



**BOARD OF TRUSTEES  
FINANCIAL PERFORMANCE REPORT HIGHLIGHTS  
September 30, 2022**

**FY2023 Revenue**

Tuition and fee revenue projections represent not only official class day enrollment receipts, but take in consideration other transactions such as drop for non-attend and drop for non-pay events. The revenue totals for Tuition and Fees reflect approximately 7.67% decrease under actual levels of Fall 21 revenues. Administration and Finance has applied this trend to Spring and Summer '23 semesters.

Sales & Services indicates those activities that are direct sales to students, faculty, staff, and public. Vehicle hang tags, farm sales, replacement i.d. cards, hospitality meals activities, and similar transactions. The first quarter, ending September 30, 2022, shows a positive trend in these categories approximately an 8% increase. If the trend holds pattern, this category of revenues will meet budget expectations.

Interest revenues is following increasing market rates for State of Arkansas allowable investment vehicles for ATU. Certificates of deposits (CDs) and interest bearing demand deposit accounts are following market trends. This revenue category out performed September 30, 2021 receipts by a significant rate, but Administration and Finance predicts smoothing of actual results, and budgeted interest levels will be met.

Endowment and Other Revenue are trending below budgeted levels. This category of revenues houses support from auxiliary activities for shared services of educational and general, as well as, other interdepartmental charges, grant indirect costs reimbursements, rebates, pouring rights, vending, and etc. Though year end projections are displayed lower than budgeted, a majority of the transactions transpire late in the fiscal year after activities are performed and shared services are recognized. The current trend for these activities is lower quarter over quarter.

Educational and general fund balance is marginally budgeted for FY2023 \$79,210. The budget is recognized as reserves (fund balance) from previous operating years that is required for FY2023 expense budget authorizations.

Auxiliary revenues are fluctuating in alignment with educational and general student driven enrollment. Overall auxiliary business models anticipate between -4.70% and -7.28% decline from FY2022 actual levels. Anticipated year end projections reflect a blending of these trends.

**FY2023 Expenses**

Compensation category (salary and related benefit costs) are realizing positive variances in alignment with cyclical attrition and vacancies. We budget for full year of salaries and benefits and do not project an proration based on prior year employment cycles. This assures that position funding is established in the beginning of budget authorization to support July 1st employment appointments. Another positive variance component is the conservative budgeting of anticipated benefit costs.

Supplies and services are indicative of ATU's conservative spending practices. Colleges, their programs, internal support services, plant & maintenance, and other spending areas plan and spend with intent and conservatism. The supplies and services category of budget has realized positive variances for the past two year spending fiscal year spending cycles.

University contingencies reflect conservative budget planning that supports growth of programs, deferred maintenance costs, innovative and future driven activities, strategic enrollment and retention goals (SERC), and to implement the Board of Trustee FY2025 strategic plan. The negative trend in enrollment, representing tuition and fees revenues, has been offset by the enrollment contingency (\$955,488) and is combined with other positive variances. Combined positive variances prevents any adjustments to individual operational budgets. ATU estimates usage of 53% of the originally adopted budget contingencies to either prevent global budget adjustments or to support deferred maintenance and long range strategic plan goals.

In February 2022, COVID driven American Rescue Plan Act announced a new supplemental opportunity to fund unmet needs of higher education institutions. ATU applied and was granted a new supplemental award for FY2023 expenses related to fund direct student awards, covid testing, financial aid communications, cleaning and disinfecting supplies, and additional support to offset lost revenues that continue as result of the pandemic. Reflective in this report, ATU will recognize approximately additional lost revenue totaling \$922k.

Educ. & Gen. Resources transferred for construction and maintenance represents authorizations: Ozark campus' renovation of ICS (Automation Technology) building, Russellville campus' annual funded depreciation activities, and Russellville campus' continuation of June '22 Board of Trustee authorized summer projects.

Aux. expenses are seeing expense patterns in alignment with educational and general trends. Natural employment cycles provides positive utilization variances, as well as, conservative management of ongoing operational costs.

