UNIVERSITY PLANNING BUDGET AND ANALYSIS COMMITTEE (UPBAC)
April 10, 2007

PARTICIPANTS

Members Present:
David Dooley Craig Roloff Warren Jones Shelley McKamey
Carl Fox Bruce Morton Susan Agre-Kippenhan Doralyn Rossmann
Allen Yarnell Jim Rimpau Larry Baker George Tuthill
Tom McCoy Jeff Jacobsen Shannon Taylor Elizabeth Nichols

Members Absent:
Sue Leigland Teagan Malloy Connie Talbott Robert Marley
Richard Semenik Jeanne Wagner Rolf Groseth

Others present:
Bruce Raymond Kathy Attebury Ronda Russell Clyde Carroll
Chris Fastnow Terry Leist

• Additional Options for Royall Recruitment
  - Ronda Russell reported on additional information from Royall
    - Limited information on institutions similar to MSU
    - Outline of costs for 50,000 and 100,000 additional names
    - Not necessary to change search profile
  - Terry Leist reviewed revenue projection for two options:
    - Option 1a: 50,000 additional names; cost: $180,350
      - No return on investment until 2010
      - $500,000 in costs in three years prior to 2010
    - Option 1b: 100,000 additional names; cost $329,370
  - Discussion of options presented
    - Lost revenue due to conversions to resident status approximately 10%
    - Allen Yarnell recommended option 1a
      - Not ready to search 100,000 due to space and personnel issues
    - Option 1a will require a commitment of approximately $300,000 in next biennium
      - Each executive will assume a percentage reduction in budget
    - Look at retention opportunities before voting on these options?
      - Charge SPOC with reviewing retention initiatives and making recommendations for ideas to implement in Fall 2007
      - Report to UPBAC at May 1 meeting
      - Invest as much in retention as recruitment
      - Contract with consultants from other schools to review retention processes?
    - Motion made and seconded to approve option 1a
      - How will additional revenue be distributed?
      - Track return on investment
      - Develop distribution plan in FY11
    - Vote: 13 in favor; 2 opposed
  - April 24 UPBAC meeting: report from Strategic Planning Committee (SPC)