

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

**2023-24
Annual Report
Supplemental Information
(Unaudited)**

**Approved by the Board of Directors
October 24, 2024**

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
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2023 - 2024

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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, 2024 WITH SUMMARIZED COMPARATIVE TOTALS FOR 2023**

	COMMERCIAL OPERATIONS						STUDENT HOUSING	STUDENT REC CENTER	STUDENT UNIONS
	2023 TOTAL	2024 TOTAL	SAVE MART CENTER	CAMPUS STORES	DINING SERVICES	ADMIN			
Operating Activities									
Revenue and Other Support:									
Gross Sales	\$ 28,204,411	\$ 30,153,269	\$ 1,210,000	\$ 641,397	\$ 11,210,308	\$ 1,858,343	\$ 7,763,738	\$ 1,626,735	\$ 5,842,748
Contributions	2,662,474	2,664,113	1,951,488	0	0	0	556,342	-	156,283
SBA PPP Federal Subsidy	-	0	0	0	0	0	0	0	0
Other Income	967,703	934,344	896,981	0	-	9,584	15,267	1,065	11,447
Total Revenues	31,834,588	33,751,726	4,058,469	641,397	11,210,308	1,867,927	8,335,347	1,627,800	6,010,478
Expenses and Losses:									
Cost of Goods Sold	3,641,501	3,959,422	0	0	3,933,040	10,454	0	15,928	0
Salaries/Wages	6,771,979	7,956,164	0	0	3,435,189	1,185,886	1,007,171	556,022	1,771,896
Employee Benefits	2,198,876	2,489,156	0	175,839	588,416	829,492	236,405	237,111	421,893
Administration-Food Services	882,450	964,285	0	0	964,285	0	0	0	0
Advances to SMG	1,754,251	1,409,460	1,409,460	0	-	0	0	0	0
Advertising/Printing	88,943	82,240	1,964	0	30,951	0	48,939	80	306
Athletic Corporation Entitlements	250,855	250,855	250,855	0	0	0	0	0	0
Audit/Legal Expense	145,066	50,370	0	0	20	50,350	0	0	0
Bad Debt Expense	485,619	(19,046)	-	0	(10,027)	0	(9,019)	0	0
Bank Charges	88,542	95,349	0	0	92,231	3,118	0	0	0
Chancellor's Office Fee	16,865	19,023	0	0	0	19,023	0	0	0
Computer Supplies/Expense	99,307	168,984	0	0	12,457	17,609	104,542	17,243	17,133
Consulting	278	-	0	0	-	-	0	0	0
Contract Services	1,229,910	1,280,350	0	0	82,200	0	1,123,289	74,861	0
Credit Card Fees	53,883	60,219	2,757	0	43,679	0	1,641	3,727	8,415
Depreciation/Amortization	4,002,031	4,170,794	2,621,544	1,566	239,199	88,120	1,045,628	57,172	117,565
Dues/Memberships/Subscriptions	17,744	15,564	0	0	561	7,376	2,824	125	4,678
Employee Awards/Development	25,191	18,938	0	0	0	18,938	0	0	0
Employee Recruitment	8,812	4,913	0	0	763	1,290	1,084	-	1,776
Equipment Purchased	45,435	14,804	0	0	0	0	0	1,952	12,852
Housing Incentives	21,058	1,630	0	0	0	0	1,630	0	0
Insurance	856,192	959,323	634,835	4,463	0	23,679	233,666	12,954	49,726
Janitorial/Sanitation	191,749	158,448	0	0	117,309	0	21,228	19,911	-
Laundry	112,414	112,991	0	0	73,888	0	38,901	202	0
Licenses/Permits/Fees	180,329	270,272	0	258	42,937	220,532	6,545	0	0
Management Services Fee	610,000	630,000	0	100,000	0	0	150,000	80,000	300,000
Miscellaneous	118,835	325,690	0	246	29,911	218,932	69,142	2,762	4,697
Non-Student Tax	10,092	11,073	0	0	11,073	0	0	0	0
Office Supplies	143,910	126,816	-	0	12,527	32,822	67,219	776	13,472
Paper Supplies	219,667	351,285	0	0	235,766	0	74,620	0	40,899
Possessory Interest Tax	135,859	252,647	252,647	0	0	0	0	0	0
Postage/Freight	46,194	34,365	0	0	17,346	16,979	-	0	40
Rent/Rental	637,776	1,008,262	0	0	55,127	7,794	944,318	314	709
Repairs/Maintenance	1,147,197	1,368,134	20887	53,644	244,951	39,530	540,636	61,777	406,709
Resident Advisor Meals	267,707	264,801	0	0	150,886	0	113,915	0	0
Royalties	186,075	179,880	0	0	179,880	0	0	0	0

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
THE CALIFORNIA STATE UNIVERSITY AUXILIARY ORGANIZATION
STATEMENTS OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2024 WITH SUMMARIZED COMPARATIVE TOTALS FOR 2023**

	2023 TOTAL	2024 TOTAL	SAVE MART CENTER	COMMERCIAL OPERATIONS			STUDENT HOUSING	STUDENT REC CENTER	STUDENT UNIONS
				CAMPUS STORES	DINING SERVICES	ADMIN			
Save Mart Seat Licenses	300,000	300,000	0	0	0	0	0	0	300,000
Security Services	66,214	76,409	0	0	0	76,409	0	0	0
Smallwares	110,863	97,400	0	0	40,934	0	56,466	0	0
Student Programs	171,500	181,180	0	0	0	0	0	11,072	170,108
Telephone/Communications	27,546	20,244	0	-	395	1,156	16,204	1,394	1,095
Travel/Training	69,175	65,516	0	0	6,561	4,065	49,997	1,242	3,651
University Donations	48,676	45,374	607	0	44,767	0	0	0	0
USU Co-Sponsorships	-	0	0	0	0	0	0	0	0
Utilities	2,154,779	2,316,676	0	143,129	275,489	25,541	710,115	636,287	526,115
Warehouse Expense	(1,281)	58,064	0	0	58,064	0	0	0	0
Wilkinson Group Fee	180,000	180,000	180,000	0	0	0	0	0	0
Total Expenses and Losses	29,820,064	32,388,324	5,375,556	479,145	11,010,775	2,899,095	6,657,106	1,792,912	4,173,735
Net Income (Loss) from Operations	2,014,524	1,363,402	(1,317,087)	162,252	199,533	(1,031,168)	1,678,241	(165,112)	1,836,743
Nonoperating Revenues (Expenses)									
Interest and Dividend Income	857,143	1,405,874	101,365	0	0	1,304,509	0	0	0
Investment Return, Net	757,888	1,034,357	92,869	0	0	941,488	0	0	0
Extinguishment of Capital and Bond Obligations	3,653,413	-	-	0	0	0	0	0	0
Bond Expenses	(11,394)	(18,842)	(11,394)	0	0	0	(7,448)	0	0
Capital Lease Expense	(677,783)	(384,376)	(384,376)	0	0	0	0	0	0
Interest Expense	(24,839)	(26,960)	0	0	0	(10,541)	(16,419)	0	0
Total Nonoperating Activities	4,554,428	2,010,053	(201,536)	0	0	2,235,456	(23,867)	-	-
Total Net Income (Loss)	\$ 6,568,952	\$ 3,373,455	\$ (1,518,623)	\$ 162,252	\$ 199,533	\$ 1,204,288	\$ 1,654,374	\$ (165,112)	\$ 1,836,743
Allocation of Income:									
Auxiliary Activities Fund									
Other	\$ 3,043,305	\$ 3,220,447	\$ -	\$ 162,252	\$ 199,533	\$ 1,204,288	\$ 1,654,374	\$ -	\$ -
Student Recreation Center	6,133	(165,112)	0	0	0	0	0	(165,112)	0
University Student Union	2,797,874	1,836,743	0	0	0	0	0	0	1,836,743
Save Mart Center	721,638	(1,518,623)	(1,518,623)	0	0	0	0	0	0
Total Amount Allocated	\$ 6,568,950	\$ 3,373,455	\$ (1,518,623)	\$ 162,252	\$ 199,533	\$ 1,204,288	\$ 1,654,374	\$ (165,112)	\$ 1,836,743

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SCHEDULE OF STUDENT FEE OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2023 ACTUAL	2024 ACTUAL
OPERATING ACTIVITIES		
REVENUES:		
Amount Received from Student Body Center Fees	\$ 3,901,200	\$ 6,253,426
Revenues from Operations	3,890,186	1,384,851
Total Revenues	7,791,386	7,638,277
EXPENDITURES:		
Payroll	1,959,151	2,327,918
Employee Benefits	591,682	659,004
Operating Expenses:		
Advertising/Printing	1,403	386
Bad Debts	0	0
Computer Supplies/Expense	24,524	34,376
Contracted Services	78,406	74,861
Copier Lease	(370)	1,023
Credit Card Fees	8,694	12,142
Depreciation	107,757	174,737
Dues/Meetings/Subscriptions	6,256	4,803
Employee Recruitment	1,807	1,776
Equipment Purchased	45,435	14,803
Insurance	28,621	62,680
Janitorial	57,865	60,810
Laundry	0	202
License, Permits, Fees	0	0
Management Services Agreement Fee	380,000	380,000
Miscellaneous	13,630	18,323
Office Supplies	18,459	14,248
Over/Short	265	67
Postage/Freight	141	40
Repairs/Maintenance	255,715	468,487
Save Mart Seat Licenses	300,000	300,000
Security Services	0	0
Student Programs	171,500	181,180
Telephone/Communications	7,105	2,489
Travel/Training	18,410	4,893
Uniforms	4,695	4,996
University Donations	0	0
USU Co-Sponsorships	0	0
Utilities	899,968	1,162,402
Total Expenditures	4,981,119	5,966,647
Operating Surplus (Deficit)	2,810,267	1,671,631
NONOPERATING REVENUES (EXPENSES):		
Interest Income	0	0
Total Non Operating Revenues (Expenses)	0	0
Total Surplus (Deficit)	\$ 2,810,267	\$ 1,671,631

