



## **ST. PETERSBURG COLLEGE**

Board of Trustees Meeting  
May 20, 2025  
EpiCenter, Collaborative Labs  
13805 58<sup>th</sup> Street N  
Clearwater, FL

### **Workshop**

- I. CALL TO ORDER..... Jason Butts  
Chair
- II. SPC BUDGET ..... Dr. Hector Lora  
Associate Vice President, Budgeting  
Ms. Janette Hunt  
Vice President, Finance and Business Operations
- III. STRATEGIC PLAN UPDATE.....Mr. Ralph Reid  
Executive Director, Strategic Execution
- IV. MISISON, VISION, VALUES.....Dr. Tonjua Williams  
President
- V. Adjournment



# St. Petersburg College Board of Trustees Budget Workshop

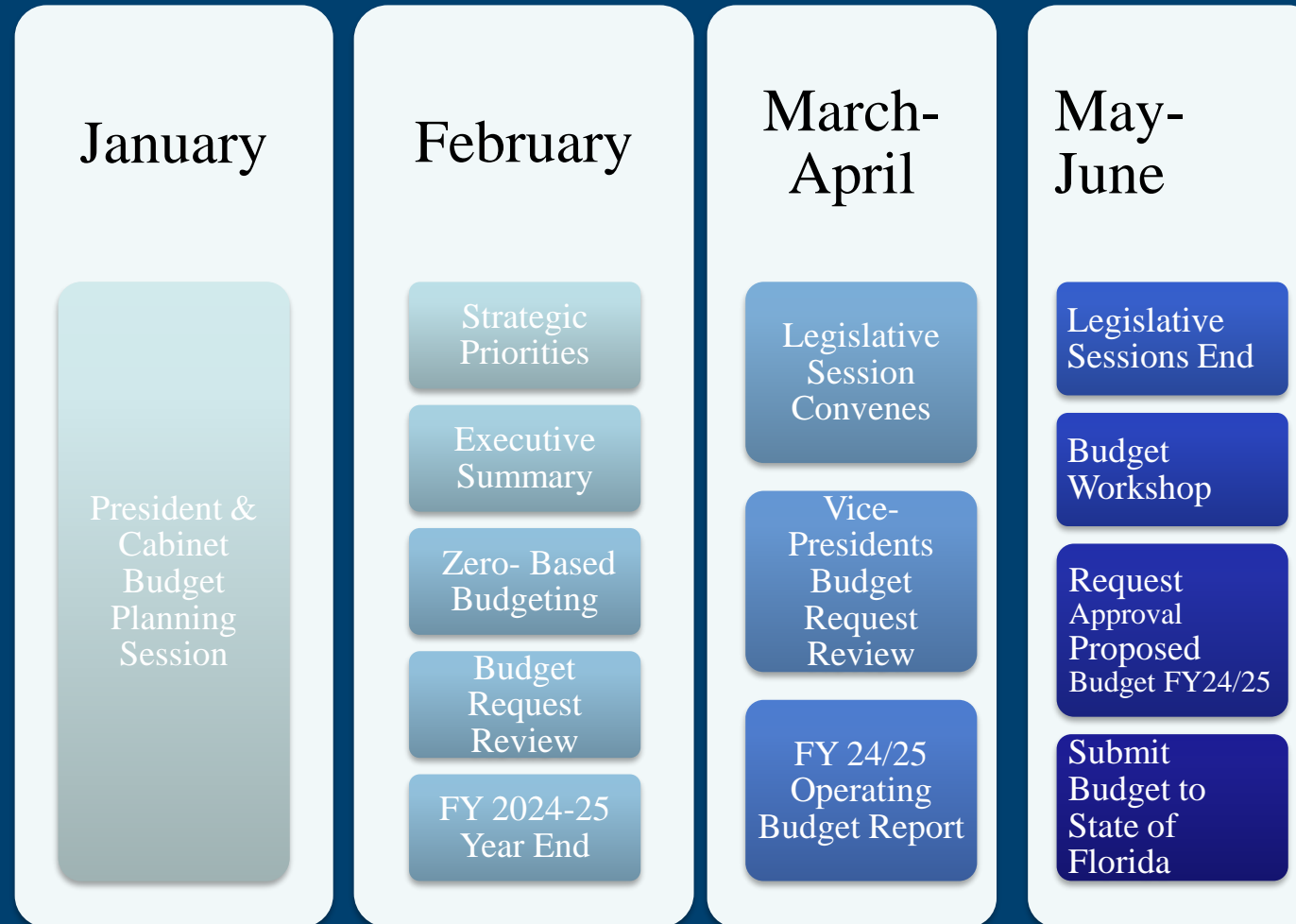
Dr. Hector Lora - AVP, Budgeting & Strategic Execution



Contingent Governor Approval. Presentation intended for BOT  
Workshop discussion.



