

Tulsa Community College Regular Meeting of the Board of Regents Thursday, September 15, 2016 Northeast Campus, Room 1315 3:00 p.m.

AGENDA

1.	Call	to	Order
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1.1 Roll Call

2. Old Business

- 2.1 Approval of the Minutes for the Regular Meeting of the Tulsa Community College Board of Regents held on Thursday, August 11, 2016
- 2.2 Approval of the Minutes for the Special Board Meeting of the Tulsa Community College Board of Regents held on Wednesday, August 17, 2016
- 2.3 Carry Over Items

3. New Business

- 3.1 Informative Report
 - 3.1.1 TCC in the News
 - 3.1.2 Informative Report
 - 3.1.3 Student Success Update

Open Source Textbooks - Professor Jennifer Kneafsey

- 3.1.4 Highlighted Key Performance Indicators
 - #7 Percentage of Enrolled Students Seen in Advising
 - #8 Student-to-Adviser Ratio
- 3.2 Academic Affairs and Student Success Committee Report
- 3.3 Community Relations and Workforce Development Report

3.4 Personnel Report

- 3.4.1 Information Items
- 3.4.2 Consent Agenda (Attachment 3.4.2)
 - 3.4.2-a Recommendation for Approval of Professional Staff Appointments
 - 3.4.2-b Resignation of Professional Staff Members
- 3.5 Facilities Committee Report
- 3.6 Finance and Audit Committee Report
 - 3.6.1 Purchase Item Agreements (>100K)
 - 3.6.2 Consent Agenda (\$50K-\$100K)
 - 3.6.3 Renewal of Employee Group Medical Insurance (Attachment 3.6.3)
 - 3.6.4 Renewal of Employee Dental Insurance (Attachment 3.6.4)
 - 3.6.5 Renewal of Employee Vision Insurance (Attachment 3.6.5)
 - 3.6.6 Renewal of Employee Group Life & Accidental Death Insurance (Attachment 3.6.6)
 - 3.6.7 Renewal of Employee Group Life Insurance (2) (Attachment 3.6.7)
 - 3.6.8 Renewal of Employee Voluntary Life and AD&D Insurance (Attachment 3.6.8)
 - 3.6.9 Renewal of Employee Long-Term Disability Insurance (Attachment 3.6.9)
 - 3.6.10 Renewal of Employee Voluntary Cancer and Critical Illness (Attachment 3.6.10)
 - 3.6.11 Renewal of Retiree Supplemental Insurance (Attachment 3.6.11)
 - 3.6.12 Monthly Financial Report for July 2016 (Attachment 3.6.12)
 - 3.6.13 Monthly Financial Report for August 2016 (Attachment 3.6.13)
- 3.7 Other New Business
- 3.8 Persons Who Desire to Come Before the Board
- 3.9 Executive Session

[Proposed vote to go into executive session Pursuant to Title 25 Oklahoma Statutes, Section 307(B)(4), for confidential communications between a public body and its attorneys concerning pending investigations, claims or actions.]

1. Confidential Report by College Legal Counsel Concerning Pending Litigation, Investigations and Claims.

4. Adjournment

4.1 Next Meeting Date:

The next regular meeting of the Tulsa Community College Board of Regents will be held on Thursday, October 20, 2016, 3:00 p.m., in Room 1320 at Southeast Campus, 10300 E. 81st St., Tulsa, Oklahoma.

1.	CALL	TO	ORD	ER
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	<u>Present</u>	<u>Absent</u>
Paul H. Cornell, Chair		
Robin F. Ballenger, Vice Chair Martin D. Garber, Jr., Secretary		
Samuel Combs, Member Caron A. Lawhorn, Member		
Ronald S. Looney, Member William R. McKamey, Member		

2. OLD BUSINESS

2.1 Approval of the Minutes for the Regular Meeting of the Tulsa Community College Board of Regents held on Thursday, August 11, 2016

ROLL CALL VOTE						
MOTION:						
SECOND:						

<u>Totals</u>		<u>als</u>		Motion Carried		
YES		NO		Other	YES	NO

2.2 Approval of the Minutes for the Regular Meeting of the Tulsa Community College Board of Regents held on Thursday, August 17, 2016

ROLL CALL VOTE	
MOTION:	
SECOND:	

Totals	als		Motion Carried		
YES		NO	Other	YES	NO

2.3 Carry Over Items

3. **NEW BUSINESS**

- 3.1 Informative Report
 - 3.1.1 TCC in the News
 - 3.1.2 <u>Informative Report</u>
 - 3.1.3 Student Success Update

Open Source Textbooks
- Professor Jennifer Kneafsey

3.1.4 <u>Highlighted Key Performance Indicators</u>

#7 – Percentage of Enrolled Students Seen in Advising #8 – Student-to-Adviser Ratio

- 3.2 Academic Affairs and Student Success Committee Report
- 3.3 Community Relations and Workforce Development Committee Report
- 3.4 Personnel Report
 - 3.4.1 Information Items
 - 3.4.2 Consent Agenda
 - 3.4.2-a Recommendation for Approval of Professional Staff
 Appointments

Appointments of full-time faculty and full-time professional grade 18 and above made since the last meeting of the Board of Regents of Tulsa Community College.

3.4.2-b Resignation of Professional Staff Members

Resignations of full-time faculty and professional employees submitted since the last meeting of the Board of Regents of Tulsa Community College.

(Attachment 3.4.2: Addendum for Personnel Consent Items)

ROLL CALL VOTE CONSENT AGENDA					
MOTION:					
SECOND:					

Totals	<u>Totals</u>		<u>otals</u>		Motion Carried	
YES		NO	Other	YES	NO	

3.5 Facilities Committee Report

3.6 Finance and Audit Committee Report

3.6.1 Purchase Item Agreements (>\$100K): None

3.6.2 Consent Agenda (\$50K - \$100K): None

3.6.3 Renewal of Employee Group Medical Insurance

On December 31, 2016, Tulsa Community College Medical insurance contract will end. A renewal is needed to continue offering medical insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Aetna to provide four medical insurance options from January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in overall costs as compared to increases in current EGID's 2017 premiums which range between 0% - 18.4%.

