Date: January 16, 2021

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 – December 2020

December results continued to run below plan during the holiday period with sales impacted due to the ongoing pandemic. Overall Sales were down to $483,547 and $330,052 (40.6%) below budget while Operating losses were partially offset by investment gains as the financial markets remained strong through year-end.

Business remained limited for both Bookstore and Residential Dining, with sales coming in at $313,073 (30% off budget) and $85,079 (71% off budget) respectively. The lone opportunity has been the external Great Plates food delivery contract with the County that registered $62,378 of sales identified under Food Services.

Margins dollars trailed as a function of sales but were off target by 10 points as well. Low margin product sales and reduced economy of scale volumes realized just a 49.1% gross margin for the month.

Operating Expenses came in at $667,513 and $230,987 below budget and is anticipated to remain at this level given reduced operations and staffing. Credits & Revenues came in below plan at $30,858 compared to budget of $221,803. This is a timing difference of prior year Grad payments that were settled earlier in the year and keeping this account on plan year-to-date.

As a result of the above, Operating Income came in at a negative $399,385 and $206,640 below budget. G&A continues to run at minimal levels as planned while the aforementioned investment gains contributed $395,580 to the bottom line. Resulting Net Contribution for the month was a negative $214,980 (See Table 1).

Capital Expenditures for the month were minimal for ongoing POS project activity with cash flow for the month ending up at negative ($122,813) for the month and negative $672,011) for the year.

Table 1 below highlights the December 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 Housing occupancy at capacity dining areas opening.



Table 3



Table 4