

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

**2022-23
Budget**

Approved by Board of Directors
May 3, 2022

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
2022-23 BUDGET**

As a recognized auxiliary organization of The California State University, the basic function of the California State University, Fresno Association, Inc. (“Association”) is to administer and manage the commercial activities of the University and to provide accounting and managerial services for other auxiliary corporations. At California State University, Fresno, the commercial activities include the following:

Kennel Bookstore
Save Mart Center
University Dining Services
Fresno State Student Housing

The Association also provides fiscal oversight for the University Student Union and the Student Recreation Center, which are cost centers within the Association and Board of Directors governing structure.

Other services provided by the Association include accounting and fiscal management services for the California State University, Fresno Foundation; The Agricultural Foundation of California State University, Fresno; Associated Students of California State University, Fresno; Fresno State Programs for Children, Inc.; and The Maddy Institute. The Association provides human resources and payroll services for California State University, Fresno Athletic Corporation and The Bulldog Foundation. The University’s Vice President for Administration serves as the Chair of the Association’s Board of Directors, which ensures proper campus oversight of these requirements.

ADMINISTRATION

The California State University, Fresno Association provides accounting and management services to five (5) campus auxiliary corporations (California State University, Fresno Association, Inc.; California State University, Fresno Foundation; The Agricultural Foundation of California State University, Fresno; Associated Students of California State University, Fresno; Fresno State Programs for Children, Inc.; and The Maddy Institute). The Association also provides human resources and payroll services for The Bulldog Foundation and California State University, Fresno Athletic Corporation. These services are centralized so that each auxiliary can have the benefit of a workforce trained in accounting, human resource management, risk management/insurance, management information systems and business administration.

2021-22 ACCOMPLISHMENTS

1. Worked collaboratively with the leadership team to help navigate the pandemic impacts to each respective unit.
2. Continued to administer the development and construction activities associated with Campus Pointe, a public/private partnership project.
3. Secured full loan forgiveness for the Association's Round 2 PPP Loan, which was \$1,272,900.
4. Continued to provide monthly and annual financial reporting to the respective boards and audit committees, field units, the University, and the Chancellor's Office per established time lines. Timely financial reporting provides the boards and management with the information necessary to make prudent financial and operating decisions while meeting CSU requirements.
5. Continued to monitor various investment portfolios with Goldman Sachs, Common Fund, Smith Barney, and Dodge & Cox to maximize earnings potential on reserve funds.
6. Partnered with Facilities Management and University Dining Services in designing and planning for the opening of new retail dining operations in the Resnick Student Union.

2022-23 GOALS

1. Support the various units as they work to expand current operations, specifically within University Dining Services and the Student Union.
2. Start exploring upgrade options for current ERP software (for financial and human resource/payroll functions).

AUXILIARY HUMAN RESOURCES

Auxiliary Human Resources traditionally serves over 425 full time and 1,500 part time employees for the following organizations: California State University, Fresno Association, Inc., Fresno State Foundation, Fresno State Programs for Children, Inc., The Agricultural Foundation of California State University, Associated Students of California State University, Fresno, The Bulldog Foundation, and California State University, Fresno Athletic Corporation. This unit provides payroll services, employee recruitment, hiring, employee training, and benefits administration.

2021-22 ACCOMPLISHMENTS:

1. Provided human resources expertise in the area of employee relations, successfully resolving those circumstances in the best interest of the respective organization.
2. Navigated new and ever-changing legislation related to COVID-19 benefits provided to employees. Provided guidance and support to both employees and managers related to the impact of COVID-19.
3. Provided support and guidance to employees and managers as the campus navigated repopulation.
4. Four (4) Association units experienced zero work related injuries during calendar year 2021: Administration, Student Housing, Student Recreation Center and University Student Union.
5. Successfully on-boarded a new Payroll Technician to serve the California State University, Fresno Foundation and Athletic Corporation and a new Human Resources Coordinator (Benefits).
6. Successfully migrated the timekeeping system from Kronos Workforce Central to UKG Ready. UKG Ready is the newest platform offering from Ultimate Kronos Group.

2022-23 GOALS:

1. Provide quarterly training sessions to Managers, Supervisors and Principal Investigators to expand their knowledge base on human resources and payroll related laws, policies and best practices.
2. Partner with departments to fill their staffing needs, especially with the new venues within University Dining Services and Student Involvement.
3. Implement UKG Ready Scheduling, which will be piloted by University Dining Services and Student Recreation Center to manage staff schedules.

AUXILIARY INFORMATION TECHNOLOGY

Auxiliary Information Technology provides technical and programming support and expertise for all electronic information systems including software and hardware.

2021-22 ACCOMPLISHMENTS

1. Migrated the timekeeping system from Kronos Workforce Central to UKG Ready. UKG Ready is the newest platform offering from Ultimate Kronos Group.
2. Assisted Auxiliary HR with the migration of all time-clock locations from palm vein biometric to face recognition. The face recognition time-clock is a no-touch solution.
3. Assisted Student Housing with the implementation of StarRez, a housing management solution that replaced CBORD Odyssey. StarRez will provide better automation and integration with PeopleSoft and JD Edwards and improve the student experience.
4. Partnered with University Dining Services in the opening of Starbucks at Campus Pointe. Starbucks is our first location using the new Transact Cloud POS for in-person transactions.
5. Partnered with University Dining Services to implement a traditional Starbucks POS system within the Library location. This allows for full functionality of the Starbucks app, including the mobile order feature which has been well received by campus.
6. Assisted with the installation of the Athletics Hall of Fame at Save Mart Center, coordinating between Campus network engineering and the installation team.
7. Migrated all Auxiliary websites to the new campus web format. The migration included a redesign of site navigation and a refresh of site contents.
8. Completed the transition from three-year computer lease rotations to a five-year purchase rotation for all computers.

2022-23 GOALS

1. Assist HR with implementation of UKG Ready Scheduling, which will be piloted by University Dining Services and Student Recreation Center to manage staff schedules.
2. Refresh approximately 90 staff computers given time in use.
3. Partner with University Dining Services in the opening of three (3) venues in the Resnick Student Union. Auxiliary IT will be assisting with the installation of in-person point-of-sale systems and Fetch mobile ordering for all three (3) venues.
4. Assist with the installation and configuration of digital signage in the Resnick Student Union.
5. Work with Campus to transition from the Avaya phone system to Zoom Phone for all areas supported by Auxiliary IT.

KENNEL BOOKSTORE AND MARKETPLACE

The Kennel Bookstore meets the academic needs of students, faculty, and staff in the areas of course materials, reference books, personal computers and software, copy services, general (branded) merchandise and general supplies in a location convenient to the campus community.

2021-22 ACCOMPLISHMENTS

1. Continued growth of the Immediate Access (IA) program as IA sales increased to \$3.3 million for the academic year. For academic year 2021/22, the program provided student savings in excess of \$2.4 million as students saved anywhere from 20% - 60% off the traditional price of a new textbook.
2. In partnership with Follett, the Kennel Marketplace opened in Campus Pointe in September 2021. Since opening, the Kennel Marketplace has become a fantastic retail location to better connect the community with the campus. Grand opening festivities included a partnership with the Amendola Family Student Cupboard to help create awareness and raise money for the new location and food insecurity on campus. The Kennel Marketplace also collaborated with the Alumni Association, launching Victor E's line of clothing to help support the school live mascot.
3. The Kennel Marketplace hosted its first successful book-signing event for a campus faculty member that was standing room only.

2022-23 GOALS

1. For the Campus Pointe location, work with Follett to ensure the right mix of merchandise is available to our campus community and the public.
2. Continue to work with Follett to develop a strong marketing/advertising campaign to promote and engage with students, faculty, and staff.
3. Experience a seamless transition back to the Vital Source IA platform starting with the 2022 summer semester.
4. Monitor the sales data and customer feedback to ensure merchandise meets the needs and demands of customers. Collaborate with Follett to ensure the store continues to meet the needs of our campus community and work to preserve the store's high regard with the campus community.
5. Work to ensure new ways to engage the community with our Kennel Marketplace.

STUDENT RECREATION CENTER

The goal of the Student Recreation Center is to enhance the quality of recreational services to students, faculty and staff by providing quality equipment and fitness programming in a state-of-the-art facility.

2021-22 ACCOMPLISHMENTS

1. Successfully managed the reopening of the SRC, which included the on-boarding of approximately 30 new student staff members.
2. Members utilized the facilities 93,581 times during the year.
 - a. Fall 2021: Offered 15 group fitness classes per week with a total of 227 participants.
 - b. Spring 2022: Offered 14 group fitness classes per week with a total of 475 participants.
 - c. Collaborated with the SHCC Wellness team on Body Composition the first Tuesday of each month.
3. Pivoted to offer only outdoor sports and non-contact programs such as Pickleball, Cornhole, Badminton, Table Tennis, and 3-Point Shootout in Intramurals.
4. Continued to offer eSports events in-person that were within the COVID protocols and guidelines.
5. Served as Campus COVID Testing Center in the East Gym for the academic year.
6. Presented Student Recreation Center virtual programming at each virtual Dog Days.
7. Worked with the Fresno County Clerk/Elections to host the 2021 four-day gubernatorial recall election in September. This four-day event took place in the East Gym. In addition, the one-day special election in February was hosted in the West Gym.
8. Provided temporary space for various athletic teams while the North Gym was under repair.
9. Provided temporary space for the Kinesiology department and Army ROTC while the South Gym was under repair.

2022-23 GOALS

1. Continue to maintain facilities and equipment.
2. Continue rebuilding operations and programming teams (hire and train student staff for Building Operations, Intramurals and Group Fitness).

3. Continue to evaluate programs and services to meet the unique needs of our diverse student population, including but not limited to: international students, transfer students, students of color and students primarily enrolled in distance education programs.
4. Continue to collaborate with the SHCC Wellness team on Body Composition.
5. Return Intramurals to offering the traditional team sports programs.
6. Continue relationship with Greek organizations and establish more of a presence in Housing.
7. Work in conjunction with Student Involvement, Dog Days, CCGC, and Admissions to design strategies to engage all incoming students through social media accounts (ex: Twitter, FB, Instagram) to build excitement for Dog Days and coming Fall semester.
8. Increase connections to various areas on campus as it pertains to campus life by building relationships and developing ongoing interactions on social media.

