



GREAT FUTURES START HERE.

**WELCOME
SPONSORS**



SUNYADIRONDACK

A State University of New York Community College

WHY WERE COMMUNITY COLLEGES CREATED?

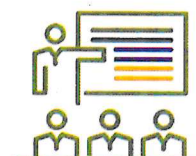
In 1960, the Board of Trustees of the Counties of Warren and Washington, upon the recommendation of a joint committee established to consider the need for a community college, deemed it in the "best interest" of the counties to jointly establish a community college.

This was the first joint community college established in New York state; three more would follow, representing a quarter of the state's community colleges.



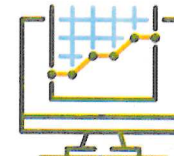
Create a local access point to higher education

We serve 6,000 students in degree, certificate and short-term training opportunities and provide access to four-year degree programs through our on-site partnership with SUNY Plattsburgh at Queensbury.



Talent development for the economy

We educate students in areas such as health care, business, criminal justice, culinary and baking arts, mechatronics, agricultural business, cybersecurity, hospitality and tourism, information technology and liberal arts.



Economic mobility for students and community members

The average associate degree completer from SUNY Adirondack will see an increase in earnings of \$7,000 each year compared with someone with a high school diploma or equivalent working in New York. Over a working lifetime, this increase in earnings amounts to an undiscounted value of approximately \$259,000.

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TALENT DEVELOPMENT AND ECONOMIC MOBILITY

MORE THAN 450
REGIONAL ENTITIES
EMPLOY
SUNY ADIRONDACK
GRADUATES.

'MIDDLE-SKILLS' JOBS —
THOSE THAT REQUIRE
MORE THAN A HIGH SCHOOL
EDUCATION BUT NOT A
BACHELOR'S DEGREE —
WILL ACCOUNT FOR
45 PERCENT OF JOBS
IN NEW YORK'S LABOR
MARKET THROUGH 2024

"Our graduates bring state-of-the-art experiences to their positions and value lifelong learning. They are prepared to promote patient-centered care, advocate for the patient and their family, and collaborate with members of the health care team to ensure the patient receives safe, quality care."

KIM HEDLEY

Health Sciences division chair
and associate professor of Nursing

WITHIN ONE YEAR OF GRADUATION, SUNY ADIRONDACK GRADUATES
TRANSFER TO MORE THAN 140 DIFFERENT COLLEGES.

**TRANSFER AGREEMENTS WITH MORE THAN
30 FOUR-YEAR COLLEGES AND UNIVERSITIES**

SUNY PLATTSBURGH AT QUEENSBURY serves more than 350 full- and part-time students in undergraduate and graduate degree programs, such as:

Undergraduate

- B.A. in Criminal Justice
- B.S. in Business Administration
- B.A. or B.S. in Psychology
- R.N. to B.S.N. in Nursing

"When I graduated, I felt prepared for my first job — and I had a job before I even graduated. I went on to earn a BSN, and I'm currently in graduate school."



Natalie Pozzouli

Nursing
Surgical Admissions
at Glens Falls Hospital



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OUR IMPACT



**SUNY ADIRONDACK NOW
OFFERS ASSOCIATE DEGREES IN
cybersecurity and
information security.**

"Every business is impacted by technology, and working with the college to enhance these technical skill sets of the future workforce stands to benefit our community as a whole. We look forward to working with SUNY Adirondack for years to come and continue to help prepare the next generation for the continued evolution of technology," said Jared Humiston.

OUR IMPACT



NADIA CHINCOLA
Greenwich, New York

Nadia commutes from her family's home in Greenwich to attend classes at SUNY Adirondack.

The second-semester student at SUNY Adirondack likes photography and biology, but isn't sure what type of career she wants.

"I knew I wanted to go to community college first because I wanted to save money," said Chincola, who ran track and cross-country when a student at Greenwich High.

"I like that SUNY Adirondack is close to home," Chincola said.

OUR IMPACT

As coordinator of the PFC Joseph P. Dwyer Project program, Duers works to develop a network for the region's veterans.

