

**TENNESSEE STATE UNIVERSITY BOARD OF TRUSTEES
FINANCE COMMITTEE MEETING**

9:00 a.m. (CT)
Thursday, June 12, 2025

Tennessee State University
Main Campus – The Barn
Agricultural Building
3500 John A. Merritt Blvd.
Nashville, TN 37209

AGENDA

- I. Call to Order
- II. Roll Call/Declaration of a Quorum
- III. Approval of March 12, 2025, Finance Committee Meeting Minutes
- IV. Approval of Fiscal Year 2025-2026 Tuition and Mandatory Fees Increase
- V. Approval of Fiscal Year 2024-2025 Estimated Budget
- VI. Approval of Fiscal Year 2025-2026 Proposed Budget
- VII. Report on Institutional Advancement
- VIII. Adjournment

TENNESSEE STATE UNIVERSITY
BOARD OF TRUSTEES

ACTION ITEM

DATE: June 12, 2025

ITEM: Approval of Finance Committee Meeting Minutes

RECOMMENDED ACTION: Approval

PRESENTED BY: Trustee Charles Traughber, Committee Chair

Background Information

The Finance Committee conducted the meeting(s) referenced below. The document reflecting the minutes from the meeting(s) are included in the Board materials:

March 12, 2025, Finance Committee Meeting Minutes

Committee Action

The Committee Chair will call for a motion recommending the approval of the meeting minutes.

MOTION: I move to approve the Finance Committee meeting minutes, as contained in the Board materials for the June 13, 2025, meeting.

Meeting of the Tennessee State University Board of Trustees
Finance Committee Meeting
March 12, 2025
Tennessee State University – President’s Conference Room

MINUTES

Board Members Present: Trustees Charles Traughber, Jeffery Norfleet (virtual), and Dakasha Winton (virtual). Other Board members present: Trevia Chatman (virtual), Marquita Qualls, Dimeta Smith Knight (virtual), Artenzia Young-Seigler (virtual), Tyler Vazquez (virtual)

University Staff Present: Interim President Dwayne Tucker; Ginette Garza Brown, Interim General Counsel and Board Secretary; Dr. Robbie Melton, Acting Interim Provost & Vice President for Academic Affairs; Bradley White, Interim VP of Business and Finance; Sterlin Sanders, Chief Information Officer; LoLita Toney, Associate Vice President of Institutional Advancement; Jim Grady, Alvarez & Marsal; Ingrid Gardner, Alvarez & Marsal; and Chris Geary, Alvarez & Marsal

I. CALL TO ORDER

The Trustee Traughber called the meeting to order at 3:05 p.m.

II. ROLL CALL/DECLARATION OF A QUORUM

Board Secretary and General Counsel Ginette Brown conducted the roll call. The following committee members were present: Chair Winton, Trustees Traughber and Norfleet.

III. APPROVAL OF NOVEMBER 21, 2024, FINANCE COMMITTEE MINUTES

The minutes from the November 24, 2025, meeting of the Finance Committee were approved as submitted, with Trustee Norfleet making the motion and Chair Winton seconding the motion. The motion passed unanimously.

IV. GRANTS UPDATE

Trustee Traughber asked Jim Grady of Alvarez & Marsal to provide an update on the status of federal grants.

Mr. Grady reported that in February, Tennessee State University (“TSU”) experienced disruptions to its federal grant funding. At that time, the university had approximately 70 active federal grants from USDA/NIFA, totaling \$45 million. These grants were suspended, and the university was unable to draw down funds. On March 3, approximately \$23 million of the suspended funds were restored. However, \$22 million remains suspended, which includes about \$1 million in undrawn expenses. Of the \$23 million reinstated, \$18 million is tied to a NIFA grant, with \$14.4 million in remaining funds and \$890,400 in undrawn expenses. Mr. Grady noted that if these grants are

reinstated within their period of performance, undrawn expenses would be eligible for reimbursement.

He then provided background on TSU's federal grant portfolio. The university currently has an available balance of approximately \$115 million in federal grants that could be subject to future suspensions or freezes. These are multi-year grants, and data from Human Resources and Payroll indicates that 52 employees are fully funded by these grants, and approximately 112 employees are partially funded. The indirect cost recovery rate is approximately 15%, which could equate to a loss of \$1 to \$2 million.

To mitigate risk, TSU leadership paused all federal grant spending from February 28 to March 12 while the situation was assessed. Under President Tucker's leadership, the university's federal grants team has met daily to monitor the evolving situation and determine next steps. Based on internal discussions and feedback from federal offices, TSU has been informed that the \$14.4 million NIFA grant will likely be suspended indefinitely. The university is currently identifying other grants and cost areas that may be impacted over the next 90 days.

Chair Winton asked whether the suspension of grant funding would require changes to faculty, staff, or programs. Mr. Grady responded that individuals tied to the impacted grants would remain in place over the next 90 days. General Counsel Brown confirmed that once a formal notice of suspension is received, the university would be required to provide 30 days' notice, thereby avoiding unnecessary financial obligations. President Tucker added that the university is preparing to meet this requirement in a timely manner.

Trustee Norfleet asked whether the affected grants would impact any scholarships or graduate assistantships. Mr. Grady stated that he was not aware of any impact to scholarships. President Tucker clarified that while no students would be affected this year, the changes would impact students next year. The impact includes 6 graduate assistants and 33 undergraduate students. General Counsel Brown stated that the university is currently exploring options to offset any related deficits.

Trustee Norfleet followed up with a question regarding the 52 fully funded employees, asking whether the suspension of the \$14.4 million grant would directly affect them. Mr. Grady confirmed that it would.

Trustee Smith Knight asked whether employees are aware that their positions are tied to grant funding, and whether any were specifically hired for those grant-related roles. Mr. Grady confirmed that they were.

Trustee Traugher inquired about any lobbying efforts or coordination with other universities in similar situations. President Tucker responded that longstanding relationships in Washington, D.C., particularly in the agricultural sector, are being leveraged to assist in this matter. Additionally, he has spoken with several U.S. senators. While the discussions remain confidential, he assured the Board that the information being shared is both current and accurate.

V. STATE BUILDING COMMISSION UPDATE

Trustee Traugher asked Interim President Tucker to provide an update on the status of the State Building Commission.

Interim President Tucker began by highlighting the progress made since the last presentation in December. He emphasized the importance of maintaining credibility by following through on commitments and noted that cash flow projections remain consistent with previous reports. He spoke to the support provided by Tennessee Higher Education Commission (“THEC”) in restructuring Financial Aid to improve student experience and perception of the university, as well as the ongoing audit support from TBR, which would be further detailed in the Audit Committee meeting the following day. He also mentioned efforts to rebuild the finance and accounting team with support from Mr. Grady and Alvarez & Marsal.

President Tucker explained that, following individual meetings with commission members, the administration tailored the final presentation to align with their priorities. The target figure of \$544 million emerged from this process, which he believes is an appropriate estimate for the University’s long-term sustainability plan.

Mr. Grady then provided a structured overview focused on three main areas: the funding need, TSU’s proposed steps, and financial projections. He clarified that the initial \$250 million was already appropriated by Governor Lee and the legislature, and TSU is requesting access to the remaining \$150 million for deferred maintenance and, crucially, operational use to help the university bridge to sustainability.

Mr. Grady outlined a total deficit reduction plan ranging from \$32 million to \$37 million. The plan includes:

Scholarships: A targeted reduction of \$18–\$20 million by capping aid for new freshman classes beginning in the fall, while continuing to support existing recipients.

Personnel Costs: Savings of \$11–\$13 million, with a focus on reducing non-instructional and some instructional roles.

Non-Personnel Costs: Additional savings of \$3–\$4 million.

A deep dive into scholarship data showed that TSU’s discount rate increased significantly in 2023, peaking at 50%. The forecast assumes a 20% cap on discounts for future freshman classes. Scholarship obligations are expected to decline from \$32 million in 2025 to \$13 million by 2027.

On academic staffing, the university is evaluating underperforming programs and optimizing faculty workloads.

Mr. Grady presented a five-year pro forma forecast, projecting a \$95.7 million need through FY29. He stated TSU is expected to reach break-even or a positive margin by 2029–2030, positioning the university for long-term sustainability. Additional slides detailed the scholarship impact and future expense trends, aligning with the \$544 million request.

Grady then reconciled the \$151 million vs. \$154 million figures. The discrepancy stems from how ARPA funds were counted. While TSU received \$32.2 million in ARPA funding, the state valued the project at \$35 million, resulting in a \$3 million difference.

President Tucker clarified that this discrepancy was not due to an increase in the building's cost, but due to how the state assigned value to the reallocated funds.

President Tucker emphasized the importance of establishing a “bridge to sustainability” to reassure current and prospective students—as well as donors—that TSU will remain operational through graduation. He noted that financial uncertainty negatively impacts recruitment, retention, and fundraising efforts. He added that once the financial strategy is finalized, the university can begin communicating its improved position more publicly.

Trustee Young-Seigler questioned the ARPA funding discrepancy, and Mr. Grady said he would follow up with a more precise explanation.

Trustee Traugher asked how scholarship reductions might affect enrollment. Grady responded that while they had not conducted a specific study, historical data showed that in years like 2018–2020, TSU had 6,400 FTEs with significantly lower scholarship spending, indicating the university has operated under similar conditions before. President Tucker added that the goal is to reach a 20–25% scholarship cap. He acknowledged the challenges this poses for departments like Athletics but noted that other areas such as the band are already within this range. He also emphasized improved academic quality among incoming students.

Another trustee asked about the \$250 million appropriation and whether delaying originally planned projects would create risks. Grady stated that TSU had consulted with the Facilities team, which believes current plans can carry the university through the next 12 months. However, longer-term needs would require further funding from the remaining \$544 million, pending continued progress and demonstrated credibility.

President Tucker also addressed plans for a capital campaign, noting strong initial support with seven prominent individuals already committed to serving on the advisory board. He stressed the need to first finalize the financial framework, as many potential donors are hesitant to give without assurance of the university's stability. He also mentioned feedback from alumni who are willing to re-engage if improvements in communication and accountability are evident.

Trustee Young-Seigler asked whether the revenue forecast includes tuition and fee increases. Grady confirmed that a modest 3% tuition increase is built into the forecast and includes a shift toward a single out-of-state rate.

President Tucker concluded by discussing changes to the budget development process, moving away from a top-down approach. Beginning that week, individual cabinet-level budget meetings would begin. The process includes reviewing organizational charts to reduce unnecessary hierarchy and improve efficiency. The goal is to limit organizational layers and broaden spans of control, allowing for more strategic decisions about staffing and resource allocation. President

Tucker emphasized that this new process would help restore credibility and align TSU's budget structure with industry best practices.

VI. BUDGET VS. ACTUAL UPDATE

Mr. Jim Grady presented the Budget vs. Actual update. He walked through slides reflecting financial activity from July 1, 2024, through January 31, 2025, focusing on unrestricted E&G accounts.

He explained that while tuition and fees were budgeted at \$80 million, actual recognized revenue is approximately \$75 million, excluding adjustments for bad debt, which may reach \$5–6 million by year-end. State appropriations appear higher due to the early disbursement of May and June payments in August. The ARPA funds total \$32.23 million.

On the expense side, Mr. Grady noted that January represents 58% of the fiscal year. Salaries and wages were tracking slightly below that at 56%, which he said is reasonable. Operating expenses show greater variance due to timing and reconciliation of JLL invoices. He expects the final figures to remain on or under budget. Scholarships were budgeted at \$35 million, with \$30.6 million disbursed as of January. He projects a final amount near \$33 million.

Mr. Grady then reviewed auxiliary operations, highlighting a variance in operating expenses tied to pending Aramark invoices. The university is resolving outstanding fall invoices and continues to process spring payments.

He discussed the June 30 balance sheet and clarified that monthly balance sheets offer limited insight due to year-end entries for capital assets, depreciation, and pension-related liabilities. As of June 30, current assets totaled \$54 million, including \$8 million in cash. Current cash is now between \$35–37 million. Payables are under \$4 million, all within 60 days. Accrued liabilities, totaling \$9 million at year-end, were primarily related to payroll.

Trustee Smith Knight expressed appreciation for the update but asked whether some of the year-end entries, such as cash and liability breakdowns, could be estimated throughout the year as part of the accrual process. Mr. Grady responded that the current \$35–37 million is entirely operating cash and confirmed that vendor liabilities have decreased significantly—down to \$4 million from \$14–16 million carried over from the previous year. He will follow up regarding estimates.

A trustee referenced a discussion from the November board meeting regarding forecasting challenges and asked if there has been improvement. Mr. Grady explained that the current team joined in June and worked from a pre-existing budget. A revised budget was submitted in October with further refinements. He noted that Tennessee allows for three reforecasts annually, which will support a more transparent and accountable budgeting process moving forward.

President Tucker emphasized that this was a condensed version of the report, given the late start to the current budget cycle. Mr. Grady confirmed that a recast budget will be presented in April with updated projections for FY 2025.

VII. TUITION UPDATE

Mr. Jim Grady provided the Tuition Update, beginning with a general financial overview. He noted that Spring enrollment has exceeded projections by approximately 600 students. Additionally, the Governor's FY2025 budget for higher education includes \$52.8 million for TSU. Of that amount, TSU is slated to receive \$1.7 million in new outcomes-based funding, as well as a partial salary pool funding of 2.6%. TSU will also receive \$628,500 to address insurance premium adjustments, with other partial funding increases included in the budget. Moreover, TSU was awarded \$2.3 million in capital maintenance funds for upgrades to building systems and equipment at the Avon Williams campus.

Mr. Grady emphasized the importance of this funding context when considering tuition increases. He presented a historical overview of tuition and fee increases across TSU and other public universities in the Local Government Institutions ("LGI") and University of Tennessee ("UT") systems, as shown in the accompanying presentation slides.

In November 2024, THEC adopted a preliminary tuition and fee increase range of 0% to 4% for FY2026. THEC had planned to finalize this range during its February 6–7, 2025 meeting, but the decision was deferred to a special-called session scheduled for March 19. Until that meeting, TSU is presenting this information for planning purposes only. Once THEC finalizes the range, TSU intends to convene a special Board meeting to vote on a proposed tuition and fee increase for FY2026.

Mr. Grady outlined the three-step framework for determining tuition increases:

1. Estimate the Total Funding Need, which includes:
 - a. Funding for the university salary policy,
 - b. Fixed cost inflationary increases, and
 - c. Specific institutional needs.
2. Determine the level of student revenue required to meet that total funding need.
3. Translate the student revenue requirement into a per-credit-hour maintenance fee rate.

In terms of non-personnel inflation, TSU uses a blended metric derived from the Higher Education Price Index ("HEPI") and the Consumer Price Index ("CPI"). HEPI, which is more directly related to higher education costs, was 3.41%, while the CPI was 3.00%. Averaging the two yields 3.2%, of which only 80% (or 2.57%) is applied to encourage institutional efficiency. Mr. Grady discussed TSU's personnel costs.

Since the passage of the FOCUS Act in 2017, LGI institutions have had the authority to set their own out-of-state tuition rates, which are not subject to THEC's binding range. While Tennessee Code does not mandate separate rates for in state and out-of-state students, it clearly allows for differential pricing based on residency.

TSU currently maintains three out-of-state tuition categories:

1. Standard Out-of-State (Full Freight) Rate: \$11,727/semester

2. Scholar Rate: \$8,991/semester
3. 250-Mile Radius Rate: \$7,491/semester

These rates are based on a 15-credit-hour semester, consistent with THEC's standard methodology.

Mr. Grady then reviewed how TSU's out-of-state rates compare to peer institutions. He reviewed scenarios and reviewed a five-year model.

Mr. Grady next presented a summary of non-mandatory course fees, including proposed changes based on departmental requests. The only fee significantly higher than peer averages was the biology lab fee. No increase is proposed for meal plans. A 4% increase is recommended for housing rates in FY2026. Mr. Grady reiterated that this presentation is informational only, and no Board action is required at this time. A special meeting will be called once THEC finalizes the binding tuition range.

President Tucker confirmed that benchmarking showed TSU's proposed non-mandatory fees are consistent with peer institutions, aside from the biology lab. He noted that the Board could choose to vote on tuition changes during the June meeting, as done previously.

A trustee inquired about how the "calculation of need" factors in state and federal funding. Mr. Grady clarified that the tuition model presented only includes revenue from tuition and fees—it excludes state appropriations and federal funding.

Further discussion took place about the financial impact of implementing a blended rate. Mr. Grady referred to Scenario 1, where in-state tuition increases by 4% and out-of-state rates are reduced to \$8,000. He noted this scenario would lead to a significant revenue reduction—potentially several million dollars—due to the drop from the standard out-of-state rate of \$11,727.

VIII. SCHOLARSHIP PROPOSAL UPDATE

Mr. Jim Grady provided an update on the Scholarship Proposal. He began by revisiting the historical context of institutional aid and discounting practices, referencing the chart provided, in which the sky blue represents institutional aid, and the dark blue indicates net tuition revenue. He noted that in Fiscal Year 2019-2020, enrollment was approximately 6,495 students, and institutional aid was about \$9.5 million.

Mr. Grady explained that during the COVID-19 pandemic, particularly in FY2021–2022, the institution utilized Higher Education Emergency Relief Fund ("HEERF") resources, represented in the dark blue section. Following the expiration of HEERF funds in FY2023—and in conjunction with a sharp increase in enrollment—institutional aid rose significantly, comprising nearly 50% of total tuition revenue from FY2023 through FY2025. Despite recent enrollment declines in FY2024–2025, the level of institutional aid remained flat, contributing to the university's current budgetary challenges. He referenced a previous THEC presentation which included a comparative analysis with LGIs and reiterated the plan to cap institutional aid at 20% as shown in the Pro Forma.

Mr. Grady stated that actual scholarship expenditures for the current fiscal year are projected to total \$33 million. H reviewed more specific scholarship data.

For FY2026, Mr. Grady reviewed the 20% scholarship cap for first-time freshmen. He explained that the gross tuition and fee projection for the incoming freshman class (Fall 2025) is \$12 million, resulting in a scholarship cap of approximately \$2.4 million for that group. The total scholarship budget reflected in the pro forma is \$26 million, which accounts for both continuing commitments (i.e., awards to current upperclassmen) and the 20% cap for incoming students. The existing aid commitments total approximately \$14 million.

