

HAGERSTOWN COMMUNITY COLLEGE
OPERATION OF AUXILIARY ENTERPRISES
For the Period Ended September 30, 2023

	FY23 BUDGET	FY23 ACTUAL	% REC/EXP	FY24 BUDGET	FY24 ACTUAL	% REC/EXP	FY23-24 Budget \$ VARIANCE	FY23-24 Actual \$ VARIANCE	FY23-24 % Rec/Exp VARIANCE
CAMPUS STORE									
Revenue:									
<i>Textbooks</i>	800,000	293,412	36.68%	860,000	268,580	31.23%	60,000	(24,832)	(5.45%)
<i>Supplies</i>	126,000	49,263	39.10%	130,000	73,302	56.39%	4,000	24,039	17.29%
<i>Concession Commission</i>	1,500	425	28.31%	1,500	635	42.33%	-	210	14.02%
<i>Other</i>	13,000	8,058	61.99%	22,300	5,439	24.39%	9,300	(2,619)	(37.59%)
<i>Total Revenue</i>	\$ 940,500	\$ 351,158	37.34%	\$ 1,013,800	\$ 347,956	34.32%	73,300	(3,202)	(3.02%)
Expense:									
<i>Salaries and Benefits</i>	231,365	48,753	21.07%	196,300	38,940	19.84%	(35,065)	(9,813)	(1.23%)
<i>Contracted Services</i>	5,000	4,915	-	19,000	4,915	25.87%	14,000	(0)	25.87%
<i>Materials and Supplies</i>	1,700	143	8.41%	1,000	-	-	(700)	(143)	(8.41%)
<i>Utilities</i>	5,100	1,100	-	4,950	952	-	(150)	(148)	-
<i>Cost of Goods Sold</i>	740,800	226,835	30.62%	768,500	417,045	54.27%	27,700	190,210	23.65%
<i>Other</i>	8,000	2,638	32.98%	7,600	348	4.58%	(400)	(2,290)	(28.40%)
<i>Total Expense</i>	\$ 991,965	\$ 284,385	28.67%	\$ 997,350	\$ 462,200	46.34%	5,385	177,815	17.67%
					*				
<i>Income (Loss)-Bookstore</i>	(51,465)	\$66,773		\$16,450	\$ (114,244)				
<i>Gross Margin</i>		35%			-20%				

