

**California State University, Fresno
Association, Inc.**

**2015-16 Annual Report
Supplemental Information
(Unaudited)**

Approved by the Audit Committee
September 15, 2016

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
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CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
 THE CALIFORNIA STATE UNIVERSITY AUXILIARY ORGANIZATION
 STATEMENTS OF ACTIVITIES
 FOR THE YEAR ENDED JUNE 30, 2016 WITH COMPARATIVE TOTALS FOR 2015

	2015 TOTAL	2016 TOTAL	RESTRICTED FUND	COMMERCIAL OPERATIONS			UNIVERSITY COURTYARD	STUDENT REC CENTER	UNIVERSITY STUDENT UNION
			SAVE MART CENTER	BOOKSTORE	FOOD SERVICES	ADMIN			
Revenue:									
Gross Sales	\$ 32,716,290	\$ 34,350,122	\$ 890,000	\$ 12,672,734	\$ 8,635,760	2,121,754	\$ 5,445,355	\$ 1,574,465	\$ 3,010,054
Contributions	2,949,974	1,973,328	1,801,217		165,111			7,000	
Other Income	1,221,971	1,569,844	650,992	361,203	154,332	328,576	45,343	7,877	21,521
Total Revenues	36,888,235	37,893,294	3,342,209	13,033,937	8,955,203	2,450,330	5,490,698	1,589,342	3,031,575
Expenses and Losses:									
Cost of Goods Sold	11,513,414	12,471,700		9,434,346	3,037,354				
Salaries/Wages	6,420,487	6,490,078		1,069,919	1,952,307	1,106,268	762,441	509,246	1,089,897
Employee Benefits	2,536,077	2,717,929		629,388	524,091	727,818	247,546	169,227	419,859
Administration-Food Services	827,660	702,588			702,588				
Advances to SMG	1,505,119	1,344,132	1,344,132						
Advertising/Printing	82,894	83,073	22	3,546	24,091		47,366	170	7,878
Athletic Corporation Entitlements	250,855	265,855	265,855						
Audit/Legal Expense	215,157	101,390	65,987			35,403			
Bad Debt Expense	42,663	37,037		5,143	12,757		19,137		
Bank Charges	8,157	12,815			11,806	1,009			
Bond Expenses	68,137	51,206	10,378				40,828		
Capital Lease Expense	2,892,500	2,368,044	2,368,044						
Chancellor's Office Fee	14,061	13,341				13,341			
Computer Supplies/Expense	81,321	95,129		9,343	5,042	15,781	30,865	14,365	19,733
Consulting	25,785	36,706		30,988		5,663			55
Contract Services	1,016,131	1,012,446			102,800		844,372	65,274	
Credit Card Fees	361,109	386,770	3,041	156,391	158,797		55,398	2,172	10,971
Depreciation/Amortization	4,101,687	4,367,095	2,835,817	27,973	261,565	153,003	809,983	38,933	239,821
Dues/Memberships/Subscriptions	31,546	36,053		18,821	135	6,546	498	1,481	8,572
Employee Recruitment	4,360	7,660			2,249	975	2,653	404	1,379
Equipment Purchased	94,818	45,940						34,656	11,284
Housing Incentives	19,879	15,331					15,331		
Insurance	476,149	413,870	249,911	21,315		12,769	107,474	7,654	14,747
Interest Expense	175,686	156,996					156,996		
Janitorial/Sanitation	102,103	104,739			65,887		12,350	26,502	
Laundry	76,025	83,666			60,424		22,985	257	
Licenses/Permits/Fees	132,072	144,846	191	7,648	14,101	114,305	8,601		
Loss on Refunding of Bonds		374,231	374,231						
Management Services Fee	866,311	857,310		260,770			260,770	75,000	260,770
Miscellaneous	89,638	70,089		3,892	14,803	6,025	23,914	19,511	1,944
Non-Student Tax	14,574	14,724			14,724				
Obsolete Merchandise	57,224	22,904		22,904					
Office Supplies	137,777	124,456		35,257	14,764	28,815	29,097	2,090	14,433
Paper Supplies	227,834	275,093			185,417		51,311		38,365
Possessory Interest Tax	121,536	150,195	150,195						
Postage/Freight	33,434	32,932		4,997	17	15,704	12,032		182
Rent/Rental	145,437	134,016		13,113	69,361	38,436	6,806	6,246	54
Repairs/Maintenance	659,372	713,570		51,539	161,469	37,701	256,699	33,697	172,465
Resident Advisor Meals	170,840	169,347			98,480		70,867		
Royalties	122,302	125,808			125,808				

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
 THE CALIFORNIA STATE UNIVERSITY AUXILIARY ORGANIZATION
 STATEMENTS OF ACTIVITIES
 FOR THE YEAR ENDED JUNE 30, 2016 WITH COMPARATIVE TOTALS FOR 2015

	2015 TOTAL	2016 TOTAL	RESTRICTED FUND	COMMERCIAL OPERATIONS			UNIVERSITY COURTYARD	STUDENT REC CENTER	UNIVERSITY STUDENT UNION
			SAVE MART CENTER	BOOKSTORE	FOOD SERVICES	ADMIN			
Save Mart Seat Licenses	300,000	300,000							300,000
Security Services	38,589	38,697			-	38,697			-
Smallwares	169,064	110,949	-		66,063		44,886		
Student Programs	126,626	190,148						22,121	168,027
Telephone/Communications	41,853	36,869		8,188	5,280	7,412	9,214	1,235	5,540
Travel/Training	66,172	54,179		4,260	-	12,306	32,074	1,509	4,030
University Donations	92,841	105,915	5,032	6,624	40,906	53,353			-
USU Co-Sponsorships	21,048	3,920							3,920
Utilities	1,398,802	1,381,753		28,000	195,412	19,000	542,249	482,592	114,500
Warehouse Expense	8,880	15,023			15,023				
Wilkinson Group Fee	180,000	180,000	180,000						
Total Expenses and Losses	38,166,006	39,048,563	7,852,836	11,854,365	7,943,521	2,450,330	4,524,743	1,514,342	2,908,426
Net Income (Loss) from Operations	\$ (1,277,771)	\$ (1,155,269)	\$ (4,510,627)	\$ 1,179,572	\$ 1,011,682	\$ -	\$ 965,955	\$ 75,000	\$ 123,149
Allocation of Income:									
Auxiliary Activities Fund									
Other	\$ 2,675,596	\$ 3,157,209		\$ 1,179,572	\$ 1,011,682	\$ -	\$ 965,955		
Student Recreation Center	(79,389)	75,000						\$ 75,000	
University Student Union	(6,853)	123,149							\$ 123,149
Restricted Fund Save Mart Center	(3,867,125)	(4,510,627)	(4,510,627)						
Total Amount Allocated	\$ (1,277,771)	\$ (1,155,269)	\$ (4,510,627)	\$ 1,179,572	\$ 1,011,682	\$ -	\$ 965,955	\$ 75,000	\$ 123,149

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SCHEDULE OF STUDENT FEE OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	<u>2015</u>		<u>2016</u>
	ACTUAL		ACTUAL
REVENUES:			
Amount Received from Student Body Center Fees	\$ 3,168,775	\$	3,620,000
Revenues from Operations	958,544		1,000,917
			<hr/>
Total Revenues	4,127,319		4,620,917
EXPENDITURES:			
Payroll	1,502,565		1,599,143
Employee Benefits	596,336		589,086
Operating Expenses:			
Advertising/Printing	21,943		8,048
Audit/Legal Fees	1,764		0
Bad Debts	631		0
Computer Supplies/Expense	18,900		34,098
Consulting	15,825		55
Contracted Services	59,657		65,274
Copier Lease	6,077		6,299
Credit Card Fees	12,368		13,143
Depreciation	155,493		278,754
Dues/Meetings/Subscriptions	9,306		10,053
Employee Recruitment	1,585		1,783
Equipment Purchased	94,818		45,940
Insurance	37,092		22,401
Janitorial	55,320		64,298
Laundry	149		257
Management Services Agreement Fee	338,770		335,770
Miscellaneous	18,887		18,038
Office Supplies	23,470		17,092
Over/Short	(71)		51
Postage/Freight	139		181
Repairs/Maintenance	188,375		206,162
Save Mart Seat Licenses	300,000		300,000
Student Programs	126,626		190,148
Telephone/Communications	7,544		6,775
Travel/Training	17,245		5,539
Uniforms	1,931		3,366
USU Co-Sponsorships	21,048		3,920
Utilities	579,768		597,092
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Total Expenditures	4,213,561		4,422,768
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Operating Surplus (Deficit)	\$ (86,242)	\$	198,149
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CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
 SCHEDULE OF INVESTMENTS
 AS OF JUNE 30, 2016

