

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

**2016-17 Annual Report
Supplemental Information
(Unaudited)**

Approved by the Audit Committee
September 14, 2017

**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, 2017 WITH COMPARATIVE TOTALS FOR 2016**

	2016 TOTAL	2017 TOTAL	RESTRICTED	COMMERCIAL OPERATIONS			UNIVERSITY COURTYARD	STUDENT REC CENTER	UNIVERSITY STUDENT UNION
			FUND SAVE MART CENTER	BOOKSTORE	FOOD SERVICES	ADMIN			
Revenue:									
Gross Sales	\$ 34,350,122	\$ 30,570,385	\$ 881,250	\$ 9,575,087	\$ 8,209,028	2,265,373	\$ 5,063,042	\$ 1,539,682	\$ 3,036,923
Contributions	1,973,328	2,083,539	1,973,539	-	-	-	100,000	10,000	-
Other Income	1,569,844	2,108,705	782,504	116,087	158,411	973,567	51,578	6,647	19,911
Total Revenues	37,893,294	34,762,629	3,637,293	9,691,174	8,367,439	3,238,940	5,214,620	1,556,329	3,056,834
Expenses and Losses:									
Cost of Goods Sold	12,471,700	9,730,275	-	6,893,345	2,836,930	-	-	-	-
Salaries/Wages	6,490,078	6,770,818	-	1,067,516	2,162,220	1,112,862	739,082	547,863	1,141,275
Employee Benefits	2,717,929	4,927,490	-	1,521,180	542,943	1,470,165	274,877	224,107	894,218
Administration-Food Services	702,588	2,009,639	-	-	2,009,639	-	-	-	-
Advances to SMG	1,344,132	1,019,777	1,019,777	-	-	-	-	-	-
Advertising/Printing	83,073	84,478	-	4,900	31,665	-	40,859	1,949	5,105
Athletic Corporation Entitlements	265,855	265,855	265,855	-	-	-	-	-	-
Audit/Legal Expense	101,390	70,769	34,376	-	-	36,393	-	-	-
Bad Debt Expense	37,037	127,618	-	4,603	49,116	-	73,874	25	-
Bank Charges	12,815	16,213	-	-	15,917	296	-	-	-
Bond Expenses	51,206	53,876	11,394	-	-	-	42,482	-	-
Capital Lease Expense	2,368,044	1,980,478	1,980,478	-	-	-	-	-	-
Chancellor's Office Fee	13,341	15,841	-	-	-	15,841	-	-	-
Computer Supplies/Expense	95,129	106,761	-	9,826	7,133	16,627	37,335	16,702	19,138
Consulting	36,706	5,010	-	-	-	5,010	-	-	-
Contract Services	1,012,446	1,057,919	-	-	102,800	-	882,753	72,366	-
Credit Card Fees	386,770	325,659	4,585	113,255	135,179	-	61,311	2,354	8,975
Depreciation/Amortization	4,367,095	4,433,777	2,849,622	24,933	295,595	153,541	831,917	32,435	245,734
Dues/Memberships/Subscriptions	36,053	28,744	-	13,636	(318)	6,319	442	55	8,610
Employee Recruitment	7,660	5,288	-	-	1,004	666	2,189	-	1,429
Equipment Purchased	45,940	31,803	-	-	-	-	-	15,769	16,034
Housing Incentives	15,331	24,343	-	-	-	-	24,343	-	-
Insurance	413,870	403,662	246,048	21,585	-	12,504	101,178	7,431	14,916
Interest Expense	156,996	137,341	-	-	-	-	137,341	-	-
Janitorial/Sanitation	104,739	147,132	-	-	96,492	-	23,466	27,174	-
Laundry	83,666	82,366	-	-	52,012	-	30,131	223	-
Licenses/Permits/Fees	144,846	165,639	198	9,066	15,414	139,688	1,250	-	23
Loss on Refunding of Bonds	374,231	-	-	-	-	-	-	-	-
Management Services Fee	857,310	944,189	-	289,730	-	-	289,729	75,000	289,730
Miscellaneous	70,089	91,754	10,245	1,703	20,889	8,920	27,280	19,779	2,938
Non-Student Tax	14,724	15,011	-	-	15,011	-	-	-	-
Obsolete Merchandise	22,904	44,788	-	44,788	-	-	-	-	-
Office Supplies	124,456	119,388	-	29,041	11,117	29,719	30,474	2,003	17,034
Paper Supplies	275,093	252,388	-	-	182,498	-	38,346	-	31,544
Possessory Interest Tax	150,195	3,259,856	3,259,856	-	-	-	-	-	-
Postage/Freight	32,932	26,374	-	5,705	7	12,129	8,431	-	102
Rent/Rental	134,016	103,893	-	13,102	49,099	29,549	6,084	6,059	-
Repairs/Maintenance	713,570	618,332	1,130	36,621	149,802	43,874	169,842	18,910	198,153
Resident Advisor Meals	169,347	172,013	-	-	101,435	-	70,578	-	-
Royalties	125,808	133,159	-	-	133,159	-	-	-	-

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
 THE CALIFORNIA STATE UNIVERSITY AUXILIARY ORGANIZATION
 STATEMENTS OF ACTIVITIES
 FOR THE YEAR ENDED JUNE 30, 2017 WITH COMPARATIVE TOTALS FOR 2016

	2016 TOTAL	2017 TOTAL	RESTRICTED	COMMERCIAL OPERATIONS			UNIVERSITY COURTYARD	STUDENT REC CENTER	UNIVERSITY STUDENT UNION
			FUND SAVE MART CENTER	BOOKSTORE	FOOD SERVICES	ADMIN			
Save Mart Seat Licenses	300,000	300,000							300,000
Security Services	38,697	38,788			-	38,788			-
Smallwares	110,949	99,930	1,127		42,539		56,264		
Student Programs	190,148	165,500						10,980	154,520
Telephone/Communications	36,869	36,048		8,057	5,070	6,235	10,119	1,048	5,519
Travel/Training	54,179	64,653		5,419	5,607	17,383	22,814	1,801	11,629
University Donations	105,915	96,382	4,136	1,853	25,671	63,174	1,548		-
USU Co-Sponsorships	3,920	1,952							1,952
Utilities	1,381,753	1,325,446		37,526	209,007	19,257	519,787	431,660	108,209
Warehouse Expense	15,023	13,989			13,989				
Wilkinson Group Fee	180,000	180,000	180,000						
Total Expenses and Losses	39,048,563	42,132,404	9,868,827	10,157,390	9,318,641	3,238,940	4,556,126	1,515,693	3,476,787
Net Income (Loss) from Operations	\$ (1,155,269)	\$ (7,369,775)	\$ (6,231,534)	\$ (466,216)	\$ (951,202)	\$ -	\$ 658,494	\$ 40,636	\$ (419,953)
Allocation of Income:									
Auxiliary Activities Fund									
Other	\$ 3,157,209	\$ (758,925)		\$ (466,216)	\$ (951,202)	\$ -	\$ 658,494	\$ 40,636	
Student Recreation Center	75,000	40,636							
University Student Union	123,149	(419,953)							\$ (419,953)
Restricted Fund Save Mart Center	(4,510,627)	(6,231,534)	(6,231,534)						
Total Amount Allocated	\$ (1,155,269)	\$ (7,369,775)	\$ (6,231,534)	\$ (466,216)	\$ (951,202)	\$ -	\$ 658,494	\$ 40,636	\$ (419,953)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SCHEDULE OF STUDENT FEE OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2016 ACTUAL	2017 ACTUAL
REVENUES:		
Amount Received from Student Body Center Fees	\$ 3,620,000	\$ 3,651,000
Revenues from Operations	1,000,917	962,163
Total Revenues	4,620,917	4,613,163
EXPENDITURES:		
Payroll	1,599,143	1,689,138
Employee Benefits	589,086	1,118,325
Operating Expenses:		
Advertising/Printing	8,048	7,054
Audit/Legal Fees	0	0
Bad Debts	0	25
Computer Supplies/Expense	34,098	35,840
Consulting	55	0
Contracted Services	65,274	72,366
Copier Lease	6,299	6,059
Credit Card Fees	13,143	11,329
Depreciation	278,754	278,168
Dues/Meetings/Subscriptions	10,053	8,665
Employee Recruitment	1,783	1,429
Equipment Purchased	45,940	31,803
Insurance	22,401	22,347
Janitorial	64,298	58,513
Laundry	257	223
Management Services Agreement Fee	335,770	364,730
Miscellaneous	18,038	18,733
Office Supplies	17,092	19,243
Over/Short	51	857
Postage/Freight	181	102
Repairs/Maintenance	206,162	217,063
Save Mart Seat Licenses	300,000	300,000
Student Programs	190,148	165,500
Telephone/Communications	6,775	6,567
Travel/Training	5,539	13,430
Uniforms	3,366	3,128
USU Co-Sponsorships	3,920	1,952
Utilities	597,092	539,869
Total Expenditures	4,422,768	4,992,480
Operating Surplus (Deficit)	\$ 198,149	\$ (379,317)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SCHEDULE OF INVESTMENTS
AS OF JUNE 30, 2017