(Attachment 3.6.3: Renewal of Employee Group Medical Insurance)

MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR APPROVAL NO SECOND NEEDED

<u>Totals</u>		<u>otals</u>		Motion (Carried	
YES		NO		Other	YES	NO

3.6.4 Renewal of Employee Dental Insurance

On December 31, 2016, Tulsa Community College dental contract with EGID will expire. A renewal is needed to continue offering dental insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with BlueCross and BlueShield – Dearborn National to provide dental insurance January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in premiums from the current EGID Dental rates.

(Attachment 3.6.4: Renewal of Employee Dental Insurance)

ROLL CALL VOTE

MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR APPROVAL

NO SECOND NEEDED

<u>Totals</u>		tals		Motion Carried		
YES		NO		Other	YES	NO

3.6.5 Renewal of Employee Vision Insurance

On December 31, 2016, Tulsa Community College vision contract with EGID will expire. A renewal is needed to continue offering vision insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with VSP to provide vision insurance from January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in base plan premiums from the current EGID Vision rates.

(Attachment 3.6.5: Renewal of Employee Vision Insurance)

ROLL CALL VOTE
MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR
APPROVAL
NO SECOND NEEDED

<u>Totals</u>				Motion Carried		
YES		NO		Other	YES	NO

3.6.6 Renewal of Employee Group Life & Accidental Death Insurance

On December 31, 2016, Tulsa Community College group life and accidental death and dismemberment (AD&D) temporary contract with Mutual of Omaha will expire. A renewal is needed to continue offering group life and AD&D insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Blue Cross Blue Shield – Dearborn National to provide both insurance plans January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in premiums from the current group life insurance and AD&D rates.

(Attachment 3.6.6: Renewal of Employee Group Life & Accidental Death Insurance)

<u>Totals</u>				Motion Carried		
YES		NO		Other	YES	NO

3.6.7 Renewal of Employee Group Life Insurance (2)

On December 31, 2016, Tulsa Community College group life contract with EGID will expire. A renewal is needed to continue offering group life to the employees who are already enrolled in the plan. The Finance Committee requests authorization to implement a contract with Blue Cross Blue Shield – Dearborn National to provide the insurance plan from January 1, 2017 through December 31, 2017.

(Attachment 3.6.7: Renewal of Employee Group Life Insurance 2)

ROLL CALL VOTE
MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR
APPROVAL
NO SECOND NEEDED

Totals	<u>Totals</u>		als		Motion Carried	
YES		NO	Other		YES	NO

3.6.8 Renewal of Employee Voluntary Life and AD&D Insurance

On December 31, 2016, Tulsa Community College Voluntary Life insurance contract with EGID will end. A renewal is needed to continue offering the same level of Voluntary Life and Accidental Death and Dismemberment insurance coverage to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Blue Cross Blue Shield – Dearborn National for Voluntary Life insurance from January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, employees will see a reduction in most premiums as compared to Mutual of Omaha's current premiums.

(Attachment 3.6.8: Renewal of Employee Voluntary Life and AD&D Insurance)

ROLL CALL VOTE	
MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR	
APPROVAL	
NO SECOND NEEDED	
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<u>Totals</u>			Motion Ca		<u>Carried</u>	
YES		NO	Other		YES	NO

3.6.9 Renewal of Employee Long-Term Disability Insurance

On December 31, 2016, Tulsa Community College Long-term Disability insurance contract will end. A renewal is needed to continue offering medical insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Blue Cross Blue Shield –Dearborn National for Long-term Disability insurance from January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in overall costs as compared to American Fidelity's 2017 premiums.

(Attachment 3.6.9: Renewal of Employee Long-Term Disability Insurance)

ROLL CALL VOTE

MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR APPROVAL

NO SECOND NEEDED

<u>Totals</u>				Motion Carried		
YES		NO	Other		YES	NO

3.6.10 Renewal of Employee Voluntary Cancer and Critical Illness

On December 31, 2016, Tulsa Community College Long-term Disability insurance contract with American Fidelity will end. A renewal is needed to continue offering voluntary Cancer and Critical Illness insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Allstate for Cancer and Critical Illness insurance from January 1, 2017 through December 31, 2017.

(Attachment 3.6.10: Renewal of Employee Voluntary Cancer and Critical Illness)

MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR APPROVAL NO SECOND NEEDED

Totals	<u>Totals</u>			Motion (Carried
YES		NO	Other	YES	NO

3.6.11 Renewal of Retiree Supplemental Insurance

On December 31, 2016, Tulsa Community College Retiree Supplemental insurance contract with HealthChoice will end. A renewal is needed to continue offering Supplemental insurance to the College's Retirees who are currently enrolled in the plan. The Finance Committee requests authorization to implement a contract with AETNA for Supplemental insurance from January 1, 2017 through December 31, 2017.

(Attachment 3.6.11: Renewal of Retiree Supplemental Insurance)

ROLL CALL VOTE
MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR
APPROVAL
NO SECOND NEEDED

<u>Totals</u>		<u>otals</u>		Motion Carried			
YES		NO		Other		YES	NO

3.6.12 Monthly Financial Report

It is recommended by the Finance Committee that the monthly financial report for July 2016 be approved as presented.

(Attachment 3.6.12: Monthly Financial Report – July 2016)

ROLL CALL VOTE

MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR APPROVAL

NO SECOND NEEDED

Totals	<u> </u>			Motion (Carried
YES		NO	Other	YES	NO

3.6.13 Monthly Financial Report

It is recommended by the Finance Committee that the monthly financial report for August 2016 be approved as presented.

(Attachment 3.6.13: Monthly Financial Report – August 2016)

ROLL CALL VOTE

MOTION FROM THE FINANCE & AUDIT COMMITTEE FOR APPROVAL

NO SECOND NEEDED

Totals	3			Motion (<u>Carried</u>
YES		NO	Other	YES	NO

3.7 Other New Business

3.8 Persons Who Desire to Come Before the Board

Any person who desires to come before the Board shall notify the board chair or his or her designee in writing or electronically at least twelve (12) hours before the meeting begins. The notification must advise the chair of the nature and subject matter of their remarks and may be delivered to the president's office. All persons shall be limited to a presentation of not more than two minutes.

3.9 Executive Session

[Proposed vote to go into executive session Pursuant to Title 25 Oklahoma Statutes, Section 307(B)(4), for confidential communications between a public body and its attorneys concerning pending investigations, claims or actions.]

4. ADJOURNMENT

The next regular meeting of the Tulsa Community College Board of Regents will be held on Thursday, October 20, 2016, 3:00 p.m., in Room 1320 at Southeast Campus, 10300 E. 81st St., Tulsa, Oklahoma.

