CFO’s Key Takeaways
Comparing FY18 final results to Q3 Projections:
- Final FY18 E&G revenue & expense tracked the latest Q3 projections closely, with the exception of Internal Sales Reimbursements and Capital expenditures.
- Final E&G Fund balance ended at $78.0 million, $3.7 million higher than Q3 projection.

Reviewing the year, significant variations that occurred between final E&G revenue and expense and original, beginning-of-the-year estimates include:
- Tuition and fees: final revenue down $7.3 million (1.7%) from initial estimates mainly due to international student enrollment lower than projected.
- Internal Sales: final revenue up $2.0 million primarily due to accounting change in International Affairs’ study abroad program.
- Personnel Services: final expense down $7.0 million (1.7%) due to hiring patterns and one-time accounting adjustment related to Blended Other Personnel Expenses (OPE)/Benefits.
- Internal Sales Reimbursements: final number down $2.3 million primarily due to accounting change in International Affairs’ study abroad program.
- Capital Expenditures: final expense down $2.4 million due to lower departmental equipment purchases.

<table>
<thead>
<tr>
<th>Category</th>
<th>FY18 Exp Authority</th>
<th>FY18 Q3 Projection</th>
<th>FY18 Actuals</th>
<th>FY18 Q3 Proj vs Actuals</th>
<th>Status</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Appropriation</td>
<td>$70,526,000</td>
<td>$70,587,100</td>
<td>$71,012,264</td>
<td>100.6%</td>
<td>Slightly Up</td>
<td>State Appropriation for Oregon Law Commission funding</td>
</tr>
<tr>
<td>Tuition and Fees</td>
<td>$422,541,000</td>
<td>$415,489,886</td>
<td>$415,232,909</td>
<td>99.9%</td>
<td>On Track</td>
<td>In line with Q3 projection</td>
</tr>
<tr>
<td>ICC Revenue</td>
<td>$22,000,000</td>
<td>$22,450,000</td>
<td>$22,610,802</td>
<td>100.7%</td>
<td>Slightly Up</td>
<td>ICC revenue up due to increased grant activity</td>
</tr>
<tr>
<td>Personnel Services</td>
<td>$420,054,000</td>
<td>$416,141,900</td>
<td>$413,007,070</td>
<td>99.2%</td>
<td>Slightly Down</td>
<td>$1.9M one-time accounting adjustment related to Blended OPE</td>
</tr>
<tr>
<td>Supplies &amp; Services</td>
<td>$103,637,000</td>
<td>$104,000,000</td>
<td>$103,510,599</td>
<td>99.5%</td>
<td>Slightly Down</td>
<td>In line with Q3 projection</td>
</tr>
<tr>
<td>Internal Sales Re-imb</td>
<td>-$23,000,000</td>
<td>-$22,500,000</td>
<td>-$20,187,586</td>
<td>89.7%</td>
<td>Down</td>
<td>Accounting change in International Affairs</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>$7,500,000</td>
<td>$7,500,000</td>
<td>$5,011,157</td>
<td>66.8%</td>
<td>Down</td>
<td>Department equipment purchases lower than expected</td>
</tr>
</tbody>
</table>

Education and General Fund - Q3 Projections vs Year End Actuals

FY18 Q4 REVENUE ACTUALS
- Interest & Investment: 1.3% ($6,636,769)
- ICC Revenue: 4.3% ($22,610,802)
- Other Fees & Tuition: 6.5% ($34,276,526)
- Graduate Tuition: 10.2% ($53,674,777)
- Non-Resident UG Tuition: 49.6% ($261,134,087)
- Other: 2.1% ($10,866,844)

FY18 Q4 EXPENSE ACTUALS
- Transfers: 2.5% ($13,045,334)
- General Expense: 16.2% ($83,444,653)
- Total Personnel Services: 80.0% ($413,007,070)
- Student Aid: 1.1% ($5,430,091)
- Depreciation/Amortization: 5.9% ($65,351,374)
- Other: 2.1% ($10,866,844)

All Funds - Total Dollars

FY18 Q4 REVENUE ACTUALS
- Other: 1.8% ($20,465,558)
- Internal Sales: 6.5% ($74,334,118)
- Transfers Fr Ore State Agencies: 2.0% ($23,075,674)
- State Appropriation: 6.3% ($72,698,361)
- Interest & Investment: 2.2% ($25,774,111)
- Pell Grants: 1.9% ($21,752,824)
- Federal Student Aid: 0.2% ($2,760,019)
- ICC Revenue: 2.0% ($22,610,802)
- Operating Gifts: 6.0% ($69,037,013)
- Grants, Contracts & Capital Gifts: 13.3% ($152,403,409)
- Tuition and Fees: 40.3% ($461,628,336)

FY18 Q4 EXPENSE ACTUALS
- Depreciation/Amortization: 5.9% ($65,351,374)
- Other: 3.3% ($36,525,473)
- Service & Supplies: 28.2% ($309,332,723)
- Total Personnel Services: 56.0% ($615,355,853)
- Student Aid: 6.6% ($71,978,956)

Student Aid Expense does not include $45.6M of fee remissions awarded to students. Remissions are booked as negative revenue.
Capital Expenditures not included