Board of Visitors Information Session

Sunday, November 6, 2016

12:30 - 4:00 p.m. The Inn at Virginia Tech, Solitude Room

12:30 - 12:45 p.m. State Budget Update

 Mr. M. Dwight Shelton, Jr., Vice President for Finance and Chief Financial Officer

12:45 – 1:30 p.m. Annual Progress Report on University Strategic Plan

- Dr. Timothy D. Sands, President
- Dr. Thanassis Rikakis, Executive Vice President and Provost
- Mr. M. Dwight Shelton, Jr., Vice President for Finance and Chief Financial Officer
- Dr. Ken Smith, Vice Provost for Resource Management and Institutional Effectiveness

1:30 – 2:15 p.m. Purposeful Recruitment and Retention: Focused on Inclusiveness, Collaboration, and Innovation

- Ms. Wanda Dean, Vice Provost for Enrollment Degree Management
- Dr. Menah Pratt-Clarke, Vice Provost for Inclusion and Diversity and Vice President for Strategic Affairs
- Dr. Karen Eley Sanders, Associate Vice Provost for College Access

2:15 – 3:00 p.m. University Advancement Update

Mr. Charles Phlegar, Vice President for Advancement

3:00 – 3:30 p.m. Safety, Security and Preparedness at Virginia Tech

- Mr. Kevin L. Foust, Chief of Police and Director of Security
- Mr. Michael J. Mulhare, Director, Office of Emergency Management

3:30 – 4:00 p.m. Constituent Reports – (No action required)

- Mr. Gabe Cohen, Undergraduate Student Representative to the Board
- Ms. Tara Reel, Graduate Student Representative to the Board
- Mr. Alex Parrish, President of Staff Senate
- Dr. Monty Abbas, President of Faculty Senate





Board of Visitors

State Budget Update

November 6, 2016

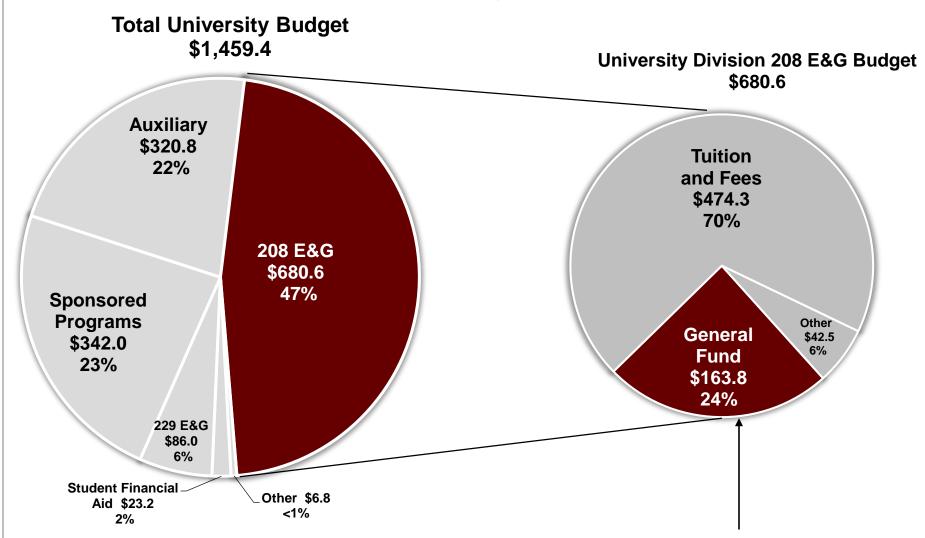
M. Dwight Shelton, Jr.

Vice President for Finance and Chief Financial Officer



2016-17 Budget

\$s in Millions*

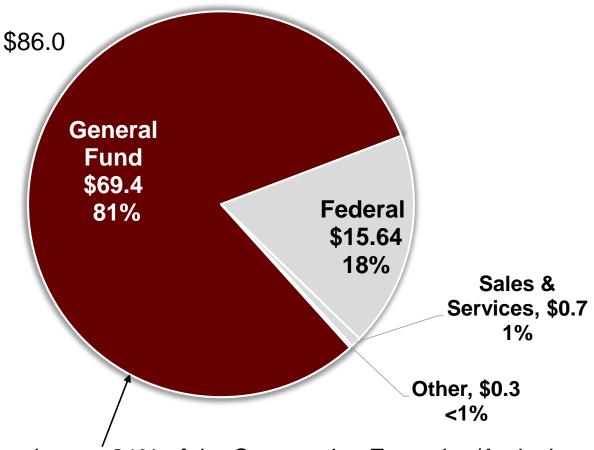


General Fund Support makes up 24% of the Instructional Division Budget



Cooperative Extension/ Agricultural Experiment Station (Agency 229)

\$s in millions



General Fund Support makes up 81% of the Cooperative Extension/Agricultural Experiment Station



2016-17 University Budget General Fund Support %

(\$ in Millions)

	GF Total		% GF
208 E&G	\$163.8	\$680.6	24.1%
229 E&G	69.4	86.0	80.7%
Auxiliary	-	- 320.8	
Sponsored	5.4	342.0	1.6%
SFA *	21.2	23.2	91.2%
Other	2.3	6.8	33.6%
Total	\$262.1	\$1,459.4	18.0%

^{*} Student Financial Aid



State Calculation of 1% General Fund Reduction

	General Fund (less)			Computation of GF Reduction	
	Total	Exemption	Discretionary	%	\$
Agency 208					
E&G	\$ 163,775,657		\$ 163,775,657	-1%	\$ (1,637,757)
UMA [*]	2,284,350		2,284,350	-1%	(22,844)
SFA	21,272,899	(21,272,899)	-	0%	-
Sponsored	5,388,544		5,388,544	-1%	(53,885)
	192,721,450	(21,272,899)	171,448,551	-1%	(1,714,486)
Agency 229					
E&G	69,405,415		69,405,415	-1%	(694,054)
Total Operating	\$ 262,126,865	\$ (21,272,899)	\$ 240,853,966		\$ (2,408,540)

^{*} University Military Activities



Computation of Reducible 208 E&G Budget

\$ in Millions

Raducible

General Fund	\$163.8
Tuition & E&G Fees	474.3
Continuing Education	18.7
Ancillaries	15.1
Other Revenue	8.7
	\$680.6

			Veancible
<u>Uses</u>		Exemptions	Budget
Academic Units	\$350.7	\$0.0	\$350.7
Administrative Units	90.6	-	90.6
Fixed & Fringes	197.8	(197.8)	-
Continuing Education	18.7	(18.7)	-
Ancillaries	15.1	(15.1)	-
One-Time Budgets	7.7	(7.7)	
	\$680.6	(239.3)	\$441.3
		35%	65%



Computation of 208 E&G Reduction Percentage

\$ in Millions

1% reduction of 2	208 E&G GF
Revenue	

\$1.64

680.6

0.24%

(not feasible)

208 E&G *Reducible* Budget GF Reduction as % of Reducible

441.3

0.37%



2016-18 State Revenue Shortfall

\$s in millions

	2015-16	2016-17	2017-18	Total
Revenue Shortfall	(\$ 279.3)	(\$ 564.4)	(\$ 632.7)	(\$ 1,476.4)
Elimination of State Salary Program		125.1	221.0	346.1
Revenue Stabilization (Rainy Day) Fund		392.3	210.0	602.3
Net State Shortfall	(\$ 279.3)	(\$ 47.0)	(\$ 201.7)	(\$ 528.0)

After utilizing central actions to reduce the shortfall, the state is left with an \$528 million shortfall over the 2016-18 biennium.

This shortfall is exacerbated in 2017-18 by growth in cost drivers such as Medicaid.



State Strategies for Remaining 2016-17 Shortfall

Across-the-board 5% budget reductions

Education was excluded

Targeted reduction and action

- Higher Education is assessed a one-time reduction of \$28.8M system-wide. VT impact is \$5.1M comprised of:
 - \$400K for temporary suspension of E&G interest earnings and credit card rebate (tenet of Restructuring)
 - \$4.7M based on VRS rate savings resulting from state prepayment into retirement system; payment included nongeneral funds from all of the university programs.
 60% of the cost is assessed in FY17



Virginia Tech Strategy to Address 2016-17 Reductions

- Shelter colleges and units from reductions in current year
- Plan to utilize cash reserves, one-time resources, and negotiated fringe rate to address these one-time costs
- Consistent with state guidance, assessment will occur for all major components of the university:
 - University Division (208 E&G)
 - Auxiliary Enterprises
 - Sponsored Programs
 - Unique Military Activities
 - Cooperative Extension/Agricultural Experiment Station (229 E&G)



2017-18 State Shortfall

State Strategies for 2017-18 as of November 1

All state agencies including higher education have been asked to plan for a 7.5% reduction in ongoing state support in 2017-18.

Virginia Tech faces a base budget reduction of \$18.1M GF, comprised of:

- University Division impact: \$12.9M (2.8% of reducible E&G expenditure budget)
- Cooperative Extension/Agricultural Experiment Station impact: \$5.2M (1:1 impact)
- Student Financial Aid exempted

One-time assessment of \$3.5M comprised of:

- \$400K for suspension of E&G interest earnings and credit card rebate for a second year
- \$3.1M based on VRS rate savings resulting from state prepayment into retirement system; again, payment included nongeneral funds from all of the university programs for remaining 40% of cost



Virginia Tech Strategy for 2017-18

Address one-time FY18 assessment in manner consistent with FY17

Ongoing reduction:

- Draw upon prior experience in identifying and communicating implementation strategies
- Implement ongoing base reductions as of July 1, 2017
- Explore strategies to distribute broadly to minimize impact on any one area and protect academic programs
- Assess our ability to mitigate a portion of the reduction through a tuition increase
- Identify targeted reductions, where possible
- Facilitate a process that provides maximum flexibility to the campus



Planning Timeline

December 2016 Executive Budget

January 2017 General Assembly Session Convened

Revenue forecast could be updated

2017-18 appropriations could be modified

Spring 2017 BOV Tuition & Fee Decisions

June 2017 BOV approval of annual budget

July 1, 2017 Fiscal Year 2017-18 begins

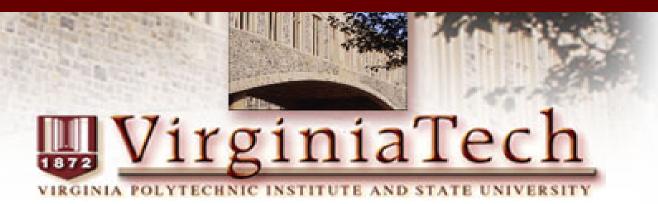


Questions?

Annual Progress Report:

Plan for a New Horizon 2012 - 2018

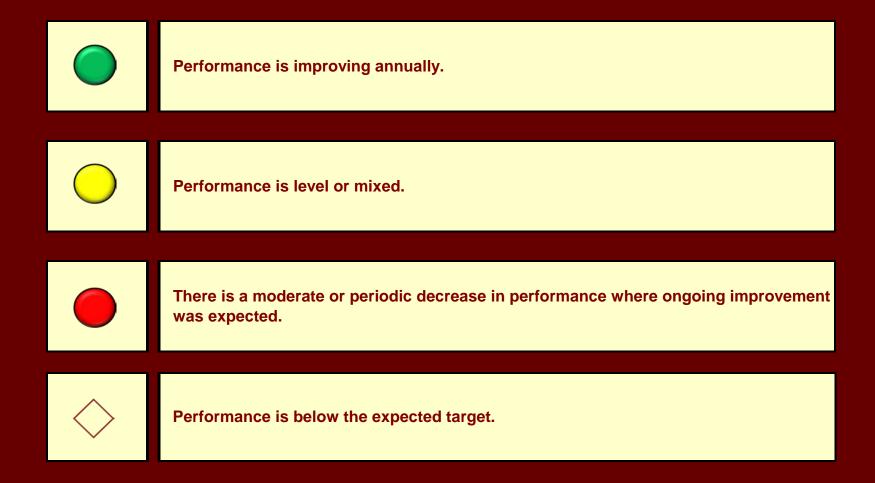
> Board of Visitors November 6, 2016



Overview of Indicators Supporting Scholarship Domains



Scorecard Indicators Key

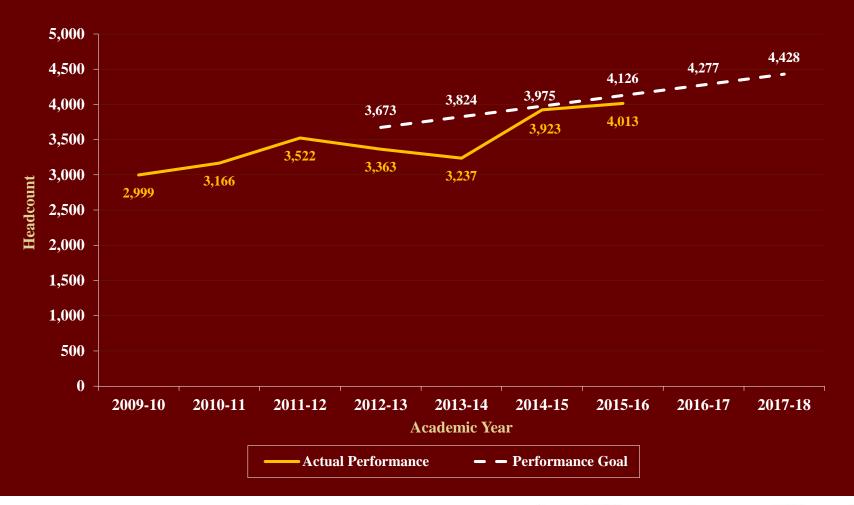




Learning

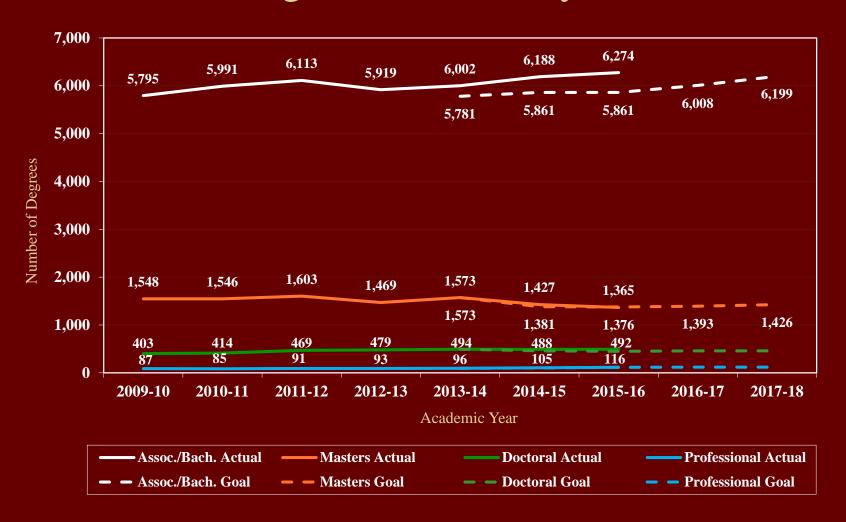
The number of graduating undergraduates who participated in research experiences