ADDENDUM FOR PERSONNEL CONSENT ITEMS:

Items listed under Personnel Consent Items will be approved by one motion without discussion. If discussion on an item is desired, the item will be removed from the "Consent Agenda" and considered separately at the request of a Board member.

APPOINTMENTS:

Donna Chapman, Assistant Professor, MLT Program, Southeast Campus Salary: \$59,639

August 15, 2016

RESIGNATIONS:

Johansen Quijano, Assistant Professor, Communication Services Date: July 31, 2016

Southeast Campus

Lori Tiger, Director Continuing Education Date: September 1, 2016

Northeast Campus

Renewal of Employee Group Medical Insurance

On December 31, 2016, Tulsa Community College Medical insurance contract will end. A renewal is needed to continue offering medical insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Aetna to provide four medical insurance options from January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in overall costs as compared to increases in current EGID's 2017 premiums which range between 0% - 18.4%.

AETNA NEW RATES*				
	AETNA	AETNA	AETNA	AETNA
	OPTION 1	OPTION 2	OPTION 3	OPTION 4
Employee Only (Employer	\$524.20	\$533.64	\$482.02	\$475.48
Paid)				
+ Spouse	\$709.84	\$722.62	\$652.72	\$643.86
+ Child	\$266.14	\$270.94	\$244.72	\$241.40
+ Children	\$410.62	\$418.02	\$377.58	\$372.44
+ Spouse + Child	\$975.96	\$993.56	\$897.44	\$885.26
+ Family	\$1,120.44	\$1,140.62	\$1,030.28	\$1,016.28

^{*2017} EGID rates are located at the end of this report for comparison.

AETNA EMPLOYEE RATES with Subsidy*					
	AETNA OPTION 1	AETNA OPTION 2	AETNA OPTION 3	AETNA OPTION 4	
Employee Only	\$524.20	\$533.64	\$482.02	\$475.48	
+ Spouse	\$660.14	\$672.04	\$607.02	\$598.78	
+ Child	\$247.52	\$251.98	\$227.60	\$224.50	
+ Children	\$381.87	\$388.76	\$351.14	\$346.38	
+ Spouse + Child	\$853.98	\$869.36	\$785.26	\$774.60	
+ Family	\$980.38	\$998.04	\$901.50	\$889.26	

^{*}Subsidy funded by Aetna Credit of \$100,000 first months billing

Estimated Monthly	\$506,537.15
Premium	
Estimated Annual Premium	\$6,078,445.80
Annual Percentage Change	-7.47%
Annual Dollar Change	-\$490,970.52

Renewal of Employee Dental Insurance

On December 31, 2016, Tulsa Community College dental contract with EGID will expire. A renewal is needed to continue offering dental insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with BlueCross and BlueShield – Dearborn National to provide dental insurance from January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in premiums from the current EGID Dental rates.

	BCBS Base Plan	BCBS Buy-Up Plan	
Employee Only (Employer	\$17.26	\$32.24	
Paid)			
+ Spouse	\$17.28	\$32.22	
+ Child(ren)	\$28.52	\$51.90	
+ Family	\$52.36	\$96.08	
Estimated Monthly	\$37,597.67		
Premium			
Estimated Annual	\$451,172.04		
Premium			
Annual Percentage	-10.72%		
Change			
Annual Dollar Change	-\$54,188.52		

Renewal of Employee Vision Insurance

On December 31, 2016, Tulsa Community College vision contract with EGID will expire. A renewal is needed to continue offering vision insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with VSP to provide vision insurance January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in base plan premiums from the current EGID Vision rates.

	VSP Base Plan	VSP Buy-Up Plan*
Employee Only	\$8.24	\$13.94
Employee + Spouse	\$16.50	\$27.90
Employee + Child(ren)	\$17.64	\$29.84
Family	\$28.20	\$47.70
Estimated Monthly	\$6,519.16	\$11,027.36
Premium**		
Estimated Annual	\$78,229.92	\$132,328.32
Premium		
Annual Percentage	-2.66%	64.65%
Change		
Annual Dollar Change	-\$2,140.08	\$51,958.32

^{*}Buy-Up plan offers richer benefits

^{**}Estimate based on current employee enrollment

Renewal of Employee Group Life and Accidental Death Insurance

On December 31, 2016, Tulsa Community College group life and accidental death and dismemberment (AD&D) temporary contract with Mutual of Omaha will expire. A renewal is needed to continue offering group life and AD&D insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Blue Cross Blue Shield – Dearborn National to provide both insurance plans from January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in premiums from the current group life insurance and AD&D rates.

	Current Mutual of	Recommended BCBS -
	Omaha Rates	Dearborn National Rates
Group Life Insurance	\$0.25 per \$1000.00 per	\$0.15 per \$1000.00 per
	month	month*
Basic AD&D	\$0.20 per \$1000.00 per	\$0.20 per \$1000.00 per
	month	month*
Volume	\$84,888,450.00	\$84,888,450.00
Estimated Monthly	\$22,919.88	\$14,431.04
Premium**		
Estimated Annual	\$275,038.58	\$173,172.44
Premium		
Annual Percent of Change		-37.04%
Annual Dollar Change		-\$101,866.14

^{*}Three year rate guarantee

^{**}Estimate based on current enrollment rates

Renewal of Employee Group Life Insurance (2)

On December 31, 2016, Tulsa Community College group life contract with EGID will expire. A renewal is needed to continue offering group life to the employees who are already enrolled in the plan. The Finance Committee requests authorization to implement a contract with Blue Cross Blue Shield – Dearborn National to provide the insurance plan from January 1, 2017 through December 31, 2017.

	Current EGID Rates	Recommended BCBS - Dearborn National Rates
Group Life Insurance	\$0.20 per \$1000.00 per	\$0.15 per \$1000.00 per
	month	month*
Basic AD&D	\$0.00 per \$1000.00 per	\$0.00 per \$1000.00 per month
	month	
Volume	\$17,720,000.00	\$17,720,000.00**
Estimated Monthly	\$3,544.00	\$3,544.00
Premium**		
Estimated Annual	\$42,582.00	\$42,582.00
Premium		
Annual Percent of Change		0.00%
Annual Dollar Change		\$0.00

^{*}Three year rate guarantee

^{**}Volume based on current enrollment

Renewal of Employee Voluntary Life & AD&D Insurance

On December 31, 2016, Tulsa Community College Voluntary Life insurance contract with EGID will end. A renewal is needed to continue offering the same level of Voluntary Life and Accidental Death and Dismemberment insurance coverage to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Blue Cross Blue Shield – Dearborn National for Voluntary Life insurance from January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, employees will see a reduction in most premiums as compared to Mutual of Omaha's current premiums.

