

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

**2020-21 Annual Report
Supplemental Information
(Unaudited)**

Approved by the Audit Committee
September 14, 2021

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, 2021 WITH SUMMARIZED COMPARATIVE TOTALS FOR 2020

	2020 TOTAL	2021 TOTAL	SAVE MART CENTER	COMMERCIAL OPERATIONS			STUDENT HOUSING	STUDENT REC CENTER	UNIVERSITY STUDENT UNION
				BOOKSTORE	DINING SERVICES	ADMIN			
Operating Activities									
Revenue and Other Support:									
Gross Sales	\$ 22,421,735	\$ 9,190,166	\$ 735,574	\$ 305,368	\$ 1,228,616	\$ 1,446,450	\$ 1,379,107	\$ 1,497,004	\$ 2,598,048
Contributions	950,630	1,384,526	405,213	-	447,998	-	523,338	7,978	-
SBA PPP Federal Subsidy	1,647,127	45,273	-	-	-	45,273	-	-	-
Other Income	852,701	3,327,145	2,670,430	-	27,795	25,864	591,593	2,502	8,961
Total Revenues	25,872,193	13,947,110	3,811,217	305,368	1,704,409	1,517,587	2,494,038	1,507,484	2,607,009
Expenses and Losses:									
Cost of Goods Sold	2,559,683	515,196	-	-	515,196	-	-	-	-
Salaries/Wages	6,394,562	2,919,268	-	82,627	706,202	927,653	493,939	173,411	535,436
Employee Benefits	2,206,643	2,661,400	-	533,188	310,282	944,218	189,748	161,405	522,558
Administration-Food Services	736,242	833,651	-	-	833,651	-	-	-	-
Advances to SMG	1,757,113	2,858,103	2,858,103	-	-	-	-	-	-
Advertising/Printing	72,397	16,257	297	-	1,585	-	13,896	479	-
Athletic Corporation Entitlements	141,928	331,283	331,283	-	-	-	-	-	-
Audit/Legal Expense	53,073	32,626	-	-	-	32,626	-	-	-
Bad Debt Expense	42,451	597,934	545,567	-	20,715	-	31,072	-	580
Bank Charges	19,092	10,554	-	-	1,054	9,500	-	-	-
Chancellor's Office Fee	17,869	18,023	-	-	-	18,023	-	-	-
Computer Supplies/Expense	146,737	134,605	-	1,615	23,736	12,397	65,358	14,166	17,334
Consulting	4,604	5,909	-	-	-	5,909	-	-	-
Contract Services	983,420	479,048	-	-	-	-	434,297	44,751	-
Credit Card Fees	164,014	16,146	286	-	2,252	-	13,283	108	216
Depreciation/Amortization	4,450,264	4,290,067	2,879,561	14,072	220,680	89,895	901,530	38,774	145,556
Dues/Memberships/Subscriptions	24,712	15,634	-	-	-	3,735	226	1,547	10,125
Employee Recruitment	17,748	11,071	-	-	-	10,476	425	-	170
Equipment Purchased	23,959	26,210	-	-	-	-	-	22,689	3,521
Housing Incentives	13,820	3,755	-	-	-	-	3,755	-	-
Insurance	400,783	421,443	266,936	22,896	-	6,717	104,811	6,722	13,361
Janitorial/Sanitation	103,976	39,980	-	-	30,025	-	8,938	1,017	-
Laundry	63,868	13,359	-	-	13,260	-	99	-	-
Licenses/Permits/Fees	198,560	139,000	240	180	8,003	128,926	1,067	-	584
Loss on Technology Investment	271,024	-	-	-	-	-	-	-	-
Management Services Fee	568,750	380,000	-	-	-	-	-	80,000	300,000
Miscellaneous	55,576	25,431	21	423	5,689	4,679	12,855	911	852
Non-Student Tax	10,492	441	-	-	441	-	-	-	-
Obsolete Merchandise	-	-	-	-	-	-	-	-	-
Office Supplies	90,580	37,549	-	99	859	18,591	16,220	11	1,770
Paper Supplies	212,223	84,782	-	-	66,282	-	10,045	-	8,455
Possessory Interest Tax	166,023	190,767	190,767	-	-	-	-	-	-
Postage/Freight	30,584	16,076	-	56	-	11,801	3,659	-	560

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
THE CALIFORNIA STATE UNIVERSITY AUXILIARY ORGANIZATION
STATEMENTS OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2021 WITH SUMMARIZED COMPARATIVE TOTALS FOR 2020**

	2020 TOTAL	2021 TOTAL	SAVE MART CENTER	COMMERCIAL OPERATIONS			STUDENT HOUSING	STUDENT REC CENTER	UNIVERSITY STUDENT UNION
				BOOKSTORE	DINING SERVICES	ADMIN			
Rent/Rental	81,739	25,914	-	-	1,320	9,719	9,184	5,691	-
Repairs/Maintenance	461,266	460,999	890	18,545	107,523	33,386	190,661	12,351	97,644
Resident Advisor Meals	197,337	109,971	-	-	54,986	-	54,986	-	-
Royalties	110,985	787	-	-	787	-	-	-	-
Save Mart Seat Licenses	300,000	300,000	-	-	-	-	-	-	300,000
Security Services	35,383	12,210	-	-	-	12,210	-	-	-
Smallwares	105,129	27,885	-	-	13,300	-	14,586	-	-
Student Programs	112,652	85,088	-	-	-	-	-	240	84,848
Telephone/Communications	41,119	43,513	-	9,389	4,604	6,621	15,081	1,057	6,761
Travel/Training	63,328	19,927	-	-	3,618	867	6,464	-	8,978
University Donations	142,957	2,871	-	-	2,871	-	-	-	-
USU Co-Sponsorships	1,043	-	-	-	-	-	-	-	-
Utilities	1,134,495	1,047,497	-	43,143	186,856	20,012	493,259	169,039	135,189
Warehouse Expense	3,051	(3,184)	-	-	(3,184)	-	-	-	-
Wilkinson Group Fee	180,000	-	-	-	-	-	-	-	-
Total Expenses and Losses	24,973,254	19,259,046	7,073,951	726,233	3,132,593	2,307,961	3,089,444	734,369	2,194,498
Net Income (Loss) from Operations	898,939	(5,311,936)	(3,262,734)	(420,865)	(1,428,184)	(790,374)	(595,406)	773,115	412,511
Nonoperating Revenues (Expenses)									
Interest and Dividend Income	696,998	403,077	56,391	-	-	334,492	-	883	11,311
Investment Return, Net	30,005	1,884,327	-	-	-	1,884,327	-	-	-
Bond Expenses	(45,390)	(18,842)	(11,394)	-	-	-	(7,448)	-	-
Capital Lease Expense	(1,664,411)	(904,608)	(904,608)	-	-	-	-	-	-
Interest Expense	(32,902)	(61,366)	-	-	-	63	(61,429)	-	-
Total Nonoperating Activities	(1,015,700)	1,302,588	(859,611)	-	-	2,218,882	(68,877)	883	11,311
Total Net Income (Loss)	\$ (116,761)	\$ (4,009,348)	\$ (4,122,345)	\$ (420,865)	\$ (1,428,184)	\$ 1,428,508	\$ (664,283)	\$ 773,998	\$ 423,822
Allocation of Income:									
Auxiliary Activities Fund									
Other	\$ 3,280,890	\$ (1,084,824)	\$ -	\$ (420,865)	\$ (1,428,184)	\$ 1,428,508	\$ (664,283)	\$ -	\$ -
Student Recreation Center	115,381	773,998	-	-	-	-	-	773,998	-
University Student Union	51,613	423,822	-	-	-	-	-	-	423,822
Save Mart Center	(3,564,640)	(4,122,345)	(4,122,345)	-	-	-	-	-	-
Total Amount Allocated	\$ (116,756)	\$ (4,009,348)	\$ (4,122,345)	\$ (420,865)	\$ (1,428,184)	\$ 1,428,508	\$ (664,283)	\$ 773,998	\$ 423,822

