



**Tulsa Community College
Regular Meeting of the Board of Regents**

MINUTES

The regular meeting of the Board of Regents of Tulsa Community College was held on **Thursday, May 18, 2017 at 3:00 p.m. at Northeast Campus.**

Board Members Present: Paul Cornell, Robin Ballenger, Ronald Looney, Bill McKamey, Martin Garber, Caron Lawhorn

Board Members Absent: Samuel Combs

Others Present: President Leigh B. Goodson
Clerk for the Board
College Administrators
Faculty and Staff
Legal Counsel
Students

CALL TO ORDER

Board Chair, Paul Cornell, called the meeting to order at 3:00 p.m.

President Goodson confirmed compliance with the Open Meetings Act.

ROLL CALL

The clerk called the roll and the meeting proceeded with a quorum.

APPROVAL OF THE MINUTES

A motion was made by Regent Looney and seconded by Regent McKamey to approve the minutes of the regular meeting of the Tulsa Community College Board of Regents held on Thursday, April 20, 2017 as presented. The Chair called for a vote. **Motion carried unanimously by voice vote.**

PRESIDENT'S REPORT

- John Klein's column in the *Tulsa World* highlighted Michael Wallis' trip along the Mother Road with TCC international students. Wallis shared history about Route 66 with our students allowing them to learn about America outside of the classroom.
- Jeff Owens, Assistant Director of Human Resources, interviewed with NPR about how organizations can address sexual harassment complaints. Jeff serves on an Expertise Panel with the Society of Human Resources Management, a national human resources professional organization.
- TCC Nursing student Hannah Steen was one of four to receive a scholarship from OnCourse Learning. The \$1,100 will help her complete her final semester. She is set to graduate this coming December. *Hannah was present and was photographed with President Goodson.*
- The Oklahoma Nurses Association presented Chris Thoman with the Nightingale Award of Nursing Excellence for her 18 years of service to the organization and contributions to nursing education. Lisa Gerow received the Nursing Impact on Public Policy Award for her 22 years of service to the Day Center and for the impact she has had on Service-Learning.
- Two live interviews – on KTUL and KJRH – helped us promote applications for the Credits Count TCC STEM camp. STEM is science, technology, engineering and math. The camp serves as a summer bridge to help students retain their academic skills during the break and is funded by the \$3 million Credits Count grant from the AEP Foundation.
- TCC faculty member Tommy Henderson was interviewed by KOTV for a story regarding wind energy tax credits, highlighting our program and job demand.
- We are one of nine institutions selected to publish a paper about the impact of participating in the "Assessment in Action" training program with the Association of College and Research Libraries. We will be the only two-year institution featured. Special recognition was given to Lisa Haldeman, Adam Brennan, and Emily Tichenor for overseeing this project.
- President Goodson received a letter of appreciation for the work Lance Phillips, Associate Professor of Mathematics, did on the Math Pathways Task Force from Uri Treisman, an internationally renowned mathematician at University of Texas. This task force is looking at recommendations for the creation and implementation of statewide math pathways. President Goodson also acknowledged Margaret Lee for her role on the task force while serving as dean of developmental education.

- Nash McQuarters with TCC Student Recruitment spoke about Tulsa Achieves and faculty member Glenna Cooper spoke about deaf culture at TEDx TCC hosted at the Center for Creativity. Cooper was also a guest on Studio Tulsa with Rich Fisher. Through an interpreter, Cooper talked about the deaf culture and TCC's American Sign Language program.
- The announcement of Dr. Kevin David as an Aspen Presidential Fellow was included in media coverage in the Chronicle of Higher Education, Sand Springs Leader and Journal Record. David is the West Campus Provost and Associate Vice President for Institutional Effectiveness.
- Regent Looney received the National Association of Industrial and Office Properties Oklahoma Lifetime Achievement Award last month. It is the highest honor given by the NAIOP chapter.
- At the end of April, Wayne Greene's editorial addressed the consequences of additional funding cuts to higher education, including the effect on TCC.
- Two recent graduates were profiled by local media outlets. Rebecka Snyder shared her compelling story of survival with KOTV before she graduated with three associate degrees. She was also mentioned in a story in *The Oklahoman* as one of 10 Newman Civic Fellows from Oklahoma. TCC graduate Terry Brown was featured in a *Tulsa World* column by Ginnie Graham highlighting her educational achievement.
- An overhead photo of TCC's commencement ceremony was featured on KOTV on the morning after graduation.
- Regent Garber is being honored for his work the past 27 years as a member of the board. The event is planned for May 23 at the Thomas K. McKeon Center for Creativity on the Metro Campus.