INVESTMENTS	COST	MARKET VALUE AT 6/30/16	DATE OF PURCHASE	MATURITY DATE	STATED RATE OF RETURN
<u>Money Markets:</u>					
2.1141 Citibank- Money Market	\$ 8,473,320	\$ 8,473,320			0.46%
2.1142 Local Agency Investment Fund	8,850,599	8,850,599			0.55%
Total Money Market Investments	17,323,920	17,323,919			
 <u>Common Funds:</u>					
2.1505 Common Fund Multi-Strategy Equity Fund	150,000	2,171,173	10/31/86		-1.85%
Common Fund Value Equity Fund	350,500		10/31/86		
Total Common Funds	500,500	2,171,173			
 <u>Mutual Funds:</u>					
2.1501 Smith Barney Managed Government Fund	331,493	340,229	VARIOUS		2.81%
2.1508 Dodge & Cox Income Fund	424,183	434,797	6/30/99		2.64%
2.1508 Dodge & Cox Balanced Fund	424,183	739,314	6/30/99		2.01%
Total Mutual Funds	1,179,860	1,514,340			
Total Long Term Investments	1,680,360	3,685,513			
Total Investments	\$ 19,004,280	\$ 21,009,432			

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
INCOME:			
Management Services Agreement Fees:			
Agricultural Foundation	\$ 150,200	\$ 150,200	\$ 150,200
Associated Students	57,687	57,687	57,687
Bookstore	263,770	300,000	260,770
Food Services	263,770	300,000	260,770
Foundation	709,444	698,944	708,573
Fresno State Programs for Children, Inc.	68,206	68,206	68,206
Kenneth L. Maddy Institute	9,500	9,500	9,500
Student Recreation Center	75,000	75,000	75,000
University Courtyard	263,770	300,000	260,770
University Student Union	263,770	300,000	260,770
AOCOMP Refund	23,020	0	9,638
AQUIT Refund	41,161	0	241,119
Insurance Refunds	7,484	19,189	11,268
Investment Income	100,683	100,000	124,689
Miscellaneous Income	49,377	40,000	17,459
Rental Income - ATM	7,200	7,200	7,700
Unrealized Gains/(Loss) on Investments	91,918	0	(73,789)
Total Revenue	2,445,960	2,425,926	2,450,330
 EXPENSES:			
Administration:			
Payroll:			
Benefitted (Including Reimbursed)	659,426	707,641	644,225
Students/Part Time	9,060	15,750	11,470
Employee Benefits	303,702	329,410	293,579
Actual Retired Employee Benefits	97,852	80,000	82,579
Accrued Retired Employee Benefits	8,654	0	20,482
Total Payroll	1,078,694	1,132,801	1,052,335
Audit Fees	31,705	35,200	34,793
Audit Fees - Chancellor's Office	0	12,000	0
Bank Charges	3,845	5,000	1,009
Building Association Fees	4,529	5,000	4,979
Computer Lease	4,942	7,500	5,430
Copier Lease	10,333	12,000	10,596
CSU Centrally Paid Indirect Costs	14,061	30,000	13,341
Custodial/Building Maintenance	8,491	9,000	8,084
Depreciation:			
Buildings	93,997	91,600	91,626
Equipment	11,122	9,615	11,455
Dues/Memberships/Subscriptions	6,222	6,000	6,206
Employee Recruitment	10	500	188
Equipment Maintenance/Repair	10,465	10,000	12,314

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Administration (Continued):			
Insurance	17,267	14,900	12,769
Investment Fees	8,975	8,000	8,659
Legal Fees	605	500	120
Licenses/Permits/Fees	754	1,000	577
Miscellaneous	18,069	2,500	4,980
Office Lease - 2763 E. Shaw, Suite 103	27,840	28,000	27,840
Office Supplies	17,531	18,000	21,010
Postage	11,818	10,000	15,704
Records Retention	1,215	1,200	1,190
Security - Cash Handling	36,163	48,000	36,722
Telephone/Communications	4,328	4,500	4,073
Travel/Training	4,201	7,000	5,541
Utilities	17,343	18,000	17,182
Administration Sub-Total	1,444,523	1,527,815	1,408,723
Human Resources/Payroll:			
Payroll:			
Benefitted	258,297	270,914	286,806
Student	5,926	0	0
Employee Benefits	83,606	94,731	90,694
Actual Retired Employee Benefits	24,055	21,000	25,570
Accrued Retired Employee Benefits	(6,434)	0	(24,055)
Total Payroll	365,449	386,645	379,015
Computer Lease	2,054	2,100	2,491
Consulting	8,375	0	3,238
Dues/Memberships/Subscriptions	0	1,000	340
Employee Assistance Program	10,000	10,000	10,000
Employee Recruitment	(8)	200	788
Legal Fees	704	500	490
Miscellaneous	934	500	510
Office Supplies/Postage	11,672	8,000	7,430
Safety Program	2,426	3,000	1,975
Software	5,846	6,000	6,613
Telephone/Communications	1,192	1,500	1,637
Travel/Training	6,489	1,000	5,015
Human Resources/Payroll Sub-Total	415,132	420,445	419,542

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
Management Information Systems:			
Payroll:			
Benefitted	226,919	158,431	163,763
Student	0	12,000	0
Employee Benefits	95,112	71,718	79,040
Accrued Retired Employee Benefits	18,507	10,000	149,929
Total Payroll	<u>340,538</u>	<u>252,149</u>	<u>392,732</u>
Computer Hardware/Repair (minor)	6,714	10,000	1,521
Computer Lease	1,614	2,000	1,248
Computer Software/Licenses	2,302	3,000	507
Computer Supplies	0	500	79
Conf, Seminars, Educ	0	0	1,586
Consulting	1,585	5,000	2,425
Depreciation	50,782	63,357	49,922
Dues/Memberships/Subscriptions	150	100	0
Maintenance Contracts	21,110	0	14,007
Miscellaneous	885	500	535
Office Supplies/Postage	873	600	375
Postage/Freight	7	0	0
Software Support Fees	97,047	122,031	100,091
Telephone/Communications	1,676	1,500	1,701
Travel/Training	2,139	2,500	164
Utilities	2,299	2,300	1,819
M.I.S. Sub-Total	<u>529,722</u>	<u>465,537</u>	<u>568,712</u>
University Donations			
Save Mart Center Suite	50,000	50,000	50,000
President's Suite-Catering	758	0	853
University Donations	5,825	0	2,500
University Donations Sub-Total	<u>56,583</u>	<u>50,000</u>	<u>53,353</u>
Total Expenses	<u>2,445,960</u>	<u>2,463,797</u>	<u>2,450,330</u>
NET	<u>\$ -</u>	<u>\$ (37,871)</u>	<u>\$ -</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
BOOKSTORE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Sales:			
Computer/Electronics:			
Computers	\$ 1,958,104	\$ 1,900,000	\$ 4,214,853
Electronics	63,428	75,000	66,763
Software	30,842	30,000	7,513
Data Plans	270,182	103,000	69,169
Extended Warranty	95,338	0	132,055
Course Books:			
General Books	30,429	30,000	20,564
New Textbooks	4,073,060	4,150,000	3,772,360
Used Textbooks	796,583	725,000	725,314
Textbook Rental	1,287,958	1,400,000	1,160,780
Online Books	24,045	100,000	20,658
General Merchandise	889,998	850,000	998,986
Non-Merchandise	3,286	5,000	4,847
Soft Goods	742,675	780,000	827,919
Supplies	337,174	350,000	318,084
Vendor Commissions	218,226	200,000	361,203
Total Sales	10,821,328	10,698,000	12,701,068
Cost of Goods Sold	8,206,452	7,946,101	9,299,361
Gross Margin	2,614,876	2,751,899	3,401,707
Operating Expenses:			
Payroll:			
Benefitted	572,389	557,081	578,596
Non-Benefitted	36,026	45,479	38,259
Student	344,617	358,000	364,764
Employee Benefits	354,192	358,698	368,629
Actual Retired Employee Benefits	184,960	190,000	161,794
Accrued Retired Employee Benefits	22,505	0	56,480
Total Payroll	1,514,688	1,509,258	1,568,521
Advertising	5,558	10,000	3,546
Computer Lease	7,785	12,000	8,327
Confections/Cups/Sleeves/Lids	404	500	246
Consulting	0	0	30,988
Credit Card Fees	151,221	150,000	156,392
Depreciation	27,403	31,322	27,972
Donations	4,576	4,000	6,624
Dues/Memberships/Subscriptions	14,852	15,000	18,821
Insurance	37,653	50,000	21,315
Licenses/Permits/Fees	1,647	9,250	7,648
Management Services Agreement Fee	263,770	300,000	260,770
Minor Equipment	18,337	23,000	24,756
Miscellaneous	2,680	3,000	3,646
Obsolete Merchandise	57,224	35,000	22,904
Office Supplies	30,155	34,000	35,257

