# Annual Report from the HEUG for 2019

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# Letter from the President

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 It is my honor and privilege to present the Higher Education
 Annual Report for 2019.

As we look forward to what the new decade has to offer, I would also like to take a brief look at what the HEUG Board and overall organization worked on over the past year to help move us forward.

2019 saw the establishment of the Global Council, which is made up of volunteers from across the planet with the focus on identifying opportunities and shared "pain points" from member institutions outside of the United States.

We also rolled out new tools to help better track engagement as well as connect our members to volunteer opportunities across the organization.

The HEUG continues the process of internally reviewing our organizational structures and

adjusting them as appropriate. We approved the reduction of the overall size of the HEUG Board from 24 to 16 members in order to remain more agile. We also implemented a new election approach to allow greater flexibility in recruiting members with targeted skillsets and backgrounds in order maintain a diverse and strategic Board of Directors.

More information on these items can be found in the rest of this annual report, and I encourage you to peruse through the entire report when you have a moment.

As I close out my first year as President, I want to thank all of the volunteers and support staff that have helped make 2019 such a wonderful and accomplished year. We have a lot of work moving forward, and I could not ask for a better group with which to face these challenges.

And lastly, to all of you, our HEUG members, THANK YOU for your continued support and engagement. The HEUG is only as powerful and successful as our membership. We need to continue to evolve to meet your and your organization's needs, and we can only do that with your continued engagement and feedback. We all have areas we can improve upon, so please let us know what you feel the HEUG of 2020 and beyond should look like.

Thank you for the opportunity to serve and support you over the last year and I look forward to working with you over the new decade!

Jason Wenrick
HEUG President



Jason Wenrick

HEUG PRESIDENT

CALIFORNIA STATE UNIVERSITY

CHANCELLOR'S OFFICE

PRESIDENT 2018-2021

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# Letter from the Executive Director

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• Dear HEUG Members & Friends,

I am honored to represent the Higher Education User group in my new role as Acting Executive Director. I hope you all are feeling full of pride as you read this letter. Together we accomplished so much in 2019. Thank you to all of you who have volunteered, served on the Board, Advisory Group, Committee, or Work Group, presented at one of our many conferences across the globe, helped a fellow member online through a community post, hosted a webinar and devoted your time and energy into this great organization. We couldn't do it without our members, and you all are truly appreciated.

2019 was truly a year of transition and growth for the HEUG! The HEUG Board of Directors has been hard at work and had some amazing accomplishments this year:

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#### New Leadership.

First, we welcomed a new President, Jason Wenrick. Jason has done a tremendous job of leading the organization and keeping us on track during this time of transformation.

Governance. The HEUG board made significant changes in the governance structure of the organization updating the bylaws and standing orders. The focus of these changes is around the size and composition of the board, skillsets and recruitment through the Nominations and Elections Committee and finally the creation of the Global Council. Strategic Partnerships. The board has set strong priority in the last year to continue to strengthen our strategic partnerships. We have been able to offer our members wider access to educational webinars through our QUEST and the Health Care Industry User Group partnerships. Discounted membership to The Tambellini Group as well as free access to their podcast. Lastly, we have some exciting opportunities in the works with EDUCAUSE, be on the lookout for more information to come on this. International Focus & Growth. The Global Council charge is to focus on our Non-United States member needs, opportunities and shared difficulties. Giving our international constituents a united voice and focused advocacy.

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I also have the great honor of leading the HEUG Support team and wanted to take some time to showcase the team's hard work and dedication throughout this year. This the team tackled some big projects to continue to strengthen the organization and focus on our membership needs. Some of our standout accomplishments are:

- Implemented a new volunteer management platform to capture all our volunteer opportunities and establish a simple process for engaging volunteers. Take some time and opt-in to the volunteer pool today: https://volunteer.heug.org/home
- Provided all planning and support for the Alliance Conference, 6 US Regional Conferences, 5 International Conferences, 6 Board and Executive Meetings and Committee meetings around the world.
- Continued to streamline membership tracking and renewals, exceeding the revenue goal by 103% and maintain a renewal retention rate of 98%.
- Implemented a new marketing automation platform, allowing us to better communicate with our membership increasing engagement and awareness on HEUG offerings.
- Reviewed and implemented cost-saving systems, rolling out Zoom for the Board of Directors, Advisory Groups and Committees.