Rate per \$1000.00	Age	Mutual of Omaha	BCBS – Dearborn National
	Bands		
	<25	\$0.100	\$0.050
	25-29	\$0.100	\$0.060
	30-34	\$0.100	\$0.080
	35-39	\$0.150	\$0.080
	40-44	\$0.150	\$0.100
	45-49	\$0.240	\$0.150
	50-54	\$0.310	\$0.230
	55-59	\$0.460	\$0.440
	60-64	\$0.580	\$0.520
	65-69	\$0.750	\$0.810
	70-74	\$1.000	\$1.280
	75 +	\$1.000	\$1.280
Child(ren)		\$0.980	\$0.160
AD&D			
Employee		\$0.020	\$0.020
Spouse		\$0.020	\$0.020
Child(ren)		\$0.040	\$0.040

Renewal of Employee Long-term Disability Insurance

On December 31, 2016, Tulsa Community College Long-term Disability insurance contract will end. A renewal is needed to continue offering medical insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Blue Cross Blue Shield –Dearborn National for Long-term Disability insurance from January 1, 2017 through December 31, 2017.

Based on NFP Broker negotiations, the College will see a reduction in overall costs as compared to American Fidelity's 2017 premiums.

Rate per \$100.00	\$0.820*
Volume	\$3,575,965**
Estimated Monthly	\$29,322.91
Premium	
Estimated Annual	\$351,874.96
Premium	
Annual Percent Change	-\$7.87
Annual Dollar Change	-\$30,038.13

^{*}Three Year Rate Guarantee

^{**} Based on current enrollment of 755 employees

Renewal of Employee Voluntary Cancer and Critical Illness

On December 31, 2016, Tulsa Community College Long-term Disability insurance contract with American Fidelity will end. A renewal is needed to continue offering voluntary Cancer and Critical Illness insurance to the College's full-time employees. The Finance Committee requests authorization to implement a contract with Allstate for Cancer and Critical Illness insurance from January 1, 2017 through December 31, 2017.

ALLSTATE EMPLOYEE RATES			
	Tiers		
Employee Only	\$31.74		
Employee + Spouse	\$49.24		
Employee + Child(ren)	\$44.81		
Family	\$62.29		

ALLSTATE CRITICAL ILLNESS RATES							
	Non-T	lobacco	Tol	oacco			
Age	EE, EE &	EE & SP,	EE, EE &	EE & SP,			
_	CH	Family	CH	Family			
18-29	\$1.17	\$1.75	\$1.92	\$2.88			
30-39	\$2.73	\$4.10	\$4.62	\$6.93			
40-49	\$5.44	\$8.16	\$10.23	\$15.35			
50-59	\$10.17	\$15.26	\$18.05	\$27.07			
60-63	\$18.09	\$27.14	\$32.39	\$48.59			
64+	\$25.40	\$38.10	\$45.97	\$68.96			

Renewal of Retiree Supplemental Insurance

On December 31, 2016, Tulsa Community College Retiree Supplemental insurance contract with HealthChoice will end. A renewal is needed to continue offering Supplemental insurance to the College's Retirees who are currently enrolled in the plan. The Finance Committee requests authorization to implement a contract with AETNA for Supplemental insurance from January 1, 2017 through December 31, 2017.

2017 Health Choice Renewal Rates*		AETNA Rates*
Silver Script High Option	\$375.58	Monthly with RX
Silver Script Low Option	\$300.60	\$323.80
Community Care Senior Health	\$267.00	Monthly without RX
Plan		\$175.38
Generations Healthcare	\$189.00	1

^{*}Retirees will continue to receive a \$100-\$105.00 monthly credit to premiums from OTRS

TULSA COMMUNITY COLLEGE

FINANCIAL REPORT

MONTH ENDING JULY 2016

TULSA COMMUNITY COLLEGE

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SCHEDULE A: Revenue and Expenditures Comparison Educational & General

SCHEDULE B: Expenditure Summary by Category

SCHEDULE E: Statement of Revenue,
Expenditures and Campus Store Equity

TULSA COMMUNITY COLLEGE STATEMENT OF REVENUE AND EXPENDITURES COMPARISON FOR THE PERIOD ENDING JULY 31, 2016 AND JULY 31 2015