INVESTMENTS	COST	MARKET VALUE AT 6/30/17	DATE OF PURCHASE	MATURITY DATE	STATED RATE OF RETURN
<u>Money Markets:</u>					
2.1141 Citibank- Money Market	\$ 6,495,000	\$ 6,495,000			0.46%
2.1142 Local Agency Investment Fund	8,912,472	8,912,472			0.92%
Total Money Market Investments	15,407,472	15,407,472			
 <u>Common Funds:</u>					
2.1505 Common Fund Multi-Strategy Equity Fund	150,000	2,558,159	10/31/86		17.73%
Common Fund Value Equity Fund	350,500	-	10/31/86		
Total Common Funds	500,500	2,558,159			
 <u>Mutual Funds:</u>					
2.1501 Smith Barney Managed Government Fund	331,493	337,585	VARIOUS		4.11%
2.1508 Dodge & Cox Income Fund	424,183	448,878	6/30/99		3.24%
2.1508 Dodge & Cox Balanced Fund	424,183	887,289	6/30/99		20.02%
Total Mutual Funds	1,179,860	1,673,752			
 <u>Goldman Sachs:</u>					
2.1503 Goldman Sachs Conservative Portfolio	6,000,000	6,263,593	7/28/16		4.39%
Total Long Term Investments	7,680,360	10,495,505			
Total Investments	\$ 23,087,832	\$ 25,902,976			

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
INCOME:			
Management Services Agreement Fees:			
Agricultural Foundation	\$ 150,200	\$ 164,000	\$ 164,000
Associated Students	57,687	59,418	59,418
Bookstore	260,770	300,000	289,730
Food Services	260,770	300,000	289,730
Foundation	708,573	724,702	716,435
Fresno State Programs for Children, Inc.	68,206	71,616	71,616
Kenneth L. Maddy Institute	9,500	9,785	9,785
Student Recreation Center	75,000	75,000	75,000
University Courtyard	260,770	300,000	289,730
University Student Union	260,770	300,000	289,730
AOCOMP Refund	9,638	0	22,705
AQUIT Refund	241,119	0	111,358
Insurance Refunds	11,268	20,000	6,221
Investment Income	124,689	100,000	316,876
Miscellaneous Income	17,459	30,000	4,055
Rental Income - ATM	7,700	8,400	8,400
Unrealized Gains/(Loss) on Investments	(73,789)	0	514,152
Total Revenue	2,450,330	2,462,921	3,238,940
 EXPENSES:			
Administration:			
Payroll:			
Benefitted (Including Reimbursed)	644,224	725,556	616,409
Students/Part Time	11,470	43,543	16,751
Employee Benefits	293,579	312,600	298,103
Actual Retired Employee Benefits	82,579	80,000	82,648
Accrued Retired Employee Benefits	20,482	0	530,471
Total Payroll	1,052,335	1,161,699	1,544,381
Audit Fees	34,793	35,000	34,345
Audit Fees - Chancellor's Office	0	12,000	0
Bank Charges	1,009	5,000	296
Building Association Fees	4,979	5,000	5,609
Computer Lease	5,430	7,500	6,249
Copier Lease	10,596	12,000	10,989
CSU Centrally Paid Indirect Costs	13,341	30,000	15,841
Custodial/Building Maintenance	8,084	9,000	7,983
Depreciation:			
Buildings	91,626	91,600	94,633
Equipment	11,455	9,654	9,770
Dues/Memberships/Subscriptions	6,206	6,000	6,290
Employee Recruitment	188	500	433
Equipment Maintenance/Repair	12,314	10,000	18,417

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
Administration (Continued):			
Insurance	12,769	12,504	12,504
Investment Fees	8,659	9,000	25,170
Legal Fees	120	500	2,048
Licenses/Permits/Fees	577	1,000	419
Miscellaneous	4,980	2,500	6,303
Office Lease - 2763 E. Shaw, Suite 103	27,840	28,000	18,560
Office Supplies	21,010	18,000	19,417
Postage	15,704	10,000	11,858
Records Retention	1,190	1,200	2,345
Security - Cash Handling	36,722	40,000	36,808
Telephone/Communications	4,073	4,500	3,897
Travel/Training	5,541	7,000	6,364
Utilities	17,182	18,000	18,051
Administration Sub-Total	1,408,723	1,547,157	1,918,981
Human Resources/Payroll:			
Payroll:			
Benefitted	286,806	288,583	304,644
Student	0	0	12,745
Employee Benefits	90,694	97,050	103,261
Actual Retired Employee Benefits	25,570	24,000	25,138
Accrued Retired Employee Benefits	(24,055)	0	160,742
Total Payroll	379,015	409,633	606,531
Computer Lease	2,491	2,812	2,809
Consulting	3,238	0	0
Dues/Memberships/Subscriptions	340	200	0
Employee Assistance Program	10,000	10,000	10,000
Employee Recruitment	788	200	232
Legal Fees	490	500	0
Miscellaneous	510	500	1,116
Office Supplies/Postage	7,430	8,000	10,177
Safety Program	1,975	3,000	1,980
Software	6,613	6,000	6,310
Telephone/Communications	1,637	1,700	1,213
Travel/Training	5,015	1,000	9,037
Human Resources/Payroll Sub-Total	419,542	443,545	649,710

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
Management Information Systems:			
Payroll:			
Benefitted	163,763	154,633	162,310
Student	0	12,000	0
Employee Benefits	79,040	82,241	96,549
Accrued Retired Employee Benefits	149,929	10,000	163,253
Total Payroll	<u>392,732</u>	<u>258,874</u>	<u>422,111</u>
Computer Hardware/Repair (minor)	1,521	9,700	409
Computer Lease	1,248	1,500	1,260
Computer Software/Licenses	507	1,500	136
Computer Supplies	79	500	0
Conf, Seminars, Educ	1,586	0	1,826
Consulting	2,425	5,000	5,010
Depreciation	49,922	54,871	49,139
Dues/Memberships/Subscriptions	0	100	30
Maintenance Contracts	14,007	0	14,279
Miscellaneous	535	500	1,502
Office Supplies/Postage	375	600	386
Postage/Freight	0	0	11
Software Support Fees	100,091	107,160	108,490
Telephone/Communications	1,701	1,500	1,125
Travel/Training	164	2,500	156
Utilities	1,819	2,300	1,205
M.I.S. Sub-Total	<u>568,712</u>	<u>446,605</u>	<u>607,075</u>
University Donations			
Save Mart Center Suite	50,000	50,000	50,000
President's Suite-Catering	853	0	674
University Donations	2,500	0	12,500
University Donations Sub-Total	<u>53,353</u>	<u>50,000</u>	<u>63,174</u>
Total Expenses	<u>2,450,330</u>	<u>2,487,308</u>	<u>3,238,940</u>
NET	<u>\$ 0</u>	<u>\$ (24,387)</u>	<u>\$ -</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
 BOOKSTORE
 STATEMENT OF OPERATIONS
 FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Sales:			
Computer/Electronics:			
Computers	\$ 4,214,853	\$ 2,500,000	\$ 2,011,009
Electronics	66,763	70,000	59,146
Software	7,513	10,000	4,133
Tech Accessories	0	100,000	68,430
Data Plans	69,169	50,000	7,380
Extended Warranty	132,055	80,000	13,762
Course Books:			
General Books	20,564	20,000	24,577
New Textbooks	3,772,360	4,000,000	3,175,510
Used Textbooks	725,314	775,000	727,281
Textbook Rental	1,160,780	1,300,000	1,088,889
Online Books	20,658	80,000	14,029
General Merchandise	998,986	900,000	890,197
Non-Merchandise	4,847	5,000	6,306
Soft Goods	827,919	835,000	838,700
Supplies	318,084	340,000	332,950
Vendor Commissions	361,203	60,000	116,087
Total Sales	12,701,068	11,125,000	9,378,387
Cost of Goods Sold	9,299,361	8,276,050	6,770,065
Gross Margin	3,401,707	2,848,950	2,608,322
Operating Expenses:			
Payroll:			
Benefitted	578,596	585,000	601,959
Non-Benefitted	38,259	33,000	28,877
Student	364,764	358,000	349,342
Employee Benefits	368,629	362,000	358,703
Actual Retired Employee Benefits	161,794	185,000	153,752
Accrued Retired Employee Benefits	56,480	0	962,792
Total Payroll	1,568,521	1,523,000	2,455,425
Advertising	3,546	5,000	4,900
Computer Lease	8,327	10,000	8,795
Confections/Cups/Sleeves/Lids	246	500	475
Consulting	30,988	0	0
Credit Card Fees	156,392	150,000	113,255
Depreciation	27,972	26,694	24,933
Donations	6,624	5,000	1,853
Dues/Memberships/Subscriptions	18,821	17,000	13,636
Insurance	21,315	23,320	21,585
Licenses/Permits/Fees	7,648	10,000	9,066
Management Services Agreement Fee	260,770	300,000	289,730
Minor Equipment	24,756	16,000	2,807
Miscellaneous	3,645	3,000	1,229
Obsolete Merchandise	22,904	35,000	44,788
Office Supplies	35,257	34,000	29,041

