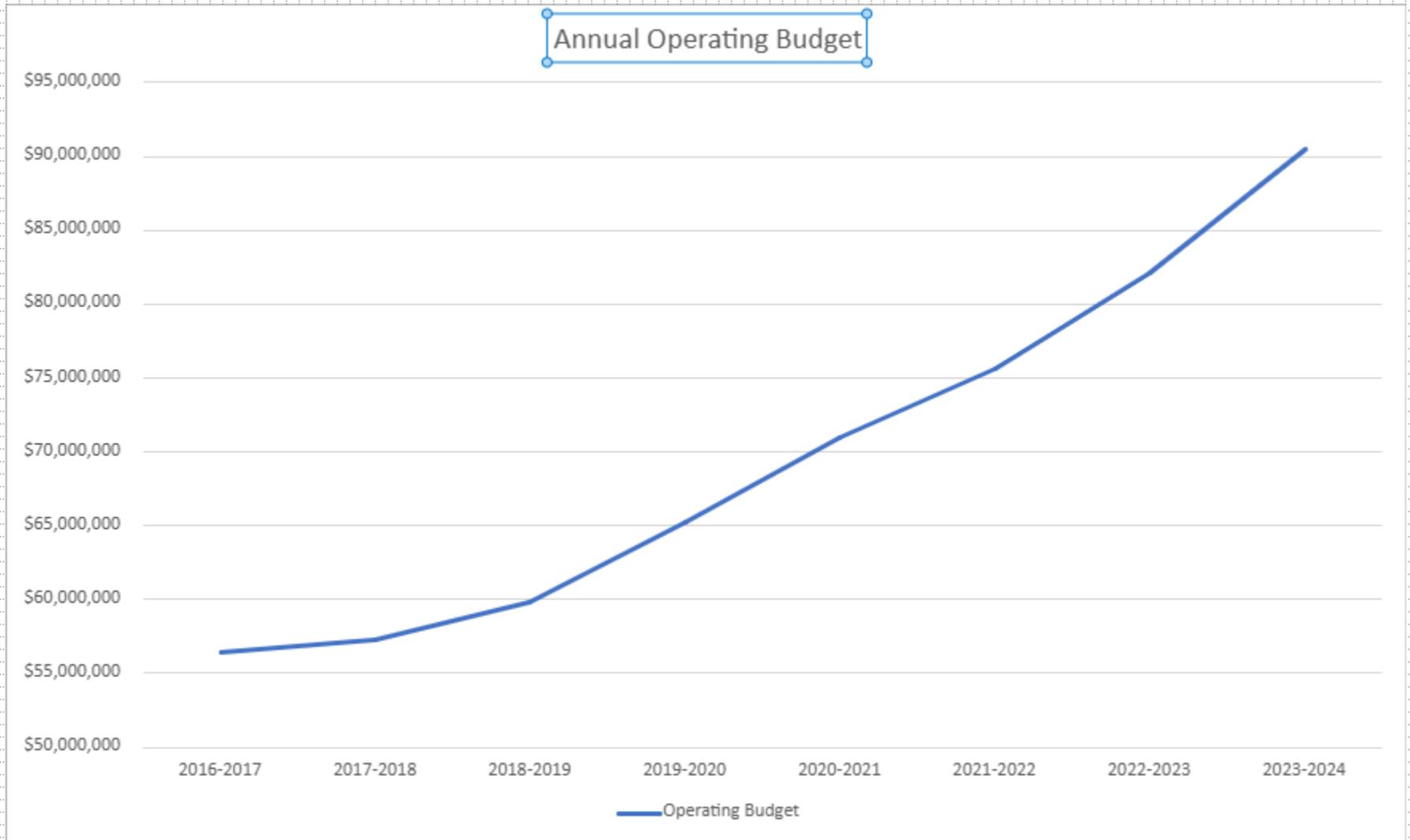


**GREEN RIVER
ALL COLLEGE MEETING**

PART I

Financial Statistics

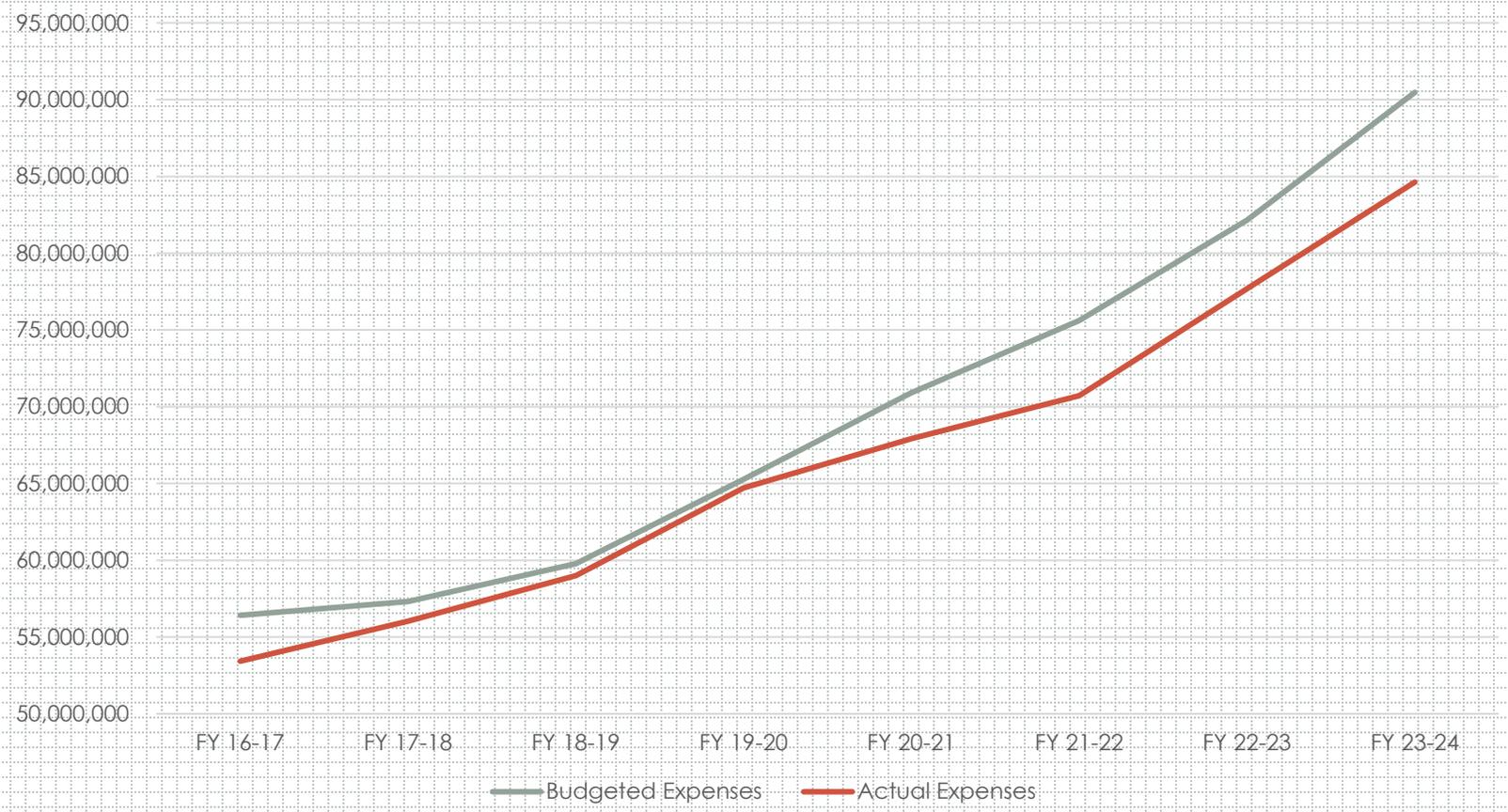
ANNUAL OPERATING BUDGET FY17 TO FY24



	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
Operating Budget	\$56,415,418	\$57,322,133	\$59,778,524	\$65,274,730	\$70,914,119	\$75,601,829	\$82,149,074	\$90,472,907

