

D'Youville University, NY

1 Buffalo and Erie County Industrial Land Development Corporation Revenue Bonds (D'Youville University Project), Series 2024A (Taxable), \$44,935,000, Dated: August 13, 2024 **SUMMARY**
LANGUAGE USED

2 Buffalo and Erie County Industrial Land Development Corporation Revenue Bonds (D'Youville College Project), Series 2020A, \$34,370,000, Dated: September 23, 2020

3 Buffalo and Erie County Industrial Land Development Corporation Revenue Bonds (D'Youville College Project), Series 2020B (Taxable), \$13,835,000, Dated: September 23, 2020

Series 2024A, 2020A,B

Enrollment and Admission

<u>Fall Semester</u>	<u>2022</u>	<u>2023</u>
<u>Head Count</u>		
Undergraduate	1145	1280
Graduate	789	778
Professional	336	361
Non-Traditional	252	130
Total Headcount	2522	2549
<u>Full-Time Equivalent (FTE)</u>		
Undergraduate	1185	1223
Graduate	386	394
Professional	357	375
Total FTE	1928	1992
<u>Applications and Enrollment Data</u>		
Traditional Undergraduate Division		
Applications Received	1998	1961
Applications Accepted	1897	1848
% Accepted	95%	94%
Enrolled	298	240
% Enrolled	16%	13%
Mean SAT Score	not reported	not reported
Mean ACT Score	not reported	not reported
First to Second Year Retention Rate	86%	83%
Transfer Students		
Applications Received	678	759
Applications Accepted	312	377
Enrolled	127	189
Graduate & Professional		
Applications Received	958	1019
Applications Accepted	604	650
Enrolled	278	353

Series 2020A,B

A breakdown of major geographic concentration for the College's undergraduate and graduate student body for Fall

	<u>Fall</u> <u>2022</u>	<u>Fall</u> <u>2023</u>
New York	69%	63%
Northeast	4%	3%
Other U.S	8%	22%
International	19%	11%

Series 2024A, 2020A,B

Annual costs of tuition, room and board, and fees

Academic Years

Undergraduate Tuition, Room and Board (full year)

	<u>2023-24</u>	<u>2024-25</u>
Tuition	\$ 32,000	\$ 33,600
Room & Board	\$ 12,400	\$ 13,200
Total Tuition and Room and Board	\$ 44,800	\$ 46,800

Graduate Tuition

Tuition (on per credit hour basis)	\$ 1,180	\$ 1,220
Tuition (per semester, full time)	\$ 10,620	\$ 10,980

Series 2024A, 2020A,B

College's total gross tuition, financial aid, and net tuition revenue

Fiscal Year Ending May 31,

(Dollars in Thousands)

	<u>2023</u>	<u>2024</u>
Student Tuition and fees	\$ 73,350	\$ 80,217
Less: Scholarships and grants	\$ 21,887	\$ 24,120
Net Tuition and fees	\$ 51,643	\$ 56,097
Tuition Discount (%)	29.8%	30.1%

Series 2024A, 2020A,B

Financial Aid

Fiscal Year Ending May 31,

(Dollars in Thousands)

	<u>2023</u>	<u>2024</u>
Financial Aid Source		
Institutional	\$ 21,887	\$ 24,120
Federal	\$ 32,269	\$ 35,640
State	\$ 2,007	\$ 2,204
Total Financial Aid	\$ 56,163	\$ 61,964

Series 2024A, 2020A,B

Student housing supply and demand

Fiscal Year Ending May 31,

	<u>2023</u>	<u>2024</u>
Beds (capacity)	463	615
Beds (demand)	444	577
Demand %	95.9%	93.8%

Series 2024A, 2020A,B

Fundraising

Fiscal Year Ending May 31,

	<u>2023</u>	<u>2024</u>
Contributions without donor restriction*	\$ 1,493,756	\$ 2,168,709

*Inclusive of cash, stock, gifts-in-kind, estate commitments.

