNITIES

- Student Access and Affordability
- Campus Capital Improvement Focused on Enhancing the Student Experience
  - Academic
  - Housing
  - Dining
  - Recreational
- Employment Strategy (Recruit, Reward, and Retain)
- Improve Campus Business Practices
  - Automation
  - Streamline and simplify procedures and processes
  - Training
- Enhance Campus Safety
- Expand & Diversify Campus Revenue Streams



# NORFOLK STATE UNIVERSITY

## 2023 Six-year Plan (1 of 2)

### **Mission**

Norfolk State University (NSU) is a comprehensive urban public institution that is committed to transforming students' lives through exemplary teaching, research, and service. NSU offers a supportive academic and culturally diverse environment for all, empowering its students to turn their aspirations into reality and achieve their full potential as well-rounded, resourceful citizens and leaders for the 21st century.

### **Planned Mission Expansion**

Over the next six years, Norfolk State University will expand its mission to include:

- Significant analysis, exploration, experimentation, and factfinding activities.
- Graduate students prepared to enter research and executive-level professions.
- Produce research and knowledge that contribute to solving complex world problems.
- Achieve commercialization and technology transfer prominence.

Most importantly, NSU will continue to build on its foundation of providing access to a world-class academic and living-learning experience resulting in a student body prepared to enter successfully and effectively the professional environments of their choice.

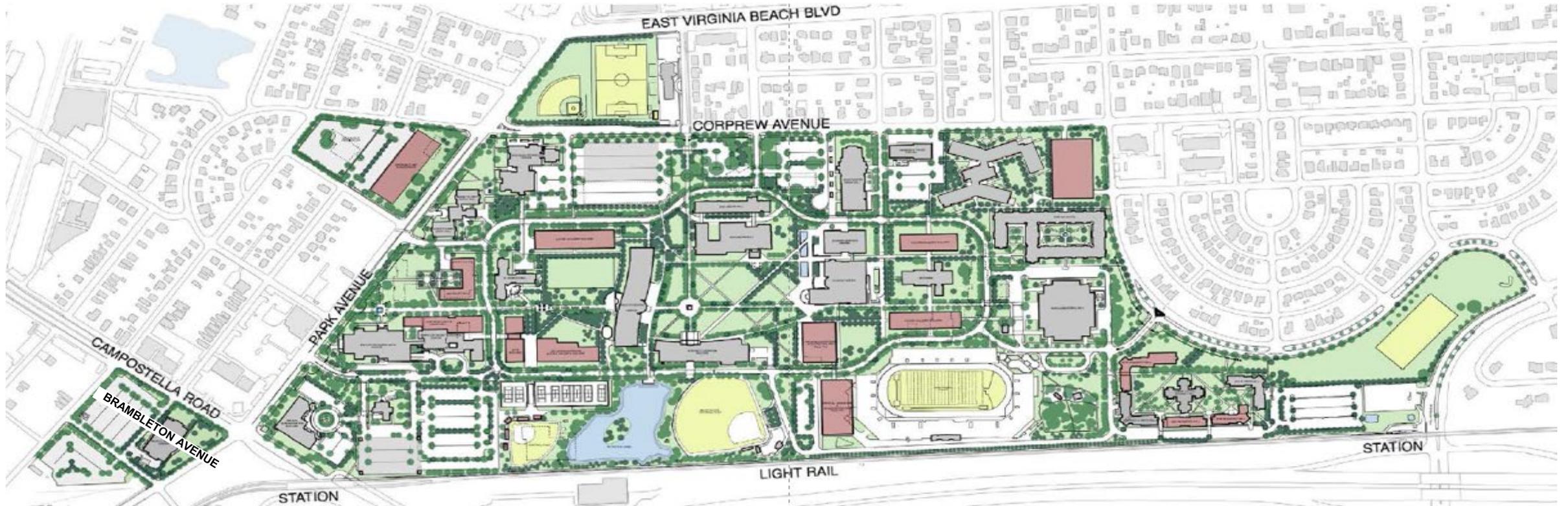
# 2024 Operating Budget Request

- Request \$21.1 M in FY 2025 and \$29.5 M in FY 2026:
  - Compensation (Living Wage & Market)
  - IT Infrastructure
  - Student Work-based Learning
  - Math Development Center
  - Computer Science Curriculum
  - Research & Innovation Infrastructure
  - Merit Scholarship
  - Wellness/Mental Health/Medical Support
  - Spartan Innovation Academy

# 2024 CAPITAL BUDGET REQUEST

- Construct Living Learning Center and Dining Facility (\$129 M)
- Construct Wellness, Health and Physical Education Center (\$146 M)
- Construct Lab School Academy (\$37 M)
- Construct New Dining Facility/Replace Scott Dozier (\$76.4 M)
- Construct Residential Housing Phase II /Replace Rosa & West Café (\$79M)
- Improve Campus Infrastructure (\$14 M)

# CAMPUS MASTER PLAN



NORFOLK STATE  
UNIVERSITY

# CURRENT CAPITAL PROJECTS

## New Science Building

- Design Architect: Work Program Architects + Smith-Group
- Construction Delivery Method: CMAR - SB Ballard Construction
- Construction Cost: \$112 Million
- Four-level 131,231 square foot
- Completion: Fall 2026