Total degrees awarded by level





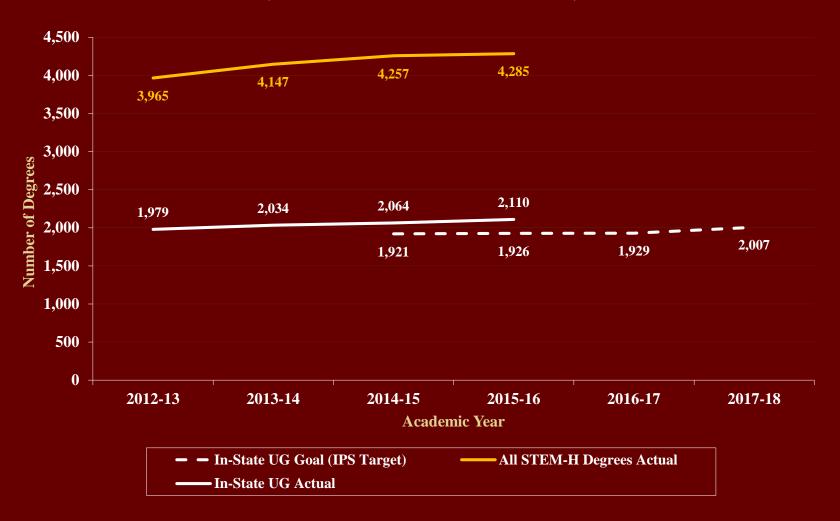
Underrepresented students entering the freshman class and degrees awarded





STEM-H degrees awarded

(based on SCHEV definition of STEM-H)







Student credit hours taught in special sessions





Discovery

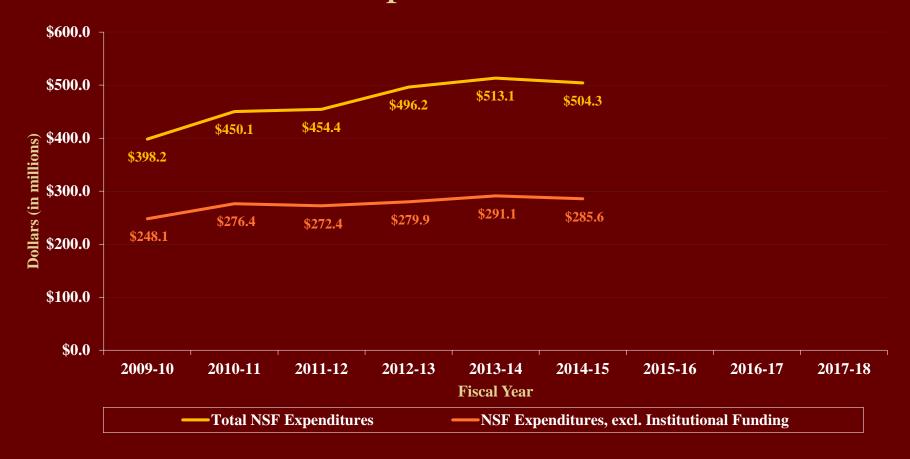
Total research expenditures reported to the National Science Foundation (NSF)





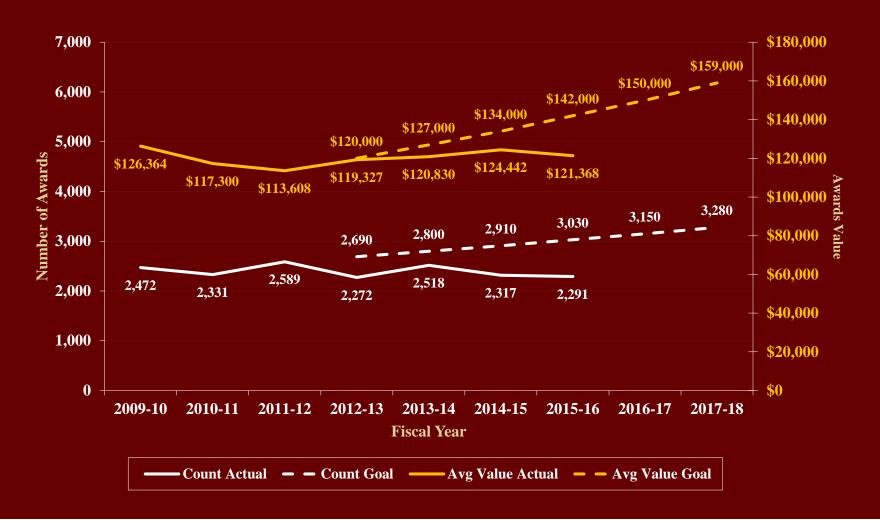


Comparison of total and extramurally funded National Science Foundation (NSF) research expenditures





Count and average value of sponsored awards

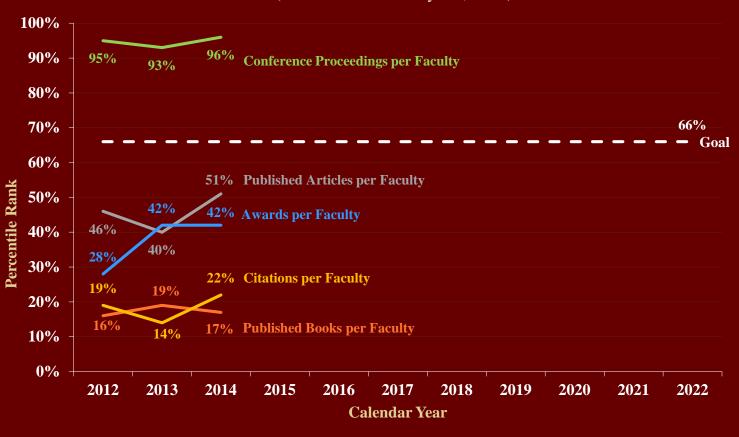




Percentile of Faculty Publications, Citations and Awards



(Per Academic Analytics, LLC)

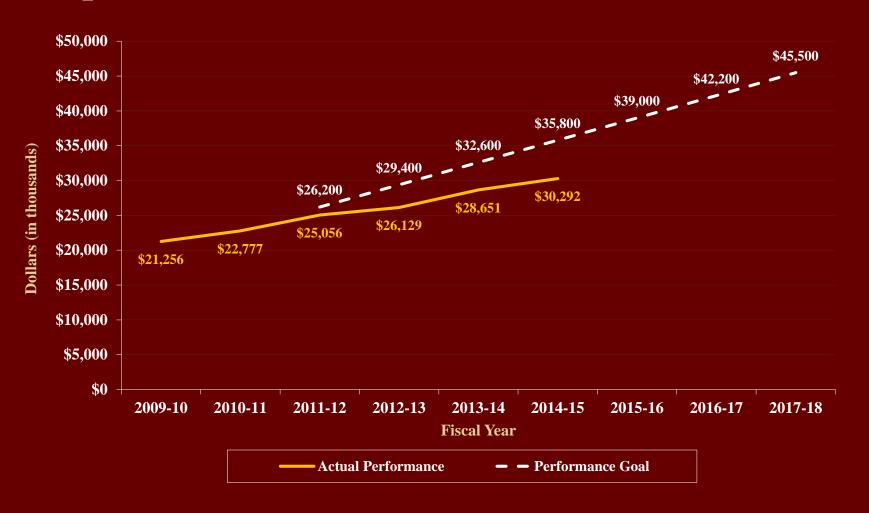




Engagement

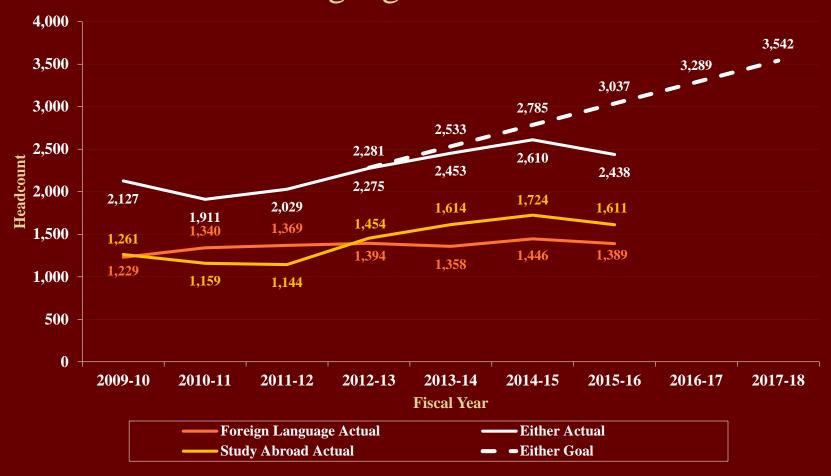
Industry funded research expenditures reported to the National Science Foundation







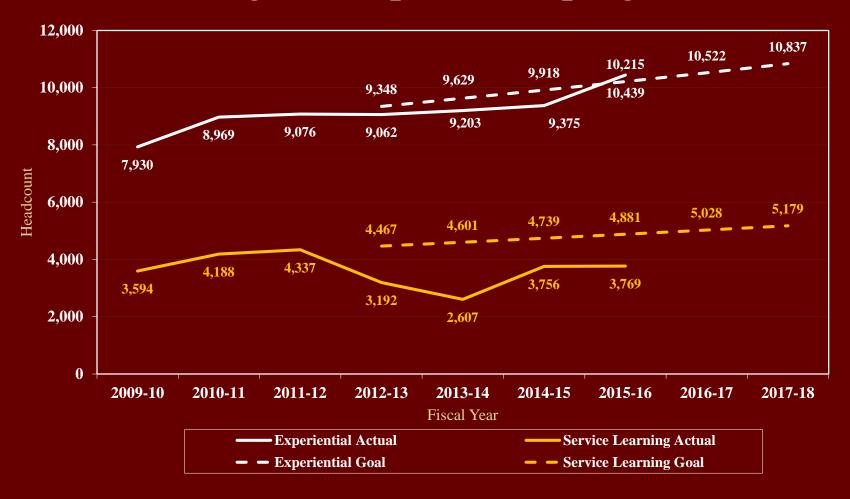
Number of graduating undergraduates who have participated in a study abroad experience or foreign language course.





Undergraduate participation in service learning and experiential programs







Future Directions

Provided Mid-Term Report Reviewed new academic budget model with shared metrics, goals and assessments

Last report under current metrics view Introduce new
metrics and goals
aligned with
Beyond
Boundaries and
shared
performance
agreements

New scorecard report aligned with new, shared academic decision support framework

November 2015

August 2016

November 2016

June 20

November 2017



Indicators Supporting Foundation Strategies:

Organizational Development

Campus Infrastructure

Resource Development



Scorecard Indicators Key



Performance is improving annually.



Performance is level or mixed.



There is a moderate or periodic decrease in performance where ongoing improvement was expected.



