

R30B29
Salisbury University
University System of Maryland

Operating Budget Data

(\$ in Thousands)

	<u>FY 06</u> <u>Actual</u>	<u>FY 07</u> <u>Working</u>	<u>FY 08</u> <u>Allowance</u>	<u>FY 07-08</u> <u>Change</u>	<u>% Change</u> <u>Prior Year</u>
General Funds	\$27,571	\$32,928	\$34,845	\$1,917	5.8%
Other Unrestricted Funds	64,984	83,610	77,897	-5,712	-6.8%
Total Unrestricted Funds	92,554	116,538	112,743	-3,795	-3.3%
Restricted Funds	<u>5,809</u>	<u>6,075</u>	<u>6,075</u>	<u>0</u>	
Total Funds	\$98,363	\$122,613	\$118,818	-\$3,795	-3.1%

- General funds increase \$1.9 million, or 5.8% over fiscal 2007.
- Other unrestricted funds decrease by \$5.7 million, or 6.8%, which is primarily due to a transfer from fund balance in fiscal 2007 for a one-time purchase.
- After accounting for one-time health savings, total funds for fiscal 2008 decrease by \$1.7 million, or 1.4%.

Personnel Data

	<u>FY 06</u> <u>Actual</u>	<u>FY 07</u> <u>Working</u>	<u>FY 08</u> <u>Allowance</u>	<u>FY 07-08</u> <u>Change</u>
Regular Positions	807.00	869.00	888.00	19.00
Contractual FTEs	<u>320.30</u>	<u>315.00</u>	<u>315.00</u>	<u>0.00</u>
Total Personnel	1,127.30	1,184.00	1,203.00	19.00

Vacancy Data: Regular Positions

Turnover, Excluding New Positions	27.88	3.14%
Positions Vacant as of 12/31/06	81.00	9.32%

- As of December 31, 2006, Salisbury University (SU) has 81 vacancies. Of these, 65 are State-supported.
- The fiscal 2008 allowance includes 19 additional regular positions which are in the areas of instruction, student services, plant, and auxiliary enterprises.

Note: Numbers may not sum to total due to rounding.

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Analysis in Brief

Major Trends

Increase in the Passage Rate for the Nursing License Exam Anticipated: The percentage of students passing the nursing exam decreased in fiscal 2006 but is expected to increase in fiscal 2007 and 2008.

Issues

Affordability at Salisbury University: In fiscal 2008, SU will keep in-state undergraduate tuition and fees level with fiscal 2007 rates. This discussion will highlight whether institutional aid adequately addresses the financial needs of low- to moderate-income students.

SAT/ACT Optional: Starting with fall 2007, students with a high school grade point average of 3.5 or higher will not be required to submit SAT or ACT scores when applying to SU.

Personnel: The fiscal 2008 allowance includes 19 additional regular positions. SU has increased the number of regular filled positions by 39 since fiscal 2005. The majority of these positions are for instruction and institutional support

Recommended Actions

1. Concur with Governor's allowance.

R30B29
Salisbury University
University System of Maryland

Operating Budget Analysis

Program Description

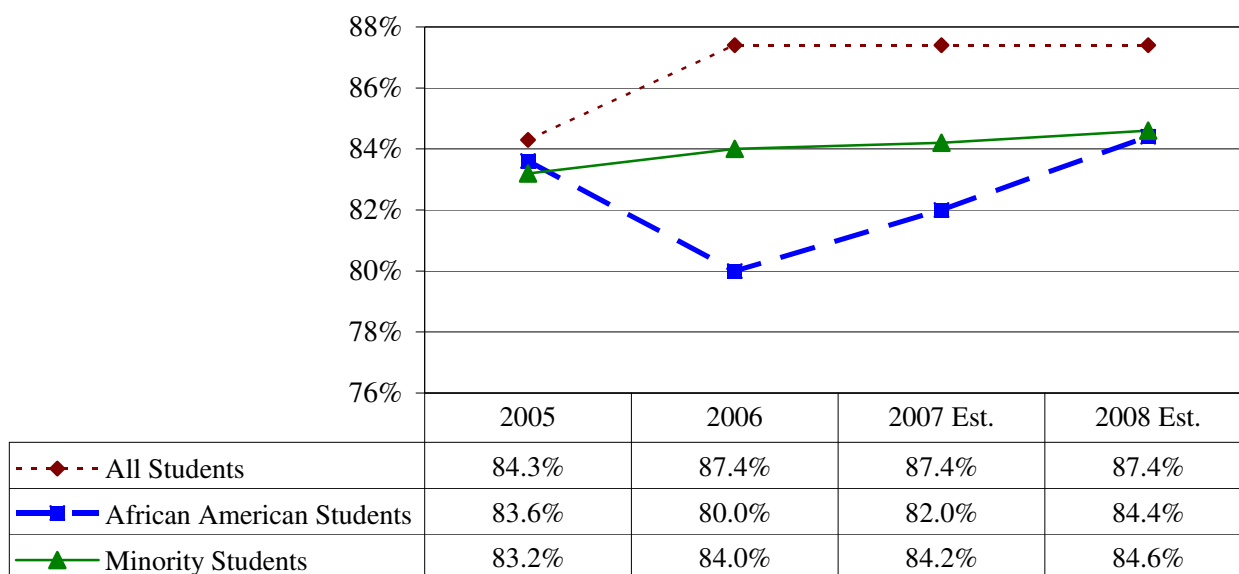
Salisbury University (SU) is a regional comprehensive university emphasizing undergraduate liberal arts, sciences, pre-professional and professional programs, and select, mostly applied, graduate programs. SU prepares its graduates to pursue careers in a global economy and to meet the State's workforce needs. The university promotes and supports applied research, diversity initiatives, targeted outreach programs, K-16 partnerships, cultural events, and civic engagement in all aspects of community life.