FRESNO STATE STUDENT HOUSING

Fresno State Student Housing provides a quality on-campus living experience that students can call HOME. Student Housing provides a safe and secure environment that allows residents to grow academically, socially, physically, and creatively. Student Housing has “suite” and “traditional” style living and offers amenities such as a state-of-the-art computer lab, Ethernet connectivity, cable television, utilities, a fitness center, and a swimming pool.

2021-22 ACCOMPLISHMENTS

1. Hired and trained new housing staff while adjusting protocols to meet the high demand for on-campus housing and COVID 19 protocols.
2. Supported our students through a transition year, served as a support system in all aspects of their college life.
3. Adapted our academic success efforts while continuing to meet with all students who fell below target GPAs. Offering incentives for positive academic achievements, and provided leadership development opportunities and residential life programs to our students. Through this effort, we maintained our GPA at 3.1 (with 74 % of our students maintaining a 3.0 GPA or better).
4. On-boarded a new software system (StarRez) and transitioned payments to PeopleSoft to create better workflow and student experience, allowing students to see all University charges within their respective student account.
5. Successfully transitioned students who were COVID-19 positive/exposed to isolation suites. Provided daily support, health screening and meal delivery.

2022-23 GOALS

1. Evaluate the efficiency and level of resident participation with all projects, events, and activities offered by Student Housing.
2. Continue to improve the academic success of our students by working with the academic advising centers within the different colleges and the tutoring center. This will be evidenced by increasing the average GPA to 3.2 and improving the retention rates of Student Housing residents.
3. Partner with enrollment and outreach services to create new marketing strategies to target our perspective students.
4. Create a ten (10) year facility plan to schedule renovations and projects for budgeting and construction document purposes.

UNIVERSITY DINING SERVICES

University Dining Services mission is to meet the dining service needs for the University. This is achieved by offering a variety of branded concepts and restaurants. University Dining Services will continue to grow and change to meet the needs of our campus community. University Dining Services operates University Catering, University Dining Hall, The Bucket, Me-n-Ed's, Subway Express, two (2) Starbucks locations, The Union Snack Bar, four (4) Paws-N-Go locations and oversees the operations of contracted vendors: Panda Express and Juice It Up.

2021-22 ACCOMPLISHMENTS

1. Successfully opened the new Starbucks at Kennel Marketplace.
2. Successfully repopulated our department with over 150 new student, part-time, and full time employees. This allowed us to reopen the majority of our operations after the temporary closure due to the pandemic.
3. Implemented a traditional Starbucks POS system at the Library location. This allows for full functionality of the Starbucks app, including the mobile order feature which has been well received by campus.
4. Identified new retail food concepts to be included in the food court at the new Resnick Student Union.

2022-23 GOALS

1. Continue to evaluate food trends and identify any relevant changes that should be made to improve the culinary offerings within the campus community.
2. Explore implementing the acceptance of the bulldog card at existing Pepsi vending machines.
3. Explore implementing Healthy Eating Icon within the cash operations.
4. Identify a new retail food concept for the vacant space in the Food Court previously occupied by Robertito's.
5. Successful opening of the three retail food concepts in the food court at the new Resnick Student Union.

UNIVERSITY STUDENT UNION

University Student Union facilities and operations are integral facets of the Student Involvement organization at Fresno State; our mission is to cultivate community and foster engagement to promote co-curricular learning. Through our cultural, educational, social and recreational programs, as well as our services, facilities, student employment and student volunteer experiences, we offer first-hand opportunities for students to experience citizenship, leadership, and social responsibility, and to practice our core values of support/teamwork, service, growth/learning, leadership, and inclusion.

2021-22 ACCOMPLISHMENTS

1. New Student Welcome, Campus Traditions & School Spirit
 - a. Welcome Week returned to in-person events and included a Sunset Picnic, Bulldog Breakfast, Esports Night, Outdoor Movie, Campus Pointe night, Powder Paradise party and the Run to Victory. Throughout the week we also hosted welcome stations, live DJs and Traditions Day to help welcome students back to campus.
 - b. For Homecoming, hosted a series of events all week including Fired Up by the Fountain and the return of the Pawrade, a Spirit and Swag Day, Wellness Wednesday, Black Widow Outdoor movie at Bulldog Stadium, Glow Party and student tailgate.
 - c. Coordinated the planning of the return of Commencement (May 2022) to the Save Mart Center for college ceremonies and several affinity group celebrations.
2. Operations and Facilities
 - a. Successfully re-opened the building; students and the campus community utilized the conference rooms, lounge area, and other building services.
 - b. Welcomed back guests to the Bulldog Bowl, Information Center, Satellite Student Union, and Reservation Center.
3. USU Productions
 - a. Coordinated over 40 events, ranging from small to large, including: Powder Paradise Party and Outdoor Movies to Workshops and Game Show Nights. These events started the academic year back in-person and the students really appreciated it. Another highlight from this past semester was I Heart Fresno State week. Students were able to show their pride and spirit for campus at the I Heart Fresno State Kickoff, Ice Cream Social, Clubs and Orgs Fair, Game Show Night, and I Heart Fresno State Pop-Up.
4. Leadership Programs
 - a. Coordinated five (5) workshops in the Spring 2022 semester, serving an estimated 40 students. A highlight of this program was the student panel. Students enjoyed connecting with other students about their experiences and how they can become great leaders as well.

5. Off-Campus Student life
 - a. Hosted a fall and spring Fresno State night at Campus Pointe. Also hosted popular craft events throughout both semesters.

6. Student Organizations
 - a. Hosted in-person events that highlighted clubs and organizations via a fall and spring Club & Orgs Fair with over 50 groups participating. Supported over 200 organizations through the recognition process using ENGAGE.

2022-23 GOALS

1. Hire team members in preparation of the Resnick Student Union opening.
2. Experience a successful opening of the Resnick Student Union.
3. Set up and program within the new multicultural lounge.
4. Establish the new club and org space as a vital component to the student experience.
5. Bring back the traditional homecoming week experience and center it around the RSU.

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
BUDGET SUMMARY
2022-23

	REVENUES	EXPENSES	SURPLUS/ (DEFICIT) APPROVED
Administration			
Administration	\$ 2,265,306	\$ 1,215,141	\$ 1,050,165
Auxiliary Human Resources	0	695,200	(695,200)
Auxiliary Information Technology	0	420,202	(420,202)
Subtotal	2,265,306	2,330,543	(65,238)
Donations			
University Donations	0	0	0
Subtotal	0	0	0
Kennel Bookstore	506,155	332,299	173,857
Student Recreation Center	1,560,303	1,555,733	4,570
Student Housing	5,409,320	4,843,982	565,338
University Food Services:			
The Bucket	285,000	258,944	26,056
Catering	892,500	844,028	48,472
Commissions	18,300	0	18,300
Mobile Food Truck	0	0	0
Starbucks	510,000	493,256	16,744
Starbucks Campus Pointe	340,000	326,431	13,569
C-Stores	135,000	130,076	4,924
Taco Bell	388,900	364,285	24,615
University Dining Hall	3,194,848	2,177,595	1,017,253
USU Food Court	520,000	528,202	(8,202)
The Habit Burger	277,750	240,023	37,727
Soup/Salad Concept	284,000	275,490	8,510
The Union Snack Bar	125,000	177,058	(52,058)
Subtotal	6,971,298	5,815,389	1,155,909
University Student Union:			
Building Ops-Maint & Custodial	37,000	700,605	(663,605)
General	2,635,161	1,410,473	1,224,688
Resnick Student Union	2,202,000	2,108,919	93,081
Information Center/Reservations	11,100	117,906	(106,806)
USU Productions	0	465,256	(465,256)
Bulldog Bowl	300,400	241,500	58,900
Satellite Student Union	40,000	129,477	(89,477)
Subtotal	5,225,661	5,174,136	51,525
TOTAL (without SMC)	\$ 21,938,043	\$ 20,052,082	\$ 1,885,961
Save Mart Center:	3,605,344	3,911,342	(305,998)
TOTAL (with SMC)	\$ 25,543,387	\$ 23,963,424	\$ 1,579,963

**ADMINISTRATION BUDGET SUMMARY
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
REVENUES:					
Management Services Agreement Fees:					
Agricultural Foundation	\$ 169,563	\$ 161,385	\$ 161,385	\$ 169,454	\$ 8,069
Associated Students	66,822	62,262	62,262	75,000	12,738
Athletic Corporation	55,000	56,100	56,100	56,100	0
Bookstore	40,000	0	80,000	80,000	0
Bulldog Foundation	10,000	10,200	10,200	10,200	0
Dining Services	150,000	0	0	150,000	150,000
Foundation	677,684	677,684	677,684	646,136	(31,548)
Fresno State Programs for Children	80,868	80,112	80,112	82,515	2,403
Kenneth L. Maddy Institute	10,079	10,281	10,281	10,281	0
Student Recreation Center	78,750	80,000	80,000	80,000	0
Student Housing	150,000	0	0	150,000	150,000
University Student Union	300,000	300,000	300,000	300,000	0
Insurance Dividends/Refunds	21,633	21,729	42,219	42,219	0
Interest Income	816,037	520,812	250,000	250,000	0
Rental Income ATM	8,400	8,400	8,400	8,400	0
Miscellaneous Income	2,609	1,878	5,000	5,000	0
Unrealized Gain/(Loss) on Investments	101,598	1,739,403	150,000	150,000	0
FFCRA Tax Credit	0	3,685	0	0	0
SBA PPP Federal Subsidy	246,963	0	0	0	0
TOTAL REVENUES:	2,986,006	3,733,931	1,973,643	2,265,306	291,663
EXPENSES:					
Administration/Accounting	1,572,652	1,272,474	1,097,851	1,215,141	117,289
Human Resources/Payroll	613,027	617,466	635,805	695,200	59,395
Management Information Systems	487,907	465,613	422,075	420,202	(1,873)
TOTAL EXPENSES:	2,673,586	2,355,553	2,155,732	2,330,543	174,812
	\$ 312,420	\$ 1,378,378	\$ (182,089)	\$ (65,238)	\$ 116,851