YEAR-TO-YEAR BUDGETED AND ACTUAL SPENDING FY17 - FY24

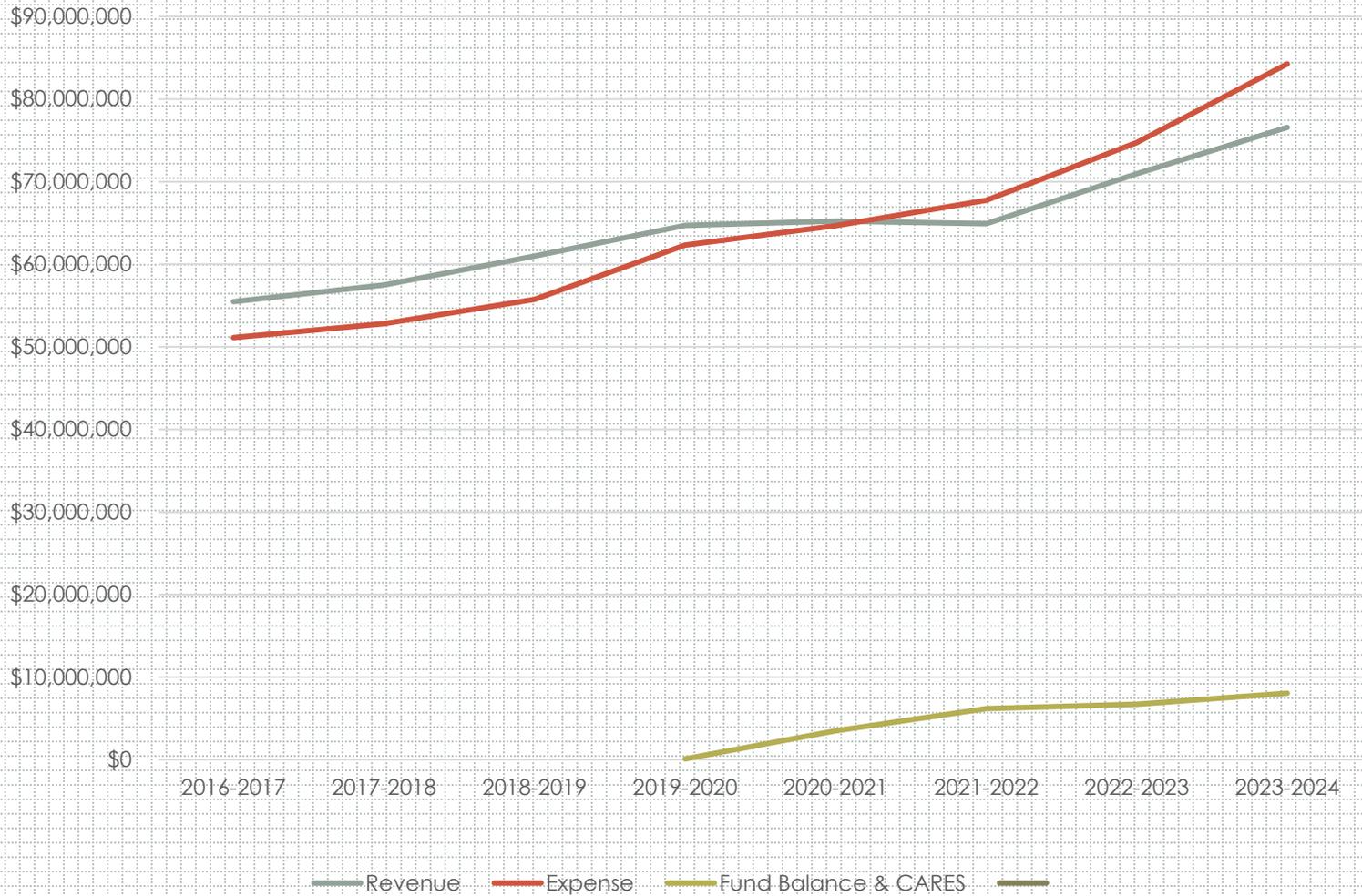
Budgeted vs. Actual Expenses



	FY 16-17	FY 17-18	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23	FY 23-24
Budgeted Expenses	56,415,418	57,322,133	59,778,524	65,274,730	70,914,119	75,601,829	82,149,074	90,472,907
Actual Expenses	53,426,230	56,028,922	59,000,893	64,705,893	67,922,649	70,717,931	77,679,695	84,627,245

