

# SUNY CANTON COLLEGE COUNCIL

## 285<sup>th</sup> MEETING

September 17, 2019

<b>Present:</b>	Grace Burke Joseph Rich Cameron Smith	Ronald O'Neill, Chair Thomas Sauter	Marie Regan Roger Sharlow
<b>Absent:</b>	Cecily Morris		
<b>Others:</b>	Courtney Bish James Hamilton Zvi Szafran Michaela Young	Michelle Currier Shawn Miller Tracey Thompson	Peggy De Cooke Travis Smith Lenore VanderZee

### ***Call to Order***

Chairman O'Neill called the meeting to order at 9:00 a.m.

He welcomed Dr. Peggy De Cooke, Provost/Vice President for Academic Affairs; Tracey Thompson, Vice President for Advancement/Acting Executive Director, Canton College Foundation; and Cameron Smith, Student Government Association President/Representative on the Council. Each person expressed their appreciation for being there.

### ***Minutes of June 4, 2019, Meeting***

Mr. Rich made a motion to accept the June 4, 2019, minutes. The motion was seconded by Ms. Regan and approved.

### ***New Business***

#### **2018-19 President's Annual Report**

Chairman O'Neill noted that a motion is needed to adopt the President's Annual Report as the Council's annual report. Dr. Szafran mentioned that they were sent the online version, which is more extensive than the print copy. He also thanked Travis and PR for their work on it. There were no questions.

Mr. Sauter made a motion to approve and adopt the 2018-19 President's Annual Report as the College Council's Annual Report. The motion was seconded by Mr. Sharlow and approved.

### ***Executive Session***

Chairman O'Neill called for the Council to go into Executive Session at 9:06 a.m., citing Public Officers Law, Article 7, §105f.

Mr. Rich made a motion to go into Executive Session. The motion was seconded by Ms. Regan and approved.

### ***Return to Regular Session***

Mr. Sharlow made a motion to return to the regular session. The motion was seconded by Dr. Burke and approved at 9:11 a.m.

Chairman O'Neill announced that no action was taken in Executive Session. He noted that the Council discussed putting forward a resolution request to the Chancellor and Board of Trustees to grant Dr. Kennedy the rank of President Emeritus.

Ms. Regan made a motion to put forward a resolution request granting Dr. Kennedy the rank of President Emeritus. The motion was seconded by Mr. Sauter and approved.

Ms. Young will draft the resolution and letter and forward it to the Council for review/approval.

### ***Old Business***

There was no Old Business.

### ***Chairman's Report***

Chairman O'Neill updated the group on the status of the College Council appointments/reappointments. He noted that there has been some movement with regard to Mr. Rich's and Ms. Regan's reappointments and one of the new appointments; they are on the Governor's desk for signature. Further information is needed for two other new appointments and the reappointment of Dr. Burke.

Chairman O'Neill announced that this meeting was the last meeting for Mr. Sauter, as he has officially decided to resign. Mr. O'Neill thanked Mr. Sauter for his service and presented him with a small token of appreciation. Mr. Sauter reminisced about his length of service and rotation of Council Chairs. He noted that there have been some good changes and some not so good, but he has enjoyed working with everyone, especially Dr. Kennedy and Dr. Szafran. He also noted that he will always cherish his time at Canton as a student, College Foundation Board Member, College Council Member, and now as an Alum.

### ***President's Report***

Dr. Szafran proudly shared that people always approach him about the amazing things SUNY Canton is doing, how much of a difference the College is making in the community, and how great the graduates are. He noted the College's deep involvement in economic development – on development boards and hospital boards, working with community agencies, and much more. The College is increasingly seen as a leader in SUNY too; System has been impressed with our results and looks to partner with us on their major initiatives due to the College being forward-looking, analytical, and wanting to play a helpful role in achieving their goals.

Dr. Szafran noted that there are challenges. Even with State funding being flat, the College is called on to do more every year. Proposed changes at the federal level related to recruiting and Title IX also present some new challenges. Students and their families have increasing expectations – looking for a guarantee of success while attending college and in finding a great job after graduation. He noted that we are up to these challenges and getting even better every year.