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
 BOOKSTORE
 STATEMENT OF OPERATIONS
 FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	<u>2015 - 16</u>	<u>2016 - 17</u>	<u>2016 - 17</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
Operating Expenses (Continued):			
Postage/Freight	4,997	8,000	5,705
Repairs/Maintenance	22,251	20,000	30,865
Maintenance Contracts	4,009	7,000	2,949
Telephone/Communications	8,188	8,000	8,057
Travel/Training	4,260	5,000	5,419
Uncollectible Debt	5,143	2,500	4,603
Utilities	28,000	28,000	37,526
Total Operating Expenses	<u>2,274,580</u>	<u>2,237,014</u>	<u>3,116,640</u>
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ 1,127,127</u>	<u>\$ 611,936</u>	<u>\$ (508,318)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
 BOOKSTORE - KENNEL COPY CENTER
 STATEMENT OF OPERATIONS
 FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
INCOME:			
Copy Center Services	\$ 70,435	\$ 85,000	\$ 70,902
Photocopying	14,087	20,000	15,358
Syllabus	248,346	250,000	226,528
Total Income:	332,868	355,000	312,788
Cost Of Goods Sold	53,100	55,000	46,078
Gross Margin	279,769	300,000	266,709
EXPENSES:			
Payroll:			
Benefitted	57,851	57,752	59,366
Student	30,449	33,000	27,972
Employee Benefits	42,486	42,916	45,934
Total Payroll	130,786	133,668	133,272
Computer Lease	1,015	1,000	1,032
Copier Lease	13,113	13,500	13,102
Office Supplies	0	100	0
Repairs/Maintenance	524	300	1
Syllabus Expense	81,885	80,000	77,202
Total Expenses	227,324	228,568	224,607
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 52,445	\$ 71,432	\$ 42,102

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SAVE MART CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
REVENUES:			
Advertising	\$ 590,000	\$ 650,000	\$ 581,250
Campus Pointe - Ground Lease	512,349	514,200	543,556
Donation Revenue	1,801,217	2,950,000	1,973,539
Insurance Refund	11,558	0	11,000
Interest Income	(19,131)	4,000	(42,653)
Other Income	1,966	0	0
Student Seat Licenses	300,000	300,000	300,000
Unrealized Gain on Investments	5,467	25,000	162,056
Vendor Rebates	138,783	100,000	108,545
Total Revenues	3,342,209	4,543,200	3,637,293
EXPENSES:			
Advances to SMG Operating	1,344,132	1,400,000	1,019,777
Advertising/Printing	22	2,500	0
Audit/Legal Fees	65,988	50,000	34,376
Capital Lease Expense - SRB 2005 Bonds	2,368,044	1,980,478	1,980,478
Corporate Sponsor Entitlements	0	2,000	15,000
Credit Card Fees	3,039	2,000	4,583
Donor Stewardship/Cultivation	5,032	10,000	4,136
Insurance	249,911	236,435	246,048
License, Permits, Fees	191	500	198
Loss on Refunding of Bonds	374,231	0	0
Miscellaneous	0	500	10,245
Possessory Interest Taxes	150,195	125,000	3,259,856
Repairs/Maintenance	0	1,000	1,130
Smallwares	0	10,000	1,127
Wilkinson Group Fee	180,000	180,000	180,000
Total Expenses	4,740,786	4,000,413	6,756,955
SURPLUS/(DEFICIT) BEFORE ENTITLEMENTS AND NON-CASH EXPENDITURES	(1,398,577)	542,787	(3,119,662)
Entitlements and Non-Cash Expenditures:			
Athletic Corporation Entitlements	265,855	270,000	250,855
Bond Expenses:			
Bond Issue - 2005	10,378	36,393	11,394
Capital Lease Principal		1,925,000	
Depreciation:			
Building	2,609,301	2,621,317	2,607,637
Equipment	226,516	227,963	241,984
SURPLUS/(DEFICIT) TO RESERVE FOR SAVE MART CENTER	\$ (4,510,627)	\$ (4,537,885)	\$ (6,231,534)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Student Fees Returned to Operations	\$ 1,310,000	\$ 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	59,497	54,000	59,167
Other Rental Income	15,323	15,000	22,001
Rental Income, Lockers	2,330	3,500	2,950
Retail Sales	23,603	23,500	18,499
Personal Training	0	2,880	2,345
Summer Camp	38,645	1,000	(55)
Towel Service	1,540	1,500	1,245
Donation-Associated Students-Capital Equipment	7,000	10,000	10,000
Interest Income	451	1,100	991
Miscellaneous	7,425	9,000	5,657
	<hr/>	<hr/>	<hr/>
Total Income	1,589,342	1,555,009	1,556,329
EXPENSES:			
Payroll:			
Benefitted	252,533	285,551	286,718
Non-Benefitted	21,856	28,000	20,223
Student	234,859	227,300	240,922
Employee Benefits	166,205	174,285	184,620
Accrued Retired Employee Benefits	3,022	0	39,486
Total Payroll	<hr/>	<hr/>	<hr/>
Advertising/Marketing/Promotions	170	4,500	1,949
Bad Debt Expense	0	0	25
Computer Expense:			
Lease	4,130	4,000	4,434
Maintenance Fees	10,235	12,068	12,267
Contracted Services:			
Landscape	17,369	15,500	16,785
Elevator Service	1,736	3,000	1,714
Engineering Services - HVAC	23,777	23,791	24,962
Fitness Equipment	2,675	14,250	8,355
Group Fitness	14,102	14,500	14,291
Pest Management	2,275	2,500	2,220
Copier Lease	6,245	6,500	6,059
Credit Card Fees	2,172	1,500	2,354
Depreciation	38,933	38,376	32,435
Dues/Memberships/Subscriptions	1,481	1,275	55
Employee Recruitment	403	300	0
Equipment:			
Building	5,012	10,000	1,415
Check Out	1,164	1,000	2,506
Exercise	27,932	5,000	11,848
Group Fitness	548	2,500	0

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
EXPENSES (CONTINUED):			
Insurance	7,654	7,700	7,431
Janitorial Supplies	26,502	25,500	27,174
Laundry	257	450	223
Management Services Agreement Fee	75,000	75,000	75,000
Miscellaneous	101	500	62
Office Supplies/Postage	2,090	2,163	2,003
Over/Short	2	0	265
Program/Special Events	22,121	10,000	10,980
Repairs/Maintenance:	33,697	10,000	18,910
Retail - Cost of Goods Purchased	17,696	19,501	17,321
Telephone/Communications	1,235	3,000	1,542
Travel/Training	1,509	2,500	1,801
Uniforms	1,715	3,260	2,131
Utilities	482,592	460,000	431,660
Waste Management	3,340	3,358	3,543
	1,514,342	1,548,628	1,515,693
Total Disbursements			
 SURPLUS (DEFICIT) TO RESERVE FOR STUDENT RECREATION CENTER			
	\$ 75,000	\$ 6,381	\$ 40,636