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SCHEDULE OF STUDENT FEE OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2020 ACTUAL	2021 ACTUAL
OPERATING ACTIVITIES		
REVENUES:		
Amount Received from Student Body Center Fees	\$ 3,901,200	\$ 3,901,200
Revenues from Operations	802,596	213,293
Total Revenues	4,703,796	4,114,493
EXPENDITURES:		
Payroll	1,945,490	708,847
Employee Benefits	586,023	683,963
Operating Expenses:		
Advertising/Printing	2,614	479
Bad Debts	87	580
Computer Supplies/Expense	43,567	31,500
Contracted Services	62,109	44,751
Copier Lease	5,804	5,691
Credit Card Fees	10,356	324
Depreciation	275,672	184,330
Dues/Meetings/Subscriptions	13,615	11,672
Employee Recruitment	814	170
Equipment Purchased	23,959	26,210
Insurance	22,957	20,083
Janitorial	41,530	9,473
Laundry	0	0
License, Permits, Fees	0	584
Management Services Agreement Fee	378,750	380,000
Miscellaneous	13,168	175
Office Supplies	6,904	1,782
Over/Short	241	126
Postage/Freight	261	560
Repairs/Maintenance	136,515	109,995
Save Mart Seat Licenses	300,000	300,000
Student Programs	112,652	85,088
Telephone/Communications	8,091	7,818
Travel/Training	10,688	8,978
Uniforms	5,002	1,463
University Donations	58,145	0
USU Co-Sponsorships	1,043	0
Utilities	527,441	304,228
Total Expenditures	4,593,498	2,928,869
Operating Surplus (Deficit)	110,298	1,185,624
NONOPERATING REVENUES (EXPENSES):		
Interest Income	56,691	12,194
Total Non Operating Revenues (Expenses)	56,691	12,194
Total Surplus (Deficit)	\$ 166,989	\$ 1,197,818

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SCHEDULE OF INVESTMENTS
AS OF JUNE 30, 2021

INVESTMENTS	COST	MARKET VALUE AT 6/30/21	DATE OF PURCHASE	MATURITY DATE	STATED RATE OF RETURN
<u>Money Markets:</u>					
2.1141 Citibank- Money Market	\$ 7,768,538	\$ 7,768,538			0.10%
2.1142 Local Agency Investment Fund	15,693,921	15,693,921			1.47%
Total Money Market Investments	23,462,459	23,462,459			
<u>Common Funds:</u>					
2.1505 Common Fund Multi-Strategy Equity Fund	150,000	4,198,616	10/31/86		33.29%
Common Fund Value Equity Fund	350,500	-	10/31/86		
Total Common Funds	500,500	4,198,616			
<u>Mutual Funds:</u>					
2.1501 Smith Barney Managed Government Fund	331,493	349,665	VARIOUS		2.14%
2.1508 Dodge & Cox Income Fund	424,183	542,939	6/30/99		1.99%
2.1508 Dodge & Cox Balanced Fund	424,183	1,361,364	6/30/99		6.21%
Total Mutual Funds	1,179,860	2,253,968			
<u>Goldman Sachs:</u>					
2.1503 Goldman Sachs Conservative Portfolio	6,000,000	8,101,649	7/28/16		12.90%
Total Long Term Investments	7,680,360	14,554,233			
Total Investments	\$ 31,142,819	\$ 38,016,692			

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Management Services Agreement Fees:			
Agricultural Foundation	\$ 169,563	\$ 161,385	\$ 161,385
Associated Students	66,822	62,262	62,262
Athletic Corporation	55,000	56,100	56,100
Bookstore	40,000	80,000	0
Bulldog Foundation	10,000	10,200	10,200
Dining Services	150,000	150,000	0
Foundation	677,684	672,134	677,684
Fresno State Programs for Children, Inc.	80,868	80,112	80,112
Kenneth L. Maddy Institute	10,079	10,281	10,281
Student Recreation Center	78,750	80,000	80,000
Student Housing	150,000	150,000	0
University Student Union	300,000	300,000	300,000
AOCOMP Refund	10,924	0	8,386
AOUIT Refund	0	0	0
Insurance Refunds	10,709	35,833	13,343
Miscellaneous Income	2,609	10,000	1,878
Rental Income - ATM	8,400	8,400	8,400
FFCRA Tax Credit	0	0	3,685
SBA PPP Federal Subsidy	246,963	0	45,273
Total Revenue	<u>2,068,371</u>	<u>1,866,707</u>	<u>1,518,989</u>
EXPENSES:			
Administration:			
Payroll:			
Benefitted (Including Reimbursed)	540,690	428,175	446,443
Students/Part Time	11,988	0	8,134
Temporary	2,183	0	16,041
Employee Benefits	315,064	253,555	245,398
Actual Retired Employee Benefits	80,764	80,000	85,049
Accrued Retired Employee Benefits	(7,917)	50,000	170,316
Total Payroll	<u>942,772</u>	<u>811,730</u>	<u>971,381</u>
Audit Fees	34,430	40,000	26,620
Bank Charges	2,737	1,500	9,500
Building Association Fees	5,789	6,000	6,389
Computer Lease	9,020	7,500	4,348
Consulting	0	0	475
Copier Lease	11,729	11,000	9,719
CSU Centrally Paid Indirect Costs	17,869	20,000	18,023
Custodial/Building Maintenance	8,589	9,000	8,252
Depreciation:			
Buildings	57,668	57,250	57,668
Equipment	25,582	22,353	26,180

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
Administration (Continued):			
Dues/Memberships/Subscriptions	4,668	5,700	3,735
Employee Recruitment	15,786	5,000	8,098
Equipment Maintenance/Repair	4,311	5,000	12,174
Insurance	8,526	11,053	6,717
Legal Fees	18,490	5,000	4,904
Licenses/Permits/Fees	558	1,000	1,852
Loss on Technology Investment	271,024	0	0
Miscellaneous	9,311	2,500	2,462
Office Supplies	14,029	12,000	12,125
Postage	15,556	12,000	11,801
Records Retention	1,447	1,500	816
Security - Cash Handling	33,645	38,000	12,145
Telephone/Communications	4,005	4,000	4,707
Travel/Training	659	0	757
Utilities	17,012	17,000	20,012
Administration Sub-Total	1,535,212	1,106,086	1,240,860
Human Resources/Payroll:			
Payroll:			
Benefitted	370,390	348,015	326,707
Student	14,517	0	0
Employee Benefits	162,360	165,924	171,909
Actual Retired Employee Benefits	24,455	24,455	24,578
Accrued Retired Employee Benefits	(3,021)	25,000	64,993
Total Payroll	568,701	563,394	588,187
Audit Fees	0	0	10
Computer Lease	3,986	2,900	3,435
Dues/Memberships/Subscriptions	189	0	0
Employee Assistance Program	10,000	10,000	10,000
Employee Recruitment	(261)	200	2,377
Legal Fees	153	500	1,092
Miscellaneous	1,037	750	1,791
Office Supplies/Postage	17,612	6,000	6,466
Repairs/Maintenance	359	0	0
Safety Program	1,738	3,000	65
Software	5,503	6,500	2,665
Telephone/Communications	1,226	1,200	1,378
Travel/Training	2,782	0	0
Human Resources/Payroll Sub-Total	613,025	594,444	617,466

