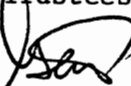




Thomas A. Edison State College
101 West State Street
CN 545
Trenton, New Jersey 08625

Office Of The President
(609) 984-1105

M E M O R A N D U M
February 14, 1986

TO: Members, Board of Trustees
FROM: George A. Pruitt 
SUBJ: President's Report

Center for Learning Through Telecommunications

The College completed its most successful semester in the Guided Study program. A total of 74 course-equivalent enrollments were registered in the following courses:

- *The Adult Years
- *People and Organizations
- *Times Harvest
- *Introduction to the Humanities
- *General Earth Science
- *The Religious Quest

For the spring semester, the Center will be offering 10 courses including the following new courses:

- *General Biology
- *Complexity, Management, and Change - An advanced course in systems analysis and management
- *Exploring Language: Thinking, Writing, Communicating

These offerings continue to expand the choices available to students.

Recent discussions with TeleLearning Systems, Inc. show a possibility of the College offering many of its Guided Study courses over the TeleLearning network. Recent modifications in the TeleLearning computer templates used for course creation make such an adaptation of Guided Study courses possible. While the details of such an adaptation will require additional significant activity by both parties, the foundation for such a cooperative exchange has been established.

The courses which are being considered include: Systems Organization; Complexity, Management, and Change; Computers and Society. The first two would provide students with video programs as well as the electronic mail and simulated classroom links. Edison and TeleLearning both concur that a visual component adds an important dimension to the network.

National Survey of Nontraditional Practices

Mr. Jack Phillips, Registrar, is spearheading a National Survey of Non-traditional Practices observed/followed by over 2,112 colleges and universities in the country on behalf of the American Association of Collegiate Registrars and Officers of Admission.

The survey will include such practices as external degrees, telecourses, computer usage in instruction (Electronic University), no numerical grades given, credit granted for licenses, training experiences, military experience, prior learning assessment, etc.

Prior Learning Assessment

Ms. Ann Bielawski has been reassigned to direct the Office of Prior Learning Assessment. Ann Bielawski has been with the College since 1976. She directed the education Hot Line when this service was located at Edison. For the past year, Ann has been the Director, Career Planning and Placement in the Prior Learning Assessment Office. In addition to assisting students with career and educational decisions, Ann maintained a caseload of portfolio students and coordinated the portfolio workshop series.

The Office of Prior Learning Assessment has been reorganized to reflect the above appointment. A Portfolio Assessment Advisor will be added to the current staffing of one Director, two Portfolio Advisors, one Program Assistant, and one Administrative Assistant.

The Advisement Center

The Advisement Center continues to provide excellent service to enrolled students. The six month summary indicates that 4,044 students were served, an increase of 9% over the same period in 1984. The Academic Programs staff held 560 student appointments, an increase of 18% as compared with the same period of 1984.

Fifty-one students have enrolled in the new Associate in Science degrees. With the publication of the new Admissions viewbook which contains the new degrees, we anticipate a gradual increase in the number of students enrolling in these new associate programs.

The Basic Skills follow-up study is underway. All applicants and enrolled students for the calendar year 1985 have received personal letters offering assistance in test-taking and registration for remediation. A total of 331 students have been identified as needing to take the Basic Skills Placement Test because they had fewer than 30 credits at the time of application to the College.

The Center for Corporate Partnerships

After extensive consultations with corporate and agency clients, the name of the Center for Management Education and Services was dropped in favor of the shorter name, the Center for Corporate Partnerships. The advice received from clients and other external advisors was that the new name better communicated the sense that the College wanted to work in tandem with corporations, building upon existing corporate education programs. The new name was also identified as applying to a broader spectrum of employees, rather than simply managers.

Grant Received

The College has received its first grant award from New Jersey Department of Higher Education funds. In the fall, a proposal was submitted to the Fund for the Improvement of Collegiate Education (FICE). The proposal, entitled "Creating the Missing Connection Between Industry and Education," passed through two stages of competition. The competition was open to all New Jersey colleges, and 96 proposals were submitted in the first round. After a review by external consultants, 57 proposals were invited to be submitted in the final round. Of those 57, 33 received funding. The College will receive \$76,000 over three years.

Three goals were outlined for the three-year project. The first is to improve the collaborative planning process so that all the organizations involved in a Center membership agreement will be clear about the expected goals, the relationship between those goals and each organization's overall goals, the services to be provided, the way results will be evaluated, and, in particular, the resources to be committed. Increased focus on planning is expected to increase the client organization's philosophical and resource commitment to the collaborative project outlined via their specific Center membership agreement.

The second goal is to increase the effectiveness of student recruiting strategies within the client's organization, and the third is to focus on retention by increasing the College's ability to manage the progress of a broad group of employees through the degree program. To achieve each goal, various kinds of organizations will be used so the strategies developed can be continued after the three year grant period. Specific recruiting strategies will be tailored to groups like the New Jersey National Guard, the American Institute of Banking, state agencies, and corporations. A key retention strategy will be to develop a needs assessment tool to identify the common areas of educational need so that appropriate tests, guided study, or courses from instructional institutions can be made available. The assumption is that any strategies developed under the aegis of the proposal will also be reviewed for their applications to working with students enrolled through the regular process.

The project goals will be met by using a combination of existing Edison staff, interns hired to complete short-term projects, and the use of nationally known consultants like Dr. Ernest Lynton, author of the book, The Missing Connection between Business and the Universities (1984). The grant will support the consultants and the part-time personnel. The project will be directed by Dr. Sonja A. Eveslage, Director of the Center for Corporate Partnerships.

Landmarks in PONSI History

January 1986 marks the fifth anniversary of the College's management of the Program on Noncollegiate Sponsored Instruction (PONSI) in New Jersey.

In the last quarter of 1985, AT&T Communications, Headquarters Marketing Education, completed a PONSI evaluation of 13 additional courses. That evaluation pushed the total number of AT&T PONSI courses evaluated via Edison to over 100.

At the nomination of Edison State College, Dr. Robert H. Atwell, President of the American Council on Education, has appointed Don Trotter to the National PONSI Advisory Board. Trotter, formerly a staff manager for the AT&T Headquarters Marketing Education, has recently been transferred to AT&T Corporate Headquarters.

Alumni Weekend

As a result of two mailings announcing the First Edison Annual Alumni Weekend, 191 invitations will be mailed to alumni indicating an interest in participating. One of the highlights of the Weekend will be the Presidents' Reception on Saturday, May 3, 1986, just before dinner. Frank Hawrylo, President of the Alumni Association, and I will be the hosts.

New Officers and Directors Elected

The Annual Meeting of the Alumni Association took place on Sunday, October 20, 1985, in the library of the Masonic Temple in Trenton. Members present elected the following Officers and Directors for 1985-86:

Officers

PRESIDENT: Frank Hawrylo (BSTS '79) - Member, Technical Services Staff, RCA Labs, David Sarnoff Research Center, Princeton, NJ.