SU is a premier regional university that is recognized nationally for excellence by its peers and regionally for its commitment to model programs in civic engagement. The university will continue to enhance the quality of life for its students, the State, and the region. Although SU emphasizes undergraduate education, it also provides specialized master's degree programs and doctoral programs that uniquely serve regional areas of need. SU seeks to empower students for a life of leadership and cultural appreciation through academics and their participation in university activities and organizations.

Performance Analysis: Managing for Results

Improving retention and graduation rates while advancing a student-centered environment is a goal of SU. **Exhibits 1 and 2** show the trends in second-year retention and six-year graduation for students at SU. Exhibit 1 shows second-year retention for all students increased to 87.4% in fiscal 2006 and is expected to remain at that level in fiscal 2007 and 2008. African American students' retention rate decreased in fiscal 2006 and at 80% is significantly below the rate for all students in fiscal 2006. SU expects the rate to slightly increase in fiscal 2007 and 2008. Retention for all minority students, which includes African American students, slightly increased in fiscal 2006, and this trend is expected to continue in fiscal 2007 and 2008.

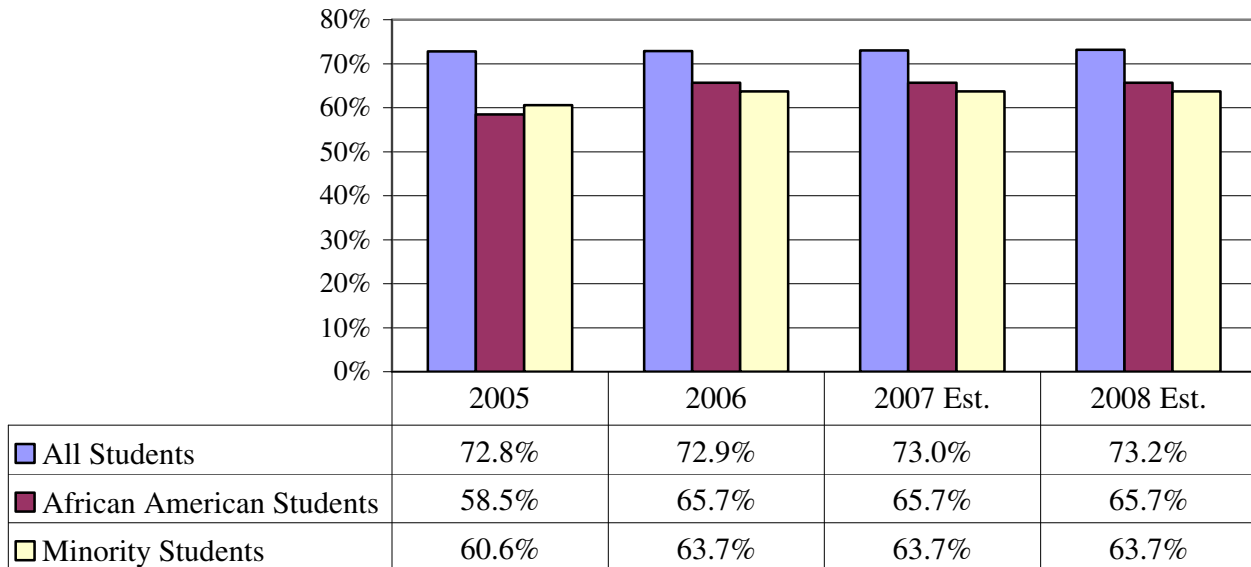
Exhibit 1
Second-year Retention Rate
Fiscal 2005-2008



Source: Governor's Budget Books, Fiscal 2008

As shown in Exhibit 2, the six-year graduation rate for all students increased slightly in fiscal 2006, and this trend is expected to continue through fiscal 2008. African American students' graduation rate increased in fiscal 2006 but is 7 percentage points below the rate for all students. SU expects the rate to remain flat in fiscal 2007 and 2008. The graduation rate for all minority students increased in fiscal 2006 but is expected to remain level in fiscal 2007 and 2008.