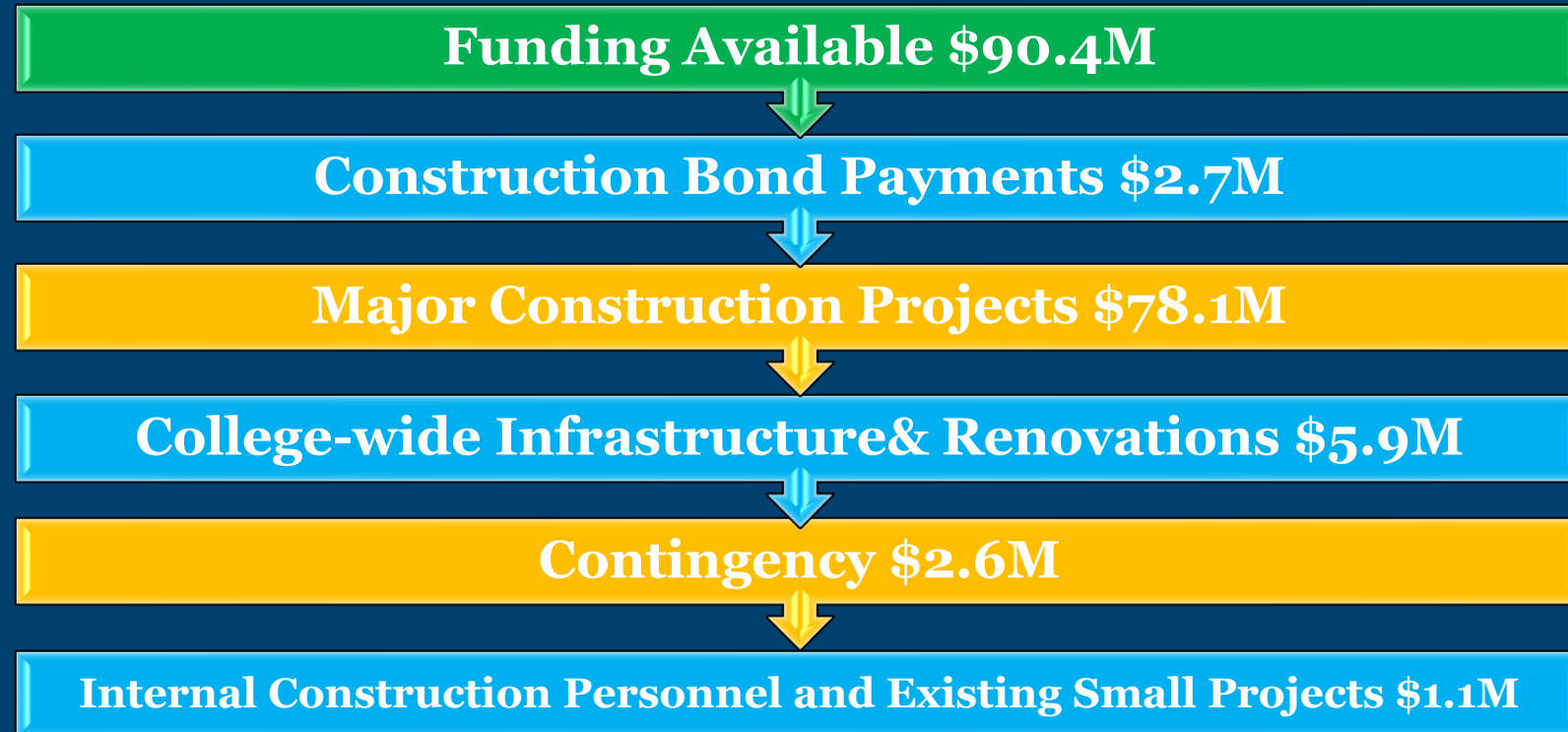
# FY 25/26 Budget Planning Timeline



Contingent Governor Approval. Presentation intended for BOT Workshop discussion.



