**Full list of revenue generating ideas as of 9.6.13**

1. increase the number of tuition paying students (recruitment and retention)
2. increase the number of self-support courses and programs - **increase self-supported professional courses and certificates (credit and non-credit)**
3. expand services to other entities outside the University
4. **create centralized "one-stop" UM conference and event services office** - “one-stop shop” (one bill) for campus-wide conference and event services: from coordination through billing
5. Campus-wide scheduling system
6. **sell UM services and products to external clients** - enhance intellectual property i.e., lease or sell educational products created by UM
7. where are we drawing revenue currently and how much more can the buyer pay (price elasticity) and what will they pay for? Will work with Enrollment Management group to get information
8. retail market analysis
9. **create new summer programs** - summer programs: what do we do now e.g., Indians in Psych., FLBS summer program, Wilderness Distance program, Archeology Field Camp, Sports camps, Schwanke Summer Leadership program, TRIO summer programs, and Wild Rockies Field courses (create comprehensive list); how could we do these better, and what new programs should we offer?
10. Improve the system for how faculty members work for state agencies, so UM gets paid (include any overhead that’s being covered now by UM, not the affiliate)
11. online learning: **adopt new business models for online/blended learning**
12. non-credit opportunities
13. winter session and the spring semester link that might be a money loser
14. shortening winter session and developing a pre-summer session since commencement would be earlier
15. need for a different revenue and budget model for summer session
16. physically integrate Missoula College with Mountain Campus
17. Bitterroot College
18. **bundling classes with outdoor pursuits** e.g., fly-fishing with biology 101
19. air travel in and out of Missoula: decrease cost and increase flights
20. **create a self-support tourism/hospitality program**
21. continue to improve UM marketing: focus on “global audience” not just MT
22. analyze what services and programs we have now, decide what we want to have, and create a campus-wide plan/strategy and a system for making it happen
23. outsourcing/contracting services e.g., mail sorting, motor pool, etc…
24. **on-campus parking** - outsource parking management and change policy for 1st-year students living on campus
25. **“insourcing” services**/self-op e.g., vending, engraving, UC Market, etc…
26. testing services
27. international opportunities e.g., sites in China
28. Have alumni office coordinate with current students and faculty for fund-raising drives.
29. Solicit local private donors for faculty endowments.
30. I think there are opportunities for some additional certificate programs, online or otherwise. I know of one in particular would be an Accounting certificate. There are quite of few non-Accounting majors (Business, Marketing, Finance, etc.) that find out that a CPA designation can be very beneficial for their career. They are only missing the upper-level accounting credits and total credits to sit for the exam. I would think that there might be others as well.
31. Expand the number of WUE’s at Missoula College

Explanation: This past fall, the enrollment numbers at Missoula College fell approximately 330 from the prior year. If we were to market some of our programs to non-resident student (probably the more technical based programs) and offer WUE to a number of students we could increase the enrollment numbers at Missoula College – thus recovering some of the tuition revenue that was lost last year. Items that would need to be determined are:

* Is there demand from out-of–state students for the programs we have space in?
* Will the marginal cost of education be covered by the WUE tuition?
* Do the current Mountain Campus WUE GPA requirements have to be the same for the Missoula College?

1. Establish SELL as a degree granting College
2. Add the rebate we get from the ProCard, Land Grant Revenue, and interest earnings to the general fund pool
3. Increase self-support courses and programs and add new programs;
4. Attached to internationalization, I’d suggest self-supported non-credit opportunities should include cases where universities in other countries send students here who concurrently pay tuition back home and our rates (either out-of-state or self-support at a high level), earning continuing education credits here and getting degrees back home from their own schools; “bench fees”
5. Super-tuition (targeted tuition) for high-cost programs should be pursued (not just new ones, but a couple approved during the moratorium on that);
6. BCC might share with all its complete funding sources in one document, to ensure all are aware of actual costs/revenue (former Perkins dollars and adult education); and
7. Regarding summer and wintersessions, we should also envision them off-site (internationally) with students from partner universities abroad paying us to participate
8. **Change fee structure** - build in incentives for registration – deposits
9. **New sustainability initiatives** - go "landfill free"; create system for repurposing glass; generate, use, and sell renewable energy; natural gas buses and fueling station
10. **Corporate sponsorships for campus events** - may require "broker" - new position - and UMF