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Management Information Systems:			
Payroll:			
Benefitted	185,361	129,481	130,327
Student	0	12,000	0
Employee Benefits	113,477	72,262	119,016
Accrued Retired Employee Benefits	(2,462)	10,000	52,955
Total Payroll	<u>296,376</u>	<u>223,743</u>	<u>302,298</u>
Computer Hardware/Repair (minor)	1,190	4,000	2,696
Computer Lease	2,504	1,500	1,949
Computer Software/Licenses	301	1,500	661
Computer Supplies	0	500	0
Conf, Seminars, Educ	0	2,000	0
Consulting	300	5,000	5,434
Cost of Goods Sold	0	0	1,401
Depreciation	18,110	6,047	6,048
Dues/Memberships/Subscriptions	0	50	0
Maintenance Contracts	13,984	15,000	8,787
Miscellaneous	1,737	500	427
Office Supplies/Postage	13	500	0
Software Support Fees	150,660	129,380	120,685
Telephone/Communications	958	1,000	536
Travel/Training	1,771	2,500	110
M.I.S. Sub-Total	<u>487,904</u>	<u>393,220</u>	<u>451,032</u>
University Donations			
Save Mart Center Suite	50,000	0	0
President's Suite-Catering	0	0	0
University Donations	0	0	0
University Donations Sub-Total	<u>50,000</u>	<u>0</u>	<u>0</u>
Total Expenses	<u>2,686,141</u>	<u>2,093,750</u>	<u>2,309,358</u>
OPERATING SURPLUS (DEFICIT)	<u>(617,770)</u>	<u>(227,043)</u>	<u>(790,369)</u>
NONOPERATING REVENUES (EXPENSES)			
Investment Income	816,037	250,000	520,812
Unrealized Gains/(Loss) on Investments	101,597	150,000	1,739,403
Investment Fees	(37,366)	(35,000)	(41,396)
Interest Expense	(75)	0	63
Total Nonoperating Activities	<u>880,193</u>	<u>365,000</u>	<u>2,218,882</u>
SURPLUS (DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ 262,423</u>	<u>\$ 137,957</u>	<u>\$ 1,428,508</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
BOOKSTORE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Computer/Electronics:			
Computers	\$ -	\$ 0	\$ 0
Electronics	0	0	0
Software	0	0	0
Tech Accessories	0	0	0
Data Plans	0	0	0
Extended Warranty	0	0	0
Course Books:			
General Books	0	0	0
New Textbooks	694	0	0
Used Textbooks	0	0	0
Textbook Rental	6,422	0	782
Online Books	0	0	0
General Merchandise	0	0	0
Non-Merchandise	0	0	0
Soft Goods	0	0	0
Supplies	0	0	0
Vendor Commissions	633,020	437,500	304,585
SBA PPP Federal Subsidy	224,146	0	0
	<hr/>	<hr/>	<hr/>
Total Sales	864,282	437,500	305,367
Cost of Goods Sold	1,042	0	0
Gross Margin	863,240	437,500	305,367
EXPENSES:			
Payroll:			
Benefitted	96,758	91,164	82,341
Non-Benefitted	162	0	0
Student	53,247	0	286
Employee Benefits	64,451	64,129	43,149
Actual Retired Employee Benefits	158,424	155,000	171,397
Accrued Retired Employee Benefits	(14,812)	50,000	318,641
Total Payroll	358,230	360,293	615,814
Advertising	300	0	0
Computer Lease	3,368	1,700	1,615
Credit Card Fees	3,075	0	0
Depreciation	8,325	7,096	14,072
Donations	0	0	0
Dues/Memberships/Subscriptions	6,000	0	0
Insurance	22,819	16,360	22,896
Licenses/Permits/Fees	231	6,000	180
Management Services Agreement Fee	40,000	80,000	0
Minor Equipment	0	0	0
Miscellaneous	559	1,000	423

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
BOOKSTORE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Operating Expenses (Continued):			
Obsolete Merchandise	0	0	0
Office Supplies	0	1,000	99
Postage/Freight	164	0	56
Repairs/Maintenance	17,272	25,000	18,545
Maintenance Contracts	0	0	0
Telephone/Communications	8,716	8,000	9,389
Travel/Training	1,074	0	0
Uncollectible Debt	0	0	0
Utilities	40,518	40,000	43,143
	510,651	546,449	726,232
Total Operating Expenses			
	510,651	546,449	726,232
SURPLUS TO RESERVE FOR			
 COMMERCIAL OPERATIONS	\$ 352,589	\$ (108,949)	\$ (420,865)
	\$ 352,589	\$ (108,949)	\$ (420,865)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SAVE MART CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
REVENUES:			
Advertising	\$ 811,250	\$ 240,000	\$ 5,000
Donation Revenue	921,463	1,000,000	405,213
Gross Sales	621,856	0	430,574
Ground Lease - Campus Pointe	670,819	744,079	717,670
Insurance Refund	12,114	0	13,536
Other Income	1,400	0	2,520
Student Seat Licenses	300,000	300,000	300,000
Vendor Rebates	75,416	70,000	63,773
SBA PPP Federal Subsidy	263,818	0	0
Total Revenues	3,678,136	2,354,079	1,938,286
EXPENSES:			
Advances to SMG Operating	1,757,113	1,853,000	2,858,103
Advertising/Printing	0	2,500	297
Bad Debt Expense	0	0	545,567
Corporate Sponsor Entitlements	1,500	2,000	0
Credit Card Fees	1,304	3,000	286
Donor Stewardship/Cultivation	4,482	0	0
Insurance	245,246	271,991	266,936
License, Permits, Fees	227	500	240
Miscellaneous	0	500	21
Possessory Interest Taxes	166,023	180,000	190,767
Repairs/Maintenance	2,663	5,000	890
Smallwares	2,803	0	0
Wilkinson Group Fee	180,000	180,000	0
Total Expenses	2,361,361	2,498,491	3,863,107
OPERATING SURPLUS (DEFICIT) BEFORE ENTITLEMENTS AND NON-CASH EXPENDITURES	1,316,775	(144,412)	(1,924,821)
Entitlements and Non-Cash Expenditures:			
Athletic Corporation Entitlements	140,428	270,000	331,283
Depreciation:			
Building	2,582,558	2,596,237	2,582,557
Equipment	272,670	297,839	297,004
Entitlements and Non-Cash Expenditures	2,995,656	3,164,076	3,210,844
OPERATING SURPLUS (DEFICIT)	(1,678,881)	(3,308,488)	(5,135,665)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SAVE MART CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020**

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
NONOPERATING REVENUES (EXPENSES)			
Investment Income	(136,629)	0	56,391
Unrealized Gain (Loss) on Investments	(73,328)	25,000	284,790
Extinguishment of Capital and Bond Obligations	0	0	1,588,141
Bond Expenses:			
Bond Issue - 2005	(11,394)	(11,394)	(11,394)
Capital Lease Principal	0	(1,990,000)	0
Capital Lease Expense - SRB 2005 Bonds	(1,664,411)	(1,603,434)	(904,608)
Total Nonoperating Activities	(1,885,762)	(3,579,828)	1,013,320
 SURPLUS (DEFICIT) TO RESERVE FOR SAVE MART CENTER	 \$ (3,564,643)	 \$ (6,888,315)	 \$ (4,122,345)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Student Fees Returned to Operations	\$ 1,350,000	\$ 1,350,000	\$ 1,350,000
Lease Space:			
Lyles Center	43,879	0	43,879
Peters Center	79,650	0	79,650
Memberships	27,579	48,400	0
Other Rental Income	20,687	11,000	23,475
Rental Income, Lockers	2,655	2,400	0
Retail Sales	13,693	20,000	0
Personal Training	225	500	0
Towel Service	940	1,250	0
Donations-Associated Students	29,167	0	7,978
Miscellaneous	8,451	6,000	2,502
	<hr/>	<hr/>	<hr/>
Total Income	1,576,926	1,439,550	1,507,484
EXPENSES:			
Payroll:			
Benefitted	280,856	252,383	158,107
Non-Benefitted	21,054	11,452	403
Student	266,598	123,025	14,901
Employee Benefits	171,330	161,423	144,471
Accrued Retired Employee Benefits	(787)	5,000	16,934
Total Payroll	<hr/>	<hr/>	<hr/>
	739,051	553,283	334,816
Advertising/Marketing/Promotions	2,609	4,000	479
Bad Debt Expense	87	0	0
Computer Expense:			
Lease	6,931	5,200	4,539
Maintenance Fees	10,964	12,500	9,628
Misc. Supplies/Software	0	500	0
Contracted Services:			
Landscape	15,679	15,000	5,708
Elevator Service	3,260	6,000	7,325
Engineering Services - HVAC	26,452	25,000	26,452
Fitness Equipment	405	8,000	850
Group Fitness	9,041	10,000	0
Pest Management	2,220	2,500	2,505
Copier Lease	5,804	6,500	5,691
Credit Card Fees	2,860	2,400	108
Depreciation	57,378	36,899	38,774
Dues/Memberships/Subscriptions	1,806	2,000	1,547
Employee Recruitment	28	250	0
Equipment:			
Building	6,261	7,250	2,524
Check Out	1,028	1,750	158
Exercise	11,746	2,500	20,007
Group Fitness	576	500	0
Personal Training	0	500	0

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
EXPENSES (CONTINUED):			
Insurance	7,799	6,000	6,722
Janitorial Supplies	18,710	25,000	1,017
Laundry	0	200	0
Management Services Agreement Fee	78,750	80,000	80,000
Miscellaneous	148	200	49
Office Supplies/Postage	923	2,000	11
Over/Short	8	0	0
Program/Special Events	11,318	5,000	240
Repairs/Maintenance:	11,360		12,351
Building	0	15,000	0
Exercise Equipment	0	12,000	0
Retail - Cost of Goods Purchased	12,765	18,000	0
Telephone/Communications	2,761	3,450	1,774
Travel/Training	1,985	0	0
Uniforms	4,524	3,500	862
Utilities	405,962	476,000	169,039
Waste Management	3,288	3,600	1,194
	Total Expenses	1,352,482	734,370
	1,464,487	87,068	773,114
OPERATING SURPLUS (DEFICIT)	112,439	87,068	773,114
NONOPERATING REVENUES (EXPENSES)			
Interest Income	2,940	500	883
Total Nonoperating Activities	2,940	500	883
SURPLUS (DEFICIT) TO RESERVE FOR STUDENT RECREATION CENTER	\$ 115,379	\$ 87,568	\$ 773,998