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
BOOKSTORE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Operating Expenses (Continued):			
Postage/Freight	5,464	8,000	4,997
Repairs/Maintenance	24,939	20,000	22,251
Maintenance Contracts	6,385	7,000	4,009
Telephone/Communications	7,844	8,000	8,188
Travel/Training	3,577	5,000	4,260
Uncollectible Debt	4,991	2,500	5,143
Utilities	26,572	28,000	28,000
	Total Operating Expenses	2,217,725	2,264,830
	2,217,725	2,264,830	2,274,580
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 397,151	\$ 487,069	\$ 1,127,127
	\$ 397,151	\$ 487,069	\$ 1,127,127

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
BOOKSTORE - KENNEL COPY CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
INCOME:			
Copy Center Services	\$ 85,159	\$ 81,000	\$ 70,436
Photocopying	39,606	31,000	14,087
Syllabus	229,737	255,000	248,346
Total Income:	354,502	367,000	332,869
Cost Of Goods Sold	53,372	59,000	53,100
Gross Margin	301,130	308,000	279,769
EXPENSES:			
Payroll:			
Benefitted	52,723	51,500	57,851
Student	32,400	34,000	30,449
Employee Benefits	40,316	38,000	42,486
Total Payroll	125,439	123,500	130,786
Computer Lease	910	1,300	1,015
Copier Lease	13,113	13,500	13,113
Office Supplies	0	100	0
Repairs/Maintenance	164	500	525
Syllabus Expense	76,007	78,000	81,885
Total Expenses	215,633	216,900	227,324
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 85,497	\$ 91,100	\$ 52,445

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SAVE MART CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
REVENUES:			
Advertising	\$ 597,500	\$ 650,000	\$ 590,000
Campus Pointe - Ground Lease	374,495	372,000	512,349
Donation Revenue	2,942,974	2,977,785	1,801,217
Insurance Refund	7,676	0	11,558
Interest Income	(13,306)	4,000	(19,131)
Other Income	76	0	1,966
Student Seat Licenses	300,000	300,000	300,000
Unrealized Gain on Investments	28,694	25,000	5,467
Vendor Rebates	82,051	100,000	138,783
Total Revenues	4,320,159	4,428,785	3,342,209
EXPENSES:			
Advances to SMG Operating	1,505,119	1,400,000	1,344,132
Advertising/Printing	1,445	2,500	22
Audit/Legal Fees	155,379	50,000	65,988
Capital Lease Expense - SRB 2005 Bonds	2,892,500	2,760,000	2,368,044
Corporate Sponsor Entitlements	0	2,000	0
Credit Card Fees	2,865	2,000	3,039
Donor Stewardship/Cultivation	3,751	10,000	5,032
Insurance	225,004	238,537	249,911
License, Permits, Fees	198	1,500	191
Loss on Refunding of Bonds	0	0	374,231
Miscellaneous	0	500	0
Possessory Interest Taxes	121,536	125,000	150,195
Repairs/Maintenance	0	1,000	0
Smallwares	2,016	0	0
Wilkinson Group Fee	180,000	180,000	180,000
Total Expenses	5,089,813	4,773,037	4,740,786
SURPLUS/(DEFICIT) BEFORE ENTITLEMENTS AND NON-CASH EXPENDITURES	(769,653)	(344,252)	(1,398,577)
Entitlements and Non-Cash Expenditures:			
Athletic Corporation Entitlements	250,855	270,000	265,855
Bond Expenses:			
Bond Issue - 2005	28,895	28,100	10,378
Depreciation:			
Building	2,609,301	2,622,981	2,609,301
Equipment	208,421	203,167	226,516
SURPLUS/(DEFICIT) TO RESERVE FOR SAVE MART CENTER	\$ (3,867,125)	\$ (3,468,500)	\$ (4,510,627)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
INCOME:			
Student Fees Returned to Operations	\$ 1,169,400	\$ 1,310,000	\$ 1,310,000
Lease Space:			
Lyles Center	43,879	43,879	43,879
Peters Center	79,650	79,650	79,650
Memberships	54,745	60,000	59,497
Other Rental Income	18,830	15,000	15,323
Rental Income, Lockers	2,265	3,500	2,330
Retail Sales	24,534	22,000	23,601
Personal Training	1,122	0	0
Summer Camp	27,938	22,000	38,645
Towel Service	1,515	1,500	1,540
Donation-Associated Students-Capital Equipment	7,000	0	7,000
Interest Income	500	1,100	451
Miscellaneous	8,217	9,000	7,426
Total Income	1,439,595	1,567,629	1,589,342
EXPENSES:			
Payroll:			
Benefitted	273,524	335,567	252,533
Non-Benefitted	13,053	0	21,856
Student	220,221	216,802	234,859
Employee Benefits	177,718	205,911	166,205
Accrued Retired Employee Benefits	12,154	0	3,022
Total Payroll	696,670	758,280	678,473
Advertising/Marketing/Promotions	5,376	5,000	170
Bad Debt Expense	100	0	0
Computer Expense:			
Lease	3,949	4,000	4,130
Maintenance Fees	5,478	5,000	10,235
Contracted Services:			
Landscape	11,474	15,000	17,369
Elevator Service	1,025	5,000	1,736
Engineering Services - HVAC	23,777	25,000	23,777
Fitness Equipment	5,491	15,000	2,675
Group Fitness	12,045	10,000	14,102
Pest Management	2,345	5,000	2,275
Copier Lease	5,969	6,500	6,245
Credit Card Fees	2,015	1,500	2,172
Depreciation	37,291	36,949	38,933
Dues/Memberships/Subscriptions	1,339	1,500	1,481
Employee Recruitment	255	500	403
Equipment:			
Building	8,252	15,000	5,012
Check Out	2,749	1,000	1,164
Exercise	54,334	37,000	27,932
Group Fitness	4,305	1,000	548

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015**

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
EXPENSES (CONTINUED):			
Insurance	14,316	15,000	7,654
Janitorial Supplies	22,348	24,000	26,502
Laundry	149	400	257
Management Services Agreement Fee	75,000	75,000	75,000
Miscellaneous	45	500	101
Office Supplies/Postage	1,827	1,500	2,090
Over/Short	(35)	0	2
Program/Special Events	9,186	25,000	22,121
Repairs/Maintenance:	11,837	25,000	33,697
Retail - Cost of Goods Purchased	18,167	15,000	17,696
Telephone/Communications	2,018	5,000	1,235
Travel/Training	1,285	5,000	1,509
Uniforms	1,003	4,000	1,715
Utilities	474,099	420,000	482,592
Waste Management	3,500	4,000	3,340
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Total Disbursements	1,518,984	1,567,629	1,514,342
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SURPLUS (DEFICIT) TO RESERVE FOR STUDENT RECREATION CENTER	\$ (79,389)	\$ -	\$ 75,000
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CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	<u>2014 - 15</u>	<u>2015 - 16</u>	<u>2015 - 16</u>
	ACTUAL	BUDGET	ACTUAL
SALES:			
Rent	\$ 5,355,066	\$ 4,372,000	\$ 4,818,497
Application Fee	52,965	50,000	51,835
Assessments	30,075	30,000	18,000
ATM Commission	1,079	1,500	822
Safe Commission	6,066	6,000	4,807
Damage Assessments	11,087	6,000	8,975
Interest Income - Bond Account	0	0	180
Key Charges	16,515	15,000	12,050
Late Fees	11,875	17,000	17,760
Miscellaneous	11,590	20,000	23,170
Processing Fees	19,050	20,000	20,940
Rebate - Energy	87	0	382
Service Charges	54,610	55,000	49,010
Summer Conferences	278,835	275,000	407,241
Summer Session Rent	30,509	20,000	36,241
Vendor/Laundry Commissions	27,482	15,000	20,788
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Total Income	5,906,891	4,902,500	5,490,698
 EXPENSES:			
General	2,252,239	2,434,683	2,305,309
Marketing	115,437	109,669	127,983
Summer Conferences	372,470	392,964	370,322
Physical Plant	1,523,798	1,347,748	1,528,158
Resident Life	211,867	188,838	192,971
	<hr/>	<hr/>	<hr/>
Total Expenses	4,475,811	4,473,902	4,524,743
 SURPLUS TO RESERVE FOR UNIVERSITY COURTYARD	 <hr/> <hr/>	 <hr/> <hr/>	 <hr/> <hr/>
	\$ 1,431,080	\$ 428,598	\$ 965,955