# FY 2025-26 Capital Outlay Budget

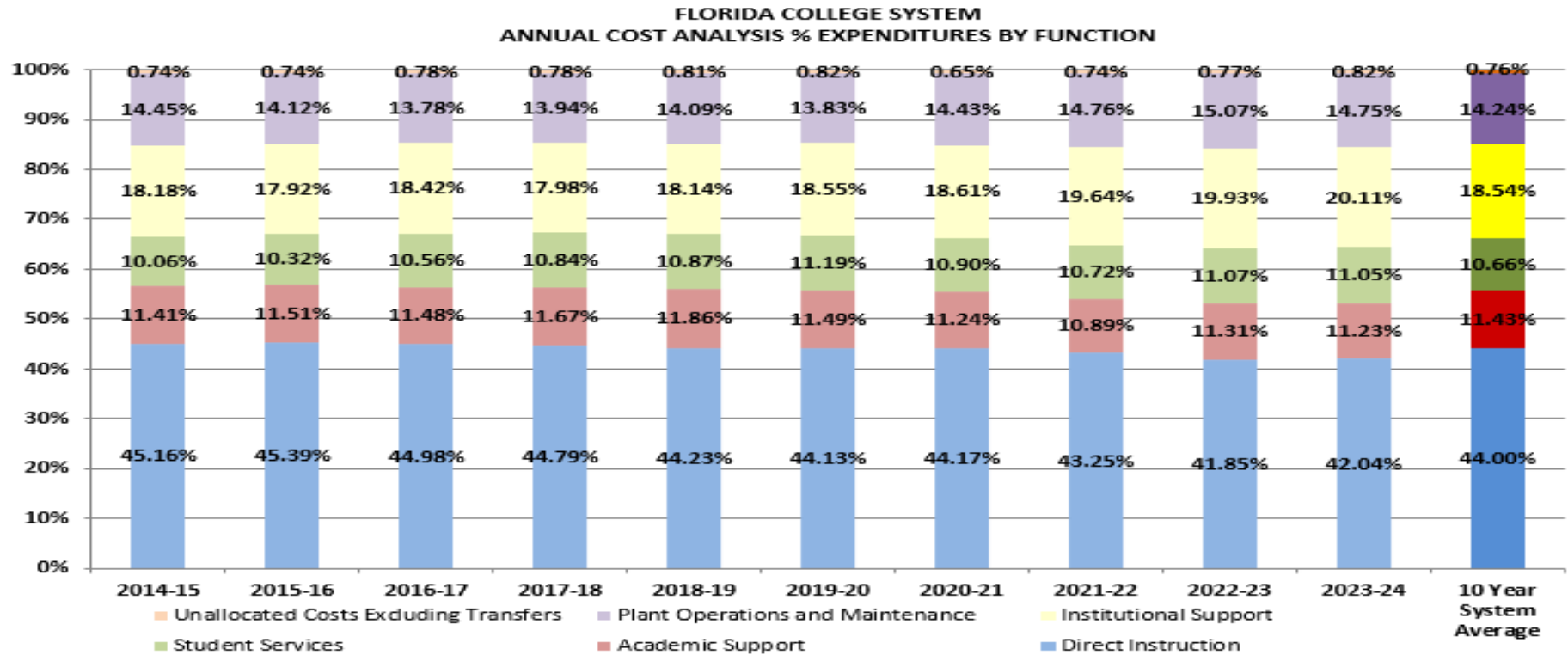




# Functional Expenditures/ FCS Benchmark



## Cost Analysis Expenditure by Function



[www.FLDOE.org](http://www.FLDOE.org)

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# Functional Expenditures/ FCS Benchmark

	FCS Average	FCS 2023-24	SPC FY 2024-25	SPC FY 2025-26
<b>Direct Instruction</b>	44%	42%	<b>40%</b>	<b>40%</b>
<b>Academic Support</b>	12%	11%	<b>16%</b>	<b>16%</b>
<b>Student Support</b>	11%	12%	<b>14%</b>	<b>14%</b>
<b>Institutional Support</b>	19%	20%	<b>18%</b>	<b>16%</b>
<b>Plant Operations</b>	14%	15%	<b>12%</b>	<b>14%</b>

	FCS Average	FCS 2023-24	SPC FY 2024-25	SPC FY 2025-26
<b>Instructional Functions</b>	67%	65%	<b>70%</b>	<b>70%</b>
<b>Administrative Functions</b>	33%	35%	<b>30%</b>	<b>30%</b>

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# Functional Expenditures/ FCS Benchmark