JULY FY17 JULY FY16 Percent of Percent of Percent **Budget** Year to date **Budget Budget** Year to date **Budget** \$ Change Change Revenue **Education & General State Appropriations** 30,408,023 \$ \$ 36,600,023 \$ 2,789,729 7.6% \$ (270,773)-9.7% 2,518,956 8.3% 21.9% 2,839,046 18.3% -1.5% **Revolving Fund** 2,336,458 511,682 519,234 (7,552)**Resident Tuition** 28,523,326 10,033,853 35.2% 27,636,535 8,971,063 32.5% 1,062,789 11.8% Non-Resident Tuition 35.1% 748,865 29.0% 15.6% 2,467,093 865,965 2,578,634 117,100 Student Fees 1,959,671 34.8% 6,180,408 1,832,523 29.7% 127,149 6.9% 5,634,788 0.0% 39,167,963 2,500,000 6.4% 37,683,613 2,500,000 **Local Appropriations** 6.6% 0 108,537,651 18,390,127 16.9% 113,518,259 17,361,414 15.3% 1,028,713 5.9% Total **Auxiliary Enterprises** Campus Store \$ 6,500,000 \$ 50,087 0.8% \$ 8,816,213 \$ 59,908 0.7% \$ (9,821)-16.4% 35.2% 2,471,419 691,578 24,867 3.6% **Student Activities** 2,035,500 716,444 28.0% Other Auxiliary Enterprises 8,464,500 970,681 11.5% 7,745,885 979,104 12.6% (8,423) -0.9% Total \$ 17,000,000 1,737,212 10.2% 19,033,517 1,730,590 9.1% \$ 6,622 0.4% Restricted Institutional Grants Ś 4,576,625 Ś 204,373 4.5% \$ 7,732,911 3.0% \$ (30,760)-13.1% \$ 235,133 State Student Grants 2,277,003 0.0% 4,392,014 0.0% 0.0% 204,373 3.0% 12,124,925 235,133 1.9% (30,760)Total 6,853,628 -13.1% **TOTAL REVENUE** \$132,391,279 \$20,331,711 15.4% \$144,676,701 \$19,327,137 13.4% 1,004,574 5.2% \$ Expenditures **Education & General** 44,743,446 2,016,981 4.5% \$ 47,642,238 \$ 1,693,973 3.6% \$ 323,009 19.1% Instruction \$ 1,558 0.2% 544,020 8,667 1.6% (7,110)-82.0% **Public Service** 687,735 Academic Support 19,888,729 1,175,697 5.9% 20,099,642 1,521,835 7.6% (346, 138)-22.7% **Student Services** 8,359,380 722,561 8.6% 9,029,409 632,505 7.0% 90,055 14.2% Institutional Support 13,073,440 1,393,828 10.7% 14,079,500 1,602,549 11.4% (208,721)-13.0% 3.0% 520,061 3.2% -8.4% Operation/ Maintenance of Plant 16,128,554 476,243 16,307,411 (43,818)21.3% **Tuition Waivers** 755,903 3,375,756 531,006 15.7% 224,898 42.4% 3,544,500 Scholarships 4,350,000 45,165 1.0% 4,145,100 34,035 0.8% 11,131 32.7% Total 110,775,784 6,587,937 5.9% 115,223,076 6,544,631 5.7% 43,306 0.7% **Auxiliary Enterprises** 6,355,000 \$ 100,216 1.6% \$ 7,241,877 245,410 3.4% \$ (145, 194)-59.2% Campus Store 2,385,500 145,471 6.1% 2,439,017 122,958 5.0% 22,513 18.3% Student Activities Other Auxiliary Enterprises 8,626,500 87,752 1.0% 7,736,844 164,086 2.1% (76,334)-46.5% Total 17,367,000 333,439 1.9% 17,417,738 532,454 3.1% (199,015)-37.4% Restricted 7,732,911 238,605 \$ \$ 205,826 \$ \$ 3.1% \$ Institutional Grants 4,576,625 4.5% (32,779)-13.7% State Student Grants 2,277,003 9,734 0.4% 4,392,014 25,484 0.6% (15,750)-61.8% Total 6,853,628 215,560 3.1% 12,124,925 264,089 2.2% \$ (48,529)-18.4% **TOTAL EXPENDITURES** \$ 134,996,412 7,136,936 5.3% \$ 144,765,739 7.341.174 5.1% (204.238)-2.8%

TULSA COMMUNITY COLLEGE EXPENDITURE SUMMARY BY CATEGORY FOR THE PERIOD ENDING JULY 31, 2016 AND JULY 31, 2015

JULY FY17 JULY FY16 Percent of Percent of Percent **Budget** Year to date **Budget Budget** Year to date **Budget** \$ Change Change **EDUCATION AND GENERAL** Salaries & Wages Faculty 17,550,232 39,037 0.2% \$ 18,288,189 17,037 0.1% \$ 22,000 129.1% 11,700,000 1,111,864 9.5% 12,893,590 1,145,827 8.9% (33,963)-3.0% Adjunct Faculty Professional 12,405,669 945,319 7.6% 11,599,149 960,343 8.3% -1.6% (15,024)-7.4% Classified Exempt 307,755 7.4% 4,479,153 7.4% 4,158,105 332,413 (24,658)590,898 698,235 4.8% -15.4% Classified Hourly 13,316,054 4.4% 14,440,059 (107, 337)TOTAL 59,130,060 2,994,873 5.1% 61,700,140 3,153,855 5.1% (158,982)-5.0% Staff Benefits \$ 21,569,019 1,193,370 5.5% \$ 22,047,079 \$ 1,428,351 6.5% (234,981)-16.5% **Professional Services** -29.3% 2,835,900 48,265 1.7% 3,522,742 68,275 1.9% (20,010)**Operating Services** 14,527,578 1,412,224 9.7% 16,759,682 1,204,017 7.2% 208,207 17.3% Travel 452,420 10,914 2.4% 750,533 42,588 5.7% (31,674)-74.4% Utilities 1,908,500 32,051 1.7% 2,015,900 0.0% 32,051 100.0% **Tuition Waivers** 3,544,500 755,903 21.3% 3,375,756 531,006 15.7% 224,898 42.4% Scholarships 4,350,000 45,165 1.0% 4,145,100 34,035 0.8% 11,131 32.7% Furniture & Equipment 2,457,807 95,171 3.9% 906,144 82,505 9.1% 12,666 15.4% **TOTAL** \$ 110,775,784 6,587,937 5.9% \$ 115,223,076 6,544,631 5.7% 43,307 0.7%

