

**Western Oregon University**  
**P10 YTD Actual to Actual Variance Education & General Fund**  
(Unaudited, non-GAAP, for management purposes only)  
(in thousands)

**As of April 30, 2019**  
**For the Fiscal Year Ended June 30, 2019**

|  | <b>P10 YTD FY18</b> | <b>P10 YTD FY19</b> | <b>Variance</b> | <b>Note</b>   |
|--|---------------------|---------------------|-----------------|---|
|  | <u>Actuals</u>      | <u>Actuals</u>      |                 |   |
| <b>Revenues</b>                            |                     |                     |                 |   |
| Student Fees & Tuition (net of remissions) | 41,143              | 39,296              | (1,847)         | Lower enrollment  |
| Government Resources & Allocations         | 24,506              | 25,348              | 842             | HECC higher allocation                                    |
| Gift Grants and Contracts                  | 371                 | 644                 | 273             | Timing differences  |
| Other Revenue                              | 2,824               | 3,331               | 507             | Timing differences  |
| <b>Total Revenues</b>                      | <u>68,844</u>       | <u>68,619</u>       | <u>(225)</u>    |   |
| <b>Expenses</b>                            |                     |                     |                 |   |
| Personnel                                  | 44,942              | 48,235              | 3,293           | Retirement window payment and rate increases              |
| Service & Supplies                         | 4,578               | 5,334               | 756             |   |
| Capital Expense                            | 98                  | 226                 | 129             | Purchase of Netapp Disk Shelf to enhance LMS performance. |
| <b>Total Expenses</b>                      | <u>49,618</u>       | <u>53,795</u>       | <u>4,178</u>    |   |
| <b>Net Revenues less Expenses</b>          | 19,226              | 14,824              | (4,403)         |   |

**Western Oregon University**  
**P10 Percent Actual Variance Analysis Education & General Fund**  
(Unaudited, non-GAAP, for management purposes only)  
(in thousands)

**As of April 30, 2019**  
**For the Fiscal Year Ended June 30, 2019**

|  | <b>P10 FY18<br/>Realization/<br/>Burn Rate %</b> | <b>P10 FY19 % of<br/>Adjusted<br/>2019 Budget</b> | <b>Variance</b> |
|--|--|---|-----------------|
| <b>Revenues</b>                            |  |   |                 |
| Student Fees & Tuition (net of remissions) | 98.46%   | 95.78%  | -2.68%          |
| Government Resources & Allocations         | 100.00%  | 100.00%   | 0.00%           |
| Gift Grants and Contracts                  | 63.72%   | 110.23%   | 46.52%          |
| Other Revenue                              | 77.22%   | 85.59%  | 8.36%           |
| <b>Total Revenues</b>                      | <b>97.61%</b>                                    | <b>96.85%</b>                                     | <b>-0.76%</b>   |
| <b>Expenses</b>                            |  |   |                 |
| Personnel                                  | 81.40%   | 79.53%  | -1.88%          |
| Service & Supplies                         | 67.86%   | 67.45%  | -0.41%          |
| Capital Expense                            | 36.99%   | 111.62%   | 74.63%          |
| <b>Total Expenses</b>                      | <b>79.75%</b>                                    | <b>78.23%</b>                                     | <b>-1.51%</b>   |

Western Oregon University  
**FY19 Projected Year-End**  
(Unaudited, non-GAAP, for management purposes only)  
(in thousands)