1ST VICE

PRESIDENT: Jaqui Berends (BA '79) - Manager, Product Registration International, Carter-Wallace, Inc., Cranbury, NJ.

2ND VICE

PRESIDENT: Millie Kevit (AA '82) - Administrative Secretary, West Jersey Health Systems, Voorhees, NJ.

SECRETARY/

TREASURER: Lou Price (BSBA '84) - Technical Operations Analyst, RCA American, Princeton, NJ.

Directors

Irma Friedman (BA '82) (At-Large) - Banquet Manager, Roebbling's Restaurant, New York City, NY.

Mildred Koslow (BSHS '82) (Non-Chapter) - Social Service Director, Liberty House Nursing Home, Jersey City, NJ.

Shirley Loughlin (BSHS '80) (South Jersey Chapter) - Psychotherapist, private practice, Haddon Twsp., NJ.

Alfred Quinton (BA '82) (Central Jersey Chapter) - Director of Marketing, International Division, Kayser Roth Corp., New York, NY.

Elizabeth Rocchetti (AA '82) (North Jersey Chapter) - Manager, Professional Services, Knoll Pharmaceutical Co., Whippany, NJ.

I look forward to working with the new leadership team of the Alumni Association. The Alumni Association is an effective advocacy group for the College, and their active involvement with the College is welcome and appreciated.

BSN Receives \$15,000 Grant from Merck Company Foundation

With the new year came good news from the Merck Company Foundation. In response to a proposal developed by Dr. Dolores Brown Hall, Merck has awarded the Edison Foundation a two-year, \$15,000 grant toward the establishment of test sites for the Bachelor of Science in Nursing degree program.

The Merck grant will allow us to initiate the development of a test site at Edison's Trenton office and a hospital test site at a location to be identified later.

Additional funding for this three-year project is being sought. Watch this space...

Foundation Preliminary Results for 1985

Pre-audit totals for 1985 indicate a 17% increase over 1984 in total value of income received by the Thomas A. Edison State College Foundation. The 1985 total of \$61,913 surpasses the 1984 total of \$52,802 and far surpasses 1983's \$24,948.

By donor category, income was received as follows:

<u>CATEGORY</u>	<u>INCOME</u>
Alumni	\$25,022
Individuals	2,476
Corporations	22,584
Foundations	7,000
Investment Income	4,026
Miscellaneous Income	805
	<u>\$61,913</u>

Foundation Has Best January Ever

Tom Streckewald reports that January, 1986 was a banner month for the Edison Foundation, with a total of \$22,672 in gift income. Gifts which resulted in the record total include the Merck grant reported above, three gifts from corporations totaling \$6,350, and gifts from 16 individuals totaling \$797.

And In My Spare Time

I have been requested to serve as Chairman of the Committee on Alternatives and Innovation in Higher Education of the American Association of State Colleges and Universities. I have also been appointed to serve on the Commission on Higher Education and the Adult Learner of the American Council on Education.

These two prominent major leadership positions have come about largely because of the high esteem with which this institution is held within American higher education.

Thomas A. Edison State College
Board of Trustees
FY-1986 Statement of Revenues and Expenses
as of December 31, 1985

Revenues

The College is pleased to report that Edison has realized its budgeted revenue target - \$475,869 for the first six months of fiscal year 1986. As of December 31, 1985, the College has achieved revenues totalling \$492,701 or 103.5%. On an annualized basis, the College has realized 43% of its budgeted revenues - \$1,147,482. In comparison, in FY-1985 the College during its first six months had realized 41% of its budgeted revenues.

Student revenues for the first half of FY-1986 totaled \$461,036 or 103% of the six month budget target. On an annualized basis, the College generated 42% of its student revenues budgeted - \$1,087,482. In comparison, during FY-1985 the College had realized 40% of its student revenues budgeted.

The Center for Management and Education Program is budgeted at \$60,000 in FY-1986. To date, \$31,625 has been received including \$13,900 of prior year's receivables.

The positive news is that revenues are on target for the first six months of the fiscal year. During the first quarter, the College realized 110% of its budgeted revenue target. However, on the downside, the College in its second quarter experienced a revenue falloff. The second quarter generated revenues totalling \$235,246 or 89% of the second quarter revenue target. This revenue falloff was experienced in all major fee areas. In the previous fiscal year, the College experienced similar revenue results realizing 87% of the FY-1985 second quarter budget target. This was attributed to the College's decision to not actively market the nursing program. The current fiscal year's downturn in the second quarter is primarily attributable to the low portfolio per credit fee revenues caused by staff losses, fewer applications, and lower levels of first time enrollments that have impacted transcript evaluation and other fees.

Specific major positive and negative areas for the first six months were:

Positive Areas:

- * Applications achieved 110% of its budgeted revenue target realizing \$54,535.
- * Subsequent year's tuition fees generated \$89,616 or 113% of its budgeted target.
- * Transcript evaluations fees realized 121% of its budgeted target achieving \$127,008 in revenues.
- * TECEP examination fees achieved 112% of its target - \$24,321.
- * CMEP revenues realized 103% of its budgeted target collecting \$31,625.

-2-

Negative Areas:

- * First year's tuition fees achieved 93% of its budget target.
- * Portfolio per credit fees generated only 62% of its revenue target.

The College expects to meet its annual revenue target of \$1,147,482 through aggressive marketing and with staff additions in the portfolio area. This will require earning 57% of the anticipated revenues in the second six months of the fiscal year.

Expenditures

The College's FY-1986 expenditure budget of \$3,224,391 has been adjusted to \$3,271,921 to include \$40,667 of salary program funds and \$6,863 of carryforward funds for other equipment.

As of the first six months, the College has incurred costs and obligations totalling \$1,298,749 or 40% of the budget. The College is 4% under the prior year's expenditure rate for the first six months of the fiscal year. The College's management is delighted that through close fiscal monitoring it continues to reduce its expenditure rate beyond the 9% reduction achieved in FY-1984 and 7% achieved in FY-1985.

As you are aware, the W.K. Kellogg Foundation approved a three year \$176,675 commitment to the College for Project Learn Phase II. Distribution of funds for the three year period is \$72,500 for the first year January 1, 1983 - December 31, 1983; \$51,000 for the second year January 1, 1984 - December 31, 1984; and \$53,175 for the third year.

As of December 31, 1985 the third year expenditure budget of \$53,175 has incurred costs and obligations totalling \$30,615 or 58% of the budget. The College has been informed by Kellogg that it will extend the grant to December 31, 1986. The unexpended balance of \$22,559 and a final allocation of \$55,338 will provide a final grant year budget of \$77,897. This budget is currently being formulated for approval by Kellogg.

The College was awarded a three year subgrant totaling \$90,000, titled "To Educate the People," from Wayne State University. The budget for grant year one was \$20,000; year two - \$40,000; and grant year three - \$30,000. The second phase of the budget totaling \$40,000 was awarded in July of 1985. As a result, the budget was adjusted from the original \$20,000 to \$60,000. As of December 31, 1985, \$29,841 or 49% of the adjusted budget has been expended and obligated.

