

**HAGERSTOWN COMMUNITY COLLEGE**  
**GENERAL FUND REVENUE AND EXPENSE REPORT**  
**For the Period Ended September 30, 2024**

|                                  |               |               |         |               |               |         | Budget      |          | Actual      |          |
|----------------------------------|---------------|---------------|---------|---------------|---------------|---------|-------------|----------|-------------|----------|
|                                  | FY24          | FY24 YTD      | %       | FY25          | FY25 YTD      | %       | FY24-25     | FY24-25  | FY24-25     | FY24-25  |
|                                  | BUDGET        | ACTUAL        | REC/EXP | BUDGET        | ACTUAL        | REC/EXP | \$          | %        | \$          | %        |
|                                  | REVENUES      |               |         |               |               |         |             |          |             |          |
| <i>Tuition-County</i>            | 7,281,223     | 4,549,015     | 62.48%  | 9,702,882     | 3,876,333     | 39.95%  | 2,421,659   | 33.26%   | (672,682)   | (22.53%) |
| <i>Tuition-Out of County</i>     | 899,790       | 455,475       | 50.62%  | 899,790       | 458,656       | 50.97%  | -           | 0.00%    | 3,181       | 0.35%    |
| <i>Tuition-Out of State</i>      | 3,263,906     | 1,735,768     | 53.18%  | 3,263,906     | 1,843,204     | 56.47%  | -           | 0.00%    | 107,436     | 3.29%    |
| <i>Tuition-Non-Credit</i>        | 960,000       | 395,903       | 41.24%  | 1,137,000     | 432,102       | 38.00%  | 177,000     | 18.44%   | 36,199      | (3.24%)  |
| <i>Credit Fees</i>               | 2,149,920     | 1,210,878     | 56.32%  | 2,551,629     | 1,252,512     | 49.09%  | 401,709     | 18.68%   | 41,634      | (7.24%)  |
| <i>Non-Credit Fees</i>           | 250,080       | 125,654       | 50.25%  | 280,100       | 151,293       | 54.01%  | 30,020      | 12.00%   | 25,639      | 3.77%    |
| <i>Government Appropriations</i> | 26,421,206    | 6,587,807     | 24.93%  | 26,088,423    | 6,522,113     | 25.00%  | (332,783)   | (1.26%)  | (65,694)    | 0.07%    |
| <i>Interest Income</i>           | 800,000       | 235,479       | 29.43%  | 1,125,000     | 363,771       | 32.34%  | 325,000     | 40.63%   | 128,292     | 2.90%    |
| <i>Miscellaneous Income</i>      | 300,000       | 45,237        | 15.08%  | 200,000       | 29,038        | 14.52%  | (100,000)   | (33.33%) | (16,199)    | (0.56%)  |
| <b>TOTAL REVENUE</b>             | \$ 42,326,125 | \$ 15,341,216 | 36.25%  | \$ 45,248,730 | \$ 14,929,023 | 32.99%  | \$2,922,605 | 6.90%    | (\$412,194) | (3.25%)  |
|                                  | EXPENDITURES  |               |         |               |               |         |             |          |             |          |
| <b>INSTRUCTION</b>               |               |               |         |               |               |         |             |          |             |          |
| <i>Salaries &amp; Wages</i>      | 10,693,924    | 1,614,229     | 15.09%  | 11,078,809    | 2,191,876     | 19.78%  | 384,885     | 3.60%    | 577,647     | 4.69%    |
| <i>Fringe Benefits</i>           | 2,110,945     | 461,399       | 21.86%  | 2,170,723     | 678,682       | 31.27%  | 59,778      | 2.83%    | 217,283     | 9.41%    |
| <i>Contracted Services</i>       | 767,288       | 167,132       | 21.78%  | 742,202       | 136,938       | 18.45%  | (25,086)    | (3.27%)  | (30,194)    | (3.33%)  |
| <i>Materials &amp; Supplies</i>  | 1,001,195     | 331,133       | 33.07%  | 1,132,474     | 368,252       | 32.52%  | 131,279     | 13.11%   | 37,119      | (0.56%)  |
| <i>Communication</i>             | -             | -             | -       | -             | -             | -       | -           | -        | -           | -        |
| <i>Conferences/Meetings</i>      | 39,178        | 10,844        | 27.68%  | 182,407       | 18,031        | 9.88%   | 143,229     | 365.59%  | 7,187       | (17.79%) |
| <i>Grants &amp; Subsidies</i>    | 96,500        | 481           | 0.50%   | 96,500        | 7,762         | 8.04%   | -           | 0.00%    | 7,281       | 7.55%    |
| <i>Utilities</i>                 | 7,495         | 472           | 6.30%   | 8,695         | 447           | 5.14%   | 1,200       | 16.01%   | (25)        | (1.16%)  |
