Date: June 17, 2020

To: Members of the Finance and Investment Committee

Mr. Scott Apel

Dr. Wendy Reiboldt

Dr. Praveen Soni

From: Robert de Wit, Controller

Subject: Operating Statement – May 2020

May operating results came in well below plan with most of the Shops business units remained closed in the midst of the Covid-19 pandemic.

Sales were limited to residual Residential Hall meal activity and Bookstore sales for campus orders along with surprisingly good web sales. All other dining and retail outlets reported zero sales and remained closed for the month. Once again on the positive side was the second full month of recovery in Financial Markets that has investments nearing breakeven for the year.

Overall Sales came in at $506,192 and $2,360,129 (82.3%) below plan. Cost of Goods, as a percentage comparison, are no longer valid with margins running lower due to the change in product mix along with the reduced economy of scale of food purchases for residential dining.

Credits & Revenues came in at $114,560 and $15,818 below plan as accelerated Grad Fair commission payments from Balfour were finalized with all other commission related activity coming to a halt. The above resulted in Operating Income of negative $291,554 and $690,188 below budget.

G&A expense continues to run below plan due to labor cuts while the aforementioned investment turn around recaptured another $526,031 of early year losses.

This large gain pushed the Net Contribution into positive territory for the month coming in at $40,322. There were no Capital expenditures in May to offset depreciation so in combination with the above cash flow for the month came in $125,008.

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



Table 1



Table 2

Table 3 and 4 below provides a similar total year comparison with prior year in summary and divisional format given the May pandemic impact. Both reveal current year operating results trailing in all aspects.



Table 3



Table 4