2017 Budget and Resource Presentation

Brockport Auxiliary Service Corporation
3/9/17
About BASC

• Organizational Structure
  – Separate 501(c)(3) corporation
  – Operated on campus since 1950
  – Board of directors consisting of faculty/staff, students, an alumni representative, and President appointee
About BASC

• Mission
  – BASC is an innovative and entrepreneurial organization that delivers key services with integrity and efficiency to foster student success, enhance the quality of life and support the strategic initiatives of the College.

• Vision
  – BASC provides a positive experience each and every time we interact with the campus community.

• Values
  – Team
  – Organizational Integrity
  – Passion for Excellence
  – Stewardship

• Employee Promise
  – We recognize that our people are our single greatest asset in achieving our mission and vision. To our team members we promise to provide meaningful work, fair wages, the tools for success, and a supportive work environment that is reflective of our company values and provides opportunity for growth and development.
About BASC

• Primary Goals
  – Recruitment/Retention
  – Customer satisfaction
  – Employee satisfaction
  – Financial sustainability/College support
Service/Utilization Overview

• Services Provided
  – Dining Services: Residential and Retail Dining, Bakery, Catering, Concessions and Vending (Contract with Crickler Vending)
  – Business Services: ID Cards, Meal Plans, Laundry Services in Res Halls, Door Access
  – Bookstore: Contract with Barnes & Noble
  – Conferences and Events: EMS, Commencement, Convocation, Summer Camps and Programs
  – Accounting: BSG fiscal agent, agency accounting services, College support services
Service/Utilization Overview

• Budget Process
  – Consultative (Dec. – March)
    • Internal - Departments
    • External – A&F, F&P, Res Life, Admissions, EMSA, Peer ASC’s
  – The budget being shared today is pending BASC Board approval
2016-2017 Financial Review

• 2016-17 base budget based on 2,334 meal plans
• Revised in Sept. and Feb.
  – Based on actual # of meal plans sold
  – Accounted for other variations not known in Feb. 2016
• Net profit after College Support goes to reserves
  – Required as part of contract
  – Fund renovations
  – Replace aging equipment
# 2016-2017 Financial Review

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Total Revenues from Operations</td>
<td>$15,821,365</td>
<td>$13,813,593</td>
<td>$15,868,964</td>
</tr>
<tr>
<td>Indirect Sales</td>
<td>$ 26,800</td>
<td>$ 26,800</td>
<td>$ 34,658</td>
</tr>
<tr>
<td>Total Cost of Goods</td>
<td>$3,855,550</td>
<td>$3,308,170</td>
<td>$3,837,139</td>
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<tr>
<td>Salary &amp; Benefits</td>
<td>$8,138,792</td>
<td>$7,419,583</td>
<td>$7,840,926</td>
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<td>Operational Expenses</td>
<td>$2,085,083</td>
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<td>$2,414,641</td>
</tr>
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<td>Total Expenses</td>
<td>$14,079,425</td>
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<td>Excess Revenues from Operations</td>
<td>$1,768,740</td>
<td>$1,027,557</td>
<td>$1,810,916</td>
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<tr>
<td>College Support</td>
<td>$ 970,000</td>
<td>$ 970,000</td>
<td>$ 970,000</td>
</tr>
<tr>
<td>Net</td>
<td>$ 798,740</td>
<td>$ 57,557</td>
<td>$ 840,916</td>
</tr>
</tbody>
</table>

*2015-16 actuals were 2,795 fall meal plans.*  
*2016-17 budget based on 2,334 fall meal plans.*  
*2016-17 actuals were 2,792 fall meal plans.*
2016-2017 Financial Review

- **BASC Goals & Accomplishments**
  - Recruitment/Retention
    - Participation in Admissions events
    - Student scholarships
    - Largest student employer
  - Customer satisfaction
    - Concessions trailer
    - Sante station at Harrison Dining Hall
    - Fiesta at The Square
    - Special dining events
    - Achieved highest dining satisfaction scores to date!
  - Employee satisfaction
    - Expanded onboarding and training programs
    - Recognition programs
    - Continuous improvement initiatives
    - Increases in employee satisfaction (2014-2016)
  - Financial sustainability/College support
    - Over $1,000,000 in College support
2016-2017 Financial Review

Financial Contributions to the College

- College Support: $970,000
- Athletic Support (Pepsi)
  - Funding: $7,000
  - Gatorade Sideline Kits: $1,800
- Student Scholarships
  - B&N: $10,000
  - Pepsi: $5,000
  - Sandra Mason: $1,000 – varies
  - Empire Girls State: $3,000
  - REOC: $2,000
- Donations
  - Student “Swipe”: $1,023 – varies

Total: $1,000,823

In addition, as the largest student employer on campus, BASC employs approximately 350 students and pays nearly $1.3 million in student wages. BASC also paid the campus $143K in overhead (rent and utilities).
2016-2017 Financial Review

Dining Customer Satisfaction
Scale 1-5

BASC utilizes the National Association of College & University Food Service (NACUFS) Customer Satisfaction Benchmarking Survey

The College at Brockport
State University of New York
2016-2017 Financial Review

BASC utilizes the National Association of College & University Food Service (NACUFS) Customer Satisfaction Benchmarking Survey.
2017-18 Budget Summary