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
REVENUES:			
Rent	\$ 5,131,005	\$ 2,490,334	\$ 1,230,488
Application Fee	54,175	25,000	62,700
Assessments	22,350	10,000	4,900
ATM Commission	296	400	148
Safe Commission	0	0	0
Damage Assessments	100	1,000	450
Energy Rebate	117	0	0
Interest Income - Bond Account	0	0	0
Key Charges	8,631	4,000	2,025
Late Fees	19,800	8,500	2,700
Miscellaneous	10,818	17,500	10,055
Processing Fees	14,500	10,000	18,250
Safe Charges	0	12,750	0
Service Charges	0	0	0
Summer Conferences	286,475	240,000	1,999
Summer Session Rent	31,129	15,000	54,683
Vendor/Laundry Commissions	21,795	10,000	324
University Contributions	0	0	523,339
SBA PPP Federal Subsidy	258,696	0	0
	<hr/>	<hr/>	<hr/>
Total Income	5,859,887	2,844,484	1,912,061
EXPENSES:			
General	2,298,548	1,973,504	1,251,181
Marketing	150,108	104,430	46,748
Summer Conferences	297,010	230,660	15,543
Physical Plant	1,158,289	1,087,114	1,144,879
Resident Life	173,598	131,225	117,993
	<hr/>	<hr/>	<hr/>
Total Expenses	4,077,553	3,526,932	2,576,344
SURPLUS TO RESERVE FOR STUDENT HOUSING			
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ 1,782,334	\$ (682,448)	\$ (664,283)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
General			
Payroll:			
Benefitted	\$ 259,598	\$ 211,434	\$ 209,869
Non Benefitted	7,304	0	354
Student	160,164	93,090	119,639
Employee Benefits	157,473	147,548	129,707
Actual Retired Employee Benefits	10,780	10,780	11,003
Accrued Retired Employee Benefits	(1,188)	10,000	25,555
Total Payroll	<u>594,131</u>	<u>472,852</u>	<u>496,127</u>
Advertising and Printing	48	0	0
Allowance for Uncollectible Debt	25,419	30,000	31,072
Cable TV	72,069	49,852	66,130
Computer Lease	13,373	9,000	13,221
Computer Supplies	6,737	0	10,467
Consulting	4,304	0	0
Copier Lease	0	10,000	0
Credit Card Fees	57,429	18,000	13,283
Depreciation:			
Buildings	456,768	404,247	468,023
Equipment	523,279	531,022	433,507
Dues/Memberships/Subscriptions	203	0	226
Employee Recruitment	425	0	265
Housing Incentive	13,820	20,000	3,755
Insurance	101,235	107,982	104,811
Management Services Agreement Fee	150,000	150,000	0
Miscellaneous	18,477	17,000	7,258
Office Supplies	17,635	11,000	7,663
Over/Short	50	0	(98)
Postage	10	0	0
Repairs/Maintenance	620	0	0
Residence Advisor Meals	85,169	35,000	54,986
Safe Expense	54,723	29,000	12,057
Software Agreements	16,166	9,000	28,986
Telephone/Communications	9,862	9,000	11,550
Travel/Training	9,774	5,000	993
Total General Operating	<u>2,231,726</u>	<u>1,917,955</u>	<u>1,764,282</u>
NONOPERATING EXPENSES			
Bond Amortization			
Bond Issue - 2020	33,996	47,890	7,448
Interest Expense			
Bond Debt	32,826	51,783	61,429
Extinguishment of Capital and Bond Obligations	0	0	(581,978)
Total General Nonoperating	<u>66,822</u>	<u>99,673</u>	<u>(513,101)</u>
Total General	<u>2,298,548</u>	<u>2,017,628</u>	<u>1,251,181</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20		2020-21		2020-21
	ACTUAL		BUDGET		ACTUAL
OPERATING ACTIVITIES					
Marketing					
Payroll:					
Benefitted	\$ 21,751	\$	14,275	\$	10,837
Student	39,174		20,270		5,898
Employee Benefits	7,799		6,386		4,110
Total Payroll	<u>68,724</u>		<u>40,932</u>		<u>20,845</u>
Advertising/Printing	51,253		40,000		13,896
Computer Lease	2,894		2,500		3,981
Computer Supplies	3,413		1,500		2,628
Miscellaneous	59		500		40
Office Supplies	7,602		3,500		699
Postage	14,561		13,000		3,659
Software	616		1,000		1,000
Telephone/Communications	0		500		0
Travel/Training	986		1,000		0
Total Marketing	<u>\$ 150,108</u>	<u>\$</u>	<u>104,432</u>	<u>\$</u>	<u>46,748</u>
Summer Conferences					
Payroll:					
Benefitted	\$ 21,751	\$	14,275	\$	10,837
Non-Benefitted	-		-		-
Student	18,198		8,500		156
Temporary	0		0		0
Employee Benefits	7,890		6,386		4,094
Total Payroll	<u>47,839</u>		<u>29,162</u>		<u>15,087</u>
Advertising/Printing	0		1,000		0
Computer Lease	0		500		0
Computer Supplies	0		500		0
Contract Services:					
Housekeeping	124,360		60,000		0
Employee Procurement	0		0		20
Equipment Rental	0		2,000		0
Janitorial Supplies	0		4,000		0
Laundry	4,292		6,000		22
Miscellaneous	124		500		0
Office Supplies	0		500		0
Paper Supplies	0		4,000		0
Telephone/Communications	395		500		414
Travel/Training	0		2,000		0
Utilities	120,000		120,000		0
Total Summer Conferences Expenses	<u>\$ 297,010</u>	<u>\$</u>	<u>230,662</u>	<u>\$</u>	<u>15,543</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Physical Plant			
Payroll:			
Benefitted	\$ 75,107	\$ 23,340	\$ 33,966
Student	4,400	4,765	7,935
Part-Time/Contract Labor	14,112	0	0
Employee Benefits	29,127	11,659	14,238
Total Payroll	<u>122,746</u>	<u>39,765</u>	<u>56,139</u>
Contract Services:			
Exterminator	11,690	25,000	12,760
Housekeeping	464,673	300,000	284,623
Key System	8,334	9,000	14,779
Landscape/Grounds Maintenance	14,875	18,750	5,558
Pool Service	15,615	15,000	13,815
Refrigeration/Heating	13,042	45,000	15,245
Waste Services	25,851	18,750	8,502
Total Contract Services	<u>554,080</u>	<u>431,500</u>	<u>355,282</u>
Equipment Rental	14,297	8,000	9,184
Janitorial Supplies	29,354	12,750	8,938
Key System Maintenance	0	7,000	0
Landscape Maintenance (Non-Contract)	12,950	15,000	0
Laundry	9,201	7,500	77
Licenses/Fees	503	500	426
Miscellaneous	396	3,000	1,122
Office Supplies	3,636	1,500	4,646
Paper Supplies	22,963	37,500	10,045
Refrigeration/Heating (Non-Contract)	45,768	37,500	156,496
Repairs/Maintenance	64,003	75,000	34,165
Smallwares	66,815	50,000	14,586
Telephone/Communications	590	500	514
Travel/Training	0	100	0
Utilities	<u>210,987</u>	<u>360,000</u>	<u>493,259</u>
Total Physical Plant	<u>\$ 1,158,289</u>	<u>\$ 1,087,115</u>	<u>\$ 1,144,879</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20		2020-21		2020-21
	ACTUAL		BUDGET		ACTUAL
Resident Life					
Payroll:					
Benefitted	\$ 5,138	\$	-	\$	-
Student	120,598		68,925		94,448
Employee Benefits	1,118		0		1,041
Total Payroll	<u>126,854</u>		<u>68,925</u>		<u>95,489</u>
Computer Lease	3,708		2,500		5,075
Dues/Memberships/Subscriptions	30		400		0
Employee Recruitment	100		0		140
Miscellaneous	4,227		4,000		4,533
Office Supplies	10,622		8,000		3,212
Parking	944		800		641
Programming	24,047		12,500		4,506
Public Safety Assistants	328		1,600		828
Repair/Maintenance	18		0		0
RHA Expense	0		1,000		0
Telephone/Communications	2,570		1,500		2,603
Travel/Training	150		9,000		966
Tuition/Fees/Books	0		21,000		0
Total Resident Life Expenses	<u>\$ 173,598</u>	<u>\$</u>	<u>131,225</u>	<u>\$</u>	<u>117,993</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
The Bucket Grill & Pub	\$ 450,195	\$ 265,500	\$ 54,139
Catering	1,588,578	895,000	269,871
Commissions	17,136	8,150	401
Library Café/Starbucks	835,529	477,000	-
Campus Pointe/Starbucks	2,354	1,146,000	-
Mobile Food Truck	59,110	35,500	-
Convenience Stores	308,226	191,500	22,500
UC Food Court	255,287	148,000	7,020
University Dining Hall	4,180,521	1,858,366	1,344,142
USU Food Court	782,743	522,250	6,335
Union Snack Bar	171,280	103,978	-
Total Sales	8,650,959	5,651,244	1,704,408
Less: Cost of Goods Purchased	2,545,876	2,121,000	515,196
Gross Profit on Sales	6,105,083	3,530,244	1,189,212
Operating Expenses:			
Payroll:			
Benefitted	762,331	512,631	401,941
Non-Benefitted	548,510	429,217	186,310
Student	1,115,641	701,251	117,951
Employee Benefits	506,832	335,169	310,281
Total Payroll	2,933,314	1,978,268	1,016,483
Advertising/Printing	2,460	0	1,585
Advertising-Franchise	15,723	11,750	0
Allowance for Uncollectible Debt	16,945	10,000	20,715
Amortization	500	3,000	500
Bank Charges	16,355	0	1,054
Cable TV Service	2,025	1,100	1,625
Computer Lease	2,096	3,575	1,320
Computer Supplies	31,884	2,400	23,736
Contract Services	0	0	0
Contract Services - USU Building Operations	30,000	15,450	0
Credit Card Fees	91,850	100,000	2,252
Depreciation	229,132	244,036	220,180
Donations	30,330	0	2,871
Dues/Memberships/Subscriptions	7	75	0
Employee Recruitment	885	1,750	0
Equipment Rental	47,363	30,500	0
Food Service Administration Expense	689,478	758,600	833,651
Janitorial/Sanitation	55,913	41,500	30,025
Laundry	50,375	30,665	13,260
Licenses/Permits/Fees	37,623	31,787	6,378
Maintenance Fees - CBORD	25,598	22,000	20,586
Miscellaneous	10,423	10,800	5,675
Non-Student Tax	10,492	13,500	441