**Salaries & Benefits ( 500'S)**

**75%-85%**

**SPC 74%**

**Current Expenses (600's)**

**15%-25%**

**SPC 25%**

**Capital Expenses ( 700's)**

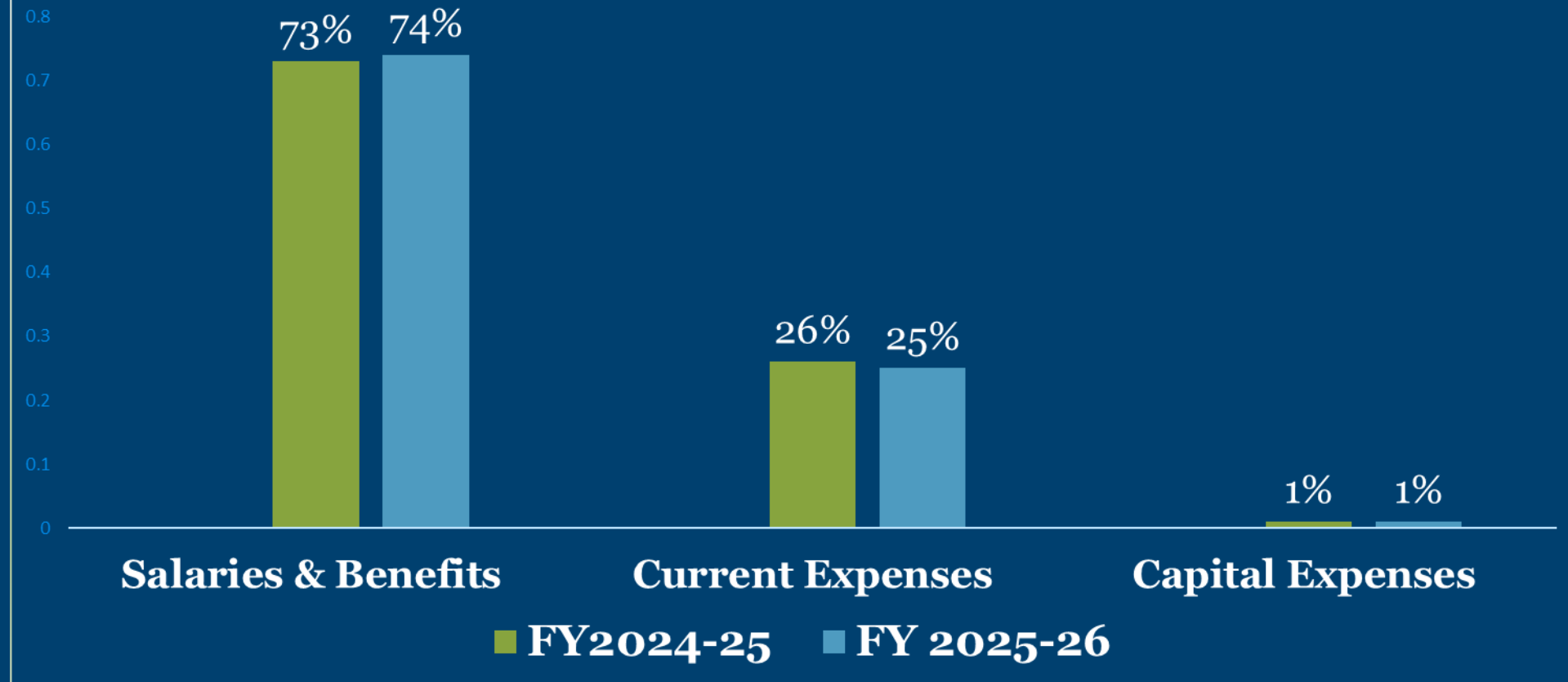
**1%-5%**

**SPC 1%**



# Analysis- Benchmark Categories

## Natural Classifications





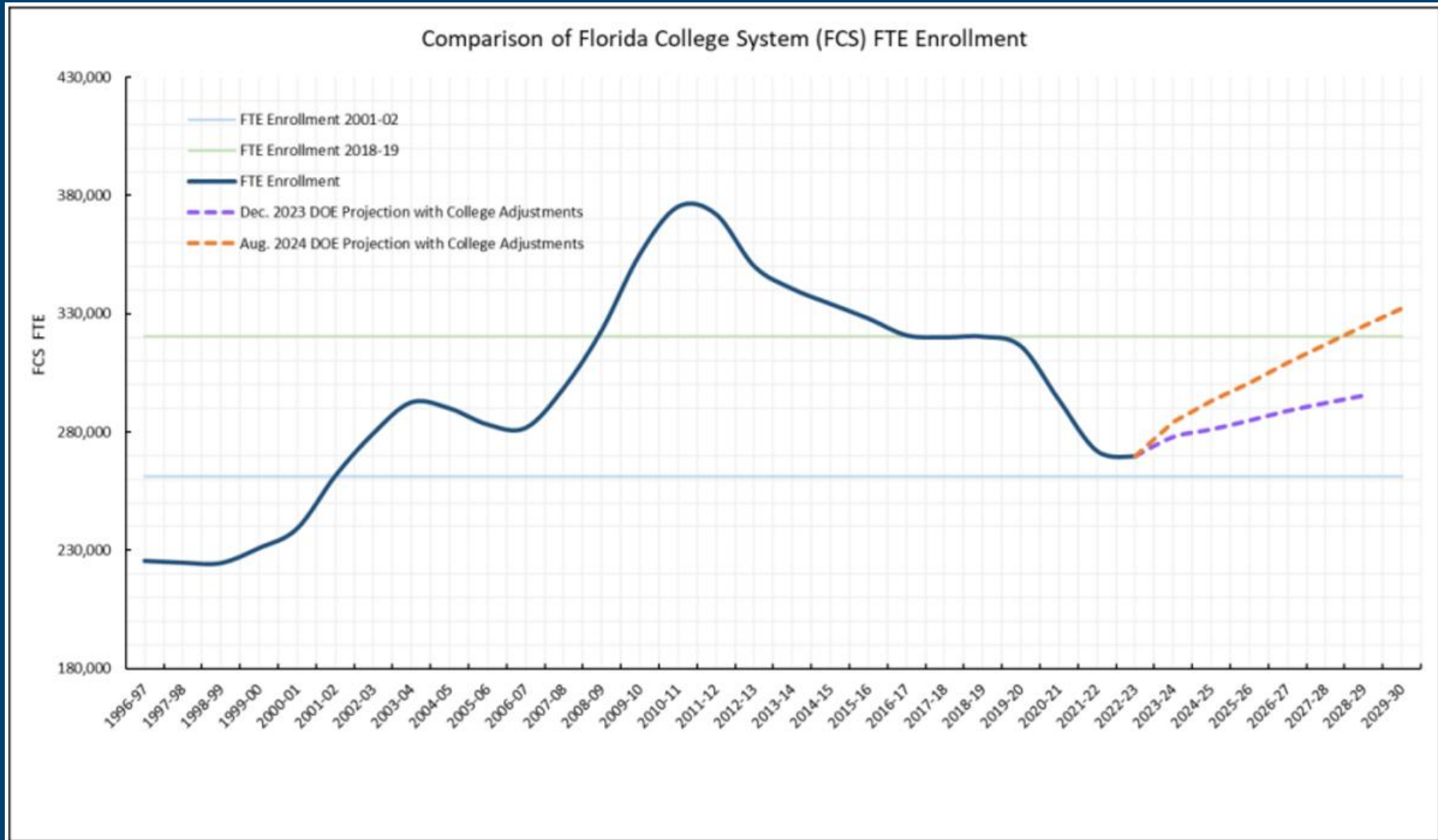


# Revenue FY 2025-26

Operating Budget	2024-2025 Budget	2025-2026 Budget Proposed	% of Change
<b>Revenue</b>			
Student Tuition & Fees	52,301,642	52,549,830	0%
State Funding	95,696,101	96,927,068	1%
Other Revenues	8,262,830	10,656,832	29%
Fund Transfers In	2,000,000	2,500,000	25%
Reserves (Transfers in ( 1013.841, F.S)	10,338,243	17,843,050	73%
<b>Total Revenue</b>	<b>168,598,816</b>	<b>180,476,780</b>	<b>7%</b>
Transfer in ( 1013.841, F.S) Includes PO rollover			



# Revenue FY 2025-26 Tuition and Fees



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# Revenue FY 2025-26 State Funding

