

Annual Report information to be provided pursuant to the Continuing Disclosure Agreement for the \$38,440,000 Educational Facilities Revenue Bonds.
Fiscal Year ended April 30, 2024

Series 2016 - Concordia College, Moorhead, MN

Student Enrollment

The College's enrollment for the most recent five academic years:

| <u>Year</u> | <u>Head Count</u> | <u>FTE</u> |
|-------------|-------------------|------------|
| 2019-20 | 2,042 | 1,989 |
| 2020-21 | 1,973 | 1,923 |
| 2021-22 | 1,919 | 1,869 |
| 2022-23 | 1,903 | 1,822 |
| 2023-24 | 1,868 | 1,770 |

A total of 36 states and 61 foreign countries are represented in the 2023-2024 student population.
62 percent of the students reside in Minnesota.

Freshman Applications, Acceptances and Enrollments

| | <u>2019-20</u> | <u>2020-21</u> | <u>2021-22</u> | <u>2022-23</u> | <u>2023-24</u> |
|------------------------------|----------------|----------------|----------------|----------------|----------------|
| Applications | 3,395 | 4,025 | 3,778 | 3,854 | 4,476 |
| Acceptances | 2,321 | 2,823 | 2,720 | 2,562 | 2,825 |
| Percent Accepted | 68.4% | 70.1% | 72.0% | 66.5% | 63.1% |
| Enrolled | 517 | 498 | 473 | 444 | 438 |
| Percent Enrolled to Accepted | 22.3% | 17.6% | 17.4% | 17.3% | 15.5% |

Median ACT Score of Enrolled

| | | | | | |
|----------|----|----|----|----|----|
| Freshmen | 24 | 24 | 24 | 25 | 25 |
|----------|----|----|----|----|----|

Student Retention

The College reports the following student retention rates, based on tracking incoming freshmen through to graduation.

| <u>Fall Semester</u> | <u>New Freshmen</u> | <u>Percent of Students Returning</u> | | | <u>Percent of Graduates</u> | |
|----------------------|---------------------|--------------------------------------|-----------------|-----------------|-----------------------------|----------------|
| | | <u>2nd Year</u> | <u>3rd Year</u> | <u>4th Year</u> | <u>4 Years</u> | <u>5 Years</u> |
| 2017 | 568 | 84% | 77% | 70% | 62% | 70% |
| 2018 | 597 | 80% | 72% | 66% | 45% | 59% |
| 2019 | 517 | 84% | 71% | 70% | 45% | |
| 2020 | 498 | 82% | 71% | 66% | | |
| 2021 | 473 | 84% | 77% | | | |
| 2022 | 444 | 78% | | | | |
| 2023 | 438 | | | | | |

In November 2020, the College launched the Cobber Flex Year option, which allowed current students and new students beginning in fall 2021 two tuition-free semesters of study beyond their anticipated graduation date. This option allows students whose college experience is affected by the pandemic expanded possibilities to learn. 1 student in the 2018 and 94 students in the 2019 cohort elected this option, opting for additional time to complete their degree.

Tuition and Fees

The College meets costs of its educational programs primarily through tuition and fees. The following table lists the tuition, room, board and other fees charged to all students residing on campus for the five most recent years.

| | <u>2019-20</u> | <u>2020-21</u> | <u>2021-22</u> | <u>2022-23</u> | <u>2023-24</u> |
|----------------------|----------------|----------------|----------------|----------------|----------------|
| Tuition | 41,150 | 42,750 | 27,500 | 28,400 | 29,400 |
| Room | 3,740 | 3,860 | 4,100 | 4,400 | 4,640 |
| Board | 4,870 | 5,030 | 5,200 | 5,400 | 5,940 |
| Technology Fee | 164 | 264 | 264 | 264 | 300 |
| Student Activity Fee | <u>252</u> | <u>252</u> | <u>252</u> | <u>252</u> | <u>320</u> |
| Total | <u>50,176</u> | <u>52,156</u> | <u>37,316</u> | <u>38,716</u> | <u>40,600</u> |

Other special fees may be charged for specific courses of study and certain activities.

