

TO: BOARD OF GOVERNORS

FROM: PATRICIA FRANCE, PRESIDENT

DATE: MARCH 28, 2023

RE: 2023-2024 FINANCIAL PLAN REPORT

SECTOR: FINANCE

MARC JONES, VICE PRESIDENT & CHIEF FINANCIAL OFFICER

#### AIM:

To obtain Board approval for the 2023-2024 Financial Plan Report.

#### **BACKGROUND:**

The proposed 2023-2024 Financial Plan Report incorporates the following financial information:

- 1. Statement of Operations Budget.
- 2. Statement of Financial Position Projection.
- 3. Non-Committed Cash Projection.
- 4. Financial Sustainability Metrics.
- 5. Student Fees: 2023-2024 Academic Year.

#### **RECOMMENDATION:**

IT IS RECOMMENDED THAT the Board of Governors approve the 2023-2024 Financial Plan Report.

#### STATEMENT OF OPERATIONS BUDGET

#### **EXECUTIVE SUMMARY (Schedule I)**

The purpose of the Financial Plan Report is to highlight the operating plan for the next fiscal year to the Board of Governors. The Financial Plan Report is consistent with the operational requirements and capital expenditures framework of the current Strategic Directions.

The Mid-Year Review 2022-23 budget approved by the Board on November 22, 2022 provided for a surplus position of \$30,112,480. The Statement of Operations Budget for 2023-24 is projecting a surplus of \$37,924,022, representing an increase of \$7,811,542 or 26% over the Mid-Year Review 2022-23 budget.

The projection for total operating and ancillary revenue for 2023-24 is \$302,015,821, representing an increase of \$12,052,408 or 4% over the Mid-Year Review 2022-23 budget of \$289,963,413.

The projection for total operating and ancillary expenditures for 2023-24 is \$264,091,799 representing an increase of \$4,240,866 or 2% over the Mid-Year Review 2022-23 budget of \$259,850,933.

#### CHANGES TO REVENUE (Schedule II)

The following highlights the major changes in revenue compared to the Mid-Year Review 2022-23 budget:

- Total MCU Operating Grants decreased by \$164,138 or 0.4% of the Mid-Year Review 2022-23 budget primarily due to the following:
  - Increase in the International Student Recovery program due to planned higher international student enrolment.
  - Appropriate planning to reflect 2023-24 being the fourth year of SMA3 performance based funding where the funding 'freeze' is scheduled to be removed.
- Total Contract Income decreased by \$5,945,380 or 43% of the Mid-Year Review 2022-23 budget primarily due to the following:
  - Discontinued funding and wind down of the College's Employment Ontario operations.
  - The Ontario government's accelerated Personal Support Worker program ending on March 31, 2023.

- Total Tuition revenue increased by \$13,628,757 or 8% of the Mid-Year Review 2022-23 budget due to the following:
  - Decrease in domestic post-secondary tuition revenue of \$812,330 or 3%, based on an enrolment projection of 6,594 domestic students. This is a planned decrease of 3% or 230 students from the Day 10 Fall 2022 enrolment of 6,824 and does not reflect a tuition increase.
  - Increase in international post-secondary tuition revenue of \$16,302,035 or 25% based on an enrolment projection of 4,279 international students. This is a planned increase of 23% or 809 students from the Day 10 Fall 2022 enrolment of 3,470 and does not reflect a tuition increase.
  - Decrease in Public College Private Partnership (PCPP) revenue of \$1,706,148 or 2% based on a decrease in overall registrations from the prior year. An enrolment projection of 3,500 international students is a planned increase of 0.09% or 30 students from the Day 10 Fall 2022 enrolment of 3,470 and does not include a tuition increase.
- Total "Other" income increased by \$3,751,345 or 6% of the Mid-Year Review 2022-23 budget due to Interest Income increasing \$3,067,400 as a result of significant increases in the Bank of Canada's policy interest rate and interest realized from maturing GICs.