Mr. Grady reviewed enrollment assumptions for Fall 2025, estimated between 950 to 980 first-time freshmen. If enrollment exceeds projections, the total available scholarship pool would increase accordingly. He noted that scholarship awards began as early as November–December, and the university is working to reconcile offered awards with the pro forma budget. The chart provided illustrates the running total of offered amounts, forecasted obligations, and remaining budget.

President Tucker stated that as of the current meeting, institutional scholarships are estimated to comprise 25% of tuition and fees—an improvement from the previous 50% but still above the 20% target. He acknowledged the challenge ahead and emphasized the need for further reductions, estimating that approximately \$600,000 in additional cost offsets would be needed to reach the goal.

Trustee Smith Knight asked whether the scholarship figures include all aid or are limited to tuition and fees. Mr. Grady clarified that the discussion focused on unrestricted, unfunded scholarships provided through institutional discounting. If foundation or third-party resources are used, those would be considered separately.

A trustee inquired whether housing and food are included in these awards. Mr. Grady confirmed that the figures under discussion do not include room and board, and that the prior trustee's understanding was accurate.

IX. INSTITUTIONAL ADVANCEMENT REPORT

Dr. LoLita Toney provided the Institutional Advancement update. She began by noting that the university has raised approximately \$4.3 million to date, against a fiscal year goal of \$10 million. While this leaves a gap of about \$5.6 million, she emphasized that despite the challenges outlined by President Tucker, the university is on track to exceed giving totals from prior years. Before her arrival, annual giving typically hovered around \$5 million. Although the \$10 million goal may not be met, current projections indicate the university is likely to reach approximately \$6 million.

Dr. Toney reported that the primary area of decline has been in corporate and foundation giving. Her team is working diligently to rebuild trust and reassure partners about the future direction of TSU, emphasizing that their investment remains both valuable and impactful. She noted that

ongoing donor engagement efforts continue, including personal notes from the President, regular meetings, and active stewardship.

One significant highlight is an increase in alumni giving—the first such increase since fiscal year 2019. For the past several years, alumni giving had been trending downward. The current upward trend is an encouraging signal of renewed faith and commitment from alumni. Dr. Toney noted that several alumni have made substantial contributions, including first-time gifts in the \$20,000 to \$25,000 range. Dr. Toney and President Tucker have engaged alumni through travel and outreach events in cities such as Memphis and Chicago. These engagements have yielded positive feedback and strong indications of support, even among major donors.

Dr. Toney also addressed the need for a development software platform to streamline fundraising operations.

Trustee Qualls asked a follow-up question from the November meeting concerning the structure of the alumni association. She noted that some alumni are affiliated with chapters while others are not. She requested a review of the alumni association model, including examples from other institutions, to explore ways TSU might better connect with its entire alumni base. Dr. Toney responded that President Tucker shares this concern, and they have discussed alternative models, as several universities have moved away from the traditional structure. Trustee Qualls requested a study and report on a potential new model to be presented at the June meeting.

Trustee Young-Seigler asked about a reported \$620,000 year-over-year decline and inquired about historical trends in corporate and alumni giving. Dr. Toney responded that she has tracked these trends and previously shared the data with President Tucker. She noted that fiscal year 2021 saw a spike in corporate and foundation giving due to gifts from organizations such as FedEx, HCA, and Amazon. However, corporate giving began to trend downward in subsequent years, while alumni giving had declined since FY2019—until the recent improvement.

Trustee Traughber requested visual data to accompany future reports, including charts reflecting trends over five to ten years. He emphasized the importance of understanding the University's financial trajectory, particularly in light of President Tucker's broader institutional advancement strategy. He also asked whether there were any organizational gaps that could hinder fundraising success.

Dr. Toney replied that acquiring the development software is a critical step, as current systems do not allow her team to run reports independently. Instead, they must rely on another department for data access. The new system would eliminate that dependency and enhance their ability to respond to data requests. She also noted that staffing remains a challenge. The office lacks a dedicated annual fundraiser and a prospect researcher. Currently, Dr. Toney and two other staff members handle fundraising, prospect research, and stewardship. She indicated that a capital campaign would require staffing expansion rather than a traditional launch, and this request will be brought forward during upcoming budget discussions.

Trustee Traugher recommended that an organizational chart be provided to better illustrate staffing gaps and inform planning for the capital campaign. President Tucker agreed and confirmed that the chart would be shared.

Trustee Smith-Knight asked whether colleges and departments conducting independent fundraising efforts report to the Office of Institutional Advancement. Dr. Toney explained that while those units do not report directly to her office, there is collaborative coordination. For example, her team has worked with Dr. Melton and department heads on efforts involving Amazon, Regions Bank, and other partners. These collaborations involve multiple units across the university, including Career Services, Athletics, and Media Relations. Her office serves a central coordinating role and engages with IT to manage gift conflicts or overlaps.

Trustee Young-Seigler asked how gifts are categorized, particularly when a donor specifies a gift to a particular foundation account. Dr. Toney responded that all philanthropic gifts are processed through the TSU Foundation. Donors make checks payable to the Foundation with a memo indicating the designation—e.g., Bradley Scholarship, Alumni Fund, or Unrestricted. All such contributions are recorded accordingly.

Trustee Young-Seigler followed up to confirm whether all private dollars flowing into the Foundation are included in the Institutional Advancement gift totals. Dr. Toney confirmed that they are.

X. ADJOURNMENT

Trustee Traugher moved to adjourn, with the motion seconded by Trustee Winton. A roll call vote was taken, with Trustees Traugher, Winton, and Norfleet voting in favor of the motion. The meeting was adjourned.

TENNESSEE STATE UNIVERSITY

BOARD OF TRUSTEES

ACTION ITEM

DATE: June 13, 2025

ITEM: Approval of the Fiscal Year 2025-2026 Tuition and
Mandatory Fees Increase

RECOMMENDED ACTION: Approval

PRESENTED BY: Trustee Charles Traugher, Chair of Finance Committee;
Jim Grady, Alvarez & Marsal

Background Information

The purpose of this agenda item is to request approval for the proposed FY 2025-2026 tuition and mandatory fee increase of 6.0%.

TSU Board Policy 006 (Board Consideration of Increases in Tuition and Mandatory Fees) requires the approval of the Board for all mandatory institutional fees and charges, unless specific exceptions are provided. Mandatory fee recommendations are presented to the Board one time per year for: (1) maintenance fees and out-of-state tuition and (2) all other mandatory fees.

“Maintenance” is a fee assessed to students based on the number of credit hours for which they are registered and is commonly thought of as tuition, although for fee purposes “tuition” is separately defined and assessed as a premium paid by out-of-state students.

“Other” represents various other fees related to student activities, athletics, specialized courses, certain services, etc. Maintenance/tuition recommendations will generally be considered at the regular June meeting of the Board. All other mandatory fees may be presented at the regular March or June meeting of the Board. If changes to both sets of fees are presented at the same board meeting, it will be the June meeting, when the annual operating budget is also considered.

Pursuant to the FOCUS Act, the Tennessee Higher Education Commission (“THEC”) establishes fee increase ranges. For FY 2025-2026, THEC set the range for maintenance plus other mandatory fees, excluding out-of-state tuition, at 0% to 6.5%. TSU is proposing an increase of 6.0% for its combined total tuition and mandatory fees.

The President of the University is responsible for the enforcement and collection of all fees and

charges. Fees and charges that specifically do not require Board approval must receive formal approval by the President or a designee.

Pursuant to the Tuition Transparency and Accountability Act (Tuition Act), and Board Policy 006 (Board Consideration of Increases in Tuition and Mandatory Fees), TSU is required to post the proposed tuition and mandatory fee increase to the Board website at least fifteen days prior to the Board meeting to allow for public comment. TSU has complied with this requirement.

Proposed Implementation Date: Fall Term 2025

**See information below and supplemental documentation attached: FINANCE
SUPPLEMENTAL – A.**

Committee Action

The Committee Chair will call for a motion recommending approval of the item.

MOTION: I move to approve the Fiscal Year 2025-2026 Tuition and Mandatory Fee Increase of 6.0 percent, as contained in the meeting materials.

FINANCE SUPPLEMENTAL – A



TENNESSEE
STATE UNIVERSITY

Board of Trustees, June 2025 Meeting
Approval of 2025-2026 Tuition and Mandatory Fees Increase

Agenda

1. Executive Summary
2. Tuition Increase Recommendation
3. Tuition Rate Benchmarking
4. Tuition Rate Impact on Budget
5. Appendix

Executive Summary

- TSU presented its 5-year financial plan to the SBC in February 2025, highlighting a **need of \$95M of bridge funding** to allow the University time to execute financial stabilization actions.
- The University must take actions to **remediate a \$39M annual budget deficit** as outline in the FY26 Proposed Budget (includes a 6% tuition increase), which will require focus on **both revenue growth as well as cost reduction**.
- In March 2025, THEC adopted a **0-6.5% guiding tuition range** for Tennessee's public higher education institutions.
- TSU remains the cheapest option for in-state students when compared to other public institutions.
- Other LGI Boards have published intent to increase tuition: **APSU 5%, MTSU 6.5%, UofM 5%, ETSU 5%, TTU 5%**
- The standard “calculation of need” approach to determine the University's recommended tuition increase suggests a minimum 4.43% increase in total tuition & fees – while this methodology is the standard approach, **this methodology is framed on the basis of a balanced budget and does not adequately consider TSU's current circumstances**.



Tuition Increase Recommendation



Tuition Rate Increase Recommendation

In-state: increase maintenance & mandatory fees by a total of 6.0%.

Full-Freight Out-of-State: hold out of state tuition premium constant but increase maintenance fees by 6.0%.

Scholar rate: increase tuition premium, maintenance, and mandatory fees by a total of 6.0%.

250-mile radius: increase tuition premium, maintenance, and mandatory fees by a total of 6.0%.

Graduate In-State: increase maintenance & mandatory fees by a total of 6.0%.

Graduate Out-of-State: increase tuition premium, maintenance, and mandatory fees by a total of 6.0%.

6% Rate Increase Impact: 15-Hour Student per Semester Cost

Rate Increase Impact: 15-Hour Undergrad Student per Semester Cost (6% Increase Proposal)

in USD \$

	Undergraduate Maintenance Fees			Out-of-State Tuition Premium			Program Service Fees			TOTAL TUITION & MANDATORY FEES			
	Proposed Increase - 6.97%			Proposed Increase - 6.0%, except OOS FF			Proposed Increase - ZERO PERCENT			Total Proposed Increase - 6.0%			
	CURRENT SEMESTER COST	NEW SEMESTER COST	NET COST INCREASE	CURRENT SEMESTER COST	NEW SEMESTER COST	NET COST INCREASE	CURRENT SEMESTER COST	NEW SEMESTER COST	NET COST INCREASE	CURRENT SEMESTER COST	NEW SEMESTER COST	NET COST INCREASE	TOTAL % INCREASE
In-State	3,867	4,136	269	-	-	-	624	624	-	4,491	4,760	269	6.0%
Out-of-State Full Freight	3,867	4,136	269	7,236	7,236	-	624	624	-	11,727	11,996	269	2.3%
Out-of-State 250 Mile	3,867	4,136	269	3,000	3,180	180	624	624	-	7,491	7,940	449	6.0%
Out-of-State Scholar	3,867	4,136	269	4,500	4,770	270	624	624	-	8,991	9,530	539	6.0%

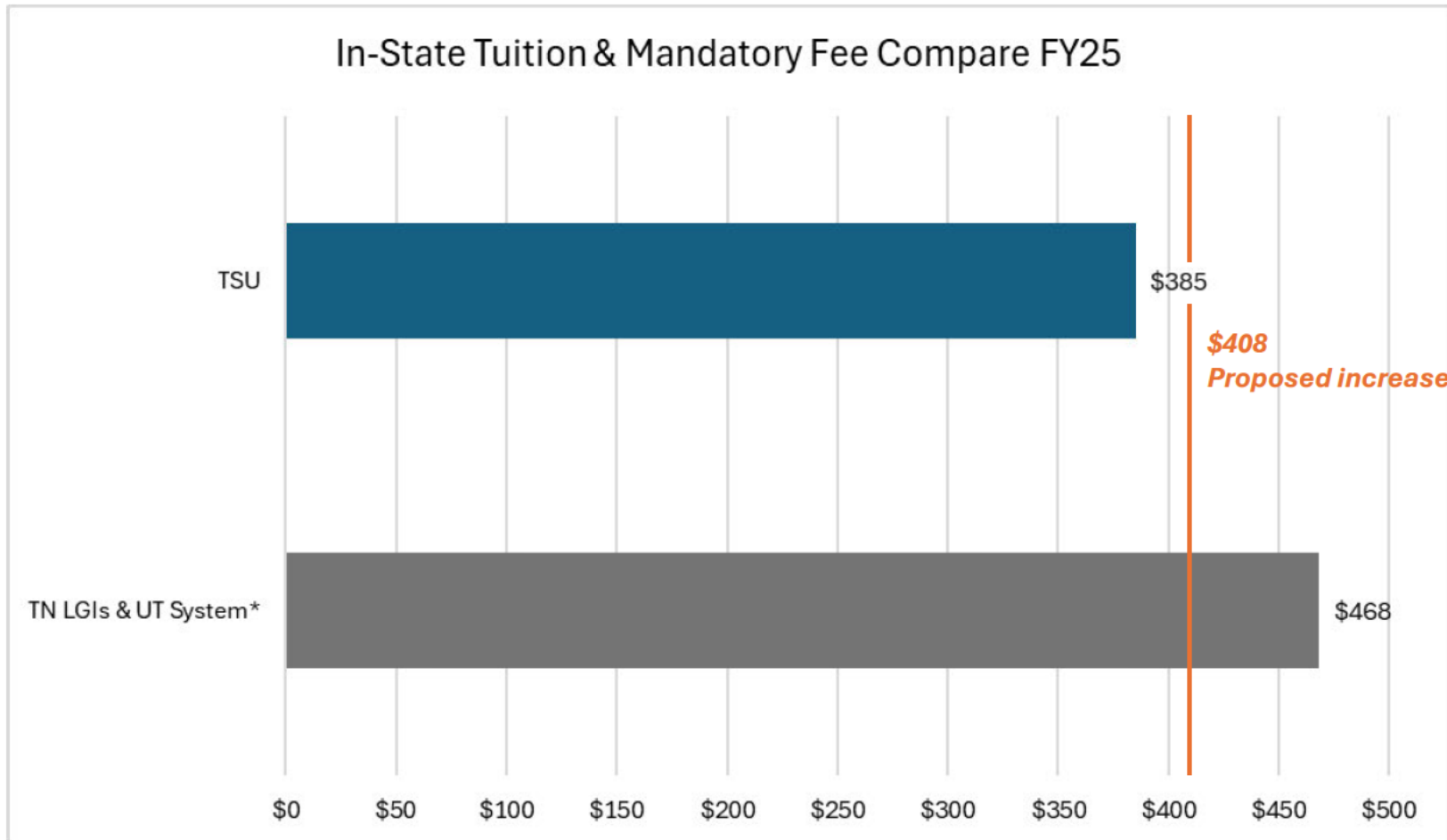
*per hour costs can fluctate based on total hours due to discounted charges in excess of 12 hours

*while out of state full freight tuition premium remains constant, the underlying maintence fees are still subject to rate increases



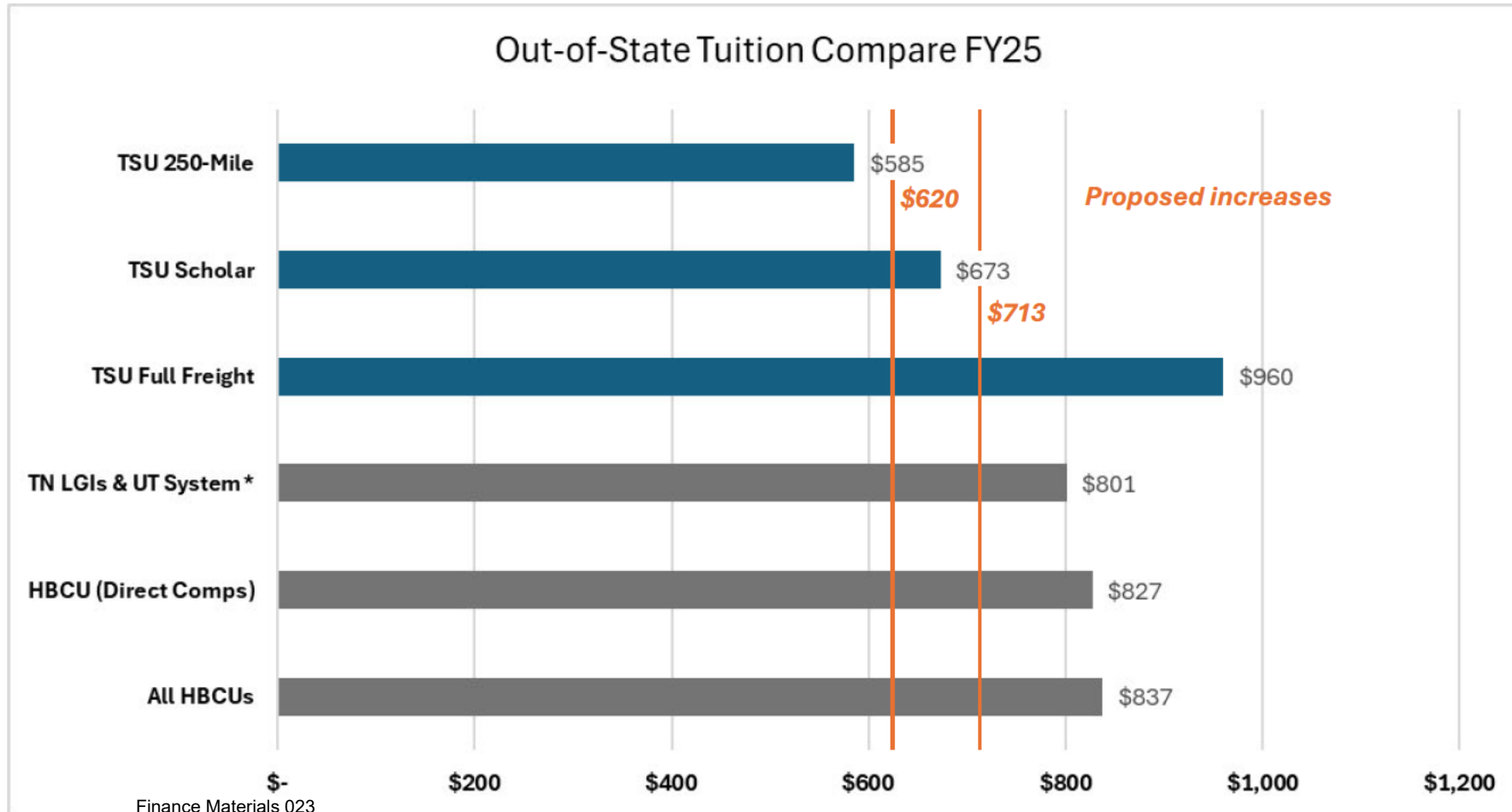
Tuition Rate Benchmarking

Undergraduate In-State Per Credit Hour Tuition Comparison



FY24-25	In-state Tuition Only	In-state Mandatory Fees	In-state Total
APSU	\$303.00	\$86.70	\$389.70
ETSU	\$333.00	\$131.00	\$464.00
MTSU	\$331.00	\$86.00	\$417.00
TSU	\$307.00	\$78.00	\$385.00
TTU	\$350.00	\$116.00	\$466.00
UofM	\$369.00	\$78.00	\$447.00
UTK	\$385.00	\$117.00	\$502.00
UTC	\$353.00	\$267.00	\$620.00
UTM	\$367.00	\$72.00	\$439.00
Average w/TSU	\$344.22	\$114.63	\$458.86
Average w/o TSU	\$348.88	\$119.21	\$468.09