Dr. Szafran turned to the topic of admissions. He mentioned that there are a number of articles talking about the drop in the number of high school graduates (expected to continue at least until 2026), the increasing cost of attendance, and massive competition from all types of institutions (many offering discounts of over 50%).

He went on to report that as of last Thursday enrollment is up a bit over 50 students overall. This compares very well with other SUNY campuses, both near and far. (Unofficially, he has heard that Potsdam is down about 200, and Jefferson Community College is down 8%.) He shared his beliefs on why we are doing so well when others are not – we use applied learning to prepare students for real jobs is increasingly contemporary, have done well anticipating where the job market was going and offering new degree programs in those areas, provide the best support services in SUNY to our students to help them succeed, and have an excellent faculty and staff who are committed to SUNY Canton, its students, and our success. He additionally noted that we do well because we are fiscally conservative and student-centered and have invested resources in places that make a difference in student retention and success.

Dr. Szafran shared that visitors from the SUNY Construction Fund came to campus last week for a lunch meeting and tour of the campus, including some of the recently renovated facilities and construction projects – Southworth Library, Chaney Dining Hall, French Hall, Nevaldine Hall, and Dana Hall.

Dr. Szafran asked Shawn to speak about the current fiscal position, as well as providing an update on facility improvements and investments that have taken place or are planned.

Ms. Miller expanded on the Construction Fund visit and shared that Bob Halen, Vice Chancellor for Capital Facilities, had not been here since the Cook Hall fire. Ms. Miller and staff took the opportunity to showcase all that we have been able to do with the funds that have been allocated to SUNY Canton; they were able to show that we are serious about what we are doing. Mr. Halen and the rest of the group were really impressed with what has been accomplished; one of them noted that they “knocked it out of the park.”

She shared a portion of a report (*see attached*) that Jeff McGrath put together, which showed SUNY Canton and how we compared with a couple of our peer institutions. She noted that she feels we came out pretty well considering all of the variables. Ms. Miller also shared that the State did reimburse for some of the retro salary increases (\$713,000 last year and will likely do \$500,000 this year). This was a really big help, so we did not have to tap our reserves to complete our budget. Ms. Miller also felt good about where we ended up, as many, such as Cobleskill and Delhi, were down, and Morrisville was flat. Additionally, it was pointed out that other campuses are getting significantly more State support than we do, and we have been able to gain.

Mr. Sauter asked what the difference was in State support. Ms. Miller explained that it is frozen from when the cuts happened years ago. It was noted that campuses who have grown are punished, as they do not get any increased support, and campuses who have receded still get the same amount of support. Mr. Sharlow asked if there has been any serious conversation about revisiting the funding model. It was stated that it is a politically-sensitive topic. Back in 2012, a group was formulated to review the budget allocation process, but after three years, they did not reach a decision. Dr. Szafran stated that he has

brought this up whenever possible, and he noted in fairness that SUNY is attempting to equalize things in other ways (i.e., We have done well with funding for construction projects, and they are looking to us for some of their major projects.). Dr. VanderZee noted that she feels legislators understand, but they are faced with an issue that will result in helping some of their constituents and seriously hurting others. Mr. Sharlow remarked that there are no incentives for those still getting that funding to do better; there needs to be some motivation, even if it comes slowly over time. A comment was made that it may lead to overspending by some if they know they will get bailed out. It was reiterated that this is brought up by anyone who can whenever it is possible; it was stated that we work hard to try to change things, but we also work to help our neighbors, as it would be beneficial for all colleges in the North Country to be successful.

There was a discussion regarding some SUNY schools having programs that are not viable and have not been deactivated. Chairman O'Neill felt that the Chancellor needs to take an active role in that issue. Dr. Szafran shared that the Colleges of Technology do raise needs when asked at the Presidents' Meetings; they have told System that there needs to be a system-wide enrollment plan, so colleges do not end up fighting each other for the same students. Dr. De Cooke noted that the Academic Officers are also pushing for this. Dr. Szafran would like to see a process to identify innovative campuses, allow them to "run" ahead, and provide funding to do so. Successful ideas could be taken to scale to help everyone, and those in the lead could keep going.