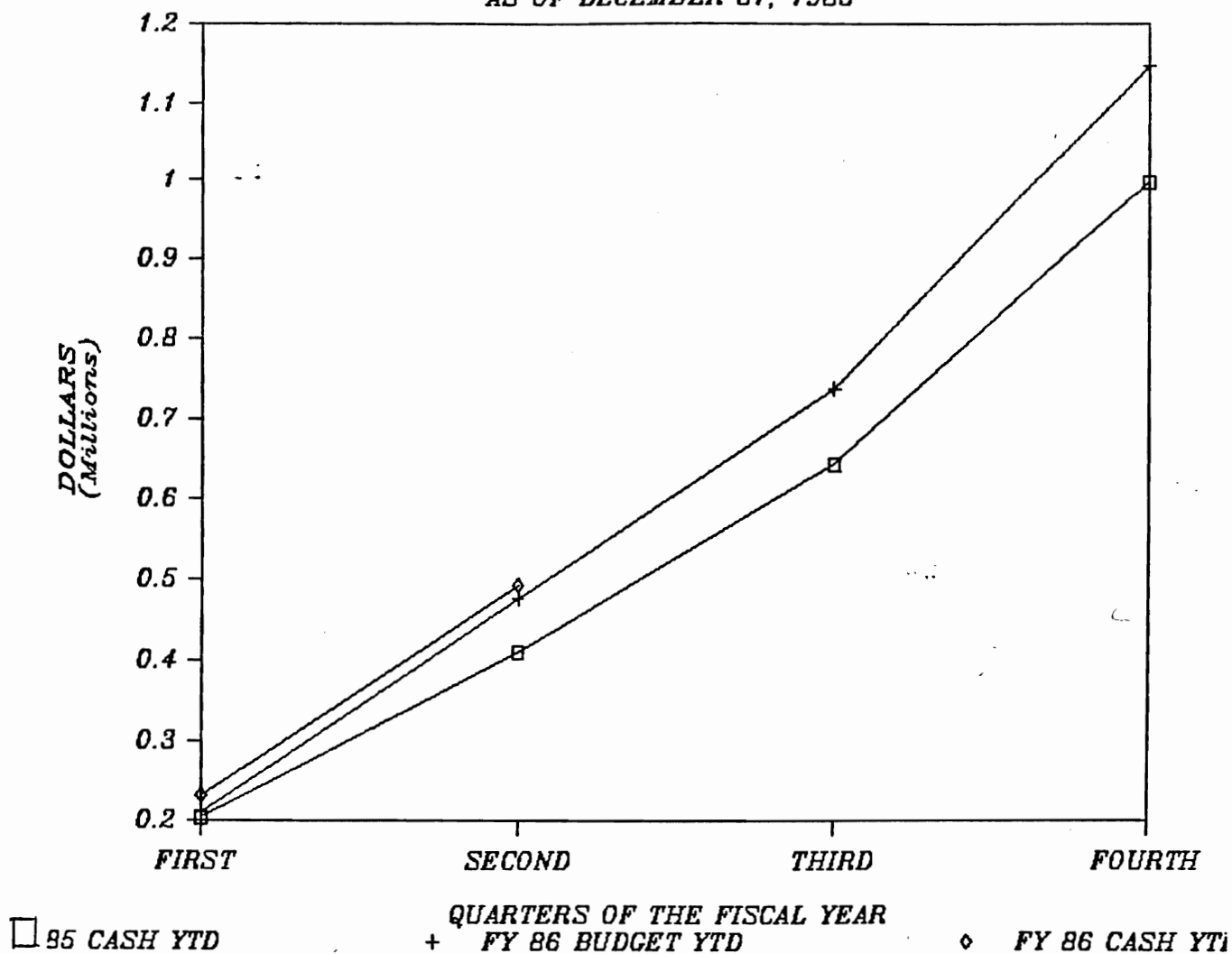
Finally, the College was awarded a grant from the New Jersey *Council for* Committee of the Humanities totaling \$30,000 with an initial allocation of \$15,000. As of December 31, 1985, \$12,950 has been expended and committed. The remaining \$15,000 allocation payment is pending a report by N.J. Public Broadcasting.

-3-

In summary, the College is pleased that its financial condition for the first six months of the fiscal year is excellent. Revenues are ahead of budget and expenditures are below budget. The College is concerned with our second quarter revenue falloff, but management believes through its marketing and program staff efforts that it can meet its enrollment and revenue targets.