| <i>Other</i>                     | 27,040        | 67            | 0.25%   | 28,440        | 374           | 1.32%   | 1,400       | 5.18%    | 307         | 1.07%    |
| <i>Capital Outlay</i>            | 335,650       | 157,503       | 46.92%  | 83,450        | 4,300         | 5.15%   | (252,200)   | (75.14%) | (153,203)   | (41.77%) |
| <b>TOTAL BY FUNCTION</b>         | \$ 15,079,215 | \$ 2,743,260  | 18.19%  | \$ 15,523,700 | \$ 3,406,662  | 21.94%  | 444,485     | 2.95%    | \$663,402   | 3.75%    |

|                              |               |              |         |               |              |         | Budget       |          | Actual    |          |
|------------------------------|---------------|--------------|---------|---------------|--------------|---------|--------------|----------|-----------|----------|
|                              | FY24          | FY24 YTD     | %       | FY25          | FY25 YTD     | %       | FY24-25      | FY24-25  | FY24-25   | FY24-25  |
|                              | BUDGET        | ACTUAL       | REC/EXP | BUDGET        | ACTUAL       | REC/EXP | \$           | %        | \$        | %        |
|                              |               |              |         |               |              |         | VARIANCE     | VARIANCE | VARIANCE  | VARIANCE |
| <b>ACADEMIC AFFAIRS</b>      |               |              |         |               |              |         |              |          |           |          |
| Salaries & Wages             | 2,574,481     | 520,606      | 20.22%  | 2,776,156     | 637,094      | 22.95%  | 201,675      | 7.83%    | 116,488   | 2.73%    |
| Fringe Benefits              | 509,271       | 122,038      | 23.96%  | 519,066       | 172,435      | 33.22%  | 9,795        | 1.92%    | 50,397    | 9.26%    |
| Contracted Services          | 491,135       | 178,900      | 36.43%  | 355,671       | 232,340      | 65.32%  | (135,464)    | (27.58%) | 53,441    | 28.90%   |
| Materials & Supplies         | 251,137       | 70,783       | 28.18%  | 252,733       | 43,806       | 17.33%  | 1,596        | 0.64%    | (26,977)  | (10.85%) |
| Conferences/Meetings         | 27,510        | 13,663       | 49.67%  | 29,305        | 12,940       | 44.16%  | 1,795        | 6.52%    | (723)     | (5.51%)  |
| Subsidies & Grants           | -             | -            | -       | -             | -            | -       | -            | -        | -         | -        |
| Other                        | 20,500        | 427          | 2.08%   | 20,500        | 3,599        | 17.55%  | 0            | 0.00%    | 3,172     | 15.47%   |
| Capital Outlay               | 39,360        | 70           | 0.18%   | 37,560        | 7,416        | 19.74%  | (1,800)      | (4.57%)  | 7,347     | 19.57%   |
| <b>TOTAL BY FUNCTION</b>     | \$ 3,913,394  | \$ 906,487   | 23.16%  | \$ 3,990,991  | \$ 1,109,631 | 27.80%  | 77,597       | 1.98%    | 203,145   | 4.64%    |
| <b>STUDENT AFFAIRS</b>       |               |              |         |               |              |         |              |          |           |          |
| Salaries & Wages             | 2,999,560     | 581,236      | 19.38%  | 3,058,873     | 724,144      | 23.67%  | 59,313       | 1.98%    | 142,909   | 4.30%    |
| Fringe Benefits              | 612,180       | 174,514      | 28.51%  | 610,758       | 247,270      | 40.49%  | (1,422)      | (0.23%)  | 72,756    | 11.98%   |
| Contracted Services          | 478,249       | 43,487       | 9.09%   | 485,883       | 44,880       | 9.24%   | 7,634        | 1.60%    | 1,392     | 0.14%    |
| Materials & Supplies         | 108,487       | 44,323       | 40.86%  | 112,577       | 31,872       | 28.31%  | 4,090        | 3.77%    | (12,451)  | (12.54%) |
| Conferences/Meetings         | 22,536        | 6,077        | 26.96%  | 25,363        | 10,658       | 42.02%  | 2,827        | 12.54%   | 4,582     | 15.06%   |
| Utilities                    | -             | -            | -       | -             | -            | -       | -            | -        | -         | -        |
| Subsidies & Grants           | 703,500       | 669,302      | 95.14%  | 1,537,192     | 465,663      | 30.29%  | 833,692      | 118.51%  | (203,639) | (64.85%) |