Mr. Rich asked if there is a process to avoid duplication of services. Dr. Szafran indicated that there are discussions that happen, and he gave an example. Morrisville recently put forward an agri-business master's degree proposal. SUNY Canton had no objections, as it fit their mission and what they are doing. The Comprehensives saw business and master's and strongly objected; however, their objection was not persuasive. Morrisville is being allowed to develop it. It was noted that these kinds of discussions are had all the time.

The group briefly discussed the issue with SUNY Potsdam and the police academy. A reminder was given that this was not an academic program, so it did not need SUNY's approval. It was noted that there is some sympathy for the position we are in; however, nothing has been done to stop it. It is felt that our best path forward is to outcompete them, which we have already done in a number of ways.

Ms. Miller finalized her report by saying that we are stable, and she is comfortable with where we are. Dr. Szafran thanked Shawn for all that she does.

Dr. Szafran introduced our new Provost, Peggy De Cooke. He shared that Peggy came from SUNY Purchase, where she held various titles throughout her tenure – Associate Provost for Academic Affairs, Chair of the College Senate, Faculty Presiding Officer, and Acting Dean of the School of the Arts respectively.

Dr. Szafran announced that we have been chosen for the SUNY Online pilot (offering various key programs online at large scale), which is underway. SUNY Canton's Healthcare Management program was the very first program to launch. This has involved a lot of work and innovation, because everything has not been worked out yet.

Dr. Szafran asked Peggy to speak to the aforementioned project, as well as other things happening or being planned in Academic Affairs.

Dr. De Cooke stated that she is happy to be here and to work with everyone, and she is thankful for her prior knowledge of System, which has been helpful in navigating this project. She shared that SUNY has been heavily promoting SUNY Online in an effort to capture some of the online market. The benefit to New Yorkers is that it provides learning opportunities to people in New York who might have had barriers in a traditional educational path. The State is hoping to re-capture those that “left” the State for other online degree programs. Despite the competition, we were chosen for three pilots – Health Care Management – launched this Fall and Cybersecurity and Crime Analysis – launching in Fall 2020.

Dr. De Cooke noted that the timing of things could have been better; however, we are working to provide suggestions and be team players. It was noted that we are trying to do a controlled test of the SUNY Online program, so we can provide feedback on the students’ experience. She also noted that the decision-making guide has been advocacy for the learning experience of the students and respecting the curricula rights of our faculty. Acknowledgement was given to Marela Fiocco, Liz Brown, and Molly Mott for their work and dedication.

Dr. De Cooke shared that we have also been invited to participate in another SUNY initiative – Open Educational Resource program. This program would provide low-cost resources to students. It is a fully-funded two-year study that is focused on providing sustainable frameworks for OERs to be used in the classrooms and other learning areas. A meeting to determine our level of participation is scheduled for October.

Dr. De Cooke also spoke about RooSuccess (proactive monitoring of student’s success), which replaces MTS (Moving Towards Success) and Engaged/Not Engaged processes. RooSuccess gives faculty and staff a more efficient way to raise a red flag and direct services to students who are having issues, and it allows us to build a more comprehensive network to track these issues. It was noted that it launched at the beginning of the term, and they are hearing good reports from faculty who are engaged in using it.

On a final note, Dr. De Cooke shared that she was drawn to SUNY Canton because of the collaboration between Academic Affairs and Student Affairs with regard to helping the whole student. She and Vice President Bish will be participating in another SUNY-wide taskforce that addresses student mental health issues with regard to impact on their learning. Mr. Rich commented that he thought it was great that we are looking at the student holistically.

Dr. Szafran added that all of the Business programs went up for and received accreditation this year through IACBE.

Dr. Szafran continued by introducing our new Vice President for Advancement, Tracey Thompson. He shared that Tracey came from Centenary University in New Jersey, where she was Vice President for Advancement. And, previous to that, she was Executive Director of Kutztown University’s Foundation and Alumni Relations Office. He reported that Ms. Thompson has already started making plans with the Advancement staff and reached out to the Foundation Board and asked Ms. Thompson to speak to how the Advancement Office did last year and what the future holds.