FY 86 COMPARISON OF TOTAL REVENUE

AS OF DECEMBER 31, 1985

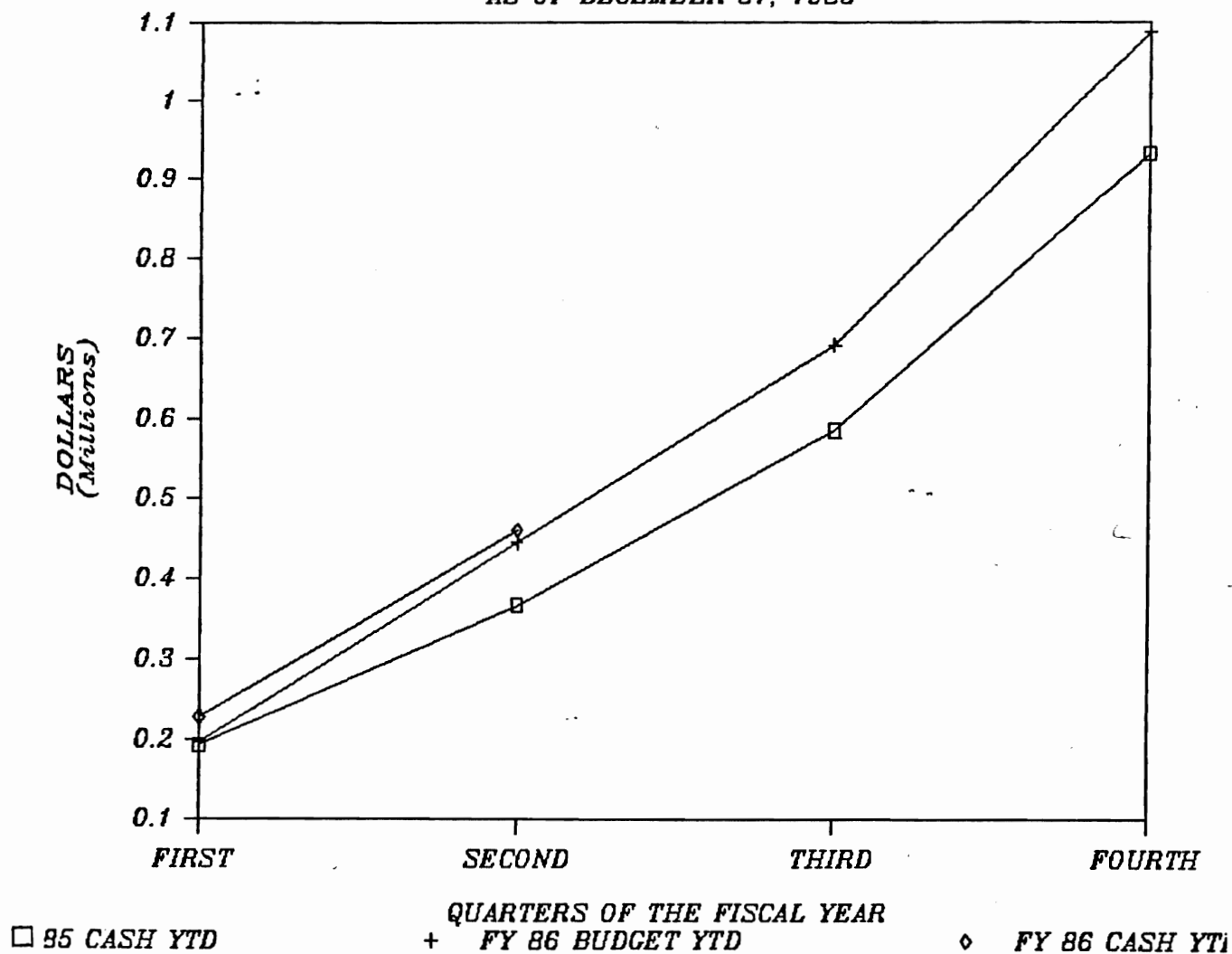


TOTAL REVENUE

	FY 85 CASH	FY 86 BUDGET	FY 86 CASH
FIRST	\$204,328.13	\$211,836.00	\$232,626.20
SECOND	\$410,074.20	\$475,869.00	\$492,701.90
THIRD	\$644,094.95	\$737,725.00	\$0.00
FOURTH	\$998,776.72	\$1,147,482.00	\$0.00

FY 86 COMPARISON OF STUDENT REVENUE

AS OF DECEMBER 31, 1985



STUDENT REVENUE

	FY 85 CASH	FY 86 BUDGET	FY 86 CASH
FIRST	\$193,483.13	\$196,836.00	\$227,961.20
SECOND	\$367,902.63	\$445,869.00	\$461,036.90
THIRD	\$586,013.38	\$692,725.00	\$0.00
FOURTH	\$934,145.61	\$1,087,482.00	\$0.00

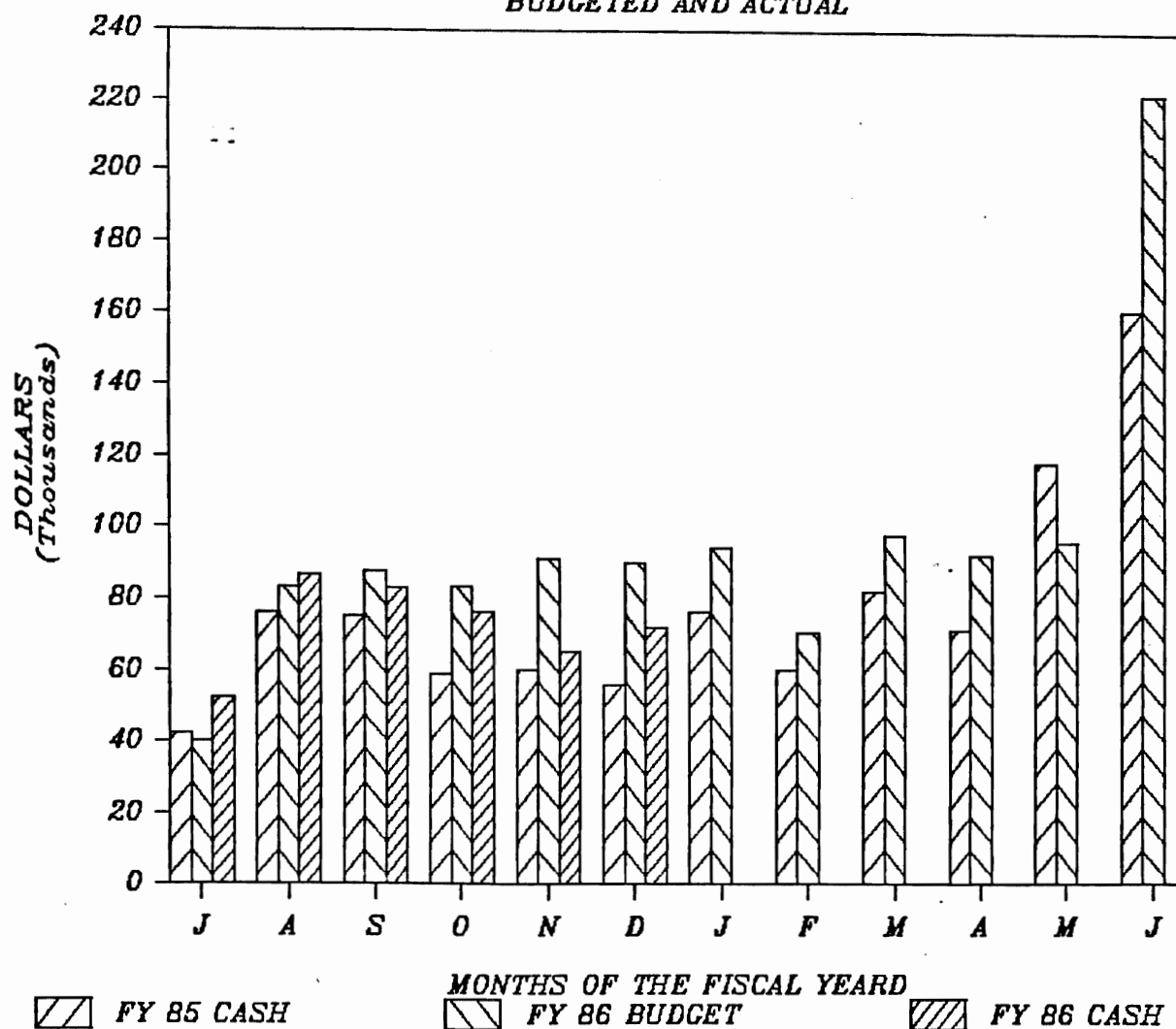
THOMAS A. EDISON STATE COLLEGE
STATEMENT OF REVENUES-SECOND QUARTER FY 86
FOR THE PERIOD ENDING DECEMBER 31, 1985