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SCHEDULE OF INVESTMENTS
AS OF JUNE 30, 2024

INVESTMENTS	COST	MARKET VALUE AT 6/30/24	DATE OF PURCHASE	MATURITY DATE	STATED RATE OF RETURN
<u>Money Markets:</u>					
2.1141 Citibank- Money Market	\$ 4,163,419	\$ 4,163,419			0.10%
2.1142 Local Agency Investment Fund	16,621,191	16,621,191			1.47%
Total Money Market Investments	20,784,610	20,784,610			
<u>Common Funds:</u>					
2.1505 Common Fund Multi-Strategy Equity Fund	500,500	5,198,831	10/31/86		20.43%
Common Fund Value Equity Fund	0	0	10/31/86		
Total Common Funds	500,500	5,198,831			
<u>Mutual Funds:</u>					
2.1501 Smith Barney Managed Government Fund	331,493	263,780	VARIOUS		2.41%
2.1508 Dodge & Cox Income Fund	424,183	520,369	6/30/99		0.51%
2.1508 Dodge & Cox Balanced Fund	424,183	1,534,831	6/30/99		4.61%
Total Mutual Funds	1,179,859	2,318,980			
<u>Goldman Sachs:</u>					
2.1503 Goldman Sachs Conservative Portfolio	6,000,000	8,068,730	7/28/16		5.23%
Total Long Term Investments	7,680,359	15,586,541			
Total Investments	\$ 28,464,969	\$ 36,371,151			

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Management Services Agreement Fees:			
Agricultural Foundation	\$ 169,454	\$ 169,454	\$ 169,454
Associated Students	75,000	75,000	75,000
Athletic Corporation	56,100	56,100	56,100
Bookstore	80,000	100,000	100,000
Bulldog Foundation	10,200	10,200	10,200
Dining Services	150,000	150,000	150,000
Foundation	651,386	646,136	651,386
Fresno State Programs for Children, Inc.	82,515	82,515	82,515
Kenneth L. Maddy Institute	10,281	10,281	10,281
LEAD California	0	0	15,000
Student Recreation Center	80,000	80,000	80,000
Student Housing	150,000	150,000	150,000
Student Unions	300,000	300,000	300,000
AOCOMP Refund	0	0	0
Cobra Admin	19	0	7
Insurance Refunds	0	0	52
Miscellaneous Income	3,412	2,500	9,531
Rental Income - ATM	8,400	8,400	8,400
Employee Retention Tax Credit (ERTC)	0	500,000	0
FFCRA Tax Credit	0	0	0
Total Revenue	1,826,767	2,340,586	1,867,926
 EXPENSES:			
Administration:			
Payroll:			
Benefitted (Including Reimbursed)	524,688	564,994	641,813
Students/Part Time	15,839	12,500	18,068
Temporary	21,792	0	0
Employee Benefits	371,184	405,773	432,899
Actual Retired Employee Benefits	69,650	85,000	74,331
Accrued Retired Employee Benefits	(7,104)	0	(3,601)
Total Payroll	996,049	1,068,267	1,163,510
Audit Fees	29,870	40,000	53,350
Bank Charges	7,082	10,000	3,118
Building Association Fees	17,838	7,673	7,673
Computer Lease	(7,140)	4,850	5,432
Consulting	0	0	0
Copier Lease	6,197	4,800	7,794
CSU Centrally Paid Indirect Costs	16,865	19,023	19,023
Custodial/Building Maintenance	8,263	10,500	9,210
Depreciation:			
Buildings	51,288	81,392	51,287
Equipment	34,186	0	30,105

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Administration (Continued):			
Dues/Memberships/Subscriptions	6,051	5,000	7,376
Employee Awards/Development	25,191	15,000	18,938
Employee Recruitment	20	500	0
Equipment Maintenance/Repair	6,647	3,000	15,811
Insurance	22,988	21,253	23,678
Legal Fees	42,148	15,000	(4,674)
Licenses/Permits/Fees	4,020	3,000	26,023
Miscellaneous	5,525	3,000	5,641
Office Supplies	23,726	15,000	21,364
Postage	15,806	10,000	16,930
Records Retention	1,592	1,500	1,244
Security - Cash Handling	65,162	35,000	74,713
Telephone/Communications	2,248	3,500	1,035
Travel/Training	542	0	1,487
UBIT Income Taxes	0	0	211,370
Utilities	22,007	18,000	25,541
Administration Sub-Total	1,404,171	1,395,258	1,796,979
Human Resources/Payroll:			
Payroll:			
Benefitted	374,964	390,783	325,223
Part Time	372	0	0
Temporary	26,577	0	30,410
Employee Benefits	194,829	189,942	157,138
Actual Retired Employee Benefits	28,884	27,500	29,759
Accrued Retired Employee Benefits	(2,710)	0	(1,374)
Total Payroll	622,916	608,225	541,156
Computer Lease	1,205	6,850	5,733
Dues/Memberships/Subscriptions	0	250	0
Employee Assistance Program	10,000	10,000	10,000
Employee Recruitment	4,623	500	1,290
Legal Fees	73,048	5,000	1,674
Miscellaneous	1,608	1,500	1,610
Office Supplies/Postage	11,612	10,000	11,056
Professional Development	105	0	0
Repairs/Maintenance	814	0	22
Safety Program	1,053	1,500	1,696
Software	2,599	6,000	5,090
Telephone/Communications	623	900	120
Travel/Training	766	0	765
Human Resources/Payroll Sub-Total	730,867	650,725	580,212

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Auxiliary Information Technology:			
Payroll:			
Benefitted	139,139	142,685	170,372
Student	0	12,000	0
Employee Benefits	98,802	104,748	107,324
Actual Retired Employee Benefits	22,678	24,000	24,136
Accrued Retired Employee Benefits	(2,208)	0	(1,119)
Total Payroll	<u>258,411</u>	<u>283,433</u>	<u>300,713</u>
Computer Hardware/Repair (minor)	5,758	5,000	2,099
Computer Lease	571	900	1,353
Computer Software/Licenses	398	1,000	599
Computer Supplies	0	500	0
Conf, Seminars, Educ	0	1,500	650
Consulting	278	2,500	0
Cost of Goods Sold	3,820	0	10,454
Depreciation	6,753	6,729	6,729
Dues/Memberships/Subscriptions	0	0	0
Maintenance Contracts	9,903	0	10,546
Miscellaneous	212	500	312
Office Supplies/Postage	54	150	450
Professional Development	461	0	0
Postage/Freight	14	0	0
Software Support Fees	120,698	141,915	186,836
Telephone/Communications	179	0	0
Travel/Training	788	1,000	1,160
A.I.T. Sub-Total	<u>408,284</u>	<u>445,127</u>	<u>521,901</u>
Total Expenses	<u>2,543,322</u>	<u>2,491,110</u>	<u>2,899,092</u>
OPERATING SURPLUS (DEFICIT)	<u>(716,555)</u>	<u>(150,524)</u>	<u>(1,031,166)</u>
NONOPERATING REVENUES (EXPENSES)			
Investment Income	919,534	250,000	1,377,597
Unrealized Gains/(Loss) on Investments	620,497	150,000	894,400
Investment Fees	(42,781)	(30,000)	(26,000)
Interest Expense	0	0	(10,542)
Total Nonoperating Activities	<u>1,497,250</u>	<u>370,000</u>	<u>2,235,455</u>
SURPLUS (DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ 780,690</u>	<u>\$ 219,476</u>	<u>\$ 1,204,293</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
KENNEL BOOKSTORE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Vendor Commissions	\$ 495,618	\$ 516,058	\$ 500,678
Total Sales	495,618	516,058	500,678
Cost of Goods Sold	0	0	0
Gross Margin	495,618	516,058	500,678
EXPENSES:			
Payroll:			
Non-Benefitted	0	0	0
Student	0	0	0
Employee Benefits	16,605	0	16,488
Actual Retired Employee Benefits	157,380	155,098	166,087
Accrued Retired Employee Benefits	(13,288)	0	(6,736)
Total Payroll	160,697	155,098	175,839
Computer Lease	0	0	0
Depreciation	8,222	1,566	1,566
Insurance	32,183	25,342	4,463
Licenses/Permits/Fees	990	0	258
Management Services Agreement Fee	80,000	100,000	100,000
Minor Equipment	1,842	0	0
Miscellaneous	194	500	246
Postage/Freight	0	0	0
Repairs/Maintenance	32,194	20,000	53,644
Maintenance Contracts	0	0	0
Telephone/Communications	1,923	8,000	0
Utilities	128,455	40,000	143,129
Total Operating Expenses	446,700	350,506	479,145
SURPLUS TO RESERVE FOR			
COMMERCIAL OPERATIONS			
	\$ 48,918	\$ 165,552	\$ 21,532