Ms. Thompson expressed her happiness to be here and remarked at how welcoming the campus is. She reported that FY '19 was a successful fundraising year. They raised \$2,134,000 from over 1,400 donors, including \$332,000 for the unrestricted Canton Fund, \$486,000 for the restricted fund, and \$244,000 for Gifts-in-Kind. The biggest piece of the fundraising was the \$1.3M raised for the endowment, with most of that being the \$1.2M bequest from Bobbi Burnham '46. She did note that there were a lot of targets that were not met and stated that they will be paying close attention to those as they move forward this year in an effort to hit all of the goals. She also noted that there were 810 alumni donors, which is good, but feels it can be improved upon. Ms. Thompson is also working with the staff to ramp up the mail and phone appeals by using some new and creative ideas.

She shared that she met with Priscilla Leggette, Director of SAIL (Student Activities, Involvement, and Leadership) and talked about a collaborative event for the graduating seniors from those organizations – “SAIL into Your Future.” This will be planned for next spring. They want to work with Priscilla, so they can create stronger bonds with the students while they are here on campus.

Ms. Thompson reported that their fundraising for this year is in full swing. She is working with the Gift Officers to re-align the way they look at the donor and prospect lists, travel plans, and year-round events. For example, there will now be a Gift Officer assigned to each of the three Schools, so they will have a direct contact to the Dean, Department Chair, and Faculty and an expert on each School. The belief is that this will create stronger ties with alumni. They are also going to be partnering with Student Life on Homecoming next Fall, so there is an alumni component there. And, they are also revamping Alumni Weekend, building up the annual Scholarship Luncheon, and making sure that all events meet two purposes – engage alums to reconnect with campus and fundraise (identify new donors, cultivate prospects, or provide stewardship). The Gift Officers and Alumni Staff will be working closely together on these events to be sure that both sides of the house are being served.

She shared that their office is implementing a new CRM (Customer Relationship Management) software, which will provide better reporting abilities and prospect research.

Lastly, Ms. Thompson shared that they recently had a “small dollar win” but a “big win” faculty wise that was the result of a short meeting with a CJ faculty member. The CJ department was afraid that they might have to cancel a drone training seminar due to the \$100 fee/student, as many students were unable to afford it. In two-days’ time, the Foundation was able to help secure \$1,000 for ten students to take the seminar, preventing it from being cancelled and showing faculty how they could help.

Dr. Szafran shared with the group that several of the leadership roles that we are taking on are under Student Life – engagement of online students in the life of the College, participation in eSports, and the co-curricular transcript project. He noted that Courtney and Molly have been leading these initiatives and giving presentations at various national conferences on these subjects.

Dr. Szafran asked Ms. Bish to speak about the major successes of our student athletes and athletic conference, as well as how things have been going and future plans.

Ms. Bish started by mentioning that there is a brand-new SGA Executive Board this year, whom are great. She also noted that the Student Activities Office has had a facelift, with a flip flop of office space

(professional staff moved to the back of the office allowing the students to be in the front and take the leadership role) and a name change, as mentioned above (SAIL).

Ms. Bish went on to talk about the struggle they often have with food and security on campus and that they are in the process of growing The Pantry (the food pantry's new name) effort. She mentioned that they are seeking a new space and an expansion of what is offered, as well as working with Tracey to grow the Student Emergency Fund. She noted that they are working to address these very important issues.

Ms. Bish acknowledged that Molly has spearheaded the Online Student Engagement efforts, and they both have been spreading the good news about our efforts, which involves giving online students the same experiences as brick-and-mortar students have. They and Michelle Currier have traveled to several events and have written a chapter for publication for NASPA, a major student affairs publication.

Ms. Bish shared that there are 300 students participating in the two digital badges that they offer – cultural competency and leadership development. All programs for the badges are streamed and offered to the online cohort.

She mentioned two upcoming events that they are holding – Indigenous Peoples' Week (celebration in lieu of Columbus Day) and a presentation called "After the Fire," an acclaimed documentary about two people who survived a residence hall fire at Seton Hall University.

Ms. Bish shared that the athletic conference that we are in, the NAC, has recently expanded into NY and added more schools, so it is better for our students in terms of travel and competition. On the eSports front, there were 40 returning students and 118 new students who tried out. Ms. Bish feels that the growth in Game Design and GMMD has led the way for eSports engagement. They have also added two new eSports teams – Rocket League and Rainbow 6 Siege. She acknowledged Travis and his staff for all the work they do to market eSports. Lastly, she noted that the only complaint they have had is that teams never have enough time in the arena.