Fund Type	FY23/24 Budget Base	FY 2024-25 Budget Base	FY 25-26 Senate	FY 25-26 House	Governor's Budget	Budget Conference	Final Approval	Year over Year Changes
State Appr - Florida College System	\$ 76,578,983	\$ 77,492,481	\$ 98,027,334.00	\$ 93,333,325.00	\$ 94,633,599.00			\$ 17,141,118
State Appr - FCS Applied Mental Health	\$ 386,940	\$ -					\$ -	\$ -
State Appr - Lottery	\$ 16,754,342	\$ 15,840,844						\$ (15,840,844)
Performance Funding	\$ 1,764,500	\$ 1,662,776	\$ 1,593,469	\$ 1,593,469	\$ 1,593,469			\$ (69,307)
New Nursing Funding	\$ 2,073,374	\$ 2,139,506	\$ 1,858,193	\$ 1,858,193	\$ 1,858,193			\$ (281,313)
Industry Certifications	\$ 700,000	\$ 700,000	\$ 700,000	\$ 700,000	\$ 700,000			\$ -
								\$ -
								\$ -
								\$ -
								\$ -
<b>Total</b>	<b>\$ 98,258,139</b>	<b>\$ 97,835,607</b>	<b>\$ 102,178,996</b>	<b>\$ 97,484,987</b>	<b>\$ 98,785,261</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 949,654</b>