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
General:			
Payroll:			
Benefitted	\$ 259,841	\$ 278,200	\$ 249,646
Non Benefitted	12,166	0	79
Student	186,980	202,186	195,148
Employee Benefits	137,009	153,166	128,194
Actual Retired Employee Benefits	329	0	0
Accrued Retired Employee Benefits	(34,984)	0	61,305
Total Payroll	561,341	633,552	634,372
Advertising and Printing	1,801	300	910
Allowance for Uncollectible Debt	20,350	20,000	19,136
Bond Amortization:			
Bond Issue - 2011	39,242	40,830	40,827
Cable TV	66,331	66,000	66,020
Computer Lease	8,534	9,000	8,902
Computer Supplies	15,131	0	7,369
Copier Lease	0	12,000	0
Credit Card Fees	59,253	60,000	55,398
Depreciation:			
Buildings	451,070	441,835	441,835
Equipment	253,186	411,166	368,148
Dues/Memberships/Subscriptions	564	1,000	332
Employee Recruitment	28	200	85
Financial Aid Fee Assessment	0	0	65
Hotel Rental Expense	5,555	0	0
Housing Incentive	19,879	20,000	15,331
Insurance	159,134	155,800	107,474
Interest Expense:			
Bond Debt	175,686	155,000	156,996
Legal Fees	25,000	0	0
Management Services Agreement Fee	263,770	300,000	260,770
Miscellaneous	12,911	8,000	14,095
Office Supplies	19,720	17,000	14,506
Over/Short	(24)	0	(70)
Residence Advisor Meals	71,536	60,000	69,327
Software Agreement - CBORD	8,873	9,000	7,959
Telephone/Communications	9,157	9,000	8,170
Travel/Training	4,211	5,000	7,353
Total General	\$ 2,252,239	\$ 2,434,683	\$ 2,305,309

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Marketing			
Payroll:			
Benefitted	\$ 19,654	\$ 19,641	\$ 21,917
Student	30,156	29,085	28,380
Employee Benefits	4,528	4,743	4,001
Actual Retired Employee Benefits	6,044	11,000	4,249
Total Payroll	<u>60,382</u>	<u>64,469</u>	<u>58,547</u>
Advertising/Printing	24,657	25,000	44,554
Computer Lease	1,655	2,500	1,845
Computer Supplies	2,069	1,500	1,826
Miscellaneous	1,147	500	2,754
Office Supplies	9,930	2,000	6,082
Postage	15,550	12,000	12,032
Software	0	1,000	264
Telephone/Communications	0	500	0
Travel/Training	48	200	78
Total Marketing	<u>\$ 115,437</u>	<u>\$ 109,669</u>	<u>\$ 127,983</u>
Summer Conferences			
Payroll:			
Benefitted	\$ 20,804	\$ 19,641	\$ 21,917
Non-Benefitted	-	-	-
Student	28,980	30,479	31,249
Temporary	4,810	0	2,090
Employee Benefits	4,188	4,744	4,575
Total Payroll	<u>58,781</u>	<u>54,864</u>	<u>59,832</u>
Advertising/Printing	2,378	600	1,902
Computer Lease	498	500	511
Computer Supplies	0	500	0
Contract Services:			
Housekeeping	170,508	165,000	171,571
Refrigeration/Maintenance	6,338	20,000	0
Employee Procurement	0	0	160
Equipment Rental	3,300	4,000	1,042
Janitorial Supplies	0	6,000	0
Laundry	9,533	13,000	10,760
Miscellaneous	474	500	2,312
Office Supplies	186	500	462
Paper Supplies	0	5,000	0
Telephone/Communications	230	500	182
Travel/Training	246	2,000	1,586
Utilities	120,000	120,000	120,000
Total Summer Conferences Expenses	<u>\$ 372,470</u>	<u>\$ 392,964</u>	<u>\$ 370,322</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Physical Plant			
Payroll:			
Benefitted	\$ 45,222	\$ 86,976	\$ 44,241
Non-Benefitted	-	-	-
Student	4,075	3,915	4,725
Part-Time/Contract Labor	47,200	25,000	31,850
Employee Benefits	29,684	46,257	27,898
Total Payroll	126,180	162,148	108,714
Contract Services:			
Exterminator	19,642	20,000	24,352
Housekeeping	466,385	450,000	469,290
Key System	5,995	9,000	10,264
Landscape/Grounds Maintenance	25,273	45,000	20,484
Pool Service	9,300	8,000	8,940
Refrigeration/Heating	37,620	0	44,367
Waste Services	21,881	20,000	21,737
Total Contract Services	586,097	552,000	599,434
Equipment Rental	9,530	6,000	5,764
Janitorial Supplies	12,924	17,000	12,350
Key System Maintenance	2,913	14,000	534
Landscape Maintenance (Non-Contract)	20,160	10,000	5,327
Laundry	12,862	10,000	12,224
Licenses/Fees	0	400	7,846
Miscellaneous	813	500	647
Office Supplies	53	100	1
Paper Supplies	49,853	40,000	51,311
Refrigeration/Heating (Non-Contract)	121,487	50,000	178,197
Repairs/Maintenance	61,268	65,000	78,365
Smallwares	56,596	20,000	44,886
Telephone/Communications	328	500	301
Travel/Training	4	100	6
Utilities	462,731	400,000	422,249
Total Physical Plant	\$ 1,523,798	\$ 1,347,748	\$ 1,528,158

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Resident Life			
Payroll:			
Benefitted	\$ 47,149	\$ 44,167	\$ 38,983
Student	89,574	75,000	92,216
Employee Benefits	21,448	20,371	17,324
Total Payroll	158,170	139,538	148,522
BACCHUS	0	500	0
Computer Lease	2,170	2,500	2,189
Dues/Memberships/Subscriptions	429	400	166
Employee Recruitment	0	0	2,408
Miscellaneous	2,994	3,000	4,176
Office Supplies	8,561	5,000	8,045
Parking	720	700	690
Programming	12,549	8,000	12,399
Public Safety Assistants	1,328	1,700	1,486
Repair/Maintenance	0	0	138
RHA Expense	2,079	2,000	1,540
Telephone/Communications	715	1,500	560
Travel/Training	15,054	8,000	10,652
Tuition/Fees/Books	7,100	16,000	0
Total Resident Life Expenses	\$ 211,867	\$ 188,838	\$ 192,971