Expense Assumptions

Direct Expenses

• **COG = 29%**
  of Dining budgeted revenues
  – CPI +2.4% food away from home

• **Labor - +5%**
  – Student +8%

• **Benefits**
  – Health Care +12%
  – Workers Comp +10%

• **Labor & Ben = 55%**
  of budgeted revenues

Indirect Expenses

• Utility expense +114% (+$163K→ $306K)
# 2017-18 Budget Summary

## Revenue Assumptions

<table>
<thead>
<tr>
<th>Assumption</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Meal Plan Rates</td>
<td>Unlimited, Any 14, Any 10 +4%</td>
</tr>
<tr>
<td></td>
<td>Any 7 and Any 5 +2%</td>
</tr>
<tr>
<td>Enrollment</td>
<td>Res Life projections (2,334) + RA plans (87) + 50 addl res plans + 200 optional plans</td>
</tr>
<tr>
<td>Summer Revenues</td>
<td>↓$73K</td>
</tr>
<tr>
<td>Bookstore</td>
<td>$400,000</td>
</tr>
<tr>
<td>Laundry</td>
<td>$45/per resident occupancy per semester</td>
</tr>
<tr>
<td>Vending</td>
<td>$40,000 guarantee</td>
</tr>
<tr>
<td>Pepsi</td>
<td>$40,000</td>
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</tbody>
</table>
### 2017/18 Proposed Meal Plan Rates

<table>
<thead>
<tr>
<th>Plan</th>
<th>2016/2017</th>
<th>Proposed 2017/18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Meals/week</td>
<td>Price</td>
</tr>
<tr>
<td>Unlimited</td>
<td>19</td>
<td>$2,370</td>
</tr>
<tr>
<td>14 per week</td>
<td>14</td>
<td>$2,100</td>
</tr>
<tr>
<td>10 per week</td>
<td>10</td>
<td>$2,315</td>
</tr>
<tr>
<td>7 per week</td>
<td>7</td>
<td>$2,055</td>
</tr>
<tr>
<td>5 per week</td>
<td>5</td>
<td>$1,710</td>
</tr>
</tbody>
</table>
## 2017-18 Budget Summary

### Impact of Minimum Wage & Rent/Utilities Increase

<table>
<thead>
<tr>
<th></th>
<th>Avg. Wage</th>
<th>Hours</th>
<th>Labor Expense</th>
<th>Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2017</td>
<td>2018</td>
<td>2017</td>
<td>2018</td>
</tr>
<tr>
<td>Student</td>
<td>$9.35</td>
<td>$10.05</td>
<td>$1,215,500</td>
<td>$1,306,500</td>
</tr>
<tr>
<td>Part-Time</td>
<td>$11.49</td>
<td>$12.35</td>
<td>$494,070</td>
<td>$531,050</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td></td>
<td>$127,980</td>
</tr>
</tbody>
</table>

To cover minimum wage increase for fiscal 2018... $26/plan/semester

To cover rent & utilities increase ($163K) for fiscal 2018... $34/plan/semester

**Total** $60/plan/semester

*Based on 2,421 fall meal plan sales.*
## 2017-18 Budget Summary

### Rank by Cost per Meal Plan 2016-2017

<table>
<thead>
<tr>
<th>Institution</th>
<th>Cost</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Paltz</td>
<td>$2000</td>
<td>UL + $200 DD</td>
</tr>
<tr>
<td>Brockport</td>
<td>$2370</td>
<td>UL + $225 DD</td>
</tr>
<tr>
<td>Cortland</td>
<td>$2390</td>
<td>UL + $425 DD</td>
</tr>
<tr>
<td>Oswego</td>
<td>$2500</td>
<td>UL + $80 DD</td>
</tr>
<tr>
<td>Fredonia</td>
<td>$2565</td>
<td>17/wk + 250 pts</td>
</tr>
<tr>
<td>Geneseo</td>
<td>$2572</td>
<td>-$300 OH = $2272 (Straight DB)</td>
</tr>
<tr>
<td>Binghamton</td>
<td>$2664</td>
<td>-$1483 OH = $1181 (Straight DB)</td>
</tr>
</tbody>
</table>
## 2017-18 Budget Spreadsheet

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<td>$26,800</td>
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2015-16 actuals were 2,795 fall meal plans.
2016-17 budget based on 2,334 fall meal plans.
2016-17 actuals were 2,792 fall meal plans.
2017-18 budget based on 2,671 fall meal plans.
Future Planning

New York State Minimum Wage

Year | NY Min Wage | Avg Wage
--- | --- | ---
2016 | $9.00 | $8.88
2017 | $9.70 | $9.35
2018 | $10.40 | $10.05
2019 | $11.10 | $10.75
2020 | $11.80 | $11.45
2021 | $12.50 | $12.15

The College at Brockport
State University of New York
Future Planning

Impact of NYS Minimum Wage on Student Labor

Dollars represent increase over fiscal 2016 when average wage rate = $8.88. Based on 130,000 student hours per year. Does not include impact of wage compression.

To cover minimum wage increase for fiscal 2022... $100/plan/semester
Future Planning

• BASC Goals
  – Recruitment/Retention
  – Customer satisfaction
  – Employee satisfaction
  – Financial sustainability/College support