



# Brockport Auxiliary Service Corporation

Joint Budget & Planning Committee

May 9, 2019





# ABOUT BASC

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- Primary Goals
  - Recruitment/Retention
  - Customer satisfaction
  - Employee satisfaction
  - Financial sustainability/College support



# SERVICE/UTILIZATION OVERVIEW

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- Budget Process
  - Consultative (February – April)
    - Internal - Departments
    - External – A&F, F&P, Res Life, Admissions, EMSA, Peer ASC's
- Service/Utilization Overview
  - Sold more plans than budgeted (2,759 vs 2,671)
  - Customer satisfaction remains high



# 2018-2019 FINANCIAL REVIEW

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- 2018-19 base budget built on 2,671 meal plans
- Revised in September
  - Based on actual number of meal plans sold
  - Accounted for other variations not known in February 2018
- Net profit after College Support goes to reserves
  - Required as part of contract
  - Fund renovations
  - Replace aging equipment

# 2018-2019 FINANCIAL REVIEW

	FORECAST 2018/2019	BUDGET 2018/2019	ACTUAL 2017/2018
<u>Total Revenues from Operations</u>	\$ 16,631,904	\$ 16,527,360	\$ 17,113,092
<u>Indirect Sales</u>	\$ 21,000	\$	\$
<u>Total Cost of Goods</u>	\$ 3,750,000	\$ 4,166,625	\$ 3,842,852
		29,500	31,021
<u>Salary &amp; Benefits</u>	\$ 8,272,835	\$ 8,748,622	\$ 8,348,245
<u>Operational Expenses</u>	\$ 2,677,223	\$ 2,510,126	\$ 2,804,614
<u>Total Expenses</u>	\$ 14,700,058	\$ 15,425,373	\$ 14,995,711
<u>Excess Revenues from Operations</u>	\$ 1,952,846	\$ 1,131,487	\$ 2,148,402
<u>College Support</u>	\$ 970,000	\$ 970,000	\$ 970,000
<u>Net</u>	\$ 982,846	\$ 161,487	\$ 1,178,402
Fall Meal Plans	2,759	2,671	2,775

# 2018-2019 FINANCIAL REVIEW

- **BASC Goals & Accomplishments**

- Recruitment/Retention
  - Participation in Admissions events
  - Student scholarships
  - Largest student employer
- Customer satisfaction
  - ACF Gold Award at UB Culinary Summit
  - Bronze NACUFS Award for Raj Madan Café (formerly Aerie Café)
  - GET app for Online Deposits and Food Ordering at TRAX
  - Be Our Guest Customer Appreciation Event
  - Special dining events
  - Achieve consistently high dining satisfaction scores
- Employee satisfaction
  - Onboarding and training programs – National Humane Society Culinary Training
  - Recognition programs
  - Continuous improvement initiatives
- Financial sustainability/College support
  - Over \$1,000,000 in College support