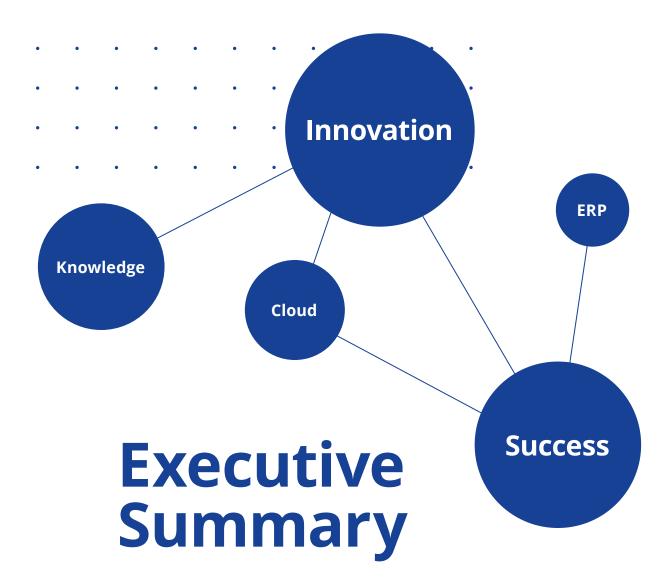
Brittany Moon

ACTING EXECUTIVE DIRECTOR

HIGHER LOGIC

I hope you find the rest of the annual report informative and worthwhile and I look forward to the new set of opportunities in 2020!

Brittany Moon
HEUG Acting Executive Director



The Higher Education User Group was formed around the need to improve and enhance the core PeopleSoft applications that all member institutions have in common.

Now with mature ERP applications and the pervasiveness of "all things cloud" in the IT space our Institutions are being called upon to integrate sustainable development into their organizations. Similarly, the HEUG is challenged with

evolving the organization to continue to provide value to our member institutions.

With changing technology landscapes, the ERP system is no longer the center of the IT universe on our campuses. The HEUG Board in the past year has focused on and will continue to focus on the fast approaching changes to help our members implement the numerous drivers, barriers and best practices for sustainability.

#### **Board of Directors**

### 2019 HEUG Board & Executive Board Meetings



Executive Meeting January 10-11, 2019 New Orleans, LA



Executive Meeting May 23-24, 2019 Montreal, CA



Board Meeting July 18-19, 2019 Philadelphia, PA



Executive Meeting September 3-4, 2019 Baltimore, MD



Executive Meeting
December 10-11, 2019
Mexico City, Mexico



Board Meeting December 10-11, 2019 Mexico City, Mexico

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#### 2019 Highlights

#### Online Conferencing Platform.

A switch from GoToMeeting to Zoom for online conferencing and webinars services better fit the needs of the Board and Advisory Group Members; as well created a cost savings of over \$15,000 annually.

#### Email Marketing System.

The Implementation of a new email marketing system, Informz, allows the HEUG to track metrics. These metrics will provide data to help create and target more desired content for our members.

#### Volunteer Module.

The implementation of the Volunteer Module is to provide more engagement opportunities to our members. This is a separate system working with the HEUG platform to create a user-friendly sign up.

#### Advisory Group Reorganization.

The Advisory Groups (AGs) are one of the primary ways the HEUG, from its inception, has provided value to our members. Over the past year your AG communities worked furiously on initiatives to provide more content and interactions with you the members. Their main objective is to provide members a platform of shared experiences, networking, and the opportunity to accelerate the business value of your higher ed solutions. The AGs have continued to develop and present webinars, publish news articles, blogs and success stores as well as keeping you updated in the rapidly changing product landscape.