	FY23 BUDGET	FY23 ACTUAL	% REC/EXP	FY24 BUDGET	FY24 ACTUAL	% REC/EXP	FY23-24 Budget \$ VARIANCE	FY23-24 Actual \$ VARIANCE	FY23-24 % Rec/Exp VARIANCE
FOOD SERVICE									
Revenue:									
<i>Food and Beverage Sales</i>	203,000	49,548	24.41%	303,500	68,885	22.70%	100,500	19,337	(1.71%)
<i>Catering</i>	130,000	28,144	21.65%	185,000	46,731	25.26%	55,000	18,587	3.61%
<i>Vending</i>	11,000	1,454	13.22%	11,200	-	0.00%	200	(1,454)	(13.22%)
<i>Miscellaneous</i>	-	65	-	-	26	-	-	(39)	-
<i>Total Revenue</i>	344,000	79,212	23.03%	499,700	115,642	23.14%	155,700	36,430	0.12%
Expense:									
<i>Salaries and Benefits</i>	275,000	68,287	24.83%	345,000	70,982	20.57%	70,000	2,694	(4.26%)
<i>Contracted Services</i>	11,000	4,235	38.50%	17,100	2,714	15.87%	6,100	(1,521)	(22.63%)
<i>Materials and Supplies</i>	8,500	1,779	20.93%	7,500	1,917	25.57%	(1,000)	138	4.64%
<i>Utilities</i>	32,000	4,517	-	20,800	3,910	-	(11,200)	(607)	-
<i>Cost of Goods Sold</i>	205,000	74,522	36.35%	327,600	76,245	23.27%	122,600	1,723	(13.08%)
<i>Other</i>	12,500	1,361	10.89%	22,100	3,332	15.08%	9,600	1,971	4.19%
<i>Total Expense</i>	\$544,000	\$154,702	28.44%	\$740,100	\$159,101	21.50%	\$196,100	4,399	(6.94%)
<i>Income (Loss)-Food Service</i>	(\$200,000)	(\$75,490)		(\$240,400)	(\$43,459)				
<i>Gross Margin</i>		6%			34%				
TECHNICAL INNOVATION CENTER									
Revenue:									
<i>Rental and Service</i>	120,000	109,676	91.40%	130,000	96,628	74.33%	10,000	(13,048)	(17.07%)
<i>Wet Lab Rental</i>	-	25,640	-	-	34,210	-	-	8,570	-
<i>Total Revenue</i>	\$ 120,000	\$ 135,317	112.76%	\$ 130,000	\$ 130,839	100.65%	\$10,000	(\$4,478)	(12.12%)
Expense:									
<i>Salaries and Benefits</i>	140,000	20,321	14.52%	165,000	34,356	20.82%	25,000	14,034	6.31%
<i>Contracted Services</i>	21,000	1,007	4.80%	27,600	5,773	20.92%	6,600	4,765	16.12%
<i>Materials and Supplies</i>	21,000	2,967	14.13%	5,500	993	-	(15,500)	(1,973)	(14.13%)
<i>Communication</i>	1,350	-	-	1,350	-	-	-	-	0.00%
<i>Utilities</i>	62,000	13,887	-	61,500	12,017	-	(500)	-	0.00%
<i>Other</i>	-	12,527	-	4,000	4,603	-	4,000	(7,924)	-
<i>Total Expense</i>	\$ 245,350	\$ 50,710	20.67%	\$ 264,950	\$ 57,741	21.79%	\$19,600	7,032	1.13%
<i>Income (Loss)-Technical Innovation Center</i>	(\$125,350)	\$84,607		(\$134,950)	\$73,097				
<i>Net Profit Margin</i>		63%			56%				
Income (Loss) of Auxiliary Services	(\$376,815)	\$75,890		(\$358,900)	(\$84,606)				

* Loss is because of timing of Inclusive Access revenue and expenses.
Eventually, it will add revenue of ca. \$150,000.

HAGERSTOWN COMMUNITY COLLEGE
GENERAL FUND REVENUE AND EXPENSE REPORT
For the Period Ended September 30, 2023

							Budget		Actual	
	FY23	FY23 YTD	%	FY24	FY24 YTD	%	FY23-24	FY23-24	FY23-24	FY23-24
	BUDGET	ACTUAL	REC/EXP	BUDGET	ACTUAL	REC/EXP	\$	%	\$	%
REVENUES										
<i>Tuition-County</i>	5,932,000	2,536,973	42.77%	7,281,223	4,549,015	62.48%	1,349,223	22.74%	2,012,042	19.71%
<i>Tuition-Out of County</i>	404,000	466,560	115.49%	899,790	455,475	50.62%	495,790	122.72%	(11,085)	(64.87%)
<i>Tuition-Out of State</i>	2,339,200	1,651,168	70.59%	3,263,906	1,735,768	53.18%	924,706	39.53%	84,600	(17.41%)
<i>Tuition-Non-Credit</i>	910,000	396,131	43.53%	960,000	395,903	41.24%	50,000	5.49%	(228)	(2.29%)
<i>Credit Fees</i>	2,114,250	1,154,922	54.63%	2,149,920	1,210,878	56.32%	35,670	1.69%	55,956	1.70%
<i>Non-Credit Fees</i>	165,750	105,896	63.89%	250,080	125,654	50.25%	84,330	50.88%	19,758	(13.64%)
<i>Government Appropriations</i>	23,995,027	5,998,764	25.00%	26,421,206	6,587,807	24.93%	2,426,179	10.11%	589,043	(0.07%)
<i>Interest Income</i>	20,000	54,403	272.02%	800,000	235,479	29.43%	780,000	3,900.00%	181,075	(242.58%)
<i>Miscellaneous Income</i>	140,950	49,781	35.32%	300,000	45,237	15.08%	159,050	112.84%	(4,545)	(20.24%)
TOTAL REVENUE	\$ 36,021,177	\$ 12,414,599	34.46%	\$ 42,326,125	\$ 15,341,216	36.25%	\$6,304,948	17.50%	\$2,926,617	1.78%
EXPENDITURES										
INSTRUCTION										
<i>Salaries & Wages</i>	9,369,677	1,555,041	16.60%	10,693,924	1,614,229	15.09%	1,324,247	14.13%	59,188	(1.50%)
<i>Fringe Benefits</i>	2,095,223	420,733	20.08%	2,110,945	461,399	21.86%	15,722	0.75%	40,666	1.78%
<i>Contracted Services</i>	667,166	158,487	23.76%	767,288	167,132	21.78%	100,122	15.01%	8,645	(1.97%)
<i>Materials & Supplies</i>	883,835	253,178	28.65%	1,001,195	331,133	33.07%	117,360	13.28%	77,956	4.43%
<i>Communication</i>	-	-	-	-	-	-	-	-	-	-
<i>Conferences/Meetings</i>	38,554	5,455	14.15%	39,178	10,844	27.68%	624	1.62%	5,389	13.53%
<i>Grants & Subsidies</i>	96,000	852	0.89%	96,500	481	0.50%	500	0.52%	(371)	(0.39%)
<i>Utilities</i>	5,495	398	7.25%	7,495	472	6.30%	2,000	36.40%	74	(0.95%)
<i>Other</i>	6,000	94	1.57%	27,040	67	0.25%	21,040	350.67%	(27)	(1.32%)
<i>Capital Outlay</i>	38,050	587	1.54%	335,650	157,503	46.92%	297,600	782.13%	156,916	45.38%
TOTAL BY FUNCTION	\$ 13,200,000	\$ 2,394,825	18.14%	\$ 15,079,215	\$ 2,743,260	18.19%	1,879,215	14.24%	\$348,435	0.05%