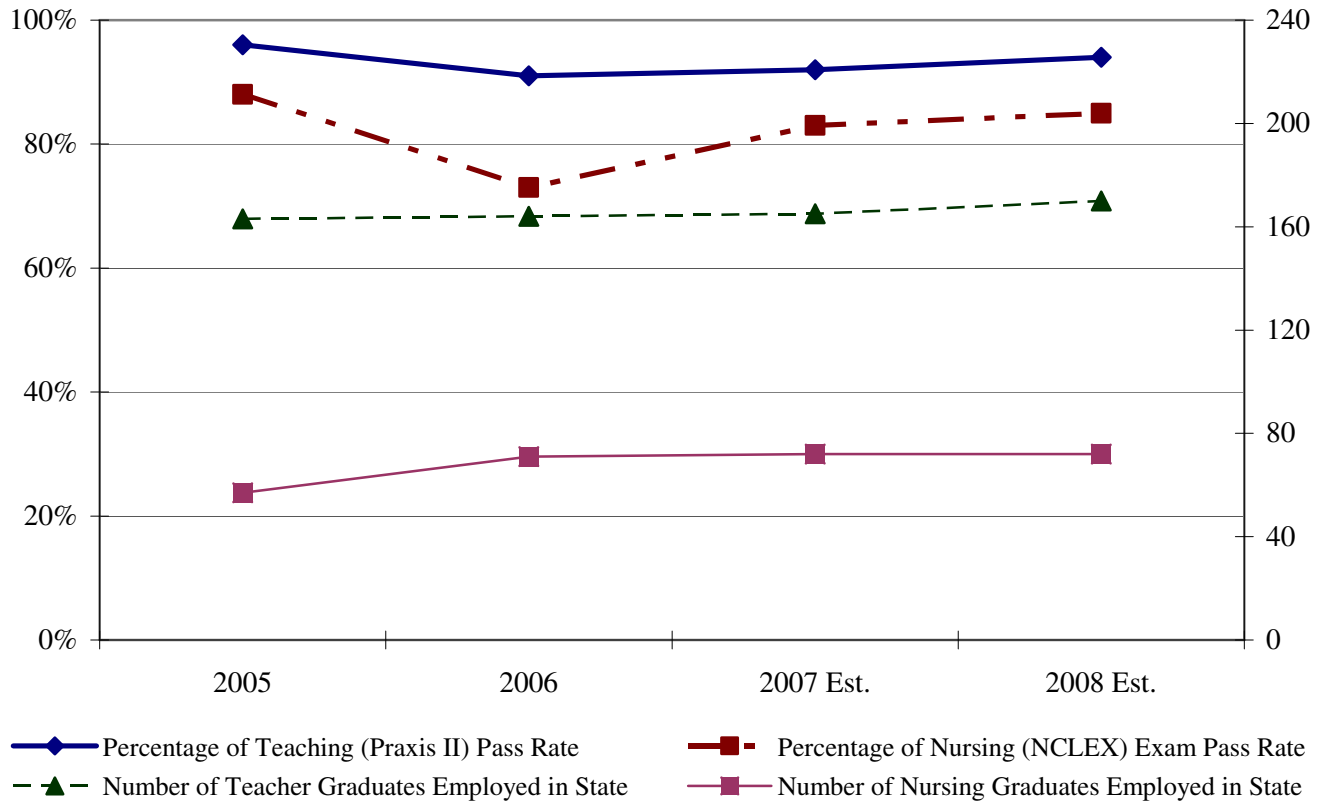
Exhibit 2
Six-year Graduation Rate
Fiscal 2005-2008



Source: Governor's Budget Books, Fiscal 2008

SU is committed to responding to the educational, economic, cultural, and social needs of the Eastern Shore and the State through its offerings of pre-professional and professional programs on both the graduate and undergraduate levels. **Exhibit 3** shows the percentage of students passing the nursing and teacher exams as well as the estimated number of graduates employed as teachers and nurses in Maryland. The percentage of students passing the nursing exam has decreased in fiscal 2006 but is expected to increase in fiscal 2007 and 2008. The number of nurses graduated and employed in the State has increased significantly from fiscal 2005 to 2006 from 57 to 71. This trend is expected to slow down in fiscal 2007 and 2008 with only 1 additional nursing graduate employed in the State. The percentage of students passing Praxis II decreased from fiscal 2005 to 2006 but is expected to slightly increase in fiscal 2007 and 2008. The number of teacher graduates employed in the State slightly increased by 1 graduate in fiscal 2006 to 164, and this trend is expected to continue in fiscal 2007 and 2008. **The President should comment on the decline of students passing the nursing and teacher exams. The President should comment on whether students are adequately prepared to take these tests.**

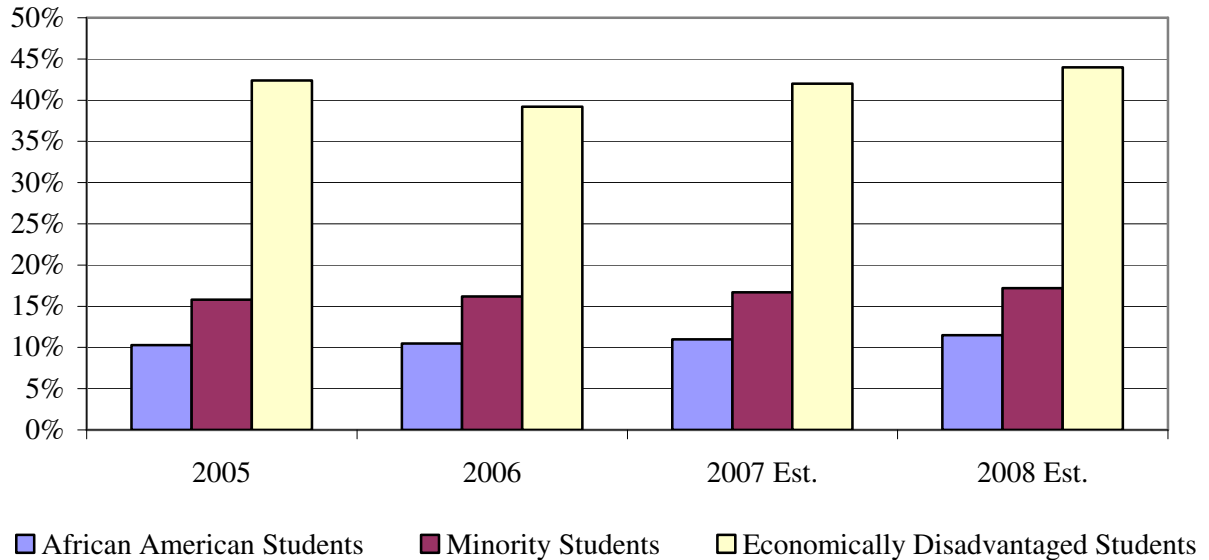
Exhibit 3
Trends in Teaching and Nursing Graduates
Fiscal 2005-2008