	FY-86 SECOND QUARTER BUDGET	STUDENTS	CASH	ACCOUNT RECEIVABLES	PREVIOUS CREDITS	TOTAL CASH AND RECEIVABLES	PERCENT CASH ACHIEVED	YTD BUDGET	YTD CASH	YTD RECEIVABLES	PERCENT OF CASH ACHIEVED
Application Fee	\$27,480.00	548	\$23,475.20	\$1,300.00	\$0.00	\$24,775.20	85.4	\$49,200.00	\$54,535.20	\$1,550.00	110.8
First Year's Tuition Fee											
In-State	\$35,982.00	218	\$23,704.20	\$375.00	\$0.00	\$24,079.20	65.9	\$64,422.00	\$60,814.20	\$500.00	94.4
Out-Of-State	\$19,465.00	118	\$18,090.00	\$160.00	\$0.00	\$18,250.00	92.9	\$34,850.00	\$31,875.00	\$800.00	91.5
	\$55,447.00	336	\$41,794.20	\$535.00	\$0.00	\$42,329.20	75.4	\$99,272.00	\$92,689.20	\$1,300.00	93.4
Subsequent Year's Tuition Fee											
In-State	\$29,243.00	303	\$30,126.00	\$200.00	\$0.00	\$30,326.00	103.0	\$52,356.00	\$61,262.00	\$910.00	117.0
Out-Of-State	\$14,839.00	105	\$13,583.00	\$300.00	\$0.00	\$13,883.00	91.5	\$26,568.00	\$28,354.50	\$840.00	106.7
	\$44,082.00	408	\$43,709.00	\$500.00	\$0.00	\$44,209.00	99.2	\$78,924.00	\$89,616.50	\$1,750.00	113.5
Transcript/Evaluation Fee											
In-State	\$34,971.00	569	\$32,397.40	\$527.00	\$0.00	\$32,924.40	92.6	\$62,612.00	\$77,041.90	\$890.00	123.0
Out-Of-State	\$23,413.00	248	\$25,696.80	\$0.00	\$0.00	\$25,696.80	109.8	\$41,919.00	\$49,966.80	\$222.00	119.2
	\$58,384.00	817	\$58,094.20	\$527.00	\$0.00	\$58,621.20	99.5	\$104,531.00	\$127,008.70	\$1,112.00	121.5
Limited Service Application Fee	\$2,748.00	80	\$3,043.00	\$0.00	\$0.00	\$3,043.00	69.9	\$4,920.00	\$5,463.00	\$80.00	111.0
Pre-Graduation Conference Fee											
In-State	\$2,147.00	20	\$1,060.00	\$0.00	\$0.00	\$1,060.00	49.4	\$3,844.00	\$2,795.00	\$0.00	72.7
Out-Of-State	\$1,317.00	6	\$540.00	\$0.00	\$0.00	\$540.00	41.0	\$2,358.00	\$870.00	\$0.00	36.9
	\$3,464.00	26	\$1,600.00	\$0.00	\$0.00	\$1,600.00	46.2	\$6,202.00	\$3,665.00	\$0.00	59.1
Portfolio Application Fee											
0-12 Credits											
In-State	\$605.00	17	\$905.00	\$0.00	\$0.00	\$905.00	149.6	\$1,082.00	\$1,517.00	\$0.00	140.2
Out-Of-State	\$403.00	7	\$550.00	\$0.00	\$0.00	\$550.00	136.5	\$722.00	\$940.00	\$0.00	130.2
Over 12 Credits											
In-State	\$2,569.00	12	\$940.00	\$0.00	\$0.00	\$940.00	36.6	\$4,600.00	\$1,710.00	\$0.00	37.2
Out-Of-State	\$1,310.00	10	\$1,050.00	\$130.00	\$0.00	\$1,180.00	80.2	\$2,346.00	\$3,225.00	\$130.00	137.5
	\$4,887.00	46	\$3,445.00	\$130.00	\$0.00	\$3,575.00	70.5	\$8,750.00	\$7,392.00	\$130.00	84.5
Portfolio Per Credit Fee											
In-State	\$16,323.00	24	\$7,533.00	\$0.00	\$0.00	\$7,533.00	46.1	\$29,224.00	\$12,972.00	\$90.00	44.4
Out-Of-State	\$7,053.00	21	\$6,357.50	\$0.00	\$0.00	\$6,357.50	90.1	\$12,629.00	\$12,836.00	\$50.00	101.6
	\$23,376.00	45	\$13,890.50	\$0.00	\$0.00	\$13,890.50	59.4	\$41,853.00	\$25,808.00	\$140.00	61.7