STUDENT SUCCESS UPDATE

Presented by Patrick Green, Interim Vice President for Workforce Development

The Skills Gap and TCC's Economic Impact

The New America Foundation conducts a nationwide study every year with entering college freshmen of all ages when asked about their motivation to attend college.

Over 90% replied:

- To improve employment opportunities
- To make more money
- To get a good job

The skills gap is the mismatch between the needs of employers for skilled talent and the skills possessed by the available workforce.

- Eight out of ten jobs lost during the 2008 recession required only a high school diploma. The recovery has added 11.5 million jobs that require post-secondary education and only 80,000 jobs were added that only requires a high school diploma. That creates a gap between skills and education.

Oklahoma's Workforce Gap		
	2015 Attainment	2025 New Jobs requirements
High School and Less	46%	23%
Associates/Certificate/Credential	30%	53%
Bachelors	16%	19%
Graduate	8%	5%
Oklahoma's Post-Secondary Degree Attainment <i>Source: Governor's Office and Oklahoma Works</i>		
2014 Attainment	40%	
2025 Requirement	70%	Demand for 600,000 statewide 140,000 in Tulsa ages 25-64

- About 24% of Tulsans have some college but no degree.
- The vast majority of new jobs by 2025 require credentials TCC is uniquely situated to give.
- The average employer in TCC's service area has to post a job seven different ways to find an associate's degree job applicant for the position.

TCC Graduates – 2011-2012 **90%**
Employed within a year

TCC AAS graduates – 2008- \$43,554
2009 median salary

How is TCC addressing the skills gap?

- Pathways
- Recruiting adults and K-12 population
- Equity from a very diverse population
- Community partnerships
- Employer engagement—teaching students what employers expect: communication skills, personal and social responsibility and critical thinking

TCC's Economic Impact		
Operations Spending Impact	Student Spending Impact	Alumni Impact
College payroll and other spending +ripple effects	Relocated/Retained Student Spending +ripple effects	Higher alumni earnings and increased business profit +ripple effects
\$133.2 million Added regional income	\$14.2 million Added regional income	\$772.5 million Added regional income
3,092 jobs supported in the region	400 jobs supported in the region	11,811 jobs supported in the region
*All results measured in income, not sales.		

Takeaways	
The skills gap in Oklahoma is large.	<ul style="list-style-type: none"> • 70% attainment by 2025 • 600,000 additional adults in post-secondary education
TCC is answering that call by producing effective graduates and implementing high impact practices	<ul style="list-style-type: none"> • Employed at high rates • Earning high wages • Gaining skills employers value
TCC adds significant value to the Tulsa metropolitan area	<ul style="list-style-type: none"> • \$920 million in added income • 15,000 jobs
Investments in TCC result in significant return	<ul style="list-style-type: none"> • Students • Local Taxpayers • State Taxpayers • Society at Large

ACADEMIC AFFAIRS AND STUDENT SUCCESS COMMITTEE REPORT

Presented by Regent Ballenger

1. Changes in Academic Programs

1.1 Program Name Changes

Program: Accounting Associate AAS

Change: Change program name to "Accounting"

Reason: The term "Associate" causes duplication when stating the degree name since this is an Associate in Applied Science degree.

1.2 Program Requirement Changes

Program: History AA

Change: Remove six history courses from the curriculum.
Reason: These six courses are no longer offered and will be removed from the catalog and the degree. No change to total credit hours.