#### **CHANGES TO EXPENDITURES (Schedule III)**

The following highlights the major changes in expenditures compared to the Mid-Year Review 2022-23 budget:

- Total Salaries & Benefits increased by \$597,622 or 1% of the Mid-Year Review 2022-23 budget due to the following:
  - Administrative Full-Time salaries: \$189,177 decrease.
  - Administrative Part-Time salaries: \$384,233 decrease.
  - Faculty Full-Time salaries: \$1,238,039 increase.
  - Faculty Part-Time salaries: \$398,205 decrease.
  - Support Full-Time salaries: \$368,470 increase.
  - Support Part-Time salaries: \$129,198 decrease.
  - Fringe Benefits of \$91,925 due to the above salary increases and rising benefit costs.

The \$597,622 increase is due full-time positions across several constituent groups not filled during the 2022-23 year and hiring was delayed, and compensation adjustments. In addition, part-time staffing resources have been adjusted to those levels required to address institutional priorities and work volumes.

- Total Non-Salary Expenditures increased by \$2,143,307 or 1% of the Mid-Year Review 2022-23 budget is primarily due to the following:
  - Decrease in Advertising: \$734,426.
  - Decrease in Contracted Educational Services: \$992,404.
  - Increase in Contracted Services Other: \$3,690,795.
  - Increase in Equipment Maintenance & Repairs: \$981,816.
  - Increase in Equipment Rentals: \$456,442.
  - Increase in Instructional Supplies: \$701,742.
  - Decrease in Stipends & Allowances & Scholarships: \$3,943,854.
  - Increase in Other Expenses: \$1,103,124.
  - Increase in Amortization: \$981,048.

#### CHANGES IN ANCILLARY OPERATIONS (Schedules IV - A & B)

The total Ancillary Operations surplus of \$544,938 is a decrease of \$718,113 from the Mid-Year Review 2022-23 surplus of \$1,263,051. The decrease in the surplus projection is due to the following:

- Parking Operations due to lower parking permit sales and increased costs for the Downtown Windsor parking garage and ground lot maintenance.
- Varsity Sports due to the success of the College's varsity athletes, operation of the St. Clair Fratmen, and the budget for athlete scholarships being reallocated to Varsity Sports.

## **SCHEDULE I**

St. Clair College of Applied Arts and Technology					
Statement of Operations Summary: 2023-24					
A	В				
	•				
2022-23	2023-24	Variance			
\$	\$	\$			
41,908,159	41,744,021	(164,138)			
' '	• •	· · · · /			
· · ·	• •				
' '	· ·	·			
278,788,964	290,059,548	11,270,584			
11,174,449	11,956,273	781,824			
289,963,413	302,015,821	12,052,408	4%		
96,356,472	96,954,094	597,622			
153,583,064	155,726,371	2,143,307			
249,939,536	252,680,464	2,740,929			
9,911,398	11,411,335	1,499,937			
259,850,933	264,091,799	4,240,866	2%		
30 112 490	37 924 022	7 811 542	26%		
	A MYR Income Statement 2022-23 \$ 41,908,159 13,794,332 162,376,941 60,709,531 278,788,964 11,174,449 289,963,413 96,356,472 153,583,064 249,939,536 9,911,398	A MYR Income Statement 2022-23         A 1744,021           13,794,332         7,848,953           162,376,941         176,005,698           60,709,531         64,460,876           278,788,964         290,059,548           11,174,449         11,956,273           289,963,413         302,015,821           96,356,472         96,954,094           153,583,064         155,726,371           249,939,536         252,680,464           9,911,398         11,411,335           259,850,933         264,091,799	A MYR Income Income Statement 2022-23         A Wariance \$ \$           41,908,159 13,794,332 162,376,941 176,005,698 13,628,757 60,709,531 64,460,876 278,788,964 290,059,548 11,270,584         11,174,449 11,956,273 781,824           289,963,413 302,015,821 249,939,536 252,680,464 2,740,929 9,911,398 11,411,335 1,499,937         259,850,933 264,091,799 4,240,866		