**ADMINISTRATION BUDGET
2022-23**

ADMINISTRATION - SCHEDULE A	2019-2020	2020-21	2021-22	2022-23	Budget
EXPENSES:	Actual	Actual	Budget	Budget	Variance
Payroll and Benefits:					
Benefitted	\$ 540,690	\$ 446,443	\$ 415,291	\$ 479,395	\$ 64,104
Student	14,171	24,175	12,500	12,500	0
Payroll Sub-Total	554,861	470,618	427,791	491,895	64,104
Employee Benefits	315,064	245,398	226,783	327,221	100,439
Actual Retired Employee Benefits	80,764	85,049	84,726	85,000	274
Accrued Retired Employee Benefits	(7,917)	170,316	50,000	(22,797)	(72,797)
Total Payroll and Benefits	942,772	971,381	789,299	881,319	92,020
Audit Fees:					
External CPA	34,430	26,620	40,000	40,000	0
Bank Charges	2,737	9,500	5,000	8,500	3,500
Building Association Fees	5,789	6,389	7,800	7,800	0
Computer Lease	9,020	4,348	2,136	5,900	3,764
Consulting	0	475	0	0	0
Copier Lease	11,729	0	7,288	4,500	(2,788)
CSU Centrally Paid Indirect Costs	17,869	18,023	20,000	20,000	0
Custodial & Building Maintenance	8,589	8,252	8,500	10,000	1,500
Depreciation (non-cash)	83,250	83,848	79,111	85,474	6,363
Dues/Memberships/Subscriptions	4,668	3,735	2,000	5,000	3,000
Employee Recruitment	15,785	8,098	1,000	1,000	0
Equipment Maintenance & Repair	4,311	12,174	2,500	3,000	500
Insurance	8,526	6,717	13,284	16,898	3,614
Investment Fees	37,441	41,333	30,000	30,000	0
Legal Fees	18,490	4,904	5,000	10,000	5,000
Licenses, Permits & Fees	558	1,852	750	750	0
Loss on Technology Investment	271,024	0	0	0	0
Miscellaneous	9,311	2,462	2,500	2,500	0
Office Supplies	14,029	12,125	12,000	12,000	0
Postage	15,556	11,801	10,000	10,000	0
Records Retention Management	1,447	816	1,500	1,500	0
Security-Cash Handling	33,645	12,145	38,000	38,000	0
Telephone/Communications	4,005	4,707	3,184	4,000	816
Travel/Training	659	757	0	0	0
Utilities	17,012	20,012	17,000	17,000	0
TOTAL EXPENSES	\$ 1,572,652	\$ 1,272,474	\$ 1,097,851	\$ 1,215,141	\$ 117,289

**ADMINISTRATION - AUXILIARY HUMAN RESOURCES BUDGET
2022-23**

ADMINISTRATION - SCHEDULE B	2019-20	2020-21	2021-22	2022-23	Budget
EXPENSES:	Actual	Actual	Budget	Budget	Variance
Payroll:					
Benefitted	\$ 370,390	\$ 326,707	\$ 343,600	\$ 438,352	\$ 94,753
Student	14,517	0	0	0	0
Payroll Sub-Total	384,907	326,707	343,600	438,352	94,753
Employee Benefits	162,363	171,909	214,561	208,047	(6,514)
Actual Retired Employee Benefits	24,455	24,578	24,578	24,000	(578)
Accrued Retired Employee Benefits	(3,021)	64,993	25,000	(8,699)	(33,699)
Total Payroll and Benefits	568,704	588,187	607,739	661,700	53,962
Audit Fees	0	10	0		0
Computer Lease	3,985	3,435	1,721	3,350	1,629
Consulting	0	0	0	0	0
Dues/Memberships/Subscriptions	189	0	200	250	50
Employee Assistance Program	10,000	10,000	10,000	10,000	0
Employee Recruitment	(261)	2,377	500	500	0
Legal Fees	153	1,092	500	500	0
Miscellaneous	1,037	1,791	750	500	(250)
Office Supplies & Postage	17,612	6,466	6,000	10,000	4,000
Professional Development	0	0	0	0	0
Repairs & Maintenance	359	0	0	0	0
Safety Program	1,738	65	1,500	1,500	0
Software	5,503	2,665	6,000	6,000	0
Telephone/Communications	1,226	1,378	896	900	4
Travel/Training	2,782	0	0	0	0
Workers Comp Claims Administration	0	0	0	0	0
TOTAL EXPENSES	\$ 613,027	\$ 617,466	\$ 635,805	\$ 695,200	\$ 59,395

**ADMINISTRATION - AUXILIARY INFORMATION TECHNOLOGY BUDGET
2022-23**

ADMINISTRATION - SCHEDULE C	2019-20	2020-21	2021-22	2022-23	Budget
EXPENSES:	Actual	Actual	Budget	Budget	Variance
Payroll:					
Benefitted	\$ 185,361	\$ 130,327	\$ 129,481	\$ 138,527	\$ 9,046
Student	0	0	12,000	12,000	0
Payroll Sub-Total	185,361	130,327	141,481	150,527	9,046
Employee Benefits	113,479	119,016	82,338	101,706	19,367
Actual Retiree Benefits	10,473	23,368	23,368	23,943	575
Accrued Retired Employee Benefits	(2,462)	52,955	10,000	(7,088)	(17,088)
Total Payroll and Benefits	296,378	325,666	257,188	269,088	11,900
Computer Hardware/Repair (Minor under \$5k)	1,190	2,696	3,000	3,000	0
Computer Lease	2,504	1,949	1,500	2,000	500
Computer Software & Licenses	301	661	1,000	1,000	0
Computer Supplies	0	0	500	500	0
Conf, Seminars, Educ	0	0	1,500	1,500	0
Consulting	300	5,434	5,000	5,000	0
Cost of Goods Sold	0	1,401	0	0	0
Depreciation (non-cash)	18,110	6,048	0	0	0
Dues/Memberships/Subscriptions	0	0	0	0	0
Maintenance Contracts	13,984	0	15,000	0	(15,000)
Miscellaneous	1,737	427	500	500	0
Office Supplies	13	0	150	150	0
Postage	0	0	0	0	0
Software Maintenance and Support (Oracle, UKG)	150,660	120,685	135,000	135,714	714
Telephone/Communications	959	536	737	750	13
Travel/Training	1,771	110	1,000	1,000	0
Utilities	0	0	0	0	0
TOTAL EXPENSES	\$ 487,907	\$ 465,613	\$ 422,075	\$ 420,202	\$ (1,873)

**UNIVERSITY DONATIONS BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
EXPENSES:					
Alumni House	\$ -	\$ -	\$ -	\$ -	-
President's Suite Catering	-	-	0	0	0
Smittcamp Honors - Housing Allowance	0	0	0	0	0
Save Mart Center Suite	50,000	0	0	0	0
University Donations	0	0	0	0	0
TOTAL UNIVERSITY DONATIONS:	\$ 50,000	\$ -	\$ -	\$ -	-

BOOKSTORE BUDGET 2022-23

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
SALES:					
Commission - Follett Higher Education	\$ -	\$ -	\$ 451,284	\$ 506,155	\$ 54,871
Computer/Electronics					
Computers	0	0	0	0	-
Electronics	0	0	0	0	-
Software	0	0	0	0	-
Tech Accessories	0	0	0	0	-
Data Plans	0	0	0	0	-
Extended Warranty	0	0	0	0	-
Course Books:					
General Books	0	0	0	0	-
New Textbooks	694	0	0	0	-
Used Textbooks	0	0	0	0	-
Textbook Rental	6,422	782	0	0	-
Online Books	0	0	0	0	-
General Merchandise	0	0	0	0	-
Non-Merchandise	0	0	0	0	-
Soft Goods	0	0	0	0	-
Supplies	0	0	0	0	-
Vendor Commissions	633,020	304,585	0	0	-
SBA PPP Federal Subsidy	224,146	0	0	0	-
TOTAL SALES	864,282	305,367	451,284	506,155	54,871
Cost of Goods Sold	1,042	0	0	0	-
Cost of Goods - Shrinkage	0	0	0	0	-
GROSS MARGIN	863,240	305,367	451,284	506,155	54,871
EXPENSES:					
Payroll:					
Benefitted	96,758	82,341	0	0	-
Non-Benefitted	162	0	0	0	-
Student	53,247	286	0	0	-
Payroll Sub-Total	150,167	82,627	0	0	0
Employee Benefits	64,451	43,149	0	0	-
Actual Retired Employee Benefits	158,424	171,397	177,155	191,166	14,011
Accrued Retired Employee Benefits	(14,812)	318,641	50,000	(42,647)	(92,647)
Total Payroll and Benefits	358,230	615,814	227,155	148,519	(78,636)
Advertising	300	0	0	0	-
Computer Lease	3,368	1,615	831	800	(31)
Credit Card Fees	3,075	0	0	0	-
Depreciation (non-cash)	8,325	14,072	13,821	8,542	(5,279)
Donations	0	0	0	0	-
Dues/Memberships/Subscriptions	6,000	0	0	0	-
Insurance	22,819	22,896	20,132	26,018	5,886
Licenses/Permits/Fees	231	180	3,000	0	(3,000)
Management Services Agreement Fee	40,000	0	80,000	80,000	-

**BOOKSTORE BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
Minor Equipment	0	0	0	0	-
Miscellaneous	559	423	500	500	-
Obsolete Merchandise	0	0	0	0	-
Operational Supplies	0	99	0	0	-
Postage & Freight	164	56	0	0	-
Repairs/Maintenance	17,272	18,545	20,000	20,000	-
Maintenance Contracts	0	0	0	0	-
Telephone/Communications	8,716	9,389	4,427	7,920	3,493
Travel/Training	1,074	0	0	0	-
Uncollectible Debt	0	0	0	0	-
Utilities	40,518	43,143	40,000	40,000	-
TOTAL EXPENSES:	510,651	726,232	409,867	332,299	(77,568)
SURPLUS TO RESERVE	\$ 352,589	\$ (420,865)	\$ 41,417	\$ 173,857	\$ 132,439