1.3 Program Suspensions

Human Resources AAS: Curriculum is being consolidated under Business AAS.

Management AAS: Curriculum is being consolidated under Business AAS.

Marketing AAS: Curriculum is being consolidated under Business AAS.

1.4 New Program Options

Program: Business AAS

Change: Add new options for Human Resources, Management, and Marketing

Reason: Consolidating these options into one degree provides a consistent curriculum with 42 hours of common courses and 18 hours of specialty courses in each option (major). Through the common courses, students will be exposed to each area of study which will assist them in choosing the major that is appropriate for their career choice. Students will also have the ability to complete more than one option for designation on their transcript.

A **motion** from the Academic Affairs and Student Success Committee was made to approve the changes in academic programs. The Chair called for a vote. **Motion carried unanimously by voice vote.**

COMMUNITY RELATIONS AND WORKFORCE DEVELOPMENT COMMITTEE REPORT

Presented by Regent Garber

A handout was presented to the Board highlighting the following report.

- **A series of enhancements to this year's graduation activities and ceremony** were implemented including creating new gonfalons to support each new academic school, new student directional signage, and a new

backdrop screen for this year's ceremony. Student facing tactics included expanded social media with live streaming of the ceremony.

- **The creation of the "TCC Blue Book"** will provide information for legislators, congressional representatives and granting organizations about TCC's current, pending (proposed) and desired grants accompanied by key data on students impacted by grant programs as well as key demographic and enrollment information. The goal is to consolidate grant information for granting organizations and to brief federal offices on the impact of TCC grants in Oklahoma.
- **TCC received new sub-award from OU for \$30,000 for our participation in the NASA Oklahoma Space Grant Consortium** (University of Oklahoma is lead grantee). In 2016, TCC was invited to join the Oklahoma Space Grant Consortium, funded by NASA, with Mary Phillips, Associate Professor of Biology, serving as TCC faculty representative. Initially, TCC received \$5,000 (over two years) with the promise of matching funds from TCC. Recently, TCC learned it would receive an additional \$30,000 (no match required) simply based on its participation as an affiliate. Mary Phillips is using the funds to send students and faculty to the Jet Propulsion Laboratory in California. Students will complete summer internship work, and the funds will provide a stipend as well as cover the cost of living expenses, travel, and meals.
- **President Goodson and the Foundation have been hosting a series of cultivation events** to update community leaders and donors on 1) Pathways progress 2) plans for TCC's 50th Anniversary and 3) Campaign planning. The events have also provided an opportunity to share information on the Economic Impact Study.
- **TCC Foundation members have responded to a request to communicate with key legislators** regarding the state budget and appropriations for higher education. Foundation members have copied Foundation staff on letters to their Senators and Representatives. The goal is to demonstrate community leader support for education and for TCC.

PERSONNEL REPORT

President Goodson gave the report.

1. **Information Items** – No items
2. **Consent Agenda** – No items

FACILITIES COMMITTEE REPORT

Presented by Regent McKamey

Southeast Campus Career Placement and Student Success Center – Vision 2025

- GH2 presented the latest renderings and design concepts at the May Facilities Committee meeting. The next steps involve soliciting student, faculty, and staff feedback during the late May/early June timeframe. Upon receipt and consideration of the feedback, the final design element will be presented for informational purposes at the June Board Meeting as a part of the Facilities Report.
- The City of Tulsa confirmed that funding for this project will be available beginning in mid-June. The process for selecting the Construction Manager for this project will begin early this summer.

Southeast Campus Chat Room and Student Union Remodel – Phase 2

- The bid solicitation process is underway for this remodel, and a pre-bid meeting was held in early May. Bid opening is planned for Monday, May 22nd, with the anticipation that a contract award will be presented to the full Board for approval at the June Board Meeting.