Series 2020A,B

Annual Budget and Financial Projection

<u>Operating Revenue</u>	<u>Proposed Budget 2024-25</u>	<u>Adjusted Budget 2023-24</u>	<u>Difference</u>
Student Tuition & fees	\$ 89,143,393	\$ 77,565,000	\$ 11,578,393
Less: Scholarships & Grants	\$ 26,600,300	\$ 22,772,000	\$ 3,828,300
Net Tuition & Fees	\$ 62,543,093	\$ 54,793,000	\$ 7,750,093
Contributions	\$ 803,600	\$ 2,000,000	\$ (1,196,400)
Government grants and appropriations	\$ 350,000	\$ 411,144	\$ (61,144)
Interest, dividends & endowment income	\$ 1,867,000	\$ 3,813,658	\$ (1,946,658)
Auxiliary enterprises, net of discounts	\$ 7,717,932	\$ 5,726,033	\$ 1,991,899
Other	\$ 339,000	\$ 1,287,185	\$ (948,185)
Total Operating Revenues	\$ 73,620,625	\$ 68,031,020	\$ 5,589,605
Operating Expenditures			
Salaries	\$ 28,786,500	\$ 29,412,000	\$ (625,500)
Fringe benefits	\$ 7,783,000	\$ 7,735,050	\$ 47,950
Total Salaries & Fringes	\$ 36,569,500	\$ 37,147,050	\$ (577,550)
Contractual services	\$ 13,391,731	\$ 11,968,141	\$ 1,423,590
Advertising & marketing	\$ 1,191,975	\$ 993,009	\$ 198,966
Utilities	\$ 1,866,000	\$ 1,900,000	\$ (34,000)
Technology	\$ 3,359,000	\$ 2,794,761	\$ 564,239
Minor equipment			
Travel & professional development			
Meals & supplies			
Printing & photocopy			
Bad debts			
Insurance	\$ 1,553,200	\$ 1,216,000	\$ 337,200
Depreciation	\$ 4,900,000	\$ 4,600,000	\$ 300,000
Debt service - Interest	\$ 2,180,065	\$ 1,989,000	\$ 191,065
Other:			
Accreditation			
Maintenance			
Fundraising events			
International study abroad			
Library materials			
Memberships			
Other:	\$ 5,344,050	\$ 3,680,602	\$ 1,663,448
Postage			
Research			
Recruiting & rentals			
Student activities & college events	\$ 1,132,450	\$ 1,093,743	\$ 38,707
Telephone			
Institutional improvement			
Transfers to fixed assets			
Total Operating Expenditures	\$ 71,487,971	\$ 67,382,306	\$ 4,105,665
Operating Surplus	\$ 2,132,654	\$ 648,714	\$ 1,483,940

Series 2020A,B

The composition of net assets by type of endowment fund

(Dollars in Thousands)

	<u>5/31/2023</u>	<u>5/31/2024</u>
Without Donor Restrictions	\$ 32,477	\$ -
Accumulated Earnings on Perpetual Endowment	\$ 2,911	\$ 5,483
Perpetual Endowment	\$ 16,325	\$ 16,824
Total endowment funds	\$ 51,713	\$ 22,308

Series 2020A,B

The College's Investments, at fair value

	<u>5/31/2023</u>	<u>5/31/2024</u>
Investments		
U.S Government securities	\$ -	
Equities	\$ 46,264	\$ 14,830
Fixed income	\$ 23,007	\$ 10,028
Real estate funds	\$ -	\$ -
Money Market funds	\$ 4,602	\$ 44,612
Total Investments	\$ 73,873	\$ 69,471

Series 2020A,B

Outstanding Indebtedness

Fiscal Year Ended May 31, 2024

	<u>Balance</u>	<u>Final Maturity</u>
Series		
Series 2020A	\$ 34,370,000	2051
Series 2020B	\$ 11,245,000	2034
Loans Payable	\$ 18,650,000	2050
Total Long-Term Debt	\$ 64,265,000.00	

Series 2020A,B

Long-term debt for the College, including the loan payments to pay debt service on the Bonds