## **SCHEDULE II**

St. Clair College of Applied Arts and Technology					
	evenue: 2023-24	ogy			
A B					
	MYR	Budget			
	Income	Income			
	Statement	Statement	B-A		
	2022-23	2023-24	Variance		
REVENUE	\$	\$	\$		
Enrolment Based Envelope: see note 1	20,674,708	19,937,255	(737,453)		
Differentiation Envelope: see note 2	23,958,981	24,696,435	737,453		
Special Purpose / Other Grants: see note 3	(2,725,530)	(2,889,669)	(164,138)		
Total MCU Operating Grants	41,908,159	41,744,021	(164,138)	-0.4%	
Apprenticeship	3,499,847	4,110,920	611,073		
Canada Ontario Jobs Grant	507,216	-	(507,216)		
Employment Ontario	3,056,813	-	(3,056,813)		
Youth Job Connection	1,337,400	-	(1,337,400)		
Literacy & Basic Skills	1,376,172	1,376,172	-		
School College Work Initiative	1,713,876	1,713,876	-		
Second Career	250,000	95,541	(154,460)		
Other: see note 4	2,053,009	552,445	(1,500,564)		
Total Contract Income	13,794,332	7,848,953	(5,945,380)	-43%	
Post Secondary - Domestic	23,440,049	22,627,719	(812,330)		
Post Secondary - International	66,020,027	82,322,062	16,302,035		
Post Secondary - PCPP	71,380,565	69,674,417	(1,706,148)		
Continuing Education	1,536,300	1,381,500	(154,800)		
Total Tuition	162,376,941	176,005,698	13,628,757	8%	
Interest Income	10,150,000	13,217,400	3,067,400		
Contract Training	482,175	493,783	11,608		
International Projects	212,215	210,000	(2,215)		
PCPP Fee-for-Service	23,648,303	23,868,110	219,807		
Other: see note 5	3,254,239	2,982,013	(272,226)		
Divisional Income	17,214,958	17,432,737	217,778		
Amortization of DCC	5,747,640	6,256,833	509,193		
Total Other	60,709,531	64,460,876	3,751,345	6%	
Total Revenue Before Ancillary	278,788,964	290,059,548	11,270,584		
Ancillary Revenue	11,174,449	11,956,273	781,824	7%	
TOTAL REVENUE	289,963,413	302,015,821	12,052,408	4%	

Full Board Agenda: March 28, 2023

## SCHEDULE III

St. Clair College of Applied Arts and Technology					
Statement of Expenditures: 2023-24					
	Α	В			
	MYR	Budget			
	Income	Income			
	Statement	Statement	B - A		
	2022-23	2023-24	Variance		
EXPENDITURES	\$	\$	\$		
Administrative: Full-Time	8,807,582	8,618,405	(189,177)		
Administrative: Part-Time	2,981,820	2,597,587	(384,233)		
Faculty: Full-Time	32,989,636	34,227,675	1,238,039		
Faculty: Part-Time	14,197,754	13,799,549	(398,205)		
Support: Full-Time	14,904,060	15,272,530	368,470		
Support: Part-Time	5,543,072	5,413,874	(129,198)		
Fringe Benefits	16,932,549	17,024,474	91,925		
Total Salaries & Benefits	96,356,472	96,954,094	597,622	1%	
Advertising	3,620,415	2,885,989	(734,426)		
Contracted Cleaning Service	3,596,955	3,655,136	58,181		
Contracted Educational Services	74,612,700	73,620,296	(992,404)		
Contracted Services Other	15,773,850	19,464,644	3,690,795		
Equipment Maintenance & Repairs	3,493,032	4,474,848	981,816		
Equipment Rentals	2,514,794	2,971,236	456,442		
Instructional Supplies	5,061,683	5,763,425	701,742		
Insurance	6,327,860	6,517,536	189,676		
Janitorial & Maintenance Supplies	575,182	613,100	37,918		
Memberships & Dues	631,228	771,901	140,673		
Municipal Taxes	705,804	705,804	-		
Office Supplies	825,874	703,648	(122,226)		
Premise Rental	2,853,674	2,713,562	(140,112)		
Professional Development	656,296	577,700	(78,596)		
Security Services	2,752,243	2,711,500	(40,743)		
Stipends & Allowances & Scholarships	4,502,354	567,500	(3,934,854)		
Student Assistance: 30% Tuition	2,032,250	1,750,000	(282,250)		
Travel	723,310	1,026,820	303,510		
Utilities	4,722,506	4,546,500	(176,006)		
Other: see note 6	5,113,653	6,216,777	1,103,124		
Amortization	12,487,401	13,468,449	981,048		
Total Non-Salary Expenditures	153,583,064	155,726,371	2,143,307	1%	
Total Operating Expenditures	249,939,536	252,680,464	2.740.020	1%	
Total Operating Expenditures	249,939,330	252,000,404	2,740,929	170	
Ancillary Expenditures	9,911,398	11,411,335	1,499,937	15%	
TOTAL EXPENDITURES	259,850,933	264,091,799	4,240,866	2%	