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016**

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
SALES:			
Rent	\$ 4,818,497	\$ 4,437,580	\$ 4,480,877
Application Fee	51,835	50,000	53,694
Assessments	18,000	30,000	28,915
ATM Commission	822	1,500	668
Safe Commission	4,807	6,000	4,273
Damage Assessments	8,975	6,000	5,356
Interest Income - Bond Account	180	0	0
Key Charges	12,050	15,000	11,120
Late Fees	17,760	17,000	14,050
Miscellaneous	23,169	20,000	29,145
Processing Fees	20,940	20,000	16,555
Rebate - Energy	382	0	45
Service Charges	49,010	55,000	44,300
Summer Conferences	407,241	275,000	364,366
Summer Session Rent	36,241	20,000	39,538
Vendor/Laundry Commissions	20,788	15,000	21,721
CSUF Contributions	0	0	100,000
Total Income	5,490,698	4,968,080	5,214,620
EXPENSES:			
General	2,305,309	2,260,475	2,369,606
Marketing	127,983	109,484	107,333
Summer Conferences	370,322	401,369	385,089
Physical Plant	1,528,158	1,499,186	1,498,816
Resident Life	192,971	211,692	195,282
Total Expenses	4,524,743	4,482,206	4,556,126
SURPLUS TO RESERVE FOR UNIVERSITY COURTYARD	\$ 965,955	\$ 485,874	\$ 658,494

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
General:			
Payroll:			
Benefitted	\$ 249,646	\$ 287,074	\$ 214,992
Non Benefitted	79	0	7,139
Student	195,148	142,496	162,107
Employee Benefits	128,194	138,734	98,915
Accrued Retired Employee Benefits	61,305	0	97,674
Total Payroll	634,372	568,304	580,828
Advertising and Printing	910	300	1,828
Allowance for Uncollectible Debt	19,136	20,000	73,874
Bond Amortization:			
Bond Issue - 2011	40,827	42,500	42,481
Cable TV	66,020	66,000	75,206
Computer Lease	8,902	9,000	9,523
Computer Supplies	7,369	0	7,642
Copier Lease	0	12,000	0
Credit Card Fees	55,398	60,000	61,311
Depreciation:			
Buildings	441,835	433,811	443,195
Equipment	368,148	384,700	388,722
Donations	0	0	1,548
Dues/Memberships/Subscriptions	332	1,000	442
Employee Recruitment	85	200	1,194
Financial Aid Fee Assessment	65	0	0
Housing Incentive	15,331	20,000	24,343
Insurance	107,474	97,310	101,178
Interest Expense:			
Bond Debt	156,996	137,350	137,341
Management Services Agreement Fee	260,770	300,000	289,730
Miscellaneous	14,095	8,000	20,102
Office Supplies	14,506	17,000	14,357
Over/Short	(70)	0	(46)
Postage	0	0	67
Repairs/Maintenance	0	0	1,008
Residence Advisor Meals	69,327	60,000	69,559
Software Agreement - CBORD	7,959	9,000	13,371
Telephone/Communications	8,170	9,000	8,187
Travel/Training	7,353	5,000	2,615
Total General	\$ 2,305,309	\$ 2,260,475	\$ 2,369,606

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Marketing			
Payroll:			
Benefitted	\$ 21,917	\$ 20,800	\$ 14,076
Student	28,380	27,937	25,226
Employee Benefits	4,001	4,547	4,586
Actual Retired Employee Benefits	4,249	11,000	4,334
Total Payroll	<u>58,547</u>	<u>64,284</u>	<u>48,222</u>
Advertising/Printing	44,554	25,000	36,891
Computer Lease	1,845	2,500	1,971
Computer Supplies	1,826	1,500	2,196
Miscellaneous	2,754	500	21
Office Supplies	6,082	2,000	9,376
Postage	12,032	12,000	8,364
Software	264	1,000	0
Telephone/Communications	0	500	0
Travel/Training	78	200	291
Total Marketing	<u>\$ 127,983</u>	<u>\$ 109,484</u>	<u>\$ 107,333</u>
Summer Conferences			
Payroll:			
Benefitted	\$ 21,917	\$ 20,800	\$ 14,076
Student	31,249	32,922	33,345
Temporary	2,090	0	2,226
Employee Benefits	4,575	4,547	4,765
Total Payroll	<u>59,832</u>	<u>58,269</u>	<u>54,413</u>
Advertising/Printing	1,902	600	2,141
Computer Lease	511	500	522
Computer Supplies	0	500	0
Contract Services:			
Housekeeping	171,571	170,000	175,623
Refrigeration/Maintenance	0	20,000	0
Employee Procurement	160	0	0
Equipment Rental	1,042	4,000	0
Janitorial Supplies	0	6,000	10,371
Laundry	10,760	13,000	11,631
Miscellaneous	2,314	500	2,257
Office Supplies	462	500	261
Paper Supplies	0	5,000	7,722
Telephone/Communications	182	500	(55)
Travel/Training	1,586	2,000	205
Utilities	120,000	120,000	120,000
Total Summer Conferences Expenses	<u>\$ 370,322</u>	<u>\$ 401,369</u>	<u>\$ 385,089</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Physical Plant			
Payroll:			
Benefitted	\$ 44,241	\$ 84,344	\$ 85,645
Student	4,725	4,680	4,450
Part-Time/Contract Labor	31,850	25,000	35,224
Employee Benefits	27,898	41,562	47,714
Total Payroll	108,714	155,586	173,032
Contract Services:			
Exterminator	24,352	20,000	26,378
Housekeeping	469,290	465,000	480,629
Key System	10,264	9,000	13,403
Landscape/Grounds Maintenance	20,484	35,000	20,455
Pool Service	8,940	8,000	14,112
Refrigeration/Heating	44,367	78,000	33,319
Waste Services	21,737	20,000	26,262
Total Contract Services	599,434	635,000	614,558
Equipment Rental	5,764	6,000	6,084
Janitorial Supplies	12,350	17,000	13,095
Key System Maintenance	534	14,000	103
Landscape Maintenance (Non-Contract)	5,327	20,000	15,975
Laundry	12,224	10,000	18,500
Licenses/Fees	7,846	400	428
Miscellaneous	647	500	384
Office Supplies	1	100	396
Paper Supplies	51,311	40,000	30,624
Refrigeration/Heating (Non-Contract)	178,197	50,000	70,067
Repairs/Maintenance	78,365	60,000	98,768
Smallwares	44,886	40,000	56,264
Telephone/Communications	301	500	580
Travel/Training	6	100	172
Utilities	422,249	450,000	399,787
Total Physical Plant	\$ 1,528,158	\$ 1,499,186	\$ 1,498,816

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY COURTYARD
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
<u>Resident Life</u>			
Payroll:			
Benefitted	\$ 38,983	\$ 41,600	\$ 44,480
Student	92,216	99,269	96,094
Employee Benefits	17,324	13,523	16,888
Total Payroll	148,522	154,392	157,463
BACCHUS	0	500	0
Computer Lease	2,189	2,500	2,110
Dues/Memberships/Subscriptions	166	400	0
Employee Recruitment	2,408	0	995
Miscellaneous	4,178	3,000	4,562
Office Supplies	8,045	5,000	6,083
Parking	690	700	822
Programming	12,399	12,000	13,373
Public Safety Assistants	1,486	1,700	1,289
Repair/Maintenance	138	0	0
RHA Expense	1,540	2,000	1,020
Telephone/Communications	560	1,500	1,407
Travel/Training	10,652	12,000	6,158
Tuition/Fees/Books	0	16,000	0
Total Resident Life Expenses	\$ 192,971	\$ 211,692	\$ 195,282

