Date: October 13, 2021

To: Members of the Finance and Investment Committee

Mr. Scott Apel

Mr. John Barcelona

Dr. Beth Lesen

Dr. Praveen Soni

From: Robert de Wit, Controller

Subject: Operating Statement – September 2021

September results were mixed with operational results performing better than plan and last year. However, gains were offset by the financial markets that saw a correction heading into October. Retail sales started to level off as the campus headed into mid-semester while Residential Dining occupancy remained at around 90%, better than the planned 70%.

Sales came in at $2,349,603 and off just $35,773 (1.5%) from plan although the mix flipped in favor of Res Dining over Bookstore. In addition retail dining came in as expected. Gross Margin was 6 point better than plan with the shift of revenue to higher margin divisions.

Operating Expenses continue to run below plan coming in at $1,014,622 and $121,772 (10.7%) lower with staffing shortages the primary driver as hiring activity continues this late into the semester.

Credits & Revenues came in on budget at $183,400 with the majority from Digital Textbook commissions as planned through Rush. G&A expense remained steady and below budget at $214,039 as limited staffing prevailed in support departments. This with the above resulted in a favorable operating contribution of $385,750.

On the down side the financial markets took a down turn giving back $357,356 for the month to offset the operational gain. This resulted in an overall Net Contribution of $28,394 for the month and $112,071 below budget. (See Table 1).

Capital Expenditures for the month were $11,824 for the Library Coffee Shop and Oracle project. In combination with the above operating results, this netted a positive cash flow of $100,911for the month.

Tables 1 & 2 below depict the Operating Statement summary and the corresponding divisional breakdown.



Table 1



Table 2

Comparison to prior year (Tables 3&4) revealed a continuing sales improvement overall but a flip within divisions. Operating expenses expect to go up with additional staffing planned.



Table 3



Table 4