

# View from a small institution

University of Rhode Island  
Rick Rhodes

*1000 sq miles  
1 million people*

NEED Regional Meeting, 3/18/2013

San Antonio, TX

*"ditto"*

*face*

# Organizationally

- We have unique structures

# Truth in advertising

- Big-small: makes no difference
- Same drivers, forces, disruptive technologies

# Observations

- RI is the canary in the coal mine
- Things we've done
  - ✓ – Closed county offices
  - ✓ – Closed farms
  - ✓ – Consolidated faculty and staff in <sup>2</sup> regional offices
  - ✓ – Promoted entrepreneurship with CE staff - *grant writing camp*
  - ✓ – Concentrate on things we control –

# What don't we control?

- State budget - *10% of revenues, no limit in state (about half do)*
- Federal budget
- Consider:
  - \$1,000,000 in 1983 = \$494,782 in 2013
  - \$1,000,000 in 1983 has same buying power as \$2,312,048 in 2013

Rhetorical questions: Anybody see formula funds double in past 30 years? Ditto for state funds?

*How do we way to fund CE if we could redo it?*

# Some control

- Grants and contracts
- Gifts

# More control

- Fee for service - *increases willing to pay*
- Key is providing services that meet consumer or stakeholder needs
- Remember the Rolling Stones...

*You can't always get what you want -  
what do you need? Listen to stakeholders.  
Key to our success*

# We control

- The process
  - Creation
  - Delivery
- The quality of our product
- The value proposition

*Need to prune "the garden" (Genus)*





# The Challenge

- The capture of the value and the development of a sustainable economic model