| Fixed Expenses               | 20,275        | 20,275       | 100.00% | 20,275        | 22,375       | 110.36% | 0            | 0.00%    | 2,100     | 10.36%   |
| Other                        | 179,450       | 37,857       | 21.10%  | 181,950       | 38,042       | 20.91%  | 2,500        | 1.39%    | 185       | (0.19%)  |
| Capital Outlay               | 6,000         | 4,401        | 73.34%  | 8,000         | -            | 0.00%   | 2,000        | 33.33%   | (4,401)   | (73.34%) |
| <b>TOTAL BY FUNCTION</b>     | \$ 5,130,237  | \$ 1,581,471 | 30.83%  | \$ 6,040,871  | \$ 1,584,904 | 26.24%  | \$910,634    | 17.75%   | 3,433     | (4.59%)  |
| <b>INSTITUTIONAL SUPPORT</b> |               |              |         |               |              |         |              |          |           |          |
| Salaries & Wages             | 4,737,511     | 1,040,619    | 21.97%  | 6,018,718     | 1,326,567    | 22.04%  | 1,281,207    | 27.04%   | 285,948   | 0.08%    |
| Fringe Benefits              | 2,606,611     | 274,263      | 10.52%  | 2,934,849     | 490,391      | 16.71%  | 328,238      | 12.59%   | 216,128   | 6.19%    |
| Contracted Services          | 3,496,118     | 1,505,718    | 43.07%  | 3,515,239     | 1,056,013    | 30.04%  | 19,121       | 0.55%    | (449,706) | (13.03%) |
| Materials & Supplies         | 341,184       | 60,230       | 17.65%  | 446,509       | 62,688       | 14.04%  | 105,325      | 30.87%   | 2,458     | (3.61%)  |
| Communication                | 373,000       | 51,268       | 13.74%  | 451,000       | 64,835       | 14.38%  | 78,000       | 20.91%   | 13,568    | 0.63%    |
| Conferences/Meetings         | 206,567       | 132,907      | 64.34%  | 228,208       | 157,156      | 68.87%  | 21,641       | 10.48%   | 24,250    | 4.52%    |
| Fixed Expenses               | 601,841       | 256,158      | 42.56%  | 704,800       | 281,954      | 40.00%  | 102,959      | 17.11%   | 25,797    | (2.56%)  |
| Other                        | 495,064       | 32,033       | 6.47%   | 708,864       | 57,381       | 8.09%   | 213,800      | 43.19%   | 25,348    | 1.62%    |
| Capital Outlay               | 771,000       | 77,276       | 10.02%  | 10,700        | 2,621        | 24.50%  | (760,300)    | (98.61%) | (74,655)  | 14.48%   |
| <b>TOTAL BY FUNCTION</b>     | \$ 13,628,896 | \$ 3,430,472 | 25.17%  | \$ 15,018,887 | \$ 3,499,606 | 23.30%  | \$ 1,389,991 | 10.20%   | \$69,134  | (1.87%)  |

|                                                |               |              |         |               |               |         | Budget      |           | Actual      |          |
|------------------------------------------------|---------------|--------------|---------|---------------|---------------|---------|-------------|-----------|-------------|----------|
|                                                | FY24          | FY24 YTD     | %       | FY25          | FY25 YTD      | %       | FY24-25     | FY24-25   | FY24-25     | FY24-25  |
|                                                | BUDGET        | ACTUAL       | REC/EXP | BUDGET        | ACTUAL        | REC/EXP | \$          | %         | \$          | %        |
| <b>PLANT OPERATIONS &amp; MAINT.</b>           |               |              |         |               |               |         |             |           |             |          |
| <i>Salaries &amp; Wages</i>                    | 849,845       | 207,842      | 24.46%  | 1,024,918     | 251,721       | 24.56%  | 175,073     | 20.60%    | 43,879      | 0.10%    |
| <i>Fringe Benefits</i>                         | 507,925       | 68,898       | 13.56%  | 528,347       | 101,625       | 19.23%  | 20,422      | 4.02%     | 32,728      | 5.67%    |
| <i>Contracted Services</i>                     | 1,399,723     | 165,210      | 11.80%  | 1,659,861     | 230,514       | 13.89%  | 260,138     | 18.58%    | 65,304      | 2.08%    |
| <i>Materials &amp; Supplies</i>                | 265,914       | 84,001       | 31.59%  | 267,200       | 66,477        | 24.88%  | 1,286       | 0.48%     | (17,523)    | (6.71%)  |
| <i>Memberships</i>                             | 500           | -            | -       | 650           | -             | -       | 150         | 30.00%    | -           | -        |