FINANCE AND AUDIT COMMITTEE REPORT

Presented by Regent Lawhorn

- 1. Purchase Item Agreements (>\$100K) – No items**
- 2. Consent Agenda – Purchases between \$50,000 and \$100,000**

Purchase of Data Processing Equipment

Authorization is requested to enter into a contract for the purchase of data processing equipment for all campuses.

The Finance Committee recommends award of the contract to Pinnacle Business System in the amount of \$355,000 under State of Oklahoma contract SW 1020D.

The **motion** from the Finance Committee was made to approve the purchasing consent agenda. The Chair called for a vote. **Motion carried unanimously by voice vote.**

- 3. Monthly Financial Report – April 2017**

- 1. Monthly Financial Report**

- Current year is stable, but preparing 5-18% in cuts for next year.

Attachment: Financial Statements for April 2017

The **motion** from the Finance Committee was made to approve the financial report for April 2017. The Chair called for a vote. **Motion carried unanimously by voice vote.**

NEW BUSINESS

[Pursuant to Title 25 Oklahoma Statutes, Section 311(A)(9), "...any matter not known about or which could not have been reasonably foreseen prior to the time of posting." 24 hours prior to meeting]

1. Nominating Committee Appointments

Chairperson Cornell appointed Regent McKamey as Chair of the Nominating Committee, and Regent Lawhorn and Regent Looney as members.

PERSONS WHO DESIRE TO COME BEFORE THE BOARD

Any person who desires to come before the Board shall notify the board chair or his or her designee in writing or electronically at least twelve (12) hours before the meeting begins. The notification must advise the chair of the nature and subject matter of their remarks and may be delivered to the president's office. All persons shall be limited to a presentation of not more than two minutes.

CARRYOVER ITEMS

There were no carryover items.

EXECUTIVE SESSION

[Proposed vote to go into executive session Pursuant to Title 25 Oklahoma Statutes, Section 307(B)(4), for confidential communications between a public body and its attorneys concerning pending investigations, claims or actions.]

There was none.

ADJOURNMENT

The meeting adjourned May 18, 2017 at 4:00 p.m.

The next regular meeting of the Tulsa Community College Board of Regents will be held on Thursday, June 15, 2017, 3:00 p.m., in Room 1320 at Southeast Campus, 10300 E 81st St, Tulsa, Oklahoma.

Respectfully submitted,



Leigh B. Goodson
President & CEO



Paul H. Cornell, Chairman
Board of Regents

ATTEST:



Martin Garber, Secretary
Board of Regents

TULSA COMMUNITY COLLEGE

FINANCIAL REPORT

MONTH ENDING APRIL 2017

TULSA COMMUNITY COLLEGE

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TULSA COMMUNITY COLLEGE
STATEMENT OF REVENUE AND EXPENDITURES COMPARISON
FOR THE PERIOD ENDING APRIL 31, 2017 AND APRIL 30, 2016