TULSA COMMUNITY COLLEGE EXPENDITURE SUMMARY BY CATEGORY FOR THE PERIOD ENDING JULY 31, 2016 AND JULY 31, 2015

JULY FY17 JULY FY16 Percent of Percent of Percent **Budget** Year to date **Budget Budget** Year to date **Budget** \$ Change Change **CAMPUS STORE** Salaries & Wages **Professional & Classified Exempt** \$ 258,122 \$ 21,132 8.2% \$ 306,629 \$ 26,955 8.8% \$ (5,823)-21.6% Classified Hourly 447,291 24,804 5.5% 599,206 23,795 4.0% 1,009 4.2% \$ **Total Salaries & Wages** 705,413 \$ 45,936 6.5% \$ 905,835 \$ 50,750 5.6% \$ (4,814)-9.5% Staff Benefits \$ 224,587 \$ 13,297 5.9% \$ 320,542 \$ 15,789 4.9% \$ (2,492)-15.8% **Professional Services** 0.0% 0.0% 0.0% 590,000 0.0% 180,500 2,989 1.7% (2,989)-100.0% **Operating Services** Travel 5,000 49 1.0% 15,000 0.0% 49 100.0% Utilities 85,000 445 0.5% 40,000 0.0% 445 100.0% Items for Resale - Campus Store 4,745,000 40,489 0.9% 5,780,000 175,882 3.0% (135,393)-77.0% Furniture & Equipment 0.0% 0.0% 0.0% TOTAL \$ 6,355,000 100,216 1.6% 7,241,877 245,410 3.4% (145, 194)-59.2% **STUDENT ACTIVITIES** Salaries & Wages \$ 613,385 \$ 44,385 7.2% \$ 564,340 \$ 45,894 8.1% \$ (1,509)-3.3% Professional Classified Hourly 686,230 24,971 3.6% 808,166 34,706 4.3% (9,735)-28.1% \$ \$ **Total Salaries & Wages** 1,299,615 \$ 69,356 5.3% \$ 1,372,506 \$ 80,600 5.9% (11,244)-14.0% Staff Benefits \$ 520,385 \$ 24,024 4.6% \$ 396,565 \$ 29,052 7.3% \$ (5,027)-17.3% -100.0% **Professional Services** 46,181 0.0% 39,260 1,000 2.5% (1,000)449.1% 13.6% 435,766 41,168 **Operating Services** 369,319 50,334 9,166 2.1% Travel 40,000 1,757 4.4% 104,920 1,700 1.6% 57 3.4% Furniture & Equipment 10,000 0.0% 0.0% 0.0% Items for Resale 100,000 0.0% 90,000 1.6% (1,440)-100.0% 1.440 TOTAL 2,385,500 145,471 6.1% 2,439,017 122,958 5.0% 22,513 18.3% OTHER AUXILIARY ENTERPRISES Salaries & Wages \$ \$ 82,000 \$ Professional 120,789 11,309 9.4% \$ 11,309 13.8% \$ 0.0% 15.1% 9.6% 146,713 (4,154)Adjunct Faculty 188,132 18,060 22,214 -18.7% Classified Hourly 304,705 0.0% 320,000 13,949 4.4% (13,949)-100.0% \$ 613,626 \$ 29,370 4.8% \$ 548,713 \$ 47,472 8.7% \$ **Total Salaries & Wages** (18,103)-38.1% Staff Benefits \$ \$ 7,191 \$ 65,613 \$ 8,087 12.3% \$ 98,374 7.3% (896)-11.1% 0.4% 447,082 398,000 18,771 4.7% -89.6% **Professional Services** 1,950 (16,821)**Operating Services** 4,813,558 37,223 0.8% 3,847,418 89,219 2.3% (51,996)-58.3% Travel 0.0% 0.0% -100.0% 61 (61)Utilities 750,000 12,019 1.6% 870,000 0.0% 12,019 100.0% Scholarship & Refunds 0.0% 0.0% 0.0% **Bond Principal and Expense** 1,800,000 0.0% 2,000,000 0.0% 0.0% Furniture & Equipment 100,000 0.0% 0.0% 0.0% Items for Resale 3,860 0.0% 7,100 476 6.7% (476)-100.0% TOTAL 8,626,500 87,752 1.0% 7,736,844 164,086 2.1% (76,333)-46.5%

TULSA COMMUNITY COLLEGE-CAMPUS STORE STATEMENT OF REVENUE, EXPENDITURES AND CAMPUS STORE EQUITY FOR THE ONE MONTH ENDING JULY 31, 2016 AND JULY 31, 2015

JLY FY16	
Percent of Increase/	Percent
Sales (Decrease)	Change
\$ (186,70)	-84.9%
26 100.0% (186,702	-84.9%
94 70.0% (105,190	-68.3%
30.0% (81,511	-123.6%
23.1% (4,814	-9.5%
50 23.1% (4,814	-9.5%
39 7.2% (2,492) -15.8%
- 0.0% 49	0.0%
39 1.4% (2,543	-85.1%
78 8.5% (4,987	-26.6%
28 31.6% (9,801) -14.1%
96) -1.6% (71,710	1994.4%
15 0.0% 2,585	17234.0%
- 0.0%	0.0%
15 0.0% 2,585	17234.0%
-1.6% (69,125	1930.5%
25 (127,61)	-1.9%
22	225 (127,618 644 (196,742

	Cı	Current Year		Prior Year		ncrease/ Decrease)	Percent Change	
Inventory July 1, 2016 Purchases	\$	1,751,939	\$	1,644,716	\$	107,223	6.5%	
Textbooks, Supplies, and Soft Goods		476,898		2,057,443		(1,580,545)	-76.8%	
Total Purchases		476,898		2,057,443		(1,580,545)	-76.8%	
Freight-In		-		6,499		(6,499)		
		476,898		2,063,942		(1,587,044)	-76.9%	
Cost of Goods Available for Sale		2,228,837		3,708,658		(1,479,821)	-39.9%	
Deduct Inventory July 31, 2016		2,179,933		3,554,564		(1,374,631)	-38.7%	
Cost of Goods Sold	\$	48,904	\$	154,094		(105,190)	-68.3%	