As of April 30, 2019  
For the Fiscal Year Ended June 30, 2019

|  | FY18 Year-End<br>Actuals | FY19 Year-End<br>Projected | FY19<br>Adjusted Budget | Variance FY19<br>Projected Year-End to<br>Adjusted Budget | Note   |
|--|--------------------------|----------------------------|-------------------------|---|--|
| <b>Education &amp; General Fund</b>  |                          |                            |                         |   |  |
| Student Fees & Tuition (net of remissions)   | 41,788                   | 39,912                     | 41,027                  | (1,115)   | Lower enrollment   |
| Government Resources & Allocations   | 24,506                   | 25,348                     | 25,348                  | 0   |  |
| Gift Grants and Contracts  | 582                      | 773                        | 584                     | 189   | Projected using periodical method rather than realization rate.  |
| Other Revenue  | 3,657                    | 4,314                      | 3,892                   | 422   |  |
| <b>Total Revenues</b>  | <b>70,533</b>            | <b>70,346</b>              | <b>70,851</b>           | <b>(505)</b>  |  |
| Personnel  | 55,209                   | 59,062                     | 60,652                  | 1,591   | Adjusted for retirement window program payment made on July 1, 2018. Projected savings due to regular labor savings. |
| Service & Supplies   | 6,746                    | 7,860                      | 7,907                   | 48  |  |
| Capital Expense  | 264                      | 612                        | 203                     | (409)   | Purchase of Netapp Disk Shelf to enhance LMS performance.  |
| <b>Total Expenses</b>  | <b>62,219</b>            | <b>67,533</b>              | <b>68,762</b>           | <b>1,229</b>  |  |
| <b>Net Revenues less Expenses</b>  | <b>8,314</b>             | <b>2,813</b>               | <b>2,088</b>            | <b>725</b>  |  |
| Net Transfers In/Out   | 3,999                    | 4,634                      | 3,516                   | (1,118)   | Projection is based on transfer schedule, includes \$1M transfer out to quasi-endowment.                             |
| <b>Net Revenues less Expenses and Transfers Additions/Deductions to Fund Balance</b> | <b>4,315</b>             | <b>(1,822)</b>             | <b>(1,428)</b>          | <b>(393)</b>  | Includes \$1M transfer to quasi-endowment.   |
| <b>Fund Balance at the Beginning of the Year</b>                                     | <b>11,323</b>            | <b>15,638</b>              |                         |   |  |
| <b>Fund Balance at the End of the Year</b>   | <b>15,638</b>            | <b>13,816</b>              |                         |   | Excludes \$1M investment in quasi-endowment  |
| Fund Balance as a Percentage of Revenues   | 22.17%                   | 19.64%                     |                         |   |  |
| <b>Auxiliary Enterprises Funds</b>   |                          |                            |                         |   |  |
| Enrollment Fees  | 7,293                    | 7,090                      | 7,021                   | 70  |  |
| Sales and Services   | 14,760                   | 14,233                     | 14,969                  | (736)   |  |
| Other Revenue  | 1,879                    | 1,816                      | 1,570                   | 246   |  |
| <b>Total Revenues</b>  | <b>23,933</b>            | <b>23,139</b>              | <b>23,560</b>           | <b>(420)</b>  |  |
| Personnel  | 11,071                   | 11,500                     | 11,556                  | 56  |  |
| Service & Supplies & Capital Expense   | 12,871                   | 13,151                     | 13,866                  | 715   |  |
| <b>Total Expenses</b>  | <b>23,942</b>            | <b>24,652</b>              | <b>25,422</b>           | <b>770</b>  |  |
| <b>Net Revenues less Expenses</b>  | <b>(9)</b>               | <b>(1,512)</b>             | <b>(1,862)</b>          | <b>350</b>  |  |
| Net Transfers In/Out   | (3,031)                  | (2,787)                    | (2,198)                 | 589   | Projection is based on transfer schedule.  |
| <b>Net Revenues less Expenses and Transfers Additions/Deductions to Fund Balance</b> | <b>3,022</b>             | <b>1,275</b>               | <b>336</b>              | <b>169</b>  |  |
| <b>Fund Balance at the Beginning of the Year</b>                                     | <b>12,448</b>            | <b>12,851</b>              |                         |   |  |
| <b>Fund Balance at the End of the Year</b>   | <b>12,851</b>            | <b>11,636</b>              |                         |   |  |
| Fund Balance as a Percentage of Revenues   | 53.70%                   | 50.28%                     |                         |   |  |
| <b>Designated Operations, Service Departments, Clearing Funds</b>                    |                          |                            |                         |   |  |
| Enrollment Fees  | 105                      | 95                         | 102                     | (6)   |  |

Western Oregon University

FY19 Projected Year-End

(Unaudited, non-GAAP, for management purposes only)

(in thousands)

As of April 30, 2019  
For the Fiscal Year Ended June 30, 2019

|  | FY18 Year-End | FY19 Year-End | FY19            | Variance FY19                            | Note                                      |
|--|---------------|---------------|-----------------|--|---|
|  | Actuals       | Projected     | Adjusted Budget | Projected Year-End to<br>Adjusted Budget |   |
| Sales and Services                               | 416           | 361           | 352             | 10                                       |   |
| Other Revenue                                    | 2,406         | 2,268         | 2,359           | (91)                                     |   |
| <b>Total Revenues</b>                            | <u>2,927</u>  | <u>2,725</u>  | <u>2,812</u>    | <u>(87)</u>                              |   |
| Personnel  | 1,222         | 1,199         | 1,253           | 54                                       |   |
| Service & Supplies & Capital Expense             | 1,497         | 1,236         | 1,502           | 266                                      |   |
| <b>Total Expenses</b>                            | <u>2,718</u>  | <u>2,435</u>  | <u>2,755</u>    | <u>320</u>                               |   |
| <b>Net Revenues less Expenses</b>                | 209           | 290           | 57              | 233                                      |   |
| Net Transfers In/Out                             | (272)         | (201)         | (219)           | (18)                                     | Projection is based on transfer schedule. |
| <b>Net Revenues less Expenses and Transfers</b>  | 480           | 491           | 276             | (105)                                    |   |
| <b>Additions/Deductions to Fund Balance</b>      | (408)         | 369           |                 |  |   |
| <b>Fund Balance at the Beginning of the Year</b> | <u>2,893</u>  | <u>2,965</u>  |                 |  |   |
| <b>Fund Balance at the End of the Year</b>       | <u>2,965</u>  | <u>3,825</u>  |                 |  |   |
| Fund Balance as a Percentage of Revenues         | 101.32%       | 140.37%       |                 |  |   |