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
KENNEL MARKETPLACE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Vendor Commissions	\$ 130,898	\$ 117,568	\$ 140,719
Total Income	130,898	117,568	140,719
EXPENSES:			
Payroll:			
Benefitted	0	0	0
Non-Benefitted	0	0	0
Student	0	0	0
Employee Benefits	0	0	0
Actual Retired Employee Benefits	0	0	0
Accrued Retired Employee Benefits	0	0	0
Total Payroll	0	0	0
Minor Equipment	2,509	0	0
Miscellaneous	0	0	0
Total Operating Expenses	2,509	0	0
SURPLUS TO RESERVE FOR			
COMMERCIAL OPERATIONS			
	\$ 128,389	\$ 117,568	\$ 140,719

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SAVE MART CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
REVENUES:			
Advertising	\$ 919,999	\$ 1,005,000	\$ 910,000
Donation Revenue	1,524,264	1,565,218	631,271
Gain/(Loss) on Sale of Assets	11,690	0	0
Gross Sales	395,839	0	1,320,217
Ground Lease - Campus Pointe	847,942	864,411	841,196
Insurance Refund	0	0	14,800
Loss on Investments	0	0	0
Miscellaneous Equipment Reimbursement	0	0	0
Net Premium	0	0	0
Other Income	0	0	0
Parking	0	0	0
Student Seat Licenses	300,000	300,000	300,000
Vendor Rebates	51,094	45,000	40,985
SBA PPP Federal Subsidy	0	0	0
Total Revenues	4,039,138	3,779,629	4,058,469
EXPENSES:			
Advances to SMG Operating	1,754,251	2,000,000	1,409,460
Advertising/Printing	13,575	1,000	1,964
Bad Debt Expense	420,000	0	0
CSU Centrally Paid Costs -Chancellor's Office	0	0	0
Computer Expense	0	27,550	0
Concessionaire Fee	0	0	0
Consulting Fees	278	0	0
Corporate Sponsor Entitlements	0	1,500	0
Credit Card Fees	3,617	5,000	2,757
Donor Stewardship/Cultivation	12,985	500	607
Insurance	556,312	634,835	634,835
License, Permits, Fees	0	500	0
Miscellaneous	0	500	0
Office Supplies	9,205	0	0
Possessory Interest Taxes	135,859	190,000	252,647
Repairs/Maintenance	0	2,500	20,887
Smallwares	0	2,500	0
Wilkinson Group Fee	180,000	180,000	180,000
Total Expenses	3,076,599	3,046,385	2,503,157
OPERATING SURPLUS (DEFICIT) BEFORE ENTITLEMENTS AND NON-CASH EXPENDITURES	962,539	733,244	1,555,312
Entitlements and Non-Cash Expenditures:			
Athletic Corporation Entitlements	250,855	250,855	250,855
Depreciation:			
Building	2,414,902	2,425,764	2,364,909
Equipment	263,808	252,904	256,635
Entitlements and Non-Cash Expenditures	2,929,565	2,929,523	2,872,399
OPERATING SURPLUS (DEFICIT)	(1,967,026)	(2,196,279)	(1,317,087)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
 SAVE MART CENTER
 STATEMENT OF OPERATIONS
 FOR THE YEARS ENDED JUNE 30, 2024 AND 2023**

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
NONOPERATING REVENUES (EXPENSES)			
Investment Income	124,942	0	101,365
Unrealized Gain (Loss) on Investments	(7,161)	0	92,869
Extinguishment of Capital and Bond Obligations	3,653,413	0	0
Bond Expenses:			
Bond Issue - 2005	(11,394)	11,394	(11,394)
Capital Lease Principal	0	4,900,000	0
Capital Lease Expense - SRB 2005 Bonds	(677,783)	384,376	(384,376)
Total Nonoperating Activities	3,082,017	5,295,770	(201,536)
 SURPLUS (DEFICIT) TO RESERVE FOR SAVE MART CENTER	 \$ 1,114,991	 \$ (7,492,049)	 \$ (1,518,623)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Student Fees Returned to Operations	\$ 1,350,000	\$ 1,350,000	\$ 1,350,226
Lease Space:			
Lyles Center	43,879	43,879	43,879
Peters Center	79,650	79,650	79,650
Memberships	53,000	27,000	56,446
Other Rental Income	41,700	24,000	71,832
Rental Income, Lockers	1,485	1,300	2,205
Retail Sales	15,904	14,000	21,637
Summer Camp	0	0	80
Towel Service	1,150	1,000	780
Donations-Associated Students	29,530	10,000	0
Miscellaneous	2,220	4,500	1,065
Total Income	1,618,518	1,555,329	1,627,800
EXPENSES:			
Payroll:			
Benefitted	304,237	311,868	321,094
Non-Benefitted	16,099	15,500	17,625
Student	200,473	200,500	217,303
Employee Benefits	227,417	238,619	237,469
Accrued Retired Employee Benefits	(706)	0	(358)
Total Payroll	747,520	766,487	793,133
Advertising/Marketing/Promotions	439	2,500	80
Computer Expense:			
Lease	0	5,650	3,544
Maintenance Fees	12,834	12,500	13,655
Misc. Supplies/Software	486	500	44
Contracted Services:			
Landscape	26,807	25,500	28,282
Elevator Service	4,746	5,000	5,027
Engineering Services - HVAC	27,519	26,500	28,072
Fitness Equipment	11,249	10,000	4,868
Group Fitness	0	0	0
Pest Management	2,220	2,250	2,310
Copier Lease	(370)	240	314
Credit Card Fees	2,424	2,100	3,727
Depreciation	45,584	48,314	57,172
Dues/Memberships/Subscriptions	120	1,500	125
Employee Recruitment	88	0	0
Equipment:			
Building	2,545	8,000	647
Check Out	601	1,500	730
Exercise	1,527	8,000	35
Group Fitness	30,021	2,500	541
Insurance	9,195	12,531	12,954
Janitorial Supplies	17,451	25,500	19,911

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Laundry	0	500	202
EXPENSES (CONTINUED):			
Management Services Agreement Fee	80,000	80,000	80,000
Miscellaneous	2,350	3,000	0
Office Supplies/Postage	629	1,500	776
Over/Short	(11)	0	(101)
Program/Special Events	3,917	1,500	11,072
Repairs/Maintenance:	34,279		61,778
Building	0	15,000	0
Exercise Equipment	0	10,000	0
Retail - Cost of Goods Purchased	11,043	8,500	15,928
Telephone/Communications	4,562	5,000	3,781
Travel/Training	2,908	1,000	1,242
Uniforms	3,543	1,500	2,863
Utilities	522,271	450,000	636,287
Waste Management	3,889	3,900	3,914
	<u>1,612,386</u>	<u>1,548,472</u>	<u>1,792,913</u>
Total Expenses			
	<u>6,132</u>	<u>6,857</u>	<u>(165,113)</u>
OPERATING SURPLUS (DEFICIT)			
NONOPERATING REVENUES (EXPENSES)			
Interest Income	0	500	0
Total Nonoperating Activities	<u>0</u>	<u>500</u>	<u>0</u>
SURPLUS (DEFICIT) TO RESERVE FOR			
STUDENT RECREATION CENTER	<u>\$ 6,133</u>	<u>\$ 7,357</u>	<u>\$ (165,114)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
REVENUES:			
Rent	\$ 6,533,370	\$ 6,489,736	\$ 7,003,568
Application Fee	425	40,000	1,259
Assessments	67,750	40,000	89,207
ATM Commission	562	300	416
Damage Assessments	12,705	6,000	9,953
Key Charges	9,525	5,000	13,025
Late Fees	15,825	10,000	12,925
Miscellaneous	17,580	10,000	12,465
Processing Fees	26,350	25,000	29,900
Summer Conferences	369,545	175,000	540,226
Summer Session Rent	191,900	125,000	63,675
Vendor/Laundry Commissions	27,488	10,000	2,386
University Contributions	393,058	0	556,342
Total Income	7,666,083	6,936,036	8,335,347
EXPENSES:			
General	2,954,719	2,629,653	3,529,758
Marketing	146,849	140,911	162,523
Summer Conferences	231,652	440,118	381,920
Physical Plant	2,359,856	2,058,217	2,362,822
Resident Life	239,693	356,226	243,947
Total Expenses	5,932,771	5,625,125	6,680,970
SURPLUS TO RESERVE FOR STUDENT HOUSING	\$ 1,733,315	\$ 1,310,911	\$ 1,654,377

