

A photograph of a university campus featuring a row of modern, multi-story concrete buildings with balconies. In the foreground, there is a paved area with a circular feature, possibly a fountain or a well, and some greenery. The sky is bright with scattered clouds.

# HIGHER EDUCATION FINANCIAL AID

## BURSARIES

04 July 2017



UNIVERSITY  
OF  
JOHANNESBURG

# TOPICS COVERED

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# Background

- Is firmly established as a comprehensive, new-generation, multi-campus university after the merger of the Rand Afrikaans University (RAU), Technikon Witwatersrand (TWR) and the Soweto Campus of the then Vista University on 1 January 2005.
- One of the largest residential universities in the country with a population of over 50 000 students
- The University's key focus is to provide students with access to a quality tertiary education and a well-rounded support offering to help our students' transition into the working world
- Our vision is to be nationally responsive while pursuing global excellence and stature

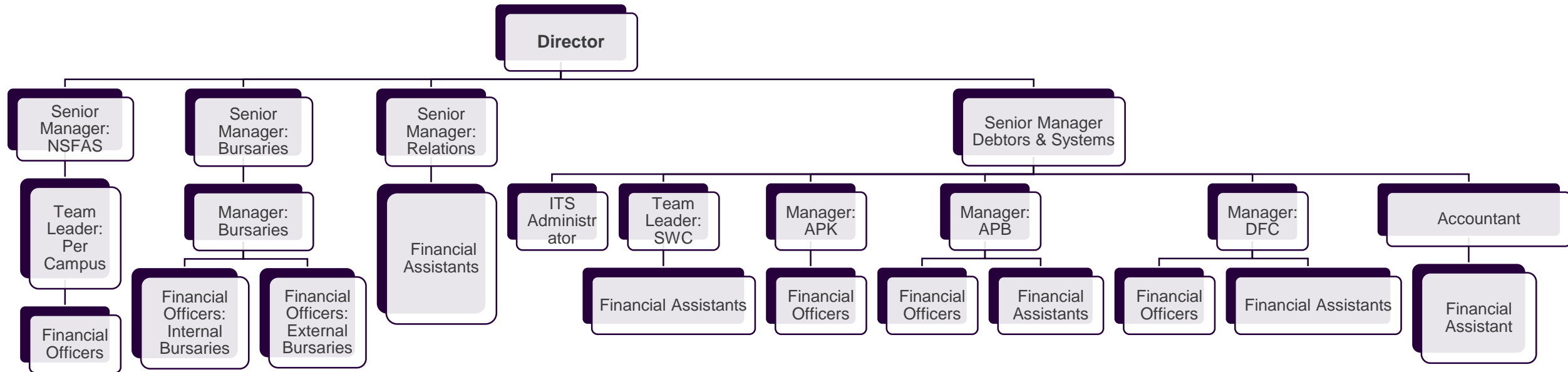


