



INTRODUCTION

COVID-19



State of New Jersey

- Froze almost \$1 billion in appropriations
 - Cut half the operational support for the months of March – June from Higher Education (Ramapo - \$2.4 million)
 - OSHE withheld the last out-comes-based measure payment (Ramapo - \$0.2 million)
 - Cut many supplemental FY20 allocations (Ramapo - \$1 million)
- Extended fiscal year to September 30th
- FY21 Cut support for July – September for operations (\$2.0 million for Ramapo)
- Projected shortfalls of revenue estimated at nearly \$10 billion over the remaining FY20 and through the end of FY21

Ramapo's FY20 COVID Impacts

- Credits and refunds given students for room, board, and parking fees (\$5.2 million)
- Loss of State support (\$2.6 million)
- Additional expenses incurred for COVID (\$0.4 million)
- Pulled back SPIF, capital and deferred maintenance. Halted all non-mission critical expenses, and expenses not needed while remote (including commencement) (over \$4 million)
- Froze open positions, reviewed open searches to suspend and Cabinet furloughs began in May (\$1.2 million)
- CARES Act Funding for the institution came in to assist with losses (\$2.3 million)

Ramapo's FY21 Projected COVID Impacts

- Increased costs for addressing COVID (e.g. PPE purchases, modifications of campus for safety and conversion to remote)
- Stage 2 Plan - Looking at a hybrid model of in-person classes and online
- Loss of State operational support
- Employee furloughs
- FY21 GEER money awarded (\$1.6 million)
- HEER funds may also be awarded (awaiting application)

HIGHER EDUCATION ENVIRONMENT

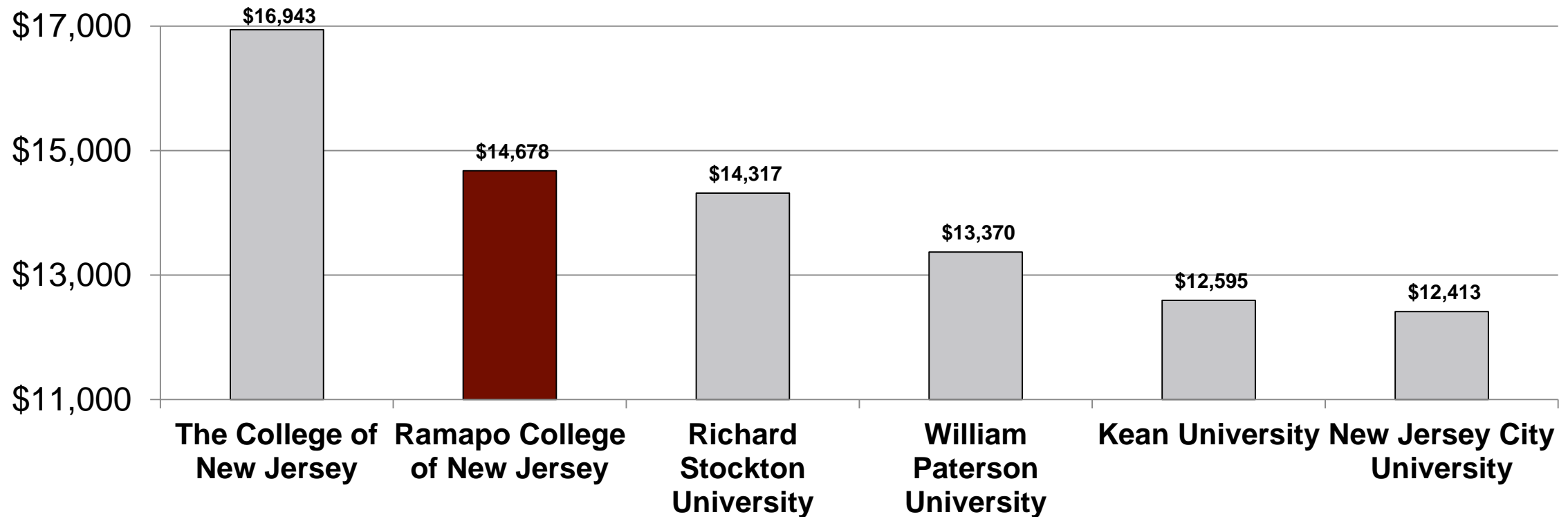
NJ no longer number one in net migration. This data presents the number of first-time degree/certificate-seeking undergraduate students at Title IV institutions who migrate into and out of the state or jurisdiction: Fall 2018