# CURRENT CAPITAL PROJECTS

## New Fine Arts Building

- Design Architect: Hanbury
- Construction Cost: \$97 million
- Construction Delivery Method:
- Construction Manager At Risk
- Completion: Fall 2027

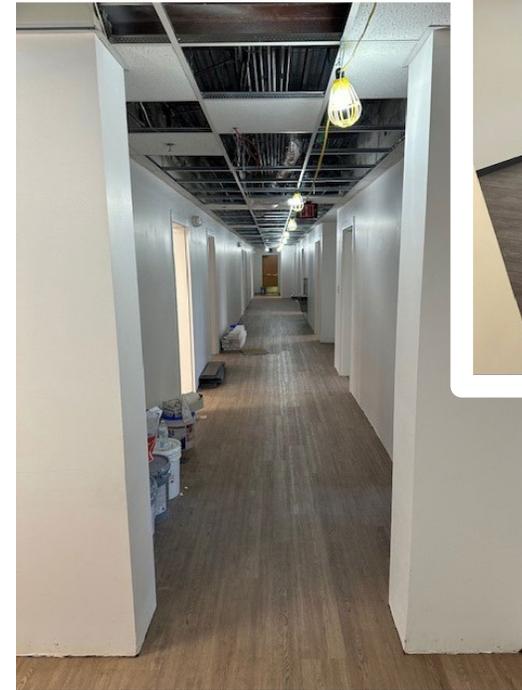
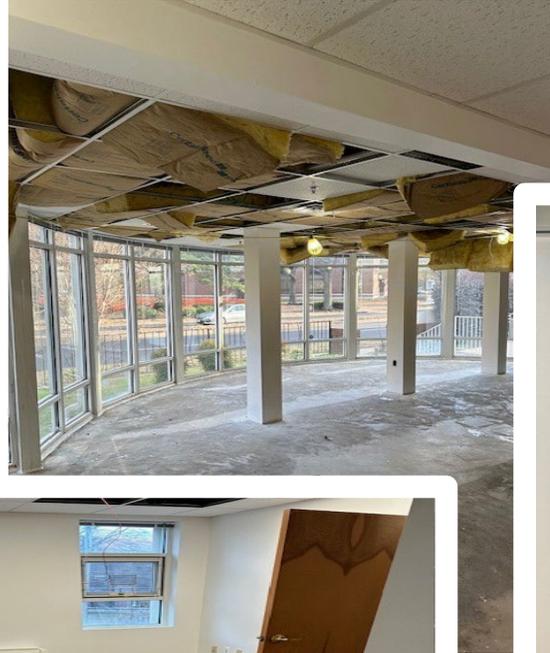
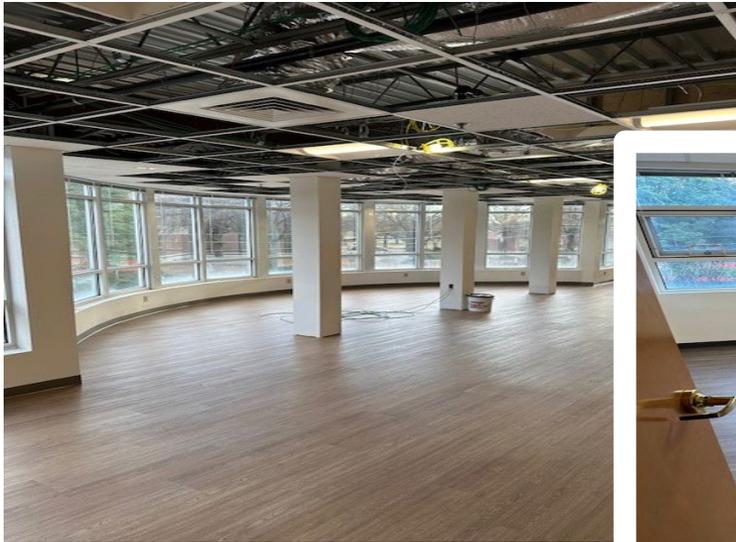




# CURRENT CAPITAL PROJECTS

## Park Place at NSU

- Current Construction Renovation Photos



# CURRENT CAPITAL PROJECTS

## Student Services Building – Spartan Lanes Equipment Upgrades



# PRESIDENT'S SAFETY TASK FORCE

Reviews and promotes security on campus and the local community. The students, faculty, administrators and visitors at NSU benefit from a heightened emphasis on campus safety and security as the task force brings the proper focus to this important issue including:

- Monitoring and responding to safety and security policies.
- Advocating prudent safety policies.
- Promoting implementation of campus safety best practices.

## Priorities

- Maintaining current laws prohibiting guns on campus.
- Confirming continued Cleary Act compliance.
- Encouraging a training and preparation:
  - Behavioral threat assessment training and response
  - Notification planning
  - Emergency response plans
  - Intruder response
  - Continuity of operations
  - Mental Health First Aid Training
  - SBIRT (Screening, Brief, Intervention, Referral, Treatment) Training
- Creating an active threat-assessment task force committee.
- Advocating increased drug, alcohol and mental health counseling.
- Reviewing existing federal and Commonwealth laws and policies pertinent to the purpose of the task force.
- Providing regular workshops to help institutional personnel identify and submit grants that would help fund the campus safety program.



**Thank You!!**



**NORFOLK STATE  
UNIVERSITY**