#### 2019 Highlights

#### Global Council.

The HEUG continues to strive to assist its member institutions around the world through education and advocacy.

Continuing this effort, the HEUG's organizational structure took effect to create the "HEUG Global Council". This structure will report to the HEUG Board and is committed to providing non-USA based HEUG member institutions a coordinating platform to share their perspectives, ideas, regional opportunities, issues and concerns regarding their primary information system partners with both the global HEUG Board as well as the broader HEUG community.

#### Cloud.

The past twelve months have brought several important developments in the area of cloud applications and the HEUG has taken a two-pronged approach to the new direction.

First, the Oracle Human Capital Management (HCM) and Enterprise Resource Planning (ERP) systems are maturing with more and more schools starting and completing their implementations. In July 2019, the HEUG Board approved a new Advisory Group to focus on Cloud HCM and ERP in recognition of this growth.

This team consists of seven members from:

- Boise State University
- Pittsburg State University
- Rutgers University
- University of California, Los Angeles
- University of Derby, UK
- · University of Wyoming

2019 Highlights Student Cloud Working Group. The Advisory Group has monthly calls for those who are implementing Cloud products or are live. These presentation recordings are posted to the HEUG website. In addition, the Advisory Group has opened dialog with Oracle development and operations executives to advocate for the needs of higher education. In addition to the work on HCM and ERP, a group from the HEUG lead by Butler University and the University of Wisconsin Madison, have been partnering with Oracle as Early Adopters for both Student Financial Planning and Student Management. There have been tremendous strides in the last year with both Butler and Wisconsin going live on these systems. Representatives from Butler and Wisconsin lead the Student Cloud Working Group (SCWG), which is comprised of members of HEUG Advisory Groups who also participate on Oracle Student Cloud Focus Groups. They work directly with Oracle to help with the development of new functionality for Oracle Student Cloud. By serving on Advisory Groups at the same time they are able to channel information, design ideas, and questions back to the HEUG community. The SCWG member schools are: **Butler University** Lone Star College Northern Illinois University Ryerson University, CAN Texas Christian University University of Cambridge, UK University of Derby, UK University of Michigan University of Newcastle, AUS University of Wisconsin Madison



# 2019 Events

# Creating diverse geographical events for our members.

The HEUG wants members to connect and build relationships through events regionally.

# Alliance 2019

#### March 3 - 6, 2019 Lake Buena Vista, Florida

Alliance 2019 was another great accomplishment in a long line of successful conferences. The conference was located at the Walt Disney World Swan and Dolphin hotels in Lake Buena Vista, Florida over the first week of March.

The HEUG Advisory Group Summit takes place over the two days leading into the conference. It is an annual gathering of all Advisory Group (AG) members and Oracle Strategists to create a strategic plan for the year. In 2019 for the first time, we extended the Advisory Group Summit, adding a debrief in the afternoon of the last day of the conference to gather feedback and improve our strategy and tactics.

Alliance continued its success in being the HEUG's global conference with attendees representing 19 countries. New this year was Innovation Alley where attendees could stop by, in-between sessions, and see short peer demos in action, as well as our, continued Meet the Expert and Stop & Share sessions.

To start our opening night, we extended the happy hour to allow attendees more quality time visiting with sponsors. We changed things up for the opening night ceremony by foregoing a keynote speaker and bringing in the Water Coolers who dispersed their comedic routines (based on a theme of working in higher education) throughout the ceremony.

The closing night ceremony, planned as an outdoor party on the beach at Disney's Yacht Club, was moved inside to the Yacht Club Convention Center due to inclement weather. Moving the event inside did not dampen the spirit of the closing night even. Attendees were welcomed into the convention center by the music of The Tropicals, a steel drum group. The rest of the evening was followed by lively music and dancing with the Land Sharks, a beach band, who played various songs in tribute to Jimmy Buffet and the Beach Boys as well as many other popular tunes. The food, the drinks and the atmosphere were amazing!