Additionally, Dr. Szafran noted that he was pleased to see that we hosted a Debt Free at 33 program for students, as it is a very important topic to so many students. He also shared that the International Student Games scheduled for 2023 in Lake Placid contacted us regarding eSports; a preliminary meeting has happened, and there will be more information to come.

Chairman O'Neill asked if the possibility of having an equestrian team was off the table or not. Ms. Bish noted that it was not off the table, but there are cost issues associated with it. Mr. O'Neill asked if there was interest among the students, and it was noted that the students were never surveyed, so she is not sure how many are interested. She also noted that if a cost-effective method was put forward she would be willing to survey the students to get their interest. Ms. Bish added that they have a list of potential sport opportunities, and equestrian remains on that list. Cheerleading is a recent one that has been brought on. Dr. Burke asked if the equestrian program was only being considered as a sport or if there had been discussions on the academic side as well; it was believed it was only as a sport. Tracey mentioned that one of her past schools had a team, and she would be happy to make a connection.

Dr. Szafran reminded the Council that at the last meeting he shared the exciting news about how SUNY Canton has been working to establish a partnership with the Village and Town of Canton to develop a plan that would result in the purchase and redevelopment of the former Midtown Plaza Shopping Center property, located in downtown Canton, that has lain mostly vacant for the past many years. The Foundation now holds the option on this property, and we have submitted some major grants to obtain the funding we need to make this happen.

He asked Lenore to speak about the DRI and other grants that were submitted, as well as other Government Relations and community work.

Dr. VanderZee reported that the Governor has announced four awards for the Downtown Revitalization Initiative; there are six more to be announced with the North Country being one of them. Downtown Canton is one of eight applicants from our region waiting on the announcement. She noted that they are hopeful, as they feel their proposal is one of the best due in part to the fact that they have investors willing to put some of their own money up for this project. She added that they also applied for the consolidated funding process through NCREDC for the same project. They remain hopeful on this one also, as they have received responses asking for adjustments and/or additions to the submission.

She also reported on some other economic development initiatives. They are working with NYPA and other county agencies on a regional economic development plan, and among those initiatives is a partnership with the University of Buffalo's Center for Entrepreneurial Leadership. With several partnerships, they will be putting on the "Core" program and revising it for a rural economic environment starting in October. She noted that University of Buffalo's Center has 20 years of experience and a strong alumni network doing this program, which has been very successful for them. She added that they are interested in partnering with us on this, so they can develop and market it to more of the SUNY System and perhaps beyond. Dr. VanderZee explained that it is a program that targets small- to medium-sized established businesses to encourage strategic growth, increased employment, etc. The inaugural class has ten participants, and we have a strong partnership with Buffalo in which they will be offering many of the talks. They have also engaged mentors for participants and reactors for their presentations. Once we establish the Entrepreneurial Accelerator Center, this will be one of the core programs to go through that center.

Dr. VanderZee shared that we are also playing a pivotal role in the Canton Brownfield Area Opportunity Stage 2 process, which is also about downtown revitalization and economic development.

She additionally noted that she is gearing up for budget season and plans to invite legislators to campus for a tour to update them on what we are doing.

Chairman O'Neill asked if the plaza project could move forward if we did not get the grant. The answer was there are always more grants and more opportunities. Dr. Szafran added that they are always meeting with people who want to help SUNY Canton, and they recently met with an architect that is interested in the plaza project and SUNY Canton.

Cameron asked if the Downtown project is connected with UB or SUNY Canton and who it was meant for. The project is connected to SUNY Canton and is meant for students, alumni, community members, etc. and is about engaging everyone in economic development. Dr. Szafran explained that the Center is



about taking things one step further and helping people with every step to start their own companies and add to the economic development of the community. It was also noted that they are working with the Advancement Office to link this project to alumni as well. Cameron mentioned that he is an entrepreneur and has met with the SBDC about this. Lenore offered to engage him in their process.

Mr. Sauter asked about the business mentoring piece of the Core program and how that was going to be provided – is UB bringing their team up here, or are they going to develop our own mentors to have a local presence? The plan is to have our own business mentors, but they have agreed to fill in any gaps; it will be similar to mentor the mentor.