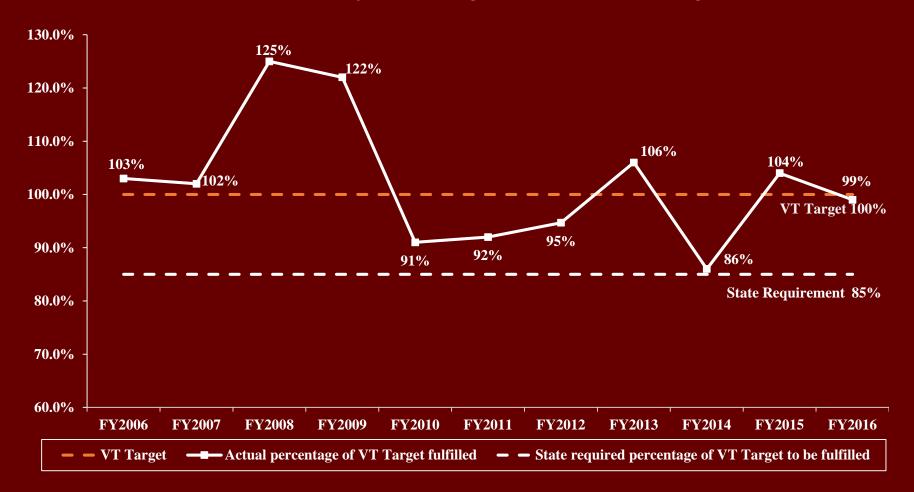
Indicators for Organizational Development

- Expenditures with SWaM suppliers as measured by percentage of annual goal achieved
- Management's timely response to Internal Audit Comments
- Workforce Composition of Faculty: Snapshot of census data as of September 30
- Workforce Composition of All Employees:
 Snapshot of census data as of September 30



Expenditures with SWAM Suppliers

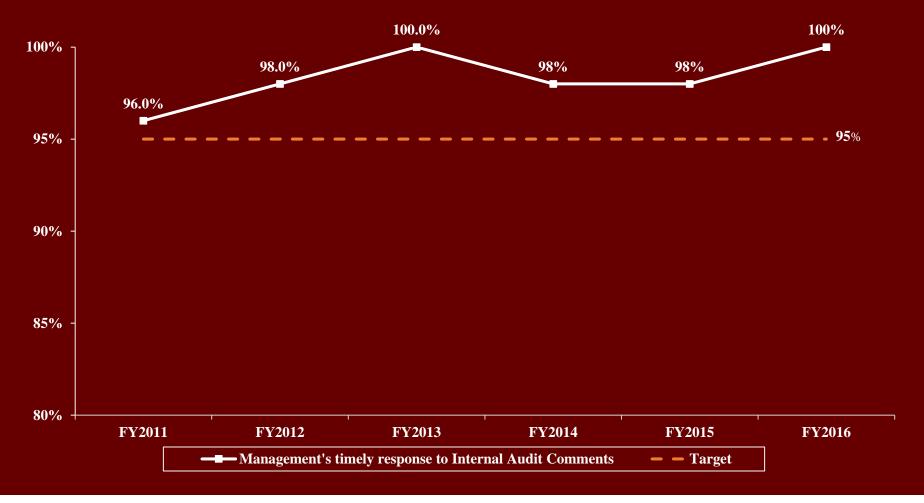
as measured by Percentage of Annual VT Target





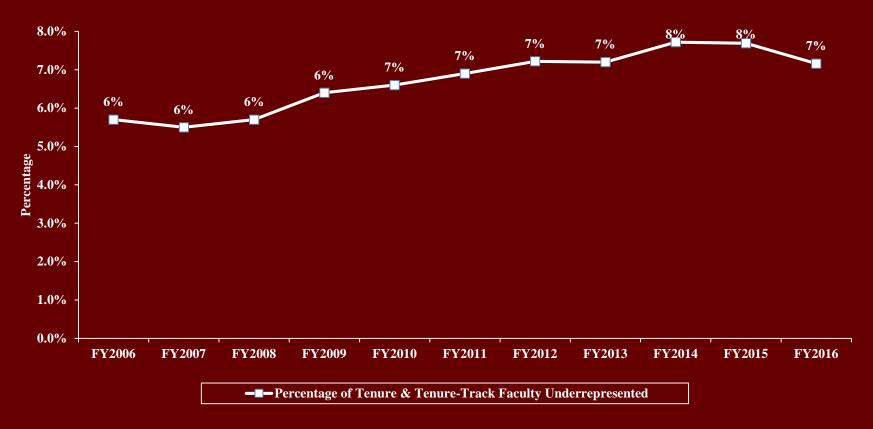
Management's Timely Response to **Internal Audit Comments**







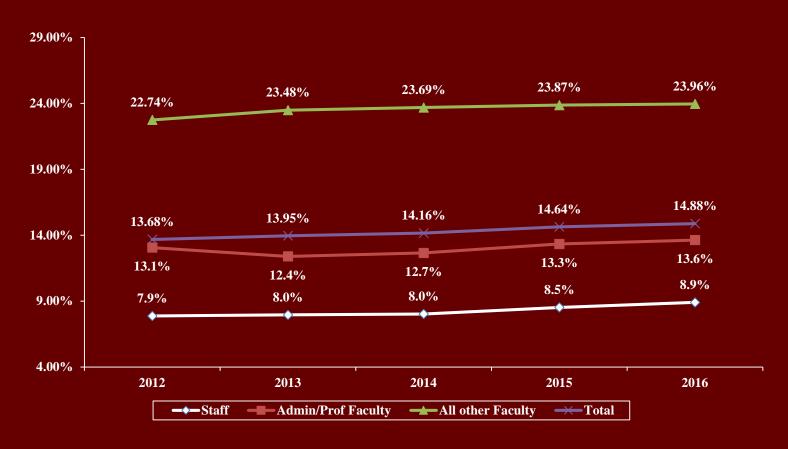
Trends Among Underrepresented Tenured & Tenure-Track Faculty



Percentage of underrepresented full-time faculty (snapshot data as of September 30; underrepresented Tenured & Tenure-Track faculty numbers do not include those self-identifying as Asian)



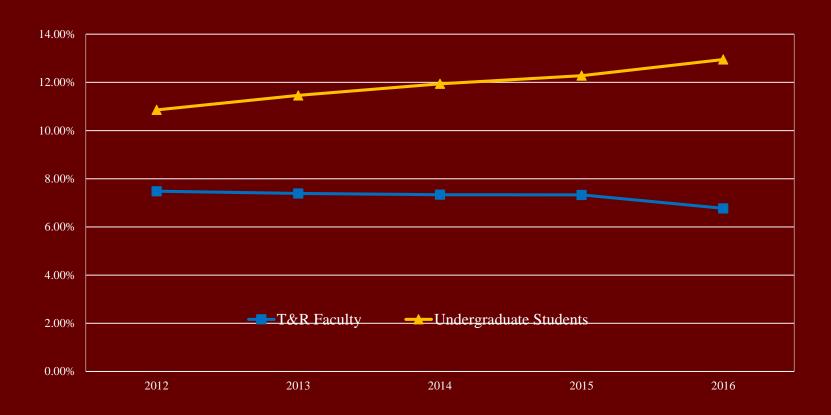
Trends Among Minority Faculty & Staff



Percentage of minority full-time employees (snapshot as of September 30; tenured & tenure-track, non-tenure-track instructional, and research faculty are included in "All Other Faculty"; faculty and staff numbers include those self-identifying as Asian.)



Underrepresented* Teaching and Research** Faculty and Undergraduate Students



*On this slide, "Underrepresented" includes all racial and ethnic groups except individuals identifying as White, Asian, and Two Or More identified as White: Asian. Employees and students who are nonresident aliens are also included in their self-identified race/ethnic groups.

**Includes: Tenure & Tenure-Track, Non-Tenure Track Instructional, and Research Faculty.



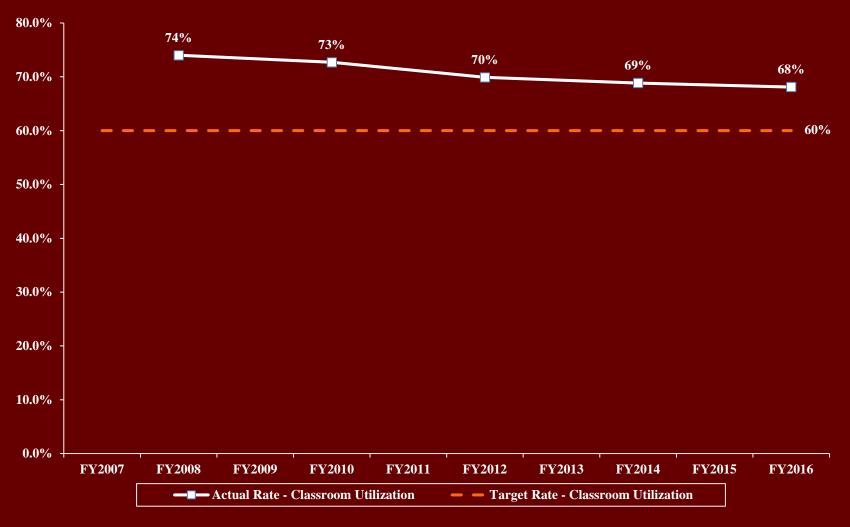
Indicators for Efficiency, Cost Containment, & Infrastructure

- Classroom Utilization Rate
- Classroom Laboratory Utilization Rate
- E-Commerce Transactions
- Dollar Volume of Rebates earned through the virtual card
- Administrative Cost Efficiency



Classroom Utilization Rate

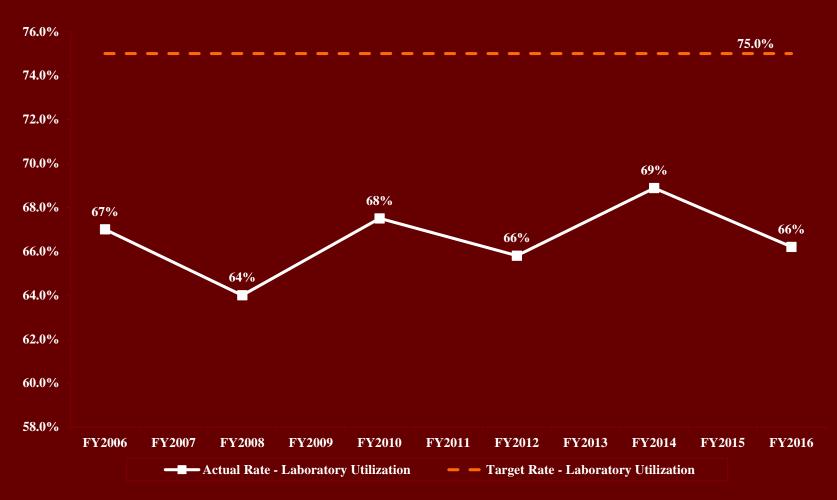
(Reported Biennially)





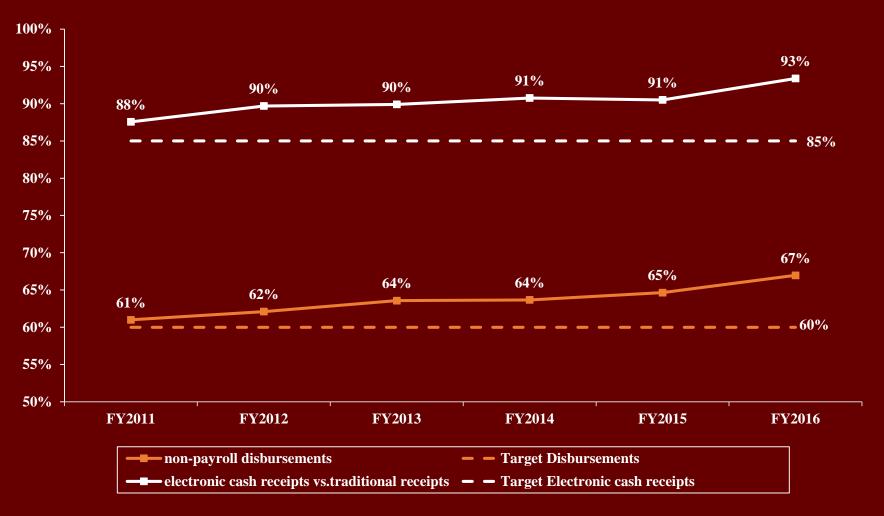
Classroom Laboratory Utilization Rate

(Reported Biennially)



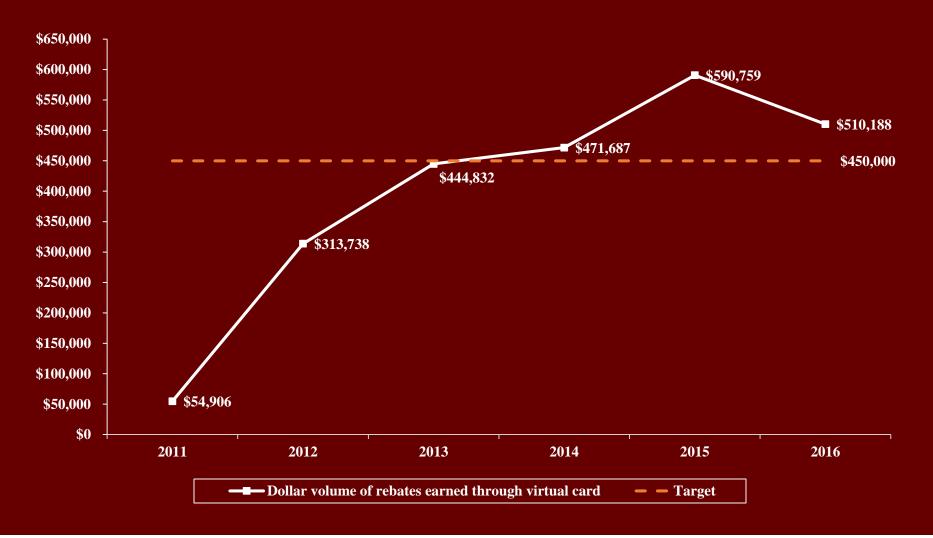


E-Commerce Transactions





Dollar Volume of Rebates





Administrative Cost Efficiency as compared to Peer Institutions





Other Indicators for Campus Infrastructure

- Police Department Average Response Time
- Compliance with Best Practices of VirginiaCrime Commission

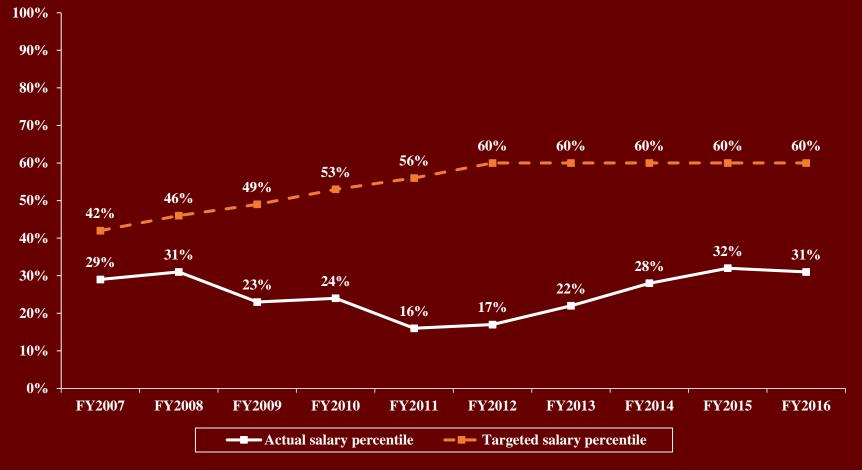


Indicators for Resource Development

- Progress of Faculty Salaries
- Undergraduate Financial Aid Resources
- Maintenance Reserve Support
- University debt ratio
- Central funding of research computing