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
Sales:			
The Bucket Grill & Pub	\$ 412,753	\$ 310,000	\$ 497,221
Catering	1,687,001	1,494,000	1,311,393
Commissions	16,777	16,300	19,751
Library Café/Starbucks	815,329	755,000	867,148
Mobile Food Truck	70,742	85,000	58,246
Convenience Stores	398,208	370,000	408,617
UC Food Court	266,401	265,000	260,862
University Dining Hall	4,009,231	4,062,850	3,687,291
USU Food Court	970,610	928,000	965,597
Union Snack Bar	308,149	310,000	291,314
Total Sales	<u>8,955,203</u>	<u>8,596,150</u>	<u>8,367,439</u>
Less: Cost of Goods Purchased	<u>3,037,354</u>	<u>3,045,280</u>	<u>2,836,930</u>
Gross Profit on Sales	5,917,849	5,550,870	5,530,509
Operating Expenses:			
Payroll:			
Benefitted	708,823	761,519	807,865
Non-Benefitted	623,799	646,923	632,515
Student	619,685	626,060	721,841
Employee Benefits	524,091	425,773	542,942
Total Payroll	<u>2,476,397</u>	<u>2,460,275</u>	<u>2,705,164</u>
Advertising/Printing	1,471	0	8,361
Advertising-Franchise	22,620	23,700	23,303
Allowance for Uncollectible Debt	12,757	20,000	49,116
Amortization	3,000	3,000	3,000
Bank Charges	11,805	0	15,917
Cable TV Service	2,178	2,000	2,277
Commissions	0	2,700	0
Computer Lease	2,568	3,700	2,310
Computer Supplies	5,042	4,800	7,133
Contract Services - USU Building Operations	30,000	30,000	30,000
Credit Card Fees	158,797	100,500	135,179
Depreciation	258,565	231,848	292,595
Donations	40,906	0	25,671
Dues/Memberships/Subscriptions	135	100	(318)
Employee Recruitment	2,249	1,100	1,004
Equipment Rental	66,794	40,500	46,789
Food Service Administration Expense	702,588	855,300	2,009,639
Janitorial/Sanitation	65,887	56,900	96,492
Laundry	60,424	49,500	52,012
Licenses/Permits/Fees	11,923	9,700	13,137
Maintenance Fees - CBORD	5,935	6,000	6,133

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016**

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
Operating Expenses (Continued):			
Miscellaneous	7,490	13,500	18,540
Non-Student Tax	14,724	14,000	15,011
Office Supplies	14,764	9,950	11,117
Over/Short	505	0	771
Paper Supplies	185,417	157,500	182,498
Postage/Freight	17	600	7
Repairs /Maintenance	149,387	150,000	138,972
Resident Advisor Meals	98,480	90,000	101,435
Royalties	125,808	120,200	133,159
Smallwares	66,063	73,500	42,539
Telephone/Communications	5,282	8,750	5,070
Travel/Training	0	900	5,607
Uniforms	6,807	9,600	1,578
University Student Union Rent	72,800	75,000	72,800
Utilities	195,412	193,212	209,007
Vehicle Expense	6,146	12,000	4,697
Warehouse Expense	15,023	10,000	13,989
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	4,906,166	4,840,335	6,481,711
	<hr/>	<hr/>	<hr/>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 1,011,682	\$ 710,535	\$ (951,202)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
ADMINISTRATION
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
EXPENSES:			
Payroll:			
Benefitted	\$ 130,467	\$ 162,769	\$ 142,797
Non-Benefitted	35,334	11,268	13,528
Student	7,091	5,182	18,823
CSUF Reimb Salaries	0	0	11,348
Employee Benefits	57,629	62,174	74,296
Actual Retired Employee Benefits	193,331	200,000	189,622
Accrued Retired Employee Benefits	(94,162)	0	1,136,130
Total Payroll and Benefits	<u>329,690</u>	<u>441,393</u>	<u>1,586,543</u>
Advertising	25	0	300
Computer Lease	2,874	2,000	3,100
Computer Supplies	71	500	0
Consulting Fees	4,050	0	0
Copier Lease	4,568	4,500	4,179
Dues/Memberships/Subscriptions	0	500	550
Employee Recruitment	12,783	15,000	14,510
Equipment Rental	286	500	330
Insurance	29,106	28,966	30,771
License/Permits/Fees	2,659	0	1,579
Management Services Agreement Fee	260,770	300,000	289,730
Miscellaneous	1,313	5,000	4,744
Office Supplies	7,208	7,000	7,076
Postage/Freight	117	200	141
Repairs/Maintenance	3,601	5,000	5,172
Smallwares	0	0	7,956
Software	33,904	30,000	38,418
Telephone/Communications	2,203	2,200	2,829
Travel/Training	0	2,000	0
Uniforms	495	500	5,840
Vehicle Expense	6,865	10,000	5,871
	<u>702,588</u>	<u>855,259</u>	<u>2,009,639</u>
Total Expenses	<u>702,588</u>	<u>855,259</u>	<u>2,009,639</u>
Administration Distributed to Units	<u>\$ 702,588</u>	<u>\$ 855,259</u>	<u>\$ 2,009,639</u>

DISTRIBUTION OF JUNE 30, 2017 AND 2016 FOOD SERVICE ADMINISTRATION EXPENSE:

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
The Bucket Grill & Pub	\$ 14,050	\$ 17,100	\$ 40,179
Catering	49,212	59,900	140,743
Library Café/Starbucks	56,201	68,400	160,715
University Center Food Court	14,050	17,100	40,179
University Dining Hall	477,711	581,600	1,366,545
USU Food Court	77,313	94,100	221,100
Union Snack Bar	14,050	17,100	40,179
	<u>702,588</u>	<u>855,300</u>	<u>2,009,639</u>
Total Administration Allocated	<u>\$ 702,588</u>	<u>\$ 855,300</u>	<u>\$ 2,009,639</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - THE BUCKET GRILL & PUB
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Sales:			
Beverages - Alcoholic	\$ 28,485	\$ 30,000	\$ 38,335
Food/Beverages	384,218	280,000	458,884
Office Coffee	50	0	0
Total Sales	412,753	310,000	497,220
Less: Cost of Food Purchased	150,859	117,800	184,001
 Gross Profit on Sales	 261,894	 192,200	 313,218
 Operating Expenses:			
Payroll:			
Benefitted	31,133	33,430	40,165
Non-Benefitted	48,522	52,823	48,266
Student	29,171	20,000	51,463
Employee Benefits	21,912	14,716	25,351
Total Payroll	130,738	120,969	165,244
Advertising/Printing	404	0	472
Bank Charges	3,519	1,500	4,930
Cable TV Service	2,178	2,000	2,277
Commission	2,783	0	3,868
Depreciation	3,456	2,402	2,401
Food Service Administration	14,050	17,100	40,179
Janitorial/Sanitation	5,365	8,000	6,553
Laundry	3,132	2,000	3,018
Licenses/Permits/Fees	1,704	2,000	1,704
Miscellaneous	0	200	245
Non-Student Tax	2,919	2,000	3,453
Office Supplies	490	500	403
Over/Short	279	0	145
Paper Supplies	18,529	9,000	27,839
Repairs/Maintenance	10,499	15,000	6,367
Royalties - Me N Ed's	4,204	2,500	5,137
Smallwares	8,987	5,000	5,175
Telephone/Communications	357	950	417
Travel/Training	0	0	80
Uniforms	0	500	257
Utilities	8,500	8,500	9,004
 Total Operating Expenses	 222,093	 200,121	 289,167
 SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	 \$ 39,800	 \$ (7,921)	 \$ 24,052

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CATERING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Sales:			
Beverages - Alcoholic	\$ 32,237	\$ 15,000	\$ 25,713
Equipment Rental	67,640	75,000	71,172
General Sales	1,567,637	1,400,000	1,197,793
Miscellaneous	19,487	4,000	16,715
Total Sales	1,687,001	1,494,000	1,311,393
Less: Cost of Food Purchased	474,205	470,000	376,854
Gross Profit on Sales	1,212,797	1,024,000	934,539
Operating Expenses:			
Payroll:			
Benefitted	260,418	274,630	264,939
Non-Benefitted	87,712	80,953	103,129
Student	78,035	77,236	85,466
Employee Benefits	180,324	160,286	172,987
Total Payroll	606,487	593,105	626,521
Advertising/Printing	24	0	540
Bank Charges	192	0	266
Computer Lease	842	1,300	888
Depreciation	11,964	11,964	11,964
Dues/Memberships/Subscriptions	68	100	58
Employee Recruitment	25	100	0
Equipment Rental	59,504	40,000	45,934
Food Service Administration	49,212	59,900	140,743
Janitorial/Sanitation	5,119	750	23,344
Laundry	27,944	20,000	23,886
Licenses/Permits/Fees	2,198	500	1,448
Miscellaneous	2,135	3,000	3,545
Office Supplies	7,925	2,500	5,837
Paper Supplies	91,047	55,000	55,692
Repairs/Maintenance	4,587	8,000	(41)
Smallwares	22,659	30,000	7,689
Software	3,250	0	0
Telephone/Communications	1,350	2,500	1,132
Travel/Training	6,146	0	5,408
Uniforms	1,528	3,000	407
Utilities	6,000	6,000	6,545
Vehicle Expense	6,146	10,000	4,697
Total Operating Expenses	916,352	847,719	966,503
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 296,445	\$ 176,281	\$ (31,964)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - COMMISSIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Income:			
Rentals:			
Juice It Up-Ice	\$ 6,000	\$ 6,300	\$ 5,300
Vending Machines	10,777	10,000	14,451
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 16,777	\$ 16,300	\$ 19,751