							Budget		Actual	
	FY23	FY23 YTD	%	FY24	FY24 YTD	%	FY23-24	FY23-24	FY23-24	FY23-24
	BUDGET	ACTUAL	REC/EXP	BUDGET	ACTUAL	REC/EXP	\$	%	\$	%
							VARIANCE	VARIANCE	VARIANCE	VARIANCE
ACADEMIC AFFAIRS										
Salaries & Wages	2,217,548	523,218	23.59%	2,574,481	520,606	20.22%	356,933	16.10%	(2,612)	(3.37%)
Fringe Benefits	615,038	132,922	21.61%	509,271	122,038	23.96%	(105,767)	(17.20%)	(10,883)	2.35%
Contracted Services	386,327	209,053	54.11%	491,135	178,900	36.43%	104,808	27.13%	(30,153)	(17.69%)
Materials & Supplies	206,684	22,863	11.06%	251,137	70,783	28.18%	44,453	21.51%	47,920	17.12%
Conferences/Meetings	34,085	14,215	41.70%	27,510	13,663	49.67%	(6,575)	(19.29%)	(552)	7.96%
Subsidies & Grants	-	-	-	-	-	-	-	-	-	-
Other	20,000	4,710	23.55%	20,500	427	2.08%	500	2.50%	(4,283)	(21.47%)
Capital Outlay	33,910	7,376	21.75%	39,360	70	0.18%	5,450	16.07%	(7,306)	(21.57%)
TOTAL BY FUNCTION	\$ 3,513,592	\$ 914,356	26.02%	\$ 3,913,394	\$ 906,487	23.16%	399,802	11.38%	(7,869)	(2.86%)
STUDENT AFFAIRS										
Salaries & Wages	2,453,754	516,366	21.04%	2,999,560	581,236	19.38%	545,806	22.24%	64,869	(1.67%)
Fringe Benefits	620,297	151,498	24.42%	612,180	174,514	28.51%	(8,117)	(1.31%)	23,016	4.08%
Contracted Services	450,772	49,530	10.99%	478,249	43,487	9.09%	27,477	6.10%	(6,043)	(1.89%)
Materials & Supplies	98,137	11,171	11.38%	108,487	44,323	40.86%	10,350	10.55%	33,152	29.47%
Conferences/Meetings	20,971	9,570	45.63%	22,536	6,077	26.96%	1,565	7.46%	(3,493)	(18.67%)
Utilities	-	-	-	-	-	-	-	-	-	-
Subsidies & Grants	327,750	174,269	53.17%	703,500	669,302	95.14%	375,750	114.65%	495,032	41.97%
Fixed Expenses	22,025	22,025	100.00%	20,275	20,275	100.00%	(1,750)	(7.95%)	(1,750)	0.00%
Other	179,450	38,635	21.53%	179,450	37,857	21.10%	-	0.00%	(778)	(0.43%)
Capital Outlay	-	-	-	6,000	4,401	73.34%	6,000	--	4,400.67	73.34%
TOTAL BY FUNCTION	\$ 4,173,156	\$ 973,065	23.32%	\$ 5,130,237	\$ 1,581,471	30.83%	\$957,081	22.93%	608,406	7.51%
INSTITUTIONAL SUPPORT										
Salaries & Wages	4,515,338	945,874	20.95%	4,737,511	1,040,619	21.97%	222,173	4.92%	94,745	1.02%
Fringe Benefits	2,066,323	277,253	13.42%	2,606,611	274,263	10.52%	540,288	26.15%	(2,990)	(2.90%)
Contracted Services	3,050,607	1,127,608	36.96%	3,496,118	1,505,718	43.07%	445,511	14.60%	378,110	6.10%
Materials & Supplies	213,358	41,623	19.51%	341,184	60,230	17.65%	127,826	59.91%	18,607	(1.86%)
Communication	305,000	50,263	16.48%	373,000	51,268	13.74%	68,000	22.30%	1,005	(2.73%)
Conferences/Meetings	205,890	113,124	54.94%	206,567	132,907	64.34%	677	0.33%	19,783	9.40%
Fixed Expenses	527,975	216,279	40.96%	601,841	256,158	42.56%	73,866	13.99%	39,879	1.60%
Other	309,736	6,199	2.00%	495,064	32,033	6.47%	185,328	59.83%	25,834	4.47%
Capital Outlay	6,000	16,176	269.61%	771,000	77,276	10.02%	765,000	12,750.00%	61,100	(259.58%)
TOTAL BY FUNCTION	\$ 11,200,227	\$ 2,794,398	24.95%	\$ 13,628,896	\$ 3,430,472	25.17%	\$ 2,428,669	21.68%	\$636,074	0.22%

