

AMS Preliminary Budget

2021/2022

By: Lucia Liang , VP Finance
: Keith Hester, Managing Director

TABLE OF CONTENTS

01

Assumptions

Assumptions the AMS made in this budget

02

Highlights

Significant changes in this upcoming year that affect the budget

03

Revenue and Expenditure

High level scan of Business and student government expenditure and contribution

04

Business Contribution and Overhead Cost

Business Contribution and Overhead cost break down

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

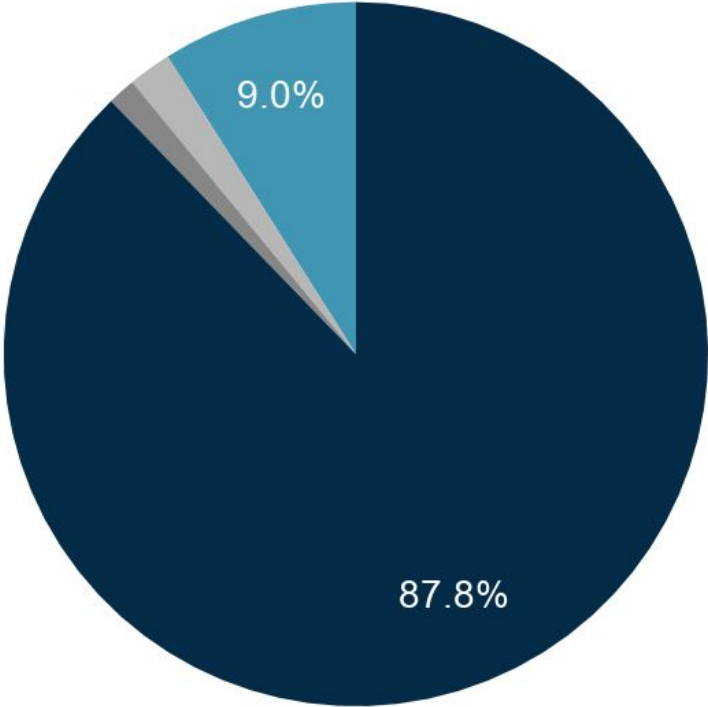
03. Revenue and Expenditure

AMS Expense over Revenue

	Preliminary Budget 2021/22	Budget 2020/21
Expense	\$4,563,175.88	\$4,617,829.50
Revenue	\$3,228,710.52	\$4,064,785.45
Total:	-1,334,465.35	-\$553,044.05

Preliminary Budget Revenue Breakdown

- Total Non-Discretionary Allocations
- Total Other Revenues
- Total Transfers To The Budget
- General Fee

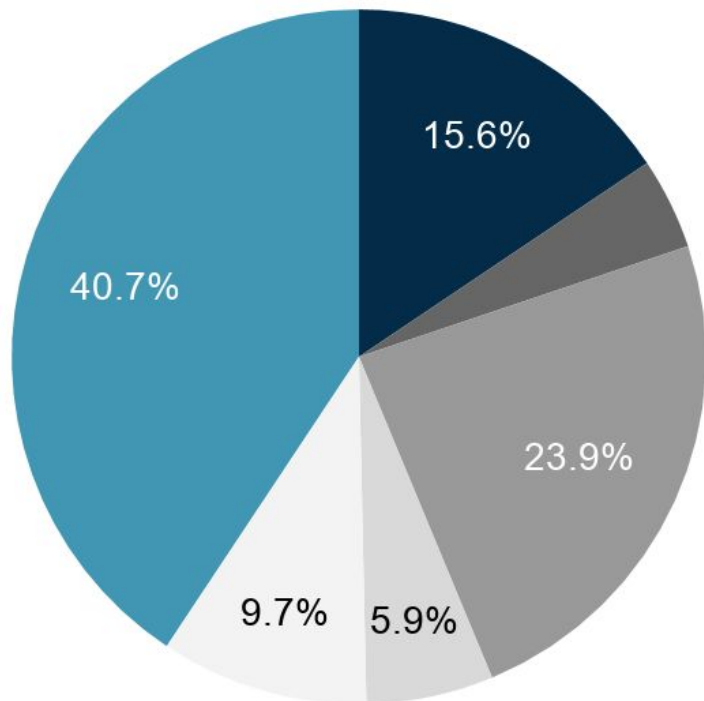


AMS Revenue Breakdown

	Preliminary Budget 21/22 55,000	Budget 20/21 55,000
Total Non-Discretionary Allocations	\$23,166,782.96	\$22,113,999.39
Total Other Revenues	\$339,171.52	\$1,307,272.26
Total Transfers To The Budget	\$520,303	\$407,263.19
General Fee	\$2,369,236	\$2,350,250
Total:	\$26,395,493.48	\$26,178,784.84

Expense Breakdown

- Total Executives
- Total Student Council
- Total Student Services
- Total Events
- Total Ancillary
- Total Overhead



AMS Expense Breakdown

	Budget 2021/22 55,000	Budget 2020/21 55,000
Total Executive	\$711,135.87	\$716,005.18
Total Student Council	\$194,20.22	\$263,951.41
Total Student Services	\$1,090,283.00	\$930,942.60
Total Events	\$270,518.00	\$161,620.00
Total Ancillary Services	\$441,380.51	\$481,680.47
Total Overhead	1,855,638.27	\$2,063,629.84
Contingency		
Total:	\$4,563,175.88	\$4,617,829.50

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



ams
— EST. 1915 —

- **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



ams
— EST. 1915 —

- **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 continue to drive landmark wedding business and filming, as these are our two highest revenue generators.



ams

— EST. 1915 —

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.



ams

— EST. 1915 —

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



ams
— EST. 1915 —

06. Questions?

The top right corner of the slide features a decorative arrangement of geometric shapes. It includes a dark blue triangle pointing down and to the left, a light blue triangle pointing up and to the left, a grey triangle pointing up and to the left, and another dark blue triangle pointing down and to the left. These shapes are arranged in a way that they appear to be overlapping or adjacent to each other.

Thank you!