

Western Oregon University
Quarterly Management Report
(Unaudited, non-GAAP, for management purposes only)
(in thousands)

As of May 31, 2018
For the Fiscal Year Ended June 30, 2018

| | Year to Date Activity 5/31/2017 | Year-end Actuals 6/30/2017 | Realization/ Burn Rate % | Year to Date Activity 5/31/2018 | Projected 6/30/2018 | Adopted 2018 Budget | Variance Budget To Actual | Note |
|--|---------------------------------------|----------------------------------|--------------------------------|---------------------------------------|------------------------|------------------------|---------------------------------|------|
| Education & General | | | | | | | | |
| Student Fees | 41,421 | 39,328 | 105.32% | 40,875 | 41,550 | 40,026 | 1,524 | (2) |
| Government Resources & Allocations | 23,899 | 23,888 | 100.05% | 24,506 | 24,506 | 24,521 | (15) | (3) |
| Gift Grants and Contracts | 499 | 652 | 76.50% | 442 | 578 | 608 | (30) | |
| Other Revenue | 2,951 | 3,731 | 79.11% | 3,056 | 3,854 | 3,129 | 725 | |
| Total Revenues | 68,770 | 67,598 | 101.73% | 68,880 | 70,489 | 68,284 | 2,205 | |
| Personnel | 48,879 | 54,471 | 89.73% | 50,403 | 55,665 | 57,367 | 1,701 | |
| Service & Supplies | 4,545 | 7,383 | 61.55% | 5,254 | 8,335 | 8,928 | 593 | |
| Capital Expense | 408 | 454 | 89.77% | 183 | 204 | 203 | (1) | |
| Total Expenses | 53,831 | 62,308 | 86.40% | 55,841 | 64,204 | 66,497 | 2,293 | |
| Interfund Transfers In | (2,456) | (2,979) | 82.46% | 0 | 0 | 0 | 0 | (4) |
| Interfund Transfers Out | 5,568 | 7,749 | 71.84% | 2,387 | 4,088 | 3,184 | (904) | (4) |
| Total Expenses and Transfers | 56,943 | 67,079 | 84.89% | 58,228 | 68,292 | 69,681 | 1,389 | |
| Net Revenues less Expenses | 11,827 | 519 | | 10,652 | 2,196 | (1,397) | | |
| Additions/Deductions to Fund Balance | | (490) | | | 0 | | | |
| Fund Balance at the Beginning of the Year | | 11,294 | | | 11,323 | | | |
| Fund Balance at the End of the Year | | 11,323 | | | 13,519 | | | |
| Fund Balance as a Percentage of Revenues | | 16.75% | | | 19.18% | | | |
| Auxiliary Enterprises | | | | | | | | |
| Enrollment Fees | 7,389 | 7,260 | 101.78% | 7,260 | 7,133 | 7,043 | 90 | |
| Sales and Services | 13,418 | 14,520 | 92.41% | 13,671 | 14,793 | 14,692 | 101 | |
| Other Revenue | 1,430 | 1,948 | 73.41% | 1,365 | 1,859 | 1,737 | 123 | |
| Total Revenues | 22,238 | 23,728 | 93.72% | 22,296 | 23,786 | 23,472 | 314 | |
| Personnel | 9,423 | 10,360 | 90.96% | 10,021 | 11,017 | 12,027 | (1,010) | |
| Service & Supplies & Capital Expense | 10,951 | 12,346 | 88.70% | 10,948 | 12,343 | 13,446 | (1,103) | |
| Total Expenses | 20,374 | 22,706 | 89.73% | 20,969 | 23,359 | 25,472 | 2,113 | |
| Interfund Transfers In | (9,849) | (10,857) | 90.72% | (2,248) | (3,188) | (9,728) | (6,540) | (4) |
| Interfund Transfers Out | 9,255 | 10,572 | 87.54% | 86 | 508 | 7,128 | 6,620 | (4) |
| Total Expenses and Transfers | 19,780 | 22,421 | 88.22% | 18,807 | 20,679 | 22,873 | 2,194 | |
| Net Revenues less Expenses | 2,457 | 1,307 | | 3,489 | 3,107 | 599 | | |
| Additions/Deductions to Fund Balance | | 1,016 | | | (2,642) | | | (5) |
| Fund Balance at the Beginning of the Year | | 10,125 | | | 12,448 | | | |
| Fund Balance at the End of the Year | | 12,448 | | | 12,913 | | | |
| Fund Balance as a Percentage of Revenues | | 52.46% | | | 54.29% | | | |