# UJ Strategic objectives

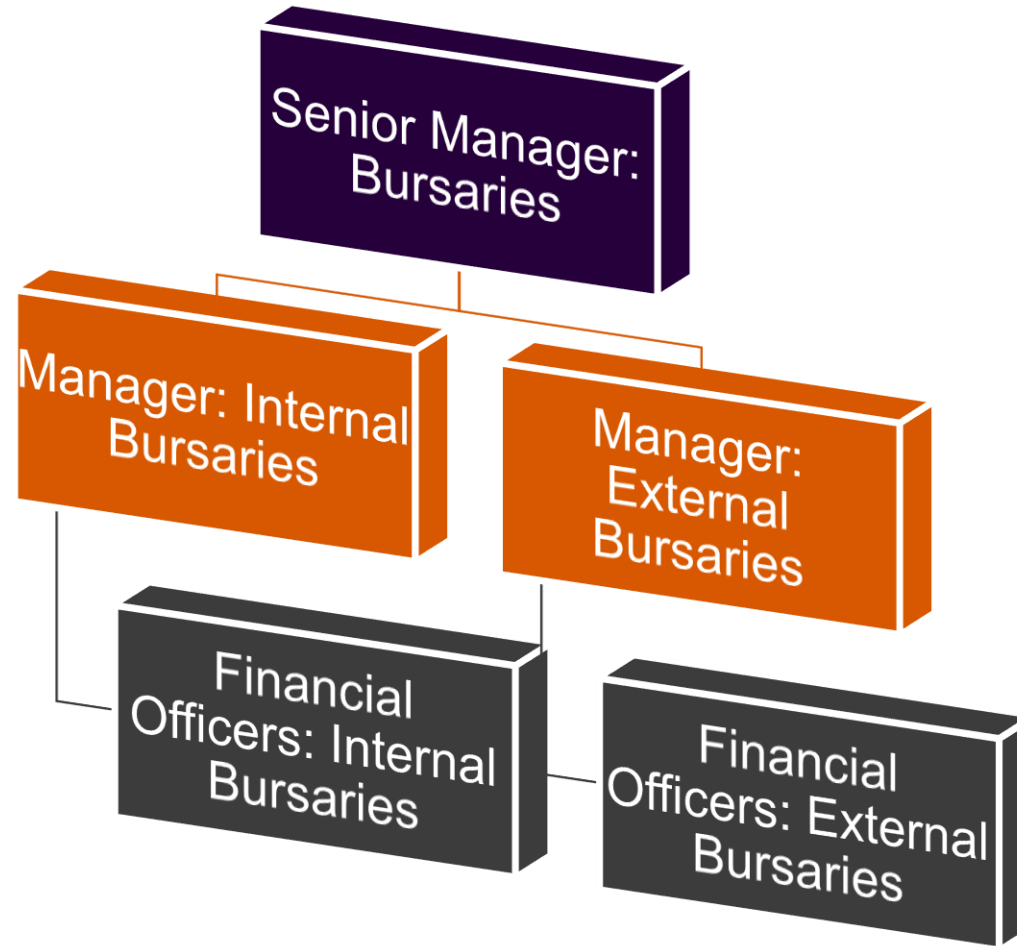
- Excellence in Research and Innovation – A focused approach to postgraduate studies, Research & Innovation
- Excellence in Teaching and Learning – Maintaining an appropriate enrolment profile, offering intellectually rigorous curricular which respond innovatively to the challenges of the 21<sup>st</sup> century.
- International Profile for Global Excellence and Stature – Recruitment of staff, study abroad programmes and smart institutional partnership
- Enriching Student-Friendly Learning & Living experience – Excellent teaching and learning facilities, support through students life cycle, leaning and living communities and a responsible and respectful student culture
- National and Global Reputation Management - We aim to be a pan-African centre of critical intellectual inquiry through extensive scholarship, participation in the knowledge networks of the continent
- **Fitness for Global Excellence and Stature – putting in place world class financial systems to ensure good investment returns and overall financial stability and sustainability.**