"We are trying to provide an opportunity for these guys to live life, re-acclimate to getting a new job, getting the treatment and service they earned and deserve."



JEREMY DUERS

Lake George, New York

Coordinator of Adirondack Peer-to-Peer Support Services, a PFC Joseph P. Dwyer Project, a grant-funded effort to assist veterans in Warren and Washington counties

Graduated from SUNY Adirondack, 2006
Bachelor's from Skidmore College, 2010
Master's from Union College, 2012
U.S. Marine Corps, 1999-2004

START UP ADK – SUPPORTING SMALL BUSINESSES

RON AND KATHY MILLER

Lake George, New York

Owners of Love is on Lake George

2011 and 2012 participants in Start Up ADK

“We learned from each other in class. Some of the people you meet in that class become business associates by the nature of what you went through together.”



ONLINE

loveisonlakegeorgecruises.com

OTHER PARTICIPANTS

- Advocate;
- Battle Hill Brewing Co.;
- Caliva's Cookies;
- Common Roots;
- Dancing Ewe Farm;
- Lake George Distilling Co.;
- Locust Grove Farm;
- Love is on Lake George/Love is in New York;
- Sidekick Creative;
- Slate Town Brewing Co.;
- and many more



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START UP ADK — SUPPORTING SMALL BUSINESSES

CORLISS PRESTON

Lake George, New York

Owner of County Home Landscapes

2022 participant in Start Up ADK

“I was sold from the first meeting.
Growing a startup is no joke; it’s
really hard and it takes so much
of your enery and creativeness,
and the class just got so real.
It got to the point.”



ONLINE

www.countyhomelandscapes.com



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 **ARROW** Financial Corporation



Glens Falls Hospital



GLOBAL
FOUNDRIES



Glens Falls National
Bank and Trust Company



GORE 



Stewart's
Shops



THE
SAGAMORE
RESORT
ON LAKE GEORGE • BOLTON LANDING, NEW YORK



 **ADKtechs**
We make technology work for you

finch




SARATOGA HOSPITAL
people you trust. care you deserve.

 **STOREDTECH**



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ECONOMIC IMPACT AND RETURN ON INVESTMENT

SUNY Adirondack generates more in tax revenue than it appropriates.

\$142.1 million
TOTAL INCOME ADDED IN THE REGION

2,247

TOTAL JOBS SUPPORTED IN
THE REGION (1 OUT OF EVERY 86)

16%

RATE OF RETURN
TO STUDENTS

0.8%

OF OUR REGION'S GDP

4.0%

RATE OF RETURN TO
TAXPAYERS



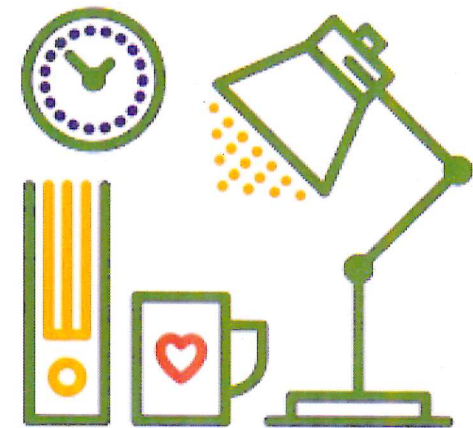
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LONG-TERM FINANCIAL PLAN

A look back: 2017 10-year forecast

- Demonstrated a \$1 million structural deficit in the operating budget
- Called for a three-pronged approach to fiscal stability
 - Predictable, stable state aid (not enrollment based) and steady increases in tuition and fees
 - Personnel and benefit expense limited to 2 percent increase
 - **Increase sponsor share**
- Without action, operating budget deficit became unmanageable after 2023 and fund balance was exhausted by 2026



SPONSORS' CONTRIBUTION

SUNY Adirondack continues to feel the impact of a level of sponsor support that hasn't changed substantially in more than 15 years and has not kept pace with even minimal increases in personnel and benefits costs, which make up 80 percent of the college's budget.