**Western Oregon University**  
**Transfers Schedule - Projected**

(Unaudited, non-GAAP, for management purposes only)

**As of April 30, 2019**  
**For the Fiscal Year Ended June 30, 2019**

|                              | E&G       |        | Auxiliary |        | Des Ops - Serv Dept. | Grant | Plant fund |         |        |         | Quasi-Endowment | Total     |
|------------------------------|-----------|--------|-----------|--------|----------------------|-------|------------|---------|--------|---------|-----------------|-----------|
| <b>Transfers In E&amp;G</b>  |           |        |           |        |                      |       | (a)        | (b)     |        |         |                 |           |
| <b>Actual</b>                |           |        |           |        |                      |       | 17,483     |         |        |         |                 | 17,483    |
| <b>Upcoming</b>              |           |        |           |        |                      |       |            | 995,000 |        |         |                 | 995,000   |
| <b>Transfers Out E&amp;G</b> |           |        | (c)       | (d)    | (e)                  |       | (f)        | (g)     | (h)    | (i)     | (j)             |           |
| <b>Actual</b>                |           |        |           |        |                      |       | 194,028    | 495,000 | 31,802 | 100,000 | 1,000,000       | 1,820,830 |
| <b>Upcoming</b>              |           |        | 3,107,158 | 87,863 | 150,000              |       | (19,028)   | 500,000 |        |         |                 | 3,825,993 |
| <b>Transfers In AUX</b>      | (c)       | (d)    |           |        |                      |       | (k)        |         |        |         |                 |           |
| <b>Actual</b>                |           |        |           |        |                      |       | 201,876    |         |        |         |                 | 201,876   |
| <b>Upcoming</b>              | 3,107,158 | 87,863 |           |        |                      |       |            |         |        |         |                 | 3,195,021 |
| <b>Transfers Out AUX</b>     |           |        |           |        | (l)                  |       | (k)        |         |        |         |                 |           |
| <b>Actual</b>                |           |        |           |        |                      |       | 50,737     |         |        |         |                 | 50,737    |
| <b>Upcoming</b>              |           |        |           |        | 48,920               |       | 509,790    |         |        |         |                 | 558,710   |
| <b>Transfers In DO, SD</b>   | (e)       |        | (l)       |        |                      | (m)   |            |         |        |         |                 |           |
| <b>Actual</b>                |           |        |           |        |                      | 2,179 |            |         |        |         |                 | 2,179     |
| <b>Upcoming</b>              | 150,000   |        | 48,920    |        |                      |       |            |         |        |         |                 | 198,920   |
| <b>Transfers Out DO, SD</b>  |           |        |           |        |                      |       |            |         |        |         |                 |           |
| <b>Actual</b>                |           |        |           |        |                      |       |            |         |        |         |                 | -         |
| <b>Upcoming</b>              |           |        |           |        |                      |       |            |         |        |         |                 | -         |

| Type                  | Description  |
|-----------------------|--|
| (a) Actual            | Transfer from excess Devolder project  |
| (b) Upcoming          | Return of temporary transfer funds for Natural Science remodel when XI-F bonds are issued in June                                  |
| (c) Upcoming          | Athletic operations support  |
| (d) Upcoming          | Conference Services program staff support  |
| (e) Upcoming          | Child Development Center support   |
| (f) Actual & Upcoming | Transfer out of funds to Small-Scale Energy Loan Program debt service fund for payment   |
| (g) Actual & Upcoming | Temporary transfer for Natural Science remodel until XI-F bonds are issued in June   |
| (h) Actual            | Transfer out of funds to support Office of Disability Services remodel   |
| (i) Actual            | Transfer out of additional funds to support Child Development Center remodel   |
| (j) Actual            | Quasi-endowment  |
| (k) Actual & Upcoming | Building & equipment replacement reserves for Housing, Dining, Parking, Health & Wellness Center, and the Werner University Center |
| (l) Upcoming          | Vending income sponsored scholarships  |
| (m) Actual            | TRI fixed price agreement award  |