Financial Aid

Approximately 95% of the student body receives some form of financial aid. The following table is a five-year summary of financial aid received from College and non-College sources.

| | <u>2019-20</u> | <u>2020-21</u> | <u>2021-22</u> | <u>2022-23</u> | <u>2023-24</u> |
|----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Scholarships & Grants | | | | | |
| Unrestricted Institutional | 40,751,245 | 42,978,410 | 18,553,588 | 18,289,493 | 17,767,591 |
| Restricted Institutional | 3,386,691 | 3,406,364 | 3,050,432 | 3,841,483 | 4,639,293 |
| Federal | 2,484,470 | 2,633,138 | 2,474,450 | 2,465,444 | 2,375,470 |
| State | 3,295,154 | 2,950,156 | 2,894,910 | 2,722,962 | 2,912,052 |
| Other | <u>1,135,067</u> | <u>1,361,645</u> | <u>1,304,789</u> | <u>1,111,654</u> | <u>1,568,346</u> |
| Sub-Total | 51,052,627 | 53,329,713 | 28,278,169 | 28,431,036 | 29,262,752 |
| Loans | | | | | |
| Federal & State | 11,472,716 | 10,129,774 | 9,165,808 | 8,570,917 | 8,253,678 |
| Other | <u>5,800,940</u> | <u>5,135,163</u> | <u>4,293,993</u> | <u>4,564,784</u> | <u>4,714,891</u> |
| Sub-Total | 17,273,656 | 15,264,937 | 13,459,801 | 13,135,701 | 12,968,569 |
| Student Employment | | | | | |
| All Sources | <u>1,616,134</u> | <u>1,396,427</u> | <u>1,436,816</u> | <u>1,461,422</u> | <u>1,413,969</u> |
| Total | <u>69,942,417</u> | <u>69,991,077</u> | <u>43,174,786</u> | <u>43,028,159</u> | <u>43,645,290</u> |

Faculty and Staff

The student-faculty ratio is currently twelve to one. There are no religious or denominational prerequisites nor any participatory religious requirement for faculty membership.

The number of full-time equivalent faculty and staff for the 2023-2024 academic year:

| | <u>FTE</u> |
|----------------|---------------|
| Faculty | 154.10 |
| Administrators | 160.39 |
| Support Staff | <u>295.66</u> |
| Total FTE's | 610.15 |

Approximately 64% of the faculty are tenured.

Fundraising Campaign

The College is in a leadership phase of a campaign.
Alumni participation for 2023-24 was 10.9%.

Amount Available for Debt Service

Coverage is based on the Net Income Available for Debt Service derived from audited financial statements for the years ended April 30, 2023 and 2024.

| | <u>2023</u> | <u>2024</u> |
|--|------------------|--------------------|
| Change in Unrestricted Net Assets | (10,548,061) | 741,524 |
| Depreciation | 6,775,607 | 5,687,816 |
| Interest | 792,189 | 657,525 |
| Loss (Gain) on Disposal of Property | (152,709) | - |
| Investment (Gains) Losses, Net | 234,390 | (830,898) |
| Actuarial Adjustment for Annuity Liability | (288,459) | (671,326) |
| Net Assets Released from Restrictions for Acquisition of Land, Building and Equipment | <u>(150,650)</u> | <u>(7,844,291)</u> |
| | (3,337,693) | (2,259,650) |

The College issued its Education Facilities Revenue Bonds (The Concordia College Corporation Project), Series 2016 (the "Series 2016 Bonds") for the purposes of (i) refunding the existing debt of the College; and (ii) financing the construction, equipping, and renovation of certain facilities, including Ivers and Jones Halls, into a new integrated science complex (the "Project"). Of the total amount of the Project of \$45 million, \$20 million was funded from Series 2016 Bond proceeds and \$25 million was to be raised from donors (the "Gifts"). When Gifts are received during the construction period, they are restricted for a specific purpose. Once construction is complete, the Gifts are released and made available to the College. The released Gifts related to the Project, along with other items of a similar nature, are reflected in the table above under the line items Change in Unrestricted Net Assets and Net Assets Released from Restrictions for Acquisition of Land, Building, and Equipment.

Additionally, the Board of Regents of the College has set aside money in a board-designated endowment, which is available for the payment of debt service. This fund had a balance of \$2,838,541 as of the fiscal year ended April 30, 2024. These other available funds, along with annual operating funds designated for debt service, will provide the coverage required for the College to make its scheduled debt service payments due on the Series 2016 Bonds.