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
General			
Payroll:			
Benefitted	\$ 246,735	\$ 305,504	\$ 293,768
Non Benefitted	13,168	0	40,487
Student	179,186	179,633	187,534
Employee Benefits	167,070	160,640	184,381
Actual Retired Employee Benefits	12,112	11,818	13,065
Accrued Retired Employee Benefits	(1,066)	0	(317)
Total Payroll	<u>617,205</u>	<u>657,595</u>	<u>718,918</u>
Advertising and Printing	0	0	664
Allowance for Uncollectible Debt	39,371	30,000	(9,019)
Cable TV	76,146	79,000	76,801
Computer Lease	0	8,900	7,765
Computer Supplies	11,708	10,000	7,830
Copier Lease	0	3,000	0
Credit Card Fees	904	5,000	1,641
Depreciation:			
Buildings	499,591	1,120,256	499,591
Equipment	406,178	0	546,036
Dues/Memberships/Subscriptions	3,566	200	2,351
Employee Recruitment	720	500	938
Financial Aid Fee Assessment	545	0	0
Hotel Rental Expense	569,776	0	922,308
Housing Incentive	21,058	20,000	1,630
Insurance	216,088	237,019	233,666
Management Services Agreement Fee	150,000	150,000	150,000
Miscellaneous	59,144	25,000	52,364
Office Supplies	24,474	22,000	37,870
Over/Short	(635)	0	(1,250)
Repairs/Maintenance	11,526	0	3,497
Residence Advisor Meals	111,665	107,798	113,915
Safe Expense	58,080	59,000	58,544
Software Agreements	45,278	55,000	70,287
Telephone/Communications	5,694	15,000	2,299
Travel/Training	1,798	3,000	7,243
Total General Operating	<u>2,929,880</u>	<u>2,608,268</u>	<u>3,505,889</u>
NONOPERATING EXPENSES			
Bond Amortization			
Bond Issue - 2020	0	4,966	7,448
Interest Expense			
Bond Debt	24,839	16,419	16,419
Extinguishment of Capital and Bond Obligations	0	0	0
Total General Nonoperating	<u>24,839</u>	<u>21,385</u>	<u>23,867</u>
Total General	<u>\$ 2,954,719</u>	<u>\$ 2,629,653</u>	<u>\$ 3,529,758</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23		2023-24		2023-24
	ACTUAL		BUDGET		ACTUAL
OPERATING ACTIVITIES					
Marketing					
Payroll:					
Benefitted	\$ 20,223	\$	22,281	\$	21,792
Student	46,354		30,268		60,835
Employee Benefits	6,106		6,212		6,564
Total Payroll	<u>72,683</u>		<u>58,761</u>		<u>88,968</u>
Advertising/Printing	55,141		50,000		48,274
Computer Lease	0		5,650		4,897
Computer Supplies	94		3,000		0
Dues/Memberships/Subscriptions	1,260		0		0
Miscellaneous	4,924		3,000		15,202
Office Supplies	6,742		8,000		3,200
Postage	5,165		10,000		0
Software	120		1,000		0
Telephone/Communications	720		500		1,982
Travel/Training	0		1,000		0
Total Marketing	<u>\$ 146,849</u>	<u>\$</u>	<u>140,911</u>	<u>\$</u>	<u>162,523</u>
Summer Conferences					
Payroll:					
Benefitted	\$ 20,223	\$	22,281	\$	21,791
Non-Benefitted	350		0		957
Student	27,026		24,125		33,540
Temporary	3,417		0		10,505
Employee Benefits	6,158		6,212		7,018
Total Payroll	<u>57,174</u>		<u>52,618</u>		<u>73,811</u>
Advertising/Printing	0		0		0
Computer Supplies	0		0		0
Contract Services:					
Housekeeping	0		202,000		133,360
Employee Procurement	0		0		0
Janitorial Supplies	300		10,000		0
Laundry	39,867		35,000		38,901
Miscellaneous	74		1,000		0
Office Supplies	3,380		2,000		868
Paper Supplies	0		15,000		0
Software	9,967		0		11,733
Telephone/Communications	520		500		1,982
Travel/Training	370		2,000		1,265
Utilities	120,000		120,000		120,000
Total Summer Conferences Expenses	<u>\$ 231,652</u>	<u>\$</u>	<u>440,118</u>	<u>\$</u>	<u>381,920</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Physical Plant			
Payroll:			
Benefitted	\$ 19,166	\$ 93,194	\$ 53,616
Non-Benefitted	4,437	0	15,852
Student	7,537	5,024	12,268
Part-Time/Contract Labor	132,317	184,373	78,968
Employee Benefits	3,076	33,990	23,883
Total Payroll	<u>166,533</u>	<u>316,581</u>	<u>184,587</u>
Contract Services:			
Exterminator	16,463	16,000	15,822
Housekeeping	665,483	563,000	624,686
Key System	35,066	25,000	23,490
Landscape/Grounds Maintenance	24,510	25,000	24,625
Pool Service	21,009	16,000	18,225
Refrigeration/Heating	81,768	93,436	93,384
Waste Services	26,101	27,000	34,539
Total Contract Services	<u>870,400</u>	<u>765,436</u>	<u>834,771</u>
Equipment Rental	23,909	15,000	22,010
Janitorial Supplies	7,048	35,000	21,228
Key System Maintenance	0	60,000	0
Landscape Maintenance (Non-Contract)	43,855	15,000	18,942
Laundry	48	2,000	0
Licenses/Fees	0	500	6,545
Miscellaneous	1,101	3,000	861
Office Supplies	19,761	5,000	13,643
Paper Supplies	51,683	40,000	74,620
Refrigeration/Heating (Non-Contract)	516,643	375,000	359,973
Repairs/Maintenance	75,376	75,000	177,079
Smallwares	66,489	80,000	56,466
Telephone/Communications	1,864	700	1,982
Utilities	<u>515,146</u>	<u>270,000</u>	<u>590,115</u>
Total Physical Plant	<u>\$ 2,359,856</u>	<u>\$ 2,058,217</u>	<u>\$ 2,362,822</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23		2023-24		2023-24
	ACTUAL		BUDGET		ACTUAL
Resident Life					
Payroll:					
Benefitted	\$ -		\$ 47,380		\$ -
Student	177,913		197,454		175,252
Employee Benefits	2,136		14,892		2,034
Total Payroll	<u>180,049</u>		<u>259,726</u>		<u>177,286</u>
Computer Lease	0		2,400		2,028
Dues/Memberships/Subscriptions	556		400		473
Employee Recruitment	340		100		147
Miscellaneous	(931)		6,000		1,965
Office Supplies	14,907		12,000		11,640
Parking	(308)		1,000		0
Programming	34,719		30,000		38,491
Public Safety Assistants	1,124		1,600		873
Repair/Maintenance	491		0		87
RHA Expense	0		3,000		0
Telephone/Communications	5,287		7,000		7,959
Travel/Training	3,459		12,000		2,998
Tuition/Fees/Books	0		21,000		0
Total Resident Life Expenses	<u><u>\$ 239,693</u></u>		<u><u>\$ 356,226</u></u>		<u><u>\$ 243,947</u></u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
The Bucket Grill & Pub	\$ 424,595	\$ 420,000	\$ 417,892
Catering	2,118,789	2,005,000	2,122,246
Commissions	20,784	24,300	23,200
Library Café/Starbucks	1,078,412	1,100,000	1,180,008
Campus Pointe/Starbucks	381,934	425,000	34,075
Convenience Stores	195,737	215,000	232,190
RSU Café	60,752	81,835	87,555
Taco Bell	216,874	583,900	193,447
University Dining Hall	4,846,925	5,221,472	5,273,812
Smart Fridge	0	0	17,714
RSU Beverages	0	0	47,684
The Habit	0	905,500	430,632
Toss-N-Chop	0	509,000	122,228
USU Food Court	919,444	889,700	1,027,625
USU Snack Bar	8,052	0	0
Total Sales	10,272,298	12,380,707	11,210,308
Less: Cost of Goods Purchased	3,626,638	3,857,000	3,933,040
Gross Profit on Sales	6,645,660	8,523,707	7,277,268
Operating Expenses:			
Payroll:			
Benefitted	702,835	1,029,579	928,353
Non-Benefitted	422,959	596,048	641,382
Student	1,660,912	1,847,799	1,865,453
Employee Benefits	465,136	502,590	588,416
Total Payroll	3,251,842	3,976,016	4,023,604
Advertising/Printing	1,826	10,600	5,154
Advertising-Franchise	16,998	0	25,797
Allowance for Uncollectible Debt	26,247	20,000	(10,027)
Amortization	500	10,000	500
Bank Charges	81,460	0	92,231
Cable TV Service	1,172	2,112	875
Commissions	0	0	0
Computer Lease	368	8,800	5,341
Computer Supplies	10,380	0	12,457
Contract Services - USU Building Operations	29,100	20,300	20,300
Credit Card Fees	40,667	0	43,679
Depreciation	208,848	338,656	238,699
Donations	35,691	0	44,767
Dues/Memberships/Subscriptions	55	0	561
Employee Recruitment	1,301	1,300	763
Equipment Rental	37,428	24,600	49,787
Food Service Administration Expense	882,450	1,111,064	964,285
Janitorial/Sanitation	137,909	104,050	117,309
Laundry	72,499	66,900	73,888
Legal/Audit	145,066	0	20
Licenses/Permits/Fees	35,374	34,144	42,062
Maintenance Fees - CBORD	7,118	5,000	7,493