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Office Supplies	12,560	4,650	859
Operating Expenses (Continued):			
Over/Short	82	0	14
Paper Supplies	166,441	99,750	66,282
Repairs /Maintenance	127,884	118,100	83,319
Resident Advisor Meals	112,167	50,000	54,986
Royalties	110,985	100,630	787
Software	0	3,000	0
Smallwares	35,511	20,475	13,300
Telephone/Communications	4,706	5,896	4,604
Travel/Training	11,397	700	3,618
Uniforms	3,448	6,250	0
University Student Union Rent	72,800	37,500	0
Utilities	218,538	173,500	186,856
Vehicle Expense	11,194	6,625	3,618
Warehouse Expense	3,051	7,500	(3,184)
Total Operating Expenses	5,221,535	3,945,332	2,617,396
SURPLUS/(DEFICIT) TO RESERVE FOR			
COMMERCIAL OPERATIONS	\$ 883,548	\$ (415,088)	\$ (1,428,184)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
ADMINISTRATION
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
INCOME:			
FFCRA Tax Credit	\$ -	\$ -	\$ 1,881
SBA PPP Federal Subsidy	46,763	-	-
	<u>46,763</u>	<u>0</u>	<u>1,881</u>
EXPENSES:			
Payroll:			
Benefitted	175,541	153,548	154,150
Non-Benefitted	14,144	5,371	0
Student	13,926	8,128	0
Employee Benefits	106,231	102,020	90,889
Actual Retired Employee Benefits	173,540	173,540	162,348
Accrued Retired Employee Benefits	(15,852)	50,000	341,041
Total Payroll and Benefits	<u>467,530</u>	<u>492,607</u>	<u>748,428</u>
Advertising	1,120	0	0
Computer Lease	4,337	3,500	5,479
Computer Supplies	0	0	185
Copier Lease	4,582	4,600	4,551
Dues/Memberships/Subscriptions	663	560	243
Employee Recruitment	6,211	7,500	3,664
Equipment Rental	301	500	68
Insurance	39,638	30,291	26,461
Legal Fee-Settlement	0	2,700	0
License/Permits/Fees	1,907	0	1,898
Management Services Agreement Fee	150,000	150,000	0
Miscellaneous	1,664	3,000	1,932
Office Supplies	7,379	5,000	1,867
Postage/Freight	0	150	0
Repairs/Maintenance	4,201	5,000	3,572
Smallwares	408	0	0
Software	28,177	38,500	33,746
Telephone/Communications	4,118	2,200	2,456
Travel/Training	0	0	0
Uniforms	6,947	5,000	165
Vehicle Expense	7,058	7,500	817
	<u>736,241</u>	<u>758,608</u>	<u>835,532</u>
Total Expenses			
	<u>736,241</u>	<u>758,608</u>	<u>835,532</u>
Administration Distributed to Units	<u>\$ (689,478)</u>	<u>\$ (758,608)</u>	<u>\$ (833,651)</u>

DISTRIBUTION OF JUNE 30, 2020 AND 219 FOOD SERVICE ADMINISTRATION EXPENSE

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
The Bucket Grill & Pub	\$ 13,755	\$ 15,200	\$ 16,704
Catering	48,293	53,100	58,353
Library Café/Starbucks	55,170	53,100	58,353
Starbucks CP	-	53,100	58,353
University Center Food Court	13,755	15,200	16,704
University Dining Hall	468,873	470,300	516,829
USU Food Court	75,878	83,400	91,651
Union Snack Bar	13,755	15,200	16,704
	<u>689,478</u>	<u>758,600</u>	<u>833,651</u>
Total Administration Allocated	<u>\$ 689,478</u>	<u>\$ 758,600</u>	<u>\$ 833,651</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - THE BUCKET GRILL & PUB
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages - Alcoholic	\$ 33,483	\$ 14,500	\$ -
Food/Beverages	379,514	251,000	53,797
Other Revenue	36	0	0
FFCRA Tax Credit	0	0	342
SBA PPP Federal Subsidy	37,163	0	0
Total Sales	<u>450,196</u>	<u>265,500</u>	<u>54,139</u>
Less: Cost of Food Purchased	<u>150,296</u>	<u>97,500</u>	<u>26,914</u>
Gross Profit on Sales	299,900	168,000	27,225
Operating Expenses:			
Payroll:			
Benefitted	35,016	16,170	28,763
Non-Benefitted	31,399	19,525	17,832
Student	117,910	55,052	9,148
Employee Benefits	20,981	19,777	18,035
Total Payroll	<u>205,306</u>	<u>110,523</u>	<u>73,778</u>
Advertising/Printing	186	400	427
Bank Charges	6,715	2,000	689
Cable TV Service	2,025	1,100	1,625
Commission	0	0	0
Depreciation	3,113	259	259
Food Service Administration	13,755	15,200	16,704
Janitorial/Sanitation	4,863	3,500	3,457
Laundry	2,391	1,750	1,949
Licenses/Permits/Fees	7,831	4,844	1,757
Miscellaneous	189	0	0
Non-Student Tax	2,784	1,500	390
Office Supplies	805	200	303
Over/Short	(85)	0	13
Paper Supplies	27,864	12,500	7,125
Repairs/Maintenance	5,636	6,000	7,367
Royalties - Me N Ed's	4,432	2,500	333
Smallwares	3,968	1,000	272
Telephone/Communications	417	400	357
Uniforms	0	750	0
Utilities	8,499	8,750	9,405
Total Operating Expenses	<u>300,694</u>	<u>173,176</u>	<u>126,210</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ (794)</u>	<u>\$ (5,176)</u>	<u>\$ (98,985)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CATERING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages - Alcoholic	\$ 19,764	\$ 10,000	\$ -
Equipment Rental	73,823	39,000	317
General Sales	1,416,129	838,500	267,645
Miscellaneous	11,672	7,500	179
FFCRA Tax Credit	0	0	1,730
SBA PPP Federal Subsidy	67,191	0	0
Total Sales	<u>1,588,579</u>	<u>895,000</u>	<u>269,871</u>
Less: Cost of Food Purchased	<u>524,248</u>	<u>290,000</u>	<u>135,740</u>
Gross Profit on Sales	1,064,331	605,000	134,131
Operating Expenses:			
Payroll:			
Benefitted	254,088	179,325	130,388
Non-Benefitted	87,637	45,642	21,189
Student	113,207	66,474	6,839
Employee Benefits	169,276	117,635	104,302
Total Payroll	<u>624,208</u>	<u>409,076</u>	<u>262,718</u>
Advertising/Printing	0	0	0
Bank Charges	256	0	0
Computer Lease	487	875	426
Computer Supplies	1,024	0	0
Contract Services	0	0	0
Depreciation	4,461	4,461	4,461
Dues/Memberships/Subscriptions	7	75	0
Equipment Rental	46,564	30,000	0
Food Service Administration	48,293	53,100	58,353
Janitorial/Sanitation	3,963	7,500	2,345
Laundry	21,606	12,500	467
Licenses/Permits/Fees	4,975	1,500	525
Miscellaneous	947	2,000	142
Office Supplies	7,114	1,000	300
Paper Supplies	64,909	25,000	18,016
Repairs/Maintenance	7,697	8,000	5,651
Smallwares	4,963	2,375	304
Software	3,150	3,000	3,150
Telephone/Communications	1,132	1,300	1,100
Travel/Training	203	0	0
Uniforms	1,567	1,500	0
Utilities	5,749	6,000	6,524
Vehicle Expense	11,194	5,625	3,618
Total Operating Expenses	<u>864,469</u>	<u>574,887</u>	<u>368,100</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ 199,862</u>	<u>\$ 30,113</u>	<u>\$ (233,969)</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - COMMISSIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020**

