

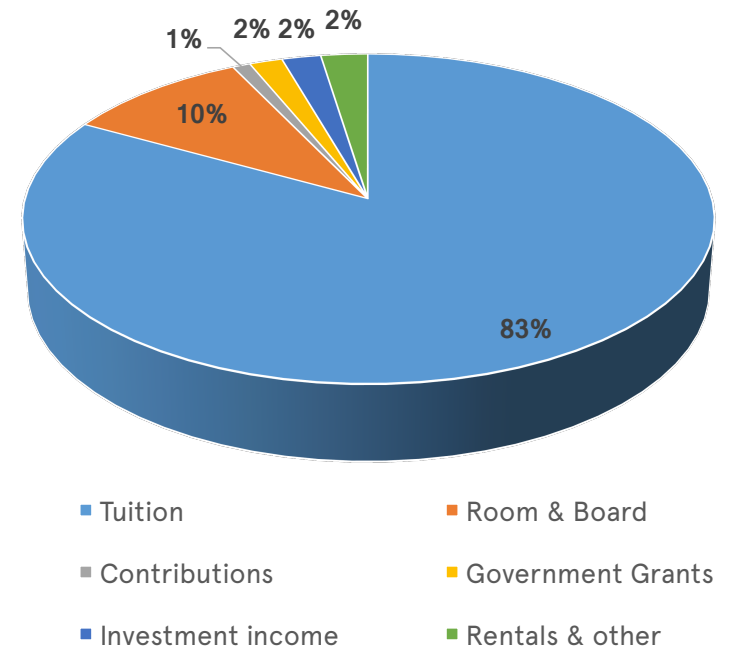
Pratt

Revenue and Expense Analysis
For the year ended June 30, 2019



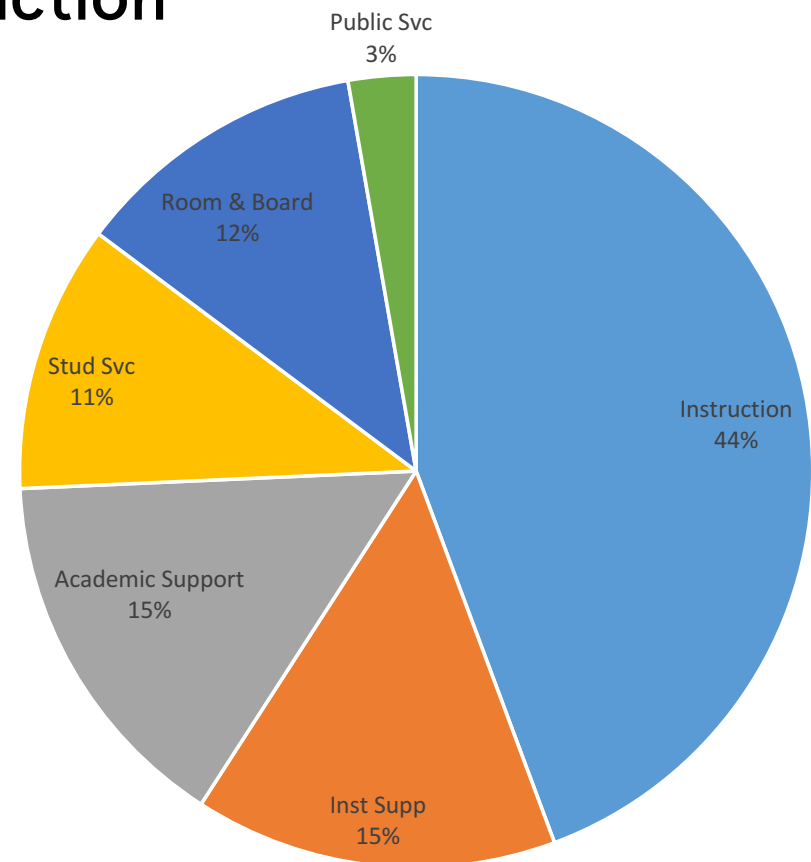
Sources of Revenue at Pratt

	<u>6/30/19</u>
Net tuition revenue	\$176,765,950
Room & Board	\$20,799,608
Contributions	\$1,998,653
Government Grants	\$3,699,805
Investment income	\$4,375,416
Rentals & other income	\$5,240,980
Total operating revenue	\$212,880,412