Undergraduate Out-of-State Per Credit Hour Tuition Comparison



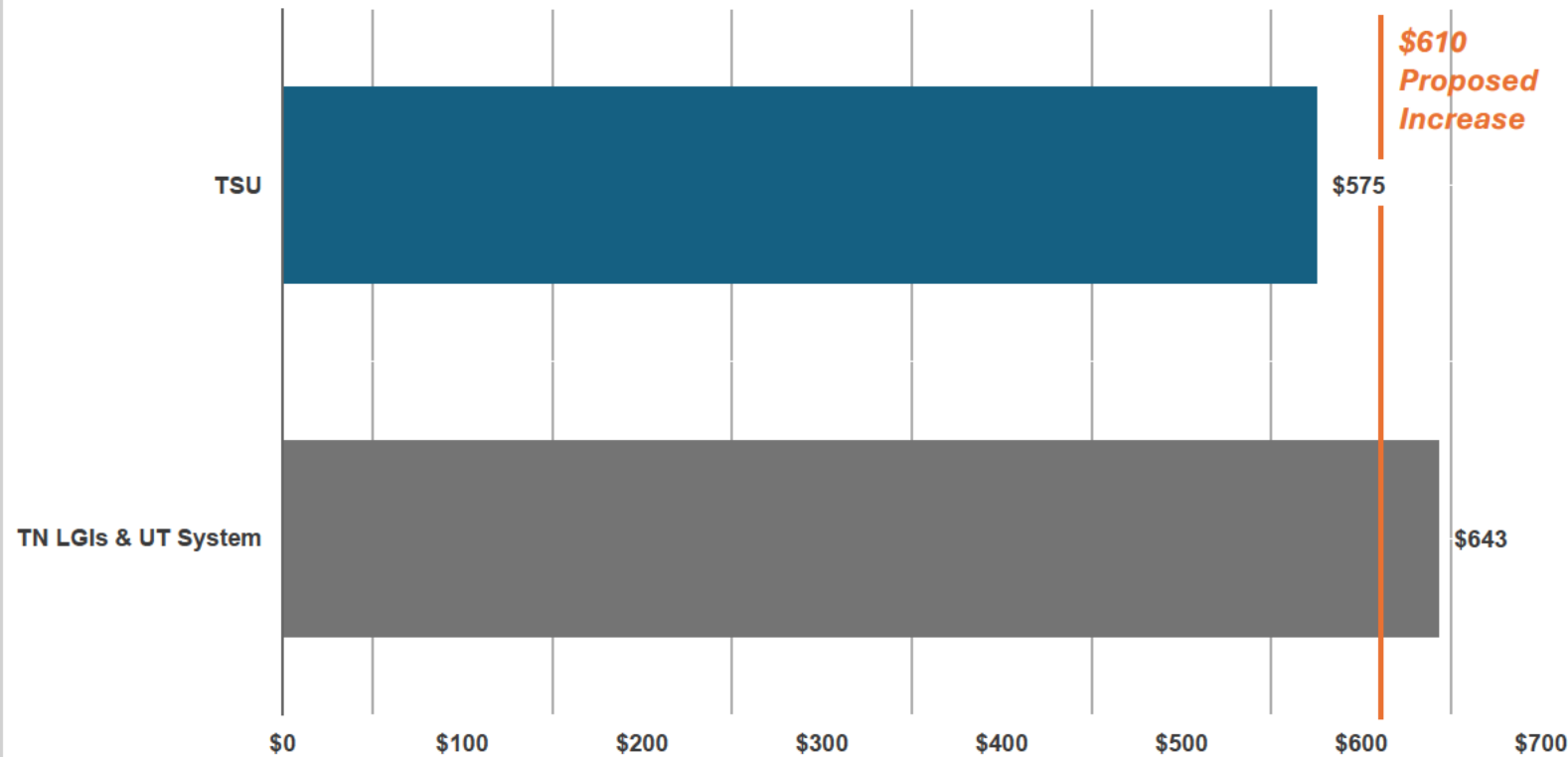
Data sources include publicly available data posted on individual university websites including FY24-25 fee tables.

- All HBCUs include; Alabama A&M, Alabama State, Albany State, FAMU, Fayetteville State, Jackson State, Kentucky State, and North Carolina A&T.
- HBCU (Direct Comps) include; Alabama A&M, FAMU, Jackson State, and North Carolina A&T only.
- TN LGIs (locally governed institutions) & UT System includes; APSU, ESTU, MTSU, TTU, UofM, UTC, UTM, and UTK.

*These averages include tuition and mandatory fees.

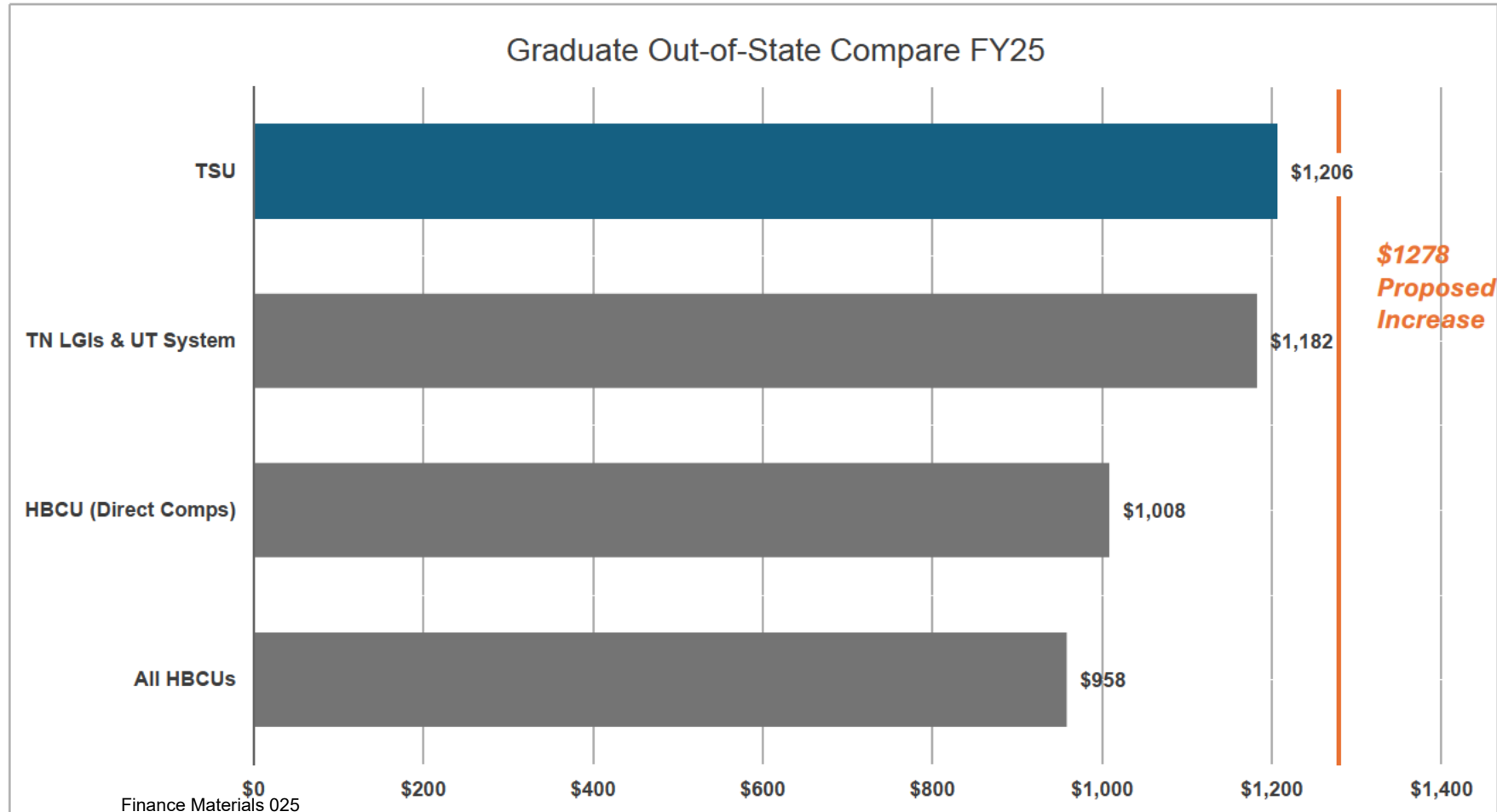
Graduate In-State Per Credit Hour Tuition Comparison

Graduate In-State Tuition and Mandatory Fee Compare FY25



FY24-25	In-state Tuition Only	In-state Mandatory Fees	In-state Total
APSU	\$488.00	\$86.63	\$574.63
ETSU	\$515.00	\$131.00	\$646.00
MTSU	\$565.00	\$86.00	\$651.00
TSU	\$497.00	\$78.00	\$575.00
TTU	\$550.00	\$86.63	\$636.63
UofM	\$553.00	\$93.00	\$646.00
UTK	\$639.00	\$117.00	\$756.00
UTC	\$507.00	\$92.00	\$599.00
UTM	\$542.00	\$92.00	\$634.00
Average w/TSU	\$539.56	\$95.81	\$635.36
Average w/o TSU	\$544.88	\$98.03	\$642.91

Graduate Out-of-State Per Credit Hour Tuition Comparison



Data sources include publicly available data posted on individual university websites including FY24-25 fee tables.

- All HBCUs include; Alabama A&M, Alabama State, Albany State, FAMU, Fayetteville State, Jackson State, Kentucky State, and North Carolina A&T.
- HBCU (Direct Comps) include; Alabama A&M, FAMU, Jackson State, and North Carolina A&T only.
- TN LGIs (locally governed institutions) & UT System includes; APSU, ESTU, MTSU, TTU, UofM, UTC, UTM, and UTK.

*These averages include tuition and mandatory fees.



Tuition Rate Impact on Budget

FY26 Proposed Budget vs. FY26 Pro Forma (w/ 6% increase)

Tennessee State University
 FY26 Pro Forma vs. FY26 Proposed Budget
 (\$ in 000s)

	PRO FORMA FY26	PROPOSED BUDGET FY26	VARIANCE FY26 Pro Forma-to-FY26 Proposed
REVENUES			
Tuition & Fees	\$ 62,861	\$ 59,176	\$ (3,686)
Less: Scholarships	(24,669)	(27,748)	(3,079)
State Appropriations	55,155	54,129	(1,026)
Other E&G Revenues	11,901	8,060	(3,842)
Total E&G Revenues	105,248	93,616	(11,632)
Total Auxiliary Revenues	40,201	37,369	(2,832)
Total Revenues	145,449	130,985	(14,464)
EXPENSES			
Personnel Costs	(103,239)	(100,788)	2,451
Non-Personnel Costs	(33,121)	(34,565)	(1,444)
Total E&G Expenditures	(136,361)	(135,354)	1,007
Personnel Costs	(5,309)	(4,364)	946
Non-Personnel Costs	(38,710)	(30,188)	8,522
Total Auxiliary Expenditures	(44,019)	(34,551)	9,468
Total Expenses	(180,380)	(169,905)	10,475
Net Operating Surplus/(Deficit)	(34,931)	(38,920)	(3,989)

1

TSU must target no more than a \$35M annual deficit in FY26 to remain on track with its 5-year financial plan.

FY26 Proposed Budget includes a 6% tuition increase and leaves a remaining budget deficit gap of \$4M when compared to 5-yr Pro Forma.

Failure to remain on track could result in a need for more aggressive cost reduction in future years or a prolonged timeline to financial stability.

FY26 Proposed Budget vs. FY26 Pro Forma (w/o 6% increase)

Tennessee State University
 FY26 Pro Forma vs. FY26 Proposed Budget
 (\$ in 000s)

	PRO FORMA FY26	PROPOSED BUDGET FY26	VARIANCE FY26 Pro Forma-to-FY26 Proposed
REVENUES			
Tuition & Fees	\$ 62,861	\$ 55,998	\$ (6,863)
Less: Scholarships	(24,669)	(27,748)	(3,079)
State Appropriations	55,155	54,129	(1,026)
Other E&G Revenues	11,901	8,060	(3,842)
Total E&G Revenues	105,248	90,438	(14,810)
Total Auxiliary Revenues	40,201	37,369	(2,832)
Total Revenues	145,449	127,807	(17,642)
EXPENSES			
Personnel Costs	(103,239)	(100,788)	2,451
Non-Personnel Costs	(33,121)	(34,565)	(1,444)
Total E&G Expenditures	(136,361)	(135,354)	1,007
Personnel Costs	(5,309)	(4,364)	946
Non-Personnel Costs	(38,710)	(30,188)	8,522
Total Auxiliary Expenditures	(44,019)	(34,551)	9,468
Total Expenses	(180,380)	(169,905)	10,475
Net Operating Surplus/(Deficit)	(34,931)	(42,097)	(7,167)

1

TSU must target no more than a \$35M annual deficit in FY26 to remain on track with its 5-year financial plan.

FY26 Proposed Budget **without** the 6% tuition increase and leaves a remaining budget deficit gap of over \$7M when compared to 5-yr Pro Forma.

Failure to remain on track could result in a need for more aggressive cost reduction in future years or a prolonged timeline to financial stability.

An aerial photograph of a university campus, featuring various academic buildings, a central courtyard, and green spaces. The entire image is overlaid with a semi-transparent blue filter.

Appendix



Undergraduate Tuition Rates Glossary

In-State: students from Tennessee that only pay for fees and are not assessed tuition charges.

Full-Freight Out-of-State: Out-of-state students pay an additional fee, often referred to as tuition premium, that is not assessed to Tennessee in-state students.

Scholar Tuition Rate: High-achieving out-of-state students may qualify for a discounted scholar rate or scholar rate plus.

250-Mile Radius: Out-of-state students who graduated from a high school whose zip code is within a 250-mile radius of Nashville are eligible for a discount on out-of-state tuition.

Non-Mandatory Course Fee Increases

Fee	Current Amount	Amount Effective FY26	Est. Annual Revenue Generated (Incremental)	Justification
College of Engineering	\$40/credit hour	\$60/credit hour	\$25,000	Equipment and hardware/software updates for engineering students learning. University of Tennessee System and Tennessee Tech University are collecting \$105 per credit hour.
Architecture and Design Courses	N/A	\$30/credit hour	\$9,000	Used for architectural software and tools. University of Memphis collects \$30 per credit hour for Architecture and Interior Architecture Course Fee. University of Tennessee System is collecting an additional charge of \$111 per credit hour for all Architecture and Design Courses.
Biology Lab	\$30/credit hour	\$75/credit hour	\$113,000	There has been a significant market increase in the cost of lab supplies and equipment maintenance, and lab fees have not increased to keep up with the cost. These fees will directly contribute to enhancing the overall laboratory experience for our students by providing access to updated equipment and learning materials. Other LGIs typically in the \$50 per credit hour fee range (but likely considering increases in light of market conditions).
Chemistry Lab	\$30/credit hour	\$35/credit hour	\$7,000	Increased number of lab sections offered each semester.
Speech Pathology Clinic Program Operating Fee	\$100/student	\$250/student	\$10,000-15,000	Loss of \$17,000 in grant funds – student fees are not enough to support the clinic. Increasing the clinic fees provide funding needed for supplies, tests and materials to operate the clinical program.