**SAVE MART CENTER BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
REVENUES:					
Advertising	\$ 811,250	\$ 5,000	\$ -	\$ 1,005,000	\$ 1,005,000
Campus Pointe - Ground Lease	670,820	717,670	700,000	690,126	(9,874)
Donation/Sponsorship Revenue ¹	1,543,319	835,787	1,500,000	1,565,218	65,218
Insurance Refund	12,114	13,536	0	0	0
Interest Income	(136,629)	56,391	0	0	0
Other Income	1,400	2,520	0	0	0
Student Seat Licenses	300,000	300,000	300,000	300,000	0
Unrealized Gain on Investments	(73,328)	284,790	0	0	0
Vendor Rebates	75,416	63,773	45,000	45,000	0
SBA PPP Federal Subsidy	263,818	0	0	0	0
TOTAL REVENUES:	3,468,180	2,279,467	2,545,000	3,605,344	1,060,344
EXPENSES:					
Advance to ASM Global for Operations	1,757,113	2,858,103	2,000,000	2,000,000	0
Advertising/Printing	0	297	500	500	0
Athletic Department Entitlements	140,428	331,283	270,000	250,855	(19,145)
Bad Debt Expense	0	545,567	0	0	0
Capital Lease Expense - SRB Bonds	1,664,411	904,608	0	784,483	784,483
Corporate Sponsorship Entitlements	1,500	0	1,500	1,500	0
Credit Card Fees	1,304	286	1,500	5,000	3,500
Donor Stewardship	4,482	0	500	500	0
Insurance	245,246	266,936	351,328	492,504	141,176
Licenses, Permits, Fees	227	240	500	500	0
Miscellaneous	0	21	500	500	0
Possessory Interest Taxes	166,023	190,767	125,000	190,000	65,000
Repairs/Maintenance	2,662	890	2,500	2,500	0
Smallwares	2,803	0	2,500	2,500	0
Wilkinson Group Fee	180,000	0	180,000	180,000	0
TOTAL EXPENSES:	4,166,199	5,098,998	2,936,328	3,911,342	975,014
DEFICIT BEFORE NON CASH EXPENDITURES (REVENUES):	(698,019)	(2,819,531)	(391,328)	(305,998)	85,330
<u><i>Non-Cash Expenditures:</i></u>					
<i>Bond Expenses:</i>					
Amortization Bond Issue - SRB	11,394	11,394	11,394	11,394	0
Capital Lease Principal	1,965,000	1,990,000	2,295,000	4,640,000	2,345,000
Extinguishment of Capital & Bond Obligations	0	(1,588,141)	0	0	0
<i>Depreciation (non-cash):</i>					
Building	2,582,557	2,582,557	2,542,044	2,535,573	(6,471)
Equipment	272,670	297,004	276,563	271,069	(5,494)
DEFICIT TO RESERVE:	\$ (5,529,640)	\$ (6,112,345)	\$ (5,516,329)	\$ (7,764,034)	\$ (2,247,704)

**STUDENT RECREATION CENTER BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
REVENUES:					
Student Fees	\$ 1,350,000	\$ 1,350,000	\$ 1,350,000	\$ 1,350,000	\$ -
Donation-Associated Students	29,167	7,978	15,000	15,000	0
Leased Space:					
Lyles Center	43,879	43,879	43,879	43,879	0
Peters Educational Center	79,650	79,650	79,650	79,650	0
Interest Income	2,940	883	2,000	2,000	0
Locker Rental	2,655	0	2,198	1,859	(340)
Memberships	27,579	0	39,023	25,000	(14,023)
Miscellaneous	8,451	2,502	7,797	5,916	(1,881)
Towel Service	940	0	581	1,000	419
Personal Training	225	0	0	0	0
Retail Sales-Non Taxable	13,693	0	10,709	14,000	3,291
Retail Sales-Taxable	0	0	2,000	2,000	0
Summer Camps	0	0	0	0	0
Other Rental Income	20,687	23,475	10,000	20,000	10,000
TOTAL REVENUES:	1,579,866	1,508,367	1,562,837	1,560,303	(2,534)
EXPENSES:					
Payroll:					
Benefitted	280,856	158,107	292,239	302,079	9,839
Non-Benefitted	21,054	403	22,805	22,805	0
Student - Facility Staff	181,977	13,948	150,000	150,000	0
Student - Instructors	34,037	841	34,037	32,000	(2,037)
Student - Intramurals	28,131	0	28,131	28,131	0
Student - Member Services	17,137	112	17,137	0	(17,137)
Student - Personal Trainers	0	0	0	0	0
Student - Summer Camps	0	0	0	0	0
Student - Aquatics	5,316	0	5,316	5,316	0
Payroll Sub-Total	568,508	173,411	549,665	540,331	(9,335)
Employee Benefits	171,330	144,471	203,432	249,561	46,129
Accrued Retired Employee Benefits	(787)	16,934	5,000	(2,266)	(7,266)
Total Payroll and Benefits	739,051	334,816	758,097	787,626	29,529
Advertising, Marketing, Promotions	2,609	479	2,500	2,500	0
Bad Debt	87	0	0	0	0
Bank Charges and Credit Card Fees	2,860	108	2,500	2,500	0
Communications & Telephones	2,760	1,774	3,500	3,500	0
Computer Expense:					
Lease	6,931	4,539	1,024	6,050	5,026
Maintenance Fees	10,964	9,628	12,500	12,500	0
Misc. Supplies and Software	0	0	350	350	0
Contracted Services:					
Landscape	15,679	5,708	7,500	25,500	18,000
Elevator Service	3,260	7,325	4,500	6,500	2,000
Engineering Services-HVAC	26,452	26,452	26,000	26,500	500
Fitness Equipment Maintenance	405	850	6,000	10,000	4,000
Group Fitness	9,041	0	10,000	0	(10,000)
Pest Management	2,220	2,505	2,220	2,200	(20)
Copier Lease	5,804	5,691	6,734	7,500	766

**STUDENT RECREATION CENTER BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
Depreciation (non-cash)	57,378	38,774	32,564	51,171	18,607
Dues, Memberships, Subscriptions	1,806	1,547	1,500	1,500	0
Employee Recruitment	28	0	0	0	0
Equipment:					
Building	6,262	2,524	8,000	8,000	0
Check Out	1,028	158	3,000	1,500	(1,500)
Exercise	11,746	20,007	12,000	10,000	(2,000)
Group Fitness	576	0	0	0	0
Personal Training	0	0	0	0	0
Insurance	7,799	6,722	7,402	9,387	1,985
Janitorial Supplies	18,709	1,017	35,000	25,000	(10,000)
Laundry	0	0	150	150	0
Management Services Agreement	78,750	80,000	80,000	80,000	0
Miscellaneous	147	49	200	200	0
Office Supplies and Postage	923	11	1,000	1,000	0
Over/Short	8	0	0	0	0
Programs and Special Events	11,318	240	5,000	5,000	0
Repairs and Maintenance					
Building	11,360	2,835	15,000	15,000	0
Exercise Equipment	6,539	9,516	10,000	10,000	0
Retail - Cost of Goods Purchased	12,765	0	13,000	13,000	0
Travel and Training	1,985	0	1,000	1,000	0
Uniforms	4,524	862	2,000	2,000	0
Utilities	405,962	169,039	425,000	425,000	0
Waste Management	3,288	1,194	3,600	3,600	0
TOTAL EXPENSES:	1,471,024	734,370	1,498,841	1,555,733	56,891
NET SURPLUS:	\$ 108,842	\$ 773,998	\$ 63,997	\$ 4,570	\$ (59,425)

**STUDENT HOUSING BUDGET SUMMARY
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
REVENUES:					
Rent	\$ 5,131,005	\$ 1,230,488	\$ 4,883,514	\$ 5,133,020	\$ 249,506
Application Fees	54,175	62,700	40,000	40,000	0
Assessments	22,350	4,900	11,000	11,000	0
ATM Commission	296	148	300	300	0
Fresno State Contributions	0	523,339	0	0	0
Damage Assessments	100	450	0	0	0
Energy Rebate	117	0	0	0	0
Key Charges	8,631	2,025	5,000	5,000	0
Late Fees	19,800	2,700	10,000	10,000	0
Miscellaneous	10,817	10,055	17,500	10,000	(7,500)
Processing Fees	14,500	18,250	10,000	15,000	5,000
Summer Conferences	286,475	1,999	100,000	150,000	50,000
Summer Session Rent	31,129	54,683	15,000	25,000	10,000
Vendor/Laundry Commissions	21,795	324	10,000	10,000	0
SBA PPP Federal Subsidy	258,696	0	0	0	0
TOTAL REVENUES:	5,859,886	1,912,061	5,102,314	5,409,320	307,006
EXPENSES:					
General	2,298,550	1,251,181	2,245,266	2,409,300	164,034
Marketing	150,106	46,748	154,423	163,047	8,624
Summer Conferences	297,010	15,543	148,576	415,547	266,971
Physical Plant	1,158,288	1,144,879	1,525,072	1,573,270	48,198
Resident Life	173,598	117,993	214,400	282,818	68,418
TOTAL EXPENSES:	4,077,552	2,576,344	4,287,736	4,843,982	556,245
SURPLUS/(DEFICIT):	\$ 1,782,334	\$ (664,283)	\$ 814,577	\$ 565,338	\$ (249,239)

**STUDENT HOUSING - GENERAL BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
EXPENSES:					
Payroll:					
Benefitted	\$ 259,598	\$ 209,869	\$ 270,251	\$ 285,816	\$ 15,565
Non-Benefitted	7,304	354	0	0	0
Student	160,164	119,639	200,000	220,000	20,000
Payroll Sub-Total	427,066	329,862	470,251	505,816	35,565
Employee Benefits	157,472	129,707	160,198	147,305	(12,893)
Actual Retired Employee Benefits	10,780	11,003	11,003	11,296	293
Accrued Retired Employee Benefits	(1,188)	25,555	10,000	(3,420)	(13,420)
Total Salaries and Benefits:	594,130	496,127	651,452	660,996	9,545
Advertising	48	0	0		0
Allowance for Uncollectible Debt	25,419	31,072	30,000	30,000	0
Bond Issuance: Amortization	33,996	7,448	5,005	4,966	(40)
Cable TV	72,069	66,130	75,000	77,000	2,000
Computer Lease	13,373	13,221	1,252	8,800	7,548
Computer Supplies	6,737	10,467	10,000	10,000	0
Consulting	4,304	0	0	0	0
Copier Lease	0	0	10,000	10,000	0
Credit Card Fees	57,429	13,283	25,000	15,000	(10,000)
Depreciation (non-cash):	980,048	901,530	856,393	963,159	106,766
Donations	0	0	0	0	0
Dues/Memberships/Subscriptions	203	226	0	200	200
Employee Recruitment	425	265	500	500	0
Extinguishment of Capital & Bond Obligations	0	(581,978)	0	0	0
Housing Incentive	13,820	3,755	20,000	20,000	0
Insurance	101,235	104,811	136,407	183,471	47,064
Interest: SRB Debt Service	32,827	61,429	34,268	24,839	(9,428)
Management Services Agreement Fee	150,000	0	150,000	150,000	0
Miscellaneous	18,477	7,258	20,000	25,000	5,000
Office Supplies	17,635	7,663	17,000	22,000	5,000
Over/(Short)	50	(98)	0	0	0
Postage	10	0	0	0	0
Repairs/Maintenance	620	0	0	0	0
Resident Advisor Meals (50%)	85,169	54,986	91,200	88,369	(2,831)
Safe Expense	54,724	12,057	55,000	55,000	0
Software Agreement - StarRez	16,166	28,986	45,000	45,000	0
Telephone/Communications	9,862	11,550	6,790	10,000	3,210
Travel/Training	9,774	993	5,000	5,000	0
TOTAL EXPENSES:	\$ 2,298,550	\$ 1,251,181	\$ 2,245,266	\$ 2,409,300	\$ 164,034