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
Income:			
Rentals:			
Juice It Up-Ice	\$ 5,099	\$ 3,150	\$ -
Vending Machines	12,037	5,000	401
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 17,136	\$ 8,150	\$ 401

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - DONATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020**

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
Operating Expenses:			
University Donations	\$ 30,330	\$ -	\$ 2,871
 DEFICIT TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (30,330)	\$ -	\$ (2,871)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - LIBRARY CAFÉ - STARBUCKS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 777,893	\$ 477,000	\$ -
SBA PPP Federal Subsidy	57,636	0	0
Less: Cost of Food Purchased	\$ 318,808	190,000	\$ 8,344
Gross Profit on Sales	516,721	287,000	(8,344)
Operating Expenses:			
Payroll:			
Benefitted	40,051	28,549	9,207
Non-Benefitted	5,451	2,719	0
Student	228,050	106,073	0
Employee Benefits	22,488	12,831	5,074
Total Payroll	296,040	150,172	14,281
Advertising/Printing	307	500	0
Computer Lease	742	500	894
Credit Card Fees	17,800	13,000	108
Depreciation	0	0	0
Employee Recruitment	714	500	0
Food Service Administration	55,170	53,100	58,353
Janitorial/Sanitation	198	1,500	0
Laundry	2,255	1,500	0
Licenses/Permits/Fees	411	400	348
Miscellaneous	2,765	3,000	1,109
Office Supplies	1,000	500	0
Over/Short	(143)	0	0
Paper Supplies	25,622	16,000	21
Repairs/Maintenance	8,120	7,000	0
Royalties	62,130	34,500	0
Smallwares	2,290	3,000	3,730
Software	500	0	0
Travel/Training	0	200	0
Uniforms	0	250	0
Total Operating Expenses	475,921	285,622	78,844
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 40,800	\$ 1,378	\$ (87,188)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CAMPUS POINTE - STARBUCKS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ -	\$ 1,146,000	\$ -
SBA PPP Federal Subsidy	2,354	0	0
Less: Cost of Food Purchased	\$ 589	595,000	\$ (547)
	<hr/>	<hr/>	<hr/>
Gross Profit on Sales	1,765	551,000	547
Operating Expenses:			
Payroll:			
Benefitted	7,014	30,000	0
Non-Benefitted	0	100,000	0
Student	3,088	220,000	0
Employee Benefits	2,813	14,331	(15)
Total Payroll	<hr/>	<hr/>	<hr/>
12,915	12,915	364,331	(15)
Advertising/Printing	0	500	0
Amortization	1,500	3,000	3,000
Computer Lease	0	500	0
Computer Supplies	1,527	0	0
Credit Card Fees	0	29,900	0
Depreciation	0	31,335	0
Employee Recruitment	170	1,000	0
Food Service Administration	0	53,100	58,353
Janitorial/Sanitation	240	1,500	0
Laundry	0	1,500	0
Licenses/Permits/Fees	0	4,383	491
Miscellaneous	2,334	1,500	0
Office Supplies	133	1,000	0
Paper Supplies	186	15,000	0
Rent	0	25,500	0
Royalties	0	34,500	0
Smallwares	6,147	500	7,990
Uniforms	702	500	0
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	25,854	569,549	69,819
	<hr/>	<hr/>	<hr/>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (24,089)	\$ (18,549)	\$ (69,272)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - MOBILE FOOD TRUCK
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 55,293	\$ 35,500	\$ -
SBA PPP Federal Subsidy	3,817	0	0
Less: Cost of Food Purchased	32,796	17,500	91
	<hr/>	<hr/>	<hr/>
Gross Profit on Sales	26,314	18,000	(91)
Operating Expenses:			
Payroll:			
Non-Benefitted	14,041	7,862	0
Student	15,278	7,742	0
Employee Benefits	1,754	0	0
Total Payroll	<hr/>	<hr/>	<hr/>
Total Payroll	31,073	15,604	0
Advertising/Printing	0	0	0
Bank Charges	2,171	1,000	29
Gain/Loss on Sale of Assets	0	0	(22,500)
Janitorial/Sanitation	0	0	0
Laundry	875	750	0
Licenses/Permits/Fees	1,149	1,000	0
Miscellaneous	145	200	0
Non-Student Tax	405	500	0
Office Supplies	131	0	0
Over/Short	32	0	0
Paper Supplies	683	500	85
Repairs/Maintenance	5,497	2,500	154
Smallwares	0	0	0
Vehicle Expense	0	1,000	0
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	42,161	23,054	(22,232)
SURPLUS/(DEFICIT) TO RESERVE FOR			
COMMERCIAL OPERATIONS	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (15,847)	\$ (5,054)	\$ 22,141