State	Out of State	Into State	Net
New Jersey	34,928	6,455	-28,473

Net Migration of Students

NJ Operational State Appropriations to State Colleges & Universities FY89-FY19

FY20 Tuition & Fee Comparison of New Jersey Public Institutions





BUDGET FY21

Principles of Budget Development

Using resources focused on the Mission of the College – commitment to academic excellence

The planned use of resources will not exceed estimated resources available

The College is committed to maintaining resources in order to sustain overall financial health

Focus is a **Balanced Budget**

Current Baseline Budget FY21

Current Key Assumptions:

Base State operational support lower by 12%

Tuition and fee increase of blended 1.9% approved by Board of Trustees

Full-time fringe rate at 50%

Targeted cuts in non-salary expenditures, elimination of select vacant lines, reduction in SPIF, utilities and capital funding, including managerial increases

Projecting a 7.2% decrease in undergraduate enrollment over FY20 levels

Two new graduate programs offered, DNP and MSDS

Graduate enrollment projected to decrease 4.9% over FY20 levels

Housing occupancies at 38% in fall and 38% in spring, 55% reduction over FY20

Current Baseline Budget FY21

Additional Key Assumptions:

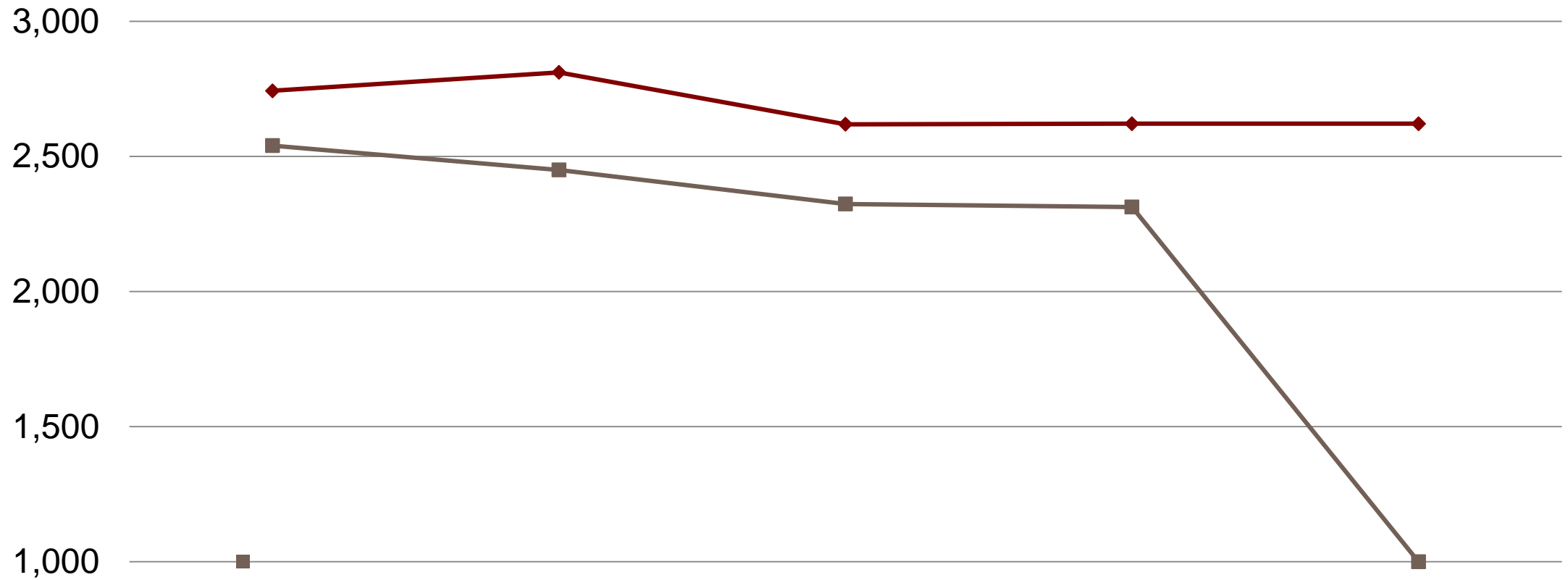
All unions have postponed the FY21 Cost of Living Adjustment