Source: Governor's Budget Books, Fiscal 2008

Exhibit 4 shows trends in enrollment of students from diverse backgrounds. The number of African American and minority students enrolled at SU slightly increased in fiscal 2006. This trend is expected to continue in fiscal 2007 and 2008. Enrollment of economically disadvantaged students decreased in fiscal 2006 but is expected to increase in fiscal 2007 and reach 44% in fiscal 2008.

Exhibit 4
Trends in Enrollment for Diversity
Fiscal 2005-2008



Source: Governor's Budget Books, Fiscal 2008

Governor's Proposed Budget

As **Exhibit 5** shows, the general fund allowance for fiscal 2008 is \$34.8 million. This reflects an increase of approximately \$1.9 million over fiscal 2007. Other unrestricted funds decrease by 6.8% which is attributed to the transfer of funds from fund balance in fiscal 2007 for a one-time purchase of property.

Exhibit 5
Governor's Proposed Budget
Salisbury University
(\$ in Thousands)

	<u>2006</u> <u>Actual</u>	<u>2007</u> <u>Working</u>	<u>2008</u> <u>Allowance</u>	<u>2007-08</u> <u>Change</u>	<u>% Change</u> <u>Prior Year</u>
General Funds	\$27,571	\$32,928	\$34,845	\$1,917	5.8%
Other Unrestricted Funds	64,984	83,610	77,897	-5,713	-6.8%
Total Unrestricted Funds	92,554	116,538	112,743	-3,795	-3.3%
Restricted Funds	5,809	6,075	6,075	0	0.0%
Health Insurance Savings*		-2,100		2,100	-100.0%
Total Funds	\$98,363	\$120,513	\$118,818	(\$1,695)	-1.4%

*One-time savings available for expenditure in fiscal 2008.

Note: Numbers may not sum to total due to rounding.

Unrestricted fund budget changes in the allowance by program are shown in **Exhibit 6**. Unrestricted funds are comprised mostly of general funds and tuition and fee revenue. From fiscal 2006 through 2007, public service and student services increased at the fastest rates. Operation and maintenance of plant will increase the most in fiscal 2008 at \$1.2 million, or 10.0%. Scholarships also grows 10.0%, or \$337,000 over fiscal 2007. From fiscal 2006 to 2007, tuition and fee revenue increased 2.6% while general funds increased by 19.4%. In fiscal 2008, tuition and fee revenues increase 2.4%, while general funds will increase 5.8% over fiscal 2007.

In fiscal 2007, \$5.9 million is transferred from fund balance to make a one-time property purchase. SU purchased a 9.46 acre land parcel from Shoreland Inc. in response to projected enrollment growth. Currently, the university has not decided what it will do with the land but hopes to utilize the space in the near future. In fiscal 2008, SU plans to transfer \$1.1 million to fund balance. The decline in the use of fund balance more than offsets the growth in tuition and fee and auxiliary revenue. As a result, other unrestricted funds decrease by \$5.7 million in fiscal 2008.

Exhibit 6
Budget Changes for Current Unrestricted Funds by Program
(\$ in Thousands)

	<u>2006</u>	<u>Working 2007</u>	<u>% Change 2006-07</u>	<u>Allowance 2008</u>	<u>\$ Change 2007-08</u>	<u>% Change 2007-08</u>
Expenditures						
Instruction	\$31,011	\$34,994	12.8%	\$36,013	\$1,019	2.9%
Research	342	425	24.3%	425	0	0.0%
Public Service	681	949	39.3%	1,149	200	21.1%
Academic Support	7,253	7,926	9.3%	7,971	45	0.6%
Student Services	3,727	4,687	25.8%	4,976	288	6.2%
Institutional Support	11,491	13,213	15.0%	13,091	-122	-0.9%
Operation and Maintenance of Plant	10,361	12,318	18.9%	13,541	1,223	9.9%
Scholarships and Fellowships	2,898	3,380	16.7%	3,718	337	10.0%
Subtotal Education and General	\$67,764	\$77,894	14.9%	\$80,884	\$2,991	3.8%
Auxiliary Enterprises	24,790	38,644	55.9%	31,858	-6,786	-17.6%
Total	\$92,554	\$116,538	25.9%	\$112,743	-\$3,795	-3.3%
Revenues						
Tuition and Fees	\$42,174	\$43,282	2.6%	\$44,320	\$1,038	2.4%
General Funds	27,571	32,928	19.4%	34,845	1,917	5.8%
Other	1,595	2,437	52.8%	2,472	0	1.4%
Subtotal	\$71,339	\$78,647	10.2%	\$81,638	\$2,991	3.8%
Auxiliary Enterprises	32,164	31,988	-0.5%	32,203	214	0.7%
Transfers (to) from Fund Balance	-10,949	5,903	-153.9%	-1,097	-6,999	0.0%
Total	\$92,554	\$116,538	25.9%	\$112,743	-\$3,795	-3.3%