TULSA COMMUNITY COLLEGE

FINANCIAL REPORT

MONTH ENDING AUGUST 2016

TULSA COMMUNITY COLLEGE

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AUGUST FY17 AUGUST FY16 Percent of Percent of Percent **Budget** Year to date **Budget Budget** Year to date **Budget** \$ Change Change Revenue **Education & General** 30,408,023 \$ 5,034,742 \$ 36,600,023 \$ \$ -5.6% **State Appropriations** 16.6% 5,336,119 14.6% (301,377)31.0% 2,839,046 918,586 32.4% -21.2% **Revolving Fund** 2,336,458 724,100 (194,487)**Resident Tuition** 28,523,326 13,615,685 47.7% 27,636,535 12,665,958 45.8% 949,727 7.5% Non-Resident Tuition 47.4% 13.1% 2,467,093 1,383,880 56.1% 2,578,634 1,223,309 160,571 Student Fees 2,735,744 48.6% 6,180,408 2,708,251 43.8% 27,492 1.0% 5,634,788 39,167,963 5,500,000 14.0% 37,683,613 0.0% **Local Appropriations** 5,500,000 14.6% 0 108,537,651 28,994,150 26.7% 113,518,259 25.0% 641,926 2.3% Total 28,352,224 **Auxiliary Enterprises** Campus Store \$ 6,500,000 \$ 2,856,316 43.9% \$ 8,816,213 \$ 3,192,130 36.2% \$ (335,814)-10.5% 1,002,830 49.3% 40.7% -0.3% **Student Activities** 2,035,500 2,471,419 1,005,469 (2,639)Other Auxiliary Enterprises 8,464,500 1,480,806 7,745,885 1,615,920 20.9% 17.5% (135,113)-8.4% Total \$ 17,000,000 5,339,952 31.4% 19,033,517 5,813,519 30.5% \$ (473,567)-8.1% Restricted Ś 17.4% \$ 7,732,911 840,608 10.9% \$ -5.3% Institutional Grants 4,576,625 \$ 796,407 \$ (44,201)State Student Grants 2,277,003 229,093 10.1% 4,392,014 26,515 0.6% 202,578 764.0% 15.0% 12,124,925 7.2% Total 6,853,628 1,025,500 867,123 158,377 18.3% **TOTAL REVENUE** \$132,391,279 \$35,359,602 26.7% \$144,676,701 \$35,032,866 24.2% 326,736 0.9% \$ Expenditures **Education & General** 44,743,446 4,935,226 11.0% \$ 47,642,238 4,338,476 \$ 596,750 13.8% Instruction \$ Ś 9.1% 0.2% 544,020 17,964 3.3% (16,284)-90.6% **Public Service** 687,735 1,680 Academic Support 19,888,729 2,103,501 10.6% 20,099,642 3,095,723 15.4% (992,222)-32.1% **Student Services** 8,359,380 1,557,717 18.6% 9,029,409 1,292,140 14.3% 265,577 20.6% Institutional Support 13,073,440 2,469,215 18.9% 14,079,500 2,718,490 19.3% (249, 275)-9.2% 11.4% 1,896,683 Operation/ Maintenance of Plant 16,128,554 1,833,410 16,307,411 11.6% (63,273)-3.3% **Tuition Waivers** 913,761 25.8% 742,669 22.0% 171,092 23.0% 3,544,500 3,375,756 Scholarships 4,350,000 39,918 0.9% 4,145,100 44,384 1.1% (4,466)-10.1% Total 110,775,784 13,854,428 12.5% 115,223,076 14,146,529 12.3% (292, 101)-2.1% **Auxiliary Enterprises** 6,355,000 \$ 393,252 6.2% \$ 7,241,877 1,820,564 25.1% \$ (1,427,312)-78.4% Campus Store 2,385,500 289,381 12.1% 2,439,017 315,304 12.9% (25,923)-8.2% Student Activities Other Auxiliary Enterprises 8,626,500 322,748 3.7% 7,736,844 566,036 7.3% (243, 289)-43.0% Total 17,367,000 1,005,380 5.8% 17,417,738 2,701,905 15.5% (1,696,524)-62.8% Restricted 7,732,911 (50,802) \$ \$ 17.4% \$ \$ 844,995 10.9% \$ -6.0% Institutional Grants 4,576,625 794,193 State Student Grants 2,277,003 13,464 0.6% 4,392,014 31,502 0.7% (18,039)-57.3% Total 6,853,628 807,657 11.8% 12,124,925 876,498 7.2% (68,841)-7.9% **TOTAL EXPENDITURES** \$ 134,996,412 15,667,465 11.6% \$ 144,765,739 \$ 17,724,931 12.2% (2,057,466)-11.6%

TULSA COMMUNITY COLLEGE EXPENDITURE SUMMARY BY CATEGORY FOR THE PERIOD ENDING AUGUST 31, 2016 AND AUGUST 31, 2015

AUGUST FY17 AUGUST FY16 Percent of Percent of Percent **Budget** Year to date **Budget Budget** Year to date **Budget** \$ Change Change **EDUCATION AND GENERAL** Salaries & Wages Faculty 17,550,232 1,460,395 8.3% \$ 18,288,189 1,486,962 8.1% \$ (26,567)-1.8% 11,700,000 1,258,796 10.8% 1,307,576 10.1% -3.7% Adjunct Faculty 12,893,590 (48,780)Professional 12,405,669 1,810,136 14.6% 1,930,452 16.6% -6.2% 11,599,149 (120,316)Classified Exempt 14.7% 4,479,153 14.9% 4,158,105 609,608 668,773 (59,165)-8.8% -7.4% Classified Hourly 13,316,054 1,638,752 12.3% 14,440,059 1,769,605 12.3% (130,853)TOTAL 59,130,060 6,777,686 11.5% 61,700,140 7,163,369 11.6% \$ (385,682)-5.4% Staff Benefits \$ 21,569,019 2,761,979 12.8% \$ 22,047,079 \$ 3,018,964 13.7% (256,986)-8.5% 6.9% **Professional Services** 2,835,900 194,714 3,522,742 238,674 6.8% (43,960)-18.4% **Operating Services** 14,527,578 2,687,863 18.5% 16,759,682 2,353,414 14.0% 334,448 14.2% Travel 452,420 30,292 6.7% 750,533 80,559 10.7% (50, 267)-62.4% Utilities 1,908,500 228,953 12.0% 2,015,900 187,314 9.3% 41,639 22.2% **Tuition Waivers** 3,544,500 913,761 25.8% 3,375,756 742,669 22.0% 171,092 23.0% Scholarships 4,350,000 39,918 0.9% 4,145,100 44,384 1.1% (4,466)-10.1% Furniture & Equipment 2,457,807 219,263 8.9% 906,144 317,182 35.0% (97,919)-30.9% 13,854,428 **TOTAL** \$ 110,775,784 12.5% \$ 115,223,076 14,146,529 12.3% (292,101)-2.1%