	FY-86 SECOND QUARTER BUDGET	STUDENTS	CASH	ACCOUNT RECEIVABLES	PREVIOUS CREDITS	TOTAL CASH AND RECEIVABLES	PERCENT CASH ACHIEVED	YTD BUDGET	YTD CASH	YTD RECEIVABLES	Percent of Cash Achieved
Practicum Application Fee											
In-State	\$515.00	2	\$150.00	\$0.00	\$0.00	\$150.00	29.1	\$922.00	\$210.00	\$0.00	22.8
Out-Of-State	\$132.00	0	\$0.00	\$0.00	\$0.00	\$0.00	0.0	\$236.00	\$118.00	\$0.00	50.0
	<u>\$647.00</u>	<u>2</u>	<u>\$150.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$150.00</u>	<u>23.2</u>	<u>\$1,158.00</u>	<u>\$328.00</u>	<u>\$0.00</u>	<u>28.3</u>
Practicum Per Credit Fee											
In-State	\$824.00	3	\$495.00	\$0.00	\$0.00	\$495.00	60.1	\$1,476.00	\$585.00	\$0.00	39.6
Out-Of-State	\$172.00	0	\$0.00	\$0.00	\$0.00	\$0.00	0.0	\$308.00	\$72.00	\$0.00	23.4
	<u>\$996.00</u>	<u>3</u>	<u>\$495.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$495.00</u>	<u>49.7</u>	<u>\$1,784.00</u>	<u>\$657.00</u>	<u>\$0.00</u>	<u>36.8</u>
TECEP Examination Fee											
In-State	\$7,935.00	72	\$4,719.00	\$225.00	\$0.00	\$4,944.00	59.5	\$14,207.00	\$13,474.00	\$855.00	94.8
Out-Of-State	\$4,122.00	52	\$5,046.00	\$0.00	\$0.00	\$5,046.00	122.4	\$7,380.00	\$10,847.00	\$90.00	147.0
	<u>\$12,057.00</u>	<u>124</u>	<u>\$9,765.00</u>	<u>\$225.00</u>	<u>\$0.00</u>	<u>\$9,990.00</u>	<u>81.0</u>	<u>\$21,587.00</u>	<u>\$24,321.00</u>	<u>\$945.00</u>	<u>112.7</u>
Graduation Fee	\$8,977.00	85	\$5,410.00	\$270.00	\$0.00	\$5,680.00	60.3	\$16,072.00	\$10,930.00	\$530.00	68.0
Demonstration of Curr. Fee											
In-State	\$41.00	0	\$0.00	\$0.00	\$0.00	\$0.00	0.0	\$74.00	\$110.00	\$0.00	148.6
Out-Of-State	\$41.00	0	\$0.00	\$0.00	\$0.00	\$0.00	0.0	\$73.00	\$180.00	\$0.00	246.6
	<u>\$82.00</u>	<u>0</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.0</u>	<u>\$147.00</u>	<u>\$290.00</u>	<u>\$0.00</u>	<u>197.3</u>
Change of Program Fee											
In-State	\$275.00	7	\$402.00	\$0.00	\$0.00	\$402.00	146.2	\$492.00	\$622.00	\$0.00	126.4
Out-Of-State	\$206.00	2	\$120.00	\$0.00	\$0.00	\$120.00	58.3	\$369.00	\$230.00	\$0.00	62.3
	<u>\$481.00</u>	<u>9</u>	<u>\$522.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$522.00</u>	<u>108.5</u>	<u>\$861.00</u>	<u>\$852.00</u>	<u>\$0.00</u>	<u>99.0</u>
Independent Study											
In-State	\$3,864.00	9	\$660.00	\$1,585.00	\$0.00	\$2,245.00	17.1	\$6,918.00	\$4,944.00	\$1,585.00	71.5
Out-Of-State	\$2,061.00	0	\$0.00	\$0.00	\$0.00	\$0.00	0.0	\$3,690.00	\$1,292.00	\$0.00	35.0
	<u>\$5,925.00</u>	<u>9</u>	<u>\$660.00</u>	<u>\$1,585.00</u>	<u>\$0.00</u>	<u>\$2,245.00</u>	<u>11.1</u>	<u>\$10,608.00</u>	<u>\$6,236.00</u>	<u>\$1,585.00</u>	<u>58.8</u>
Miscellaneous Student Fees	\$0.00	561	\$6,443.60	\$0.00	\$0.00	\$6,443.60	0.0	\$0.00	\$11,245.30	\$0.00	0.0
TOTAL STUDENT REVENUE	<u>\$249,033.00</u>	<u>3,099</u>	<u>\$212,496.70</u>	<u>\$5,072.00</u>	<u>\$0.00</u>	<u>\$217,568.70</u>	<u>85.3</u>	<u>\$445,869.00</u>	<u>\$461,036.90</u>	<u>\$9,122.00</u>	<u>103.4</u>
CMEP REVENUE	\$15,000.00	0	\$22,750.00	\$6,100.00	\$0.00	\$28,850.00	151.7	\$30,000.00	\$31,625.00	\$10,100.00	105.4
Miscellaneous Revenue	\$0.00	0	\$0.00	\$0.00	\$0.00	\$0.00	0	\$0.00	\$40.00	\$0.00	0
COMBINED TOTALS	<u>\$264,033.00</u>	<u>3,099</u>	<u>\$235,246.70</u>	<u>\$11,172.00</u>	<u>\$0.00</u>	<u>\$246,418.70</u>	<u>89.1</u>	<u>\$475,869.00</u>	<u>\$492,701.90</u>	<u>\$19,222.00</u>	<u>103.5</u>

FY 86 MONTHLY STUDENT REVENUES

BUDGETED AND ACTUAL

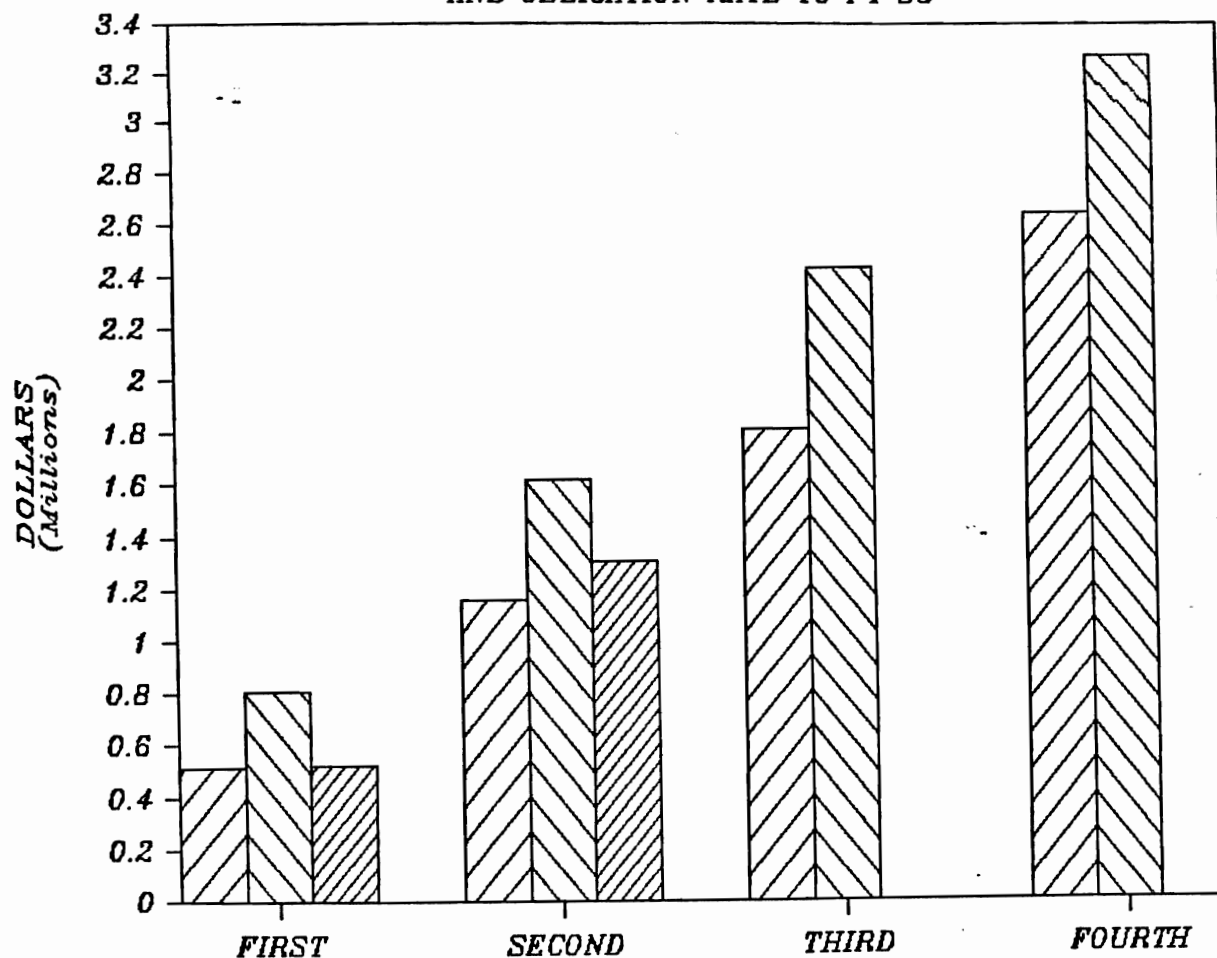



FY 86 MONTHLY STUDENT REVENUES
BUDGETED AND ACTUAL


FY86 BUDGET	FY 86 CASH	PERCENT CASH ACHIEVED
\$35,888.00	\$50,137.10	139.70
\$78,299.00	\$85,437.00	109.12
\$82,649.00	\$79,420.70	96.09
\$78,299.00	\$76,014.10	97.08
\$85,911.00	\$64,727.99	75.34
\$84,823.00	\$71,754.60	84.59
\$89,171.00		0.00
\$65,249.00		0.00
\$92,436.00		0.00
\$86,998.00		0.00
\$90,262.00		0.00
\$217,497.00		0.00
\$1,087,482.00	\$427,491.49	39.31