Uses of revenue: expenses by function

	6/30/2019
Instruction	\$ 91,893,456
Institutional Support	\$ 30,677,594
Academic Support	\$ 31,450,218
Student Services	\$ 22,627,292
Room & Board	\$ 24,947,134
Public Service	\$ 5,711,787
Total expense	\$ 207,307,481

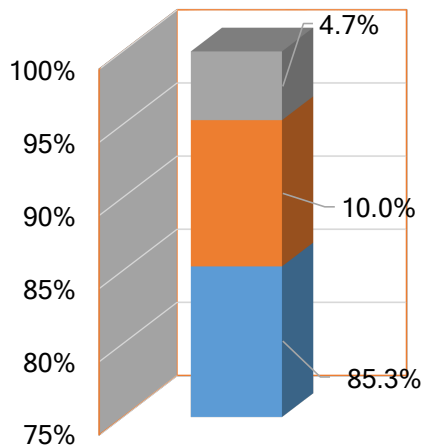


Expenses by function and natural classification*

		Public	Academic	Student	Room +	Total	Institutional	Total	
	Instruction	Service	Support	Services	Board	Program	Support	Expenses	% Total
						Activities			
Salary + Fringe	\$ 74,480,601	\$ 3,460,471	\$ 20,150,126	\$ 13,058,318	\$ 2,417,676	\$ 113,567,192	\$ 14,326,834	\$ 127,894,026	62%
Supplies, Equip + Materials	\$ 3,250,670	\$ 249,500	\$ 3,356,648	\$ 755,578	\$ 1,405,630	\$ 9,018,026	\$ 2,813,203	\$ 11,831,229	6%
Utilities, Insurance + Taxes	\$ 26,146	\$ 34,382	\$ 224,678	\$ 4,368	\$ 1,351,919	\$ 1,641,493	\$ 1,358,920	\$ 3,000,413	1%
Services + Fees	\$ 2,826,791	\$ 853,128	\$ 523,582	\$ 3,755,283	\$ 3,972,755	\$ 11,931,539	\$ 6,117,687	\$ 18,049,226	9%
Other	\$ 1,731,871	\$ 508,327	\$ 1,037,678	\$ 2,292,214	\$ 656,169	\$ 6,226,259	\$ 3,007,420	\$ 9,233,679	4%
Depreciation	\$ 3,758,377	\$ 263,099	\$ 2,491,476	\$ 991,144	\$ 4,187,129	\$ 11,691,225	\$ 1,102,783	\$ 12,794,008	6%
Operations + Maintenance	\$ 5,819,000	\$ 342,880	\$ 3,666,030	\$ 1,600,773	\$ 6,961,270	\$ 18,389,953	\$ 1,544,955	\$ 19,934,908	10%
Interest	\$ -	\$ -	\$ -	\$ 169,614	\$ 3,994,586	\$ 4,164,200	\$ 405,792	\$ 4,569,992	2%
Total	\$ 91,893,456	\$ 5,711,787	\$ 31,450,218	\$ 22,627,292	\$ 24,947,134	\$ 176,629,887	\$ 30,677,594	\$ 207,307,481	100%
% Total	44%	3%	15%	11%	12%	85%	15%	100%	

* For the period ended June 30, 2019.

- Revenue generated by tuition, fees, room and board support approximately 95% of Pratt's operating expenses. The remaining 5% of costs are supported by fundraising, grants and other sources of income like income from investments and rental of facilities.