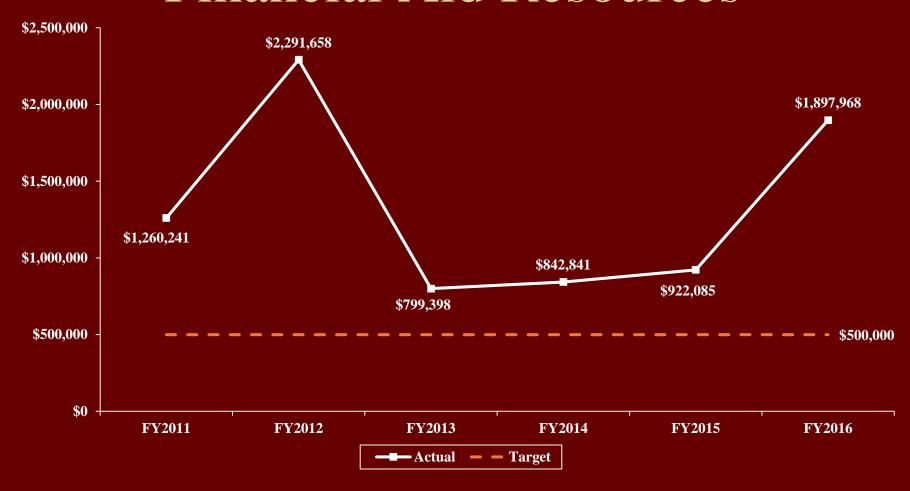
Progress of faculty salaries towards 60th percentile of SCHEV peers





Increase in Undergraduate Financial Aid Resources

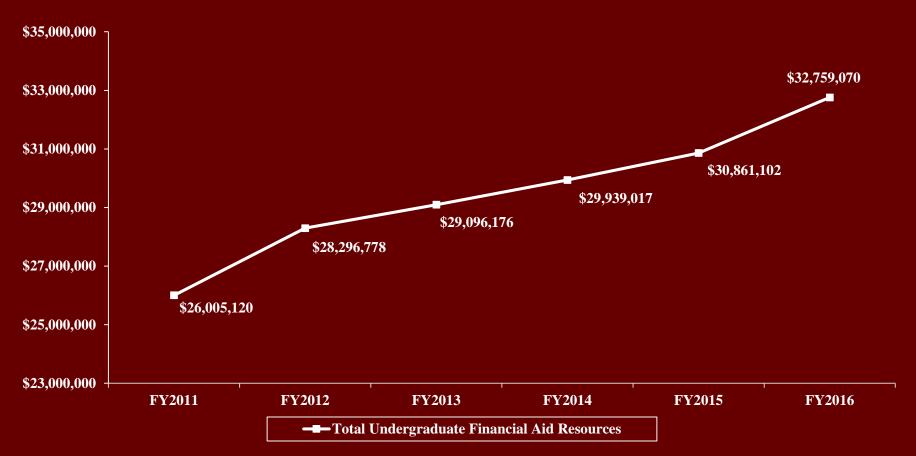






Undergraduate Financial Aid Resources



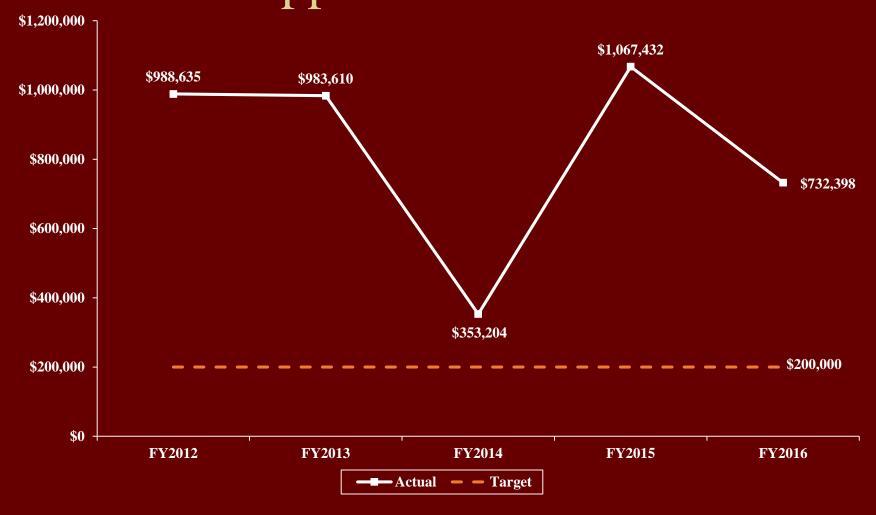


Total Undergraduate Financial Aid Resources does not include Private Support. It is comprised of Unfunded Scholarships, General Fund, and Institutional Resources.



Incremental Maintenance Reserves Support: Auxiliaries

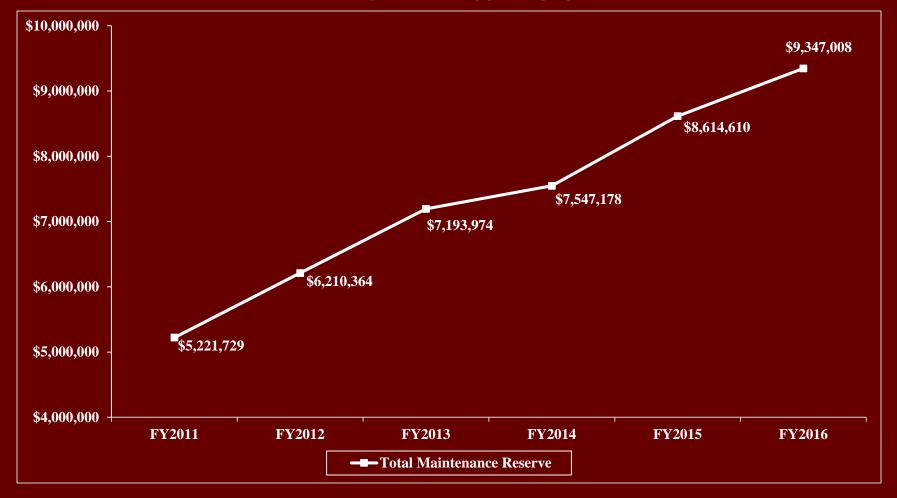






Maintenance Reserve Support: Auxiliaries







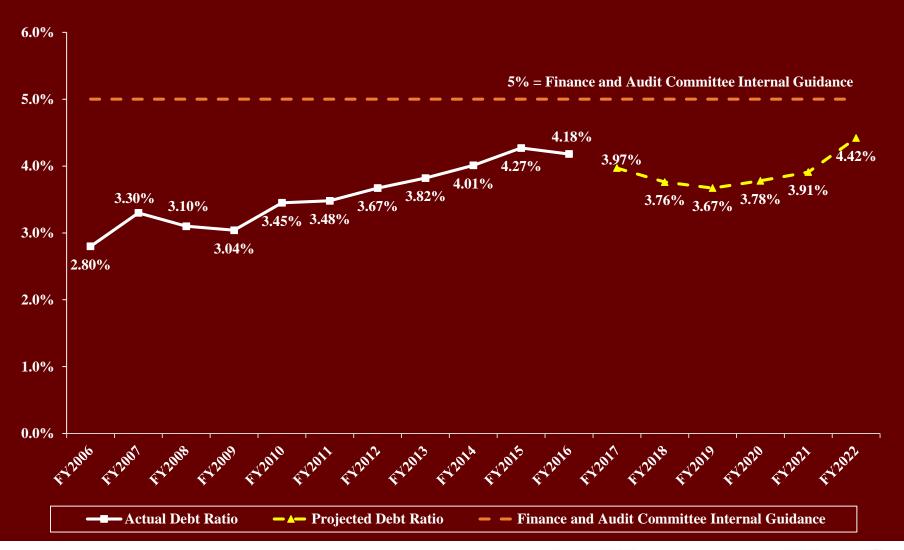
University Debt Rating

			A		A			A	
Aaa	AAA		Aaa	AAA	Aaa	AAA		Aaa	AAA
Aa1	AA +		Aa1	AA +	Aa1	AA +		Aa1	AA +
Aa2	AA		Aa2	AA	Aa2	AA		Aa2	AA
Aa3	AA-		Aa3	AA-	Aa3	AA-		Aa3	AA-
A1	A +		A1	A +	A1	A +		A1	A +
111			111		122	121		122	121
A2	A		A2	A	A2	A		A2	A
A3	A-		A3	A-	A3	A-		A3	A-
Baa1	BBB+		Baa1	BBB+	Baa1	BBB+		Baa1	BBB+
Baa2	BBB		Baa2	BBB	Baa2	BBB		Baa2	BBB
Baa3	BBB-		Baa3	BBB-	Baa3	BBB-		Baa3	BBB-
Daus			Dutto		Dutto			Dutto	DDD
MOODY'S	S&P		MOODY'S	S&P	MOODY'S	S&P		MOODY'S	S&P
2013		2014		2015			2016		

VT's Rating Restructuring requirement



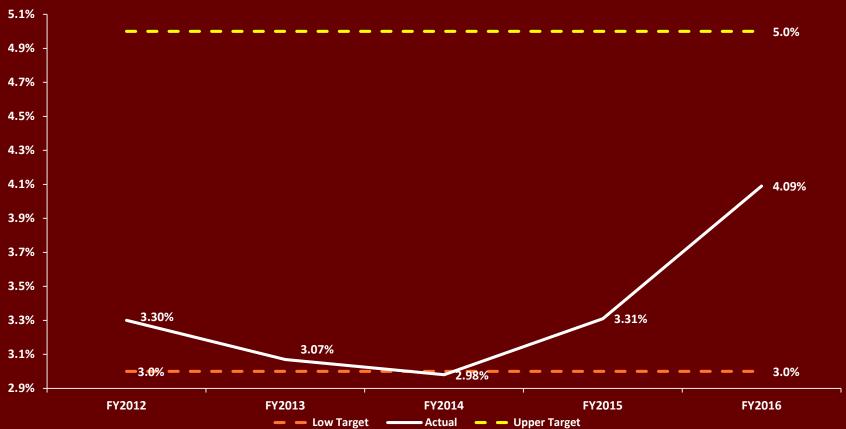
University Debt Ratio





Central Funding of Research Computing

(as percentage of annual externally funded research expenditures for previous year)



Actual FY16 dollar amount = \$11,605,644 (\$5,553,428 Budget Office allocation, \$356,479 Investment Computing Program, and \$5,695,737 additional IT support)



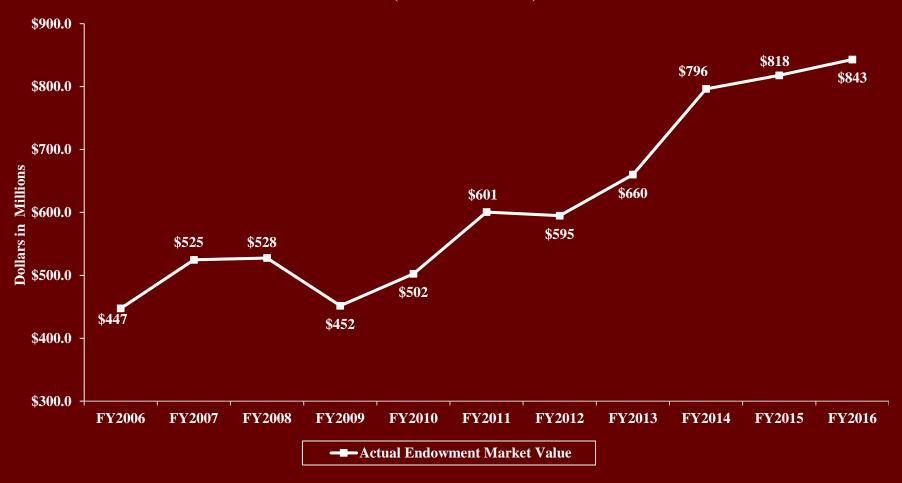
Measures for Effective Resource Development

- Endowment Market Value
- VT Foundation Assets
- Annual Fundraising total (cash flow) at face value
- Annual New Gifts and Commitments



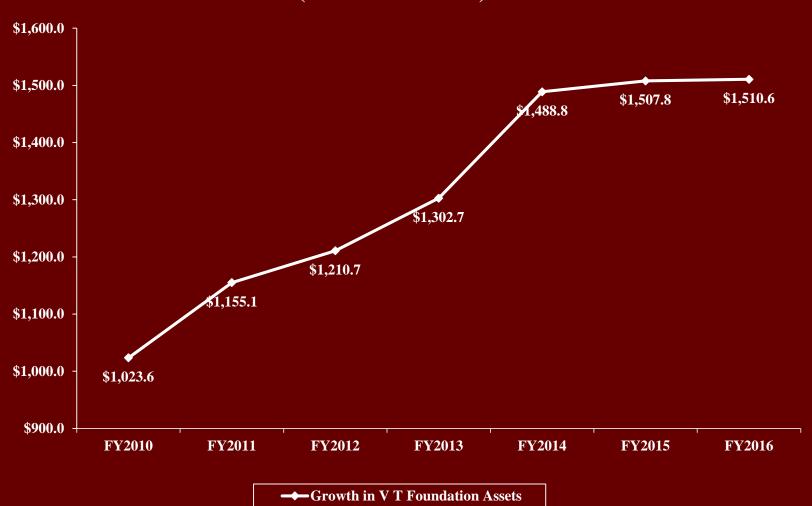
Endowment Market Value

(\$ Millions)