STUDENT HOUSING - MARKETING BUDGET
2022-23

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
EXPENSES:					
Payroll:					
Benefitted	\$ 21,751	\$ 10,837	\$ 22,630	\$ 21,630	\$ (1,000)
Student	39,174	5,898	45,000	55,000	10,000
Payroll Sub-Total	60,925	16,735	67,630	76,630	9,000
Employee Benefits	7,799	4,110	7,245	7,417	172
Total Payroll and Benefits	68,724	20,845	74,876	84,047	9,171
Advertising/Printing	51,252	13,896	50,000	50,000	0
Computer Lease	2,894	3,981	2,048	0	(2,048)
Computer Supplies	3,412	2,628	2,500	3,000	500
Consulting	0	0	0	0	0
Miscellaneous	59	40	500	500	0
Office Supplies	7,602	699	7,000	8,000	1,000
Postage	14,561	3,659	15,000	15,000	0
Software	616	1,000	1,000	1,000	0
Telephone/Communications	0	0	500	500	0
Travel/Training	986	0	1,000	1,000	0
TOTAL EXPENSES	\$ 150,106	\$ 46,748	\$ 154,423	\$ 163,047	\$ 8,624

**STUDENT HOUSING - SUMMER CONFERENCES BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
EXPENSES:					
Payroll:					
Benefitted	\$ 21,751	\$ 10,837	\$ 22,630	\$ 21,630	\$ (1,000)
Non-Benefitted	0	0	0	0	
Student	18,198	156	18,200	30,000	11,800
Part-Time	0	0	0	0	0
Payroll Sub-Total:	39,949	10,993	40,830	51,630	10,800
Employee Benefits	7,890	4,094	7,245	7,417	172
Total Payroll and Benefits:	47,839	15,087	48,076	59,047	10,971
Advertising/Printing	0	0	1,000	1,000	0
Computer Lease	0	0	0	0	0
Computer Supplies	0	0	500	500	0
Contract Services:					
Housekeeping	124,360	0	60,000	197,000	137,000
Employee Procurement	0	20	0	0	0
Equipment Rental	0	0	0	0	0
Janitorial Supplies	0	0	1,500	10,000	8,500
Laundry	4,292	22	2,000	22,000	20,000
Miscellaneous	124	0	500	500	0
Office Supplies	0	0	500	1,000	500
Paper Supplies	0	0	2,000	2,000	0
Telephone/Communications	395	414	500	500	0
Training	0	0	2,000	2,000	0
Utilities	120,000	0	30,000	120,000	90,000
TOTAL EXPENSES:	\$ 297,010	\$ 15,543	\$ 148,576	\$ 415,547	\$ 266,971

**STUDENT HOUSING - PHYSICAL PLANT BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
EXPENSES:					
Payroll:					
Benefitted	\$ 75,107	\$ 33,966	\$ 37,003	\$ 38,113	\$ 1,110
Student	4,400	7,935	7,500	8,000	500
Part-Time - Contracted Labor	14,112	0	0	25,000	25,000
Payroll Sub-Total	93,619	41,901	44,503	71,113	26,610
Employee Benefits	29,127	14,238	13,869	14,521	651
Total Payroll and Benefits	122,746	56,139	58,372	85,634	27,262
Contract Services:					
Exterminator	11,690	12,760	25,000	25,000	0
Housekeeping	464,673	284,623	650,000	593,000	(57,000)
Key System	8,334	14,779	9,000	9,000	0
Landscape/Grounds Maintenance	14,875	5,558	12,000	18,000	6,000
Pool Service	15,615	13,815	15,000	16,000	1,000
HVAC Maintenance Contract	13,042	15,245	45,000	93,436	48,436
Waste Services	25,851	8,502	26,000	27,000	1,000
Equipment Rental	14,296	9,184	13,000	15,000	2,000
Janitorial Supplies	29,354	8,938	30,000	30,000	0
Key System Maintenance	0	0	7,000	60,000	53,000
Landscape Maintenance (Non-Contract)	12,950	0	15,000	15,000	0
Laundry	9,200	77	9,000	2,000	(7,000)
Licenses/Permits/Fees	503	426	500	500	0
Miscellaneous	396	1,122	3,000	3,000	0
Office Supplies	3,636	4,646	4,000	5,000	1,000
Paper Supplies	22,963	10,045	37,500	40,000	2,500
HVAC Repairs/Maintenance	45,769	156,496	90,000	100,000	10,000
Repairs/Maintenance	64,003	34,165	75,000	85,000	10,000
Smallwares/Minor Equipment (under \$5k)	66,815	14,586	70,000	80,000	10,000
Telephone/Communications	590	514	700	700	0
Travel/Training	0	0	0	0	0
Utilities	210,987	493,259	330,000	270,000	(60,000)
TOTAL EXPENSES:	\$ 1,158,288	\$ 1,144,879	\$ 1,525,072	\$ 1,573,270	\$ 48,198

**STUDENT HOUSING - RESIDENCE LIFE BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
EXPENSES:					
Payroll:					
Benefitted	\$ 5,138	\$ -	\$ -	\$ 47,380	\$ 47,380
Student	120,598	94,448	130,000	130,000	0
Payroll Sub-Total	125,736	94,448	130,000	177,380	47,380
Employee Benefits	1,118	1,041	0	15,338	15,338
Total Payroll and Benefits	126,854	95,489	130,000	192,718	62,718
Computer Lease	3,708	5,075	0	0	0
Dues/Memberships/Subscriptions	30	0	400	400	0
Employee Recruitment	100	140	100	100	0
Miscellaneous	4,227	4,533	5,000	6,000	1,000
Office Supplies	10,622	3,212	11,000	12,000	1,000
Parking Permit	944	641	800	1,000	200
Postage/Freight	0	0	0	0	0
Programming	24,047	4,506	30,000	30,000	0
Public Safety Assistants	328	828	1,600	1,600	0
Repair/Maintenance	18	0	0	0	0
RHA Expense	0	0	1,000	3,000	2,000
Telephone/Communications	2,570	2,603	1,500	3,000	1,500
Training	150	966	12,000	12,000	0
Tuition/Fees/Books	0	0	21,000	21,000	0
TOTAL EXPENSES:	\$ 173,598	\$ 117,993	\$ 214,400	\$ 282,818	\$ 68,418

UNIVERSITY DINING SERVICES BUDGET SUMMARY

2022-23

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
SALES:					
The Bucket Grill & Pub	\$ 450,195	\$ 54,139	\$ 272,337	\$ 430,000	\$ 157,663
Catering	1,588,578	269,871	784,494	1,332,500	548,006
Commissions	17,136	401	14,967	18,300	3,333
Mobile Food Truck	59,110	0	0	0	0
Starbucks	835,529	0	657,041	900,000	242,959
Starbucks Campus Pointe	2,354	0	900,000	500,000	(400,000)
Convenience Stores	308,226	22,500	93,188	300,000	206,812
Taco Bell Express	255,287	7,020	193,877	583,900	390,023
University Dining Hall	4,180,521	1,344,142	3,788,610	4,184,848	396,238
USU Food Court	782,743	6,335	377,872	765,000	387,128
The Habit Burger	0	0	0	452,750	452,750
Soup/Salad	0	0	0	509,000	509,000
Union Snack Bar	171,280	0	0	250,000	250,000
TOTAL SALES	8,650,959	1,704,408	7,082,386	10,226,298	3,143,912
Less: Cost of Goods Sold	2,545,876	515,196	2,446,024	3,255,000	808,976
GROSS MARGIN	6,105,083	1,189,212	4,636,362	6,971,298	2,334,936
EXPENSES:					
Payroll:					
Benefitted	762,331	401,941	589,307	896,668	307,361
Non-Benefitted	548,510	186,310	540,447	591,000	50,553
Student	1,115,640	117,951	731,564	1,298,000	566,436
Payroll Sub-Total	2,426,481	706,202	1,861,318	2,785,668	924,350
Employee Benefits	506,834	310,281	340,112	454,065	113,953
Total Payroll and Benefits	2,933,315	1,016,483	2,201,430	3,239,733	1,038,303
Advertising	18,183	1,585	8,700	20,900	12,200
Allowance for Bad Debt	16,945	20,715	10,000	20,000	10,000
Amortization - Franchise Fees	500	500	3,000	4,750	1,750
Cable TV	2,025	1,625	2,400	2,400	0
Computer Lease	2,096	1,320	882	800	(82)
Computer Supplies	31,884	23,736	2,400	400	(2,000)
Contract Services	30,000	0	15,225	29,100	13,875
Credit Card Fees	108,205	3,306	131,471	-	(131,471)
Depreciation (non-cash)	229,132	220,180	222,905	247,060	24,155
Donations	30,330	2,871	0	0	0
Dues/Memberships/Subscriptions	7	0	0	75	75
Employee Recruitment	885	0	2,500	1,000	(1,500)
Equipment Rental	47,363	0	10,500	45,500	35,000
Food Service Administration	689,479	833,651	686,788	1,028,263	341,475
Insurance	0	0	0	0	0
Janitorial/Sanitation	55,913	30,025	65,688	63,550	(2,138)
Laundry	50,375	13,260	35,434	55,750	20,316
Licenses/Permits/Fees	37,622	6,378	25,664	17,894	(7,770)
Maintenance Fees-CBORD	25,598	20,586	5,000	5,000	0
Miscellaneous	10,422	5,675	1,000	11,498	10,498