| <i>Utilities</i>                               | 986,726       | 187,031      | 18.95%  | 1,141,305     | 409,416       | 35.87%  | 154,579     | 15.67%    | 222,385     | 16.92%   |
| <i>Minor Construction/Deferred Maintenance</i> | 300,000       | 33,128       | 11.04%  | 120,000       | 83,988        | 69.99%  | (180,000)   | (60.00%)  | 50,860      | 58.95%   |
| <i>Other</i>                                   | (49,250)      | -            | -       | (68,000)      | -             | -       | (18,750)    | -         | -           | -        |
| <i>Capital Outlay</i>                          | 313,000       | 138,920      | 44.38%  | -             | 7,509         | -       | (313,000)   | (100.00%) | (131,411)   | (44.38%) |
| <b>TOTAL BY FUNCTION</b>                       | \$ 4,574,383  | \$ 885,029   | 19.35%  | \$ 4,674,281  | \$ 1,151,252  | 24.63%  | \$99,898    | 2.18%     | \$266,223   | 5.28%    |
| <b>TOTAL EXPENDITURES</b>                      | \$ 42,326,125 | \$ 9,546,719 | 22.56%  | \$ 45,248,730 | \$ 10,752,055 | 23.76%  | \$2,922,605 | 6.90%     | \$1,205,336 | 1.21%    |
| <b>REVENUE OVER (UNDER) EXP.</b>               |               | \$5,794,498  |         |               | \$4,176,968   |         |             |           | (27.91%)    |          |

| MONTHLY SUMMARY                                |                |                    |              |                |                    |              |                           |                          |                           |                          |
|------------------------------------------------|----------------|--------------------|--------------|----------------|--------------------|--------------|---------------------------|--------------------------|---------------------------|--------------------------|
|                                                | FY24<br>BUDGET | FY24 YTD<br>ACTUAL | %<br>REC/EXP | FY25<br>BUDGET | FY25 YTD<br>ACTUAL | %<br>REC/EXP | Budget                    |                          | Actual                    |                          |
|                                                |                |                    |              |                |                    |              | FY24-25<br>\$<br>VARIANCE | FY24-25<br>%<br>VARIANCE | FY24-25<br>\$<br>VARIANCE | FY24-25<br>%<br>VARIANCE |
| <b>REVENUES</b>                                |                |                    |              |                |                    |              |                           |                          |                           |                          |
| <i>Tuition</i>                                 | 12,404,919     | 7,136,161          | 57.53%       | 15,003,578     | 6,610,295          | 44.06%       | 2,598,659                 | 20.95%                   | (525,866)                 | (13.47%)                 |
| <i>Fees</i>                                    | 2,400,000      | 1,336,532          | 55.69%       | 2,831,729      | 1,403,805          | 49.57%       | 431,729                   | 17.99%                   | 67,273                    | (6.11%)                  |
| <i>Government Appropriations</i>               | 26,421,206     | 6,587,807          | 24.93%       | 26,088,423     | 6,522,113          | 25.00%       | (332,783)                 | (1.26%)                  | (65,694)                  | 0.07%                    |
| <i>Interest Income</i>                         | 800,000        | 235,479            | 29.43%       | 1,125,000      | 363,771            | 32.34%       | 325,000                   | 40.63%                   | 128,292                   | 2.90%                    |
| <i>Miscellaneous Income</i>                    | 300,000        | 45,237             | 15.08%       | 200,000        | 29,038             | 14.52%       | (100,000)                 | (33.33%)                 | (16,199)                  | (0.56%)                  |
| <b>TOTAL REVENUE</b>                           | \$ 42,326,125  | \$ 15,341,216      | 36.25%       | \$ 45,248,730  | \$ 14,929,023      | 32.99%       | \$2,922,605               | 6.90%                    | (\$412,194)               | (3.25%)                  |
| <b>EXPENDITURES</b>                            |                |                    |              |                |                    |              |                           |                          |                           |                          |