#### **Alliance 2019**

3,410 Attendees

Total # of Attendees

**366 Institutions** 

# of institutions/organizations represented (excluding exhibitors)

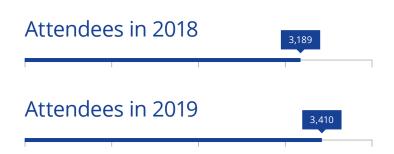
19 Countries

# of countries/states represented (excluding exhibitors)

**428 Sessions** 

# of presentations (excluding Conference Activites)

# 7% Attendance Increase





#### Alliance 2019

#### **Conference Team**



Cathy Thompson
Conference Chair
University of Florida



Jason Koziara
Program Chair
DePaul University



Jane Baratta
Past Conference Chair
Western University

Stu Churchill-Hoyer Sandy Blackwell Jane Broad Dan Youngblood Buddy Combs Nanci Regehr Scott Balthazor

Scott Balthazor
Brittany Moon
Sarah Bryan
Erica Allen
Carol Valora
Lizda Samayoa
Hillary Chambers

Amy Ewing Tom Chambers Jordan Lawsdon Meg Parks

Michelle Goytia

Cloud, University of Wisconsin – Madison CPE Coordinator, State of Tennessee

HEUG Board President, University of Glasgow HEUG Board VP of Finance, Indiana University

AG Summit/HEUG Board VP of Product, Kentucky Comm. & Tech. College Sys HEUG Board Director Vendor Relations, Maricopa Community College District

Executive Director, Higher Logic

Deputy Executive Director, Higher Logic
Membership Coordinator, Higher Logic

Director of Meetings and Events, Higher Logic

Meetings Manager, Higher Logic Meetings Manager, Higher Logic Meetings Coordinator, Higher Logic Meetings Coordinator, Higher Logic

Creative Designer/Developer, Higher Logic

Vendor Sales, Higher Logic

Freeman AV Freeman

#### Regional Events

The Higher Education User Group recognizes that our members continue to want to work with other members that are geographically close to them and face similar issues.