<u>Fiscal Year Ended 5/31 (through maturity)</u>	<u>Series 2020A Debt Service</u>	<u>Series 2020B Debt Service</u>	<u>Loans Payable</u>	<u>Total Debt Service</u>
2025	\$ -	\$ 940,000	\$ -	\$ 940,000
2026	\$ -	\$ 975,000	\$ -	\$ 975,000
2027	\$ -	\$ 1,005,000	\$ -	\$ 1,005,000
2028	\$ -	\$ 1,050,000	\$ 305,938	\$ 1,355,938
2029	\$ -	\$ 1,090,000	\$ 624,646	\$ 1,714,646
2030	\$ -	\$ 1,135,000	\$ 642,069	\$ 1,777,069
2031	\$ -	\$ 1,185,000	\$ 659,977	\$ 1,844,977
2032	\$ 35,000	\$ 1,235,000	\$ 678,386	\$ 1,948,386
2033	\$ 40,000	\$ 1,285,000	\$ 697,307	\$ 2,022,307
2034	\$ 40,000	\$ 1,345,000	\$ 716,757	\$ 2,101,757
2035	\$ 1,445,000	\$ -	\$ 736,749	\$ 2,181,749
2036	\$ 1,505,000	\$ -	\$ 757,299	\$ 2,262,299
2037	\$ 1,565,000	\$ -	\$ 778,422	\$ 2,343,422
2038	\$ 1,625,000	\$ -	\$ 800,134	\$ 2,425,134
2039	\$ 1,690,000	\$ -	\$ 822,451	\$ 2,512,451
2040	\$ 1,760,000	\$ -	\$ 845,391	\$ 2,605,391
2041	\$ 1,830,000	\$ -	\$ 868,971	\$ 2,698,971
2042	\$ 1,900,000	\$ -	\$ 893,209	\$ 2,793,209
2043	\$ 1,980,000	\$ -	\$ 918,123	\$ 2,898,123
2044	\$ 2,055,000	\$ -	\$ 943,731	\$ 2,998,731
2045	\$ 2,140,000	\$ -	\$ 970,054	\$ 3,110,054
2046	\$ 2,225,000	\$ -	\$ 997,111	\$ 3,222,111
2047	\$ 2,315,000	\$ -	\$ 1,024,923	\$ 3,339,923
2048	\$ 2,405,000	\$ -	\$ 1,053,510	\$ 3,458,510
2049	\$ 2,505,000	\$ -	\$ 1,082,895	\$ 3,587,895
2050	\$ 2,605,000	\$ -	\$ 831,947	\$ 3,436,947
2051	\$ 2,705,000	\$ -	\$ -	\$ 2,705,000
TOTAL	\$ 34,370,000	\$ 11,245,000	\$ 18,650,000	\$ 64,265,000

Series 2024A

FINANCIAL STATEMENTS - Consolidated Balance Sheets

Fiscal Year Ending May 31,

	<u>2023</u>	<u>2024</u>
Assets		
Cash and Cash Equivalents	6,079,958	2,467,196
Short-Term investments	1,505,581	930,412
Student accounts receivable, net	4,836,966	8,130,304
Contributions receivable, net	1,741,957	1,659,919
Other current assets	2,869,806	2,718,956
COCA Operating Reserve	-	9,985,248
COCA Teachout Escrow	-	40,203,769
Debt service reserve	4,162,476	4,259,528
Long-term investments	68,205,299	14,091,946
Loans to students, net	3,984,923	4,997,190
Loan receivable	13,932,900	13,932,900
Property and equipment, net	134,493,896	140,123,463
Right of use assets - leases	-	1,042,084
Interest rate swap asset	-	-
Total assets	241,813,762	244,542,915
Liabilities & Net Assets		
Liabilities:		
Short-term borrowings	2,500,000	5,000,000
Accounts payable and accrued liabilities	12,634,983	19,787,115
Deferred revenue	180,200	445,541
Refundable advances	1,042,582	2,823,753
Long-term debt	65,126,241	64,071,709
Lease liabilities	-	1,095,856
Interest rate swap liability	-	-
U.S. Government loan funds refundable	3,089,764	2,897,603
Total Liabilities	84,573,770	96,121,577
Net Assets:		
Net assets without donor restrictions	128,492,067	120,509,128
Net assets with donor restrictions	-	-
Program	12,369,886	11,042,347
Perpetuity	16,325,353	16,824,452
Non-controlling interest in consolidated subsidiary	52,686	45,411
Total net assets	157,239,992	148,421,338
Total liabilities and net assets	241,813,762	244,542,915