	APRIL FY17			APRIL FY16			\$ Change	Percent Change
	Budget	Year to date	Percent of Budget	Budget	Year to date	Percent of Budget		
Revenue								
Education & General								
State Appropriations	\$ 30,408,023	\$ 25,948,791	85.3%	\$ 36,600,023	\$ 27,626,054	75.5%	\$ (1,677,263)	-6.1%
Revolving Fund	2,336,458	3,740,620	160.1%	2,839,046	3,466,205	122.1%	274,414	7.9%
Resident Tuition	28,523,326	27,764,411	97.3%	27,636,535	26,823,487	97.1%	940,924	3.5%
Non-Resident Tuition	2,467,093	2,579,481	104.6%	2,578,634	2,406,240	93.3%	173,241	7.2%
Student Fees	5,634,788	5,198,069	92.2%	6,180,408	5,885,390	95.2%	(687,321)	-11.7%
Local Appropriations	39,167,963	19,500,000	49.8%	37,683,613	23,500,000	62.4%	(4,000,000)	-17.0%
Total	<u>\$ 108,537,651</u>	<u>\$ 84,731,373</u>	<u>78.1%</u>	<u>\$ 113,518,259</u>	<u>\$ 89,707,377</u>	<u>79.0%</u>	<u>\$ (4,976,005)</u>	<u>-5.5%</u>
Auxiliary Enterprises								
Campus Store	\$ 6,500,000	\$ 6,353,151	97.7%	\$ 8,816,213	\$ 6,706,556	76.1%	\$ (353,405)	-5.3%
Student Activities	2,035,500	2,284,852	112.3%	2,471,419	2,171,655	87.9%	113,197	5.2%
Other Auxiliary Enterprises	8,464,500	3,852,921	45.5%	7,745,885	3,658,992	47.2%	193,929	5.3%
Total	<u>\$ 17,000,000</u>	<u>\$ 12,490,924</u>	<u>73.5%</u>	<u>\$ 19,033,517</u>	<u>\$ 12,537,202</u>	<u>65.9%</u>	<u>\$ (46,279)</u>	<u>-0.4%</u>
Restricted								
Institutional Grants	\$ 4,576,625	\$ 4,066,111	88.8%	\$ 7,732,911	\$ 5,568,649	72.0%	\$ (1,502,538)	-27.0%
State Student Grants	2,277,003	3,666,768	161.0%	4,392,014	3,554,456	80.9%	112,312	3.2%
Total	<u>\$ 6,853,628</u>	<u>\$ 7,732,879</u>	<u>112.8%</u>	<u>\$ 12,124,925</u>	<u>\$ 9,123,105</u>	<u>75.2%</u>	<u>\$ (1,390,226)</u>	<u>-15.2%</u>
TOTAL REVENUE	<u>\$132,391,279</u>	<u>\$104,955,175</u>	<u>79.3%</u>	<u>\$144,676,701</u>	<u>\$111,367,685</u>	<u>77.0%</u>	<u>\$ (6,412,510)</u>	<u>-5.8%</u>
Expenditures								
Education & General								
Instruction	\$ 44,743,446	\$ 31,911,302	71.3%	\$ 47,642,238	\$ 32,022,995	67.2%	\$ (111,693)	-0.3%
Public Service	687,735	109,999	16.0%	544,020	104,628	19.2%	5,371	5.1%
Academic Support	19,888,729	11,927,337	60.0%	20,099,642	15,083,192	75.0%	(3,155,855)	-20.9%
Student Services	8,359,380	7,870,924	94.2%	9,029,409	6,816,087	75.5%	1,054,837	15.5%
Institutional Support	13,073,440	10,903,154	83.4%	14,079,500	12,158,402	86.4%	(1,255,248)	-10.3%
Operation/ Maintenance of Plant	16,128,554	11,015,512	68.3%	16,307,411	12,935,924	79.3%	(1,920,412)	-14.8%
Tuition Waivers	3,544,500	3,602,323	101.6%	3,375,756	3,271,918	96.9%	330,406	10.1%
Scholarships	4,350,000	4,289,180	98.6%	4,145,100	4,085,155	98.6%	204,025	5.0%
Total	<u>\$ 110,775,784</u>	<u>\$ 81,629,732</u>	<u>73.7%</u>	<u>\$ 115,223,076</u>	<u>\$ 86,478,300</u>	<u>75.1%</u>	<u>\$ (4,848,569)</u>	<u>-5.6%</u>
Auxiliary Enterprises								
Campus Store	\$ 6,355,000	\$ 6,221,329	97.9%	\$ 7,241,877	\$ 6,961,565	96.1%	\$ (740,236)	-10.6%
Student Activities	2,385,500	1,727,063	72.4%	2,439,017	1,836,429	75.3%	(109,365)	-6.0%
Other Auxiliary Enterprises	8,626,500	3,188,698	37.0%	7,736,844	3,361,986	43.5%	(173,288)	-5.2%
Total	<u>\$ 17,367,000</u>	<u>\$ 11,137,090</u>	<u>64.1%</u>	<u>\$ 17,417,738</u>	<u>\$ 12,159,980</u>	<u>69.8%</u>	<u>\$ (1,022,889)</u>	<u>-8.4%</u>
Restricted								
Institutional Grants	\$ 4,576,625	\$ 4,064,381	88.8%	\$ 7,732,911	\$ 5,780,582	74.8%	\$ (1,716,201)	-29.7%
State Student Grants	2,277,003	3,467,218	152.3%	4,392,014	3,561,373	81.1%	(94,155)	-2.6%
Total	<u>\$ 6,853,628</u>	<u>\$ 7,531,599</u>	<u>109.9%</u>	<u>\$ 12,124,925</u>	<u>\$ 9,341,955</u>	<u>77.0%</u>	<u>\$ (1,810,356)</u>	<u>-19.4%</u>
TOTAL EXPENDITURES	<u>\$ 134,996,412</u>	<u>\$ 100,298,421</u>	<u>74.3%</u>	<u>\$ 144,765,739</u>	<u>\$ 107,980,235</u>	<u>74.6%</u>	<u>\$ (7,681,814)</u>	<u>-7.1%</u>