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Operating Expenses (Continued):			
Miscellaneous	22,642	8,250	25,967
Non-Student Tax	10,092	13,466	11,073
Office Supplies	11,605	8,400	12,527
Over/Short	886	0	(1,720)
Paper Supplies	156,609	177,225	235,766
Postage/Freight	25,056	0	17,346
Rent	0	0	0
Repairs /Maintenance	202,817	169,325	231,707
Resident Advisor Meals	156,043	107,798	150,886
Royalties	186,075	196,342	179,880
Security Services	0	0	0
Software	0	8,150	0
Smallwares	44,375	27,800	40,934
Telephone/Communications	1,385	5,172	395
Travel/Training	8,322	500	6,563
Uniforms	9,711	7,850	5,664
University Student Union Rent	72,800	61,900	61,900
Utilities	469,203	237,077	275,489
Vehicle Expense	7,590	8,000	5,751
Warehouse Expense	(1,281)	5,000	58,064
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	6,238,107	6,775,797	7,077,740
	<hr/>	<hr/>	<hr/>
SURPLUS/(DEFICIT) TO RESERVE FOR			
COMMERCIAL OPERATIONS	\$ 407,553	\$ 1,747,910	\$ 199,529
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CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
ADMINISTRATION
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
EXPENSES:			
Payroll:			
Benefitted	236,952	312,228	313,179
Non-Benefitted	8,403	13,444	0
Student	7,267	1,701	11,382
Employee Benefits	156,630	202,533	180,780
Actual Retired Employee Benefits	159,693	158,987	159,595
Accrued Retired Employee Benefits	(14,221)	0	(7,209)
Total Payroll and Benefits	<u>554,724</u>	<u>688,893</u>	<u>657,727</u>
Computer Lease	0	2,400	3,162
Computer Supplies	0	0	0
Consulting Fees	45,306	0	0
Copier Lease	2,395	3,152	3,430
Credit Card Fees	234	138,000	176
Dues/Memberships/Subscriptions	182	200	1,381
Employee Recruitment	13,042	13,000	15,171
Equipment Rental	1,341	0	321
Insurance	53,421	56,832	75,514
License/Permits/Fees	1,755	0	1,177
Management Services Agreement Fee	150,000	150,000	150,000
Miscellaneous	3,784	3,000	2,091
Office Supplies	6,338	5,000	5,934
Postage/Freight	41	100	0
Repairs/Maintenance	4,898	5,000	8,158
Smallwares	0	0	218
Software	32,087	39,000	35,593
Telephone/Communications	571	1,994	0
Travel/Training	0	0	0
Uniforms	3,452	500	0
Vehicle Expense	4,804	4,000	4,230
	<u>878,375</u>	<u>1,111,071</u>	<u>964,284</u>
Total Expenses	<u>878,375</u>	<u>1,111,071</u>	<u>964,284</u>
Administration Distributed to Units	<u>\$ (878,375)</u>	<u>\$ (1,111,071)</u>	<u>\$ (964,284)</u>

DISTRIBUTION OF JUNE 30, 2024 AND 2023 FOOD SERVICE ADMINISTRATION EXPENSE

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
The Bucket Grill & Pub	\$ 41,213	\$ 38,800	\$ 33,674
Catering	96,975	185,104	160,651
Library Café/Starbucks	63,034	101,552	88,136
Starbucks CP	63,034	16,559	14,371
University Center Food Court	55,762	44,520	38,639
University Dining Hall	514,236	560,646	486,581
The Habit Burger	0	83,560	72,515
Toss-N-Chop	0	46,998	40,789
USU Food Court	24,244	33,332	28,929
Union Snack Bar	23,953	0	0
	<u>\$ 882,451</u>	<u>\$ 1,111,071</u>	<u>\$ 964,284</u>
Total Administration Allocated	<u>\$ 882,451</u>	<u>\$ 1,111,071</u>	<u>\$ 964,284</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - THE BUCKET GRILL & PUB
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages - Alcoholic	\$ 23,627	\$ 20,000	\$ 19,929
Food/Beverages	400,968	400,000	397,963
Other Revenue	0	0	0
FFCRA Tax Credit	342	0	0
Total Sales	<u>424,937</u>	<u>420,000</u>	<u>417,892</u>
Less: Cost of Food Purchased	<u>163,049</u>	<u>140,000</u>	<u>163,760</u>
Gross Profit on Sales	261,888	280,000	254,132
Operating Expenses:			
Payroll:			
Benefitted	35,916	46,051	7,107
Non-Benefitted	61,949	54,105	97,893
Student	83,122	77,695	88,907
Employee Benefits	22,104	17,888	18,548
Total Payroll	<u>203,091</u>	<u>195,739</u>	<u>212,455</u>
Advertising/Printing	241	400	1,654
Bank Charges	11,617	0	10,360
Cable TV Service	1,172	2,112	875
Depreciation	0	2,804	2,527
Food Service Administration	41,213	38,800	33,674
Janitorial/Sanitation	8,269	5,000	8,866
Laundry	4,734	2,500	3,769
Licenses/Permits/Fees	2,252	4,899	2,317
Miscellaneous	1,495	0	1,474
Non-Student Tax	2,940	2,966	3,044
Office Supplies	823	400	590
Over/Short	26	0	263
Paper Supplies	26,585	32,225	28,003
Repairs/Maintenance	4,310	5,000	15,037
Royalties - Me N Ed's	4,709	5,000	4,560
Security	0	0	0
Smallwares	680	1,000	1,353
Telephone/Communications	119	200	0
Uniforms	904	500	0
Utilities	<u>19,241</u>	<u>9,222</u>	<u>11,304</u>
Total Operating Expenses	<u>334,421</u>	<u>308,767</u>	<u>342,125</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ (72,533)</u>	<u>\$ (28,767)</u>	<u>\$ (87,998)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CATERING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages - Alcoholic	\$ 30,506	\$ 20,000	\$ 24,060
Equipment Rental	88,298	75,000	87,060
General Sales	1,986,318	1,900,000	1,997,100
Miscellaneous	13,667	10,000	14,026
Total Sales	<u>2,118,789</u>	<u>2,005,000</u>	<u>2,122,246</u>
Less: Cost of Food Purchased	<u>705,478</u>	<u>730,000</u>	<u>687,087</u>
 Gross Profit on Sales	 1,413,311	 1,275,000	 1,435,159
 Operating Expenses:			
Payroll:			
Benefitted	242,229	259,478	292,610
Non-Benefitted	31,895	38,489	47,292
Student	199,927	166,721	212,760
Employee Benefits	191,512	157,826	186,752
Total Payroll	<u>665,563</u>	<u>622,514</u>	<u>739,414</u>
Bad Debt	0	0	(3,229)
Computer Lease	0	0	1,353
Computer Supplies	0	1,600	1,058
Depreciation	1,611	4,854	1,343
Dues/Memberships/Subscriptions	0	0	0
Equipment Rental	35,492	22,000	49,002
Food Service Administration	96,975	185,104	160,651
Janitorial/Sanitation	33,442	10,000	13,067
Laundry	32,563	30,000	30,398
Legal/Professional Fees	0	0	20
Licenses/Permits/Fees	6,917	5,000	6,927
Miscellaneous	641	500	4,369
Office Supplies	5,855	4,000	6,709
Paper Supplies	53,348	45,000	72,150
Postage/Freight	30	0	273
Repairs/Maintenance	25,061	7,500	13,325
Smallwares	8,376	7,500	5,426
Software	3,150	3,150	3,374
Telephone/Communications	300	722	0
Travel/Training	733	500	806
Uniforms	1,641	1,500	942
Utilities	11,846	5,682	8,334
Vehicle Expense	<u>7,590</u>	<u>8,000</u>	<u>5,751</u>
 Total Operating Expenses	 <u>991,472</u>	 <u>965,126</u>	 <u>1,121,463</u>
 SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	 <u>\$ 421,839</u>	 <u>\$ 309,874</u>	 <u>\$ 313,697</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - COMMISSIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023**

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
Income:			
Rentals:			
Juice It Up-Ice	\$ 6,798	\$ 6,300	\$ 6,798
Vending Machines	13,986	18,000	16,402
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 20,784	\$ 24,300	\$ 23,200

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - DONATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023**

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
Operating Expenses:			
University Donations	\$ 35,691	\$ -	\$ 44,816
 DEFICIT TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (35,691)	\$ -	\$ (44,816)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - LIBRARY CAFÉ - STARBUCKS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 1,078,412	\$ 1,100,000	\$ 1,180,008
Less: Cost of Food Purchased	428,410	430,000	478,515
	<hr/>	<hr/>	<hr/>
Gross Profit on Sales	650,002	670,000	701,493
Operating Expenses:			
Payroll:			
Benefitted	73,864	86,807	88,027
Non-Benefitted	16,277	20,910	7,707
Student	244,945	245,784	285,618
Employee Benefits	28,353	30,687	45,652
Total Payroll	<hr/>	<hr/>	<hr/>
	363,439	384,188	427,004
Advertising/Printing	29	0	24
Amortization	0	3,000	0
Computer Lease	0	1,350	1,317
Computer Supplies	19	0	0
Credit Card Fees	33,544	0	32,940
Employee Recruitment	803	1,000	763
Food Service Administration	63,034	101,552	88,136
Janitorial/Sanitation	4,351	4,800	2,722
Laundry	4,375	3,400	3,861
Licenses/Permits/Fees	13,985	400	12,327
Miscellaneous	4,744	3,500	4,908
Office Supplies	599	500	410
Over/Short	1,302	0	330
Paper Supplies	31,586	24,000	47,112
Postage/Freight	13,832	0	16,345
Repairs/Maintenance	8,117	32,225	10,844
Royalties	97,216	70,000	108,176
Security Services	0	0	0
Smallwares	5,019	5,000	9,590
Software	0	5,000	0
Telephone/Communications	60	178	0
Uniforms	143	200	200
University Center	0	0	0
Utilities	0	0	20
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	646,197	640,293	767,364
	<hr/>	<hr/>	<hr/>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 3,805	\$ 29,707	\$ (65,871)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - STARBUCKS AT CAMPUS POINTE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023**