Warren County

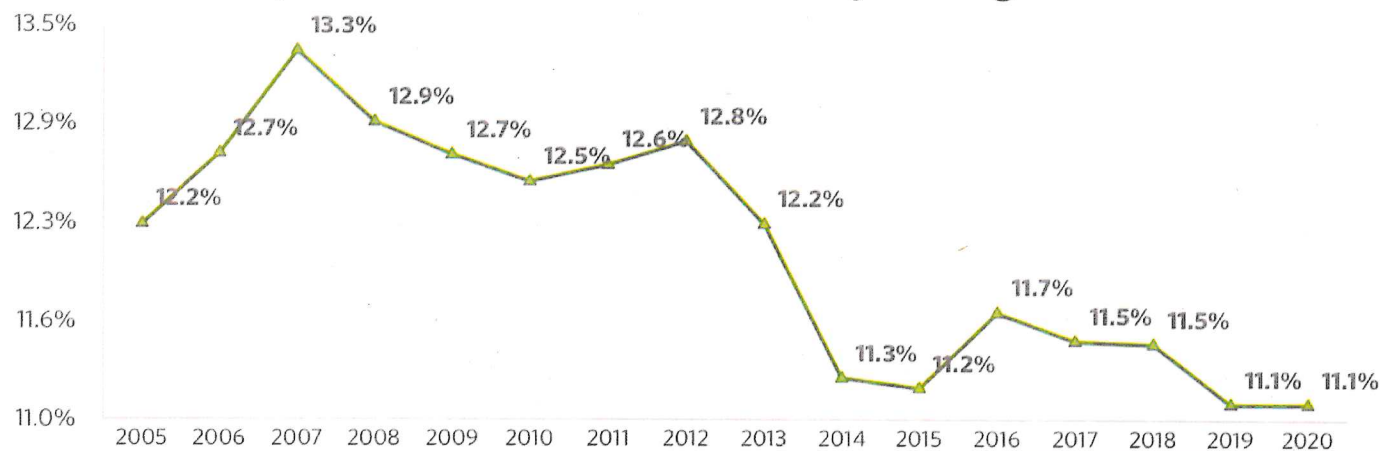
\$2,047,737; 6.4 percent of total operating expenses

Washington County

\$1,520,262; 4.7 percent of total operating expenses

*2020 budget

Sponsors' Contribution % of Operating Revenue



SPONSORS' CONTRIBUTION: PEER COMPARISON

2020-2021	% of Total Revenue	\$ (M)	Chargeback Rates	Fall Full-Time headcount
SUNY ADK	11.5%	\$3.6	\$3,810	1,500
Jamestown	18.5%	\$5.2	\$3,110	1,708
Tompkins Cortland	15.7%	\$4.8	\$3,470	1,207
Corning	20.4%	\$5.3	\$3,180	1,493
Jefferson	23%	\$5.2	\$4,100	1,416
Ulster	29%	\$6.4	\$4,150	1,123
Columbia-Green*	43%	\$6.4	\$10,220	437

Additional support needed to meet the peer average: \$1.35 million

* Dual sponsor

CHARGEBACKS

The operating chargeback rate, which is charged to all non-sponsor counties for New York state residents who attend SUNY Adirondack, is directly correlated to Sponsor Contribution and sponsor enrollment.

- **Every \$1 of county support generates \$1.20 from other counties.**

- **Saratoga County**

- **Saratoga County:** \$2.5 million, 7.6 percent of operating revenue
- **Warren County:** \$2.2 million, 6.6 percent of operating revenue
- **Washington County:** \$1.6 million, 4.8 percent of operating revenue

- **Other community colleges**

- Herkimer's rate has increased 167 percent since 2017
- HVCC's rate has increased 100 percent since 2017
- ADK's rate has increased 48 percent since 2017
 - SUNY Adirondack has not lost as much sponsor enrollment as these colleges, and the sponsor contribution has not grown at the same rate.