**TULSA COMMUNITY COLLEGE
EXPENDITURE SUMMARY BY CATEGORY
FOR THE PERIOD ENDING APRIL 31, 2017 AND APRIL 30, 2016**

	APRIL FY17			APRIL FY16			\$ Change	Percent Change
	Budget	Year to date	Percent of Budget	Budget	Year to date	Percent of Budget		
<u>EDUCATION AND GENERAL</u>								
Salaries & Wages								
Faculty	\$ 17,550,232	\$ 12,863,500	73.3%	\$ 18,288,189	\$ 13,165,222	72.0%	\$ (301,722)	-2.3%
Adjunct Faculty	11,700,000	7,927,486	67.8%	12,893,590	7,927,114	61.5%	372	0.0%
Professional	12,405,669	8,831,115	71.2%	11,599,149	9,616,860	82.9%	(785,745)	-8.2%
Classified Exempt	4,158,105	2,874,997	69.1%	4,479,153	3,491,635	78.0%	(616,638)	-17.7%
Classified Hourly	13,316,054	11,126,436	83.6%	14,440,059	10,750,145	74.4%	376,291	3.5%
TOTAL	\$ 59,130,060	\$ 43,623,534	73.8%	\$ 61,700,140	\$ 44,950,977	72.9%	\$ (1,327,444)	-3.0%
Staff Benefits	\$ 21,569,019	\$ 15,967,840	74.0%	\$ 22,047,079	\$ 16,747,547	76.0%	(779,706)	-4.7%
Professional Services	2,835,900	1,523,063	53.7%	3,522,742	2,247,868	63.8%	(724,805)	-32.2%
Operating Services	14,527,578	10,255,806	70.6%	16,759,682	11,707,972	69.9%	(1,452,166)	-12.4%
Travel	452,420	321,664	71.1%	750,533	460,786	61.4%	(139,123)	-30.2%
Utilities	1,908,500	1,263,128	66.2%	2,015,900	1,385,361	68.7%	(122,233)	-8.8%
Tuition Waivers	3,544,500	3,602,323	101.6%	3,375,756	3,271,918	96.9%	330,406	10.1%
Scholarships	4,350,000	4,289,180	98.6%	4,145,100	4,085,155	98.6%	204,025	5.0%
Furniture & Equipment	2,457,807	783,193	31.9%	906,144	1,620,716	178.9%	(837,523)	-51.7%
TOTAL	\$ 110,775,784	\$ 81,629,732	73.7%	\$ 115,223,076	\$ 86,478,300	75.1%	\$ (4,848,568)	-5.6%