							Budget		Actual	
	FY23	FY23 YTD	%	FY24	FY24 YTD	%	FY23-24	FY23-24	FY23-24	FY23-24
	BUDGET	ACTUAL	REC/EXP	BUDGET	ACTUAL	REC/EXP	\$	%	\$	%
PLANT OPERATIONS & MAINT.										
<i>Salaries & Wages</i>	1,343,683	282,369	21.01%	849,845	207,842	24.46%	(493,838)	(36.75%)	(74,528)	3.44%
<i>Fringe Benefits</i>	625,469	111,029	17.75%	507,925	68,898	13.56%	(117,544)	(18.79%)	(42,132)	(4.19%)
<i>Contracted Services</i>	473,655	96,947	20.47%	1,399,723	165,210	11.80%	926,068	195.52%	68,263	(8.66%)
<i>Materials & Supplies</i>	273,600	77,801	28.44%	265,914	84,001	31.59%	(7,686)	(2.81%)	6,200	3.15%
<i>Memberships</i>	500	-	-	500	-	-	-	-	-	-
<i>Utilities</i>	844,505	217,095	25.71%	986,726	187,031	18.95%	142,221	16.84%	(30,064)	(6.75%)
<i>Minor Construction/Deferred Maintenance</i>	300,000	8,365	-	300,000	33,128	11.04%	-	-	24,763	11.04%
<i>Other</i>	(49,250)	-	-	(49,250)	-	-	-	-	-	0.00%
<i>Capital Outlay</i>	122,040	38,753	31.75%	313,000	138,920	44.38%	190,960	156.47%	100,166	12.63%
TOTAL BY FUNCTION	\$ 3,934,202	\$ 832,360	21.16%	\$ 4,574,383	\$ 885,029	19.35%	\$640,181	16.27%	\$52,669	(1.81%)
TOTAL EXPENDITURES	\$ 36,021,177	\$ 7,909,005	21.96%	\$ 42,326,125	\$ 9,546,719	22.56%	\$6,304,948	17.50%	\$1,637,714	0.60%
REVENUE OVER (UNDER) EXP.		\$4,505,595			\$5,794,498				28.61%	

