

## Generating Savings and Gaining Efficiency

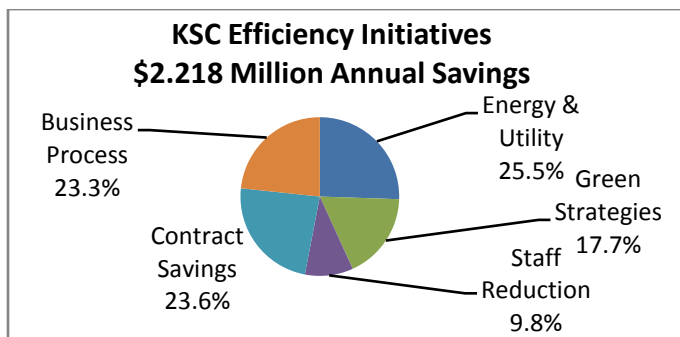
Products that are low-cost and high-value lead their industry. Keene State College provides both low cost and high value. Benchmarking the college with its comparators and competitors provides evidence supporting this claim.

### Efficiency Benchmarks

- Keene State's cost of attendance is below median among its top 20 competitors for both in-state and out-of-state students.
- Keene State spends 57 percent of its general operating resources on instructional activities—more than all but one of its comparator institutions, which spends the same.
- Keene State's total operating cost per full-time equivalent student is the lowest among a dozen peer institutions authorized by USNH for benchmarking quality and cost.

### Realigning Expenses and Creating Savings

All sectors of the economy are realigning expenses and efforts to create savings and achieve greater efficiency. Likewise, the Keene State College community has identified and enacted a number of cost-savings measures. These initiatives fall into five categories: energy and utilities, green strategies, electronic communications and business processing, contracting, and staffing.



### Energy and Utilities

- Through deregulated pricing and competitive bidding, the college locks in electricity prices when they are lowest. During the most recent price drop, the college purchased electricity through 2012 at a cost 16% below that of 2009, saving \$440,000 per year.
- The college's steam plant distributes heat to 75 percent of the campus' buildings, operating on fuel oil.
- Use of bio-fuel powered vehicles by the campus grounds crew cuts emissions and saves fuel and maintenance costs.
- A new data center provides a more secure server environment and results in savings of \$18,000 per year.



### Green Strategies

- A newly constructed co-generation heat plant will reduce energy costs by more than \$140,000 a year and cut greenhouse gas emissions by more than 500 metric tons a year.
- New water-saving shower heads will cut consumption by one million gallons, saving \$240,000 a year.
- LED lighting and new lamping throughout the residence halls, Spaulding Gymnasium, and the

Redfern Arts Center have reduced electrical consumption.

- Introduction of compostable containers and products and the college's Recycling on Campus (ROCKS) program save disposal and land-fill costs.



### Electronic Communications and Business Processing

- Smarter use of technology has resulted in time-savings and a reduction of printing, mailing and telecommunications costs.
- Credit card processing changes have eliminated \$250,000 in merchant costs.
- The college has educated staff to produce brailled music and math textbooks and is digitizing class presentations and notes that, together, save \$45,000 per year.
- The college has revised hiring search practices to create over \$34,000 in savings per year by grouping position announcements into single ads, posting more information online, limiting the number of candidates brought to campus, and making travel arrangements for candidates.

### Contracting

- Keene State strategically uses contractors to obtain management and other specialized services that reduce staff costs.
- Custodial services have been reduced in administrative areas to three times per week, generating \$43,000 in savings.
- Modification of the dining services management contract created \$225,000 of savings per year.
- Revision of contracted networking equipment maintenance services saved \$85,000 per year.

- Alteration of the transportation contract for athletics and academic field trips saved \$15,000 per year.
- Changes to the shipping and freight contract saved \$15,000 per year.
- Modification of the learning management systems contract to increase functionality for students and faculty saved \$80,000.

### Staffing

- All vacant positions are evaluated for opportunities to meet emerging needs, consolidate with other positions, and ensure salary competitiveness.
- Consolidation of management of book store, mail, and printing services has saved \$85,000.
- Elimination of low-revenue hours from book store operations has saved \$20,000.
- Consolidation of residential assistant positions has saved \$76,000 per year.
- Elimination of contract lighting services in the Lloyd P. Young Student Center has saved \$14,000 per year.

### National Recognition

- Keene State named a Green College by the *Princeton Review*.
- New Keene State residential building recognized with Leadership in Energy and Environmental Design (LEED) Silver Certification by the U.S. Green Building Council, and with an Outstanding Design Award from the magazine *American School and University*.
- David F. Putnam Science Center recognized with an Honor Award by the American Institute of Architects – New Hampshire.