#### Asia Region

Asia Alliance April 29-30, 2019 Suntec City, Singapore

#### **EMEA Region**

EMEA Alliance October 22-23, 2019 Amsterdam, the Netherlands

#### Australia Region

Alliance Down Under June 12-14, 2019 Brisbane, Queensland, Australia

#### Canada Region

Canada Alliance November 4-6, 2019 Hamilton, Ontario, Canada

#### South Africa Region

Southern African Alliance July 3-5, 2019 Cape Town, South Africa

#### South America Region

Latin America Alliance

#### North America - South Central Region

SCHRUG July 22-23, 2019 Richardson, Texas, USA

#### North America - South East Region

SEARUG October 3-4, 2019 Tallahassee, Florida, USA

#### North America - North West Region

NWHEUG August 5-6, 2019 Spokane, Washington, USA

#### North America - Mid West Region

MIDHEUG October 10-11, 2019 Downers Grove, Illinois, USA

#### North America - North East Region

NERUG September 23-24, 2019 Frederick, Maryland, USA

#### North America - South West Region

SWHEUG November 4-5, 2019 Anaheim, California, USA



**144 Attendees** 

Total # of Attendees

#### 9 Countries

# of countries/states represented (excluding exhibitors)

#### **26 Institutions**

# of institutions/organizations represented (excluding exhibitors)

31 Sessions

# of presentations (excluding Conference Activites) April 29-30, 2019

#### Asia Alliance Suntec City, Singapore

Derry Fong Conference Chair The Hong Kong University of Science and Technology

John Hui Program Chair City University of Hong Kong



June 12-14, 2019

#### Alliance Down Under

Brisbane, Queensland, Australia

> John Reed Conference Chair University of New South Wales

> > Mark Erickson Past Conference Chair University of Queensland

> > > Clinton Lamont Program Chair Griffith University

#### 234 Attendees

Total # of Attendees

#### **5 Countries**

# of countries/states represented (excluding exhibitors)

#### **26 Institutions**

# of institutions/organizations represented (excluding exhibitors)

#### **74 Sessions**

# of presentations (excluding Conference Activites)



#### **209 Attendees**

Total # of Attendees

#### **4 Countries**

# of countries/states represented (excluding exhibitors)

#### **10 Institutions**

# of institutions/organizations represented (excluding exhibitors)

#### **58 Sessions**

# of presentations
(excluding Conference Activites)

July 3-5, 2019

## Southern African Cape Town, South Africa

Nimrod Noruwana Conference Chair University of Cape Town

Sean Bester Programme Chair University of Cape Town

Paul Steenkamp Assistant Programme Chair University of Cape Town

Reginald Hiscock
Past Conference Chair
University of the Free State



October 22-23, 2019

#### EMEA Alliance Amsterdam, the Netherlands

Carolien ten Oever Conference Chair Univeristy of Amsterdam

Steve Smith Programme Chair University of Cambridge

Phil Sugden Past Conference Chair University of Derby

#### 175 Attendees

Total # of Attendees

#### **7 Countries**

# of countries/states represented (excluding exhibitors)

#### 23 Institutions

# of institutions/organizations represented (excluding exhibitors)

#### **38 Sessions**

# of presentations (excluding Conference Activites)



#### **306 Attendees**

Total # of Attendees

#### **3 Countries**

# of countries/states represented (excluding exhibitors)

#### 32 Institutions

# of institutions/organizations represented (excluding exhibitors)

#### **53 Sessions**

# of presentations (excluding Conference Activites) November 4-6, 2019

#### Canada Alliance Hamilton, Ontario, Canada

Sophia Holness Conference Chair McMaster University

Jane Baratta Conference Co-Chair, Western University

Doris McGuire, Program Chair McMaster University



July 22-23, 2019

#### SCHRUG Richardson, Texas, USA

Reda Bernoussi Conference Chair UT Dallas

Charita Hampton
Program Chair
University of Houston System

Bete Su Williams Past Conference Chair University of Texas HSC at Houston

#### 239 Attendees

Total # of Attendee:

#### 4 States

# of countries/states represented (excluding exhibitors)

#### **26 Institutions**

# of institutions/organizations represented (excluding exhibitors)

#### **58 Sessions**

# of presentations (excluding Conference Activites)



**155 Attendees** 

Total # of Attendees

<sup>.</sup> 5 States

# of countries/states represented
• (excluding exhibitors)

18 Institutions

# of institutions/organizations represented (excluding exhibitors)

59 Sessions

# of presentations (excluding Conference Activites)

August 5-6, 2019

#### **NWHEUG**

Spokane, Washington, USA

Kathleen Campbell Conference Chair University of Puget Sound

William Culey Conference Co-Chair Washington State University

Colleen Johnson Immediate Past Chair University of Wisconsin



September 23-24, 2019

#### NERUG Frederick, Maryland, USA

Chris Kennedy Conference Chair Coppin

#### **89 Attendees**

Total # of Attendees

#### 9 States

# of countries/states represented (excluding exhibitors)

#### 21 Institutions

# of institutions/organizations represented (excluding exhibitors)

#### 38 Sessions

# of presentations (excluding Conference Activites)



#### **164 Attendees**

Total # of Attendees

#### 6 States

# of countries/states represented (excluding exhibitors)

#### **14 Institutions**

# of institutions/organizations represented (excluding exhibitors)

#### 43 Sessions

# of presentations (excluding Conference Activites) October 3-4, 2019

#### **SEARUG**

Tallahassee, Florida, USA

Jennifer Hamilton Swain Conference Chair Florida State University

Anita Collins Assistant Conference Chair UNC Chapel Hill

Beth Broyles Program Chair Emory University



October 10-11, 2019

#### MIDHEUG Downers Grove, Illinois, USA

Jessica Holler Conference Chair Depaul University

Carla Boyd Program Chair University of Minnesota

Katrina Krivnak Past Conference Chair University of Wisconsin - Green Bay

#### 313 Attendees

Total # of Attendees

#### **17 States**

# of countries/states represented (excluding exhibitors)

#### **52 Institutions**

# of institutions/organizations represented (excluding exhibitors)

#### **66 Sessions**

# of presentations (excluding Conference Activites)



239 Attendees

Total # of Attendees

· 4 States

# of countries/states represented
• (excluding exhibitors)

**26 Institutions** 

# of institutions/organizations represented (excluding exhibitors)

**58 Sessions** 

# of presentations (excluding Conference Activites) November 4-5, 2019

SWHEUG Anaheim, California, USA

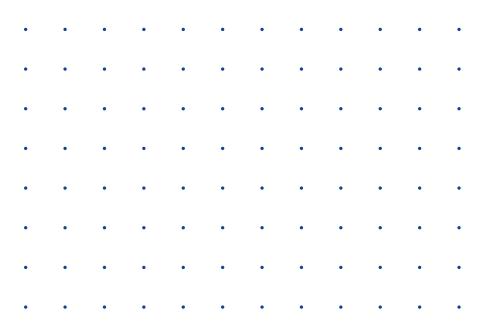
Carl Larson Conference Chair University of Utah



## Membership

An online community of higher education software users, the HEUG consists of over 32,000 members across the globe.

As a central hub, the HEUG allows members to connect and build relationships virtually and in-person to explore different, proven approaches and best practices for designing, configuring and deploying software to better serve their constituents.



# Connecting our Global Community.



The HEUG enables members to connect and is constantly evolving to meet the needs of our membership. While our core mission of providing connections, educational opportunities and advocacy for our members has not changed.

- Enables you to send your employees to the Alliance conference at a reduced rate.
   HEUG members saved a combined total of over \$600,000 on Alliance conference fees.
- Enables your employees to attend unlimited HEUG Education Series webinars for free.
- Enables your employees to participate in community forums to ask questions or provide information to other members in the community.
- Enables your employees to access Alliance session recordings enhancing their conference educational benefits long after the conference is over.
- Enables your employees to access conference and community files providing year round learning resources.
- Enables your employees to be eligible to serve on the HEUG Board and gain additional exposure with Oracle for your institution.
- Enables your employees to be eligible to serve on the HEUG Advisory Groups and Technical Advisory Groups and have direct input to Oracle strategists on the development of the products.

# 103% Membership Revenue Goal

Membership Renewal	2018	2019
Institutional Members	241	238
System Members	42	41
Allied Members	51	49

\$567,550

2018 Membership Revenue

\$588,250

2019 Membership Revenue

#### Institutional Member Fees

Membership fees are tiered based on the Student Full-Time Equivalent (FTE) count for the institution and will give membership benefits to all employees of the institution.

10,000 FTE Students	\$950 Annually
10,000 - 29,999 FTE Students	\$1,900 Annually
30,000 - 59,999 FTE Students	\$2,850 Annually
60,000 or more FTE Students	\$5,700 Annually
Allied Group	\$400 Annually

4,052 Attendees in 2019

57 Presentations in 2019

E-Academy The E-Academy program is a series of online presentations lead by HEUG members and partners that are experts in their field. The series provides members year rounds learning opportunities with updates, trainings and demonstrations on hot topics.

5,936 Attendees

in 2018

Presentations in 2018

63

#### File Library **Activity**

Documents. Case Studies, Reports, and Presentations uploaded and shared between members.