MONTHLY SUMMARY										
	FY23 BUDGET	FY23 YTD ACTUAL	% REC/EXP	FY24 BUDGET	FY24 YTD ACTUAL	% REC/EXP	Budget		Actual	
							FY23-24 \$ VARIANCE	FY23-24 % VARIANCE	FY23-24 \$ VARIANCE	FY23-24 % VARIANCE
REVENUES										
<i>Tuition</i>	9,585,200	5,050,832	52.69%	12,404,919	7,136,161	57.53%	2,819,719	29.42%	2,085,329	4.83%
<i>Fees</i>	2,280,000	1,260,818	55.30%	2,400,000	1,336,532	55.69%	120,000	5.26%	75,714	0.39%
<i>Government Appropriations</i>	23,995,027	5,998,764	25.00%	26,421,206	6,587,807	24.93%	2,426,179	10.11%	589,043	(0.07%)
<i>Interest Income</i>	20,000	54,403	272.02%	800,000	235,479	29.43%	780,000	3,900.00%	181,075	(242.58%)
<i>Miscellaneous Income</i>	140,950	49,781	35.32%	300,000	45,237	15.08%	159,050	112.84%	(4,545)	(20.24%)
TOTAL REVENUE	\$ 36,021,177	\$ 12,414,599	34.46%	\$ 42,326,125	\$ 15,341,216	36.25%	\$6,304,948	17.50%	\$2,926,617	1.78%
EXPENDITURES										
SUBCLASS										
<i>Salaries/Wages</i>	19,900,000	3,822,869	19.21%	21,855,321	3,964,532	18.14%	1,955,321	9.83%	141,663	(1.07%)
<i>Fringe Benefits</i>	6,022,350	1,093,435	18.16%	6,346,932	1,101,112	17.35%	324,582	5.39%	7,676	(0.81%)
<i>Contracted Services</i>	5,028,527	1,641,624	32.65%	6,632,513	2,060,447	31.07%	1,603,986	31.90%	418,823	(1.58%)
<i>Materials & Supplies</i>	1,675,614	406,636	24.27%	1,967,917	590,470	30.00%	292,303	17.44%	183,834	5.74%
<i>Communication</i>	305,000	50,263	16.48%	373,000	51,268	13.74%	68,000	22.30%	1,005	(2.73%)
<i>Conferences/Meetings</i>	300,000	142,364	47.45%	296,291	163,491	55.18%	(3,709)	(1.24%)	21,126	7.72%
<i>Utilities</i>	850,000	217,494	25.59%	994,221	187,503	18.86%	144,221	16.97%	(29,991)	(6.73%)
<i>Subsidies & Grants</i>	423,750	175,121	41.33%	800,000	669,783	83.72%	376,250	88.79%	494,661	42.40%
<i>Fixed Expenses</i>	550,000	238,304	43.33%	622,116	276,433	44.43%	72,116	13.11%	38,129	1.11%
<i>Minor Construction/Deferred Maintenance</i>	300,000	8,365	2.79%	300,000	33,128	11.04%	-	0.00%	24,763	8.25%
<i>Other</i>	465,936	49,638	10.65%	672,804	70,384	10.46%	206,868	44.40%	20,746	(0.19%)
<i>Transfers</i>	-	-	-	-	-	-	-	-	-	-
<i>Capital Outlay-Replacement</i>	200,000	62,892	31.45%	1,465,010	378,169	25.81%	1,265,010	632.51%	315,277	(5.63%)
TOTAL BY SUBCLASS	\$ 36,021,177	\$ 7,909,005	21.96%	\$ 42,326,125	\$ 9,546,719	22.56%	\$6,304,948	17.50%	\$1,637,714	0.60%
REVENUE OVER (UNDER) EXP.		\$ 4,505,595			\$ 5,794,498					