**FY2023 Net Total**

ATU is expecting a small expense balance that exceeds revenues by approximately \$47 thousand.



**FY 2023 Financial Analysis - September 30, 2022**  
**Unrestricted Revenue and Expenditures**

DESCRIPTION	FY2022			FY2023		
	ADOPTED BUDGET	YEAR END JUNE 30, 2022	SEPT. 30, 2021 TO DATE	ADOPTED BUDGET	PROJECTED YEAR END	SEPT. 30, 2022 TO DATE
<b>REVENUES:</b>						
Tuition and Fees	\$ 65,683,356	\$ 58,865,933	\$ 31,877,605	\$ 63,611,902	\$ 59,021,979	\$ 30,855,699
State Appropriations	39,163,701	39,511,575	6,384,103	43,297,095	43,297,095	6,679,286
Sales and Services	942,869	692,803	333,967	879,092	953,815	294,805
Interest Income	551,073	582,631	57,101	551,073	597,914	373,986
Endowment and Other Revenue	3,092,446	4,050,995	433,472	3,883,214	2,028,502	507,126
E&G Fund Balance	3,252,814	-		79,210	-	-
<b>Total Education and General Revenue</b>	<b>112,686,259</b>	<b>103,703,937</b>	<b>39,086,248</b>	<b>112,301,586</b>	<b>105,899,305</b>	<b>38,710,902</b>
Auxiliary Revenue	25,967,201	24,577,838	11,612,713	25,588,759	24,773,675	11,427,809
Auxiliary Fund Balance	-	-	-	637,041	-	-
<b>Total Auxiliary Revenue</b>	<b>25,967,201</b>	<b>24,577,838</b>	<b>11,612,713</b>	<b>26,225,800</b>	<b>24,773,675</b>	<b>11,427,809</b>
<b>Total Revenues</b>	<b>\$ 138,653,460</b>	<b>\$ 128,281,775</b>	<b>\$ 50,698,961</b>	<b>\$ 138,527,386</b>	<b>\$ 130,672,980</b>	<b>\$ 50,138,711</b>
<b>EXPENSES:</b>						
Compensation	\$ 63,094,144	\$ 54,859,043	\$ 13,186,489	\$ 64,950,787	\$ 62,658,022	\$ 13,185,932
Supplies and Services	21,718,092	19,368,762	6,557,330	22,460,528	20,508,272	6,551,482
University Reserves	7,072,905	879,906		5,553,892	2,950,000	-
Scholarships	18,172,043	16,963,309	9,200,012	16,975,043	16,379,765	8,925,826
Principal and Interest Payments	2,385,345	2,388,010	-	2,361,336	2,361,336	-
Transfer for CARES/SSARP Lost Revenue		(6,631,414)		-	(722,587)	-
Transfer for Construction and Maintenance	-	7,880,886	348,881.00	-	1,502,814	4,798,315
<b>Total Education and General Expenditures</b>	<b>112,442,529</b>	<b>95,708,502</b>	<b>29,292,712</b>	<b>112,301,586</b>	<b>105,637,622</b>	<b>33,461,555</b>
Auxiliary Enterprises	23,304,284	18,286,981	4,283,535	24,098,387	22,997,814	4,598,989
Auxiliary Prin. & Interest	2,906,647	2,899,750	-	2,127,413	2,127,413	-
Transfer for CARES/SSARP Lost Revenue	-	(1,836,886)	-	-	(200,155)	-
Transfer for Construction and Maintenance	-	9,248,406	17,111	-	157,013	136,513
<b>Total Auxiliary Expenditures</b>	<b>26,210,931</b>	<b>28,598,251</b>	<b>4,300,646</b>	<b>26,225,800</b>	<b>25,082,085</b>	<b>4,735,502</b>
<b>Total Expenditures</b>	<b>\$ 138,653,460</b>	<b>\$ 124,306,753</b>	<b>\$ 33,593,358</b>	<b>\$ 138,527,386</b>	<b>\$ 130,719,707</b>	<b>\$ 38,197,057</b>
<b>Net Total</b>	<b>\$ -</b>	<b>\$ 3,975,022</b>	<b>\$ 17,105,603</b>	<b>\$ -</b>	<b>\$ (46,727)</b>	<b>\$ 11,941,654</b>