Full Board Agenda: March 28, 2023

## SCHEDULE IV A

St. Clair College of Applied Arts and Technology					
Statement of Ancillary Operations: 2023-24					
	A	В			
	MYR	Budget			
	Income	Income			
	Statement	Statement	B - A		
	2022-23	2023-24	Variance		
	\$	\$	\$		
Ancillary: Revenue					
Beverage Supplier	70,740	62,000	(8,740)		
Bookstore - Windsor & Chatham	200,000	190,000	(10,000)		
Green Giants	1,000	-	(1,000)		
IRCDSS Special Events & Projects	129,000	144,000	15,000		
Lockers Administration	32,295	34,700	2,405		
Parking Lots	1,900,000	1,600,000	(300,000)		
Residence - Windsor	3,153,658	3,568,908	415,250		
St. Clair College Centre for the Arts	3,672,756	4,086,665	413,909		
Varsity Sports	1,400,000	1,645,000	245,000		
Sports Park	200,000	200,000	-		
Woodland Hills Golf Course	415,000	425,000	10,000		
Total Revenue	11,174,449	11,956,273	781,824	7%	
Ancillary: Expense					
IRCDSS Special Events & Projects	115,000	125,000	10,000		
Parking Lots	1,645,570	1,779,316	133,746		
Residence - Windsor	2,263,426	2,411,897	148,471		
Residence - Chatham	95,000	132,695	37,695		
St. Clair College Centre for the Arts	3,597,724	4,039,325	441,601		
Varsity Sports	1,660,077	2,360,101	700,024		
Sports Park	200,000	200,000	-		
Woodland Hills Golf Course	334,600	363,000	28,400		
Total Expenditures	9,911,398	11,411,335	1,499,937	15%	
		•			

#### SCHEDULE IV B

St. Clair College of Applied Arts and Technology Statement of Ancillary Operations Surplus/(Deficit): 2023-24				
	A MYR Income Statement 2022-23	B Budget Income Statement 2023-24 \$	B - A Variance \$	
Beverage Supplier: Revenue	70,740	62,000	(8,740)	
Bookstore - Windsor & Chatham: Revenue	200,000	190,000	(10,000)	
Green Giants: Revenue	1,000		(1,000)	
Green Giants: Expenditures		-	-	
	1,000	-	(1,000)	
Lockers Administration: Revenue	32,295	34,700	2,405	
IRCDSS Special Events & Projects: Revenue	129,000	144,000	15,000	
IRCDSS Special Events & Projects: Expenditures	115,000	125,000	10,000	
, ,	14,000	19,000	5,000	
Parking Lots: Revenue	1,900,000	1,600,000	(300,000)	
Parking Lots: Expenditures	1,645,570 254,430	1,779,316 (179,316)	133,746 (433,746)	
	,	, , ,		
Residence - Windsor: Revenue	3,153,658	3,568,908	415,250	
Residence - Windsor: Expenditures	2,263,426	2,411,897	148,471	
	890,232	1,157,011	266,779	
Residence - Chatham: Expenditures	95,000	132,695	37,695	
	0.070.750		440.000	
St. Clair College Centre for the Arts: Revenue St. Clair College Centre for the Arts: Expenditures	3,672,756 3,597,724	4,086,665 4,039,325	413,909 441,601	
Ct. Clair Conege Contro for the 7 title. Experiance	75,031	47,339	(27,692)	
Varsity Sports: Revenue	1,400,000	1,645,000	245,000	
Varsity Sports: Expenditures	1,660,077 (260,077)	2,360,101	700,024	
	(200,077)	(715,101)	(455,024)	
Sports Park: Revenue	200,000	200,000	-	
Sports Park: Expenditures	200,000	200,000	<u> </u>	
Woodland Hills Golf Course: Revenue	415,000	425,000	10,000	
Woodland Hills Golf Course: Expenditures	334,600	363,000	28,400	
·	80,400	62,000	(18,400)	
Total Revenue	11,174,449	11,956,273	781,824	
Total Expenditures	9,911,398	11,411,335	1,499,937	
Surplus/(Deficit)	1,263,051	544,938	(718,113)	