UNIVERSITY DINING SERVICES BUDGET SUMMARY

2022-23

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
Non-Student Tax	10,492	441	0	12,505	12,505
Office Supplies	12,560	859	6,350	6,650	300
Over/Short	83	14	0	0	0
Paper Supplies	166,441	66,282	156,900	207,000	50,100
Postage/Freight	0	0	0	0	0
Rent	0	0	25,500	25,500	0
Repairs/Maintenance	127,884	83,319	110,500	130,000	19,500
Resident Advisor Meals	112,167	54,986	91,200	88,369	(2,831)
Royalties	110,985	787	105,716	179,986	74,270
Smallwares	35,511	13,300	31,500	26,750	(4,750)
Software	0	0	3,150	8,150	5,000
Telephone/Communications	4,706	4,604	3,426	6,460	3,034
Travel/Training	11,397	3,618	0	0	0
Uniforms	3,448	0	6,500	6,700	200
University Student Union Rent	72,800	0	38,250	72,800	34,550
Utilities	218,538	186,856	173,050	233,347	60,297
Vehicle Expense	11,194	3,618	7,500	7,500	0
Warehouse Expense	3,051	(3,184)	7,500	10,000	2,500
TOTAL OPERATING EXPENSES:	5,221,536	2,617,396	4,198,029	5,815,389	1,617,360

NET SURPLUS/(DEFICIT): \$ 883,546 \$ (1,428,184) \$ 438,334 \$ 1,155,909 \$ 717,576

**DINING SERVICES - ADMINISTRATION BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
INCOME:					
FFCRA Tax Credit	\$ -	\$ 1,881	\$ -	\$ -	\$ -
SBA PPP Federal Subsidy	46,763	-	-	-	-
	46,763	1,881	-	-	-
EXPENSES:					
Payroll:					
Benefitted	\$ 175,541	\$ 154,150	\$ 196,218	\$ 319,235	\$ 123,017
Non-Benefitted	14,144	-	-	-	-
Student	13,926	0	8,500	0	(8,500)
Payroll Sub-Total	203,611	154,150	204,718	319,235	114,517
CSUF Remb Salaries	0	0	-	-	-
Employee Benefits	106,231	90,889	117,572	190,714	73,142
Actual Retired Employee Benefits	173,540	162,348	165,241	165,000	(241)
Accrued Retired Employee Benefits	(15,852)	341,041	50,000	(45,644)	(95,644)
Total Payroll and Benefits	467,530	748,428	537,530	629,305	91,775
Advertising	1,120	0	0	0	-
Computer Lease	4,337	5,479	370	4,150	3,780
Computer Supplies	0	185	0	0	-
Consulting	0	0	0	0	-
Credit Card Fees	0	0	0	124,000	124,000
Copier Lease	4,582	4,551	4,500	4,500	-
Dues/Memberships/Subscriptions	663	243	575	500	(75)
Employee Recruitment	6,211	3,664	5,000	8,000	3,000
Equipment Rental	301	68	0	0	-
Insurance	39,638	26,461	36,713	46,825	10,112
Legal Fees	1,907	1,898	0	0	-
Management Svcs Agreement	150,000	0	50,000	150,000	100,000
Miscellaneous	1,664	1,932	3,000	3,000	-
Office Supplies	7,379	1,867	5,000	7,500	2,500
Postage/Freight	0	0	100	100	-
Repairs/Maintenance	4,201	3,572	3,500	3,500	-
Smallwares	408	0	500	500	-
Software	28,177	33,746	28,000	39,000	11,000
Telephone/Communications	4,118	2,456	2,000	987	(1,013)
Travel/Training	0	0	0	0	-
Uniforms	6,947	165	5,000	5,000	-
Vehicle Expense	7,058	817	5,000	1,398	(3,602)
TOTAL EXPENSES:	\$ 736,241	\$ 835,532	\$ 686,788	\$ 1,028,264	\$ 341,477
Net Expenses Distributed to Units	\$ 689,478	\$ 833,651	\$ 686,788	\$ 1,028,264	\$ 341,477

ALLOCATION OF EXPENSES:

The Bucket Grill & Pub	\$ 13,755	\$ 16,704	\$ 13,736	\$ 43,700	\$ 29,964
Catering	48,293	58,353	48,075	102,826	54,751
Starbucks	55,170	58,353	48,075	66,837	18,762
Starbucks CP	0	58,353	48,075	66,837	18,762
Taco Bell Express	13,755	16,704	13,736	59,126	45,390
University Dining Hall	468,873	516,829	425,808	550,121	124,313
The Habit Burger	0	-	-	35,989	35,989
Soup/Salad Concept	0	-	-	51,722	51,722
USU Food Court	75,878	91,651	75,547	25,707	(49,840)
Union Snack Bar	13,755	16,704	13,736	25,398	11,662

31

TOTAL \$ 689,478 \$ 833,651 \$ 686,788 \$ 1,028,264 \$ 341,475

**DINING SERVICES - THE BUCKET GRILL AND PUB BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
SALES:					
Beverages - Alcoholic	\$ 33,483	\$ -	\$ 23,585	\$ 30,000	\$ 6,415
Food/Beverages	379,514	53,797	248,753	400,000	151,247
Other Revenue	36	0	0	0	0
FFCRA Tax Credit	0	342	0	\$ -	
SBAPPP Federal Subsidy	37,163	0	0	0	0
TOTAL SALES	450,196	54,139	272,338	430,000	157,662
Less: Cost of Goods Purchased	150,296	26,914	105,956	145,000	39,044
GROSS PROFIT ON SALES	299,900	27,225	166,382	285,000	118,618
Food Cost	33%	50%	39%	34%	-5%
Labor Cost	41%	103%	32%	31%	-1%
EXPENSES:					
Payroll:					
Benefitted	35,016	28,763	20,939	23,765	2,826
Non-Benefitted	31,399	17,832	23,455	23,000	(455)
Student	117,910	9,148	41,930	85,000	43,070
Payroll Sub-Total	184,325	55,743	86,324	131,765	45,441
Employee Benefits	20,982	18,035	11,145	18,508	7,363
Total Payroll and Benefits	205,307	73,778	97,469	150,273	52,804
Advertising and Printing	186	427	200	400	200
Cable TV Service	2,025	1,625	2,400	2,400	0
Credit Card Fees	6,714	689	3,400	0	(3,400)
Depreciation (non-cash)	3,114	259	0	0	0
Food Services Administration	13,755	16,704	13,736	43,700	29,964
Janitorial/Sanitation	4,862	3,457	4,780	5,000	220
Laundry	2,391	1,949	2,650	2,000	(650)
Licenses/Permits/Fees	7,832	1,757	4,844	4,844	0
Miscellaneous	189	0	0	0	0
Non-Student Tax	2,784	390	0	2,505	2,505
Office Supplies	805	303	350	400	50
Over/Short	(85)	13	0	0	0
Paper Supplies	27,863	7,125	26,300	25,000	(1,300)
Repairs/Maintenance	5,636	7,367	4,000	5,000	1,000
Royalties - Me N Eds	4,432	333	2,950	4,000	1,050
Smallwares	3,968	272	4,000	3,500	(500)
Telephone/Communications	417	357	276	400	124
Travel/Training	0	0	0	0	0
Uniforms	0	0	1,000	300	(700)
Utilities	8,499	9,405	8,500	9,222	722
Total Operating Expenses	300,694	126,210	176,856	258,944	82,089
NET SURPLUS/(DEFICIT)	\$ (794)	\$ (98,985)	\$ (10,475)	\$ 26,056	\$ 36,529

**DINING SERVICES - THE HABIT BURGER BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
SALES:					
Food	\$ -	\$ -	\$ -	\$ 430,113	430,113
Beverages	-	-	-	22,638	22,638
Other Revenue	-	-	-	0	0
TOTAL SALES	-	-	-	452,750	452,750
Less: Cost of Goods Purchased	-	-	-	175,000	175,000
GROSS PROFIT ON SALES	-	-	-	277,750	277,750
Food Cost				39%	39%
Labor Cost				29%	29%
EXPENSES:					
Payroll:					
Benefitted	0	0	0	27,919	27,919
Non-Benefitted	0	0	0	25,000	25,000
Student	0	0	0	80,000	80,000
Payroll Sub-Total	0	0	0	132,919	132,919
Employee Benefits				16,144	16,144
Total Payroll and Benefits	0	0	0	149,063	149,063
Advertising and Printing	0	0	0	0	0
Amortization	0	0	0	1,750	1,750
Depreciation (non-cash)	0	0	0	11,667	11,667
Food Services Administration	0	0	0	35,989	35,989
Janitorial/Sanitation	0	0	0	1,750	1,750
Laundry	0	0	0	1,250	1,250
Licenses/Permits/Fees	0	0	0	500	500
Miscellaneous	0	0	0	250	250
Non-Student Tax	0	0	0	1,000	1,000
Office Supplies	0	0	0	250	250
Over/Short	0	0	0	0	0
Paper Supplies	0	0	0	10,000	10,000
Repairs/Maintenance	0	0	0	500	500
Royalties	0	0	0	23,657	23,657
Smallwares	0	0	0	0	0
Telephone/Communications	0	0	0	500	500
Travel/Training	0	0	0	0	0
Uniforms	0	0	0	500	500
Utilities	0	0	0	1,398	1,398
Total Operating Expenses	0	0	0	240,023	240,023
NET SURPLUS/(DEFICIT)	\$ -	\$ -	\$ -	\$ 37,727	\$ 37,727

