



Finance Summary: Education and General Qtr4 FY2019

CFO's Key Takeaways

Comparing FY19 final results to Q3 Projections:

- o Final FY19 E&G revenue & expense tracked the latest Q3 projections closely, with the exception of Supplies & Services and Internal Sales Reimbursements.
- o Final E&G Fund balance ended at \$65.7 million vs Q3 projection of \$66.5 million.

Reviewing the year, significant variations that occurred between final E&G revenue and expense and original, beginning-of-the-year estimates include:

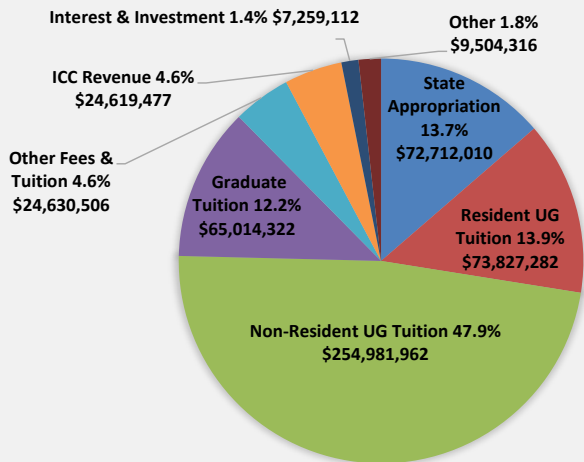
- o Tuition and fees: final revenue down \$9.7 million (-2.3%) primarily due to drop in international students.
- o ICC: final revenue up \$1.3 million (5.4%) primarily due to increased grant activity.
- o Service & Supplies: final expense up \$3.5 million (3.2%) primarily due to higher Enrollment Management recruitment costs & DuckDay expenses & Information Services increased spend for the next generation firewall & new data storage products.
- o Student Aid: final expense up \$1.4 million (30.7%) due to actual spend above department's projections.
- o Transfers: final expense down \$2.2 million (-15.5%) primarily due to fewer central funded construction projects than anticipated.
- o Capital Expenditures: final expense down \$2.3 million (30.5%) due to lower departmental equipment purchases.

Education and General Fund Qtr4 - Projection Status

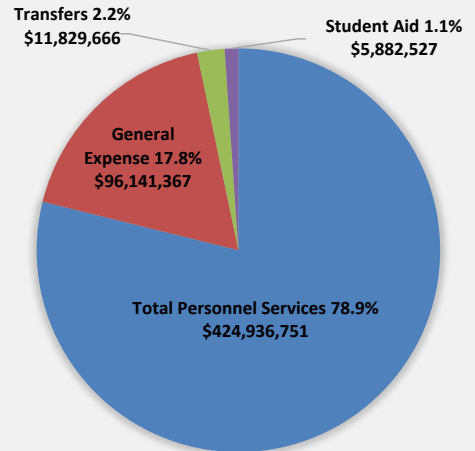
Category	FY19 Exp Authority	FY19 Q3 Projection	FY19 YE Actuals	FY19 Actuals vs. Q3 Proj.	Status	Notes
State Appropriation	\$72,887,100	\$72,712,007	\$72,712,010	100.0%	On Track	• In line with Q3 projection
Tuition and Fees	\$428,200,000	\$418,676,086	\$418,454,072	99.9%	On Track	• In line with Q3 projection
ICC Revenue	\$23,348,000	\$24,650,000	\$24,619,477	99.9%	On Track	• In line with Q3 projection
Personnel Services	\$423,320,000	\$424,270,000	\$424,936,751	100.2%	On Track	• In line with Q3 projection
Service & Supplies	\$110,736,000	\$111,736,000	\$114,237,981	102.2%	Up	• Enrollment Mgmt DuckDays attendance greater than expected, Information Services' new data storage products & Global Engagement's increase in ISRs.
Int'l Sales Reimbursemt	-\$19,380,000	-\$16,930,000	-\$18,172,375	107.3%	Up	• Global Engagement's ISRs greater than anticipated.

Education & General Funds - Total Dollars

FY19 E&G Q4 REVENUE ACTUALS



FY19 E&G Q4 EXPENSE ACTUALS

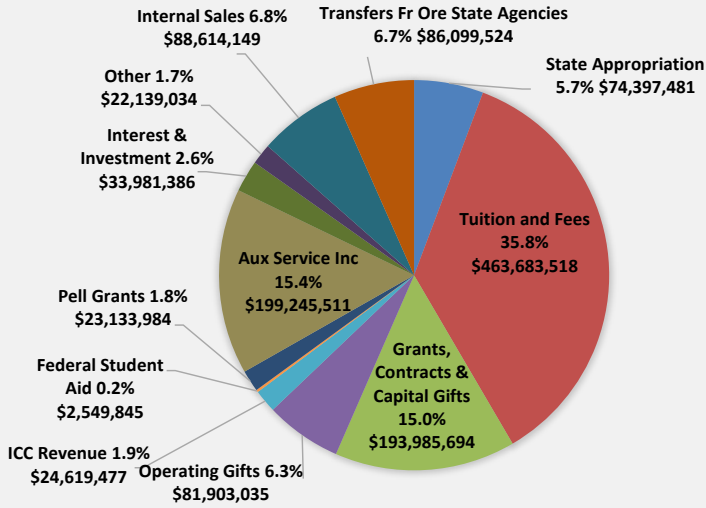




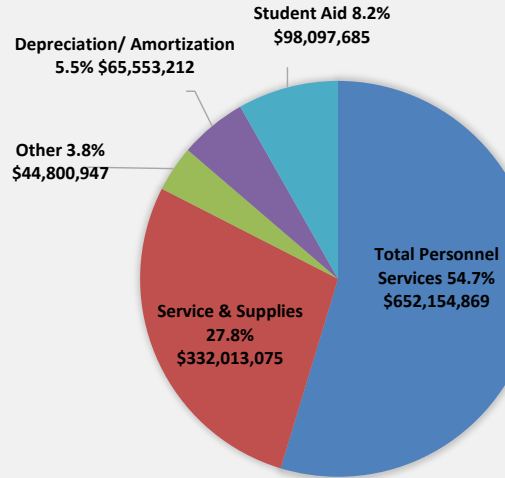
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All Funds - Total Dollars

FY19 Q4 REVENUE ACTUALS



FY19 Q4 EXPENSE ACTUALS



Student Aid Expense does not include \$44.2M of fee remissions awarded to students. Remissions are booked as negative revenue.

Capital Expenditures not included