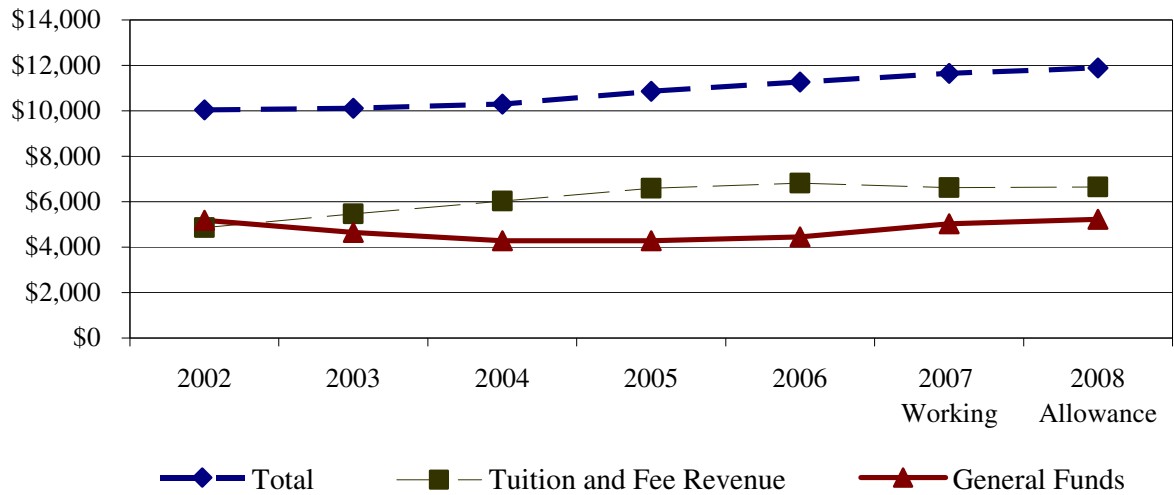
Source: Governor's Budget Books, Fiscal 2008

Tuition and Fees and General Fund Revenues

Exhibit 7 shows tuition and fees and general fund revenues per full-time equivalent student (FTES) between fiscal 2002 and 2008. General funds per FTES declined from fiscal 2002 to 2004, while tuition and fees per FTES significantly increased. Tuition and fees per FTES continued this trend until declining (-2.9%) in fiscal 2007, which is attributed to the understatement of tuition and fee revenues that are associated with the number of FTES. SU will bring in additional tuition and fee revenues through a budget amendment to reflect the accurate amount of tuition and fee revenues. General funds per FTES have grown at varying rates since fiscal 2005.

In fiscal 2007, SU was expected to enroll an additional 323 FTES and received \$1.8 million for the enrollment increase. SU exceeded the target by 29 FTES. The University System of Maryland (USM) is planning to continue the Enrollment Funding Initiative by adding 1,740 FTES in fiscal 2008. SU is projected to enroll 150 additional FTES, and \$825,000 of general funds is allocated to SU based on the estimated enrollment increase in fiscal 2008 plus \$79,707 for above the target enrollment in fiscal 2007.

Exhibit 7
Tuition and Fees and General Fund Revenues Per FTES
Fiscal 2002-2008
(\$ in Thousands)



FTES: Full-time Equivalent Student

Source: Governor's Budget Books, Fiscal 2008

Issues

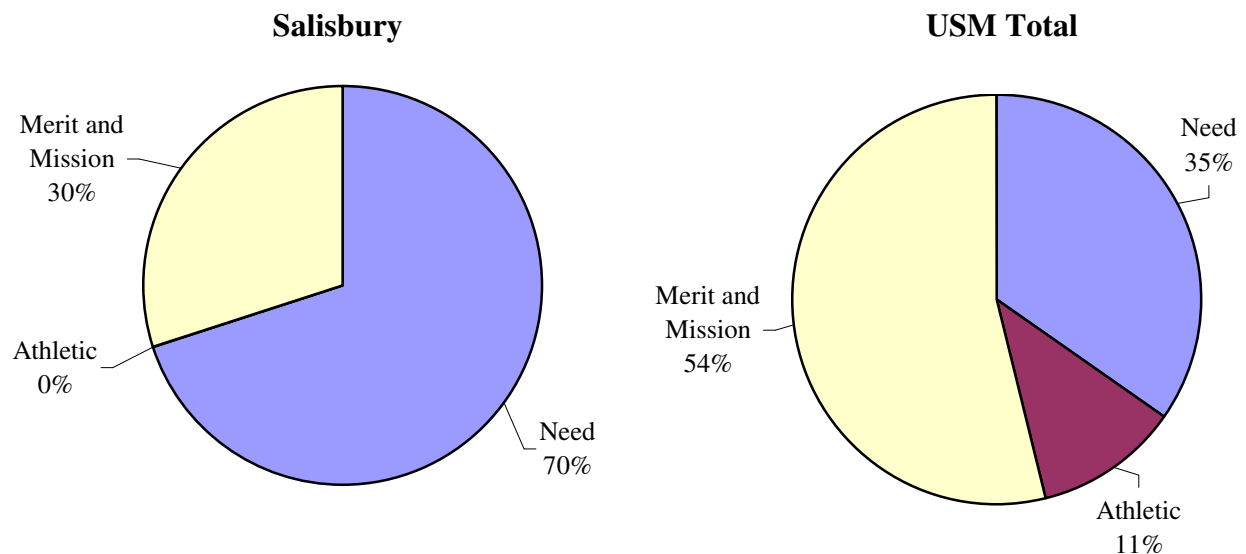
1. Affordability at Salisbury University