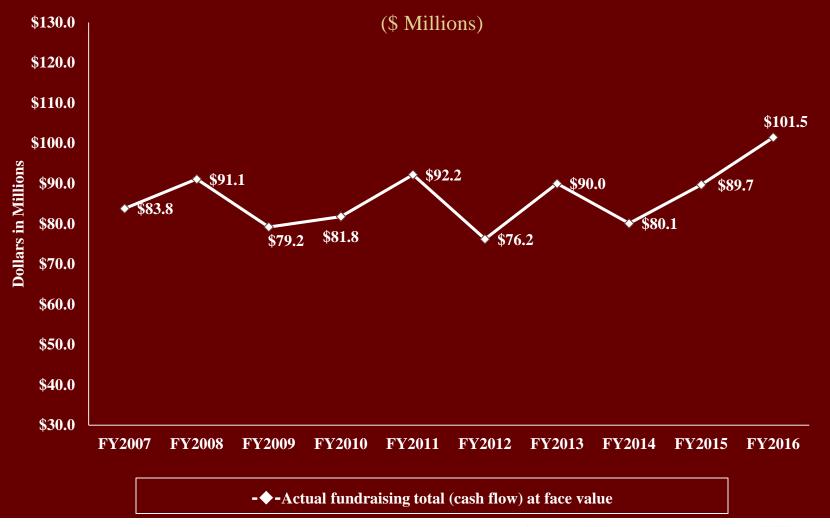


VT Foundation Assets (\$ millions)



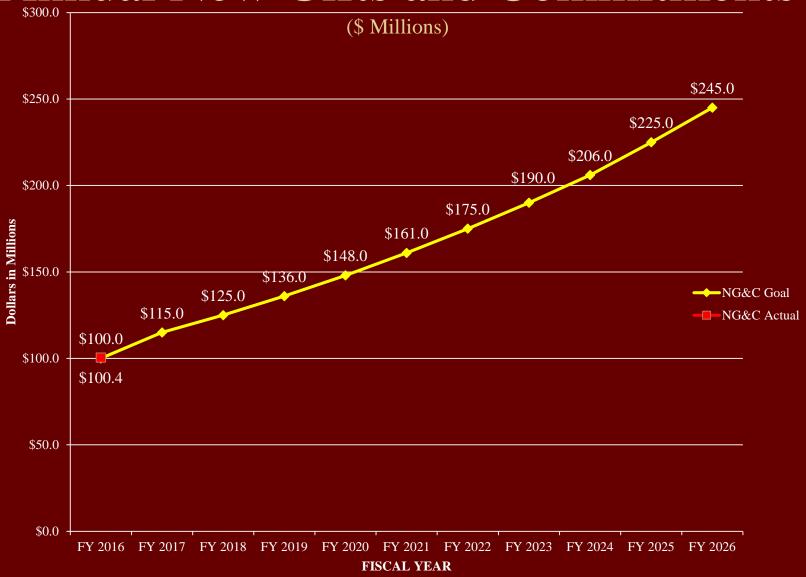


Annual Fund Raising (cash flow) at Face Value





Annual New Gifts and Commitments





Questions?



Measure	Metric Definition and Information Source(s)	Target	2014	2015	2016	Performan Toward Tar
Expenditures with SWaM suppliers	Actual expenditures as measured by percentage of annual goal achieved; this is not a static measure, as expenditures increase, achieving the same percentage increases dollars flowing to SWaM suppliers		86.0%	104.0%	99.0%	
Management's timely response to Internal Audit Comments	Actual performance in implementing internal audit recommendations by the original target date	95%	98.0%	98.0%	100.0%	
Workforce composition of faculty	Percentage of underrepresented full-time faculty (snapshot data as of September 30; underrepresented tenured & tenure-Track faculty numbers do not include those self-identifying as Asian)	Growth	7.7%	7.7%	6.8%	
Workforce composition of all employees	Percentage of minority full-time employees (snapshot as of September 30; tenured & tenure-track, non-tenure-track instructional, and research faculty are included in "All Other Faculty"; faculty and staff numbers include those self-identifying as Asian.)	Growth	14.16%	14.64%	14.88%	
Classroom Utilization Rate (measured biennially)	The utilization rate reflects an overall use of campus "stations" or seats in rooms by the ratio of seats occupied to total seats available.	60%	68.7%	-	68.1%	
Classroom Laboratory Utilization Rate (measured biennially)	The utilization rate reflects an overall use of campus "stations" or seats in rooms by the ratio of seats occupied to total seats available.	75%	68.9%	-	66.2%	(
E-Commerce transactions	Number of electronic payments as a percentage of total non-payroll disbursements	60%	63.67%	65.00%	67.00%	(
	Number of electronic cash receipts versus traditional receipts - Increase in the number of cash receipts received through electronic methods versus traditional methods	85%	90.76%	91.00%	93.00%	
Dollar volume of rebates earned through the virtual card	Growth in dollar volume of rebates earned through the virtual card	\$450,000 / calendar year	\$471,687	\$590,759	\$510,188	
Administrative Cost Efficiency as compared to peer institutions	Delta Cost Study methodology uses IPEDS data to compute Academic Support and Institutional Support costs (loaded with O&M)) per student FTE. A rank of #1 represents the most efficient. Data is generally one or more fiscal years behind. The most recent ranking will be reported.	Top 5 of peer institutions	1st	2nd	2nd	
Police Department Average Emergency Response Time	The response time is measured from the time the Communications Officer dispatches the call until the officer arrives on scene	< 3 min	<3 min	<3 min	<3 min	
Compliance with Best Practices of Virginia Crime Commission	This measure tracks the level of compliance with all applicable Best Practices recommended by the Virginia Crime Commission and mandated by SCHEV	95%	96.00%	96.00%	96.00%	
Progress of faculty salaries towards 60th percentile of SCHEV peers	SCHEV methodology of computing the percentile rank of the university's Salary Level as compared with peer institutions	60th Percentile	28th	32nd	31st	
Increase in undergraduate financial aid resources	Incremental institutional support for undergraduate financial aid from the following sources: unfunded, institutionally-controlled hard dollar resources and general fund support	\$500,000 / year	\$842,841	\$922,085	\$1,897,968	
Undergraduate financial aid resources	Total undergraduate financial aid resources: does not include Private Support. It is comprised of unfunded scholarships, general fund, and institutional resources.	Growth	\$29,939,017	\$30,861,102	\$32,759,070	
Maintenance Reserve Support: Auxiliaries	Maintenance reserve funding for auxiliaries	Growth	\$7,547,178	\$8,614,610	\$9,347,008	
University debt rating	Debt Rating as provided by Moody's and S&P	Rating in the AA- range by at least two rating agencies	Moody's: Aa1 S&P:AA	Moody's: Aa1 S&P:AA	Moody's: Aa1 S&P:AA	
University debt ratio	The university's actual annual debt service as a percent of its total operating expenses		4.01%	4.27%	4.18%	
Central funding of research computing	The university will centrally commit funding for the investment in research computing, enabling expanded computational science based research. This is not a static measure. The investment will be calculated as a percentage of the annual externally funded research expenditures for the previous year. The actual dollar amount for annual externally funded research expenditures for FY14 was \$8,545,254.	3 - 5%	2.98%	3.31%	4.09%	
Endowment Market Value	The market value of endowment assets managed by the Virginia Tech Foundation	Outperforming endowment policy benchmark over a 3, 5, and 10-year rolling period	\$796.4M	\$817.8M	\$843.0M	
VT Foundation Assets	Total of VT Foundation assets.	Growth	\$1.49B	\$1.51B	\$1.51B	
Annual Fundraising total (cash flow) at face value	Annual Cash flow is the total amount of gifts (cash and non-cash) received for the fiscal year, including irrevocable deferred gifts reported at face value; this amount includes pledge payments, but does not include outstanding pledge balances or bequest expectancies.	\$100M in Cash	\$80.1M	\$89.7M	\$101.45M	
Annual New Gifts and Commitments	New Gifts and Commitments tracks the total amount of new gifts (cash and non-cash), pledges, and bequest expectancies received for the fiscal year, including irrevocable deferred gifts reported at the appropriate discounted value; this amount does not include pledge payments.	\$100M in New Gifts and Commitments			\$100.42M	

Performance is improving annually

Performance is level or mixed

Performance is declining

3-Year Trend Shows Growth 3-Year Trend Level or Mixed 3-Year Trend Shows Decline Performance Below Target

	Measure(s)	Metric Definition and University Target Information Sources Performance		Performance	November 2016 Report Comment on 3-Year Trend	
	Number of graduating undergraduates who participated in research experiences.	Degrees extract and course history files - linked to credit bearing activities.	75% of graduating undergraduates.	4,013 (68.9%) in AY 2015-16	Graduating undergraduate participation in research experiences is up by 24% from AY 2013-14 (3,237).	\circ\circ\circ\circ\circ\circ\circ\cir
	Percent of entering students who attended First-Year Experience courses.	First time freshmen and transfer students in fall census files	80% of first-time students by the 2015-16 AY	71.1% (5,152) in AY 2015-16	Entering students attending First-Year Experience courses is up by 108% from AY 2013-14 (2,478).	\rightarrow
	Total degrees awarded by level.	Degrees extract	Within 5% of approved projections (SCHEV 2B), per proposed IPS measure #2	6,274 Assoc./Bach. 1,365 Masters 492 Doctoral 116 Professional 8,247 Total in AY 2015-16	Three-year trend is up 4.5% (or, 272 degrees) for undergraduate degrees, down 13.2% (or, 208 degrees) for master's degrees, level for doctoral degrees, and up 20.8% (or, 20 degrees) for DVM professional degrees.	•
	Underrepresented students entering the freshman class.	Fall census files	Improve on the Fall 2011 baseline	776 in Fall 2016	Entering underrepresented freshmen is up by 126 students (19.4%) from Fall 2014.	0
Learning	Degrees awarded to underrepresented students by level.	Degrees extract and student census file	Improve on the AY11-12 baseline	641 Assoc./Bach. 138 Masters 40 Doctoral 8 Professional 827 Total in AY 2015-16	Three-year trend for undergraduate degrees awarded to underrepresented students is up by 10.5% (or, 61 degrees) from AY 2013-14. Graduate degrees awarded to underrepresented students are up by 9.4% (or, 16 degrees) from AY2013-14.	•
Leal	Graduate enrollment.	Fall census files	Grow by 1,000 additional graduate students over the Fall 2011 baseline	3,870 Masters 3,020 Doctoral 489 Professional 7,379 Total in Fall 2016	Three-year trend for masters enrollment is up by 10.4% (or, 365 students), doctoral student enrollment is level, and professional student enrollment is up 5.2% (or, 24 students).	\circ\circ\circ\circ\circ\circ\circ\cir
	STEM-H degrees awarded.	Degrees extract	95% of In-state STEM-H undergraduate degrees projected in SCHEV 2B	2,976 Assoc./Bach. 841 Masters 352 Doctoral 116 Professional 4,285 Total in AY15-16	Three-year trend is up for STEM-H undergraduate, professional, and doctoral degrees awarded. The trend is down by 8% (or, 74 degrees) for master's STEM-H degree awarded.	•
	Student credit hours taught in special sessions.	Teaching load files	Increase special session enrollments by 3% annually	37,390 SCHs-Summer '16 6,506 SCHs-Winter '16 43,896 SCHs Total in CY 2016	Three-year trend for enrollments in summer session is down by 13% (or, 5,367 SCH's). Winter session enrollments are up by 77% (or, 2,823).	\rightarrow
	Percent of graduating undergraduates who participated in virtual and/or technology assisted courses.	Degrees extract and course history files (linked to credit bearing activities). Virtual courses = 100% electronic, asynchonous instruction. Technology-assisted courses = 50% - 99% electronic instruction (asynchonous or synchonous), or 100% electronic synchonous instruction.	100% of graduating undergraduates.	89.6% (5,217) Virtual, 90.1% (5,247) in Virtual and/or Tech-Assisted in AY 2015-16	Three-year trend for graduating undergraduate participation in virtual courses and/or technology assisted courses is up .	\circ\circ\circ\circ\circ\circ\circ\cir
	Total expenditures in grants and contracts by research domain.	As reported annually to the National Science Foundation	\$680M in annual research expenditures by 2018	\$504.3M in FY 2014-15	NSF reported expenditures up 1.6% from \$496.2M in FY2012-13.	\Diamond
	Count and average value of sponsored awards.	As reported in Sponsored Programs datawarehouse dashboard	Average 4% annual growth in number of awards and 5.75% annual growth in average dollar value of awards	2,291 Awards \$121,368 Avg Value in FY 2015-16	Three-year trend for number of awards is down. The trend for the average value of awards is level.	0
Discovery	Faculty publications and citations. Academic Analytics		Top 1/3rd (66th percentile) of Very High Research Public Universities by 2022.	Books/Fac 17th Pctile Articles/Fac 51st Pctile Conf. Proceedings/Fac 96th Pctile Citations/Fac 22nd Pctile for 2014	A three-year trend shows an increase in our percentile rankings for published books, conference proceedings, published articles, and citations per faculty.	\rightarrow
	aculty awards. Academic Analytics		Top 1/3rd (66th percentile) of Very High Research Public Universities by 2022.	Awards/Fac 42nd Pctile (449 Awards) for 2014	Up from 248 awards per faculty (28th Percentile) in 2012	\Diamond
	Number of post-doctoral appointments reported to National Science Foundation.	As reported annually to the National Science Foundation	Increase by 51% to 317 total positions by 2018	224 in Fall 2016	Three-year trend for post doctoral appointments is level.	\Diamond
	Industry-funded research expenditures reported to the National Science Foundation.	As reported annually to the National Science Foundation	100% increase between FY2010- 11 and FY2017-18	\$30.3M in FY 2014-15	Industry-funded research expenditures up by 16% from \$26.1M in FY 2012-13.	\Q
Engagement	Number of graduating undergraduates who have participated in a study abroad experience or foreign language course.	Degrees extracts and course history files	60% of graduating undergraduates.	1,389 (23.8%) Foreign Language 1,611 (27.7%) Study Abroad 2,438 (41.9%) Either in AY 2015-16	Foreign language study and study aboad count is level from AY 2013-14.	\$
	Undergraduate participation in service learning and experiential programs.	Service learning course list provided by VTEngage with enrollments from course files; experiential programs come from course files	3% annual increase on the FY11- 12 baseline through FY17-18	3,769 Service Learning 10,439 Experiential Learning in AY 2015-16	Three-year trend is up for service learning and experiential learning.	\Diamond