#### Notes: Statement of Revenue & Expenditures

#### Note 1 REVENUE: Enrolment Based Envelope

Core Operating Grant

#### Note 2 REVENUE: Differentiation Envelope

Performance Funding

#### Note 3 REVENUE: Special Purpose / Other Grants

Accessibility Funding

Child & Youth Mental Health

Clinical Education / Nursing Expansion

Collaborative Nursing

International Student Recovery

Mental Health Worker and Services

**Municipal Taxes** 

#### Note 4 REVENUE: Other

Access and Inclusion

Campus Safety

Indigenous Student Success Fund

Personal Support Worker - Accelerated

**WSIB** 

#### Note 5 REVENUE: Other

Administration Fees

Apprenticeship Classroom Fees

**Credit Transfer Fees** 

CT In-Service Teacher Training

Gain/Loss on Sale of Assets

**Graduation Fees** 

Miscellaneous Income

**Termination Gratuities** 

**Unrestricted Donations** 

#### Note 6 EXPENDITURES: Other

**Audit Fees** 

**Bad Debt** 

**Bank Charges** 

**Building Repairs & Maintenance** 

Capital Non-Depreciable

College Employer Council

Field Studies

Food Service

**Grounds Maintenance** 

Learning Resource Material

Long-Term Debt Interest

Postage

**Professional Fees** 

Staff Employment

Telephone

Vehicle

Full Board Agenda: Item #7.1 March 28, 2023 10 of 17

## STATEMENT OF FINANCIAL POSITION PROJECTION

The intent of this report is to provide the Board with a forecast of our 2023-24 financial position at the end of the College's fiscal year in regards to Assets, Liabilities and Net Assets, based on information known when the budget was developed.

Full Board Agenda: Item #7.1 March 28, 2023 11 of 17

#### St. Clair College of Applied Arts and Technology Statement of Financial Position Projection (\$ in 000's)

,		
	11/22/2022	3/28/2023
	Mid-Year Budget	Original Budget
	2022-23	2023-24
		1
1 Assets	600,768	609,754
11 Cash and Cash Equivalents	41,603	36,391
12 Accounts Receivable	11,555	11,555
14 Other Current Assets	309,348	289,630
15 CIP [	917	10,583
16 Tangible Capital Assets	417,654	447,028
161 Land	6,086	6,086
162 Site Improvements	25,157	28,406
163 Building	277,886	295,364
164 Furniture and Equipment	102,507	111,154
169 Other TCA	6,018	6,018
17 Tangible Capital Asset Accumulated Amortization	(195,939)	(209,407)
172 AA Site Improvements	(11,752)	(13,270)
173 AA Building	(92,617)	(99,591)
174 AA Furniture and Equipment	(86,381)	(90,862)
179 AA Other TCA	(5,189)	(5,683)
18 Long Term Receivable	-	-
19 Investments and Other Long Term Assets	15,630	23,974
	30,000	
2 Liabilities	366,269	343,932
21 Bank Indebtedness	-	-
22 Accounts Payable and Accrued Liabilities	54,757	54,757
221 Accounts Payable and Accrued Liabilities	52,719	52,719
222 Accrued Interest	-	-
223 Current Portion of Long term liabilities	2,037	2,037
23 Deferred Revenue	158,040	138,299
231 Deferred Revenue	6,276	6,276
232 Deferred Tuition Revenue	151,763	132,023
24 Restricted Contribution	1,038	2,382
25 Deferred Capital Contributions	127,417	125,515
26 Capital Lease	-	-
27 Debt	21,385	19,347
29 Other Long Term Liabilities	3,632	3,632
3 Net Assets	234,499	266,060
31 Unrestricted Net Assets	6,669	19,828
32 Internally Restricted Net Assets	139,577	126,779
33 Investment in Capital Assets	73,223	97,423
36 Restricted Contributions	-	-
37 Endowments	15,030	22,030
38 Accumulated Re-measurement Gain & Losses	-	-
Assets - Liabilities - Net Assets	-	-

## **NON-COMMITTED CASH PROJECTION**

The intent of this report is to provide the Board with an indication of our 2023-24 non-committed cash surplus position at the end of the College's fiscal year. The report also identifies the capital projects that are funded from operating reserves, and funds being allocated towards internal reserves.