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 381,934	\$ 425,000	\$ 34,075
Less: Cost of Food Purchased	210,359	135,000	15,891
Gross Profit on Sales	171,575	290,000	18,184
Operating Expenses:			
Payroll:			
Benefitted	38,800	38,563	301
Non-Benefitted	10,089	12,448	1,515
Student	132,127	95,000	22,141
Employee Benefits	15,842	13,010	1,256
Total Payroll	196,858	159,021	25,213
Advertising/Printing	93	0	0
Amortization	6,000	3,000	6,000
Bank Charges	8,914	0	1,134
Computer Lease	0	0	0
Computer Supplies	0	0	0
Credit Card Fees	0	0	0
Depreciation	19,259	49,222	46,222
Dues/Memberships/Subscriptions	55	0	0
Employee Recruitment	499	300	0
Food Service Administration	63,034	16,559	14,371
Janitorial/Sanitation	3,191	2,000	398
Laundry	4,885	2,000	1,031
Licenses/Permits/Fees	754	500	0
Miscellaneous	3,938	250	1,112
Office Supplies	780	250	47
Paper Supplies	12,569	6,500	1,058
Postage/Freight	11,188	0	382
Rent	0	0	0
Repairs/Maintenance	2,499	1,000	726
Royalties	32,474	0	2,752
Smallwares	1,219	800	0
Software	93	0	0
Telephone/Communications	0	500	0
Uniforms	860	500	0
Utilities	19,844	23,496	16,214
Total Operating Expenses	388,913	265,898	116,660
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (217,338)	\$ 24,102	\$ (98,477)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - SMART FRIDGE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
Sales:			
General Sales	\$ -	\$ -	\$ 17,714
Total Sales	0	0	17,714
Less: Cost of Food Purchased	0	0	8,549
Gross Profit on Sales	0	0	9,165
Operating Expenses:			
Payroll:			
Student	0	0	408
Employee Benefits	0	0	12
Total Payroll	0	0	420
Advertising		0	895
Bank Charges	0	0	1
Depreciation	0	0	2,804
Janitorial/Sanitation	0	0	30
Licenses/Permits/Fees	0	0	1,333
Miscellaneous	0	0	15
Office Supplies	0	0	42
Over/Short	0	0	22
Paper Supplies	0	0	(60)
Repairs/Maintenance	0	0	1,467
Smallwares	0	0	180
Total Operating Expenses	0	0	7,149
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ -	\$ -	\$ 2,015

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - RSU BEVERAGES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
Food	\$ -	\$ -	\$ 47,684
Beverage	0	0	0
Total Sales	0	0	47,684
Less: Cost of Food Purchased	0	0	27,963
Gross Profit on Sales	0	0	19,721
Operating Expenses:			
Payroll:			
Benefitted	0	0	433
Student	0	0	7,940
Employee Benefits	0	0	779
Total Payroll	0	0	9,152
Advertising	0	0	1,268
Amortization	0	0	0
Bank Charges	0	0	0
Computer Supplies	0	0	69
Depreciation	0	0	0
Food Services Administration	0	0	0
Janitorial/Sanitation	0	0	6,623
Laundry	0	0	0
Licenses/Permits/Fees	0	0	0
Miscellaneous	0	0	2,063
Office Supplies	0	0	143
Over/Short	0	0	0
Paper Supplies	0	0	13,836
Postage/Freight	0	0	0
Repairs/Maintenance	0	0	770
Royalties	0	0	0
Sanitation	0	0	180
Smallwares	0	0	1,292
Telephone/Communications	0	0	0
Travel/Training	0	0	0
Uniforms	0	0	174
Utilities	0	0	0
Total Operating Expenses	0	0	35,570
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ -	\$ -	\$ (15,851)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - THE HABIT
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
Food	\$ -	\$ 860,225	\$ 430,551
Beverage	0	45,275	0
Other Revenue	0	0	81
Total Sales	<u>0</u>	<u>905,500</u>	<u>430,632</u>
Less: Cost of Food Purchased	<u>0</u>	<u>325,000</u>	<u>112,193</u>
Gross Profit on Sales	0	580,500	318,439
Operating Expenses:			
Payroll:			
Benefitted	700	54,621	116,938
Non-Benefitted	0	50,000	29,229
Student	32	160,000	113,861
Employee Benefits	157	21,521	56,235
Total Payroll	<u>889</u>	<u>286,142</u>	<u>316,263</u>
Amortization	3,500	3,500	3,500
Bank Charges	0	0	8,798
Computer Supplies	0	0	462
Depreciation	0	46,472	2,805
Food Services Administration	0	83,553	72,515
Janitorial/Sanitation	0	3,500	3,950
Laundry	0	2,500	6,420
Licenses/Permits/Fees	0	4,899	12,520
Miscellaneous	0	250	2,002
Office Supplies	0	500	705
Over/Short	0	0	1,101
Paper Supplies	0	20,000	9,155
Postage/Freight	0	0	22
Repairs/Maintenance	0	1,000	8,266
Royalties	0	47,313	11,608
Sanitation	0	0	859
Smallwares	0	0	854
Telephone/Communications	0	500	0
Travel/Training	0	0	0
Uniforms	1,094	500	480
Utilities	<u>0</u>	<u>1,398</u>	<u>0</u>
Total Operating Expenses	<u>5,483</u>	<u>502,027</u>	<u>462,285</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ (5,483)</u>	<u>\$ 78,473</u>	<u>\$ (143,847)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - TOSS N CHOP
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
Food	\$ -	\$ 509,000	\$ 122,228
Total Sales	0	509,000	122,228
Less: Cost of Food Purchased	0	210,000	64,879
Gross Profit on Sales	0	299,000	57,349
Operating Expenses:			
Payroll:			
Benefitted	0	18,210	23,032
Non-Benefitted	0	25,000	11,387
Student	0	100,000	68,747
Employee Benefits	0	7,187	14,366
Total Payroll	0	150,397	117,532
Advertising	0	0	692
Bank Charges	0	0	8,014
Computer Expense	0	2,650	0
Depreciation	0	25,374	40,789
Food Services Administration	0	46,998	2,237
Janitorial/Sanitation	0	3,500	907
Laundry	0	2,500	3,880
Licenses/Permits/Fees	2,664	4,899	1,031
Miscellaneous	2,134	1,000	457
Non-Student Tax	0	2,000	0
Office Supplies	0	500	289
Over/Short	0	0	101
Paper Supplies	0	15,000	6,661
Postage/Freight	0	500	0
Repairs/Maintenance	0	500	1,411
Royalties	0	0	0
Sanitation	0	0	859
Smallwares	0	500	1,672
Telephone/Communications	0	0	0
Travel/Training	0	0	0
Uniforms	1,094	500	174
Utilities	0	987	0
Total Operating Expenses	5,892	257,805	186,706
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (5,892)	\$ 41,195	\$ (129,361)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CONVENIENCE STORES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 195,737	\$ 215,000	\$ 232,190
Less: Cost of Food Purchased	132,736	100,000	161,678
	<hr/>	<hr/>	<hr/>
Gross Profit on Sales	63,001	115,000	70,512
Operating Expenses:			
Payroll:			
Non-Benefitted	611	20,000	158
Student	26,302	50,000	41,036
Employee Benefits	1,013	0	1,258
Total Payroll	<hr/>	<hr/>	<hr/>
Advertising/Printing	0	0	328
Bank Charges	9,030	0	12,605
Depreciation	8,426	8,426	8,426
Janitorial/Sanitation	521	1,000	247
Laundry	2,181	2,000	1,857
Licenses/Permits/Fees	1,769	1,500	1,769
Miscellaneous	0	0	66
Office Supplies	0	150	109
Over/Short	58	0	(29)
Paper Supplies	985	1,000	1,112
Postage/Freight	0	0	10
Repairs/Maintenance	2,422	1,600	895
Security Services	0	0	0
Smallwares	887	0	0
Telephone/Communications	179	536	0
Uniforms	0	0	0
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	54,384	86,212	69,847
	<hr/>	<hr/>	<hr/>
SURPLUS TO RESERVE FOR			
COMMERCIAL OPERATIONS	\$ 8,617	\$ 28,788	\$ 666
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - TACO BELL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages	\$ 11,913	\$ 29,195	\$ -
Taco Bell Express	204,962	554,705	193,447
Total Sales	216,875	583,900	193,447
Less: Cost of Food Purchased	67,334	195,000	72,772
Gross Profit on Sales	149,541	388,900	120,675
Operating Expenses:			
Payroll:			
Benefitted	700	47,750	8,880
Non-Benefitted	22,438	35,000	21,677
Student	69,327	125,000	116,638
Employee Benefits	4,680	17,754	10,748
Total Payroll	97,145	225,504	157,943
Advertising/Printing	0	0	0
Bank Charges	9,390	0	5,133
Depreciation	0	38,048	3,641
Food Services Administration	55,762	44,520	38,639
Janitorial/Sanitation	8,040	5,000	8,809
Licenses/Permits/Fees	962	1,750	1,031
Miscellaneous	1,989	500	210
Non-Student Tax	1,592	1,500	1,479
Office Supplies	939	500	626
Over/Short	94	0	(203)
Paper Supplies	5,145	12,000	4,951
Postage	12	0	0
Repairs/Maintenance	11,898	5,000	17,831
Royalties:			
Taco Bell Express	14,840	38,829	13,540
Smallwares	180	1,000	277
Telephone/Communications	119	500	0
Uniforms	0	500	174
Utilities	10,432	1,292	1,577
Total Operating Expenses	218,527	376,443	255,658
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (68,986)	\$ 12,457	\$ (134,981)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - RSU CAFÉ
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
Sales:			
General Sales	\$ 60,752	\$ 81,835	\$ 87,555
Total Sales	60,752	81,835	87,555
Less: Cost of Food Purchased	40,678	39,000	56,664
Gross Profit on Sales	20,074	42,835	30,891
 Operating Expenses:			
Payroll:			
Benefitted	0	0	0
Non-Benefitted	0	0	0
Student	23,958	25,486	24,260
Employee Benefits	1,038	0	717
Total Payroll	24,996	25,486	24,977
Advertising/Printing	626	0	0
Bank Charges	3,917	0	5,578
Depreciation	1,998	3,369	3,369
Equipment Rental	469	0	0
Janitorial/Sanitation	63	250	570
Licenses/Permits/Fees	0	0	377
Miscellaneous	79	0	0
Office Supplies	0	100	55
Paper Supplies	349	500	474
Repairs/Maintenance	366	500	3,601
Smallwares	627	0	519
Uniforms	395	150	0
Total Operating Expenses	33,416	30,355	39,520
 SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	 \$ (13,342)	 \$ 12,480	 \$ (8,630)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNIVERSITY DINING HALL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
Sales:			
Contract Sales:			
Commuter Contracts	\$ 35,867	\$ 20,000	\$ 58,934
Guests	168,236	100,000	267,153
Contract Sales - Housing Residents	4,419,585	4,700,472	4,604,246
Summer Conferences - Non-Taxable	209,451	375,000	317,462
Summer Conferences - Taxable	13,787	26,000	26,017
Miscellaneous	0	0	0
Total Sales	4,846,926	5,221,472	5,273,812
Less: Cost of Food Purchased	1,567,609	1,228,000	1,750,113
 Gross Profit on Sales	 3,279,317	 3,993,472	 3,523,699
 Operating Expenses:			
Payroll:			
Benefitted	252,540	356,047	291,505
Non-Benefitted	264,827	324,096	408,685
Student	610,773	592,113	611,795
Employee Benefits	172,591	190,728	215,523
Total Payroll	1,300,731	1,462,984	1,527,508
Advertising/Printing	223	200	129
Allowance for Uncollectible Expense	26,247	20,000	(6,798)
Computer Supplies	0	1,600	677
Credit Card Fees	7,123	0	10,740
Depreciation	163,274	150,760	148,203
Dues/Memberships/Subscriptions	17,744	0	561
Equipment Rental	2,303	2,600	695
Food Service Administration Expense	514,236	560,646	486,581
Gain/Loss on Sale of Equipment	3,454	0	0
Janitorial/Sanitation	69,383	64,000	63,766
Laundry	17,291	17,000	17,788
Licenses/Permits/Fees	1,412	500	1,231
Meal Cards	(360)	0	(860)
Miscellaneous	3,364	2,000	6,705
Office Supplies/Décor	1,652	1,000	1,195
Over/Short	(76)	0	(799)
Paper Supplies	13,964	11,000	35,983
Postage/Freight	0	0	255
Repairs/Maintenance	152,061	110,000	161,669
Resident Advisor Meals	156,043	107,798	150,886
Security Services	0	0	0
Smallwares	25,117	10,000	17,589
Software Maintenance Fees _CBORD OPCS	7,118	5,000	7,493
Telephone/Communications	603	536	395
Uniforms	3,832	2,500	2,936
Utilities	406,860	195,000	238,041
Warehouse Expense	(1,281)	5,000	58,064
 Total Operating Expenses	 2,871,120	 2,730,124	 2,931,310
 SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	 \$ 408,197	 \$ 1,263,348	 \$ 592,384