FINANCIAL STATEMENTS - Consolidated Statement of Activities

Fiscal Year Ending May 31,

	<u>2023</u>	<u>2024</u>
REVENUES WITHOUT DONOR RESTRICTIONS		
Student tuition and fees	73,530,125	80,217,226
Scholarships and grants	(21,887,284)	(24,119,762)
Net tuition and fees	51,642,841	56,097,464
Contributions	1,493,756	2,168,709
Government grants and appropriations	2,990,546	4,345,757
Pharmacy revenue	1,161,936	2,728,383
Auxiliary Enterprises, net of discounts	4,382,947	5,162,254
Investment income designated for current operations	2,155,610	2,884,618
Insurance Recovery	5,472,573	4,245,270
Other	1,731,368	1,103,024
Net assets released from restrictions	5,403,209	5,229,114
TOTAL REVENUES WITHOUT DONOR	76,434,786	83,964,593
EXPENSES WITHOUT DONOR RESTRICTIONS		
Instruction	30,998,573	31,739,195
Academic support	12,088,199	12,877,706
Student services	13,439,797	15,420,353
Public services	3,947,959	5,655,449
Institutional support	10,343,384	10,060,902
Auxiliary enterprises	6,744,144	7,558,280
TOTAL EXPENSES WITHOUT DONOR RESTRICTIONS	77,562,056	83,311,885
BEFORE BUILDING IMPAIRMENT		
Change in net assets from unrestricted operating activities before building impairment	(1,157,270)	652,708
Building impairment	-	(11,986,941)
Change in net assets from unrestricted operating activities	(1,157,270)	(11,334,233)
NONOPERATING ACTIVITIES WITHOUT DONOR RESTRICTIONS		
Investment income (loss) in excess of amounts designated for current operations	(834,643)	3,344,019
Net change in market value of interest rate swap	-	-
Contributions	-	-
Change in net assets from nonoperating activities without donor restrictions	(834,643)	3,344,019
Change in net assets without donor restrictions	(1,991,913)	(7,990,214)
Net assets without donor restrictions - beginning of year	130,536,666	128,544,753
Capital Contribution	-	-
Net assets without donor restrictions - end of year	128,544,753	120,554,539

Series 2020A,B

Interest Rate Swap Agreements

Fiscal Year Ended May 31, 2024

The University is not a party to any Interest Rate Swap agreements as of May 31, 2024

Series 2020A,B

Financial information and operating data to be included in the Annual Report are of general categories of financial information and operating data. When such descriptions include information that is no longer regularly maintained or available or that can no longer be generated because the operations to which it related have been materially changed or discontinued, a statement to that effect shall be provided in lieu of such information. Any Annual Report containing modified financial information or operating data shall explain, in narrative form, the reasons for the modification and the impact of the modification on the type of financial information or operating data being provided.

The financial information in this filing should be read in conjunction with the audited financial statements and the notes thereto. As described therein, the financial statements as of, and for the year ended May 31, 2024 reflect unique activity related to the University's development of an Osteopathic Medicine academic program. Specifically (and as further described in Note 2 to the audited financial statements), the University used a significant portion of its unrestricted liquid assets (including endowment without donor restriction) to fund escrow and reserve accounts required by the Osteopathic program accreditator. A bond issuance (Series 2024A) for approximately \$45,000,000 occurred subsequent to May 31, 2024 (on August 13, 2024) which restored substantial liquidity to the balance sheet, but such is not reflected as of May 31, 2024. Additionally, in connection with the development of the Osteopathic program, the University commenced construction of an academic building - such building project was ultimately abandoned in favor of a more cost-effective alternative program site, resulting in a material write-off of construction in progress.

During the year ended May 31, 2024, the University adopted ASC 842 *Leases*, as leasing activity was previously immaterial. The approximately \$1,000,000 of lease assets and liabilities reflected on the balance sheet is primarily related to a student housing arrangement with a private developer.

The financial statements for the year ended May 31, 2023 include reclassifications to conform with the current year presentation. Specifically, the debt service reserve related to the Series 2020A and B bonds is broken out from investments, and a change was made to presentation of student accounts receivable and deferred revenue for the Summer term - previously grossed-up as both receivable and deferred at May 31, now not recorded as the term is not yet commenced.

Note that the debt service figures reported above are as of May 31, 2024 and, accordingly, do not include amounts related to the Series 2024A bonds issued on August 13, 2024.