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# Expenses FY 2025-26

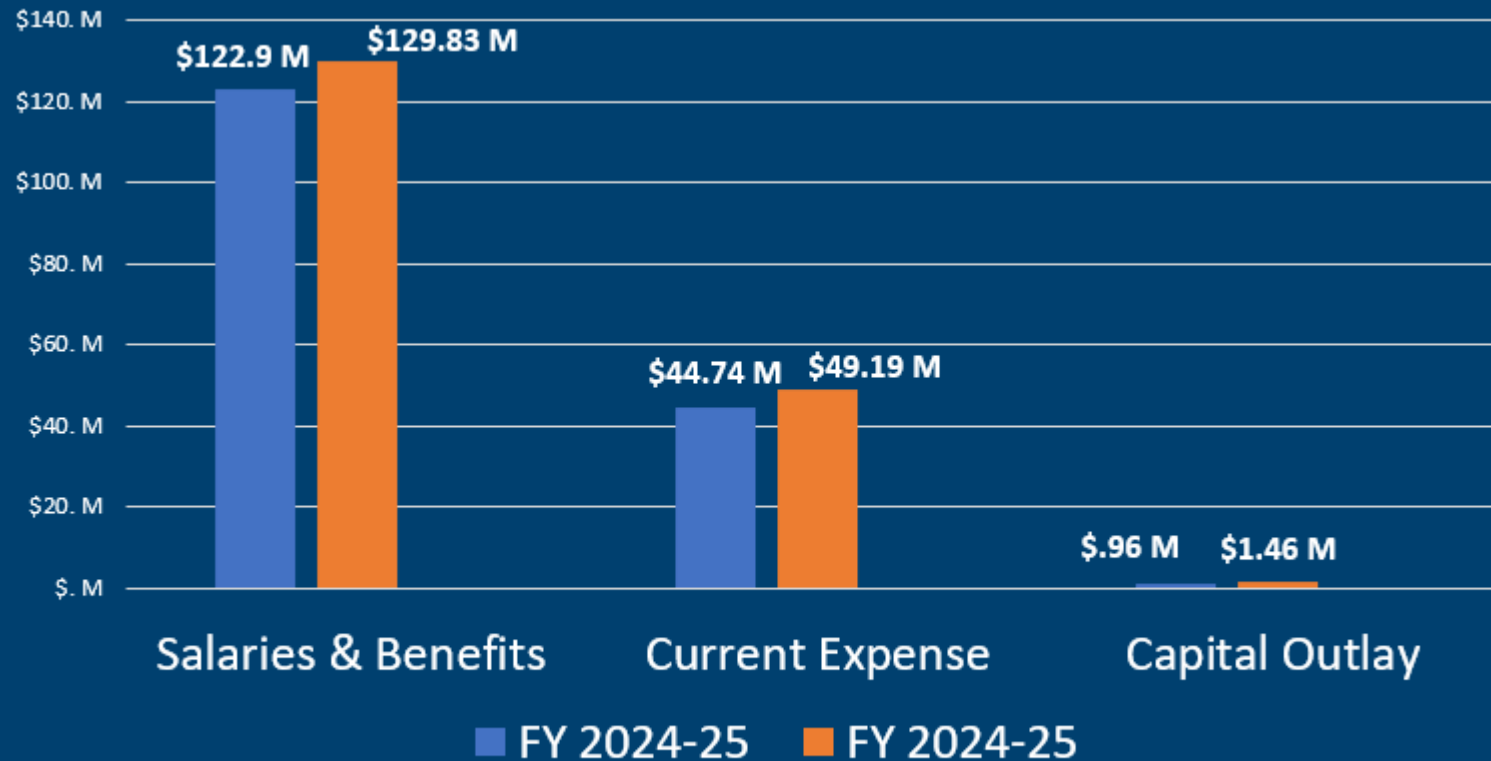
	2024-2025 Budget	2024-2025 Actuals Projection	2025-2026 Budget Proposed	YOY
Direct Instruction	59,705,036	59,680,037	65,861,073	10.3%
Academic Support	27,378,014	25,809,555	28,469,942	4.0%
Student Support	23,478,072	22,027,704	23,672,887	0.8%
<b>Instructional Functions</b>	<b>110,561,123</b>	<b>107,517,297</b>	<b>118,003,902</b>	<b>6.7%</b>
Institutional Support	30,284,417	28,825,261	31,708,252	4.7%
Physical Plant Operation and Maintenance	21,076,866	21,221,374	24,208,606	14.9%
Student Financial Assistance	2,412,847	2,404,267	2,344,329	-2.8%
Contingency, Transfers, etc.	4,263,562	1,436,889	4,211,691	-1.2%
<b>Administrative Functions</b>	<b>58,037,693</b>	<b>53,887,791</b>	<b>62,472,878</b>	<b>7.6%</b>
<b>Total Operating Expenses</b>	<b>168,598,816</b>	<b>161,405,088</b>	<b>180,476,780</b>	<b>7.0%</b>
<b>Balance</b>	<b>-</b>	<b>0</b>	<b>0</b>	

\*FY2025-26 excludes Net Pension adjustments.

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# College Wide Expenses FY 2025-26



Contingent Governor Approval. Presentation intended for BOT  
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# College Wide Expenses FY 2025-26

## Salaries and Benefits

***Salary Adjustments***

**FRS increases 1%**

**Health insurance  
increases by 10%**



# College Wide Expenses FY 2025-26

## Current Expenses

**Utilities  
increases  
~\$900K**

**Non-Health  
insurance  
increases  
~\$300K**

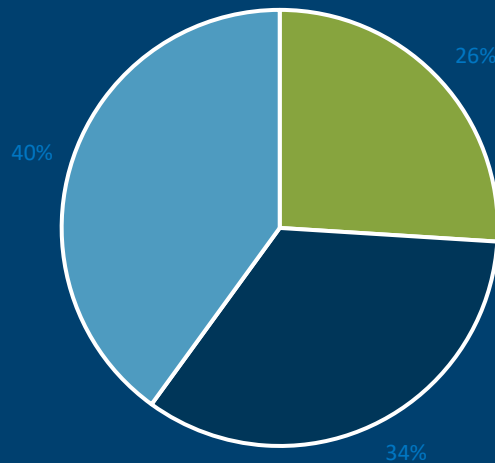
**Spending Plan  
\$7.96M**

**{ Transfer  
ERP System  
IT Refresh**



# Finance & Business Operations

Strategic Pillar Budget



■ Deliver Excellence in Teaching & Learning ■ Drive Economic Advancement  
■ Stengthen Our Community

## Key Budget Impacts:

- Improve administrative **processes & efficiency**
- Upgrade **safety** systems
- Invest in **employee development** & HR reporting
- Align budgets with **performance outcomes**
- Develop **facility KPIs** & maintenance metrics
- Advance **master plan & capital improvements**

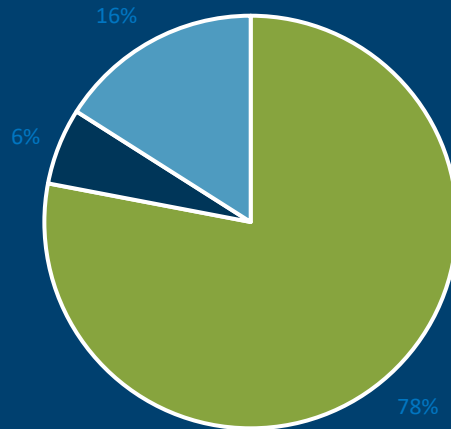




# Academic Affairs

## Key Budget Impacts:

Strategic Pillar Budget



■ Deliver Excellence in Teaching & Learning ■ Drive Economic Advancement  
■ Strengthen Our Community