Dr. Szafran added that we are also offering a Commercial Driver training course, as there is a desperate need for this credential.

Dr. Szafran asked Dr. Currier to give an update on Faculty Governance. Dr. Currier reported that they have mostly been focused on tidying up processes and adhering to the written bylaws as much as they can. There are several new things this semester, such as ensuring that all standing committees are reporting out monthly, including student members on committees, etc. She is working with Cameron on getting students elected to the committees. They are also spearheading an initiative under Faculty Affairs to revise the bylaws to better reflect what Faculty Governance should be involved in, and they are involving the Provost in some of their discussions. Lastly, Dr. Currier reported that she is pleased to be able to meet monthly with the Provost, as well as the President.

Dr. Szafran asked Mr. C. Smith for an update on the Student Government. Mr. Smith stated that SGA is planning a leadership conference for next semester to get students more involved and to know what steps they can take to be more involved in leadership. They are hoping to leave this as a legacy for the future SGAs and have it develop into a rotating conference for all North Country schools. They are also promoting RooSuccess and RooLife with regard to helping students navigate the platforms. And, lastly, he reported that they are working with RJ to promote online engagement for students.

Dr. Szafran provided an FYI to the group that he meets with the SGA Executive Board about every month, and he recently spoke at an SGA meeting.

Mr. Smith provided one addition to his report; he stated that the SUNY Canton SGA is working to bring an item to the table at the SUNY SA Conference.

Dr. Szafran turned to Mr. Hamilton for the UUP update. Mr. Hamilton stated that he was happy to report that we are still #1 in membership in the State, as they were worried about new member enrollments due to the recent Supreme Court decision that people did not have to join the union. He noted that they feel an upcoming challenge will be SUNY Online, as there are so many unknowns; he stated that he has been in conversations with SUNY Central and Union Central, and the conversations will be ongoing. Mr. Hamilton announced that the Union will also be offering a debt clinic for faculty and staff, as employees who work for SUNY Canton for a certain amount of time may be able to have their student debt erased, and this clinic will help guide them through that.

Dr. Szafran added that we have a good relationship with our Union, and he noted that the Union was good enough to give us the flexibility that we needed to participate in the SUNY Online pilot. Not all campuses were that lucky. He also noted that we made assurances and feels that we have kept those

along the way. Lastly, he shared that we will be sending in a whitepaper to SUNY regarding things that need to happen, along with suggested solutions, for SUNY Online.

Dr. Szafran asked Mr. T. Smith to update the group on Public Relations. Mr. Smith noted that there were complications at the printers with the Annual Report, but they will be mailed to each member when they come in. He shared that it is US News and World Report season and reported that we were up three spots from last year and ranked #23 in the North this year. In other rankings, we were tied for 13<sup>th</sup> in Top Public Schools, tied for 13<sup>th</sup> in the Best Colleges for Veterans, 14<sup>th</sup> for Best Value Schools, and 33<sup>rd</sup> for Top Performers on Social Mobility. It was noted that these rankings are for the Northeast and is based on about a total of 100 schools.

Mr. Smith shared some information about eSports. He noted that Extreme Networks (a service provider) visited campus on Monday and shot some video for marketing purposes. Through Extreme Networks, we have also gained publicity by participating in their conference and seminar offers. He noted that almost anything that goes out regarding eSports portrays us as a leader. This has also led to being invited to donate something eSports related to the NY History Museum, which we will be doing. Mr. Rich shared that he liked hearing about SUNY Canton doing research on mental health in athletics.

Mr. Smith reported that they are going to experiment with marketing through Univision, leading Spanish-speaking network in the country. As part of our national campaign and based on survey results, they are going to put some money towards trying to reach the Hispanic population in/near NYC.

Mr. Smith noted that SUNY Online is spending \$5M this Fall to try to recruit up to 2,000 students; we are still trying to figure out how to support and fit into their marketing plan.

Ms. Miller asked if there was a current tally on the free marketing for eSports. The figure was around \$1.2M, but it keeps growing. Extreme Networks has been really helpful, and the latest campus video shoot will result in ads that we can also use on our webpage and social media.

Dr. Szafran noted that all of these great things are a result of everyone working together.