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - USU FOOD COURT
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages	\$ 210,508	\$ 151,000	\$ 235,873
Panda Express Commissions	169,457	160,000	172,058
Student Union Snack Bar	62,853	128,700	145,171
Subway	476,627	450,000	474,524
Total Sales	919,445	889,700	1,027,626
Less: Cost of Food Purchased	309,129	325,000	332,975
Gross Profit on Sales	610,316	564,700	694,651
Operating Expenses:			
Payroll:			
Benefitted	58,786	122,052	70,289
Non-Benefitted	14,873	16,000	45,068
Student	288,768	210,000	271,342
Employee Benefits	28,950	45,989	36,573
Total Payroll	391,377	394,041	423,272
Advertising:			
Subway	16,998	10,000	25,797
Amortization:			
Taco Bell Franchise Fee	500	500	500
Bank Charges	38,483	0	40,608
Computer Software	0	1,600	0
Contract Services-USU Building Operations	20,300	20,300	20,300
Depreciation	4,779	9,328	7,286
Food Services Administration	24,244	33,332	28,929
Janitorial/Sanitation	8,892	5,000	5,457
Laundry	6,470	5,000	4,885
Licenses/Permits/Fees	1,200	9,797	1,200
Miscellaneous	1,176	250	1,976
Non-Student Tax	5,501	5,000	6,550
Office Supplies	957	500	1,606
Over/Short	(518)	0	(1,385)
Paper Supplies	12,063	10,000	15,330
Postage/Freight	0	0	59
Repairs/Maintenance	10,234	5,000	9,108
Royalties:			
Subway	36,836	35,200	39,244
Security Services	0	0	0
Smallwares	1,806	2,000	2,181
Telephone/Communications	(55)	1,000	0
Uniforms	3,191	1,000	932
University Student Union Rent	51,000	61,900	61,900
Total Operating Expenses	636,049	610,748	697,252
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (25,733)	\$ (46,048)	\$ (2,601)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNION SNACK BAR
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023**

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
Sales:			
General	\$ 8,052	\$ -	\$ -
Total Sales	8,052	0	0
Less: Cost of Food Purchased	1,856	0	0
Gross Profit on Sales	6,196	0	0
Operating Expenses:			
Payroll:			
Non-Benefitted	0	0	0
Student	5,621	0	0
Employee Benefits	91	0	0
Total Payroll	5,712	0	0
Advertising/Printing	0	0	0
Bank Charges	108	0	0
Contract Services-USU Building Operations	8,800	0	0
Depreciation	0	0	0
Discounts Earned/Lost	0	0	0
Food Services Administration	23,953	0	0
Janitorial/Sanitation	1,508	0	0
Licenses/Permits/Fees	3,459	0	0
Minor Equipment	0	0	0
Miscellaneous	0	0	0
Non-Student Tax	59	0	0
Paper Supplies	15	0	0
Postage/Freight	6	0	0
Repairs/Maintenance	557	0	0
Smallwares	462	0	0
Telephone/Communications	60	0	0
Uniforms	0	0	0
University Student Union Rent	21,800	0	0
Utilities	638	0	0
	67,137	0	0
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (60,941)	\$ -	\$ -

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - WAREHOUSE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
EXPENSES:			
Payroll:			
Employee Benefits	0	0	0
Total Payroll	0	0	0
Gain/Loss on Sale of Assets	0	0	0
Inventory Variance	(8,314)	0	38,157
Janitorial/Sanitation	818	1,044	1,153
Gain on Disposal of Equip	0	0	0
Miscellaneous	377	0	397
Office Supplies	0	0	0
Repairs/Maintenance	5,749	2,500	16,006
	Total Expenses	3,544	55,713
	Warehouse Allocated to Units	3,544	55,713
	(1,370)	3,544	55,713
ALLOCATIONS:			
Residence Dining Facility	(1,370)	3,544	55,713
	Total Warehouse Allocated	\$ 3,544	\$ 55,713
	\$ (1,370)	\$ 3,544	\$ 55,713

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Building Operations - Custodial	\$ 92,044	\$ 20,300	\$ 99,825
General	2,635,663	5,076,797	5,418,098
Information Center/Reservations	386	300	2,019
Union Productions	31,582	0	20,000
Recreation	292,924	297,900	392,408
Satellite Student Union	88,915	44,000	78,129
Total Income	3,141,514	5,439,297	6,010,479
 EXPENSES:			
Building Operations	605,515	1,175,734	1,013,688
General	1,542,995	2,074,480	2,190,213
Information Center/Reservations	173,396	272,481	216,686
Union Productions	299,574	483,071	314,218
Recreation	258,986	289,570	280,346
Satellite Student Union	138,159	130,293	158,585
Total Expenses	3,018,625	4,425,629	4,173,736
SURPLUS/(DEFICIT) TO RESERVE FOR UNIVERSITY STUDENT UNION	\$ 122,893	\$ 1,013,668	\$ 1,836,747