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CONVENIENCE STORES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 283,351	\$ 191,500	\$ -
SBA PPP Federal Subsidy	24,875	0	0
Less: Cost of Food Purchased	167,920	115,500	5,906
Gross Profit on Sales	140,306	76,000	(5,906)
Operating Expenses:			
Payroll:			
Benefitted	0	0	0
Non-Benefitted	22,669	13,823	0
Student	83,988	37,000	0
Employee Benefits	5,116	0	0
Total Payroll	111,773	50,823	0
Computer Lease	0	600	0
Contract Services-USU Building Operations	900	900	0
Bank Charges	27	0	0
Depreciation	9,235	8,426	8,426
Janitorial/Sanitation	3,979	1,750	110
Laundry	1,226	600	0
Licenses/Permits/Fees	1,632	2,000	1,382
Miscellaneous	0	0	0
Office Supplies	417	0	0
Over/Short	127	0	0
Paper Supplies	1,468	1,250	241
Repairs/Maintenance	782	1,750	0
Smallwares	194	600	0
Telephone/Communications	596	600	775
USU-Rent for SSU	2,200	1,100	0
Total Operating Expenses	134,556	70,399	10,934
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 5,750	\$ 5,601	\$ (16,840)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNIVERSITY CENTER (TACO BELL)
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages	\$ 11,415	\$ 8,500	\$ 376
Taco Bell Express	207,687	139,500	6,644
SBA PPP Federal Subsidy	36,184	0	0
Total Sales	<u>255,286</u>	<u>148,000</u>	<u>7,020</u>
Less: Cost of Food Purchased	<u>68,168</u>	<u>49,000</u>	<u>5,442</u>
Gross Profit on Sales	187,118	99,000	1,578
Operating Expenses:			
Payroll:			
Benefitted	324	12,226	2,602
Non-Benefitted	27,304	16,818	5,600
Student	103,438	33,602	5,329
Employee Benefits	5,495	8,460	2,226
Total Payroll	<u>136,561</u>	<u>71,107</u>	<u>15,757</u>
Advertising/Printing	194	0	0
Bank Charges	4,133	1,600	271
Commissions	0	0	0
Depreciation	17,764	17,764	17,764
Food Services Administration	13,755	15,200	16,704
Janitorial/Sanitation	5,557	3,250	3,347
Laundry	0	0	0
Licenses/Permits/Fees	6,821	5,640	522
Miscellaneous	831	1,000	23
Non-Student Tax	1,607	2,000	51
Office Supplies	549	200	0
Over/Short	(11)	0	2
Paper Supplies	6,856	4,500	469
Repairs/Maintenance	6,446	5,250	7,412
Royalties:			
Taco Bell Express	14,537	8,250	454
Smallwares	1,839	1,250	0
Telephone/Communications	596	596	357
Uniforms	0	800	0
Utilities	8,499	8,750	9,405
Total Operating Expenses	<u>226,534</u>	<u>147,157</u>	<u>72,538</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ (39,416)</u>	<u>\$ (48,157)</u>	<u>\$ (70,960)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNIVERSITY DINING HALL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
Contract Sales:			
Commuter Contracts	\$ 23,819	\$ 12,050	\$ 916
Guests	128,607	85,200	470
Contract Sales - Housing Residents	3,474,448	1,705,116	891,536
Summer Conferences - Non-Taxable	218,535	55,000	0
Summer Conferences - Taxable	26,285	1,000	0
University Contributions	0	0	447,998
Miscellaneous	489	0	3,223
SBA PPP Federal Subsidy	308,338	0	0
Total Sales	4,180,521	1,858,366	1,344,143
Less: Cost of Food Purchased	984,807	565,000	330,968
 Gross Profit on Sales	 3,195,714	 1,293,366	 1,013,175
 Operating Expenses:			
Payroll:			
Benefitted	336,853	185,487	221,913
Non-Benefitted	281,369	171,695	141,689
Student	232,354	84,004	96,635
Employee Benefits	206,951	116,188	163,859
Total Payroll	1,057,527	557,374	624,096
Advertising/Printing	1,774	250	1,158
Allowance for Uncollectible Expense	16,945	10,000	20,715
Computer Lease	561	500	0
Computer Supplies	0	2,000	0
Credit Card Fees	74,050	50,000	2,144
Depreciation	184,969	175,372	180,350
Employee Recruitment	0	250	0
Equipment Rental	588	500	0
Food Service Administration Expense	468,873	470,300	516,829
Janitorial/Sanitation	32,815	20,000	16,526
Laundry	18,131	10,000	10,844
Licenses/Permits/Fees	1,213	1,500	522
Meal Cards	(410)	0	0
Miscellaneous	1,726	2,000	4,401
Office Supplies/Décor	970	750	255
Over/Short	68	0	0
Paper Supplies	25,361	10,000	40,160
Repairs/Maintenance	124,571	78,600	86,648
Resident Advisor Meals	112,167	50,000	54,986
Smallwares	10,471	7,500	1,004
Software Maintenance Fees _CBORD OPCS	25,598	22,000	20,586
Telephone/Communications	1,072	1,500	735
Travel/Training	0	500	0
Uniforms	1,541	1,500	0
Utilities	193,591	150,000	161,522
Warehouse Expense	3,051	7,500	(3,184)
Total Operating Expenses	 2,357,223	 1,629,896	 1,740,297
 SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	 \$ 838,491	 \$ (336,530)	 \$ (727,122)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - USU FOOD COURT
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages	\$ 191,686	\$ 154,750	\$ -
Panda Express Commissions	114,521	80,000	6,335
Panda Express Rent	1,677	0	0
Robertito's Rent	18,000	12,000	0
Robertito's Commission	31,187	19,000	0
Subway	371,685	256,500	0
SBA PPP Federal Subsidy	53,987	0	0
Total Sales	<u>782,743</u>	<u>522,250</u>	<u>6,335</u>
Less: Cost of Food Purchased	<u>212,143</u>	<u>150,000</u>	<u>1,539</u>
Gross Profit on Sales	570,600	372,250	4,796
Operating Expenses:			
Payroll:			
Benefitted	84,772	60,874	8,903
Non-Benefitted	50,429	31,559	0
Student	159,888	69,379	0
Employee Benefits	66,385	45,947	16,644
Total Payroll	<u>361,474</u>	<u>207,759</u>	<u>25,547</u>
Advertising:			
Other	0	0	0
Subway	15,723	10,000	0
Amortization:			
Taco Bell Franchise Fee	500	0	500
Bank Charges	3,033	2,500	65
Commissions	0	0	0
Computer Lease	518	600	0
Computer Software	85	400	0
Contract Services-USU Building Operations	20,300	10,150	0
Depreciation	8,089	6,419	5,919
Food Services Administration	75,878	83,400	91,651
Janitorial/Sanitation	2,687	2,000	2,175
Laundry	3,892	2,000	0
Licenses/Permits/Fees	12,894	9,920	416
Miscellaneous	1,213	1,000	0
Non-Student Tax	4,550	7,000	0
Office Supplies	1,440	1,000	0
Over/Short	29	0	(1)
Paper Supplies	8,431	10,000	50
Repairs/Maintenance	5,890	7,500	292
Royalties:			
Subway	29,885	20,880	0
Smallwares	4,909	4,000	0
Telephone/Communications	536	1,000	921
Travel/Training	0	0	0
Uniforms	340	800	0
University Student Union Rent	<u>51,000</u>	<u>25,500</u>	<u>0</u>
Total Operating Expenses	613,296	413,828	127,535
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (42,696)	\$ (41,578)	\$ (122,739)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNION SNACK BAR
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 156,082	\$ 103,978	\$ -
SBA PPP Federal Subsidy	15,198	0	0
Total Sales	171,280	103,978	0
Less: Cost of Food Purchased	86,100	51,500	799
Gross Profit on Sales	85,180	52,478	(799)
Operating Expenses:			
Payroll:			
Benefitted	4,213	0	165
Non-Benefitted	28,211	19,575	0
Student	58,440	21,925	0
Employee Benefits	5,573	0	156
Total Payroll	96,437	41,500	321
Advertising/Printing	0	100	0
Bank Charges	21	0	0
Contract Services-USU Building Operations	8,800	4,400	0
Food Services Administration	13,755	15,200	16,704
Janitorial/Sanitation	1,614	500	2,064
Laundry	0	65	0
Licenses/Permits/Fees	696	600	416
Miscellaneous	(31)	100	0
Non-Student Tax	1,146	2,500	0
Office Supplies	0	0	0
Over/Short	77	0	0
Paper Supplies	5,063	5,000	114
Repairs/Maintenance	37	1,500	0
Smallwares	729	250	0
Telephone/Communications	357	500	357
Uniforms	0	150	0
University Student Union Rent	21,800	10,900	0
Total Operating Expenses	150,501	83,265	19,976
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (65,321)	\$ (30,787)	\$ (20,775)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - WAREHOUSE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
INCOME:			
Juice It Up	\$ -	\$ -	\$ -
Total Income	0	0	0
EXPENSES:			
Payroll:			
Employee Benefits	\$ 0	\$ 0	\$ 0
Total Payroll	0	0	0
Gain/Loss on Sale of Assets	0	0	(1,000)
Inventory Variance	1,852	0	(5,310)
Janitorial/Sanitation	1,176	0	738
Repairs/Maintenance	23	0	2,388
Total Expenses	3,051	0	(3,184)
Warehouse Allocated to Units	3,051	0	(3,184)
ALLOCATIONS:			
Association Accounting	0	0	0
Residence Dining Facility	3,051	0	(3,184)
Total Warehouse Allocated	\$ 3,051	\$ -	\$ (3,184)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Building Operations - Custodial	\$ 37,339	\$ 23,801	\$ 3,600
General	2,731,963	2,635,562	2,615,050
Information Center/Reservations	30,245	36,750	0
Union Productions	0	0	0
Recreation	303,718	183,725	(330)
Satellite Student Union	77,360	48,200	0
	3,180,625	2,928,038	2,618,320
Total Income			
EXPENSES:			
Building Operations	728,015	589,893	289,988
General	1,485,178	1,365,614	1,572,993
Information Center/Reservations	158,058	125,217	25,844
Union Productions	309,199	352,485	156,772
Recreation	246,839	197,839	22,789
Satellite Student Union	201,718	155,231	126,116
	3,129,007	2,786,279	2,194,502
Total Expenses			
SURPLUS/(DEFICIT) TO RESERVE FOR			
UNIVERSITY STUDENT UNION			
	\$ 51,619	\$ 141,760	\$ 423,822