■ Other Sources of Revenue
 ■ Room & Board
 ■ Tuition & Fees

Operating Expenses	\$ 207,307,481	
Net tuition revenue (tuition less scholarship aid)	\$ 176,765,950	85.3%
Room & board	\$ 20,799,608	10.0%
Total	\$ 197,565,558	95.3%

During 2018/19, Pratt provided \$63 million in scholarship aid to students

Example of how a resident student's tuition & fees are used to support expenses

	% of total expense	Allocation of cost of attendance
Instruction	44%	\$ 29,528
Public Service	3%	\$ 2,013
Academic Support	15%	\$ 10,066
Student Services	11%	\$ 7,382
Institutional Support	15%	\$ 10,066
Auxiliary (R&B)	12%	\$ 8,053
	100.0%	\$ 67,108
Cost of attendance:		
Tuition	\$ 51,754	
Fees	\$ 2,060	
Room & Board	\$ 13,294	
Total	\$ 67,108	
	82%	

2018/19 Capital Expenditures

- During fiscal year 2018/19, Pratt invested over \$46 million in renewal and replacement of buildings and equipment. Projects included:
 - Final phase of the Design Center renovation
 - Completion of the Emerson Residence Hall construction project
 - Renovation of two floors of the Willoughby Residence Hall
 - Bathroom rehabs in Pantas and Willoughby
 - Installation of an elevator in the ARC, making weight room and dance studio accessible, creation of additional athletic offices and conference room
 - Phase I of retro-fit project to replace existing light fixtures in all campus buildings with energy efficient lighting.
 - Fire alarm upgrades in Grand Avenue and Steuben
 - Creation of Fine Arts studios in Cannoneer

Technology

During 2018/19, Pratt spent \$7.4 million on IT staff, software licensing, and equipment. These expenditures included:

- Replacement of lab furniture and equipment including technology in smart classrooms.
- Fit out of the Interdisciplinary Technology Lab (ITL) located in the ground floor of Chemistry (multi-year project).
- Replacement of production equipment (3D printers and other equipment)
- Card swipe (access) control infrastructure upgrades.
- Server room infrastructure upgrades including additional storage and new servers
- Providing access to the Adobe suite of products for the student population

Technology – software + systems

The institution provides students access to a variety of software and systems designed to enhance the student experience and facilitate work inside and outside of the classroom. These applications include:

Pratt Commons

Learning Management System (LMS)

Google Suite

Campus Map

Google Course Teams

myTurn

Pratt TV

Talks.Pratt

Pratt Portfolios

myPratt

Digication

Course Catalog

Starfish

CBORD

Student Self-Service

TerraDotta

OneKey

Pratt Alerts

Colleague

OnePratt Communicator

Adobe CS

Microsoft Office

ArcGIS

AutoDesk

PrattSafe

Function Expense Categories Defined

- **Instruction:** expenses for all activities that are part of the academic programs – faculty salaries, instructional supplies, labs and technicians + all costs associated with delivery instruction.
- **Public Service:** expenses for projects that benefit individuals and groups external to the institution, primarily the Pratt Center. The majority of these expenses are funded by grants from foundations, NYC and NYS.
- **Academic Support:** expenses incurred to provide support services for Pratt's primary missions of instruction, research, and public service. Includes the Provost and Deans, Library, Exhibitions, and HEOP.
- **Student Services:** expenses incurred to support the student experience. Includes academic advising, admissions, student involvement, student activities, cultural events, athletics, counseling, career services, student aid administration, and health services.
- **Institutional support:** expenses for activities concerned with management and long-range planning for the entire institution, such as the president's office, planning, finance, information technology, human resources, purchasing, marketing + communications, alumni relations and fundraising.
- **Room + Board:** expenses for operation of the residence halls and providing food service. Costs include staffing, utilities, cleaning, repairs and maintenance and debt service related to the acquisition of residential facilities.

Other kinds of expenditures:

- **Operations and Maintenance of the physical plant** are expenses for campus security, utilities, repairs and minor renovations to buildings and equipment, purchases of small furniture and equipment; maintenance of grounds, janitorial supplies, insurance, rental of off-campus facilities, and snow removal. These costs are allocated to the other functions based on square footage.
- **Capital expenditures** are purchases of long-lived assets (new construction, building renovations, investments in technology, classroom upgrades). The cost of these improvements are amortized over the life of the assets (e.g. the cost to construct Emerson Hall will be depreciated over 50 years) and are reflected in the financial statements as depreciation expense.