College Of Marin
Analysis of the 2011-12 Adopted Budget

Dr. David Wain Coon, President / Superintendent
College Of Marin
REVENUE SOURCES 2010-11

Program-Based Funding $40,794,971 92.1%
Property Taxes $39,207,131 96.1%
Enrollment Fees $1,587,840 3.9%

Other Revenues $2,330,027 5.3%
P for E $1,153,040 2.6%

Unrestricted General Funds 2010-2011
College Of Marin

BUDGETED REVENUE SOURCES 2011-12

Unrestricted General Funds 2011-2012

- Program-Based Funding: $42,478,548 (93.8%)
- Property Taxes: $40,200,782 (94.6%)
- Enrollment Fees: $2,277,766 (5.4%)
- Other Revenues: $2,227,466 (4.9%)
- P for E: $576,520 (1.3%)

Unrestricted General Funds 2011-2012
REVENUE BUDGET FACTS

- TOTAL REV. INCREASE $1.005 MILLION

- COMPARED TO:
  - $ (188) THOUSAND DECREASE 2010/2011
  - $ (336) THOUSAND DECREASE 2009/2010
  - $ 1.54 MILLION INCREASE 2008/2009
UNRESTRICTED GENERAL FUNDS

YEAR ENDING June 30, XXXX

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Revenues (Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td>$34.0</td>
</tr>
<tr>
<td>2005</td>
<td>$36.2</td>
</tr>
<tr>
<td>2006</td>
<td>$39.1</td>
</tr>
<tr>
<td>2007</td>
<td>$42.5</td>
</tr>
<tr>
<td>2008</td>
<td>$43.3</td>
</tr>
<tr>
<td>2009</td>
<td>$44.8</td>
</tr>
<tr>
<td>2010</td>
<td>$44.5</td>
</tr>
<tr>
<td>2011</td>
<td>$44.3</td>
</tr>
<tr>
<td>2012</td>
<td>$45.3</td>
</tr>
</tbody>
</table>
REVENUE CHANGES

- PROPERTY TAX = $994,000
- ENROLL. FEES = $690,000
- STATE REV. = $(912,000)
- OTHER LOCAL = $233,000

Total New Rev. = $1,005,000
REVENUE BUDGET FACTS

- FACT: Property taxes are slowly recovering, however, real estate activities are still slow.

  2.60%  2011/2012
  -1.10%  2010/2011
  -0.01%  2009/2010
UNRESTRICTED GENERAL FUNDS

YEAR ENDING June 30, XXXX

TAX REVENUE INCREASES

2004: $1.8 million
2005: $2.3 million
2006: $2.6 million
2007: $2.4 million
2008: $2.3 million
2009: $1.5 million
2010: ($4k)
2011: ($428k)
2012: $994k
FACT  ENROLLMENT FEES ESTIMATE IS UP $690,000 DUE TO THE INCREASE IN ENROLLMENT FEE FROM $26 TO $36 PER UNIT.
FACTS

- STATE REVENUES
  - PFE DOLLARS CUT 50% = $576K
    - THIS IS A PERMANENT REVENUE LOSS
  - THE REMAINING 50% WILL BE ELIMINATED NEXT YEAR 2012/2013
MOVING THE COLLEGE FORWARD

- PRAC 31 REQUESTS FOR RESOURCES
  - 22 FUNDED

- PRESIDENT’S CABINET 17 INITIATIVES
  - 11 FUNDED
MOVING THE COLLEGE FORWARD

- Focused on Student Success
- Resolved Contract Negotiations
- Planned Restoration of Full Time Faculty
- Maintained Class Schedule
- Addressed Maintenance & Operations Needs
- Addressed Instructional Equipment & Technology Needs
- Planned College Advancement Activities
- Increased Fund Balance
HOW WE GOT THERE

- Reduced Legal Expenses
- Reduced Outside Contracts
- Reduced DSP&S Backfill (MBIN Partnership)
- Reduced Community Education Backfill
- Reduced Discretionary Spending
- Considered all Available Sources of Funds
College Of Marin
Expenditure Budget 2010-11

How are dollars spent?

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>SALARIES &amp; BENEFITS</td>
<td>$37,693,886</td>
<td>87.5%</td>
</tr>
<tr>
<td>SALARIES</td>
<td>$27,876,476</td>
<td>74.0%</td>
</tr>
<tr>
<td>BENEFITS</td>
<td>$9,817,410</td>
<td>26.0%</td>
</tr>
<tr>
<td>DISCRETIONARY</td>
<td>$2,489,658</td>
<td>5.8%</td>
</tr>
<tr>
<td>FIXED COSTS</td>
<td>$2,094,515</td>
<td>5.1%</td>
</tr>
<tr>
<td>OTHER</td>
<td>$822,901</td>
<td>1.9%</td>
</tr>
</tbody>
</table>

2010-11 Unrestricted General Funds
College Of Marin
Adoption Budget Expenditure 2011-12

How are dollars spent?

SALARIES & BENEFITS
$39,569,188 86.3%

BENEFITS
$10,995,839 27.8%

SALARIES
$28,573,349 72.2%

How are dollars spent?

SALARIES & BENEFITS
$39,569,188 86.3%

BENEFITS
$10,995,839 27.8%

SALARIES
$28,573,349 72.2%

2011-12 Unrestricted General Funds
BOTTOM—PROJECTED SHORT–FALL

- REVENUE = $ 45,283,000
- EXPENDITURES = $ (45,833,000)
- SHORT–FALL = $ (550,000) *

Short–Fall = 1.2% of expenditures

* – Short–fall due to reduction in PFE funds
IMpact for 2011/2012 Budget

- Ending fund balance (reserves) for 2011/2012 is planned at 12.4%

- Ending fund balance for:
  - 2011/2012 Planned 12.4%
  - 2010/2011 Estimated 14.4%
  - 2009/2010 Actual 11.7%
  - 2008/2009 Actual 11.1%
WHERE DO WE GO FROM HERE?

- Continue to Monitor our Revenue
- Continue to Monitor our Spending
- Continue to Monitor the State Revenue Picture
- Make Adjustments in Our Spending as Budget Changes dictate