Ms. Regan acknowledged that eSports is a great thing and that the publicity is wonderful, but she commented that she hopes we are also promoting all of the other good things that SUNY Canton is doing. It was noted that we are.

### ***Adjournment***

Mr. C. Smith made a motion to adjourn. The motion was seconded by Mr. Sauter and approved at 11:05 a.m.

Respectfully submitted,

Michaela Young  
Secretary to the College Council



**Campus Receipts, Disbursements and Cash Position**  
**All Campus Programs – Technology Colleges**  
**For the Fiscal Years Ended June 30, 2019 and 2018**  
*(thousands)*

	Alfred			Canton			Cobleskill		
	<u>2018-19</u>	<u>2017-18</u>	<u>Variance</u>	<u>2018-19</u>	<u>2017-18</u>	<u>Variance</u>	<u>2018-19</u>	<u>2017-18</u>	<u>Variance</u>
<b>Receipts:</b>									
Tuition, fees and other	\$ 24,898.1	\$ 24,088.5	\$ 809.6	\$ 20,840.5	\$ 19,023.5	\$ 1,817.0	\$ 15,851.6	\$ 15,763.8	\$ 87.8
Self-supporting IFR programs	6,796.5	7,656.6	(860.1)	8,346.9	9,209.3	(862.4)	8,200.8	7,378.2	822.6
Residence hall programs	19,410.0	15,728.2	3,681.8	6,362.1	5,460.4	901.7	8,806.9	7,838.8	968.1
State support	8,036.0	7,241.9	794.1	6,198.7	5,535.7	663.0	6,654.5	6,015.8	638.7
Total receipts	<u>59,140.6</u>	<u>54,715.2</u>	<u>4,425.4</u>	<u>41,748.2</u>	<u>39,228.9</u>	<u>2,519.3</u>	<u>39,513.8</u>	<u>36,996.6</u>	<u>2,517.2</u>
<b>Disbursements:</b>									
Personal service	32,697.5	30,868.9	1,828.6	27,489.5	26,475.2	1,014.3	26,810.8	25,199.3	1,611.5
Contractual services	10,123.1	10,532.8	(409.7)	5,718.9	5,749.0	(30.1)	4,888.7	6,601.2	(1,712.5)
Equipment, supplies and travel	7,721.0	6,686.4	1,034.6	2,771.8	3,608.9	(837.1)	7,279.0	6,439.2	839.8
Utilities	2,005.3	1,932.5	72.8	1,365.8	1,629.9	(264.1)	2,181.5	1,633.4	548.1
Residence hall debt service	4,786.1	2,599.4	2,186.7	1,488.0	1,168.6	319.4	871.4	703.2	168.2
Other	393.5	341.9	51.6	682.2	1,383.1	(700.9)	(1,813.3)	261.1	(2,074.4)
Total disbursements	<u>57,726.5</u>	<u>52,961.9</u>	<u>4,764.6</u>	<u>39,516.2</u>	<u>40,014.7</u>	<u>(498.5)</u>	<u>40,218.1</u>	<u>40,837.4</u>	<u>(619.3)</u>
Change in cash	1,414.1	1,753.3	(339.2)	2,232.0	(785.8)	3,017.8	(704.3)	(3,840.8)	3,136.5
Beginning cash balance, July 1	<u>29,435.8</u>	<u>27,682.5</u>	<u>1,753.3</u>	<u>19,618.8</u>	<u>20,404.6</u>	<u>(785.8)</u>	<u>14,429.4</u>	<u>18,270.2</u>	<u>(3,840.8)</u>
Ending cash balance, June 30	<u><b>\$ 30,849.9</b></u>	<u><b>\$ 29,435.8</b></u>	<u><b>\$ 1,414.1</b></u>	<u><b>\$ 21,850.8</b></u>	<u><b>\$ 19,618.8</b></u>	<u><b>\$ 2,232.0</b></u>	<u><b>\$ 13,725.1</b></u>	<u><b>\$ 14,429.4</b></u>	<u><b>\$ (704.3)</b></u>

- The increase in residence hall receipts at Alfred is mainly due to timing of revenue distributions.
- The change in other disbursements at Cobleskill is mainly due to the receipt of a \$2.1 million residence hall revolving loan in 2018-19.