REVENUE AND EXPENSES FY17 - FY24

Revenue and Expense FY17 - FY24



2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
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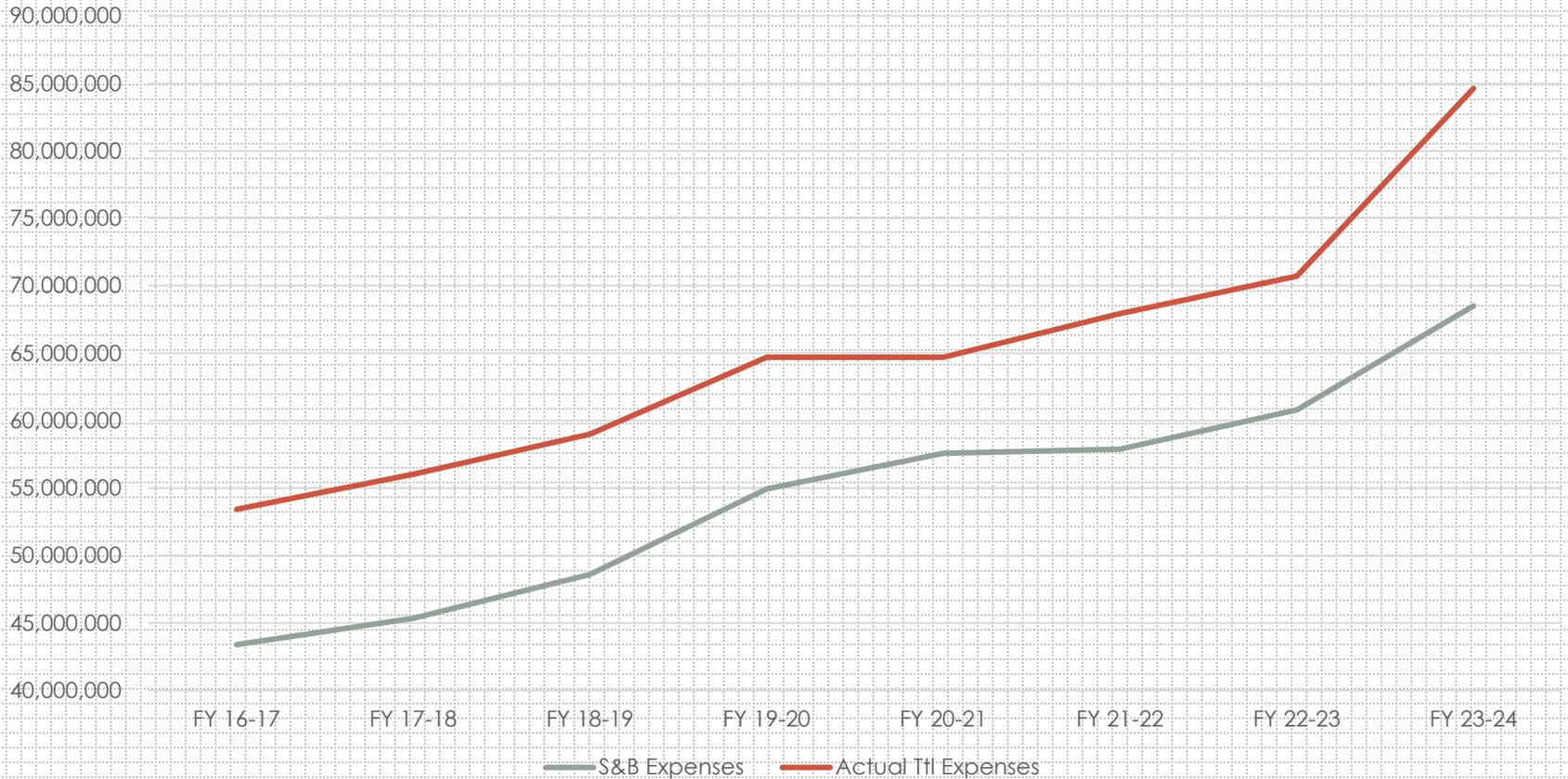
BUDGET VS EXPENSE VS REVENUE CONCLUSIONS

- Budget (planned expenses) has increased 38.6% since FY 2020
- Actual Expenses have increased 31% since FY 2020
 - \$13.6 million increase salary & benefits (more info to come)
 - \$6.7 million increase in non-salary benefits (more to come)
- Actual Revenue has increased 18.5% since FY 2020
 - \$11.9 million increase total revenue
 - Tuition revenue approaching pre-pandemic levels. \$15 million FY 19 vs \$14.3 million FY 24

PART 2
SALARY & BENEFIT CHANGES

SALARY & BENEFIT COMPARED TO OVERALL EXPENSES

Salary and Benefit and Total Expenses



	FY 16-17	FY 17-18	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23	FY 23-24
S&B Expenses	43,394,590	45,341,727	48,612,507	54,946,205	57,578,915	57,883,289	60,783,274	68,506,249
Actual Ttl Expenses	53,426,230	56,028,922	59,000,893	64,705,893	64,705,893	67,922,649	70,717,931	84,627,245

COMPONENTS OF BENEFITS

- Benefits: approximately 35% individuals full time salary
- Benefits include:
 - Health Insurance
 - Retirement
 - Medicare
 - Medical Aid
 - L&I – Labor & Industries
 - Old Age & Survivor Insurance
 - Unemployment

CLOSER LOOK AT SALARY AND BENEFIT INCREASES

- Salary & Benefits historically make up approximately 82% expenses
- Total actual salary expenses have increased \$13.6 million from FY 2020
 - Staff costs have increased \$4.9 million
 - Faculty costs have increased \$4.4 million
 - Stipends & Hourly have increased \$1.8 million
 - Benefit costs have increased \$2.8 million
- Total actual salary & benefit increase of 24.7%

NEW POSITIONS TO SUPPORT STUDENT SUCCESS IN THE PAST SIX YEARS

	2019-2020	2020-2021	2021-2022
	Financial Aid	Financial Aid	Full Time Faculty per Contract
	Veteran Director	Custodian	Full Time Faculty per Contract
	Veteran Program Specialist	Custodian	BO- Business Analyst
	Disability Services Office Assistant	Maintenance Mechanic	SA- Business Analyst
	IE Data Analyst	Grounds & Nursery	Nursing Technician
	College Relations Digital Media Designer		Payroll Analyst
	College Relations Video Assistant		IT- Tech Leader
	Branch Campus Program Assist		IT- Project Manager
	Library - Media Services		Instruction Sr Director Budgets
	Grants & Contracts Analyst		Progress & Completion Coordinator
Total Added Positions	10	5	10