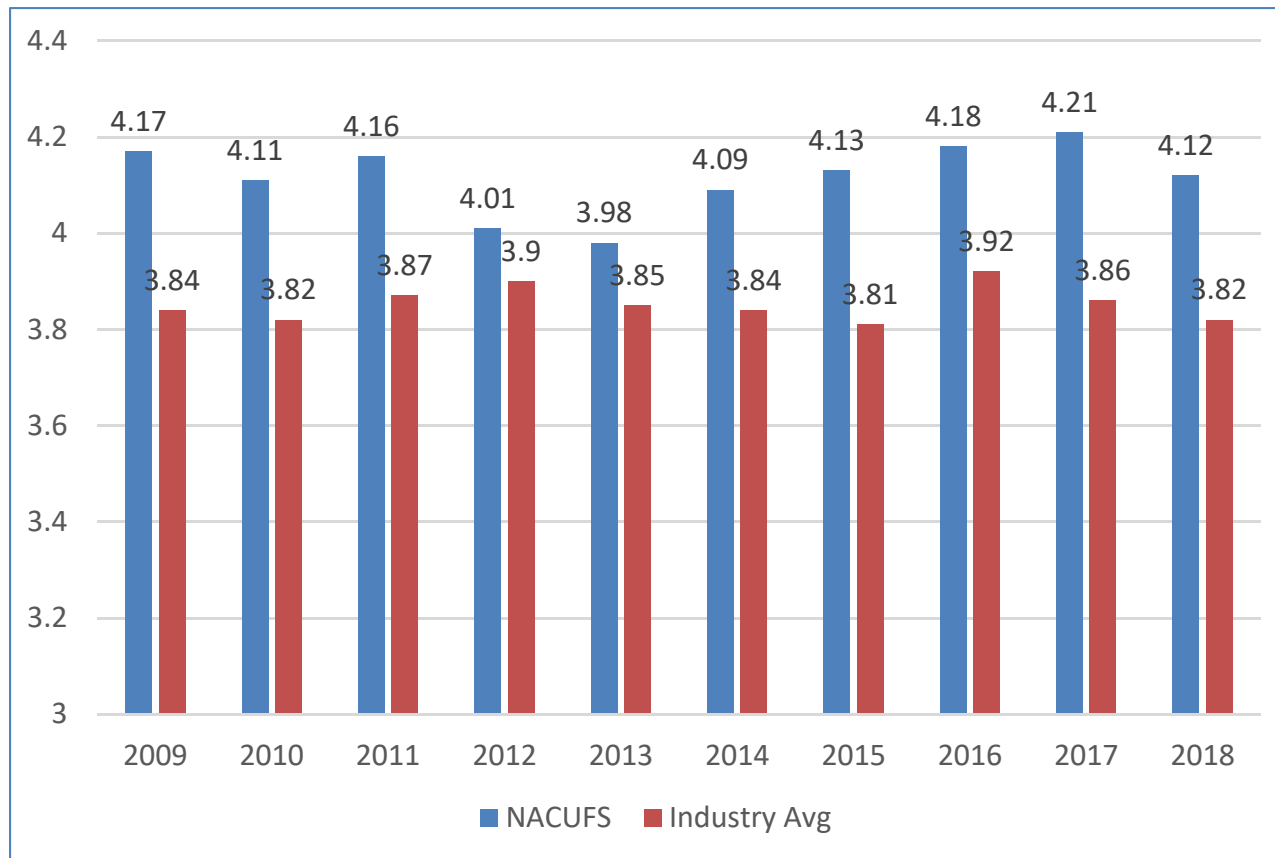
# 2018-2019 FINANCIAL REVIEW

## 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 - varies
– REOC	\$ 2,500
• Donations	
– Winter Gala	\$ 5,000
– Student “Swipe”	\$ 716 – varies
– REOC Gala	\$ 1,500
<b>Total</b>	<b><u>\$1,007,510</u></b>

**In addition**, as the largest student employer on campus, BASC employs approximately **350 students** and pays over **\$1.2 million** in student wages. BASC also paid the campus **\$411K** in overhead (rent and utilities).

# 2018-2019 FINANCIAL REVIEW



*BASC utilizes the National Association of College & University Food Service (NACUFS) Customer Satisfaction Benchmarking Survey. Scale is 1-5.*



# 2019-20 BUDGET SUMMARY

## Expense Assumptions

### Direct Expenses

- **Food**
  - **COG** = 26% of dining budget revenues
  - **CPI** +2.9% food away from home (for 12 mo ending 2/19)
- **Labor & Benefits** = 53% of budgeted revenues
  - Student and part-time labor +7%
  - Union labor
- **Benefits**
  - Health Care + 10%

### Indirect Expenses

- **Utility expense** \$370K
- **Bad debt expense** \$150K
  - Up from \$80K budgeted in 2018-19
- **MWBE Compliance** \$20K



# 2019-20 BUDGET SUMMARY

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- Meal Plan Rates      Unlimited, Any 14, Any 10,      +2%  
   Any 7, Any 5    flat
- Enrollment              2,450 Mandatory plans  
   200 Optional plans  
   2,650 total
- Summer Revenues      ↑\$58K
- Bookstore                \$400,000
- Laundry                 \$45/per resident occupancy per semester
- Vending                 \$40,000 guarantee
- Pepsi                     \$44,000



# **2019-20 MEAL PLANS**

# 2019/20 BUDGET SUMMARY

Plan	Meals/week	2018/2019		Proposed 2019/20	
		Price	Dining Dollars	Price	Dining Dollars
Unlimited	19	\$ 2,540	\$225	\$ 2,590	\$225
14 per week	14	\$ 2,250	\$175	\$ 2,295	\$175
10 per week	10	\$ 2,480	\$475	\$ 2,530	\$475
7 per week	7	\$ 2,165	\$550	\$ 2,165	\$575
5 per week	5	\$ 1,795	\$500	\$ 1,795	\$575

# 2019-20 BUDGET SUMMARY

	Average Wage		Hours	Labor Expense		Increase
	Fiscal 2019	Fiscal 2020		Fiscal 2019	Fiscal 2020	
Student	\$10.75	\$11.45	120,000	\$1,290,000	\$1,374,000	\$84,000
Part-Time	\$12.97	\$14.04	50,000	\$648,500	\$720,000	\$71,500
<b>Total</b>						<b>\$155,500</b>