TULSA COMMUNITY COLLEGE
EXPENDITURE SUMMARY BY CATEGORY
FOR THE PERIOD ENDING APRIL 31, 2017 AND APRIL 30, 2016

	APRIL FY17			APRIL FY16			\$ Change	Percent Change
	Budget	Year to date	Percent of Budget	Budget	Year to date	Percent of Budget		
<u>CAMPUS STORE</u>								
Salaries & Wages								
Professional & Classified Exempt	\$ 258,122	\$ 248,855	96.4%	\$ 306,629	\$ 271,836	88.7%	\$ (22,981)	-8.5%
Classified Hourly	447,291	476,545	106.5%	599,206	440,486	73.5%	36,059	8.2%
Total Salaries & Wages	\$ 705,413	\$ 725,401	102.8%	\$ 905,835	\$ 712,322	78.6%	\$ 13,079	1.8%
Staff Benefits	\$ 224,587	\$ 212,084	94.4%	\$ 320,542	\$ 230,226	71.8%	\$ (18,142)	-7.9%
Professional Services	-	-	0.0%	-	8,048	0.0%	(8,048)	-100.0%
Operating Services	590,000	37,553	6.4%	180,500	40,853	22.6%	(3,300)	-8.1%
Travel	5,000	1,106	22.1%	15,000	3,428	22.9%	(2,322)	-67.7%
Utilities	85,000	17,703	20.8%	40,000	19,241	48.1%	(1,538)	-8.0%
Items for Resale - Campus Store	4,745,000	5,227,482	110.2%	5,780,000	5,947,447	102.9%	(719,965)	-12.1%
Furniture & Equipment	-	-	0.0%	-	-	0.0%	-	0.0%
TOTAL	\$ 6,355,000	\$ 6,221,329	97.9%	\$ 7,241,877	\$ 6,961,565	96.1%	\$ (740,236)	-10.6%
<u>STUDENT ACTIVITIES</u>								
Salaries & Wages								
Professional	\$ 613,385	\$ 420,163	68.5%	\$ 564,340	\$ 477,695	84.6%	\$ (57,531)	-12.0%
Classified Hourly	686,230	487,114	71.0%	808,166	507,609	62.8%	(20,495)	-4.0%
Total Salaries & Wages	\$ 1,299,615	\$ 907,277	69.8%	\$ 1,372,506	\$ 985,304	71.8%	\$ (78,027)	-7.9%
Staff Benefits	\$ 520,385	\$ 345,350	66.4%	\$ 396,565	\$ 394,842	99.6%	\$ (49,492)	-12.5%
Professional Services	46,181	22,277	48.2%	39,260	16,483	42.0%	5,794	35.1%
Operating Services	369,319	325,704	88.2%	435,766	319,785	73.4%	5,919	1.9%
Travel	40,000	28,287	70.7%	104,920	30,165	28.8%	(1,879)	-6.2%
Furniture & Equipment	10,000	46,758	467.6%	-	42,424	0.0%	4,334	10.2%
Items for Resale	100,000	51,411	51.4%	90,000	47,425	52.7%	3,986	8.4%
TOTAL	\$ 2,385,500	\$ 1,727,063	72.4%	\$ 2,439,017	\$ 1,836,429	75.3%	\$ (109,366)	-6.0%
<u>OTHER AUXILIARY ENTERPRISES</u>								
Salaries & Wages								
Professional	\$ 120,789	\$ 106,428	88.1%	\$ 82,000	\$ 113,094	137.9%	\$ (6,667)	-5.9%
Adjunct Faculty	188,132	151,665	80.6%	146,713	186,391	127.0%	(34,726)	-18.6%
Classified Hourly	304,705	298,821	98.1%	320,000	299,551	93.6%	(730)	-0.2%
Total Salaries & Wages	\$ 613,626	\$ 556,913	90.8%	\$ 548,713	\$ 599,036	109.2%	\$ (42,123)	-7.0%
Staff Benefits	\$ 98,374	\$ 89,655	91.1%	\$ 65,613	\$ 93,921	143.1%	\$ (4,266)	-4.5%
Professional Services	447,082	302,765	67.7%	398,000	279,513	70.2%	23,252	8.3%
Operating Services	4,813,558	1,011,362	21.0%	3,847,418	1,330,926	34.6%	(319,564)	-24.0%
Travel	-	25,856	0.0%	-	19,698	0.0%	6,158	31.3%
Utilities	750,000	513,094	68.4%	870,000	519,511	59.7%	(6,417)	-1.2%
Scholarship & Refunds	-	3,917	0.0%	-	-	0.0%	3,917	100.0%
Bond Principal and Expense	1,800,000	672,974	37.4%	2,000,000	432,958	21.6%	240,017	55.4%
Furniture & Equipment	100,000	10,673	10.7%	-	84,938	0.0%	(74,264)	-87.4%
Items for Resale	3,860	1,488	38.6%	7,100	1,485	20.9%	4	0.2%
TOTAL	\$ 8,626,500	\$ 3,188,698	37.0%	\$ 7,736,844	\$ 3,361,986	43.5%	\$ (173,288)	-5.2%