Purposeful Recruitment and Retention:

Focused on Inclusiveness, Collaboration, and Innovation

Board of Visitors | **November 6, 2016**

Research shows that Diversity Matters

- Ideas generated by diverse groups produced higher quality ideas
- Diverse teams demonstrated greater innovations
- Most successful companies have more diverse teams based on race and gender
- Research papers with the highest number of citations exhibited intrusion of interdisciplinary information
- Calls from business and community leaders to strengthen workforce diversity

The Higher Education Diversity Imperative: Inclusive Excellence

- Increase racial/ethnic diversity of student body as part of comprehensive plan to make excellence inclusive
- Need to enact diversity in intentional ways that enhance students' intercultural competency, cognitive complexity, and ability to work in diverse groups
- Several scholars have found that representational diversity is associated with cross-difference interactions and opportunities for inter-group interactions which impacts educational outcomes
- Responsibility as a Land Grant institution to educate citizens

Preparing a 21st Century Workforce

Multiple Dimensions of Diversity

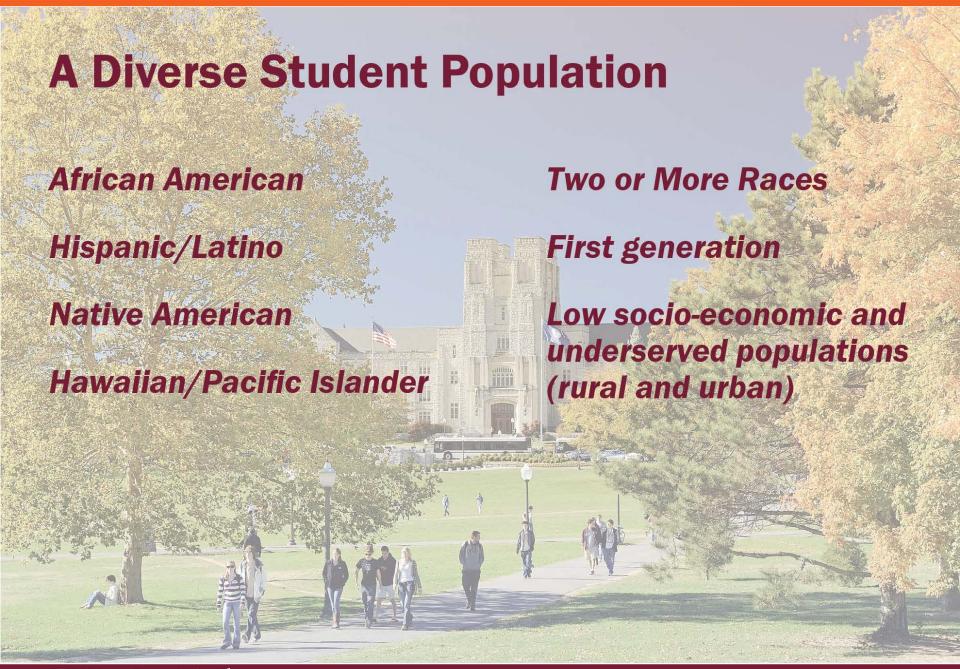






WirginiaTech

For Good.





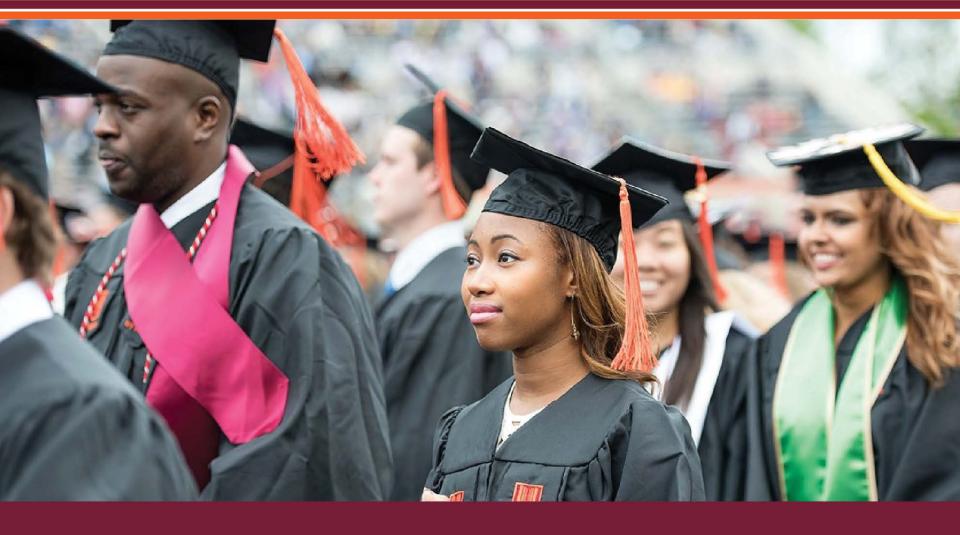
Strategy for a More Expansive and Representative Student Population



Innovative K – 16 partnerships to increase academic preparation, access, and affordability ("College Access Collaborative")

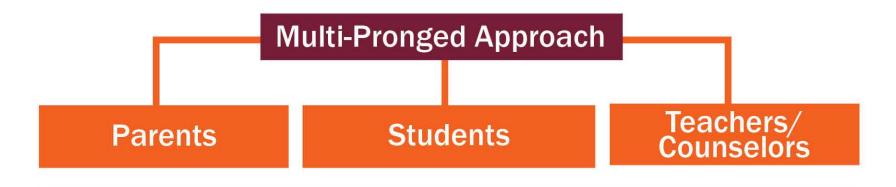
Inclusive, Targeted, and Participatory Admissions Strategy

Investment in Scholarship Resources: Centrally + College + Advancement



College Access Collaborative

College Access Collaborative



Supporting the university's land-grant mission; motto Ut Prosim (That I May Serve); and commitment to inclusive excellence (Inclusive VT).

College Access Collaborative Goals

- Increase the number of scholarships to Pell-Eligible Recipients
- Increase community based STEM-H experiential learning opportunities in the underserved communities
- Enhance middle and high school counselor knowledge surrounding college and financial aid applications and processes
- Provide professional development workshops for middle and high school teachers in support of college academic preparation
- Increase engagement with prospective VCCS transfer students

College Access Collaborative

15 HIGH SCHOOLS

We have partnered with 15 high schools from cities to rural areas in Virginia with historically low high school attainment and low matriculation to post-secondary education.



College Access Collaborative Team



Karen Eley Sanders
Associate Vice Provost
for College Access



Mary Grace Campos

Director, College Access Collaborative



Sheila Carter-Tod
Director of Curricular and
Pedagogical Development in the
College Access Collaborative
Associate Professor,
Department of English



Anita Price
Business Manager,
College Access Collaborative

In Partnership with:

- Executive Advisory Council:
 - Brenda Brand
 - Juan Espinoza
 - Mercedes RamirezFernandez
 - Mildred Johnson
 - Susan Short
- Additional Team Members:
 - Bobbie Potter,
 Community College
 Outreach Coordinator
 - Sarah Wray, K-12 Engagement Coordinator, Reynolds Homestead
 - Denise Young, Community College Student Success Coordinator

College Access Collaborative Team External Partnerships













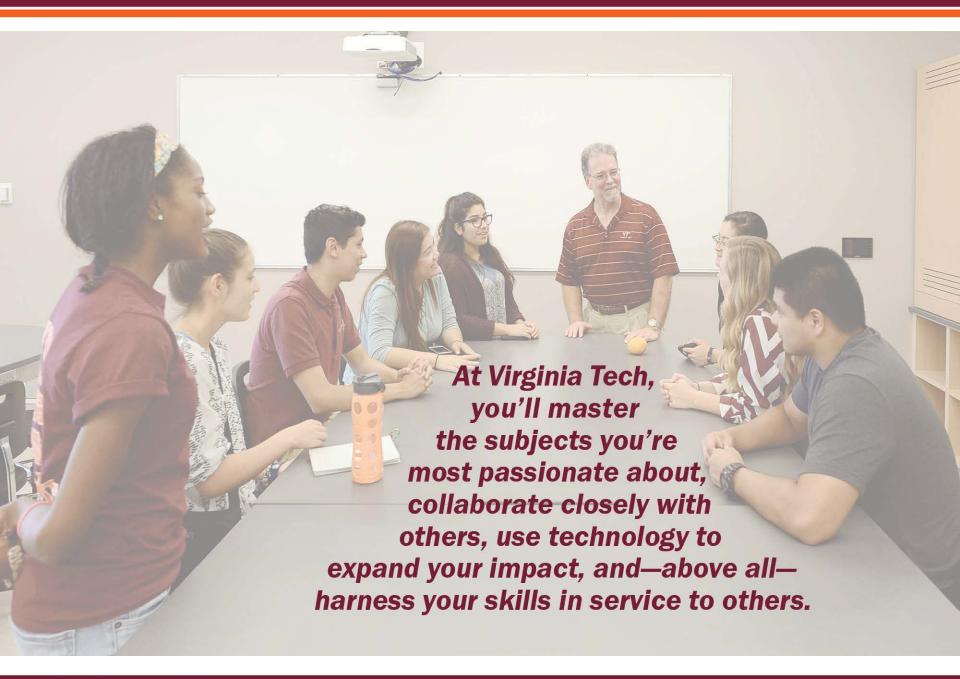
Admissions Strategy



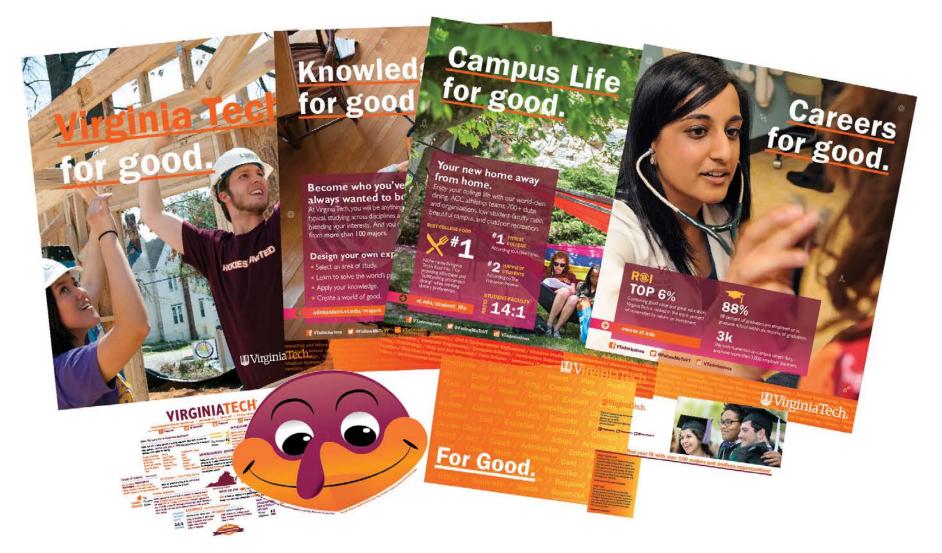
Evolving Recruitment and Holistic Review

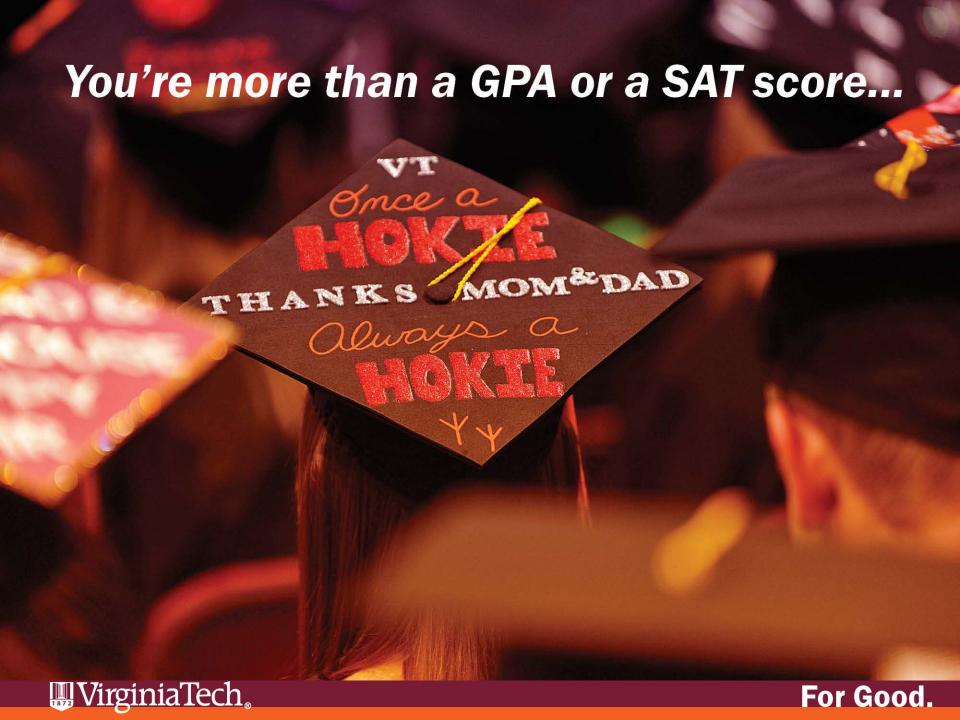


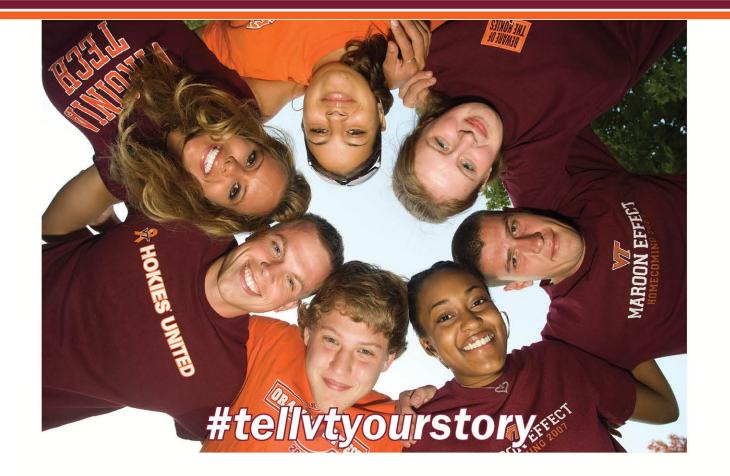
- Expanded territories and assigned personnel
- Expanded outreach and programming
- Expanded department participation in holistic review