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 For the Fiscal Year Ended June 30, 2018

| | Year to Date Activity 5/31/2017 | Year-end Actuals 6/30/2017 | Realization/ Burn Rate % | Year to Date Activity 5/31/2018 | Projected 6/30/2018 | Adopted 2018 Budget | Variance Budget To Actual | Note |
|---|---------------------------------------|----------------------------------|--------------------------------|---------------------------------------|------------------------|------------------------|---------------------------------|------|
| Designated Operations, Service Departments, Clearing Funds | | | | | | | | |
| Enrollment Fees | 448 | 142 | 314.84% | 456 | 145 | 83 | 62 | |
| Sales and Services | 321 | 321 | 100.01% | 353 | 353 | 390 | (37) | |
| Other Revenue | 2,299 | 2,467 | 93.20% | 2,277 | 2,443 | 2,552 | (109) | |
| Total Revenues | 3,069 | 2,930 | 104.72% | 3,086 | 2,941 | 3,025 | (84) | |
| Personnel | 868 | 966 | 89.85% | 1,121 | 1,248 | 1,441 | 193 | |
| Service & Supplies & Capital Expense | 1,170 | 1,296 | 90.25% | 1,327 | 1,470 | 1,779 | (309) | |
| Total Expenses | 2,038 | 2,262 | 90.08% | 2,448 | 2,718 | 3,220 | 502 | |
| Interfund Transfers In | (123) | (264) | 46.67% | 0 | 0 | (52) | 52 | (4) |
| Interfund Transfers Out | 0 | 0 | 100.00% | 0 | 0 | 3 | (3) | (4) |
| Total Expenses and Transfers | 1,914 | 1,998 | 95.82% | 2,448 | 2,718 | 3,172 | 454 | |
| Net Revenues less Expenses | 1,154 | 933 | | 638 | 223 | (147) | | |
| Additions/Deductions to Fund Balance | | (410) | | | (407) | | | (5) |
| Fund Balance at the Beginning of the Year | | 2,371 | | | 2,893 | | | |
| Fund Balance at the End of the Year | | 2,893 | | | 2,709 | | | |
| Fund Balance as a Percentage of Revenues | | 98.73% | | | 92.11% | | | |

Notes

- (1) The budget presented for education and general fund is the Board adopted budget; the budget for auxiliary enterprises and designated operations, service departments, and clearing funds is the adjusted budget that correlates to Banner.
- (2) The projected revenue number is not calculated using the burn rate due to a difference in timing in assessing summer tuition and fees in prior year.
- (3) Projected state general fund revenues are set to \$24,506 to correlate with information received from HECC.
- (4) Transfers in and out (actuals and budgeted) are adjusted to agree to the attached transfer schedule. This removes the inflated numbers that result from transferring within funds.
- (5) Additions/deductions to unrestricted net assets (primarily depreciation) were projected using a monthly method (dividing by 11 and multiplying by 12) rather than the realization/burn method used for the other projections.

Western Oregon University
Transfers Schedule - Projected

(Unaudited, non-GAAP, for management purposes only)

As of May 31, 2018
For the Fiscal Year Ended June 30, 2018

| | E&G | | | Auxiliary | | | Des Ops - Serv Dept. | | Grants | Plant fund | | | Restricted funds | Total |
|------------------------------|-----------|---------|--------|-----------|---------|--------|----------------------|--------|--------|------------|--------|---------|------------------|-----------|
| Transfers In E&G | | | | | | | | | | | | | | |
| Transfers Out E&G | | | | (a) | (b) | (c) | (d) | (e) | | (f) | (g) | (h) | (i) | |
| | | | | 2,163,104 | 854,015 | 85,752 | 150,000 | 67,000 | | 169,768 | 44,003 | 500,000 | 54,330 | 4,087,972 |
| Transfers In AUX | (a) | (b) | (c) | | | | | | | | | | | |
| | 2,163,104 | 854,015 | 85,752 | | | | | | | | | | | |
| Transfers Out AUX | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| Transfers In DO, SD | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| Transfers Out DO, SD | | | | | | | | | | | | | | |

| Type | Description |
|--------------|--|
| (a) Actual | Year to date Athletic operations support |
| (b) Budgeted | Athletic operations support - Staff/Coach salaries and OPE (with additional \$79,022 for baseball coaches adusted pay and Assistant Director of External Affairs plus \$53,958 for grad assist fee remissions) |
| (c) Budgeted | Transfer out of funds to support Conference Services program staff |
| (d) Budgeted | To cover year-end deficit balance in Child Development Center |
| (e) Budgeted | To cover year-end deficit balance in Willamette Promise |
| (f) Actual | Year to date transfer out of funds to Small-Scale Energy Loan Program |
| (g) Budgeted | Transfer out of funds to Small-Scale Energy Loan Program debt service fund for payment |
| (h) Budgeted | Child Development Center remodel |
| (i) Actual | To cover negative cash balance and true up cost allowance for Supplemental Educational Opportunity Grant |
| (j) Actual | Transfer in from reserves to cover lights and linen purchases for residence halls |
| (k) Actual | Auxiliary funded scholarships |
| (l) Budgeted | Fund building & equipment replacement reserves for Housing, Dining, Parking, Health & Wellness Center, and the Werner University Center |
| (m) Actual | Funds transferred from closing grants |