Affordability continues to be a concern for Maryland public education. The fiscal 2008 allowance provides funds to freeze in-state undergraduate tuition for the second consecutive year. However, institutions are able to increase the mandatory fees that students are required to pay. SU will not increase mandatory fees for in-state undergraduates. Tuition and fees combined will remain level in fiscal 2008.

Trends in Institutional Aid

Another factor that affects affordability is financial aid. Categories of institutional financial aid include need, athletic, and merit and mission. USM institutions have committed to increasing institutional need-based aid for students. In fiscal 2007, 35% of institutional aid across USM was need-based, 54% merit and mission, and 11% was athletic as shown in **Exhibit 8**. SU does not provide athletic aid; 70% of institutional aid awarded is need-based.

Exhibit 8
Institutional Aid by Category
Fiscal 2007 Estimate



	<u>Need</u>	<u>Athletic</u>	<u>Merit and Mission</u>
Salisbury	\$1,591,896	\$0	\$680,546
USM Total	\$32,589,592	\$10,654,292	\$50,592,240

Source: University System of Maryland

The Maryland Higher Education Commission is in the process of developing a Financial Aid Information System (FAIS) database. The FAIS data collected provides a profile of those students receiving financial aid. The FAIS data has information for institutional aid awarded at SU for fiscal 2005 for students that filled out a Free Application for Federal Student Aid to determine a student's expected family contribution (EFC). In general, the lower a student's EFC, the greater a student's financial need. Certain students with very low family income automatically qualify for a \$0 EFC, *i.e.*, no family contribution. **Exhibit 9** shows the percent of awards made for need-based and other aid at each EFC category. The majority of the students receiving need-based aid were in the \$2,500 to \$9,999 categories, while the majority of students receiving non-need based aid had an EFC of \$10,000 and above. This is not unexpected given the relatively low percent of Pell recipients at SU. In fiscal 2005, 16% of the total headcount enrollment received Pell awards, which are given to students with an EFC below \$3,850. However, the average award for need-based aid was \$900 compared to \$1,972 for non-need-based aid. **The President should comment on future plans to increase the need-based award.**

Exhibit 9
Percent of Institutional Financial Aid Awarded by EFC
Fiscal 2005

<u>EFC Category</u>	<u>Need-based</u>	<u>Other</u>
\$0	10.5%	6.4%
\$1 – \$2,499	18.5%	6.8%
\$2,500 – \$4,999	24.5%	11.8%
\$5,000 – \$9,999	42.4%	20.0%
\$10,000 – \$19,999	4.1%	25.9%
\$20,000 +	0.0%	29.1%

EFC: Expected Family Contribution

Note: Does not include work study. Other includes merit and mission and other aid

Source: Financial Aid Information System; Maryland Higher Education Commission

2. SAT/ACT Optional

The University System of Maryland Board of Regents approved SU's proposal for a five-year pilot study to make submission of SAT or ACT scores optional for certain applicants. Beginning fall 2007, prospective students with a high school grade point average (GPA) of 3.5 or higher will have the option to submit SAT/ACT scores when applying to SU. SU will be the first USM institution to make SAT and ACT results optional when considering such students' admission.

There are several factors that led the university to consider this option, but it was primarily due to the changes to the SAT in 2005. There has been a significant decrease in test scores nationally since the new test was introduced. According to the College Board, the average SAT scores for college bound seniors from Maryland high schools declined 8 points in critical reading and 6 points in math between calendar 2005 and 2006.

As a public university, SU seeks to ensure an admissions process that is fair to Maryland residents. Currently, SU's admission process takes a holistic approach to admitting high-achieving students while reducing the importance of standardized tests. Admissions routinely are based on students' academic achievement, talents, skills, and community service.

Based on a review of the academic performance of SU freshmen, the level of coursework taken, such as advanced placement classes, coupled with the grade point average were found to be stronger predictors of academic success than the SAT. Students with more challenging courses and higher grades, despite lower SAT scores, had a higher rate of college success. Conversely, students with higher SAT scores and lower high school grades succeeded at a lower rate in college.

Performance Measures

SU expects this new policy will attract an even more diverse pool of highly motivated, civic-minded students with distinct talents in academics, the arts, leadership, and other fields of achievement. Students with a GPA of 3.5 or higher who choose not to submit SAT or ACT scores will be encouraged to provide additional information to demonstrate their strengths in these areas. The university believes the policy will more closely align the admissions process with these core values and better support its mission of providing a superior learning community to students who show exceptional promise and motivation.