2016 Printed Materials



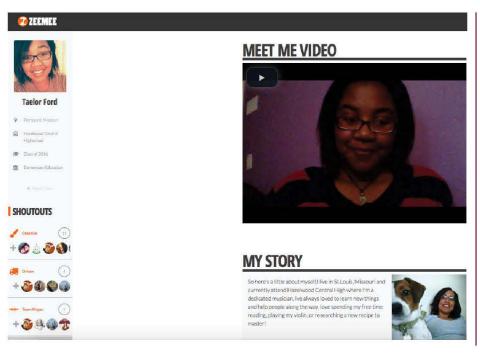


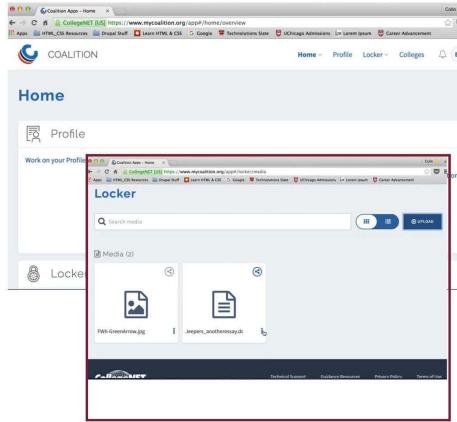


"There are many ways to succeed and even more ways to excel."

- Dr. Thanassis Rikakis, Provost, Virginia Tech

Connecting with Gen Z





Understanding Demographics in the Commonwealth of Virginia

State-Level Cohort Report, Four-Year Rate Class 2015 (First-time 9th Grade Cohort in 2011-2012)

Student Subgroup	Cohort Advanced Diplomas	
African American	21,720	7,333
American Indian	297	128
Hispanic of Any Race	10,453	4,167
Two or More Races	3,792	2,170
All Students	93,142	47,945

Source: www.schev.edu

Investing in Scholarship Resources Centrally + College + Advancement

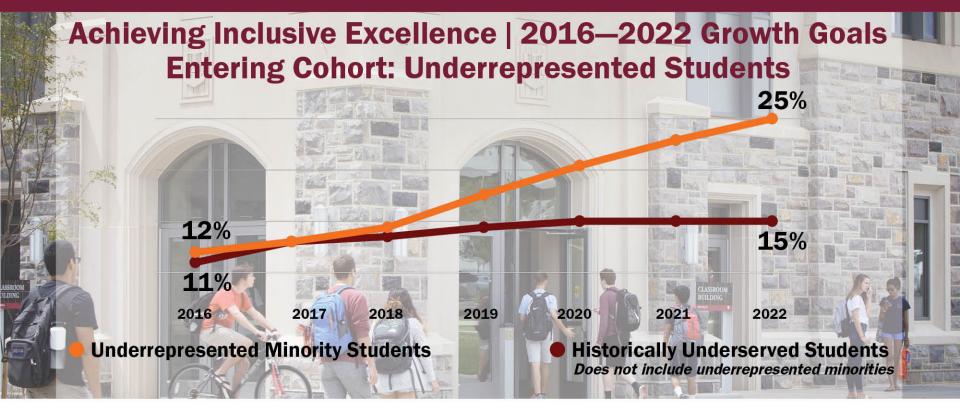




Underrepresented Minorities are federally recognized racial and ethnic populations who are underrepresented at Virginia Tech relative to their total numbers in the Commonwealth. Underrepresented minorities at Virginia Tech include students who are African American or Black; American Indian or Alaskan Native; Hispanic, Latino or of Spanish Origin; and Native Hawaiian or other Pacific Islander.

Historically Underserved populations at Virginia Tech include students who are first-generation and are of lower socioeconomic status.

2022 goals for a more expansive and diverse student body.



2016 Actual:

23%

2022 Goal:

40%

Questions?



Presentation to the Board of Visitors Sunday, November 6, 2016

Charles D. Phlegar
Vice President for Advancement



A Year of Change

- New Division
- New Leadership
- New Programs
- New Mission and Values
- New Moves
- New Goals



New Division and Leadership

Integration

- Alumni Relations
- University Relations
- University Development

Leadership Changes

- Tracy Vosburgh, Senior Assoc. VP for University Relations
- Matt Winston, Senior Assoc. VP for Alumni Relations
- Monecia Taylor, Associate VP for Principal Gifts
- Mike Moyer, Associate VP for Colleges
- John Torget, Assistant VP for Leadership Gifts & Annual Giving



New Programs

Principal Gifts

- Portfolio consists of significant percentage of Top 300 prospects
- •Focus on 7-figure prospects (generally \$5M+)
- •35% 50% of annual gift income and campaign revenue from this group

Leadership Gifts

- Highlight ANNUAL participation
- Emphasis on Current-Use Gifts
- •1872 Society

Research

- •GG+A Review
- Evertrue
- Address Marketing



New Mission

The Division of University Advancement is committed to informing, engaging, partnering with, and securing financial support from a diverse spectrum of audiences through integrated, strategically aligned communications, engagement programs, and philanthropic opportunities.

We build lifelong relationships that engage the time, loyalty, and intellectual and financial resources of individuals in support of Virginia Tech's aspirations, goals, and broader land-grant mission to serve society.



New Values

The Division of University Advancement endorses and is guided by the Principles of Community.

- We are committed to <u>transparency</u>, <u>collaboration</u>, <u>and consistency</u> in operations between the central offices and those in the colleges and units
- We are firmly committed to an <u>audience-centered approach</u> in our communications, engagement, and philanthropic activities
- We are committed to a <u>performance-based culture</u> of excellence and accountability as a means of reaching our organizational goals and the personal and professional development goals of our staff
- We will strive for <u>continuous program innovation</u> that will support the university's goals and leadership position in higher education



Five Advancement Questions

- 1. How does this project/process align with the mission and values of the Advancement Division?
- 2. Which key Advancement audiences will this project/process reach?
- 3. Which strategic Advancement goals does this help achieve?
- 4. Does the return on investment (including budget dollars and employee time) justify the allocation of Advancement resources on this effort?
- 5. Who in the Advancement division should be lead on this and who else should be involved based on the strategic goals this is helping accomplish?



ADVANCEMENT DIVISION PROGRESS

YEAR ONE(July 2015-June 2016)



Exceeded the \$100M mark in both Private Gift Income (Cash) and in New Gifts and Commitments

- \$101.5M in Cash
- \$100.4M in New Gifts and Commitments



RETURN ON INVESTMENT

TOTAL PRIVATE SUPPORT (CASH, FY13-FY15 AVERAGE)

	Total Private Support (Cash)	Total Advancement Expenditures	Total Advancement FTE	Total Advancement Cost per Dollar Raised	Return on Investment	Net Yield
Florida	\$213.89M	\$35.29M	287.8	\$0.16	\$6.06	\$178.60M
North Carolina	\$292.09M	\$40.82M	300.0	\$0.14	\$7.16	\$251.27M
Ohio State	\$329.80M	\$58.23M	419.8	\$0.18	\$5.66	\$271.57M
Penn State	\$209.20M	\$53.99M	386.9	\$0.26	\$3.87	\$155.21M
Toronto	\$170.23M	\$44.24M	302.4	\$0.26	\$3.85	\$126.00M
UCLA	\$441.04M	\$82.02M	584.1	\$0.19	\$5.38	\$359.02M
Virginia	\$230.13M	\$57.26M	403.5	\$0.25	\$4.02	\$172.87M
Washington	\$423.27M	\$57.78M	504.7	\$0.14	\$7.33	\$365.50M
Mean	\$288.22M	\$55.54M	398.6	\$0.20	\$5.17	\$232.68M
Virginia Tech	\$83.83M	\$24.31M	198.67	\$0.29	\$3.45	\$59.52M

Source: Self reported

Notes: North Carolina did not report Alumni Association dollars or FTE, resulting in lower expenditures and FTE. They have been removed from the means on this chart.



Key Advancement Priorities



CURRENT PRIORITIES

Health Sciences & Technology Corridor (\$100M)

Intelligent Infrastructure (\$25M)

Global Business Analytics Complex (\$75M)

Honors College (\$100M)

Inclusion & Diversity Scholarships (130 @ \$6,000 | \$5,000 | \$3,000 annually)

Honors College Scholarships (200 @ \$13,000 | \$7,000 | \$4,000 annually)



Short-Term Goals

- Raise \$100M in cash and \$115M in NG&C
- Open Advancement Office in Northern Virginia/DC Area
- Complete Office Moves (Univ. Relations to UGC; Special Events to Alumni Center)
- Develop College/Unit Goals and Priorities and write case for support
- Advancement Advisory Boards (12-24 members; 100% participation)
- Crowdfunding Program
- Tiered Chapters Program
- Launch Blackbaud CRM Database



Short-Term Goals, continued

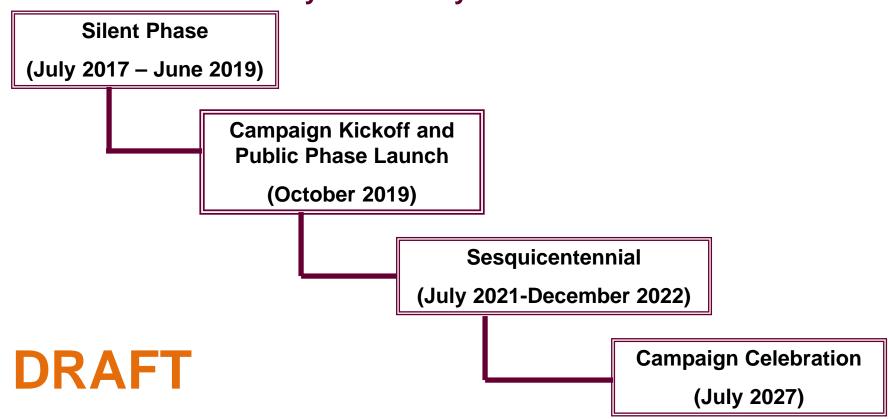
- Brand Refresh
- Expand Culture of Philanthropy
- Grow Young Alumni Engagement
- Portfolio Review and Market Segmentation Strategies
- 22% Participation by 2022: Annual fund asks, athletic support, senior gift, young alumni, RSOs
- Finalize Campaign Plan



DRAFT

CAMPAIGN TIMELINE

July 2017 – July 2027





Questions??

Charlie Phlegar
Vice President for Advancement
540-231-7676
cphlegar@vt.edu







Safety, Security and Preparedness at Virginia Tech





Virginia Tech Police Department





Our mission is to enhance the safety and quality of life for students, faculty, staff, and visitors through:

- » Effective law enforcement
- » Proactive crime prevention
- » Partnership with the university community.



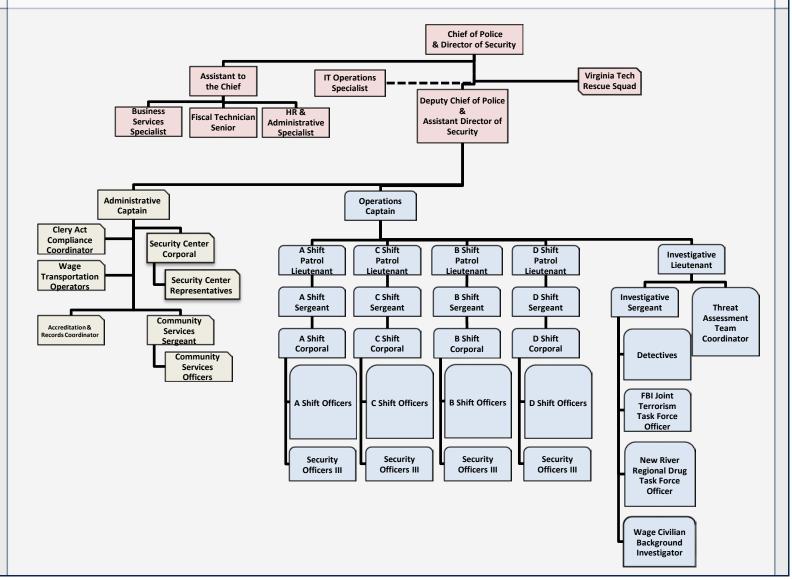
CONNECT WITH US

- www.police.vt.edu
- facebook.com/VirginiaTechPolice
- @VaTechPolice



VTPD Organizational Structure









Accreditation

CALEA: The Commission on Accreditation for Law Enforcement Agencies.

IACLEA: International Association of Campus Law Enforcement Administrators.

VTPD first accredited by CALEA in 1995; most recent reaccreditation in 2015, obtained the highest standard, Accreditation with Excellence.