**FY 2023 Financial Analysis - September 30, 2022**  
**Education and General Expenditures and Auxiliary Expenditures by Reporting Unit**

**E&G REPORTING UNIT**

President
Vice President of Academic Affairs
Vice President of Administration and Finance
Vice President of Student Affairs
Vice President for Advancement
Ozark Campus
University Reserves
Transfer In from Reserves
Transfer for CARES/SSARP Lost Revenue
Fund Deduction
Transfer for Construction and Maintenance
<b>Total Expenditures</b>

FY 2022			
ADOPTED BUDGET	YEAR END JUNE 30, 2022	SEPT. 30, 2021 TO DATE	% OF BUDGET
\$ 1,740,331	\$ 1,571,503	\$ 472,921	27.17%
47,148,010	45,097,122	9,111,175	19.32%
17,104,260	11,059,108	4,923,250	28.78%
27,210,320	26,166,372	11,932,410	43.85%
1,606,845	1,593,285	464,091	28.88%
10,560,668	8,971,343	2,039,984	19.32%
7,072,095	-	-	0.00%
-	-	-	0.00%
-	(6,631,414)	-	0.00%
-	-	-	0.00%
-	7,880,886	365,992	0.00%
\$ 112,442,529	\$ 95,708,205	\$ 29,309,823	26.07%

FY 2023		
ADOPTED BUDGET	SEPT. 30, 2022 TO DATE	% OF BUDGET
\$ 1,895,909	\$ 366,164	19.31%
45,572,903	10,632,288	23.33%
21,143,887	4,000,438	18.92%
25,604,097	10,831,137	42.30%
1,602,736	444,066	27.71%
10,928,162	2,247,481	20.57%
5,553,892	141,666	2.55%
-	-	0.00%
-	-	0.00%
-	3,295,501	0.00%
-	1,502,814	0.00%
\$ 112,301,586	\$ 33,461,555	29.80%

**AUXILIARY REPORTING UNIT**

Athletics
Bookstore/Post Office
Food Service
Residence Life
Student Union
Student Health Services
Transfer for CARES/SSARP Lost Revenue
Transfer for Construction and Maintenance
Ozark Campus
<b>Total Expenditures</b>

ation based on prior year employment cycles. This assures that po			
ADOPTED BUDGET	YEAR END JUNE 30, 2022	SEPT. 30, 2021 TO DATE	% OF BUDGET
\$ 6,430,903	\$ 6,058,308	\$ 2,007,208	31.21%
308,508	148,206	31,528	10.22%
7,161,618	5,359,296	703,401	9.82%
9,547,172	8,144,533	1,176,185	12.32%
1,013,522	303,151	39,506	3.90%
1,679,957	1,173,081	325,674	19.39%
-	(1,836,886)	-	0.00%
-	9,248,407	-	0.00%
69,251	155	33	0.05%
\$ 26,210,931	\$ 28,598,251	\$ 4,283,535	16.34%

FY 2023		
ADOPTED BUDGET	SEPT. 30, 2022 TO DATE	% OF BUDGET
\$ 6,511,014	\$ 1,939,434	29.79%
308,508	52,179	16.91%
6,703,275	940,439	14.03%
9,674,256	1,300,764	13.45%
1,306,735	63,487	4.86%
1,652,761	301,454	18.24%
-	-	0.00%
-	136,513	0.00%
69,251	1,232	1.78%
\$ 26,225,800	\$ 4,735,502	18.06%



**FY 2023 Financial Analysis - September 30, 2022**  
**Unrestricted Revenue and Expenditures**  
**Year to Date Performance Comparison**