Using the SAT-optional admissions policy, SU expects to continue progress with Managing for Results benchmarks and remain listed in national college rankings. The new admissions policy is dependent on measures in application rates, admissions ratios, and yield rates. The policy will also impact retention and graduation rates. SU will provide annual reports to USM comparing retention rates and grade point averages for two separate groups: freshman students excluding scores and those that submitted scores. Graduation rates for two cohorts entering for fall 2007 and 2008 will be assessed in the last two years of the pilot program in 2011 and 2012.

SU's SAT optional policy would place the school among other competitors and peers that have adopted the SAT-optional approach for admission. Currently, one quarter of the top 100 best liberal arts colleges in the nation, according to *U.S. New & World Report* rankings, are now test score optional. Three of SU's peers (Humboldt State University and Sonoma State University in California, and Western Oregon University) currently use this approach. **The President should comment on the current number of students accepted under the new admission policy for fall 2007.**

3. Personnel

SU is adding 19 new regular positions in the fiscal 2008 allowance. The new positions are in the areas of instruction, student services, plant, and auxiliary enterprises. With the exception of 4 positions, all of the new regular positions are State-supported. As of December 2006, SU has 81 vacancies, of which 65 are State-supported, and a vacancy rate of 9.3%. SU is above the USM average vacancy rate for fiscal 2007, which is 4.0%.

Exhibit 10 shows how the composition of SU personnel (filled regular positions only) has changed from fiscal 2005 to 2007. From fiscal 2005 to 2006 the total number of filled positions decreased by 12 positions. Total filled positions in fiscal 2007 exceeded the fiscal 2005 level by 39 with the majority allocated to instruction and institutional support.

Exhibit 10
Personnel by Budget Program
Filled Regular Positions
Salisbury University
Fiscal 2005-2007

<u>Budget Program</u>	<u>2005</u>		<u>2006</u>		<u>2007</u>		Change in Share of Total <u>05-07</u>
	<u>FTEs</u>	<u>%FTEs</u>	<u>FTEs</u>	<u>%FTEs</u>	<u>FTEs</u>	<u>%FTEs</u>	
Instruction	292	38.9%	295	39.9%	303	38.4%	-0.5
Research	3	0.4%	6	0.8%	6	0.8%	0.4
Academic Support	68	9.1%	67	9.1%	69	8.7%	-0.3
Student Services	50	6.7%	44	6.0%	52	6.6%	-0.1
Institutional Support	115	15.3%	112	15.2%	129	16.3%	1.0
Operations and Maintenance of Plant	69	9.2%	69	9.3%	75	9.5%	0.3
Auxiliary Enterprises	154	20.5%	146	19.8%	156	19.7%	-0.8
Total	751	100.0%	739	100.0%	790	100.0%	

Note: Data are for filled regular positions only.

Source: Salisbury University

Recommended Actions

1. Concur with Governor's allowance.

Current and Prior Year Budgets

Current and Prior Year Budgets

Salisbury University

(\$ in Thousands)

	<u>General Fund</u>	<u>Other Unrestricted Fund</u>	<u>Total Unrestricted Fund</u>	<u>Restricted Fund</u>	<u>Total</u>
Fiscal 2006					
Legislative Appropriation	\$27,077	\$70,150	\$97,227	\$6,476	\$103,703
Deficiency Appropriation	0	0	0	0	0
Budget Amendments	400	93	493	0	493
Reversions and Cancellations	0	-5,073	-5,073	-667	-5,740
Actual Expenditures	\$27,477	\$65,170	\$92,647	\$5,809	\$98,456
Fiscal 2007					
Legislative Appropriation	\$31,669	\$76,610	\$108,279	\$6,075	\$114,354
Budget Amendments	866	7,392	8,259	0	8,259
Working Appropriation	\$32,536	\$84,002	\$116,538	\$6,075	\$122,613

Note: Numbers may not sum to total due to rounding.

Fiscal 2006

A budget amendment increased general funds by \$400,293 to cover costs associated with the fiscal 2006 general salary increase. Other unrestricted funds increased \$93,139 due to a budget amendment that reallocated health insurance funds among institutions based on updated health care projections. The budget amendment was not reflected in the fiscal 2006 budget due to an accounting error by the Department of Budget and Management.

Other unrestricted funds decreased \$5.0 million in reversions due to the following:

- the transfer of auxiliary operation revenue to fund balance to be consistent with University System's guidelines and the reserving of funds for the acquisition of the Shoreland property (\$3.8 million);
- less consumption of fuel and utilities due to a warmer winter and moderate spring weather (\$485,000);
- personnel savings from vacant staff and faculty positions partially by the temporary hiring of contingent and adjunct replacements (\$420,000); and
- lower operating expenses due to the university setting aside funds to assist with the cost of construction and equipment for the Teacher Education and Technology Complex (\$400,000).

Restricted funds decreased \$667,120 in reversions due to the timing and funding cycle of federal grants.

Fiscal 2007

A budget amendment increased general funds by \$866,350 to cover costs associated with the fiscal 2007 general salary increase. Other unrestricted funds increased \$7.4 million primarily due to transfer from fund balance and a budget amendment that balanced tuition revenue reductions with health cost savings.