| <b>SUBCLASS</b>                                |                |                    |              |                |                    |              |                           |                          |                           |                          |
| <i>Salaries/Wages</i>                          | 21,855,321     | 3,964,532          | 18.14%       | 23,957,474     | 5,131,403          | 21.42%       | 2,102,153                 | 9.62%                    | 1,166,871                 | 3.28%                    |
| <i>Fringe Benefits</i>                         | 6,346,932      | 1,101,112          | 17.35%       | 6,763,743      | 1,690,403          | 24.99%       | 416,811                   | 6.57%                    | 589,291                   | 7.64%                    |
| <i>Contracted Services</i>                     | 6,632,513      | 2,060,447          | 31.07%       | 6,758,856      | 1,700,684          | 25.16%       | 126,343                   | 1.90%                    | (359,763)                 | (5.90%)                  |
| <i>Materials &amp; Supplies</i>                | 1,967,917      | 590,470            | 30.00%       | 2,211,493      | 573,095            | 25.91%       | 243,576                   | 12.38%                   | (17,374)                  | (4.09%)                  |
| <i>Communication</i>                           | 373,000        | 51,268             | 13.74%       | 451,000        | 64,835             | 14.38%       | 78,000                    | 20.91%                   | 13,568                    | 0.63%                    |
| <i>Conferences/Meetings</i>                    | 296,291        | 163,491            | 55.18%       | 465,933        | 198,786            | 42.66%       | 169,642                   | 57.26%                   | 35,295                    | (12.52%)                 |
| <i>Utilities</i>                               | 994,221        | 187,503            | 18.86%       | 1,150,000      | 409,863            | 35.64%       | 155,779                   | 15.67%                   | 222,360                   | 16.78%                   |
| <i>Subsidies &amp; Grants</i>                  | 800,000        | 669,783            | 83.72%       | 1,633,692      | 473,425            | 28.98%       | 833,692                   | 104.21%                  | (196,358)                 | (54.74%)                 |
| <i>Fixed Expenses</i>                          | 622,116        | 276,433            | 44.43%       | 725,075        | 304,329            | 41.97%       | 102,959                   | 16.55%                   | 27,897                    | (2.46%)                  |
| <i>Minor Construction/Deferred Maintenance</i> | 300,000        | 33,128             | 11.04%       | 120,000        | 83,988             | 69.99%       | (180,000)                 | (60.00%)                 | 50,860                    | 58.95%                   |
| <i>Other</i>                                   | 672,804        | 70,384             | 10.46%       | 871,754        | 99,395             | 11.40%       | 198,950                   | 29.57%                   | 29,011                    | 0.94%                    |
| <i>Transfers</i>                               | -              | -                  | -            | -              | -                  | -            | -                         | -                        | -                         | -                        |
| <i>Capital Outlay-Replacement</i>              | 1,465,010      | 378,169            | 25.81%       | 139,710        | 21,847             | 15.64%       | (1,325,300)               | (90.46%)                 | (356,322)                 | (10.18%)                 |
| <b>TOTAL BY SUBCLASS</b>                       | \$ 42,326,125  | \$ 9,546,719       | 22.56%       | \$ 45,248,730  | \$ 10,752,055      | 23.76%       | \$2,922,605               | 6.90%                    | \$1,205,336               | 1.21%                    |
| <b>REVENUE OVER (UNDER) EXP.</b>               |                | \$ 5,794,498       |              |                | \$ 4,176,968       |              |                           |                          |                           |                          |