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - DONATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Operating Expenses:			
University Donations	\$ 40,906	\$ -	\$ 25,669
DEFICIT TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (40,906)	\$ -	\$ (25,669)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - LIBRARY CAFÉ - STARBUCKS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016**

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Sales:			
General	\$ 815,329	\$ 755,000	\$ 867,148
Less: Cost of Food Purchased	300,409	302,000	332,892
Gross Profit on Sales	514,920	453,000	534,256
Operating Expenses:			
Payroll:			
Benefitted	37,867	41,600	56,605
Non-Benefitted	13,022	12,449	30,784
Student	152,939	150,000	138,582
Employee Benefits	24,654	13,152	30,212
Total Payroll	228,481	217,200	256,182
Advertising/Printing	839	1,000	1,788
Amortization	3,000	3,000	3,000
Computer Lease	2,166	500	579
Credit Card Fees	29,861	18,000	27,421
Depreciation	39,145	39,145	39,145
Dues/Memberships/Subscriptions	68	0	0
Employee Recruitment	2,224	500	1,004
Food Service Administration	56,201	68,400	160,715
Janitorial/Sanitation	(12)	1,000	3,615
Laundry	5,499	2,000	3,217
Licenses/Permits/Fees	350	400	350
Miscellaneous	3,776	1,000	4,965
Office Supplies	1,323	2,000	888
Over/Short	(406)	0	332
Paper Supplies	30,248	25,000	27,303
Postage/Freight	0	200	7
Repairs/Maintenance	7,831	2,000	8,610
Royalties	64,946	60,400	69,294
Smallwares	710	2,000	9,867
Telephone/Communications	0	200	0
Travel/Training	0	200	0
Uniforms	250	500	0
Total Operating Expenses	476,500	444,645	618,279
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 38,420	\$ 8,355	\$ (84,024)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - MOBILE FOOD TRUCK
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016**

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Sales:			
General	\$ 70,742	\$ 85,000	\$ 58,246
Less: Cost of Food Purchased	33,132	42,000	24,955
	<hr/>	<hr/>	<hr/>
Gross Profit on Sales	37,610	43,000	33,291
Operating Expenses:			
Payroll:			
Non-Benefitted	14,633	18,814	13,454
Student	10,172	11,132	8,978
Employee Benefits	2,452	4,492	1,821
Total Payroll	<hr/>	<hr/>	<hr/>
Advertising/Printing	65	500	4,943
Bank Charges	1,893	2,000	2,251
Depreciation	10,258	7,693	7,693
Janitorial/Sanitation	0	0	28
Laundry	1,534	1,500	1,382
Licenses/Permits/Fees	1,103	700	1,082
Miscellaneous	447	200	0
Non-Student Tax	532	500	435
Office Supplies	6	100	0
Over/Short	82	0	192
Paper Supplies	2,328	3,000	1,023
Repairs/Maintenance	2,404	3,000	7,467
Smallwares	0	500	549
Uniforms	131	500	0
Vehicle Expense	0	2,000	0
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	48,038	56,631	51,297
	<hr/>	<hr/>	<hr/>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (10,429)	\$ (13,631)	\$ (18,006)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CONVENIENCE STORES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Sales:			
General	\$ 398,208	\$ 370,000	\$ 408,617
Less: Cost of Food Purchased	243,445	240,500	252,324
	<hr/>	<hr/>	<hr/>
Gross Profit on Sales	154,763	129,500	156,293
Operating Expenses:			
Payroll:			
Non-Benefitted	13,878	17,194	27,046
Student	72,430	77,647	67,133
Employee Benefits	5,678	7,587	5,660
Total Payroll	<hr/>	<hr/>	<hr/>
	91,986	102,428	99,839
Advertising/Printing	61	0	92
Computer Lease	0	0	600
Contract Services-USU Building Operations	900	900	900
Bank Charges	19	0	49
Depreciation	10,853	10,853	10,853
Janitorial/Sanitation	3,826	1,500	4,894
Laundry	988	0	1,065
Licenses/Permits/Fees	1,390	1,500	1,924
Miscellaneous	(25)	0	180
Office Supplies	269	0	4
Over/Short	(10)	0	(4)
Paper Supplies	1,685	500	4,748
Repairs/Maintenance	7,115	3,500	1,632
Smallwares	1,065	2,000	1,714
Telephone/Communications	596	100	596
USU-Rent for SSU	<hr/>	<hr/>	<hr/>
	2,200	2,200	2,200
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	122,917	125,481	131,285
	<hr/>	<hr/>	<hr/>
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 31,846	\$ 4,019	\$ 25,008