NEW POSITIONS TO SUPPORT STUDENT SUCCESS IN THE PAST SIX YEARS

		2022-2023
	Full Time Faculty per Contract	VP ODEI
	Full Time Faculty per Contract	ODEI Assistant
	FTF Conversion from Adjunct	IT- Student Support
	FTF Conversion from Adjunct	SA- Assistant Director Health & Wellness
	FTF Conversion from Adjunct	SA- Program Specialist Enrollment & Completion
	FTF Conversion from Adjunct	SA- Financial Aid Program Coordinator
	FTF Conversion from Adjunct	IE- Program Coordinator (Guided Pathways)
	FTF Conversion from Adjunct	Nursing- BAS Program Manager
	FTF Conversion from Adjunct	SA- Career & Advising (Guided Pathways)
	FTF Conversion from Adjunct	SA- Career & Advising (Guided Pathways)
	FTF Conversion from Adjunct	
Total Added Positions		21

NEW POSITIONS TO SUPPORT STUDENT SUCCESS IN THE PAST SIX YEARS

	2023-2024	2024-2025
	Full Time Faculty per Contract	Full Time Faculty per Contract
	Full Time Faculty per Contract	Full Time Faculty per Contract
	College Relations Increase from 75-100%	Sr VP COS
	HR - Business Analyst	College Relations Reorg - 2
	Instruction - CRC BAS Coordinator (WRT)	Instruction - Simulation Lab Tech (Cyber Security)
	Switchboard Coordinator	Instruction - Nursing Program Coordinator (HEET)
		Instruction Increase 80-100% - 2
		SA - Originally Grant Funded
		SA - Assistant Director Veterans
		SA- Program Coordinator Enrollment & Completion
Total Added Positions	6	10

SALARY & BENEFIT CONCLUSIONS

- 45 new staff positions added or increased since FY 2020
- 17 Full Time Faculty positions added since FY 2020
 - 8 due to contract obligations
 - 9 conversion from adjunct positions
- Budgeted salary & benefits have increased approximately \$19.9 million since FY 2020
- Factors contributing to increase:
 - 62 new positions
 - COLA
 - Exempt Salary Survey

PART 3
CHANGES SINCE COVID SUPPORT
ENDED

FY 23-24 Changes

		FY22-23 Budget	Fy23-24 Budget	Budget to Budget	% Change
	State Allocation	39,208,389	45,667,078	6,458,689	16.47%
	Tuition	14,755,437	14,724,600	(30,837)	-0.21%
	College Contrib & Transfers	15,642,581	15,845,678	203,097	1.30%
	Covid Related Funding	2,500,000	-	(2,500,000)	-100.00%
	Fund Balance	10,042,667	14,235,551	4,192,884	41.75%
	Revenue SBTTL	82,149,074	90,472,907	8,323,833	10.13%
EXPENSES	Exempt	11,185,497	12,085,094	899,597	8.04%
	Classified	10,108,917	11,473,312	1,364,395	13.50%
	Full Time Faculty & 1yr Temp	14,967,040	16,997,643	2,030,603	13.57%
	Adjunct Faculty	9,014,793	10,586,378	1,571,585	17.43%
	Hourly/Stipend	3,565,577	4,050,055	484,478	13.59%
	Other Salaries	66,617	66,438	(179)	-0.27%
	Benefits	16,581,468	18,929,793	2,348,325	14.16%
	S&B SUBTTL	65,489,909	74,188,713	8,698,804	13.28%
	Personal Services	208,156	137,071	(71,085)	-34.15%
	Goods & Services	9,397,894	10,723,943	1,326,049	14.11%
Travel	217,290	210,430	(6,860)	-3.16%	
Equipment	3,070,977	1,471,923	(1,599,054)	-52.07%	
Client Services	2,026,661	2,003,879	(22,782)	-1.12%	
Debt Service	1,738,187	1,736,948	(1,239)	-0.07%	
		82,149,074	90,472,907	8,323,833	10.13%

FY 24-25 Changes

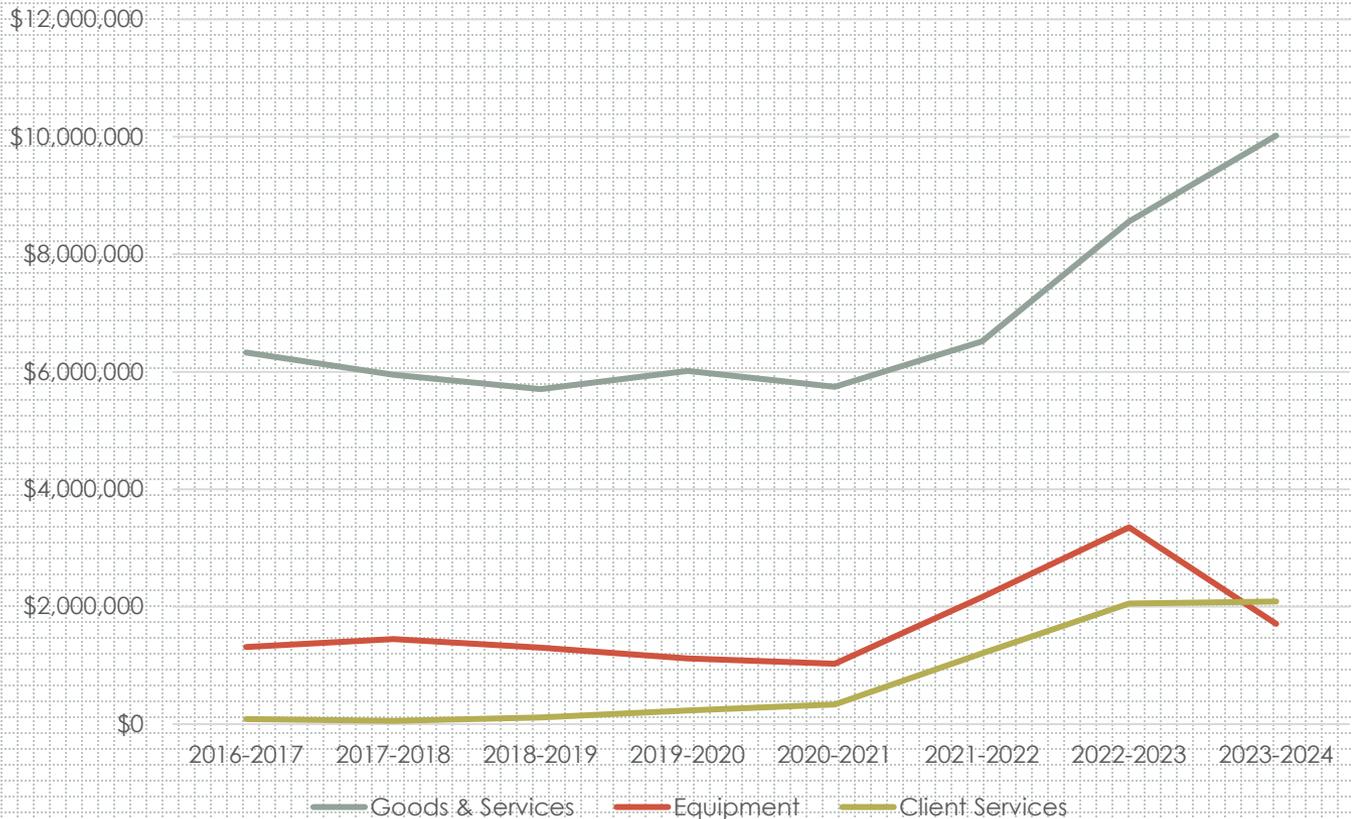
		FY 23-24 Budget	FY 24-25 Budget	Budget Change	% Change	
	State Allocation	45,667,078	48,913,179	3,246,101	7.11%	
	Tuition	14,724,600	15,560,137	835,537	5.67%	
	College Contrib & Transfers	15,845,678	15,271,572	(574,106)	-3.62%	
	Covid Related Funding	-		-		
	Fund Balance	14,235,551	14,221,755	(13,796)	-0.10%	
	Rev Subttl	90,472,907	93,966,644	3,493,737	3.86%	
Expenses	Exempt	12,085,094	13,170,904	1,085,810	8.98%	
	Classified	11,473,312	11,789,002	315,690	2.75%	
	Full Time Faculty & 1yr					
	Temp	16,997,643	18,149,188	1,151,545	6.77%	
	Adjunct Faculty	10,586,378	10,764,628	178,250	1.68%	
	Hourly/Stipend	4,050,055	4,378,722	328,667	8.12%	
	Other Salaries	66,438	66,438	-	0.00%	
	Benefits	18,929,793	19,353,085	423,292	2.24%	
		S&B Subttl	74,188,713	77,671,967	3,483,254	4.70%
		Personal Services	137,071	170,233	33,162	24.19%
	Goods & Services	10,723,943	10,973,403	249,460	2.33%	
	Travel	210,430	316,472	106,042	50.39%	
	Equipment	1,471,923	1,285,737	(186,186)	-12.65%	
	Client Services	2,003,879	1,810,181	(193,698)	-9.67%	
	Debt Service	1,736,948	1,738,651	1,703	0.10%	
		90,472,907	93,966,644	3,493,737	3.86%	