99,623

Files Viewed Online in 2019

72,350

Files Viewed Online in 2018

359

File Entries Created in 2019

360

File Entries Created in 2018

2,089

Files Uploaded in 2019

121,549

Files Downloaded in 2019

2,345

Files Uploaded in 2018

133,005

Files Downloaded in 2018

#### Discussion Forum **Activity**

Questions, Answers, and **Announcements** from members through e-mail and online.



17,857

Subscriptions Added in 2019

Subscriptions

192,833

Threads Viewed Online in 2019

6,592

Threads Added in 2019

21,107

Posts Added in 2019

19,408

Added in 2018

204,857

Threads Viewed Online in 2018

6,911

Threads Added in 2018

22,139

Posts Added in 2018



# 2018-19 Financial Report

The financial health of the organization remains strong. During the 2018-19 fiscal year, the HEUG experienced positive growth in both conference and membership revenue.

Additionally, in June '19, the HEUG implemented an investment strategy focused on conservative, liquid investments to generate an expected rate of return of 3-4% throughout the year. Overall net assets decreased by \$93,541, primarily due to the expected higher operating costs from the Alliance conference being held in Orlando.

Questions regarding the audited financial statements and requests for additional information may be referred to the HEUG Finance/Treasurer at support@heug.org

#### HIGHER EDUCATION USER GROUP, INC.

#### STATEMENT OF FINANCIAL POSITION

AS OF JUNE 30, 2019

WITH SUMMARIZED FINANCIAL INFORMATION FOR 2018

•	ASSETS	ASSETS		
•	CURRENT ASSETS	2019	2018	
•	Cash and cash equivalents	\$2,131,649	\$3,163,236	
	Certificates of Deposit	877,879	-	
	Accounts Receivable	26,730	80,952	
	Prepaid Expense	<u> 184,354</u>	173,385	
	TOTAL ASSETS  LIABILITIES AND NET AS	\$3,220,612 SETS	<u>\$3,390,573</u>	
			2018	
	LIABILITIES AND NET AS	<b>SETS</b> 2019		
	LIABILITIES AND NET AS  CURRENT LIABILITIES  Accounts payable and accrued liabilities	<b>SETS</b> 2019  \$38,534	2018 \$55,279	
	LIABILITIES AND NET AS	<b>SETS</b> 2019	\$55,279 438,455	
	LIABILITIES AND NET AS  CURRENT LIABILITIES  Accounts payable and accrued liabilities Deferred revenue	\$2019 \$38,534 378,780	\$55,279 438,455	
	LIABILITIES AND NET AS  CURRENT LIABILITIES  Accounts payable and accrued liabilities  Deferred revenue  Total current liabilities	\$2019 \$38,534 378,780	2018	

Source: HEUG Audited Financial Statements

#### HIGHER EDUCATION USER GROUP, INC.

#### STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS

FOR THE YEAR ENDED JUNE 30, 2019
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2018

REVENUE	2019	
Conference revenue	\$4,595,957	\$4,119,246
Membership dues	569,125	477,154
Revenue sharing income	-	32,512
Interest income	2 5,100	4,512
Investment income, net of investment expenses	2,879	-
Partner sales	<u> 158,425</u>	<u>-</u>
Total revenue	<u>5,351,486</u>	4,633,424
EXPENSES		
Program Services:		
Communications and Membership	293,810	303,727
Community Development	152,715	142,836
Alliance Conference	2,931,238	2,215,800
US Regional Conferences	274,646	213,811
International Conferences	421,655	452,794
Products (PAG)	237,177	129,113
Technology (TAG)	22,219	38,769
Total program services	4,333,460	3,496,850
Supporting Services:		
Management and General	1,105,000	890,469
Total expenses	5,438,460	4,387,319
Change in net assets from operating activities	(86,974)	246,105
Foreign currency translation	(6,567)	(6,909)
Change in net assets	(93,541)	239,196
Net assets at beginning of year	2,896,839	2,657,643
NET ASSETS AT END OF YEAR	\$2,803,298	2,896,839