**DINING SERVICES - SOUP SALAD BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
SALES:					
Food/Beverages	\$ -	\$ -	\$ -	509,000	509,000
Other Revenue	-	-	-	0	0
TOTAL SALES	-	-	-	509,000	509,000
Less: Cost of Goods Purchased	-	-	-	225,000	225,000
GROSS PROFIT ON SALES	-	-	-	284,000	284,000
Food Cost				44%	44%
Labor Cost				33%	33%
EXPENSES:					
Payroll:					
Benefitted	0	0	0	44,388	44,388
Non-Benefitted	0	0	0	25,000	25,000
Student	0	0	0	100,000	100,000
Payroll Sub-Total	0	0	0	169,388	169,388
Employee Benefits				18,060	18,060
Total Payroll and Benefits	0	0	0	187,448	187,448
Computer Expense	0	0	0	0	
Depreciation (non-cash)	0	0	0	8,333	8,333
Food Services Administration	0	0	0	51,722	51,722
Janitorial/Sanitation	0	0	0	3,500	3,500
Laundry	0	0	0	2,500	2,500
Licenses/Permits/Fees	0	0	0	500	500
Miscellaneous	0	0	0	1,000	1,000
Non-Student Tax	0	0	0	2,000	2,000
Office Supplies	0	0	0	500	500
Over/Short	0	0	0	0	0
Paper Supplies	0	0	0	15,000	15,000
Repairs/Maintenance	0	0	0	500	500
Smallwares	0	0	0	500	500
Telephone/Communications	0	0	0	500	500
Travel/Training	0	0	0	0	0
Uniforms	0	0	0	500	500
Utilities	0	0	0	987	987
Total Operating Expenses	0	0	0	275,490	275,490
NET SURPLUS/(DEFICIT)	\$ -	\$ -	\$ -	\$ 8,510	\$ 8,510

**DINING SERVICES - CATERING BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget Variance
	Actual	Actual	Budget	Budget	
SALES:					
Beverages - Alcoholic	\$ 19,764	\$ -	\$ 9,923	\$ 15,000	\$ 5,077
Equipment Rental	73,823	317	48,978	60,000	11,022
General Sales	1,416,129	267,645	720,322	1,250,000	529,678
Miscellaneous	11,672	179	5,271	7,500	2,229
FFCRA Tax Credit	0	1,730	0	0	0
SBA PPP Federal Subsidy	67,191	0	0	0	0
TOTAL SALES	1,588,579	269,871	784,494	1,332,500	548,006
Less: Cost of Goods Purchased	524,248	135,740	250,933	440,000	189,067
GROSS PROFIT ON SALES	1,064,331	134,131	533,561	892,500	358,939
Food Cost	33%		32%	33%	1%
Labor Cost	29%		38%	31%	-6%
EXPENSES:					
Payroll:					
Benefitted	254,088	130,388	198,456	244,735	46,279
Non-Benefitted	87,637	21,189	51,076	70,000	18,924
Student	113,207	6,839	45,181	100,000	54,819
Payroll Sub-Total	454,932	158,416	294,713	414,735	120,022
Employee Benefits	169,276	104,302	115,987	148,691	32,704
Actual Retired Employee Benefits	0	0	0	0	0
Total Payroll and Benefits	624,208	262,718	410,700	563,426	152,726
Advertising	0	0	0	0	0
Bank Charges	256	0	0	0	0
Computer Lease	487	426	512	0	(512)
Computer Supplies	1,024	0	0	0	0
Depreciation (non-cash)	4,461	4,461	4,461	8,278	3,817
Dues/Memberships/Subscriptions	7	0	0	75	75
Equipment Rental	46,564	0	10,000	45,000	35,000
Food Services Administration	48,293	58,353	48,075	102,826	54,751
Janitorial/Sanitation	3,962	2,345	10,000	3,500	(6,500)
Laundry	21,606	467	10,000	20,000	10,000
Licenses/Permits/Fees	4,975	525	1,500	1,000	(500)
Miscellaneous	946	142	0	1,398	1,398
Office Supplies	7,114	300	3,000	2,000	(1,000)
Paper Supplies	64,909	18,016	50,000	65,000	15,000
Repairs/Maintenance	7,697	5,651	8,000	7,500	(500)
Smallwares	4,964	304	5,000	5,000	0
Software	3,150	3,150	3,150	3,150	0
Telephone/Communications	1,132	1,100	780	1,200	420
Travel/Training	203	0	0	0	0
Uniforms	1,567	0	1,500	1,500	0
Utilities	5,749	6,524	5,800	5,676	(124)
Vehicle Expense	11,194	3,618	7,500	7,500	0
TOTAL OPERATING EXPENSES	864,468	368,100	579,978	844,028	264,050
NET SURPLUS/(DEFICIT)	\$ 199,863	\$ (233,969)	\$ (46,417)	\$ 48,472	\$ 94,889

**DINING SERVICES - COMMISSIONS BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
INCOME:					
Juice It Up-ice	\$ 5,099	\$ -	\$ 4,759	\$ 6,300	\$ 1,541
Vending Machines	12,037	401	10,209	\$ 12,000	1,791
NET SURPLUS	\$ 17,136	\$ 401	\$ 14,968	\$ 18,300	\$ 3,332

DINING SERVICES - bulldogbites
2022-23

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
SALES:					
General Sales	\$ 55,293	\$ 35,500	\$ -	\$ -	\$ -
SBA PPP Federal Subsidy	3,816	-	-	-	-
Miscellaneous	-	-	-	-	0
TOTAL SALES	59,109	35,500	0	0	0
Less: Cost of Goods	32,796	17,500	-	-	-
GROSS PROFIT ON SALES	26,313	18,000	0	0	0
Food Cost	55%	49%	0%	0%	0%
Labor Cost	50%	44%	0%	0%	0%
EXPENSES:					
Payroll:					
Non-Benefitted	14,041	7,862	0	0	0
Students	15,277	7,742	0	0	0
Payroll Sub-Total	29,318	15,603	0	0	0
Employee Benefits	1,754	0	0	0	0
Total Payroll and Benefits	31,072	15,603	0	0	0
Advertising	0	0	0	0	0
Credit Card Fees	2,171	1,000	0	0	0
Depreciation	0	0	0	0	0
Janitorial/Sanitation	0	0	0	0	0
Laundry	875	750	0	0	0
Licenses/Permits/Fees	1,149	1,000	0	0	0
Miscellaneous	145	200	0	0	0
Non-Student Tax	405	500	0	0	0
Office Supplies	131	0	0	0	0
Over/Short	32	0	0	0	0
Paper Supplies	683	500	0	0	0
Repairs/Maintenance	5,497	2,500	0	0	0
Smallwares	0	0	0	0	0
Uniforms	0	0	0	0	0
Vehicle Expense (fuel, propane)	0	1,000	0	0	0
TOTAL OPERATING EXPENSES	42,160	23,053	0	0	0
NET SURPLUS/(DEFICIT):	\$ (15,847)	\$ (5,053)	\$ -	\$ -	\$ -

**DINING SERVICES - STARBUCKS (LIBRARY) BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
SALES:					
General Sales	\$ 777,893	\$ -	\$ 657,041	\$ 900,000	\$ 242,959
SBA PPP Federal Subsidy	57,636	0	0	0	0
Less: Cost of Goods Purchased	318,808	8,344	288,721	390,000	101,279
GROSS PROFIT ON SALES	516,721	(8,344)	368,320	510,000	141,680
Food Cost	41%		44%	43%	-1%
Labor Cost	35%		27%	34%	6%
EXPENSES:					
Payroll:					
Benefitted	40,051	9,207	33,280	83,228	49,948
Non-Benefitted	5,451	0	19,580	0	(19,580)
Students	228,050	0	127,545	220,000	92,455
Payroll Sub-Total	273,552	9,207	180,405	303,228	122,823
Employee Benefits	22,487	5,074	13,300	30,041	16,741
Total Payroll and Benefits	296,039	14,281	193,705	333,269	139,564
Advertising and Printing	307	0	500	0	(500)
Amortization	0	0	0	0	0
Computer Lease	742	894	0	0	0
Credit Card Fees	17,800	108	13,000	0	(13,000)
Depreciation (Non-Cash)	0	0	0	0	0
Employee Recruitment	715	0	1,000	500	(500)
Food Services Administration	55,170	58,353	48,075	66,837	18,762
Janitorial/Sanitation	198	0	2,700	1,500	(1,200)
Laundry	2,255	0	2,500	3,000	500
Licenses/Permits/Fees	411	348	0	400	400
Miscellaneous	2,765	1,109	0	3,000	3,000
Office Supplies	1,000	0	500	500	0
Over/Short	(143)	0	0	0	0
Paper Supplies	25,622	21	23,000	12,000	(11,000)
Repairs/Maintenance	8,120	0	7,500	5,000	(2,500)
Royalties	62,130	0	37,500	59,500	22,000
Smallwares	2,290	3,730	3,500	2,500	(1,000)
Software	500	0	0	5,000	
Travel/Training	0	0	0	0	0
Uniforms	0	0	0	250	250
Total Operating Expenses	475,921	78,844	333,480	493,256	154,776
NET SURPLUS/(DEFICIT):	\$ 40,800	\$ (87,188)	\$ 34,840	\$ 16,744	\$ (13,096)

**DINING SERVICES - STARBUCKS CAMPUS POINTE BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
SALES:					
General Sales	\$ -	\$ -	\$ 900,000	\$ 500,000	\$ (400,000)
SBA PPP Federal Subsidy	2,354	0	0	0	0
Less: Cost of Goods Purchased	589	(547)	480,000	160,000	(320,000)
GROSS PROFIT ON SALES	1,765	547	420,000	340,000	(80,000)
Food Cost	#DIV/0!	#DIV/0!	53%	32%	-21%
Labor Cost	572%	0%	37%	28%	-9%
EXPENSES:					
Payroll:					
Benefitted	7,014	0	45,260	38,563	(6,697)
Non-Benefitted	0	0	90,000	10,000	(80,000)
Students	3,088	0	195,000	90,000	(105,000)
Payroll Sub-Total	10,102	0	330,260	138,563	(191,697)
Employee Benefits	2,813	(15)	15,200	8,081	(7,119)
Total Payroll and Benefits	12,915	(15)	345,460	146,644	(198,816)
Advertising and Printing	0	0	0	0	0
Amortization	1,500	3,000	3,000	3,000	0
Computer Lease	0	0	370	0	(370)
Computer Supplies	1,527	0	0	0	0
Credit Card Fees	0	0	20,000	0	(20,000)
Depreciation (Non-Cash)	0	0	31,335	31,335	0
Employee Recruitment	170	0	1,000	500	(500)
Food Services Administration	0	58,353	48,075	66,837	18,762
Janitorial/Sanitation	240	0	1,500	800	(700)
Laundry	0	0	1,500	2,500	1,000
Licenses/Permits/Fees	0	491	0	500	500
Miscellaneous	2,334	0	0	2,500	2,500
Office Supplies	133	0	1,000	250	(750)
Over/Short	0	0	0	0	0
Paper Supplies	186	0	15,000	10,000	(5,000)
Postage/Freight	0	0	0	0	0
Rent	0	0	25,500	25,500	0
Repairs/Maintenance	0	0	0	0	0
Royalties	0	0	34,500	18,000	(16,500)
Smallwares	6,147	7,990	3,500	1,000	(2,500)
Telephone/Communications	0	0	0	500	500
Travel/Training	0	0	0	0	0
Uniforms	702	0	500	500	0
Utilities	0	0	0	16,065	16,065
Total Operating Expenses	25,854	69,819	532,240	326,431	(205,809)
NET SURPLUS/(DEFICIT):	\$ (24,089)	\$ (69,272)	\$ (112,240)	\$ 13,569	\$ 125,809