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - BUILDING OPERATIONS - CUSTODIAL/MAINTENANCE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
INCOME:			
USU Custodial Services	\$ 37,339	\$ 23,801	\$ 3,600
EXPENSES:			
Payroll:			
Benefitted	221,668	179,619	95,293
Non-Benefitted	45,356	27,588	0
Student	190,793	95,337	228
Employee Benefits	\$ 166,903	136,449	\$ 104,905
Total Payroll	624,720	438,994	200,426
Capital Equipment	0	0	0
Computer Lease	1,579	700	426
Custodial Supplies	22,820	43,700	8,456
Employee Procurement	549	1,500	150
Repairs/Maintenance	40,347	65,000	45,950
Service Contracts	38,000	40,000	34,580
Total Disbursements	728,015	589,894	289,988
NET DEFICIT	\$ (690,676)	\$ (566,093)	\$ (286,388)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - GENERAL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITY			
INCOME:			
USU Fees Returned to Operations	\$ 2,551,200	\$ 2,551,200	\$ 2,551,200
Commercial Leased Space - Food Service	75,000	37,500	0
Commercial Leased Space - Pavilion	31,200	15,600	32,136
Donation-Associated Students	0	11,512	0
Miscellaneous	140	0	0
Space Rental - USU Rooms	11,972	9,400	11,442
Support Services - ATM	8,700	4,350	8,961
	<hr/>	<hr/>	<hr/>
Total Income	2,678,212	2,629,562	2,603,739
EXPENSES:			
Payroll:			
Benefitted	346,124	204,315	297,790
Non-Benefitted	2,535	2,282	0
Student-Graphics	41,506	19,613	26,647
Employee Benefits	85,868	129,334	123,271
Actual Retired Employee Benefits	26,598	26,926	33,310
Accrued Retired Employee Benefits	(7,893)	25,000	169,804
Total Payroll	494,738	407,470	650,822
Advertising/Printing	5	3,000	0
Allowance for Uncollectible Debt	0	0	580
Capital Equipment	4,347	25,000	3,521
Computer Lease	15,430	15,000	11,091
Copy Paper/Supplies	0	500	0
Co-Sponsorships	462	3,000	-
Depreciation	218,294	142,814	145,556
Dues/Memberships/Subscriptions	10,649	5,000	8,965
Employee Recruitment	237	770	20
Graphics	0	10,000	0
Insurance	15,158	11,261	13,361
License, Permits, Fees	-	5,000	584
Management Services Agreement Fee	300,000	300,000	300,000
Miscellaneous	102	500	100
Office Supplies	1,798	3,000	1,305
Postage	261	300	560
Professional Development	0	1,000	0
Save Mart Center Student Seat Licenses	300,000	300,000	300,000
Service Contracts	20	500	0
Telephone/Communications	7,094	6,000	6,761
Travel/Training	0	3,000	0
Uniforms	478	2,500	601
Utilities	116,105	120,000	129,166
	<hr/>	<hr/>	<hr/>
Total Disbursements	1,485,178	1,365,615	1,572,993
	<hr/>	<hr/>	<hr/>
OPERATING SURPLUS	1,193,034	1,263,947	1,030,746
NONOPERATING REVENUES (EXPENSES)			
Interest Income	53,751	6,000	11,311
	<hr/>	<hr/>	<hr/>
Total Nonoperating Activities	53,751	6,000	11,311
	<hr/>	<hr/>	<hr/>
NET SURPLUS	\$ 1,246,785	\$ 1,269,947	\$ 1,042,057
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - INFORMATION CENTER/RESERVATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Support Services			
Key Control	\$ 20,000	\$ 20,000	\$ -
Information Center Commissions	9,116	13,750	-
Packaging Suppy Revenue	79	-	-
Satellite Box Office	1,050	3,000	0
	30,245	36,750	0
Total Income			
EXPENSES:			
Payroll:			
Benefitted	45,616	44,470	5,357
Student	64,322	32,460	2,278
Employee Benefits	40,066	39,687	13,099
Total Payroll	150,004	116,617	20,734
Advertising/Printing	-	0	-
Computer Lease	2,765	2,500	1,927
Credit Card Charges	2,409	3,500	108
Miscellaneous	114	100	0
Office Supplies	621	1,500	-
Over/Short	265	0	126
Service Contracts	1,880	1,000	2,949
	158,058	125,217	25,844
Total Disbursements			
NET DEFICIT	\$ (127,813)	\$ (88,467)	\$ (25,844)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - UNION PRODUCTIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Program Activities			
Performing Arts/Center Stage	\$ -	\$ -	\$ -
Special Events	-	-	-
Total Income	0	0	0
EXPENSES:			
Payroll:			
Benefitted	67,481	87,360	0
Student	96,382	49,662	45,856
Employee Benefits	32,408	42,363	12,531
Total Payroll	196,271	179,385	58,387
Computer Lease	3,776	3,600	3,418
Concerts/The Music Scene	32,297	80,000	69,350
Club Sports	8,967	9,000	3,113
Co-Sponsorships	580	5,000	0
Dues/Memberships/Subscriptions	1,160	1,500	1,160
Fresno State Welcome	9,430	10,000	60
Homecoming/Spirit	19,508	20,000	10,240
Leadership	27,023	30,000	2,066
Office Supplies	331	1,000	-
Performing Arts/Center Stage	1,138	0	0
Recreation/Leisure	15	0	0
Travel/Training	8,703	1,000	8,978
Total Disbursements	309,199	340,485	156,772
NET DEFICIT	\$ (309,199)	\$ (340,485)	\$ (156,772)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020

	2019-20	2020-21	2020-21
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Recreation and Leisure Activities:			
Billiards	\$ 37,009	\$ 23,000	\$ -
Bowling	203,880	121,500	0
Coin-Op Games	2,161	1,000	0
Locker Rentals	1,040	175	(330)
Pinball/Video	6,335	5,500	0
Promotional Events	8,274	5,500	0
Shoe Rentals	45,019	27,050	0
	<hr/>	<hr/>	<hr/>
Total Income	303,718	183,725	(330)
 EXPENSES:			
Payroll:			
Benefitted	60,417	57,238	0
Non-Benefitted	0	0	0
Student	114,028	55,747	1,615
Employee Benefits	24,491	36,805	19,921
Total Payroll	<hr/>	<hr/>	<hr/>
Advertising/Printing	-	0	-
Billiard Supplies	465	500	0
Bowling Supplies	2,237	3,500	380
Capital Equipment	-	500	-
Computer Lease	941	800	472
Credit Card Fees	5,087	3,000	108
Dues/Memberships/Subscriptions	-	0	-
Miscellaneous	40	0	26
Office Supplies	527	500	86
Over/Short	(32)	0	0
Repairs/Maintenance	26,524	30,000	162
Service Contracts	9,158	7,000	0
Special Events-Parties/Groups	2,956	2,250	19
	<hr/>	<hr/>	<hr/>
Total Disbursements	246,839	197,840	22,789
 NET SURPLUS			
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ 56,879	\$ (14,115)	\$ (23,119)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY STUDENT UNION - SATELLITE STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2021 AND 2020**

	2019-20 ACTUAL	2020-21 BUDGET	2020-21 ACTUAL
INCOME:			
Equipment Rental	\$ 19,378	\$ 11,000	\$ -
Space Rental	41,808	25,700	0
Technicians	16,174	11,500	0
Total Income	77,360	48,200	0
EXPENSES:			
Payroll:			
Benefitted	60,373	60,373	60,373
Student	20,383	8,744	0
Employee Benefits	46,738	49,915	45,716
Total Payroll	127,494	119,032	106,089
Capital Equipment	-	0	-
Computer Lease	1,180	700	-
Employee Relations	300	0	0
Repairs/Maintenance	9,225	30,000	14,003
University Donations	58,145	0	-
Utilities	5,374	5,500	6,024
Total Disbursements	201,718	155,232	126,116
NET DEFICIT	\$ (124,358)	\$ (107,032)	\$ (126,116)