AMS Preliminary Budget
2021/2022

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01. Assumptions
Assumptions

- Projected enrollment, 55,000 students
- Investment contribution, $500K
- There are Covid restrictions in place into the fall
- No government subsidy after June
- Pit opening in January
- Block party is happening
02. Highlights
Budget

Changes

- Delay hiring
- Minimum wage increase starting June
- Student staff step increase
- Reduction in Events budget expenditure by ~ 138k in comparison to 2018/19
- Projecting a reduction in Food Bank cost due to larger donation estimate
- New housing service added
- Reduction in Business Contribution
Budget

Stylistic Changes

- Changed the fonts and colours on the budget
- Categorised main expenditure types for most line items
- Shifted overhead cost (Administration, Human Resource, and Informational Systems) under Expenditures Summary
- Moved total Surplus/Deficit to below the charts rather than at the top
03. Revenue and Expenditure
AMS Expense over Revenue

<table>
<thead>
<tr>
<th></th>
<th>Preliminary Budget 2021/22</th>
<th>Budget 2020/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expense</td>
<td>$4,563,175.88</td>
<td>$4,617,829.50</td>
</tr>
<tr>
<td>Revenue</td>
<td>$3,228,710.52</td>
<td>$4,064,785.45</td>
</tr>
<tr>
<td>Total:</td>
<td>-1,334,465.35</td>
<td>-$553,044.05</td>
</tr>
</tbody>
</table>
# AMS Revenue Breakdown

<table>
<thead>
<tr>
<th></th>
<th>Preliminary Budget 21/22 55,000</th>
<th>Budget 20/21 55,000</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Non-Discretionary Allocations</strong></td>
<td>$23,166,782.96</td>
<td>$22,113,999.39</td>
</tr>
<tr>
<td><strong>Total Other Revenues</strong></td>
<td>$339,171.52</td>
<td>$1,307,272.26</td>
</tr>
<tr>
<td><strong>Total Transfers To The Budget</strong></td>
<td>$520,303</td>
<td>$407,263.19</td>
</tr>
<tr>
<td><strong>General Fee</strong></td>
<td>$2,369,236</td>
<td>$2,350,250</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td>$26,395,493.48</td>
<td>$26,178,784.84</td>
</tr>
</tbody>
</table>
Expense Breakdown

- Total Executives: 40.7%
- Total Student Council: 15.6%
- Total Student Services: 23.9%
- Total Ancillary: 9.7%
- Total Overhead: 5.9%
- Total Events: 5.9%
## AMS Expense Breakdown

<table>
<thead>
<tr>
<th></th>
<th>Budget 2021/22</th>
<th>Budget 2020/21</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>55,000</td>
<td>55,000</td>
</tr>
<tr>
<td><strong>Total Executive</strong></td>
<td>$711,135.87</td>
<td>$716,005.18</td>
</tr>
<tr>
<td><strong>Total Student Council</strong></td>
<td>$194,20.22</td>
<td>$263,951.41</td>
</tr>
<tr>
<td><strong>Total Student Services</strong></td>
<td>$1,090,283.00</td>
<td>$930,942.60</td>
</tr>
<tr>
<td><strong>Total Events</strong></td>
<td>$270,518.00</td>
<td>$161,620.00</td>
</tr>
<tr>
<td><strong>Total Ancillary Services</strong></td>
<td>$441,380.51</td>
<td>$481,680.47</td>
</tr>
<tr>
<td><strong>Total Overhead</strong></td>
<td>1,855,638.27</td>
<td>$2,063,629.84</td>
</tr>
<tr>
<td><strong>Contingency</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td>$4,563,175.88</td>
<td>$4,617,829.50</td>
</tr>
</tbody>
</table>
05. Business Contribution and Overhead Cost
Business

Executive Summary

- Total contribution of ($309,329)
- Covid related decline in Revenue
- Minimum Wage increase June 1st
- CEWS ends June 2021, extended to Sept, but on details yet
- Overall hourly wage increases
- Increasing Cost of Goods Sold
Food & Beverage

Pie R Squared, Honour Roll, Gallery

- **Pie R Squared**: re-open the Outlet in Fall 2021, focus on late night delivery.
- Blue Chip Café: open the **Blue Chip Patio** either in the Summer or Fall 2021.
- **Honour Roll**: grow sales by re-designing the menu offering and platters.
- **Gallery**: design a summer and winter menu. When pandemic restrictions will be lifted, develop a group menu.
Food & Beverage

Pt Pub, Porch, Grand Noodle Emporium, I Wana Taco, Test Kitchen

- **Pit Pub**: when pandemic restrictions will be lifted, focus on programming and in-house events.
- **Porch**: stabilizing the team and improve flavor profiles
- **Grand Noodle Emporium**: opening in Fall 2021, create a new menu.
- **I Wana Taco**: re-open Jan 2022, develop a rotating profile restaurant every 6 months
- **Test Kitchen** to be located in the former Pit Kitchen: develop new menu items for C&C and Outlets
Conference & Catering

Overview

- The focus this year with Catering & Conferences will be COVID recovery. Focusing on multi-day conferences with hybrid event capabilities, weddings, filming and landmark events.
- Our Business Development Managers priority will be securing multi-day conferences, weddings, filming and Landmark events to support COVID recovery. To facilitate this we will recruit and market accordingly.
- We will continuing to drive landmark wedding business and filming, as these are our two highest revenue generators.
Conference & Catering

Overview

- We also acquired AV equipment to accommodate hybrid events as restrictions ease and we return to more in-person events.
- Our Operations Managers priority this year will be recruiting and training a new operations team for conferences, weddings, filming and offsite bookings to support COVID recovery.
- Caution: Offsite sales do not have high contributions compared to onsite events, thus we are expecting contributions to be lower if we have a reduction in rooms to sell. We are still seeing an increase in cost of business with clubs which will continue to lower total contributions.
Indirect Overhead

Administration, HR, IT

- Our Administration area in addition to its many regular duties will focus on migrating our existing Server based system over to a Cloud based system.
- Our HR departments main focus this year will be on Employee Engagement, as well as recruiting new staff as Covid restrictions ease, and our businesses reopen.
- The main focus of our IT department will be on the migration of our email system, and enhancing our Cybersecurity.
06. Questions?
Thank you!