Union step increments remain in all years

AFT, CWA & Managers will take approximately 12 days furlough

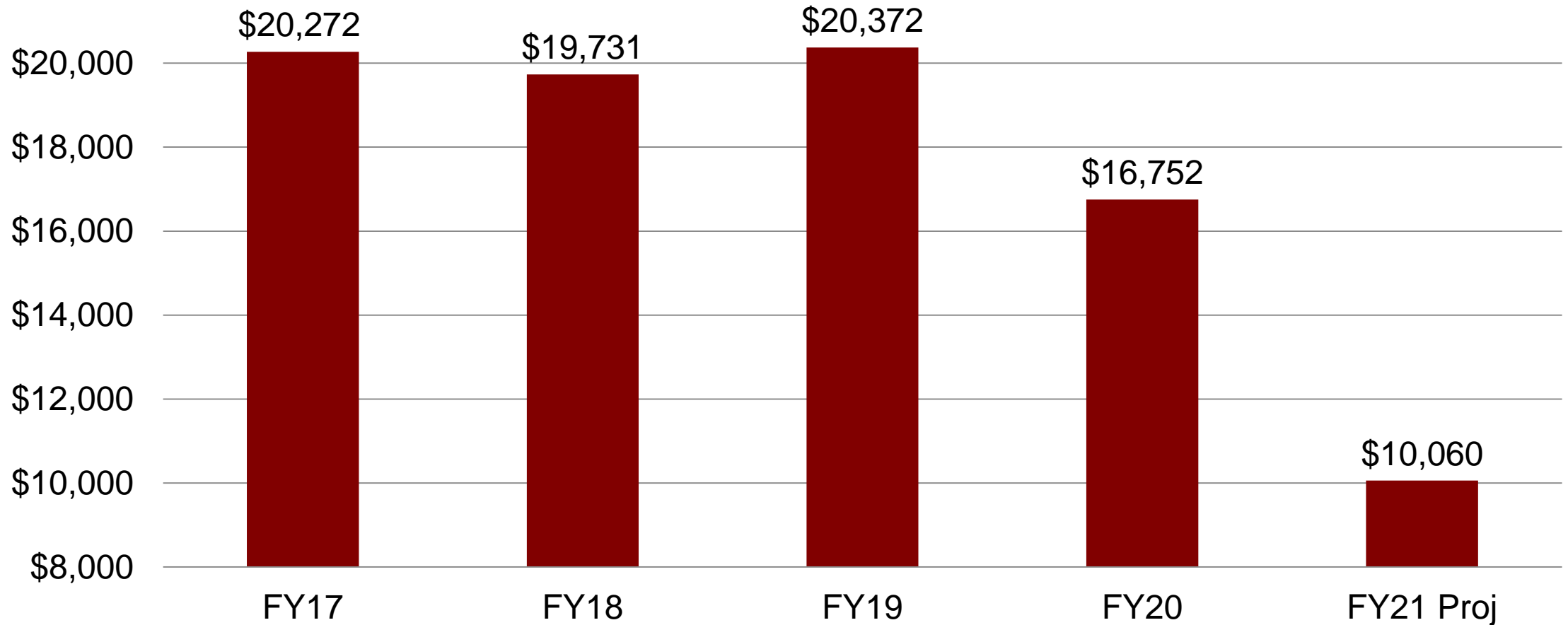
Budgeted Housing Capacity vs Occupancy

FY17 – FY21 (Proj)