FY 23-25 Cumulative Change

	FY22-23 Budget	Fy23-24 Budget	FY 24-25 Budget	Budget to Budget	% Change
State Allocation	39,208,389	45,667,078	48,913,179	9,704,790	24.75%
Tuition	14,755,437	14,724,600	15,560,137	804,700	5.45%
College Contrib & Transfers	15,642,581	15,845,678	15,271,572	(371,009)	-2.37%
Covid Related Funding	2,500,000	-		(2,500,000)	-100.00%
Fund Balance	10,042,667	14,235,551	14,221,755	4,179,088	41.61%
Revenue SBTTL	82,149,074	90,472,907	93,966,644	11,817,570	14.39%
Exempt	11,185,497	12,085,094	13,170,904	1,985,407	17.75%
Classified	10,108,917	11,473,312	11,789,002	1,680,085	16.62%
Full Time Faculty & 1yr Temp					
Adjunct Faculty	14,967,040	16,997,643	18,149,188	3,182,148	21.26%
Hourly/Stipend	9,014,793	10,586,378	10,764,628	1,749,835	19.41%
Other Salaries	3,565,577	4,050,055	4,378,722	813,145	22.81%
Benefits	66,617	66,438	66,438	(179)	-0.27%
S&B SUBTTL	65,489,909	74,188,713	77,671,967	12,182,058	18.60%
Personal Services	16,581,468	18,929,793	19,353,085	2,771,617	16.72%
Goods & Services	208,156	137,071	170,233	(37,923)	-18.22%
Travel	9,397,894	10,723,943	10,973,403	1,575,509	16.76%
Equipment	217,290	210,430	316,472	99,182	45.64%
Client Services	3,070,977	1,471,923	1,285,737	(1,785,240)	-58.13%
Debt Service	2,026,661	2,003,879	1,810,181	(216,480)	-10.68%
	1,738,187	1,736,948	1,738,651	464	0.03%
	82,149,074	90,472,907	93,966,644	11,817,570	14.39%

MAJOR NON-SALARY EXPENSES

Major Non-Salary Expenses



	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
Goods & Services	\$6,325,781	\$5,947,104	\$5,704,716	\$6,013,636	5,742,562	\$6,516,614	\$8,558,397	\$10,021,029
Equipment	\$1,310,612	\$1,449,969	\$1,302,349	\$1,117,838	1,028,055	\$2,159,606	\$3,349,981	\$1,704,973
Client Services	\$88,112	\$54,943	\$115,415	\$232,378	337,223	\$1,205,076	\$2,054,673	\$2,087,497

GOODS AND SERVICES

- Repairs, Alterations, and Maintenance
- Printing and Reproduction
- Employee Professional Development and Training
- Rentals and Leases - Furnishings and Equipment
- Subscriptions
- Facilities and Services
- Data Processing Services
- Communications/Telecommunications
 - • Internet Service
 - • Phone Service
 - • Postage and Parcel

KNOWN INCREASED COSTS/ADDITIONS FY20-FY24

2019-2020		2020-2021	
Instructional Equipment & Furniture	350,000	Faculty Contract	500,000
Microsoft License	80,000	Campus Safety Contract Increase	94,000
IE Software	70,000	Disability Services Accommodations	200,000
Facilities Branch Campus & SU Maintenance	105,000	Additional IE	25,000
Additional HR Costs	25,000	Additional Instructional Costs	104,764
Additional Instructional Costs	15,712	Additional Student Affairs	7,500
	645,712		931,264