Audit Findings

Audit Period for Last Audit:	October 29, 2001 – September 30, 2005
Issue Date:	March 2006
Number of Findings:	10
Number of Repeat Findings:	1
% of Repeat Findings:	10%
Rating: (if applicable)	n/a

- Finding 1:** Student refund checks were not sufficiently controlled.
- Finding 2:** SU did not adequately control changes to certain critical transactions processed on its automated system.
- Finding 3:** Controls over the issuance of purchasing cards were not adequate.
- Finding 4:** The computer network was not sufficiently secured.
- Finding 5:** Firewalls did not adequately secure SU's network.
- Finding 6:** Security measures did not exist to adequately protect a critical network device.
- Finding 7:** **User account and password controls did not sufficiently protect critical servers and applications.**
- Finding 8:** Monitoring and control over the human resources/student administration application and the related database were not adequate.
- Finding 9:** Program change control procedures were inadequate.
- Finding 10:** Physical access to two computer rooms was not properly restricted.

*Bold denotes item repeated in full or part from preceding audit report.

Object/Fund Difference Report
Salisbury University

<u>Object/Fund</u>	<u>FY06 Actual</u>	<u>FY07 Working Appropriation</u>	<u>FY08 Allowance</u>	<u>FY07-FY08 Amount Change</u>	<u>Percent Change</u>
Positions					
01 Regular	807.00	869.00	888.00	19.00	2.2%
02 Contractual	320.30	315.00	315.00	0	0%
Total Positions	1127.30	1184.00	1203.00	19.00	1.6%
Objects					
01 Salaries and Wages	\$ 49,986,693	\$ 58,518,843	\$ 59,098,167	\$ 579,324	1.0%
02 Technical and Spec. Fees	13,632,735	13,409,700	13,409,700	0	0%
03 Communication	440,761	618,337	608,248	-10,089	-1.6%
04 Travel	1,033,496	1,138,868	1,138,868	0	0%
06 Fuel and Utilities	3,183,949	4,000,245	4,604,979	604,734	15.1%
07 Motor Vehicles	283,867	418,015	418,015	0	0%
08 Contractual Services	4,873,079	7,115,629	7,389,779	274,150	3.9%
09 Supplies and Materials	8,740,335	11,380,151	12,024,751	644,600	5.7%
10 Equip – Replacement	98,296	121,227	111,257	-9,970	-8.2%
11 Equip – Additional	1,758,517	2,038,774	2,038,774	0	0%
12 Grants, Subsidies, and Contributions	5,638,746	6,646,639	6,983,883	337,244	5.1%
13 Fixed Charges	7,529,425	8,147,246	8,249,405	102,159	1.3%
14 Land and Structures	1,163,134	9,059,000	2,741,983	-6,317,017	-69.7%
Total Objects	\$ 98,363,033	\$ 122,612,674	\$ 118,817,809	-\$ 3,794,865	-3.1%
Funds					
40 Unrestricted Fund	\$ 92,554,161	\$ 116,537,674	\$ 112,742,809	-\$ 3,794,865	-3.3%
43 Restricted Fund	5,808,872	6,075,000	6,075,000	0	0%
Total Funds	\$ 98,363,033	\$ 122,612,674	\$ 118,817,809	-\$ 3,794,865	-3.1%

Note: The fiscal 2007 appropriation does not include deficiencies, and the fiscal 2008 allowance does not reflect contingent reductions.

**Fiscal Summary
Salisbury University**

<u>Program/Unit</u>	<u>FY06 Actual</u>	<u>FY07 Wrk Approp</u>	<u>FY08 Allowance</u>	<u>Change</u>	<u>FY07-FY08 % Change</u>
01 Instruction	\$ 31,010,946	\$ 34,994,104	\$ 36,013,341	\$ 1,019,237	2.9%
02 Research	1,824,616	3,330,240	3,330,240	0	0%
03 Public Service	2,420,702	992,071	1,192,071	200,000	20.2%
04 Academic Support	7,253,452	7,926,417	7,971,418	45,001	0.6%
05 Student Services	3,854,104	4,928,842	5,217,290	288,448	5.9%
06 Institutional Support	11,490,695	13,213,167	13,091,367	-121,800	-0.9%
07 Operation and Maintenance of Plant	10,360,801	12,317,889	13,540,544	1,222,655	9.9%
08 Auxiliary Enterprises	24,790,205	38,643,988	31,858,338	-6,785,650	-17.6%
17 Scholarships and Fellowships	5,357,512	6,265,956	6,603,200	337,244	5.4%
Total Expenditures	\$ 98,363,033	\$ 122,612,674	\$ 118,817,809	-\$ 3,794,865	-3.1%
Unrestricted Fund	\$ 92,554,161	\$ 116,537,674	\$ 112,742,809	-\$ 3,794,865	-3.3%
Restricted Fund	5,808,872	6,075,000	6,075,000	0	0%
Total Appropriations	\$ 98,363,033	\$ 122,612,674	\$ 118,817,809	-\$ 3,794,865	-3.1%

Note: The fiscal 2007 appropriation does not include deficiencies, and the fiscal 2008 allowance does not reflect contingent reductions.