SONOMA STATE UNIVERSITY

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March 31, 2026

Christopher Oberg
Vice President, WASC Senior College and University Commission

Dear Vice President Oberg:

In response to the February 27, 2026 WSCUC Action Letter, Sonoma State University submits this Progress Report addressing two areas: (A) fall and spring enrollments, including budget compared with actual results; and (B) year-to-date financial results.

(A) <u>Fall and Spring Enrollments</u>

Sonoma State establishes a budgeted headcount for each academic year (AY) which is the average of fall and spring semesters. Table 1 displays the actual headcount for AY 2025-26. The actual headcount exceeded the budgeted headcount by 406 students (nearly 9%).

Table 1. Budget to Actual Headcount for Academic Year 2025-26.

	Fall 2025	Spring 2026	AY 2025-26
Budget			4,680
Actual	5,000	5,172	5,086

<u>Enrollment Growth Strategies</u>

Over the past two years, Sonoma State has demonstrated a commitment to enrollment recovery through several efforts and strategies.

- <u>Dual Enrollment Programs</u>: These partnerships with local and regional high schools have grown rapidly over the past two years and are expected to expand further. In Spring 2026, 457 high school students participated in our dual enrollment programs at nine high schools (an increase of 152% from 181 students last spring). We expect this effort to continue to grow into 2026-27, with 19 high schools participating and an estimated 750-1000 students enrolled by 2027. Sonoma State plans to contract with DualEnroll, an educational technology firm, to provide cloud-based support for the enrollment and maintenance of this growing effort.

- <u>Prospect Lead Partnerships</u>: SSU has contracted with five educational technology companies to increase our prospect pool in Slate. Niche, Encoura, CollegeVine, EdVisorly, and Deloitte are all supporting our efforts to rebuild our connection with students and their families while providing valuable data analytics and simplifying the search process to help identify Sonoma State as an attractive option for both first-year, first-time, and transfer students. Over the past six months, our prospect pool rebuild has grown to over 48K new prospects interested in entering college for the 2026 - 2028 admission cycles.

- Guaranteed Admissions: SSU has secured 23 admissions partnerships (16 high schools & 7 California Community Colleges) since 2022. Eleven of these partnerships were established in the 2025/26 academic year, including agreements with four of five Lake County high school districts, Visalia Unified, and American River College in Sacramento County. These out-of-region partnerships are strengthening Sonoma State's connections with prospects outside its regional service areas. We are currently working on agreements with the fifth Lake County high school district along with two out-of-area California Community Colleges in Placer and Sacramento County (Sierra College and Folsom Lake College).

- International and Out-of-State Recruitment: In response to challenges international students face in securing visas, Sonoma State is focusing on recruiting international students already enrolled at local and regional community colleges. In Fall 2025, new international student enrollment more than doubled, from 7 to 19. Sonoma State has also begun to extend recruitment outside of California for Fall 2026 prospects, and is focusing on qualified Western University Exchange (WUE) students from Nevada, Oregon, Washington, Arizona, and Colorado.

(B) Year-to-Date Financial Results

Year-to-date financial results for the Campus Operating Fund are provided in Table 2. These results represent the most recent accounting period, which ended on February 28, 2026.

Table 2. Year-to-Date Financial Report

	Current Budget	**Actuals as of February 28, 2026**	**Balance Available**	**% Balance**
Revenues				
State Appropriation	89,667,518	64,014,585	-25,652,933	71%
Tuition and Fees	31,301,611	31,354,699	53,088	100%
Cost Recovery	17,183,207	14,000,963	-3,182,244	81%
Other Revenues	230,511	190,409	-40,102	83%
Total	**$138,382,847**	**$109,560,656**	**-$28,822,191**	**79%**
Expenses				

Salaries and Wages	71,814,022	47,965,159	23,848,863	67%
Benefits	36,819,149	26,137,967	10,681,181	71%
Supplies, Services and Other Expenses	52,842,867	17,235,374	35,607,492	33%
Student Financial Aid	8,805,790	9,453,199	-647,409	107%
Total	**$170,281,828**	**$100,791,701**	**$69,490,127**	**59%**
Net Transfers				
Transfers In	5,009,316	5,597,794	588,478	112%
Transfers Out	169,794	602,359	-432,565	355%
Total	**$4,839,522**	**$4,995,435**	**$155,912**	**103%**
Net Financial Activity	**-$27,059,459**	**$13,764,390**	**$40,823,849**	

The campus has a balanced budget for the 2025–2026 academic year, along with an additional $27,059,459 in prior-year fund balance held in designated balances and reserves, which is reflected as allocations within expense lines. As of the February close, the Campus Operating Fund has collected 80% of budgeted revenue. Based on Q2 projections prepared by the University Budget and Resource Planning Office, the campus is on track to meet its revenue target.

As of February 28, Salaries and Wages and Benefits are trending on target for this point in the year and are projected to end at or slightly under budget. The Supplies and Services category is currently at 33% of budget expended, reflecting the inclusion of reserves and prior-year balances in this category. It is anticipated that some current-year spending will draw on these prior-year balances and reserves; however, a remaining balance is still expected at fiscal-year end. The Student Financial Aid category is currently overspent as part of the campus's strategic enrollment management efforts. Transfers In and Transfers Out reflect the movement of funds between campus accounts, including transactions between Sonoma State and the Chancellor's Office or other CSU campuses.

Overall, the campus is projected to make planned expenditures from prior-year balances before fiscal year-end, particularly those funds provided by the Chancellor's Office for specific initiatives. As a result, the campus is expected to close the fiscal year with a slightly lower available balance than in the prior year. Planned expenditures from designated funds include investments in program teach-out, health and wellness programming, and program marketing. After accounting for these expenditures, the campus will continue to contribute to central reserve categories, despite a year-over-year decrease in the overall available balance.

On behalf of Sonoma State, I thank the Commission for its continued attention and guidance in the review process.

Sincerely,

Stacey J. Bosick
Interim Provost and Accreditation Liaison Officer

c: Michael E. Spagna, President
Jennifer Lillig, Associate Vice President for Academic Affairs