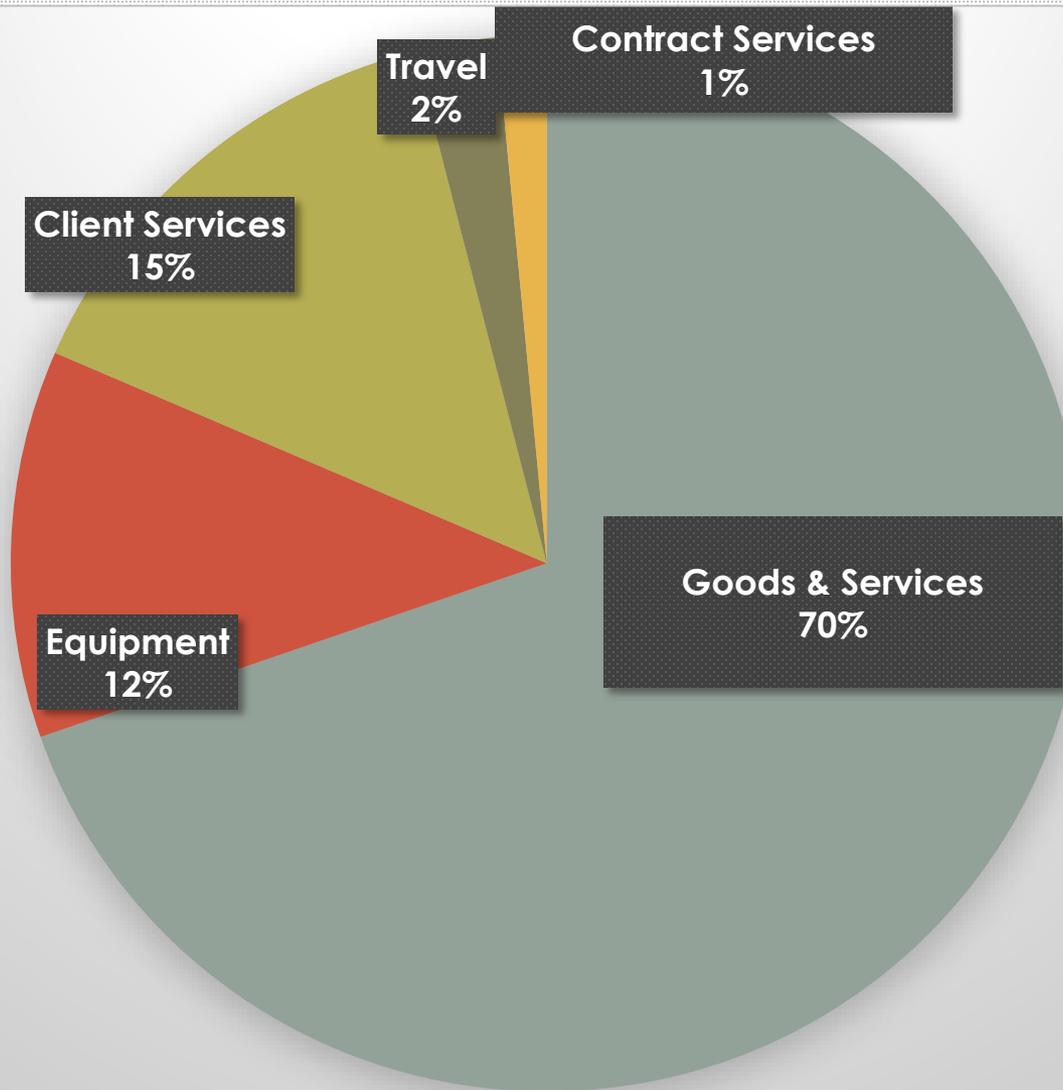
KNOWN INCREASED COSTS/ADDITIONS FY20-FY24

2021-2022		2022-2023	
Faculty Contract	500,000	Faculty Contract	500,000
Exempt Salary Survey	1,016,328	ODEI Budget	30,000
Additional CRO	14,000	Campus Safety Wage Increase	396,000
Additional IT Costs	30,000	SA Translation Services Hourly?	75,000
Additional Instructional Costs	96,809	Additional IT Costs	23,000
Additional Student Affairs	87,383	Additional Instructional Costs	59,012
		Welding Exhaust system	90,440
	1,744,520		1,173,452

KNOWN INCREASED COSTS/ ADDITIONS FY20-FY24

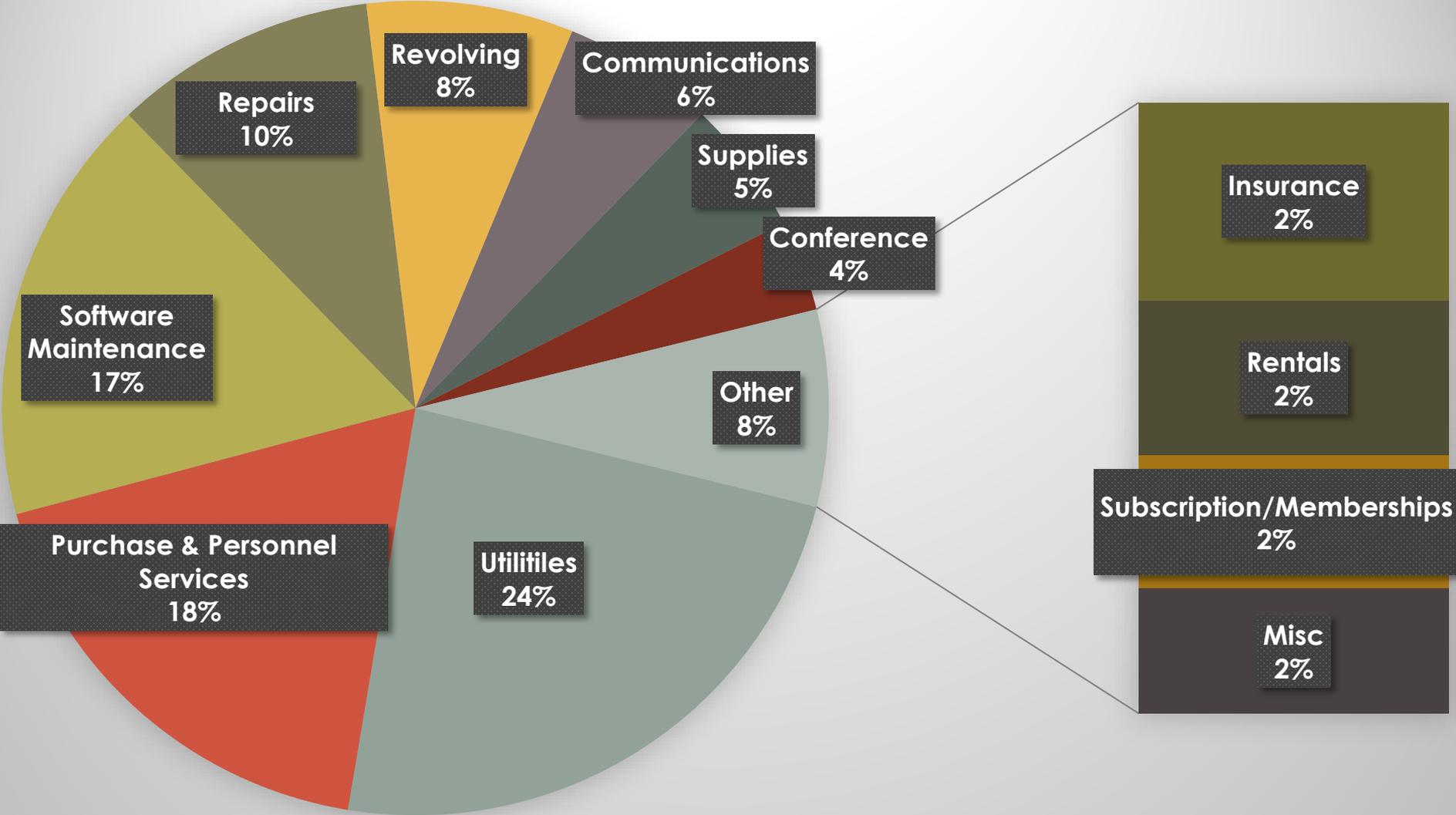
2023-2024		2024-2025	
CL&I Program Costs	50,000	Sr VP COS budget	100,000
Instructional Software	68,500	Campus Safety PCS Contract	300,000
InTec Technology	191,000	HR Increased Contract Costs	51,809
Additional IE	31,800	Additional Instructional Costs	33,199
Additional Instructional Costs	36,473		
Additional BO-Facilities	58,500		
Additional BO-Facilities	65,000		
	501,273		485,008