**HAGERSTOWN COMMUNITY COLLEGE**  
**OPERATION OF AUXILIARY ENTERPRISES**  
For the Period Ended September 30, 2024

|                                | <b>FY24</b>   | <b>FY24</b>   | <b>%</b>       | <b>FY25</b>   | <b>FY25</b>   | <b>%</b>       | <b>FY24-25</b>   | <b>FY24-25</b>   | <b>FY24-25</b>   |
|--------------------------------|---------------|---------------|----------------|---------------|---------------|----------------|------------------|------------------|------------------|
|                                | <b>BUDGET</b> | <b>ACTUAL</b> | <b>REC/EXP</b> | <b>BUDGET</b> | <b>ACTUAL</b> | <b>REC/EXP</b> | <b>Budget \$</b> | <b>Actual \$</b> | <b>% Rec/Exp</b> |
|                                |               |               |                |               |               |                | <b>VARIANCE</b>  | <b>VARIANCE</b>  | <b>VARIANCE</b>  |
| <b>CAMPUS STORE</b>            |               |               |                |               |               |                |                  |                  |                  |
| <b>Revenue:</b>                |               |               |                |               |               |                |                  |                  |                  |
| <i>Textbooks</i>               | 860,000       | 268,580       | 31.23%         | 1,078,500     | 496,329       | 46.02%         | 218,500          | 227,749          | 14.79%           |
| <i>Supplies</i>                | 130,000       | 73,302        | 56.39%         | 145,000       | 79,609        | 54.90%         | 15,000           | 6,307            | (1.48%)          |
| <i>Concession Commission</i>   | 1,500         | 635           | 42.33%         | 2,700         | 837           | 30.98%         | 1,200            | 202              | (11.34%)         |
| <i>Other</i>                   | 22,300        | 5,439         | 24.39%         | 23,800        | 3,920         | 16.47%         | 1,500            | (1,520)          | (7.92%)          |
| <i>Total Revenue</i>           | \$ 1,013,800  | \$ 347,956    | 34.32%         | \$ 1,250,000  | \$ 580,694    | 46.46%         | 236,200          | 232,738          | 12.13%           |
| <b>Expense:</b>                |               |               |                |               |               |                |                  |                  |                  |
| <i>Salaries and Benefits</i>   | 196,300       | 38,940        | 19.84%         | 191,230       | 48,719        | 25.48%         | (5,070)          | 9,779            | 5.64%            |
| <i>Contracted Services</i>     | 19,000        | 4,915         | 25.87%         | 17,000        | 5,908         | 34.75%         | (2,000)          | 993              | 8.88%            |
| <i>Materials and Supplies</i>  | 1,000         | -             | 0.00%          | 500           | 355           | -              | (500)            | 354.63           | -                |
| <i>Utilities</i>               | 4,950         | 952           | 19.23%         | 4,950         | 1,416         | -              | -                | 464.00           | -                |
| <i>Cost of Goods Sold</i>      | 768,500       | 417,045       | 54.27%         | 1,001,200     | 485,849       | 48.53%         | 232,700          | 68,804           | (5.74%)          |
| <i>Other</i>                   | 7,600         | 348           | 4.58%          | 9,550         | 1,801         | 18.85%         | 1,950            | 1,453            | 14.28%           |
| <i>Total Expense</i>           | \$ 997,350    | \$ 462,200    | 46.34%         | \$ 1,224,430  | \$ 544,047    | 44.43%         | 227,080          | 81,847           | (1.91%)          |
| <i>Income (Loss)-Bookstore</i> | \$16,450      | (\$114,244)   |                | \$25,570      | \$36,646      |                |                  |                  |                  |
| <i>Gross Margin</i>            |               | -20%          |                |               | 16%           |                |                  |                  |                  |

|                                                  | FY24<br>BUDGET | FY24<br>ACTUAL | %<br>REC/EXP | FY25<br>BUDGET | FY25<br>ACTUAL | %<br>REC/EXP | FY24-25<br>Budget \$<br>VARIANCE | FY24-25<br>Actual \$<br>VARIANCE | FY24-25<br>% Rec/Exp<br>VARIANCE |