- Remap all AAA plans for efficient student transfer and AS/BAS/BS programs into high value careers
- Revise course scheduling for improved student success and on-time graduation
- New academic programs in AI, Cardiopulmonary, and Digital Media, and program expansions to Midtown HLC accreditation transition
- Faculty professional development and training in AI, Canvas, and Engaged Learning
- Redesign courses and transition for Canvas Learning Management System
- Faculty Collective Bargaining Agreement implementation
- Introduction of SLS 1301 Career and Life Planning into Pinellas County Schools as a dual enrollment class
- First graduation class from SPC-STEM High School and Human Services BAS



# Questions?



# 2024-27 Strategic Plan Update

Ralph Reid, Executive Director, Strategic Execution



# Deliver Excellence in Teaching & Learning

Drive student achievement in programs of high value.



## Increase High-Value Program Enrollment

Increase enrollment in programs of high-value that result in high-wage jobs or efficient transfers to baccalaureate programs to 74% by the end of June 2027.



## Enhance Student Persistence

Increase first-time, full-time, student persistence to 80.5% by the end of June 2027.



## Boost Completion

Increase on-time, first-time, full-time, student graduation rate to 45% by the end of June 2027.



# Drive Economic Advancement

Ensure SPC graduates secure high-wage and in-demand jobs.



## Reduce Low-Value Programs

Decrease enrollment in low-value pathways by 93% by the end of June 2027.



## Deepen Corporate Partnerships

Cultivate meaningful corporate partnerships by transitioning 600 corporate relationships from Prospect, to Advocate, to Premier status by the end of June 2027.



## Maximize In-Demand Job Placement

Place 12,000 students into high wage jobs, clinicals, apprenticeships, or internships by the end of June 2027.



# Strengthen Our Community

Engage SPC students and employees as champions for community change.



## Foster Institutional Culture

Increase SPC employee retention rate to 90% by the end of June 2027.



## Engage Alumni

Increase percent of alumni who are engaged through financial giving to 3% by the end of June 2027.



## Elevate Pinellas

Connect with 16,529 disengaged community members to share the benefits of higher education by the end of June 2027.



# A Living Plan Rooted in Innovation and Efficiency

- The strategic plan is a living document, designed to evolve over time.
- Tactical adjustments will be made in response to:
  - College performance data and goal progress.
  - Changing workforce, student, and community needs.
  - Input from internal and external stakeholders.
- Emerging technologies and operational efficiencies are being embedded into strategy execution, including:
  - Use of AI, data analytics, and automation where appropriate.
  - Streamlined processes to support sustainability and scalability.
- The College remains nimble and future-ready, guided by measurable goals and a structured implementation framework.





# What's Ahead

- First status update on goal progress will be presented in Fall 2025.
- Updates will highlight:
  - Progress toward each of the nine strategic goals.
  - Key initiatives implemented to date.
  - Tactical adjustments informed by data and emerging trends.



## STRATEGIC PLAN 2024-27



DELIVER EXCELLENCE IN TEACHING & LEARNING	DRIVE ECONOMIC ADVANCEMENT	STRENGTHEN OUR COMMUNITY
<b>Drive student achievement in programs of high value.</b> <ul style="list-style-type: none"><li>• Increase High-Value Program Enrollment</li><li>• Enhance Student Persistence</li><li>• Boost Completion</li></ul>	<b>Ensure SPC graduates secure high-wage and in-demand jobs.</b> <ul style="list-style-type: none"><li>• Reduce Low-Value Programs</li><li>• Deepen Corporate Partnerships</li><li>• Maximize In-Demand Job Placement</li></ul>	<b>Engage SPC students and employees as champions for community change.</b> <ul style="list-style-type: none"><li>• Foster Institutional Culture</li><li>• Engage Alumni</li><li>• Elevate Pinellas</li></ul>





# General Counsel's Office

Strategic Pillar Budget



■ Dive Economic Advancement: Deepen Corporate Partnerships

□ Strengthen Our Community: Foster Institutional Culture

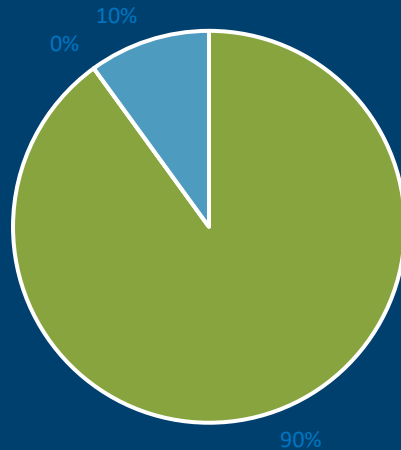
## Key Budget Impacts:

- **Property & Casualty Insurance Renewal Premium**
  - Assessment for FY25-26 Renewal Premium down over 6.9% from prior FY
- **External Legal Costs**
  - Labor relations
  - Facilities Master Plan
  - Uncertainty of legal claims
- **Technology**
  - Document Management system
  - BOT Rules and Procedures system



# Information Technology

Strategic Pillar Budget



■ Deliver Excellence in Teaching & Learning ■ Drive Economic Advancement  
■ Strengthen Our Community

## Key Investments:

### Excellence in Teaching & Learning

- Tech Refresh for Classrooms, Computer Labs
- New LMS (Canvas), Student Portal, AI bot development
- Digital Compliance for Accessibility
- ERP Maintenance

### Economic Advancement

- Constituent Relationship Management(CRM)
- Information Security Plan
- Workforce integrations to ERP

### Strengthen Our Community

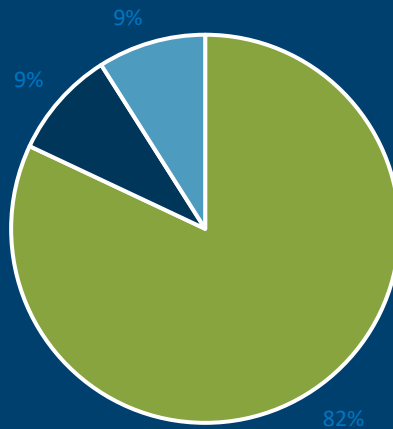
- Emergency Management Notification & Alert system
- Computers for public use (libraries)
- Tech Refresh for Digitorium, Music Center, Arts Auditorium



# Institutional Advancement

## Key Budget Impacts:

Strategic Pillar Budget



■ Deliver Excellence in Teaching & Learning ■ Drive Economic Advancement  
■ Strengthen Our Community

### Foundation

- Focus on new endowments to provide sustainability and predictable funding.

### Grants

- Identify new opportunities outside of federal and state grants.

### Marketing and Communications

- Utilizing segmented marketing approach to increase FRI (request for info)
- Key in on 100<sup>th</sup> Anniversary as a branding strategy.

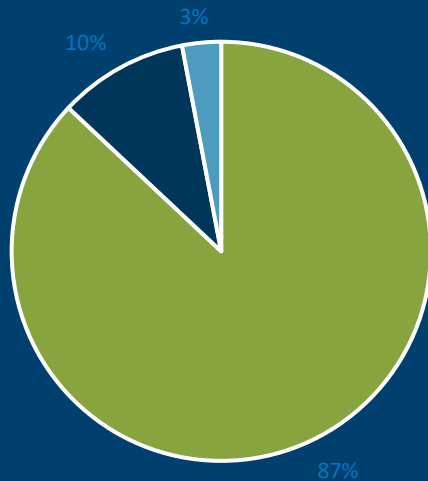


# Student Affairs

## Key Budget Impacts:

- **Focus on 2025 High School Graduates**
  - FREE POS 2041 scheduled to start after High School graduation
  - Face-to-Face to encourage a strong start
- **Promise Scholarship**
  - Fall 2024 expanded from 5 to 8 High Schools
  - +29% in enrollment from the 3 new Promise schools
- **Summer Enrollment Campaign**
  - 81% of 2024 Summer enrollment were current students
  - Proactive with our Marketing to current students
    - “Get Ahead This Summer: Earn credits faster, graduate sooner, and get closer to new opportunities”
    - Registration events on campus/call campaigns
    - Next steps for Spring Grads
    - Texting campaign to current students
    - Awarded Aid but not enrolled
- **Fall 2025: Back2Finish**

Strategic Pillar Budget

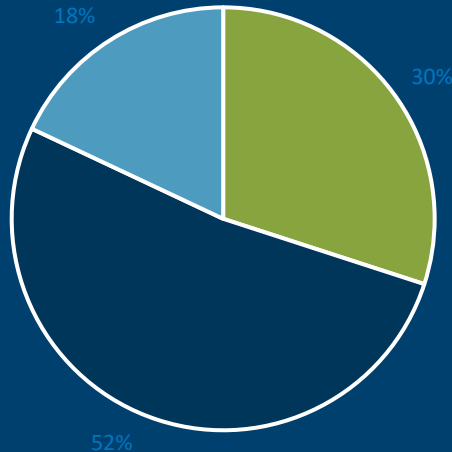


■ Deliver Excellence in Teaching & Learning ■ Drive Economic Advancement  
■ Strengthen Our Community



# Workforce

Strategic Pillar Budget



■ Deliver Excellence in Teaching & Learning ■ Drive Economic Advancement  
■ Strengthen Our Community

## Key Budget Impacts:

- Strengthen employer partnerships through contracts convenings, and sponsorships to ensure training programs align with industry needs
- Launch targeted marketing to engage to adult learners, career changers, and local employers
- Develop 8 new high-skill, high-wage programs in manufacturing, tech, and healthcare
- Leverage short-term training and community courses as on-ramps to academic pathways and to boost enrollment
- Collaborate with industry on internships, apprenticeships, and job payments
- Upgrade systems and equipment align with emerging technologies and student needs