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

**STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016**

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Sales:			
Beverages	\$ 33,421	\$ 45,000	\$ 18,040
Taco Bell Express	232,980	220,000	242,822
Total Sales	<u>266,401</u>	<u>265,000</u>	<u>260,862</u>
Less: Cost of Food Purchased	86,694	90,000	84,054
Gross Profit on Sales	<u>179,708</u>	<u>175,000</u>	<u>176,809</u>
Operating Expenses:			
Payroll:			
Benefitted	6,663	6,618	6,794
Non-Benefitted	34,874	41,435	22,147
Student	37,897	39,688	70,369
Employee Benefits	10,526	3,905	9,871
Total Payroll	<u>89,959</u>	<u>91,645</u>	<u>109,182</u>
Advertising/Printing	25	200	0
Bank Charges	2,670	2,000	3,271
Commissions	1,543	1,200	2,059
Depreciation	19,580	17,764	22,123
Food Services Administration	14,050	17,100	40,179
Janitorial/Sanitation	4,947	6,500	6,470
Licenses/Permits/Fees	1,828	1,000	4,579
Miscellaneous	1,788	1,500	2,354
Non-Student Tax	2,011	2,000	1,941
Office Supplies	486	250	315
Over/Short	163	0	(69)
Paper Supplies	8,548	10,000	8,202
Repairs/Maintenance	6,834	7,000	10,267
Taco Bell Express	16,315	16,500	16,998
Smallwares	845	1,500	882
Telephone/Communications	596	1,000	596
Uniforms	257	800	0
Utilities	8,712	8,712	6,353
Total Operating Expenses	<u>181,157</u>	<u>186,671</u>	<u>235,701</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ (1,450)</u>	<u>\$ (11,671)</u>	<u>\$ (58,892)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNIVERSITY DINING HALL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
Sales:			
Contract Sales:			
Commuter Contracts	\$ 80,525	\$ 380,000	\$ 58,452
Guests	184,092	150,000	190,913
Contract Sales - Courtyard Residents	3,253,651	3,332,850	3,081,287
Summer Conferences - Non-Taxable	310,583	200,000	346,647
Summer Conferences - Taxable	15,218	0	9,993
University Contributions	165,111	0	0
Miscellaneous	50	0	0
Total Sales	<u>4,009,231</u>	<u>4,062,850</u>	<u>3,687,291</u>
Less: Cost of Food Purchased	<u>1,240,574</u>	<u>1,300,100</u>	<u>1,112,026</u>
Gross Profit on Sales	2,768,656	2,762,750	2,575,266
Operating Expenses:			
Payroll:			
Benefitted	284,192	312,845	336,111
Non-Benefitted	273,099	288,464	241,577
Student	139,186	140,970	188,672
Employee Benefits	206,149	173,379	222,583
Total Payroll	<u>902,626</u>	<u>915,659</u>	<u>988,943</u>
Advertising/Printing	25	1,000	276
Allowance for Uncollectible Expense	12,757	20,000	49,116
Computer Lease	309	500	361
Computer Supplies	1,792	4,800	0
Credit Card Fees	126,226	75,000	103,612
Depreciation	159,692	139,307	195,696
Employee Recruitment	0	500	0
Equipment Rental	5,802	500	856
Food Service Administration Expense	477,711	581,600	1,366,545
Janitorial/Sanitation	43,460	33,150	42,711
Laundry	14,972	20,000	14,937
Licenses/Permits/Fees	2,321	2,000	1,088
Meal Cards	(5,316)	0	(925)
Miscellaneous	408	6,000	1,339
Office Supplies/Décor	1,706	3,000	1,467
Over/Short	29	0	64
Paper Supplies	16,701	30,000	23,261
Postage/Freight	0	200	0
Repairs/Maintenance	95,912	100,000	98,976
Resident Advisor Meals	98,480	90,000	101,435
Smallwares	3,868	20,000	11,430
Software Maintenance Fees _CBORD OPCS	5,935	6,000	6,133
Telephone/Communications	1,072	1,500	1,080
Travel/Training	0	500	120
Uniforms	3,389	3,000	827
Utilities	170,000	170,000	184,905
Warehouse Expense	15,023	10,000	13,989
Total Operating Expenses	<u>2,154,901</u>	<u>2,234,216</u>	<u>3,208,240</u>
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ 613,755</u>	<u>\$ 528,534</u>	<u>\$ (632,974)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - USU FOOD COURT
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages	\$ 339,763	\$ 310,000	\$ 325,527
Panda Express Commissions	26,378	20,000	26,773
Panda Express Rent	24,000	24,000	24,000
Robertito's Rent	24,000	24,000	24,000
Robertito's Commission	40,161	40,000	38,005
Subway	516,307	510,000	527,292
Total Sales	970,610	928,000	965,597
Less: Cost of Food Purchased	342,312	334,080	319,905
Gross Profit on Sales	628,299	593,920	645,693
Operating Expenses:			
Payroll:			
Benefitted	84,052	87,920	98,794
Non-Benefitted	80,221	74,408	94,834
Student	76,330	87,210	79,008
Employee Benefits	61,790	45,444	65,816
Total Payroll	302,393	294,982	338,452
Advertising:			
Other	29	500	185
Subway	22,620	20,400	23,303
Amortization:			
Bank Charges	3,499	2,000	5,115
Commissions	2,710	1,500	4,147
Computer Lease	739	1,400	482
Computer Software	0	0	400
Contract Services-USU Building Operations	20,300	20,300	20,300
Depreciation	3,618	2,720	2,720
Food Services Administration	77,313	94,100	221,100
Janitorial/Sanitation	2,729	5,000	7,449
Laundry	6,354	4,000	4,443
Licenses/Permits/Fees	486	1,000	42
Miscellaneous	(194)	1,500	949
Non-Student Tax	6,936	7,000	7,014
Office Supplies	2,554	1,500	2,203
Over/Short	253	0	9
Paper Supplies	14,138	20,000	21,305
Postage/Freight	17	200	0
Repairs/Maintenance	6,519	10,000	11,567
Royalties:			
Subway	40,343	40,800	41,731
Smallwares	17,316	5,000	4,355
Telephone/Communications	893	2,000	893
Travel/Training	0	200	0
Uniforms	1,382	1,300	86
University Student Union Rent	51,000	51,000	51,000
Total Operating Expenses	583,948	588,402	769,252
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 44,351	\$ 5,518	\$ (123,559)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNION SNACK BAR
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016**

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 308,150	\$ 310,000	\$ 291,314
Total Sales	308,150	310,000	291,314
Less: Cost of Food Purchased	165,724	148,800	149,920
Gross Profit on Sales	142,426	161,200	141,394
Operating Expenses:			
Payroll:			
Benefitted	4,501	4,476	4,457
Non-Benefitted	57,839	60,384	51,279
Student	23,525	22,176	32,170
Employee Benefits	10,606	2,813	8,642
Total Payroll	96,470	89,849	96,549
Advertising/Printing	0	100	65
Bank Charges	14	0	36
Contract Services-USU Building Operations	8,800	8,800	8,800
Discounts Earned/Lost	(21)	0	(39)
Food Services Administration	14,050	17,100	40,179
Janitorial/Sanitation	454	1,000	1,429
Laundry	0	0	65
Licenses/Permits/Fees	544	600	544
Miscellaneous	0	100	0
Non-Student Tax	2,326	2,500	2,168
Office Supplies	6	100	0
Over/Short	150	0	102
Paper Supplies	2,193	5,000	13,126
Repairs/Maintenance	1,539	1,500	261
Smallwares	10,612	7,500	878
Telephone/Communications	417	500	357
University Student Union Rent	21,800	21,800	21,800
Total Operating Expenses	159,353	156,449	186,318
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (16,927)	\$ 4,751	\$ (44,925)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
 UNIVERSITY DINING SERVICES - WAREHOUSE
 STATEMENT OF OPERATIONS
 FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
INCOME:			
EXPENSES:			
Payroll			
Employee Benefits	\$ -	\$ -	\$ -
Total Payroll	0	0	0
Gain (Loss) on Sale of Equip	0	0	0
Inventory Variance	(7,428)	0	7,167
Janitorial/Sanitation	1,020	0	1,055
Miscellaneous	0	0	16
Repairs/Maintenance	20,638	0	5,750
Vehicle Expense	196	0	0
	Total Expenses	0	13,989
	Warehouse Allocated to Units	0	13,989
	14,426	0	13,989
ALLOCATIONS:			
Residence Dining Facility	14,426	0	13,989
Total Warehouse Allocated	\$ 14,426	\$ -	\$ 13,989

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016**

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Building Operations - Custodial	\$ 43,938	\$ 43,000	\$ 39,035
General	2,459,529	2,525,600	2,481,043
Information Center/Reservations	15,901	19,500	12,916
Post Office	23,863	25,000	23,140
Union Productions	18,889	20,300	43,357
Recreation	375,059	348,000	372,861
Satellite Student Union	94,397	92,000	84,484
	<hr/>	<hr/>	<hr/>
Total Income	3,031,575	3,073,400	3,056,834
EXPENSES:			
Building Operations	646,526	662,873	670,641
General	1,343,538	1,432,347	1,836,360
Information Center/Reservations	115,905	116,845	131,488
Post Office	20,521	19,200	19,070
Union Productions	422,723	473,476	435,065
Recreation	218,356	226,856	242,051
Satellite Student Union	140,857	141,763	142,111
	<hr/>	<hr/>	<hr/>
Total Expenses	2,908,426	3,073,359	3,476,787
SURPLUS/(DEFICIT) TO RESERVE FOR UNIVERSITY STUDENT UNION			
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ 123,149	\$ 41	\$ (419,953)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - BUILDING OPERATIONS - CUSTODIAL/MAINTENANCE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	<u>2015 - 16</u> <u>ACTUAL</u>	<u>2016 - 17</u> <u>BUDGET</u>	<u>2016 - 17</u> <u>ACTUAL</u>
INCOME:			
USU Custodial Services	\$ 43,938	\$ 43,000	\$ 39,035
EXPENSES:			
Payroll:			
Benefitted	193,335	192,413	202,396
Non-Benefitted	40,238	50,835	14,865
Student	136,147	138,341	159,266
Employee Benefits	133,358	119,085	137,145
Total Payroll	<u>503,078</u>	<u>500,673</u>	<u>513,672</u>
Capital Equipment	108	0	0
Computer Lease	646	700	692
Custodial Supplies	37,796	40,000	31,339
Employee Procurement	507	500	723
Repairs/Maintenance	66,102	75,000	76,497
Service Contracts	38,288	46,000	47,718
Total Disbursements	<u>646,526</u>	<u>662,873</u>	<u>670,641</u>
NET DEFICIT	<u>\$ (602,588)</u>	<u>\$ (619,873)</u>	<u>\$ (631,606)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - GENERAL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
INCOME:			
USU Fees Returned to Operations	\$ 2,310,000	\$ 2,341,000	\$ 2,341,000
Commercial Leased Space - Food Service	75,000	75,000	75,000
Commercial Leased Space - Pavilion	36,300	36,500	30,675
Donation-Associated Students	0	17,700	0
Graphics Arts Services	0	5,000	0
Interest Income	6,379	5,000	8,442
Miscellaneous	6,742	7,000	2,768
Space Rental - USU Rooms	15,477	30,000	14,457
Support Services - ATM	8,400	8,400	8,700
Support Services - Copy Machine	1,230	0	0
Total Income	2,459,529	2,525,600	2,481,043
EXPENSES:			
Payroll:			
Benefitted	180,408	175,908	184,130
Non-Benefitted	12,535	15,712	4,411
Student-Graphics	32,871	36,000	44,995
Employee Benefits	77,678	46,946	46,371
Actual Retired Employee Benefits	37,446	50,000	31,631
Accrued Retired Employee Benefits	25,265	0	521,267
Total Payroll	366,204	324,566	832,806
Advertising/Printing	1,910	3,000	906
Capital Equipment	9,508	25,000	11,031
Computer Lease	13,407	7,000	11,856
Consultant	55	10,000	0
Co-Sponsorships	648	0	81
Depreciation	239,821	295,521	245,734
Dues/Memberships/Subscriptions	7,537	5,000	7,521
Employee Recruitment	872	200	707
Graphics		10,000	0
Insurance	14,347	14,360	14,516
License, Permits, Fees	0	5,000	23
Management Services Agreement Fee	260,770	300,000	289,730
Miscellaneous	241	1,500	169
Office Supplies	3,754	3,000	3,547
Postage	181	200	102
Professional Development	0	1,000	191
Repairs/Maintenance	0	0	(228)
Save Mart Center Student Seat Licenses	300,000	300,000	300,000
Service Contracts	7,091	5,500	7,720
Telephone/Communications	5,540	6,000	5,519
Travel/Training	0	3,000	0
Uniforms	1,651	2,500	998
Utilities	110,000	110,000	103,431
Total Disbursements	1,343,538	1,432,347	1,836,360
NET SURPLUS	\$ 1,115,990	\$ 1,093,253	\$ 644,682