To cover minimum wage increase for fiscal 2020  
 To cover bad debt (\$150k) for fiscal 2020

**\$29/plan/semester**  
**\$28/plan/semester**

**Total**

**\$57/plan/semester**

# 2019-20 BUDGET SUMMARY

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## Rank by Cost per Meal Plan 2018-2019

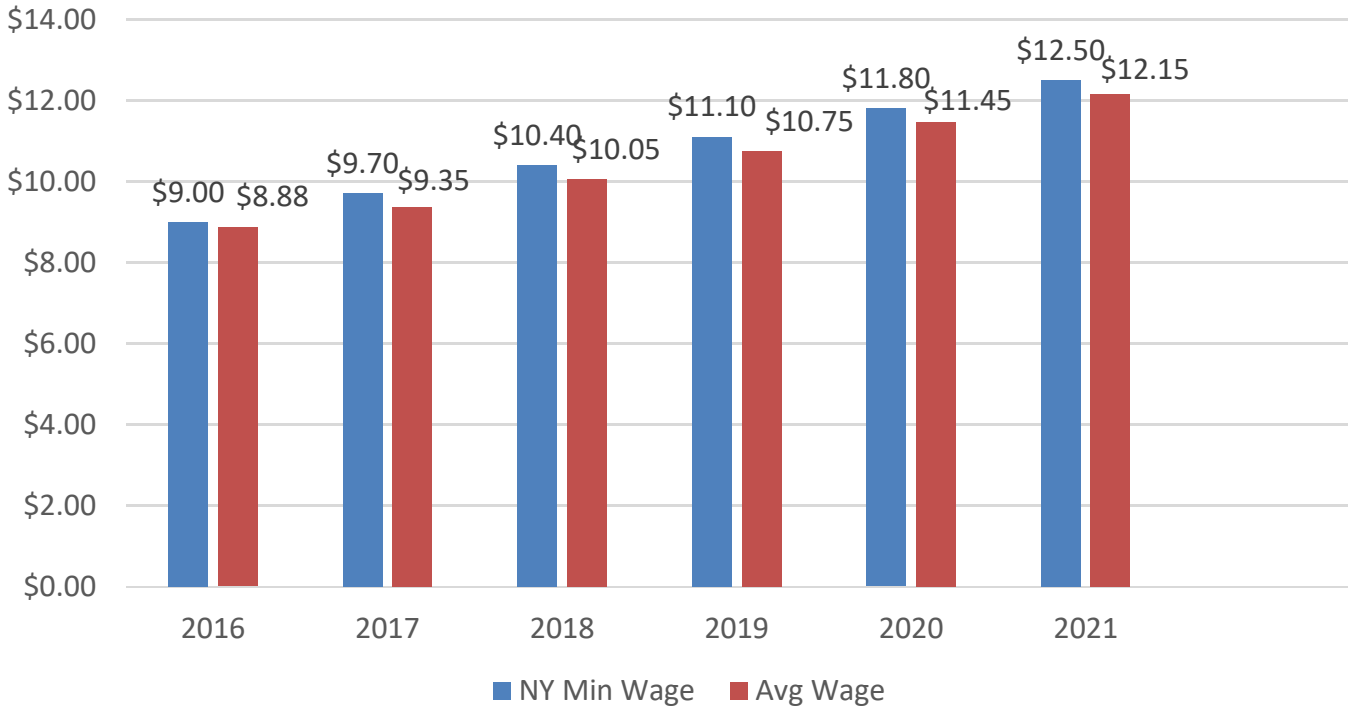
New Paltz	\$2300	<i>UL + \$300 DD</i>
Cortland	\$2455	<i>UL + \$425 DD</i>
<b>Brockport</b>	<b>\$2540</b>	<b><i>UL + \$225 DD</i></b>
Fredonia	\$2565	<i>17/wk + 225 pts</i>
Oswego	\$2675	<i>UL + \$80 DD</i>
Geneseo	\$2742	<i>- \$300 OH - \$175 Flex = \$2267 (Straight DB)</i>
Binghamton	\$2850	<i>- \$1669 OH = \$1181 (Straight DB)</i>

