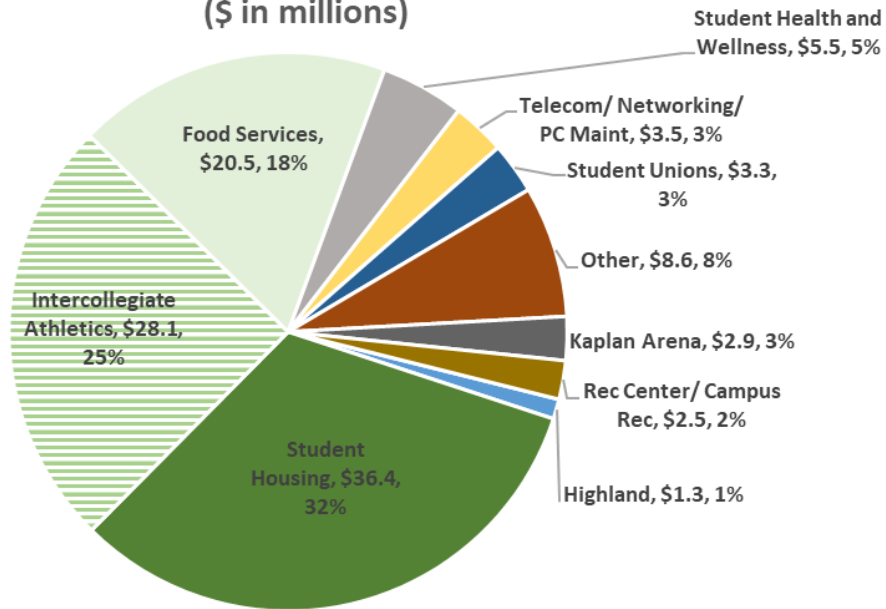


**WILLIAM & MARY
FY20 OPERATING BUDGET DETAIL
FOR AUXILIARY ENTERPRISES**

The distinguishing characteristic of Auxiliary Enterprises is that they exist to furnish goods and services to students, faculty and staff outside of the academic mission. Auxiliary Enterprises receive no funding from the state, and thus, rely on revenues from student and user fees for the goods and services provided. For public institutions of higher education, the Commonwealth of Virginia requires auxiliary enterprises in total, and Intercollegiate Athletics specifically, to be self-supporting, including direct and indirect costs. As part of that expectation, auxiliary enterprises must reimburse the university for any services provided by a functional area that is supported from the state general fund or other appropriated nongeneral funds, such as human resources, financial operations, housekeeping and facility maintenance. The Commonwealth further expects that auxiliary enterprises establish and maintain a positive cash balance in order to provide an operating reserve as well as support for future capital investment.

William & Mary has established a number of auxiliary enterprises including food services, student housing, intercollegiate athletics, student health and wellness, campus transportation, campus parking, the bookstore, and James Monroe’s Highland. Collectively, auxiliary enterprises are the university’s second largest operating program, with actual revenues for FY19 projected to reach almost \$111.8 million and expenditures anticipated at \$110.1 million. The projected net operating revenue for FY19 is \$1.7 million. For FY20, the proposed budget anticipates \$112.9 million in operating revenues and \$112.5 million in planned expenditures, generating a net operating margin of \$399,600.

**FY20 Projected Auxiliary Enterprise Expenditures,
by Major Program
(\$ in millions)**



FY20 Total Expenditures
= \$112.5 million

A more detailed listing of each auxiliary enterprise is provided in the table below.

Auxiliary Enterprise	FY19 Estimated Actual			FY20 Proposed Budget		
	Revenues*	Expenditures	Net Operating Margin	Revenues*	Expenditures	Net Operating Margin
Campus Parking	\$2,075,700	\$2,123,400	(\$47,700)	\$2,071,000	\$2,239,200	(\$168,200)
College Bookstore	900,000	894,200	\$5,800	900,000	848,300	\$51,700
Conference Services	1,036,100	1,035,300	\$800	880,600	875,900	\$4,700
Cultural Activities	347,300	390,000	(\$42,700)	362,400	412,000	(\$49,600)
Express Program	808,600	778,000	\$30,600	705,100	673,000	\$32,100
Food Services	23,162,000	20,285,500	\$2,876,500	22,521,000	20,497,000	\$2,024,000
General Auxiliary Services	821,400	884,600	(\$63,200)	874,300	902,000	(\$27,700)
Highland	663,800	1,169,500	(\$505,700)	710,500	1,296,700	(\$586,200)
ID Program	451,600	432,100	\$19,500	470,700	447,800	\$22,900
Intercollegiate Athletics	27,014,600	27,009,100	\$5,500	28,085,400	28,085,400	\$0
Kaplan Arena	2,802,900	2,790,700	\$12,200	2,855,800	2,855,800	\$0
Licensing	84,000	23,800	\$60,200	81,500	24,200	\$57,300
Orientation	638,100	636,400	\$1,700	666,400	664,500	\$1,900
PC Maintenance	349,000	308,000	\$41,000	357,300	353,500	\$3,800
Radio System Rental	73,000	73,000	\$0	70,000	70,000	\$0
Recreation Ctr & Campus Rec	2,426,700	2,426,700	\$0	2,516,500	2,513,400	\$3,100
Campus Transportation	513,000	496,000	\$17,000	520,500	565,300	(\$44,800)
Student Health and Wellness	5,341,600	5,207,500	\$134,100	5,575,600	5,452,600	\$123,000
Student Housing	34,550,000	35,159,400	(\$609,400)	35,402,300	36,442,200	(\$1,039,900)
Student Unions	3,198,600	3,402,700	(\$204,100)	3,336,900	3,336,400	\$500
Telecommunications & Networking	3,700,000	3,700,000	\$0	3,117,800	3,117,800	\$0
Tennis Center	676,200	742,600	(\$66,400)	677,100	721,700	(\$44,600)
Vending Program	113,100	21,700	\$91,400	115,300	24,700	\$90,600
William Small Physics Laboratory	30,000	85,000	(\$55,000)	30,000	85,000	(\$55,000)
TOTAL AUXILIARY ENTERPRISES	\$111,777,300	\$110,075,200	\$1,702,100	\$112,904,000	\$112,504,400	\$399,600

* Excludes \$900,000 used to support student financial aid.