DESCRIPTION	FY2022			FY2023		
	YEAR END JUNE 30, 2022	SEPT. 30, 2021 TO DATE	% OF YEAR END	PROJECTED YEAR END	ACTUAL TO DATE	% OF YEAR END
<b>REVENUE:</b>						
Tuition and Fees	\$ 58,865,933	\$ 31,877,605	54.15%	\$ 59,021,979	\$ 30,855,699	52.28%
State Appropriations	39,511,575	6,384,103	16.16%	43,297,095	6,679,286	15.43%
Sales and Services	692,803	333,967	48.21%	953,815	294,805	30.91%
Interest Income	582,631	57,101	9.80%	597,914	373,986	62.55%
Endowment and Other Revenue	4,050,995	433,472	10.70%	2,028,502	507,126	25.00%
Education and General Fund Balance	-	-	0.00%	-	-	0.00%
<b>Total Education and General Revenue</b>	<b>103,703,937</b>	<b>39,086,248</b>	<b>37.69%</b>	<b>105,899,305</b>	<b>38,710,902</b>	<b>36.55%</b>
Auxiliary Revenue	24,577,838	11,612,713	47.25%	24,773,675	11,427,809	46.13%
Auxiliary Fund Balance	-	-	0.00%	-	-	0.00%
<b>Total Auxiliary Revenue</b>	<b>24,577,838</b>	<b>11,612,713</b>	<b>47.25%</b>	<b>24,773,675</b>	<b>11,427,809</b>	<b>46.13%</b>
<b>Total Revenues</b>	<b>\$ 128,281,775</b>	<b>\$ 50,698,961</b>	<b>39.52%</b>	<b>\$ 130,672,980</b>	<b>\$ 50,138,711</b>	<b>38.37%</b>
<b>EXPENSES:</b>						
Compensation	\$ 54,859,043	\$ 13,186,489	24.04%	\$ 62,658,022	\$ 13,185,932	21.04%
Supplies and Services	19,368,762	6,557,330	33.86%	20,508,272	6,551,482	31.95%
University Reserves	879,906	-	0.00%	2,950,000	-	0.00%
Scholarships	16,963,309	9,200,012	54.23%	16,379,765	8,925,826	54.49%
Principal and Interest Payments	2,388,010	-	0.00%	2,361,336	-	0.00%
Transfer for CARES/SSARP Lost Revenue	(6,631,414)	-	0.00%	(722,587)	-	0.00%
Transfer In from Reserves	-	-	0.00%	-	-	0.00%
Transfer for Construction and Maintenance	7,880,886	348,881.00	4.43%	1,502,814	4,798,315	319.29%
<b>Total Education and General Expenditures</b>	<b>95,708,502</b>	<b>29,292,712</b>	<b>30.61%</b>	<b>105,637,622</b>	<b>33,461,555</b>	<b>31.68%</b>
Auxiliary Enterprises	18,286,981	4,283,535	23.42%	22,997,814	4,598,989	20.00%
Auxiliary Prin. & Interest	2,899,750	-	0.00%	2,127,413	-	0.00%
Transfer for CARES/SSARP Lost Revenue	(1,836,886)	-	0.00%	(200,155)	-	0.00%
Transfer for Construction and Maintenance	9,248,406	17,111	0.19%	157,013	136,513	0.00%
<b>Total Auxiliary Expenditures</b>	<b>28,598,251</b>	<b>4,300,646</b>	<b>15.04%</b>	<b>25,082,085</b>	<b>4,735,502</b>	<b>18.88%</b>
<b>Total Expenditures</b>	<b>\$ 124,306,753</b>	<b>\$ 33,593,358</b>	<b>27.02%</b>	<b>\$ 130,719,707</b>	<b>\$ 38,197,057</b>	<b>29.22%</b>
<b>Net Total</b>	<b>\$ 3,975,022</b>	<b>\$ 17,105,603</b>		<b>\$ (46,727)</b>	<b>\$ 11,941,654</b>	