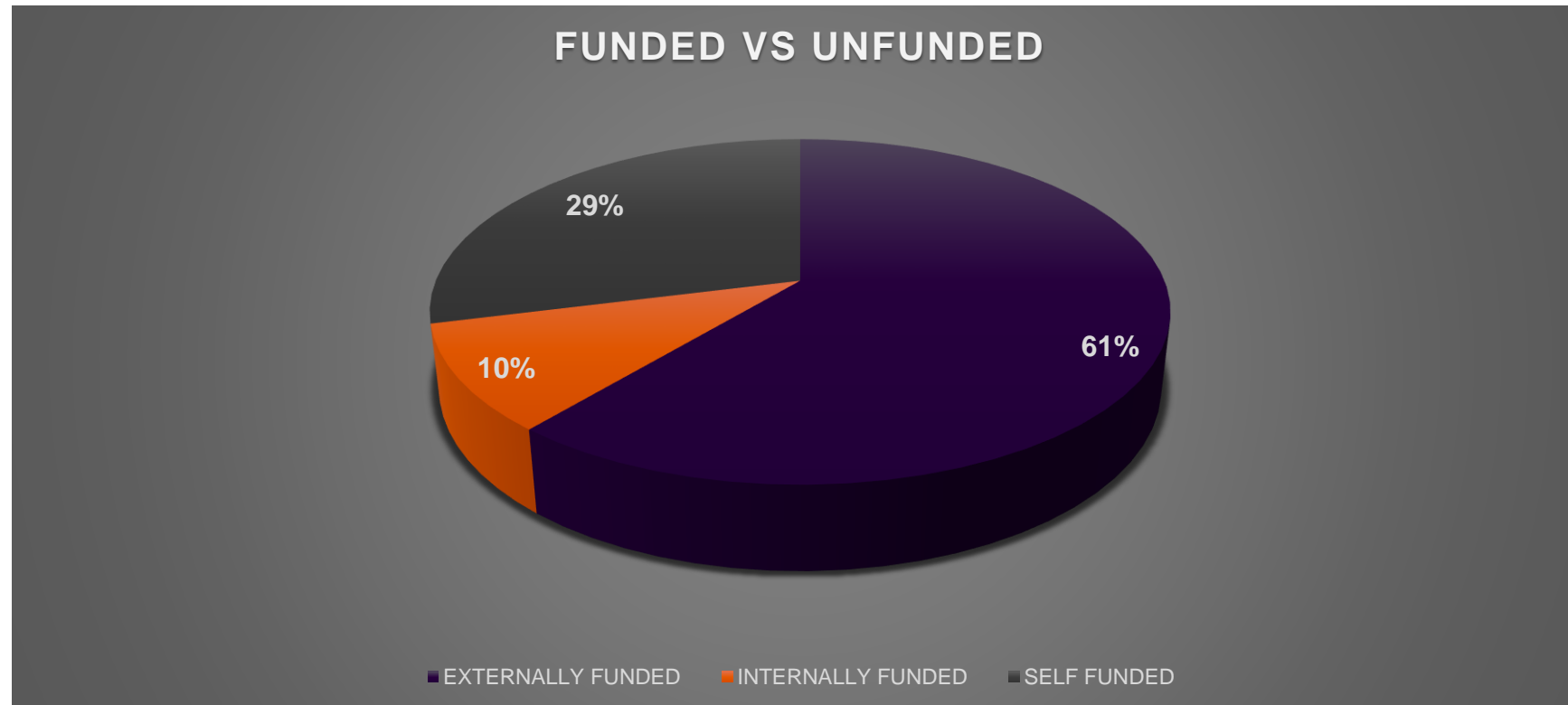
# UJ Student Finance Structure



# UJ bursaries department



# Funded VS Unfunded



# Administration of bursaries

## 1

### Internal Bursaries overview

- The funds are UJ's own budget
- Over R150 million is spent on UJ merit bursaries, UJ honours bursaries, Supervisor linked bursaries and faculty bursaries
- The internal bursaries division receives instructions from faculties in order to allocate internal bursaries to recipients
- Merit bursaries are allocated to students automatically

## 2

### External Bursaries overview

- Financial officers receive communicate and instructions from the sponsors and process accordingly.
- Accountability of funds received from external sponsors
- Over R300 million administered by bursaries office, excluding NSFAS
- Follow-up on outstanding debt monthly
- Compliance with relevant regulations and framework on allocation of external bursaries





# UJ – Best practice on administration of Internal Bursaries



- ✓ Brief background on the reviewed bursary policy aimed at averting double dipping
- ✓ Student Finance have no authority to approve bursaries. The department administers funds on behalf of faculties and other divisions who offer bursaries
- ✓ Internal bursaries approved by faculties are reviewed by Student Finance
- ✓ Faculty Head/Dean is required to sign off on the bursaries allocated from faculties
- ✓ Faculty accountants are required to confirm availability of funds on the faculty budget
- ✓ Criteria used to allocate merit bursaries is published on the bursary booklet policy
- ✓ All exceptions/approval by MEC members are submitted to Student Finance in writing
- ✓ There are two review levels before a financial transaction is generated



# Challenges in administering internal Bursaries



- ✓ Non-adherence to processes and policies by internal divisions
- ✓ Lack of transparency on awarding internal bursaries, sports bursaries vs underprivileged bursaries
- ✓ Double dipping for students who receive multiple bursaries
- ✓ Internal and external bursaries
- ✓ Merit bursaries awards to fully funded students
- ✓ Defining what is internal bursaries, e.g. NRF administered via faculties



# UJ – Best practice in administering External Bursaries



- ✓ UJ four campuses – bursaries offices in all campuses. Decentralisation of all admin functions
- ✓ Make contact with all major sponsors to provide a list to bursaries office than award letters to individual students (prior to registration)
- ✓ Where a list is not provided, an original letter is required from the students and verified with the sponsors. No Gmail, yahoo email accounts are accepted
- ✓ On accepting the award letter/list, students are allocated all allowances upon registration except for cash allowances.
- ✓ External sponsors with outstanding student debt are not allowed to register their students the following academic year
- ✓ External sponsors who default on the student debt will be handed over to external collections in the next academic year



# Challenges in administering external bursaries



- ✓ Different external sponsors having unique requirements.
- ✓ Fraudulent letters submitted by students on registration.  
Financial risk exposure in terms of student bad debt
- ✓ Year on year increase of outstanding debt as a result of non-payment from external sponsors
- ✓ Differentiation of full vs partial bursaries
- ✓ Double dipping by students holding multiple full cost bursaries
- ✓ Staff capacity
- ✓ Communication & contact with students remains a challenge as students don't respond promptly to requests.