COMPONENTS OF NON-SALARY EXPENSES FY 24 - \$13,489,408



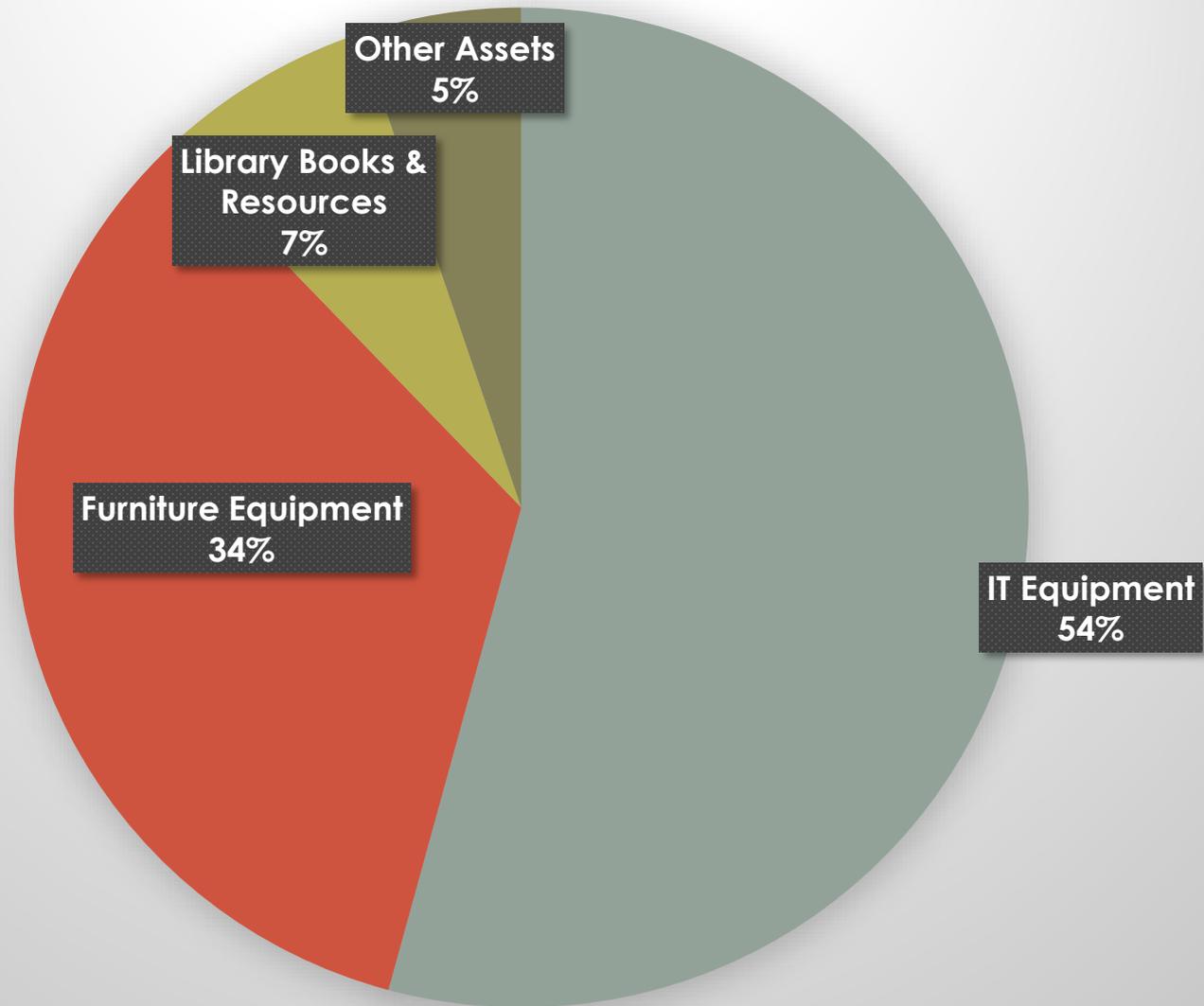
COMPONENTS OF GOODS & SERVICES

FY 24 - \$10,021,029



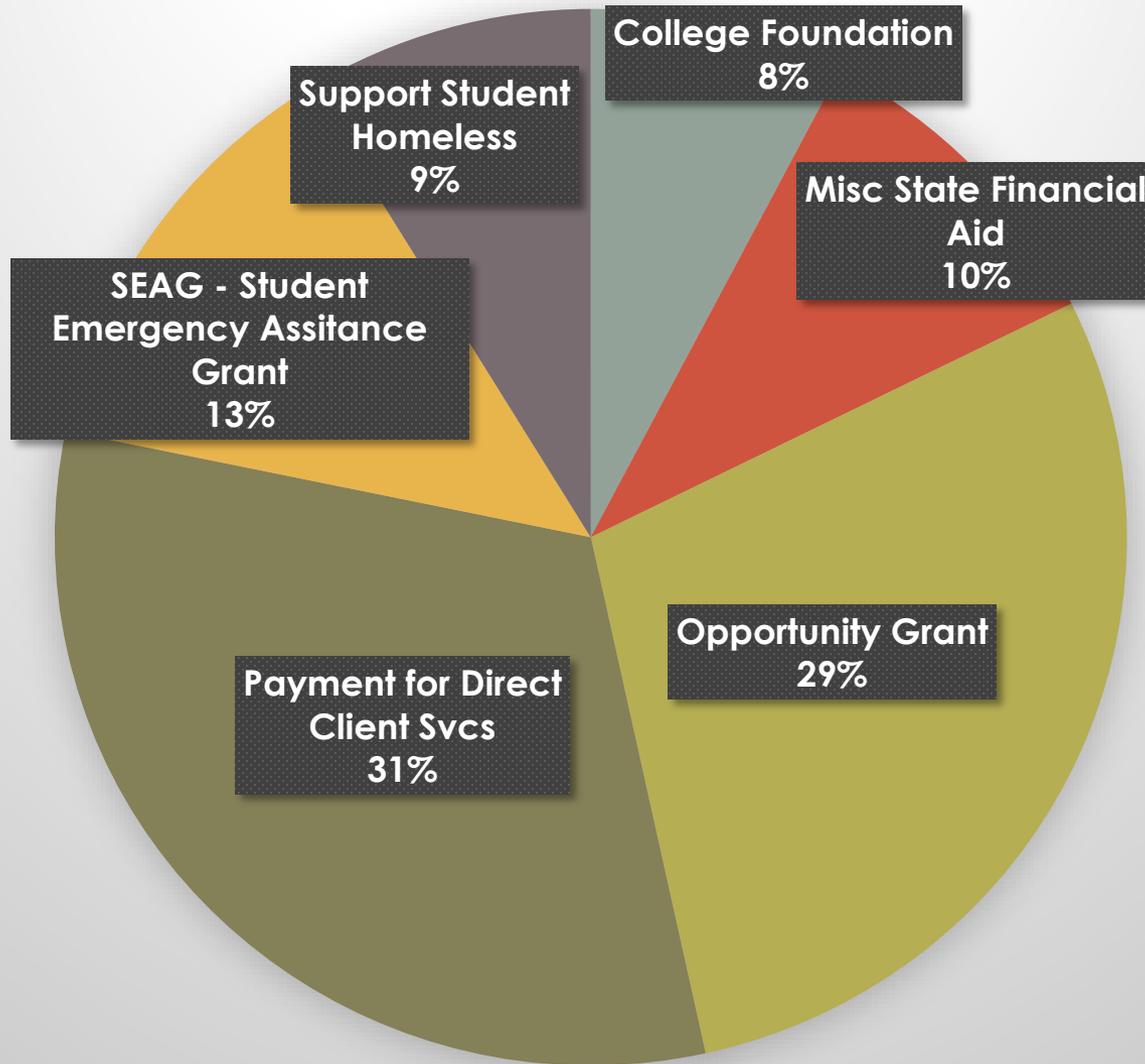
COMPONENTS OF EQUIPMENT

FY 24 - \$ 1,704,973



COMPONENTS OF CLIENT SERVICES

FY 24 - \$2,087,497



NON-SALARY TAKEAWAY GOODS & SERVICES FY24

- Goods & Service is 70% non-salary expense, \$10 million
 - Utilities \$2.4 million
 - Electricity
 - Water/Sewer
 - Natural Gas
 - Purchase & Personnel Services \$1.8 million
 - Portion of safety contract: \$1.1 million
 - American Association of Collegiate Registrars
 - Clean Harbors building waste disposal
 - Installation support KGRG
 - Software Maintenance \$1.7 million
 - Annotate Pro
 - Anthology Inc – Course Evaluation
 - Adobe All Aps Pro
 - Dell Marketing
 - EAB Navigate
- \$4 million increase goods & services from FY 2020

NON-SALARY TAKEAWAY EQUIPMENT FY24

- Equipment makes up 12% non-salary expense, \$1.7 million
 - IT Equipment \$920K
 - JR Microsystem
 - Jones & Associate
 - Dell Computers
 - Furniture Equipment \$570K (\$60K not instruction related)
 - Furniture: Salish, ZC, PA, RLC, SH, TC
 - PBS Supply Table – Cybersecurity
 - Klien Educational – Commercial Refrigeration
 - Gas Kiln
 - Flow Spray Booth
 - Golf Cart
- \$600K increase equipment from FY 2020

NON-SALARY TAKEAWAY CLIENT SERVICES FY24

- Client Services primarily consists of financial aid paid to students by operating budget
- Client Services makes up 15% non-salary expense, \$2.8 million
 - Opportunity Grant