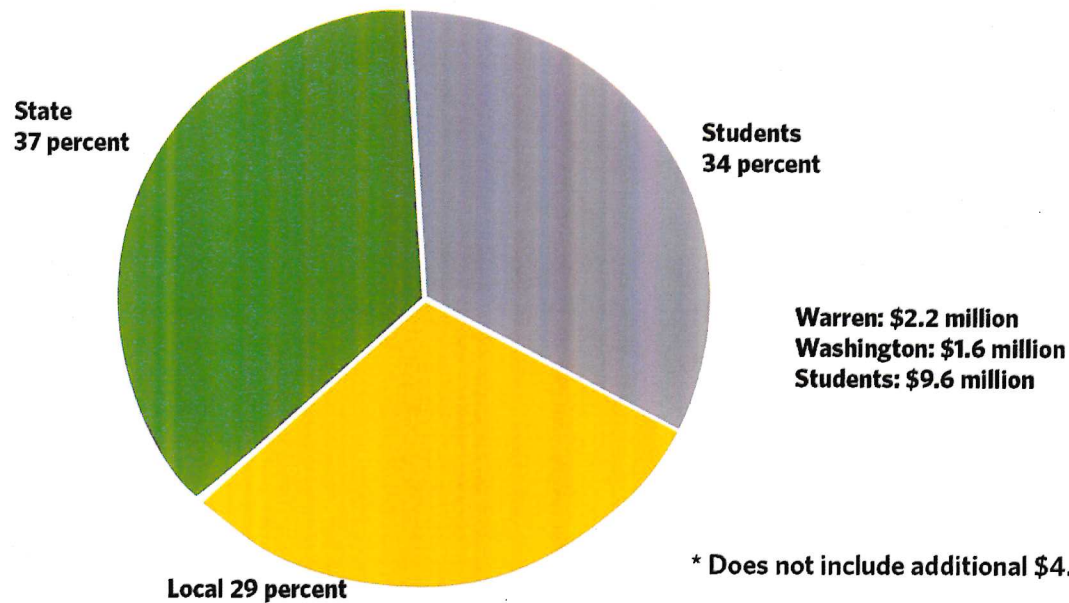
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STATE AID

When redistributed for TAP (state aid to students), state aid exceeds 33 percent (\$9 million).

- \$7.8 million in direct state operating aid
- \$1.2 million in TAP aid to students (reflects as student revenue)



CAPITAL

- Per New York state education law, capital expenditures are to be funded 50 percent by the state and 50 percent by "local share"
- Local share consists of:
 - **sponsor contributions to capital**
 - capital chargebacks received from other counties (\$300/FTE/year; approximately \$300,000 a year at SUNY Adirondack)
 - other private sources (including grants and fundraising)
- Before the NSTEM investment, Warren and Washington counties had not contributed to capital since 2001.

\$400,000

**AMOUNT COUNTY WOULD CONTRIBUTE
A YEAR IF NOT A SPONSOR.**

The NSTEM investment would have been paid for by 2019
and the college would have \$1.2 million for other capital needs.

\$43M

**CAPITAL INVESTMENTS
FROM 2015 TO 2022**

**SPONSOR CONTRIBUTION:
\$8.5M (20 PERCENT)**



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OUR REQUEST

Meet your commitment as sponsors.

AMOUNT NEEDED TO MATCH THE AVERAGE OF OUR PEERS:

\$1.35 million

AMOUNT NEEDED TO MEET THE ONE-THIRD LOCAL SHARE COMMITMENT:

\$1.15 million

WHAT IF?

- **What if we can't keep our commitment in the future?**

Community College Regulations, Section 600.2: "The local sponsor shall be responsible for ... approving the [total] budget." As a sponsor, you approve or deny SUNY Adirondack's annual operating budget.

- **What if the college keeps raising tuition?**

The intent of this request is to reduce the financial burden your constituents bear. At the current level of support, students will face annual tuition increases of 5 percent to 10 percent.

- **What if the college increases its spending?**

SUNY Adirondack has been and will continue to be good stewards of our financial resources, appropriately expanding and contracting with enrollment.

- Salaries have **declined 2 percent to 4 percent** per year since 2018-2019.
- Self-funded health insurance **produced \$600,000 annual savings** and reduced liabilities by \$17 million.
- Total operating budget has been flat for three years and is **\$1.4 million less** than 2019-2020.

Any questions? Comments?



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