Meal Plan Fee Increases – Per Semester

Meal Plan	Current Fee	Fee Effective FY26	\$ Increase	% Increase
7 day w/\$300 Declining Balance	2,536	2,627	91	3.6%
5 day w/\$400 Declining Balance	2,536	2,627	91	3.6%
150 block w/\$900 Declining Balance	2,536	2,627	91	3.6%
100 block w/\$300 Declining Balance	1,375	1,425	50	3.6%
50 block w/\$300 Declining Balance	910	943	33	3.6%
300 Declining Balance	300	311	11	3.6%
Commuter Meal Plan	200	207	7	3.6%
VIP 7 Day All Access w/\$200 Declining Balance	2,725	2,823	98	3.6%
VIP 5 Day All Access w/\$200 Declining Balance	2,770	2,870	100	3.6%
VIP 100 Block w/\$200 Declining Balance	1,475	1,528	53	3.6%
VIP 50 Block w/\$200 Declining Balance	1,083	1,122	39	3.6%
VIP \$500 Declining Balance	500	518	18	3.6%

**Increases driven by an annual contractual price increase CPI; based on December CPI 3.6%*

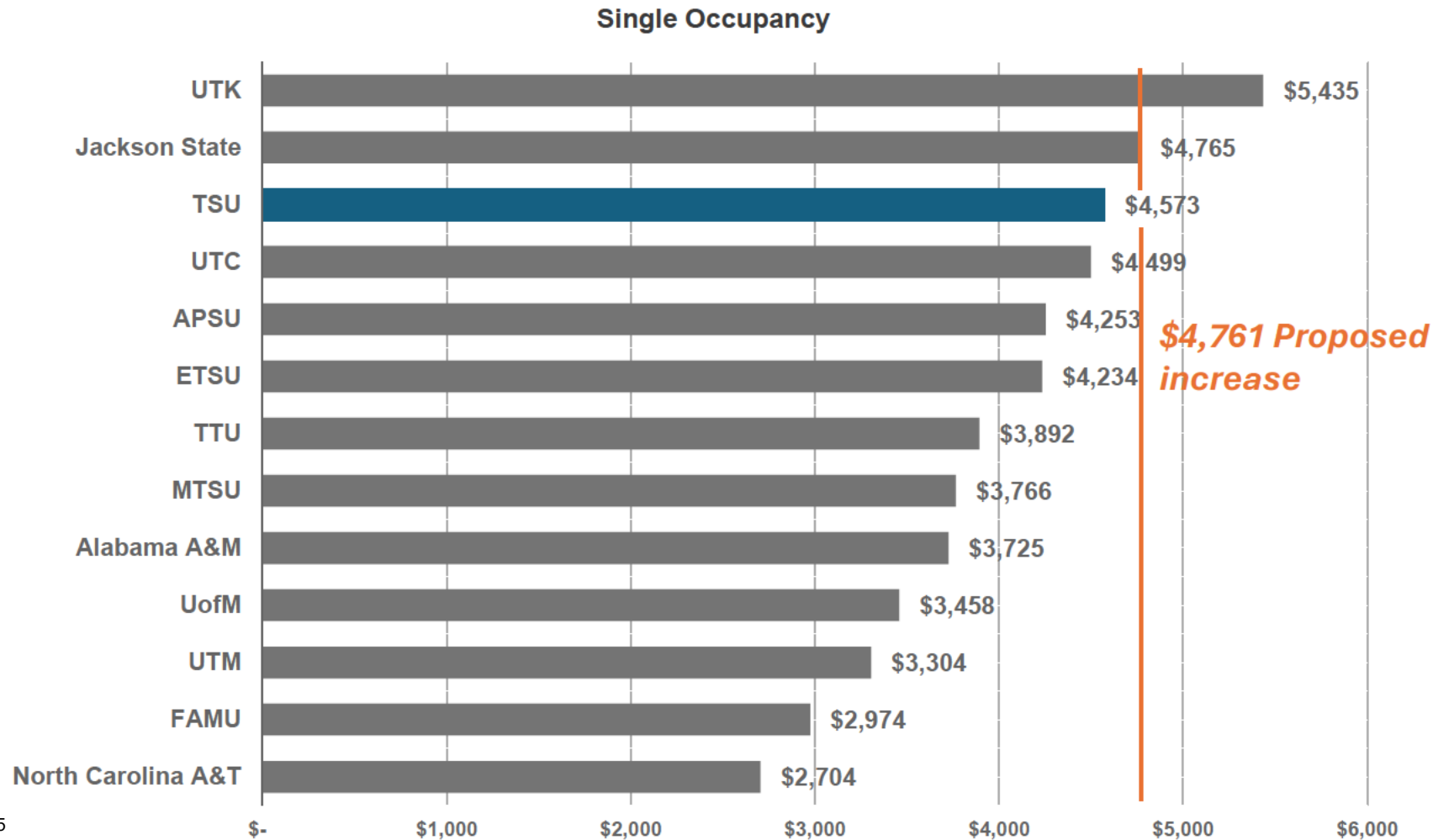
Housing Fee Increases – Per Semester (1 of 2)

Housing Fee	Current Fee	Fee Effective FY26	\$ Increase	% Increase
Traditional Residence Halls:				
Boyd Hall				
<i>Single Occupancy</i>	4,156	4,322	166	4%
<i>Double Occupancy</i>	2,078	2,161	83	4%
<i>Triple Occupancy</i>	1,391	1,530	139	10%
Eppse Hall				
<i>Single Occupancy</i>	4,156	4,322	166	4%
<i>Double Occupancy</i>	2,078	2,161	83	4%
<i>Triple Occupancy</i>	1,391	1,530	139	10%
Watson Hall				
<i>Single Occupancy</i>	4,156	4,322	166	4%
<i>Double Occupancy</i>	2,078	2,161	83	4%
<i>Triple Occupancy</i>	1,391	1,530	139	10%
Wilson Hall				
<i>Single Occupancy</i>	4,156	4,322	166	4%
<i>Double Occupancy</i>	2,078	2,161	83	4%
<i>Triple Occupancy</i>	1,391	1,530	139	1 %

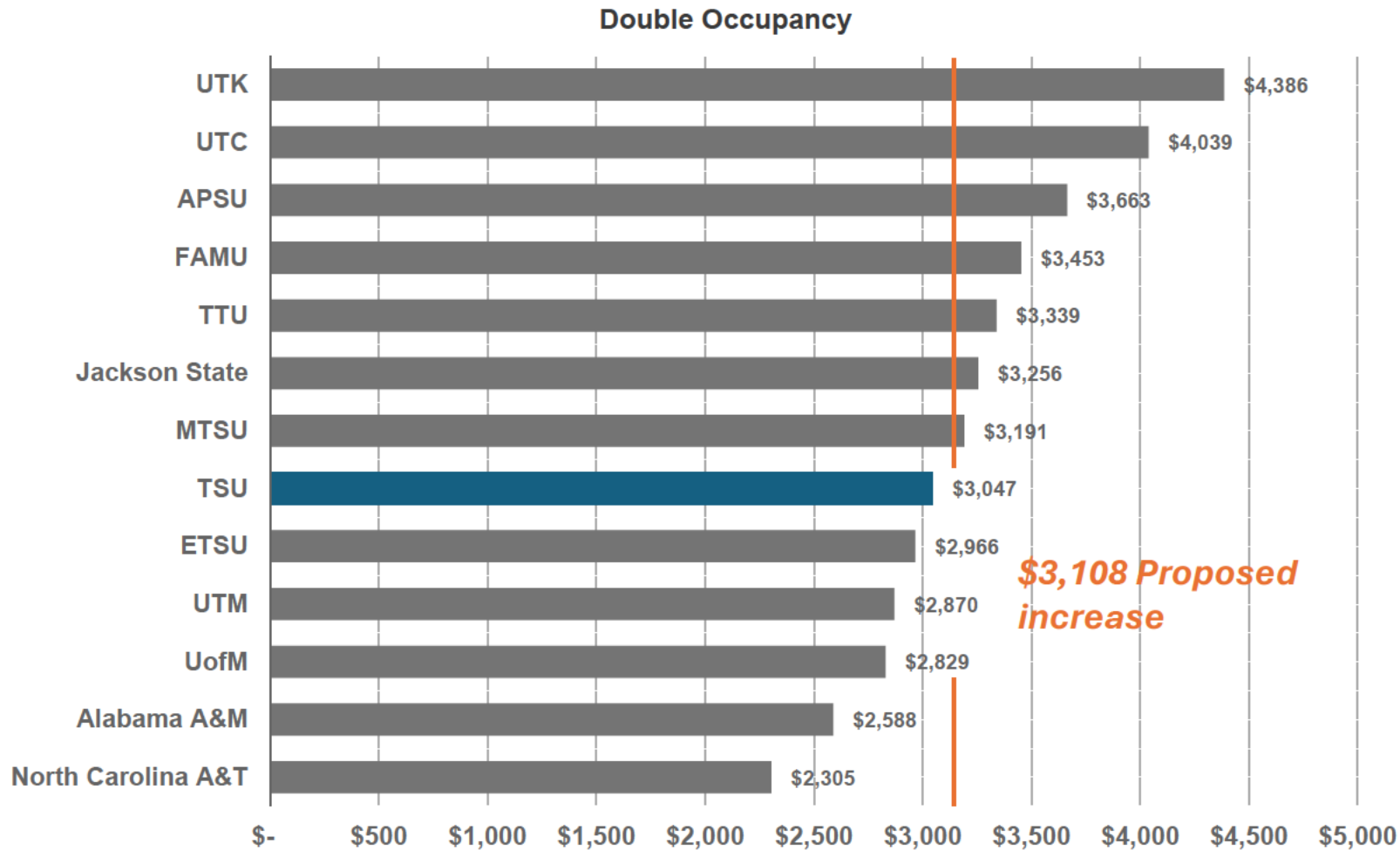
Housing Fee Increases – Per Semester (2 of 2)

Housing Fee	Current Fee	Fee Effective FY26	\$ Increase	% Increase
Suite Style Halls:				
Rudolph Hall				
<i>Single Occupancy</i>	5,000	5,200	200	4%
<i>Double Occupancy</i>	2,500	2,600	100	4%
<i>Triple Occupancy</i>	1,448	1,593	145	10%
Hale Hall				
<i>Single Occupancy</i>	5,000	5,200	200	4%
<i>Double Occupancy</i>	2,500	2,600	100	4%
<i>Triple Occupancy</i>	1,448	1,593	145	10%
New Residence Hall				
<i>Single Occupancy</i>	4,562	5,200	638	14%
<i>Shared Double Occupancy</i>	4,562	4,562	-	0%
<i>Shared Suite-Style Double Occupancy</i>	4,562	4,744	182	4%
<i>Apartment Style</i>	4,562	4,744	182	4%
Apartments:				
<i>Ford</i>	3,435	3,572	137	4%
<i>New Residence Complex</i>	3,435	3,572	137	4%

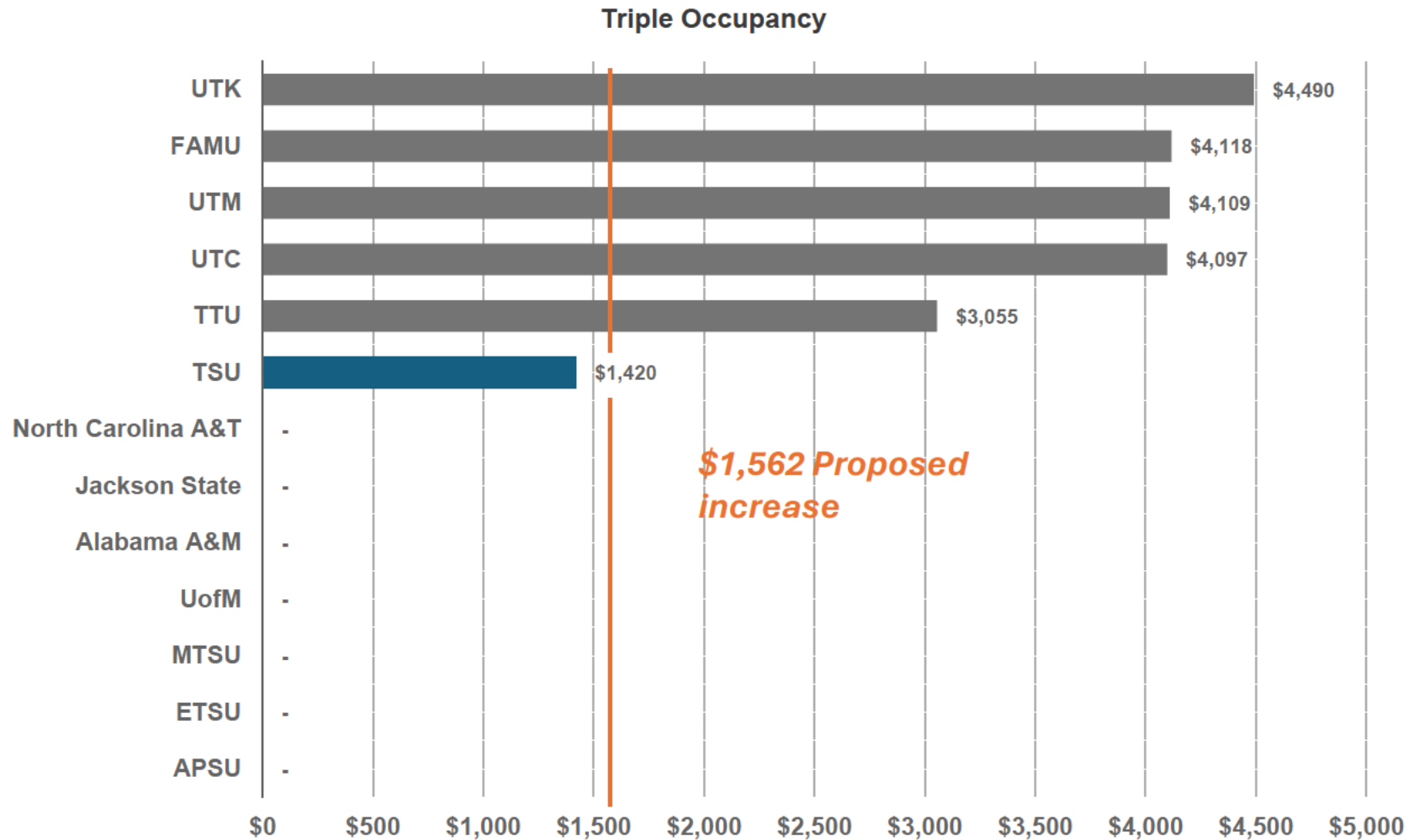
Housing – Single Occupancy Comparison



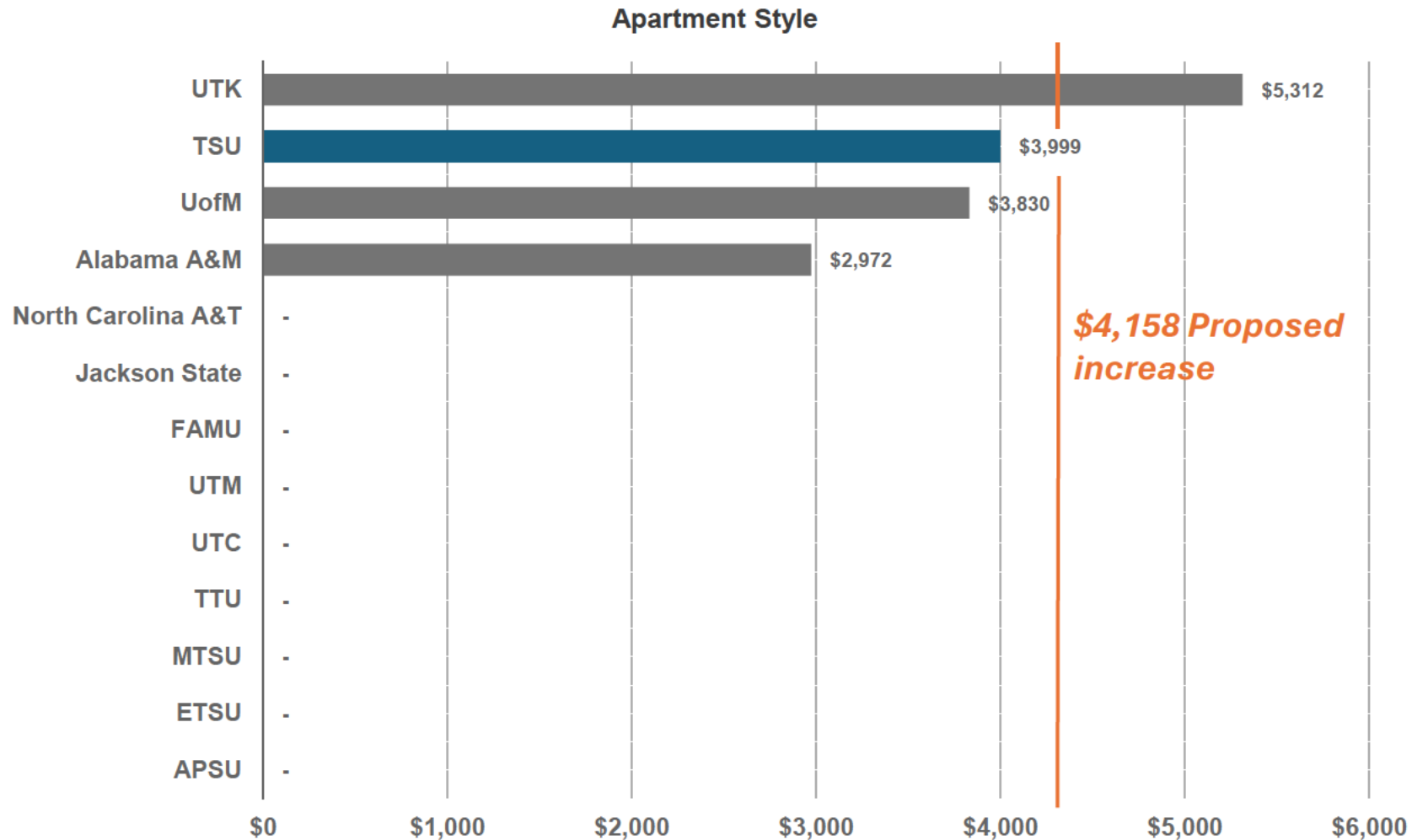
Housing – Double Occupancy Comparison



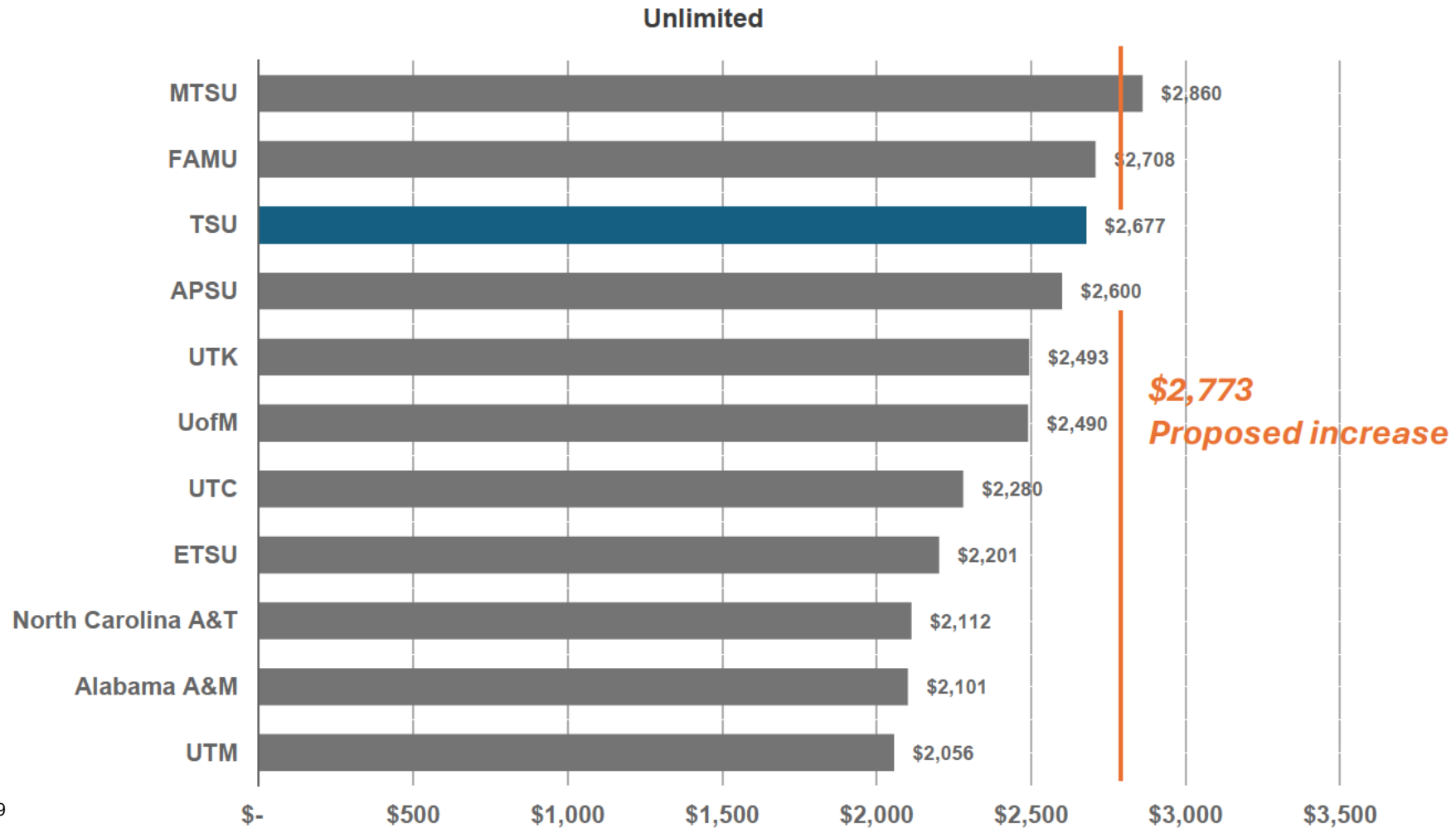
Housing – Triple Occupancy Comparison



Housing – Apartment Style Occupancy Comparison



Meal Plan – Unlimited Plan Comparison



Calculation of Need Approach

Maintenance Fee & Tuition (Revenue)	Non-Personnel Expense:	Personnel Expense:
<div><div></div><div>\$59,175,500</div></div>	<div><div>E&G Expense40,318,437</div><div>Less: Debt Service(1,849,900)</div><div>Total38,468,537</div></div>	<div><div>E&G Expense</div><div>\$108,925,346</div></div>
	Average CPI/HEPI:	Salary Increase:
	<div><div>Inflation Rate2.57%</div><div>Inflation Cost988,600</div><div>Fee Inc Needed1.67%</div></div>	<div><div>Cost of Inc2,832,059</div><div>Appropriation1,198,179</div><div>Unfunded Amt1,633,880</div><div>Fee Inc Needed2.76%</div></div>
0-6.5% guiding range	Salary	2.76%
FY26 calculated need	Inflation	1.67%
	Total Needed	4.43%