|--------------------------------------------------|----------------|----------------|--------------|----------------|----------------|--------------|----------------------------------|----------------------------------|----------------------------------|
| <b>FOOD SERVICE</b>                              |                |                |              |                |                |              |                                  |                                  |                                  |
| <b>Revenue:</b>                                  |                |                |              |                |                |              |                                  |                                  |                                  |
| <i>Food and Beverage Sales</i>                   | 303,500        | 68,885         | 22.70%       | 381,500        | 85,625         | 22.44%       | 78,000                           | 16,740                           | (0.25%)                          |
| <i>Catering</i>                                  | 185,000        | 46,731         | 25.26%       | 225,000        | 51,668         | 22.96%       | 40,000                           | 4,938                            | (2.30%)                          |
| <i>Vending</i>                                   | 11,200         | -              | 0.00%        | 13,500         | 2,568          | 19.02%       | 2,300                            | 2,568                            | 19.02%                           |
| <i>Miscellaneous</i>                             | -              | 26             | -            | -              | -              | -            | -                                | (26)                             | -                                |
| <i>Total Revenue</i>                             | 499,700        | 115,642        | 23.14%       | 620,000        | 139,862        | 22.56%       | 120,300                          | 24,220                           | (0.58%)                          |
| <b>Expense:</b>                                  |                |                |              |                |                |              |                                  |                                  |                                  |
| <i>Salaries and Benefits</i>                     | 345,000        | 70,982         | 20.57%       | 401,600        | 108,585        | 27.04%       | 56,600                           | 37,603                           | 6.46%                            |
| <i>Contracted Services</i>                       | 17,100         | 2,714          | 15.87%       | 10,050         | 2,048          | 20.38%       | (7,050)                          | (666)                            | 4.51%                            |
| <i>Materials and Supplies</i>                    | 7,500          | 1,917          | 25.57%       | 9,450          | 3,590          | 37.99%       | 1,950                            | 1,672                            | 12.42%                           |
| <i>Utilities</i>                                 | 20,800         | 3,910          | -            | 18,200         | 5,818          | -            | (2,600)                          | 1,908.00                         | -                                |
| <i>Cost of Goods Sold</i>                        | 327,600        | 76,245         | 23.27%       | 401,600        | 105,173        | 26.19%       | 74,000                           | 28,928                           | 2.91%                            |
| <i>Other</i>                                     | 22,100         | 3,332          | 15.08%       | 29,100         | 3,228          | 11.09%       | 7,000                            | (104)                            | (3.98%)                          |
| <i>Total Expense</i>                             | \$740,100      | \$159,101      | 21.50%       | \$870,000      | \$228,442      | 26.26%       | \$129,900                        | 69,341                           | 4.76%                            |
| <i>Income (Loss)-Food Service</i>                | (\$240,400)    | (\$43,459)     |              | (\$250,000)    | (\$88,581)     |              |                                  |                                  |                                  |