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
Sales:			
The Bucket Grill & Pub	\$ 311,460	\$ 254,000	\$ 412,754
Catering	1,500,231	1,097,000	1,687,001
Commissions	15,839	17,000	16,777
Library Café/Starbucks	794,119	755,000	815,329
Mobile Food Truck	85,344	85,000	70,742
Convenience Stores	354,809	310,000	398,208
UC Food Court	284,486	290,000	266,401
University Dining Hall	4,323,184	4,062,850	4,009,231
USU Food Court	905,845	903,000	970,610
Union Snack Bar	336,758	310,000	308,150
Total Sales	8,912,075	8,083,850	8,955,203
Less: Cost of Goods Purchased	3,177,583	2,802,274	3,037,354
Gross Profit on Sales	5,734,492	5,281,576	5,917,849
Operating Expenses:			
Payroll:			
Benefitted	582,382	654,687	708,823
Non-Benefitted	801,645	660,015	623,799
Student	539,502	524,592	619,685
Employee Benefits	534,470	391,918	524,089
Total Payroll	2,458,000	2,231,212	2,476,397
Advertising/Printing	3,286	0	1,471
Advertising-Franchise	21,826	24,000	22,620
Allowance for Uncollectible Debt	16,691	20,000	12,757
Amortization	3,000	3,000	3,000
Bank Charges	4,312	1,500	11,805
Cable TV Service	2,084	2,000	2,178
Computer Lease	2,327	3,700	2,568
Computer Supplies	339	0	5,042
Contract Services - USU Building Operations	30,000	30,000	30,000
Credit Card Fees	135,402	73,000	158,797
Depreciation	237,912	235,819	258,565
Donations	27,931	0	40,906
Dues/Memberships/Subscriptions	24	100	135
Employee Recruitment	2,745	1,200	2,249
Equipment Rental	67,363	30,500	66,794
Food Service Administration Expense	827,660	975,100	702,588
Janitorial/Sanitation	66,832	50,000	65,887
Laundry	53,481	46,000	60,424
Licenses/Permits/Fees	9,019	10,300	11,923
Maintenance Fees - CBORD	6,404	6,000	5,935

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
Operating Expenses (Continued):			
Miscellaneous	15,178	14,000	7,490
Non-Student Tax	14,574	13,000	14,724
Office Supplies	16,531	8,700	14,764
Over/Short	(583)	0	505
Paper Supplies	144,105	143,000	185,417
Postage/Freight	456	600	17
Repairs /Maintenance	163,525	132,000	149,387
Resident Advisor Meals	97,224	90,000	98,480
Royalties	122,302	119,250	125,808
Smallwares	110,452	55,000	66,063
Telephone/Communications	8,839	9,300	5,282
Travel/Training	408	1,400	0
Uniforms	13,014	9,100	6,807
University Student Union Rent	72,800	75,000	72,800
Utilities	190,089	193,212	195,412
Vehicle Expense	18,192	10,500	6,146
Warehouse Expense	8,880	10,000	15,023
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	4,972,624	4,627,493	4,906,166
	<hr/>	<hr/>	<hr/>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 761,868	\$ 654,083	\$ 1,011,682
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CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
ADMINISTRATION
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
EXPENSES:			
Payroll:			
Benefitted	\$ 116,366	\$ 215,950	\$ 130,467
Non-Benefitted	25,625	14,946	35,334
Student	7,496	11,190	7,091
Employee Benefits	58,878	96,366	57,629
Actual Retired Employee Benefits	195,200	205,000	193,331
Accrued Retired Employee Benefits	20,636	0	(94,162)
Total Payroll and Benefits	424,201	543,452	329,690
Advertising	1,229	0	25
Computer Lease	2,587	2,000	2,874
Computer Supplies	285	500	71
Consulting Fees	4,495	0	4,050
Copier Lease	4,435	4,500	4,568
Dues/Memberships/Subscriptions	330	500	0
Employee Recruitment	16,618	10,000	12,783
Equipment Rental	256	500	286
Insurance	52,151	51,700	29,106
License/Permits/Fees	1,724	0	2,659
Management Services Agreement Fee	263,770	300,000	260,770
Miscellaneous	1,639	5,000	1,313
Office Supplies	6,690	7,000	7,208
Postage/Freight	118	200	117
Repairs/Maintenance	9,297	5,000	3,601
Software	28,851	30,000	33,904
Telephone/Communications	2,067	2,200	2,203
Travel/Training	(30)	2,000	0
Uniforms	1,376	500	495
Vehicle Expense	5,570	10,000	6,865
Total Expenses	827,660	975,052	702,588
Administration Distributed to Units	\$ 827,660	\$ 975,052	\$ 702,588

DISTRIBUTION OF JUNE 30, 2016 AND 2015 FOOD SERVICE ADMINISTRATION EXPENSE:

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
The Bucket Grill & Pub	\$ 16,557	\$ 19,500	\$ 14,050
Catering	57,900	68,300	49,212
Library Café/Starbucks	66,229	78,000	56,201
University Center Food Court	16,557	19,500	14,050
University Dining Hall	562,842	663,000	477,711
USU Food Court	91,015	107,300	77,313
Union Snack Bar	16,557	19,500	14,050
Total Administration Allocated	\$ 827,660	\$ 975,100	\$ 702,588

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - THE BUCKET GRILL & PUB
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015**

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Sales:			
Beverages - Alcoholic	\$ 29,475	\$ 24,000	\$ 28,485
Food/Beverages	281,240	230,000	384,218
Office Coffee	745	0	50
Total Sales	<u>311,460</u>	<u>254,000</u>	<u>412,754</u>
Less: Cost of Food Purchased	<u>121,526</u>	<u>96,520</u>	<u>150,860</u>
Gross Profit on Sales	189,934	157,480	261,894
Operating Expenses:			
Payroll:			
Benefitted	17,647	25,791	31,133
Non-Benefitted	41,524	24,046	48,522
Student	15,773	15,301	29,171
Employee Benefits	12,270	13,143	21,912
Total Payroll	<u>87,214</u>	<u>78,281</u>	<u>130,738</u>
Advertising/Printing	25	500	404
Bank Charges	807	0	3,519
Cable TV Service	2,084	2,000	2,178
Commission	580	0	2,783
Depreciation	3,456	3,456	3,456
Food Service Administration	16,557	19,500	14,050
Janitorial/Sanitation	5,222	7,000	5,365
Laundry	1,913	1,500	3,132
Licenses/Permits/Fees	1,704	2,000	1,704
Miscellaneous	158	200	0
Non-Student Tax	2,147	1,500	2,919
Office Supplies	259	500	490
Over/Short	81	0	279
Paper Supplies	11,673	6,500	18,529
Postage/Freight	316	0	0
Repairs/Maintenance	16,220	10,000	10,499
Royalties - Me N Ed's	3,050	2,000	4,204
Smallwares	13,632	5,000	8,987
Telephone/Communications	944	500	357
Uniforms	325	500	0
Utilities	8,132	8,500	8,500
Total Operating Expenses	<u>176,499</u>	<u>149,437</u>	<u>222,094</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ 13,435</u>	<u>\$ 8,043</u>	<u>\$ 39,800</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CATERING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages - Alcoholic	\$ 27,771	\$ 20,000	\$ 32,237
Equipment Rental	68,120	75,000	67,640
General Sales	1,396,863	1,000,000	1,567,637
Miscellaneous	7,477	2,000	19,487
Total Sales	<u>1,500,231</u>	<u>1,097,000</u>	<u>1,687,001</u>
Less: Cost of Food Purchased	<u>447,578</u>	<u>286,800</u>	<u>474,205</u>
Gross Profit on Sales	1,052,653	810,200	1,212,797
Operating Expenses:			
Payroll:			
Benefitted	192,176	200,815	260,418
Non-Benefitted	146,014	108,808	87,712
Student	66,119	64,448	78,035
Employee Benefits	156,875	137,265	180,323
Total Payroll	561,185	511,336	606,487
Advertising/Printing	89	0	24
Bank Charges	0	0	192
Computer Lease	723	1,300	842
Depreciation	8,034	10,232	11,964
Dues/Memberships/Subscriptions	24	100	68
Employee Recruitment	40	200	25
Equipment Rental	63,447	30,000	59,504
Food Service Administration	57,900	68,300	49,212
Janitorial/Sanitation	604	500	5,119
Laundry	19,542	17,000	27,944
Licenses/Permits/Fees	527	500	2,198
Miscellaneous	4,728	3,000	2,135
Office Supplies	9,025	1,000	7,925
Paper Supplies	57,964	35,000	91,047
Repairs/Maintenance	13,255	5,000	10,733
Smallwares	60,424	15,000	22,659
Software	0	0	3,250
Telephone/Communications	2,376	3,500	1,350
Travel/Training	175	500	0
Uniforms	6,821	2,500	1,528
Utilities	2,985	6,000	6,000
Vehicle Expense	18,192	7,500	6,146
Total Operating Expenses	<u>888,058</u>	<u>718,468</u>	<u>916,351</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ 164,594</u>	<u>\$ 91,732</u>	<u>\$ 296,445</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - COMMISSIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Income:			
Rentals:			
Juice It Up-Ice	\$ 7,000	\$ 7,000	\$ 6,000
Planet Java	0	0	0
Vending Machines	8,839	10,000	10,777
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 15,839	\$ 17,000	\$ 16,777