COMPARISON OF THE FY 86 EXPENDITURE

AND OBLIGATION RATE TO FY 85



 FY85 E&C YTD

 FY86 BUDGET YTD

 FY86 E&C YTD

FY 85 YTD
EXPENDED & COMMITTED

FY 86 YTD
BUDGET

FY 86 YTD
EXPENDED & COMMITTED

FIRST	\$515,262.00
SECOND	\$1,152,273.00
THIRD	\$1,800,528.00
FOURTH	\$2,626,295.00

\$806,098.00
\$1,612,196.00
\$2,418,294.00
\$3,271,921.00

\$519,988.00
\$1,298,749.00

Thomas A. Edison State College
Encumbrance/Expenditure Report - 100 & 440 Report
for the Six Months Ending December 31, 1985

	Fiscal Year 1985				Fiscal Year 1986								
	Actual 06/30/85			Expended & Committed	Budget			Expended		Obligated as of	Total Expenditures	Various Under/(Over) Budget	
	100	440	Total	12/31/84	100	440	Total	2nd Qtr.	YTD	12/31/85	& Committed	\$	\$
Personal Services													
Salaries and Wages	\$1,790,891	\$206,308	\$1,997,199	\$951,312	\$1,900,067	\$287,000	\$2,187,067	\$563,762	\$992,886	0	\$992,886	\$1,194,181	54.6
Other Expenditures													
Materials and Supplies	90,793	21,566	112,359	47,578	122,000	46,000	168,000	24,189	28,195	47,088	75,283	92,717	55.2
Services other than Personal	392,979	87,397	480,376	146,252	637,784	181,216	819,000	161,294	178,665	35,690	214,355	604,645	73.8
Maintenance and Fixed Charges	6,736	542	7,278	2,795	14,000	21,000	35,000	2,007	3,162	128	3,290	31,710	90.6
	490,508	109,505	600,013	196,625	773,784	248,216	1,022,000	187,490	210,022	82,906	292,928	729,072	71.3
Special Purpose													
Affirmative Action	0	0	0	0	14,000	0	14,000	0	0	0	0	14,000	100.0
Challenge for Excellence/ State College	0	0	0	0	5,000	0	5,000	0	0	0	0	5,000	100.0
* Electronic College	0	0	0	0	0	0	0	0	0	0	0	0	0.0
* Tuition Increase	0	0	0	0	0	0	0	0	0	0	0	0	0.0
* Automation Program	0	0	0	0	0	0	0	0	0	0	0	0	0.0
Support Project	0	0	0	0	0	0	0	0	0	0	0	0	0.0
	0	0	0	0	19,000	0	19,000	0	0	0	0	19,000	100.0
Additions, Improvements & Equipment	29,083	0	29,083	4,336	18,863	24,991	43,854	4,190	4,190	8,745	12,935	30,919	70.5
	29,083	0	29,083	4,336	18,863	24,991	43,854	4,190	4,190	8,745	12,935	30,919	70.5
Total Other Expenditures	519,591	109,505	629,096	200,961	811,647	273,207	1,084,854	191,680	214,212	91,651	305,863	778,991	71.8
Total Expenditures	\$2,310,482	\$315,813	\$2,626,295	\$1,152,273	\$2,711,714	\$560,207	\$3,271,921	\$755,442	\$1,207,098	\$91,651	\$1,298,749	\$1,973,172	60.3

* Allocated funds distributed within budget spending lines

Thomas A. Edison State College
Encumbrance/Expenditure Report - Project Learn Phase II
as of December 31, 1985 (3rd year)

	Budget			Obligated as	Expended as	Total	Various	
	Original	Adjustments	Revised	of 12/31/85	of 12/31/85	Expenditures & Committed	Under/(Over) Budget	
							\$	%
Personal Services								
Salaries	16,875.00	1,418.00	18,293.00		16,455.01	16,455.01	1,837.99	10.0
Fringe Benefits	5,625.00	(1,418.00)	4,207.00		2,986.13	2,986.13	1,220.87	29.0
	<u>22,500.00</u>	<u>-</u>	<u>22,500.00</u>		<u>19,441.14</u>	<u>19,441.14</u>	<u>3,058.86</u>	<u>13.6</u>
Other Expenditures								
Materials and Supplies								
Printing and Office	3,845.00	-	3,845.00	936.87	512.40	1,449.27	2,395.73	62.3
Books	100.00	-	100.00	80.00	6.00	86.00	14.00	14.0
	<u>3,945.00</u>	<u>-</u>	<u>3,945.00</u>	<u>1,016.87</u>	<u>518.40</u>	<u>1,535.27</u>	<u>2,409.73</u>	<u>61.1</u>
Services Other Than Personal								
Travel	2,710.00	-	2,710.00	41.46	2,072.02	2,113.48	596.52	22.0
Data Processing	6,500.00	-	6,500.00	102.00	1,624.00	1,726.00	4,774.00	73.4
Professional Services	2,500.00	-	2,500.00	-	2,320.46	2,320.46	179.54	7.2
Other Services	13,520.00	-	13,520.00	1,151.61	2,327.90	3,479.51	10,040.49	74.3
	<u>25,230.00</u>	<u>-</u>	<u>25,230.00</u>	<u>1,295.07</u>	<u>8,344.38</u>	<u>9,639.45</u>	<u>15,590.55</u>	<u>61.8</u>
Additions, Improvements & Equip.								
Other Equipment	1,500.00	-	1,500.00	-	-	-	1,500.00	100.0
	<u>1,500.00</u>	<u>-</u>	<u>1,500.00</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,500.00</u>	<u>100.0</u>
Total	<u>53,175.00</u>	<u>-</u>	<u>53,175.00</u>	<u>2,311.94</u>	<u>28,303.92</u>	<u>30,615.86</u>	<u>22,559.14</u>	<u>42.0</u>

Thomas A. Edison State College
Encumbrance/Expenditure Report - Telecommunication Project
as of December 31, 1985