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - BUILDING OPERATIONS - CUSTODIAL/MAINTENANCE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
INCOME:			
USU Custodial Services	\$ 92,044	\$ 20,300	\$ 99,825
	92,044	20,300	99,825
EXPENSES:			
Payroll:			
Benefitted	111,736	377,062	161,850
Non-Benefitted	52,605	50,000	80,756
Student	230,753	160,000	313,184
Employee Benefits	65,174	209,472	83,585
Total Payroll	460,268	796,534	639,375
Capital Equipment	0	125,000	2,484
Computer Lease	0	2,400	2,030
Custodial Supplies	11,374	65,000	40,899
Employee Procurement	898	1,500	833
Miscellaneous	360	300	769
Repairs/Maintenance	53,417	45,000	135,513
Service Contracts	79,198	140,000	191,785
	605,515	1,175,734	1,013,688
Total Disbursements	605,515	1,175,734	1,013,688
NET DEFICIT	\$ (513,471)	\$ (1,155,434)	\$ (913,863)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - GENERAL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITY			
INCOME:			
SU Fees Returned to Operations	\$ 2,551,200	\$ 4,903,200	\$ 4,903,200
Agency Accounts	0	0	0
Commercial Leased Space - Food Service	72,800	61,900	61,900
Commercial Leased Space - Pavilion	0	0	0
Donation-Associated Students	0	0	0
Equipment Donation	715,622	0	156,283
Miscellaneous	250	0	1,750
RSU Conference Space	0	60,000	224,043
ASI Leadership Development	(495)	0	0
Space Rental - Student Union Rooms	1,999	42,000	61,225
Support Services - ATM	9,414	9,697	9,697
	<hr/>	<hr/>	<hr/>
Total Income	2,635,663	5,076,797	5,418,098
EXPENSES:			
Payroll:			
Benefitted	276,296	377,344	449,910
Non-Benefitted	39,371	58,225	349
Student-Graphics	77,576	210,000	153,476
Employee Benefits	171,057	204,099	224,147
Actual Retired Employee Benefits	34,572	39,474	35,290
Accrued Retired Employee Benefits	(7,081)	0	(3,590)
Total Payroll	<hr/>	<hr/>	<hr/>
	591,791	889,142	859,582
Advertising/Printing	730	2,000	306
Allowance for Uncollectible Debt	0	0	0
Capital Equipment	10,741	15,000	10,369
Computer Lease	7,150	4,900	8,894
Co-Sponsorships	0	0	0
Depreciation	62,173	133,784	117,565
Dues/Memberships/Subscriptions	3,078	10,000	3,273
Employee Recruitment	820	3,000	943
Graphics	2,495	15,000	6,019
Insurance	19,426	22,712	49,726
License, Permits, Fees	0	7,500	0
Management Services Agreement Fee	300,000	300,000	300,000
Miscellaneous	97	1,000	287
Office Supplies	723	3,500	2,749
Postage	141	800	40
Professional Development	0	7,500	0
Repairs/Maintenance	1,556	40,000	14,729
Save Mart Center Student Seat Licenses	300,000	300,000	300,000
Security Services	0	2,000	0
Service Contracts	0	1,000	0
Telephone/Communications	4,518	10,000	1,095
Travel/Training	0	5,000	1,401
Uniforms	1,152	8,000	2,133
University Donation	0	0	0
Utilities	236,404	292,643	511,102
	<hr/>	<hr/>	<hr/>
Total Disbursements	1,542,995	2,074,481	2,190,213
OPERATING SURPLUS			
	<hr/>	<hr/>	<hr/>
	1,092,668	3,002,316	3,227,885
NET SURPLUS			
	<hr/>	<hr/>	<hr/>
	\$ 1,092,668	\$ 3,002,316	\$ 3,227,885

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
RESNICK STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023**

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
OPERATING ACTIVITY			
INCOME:			
RSU Student Fees	\$ 2,152,000	\$ -	\$ -
Conference Space	104,105	0	0
Lease Space	42,000	0	0
Lease Space - Other	18,002	0	0
	<hr/>		
Total Income	2,316,107	0	0
EXPENSES:			
Payroll:			
Benefitted	52,756	0	0
Non-Benefitted	3,714	0	0
Student	70,168	0	0
Employee Benefits	32,183	0	0
Total Payroll	158,821	0	0
Grand Opening	1,317	0	0
Capital Equipment	1,733	0	0
Computer Lease	1,560	0	0
Custodial Supplies	29,040	0	0
Depreciation	0	0	0
Dues/Memberships/Subscriptions	0	0	0
Employee Recruitment	0	0	0
Graphics	0	0	0
Insurance	0	0	0
License, Permits, Fees	0	0	0
Management Services Agreement Fee	0	0	0
Miscellaneous	4,084	0	0
Office Supplies	7,926	0	0
Repairs/Maintenance	12,348	0	0
Service Contracts	6,959	0	0
Telephone/Communications	0	0	0
Uncollectible Debt		0	
Utilities	131,675	0	0
	<hr/>		
Total Disbursements	355,463	0	0
	<hr/>		
NET SURPLUS	\$ 1,960,644	\$ -	\$ -

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - INFORMATION CENTER/RESERVATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23 ACTUAL	2023-24 BUDGET	2023-24 ACTUAL
INCOME:			
Support Services			
Information Center Commissions	\$ 185	\$ -	\$ 2,015
Packaging Suppy Revenue	1	0	4
Satellite Box Office	200	300	0
Total Income	386	300	2,019
EXPENSES:			
Payroll:			
Benefitted	22,819	87,881	75,046
Non-Benefitted	0	0	0
Student	127,066	140,000	112,595
Employee Benefits	8,983	30,100	21,393
Total Payroll	158,868	257,981	209,034
Advertising/Printing	0	3,000	0
Computer Lease	0	2,800	190
Credit Card Charges	523	3,000	706
Miscellaneous	140	100	0
Office Supplies	717	2,500	772
Over/Short	(61)	100	(57)
Service Contracts	13,209	3,000	6,041
Total Disbursements	173,396	272,481	216,686
NET DEFICIT	\$ (173,010)	\$ (272,181)	\$ (214,667)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - UNION PRODUCTIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Program Activities			
Leadership	\$ 1,582	\$ -	\$ -
Homecoming	30,000	0	20,000
	<hr/>	<hr/>	<hr/>
Total Income	31,582	0	20,000
EXPENSES:			
Payroll:			
Benefitted	0	46,683	0
Non-Benefitted	4,192	0	1,967
Student	111,234	110,000	136,778
Employee Benefits	277	15,389	346
Total Payroll	<hr/>	<hr/>	<hr/>
Total Payroll	115,703	172,072	139,091
Computer Lease	0	0	0
Signature Programs	70,512	90,000	74,191
Club Sports	12,176	20,000	13,338
Co-Sponsorships	0	15,000	0
Dues/Memberships/Subscriptions	1,365	5,000	1,405
Esports	392	15,000	0
Films/Videos/Big Screen	0	0	0
Fresno State Welcome	16,205	20,000	17,769
General Programming	6,485	20,000	2,744
Homecoming/Spirit	58,477	30,000	47,489
Leadership	3,162	40,000	13,785
Marketing/Promotions	0	15,000	0
Office Supplies	0	3,000	26
Performing Arts/Center Stage	0	0	792
Student Board	0	15,000	0
Travel/Training	15,489	8,000	2,250
USU Board	507	15,000	1,338
	<hr/>	<hr/>	<hr/>
Total Disbursements	299,574	483,072	314,218
NET DEFICIT	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (267,992)	\$ (483,072)	\$ (294,218)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - BULLDOG BOWL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Recreation and Leisure Activities:			
Billiards	\$ 37,839	\$ 30,000	\$ 46,840
Bowling	213,569	225,000	261,928
Coin-Op Games	2,827	2,000	31,718
Locker Rentals	260	400	364
Promotional Events	472	500	876
Shoe Rentals	37,957	40,000	50,682
Total Income	292,924	297,900	392,408
 EXPENSES:			
Payroll:			
Benefitted	45,946	44,562	49,025
Non-Benefitted	12,593	12,107	17,563
Student	118,900	128,000	137,332
Employee Benefits	42,789	43,802	45,221
Total Payroll	220,228	228,471	249,141
Advertising/Printing	234	1,000	0
Billiard Supplies	529	2,000	1,103
Bowling Supplies	6,829	3,000	7,625
Capital Equipment	0	500	0
Computer Lease	0	2,000	0
Credit Card Fees	5,747	6,000	7,709
Dues/Memberships/Subscriptions	1,693	2,000	0
Miscellaneous	0	500	0
Office Supplies	1,106	1,000	1,197
Over/Short	336	100	225
Repairs/Maintenance	14,766	28,000	11,262
Service Contracts	7,344	12,000	2,084
Special Events-Parties/Groups	174	3,000	0
Total Disbursements	258,986	289,571	280,346
NET SURPLUS	\$ 33,938	\$ 8,329	\$ 112,062

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - SATELLITE STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2024 AND 2023

	2022-23	2023-24	2023-24
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Equipment Rental	\$ 19,360	\$ 12,000	\$ 20,785
Space Rental	49,474	20,000	36,935
Technicians	20,081	12,000	20,409
Total Income	88,915	44,000	78,129
EXPENSES:			
Payroll:			
Benefitted	60,817	56,649	62,431
Student	19,799	15,658	19,634
Employee Benefits	17,018	14,486	15,501
Total Payroll	97,634	86,793	97,566
Capital Equipment	0	15,000	0
Computer Lease	0	0	0
Equipment Rental	637,776	8,000	710
Repairs/Maintenance	30,907	15,000	45,296
Utilities	9,618	5,500	15,013
Total Disbursements	138,159	130,293	158,585
NET DEFICIT	\$ (49,244)	\$ (86,293)	\$ (80,456)