TULSA COMMUNITY COLLEGE EXPENDITURE SUMMARY BY CATEGORY FOR THE PERIOD ENDING AUGUST 31, 2016 AND AUGUST 31, 2015

AUGUST FY17 AUGUST FY16 Percent of Percent of Percent **Budget** Year to date **Budget Budget** Year to date **Budget** \$ Change Change **CAMPUS STORE** Salaries & Wages **Professional & Classified Exempt** \$ 258,122 \$ 45,895 17.8% \$ 306,629 \$ 54,707 17.8% \$ (8,812)-16.1% 447,291 16.4% 599,206 70,825 11.8% 2,359 Classified Hourly 73,183 3.3% \$ **Total Salaries & Wages** 705,413 \$ 119,079 16.9% \$ 905,835 \$ 125,532 13.9% \$ (6,453)-5.1% Staff Benefits \$ 224,587 \$ 34,209 15.2% \$ 320,542 \$ 38,253 11.9% \$ (4,045)-10.6% 0.0% 0.0% 0.0% **Professional Services** 590,000 0.0% 180,500 2.6% -100.0% **Operating Services** 4,773 (4,773)Travel 5,000 108 2.2% 15,000 0.0% 108 100.0% Utilities 40,000 2,602 6.5% 22.2% 85,000 3,180 3.7% 578 Items for Resale - Campus Store 4,745,000 236,677 5.0% 5,780,000 1,649,405 28.5% (1,412,728)-85.7% Furniture & Equipment 0.0% 0.0% 0.0% TOTAL \$ 6,355,000 393,252 6.2% 7,241,877 1,820,564 25.1% (1,427,312) -78.4% **STUDENT ACTIVITIES** Salaries & Wages \$ 613,385 \$ 88,276 14.4% \$ 564,340 \$ 94,767 16.8% \$ (6,491)-6.8% Professional Classified Hourly 686,230 61,174 8.9% 808,166 83,763 10.4% (22,589)-27.0% \$ \$ **Total Salaries & Wages** 1,299,615 \$ 149,450 11.5% \$ 1,372,506 \$ 178,530 13.0% (29,080)-16.3% Staff Benefits \$ 520,385 \$ 57,074 11.0% \$ 396,565 \$ 70,189 17.7% \$ -18.7% (13,115)-47.2% **Professional Services** 46,181 1,189 2.6% 39,260 2,250 5.7% (1,061)435,766 11.0% 31,180 **Operating Services** 369,319 78,922 21.4% 47,742 65.3% Travel 40,000 2,747 6.9% 104,920 2,270 2.2% 477 21.0% 0.0% 0.0% -100.0% Furniture & Equipment 10,000 9,601 (9,601)Items for Resale 100,000 0.0% 90,000 4,722 5.2% (4,722)-100.0% TOTAL 2,385,500 289,381 12.1% 2,439,017 315,304 12.9% (25,923)-8.2% OTHER AUXILIARY ENTERPRISES Salaries & Wages \$ \$ 18.7% 82,000 \$ 22,619 Professional 120,789 22,619 \$ 27.6% \$ 0.0% 12.0% 146,713 40,082 27.3% (17,444)Adjunct Faculty 188,132 22,638 -43.5% Classified Hourly 304,705 0.0% 320,000 13,949 4.4% (13,949)-100.0% \$ 613,626 \$ 45,257 7.4% \$ \$ 14.0% \$ **Total Salaries & Wages** 548,713 76,650 (31,393)-41.0% Staff Benefits \$ \$ 11,962 \$ \$ 21.6% \$ -15.5% 98,374 12.2% 65,613 14,148 (2,186)447,082 29,912 6.7% 398,000 9.9% -24.3% **Professional Services** 39,505 (9,593)**Operating Services** 4,813,558 144,101 3.0% 3,847,418 357,438 9.3% (213, 337)-59.7% Travel 4,375 0.0% 3,998 0.0% 377 9.4% Utilities 750,000 85,857 11.4% 870,000 70,243 8.1% 15,615 22.2% Scholarship & Refunds 0.0% 0.0% 0.0% 1,800,000 **Bond Principal and Expense** 0.0% 2,000,000 0.0% 0.0% Furniture & Equipment 100,000 970 1.0% 3,578 0.0% (2,609)-72.9% Items for Resale 3,860 313 8.1% 7,100 476 6.7% (162)-34.1% TOTAL 8,626,500 322,748 3.7% 7,736,844 566,036 7.3% (243, 289)-43.0%

TULSA COMMUNITY COLLEGE-CAMPUS STORE STATEMENT OF REVENUE, EXPENDITURES AND CAMPUS STORE EQUITY FOR THE TWO MONTHS ENDING AUGUST 31, 2016 AND AUGUST 31, 2015

	AUG FY17		AUG	FY16		
		Percent of		Percent of	Increase/	Percent
	Current Year	Sales	Prior Year	Sales	(Decrease)	Change
Income From Sales						
Sales (From 07-01-16 To 08-31-16)						
Textbooks, Supplies, and Soft Goods	\$ 2,851,080		\$ 3,276,829		\$ (425,749)	-13.0%
Total Sales	2,851,080	100.0%	3,276,829	100.0%	(425,749)	-13.0%
Less: Cost of Goods Sold	2,138,408	75.0%	2,484,764	75.8%	(346,356)	-13.9%
Gross Income/(Loss) on Sales	712,672	25.0%	792,065	24.2%	(79,393)	-10.0%
Operating Expenses						
Selling Expenses	119,079	4.2%	125,532	3.8%	(6,453)	-5.1%
Total Selling Expense	119,079	4.2%	125,532	3.8%	(6,453)	-5.1%
Administrative Expenses						
Personnel Benefits	34,209	1.2%	38,253	1.2%	(4,045)	-10.6%
Travel	108	0.0%	-	0.0%	108	0.0%
Operating Expense	3,180	0.1%	7,374	0.2%	(4,194)	-56.9%
Total Administrative Expense	37,496	1.3%	45,627	1.4%	(8,131)	-17.8%
Total Selling and Administrative Expense	156,575	5.5%	171,159	5.2%	(14,584)	-8.5%
Net Selling Income/(Loss)	556,097	19.5%	620,906	18.9%	(64,809)	-10.4%
Other Income/(Loss)						
Commission Income	8,260	0.3%	8,079	0.2%	181	2.2%
Other Expense	-	0.0%	-	0.0%	-	0.0%
	8,260	0.3%	8,079	0.2%	181	2.2%
Net Income/(Loss)	\$ 564,357	19.8%	\$ 628,985	19.2%	(64,628)	-10.3%
Equity Balance July 1, 2016	6,606,607		6,734,225		(127,618)	-1.9%
Equity Balance August 31 2016	\$ 7,170,964		\$ 7,363,209		(192,245)	-2.6%

	Current Year	Prior Year	Increase/ (Decrease)	Percent Change	
Inventory July 1, 2016 Purchases	\$ 1,751,939	\$ 1,644,716	\$ 107,223	6.5%	
Textbooks, Supplies, and Soft Goods	1,640,789	3,129,390	(1,488,601)	-47.6%	
Total Purchases	1,640,789	3,129,390	(1,488,601)	-47.6%	
Freight-In	-	6,509	(6,509)		
	1,640,789	3,135,899	(1,495,110)	-47.7%	
Cost of Goods Available for Sale	3,392,728	4,780,615	(1,387,887)	-29.0%	
Deduct Inventory August 31, 2016	1,254,320	2,295,851	(1,041,531)	-45.4%	
Cost of Goods Sold	\$ 2,138,408	\$ 2,484,764	(346,356)	-13.9%	