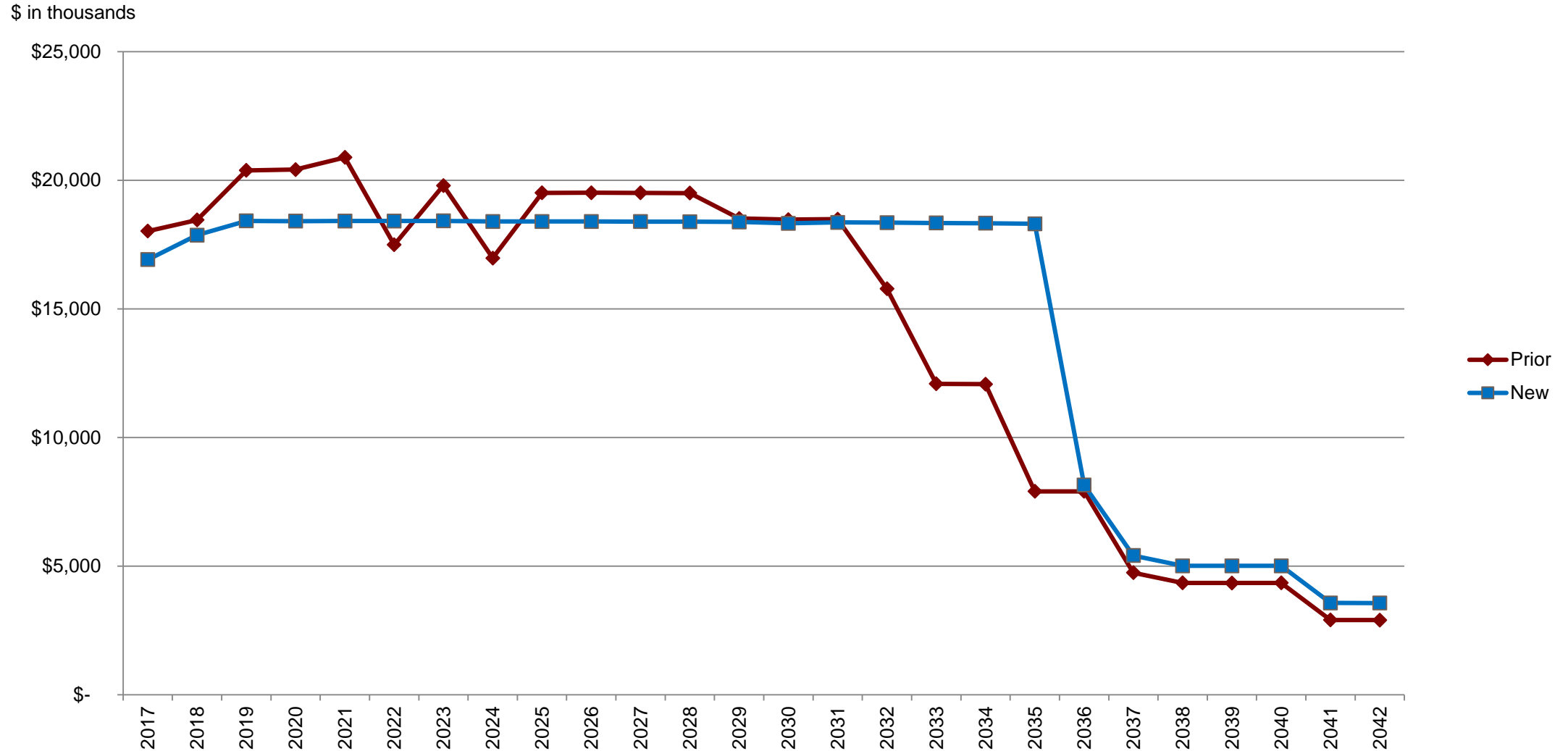


Housing Revenue (in thousands)

FY17 – FY21 (Proj)



Changes in annual Debt Service resulting from Debt Refinance and Issuance FY17





Ramapo College - Scenarios

Fiscal Year 2021 Projections \$ in thousands

(No Fall residential students)

	Stage 2 Budget in System		Budget with Additional Measures		Base Case With Stage 1 Fall		Stage 1 Fall with Additional Measures		
Income									
Net Tuition & Fees	\$	80,566	\$	80,566	\$	77,876	\$	77,876	
Auxiliary Enterprise Revenue		13,820		13,820		6,910		6,910	
Government Appropriations		44,178		44,178		44,178		44,178	
Interest & Other		1,821		1,821		1,821		1,821	
Release of Reserves & Additional Funding		-		6,003		6,003		9,003	
Total Income		140,385		146,388		136,788		139,788	
Expenses									
Salaries & Wages		106,576	68%	102,901	66%	100,856	64%	100,418	64%
Non-Salary Expenditures		31,575	20%	29,996	19%	27,328	17%	25,961	17%
Debt Service		18,434	12%	18,434	12%	18,434	12%	18,434	12%
Total Expenses	\$	156,585		151,331		146,618		144,813	
Statement of Net Position	\$	(16,200)		(4,943)		(9,830)		(5,025)	
Statement of Net Position %		(11.5%)		(3.4%)		(7.2%)		(3.6%)	

Assumptions in the Scenarios

Assumptions:

**Stage 2 Budget in
System**

**Budget with Additional
Measures**

**Base Case With Stage
1 Fall**

**Stage 1 Fall with
Additional Measures**

UNCERTAINTIES FACING RAMAPO

Other uncertain items that could
impact FY21 results

QUESTIONS