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - DONATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Operating Expenses:			
University Donations	\$ 27,931	\$ -	\$ 40,906
DEFICIT TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (27,931)	\$ -	\$ (40,906)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - LIBRARY CAFÉ - STARBUCKS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015**

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Sales:			
General	\$ 794,119	\$ 755,000	\$ 815,329
Less: Cost of Food Purchased	319,168	296,161	300,409
Gross Profit on Sales	474,951	458,839	514,920
Operating Expenses:			
Payroll:			
Hourly	0	0	0
Benefitted	51,953	40,000	37,867
Non-Benefitted	26,445	11,500	13,022
Student	129,881	126,634	152,939
Employee Benefits	21,557	12,848	24,654
Total Payroll	229,837	190,982	228,481
Advertising/Printing	2,043	1,000	839
Amortization	3,000	3,000	3,000
Computer Lease	449	500	2,166
Contract Services	0	0	0
Credit Card Fees	24,873	18,000	29,861
Depreciation	39,145	39,144	39,145
Dues/Memberships/Subscriptions	0	0	68
Employee Recruitment	2,705	500	2,224
Equipment Rental	0	0	0
Food Service Administration	66,229	78,000	56,201
Insurance	0	0	0
Janitorial/Sanitation	45	1,000	(12)
Laundry	7,487	2,000	5,499
Legal/Audit	0	0	0
Licenses/Permits/Fees	350	400	350
Miscellaneous	618	1,000	3,776
Non-Student Tax	596	0	0
Office Supplies	1,592	2,000	1,323
Over/Short	(463)	0	(406)
Paper Supplies	26,104	25,000	30,248
Postage/Freight	0	200	0
Repairs/Maintenance	9,557	2,000	7,831
Royalties	63,342	60,400	64,946
Smallwares	414	5,500	710
Telephone/Communications	500	200	0
Travel/Training	0	200	0
Uniforms	309	500	250
University Center	0	0	0
Utilities	0	0	0
Total Operating Expenses	478,731	431,526	476,500
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (3,780)	\$ 27,313	\$ 38,420

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - MOBILE FOOD TRUCK
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Sales:			
General	\$ 85,344	\$ 85,000	\$ 70,742
Less: Cost of Food Purchased	41,479	41,813	33,132
Gross Profit on Sales	43,865	43,187	37,610
Operating Expenses:			
Payroll:			
Non-Benefitted	23,407	25,181	14,633
Student	6,350	6,715	10,172
Employee Benefits	3,069	4,784	2,452
Total Payroll	32,826	36,680	27,256
Advertising/Printing	0	500	65
Bank Charges	1,949	1,500	1,893
Depreciation	10,258	10,258	10,258
Janitorial/Sanitation	0	0	0
Laundry	1,117	1,500	1,534
Licenses/Permits/Fees	1,446	1,300	1,103
Miscellaneous	0	200	447
Non-Student Tax	644	500	532
Office Supplies	467	100	6
Over/Short	(7)	0	82
Paper Supplies	2,479	4,000	2,328
Repairs/Maintenance	3,159	3,000	2,404
Smallwares	1,201	500	0
Uniforms	0	500	131
Vehicle Expense	0	3,000	0
Total Operating Expenses	55,539	63,538	48,038
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (11,674)	\$ (20,351)	\$ (10,429)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CONVENIENCE STORES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Sales:			
General	\$ 354,809	\$ 310,000	\$ 398,208
Less: Cost of Food Purchased	213,273	217,000	243,445
	Gross Profit on Sales	93,000	154,763
Operating Expenses:			
Payroll:			
Benefitted	13,979	0	0
Non-Benefitted	14,506	16,632	13,878
Student	65,151	57,368	72,430
Employee Benefits	11,299	5,920	5,678
Total Payroll	104,934	79,920	91,986
Advertising/Printing	881	0	61
Contract Services-USU Building Operations	900	900	900
Bank Charges	6	0	19
Depreciation	4,624	15,481	10,853
Janitorial/Sanitation	3,776	1,500	3,826
Laundry	0	0	988
Licenses/Permits/Fees	1,867	1,500	1,390
Miscellaneous	2,142	0	(25)
Office Supplies	156	0	269
Over/Short	472	0	(10)
Paper Supplies	3,164	500	1,685
Repairs/Maintenance	7,104	3,500	7,115
Smallwares	3,553	2,000	1,065
Telephone/Communications	647	100	596
USU-Rent for SSU	2,200	2,200	2,200
	Total Operating Expenses	107,601	122,917
	SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (14,601)	\$ 31,846
	5,109	(14,601)	31,846

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNIVERSITY CENTER (TACO BELL)**

**STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015**

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Sales:			
Beverages	\$ 51,900	\$ 55,000	\$ 33,421
Taco Bell Express	232,585	235,000	232,980
Total Sales	284,486	290,000	266,401
Less: Cost of Food Purchased	108,285	90,000	86,694
Gross Profit on Sales	176,201	200,000	179,708
Operating Expenses:			
Payroll:			
Benefitted	6,106	6,300	6,662
Non-Benefitted	44,941	51,207	34,874
Student	42,613	49,212	37,897
Employee Benefits	14,556	3,700	10,526
Total Payroll	108,215	110,419	89,959
Advertising/Printing	39	200	25
Bank Charges	492	0	2,670
Commissions	385	0	1,543
Computer Lease	339	0	0
Depreciation	17,764	22,430	19,580
Food Services Administration	16,557	19,500	14,050
Janitorial/Sanitation	6,477	4,000	4,947
Laundry	63	0	0
Licenses/Permits/Fees	828	1,000	1,828
Miscellaneous	1,511	2,000	1,788
Non-Student Tax	2,147	2,000	2,011
Office Supplies	234	500	486
Over/Short	168	0	163
Paper Supplies	14,356	10,000	8,548
Repairs/Maintenance	10,687	6,000	6,834
Taco Bell Express	16,278	16,450	16,315
Smallwares	1,771	1,500	845
Telephone/Communications	1,123	1,000	596
Travel/Training	200	0	0
Uniforms	1,208	800	257
Utilities	8,712	8,712	8,712
Total Operating Expenses	209,554	206,511	181,157
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (33,354)	\$ (6,511)	\$ (1,450)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNIVERSITY DINING HALL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Sales:			
Contract Sales:			
Commuter Contracts	\$ 100,631	\$ 380,000	\$ 80,525
Guests	170,501	150,000	184,092
Contract Sales - Courtyard Residents	3,839,000	3,332,850	3,253,651
Summer Conferences - Non-Taxable	206,026	200,000	310,585
Summer Conferences - Taxable	7,024	0	15,217
University Contributions	0	0	165,111
Miscellaneous	0	0	50
Total Sales	4,323,182	4,062,850	4,009,231
Less: Cost of Food Purchased	1,395,717	1,300,100	1,240,574
Gross Profit on Sales	2,927,465	2,762,750	2,768,656
Operating Expenses:			
Payroll:			
Benefitted	239,185	300,278	284,192
Non-Benefitted	355,024	279,768	273,099
Student	109,677	109,665	139,186
Employee Benefits	245,900	165,566	206,149
Total Payroll	949,786	855,277	902,626
Advertising/Printing	3	1,000	25
Allowance for Uncollectible Expense	16,691	20,000	12,757
Computer Lease	343	500	309
Computer Supplies	0	0	1,792
Credit Card Fees	109,796	55,000	126,226
Depreciation	141,504	132,786	159,692
Employee Recruitment	0	500	0
Equipment Rental	4,101	500	5,802
Food Service Administration Expense	562,842	663,000	477,711
Janitorial/Sanitation	46,488	30,000	43,460
Laundry	18,165	20,000	14,972
Licenses/Permits/Fees	1,334	2,000	2,321
Meal Cards	(340)	0	(5,316)
Miscellaneous	4,485	6,000	408
Office Supplies/Décor	1,789	3,000	1,706
Over/Short	(61)	0	29
Paper Supplies	12,518	30,000	16,701
Postage/Freight	26	200	0
Repairs/Maintenance	93,841	100,000	95,912
Resident Advisor Meals	97,224	90,000	98,480
Smallwares	26,042	20,000	3,868
Software Maintenance Fees _CBORD OPCS	6,404	6,000	5,935
Telephone/Communications	1,212	1,500	1,072
Travel/Training	0	500	0
Uniforms	3,307	3,000	3,389
Utilities	168,060	170,000	170,000
Warehouse Expense	8,880	10,000	15,023
Total Operating Expenses	2,274,440	2,220,763	2,154,901
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 653,024	\$ 541,987	\$ 613,755