*Revenue taken from Proposed FY26 Budget

*All expense numbers taken from Estimated FY25

****Important Note: This approach is framed on the basis of a balanced budget institution (minimum revenue increase required to service increases in cost basis into next year). With a \$42M+ proposed FY26 deficit prior to tuition increases, this analysis does not adequately consider the broader financial picture of TSU.****

TENNESSEE STATE UNIVERSITY

BOARD OF TRUSTEES

ACTION ITEM

DATE: June 13, 2025

ITEM: Approval of FY 2024-2025 Estimated Budget

RECOMMENDED ACTION: Approval

PRESENTED BY: Trustee Charles Traugher, Chair of Finance Committee;
Jim Grady, Alvarez & Marsal

Background Information

TSU Policy 4:01:00:00 (Budget Control) recognizes budgeting as the process whereby the plans of the University are translated into an itemized, authorized, and systematic plan of operation, expressed in dollars, for a given period. This policy also recognizes that a budget is a plan and that circumstances may necessitate revisions or changes to the original plan from time to time. To that end, the University submits three detailed budgets for approval each fiscal year.

Under Board policy, the original budget for each fiscal year is known as the Proposed Budget and is prepared in the spring of each year. This budget is based on the level of state funds recommended in the Governor's proposed budget as well as early estimates of factors such as enrollment growth or decline, research activities, and availability of federal funds. The Proposed Budget is normally submitted to the Board for approval at the summer Board meeting. The October Revised Budget is prepared in the fall of each year and is normally submitted to the Board for approval at the winter Board meeting.

The final budget submitted for each fiscal year is the Estimated Budget. It includes final adjustments to the current year budget and is the budget against which final year-end actual amounts are compared. It is prepared, submitted, and considered by the Board at the same time as the Proposed Budget for the upcoming fiscal year.

The purpose of this agenda item is to consider the approval of the Estimated Budget for Fiscal Year 2024-2025.

See information below and supplemental documentation attached: FINANCE
SUPPLEMENTAL – B; FINANCE SUPPLEMENTAL – C; FINANCE SUPPLEMENTAL – D.

Committee Action

The Committee Chair will call for a motion recommending the approval of the action item.

MOTION: I move to approve Tennessee State University's Estimated Budget for Fiscal Year 2024-2025, as contained in the meeting materials.

FY 2024-2025 Estimated Budgeted Revenues:

Tennessee State University has three primary sources of budgeted revenues as noted:

- Tuition and Fees account for 29.1% of total revenues.
- State Appropriations account for 27.8% of total revenues.
- Foodservice, Bookstore, and Housing account for 20.9% of total revenues
- All other sources account for 22.2% of total revenues.

FY 2024-2025 Estimated Budgeted Expenditures:

Tennessee State University's budgeted expenditures as noted:

- Expenditures by Natural Classification (*Educational and General*)
 - Salaries and Benefits account for 61.3% of total E&G expenditures.
 - Operating expenses account for 20.0% of total E&G expenditures.
 - Scholarships and fellowships account for 17.1% of total E&G expenditures.
 - Travel expenses account for 1.6% of total E&G expenditures.
- Expenditures by Natural Classification (*Auxiliary Services*)
 - Salaries and Benefits account for 16.6% of total auxiliary expenditures.
 - Operating expenses account for 83.4% of total auxiliary expenditures.

**TENNESSEE STATE UNIVERSITY
SUMMARY OF UNRESTRICTED FUNDS
ESTIMATED BUDGET 2024-2025**

	Estimated Budget FY 2024-2025	% of Total
<u>Revenues</u>		
E&G		
Tuition and Fees	55,138,900	29.11%
State Appropriations	52,701,700	27.82%
Federal Grants and Contracts	4,000,000	2.11%
State Grants and Contracts	-	0.00%
Local Grants and Contracts	33,000	0.02%
Private Grants and Contracts	47,000	0.02%
Private Gifts	9,700	0.01%
Sales & Services of Educational Activities	134,900	0.07%
Sales & Services of Other Activities	4,535,600	2.39%
Other Sources	33,232,800	17.54%
Total E&G	149,833,600	79.09%
Sales and Services of Auxiliary Enterprise	39,606,000	20.91%
Total Revenue	189,439,600	100.00%
<u>Expenditures and Transfers</u>		
E&G		
Instruction	65,800,100	29.97%
Research	1,814,100	0.83%
Public Service	3,278,500	1.49%
Academic Support	10,220,400	4.66%
Student Services	21,158,100	9.64%
Institutional Support	21,033,100	9.58%
Operation and Maintenance of Plant	24,080,100	10.97%
Scholarships and Fellowships	30,202,200	13.76%
Total E&G	177,586,600	80.89%
Mandatory Transfers		
Transfers to Principal & Interest (ROI)	1,849,900	0.84%
Transfers to (from) Renewals and Replacements	-	-
Total Mandatory Transfers	1,849,900	2,047,400
Non-Mandatory Transfers		
Transfers to (from) Unexpended Plant	-	-
Transfers to (from) Renewals and Replacements	-	-
Transfers to (from) Other Funds	-	-
Total Non-Mandatory Transfers	-	-
Total E&G Expenditures and Transfers	179,436,500	81.73%
Auxiliary Enterprise Expenditures	34,343,500	15.64%
Mandatory Transfers		
Transfers to Principal & Interest (ROI)	5,772,800	2.63%
Transfers to (from) Renewals and Replacements	-	-
Total Mandatory Transfers	5,772,800	5,628,500
Non-Mandatory Transfers		
Transfers to (from) Unexpended Plant	-	-
Transfers to (from) Renewals and Replacements	-	-
Transfers to (from) Unrestricted Fund	-	-
Total Non-Mandatory Transfers	-	-
Total Auxiliary Expenditures and Transfers	40,116,300	18.27%
Total Expenditures and Transfers	219,552,800	100.00%
Total Net Revenues to Expenses/Transfers	(30,113,200)	100.00%

TENNESSEE STATE UNIVERSITY
BOARD OF TRUSTEES

ACTION ITEM

DATE: June 13, 2025

ITEM: Approval of FY 2025-2026 Proposed Budget

RECOMMENDED ACTION: Approval

PRESENTED BY: Trustee Charles Traugher, Chair of Finance Committee;
Jim Grady, Alvaraz & Marsal

Background Information

TSU Policy 4:01:00:00 (Budget Control) recognizes budgeting as the process whereby the plans of the University are translated into an itemized, authorized, and systematic plan of operation, expressed in dollars, for a given period. This policy also recognizes that a budget is a plan and that circumstances may necessitate revisions or changes to the original plan from time to time. To that end, the University submits three detailed budgets for approval each fiscal year.

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The final budget submitted for each fiscal year is the Estimated Budget. It includes final adjustments to the current year budget and is the budget against which final year-end actual amounts are compared. It is prepared, submitted, and considered by the Board at the same time as the Proposed Budget for the upcoming fiscal year.

The purpose of this agenda item is to consider the approval of the Proposed Budget for Fiscal Year 2025-2026.

**See information below and supplemental documentation attached: FINANCE
SUPPLEMENTAL – B; FINANCE SUPPLEMENTAL – C; FINANCE SUPPLEMENTAL – D.**

Committee Action

The Committee Chair will call for a motion recommending the approval of the action item.

MOTION: I move to approve Tennessee State University's Proposed Budget for Fiscal Year 2025-2026, as contained in the meeting materials.

FY 2025-2026 Proposed Budgeted Revenues:

Tennessee State University has three primary sources of budgeted revenues as noted:

- Tuition and Fees account for 37.3% of total revenues.
- State Appropriations account for 34.1% of total revenues.
- Foodservice, Bookstore, and Housing account for 23.5% of total revenues
- All other sources account for 5.1% of total revenues.

FY 2025-2026 Proposed Budgeted Expenditures:

Tennessee State University's budgeted expenditures as noted:

- Expenditures by Natural Classification (*Educational and General*)
 - Salaries and Benefits account for 62.6% of total E&G expenditures.
 - Operating expenses account for 18.9% of total E&G expenditures.
 - Scholarships and fellowships account for 17.3% of total E&G expenditures.
 - Travel expenses account for 1.2% of total E&G expenditures.
- Expenditures by Natural Classification (*Auxiliary Services*)
 - Salaries and Benefits account for 15.1% of total auxiliary expenditures.
 - Operating expenses account for 84.9% of total auxiliary expenditures.

**TENNESSEE STATE UNIVERSITY
SUMMARY OF UNRESTRICTED FUNDS
JULY PROPOSED 2025-2026**

	July Proposed Budget FY 2025-2026	% of Total
<u>Revenues</u>		
E&G		
Tuition and Fees	59,175,500	37.28%
State Appropriations	54,128,900	34.10%
Federal Grants and Contracts	3,000,000	1.89%
State Grants and Contracts	-	0.00%
Local Grants and Contracts	33,000	0.02%
Private Grants and Contracts	25,000	0.02%
Private Gifts	-	0.00%
Sales & Services of Educational Activities	66,400	0.04%
Sales & Services of Other Activities	4,085,100	2.57%
Other Sources	850,000	0.54%
Total E&G Revenues	121,363,900	76.46%
Sales and Services of Auxiliary Enterprise	37,369,000	23.54%
Total Revenue	158,732,900	100.00%
<u>Expenditures and Transfers</u>		
E&G		
Instruction	60,935,200	30.83%
Research	1,447,300	0.73%
Public Service	2,820,800	1.43%
Academic Support	9,331,200	4.72%
Student Services	17,018,600	8.61%
Institutional Support	20,117,400	10.18%
Operation and Maintenance of Plant	21,635,600	10.95%
Scholarships and Fellowships	27,748,000	14.04%
Total E&G Expenditures	161,054,100	81.48%
Mandatory Transfers		
Transfers to Principal & Interest (ROI)	2,047,400	1.04%
Transfers to (from) Renewals and Replacements	-	-
Total Mandatory Transfers	2,047,400	2,047,400
Non-Mandatory Transfers		
Transfers to (from) Unexpended Plant	-	-
Transfers to (from) Renewals and Replacements	-	-
Transfers to (from) Other Funds	-	-
Total Non-Mandatory Transfers	-	-
Total E&G Expenditures and Transfers	163,101,500	82.52%
Auxiliary Enterprise Expenditures	28,922,500	14.63%
Mandatory Transfers		
Transfers to Principal & Interest (ROI)	5,628,500	2.85%
Transfers to (from) Renewals and Replacements	-	-
Total Mandatory Transfers	5,628,500	5,628,500
Non-Mandatory Transfers		
Transfers to (from) Unexpended Plant	-	-
Transfers to (from) Renewals and Replacements	-	-
Transfers to (from) Unrestricted Fund	-	-
Total Non-Mandatory Transfers	-	-
Total Auxiliary Expenditures and Transfers	34,551,000	17.48%
Total Expenditures and Transfers	197,652,500	100.00%
Total Net Revenues to Expenses/Transfers	(38,919,600)	100.00%

FINANCE SUPPLEMENTAL – B



TENNESSEE STATE UNIVERSITY

Board of Trustees, June 2025 Meeting
Approval of FY25 Estimated and FY26 Proposed Budgets

Agenda

1. Deficit Reduction Activities Presented at SBC and Progress to Date
2. FY25 Financial Review
3. FY26 Proposed Budget

Deficit Reduction Activities Presented at SBC and Progress to Date

Targeted Deficit Resolution: Presented in February 2025

Total Deficit Reduction:

\$32-37M

Scholarships Reduction

\$18-20M

- Scholarship discount rate has increased dramatically in recent years, without contributing more net revenue
- TSU can realize these savings by changing internal policies and **capping unrestricted awards as a % of gross revenue for future Freshman class cohorts**

Personnel Cost Reduction

\$6-7M

Non-Instructional Staff

- Non-instructional E&G staff levels are higher than other LGIs, highlighting a need to “right size” staff in line with recent enrollment decline
- TSU began to address this in the Fall with a **workforce reduction in October 2024** – the savings estimate above is calculated in addition to that reduction through a **comprehensive benchmarking analysis to other LGIs**

\$5-6M

Instructional Staff

- Faculty and academic E&G staff levels are slightly higher than other LGIs, prompting a need to assess faculty workloads and overall efficiency
- Low performing program reviews and faculty workload reviews are in process, but **some programs are scheduled to sunset and low-utilized faculty have been identified**

Non-Personnel Cost Reduction

\$3-4M

- The President and cabinet members are actively pursuing any and all feasible cost reduction options
- Reductions catalogued so far include **maintenance, security, among other general operating costs**

Targeted Deficit Resolution: Progress to Date

Scholarships Reduction	Personnel Cost Reduction		Non-Personnel Cost Reduction
	<u>Non-Instructional Staff</u>	<u>Instructional Staff</u>	
SBC Forecasted: \$18-20M	SBC Forecasted: \$6-7M	SBC Forecasted: \$5-6M	SBC Forecasted: \$3-4M
Reduction Identified to Date: \$5-6M	Reduction Identified to Date: \$9-10M		Reduction Identified to Date: \$9-10M
<ul style="list-style-type: none"> TSU is making progress towards capping unrestricted awards, although realizing the full \$18-20M may take slightly longer than originally presented (3-4 years). The University still expects to see a major reduction (\$10M+) in scholarships expense in FY27. 	<ul style="list-style-type: none"> The workforce reduction in October 2024, hiring freeze policy, and zero-based open position reset process have made significant progress on personnel cost reduction. TSU plans to continue the “zero-based” approach in FY26 to ensure that position backfilling/hiring is only approved for mission critical roles. 		<ul style="list-style-type: none"> The SBC presentation only included reductions identified as of February 2026. The University was able to scrutinize non-personnel costs across the board during the FY26 budget process, identifying further cost reduction opportunity.

Pro Forma Forecast: FY25 through FY30 (Presented in February)

Tennessee State University
ProForma Financial Model & Forecast
 (\$ in 000s)

	FISCAL YEAR					
	2025	2026	2027	2028	2029	2030
REVENUES						
E&G	100,697	105,248	110,515	117,827	128,964	141,941
Auxiliaries	40,546	40,201	39,471	41,081	43,738	47,301
Total Revenues	\$ 141,243	\$ 145,449	\$ 149,986	\$ 158,908	\$ 172,702	\$ 189,242
EXPENSES						
E&G	(143,093)	(136,361)	(133,287)	(135,687)	(138,050)	(140,612)
Auxiliaries	(44,744)	(44,019)	(42,297)	(43,089)	(44,256)	(46,386)
Total Expenses	\$ (187,836)	\$ (180,380)	\$ (175,584)	\$ (178,776)	\$ (182,306)	\$ (186,999)
Net Surplus/(Deficit), before adjustments	\$ (46,594)	\$ (34,931)	\$ (25,597)	\$ (19,868)	\$ (9,605)	\$ 2,244
FY25 Adjustments	40,850	① -	-	-	-	-
Net Surplus/(Deficit), after adjustments	\$ (5,744)	\$ (34,931)	\$ (25,597)	\$ (19,868)	\$ (9,605)	\$ 2,244
Cumulative Surplus/(Deficit)	\$ (5,744)	\$ (40,674)	\$ (66,271)	\$ (86,140)	\$ (95,744)	\$ (93,501)

Note: E&G Revenues include scholarships expense as a contra revenue against tuition & fees

Note: Debt service is included in E&G and Aux expenses

1

TSU must target no more than a \$35M annual deficit in FY26 to remain on track with its 5-year financial plan.

Failure to remain on track could result in a need for more aggressive cost reduction in future years or a prolonged timeline to financial stability.