| <i>Gross Margin</i>                              |                | 34%            |              |                | 25%            |              |                                  |                                  |                                  |
| <b>TECHNICAL INNOVATION CENTER</b>               |                |                |              |                |                |              |                                  |                                  |                                  |
| <b>Revenue:</b>                                  |                |                |              |                |                |              |                                  |                                  |                                  |
| <i>Rental and Service</i>                        | 130,000        | 96,628         | 74.33%       | 160,000        | 88,035         | 55.02%       | 30,000                           | (8,594)                          | (19.31%)                         |
| <i>Wet Lab Rental</i>                            | -              | 34,210         | -            | -              | 17,967         | -            | -                                | (16,243)                         | -                                |
| <i>Total Revenue</i>                             | \$ 130,000     | \$ 130,839     | 100.65%      | \$ 160,000     | \$ 106,001     | 66.25%       | \$30,000                         | (\$24,837)                       | (34.39%)                         |
| <b>Expense:</b>                                  |                |                |              |                |                |              |                                  |                                  |                                  |
| <i>Salaries and Benefits</i>                     | 165,000        | 34,356         | 20.82%       | 188,620        | 45,463         | 24.10%       | 23,620                           | 11,107                           | 3.28%                            |
| <i>Contracted Services</i>                       | 27,600         | 5,773          | 20.92%       | 37,100         | 4,930          | 13.29%       | 9,500                            | (843)                            | (7.63%)                          |
| <i>Materials and Supplies</i>                    | 5,500          | 993            | 18.06%       | 12,000         | 1,143          | 9.52%        | 6,500                            | 149                              | (8.54%)                          |
| <i>Communication</i>                             | 1,350          | -              | -            | 1,350          | -              | -            | -                                | -                                | 0.00%                            |
| <i>Utilities</i>                                 | 61,500         | 12,017         | -            | 43,500         | 17,887         | -            | (18,000)                         | -                                | 0.00%                            |
| <i>Other</i>                                     | 4,000          | 4,603          | -            | 13,000         | 1,471          | -            | 9,000                            | (3,132)                          | -                                |
| <i>Total Expense</i>                             | \$ 264,950     | \$ 57,741      | 21.79%       | \$ 295,570     | \$ 70,893      | 23.99%       | \$30,620                         | 13,152                           | 2.19%                            |
| <i>Income (Loss)-Technical Innovation Center</i> | (\$134,950)    | \$73,097       |              | (\$135,570)    | \$35,108       |              |                                  |                                  |                                  |
| <i>Net Profit Margin</i>                         |                | 56%            |              |                | 33%            |              |                                  |                                  |                                  |
| <b>Income (Loss) of Auxiliary Services</b>       | (\$358,900)    | (\$84,606)     |              | (\$360,000)    | (\$16,826)     |              |                                  |                                  |                                  |