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - USU FOOD COURT
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
Sales:			
Beverages	\$ 326,636	\$ 300,000	\$ 339,763
Panda Express Commissions	25,293	20,000	26,378
Panda Express Rent	24,000	24,000	24,000
Robertito's Rent	6,000	24,000	24,000
Robertito's Commission	7,992	30,000	40,161
Subway	515,923	505,000	516,307
Total Sales	905,845	903,000	970,610
Less: Cost of Food Purchased	334,065	325,080	342,312
Gross Profit on Sales	571,779	577,920	628,299
Operating Expenses:			
Payroll:			
Benefitted	57,155	77,114	84,052
Non-Benefitted	115,326	90,462	80,221
Student	60,832	60,308	76,330
Employee Benefits	61,086	46,024	61,790
Total Payroll	294,399	273,908	302,393
Advertising:			
Other	114	500	29
Subway	21,826	20,200	22,620
Amortization:			
Bank Charges	1,052	0	3,499
Commissions	734	0	2,710
Computer Lease	628	1,400	739
Contract Services-USU Building Operations	20,300	20,300	20,300
Depreciation	13,128	2,031	3,618
Food Services Administration	91,015	107,300	77,313
Janitorial/Sanitation	3,038	5,000	2,729
Laundry	5,194	4,000	6,354
Licenses/Permits/Fees	418	1,000	486
Miscellaneous	292	1,500	(194)
Non-Student Tax	6,499	7,000	6,936
Office Supplies	2,974	1,500	2,554
Over/Short	(864)	0	253
Paper Supplies	14,392	22,000	14,138
Postage/Freight	114	200	17
Repairs/Maintenance	9,229	1,000	6,519
Royalties:			
Subway	39,632	40,400	40,343
Smallwares	2,792	5,000	17,316
Telephone/Communications	1,680	2,000	893
Travel/Training	33	200	0
Uniforms	1,044	1,300	1,382
University Student Union Rent	51,000	51,000	51,000
Total Operating Expenses	580,662	568,739	583,948
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS			
	\$ (8,883)	\$ 9,181	\$ 44,351

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNION SNACK BAR
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 336,759	\$ 310,000	\$ 308,150
Juice It Up Commission	0	0	0
Total Sales	336,759	310,000	308,150
Less: Cost of Food Purchased	196,492	148,800	165,724
Gross Profit on Sales	140,268	161,200	142,426
Operating Expenses:			
Payroll:			
Benefitted	4,184	4,388	4,500
Non-Benefitted	34,457	52,411	57,839
Student	43,107	34,941	23,525
Employee Benefits	7,858	2,670	10,606
Total Payroll	89,604	94,410	96,470
Advertising/Printing	92	100	0
Bank Charges	6	0	14
Contract Services-USU Building Operations	8,800	8,800	8,800
Depreciation	0	0	0
Discounts Earned/Lost	(23)	0	(21)
Food Services Administration	16,557	19,500	14,050
Janitorial/Sanitation	1,182	1,000	454
Laundry	0	0	0
Licenses/Permits/Fees	544	600	544
Miscellaneous	20	100	0
Non-Student Tax	2,541	2,000	2,326
Office Supplies	36	100	6
Over/Short	91	0	150
Paper Supplies	1,454	10,000	2,193
Repairs/Maintenance	470	1,500	1,539
Smallwares	625	500	10,612
Telephone/Communications	357	500	417
Uniforms	621	0	0
University Student Union Rent	21,800	21,800	21,800
Total Operating Expenses	144,778	160,910	159,353
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (4,511)	\$ 290	\$ (16,927)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - WAREHOUSE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
INCOME:			
EXPENSES:			
Payroll			
Employee Benefits	\$ 1,333	\$ -	\$ -
Total Payroll	1,333	0	0
Gain (Loss) on Sale of Equip	(300)	0	0
Inventory Variance	979	0	(7,428)
Janitorial/Sanitation	1,065	0	1,020
Miscellaneous	393	0	0
Repairs/Maintenance	5,411	0	20,638
Vehicle Expense	0	0	196
	Total Expenses	0	14,426
	Warehouse Allocated to Units	0	14,426
	8,880	0	14,426
 ALLOCATIONS:			
Residence Dining Facility	8,880	0	14,426
	Total Warehouse Allocated	-	14,426
	\$ 8,880	\$ -	\$ 14,426

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015**

	2014 - 15	2015 - 16	2015 - 16
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Building Operations - Custodial	\$ 38,901	\$ 43,000	\$ 43,938
General	2,159,916	2,494,600	2,459,529
Information Center/Reservations	16,707	19,500	15,901
Post Office	24,716	25,000	23,863
Union Productions	16,059	20,300	18,889
Recreation	345,658	307,750	375,059
Satellite Student Union	85,767	97,000	94,397
	<hr/>	<hr/>	<hr/>
Total Income	2,687,724	3,007,150	3,031,575
EXPENSES:			
Building Operations	623,093	653,988	646,526
General	1,318,913	1,430,952	1,343,538
Information Center/Reservations	113,630	108,162	115,905
Post Office	20,255	17,050	20,521
Union Productions	295,877	463,313	422,723
Recreation	207,872	192,926	218,356
Satellite Student Union	114,937	135,759	140,857
	<hr/>	<hr/>	<hr/>
Total Expenses	2,694,577	3,002,150	2,908,426
SURPLUS/(DEFICIT) TO RESERVE FOR UNIVERSITY STUDENT UNION			
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (6,853)	\$ 5,000	\$ 123,149

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - BUILDING OPERATIONS - CUSTODIAL/MAINTENANCE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	<u>2014 - 15</u> <u>ACTUAL</u>	<u>2015 - 16</u> <u>BUDGET</u>	<u>2015 - 16</u> <u>ACTUAL</u>
INCOME:			
USU Custodial Services	\$ 38,901	\$ 43,000	\$ 43,938
EXPENSES:			
Payroll:			
Benefitted	180,521	188,638	193,335
Non-Benefitted	52,562	65,106	40,238
Student	109,976	126,033	136,147
Employee Benefits	121,698	118,011	133,358
Total Payroll	<u>464,757</u>	<u>497,788</u>	<u>503,078</u>
Capital Equipment	0	0	108
Computer Lease	635	700	646
Custodial Supplies	32,972	40,000	37,796
Employee Procurement	956	500	507
Repairs/Maintenance	85,345	75,000	66,102
Service Contracts	<u>38,428</u>	<u>40,000</u>	<u>38,288</u>
Total Disbursements	<u>623,093</u>	<u>653,988</u>	<u>646,526</u>
NET DEFICIT	<u>\$ (584,192)</u>	<u>\$ (610,988)</u>	<u>\$ (602,588)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - GENERAL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
INCOME:			
USU Fees Returned to Operations	\$ 1,999,375	\$ 2,310,000	\$ 2,310,000
Commercial Leased Space - Food Service	75,000	75,000	75,000
Commercial Leased Space - Pavilion	36,300	36,500	36,300
Donation-Associated Students	0	17,700	0
Graphics Arts Services	5,405	5,000	0
Interest Income	6,894	5,000	6,379
Miscellaneous	7,356	7,000	6,742
Space Rental - USU Rooms	17,837	30,000	15,477
Support Services - ATM	8,400	8,400	8,400
Support Services - Copy Machine	3,349	0	1,230
	<hr/>	<hr/>	<hr/>
Total Income	2,159,916	2,494,600	2,459,529
EXPENSES:			
Payroll:			
Benefitted	215,426	203,582	180,408
Non-Benefitted	13,965	9,932	12,535
Student-Graphics	25,232	36,372	32,871
Employee Benefits	72,907	75,498	77,678
Actual Retired Employee Benefits	48,992	50,000	37,446
Accrued Retired Employee Benefits	40,729	0	25,265
Total Payroll	<hr/>	<hr/>	<hr/>
	417,251	375,384	366,204
Advertising/Printing	2,651	3,000	1,910
Capital Equipment	16,377	25,000	9,508
Capital Equipment - USU Computer Lab	79	0	0
Computer Lease	3,996	7,000	13,407
Consultant	15,825	10,000	55
Co-Sponsorships	21,048	0	648
Depreciation	118,202	242,468	239,821
Dues/Memberships/Subscriptions	7,952	5,000	7,537
Employee Recruitment	173	200	872
Graphics		10,000	0
Insurance	22,376	20,000	14,347
Legal Fees	1,764	0	0
License, Permits, Fees	0	200	0
Management Services Agreement Fee	263,770	300,000	260,770
Miscellaneous	165	1,500	241
Office Supplies	4,946	3,000	3,754
Postage	139	200	181
Professional Development	0	1,000	0
Repairs/Maintenance	22	0	0
Save Mart Center Student Seat Licenses	300,000	300,000	300,000
Service Contracts	9,168	5,500	7,091
Telephone/Communications	5,526	6,000	5,540
Travel/Training	694	3,000	0
Uncollectible Debt	190	0	0
Uniforms	928	2,500	1,651
Utilities	105,669	110,000	110,000
	<hr/>	<hr/>	<hr/>
Total Disbursements	1,318,913	1,430,952	1,343,538
	<hr/>	<hr/>	<hr/>
NET SURPLUS	\$ 841,004	\$ 1,063,648	\$ 1,115,990