# Fundraising initiatives

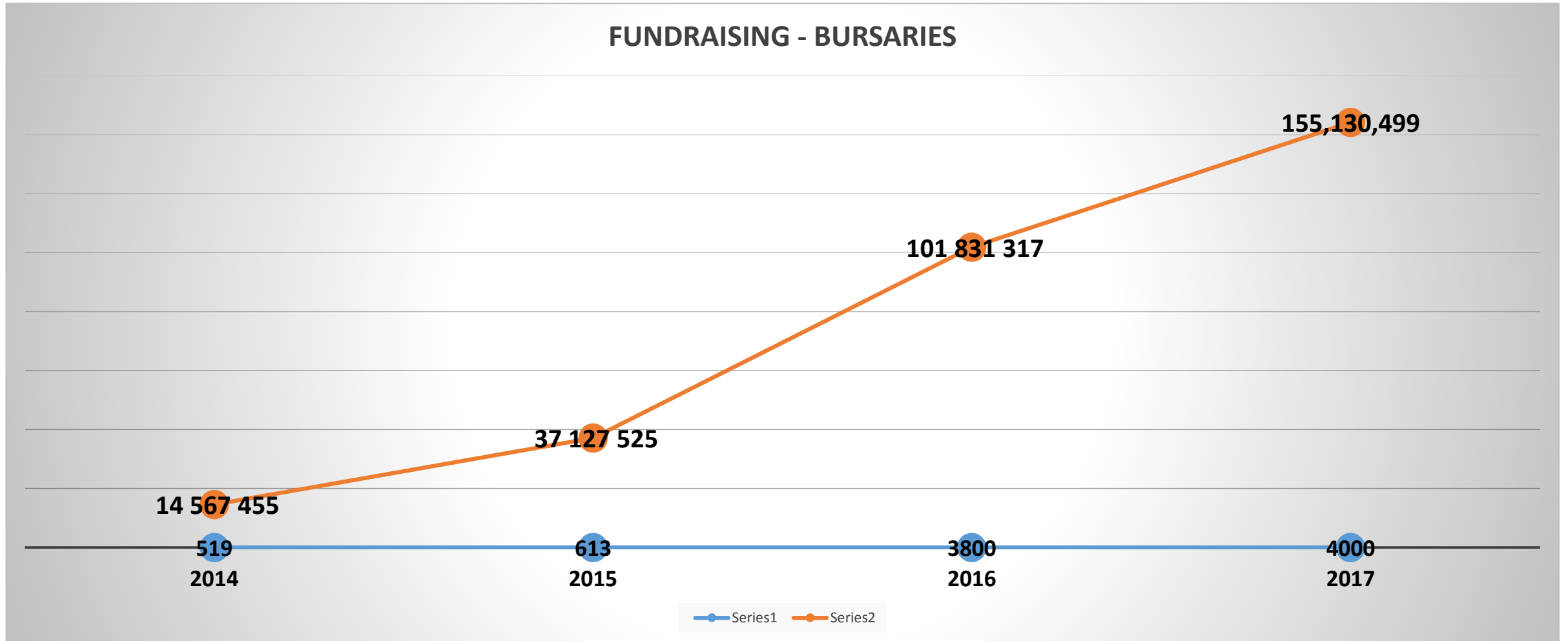
## BACKGROUND

- The emergence of #fees must fall protests and NSFAS funding shortfalls gave birth to the UJ fundraising initiative
- In addition to the events above, institutions are almost forced by economic changes to generate enough funds over the short term as well as sustainable revenues over the long term.
- Universities are operating in a volatile environment which various student events and government policy changes influence processes. These requires creativity and innovation as these events may pose threats to the institutions.
- As institutions, we should have an action plan – this events have seen Universities seeking disruptive ideas on student funding.





# UJ Fundraising initiative - Funds received



# Fundraising Strategies

## Fundraising Strategies

- ✓ Relationship management with donors/sponsors
- ✓ Leverage on existing donor/sponsor database
- ✓ Negotiate for multi year funding with sponsors
- ✓ Fundraising for bursaries must be driven from financial aid office, in consultation with advancement. Mainly to manage the expectation from the donors/sponsors
- ✓ Timing – when do you approach sponsors – financial year end is a critical period to meet their targets. Understand who are the decision makers in the business
- ✓ Get the “buy in” from the student leadership, account to them where necessary
- ✓ Highlight simple things that the University has put in to assist financially needy but academically deserving students
- ✓ “Thank you” events for the sponsors

## Who are the donors/sponsors

- ✓ Corporate companies, incl. Foundations
- ✓ Government and Parastatals
- ✓ SETAs
- ✓ UJ staff and Students



# THANK YOU FOR YOUR ATTENTION