Full Board Agenda: Item #7.1 March 28, 2023 13 of 17

# St. Clair College of Applied Arts and Technology Non-Committed Cash Projection

(\$ in 000's)

	MYR	Budget	
	2022-23	2023-24	Variance
	\$	\$	\$
Harristand Net Accests Driver Very (1)	20 404	c cco	(20, 422)
Unrestricted Net Assets, Prior Year <sup>{1}</sup>	36,101	6,669	(29,432)
Operating			
Budget Surplus	30,112	37,924	7,812
Amortization (net)	6,740	7,212	472
Adjusted Budget Surplus	36,852	45,136	8,283
	_		
Capital			
Grant Revenues	5,508	4,115	(1,393)
Grant Expenditures	(5,508)	(4,115)	1,393
Funded by Unrestricted Reserves	(7,951)	(9,000)	(1,049)
Asset Retirement Obligation Adjustment	(1,068)	-	1,068
Net Outlay for Capital	(9,019)	(9,000)	19
Delt			
Debt	(4.000)	(0.007)	(0.40)
Repayment of Long-Term Debt	(1,692)	(2,037)	(346)
Proceeds from Long-Term Debt	4,000	-	(4,000)
Net Change in Long-Term Debt	2,308	(2,037)	(4,346)
iii. Other:			
Internally Restricted Reserves (net)	(59,574)	(13,939)	45,635
Contribution to Foundation	-	(7,000)	(7,000)
Net Change in Other	(59,574)	(20,939)	38,635
Unrestricted Net Assets, End of Year	6,669	19,828	13,159
Unrestricted Net Assets Adjustment <sup>{1}</sup>	(3,952)	(4,711)	(759)
•			, ,
Non-Committed Cash Projection	2,717	15,117	12,400

<sup>&</sup>lt;sup>{1}</sup> The College uses its unrestricted net assets balance from the prior fiscal year-end (after post-employment and vacation pay adjustments), as a planning benchmark for projecting non-committed cash. Adjustments by management are made to the projected unrestricted net assets balance to account for other estimates and assumptions for reported asset and liability amounts (i.e. collectability of student receivables).

Full Board Agenda: March 28, 2023

## **FINANCIAL SUSTAINABILITY METRICS**

The intent of this report is to provide the Board with an estimate of the 2023-24 MCU Financial Indicators based on information known when the budget was developed.

Full Board Agenda: Item #7.1 March 28, 2023 15 of 17

## St. Clair College of Applied Arts and Technology Financial Sustainability Metrics

		Act <u>3/31/2</u> 0		₹	3/28/2023 Budget 3/31/2024
Annual Surplus / Deficit	greater than \$0	\$ 31,577,1	64 \$ 30,112,480	\$	37,924,022
Accumulated Surplus / Deficit	greater than \$0	\$ 192,109,6	28 \$ 219,469,323	\$ \$ 2	44,030,725
Quick Ratio	greater than 1	4.	95 6.62	!	6.16
Debt to Asset Ratio	less than 35%	14.6	6% 13.62%	6	13.23%
Debt Servicing Ratio	less than 3%	0.5	4% 0.58%	6	0.67%
Net Assets to Expense Ratio	greater than 60%	137.5	2% 133.49%	6	139.93%
Net Income to Revenue Ratio	greater than 1.5%	11.9	6% 10.38%	6	12.56%
Number of Flags			0 (	0	0

#### STUDENT FEES

This annual document was prepared for the Student Fee Protocol meeting scheduled for March 21, 2023. The Compulsory Ancillary Fee Protocol Committee is comprised of Administration, Student Representative Council Inc., Thames Student Incorporated, and the Student Athletic Association. The intent of the Committee is to approve tuition and ancillary fees, within the Ministry of Colleges and Universities regulations for the upcoming academic year. The Student Fees have continued to be prepared in accordance with the Ministry of Colleges and Universities Tuition Fee Framework and Ancillary Guidelines. On March 2, 2023, the Ministry released the Tuition Fee Framework and Ancillary Guidelines for the 2023-2024 academic year.

The Student Fee Protocol will be brought forward to the Board at the April 25, 2023 meeting for approval. The outcome from the Student Fee Protocol meeting will not have a material impact on the College's 2023-24 financial plan.