VTPD first accredited by IACLEA in 2013, most recent reaccreditation in 2016.







Outreach efforts

















Virginia Tech Threat Assessment Team

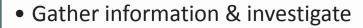


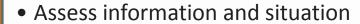
Threat Assessment and Management:

A systematic process with a broad representation from key areas of the university designed to:



• Identify persons or situations causing concern







www.threatassessment.vt.edu





Threat Assessment

Report and Consult:

The Threat Assessment Team regularly reviews and manages concerns such as:

- Communicated threats,
- Stalking or obsessive pursuit / contact,
- Domestic / interpersonal violence,
- Harassment,
- Bullying / intimidation,
- •Unusual or inappropriate correspondence or communication,
- •Unusual or disruptive behavior,
- Concerns for the safety & well-being of others, or
- Any other potentially threatening or disruptive behavior or situation

"This may be nothing, but . . ."

www.threatassessment.vt.edu





Virginia Tech Invent the Future®

Case Information Total Cases Reviewed

	2012	2013	2014	2015
Total cases reviewed	362	406	524	447
Carry-over cases	58	56	93	90
New cases	304	350	431	357
Staffed by TAT	45	80	103	66
Triaged to other office	259	326	328	291

www.threatassessment.vt.edu





Security Cameras

In excess of 500 currently in use.





Move to Security Center in Public Safety Building in December will allow for more "real time" coverage.

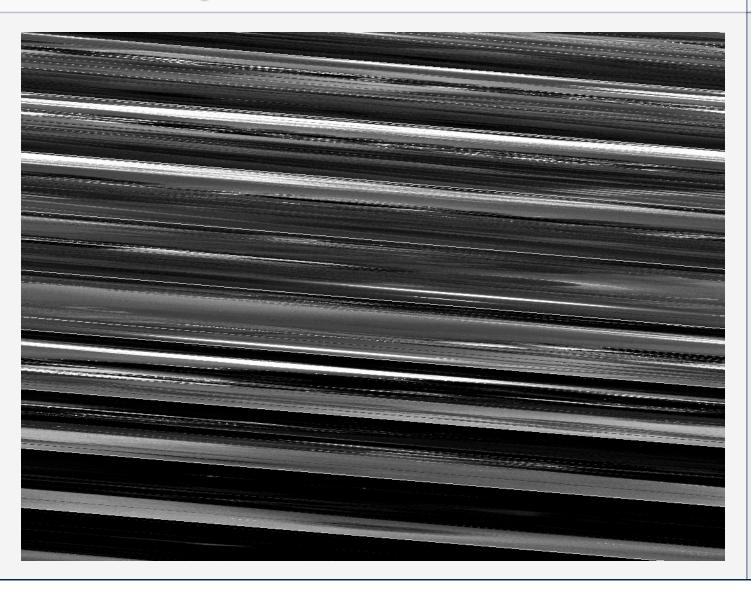
Used extensively for special events such as home football games.

A number of crimes have been solved thus far utilizing the camera system in conjunction with requests for assistance from the community.





Security Cameras







Clery – Crime Alerts

Also known as "Timely Warning", must be issued per the Clery Act for all Clery Act crimes that occur within Tech's Clery Act geography that are:

- "Reported to campus security authorities or local police agencies; and"
- 2. "Considered by the institution to represent a serious or continuing threat to students and employees".

Accomplished via a blast e-mail to the campus community as opposed to utilizing the Emergency Notification System (ENS) which is used to distribute VT Alerts.





Clery – Crime Alerts

36 issued since January 2013

Thefts/Burglaries/Larcenies: 12

Sexual Assaults: 9

Robbery: 3

Threats: 3

Scams: 3

Gas leak: 1

Road flooding/closure: 1

Situational Awareness: 1

Homicide in Blacksburg: 1

Request for assistance: 1

Assault (non-sexual): 1







Key Partnerships

Title IX partnerships.

Emergency Management.

Residence Life Resource Officer program.

FBI's Joint Terrorism Task Force.

New River Valley Drug Task Force.

Blacksburg Police Department.

All federal, state, local partners in NRV.





Virginia Tech Emergency Management







Our mission is to build, sustain, and improve:

- University resiliency.
- Departmental readiness.
- Individual preparedness.

Principles of Emergency Management:

- Mitigation Changing the environment or behaviors
- Preparedness Planning for things you cannot control
- Response Managing the incident
- Recovery Returning to normalcy



University Resiliency; Safety and Security Policy 5615

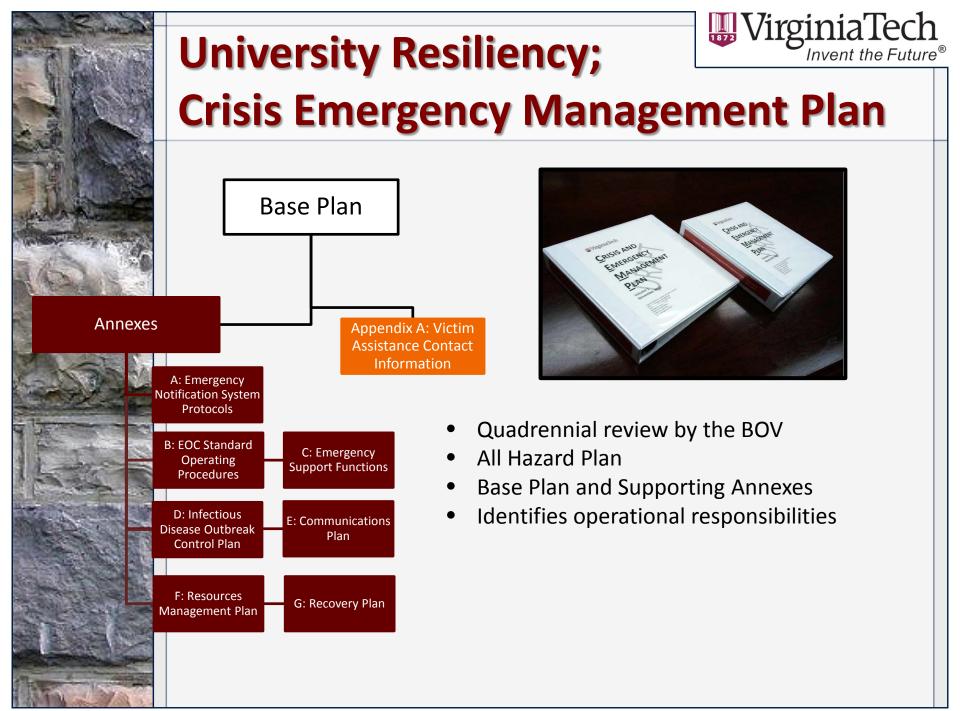






University Safety and Security Policy 5615

- Describes authorities, responsibilities for safety and security programs and operations
- Establishes an operational committee for coordination and oversight of university safety and security policies, procedures
- Safety Security Policy Committee
 - Reviews, evaluates, and determines requirements for safety and security programs
 - Ensures sufficient resources available to perform emergency management, safety, and security functions
 - Provides senior leadership support to the President during an emergency





*l*irginiaTech **University Resiliency; Incident (Event) Management**

Event Management:

- Football games
- Commencement
- April 16th Remembrance
- GobblerFest
- Relay for Life
- Other large campus events















- VT Alerts is Virginia Tech's Emergency Notification System
- VT Phone Alerts is the delivery channel all students must opt-in to before registering for classes

Automatic Alert Channels

- Virginia Tech homepage
- Electronic message boards
- Campus sirens and loudspeakers
- Virginia Tech (@vt.edu) emails

Opt-in Alert Channels

VT Phone Alerts – text message,
 non-Virginia Tech email, phone

VT Desktop Alerts

Social media –Twitter(@vtalerts)



University Resiliency; VT Alerts Protocols





EMERGENCY
NOTIFICATION
SYSTEM
PROTOCOLS

Annex A to Crisis and Emergency Management Plan

Viginia Polytechnic Institute and State University
Office of Emergency Management
201 Burruss Hall, Mail Code 0195
Blacksburg, Virginia 24061
(540) 231-2438 (Office)
(540) 231-1401 (Fax)
www.emersency.vt.edu

- Formalizes intent of the ENS
- Provides an Operating Procedure
- Authorizes decision-making at the operational/response level when needed
- VT Alert message criteria:
 - What happened
 - Where it happened
 - Action to be taken



University Resiliency; VT Alerts Message Characteristics

WirginiaTechInvent the Future®

All VT ENS messages will contain at minimum the following information, in this order:

- Nature of the incident
- Location
- Actions to be taken

	NOTIFICATION LEVEL					
SCENARIO	IMMEDIATE	URGENT	ALL CLEAR			
Fire	Fire-Evacuate (LOCATION) immediately- Follow instructions from authorities-Avoid elevators-Call 911 if you need help-All others avoid area (138)	Fire at (LOCATION)-Follow instructions from authorities- Call 911 if you need help-All others avoid area (105)	This is an all clear notification-The emergency at <i>(LOCATION)</i> has ended-For more information visit www.vt.edu (110)			
Hazmat Spill or Leak	Hazardous spill in <i>(LOCATION)</i> -Evacuate immediately-Follow instructions from authorities-Call 911 if you need help-All others avoid area (136)	Hazardous spill in <i>(LOCATION)</i> -Follow instructions from authorities-Call 911 if you need help-All others avoid area (116)	This is an all clear notification-The emergency at <i>(LOCATION)</i> has ended-For more information visit www.vt.edu (110)			
Bomb or Explosive Device	Suspected explosive device at (LOCATION)- Evacuate immediately-Follow instructions from authorities-Call 911 if you need help-All others avoid area (147)	Suspected explosive device at (LOCATION)-Follow instructions from authorities-Call 911 if you need help-All others avoid area (126)	This is an all clear notification-The emergency at <i>(LOCATION)</i> has ended-For more information visit www.vt.edu (110)			



University Resiliency; Trainings and Exercises











Trainings

- Campus Community Emergency Response Team (C-CERT)
- Safety, Security and Preparedness
- Building Emergency Coordinator
- Incident Command System
- SKYWARN Severe Weather Spotter

Exercises

- Reinforce a culture of preparedness on campus
- Identify areas for improvement in departmental and university-wide plans, protocol, and procedures

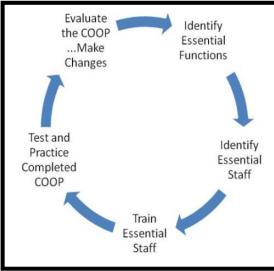


Departmental Readiness; Continuity of Operations



- Objective Ensure continued performance of departmental functions
- 228 total Departmental COOPs
- Provide web portal to improve program oversight, access and ease of departmental revisions









Departmental Readiness; Emergency Action Planning

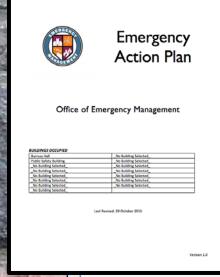
Virginia Tech Invent the Future®

Emergency Action Plans

- What to do in an Emergency
- Department/Building Specific
- 181 Department plans

Building Coordinator Program

- 150 Building Emergency Coordinators (BECs)
- 133 Alternate Building Emergency Coordinators (ABECs)









Individual Preparedness; Campus Engagement



Encourage campus populations to "Be Hokie Ready" by:

- Participating in campus events
- Attending student and employee orientations
- Presenting to departments and student groups
- Publishing public information and guides
- Creating audience-specific resources

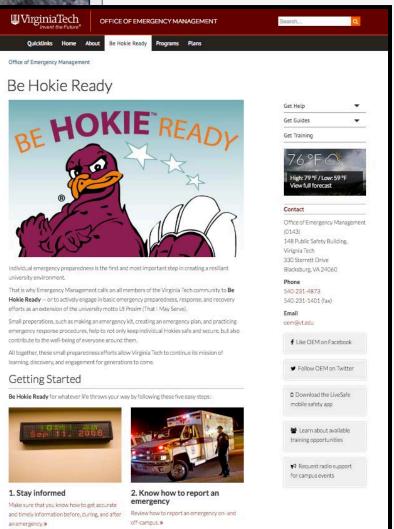


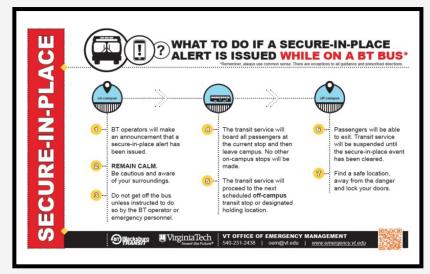




Individual Preparedness; Information

















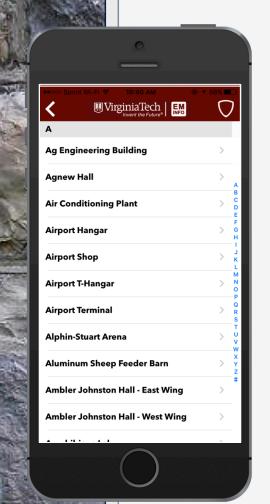


Campus Safety, Security, and Preparedness presentations for the Blacksburg and satellite campuses, included in on-boarding of new employees and incoming student orientation:

- Campus emergency partners
- VT Alerts and Emergency **Notification Channels**
- Secure-in-Place
- Shelter-in-Place
- **Active Shooter**
- **Building Fire/Evacuation**
- Personal Preparedness







- EMERGENCY QUICK REFERENCE: Guides for how to act in emergency situations ("Just in Time Information"), embedded in app and can be accessed without internet connection.
- contact vtpd dispatch: Send tips to dispatch (if it is an emergency, call 911).
- location of emergency callboxes on campus. Using GPS technology, displays the location and directions of emergency callboxes on campus.
- SAFEWALK: Uses GPS technology to allow friends to watch each other get around safely.
- BUILDING LOCATIONS: Displays a list of Virginia Tech buildings, their location, and provides directions.