



Brockport Auxiliary Service Corporation

Joint Budget & Planning Committee

April 29, 2021



2021-22 BUDGET SUMMARY

Revenue Assumptions

	Worst Case	Expected Case
Meal Plan Rates	+4%	+4%
Enrollment	1,300 Mand. <u>100 Optional</u> 1,400 Total Plans	1,600 Mand. <u>100 Optional</u> 1,700 Total Plans

- Summer Revenues \$0
- Bookstore ↓
- Laundry \$45/per resident per semester
- Vending \$40,000 guarantee (subject to enrollment)
- Pepsi ↓ \$26,000



Other Assumptions

Budget models based on:

- Mix of pre and post COVID-19 service styles
- Adjusting service levels to meet demand

Any number of factors could result in decreased revenue and/or increased costs and significantly impact our ability to provide College Support at the current level without further increasing meal plan prices

2021/22 Meal Plan Pricing

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Plan	Meals/ week	2020/2021		Proposed 2021/22	
		Price	Points	Price @ 4% Increase	\$ Increase
19 per week	19	\$2,705	325	\$2,815	\$110
14 per week	14	\$2,395	175	\$2,490	\$95
10 per week	10	\$2,645	475	\$2,750	\$105
7 per week	7	\$2,265	575	\$2,355	\$90
5 per week	5	\$1,875	600	\$1,950	\$75



2020/21 Meal Plan Pricing

Cortland	UL + \$475 DD	\$2,620
Oswego	21/wk + \$180 DD	\$2,650
Brockport	19/wk + \$325	\$2,705
Geneseo	\$2,161 DD, \$300 Flex	\$2,761 (inc. \$300 OH)
Fredonia	17/wk + \$325 pts	\$2,765
Binghamton	\$1,181 DD	\$3,018 (inc. \$1,837 OH)

FUTURE PLANNING

4% Increase

Worst Case (1400), Expected Case (1700)

	@ 4% MP inc 1400 MP	@ 4% MP inc 1700 MP	----- 2000 MP @ 4.5% inc per year -----				
	2021 BDGT	2021 BDGT	2022 BDGT	2023 BDGT	2024 BDGT	2025 BDGT	2026 BDGT
Retail	\$ 1,563,904	\$ 1,743,104	\$ 1,922,304	\$ 1,922,304	\$ 1,922,304	\$ 1,922,304	\$ 1,922,304
Catering	\$ 150,000	\$ 150,000	\$ 750,000	\$ 750,000	\$ 750,000	\$ 750,000	\$ 750,000
Dining Halls	\$ 6,174,596	\$ 7,519,600	\$ 9,263,512	\$ 9,680,370	\$ 10,115,987	\$ 10,571,206	\$ 11,046,911
Dining Unit Revenue	\$ 7,888,500	\$ 9,412,704	\$ 11,935,816	\$ 12,352,674	\$ 12,788,291	\$ 13,243,510	\$ 13,719,215
Other Revenue	\$ 512,528	\$ 565,053	\$ 654,818	\$ 654,818	\$ 654,818	\$ 654,818	\$ 654,818
TOTAL REVENUE	\$ 8,401,028	\$ 9,977,757	\$ 12,590,634	\$ 13,007,492	\$ 13,443,109	\$ 13,898,328	\$ 14,374,033
COGS	\$ 2,000,000	\$ 2,566,108	\$ 3,103,312	\$ 3,211,695	\$ 3,324,956	\$ 3,443,313	\$ 3,566,996
Gross Margin	\$ 6,401,028	\$ 7,411,649	\$ 9,487,322	\$ 9,795,797	\$ 10,118,153	\$ 10,455,016	\$ 10,807,037
Labor	\$ 4,151,000	\$ 4,151,000	\$ 5,665,785	\$ 5,853,372	\$ 6,049,399	\$ 6,254,248	\$ 6,468,315
Benefits	\$ 1,993,000	\$ 1,993,000	\$ 2,518,127	\$ 2,601,498	\$ 2,688,622	\$ 2,779,666	\$ 2,874,807
Total Labor & Benefits	\$ 6,144,000	\$ 6,144,000	\$ 8,183,912	\$ 8,454,870	\$ 8,738,021	\$ 9,033,913	\$ 9,343,121
Other Expenses	\$ 1,681,355	\$ 1,830,386	\$ 1,762,689	\$ 1,821,049	\$ 1,882,035	\$ 1,945,766	\$ 2,012,365
Excess Revenues	\$ (1,424,327)	\$ (562,737)	\$ (459,279)	\$ (480,122)	\$ (501,903)	\$ (524,664)	\$ (548,449)
College Support	\$ (970,000)	\$ (970,000)	\$ (970,000)	\$ (970,000)	\$ (970,000)	\$ (970,000)	\$ (970,000)
	\$ (1,939,887)	\$ (829,985)	\$ (1,429,279)	\$ (1,450,122)	\$ (1,471,903)	\$ (1,494,664)	\$ (1,518,449)