# The University of Akron

## Departmental Sales and Services

## FY20 Budget

<table>
<thead>
<tr>
<th></th>
<th>Self-Insurance</th>
<th>Workforce Training Solutions</th>
<th>New Student Orientation</th>
<th>English Language Institute</th>
<th>Other</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$25,826,000</td>
<td>$750,000</td>
<td>$551,000</td>
<td>$325,000</td>
<td>$5,332,000</td>
<td>$32,784,000</td>
</tr>
<tr>
<td>Payroll</td>
<td>143,000</td>
<td>218,000</td>
<td>177,000</td>
<td>216,000</td>
<td>1,640,000</td>
<td>2,394,000</td>
</tr>
<tr>
<td>Fringes</td>
<td>46,000</td>
<td>56,000</td>
<td>65,000</td>
<td>54,000</td>
<td>476,000</td>
<td>697,000</td>
</tr>
<tr>
<td><strong>Total Compensation</strong></td>
<td>189,000</td>
<td>274,000</td>
<td>242,000</td>
<td>270,000</td>
<td>2,116,000</td>
<td>3,091,000</td>
</tr>
<tr>
<td>Operating</td>
<td>208,000</td>
<td>377,000</td>
<td>452,000</td>
<td>8,000</td>
<td>2,086,000</td>
<td>3,131,000</td>
</tr>
<tr>
<td>Premiums and Claims</td>
<td>28,027,000</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>28,027,000</td>
</tr>
<tr>
<td>Capital</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>10,000</td>
<td>10,000</td>
<td>10,000</td>
</tr>
<tr>
<td><strong>Total Non Personnel</strong></td>
<td>28,235,000</td>
<td>377,000</td>
<td>452,000</td>
<td>8,000</td>
<td>2,096,000</td>
<td>31,168,000</td>
</tr>
<tr>
<td>Total Expenditures</td>
<td>28,424,000</td>
<td>651,000</td>
<td>694,000</td>
<td>278,000</td>
<td>4,212,000</td>
<td>34,259,000</td>
</tr>
<tr>
<td>Difference</td>
<td>($2,598,000)</td>
<td>$99,000</td>
<td>($143,000)</td>
<td>$47,000</td>
<td>$1,120,000</td>
<td>($1,475,000)</td>
</tr>
</tbody>
</table>

The accompanying assumptions are an integral part of this statement.
The University of Akron  
Departmental Sales and Services  
FY 2020 Budget Assumptions

Overall Assumptions

Payroll
- Four percent increase for bargaining unit employees;
- A raise pool equivalent to two percent for qualifying non-represented employees; and
- State minimum wage adjustment.

Fringes
- Application of the pooled rate for benefits such as 14 percent employer contribution to the respective retirement system, University contribution toward employee group insurance, employee and dependent fee remission, and University portion of employee permits; and
- Fringe rate adjustment from 37 percent to 32 percent.

Fund Assumptions

Self-Insurance Health Care

Revenues
- University contributions to employee-provided benefits such as medical, prescription drug, dental, long-term disability, and life insurance with fringe rate changed from 37 percent to 32 percent; and
- Employee and retiree contributions to benefit program for coverage that requires an employee cost share or is voluntary (100 percent employee paid) such as medical, prescription drug, short-term and long-term disability, life insurance, vision, and flexible spending accounts.

Operating
- Amounts expected to be paid for administrative and consulting fees; and
- The Self-Insurance Health Care reserves will fund the retiree dependent health care premiums in the amount of $2.6 million.

Premiums and Claims
- Estimated cost for insurance premiums and self-insured claim payments related to employee benefit program; and
- Medical, prescription drug, dental, stop loss insurance, and other ancillary benefits.
Workforce Training Solutions

Revenues
- Open enrollment and contract training fees revenues to support the coordination of noncredit professional development classes open to the public and to provide customized training for local companies.

Operating
- Student assistants, supplies and services, and travel and hospitality; and
- Workforce Training Solutions will manage to ensure expenditures are limited to revenues.

New Student Orientation

Revenues
- Commitment fee revenues to support the activities related to orientation and first-year experience programs.

Operating
- Peer mentoring, New Roo Weekend, supplies and services, and travel and hospitality; and
- New Student Orientation will monitor expenditures; however, the budgeted deficit will be offset by the New Student Orientation carryover from fiscal year ended June 30, 2019.

English Language Institute

Revenues
- Externally generated revenues from non-credit courses to teach English to non-English speaking students who plan to attend a university in the United States.

Operating
- Student assistants, supplies and services, and travel and hospitality; and
- English Language Institute will manage to ensure expenditures are limited to revenues.

Other

Revenues
- Includes about 145 smaller, revenue-generating activities such as internal Printing Services, Hearing Aid Dispensary, and Akron Polymer Technology Services.
The University of Akron
Departmental Sales and Services
FY 2020 Budget Assumptions

Operating
- Student assistants, cost of goods sold (Hearing Aid Dispensary), supplies and services, and travel and hospitality;
- Individual management and the units will manage to ensure expenditures are limited to revenues; and
- In general, the units are anticipated to “break-even” or generate surpluses.

Capital
- Equipment purchase related to Akron Polymer Technology Services.