FY25 Financial Review

Major FY25 Cost Reduction Accomplishments

- Executed a workforce reduction in October that reduced actual headcount by 90+ FTEs
- Maintained a strict hiring freeze through the duration of the fiscal year; with very few exceptions for mission critical roles
- Executed an effort to “clean slate” the University’s open positions to improve controls and accountability around hiring
 - Took a “zero-based” approach to critical hiring needs as of July 1, 2026; eliminated all other open E&G and Auxiliary positions (~250 positions)
- Sunset of 2 low-performing programs; inactivation of 1 program; restructuring of College of Education
- Reassessed class schedule needs to reduce forecasted Fall adjunct professor need by 36%
- Renegotiated several major vendor agreements to reduce non-personnel cost burden
- Identified several deficit reduction opportunities that can be executed during FY26, beyond what is budgeted in Proposed FY26 Budget

FY25 Estimated Budget – One Time Adjustments

Tennessee State University
 FY25 Estimated Budget - Adjustments
 (\$ in 000s)

	ESTIMATED FY25	ESTIMATED FY25, Adjusted	VARIANCE FY25 One-Time Adjustments
REVENUES			
① Tuition & Fees	\$ 55,139	\$ 71,978	\$ 16,839
<i>Less: Scholarships</i>	(30,202)	(30,202)	-
State Appropriations	52,702	52,702	-
② Other E&G Revenues	41,993	9,743	(32,250)
Total E&G Revenues	119,631	104,221	(15,411)
Total Auxiliary Revenues	39,606	39,606	-
Total Revenues	159,237	143,827	(15,411)
EXPENSES			
Personnel Costs	(108,926)	(108,926)	-
Non-Personnel Costs	(40,309)	(40,309)	-
Total E&G Expenditures	(149,234)	(149,234)	-
Personnel Costs	(5,695)	(5,695)	-
Non-Personnel Costs	(34,421)	(34,421)	-
Total Auxiliary Expenditures	(40,116)	(40,116)	-
Total Expenses	(189,351)	(189,351)	-
Net Operating Surplus/(Deficit)	(30,113)	(45,524)	(15,411)

- 1

FY25 accounting entry made to increase allowance for doubtful accounts in line with expected collections performance
- 2

ARPA funding re-purposed for operating/cash flow use in November 2024

FY25 Budget-to-Actual

Tennessee State University
FY25 October vs. FY25 Estimated Budget
 (\$ in 000s)

	OCTOBER BUDGET FY25	ESTIMATED FY25, Adjusted	VARIANCE FY25 October-to-FY25 Estimated
REVENUES			
① Tuition & Fees	\$ 80,552	\$ 71,978	\$ (8,574)
② Less: Scholarships	(35,217)	(30,202)	5,015
State Appropriations	52,702	52,702	-
Other E&G Revenues	9,639	9,743	104
Total E&G Revenues	107,675	104,221	(3,455)
③ Total Auxiliary Revenues	43,720	39,606	(4,114)
Total Revenues	151,395	143,827	(7,569)
EXPENSES			
④ Personnel Costs	(114,987)	(108,926)	6,061
Non-Personnel Costs	(35,436)	(40,309)	(4,873)
Total E&G Expenditures	(150,423)	(149,234)	1,189
④ Personnel Costs	(7,304)	(5,695)	1,609
③ Non-Personnel Costs	(39,738)	(34,421)	5,317
Total Auxiliary Expenditures	(47,042)	(40,116)	6,925
Total Expenses	(197,465)	(189,351)	8,114
Net Operating Surplus/(Deficit)	(46,069)	(45,524)	545

- ① Tuition & fees were overestimated in October budget due to a miscalculation of the out of state tuition premium student mix.
- ② ~\$3M of State funding for Building Bridges (formerly A&D) had not been applied for several years. This funding was applied to cover scholarships in FY25, suppressing the unrestricted expense in this year.
- ③ Auxiliary revenues and expenditures were both inflated in October budget due to an overestimation of service levels vs. actual FY25 enrollment. These largely offset creating a net zero impact.
- ④ Total personnel costs were \$7.6M less than budgeted in October – this is in addition to the \$6.5M annualized workforce reduction that was contemplated in the October budget.



FY26 Proposed Budget

Major FY26 Cost Reduction Targets

Included in FY26 Proposed Budget:

- Realize annualized savings as a result of FY25 accomplishments
- Maintain hiring freeze and thorough position control through the duration of the fiscal year, only backfilling or hiring mission critical roles
- Challenge all areas of the University to operate with 15% less discretionary operating funding (adjusted for contract and otherwise mandated spend); implementation of rigorous budget adjustment procedure to ensure budget increases are limited to critical and/or unforeseen circumstances

Additional Items In-Flight:

- Capitalize on revenue opportunities to offset departmental overhead (e.g., parking, payment plan fees, space rental)
- Leverage endowment returns restricted for departmental use where purpose is aligned with gift

FY25 Estimated vs. FY26 Proposed Budget

Tennessee State University
 FY25 Estimated vs. FY26 Proposed
 (\$ in 000s)

		ESTIMATED	PROPOSED BUDGET	VARIANCE
		FY25, Adjusted	FY26	FY25 Estimated to FY25 Proposed
REVENUES				
①	Tuition & Fees	\$ 71,978	\$ 59,176	\$ (12,803)
②	Less: Scholarships	(30,202)	(27,748)	2,454
	State Appropriations	52,702	54,129	1,427
	Other E&G Revenues	9,743	8,060	(1,684)
	Total E&G Revenues	104,221	93,616	(10,605)
	Total Auxiliary Revenues	39,606	37,369	(2,237)
	Total Revenues	143,827	130,985	(12,842)
EXPENSES				
③	Personnel Costs	(108,926)	(100,788)	8,137
④	Non-Personnel Costs	(40,309)	(34,565)	5,744
	Total E&G Expenditures	(149,234)	(135,354)	13,881
③	Personnel Costs	(5,695)	(4,364)	1,332
	Non-Personnel Costs	(34,421)	(30,188)	4,234
	Total Auxiliary Expenditures	(40,116)	(34,551)	5,565
	Total Expenses	(189,351)	(169,905)	19,446
	Net Operating Surplus/(Deficit)	(45,524)	(38,920)	6,604

① Includes a 6% increase to tuition for all populations except full-freight out of state. Conservatively assumes a smaller FTIC freshman class than targeted earlier in Spring, as well as further enrollment loss caused by the adherence to a strict purge/registration hold policy preventing students from continuing with owed balances.

② Scholarships are budgeted to decline by closer to \$5M+ on a gross basis (the FY25 \$30M includes \$3M of State funded offset from previous years).

③ The FY26 Proposed budget includes \$9.5M in total personnel cost reduction. Including ~\$15M of vacancy closures, offset by 1.5% earmarked for merit-based salary raises and some salaries in FY25 paid to now-closed positions.

④ The FY26 Proposed budget includes a 15% reduction to all discretionary non-personnel expenses, challenging TSU staff to find all available savings opportunities.

FY26 Proposed Budget vs. FY26 Pro Forma

Tennessee State University
FY26 Pro Forma vs. FY26 Proposed Budget
 (\$ in 000s)

	PRO FORMA	PROPOSED BUDGET	VARIANCE
	FY26	FY26	FY26 Pro Forma-to-FY26 Proposed
REVENUES			
① Tuition & Fees	\$ 62,861	\$ 59,176	\$ (3,686)
② Less: Scholarships	(24,669)	(27,748)	(3,079)
State Appropriations	55,155	54,129	(1,026)
Other E&G Revenues	11,901	8,060	(3,842)
Total E&G Revenues	105,248	93,616	(11,632)
Total Auxiliary Revenues	40,201	37,369	(2,832)
Total Revenues	145,449	130,985	(14,464)
EXPENSES			
③ Personnel Costs	(103,239)	(100,788)	2,451
Non-Personnel Costs	(33,121)	(34,565)	(1,444)
Total E&G Expenditures	(136,361)	(135,354)	1,007
③ Personnel Costs	(5,309)	(4,364)	946
④ Non-Personnel Costs	(38,710)	(30,188)	8,522
Total Auxiliary Expenditures	(44,019)	(34,551)	9,468
Total Expenses	(180,380)	(169,905)	10,475
Net Operating Surplus/(Deficit)	(34,931)	(38,920)	(3,989)

① Overall tuition & fees forecast has been adjusted by several factors, including enrollment pipeline trends, policy decisions, tuition rate increases, etc. – resulting in a net decrease of \$3.7M

② Budgeted Scholarships include ~\$1.25M in tuition waivers not treated as “Scholarships” in the Pro Forma.

 Remaining ~\$1.8M variance represents a slight delay in execution of cost reduction targets. Scholarship offers had to be increased slightly due to prior verbal commitments as well as targeted recruitment efforts to improve a stale Fall 2026 pipeline.

③ The FY26 Proposed budget includes ~\$3.4M more personnel cost reduction than originally targeted in early Spring.

④ The budgeting process revealed more Auxiliary cost savings opportunity than originally thought in early Spring; attributed primarily through reductions in security, maintenance, over space/usage optimization, among other items

Historical Comparison

Tennessee State University
Historical Actuals
 (\$ in 000s)

		FY23		FY24		FY25		FY26
		ACTUAL		ACTUAL		ESTIMATED, Adj		PROPOSED BUDGET
REVENUES								
① Tuition & Fees	\$	99,251	\$	84,011	\$	71,978	\$	59,176
Less: Scholarships		(45,933)		(41,238)		(30,202)		(27,748)
State Appropriations		47,645		52,720		52,702		54,129
② Other E&G Revenues		11,037		12,955		9,743		8,060
Total E&G Revenues		112,000		108,447		104,221		93,616
Total Auxiliary Revenues		46,339		45,197		39,606		37,369
Total Revenues		158,339		153,644		143,827		130,985
EXPENSES								
Personnel Costs		(104,004)		(112,322)		(108,926)		(100,788)
Non-Personnel Costs		(34,401)		(43,959)		(40,309)		(34,565)
Total E&G Expenditures		(138,406)		(156,282)		(149,234)		(135,354)
Personnel Costs		(5,257)		(6,535)		(5,695)		(4,364)
Non-Personnel Costs		(51,170)		(45,502)		(34,421)		(30,188)
Total Auxiliary Expenditures		(56,428)		(52,037)		(40,116)		(34,551)
Total Expenses		(194,833)		(208,318)		(189,351)		(169,905)
Net Operating Surplus/(Deficit)		(36,495)		(54,674)		(45,524)		(38,920)

① **FY25**

- Adjusted out \$16.8M to reflect one-time allowance for doubtful accounts adjustment

② **FY23**

- Adjusted out \$19.5M in tornado insurance one-time funding recognized in FY23

FY25

- Adjusted out \$32.2M in one-time ARPA funding received in November 2024

Personnel Cost Reductions: Vacancies and Position Control

TSU has taken **3 high-impact steps to realize personnel cost savings** and institute strict controls/governance to “right size” the University in response to enrollment decline.

1. **Fall 2024 Workforce Reduction**

- 95 individuals involved in workforce reduction executed in October 2024
- \$8.8M in annualized personnel cost savings

2. **Implementation of Hiring Freeze**

- Strict adherence to a hiring freeze with few exceptions for mission critical backfills
- Creation of net new positions suspended

3. **Closure of All Non-Critical Open Positions**

- Conducted a “zero-based” process to identify critical open positions and/or net new personnel needs effective July 1, 2025
- Executed a mass-closure of all non-critical positions prior to FY26 proposed budget
- In process of implementing rigorous position request process for FY26 to ensure proper position governance

Personnel Cost Reductions: Vacancies and Position Control

TSU Vacancy Progression: FY25

in \$ 000's

	E&G	Aux	Total
(Incl. in FY25 Proposed Budget) Vacancies as of April 30, 2024	5,234	1,192	6,427
(Incl. in FY25 October Budget) Added vacancies April 30 to October 15, 2024	4,751	276	5,027
(Incl. in FY25 October Budget) Vacancies Created by Workforce Reduction	8,013	832	8,845
Attrition October to Date (In Addition to WFReduction)	3,367	402	3,769
Total Vacancies as of April 30, 2025	21,365	2,703	24,067
<i>Less: Positions to Remain Open for Critical Hires/Skill Investment</i>	<i>(8,179)</i>	<i>(853)</i>	<i>(9,032)</i>
NET POSITIVE IMPACT TO PERSONNEL BUDGET(S)	13,186	1,850	15,036

Vacancies Budgeted as of April 30, 2025

\$24M

Critical
\$9M

**Budgeted
in FY26**

Non-Critical
\$15M

**Closed &
Removed
from Budget**

Vacancies Breakdown

Department	# Vacancies Closed	# Vacancies Kept Open
Academic Affairs	99	33
Business and Finance	14	23
Police	11	14
Student Affairs	47	11
Information Technology	3	9
Athletics	16	7
Auxiliary	17	6
Facilities	17	2
Presidents Office	7	2
Research	12	0
Institutional Advancement	2	0
Other	14	0
Total	259	107

FINANCE SUPPLEMENTAL - C

TSU Board of Trustees, Finance Committee June 2025

Tennessee State University (TSU)

3-Year Revenues & Expenses (Derived from Forms I & III)

USD \$ 000s

	Actual 2023-24	Estimated 2024-25 (Adj)	Budget 2025-26	FY24-to-FY25	FY25-to-FY26
REVENUES					
¹ Tuition and Fees	\$ 84,011	\$ 71,978	\$ 59,176	-14%	-18%
State Appropriations	52,720	52,702	54,129	0%	3%
Federal Grants and Contracts	4,327	4,000	3,000	-8%	-25%
Local Grants and Contracts	5	-	-	-100%	0%
State Grants and Contracts	55	33	33	-40%	0%
Private Grants and Contracts	429	47	25	-89%	-47%
Private Gifts	49	10	-	-80%	-100%
Sales & Services of Educ Activities	91	135	66	48%	-51%
Sales & Services of Other Activities	6,830	4,536	4,085	-34%	-10%
² Other Sources	1,168	983	850	-16%	-14%
Total E&G	149,685	134,423	121,364	-10%	-10%
Sales & Services of Aux Enterprises	45,197	39,606	37,369	-12%	-6%
Total Revenues	194,882	174,029	158,733	-11%	-9%
EXPENSES					
Personnel					
Instruction	(60,769)	(60,053)	(55,350)	-1%	-8%
Research	(2,007)	(1,502)	(1,167)	-25%	-22%
Public Service	(2,893)	(2,912)	(2,379)	1%	-18%
Academic Support	(8,202)	(7,929)	(7,424)	-3%	-6%
Student Services	(17,001)	(14,505)	(12,603)	-15%	-13%
Institutional Support	(15,622)	(16,928)	(16,982)	8%	0%
Operation & Maintenance of Plant	(5,829)	(5,097)	(4,884)	-13%	-4%
Scholarships & Fellowships	-	-	-	0%	0%
Total Personnel	(112,322)	(108,926)	(100,788)	-3%	-7%
Non-Personnel					
Instruction	(4,843)	(5,747)	(5,585)	19%	-3%
Research	(314)	(312)	(280)	-1%	-10%
Public Service	(420)	(367)	(442)	-13%	21%
Academic Support	(1,983)	(2,291)	(1,908)	16%	-17%
Student Services	(7,908)	(6,653)	(4,416)	-16%	-34%
Institutional Support	(6,641)	(4,106)	(3,136)	-38%	-24%
Operation & Maintenance of Plant	(20,025)	(18,983)	(16,752)	-5%	-12%
Scholarships & Fellowships	(41,238)	(30,202)	(27,748)	-27%	-8%
Total Non-Personnel	(83,373)	(68,661)	(60,266)	-18%	-12%
Total Education and General	(195,695)	(177,587)	(161,054)	-9%	-9%
Auxiliary Enterprises Expenditures	(46,280)	(34,344)	(28,923)	-26%	-16%
Principal & Interest	(7,582)	(7,623)	(7,676)	1%	1%
Total Expenses	(249,557)	(219,553)	(197,653)	-12%	-10%
Net Surplus/(Deficit)	(54,674)	(45,524)	(38,920)	-17%	-15%

Notes:

1 Tuition & Fees adjusted in FY2024-25 by adding back a \$16.8M adjustment for allowance for doubtful accounts, to maintain valid year-over-year comparisons

2 Other sources adjusted in FY2024-25 by removing \$32.3M in one-time ARPA funding repurposed for operating previously designated for capital projects, to maintain valid year-over-year comparisons

Tennessee State University (TSU)

3-Year Expenditures (Derived from Form V)

USD \$ 000s

	Actual 2023-24	Estimated 2024-25	Budget 2025-26	FY24-to-FY25	FY25-to-FY26
E&G EXPENDITURES					
Salaries					
Administrative/Professional	\$ 9,511	\$ 8,669	\$ 6,443	-9%	-26%
Academic	40,538	41,632	38,653	3%	-7%
Supporting	7,492	6,774	6,740	-10%	-1%
Students	155	128	50	-17%	-61%
Professional	26,042	25,516	23,206	-2%	-9%
Total Salaries	83,738	82,719	75,093	-1%	-9%
Employee Benefits	28,584	26,206	25,695	-8%	-2%
Total Personnel Costs	112,322	108,926	100,788	-3%	-7%
Travel	4,367	2,763	1,898	-37%	-31%
Operating & Capital Expense	31,957	29,810	25,047	-7%	-16%
Utilities & Fuel	5,034	5,676	5,395	13%	-5%
Stores for Resale	-	-	-	0%	0%
Scholarships	42,014	30,412	27,926	-28%	-8%
Total Non-Personnel Costs	83,373	68,661	60,266	-18%	-12%
Total E&G Expenditures	195,695	177,587	161,054	-9%	-9%
AUXILIARY EXPENDITURES					
Salaries					
Administrative/Professional	260	208	98	-20%	-53%
Academic	15	15	-	2%	-100%
Supporting	2,668	1,845	1,454	-31%	-21%
Students	698	562	-	-19%	-100%
Professional	1,479	1,566	1,610	6%	3%
Total Salaries	5,119	4,196	3,162	-18%	-25%
Employee Benefits	1,416	1,499	1,201	6%	-20%
Total Personnel Costs	6,535	5,695	4,364	-13%	-23%
Travel	245	167	5	-32%	-97%
Operating & Capital Expense	24,298	14,852	11,819	-39%	-20%
Utilities & Fuel	1,680	1,726	1,700	3%	-1%
Stores for Resale	13,225	11,869	11,000	-10%	-7%
Scholarships	297	35	35	-88%	0%
Total Non-Personnel Costs	39,745	28,648	24,559	-28%	-14%
Total Auxiliary Expenditures	46,280	34,344	28,923	-26%	-16%
Grand Total Expenditures	241,975	211,930	189,976	-12%	-10%