# 2019-20 BUDGET SPREADSHEET

	<u>BUDGET 2019/2020</u>	<u>FORECAST 2018/2019</u>	<u>BUDGET 2018/2019</u>	<u>ACTUAL 2017/2018</u>
<u>Total Revenues from Operations</u>	\$ 16,461,347	\$ 16,631,904	\$ 16,527,360	\$ 17,113,092
<u>Indirect Sales</u>	\$ 30,346	\$	\$ 29,500	\$ 31,021
		21,000		
<u>Total Cost of Goods</u>	\$ 4,000,000	\$ 3,750,000	\$ 4,166,625	\$ 3,842,852
<u>Salary &amp; Benefits</u>	\$ 8,709,067	\$ 8,272,835	\$ 8,748,622	\$ 8,348,245
<u>Operational Expenses</u>	\$ 2,566,859	\$ 2,677,223	\$ 2,510,126	\$ 2,804,614
<u>Total Expenses</u>	\$ 15,275,926	\$ 14,700,058	\$ 15,425,373	\$ 14,995,711
<u>Excess Revenues from Operations</u>	\$ 1,215,767	\$ 1,952,846	\$ 1,131,487	\$ 2,148,402
<u>College Support</u>	\$ 970,000	\$ 970,000	\$	\$ 970,000
			970,000	
<u>Net</u>	\$ 245,767	\$ 982,846	\$	\$ 1,178,402
Fall Meal Plans	2,650	2,759	161,487 2,671	2,775

# FUTURE PLANNING

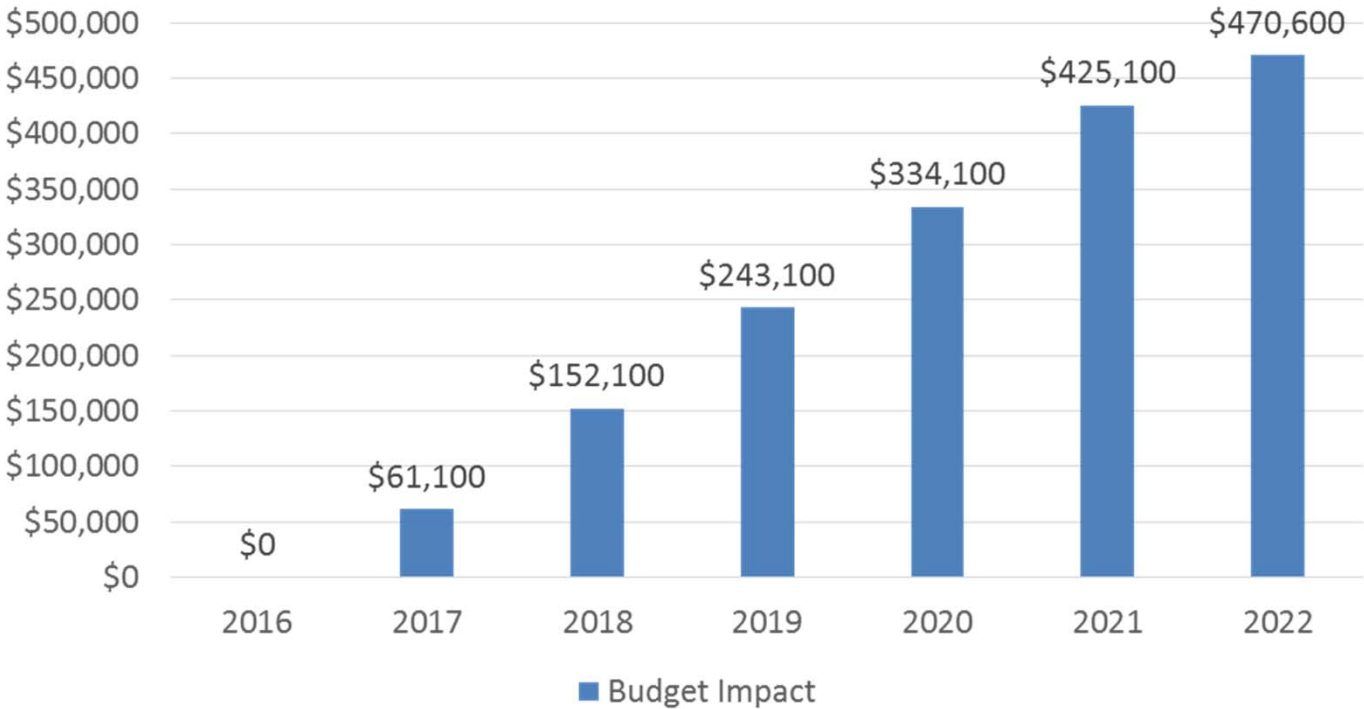
New York State Minimum Wage





# 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

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