 - Worker Retraining
 - Cybersecurity
 - SEAG
 - Disability services
- \$1.86 million increase from FY 2020
 - Primary increase due to allocation increases

WHERE DO WE GO FROM HERE

FY 25 BUDGET BALANCE STRATEGIES

- Relying \$14,221,755 fund balance to balance budget for FY 25.
- Current unrestricted fund balance: \$7,610,960
 - Running Start
 - Open Doors
 - Banking & Investment Revenue
 - Grant & Allocation Overhead
- Fund balance shortage: \$6,610,795

FY 25 BUDGET BALANCE STRATEGIES

- Fund balance shortage: \$6,610,795
- Recommended savings for \$6.6 million shortage:
 - Suspend college reserve contribution: \$860,012
 - Suspend building & asset reserve contribution: \$2,311,198
 - Cost savings due to hiring freeze: \$3,311,893
 - Other cost savings, reducing travel, goods & services, and equipment: \$127,694

FY 25 BUDGET BALANCE STRATEGIES

	FY 2025
Total Expenses	93,966,644
Revenue	
Allocation	48,913,179
Tuition	15,560,137
IP Support	2,010,000
Running Start Support	12,323,730
Open Doors	464,809
Other	473,033
Available Fund Balance	7,610,959
Suspend Reserve	860,012
Suspend Building & Asset	2,311,198
Estimated Hiring Freeze	3,311,893
Estimated Reduce Spending	127,694
Total Revenue	93,966,644

3 YEARS - 5% EXPENSE REDUCTION

	FY 26 - 1	FY 27 - 2	FY 28 - 3	FY 29 - 4	FY 30 - 5
Expense w/ 5% Reduction	89,268,311	84,804,896	80,564,651	80,564,651	80,564,651
Anticipated Revenue	80,623,064	81,531,252	82,470,550	83,442,097	84,447,078
Budget Shortfall	(8,645,247)	(3,273,644)	1,905,899	2,877,446	3,882,427

QUESTIONS?