FINANCE SUPPLEMENTAL - D

TSU Board of Trustees, Finance Committee June 2025

110001 - Unrestricted

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 1
Run Date 04-JUN-2025
Run Time 09:56 AM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Unrestricted Current Fund Balances at Beginning of Period						
Allocation for Encumbrances	6,535,360	0	0	-100.0	0	-100.0
Allocation for Working Capital	16,860,874	3,800	3,800	-100.0	3,800	-100.0
Special Allocations	7,577,583	1,279,000	1,279,000	-83.1	0	-100.0
Unallocated Balance	-31,596,282	-31,935,600	-31,935,600	01.1	-60,769,800	92.3
Total Unrestricted Current Fund Balances	-622,465	-30,652,800	-30,652,800	4824.4	-60,766,000	9662.2
Revenues						
Education and General						
Tuition and Fees	84,010,707	80,552,000	55,138,900	-34.4	59,175,500	-29.6
State Appropriations	52,719,700	52,701,700	52,701,700	00.0	54,128,900	02.7
Federal Grants and Contracts	4,326,768	3,500,000	4,000,000	-07.6	3,000,000	-30.7
Local Grants and Contracts	5,138	0	0	-100.0	0	-100.0
State Grants and Contracts	55,268	33,000	33,000	-40.3	33,000	-40.3
Private Grants and Contracts	429,232	47,000	47,000	-89.1	25,000	-94.2
Private Gifts	49,070	0	9,700	-80.2	0	-100.0
Sales & Services of Educ Activities	91,223	42,500	134,900	47.9	66,400	-27.2
Sales & Services of Other Activities	6,830,134	5,266,200	4,535,600	-33.6	4,085,100	-40.2
Other Sources	1,168,172	750,000	33,232,800	2744.9	850,000	-27.2
Total Education and General	149,685,412	142,892,400	149,833,600	00.1	121,363,900	-18.9
Sales & Services of Aux Enterprises						
Sales and Services of Aux Enterprises	45,196,777	43,720,000	39,606,000	-12.4	37,369,000	-17.3
Total Revenues	194,882,189	186,612,400	189,439,600	-02.8	158,732,900	-18.5
Expenditures and Transfers						
Education and General						

Instruction	65,612,248	64,287,200	65,800,100	00.3	60,935,200	-07.1
Research	2,320,351	1,929,800	1,814,100	-21.8	1,447,300	-37.6
Public Service	3,312,857	2,054,400	3,278,500	-01.0	2,820,800	-14.9
Academic Support	10,185,107	10,846,600	10,220,400	00.3	9,331,200	-08.4
Student Services	24,909,209	22,924,300	21,158,100	-15.1	17,018,600	-31.7
Institutional Support	22,262,660	23,429,700	21,033,100	-05.5	20,117,400	-09.6
Operation & Maintenance of Plant	25,854,081	23,147,000	24,080,100	-06.9	21,635,600	-16.3
Scholarships & Fellowships	41,238,342	35,100,900	30,202,200	-26.8	27,748,000	-32.7
Total Education and General	195,694,855	183,719,900	177,586,600	-09.3	161,054,100	-17.7
Mandatory Transfers for:						
Principal & Interest	1,825,136	1,849,900	1,849,900	01.4	2,047,400	12.2
Renewals & Replacements	0	0	0		0	

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 2
Run Date 04-JUN-2025
Run Time 09:56 AM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Loan Fund Matching Grant	0	0	0		0	
Total Mandatory Transfers	1,825,136	1,849,900	1,849,900	01.4	2,047,400	12.2
Non-Mandatory Transfers for:						
Transfers to Unexpended Plant Fund	0	0	0		0	
Transfers to Renewal & Replacements	0	0	0		0	
Transfers to Other Funds	0	0	0		0	
Transfers from Unexpended Plant Fund	-8,505,344	0	0	-100.0	0	-100.0
Transfers from Renewal & Replacements	-11,826,080	0	0	-100.0	0	-100.0
Transfers from Other Funds	0	0	0		0	
Total Non-Mandatory Transfers	-20,331,424	0	0	-100.0	0	-100.0
Total Education and General	177,188,567	185,569,800	179,436,500	01.3	163,101,500	-08.0
Auxiliary Enterprises Expenditures						
Auxiliary Enterprises Expenditures	46,280,179	41,338,900	34,343,500	-25.8	28,922,500	-37.5

Total Auxiliary Expenditures	46,280,179	41,338,900	34,343,500	-25.8	28,922,500	-37.5
Mandatory Transfers for:						
Principal & Interest	5,756,392	5,772,800	5,772,800	00.3	5,628,500	-02.2
Renewals & Replacements	0	0	0	00.0	0	00.0
Loan Fund Matching Grant	0	0	0	00.0	0	00.0
Total Mandatory Transfers	5,756,392	5,772,800	5,772,800	00.3	5,628,500	-02.2
Non-Mandatory Transfers for:						
Tranfers to Unexpended Plant Fund	0	0	0	00.0	0	00.0
Transfers to Renewal & Replacements	0	0	0	00.0	0	00.0
Transfers to Other Funds	0	0	0	00.0	0	00.0
Transfers from Unexpended Plant Fund	-2,731,326	0	0	-100.0	0	-100.0
Transfers from Renewal & Replacements	-1,581,295	0	0	-100.0	0	-100.0
Transfers from Other Funds	0	0	0	00.0	0	00.0
Total Non-Mandatory Transfers	-4,312,621	0	0	-100.0	0	-100.0
Total Auxiliary Enterprises	47,723,950	47,111,700	40,116,300	-15.9	34,551,000	-27.6
Total Expenditures And Transfers	224,912,517	232,681,500	219,552,800	-02.4	197,652,500	-12.1
Other						
Prior Period Adjustments	0	0	0	00.0	0	00.0

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 3
Run Date 04-JUN-2025
Run Time 09:56 AM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Other Additions/Deductions	0	0	0	00.0	0	00.0
Total Other	0	0	0	00.0	0	00.0
Unrestricted Current Fund Balances at End of Period						
Allocation for Encumbrances	0	0	0	00.0	0	00.0
Allocation for Working Capital	3,800	3,800	3,800	00.0	3,800	00.0

Special Allocations	1,278,978	0	0	-100.0	0	-100.0
Unallocated Balance	-31,935,572	-76,725,700	-60,769,800	90.3	-99,689,400	212.2
Total Unrestricted Current Fund Balances	-30,652,794	-76,721,900	-60,766,000	98.2	-99,685,600	225.2

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26
* * * Report Control Information * * *
Parameters have been entered via Job Submission.

Page 4
Run Date 04-JUN-2025
Run Time 09:56 AM

Parameter Name	Value
Parameter Seq No:	4707780
Chart:	S
Budget Id:	FY2025
Budget Phase 5:	245A
Budget Phase 2:	252R
Budget Phase 3:	253E
Budget Phase 4:	264P
Fund:	
Begin Page Number:	1
Suppress Zero Amounts:	N

199100 - McMinnville

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 1
Run Date 15-MAY-2025
Run Time 09:43 AM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Unrestricted Current Fund Balances at Beginning of Period						
Allocation for Encumbrances	115,916	124,100	124,100	07.1	124,100	07.1
Allocation for Working Capital	807	71,600	71,600	8772.4	71,600	8772.4
Special Allocations	104,544	77,600	77,600	-25.8	1,091,200	943.8
Unallocated Balance	851,061	725,600	725,600	-14.7	0	-100.0
Total Unrestricted Current Fund Balances	1,072,328	998,900	998,900	-06.8	1,286,900	20.0
Revenues						
Education and General						
Tuition and Fees	0	0	0		0	
State Appropriations	1,551,900	1,572,700	1,572,700	01.3	1,595,900	02.8
Federal Grants and Contracts	0	0	0		0	
Local Grants and Contracts	0	0	0		0	
State Grants and Contracts	0	0	0		0	
Private Grants and Contracts	0	0	0		0	
Private Gifts	0	0	0		0	
Sales & Services of Educ Activities	0	0	0		0	
Sales & Services of Other Activities	0	0	0		0	
Other Sources	0	0	0		0	
Total Education and General	1,551,900	1,572,700	1,572,700	01.3	1,595,900	02.8
Sales & Services of Aux Enterprises						
Sales and Services of Aux Enterprises	0	0	0	00.0	0	00.0
Total Revenues	1,551,900	1,572,700	1,572,700	01.3	1,595,900	02.8
Expenditures and Transfers						
Education and General						
Instruction	0	0	0		0	

Research	1,625,350	1,441,500	1,284,700	-21.0	1,095,400	-32.6
Public Service	0	0	0		0	
Academic Support	0	0	0		0	
Student Services	0	0	0		0	
Institutional Support	0	0	0		0	
Operation & Maintenance of Plant	0	0	0		0	
Scholarships & Fellowships	0	0	0		0	
Total Education and General	1,625,350	1,441,500	1,284,700	-21.0	1,095,400	-32.6
Mandatory Transfers for:						
Principal & Interest	0	0	0		0	
Renewals & Replacements	0	0	0		0	

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Loan Fund Matching Grant	0	0	0		0	
Total Mandatory Transfers	0	0	0	00.0	0	00.0
Non-Mandatory Transfers for:						
Transfers to Unexpended Plant Fund	0	0	0		0	
Transfers to Renewal & Replacements	0	0	0		0	
Transfers to Other Funds	0	0	0		0	
Transfers from Unexpended Plant Fund	0	0	0		0	
Transfers from Renewal & Replacements	0	0	0		0	
Transfers from Other Funds	0	0	0		0	
Total Non-Mandatory Transfers	0	0	0	00.0	0	00.0
Total Education and General	1,625,350	1,441,500	1,284,700	-21.0	1,095,400	-32.6
Auxiliary Enterprises Expenditures						
Auxiliary Enterprises Expenditures	0	0	0	00.0	0	00.0
Total Auxiliary Expenditures	0	0	0	00.0	0	00.0
Mandatory Transfers for:						
Principal & Interest	0	0	0	00.0	0	00.0
Renewals & Replacements	0	0	0	00.0	0	00.0
Loan Fund Matching Grant	0	0	0	00.0	0	00.0
Total Mandatory Transfers	0	0	0	00.0	0	00.0
Non-Mandatory Transfers for:						
Tranfers to Unexpended Plant Fund	0	0	0	00.0	0	00.0
Transfers to Renewal & Replacements	0	0	0	00.0	0	00.0
Transfers to Other Funds	0	0	0	00.0	0	00.0
Transfers from Unexpended Plant Fund	0	0	0	00.0	0	00.0
Transfers from Renewal & Replacements	0	0	0	00.0	0	00.0

Transfers from Other Funds	0	0	0	00.0	0	00.0
Total Non-Mandatory Transfers	0	0	0	00.0	0	00.0
Total Auxiliary Enterprises	0	0	0	00.0	0	00.0
Total Expenditures And Transfers	1,625,350	1,441,500	1,284,700	-21.0	1,095,400	-32.6
Other						
Prior Period Adjustments	0	0	0	00.0	0	00.0

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Other Additions/Deductions	0	0	0	00.0	0	00.0
Total Other	0	0	0	00.0	0	00.0
Unrestricted Current Fund Balances at End of Period						
Allocation for Encumbrances	124,096	124,100	124,100	00.0	124,100	00.0
Allocation for Working Capital	71,611	71,600	71,600	00.0	71,600	00.0
Special Allocations	77,600	934,400	1,091,200	1306.2	1,591,700	1951.2
Unallocated Balance	725,571	0	0	-100.0	0	-100.0
Total Unrestricted Current Fund Balances	998,878	1,130,100	1,286,900	28.8	1,787,400	78.9

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26
* * * Report Control Information * * *
Parameters have been entered via Job Submission.

Page 4
Run Date 15-MAY-2025
Run Time 09:43 AM

Parameter Name	Value
Parameter Seq No:	4678784
Chart:	S
Budget Id:	FY2025
Budget Phase 5:	245A
Budget Phase 2:	252R
Budget Phase 3:	253E
Budget Phase 4:	264P
Fund:	199100
Begin Page Number:	1
Suppress Zero Amounts:	N

199200 - Agriculture

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 1
Run Date 15-MAY-2025
Run Time 06:42 PM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Unrestricted Current Fund Balances						
at Beginning of Period						
Allocation for Encumbrances	310,015	298,900	298,900	-03.6	298,900	-03.6
Allocation for Working Capital	0	278,000	278,000	00.0	278,000	00.0
Special Allocations	331,193	250,200	250,200	-24.5	19,763,000	5867.2
Unallocated Balance	14,456,784	16,326,300	16,326,300	12.9	0	-100.0
 Total Unrestricted Current Fund Balances	 15,097,992	 17,153,400	 17,153,400	 13.6	 20,339,900	 34.7
 Revenues						
Education and General						
Tuition and Fees	0	0	0		0	
State Appropriations	5,004,000	6,009,200	6,009,200	20.1	6,019,900	20.3
Federal Grants and Contracts	0	0	0		0	
Local Grants and Contracts	0	0	0		0	
State Grants and Contracts	0	0	0		0	
Private Grants and Contracts	0	0	0		0	
Private Gifts	0	0	0		0	
Sales & Services of Educ Activities	0	0	0		0	
Sales & Services of Other Activities	0	0	0		0	
Other Sources	0	0	0		0	
 Total Education and General	 5,004,000	 6,009,200	 6,009,200	 20.1	 6,019,900	 20.3
 Sales & Services of Aux Enterprises						
Sales and Services of Aux Enterprises	0	0	0	00.0	0	00.0
 Total Revenues	 5,004,000	 6,009,200	 6,009,200	 20.1	 6,019,900	 20.3
 Expenditures and Transfers						
Education and General						

Instruction	0	0	0		0	
Research	2,948,641	5,027,700	2,822,700	-04.3	2,723,200	-07.6
Public Service	0	0	0		0	
Academic Support	0	0	0		0	
Student Services	0	0	0		0	
Institutional Support	0	0	0		0	
Operation & Maintenance of Plant	0	0	0		0	
Scholarships & Fellowships	0	0	0		0	
Total Education and General	2,948,641	5,027,700	2,822,700	-04.3	2,723,200	-07.6
Mandatory Transfers for:						
Principal & Interest	0	0	0		0	
Renewals & Replacements	0	0	0		0	

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 2
Run Date 15-MAY-2025
Run Time 06:42 PM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Loan Fund Matching Grant	0	0	0		0	
Total Mandatory Transfers	0	0	0	00.0	0	00.0
Non-Mandatory Transfers for:						
Transfers to Unexpended Plant Fund	0	0	0		0	
Transfers to Renewal & Replacements	0	0	0		0	
Transfers to Other Funds	0	0	0		0	
Transfers from Unexpended Plant Fund	0	0	0		0	
Transfers from Renewal & Replacements	0	0	0		0	
Transfers from Other Funds	0	0	0		0	
Total Non-Mandatory Transfers	0	0	0	00.0	0	00.0
Total Education and General	2,948,641	5,027,700	2,822,700	-04.3	2,723,200	-07.6
Auxiliary Enterprises Expenditures						
Auxiliary Enterprises Expenditures	0	0	0	00.0	0	00.0

Total Auxiliary Expenditures	0	0	0	00.0	0	00.0
Mandatory Transfers for:						
Principal & Interest	0	0	0	00.0	0	00.0
Renewals & Replacements	0	0	0	00.0	0	00.0
Loan Fund Matching Grant	0	0	0	00.0	0	00.0
Total Mandatory Transfers	0	0	0	00.0	0	00.0
Non-Mandatory Transfers for:						
Tranfers to Unexpended Plant Fund	0	0	0	00.0	0	00.0
Transfers to Renewal & Replacements	0	0	0	00.0	0	00.0
Transfers to Other Funds	0	0	0	00.0	0	00.0
Transfers from Unexpended Plant Fund	0	0	0	00.0	0	00.0
Transfers from Renewal & Replacements	0	0	0	00.0	0	00.0
Transfers from Other Funds	0	0	0	00.0	0	00.0
Total Non-Mandatory Transfers	0	0	0	00.0	0	00.0
Total Auxiliary Enterprises	0	0	0	00.0	0	00.0
Total Expenditures And Transfers	2,948,641	5,027,700	2,822,700	-04.3	2,723,200	-07.6
Other						
Prior Period Adjustments	0	0	0	00.0	0	00.0

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 3
Run Date 15-MAY-2025
Run Time 06:42 PM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Other Additions/Deductions	0	0	0	00.0	0	00.0
Total Other	0	0	0	00.0	0	00.0
Unrestricted Current Fund Balances at End of Period						
Allocation for Encumbrances	298,912	298,900	298,900	00.0	298,900	00.0
Allocation for Working Capital	277,964	278,000	278,000	00.0	278,000	00.0

Special Allocations	250,200	17,558,000	19,763,000	7798.9	23,059,700	9116.5
Unallocated Balance	16,326,275	0	0	-100.0	0	-100.0
Total Unrestricted Current Fund Balances	17,153,351	18,134,900	20,339,900	18.6	23,636,600	37.8

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26
* * * Report Control Information * * *
Parameters have been entered via Job Submission.