	Budget			Obligated as	Expended as	Total	Various	
	Original	Adjustments	Revised	of 12/31/85	of 12/31/85	Expenditures & Committed	Under/(Over) Budget	
							\$	%
Other Expenditures								
Materials and Supplies								
Printing and Office	4,400.49	2,000.00	6,400.49	4,185.00	497.53	4,682.53	1,717.96	26.8
Books	4,750.00	8,000.00	12,750.00	4,595.87	6,190.14	10,786.01	1,963.99	15.4
	<u>9,150.49</u>	<u>10,000.00</u>	<u>19,150.49</u>	<u>8,780.87</u>	<u>6,687.67</u>	<u>15,468.54</u>	<u>3,681.95</u>	<u>19.2</u>
Services Other Than Personal								
Travel	1,500.00	2,500.00	4,000.00	-	1,296.11	1,296.11	2,703.89	67.6
Professional Services	3,849.51	8,500.00	12,349.51	-	4,091.01	4,091.01	8,258.50	66.9
Other Services	3,700.00	18,000.00	21,700.00	1,332.50	6,903.70	8,236.20	13,463.80	62.0
	<u>9,049.51</u>	<u>29,000.00</u>	<u>38,049.51</u>	<u>1,332.50</u>	<u>12,290.82</u>	<u>13,623.32</u>	<u>24,426.19</u>	<u>64.2</u>
Maintenance & Fixed Charges								
Rent Other	800.00	1,000.00	1,800.00	-	750.00	750.00	1,050.00	58.3
	<u>800.00</u>	<u>1,000.00</u>	<u>1,800.00</u>	<u>-</u>	<u>750.00</u>	<u>750.00</u>	<u>1,050.00</u>	<u>58.3</u>
Additions, Improvements & Equipment								
Other Equipment	1,000.00	-	1,000.00	-	-	-	1,000.00	100.0
	<u>1,000.00</u>	<u>-</u>	<u>1,000.00</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,000.00</u>	<u>100.0</u>
Total	<u>20,000.00</u>	<u>40,000.00</u>	<u>60,000.00</u>	<u>10,113.37</u>	<u>19,728.49</u>	<u>29,841.86</u>	<u>30,158.14</u>	<u>50.3</u>

Funds reflected as adjustments represent second year budget.

Thomas A. Edison State College
Encumbrance/Expenditure Report - N.J. Committee for the Humanities
as of December 31, 1985

	Budget			Obligated as	Expended as	Total	Various	
	Original	Adjustments	Revised	of 12/31/85	of 12/31/85	Expenditures & Committed	Under/(Over) Budget	
							\$	%
Other Expenditures								
Materials and Supplies								
Printing and Office	1,700.00	-	-	750.00	-	750.00	950.00	55.9
Professional Services	13,300.00	-	-	-	12,200.00	12,200.00	1,100.00	8.3
Total	15,000.00	-	-	750.00	12,200.00	12,950.00	2,050.00	13.7



STATE OF NEW JERSEY
DEPARTMENT OF HIGHER EDUCATION
CN 542

TRENTON, NEW JERSEY 08625

OFFICE OF THE CHANCELLOR

M E M O R A N D U M

January 16, 1986

TO: Presidents, New Jersey State Colleges
FROM: T. Edward Hollander, Chancellor
SUBJECT: Governor's Challenge - Interim Report

I am pleased to provide you with a copy of the interim report of the Distinguished Review Panel for the Governor's Challenge. We hope to have the panel's final report before the end of the month. We will forward a copy to you as soon as it has been received.

Attachment

RECEIVED

JAN 21 1986

OFFICE OF THE PRESIDENT

M E M O R A N D U M

December 23, 1985

TO: The Honorable Thomas H. Kean, Governor
 The Honorable T. Edward Hollander, Chancellor

FROM: Terrel Bell, Kenneth Clark, Barbara Newell

SUBJECT: Interim Report

On December 19, 1985, our panel met in Princeton, New Jersey, to review progress to date in implementing the Governor's Challenge to Excellence to New Jersey's State Colleges. During the day we had the opportunity to speak at length with Chancellor T. Edward Hollander of the New Jersey Department of Higher Education and his staff; Dr. Richard Mills, Special Assistant to the Governor; Dr. Martha Church, President of Hood College, representing the grant proposal review team; and the presidents of New Jersey's nine state colleges. In addition, we were provided prior to the meeting with a wealth of written materials including the preliminary and final plans and proposals submitted by the colleges and the reviews of each as prepared by the grant review team.

On the basis of our review of the challenge grant program, we commend your vision. In issuing his challenges Governor Kean has provided distinguished leadership which we believe has the potential to reshape higher education in New Jersey, and to show the way for the rest of the country. We know of no other state which has embarked on a similar path. The eyes of the nation's higher education community are focused on New Jersey as you develop this model for the pursuit of excellence, and rightly so.

In implementing the Governor's Challenge, Chancellor Hollander has taken on a very difficult assignment which has been carried out to this point with distinction and courage. The Chancellor's selection of Drs. Bowker, Church, and Harleston as the grant proposal reviewers was in keeping with the high call to purpose issued by the Governor. Further the rigor with which they reviewed the proposals was consistent with the high standards set forth in the request for proposals.

We offer the following comments in summary fashion. They will be discussed in greater detail in our final report.

- (1) We find the Governor's Challenge to Excellence to the State Colleges to be a very exciting and promising program which should, without question, be continued.

- (2) The goals of the challenge program are not only appropriate but are essential if New Jersey is to assume its place of leadership in meeting the problems of the future.
- (3) The program has been powerfully effective in generating excitement and in stimulating constructive self-examination at each of the state colleges.
- (4) The challenge awards made to Jersey City State College and Kean College, properly implemented, will transform the institutions involved, advance higher education in New Jersey and have national impact. The Chancellor and the two presidents should consider establishing visiting committees to provide the opportunity for external reflection on the progress being made by each college.
- (5) The biggest challenge is yet to come: that of sustaining the momentum engendered thus far. This is important both for the two colleges already underway, and those yet to be funded. Momentum cannot be sustained with words alone.
- (6) The wholesome, creative tension that characterized the first grant round should be maintained. Programs at the seven other colleges should be phased in as the institutions continue to demonstrate their development of high standards consistent with the Governor's Challenge.
- (7) If the United States is to keep its technical advantage, and derive strength from its increasingly multi-ethnic society, then it must have a system of higher education that is worthy of these tasks. Such worth comes from maintaining a balance between developing the skills needed to function in a world of high technology and the cultural appreciation necessary to improve the quality of life and the general civility of the country's population. This should not be ignored by the colleges as they plan for excellence.
- (8) Recognition comes slowly for the results of efforts of this kind, and expectations should not be overstated. Many of the program's effects will be long-term in nature, and perhaps only truly apparent some years from now.
- (9) The challenge program is a building block that must be examined in a larger context. We hope that as New Jersey looks at the total picture of advancing higher education in the state it considers the improvement of base budgets, particularly with respect to faculty salaries and capital improvements. Also in this regard, we are pleased to note and endorse current efforts to increase state college autonomy.

In conclusion, we believe the Governor's Challenge program to be one with great promise for New Jersey and the nation. We are honored to have been a part of such an exciting venture.