TULSA COMMUNITY COLLEGE-CAMPUS STORE
STATEMENT OF REVENUE, EXPENDITURES AND CAMPUS STORE EQUITY
FOR THE ELEVEN MONTHS ENDING APRIL 30, 2017 AND APRIL 30, 2016

	APR FY17		APR FY16		Increase/ (Decrease)	Percent Change
	Current Year	Percent of Sales	Prior Year	Percent of Sales		
Income From Sales						
Sales (From 07-01-16 To 04-30-17)						
Textbooks, Supplies, and Soft Goods	\$ 6,310,103		\$ 6,665,795		\$ (355,692)	-5.3%
Total Sales	6,310,103	100.0%	6,665,795	100.0%	(355,692)	-5.3%
Less: Cost of Goods Sold	4,715,280	74.7%	5,059,286	75.9%	(344,005)	-6.8%
Gross Income/(Loss) on Sales	1,594,823	25.3%	1,606,509	24.1%	(11,687)	-0.7%
Operating Expenses						
Selling Expenses	696,895	11.0%	712,322	10.7%	(15,427)	-2.2%
Total Selling Expense	696,895	11.0%	712,322	10.7%	(15,427)	-2.2%
Administrative Expenses						
Personnel Benefits	203,992	3.2%	230,226	3.5%	(26,234)	-11.4%
Travel	1,106	0.0%	3,428	0.1%	(2,322)	-67.7%
Operating Expense	55,256	0.9%	68,142	1.0%	(12,886)	-18.9%
Total Administrative Expense	260,354	4.1%	301,796	4.5%	(41,442)	-13.7%
Total Selling and Administrative Expense	957,249	15.2%	1,014,118	15.2%	(56,869)	-5.6%
Net Selling Income/(Loss)	637,574	10.1%	592,391	8.9%	45,182	7.6%
Other Income/(Loss)						
Commission Income	39,484	0.6%	35,757	0.5%	3,727	10.4%
Other Expense	-	0.0%	300,000	4.5%	(300,000)	-100.0%
	39,484	0.6%	(264,243)	-4.0%	303,727	-114.9%
Net Income/(Loss)	\$ 677,057	10.7%	\$ 328,148	4.9%	348,909	106.3%
Equity Balance July 1, 2016	6,606,607		6,734,225		(127,618)	-1.9%
Equity Balance April 30, 2017	\$ 7,283,664		\$ 7,062,373		221,292	3.1%
	Current Year	Prior Year	Increase/ (Decrease)	Percent Change		
Inventory July 1, 2016	\$ 1,751,939	\$ 1,644,716	\$ 107,223	6.5%		
Purchases						
Textbooks, Supplies, and Soft Goods	4,233,202	5,560,027	(1,326,825)	-23.9%		
Total Purchases	4,233,202	5,560,027	(1,326,825)	-23.9%		
Freight-In	105,065	84,403	20,662			
	4,338,267	5,644,430	(1,306,162)	-23.1%		
Cost of Goods Available for Sale	6,090,206	7,289,146	(1,198,939)	-16.4%		
Deduct Inventory April 30, 2017	1,374,926	2,229,860	(854,934)	-38.3%		
Cost of Goods Sold	\$ 4,715,280	\$ 5,059,286	(344,005)	-6.8%		