Page 4
Run Date 15-MAY-2025
Run Time 06:42 PM

Parameter Name	Value
Parameter Seq No:	4679345
Chart:	S
Budget Id:	FY2025
Budget Phase 5:	245A
Budget Phase 2:	252R
Budget Phase 3:	253E
Budget Phase 4:	264P
Fund:	1992
Begin Page Number:	1
Suppress Zero Amounts:	N

199300 - Cooperative

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 1
Run Date 15-MAY-2025
Run Time 06:57 PM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Unrestricted Current Fund Balances						
at Beginning of Period						
Allocation for Encumbrances	779,711	603,500	603,500	-22.6	603,500	-22.6
Allocation for Working Capital	0	377,600	377,600	00.0	377,600	00.0
Special Allocations	28,512	308,100	308,100	980.6	13,822,100	48378.2
Unallocated Balance	11,124,639	12,373,500	12,373,500	11.2	0	-100.0
 Total Unrestricted Current Fund Balances	 11,932,862	 13,662,700	 13,662,700	 14.5	 14,803,200	 24.1
 Revenues						
Education and General						
Tuition and Fees	0	0	0		0	
State Appropriations	6,162,600	6,196,400	6,196,400	00.5	6,242,700	01.3
Federal Grants and Contracts	0	0	0		0	
Local Grants and Contracts	0	0	0		0	
State Grants and Contracts	0	0	0		0	
Private Grants and Contracts	0	0	0		0	
Private Gifts	0	0	0		0	
Sales & Services of Educ Activities	0	0	0		0	
Sales & Services of Other Activities	0	0	0		0	
Other Sources	0	0	0		0	
 Total Education and General	 6,162,600	 6,196,400	 6,196,400	 00.5	 6,242,700	 01.3
 Sales & Services of Aux Enterprises						
Sales and Services of Aux Enterprises	0	0	0	00.0	0	00.0
 Total Revenues	 6,162,600	 6,196,400	 6,196,400	 00.5	 6,242,700	 01.3
 Expenditures and Transfers						
Education and General						

Instruction	0	0	0		0	
Research	0	16,500	8,500		31,200	
Public Service	4,432,686	7,328,800	5,047,400	13.9	4,727,800	06.7
Academic Support	0	0	0		0	
Student Services	0	0	0		0	
Institutional Support	0	0	0		0	
Operation & Maintenance of Plant	0	0	0		0	
Scholarships & Fellowships	0	0	0		0	
Total Education and General	4,432,686	7,345,300	5,055,900	14.1	4,759,000	07.4
Mandatory Transfers for:						
Principal & Interest	0	0	0		0	
Renewals & Replacements	0	0	0		0	

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 2
Run Date 15-MAY-2025
Run Time 06:57 PM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Loan Fund Matching Grant	0	0	0		0	
Total Mandatory Transfers	0	0	0	00.0	0	00.0
Non-Mandatory Transfers for:						
Transfers to Unexpended Plant Fund	0	0	0		0	
Transfers to Renewal & Replacements	0	0	0		0	
Transfers to Other Funds	0	0	0		0	
Transfers from Unexpended Plant Fund	0	0	0		0	
Transfers from Renewal & Replacements	0	0	0		0	
Transfers from Other Funds	0	0	0		0	
Total Non-Mandatory Transfers	0	0	0	00.0	0	00.0
Total Education and General	4,432,686	7,345,300	5,055,900	14.1	4,759,000	07.4
Auxiliary Enterprises Expenditures						
Auxiliary Enterprises Expenditures	0	0	0	00.0	0	00.0

Total Auxiliary Expenditures	0	0	0	00.0	0	00.0
Mandatory Transfers for:						
Principal & Interest	0	0	0	00.0	0	00.0
Renewals & Replacements	0	0	0	00.0	0	00.0
Loan Fund Matching Grant	0	0	0	00.0	0	00.0
Total Mandatory Transfers	0	0	0	00.0	0	00.0
Non-Mandatory Transfers for:						
Tranfers to Unexpended Plant Fund	0	0	0	00.0	0	00.0
Transfers to Renewal & Replacements	0	0	0	00.0	0	00.0
Transfers to Other Funds	0	0	0	00.0	0	00.0
Transfers from Unexpended Plant Fund	0	0	0	00.0	0	00.0
Transfers from Renewal & Replacements	0	0	0	00.0	0	00.0
Transfers from Other Funds	0	0	0	00.0	0	00.0
Total Non-Mandatory Transfers	0	0	0	00.0	0	00.0
Total Auxiliary Enterprises	0	0	0	00.0	0	00.0
Total Expenditures And Transfers	4,432,686	7,345,300	5,055,900	14.1	4,759,000	07.4
Other						
Prior Period Adjustments	0	0	0	00.0	0	00.0

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 3
Run Date 15-MAY-2025
Run Time 06:57 PM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Other Additions/Deductions	0	0	0	00.0	0	00.0
Total Other	0	0	0	00.0	0	00.0
Unrestricted Current Fund Balances at End of Period						
Allocation for Encumbrances	603,546	603,500	603,500	00.0	603,500	00.0
Allocation for Working Capital	377,637	377,600	377,600	00.0	377,600	00.0

Special Allocations	308,100	11,532,700	13,822,100	4386.2	15,305,800	4867.8
Unallocated Balance	12,373,493	0	0	-100.0	0	-100.0
Total Unrestricted Current Fund Balances	13,662,776	12,513,800	14,803,200	08.3	16,286,900	19.2

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26
* * * Report Control Information * * *
Parameters have been entered via Job Submission.

Page 4
Run Date 15-MAY-2025
Run Time 06:57 PM

Parameter Name	Value
Parameter Seq No:	4679371
Chart:	S
Budget Id:	FY2025
Budget Phase 5:	245A
Budget Phase 2:	252R
Budget Phase 3:	253E
Budget Phase 4:	264P
Fund:	1993
Begin Page Number:	1
Suppress Zero Amounts:	N

199400 - Forestry

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 1
Run Date 15-MAY-2025
Run Time 07:45 PM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Unrestricted Current Fund Balances						
at Beginning of Period						
Allocation for Encumbrances	0	32,400	32,400	00.0	32,400	00.0
Allocation for Working Capital	0	132,600	132,600	00.0	132,600	00.0
Special Allocations	250	11,200	11,200	4380.0	409,100	#####
Unallocated Balance	867,880	496,700	496,700	-42.8	0	-100.0
 Total Unrestricted Current Fund Balances	 868,130	 672,900	 672,900	 -22.5	 574,100	 -33.9
 Revenues						
Education and General						
Tuition and Fees	0	0	0		0	
State Appropriations	224,600	228,400	228,400	01.7	233,100	03.8
Federal Grants and Contracts	0	0	0		0	
Local Grants and Contracts	0	0	0		0	
State Grants and Contracts	0	0	0		0	
Private Grants and Contracts	0	0	0		0	
Private Gifts	13,451	0	0	-100.0	0	-100.0
Sales & Services of Educ Activities	0	0	0		0	
Sales & Services of Other Activities	0	0	0		0	
Other Sources	0	0	0		0	
 Total Education and General	 238,051	 228,400	 228,400	 -04.1	 233,100	 -02.1
 Sales & Services of Aux Enterprises						
Sales and Services of Aux Enterprises	0	0	0	00.0	0	00.0
 Total Revenues	 238,051	 228,400	 228,400	 -04.1	 233,100	 -02.1
 Expenditures and Transfers						
Education and General						

Instruction	0	0	0		0	
Research	433,337	578,700	327,200	-24.5	270,200	-37.6
Public Service	0	0	0		0	
Academic Support	0	0	0		0	
Student Services	0	0	0		0	
Institutional Support	0	0	0		0	
Operation & Maintenance of Plant	0	0	0		0	
Scholarships & Fellowships	0	0	0		0	
Total Education and General	433,337	578,700	327,200	-24.5	270,200	-37.6
Mandatory Transfers for:						
Principal & Interest	0	0	0		0	
Renewals & Replacements	0	0	0		0	

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 2
Run Date 15-MAY-2025
Run Time 07:45 PM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Loan Fund Matching Grant	0	0	0		0	
Total Mandatory Transfers	0	0	0	00.0	0	00.0
Non-Mandatory Transfers for:						
Transfers to Unexpended Plant Fund	0	0	0		0	
Transfers to Renewal & Replacements	0	0	0		0	
Transfers to Other Funds	0	0	0		0	
Transfers from Unexpended Plant Fund	0	0	0		0	
Transfers from Renewal & Replacements	0	0	0		0	
Transfers from Other Funds	0	0	0		0	
Total Non-Mandatory Transfers	0	0	0	00.0	0	00.0
Total Education and General	433,337	578,700	327,200	-24.5	270,200	-37.6
Auxiliary Enterprises Expenditures						
Auxiliary Enterprises Expenditures	0	0	0	00.0	0	00.0

Total Auxiliary Expenditures	0	0	0	00.0	0	00.0
Mandatory Transfers for:						
Principal & Interest	0	0	0	00.0	0	00.0
Renewals & Replacements	0	0	0	00.0	0	00.0
Loan Fund Matching Grant	0	0	0	00.0	0	00.0
Total Mandatory Transfers	0	0	0	00.0	0	00.0
Non-Mandatory Transfers for:						
Tranfers to Unexpended Plant Fund	0	0	0	00.0	0	00.0
Transfers to Renewal & Replacements	0	0	0	00.0	0	00.0
Transfers to Other Funds	0	0	0	00.0	0	00.0
Transfers from Unexpended Plant Fund	0	0	0	00.0	0	00.0
Transfers from Renewal & Replacements	0	0	0	00.0	0	00.0
Transfers from Other Funds	0	0	0	00.0	0	00.0
Total Non-Mandatory Transfers	0	0	0	00.0	0	00.0
Total Auxiliary Enterprises	0	0	0	00.0	0	00.0
Total Expenditures And Transfers	433,337	578,700	327,200	-24.5	270,200	-37.6
Other						
Prior Period Adjustments	0	0	0	00.0	0	00.0

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 3
Run Date 15-MAY-2025
Run Time 07:45 PM

	Actual 2023-24	October Budget 2024-25	Estimated Budget 2024-25	% Change Over Actual	July Budget 2025-26	% Change Over Actual
Other Additions/Deductions	0	0	0	00.0	0	00.0
Total Other	0	0	0	00.0	0	00.0
Unrestricted Current Fund Balances at End of Period						
Allocation for Encumbrances	32,387	32,400	32,400	00.0	32,400	00.0
Allocation for Working Capital	132,568	132,600	132,600	00.0	132,600	00.0

Special Allocations	11,200	157,600	409,100	3552.7	372,000	3221.4
Unallocated Balance	496,689	0	0	-100.0	0	-100.0
Total Unrestricted Current Fund Balances	672,844	322,600	574,100	-14.7	537,000	-20.2

FZRJF01 TBR8: 1.1
Form I

Tennessee State University
Summary Of Unrestricted Current Funds Available And Applied
July Budget 2025-26

Page 4
Run Date 15-MAY-2025
Run Time 07:45 PM

* * * Report Control Information * * *

Parameters have been entered via Job Submission.

Parameter Name	Value
Parameter Seq No:	4679433
Chart:	S
Budget Id:	FY2025
Budget Phase 5:	245A
Budget Phase 2:	252R
Budget Phase 3:	253E
Budget Phase 4:	264P
Fund:	1994
Begin Page Number:	1
Suppress Zero Amounts:	N

TENNESSEE STATE UNIVERSITY

BOARD OF TRUSTEES

INFORMATION ITEM

DATE: June 12, 2025

ITEM: Institutional Advancement Report

RECOMMENDED ACTION: No action

PRESENTED BY: Dr. LoLita Toney, Assistant Vice President of Institutional Advancement

Background Information

As of May 24, 2025, Institutional Advancement has secured \$5,375,768.71 in donations. However, this figure represents a year-over-year decline of \$568,657.74, primarily attributed to a reduction in corporate contributions. During meetings with current and prospective corporate donors, we have observed a reluctance to provide support due to the prevailing narratives and the current state of the university. To address this concern, we have engaged Interim President Tucker in discussions to promote stability and instill confidence.

On the positive side, we are pleased to announce that alumni giving has experienced an increase for the first time since fiscal year 19. We have achieved 15% growth in year over year alumni giving. Additionally, student giving has seen a significant increase of 134%.

To enhance alumni engagement and boost alumni giving during this fiscal year, we introduced reunions for classes ending in 0 and 5 years. To date, these reunions have been a resounding success, with us raising \$434,257.85 and registering 74 attendees. The team is actively working to reach the goal of raising \$500,000 by the end of the reunion year. While this is an inaugural event, some survey feedback has indicated positive outcomes, suggesting that alumni are excited about these reunions.

'The 2025 TSU Alumni Reunion Weekend received overwhelmingly positive feedback from attendees, with nearly 95% of survey respondents confirming their participation in events and 76% stating they felt deeply connected to their classmates. Events such as the Commencement Ceremony, Vintagers Luncheon, and Alumni Soirée stood out as highlights, with over half of attendees rating them as

“Excellent.” One respondent stated, “Touring the new Health Services building was exciting and eye-opening.”

To celebrate Founders Day on June 19th, we are organizing a TSU Day of Giving with the ambitious goal of raising \$300,000. The campaign will be open to alumni, faculty, staff, religious organizations, and students. This is the final push of the fiscal year, and we are also conducting targeted outreach to LYBUNTS (donors who gave last year but not this year) to encourage them to participate.

Stewardship initiatives have yielded a notable positive outcome: a 40% increase in giving among retained donors. This demonstrates the effectiveness of newly implemented stewardship strategies. Additionally, there's a significant surge in first-time donors, presenting an opportunity for future retention efforts. While gift growth is positive, it is limited. The average gift is increasing, but the pace is gradual. Targeted appeals and impact reporting can encourage larger gifts. The implementation of Blackbaud will enable us to effectively execute these tasks.

We are currently in the process of migrating to the Blackbaud development software platform. Files are being digitized for the conversion, and we anticipate a complete migration by 2025. The team is also engaged in the production of an annual report. The institution has not published one since FY18, and it will be instrumental in building donor confidence for retention and securing new donors.



Institutional Advancement Division June Board Report

Thursday, June 12, 2025

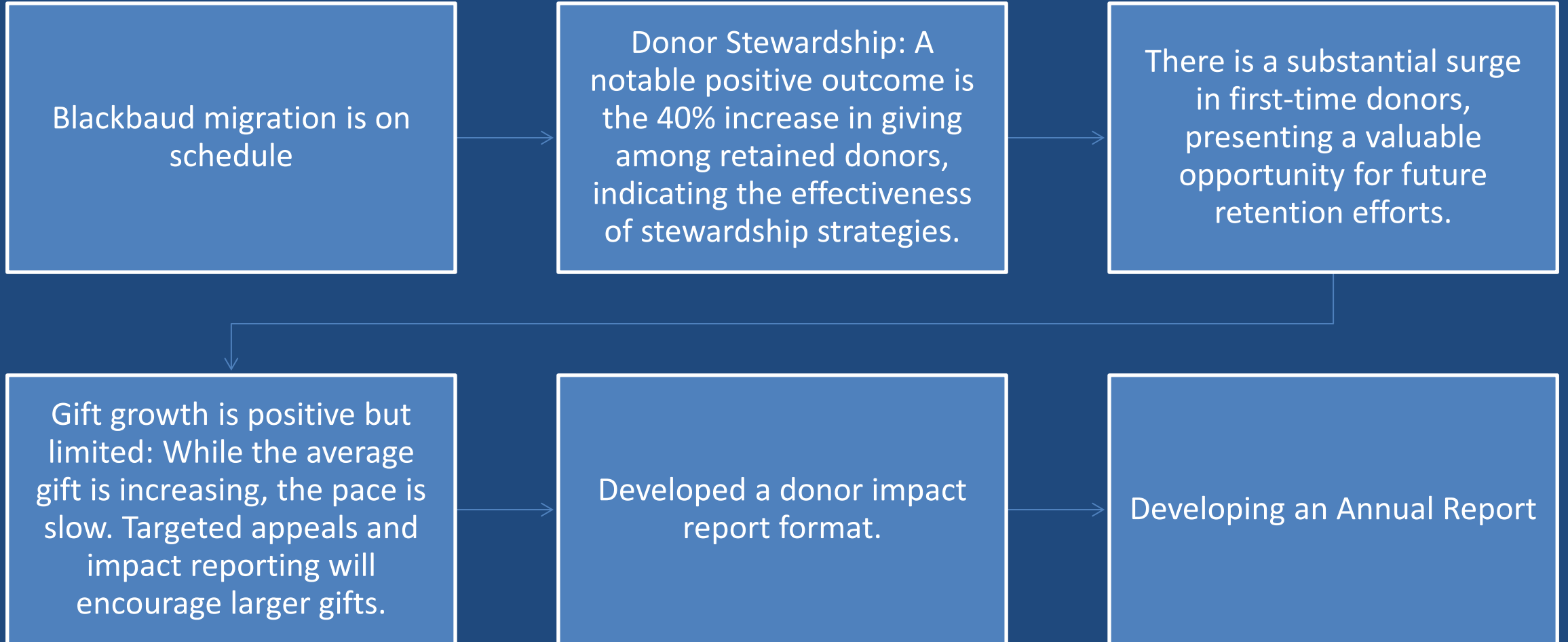
YoY FY24 and FY25 Comparison Report by Gift Totals As of 05/24/25

	FY 24	FY 25	Total Over/Under
ALUMNI (Degree and non-Degree)	\$ 1,297,450.99	\$ 1,488,704.52	\$ 191,253.53
ALUMNI ORGANIZATIONS	\$ 69,310.00	\$ 41,561.95	-\$ 27,748.05
CORPORATIONS/BUSINESSES	\$ 3,463,993.49	\$ 2,827,903.00	-\$ 636,090.49
ESTATES/TRUSTS	\$ 0.00	\$ 16,500.00	\$ 16,500.00
FACULTY AND STAFF (Non-Alumni)	\$ 41,774.01	\$ 45,758.66	\$ 3,984.65
FOUNDATIONS	\$ 404,967.58	\$ 219,063.40	-\$ 185,904.18
FRIENDS	\$ 330,123.00	\$ 454,867.54	\$ 124,744.54
OTHER ORGANIZATIONS	\$ 237,568.78	\$ 240,579.35	\$ 3,010.57
PARENTS	\$ 16,715.00	\$ 11,429.43	-\$ 5,285.57
RELIGIOUS ORGANIZATIONS	\$ 116,035.99	\$ 14,530.00	-\$ 101,505.99
STUDENTS	\$ 5,408.78	\$ 12,370.86	\$ 6,962.08
Total <small>Finance Materials 096</small>	\$5,983,347.62	\$5,373,268.71	\$610,087.91

YoY FY24 and FY25 Comparison Report by Number of Donors As of 05/24/25

	FY 24	FY 25	Total Over/Under
ALUMNI (Degree and non-Degree)	1728	1824	96
ALUMNI ORGANIZATIONS	10	10	0
CORPORATIONS/BUSINESSES	149	129	-20
ESTATES/TRUSTS	0	2	2
FACULTY AND STAFF (Non-Alumni)	122	120	-2
FOUNDATIONS	19	17	-2
FRIENDS	439	830	391
OTHER ORGANIZATIONS	43	44	1
PARENTS	27	51	24
RELIGIOUS ORGANIZATIONS	13	13	0
STUDENTS	226	232	6
Total	3272	2776	496

Stewardship



2025 Alumni Reunion Weekend



Classes
ending in 0
and 5 years

74 attendees

\$434,257.85
Raised

TSU Day of Giving

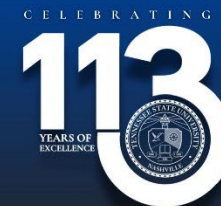
Founders Day Celebration

\$300,000 Goal

————— SAVE THE DATE —————

6.19.25

————— TSU DAY OF GIVING —————



Questions