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - INFORMATION CENTER/RESERVATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016**

	<u>2015 - 16</u>		<u>2016 - 17</u>		<u>2016 - 17</u>
	ACTUAL		BUDGET		ACTUAL
INCOME:					
Support Services					
Information Center Commissions	\$ 13,046	\$	18,000	\$	11,336
Satellite Box Office	2,855		1,500		1,580
					<hr/>
Total Income	15,901		19,500		12,916
EXPENSES:					
Payroll:					
Benefitted	40,514		38,938		43,173
Non-Benefitted	1,612		2,579		0
Student	36,218		37,187		48,950
Employee Benefits	28,904		28,541		32,109
Total Payroll	107,247		107,245		124,232
Advertising/Printing	956		500		492
Computer Lease	2,214		2,000		2,316
Credit Card Charges	3,713		5,000		3,166
Miscellaneous	0		100		349
Office Supplies	790		1,500		497
Over/Short	(13)		0		553
Service Contracts	996		500		(117)
					<hr/>
Total Disbursements	115,905		116,845		131,488
					<hr/>
NET DEFICIT	\$ (100,004)	\$	(97,345)	\$	(118,572)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - POST OFFICE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
INCOME:			
US Post Office Commissions	\$ 2,483	\$ 2,500	\$ 2,000
Other Commissions (Key Control)	20,000	20,000	20,000
Packing Supplies	1,380	2,500	1,139
	<hr/>		
Total Income	23,863	25,000	23,140
EXPENSES:			
Payroll:			
Student	15,757	14,000	11,693
Employee Benefits	515	1,050	188
Total Payroll	16,272	15,050	11,880
Advertising/Printing	0	0	0
Computer Lease Expense	0	0	210
Office Supplies	544	800	709
Over/Short	(2)	0	(4)
Packaging Supplies	569	1,200	206
Postal Bond	400	400	400
Service Contracts	2,738	1,750	5,669
	<hr/>		
Total Disbursements	20,521	19,200	19,070
	<hr/>		
NET SURPLUS	\$ 3,342	\$ 5,800	\$ 4,069

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - UNION PRODUCTIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
INCOME:			
Program Activities			
B.A.G. of Laughs	\$ 610	\$ -	\$ -
Big Screen	0	500	0
Fresno State Welcome	0	0	30,000
Homecoming	10,000	0	10,000
Performing Arts/Center Stage	819	1,000	822
Recreation	7,460	18,500	2,535
Special Events	0	300	0
	<hr/>	<hr/>	<hr/>
Total Income	18,889	20,300	43,357
EXPENSES:			
Payroll:			
Benefitted	119,947	125,142	129,929
Student	72,136	97,240	75,562
Employee Benefits	53,810	53,094	57,820
Total Payroll	<hr/>	<hr/>	<hr/>
Alternative Spring Break	5,623	8,000	4,361
Comedy/B.A.G. of Laughs	9,257	0	0
Computer Lease	2,195	2,000	2,695
Concerts/The Music Scene	68,918	90,000	57,861
Club Sports	7,601	11,000	5,224
Co-Sponsorships	3,272	5,000	1,870
Dues/Memberships/Subscriptions	1,035	2,500	1,089
Fresno State Welcome	31,585	10,000	35,683
Homecoming/Spirit	11,486	9,000	18,132
Leadership	21,562	42,000	19,779
Marketing/Promotions	53	2,500	1,268
Office Supplies	892	1,000	1,357
Performing Arts/Center Stage	9,022	0	10,998
Recreation/Leisure	300	0	0
Travel/Training	4,030	15,000	11,438
	<hr/>	<hr/>	<hr/>
Total Disbursements	422,723	473,476	435,065
NET DEFICIT	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (403,834)	\$ (453,176)	\$ (391,708)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16	2016 - 17	2016 - 17
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Recreation and Leisure Activities:			
Billiards	\$ 49,199	\$ 42,000	\$ 53,780
Bowling	241,683	235,000	242,929
Coin-Op Games	2,188	2,500	2,326
Locker Rentals	357	500	395
Pinball/Video	12,755	8,000	9,969
Promotional Events	11,431	10,000	10,715
Shoe Rentals	51,315	45,000	51,783
Xbox	6,133	5,000	962
	<hr/>	<hr/>	<hr/>
Total Income	375,059	348,000	372,861
EXPENSES:			
Payroll:			
Benefitted	51,700	51,700	52,734
Non-Benefitted	0	0	2,699
Student	83,554	90,000	93,324
Employee Benefits	26,993	24,457	29,869
Total Payroll	<hr/>	<hr/>	<hr/>
Advertising/Printing	4,959	2,000	2,440
Billiard Supplies	876	1,000	507
Bowling Supplies	5,200	7,000	9,480
Capital Equipment	457	1,000	5,002
Coin-Op/Video Game Supplies	1,379	1,000	184
Computer Lease	654	1,000	704
Credit Card Fees	7,258	5,000	5,809
Office Supplies	998	500	754
Over/Short	63	0	43
Repairs/Maintenance	29,595	30,000	24,867
Service Contracts	1,996	7,700	11,155
Special Events-Parties/Groups	2,675	4,500	2,482
	<hr/>	<hr/>	<hr/>
Total Disbursements	218,356	226,856	242,051
NET SURPLUS	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ 156,703	\$ 121,144	\$ 130,810

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - SATELLITE STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2015 - 16 ACTUAL	2016 - 17 BUDGET	2016 - 17 ACTUAL
INCOME:			
Equipment Rental	\$ 23,822	\$ 22,000	\$ 22,085
Space Rental	51,980	50,000	45,090
Technicians	18,595	20,000	17,309
Total Income	94,397	92,000	84,484
EXPENSES:			
Payroll:			
Benefitted	55,503	55,503	56,613
Student	17,422	15,220	16,535
Employee Benefits	35,889	35,840	37,817
Total Payroll	108,815	106,563	110,966
Capital Equipment	1,211	0	0
Computer Lease	616	700	665
Equipment Rental	54	0	0
Miscellaneous	4	0	831
Repairs/Maintenance	25,658	30,000	24,872
Utilities	4,500	4,500	4,778
Total Disbursements	140,857	141,763	142,111
NET DEFICIT	\$ (46,460)	\$ (49,763)	\$ (57,628)