Source: HEUG Audited Financial Statements

#### HIGHER EDUCATION USER GROUP, INC.

#### STATEMENT OF CASH FLOWS

#### FOR THE YEAR ENDED JUNE 30, 2019 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2018

•	•			
•	•	CASH FLOWS FROM OPERATING ACTIVITIES	2019	2018
•	•	Change in net assets	\$(93,541)	\$239,196
•	•	Adjustments to reconcile change in net assets to net cash (used) provided by operating activities:		
•	•	Unrealized gain Decrease (increase) in:	(2,760)	-
•	•	Accounts receivable  Prepaid expenses	54,222 (10,969)	(73,814) 78,477
•	•	(Decrease) increase in:	,	·
•	•	Accounts payable and accrued liabilities  Deferred revenue	(16,745) (59,675)	7,145 (189,091)
•	•	Net cash (used) provided by operating activities	(129,468)	61,913
•	•	CASH FLOWS FROM INVESTING ACTIVITIES		
•	•	Purchase of investments	(875,119)	-
•	•	Proceeds from redemption of certificate of deposit  Net cash (used) provided by investing		<u>281,803</u> <u>281,803</u>
•	•	activities  Net (decrease) increase in cash and cash equivalents	(1,004,587)	343,716
•	•	Cash and cash equivalents at beginning of year	3,136,236	2,792,520
•	•	CASH AND CASH EQUIVALENTS AT END OF YEAR	2,131,649	3,136,236
•	•			

Source: HEUG Audited Financial Statements

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#### HEUG.Online Sponsors

#### 2019 Premier Sponsor

>> Oracle www.oracle.com

#### 2019-20 Platinum Sponsors

- >> Appsian (formerly Grey Heller) www.greyheller.com
- >> Ciber www.ciber.com
- >> Ellucian www.ellucian.com
- >> HighPoint Technology www.mhighpoint.com
- >> Sierra Cedar www.sierra-cedar.com
- >> Huron Consulting Group www.huronconsultinggroup.com

#### Sponsorship Possibilities

The vendors in all regions, nationally and internationally, are key components to the success of the HEUG.

Without their support and guidance, we would not be able to understand and implement costeffective solutions, collaborating with business partners throughout the world and driving great competition, and ultimately better products and services through the marketplace.

#### 2019-20 Gold Sponsors

- >> Campus Logic capmuslogic.com
- >> Deloitte www.deloitte.com
- >> HighStreet www.highstreet.com
- >> Modolabs www.modolabs.com
- >> Nelnet www.nelnet.com
- >> Phytorion www.phytorion.com
- >> TouchNet www.touchnet.com

#### 2019-20 Silver Sponsors

- >> Campuslogic www.campuslogic.com
- >> Inoapps innoapps.com
- >> Softdocs www.softdocs.com

#### 2019-20 Associate Members

- >> Astute Business Solutions www.beastute.com
- >> Kastech www.kastechssg.com
- >> Mutara blog.mutarainc.com
- >> SpearMC www.spearmc.com

# HEUG.Online Partner of the Year





Each year the HEUG invites our members to nominate a partner company that went over and above to share their successes with our community. With the HEUG Sponsor of the Year award, our members submitted a brief explanation of how the nominee impacted their organization and how that nominee represented the HEUG's Mission.

#### Knowledge.

To provide a mechanism for sharing information and experience among Higher Education customers on selection, implementation and cost-effective use of Oracle application software.

#### Passion.

To provide a means by which the HEUG can speak with a common voice to Oracle on matters of common interests, thereby improving its members' communication and influence regarding product expectations and recommendations for improvement in Oracle products used in Higher Education.

#### Active.

To provide opportunities for communication between Oracle management, developers and business partners and the HEUG, in order to keep HEUG members informed as to product plans, new developments and directions, and other areas of concern.