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - INFORMATION CENTER/RESERVATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
INCOME:			
Support Services			
Information Center Commissions	\$ 14,478	\$ 18,000	\$ 13,046
Satellite Box Office	2,229	1,500	2,855
Total Income	16,707	19,500	15,901
 EXPENSES:			
Payroll:			
Benefitted	39,850	38,175	40,514
Non-Benefitted	1,328	0	1,612
Student	31,590	33,035	36,218
Employee Benefits	27,349	27,352	28,904
Total Payroll	100,116	98,562	107,248
Advertising/Printing	511	500	956
Computer Lease	2,061	2,000	2,214
Credit Card Charges	3,629	5,000	3,713
Miscellaneous	246	100	0
Office Supplies	1,939	1,500	790
Over/Short	7	0	(13)
Service Contracts	4,825	500	996
Uncollectible Debt	297	0	0
Total Disbursements	113,630	108,162	115,905
NET DEFICIT	\$ (96,923)	\$ (88,662)	\$ (100,004)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - POST OFFICE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
INCOME:			
US Post Office Commissions	\$ 2,561	\$ 2,500	\$ 2,483
Other Commissions (Key Control)	20,000	20,000	20,000
Packing Supplies	2,154	2,500	1,380
Total Income	24,716	25,000	23,863
 EXPENSES:			
Payroll:			
Student	16,537	12,000	15,757
Employee Benefits	493	900	515
Total Payroll	17,030	12,900	16,271
Office Supplies	513	800	544
Over/Short	(2)	0	(2)
Packaging Supplies	904	1,200	569
Postal Bond	400	400	400
Service Contracts	1,410	1,750	2,738
Total Disbursements	20,255	17,050	20,521
NET SURPLUS	\$ 4,461	\$ 7,950	\$ 3,342

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - UNION PRODUCTIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015**

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
INCOME:			
Program Activities			
B.A.G. of Laughs	\$ -	\$ -	\$ 610
Big Screen	0	500	0
Concerts/The Music Scene	44	0	0
Homecoming	10,000	0	10,000
Performing Arts/Center Stage	820	1,000	819
Recreation	5,195	18,500	7,460
Special Events	0	300	0
	<hr/>		
Total Income	16,059	20,300	18,889
EXPENSES:			
Payroll:			
Benefitted	82,040	125,142	119,947
Student	29,718	70,000	72,136
Employee Benefits	39,561	60,671	53,810
Total Payroll	151,319	255,813	245,893
Advertising/Printing	2,033	0	0
Alternative Spring Break	5,376	7,000	5,623
Celebrations/Festivals	2,435	0	0
Comedy/B.A.G. of Laughs	3,349	10,000	9,257
Computer Lease	1,345	2,000	2,195
Concerts/The Music Scene	6,249	80,000	68,918
Club Sports	6,530	8,000	7,601
Co-Sponsorships	0	5,000	3,272
Dues/Memberships/Subscriptions	0	2,500	1,035
Films/Videos/Big Screen	8,062	0	0
Fresno State Welcome	40,406	30,000	31,585
Homecoming/Spirit	7,983	7,500	11,486
Leadership	2,528	37,000	21,562
Marketing/Promotions	8,183	2,500	53
Office Supplies	2,836	1,000	892
Performing Arts/Center Stage	6,311	0	9,022
Recreation/Leisure	6,170	0	300
Special Events	19,496	0	0
Travel/Training	15,266	15,000	4,030
	<hr/>		
Total Disbursements	295,877	463,313	422,723
	<hr/>		
NET DEFICIT	\$ (279,818)	\$ (443,013)	\$ (403,834)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	<u>2014 - 15</u>	<u>2015 - 16</u>	<u>2015 - 16</u>
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Recreation and Leisure Activities:			
Billiards	\$ 42,251	\$ 36,750	\$ 49,199
Bowling	229,210	210,000	241,683
Coin-Op Games	3,093	4,000	2,188
Locker Rentals	486	500	357
Pinball/Video	7,771	7,000	12,755
Promotional Events	10,475	9,500	11,431
Shoe Rentals	47,350	36,000	51,315
Xbox	5,023	4,000	6,133
	<hr/>	<hr/>	<hr/>
Total Income	345,658	307,750	375,059
 EXPENSES:			
Payroll:			
Benefitted	50,687	50,686	51,700
Non-Benefitted	767	1,000	0
Student	77,985	65,381	83,554
Employee Benefits	25,232	23,359	26,993
Total Payroll	<hr/>	<hr/>	<hr/>
Total Payroll	154,670	140,426	162,246
Advertising/Printing	3,189	2,000	4,959
Billiard Supplies	82	500	876
Bowling Supplies	6,738	5,000	5,200
Capital Equipment	5,463	1,000	457
Coin-Op/Video Game Supplies	1,569	1,000	1,379
Computer Lease	682	1,000	654
Credit Card Fees	6,724	5,000	7,258
Dues/Memberships/Subscriptions	15	0	0
Miscellaneous	1	0	0
Office Supplies	2,115	500	998
Over/Short	(41)	0	63
Repairs/Maintenance	22,020	25,000	29,595
Service Contracts	2,053	7,000	1,996
Special Events-Parties/Groups	2,546	4,500	2,675
Uncollectible Debt	44	0	0
	<hr/>	<hr/>	<hr/>
Total Disbursements	207,872	192,926	218,356
 NET SURPLUS	 <hr/>	 <hr/>	 <hr/>
	\$ 137,786	\$ 114,824	\$ 156,703
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CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - SATELLITE STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2016 AND 2015

	2014 - 15 ACTUAL	2015 - 16 BUDGET	2015 - 16 ACTUAL
INCOME:			
Equipment Rental	\$ 23,565	\$ 22,000	\$ 23,822
Space Rental	44,345	55,000	51,980
Technicians	17,857	20,000	18,595
Total Income	85,767	97,000	94,397
EXPENSES:			
Payroll:			
Benefitted	54,416	54,415	55,503
Student	13,168	10,822	17,422
Employee Benefits	29,502	35,322	35,889
Total Payroll	97,087	100,559	108,815
Capital Equipment	3,259	0	1,211
Computer Lease	754	700	616
Employee Relations	200	0	0
Equipment Rental	108	0	54
Miscellaneous	262	0	4
Repairs/Maintenance	13,268	30,000	25,658
Utilities	0	4,500	4,500
Total Disbursements	114,937	135,759	140,857
NET DEFICIT	\$ (29,170)	\$ (38,759)	\$ (46,460)