Date: October 12, 2020

To: Members of the Finance and Investment Committee

Mr. Scott Apel

Ms. Adriana Andrade

Dr. Wendy Reiboldt

Dr. Praveen Soni

From: Robert de Wit, Controller

Subject: Operating Statement – August 2020

August results were mixed but net results came in better than budget as Rush staffing was minimized while the financial markets remained on the uptick.

Sales came in at $2,210,992 and $562,577 (20.30%) below budget as the Bookstore remained the only viable business in support of distance learning through textbook sales along with $491,671 in computer sales. Retail Foods have been all but shut down while Residential Dining is limited to supporting just 328 meal plans. The ID Card Office experienced a shortfall due to timing difference of pending pass through billings for the annual Transact contract budgeted at $126K.

Gross Margin dollars were down proportionally with both decreased sales and a mix towards lower margin computer sales. Similarly, Operating Expenses were reduced by the same $126K ID Card maintenance in addition to reduced hiring $100K and general operating expenses.

Netting out the ID Card activities the Operating Income came in at $51,590 and $22,056 over budget. G&A expenditures were as planned and independent of sales activity.

As noted above, the financial markets saw a large upturn in August resulting in an investment gain of $512,525 and an overall Net Contribution of $345,002 for the month. (See Table 1).

Capital Expenditures for the month were $107,140 for service carts that were custom ordered before the Covid pandemic and approved as part of last year’s capital plan. In combination with the above operating results, this netted a cash flow of $321,349 for the month.

Table 1 below highlights the August and Year-to-Date Operating Statement summary while table 2 provides the corresponding divisional breakdown.



Table 1



Table 2

Tables 3 and 4 below provides a similar comparison with prior year that revealed a historical sales pattern at semester start with dining areas opening and Bookstore foot traffic.



Table 3



Table 4