University of Missouri Extension

Fees for Programs and Services

To ensure long-term success, MU Extension needs to develop new sources of revenue. Historically, cooperative extension programs have relied on federal, state and county appropriations, as well as grant and contract funding. In recent years, gifts, sponsorships and fees have become an increasingly important source of revenue. But these funding streams haven’t kept pace with the rising costs of education and the growing demand for extension programming.

The decrease in appropriated funds over the last few years has heightened the need to develop fees to support our programs. Generating revenue through fees is not new to MU Extension. Continuing education programs have routinely charged fees. Counties often charge fees to supplement county commission appropriations. Fees currently support 10 percent of MU Extension’s overall budget, 48 percent of the budget for continuing education programs and 1 percent of the budget for cooperative extension programs. Overall, 86 percent of extension funding goes to salary and benefits for faculty and staff.

Detailed guidelines for generation and use of fees are available online: http://extension.missouri.edu/staff/feegeneration/guidelines_generation_use_fees.html

Here are talking points to consider as you plan to collect program fees:

1. We expect all faculty and staff to participate in the development, collection and distribution of fees as appropriate.
2. Extension already collects fees in numerous areas.
3. We do NOT expect to collect fees for every program. Many programs with the greatest public value will not have a fee.
4. Local costs will be recouped first. Revenue from program fees will be pro-rated and credited to each local and state extension unit, based on percentage of cost to each of the units.
5. We encourage specialists to expand program sponsorships to ensure that customers are not turned away due to an inability to pay.
6. The majority of fees remitted to the University from regional programs will be returned annually to the regional salary pools for faculty and staff. Program directors and regional directors will work from a program coverage staffing model to insure the funds from fees are utilized for high priority positions in the regions.

7. Fee generation will help maintain and perhaps even increase the number of faculty and staff delivering programs.

8. Fee generation will help support high-priority positions as outlined in the regional program coverage plan. A similar process is being developed for a campus plan.

9. MU Extension employs three strategies to develop fees:
   a. Program directors will continue to lead reviews to determine, at the state level, which base programs should charge fees and what level of subsidy might be appropriate;
   b. To understand the full cost of delivering programs, faculty will analyze their programs by completing the worksheets and remitting the appropriate amount.
   c. CE units will continue their methodology of a cost analysis process to determine program registrations fees.