DINING SERVICES - C-STORES
2022-23

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
SALES:					
General	\$ 283,351	\$ -	\$ 93,188	\$ 300,000	\$ 206,812
SBA PPP Federal Subsidy	24,875	0	0	0	0
Less: Cost of Goods Purchased	167,920	5,906	54,926	165,000	110,074
GROSS PROFIT ON SALES	140,306	(5,906)	38,262	135,000	96,738
Food Cost	59%	0%	59%	55%	-4%
Labor Cost	38%	0%	31%	37%	6%
EXPENSES:					
Payroll:					
Benefited	0	0	0	0	0
Non-Benefitted	22,669	0	12,266	25,000	12,734
Student	83,988	0	16,594	85,000	68,406
Payroll Sub-Total	106,657	0	28,860	110,000	81,140
Employee Benefits	5,117	0	0	0	0
Total Payroll and Benefits	111,774	0	28,860	110,000	81,140
Advertising/Printing	0	0	0	300	300
Bank Charges	27	0	0	0	0
Contract Services	900	0	0	0	0
Computer Lease	0	0	0	0	0
Depreciation	9,235	8,426	8,426	8,426	0
Janitorial/Sanitation	3,979	110	3,900	3,000	(900)
Laundry	1,226	0	1,300	1,500	200
Licenses/Permits/Fees	1,632	1,382	1,500	1,500	0
Miscellaneous	0	0	0	0	0
Office Supplies	417	0	0	250	250
Over/Short	127	0	0	0	0
Paper Supplies	1,468	241	2,500	3,000	500
Repairs/Maintenance	782	0	1,000	1,000	0
Smallwares	194	0	500	500	0
Telephone/Communications	596	775	357	600	243
University Student Union Rent	2,200	0	0	0	0
TOTAL OPERATING EXPENSES	134,557	10,934	48,343	130,076	81,733
NET SURPLUS/(DEFICIT)	\$ 5,749	\$ (16,840)	\$ (10,081)	\$ 4,924	\$ 15,005

DINING SERVICES - TACO BELL BUDGET
2022-23

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
SALES:					
Beverages	\$ 11,415	\$ 376	\$ 10,069	\$ 29,195	\$ 19,126
Food - Taco Bell	207,687	6,644	183,808	\$ 554,705	370,897
SBA PPP Federal Subsidy	36,184	0	0	0	0
TOTAL SALES	255,286	7,020	193,877	583,900	390,023
Less: Cost of Goods Purchased	68,168	5,442	68,218	195,000	126,782
GROSS PROFIT ON SALES	187,118	1,578	125,660	388,900	263,241
Food Cost	27%	78%	35%	33%	-2%
Labor Cost	51%	193%	39%	35%	-4%
EXPENSES:					
Payroll:					
Benefitted	324	2,602	20,939	43,659	22,720
Non-Benefitted	27,304	5,600	17,908	35,000	17,092
Student	103,438	5,329	36,261	125,000	88,739
Payroll Sub-Total	131,066	13,531	75,108	203,659	128,551
Employee Benefits	5,496	2,226	11,145	17,754	6,609
Total Payroll and Benefits	136,562	15,757	86,253	221,413	135,160
Advertising	193	0	0	0	0
Commissions	0	0	0	0	0
Credit Card Fees	4,133	271	2,838	0	(2,838)
Depreciation (non-cash)	17,764	17,764	0	11,667	11,667
Food Services Administration	13,755	16,704	13,736	59,126	45,390
Janitorial/Sanitation	5,556	3,347	5,000	5,000	0
Laundry	0	0	0	0	0
Licenses/Permits/Fees	6,821	522	6,000	1,750	(4,250)
Miscellaneous	831	23	0	500	500
Non-Student Tax	1,607	51	0	1,500	1,500
Office Supplies	549	0	500	500	0
Over/Short	(11)	2	0	0	0
Paper Supplies	6,856	469	7,600	12,000	4,400
Repairs/Maintenance	6,446	7,412	7,500	5,000	(2,500)
Royalties:					
Taco Bell	14,537	454	10,720	38,829	28,109
Smallwares	1,839	0	2,500	1,000	(1,500)
Telephone/Communications	596	357	387	500	113
Uniforms	0	0	1,000	500	(500)
Utilities	8,499	9,405	8,750	5,000	(3,750)
TOTAL OPERATING EXPENSES	226,533	72,538	152,784	364,285	211,500
NET SURPLUS/(DEFICIT):	\$ (39,415)	\$ (70,960)	\$ (27,125)	\$ 24,615	\$ 51,741

**DINING SERVICES - UNIVERSITY DINING HALL BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
SALES:					
Contract Sales:					
Commuter Contracts	\$ 23,819	\$ 916	\$ 12,639	\$ 20,000	\$ 7,361
Commuter Walk Ons	-	-	-	-	-
Guests	128,607	470	92,918	100,000	7,082
Resident Meal Plan	3,474,448	891,536	3,622,054	3,694,848	72,794
Summer Conferences - Non-Taxable	218,535	0	60,000	350,000	290,000
Summer Conferences - Taxable	26,285	0	1,000	20,000	19,000
University Contributions	0	447,998	0	0	-
Miscellaneous	490	3,223	0	0	-
SBA PPP Federal Subsidy	308,338	0	0	0	-
Total Sales	4,180,522	1,344,143	3,788,610	4,184,848	396,237
Less: Cost of Goods Purchased	984,808	330,968	1,079,806	990,000	(89,806)
GROSS PROFIT ON SALES	3,195,714	1,013,175	2,708,804	3,194,848	486,043
Food Cost	24%	25%	29%	24%	-5%
Labor Cost	20%	34%	20%	19%	-1%
EXPENSES:					
Payroll:					
Benefitted	336,853	221,913	221,033	281,149	60,116
Non-Benefitted	281,369	141,689	300,000	280,000	(20,000)
Student	232,354	96,635	220,000	230,000	10,000
Payroll Sub-Total	850,576	460,237	741,033	791,149	50,116
Employee Benefits	206,951	163,859	151,431	155,768	4,337
Total Payroll and Benefits	1,057,527	624,096	892,464	946,917	54,453
Advertising	1,774	1,158	-	-	0
Allowance for Uncollectible Debt	16,945	20,715	10,000	20,000	10,000
Computer Lease	561	-	-	800	800
Computer Supplies	-	-	2,000	-	(2,000)
Credit Card Fees	74,050	2,144	90,000	-	(90,000)
Depreciation (non-cash)	184,969	180,350	172,460	163,088	(9,372)
Employee Recruitment	-	-	500	-	(500)
Equipment Rental	588	-	500	500	0
Food Services Administration	468,873	516,829	425,808	550,121	124,313
Janitorial/Sanitation	32,816	16,526	35,808	35,000	(808)
Laundry	18,130	10,844	14,484	20,000	5,516
Licenses/Permits/Fees	1,213	522	1,300	1,300	0
Maintenance Fees-CBORD OPCS	25,598	20,586	5,000	5,000	0
Meal Cards	(410)	-	-	-	0
Miscellaneous	1,726	4,401	1,000	2,500	1,500
Office Supplies/Décor	971	255	500	1,000	500
Over/Short	68	-	-	-	0
Paper Supplies	25,360	40,160	20,000	28,000	8,000
Repairs/Maintenance	124,571	86,648	75,000	100,000	25,000
Resident Advisor Meals	112,167	54,986	91,200	88,369	(2,831)

**DINING SERVICES - UNIVERSITY DINING HALL BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
Smallwares	10,471	1,004	5,000	7,500	2,500
Telephone/Communications	1,072	735	715	1,000	285
Travel/Training	-	-	-	-	0
Uniforms	1,541	-	1,500	1,500	0
Utilities	193,591	161,522	150,000	195,000	45,000
Warehouse Expense	3,051	(3,184)	7,500	10,000	2,500
TOTAL OPERATING EXPENSES	2,357,223	1,740,297	2,002,739	2,177,595	174,856
NET SURPLUS	\$ 838,491	\$ (727,122)	\$ 706,065	\$ 1,017,253	\$ 311,187

**DINING SERVICES - USU FOOD COURT BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget Variance
	Actual	Actual	Budget	Budget	
SALES:					
Beverages	\$ 191,686	\$ -	\$ 111,128	\$ 200,000	\$ 88,872
Panda Express Commission	114,521	6,335	46,479	115,000	68,521
Panda Express Rent	1,677	0	0	0	0
Subway	371,685	0	204,959	450,000	245,041
Retail Space (Vacant) Rent	18,000	0	6,000	0	(6,000)
Retail Space (Vacant) Commission	31,187	0	9,306	0	(9,306)
SBA PPP Federal Subsidy	53,986	0	0	0	0
TOTAL SALES	782,742	6,335	377,872	765,000	387,128
Less: Cost of Goods Purchased	212,143	1,539	117,465	245,000	127,535
GROSS PROFIT ON SALES	570,599	4,796	260,407	520,000	259,593
Food Cost	27%	24%	31%	32%	1%
Labor Cost	38%	141%	33%	37%	4%
EXPENSES:					
Payroll:					
Benefitted	84,772	8,903	49,400	109,262	59,862
Non-Benefitted	50,429	0	26,162	60,000	33,838
Student	159,888	0	49,053	115,000	65,947
Payroll Sub-Total	295,089	8,903	124,615	284,262	159,647
Employee Benefits	66,385	16,644	21,904	41,017	19,114
Total Payroll and Benefits	361,474	25,547	146,519	325,280	178,761
Advertising:					
Subway	15,723	0	8,000	20,000	12,000
Amortization	500	500	0	0	0
Commissions	0	0	0	0	0
Computer Lease	518	0	0	0	0
Computer Software	85	0	400	400	0
Contract Services-USU Building Operations	20,300	0	15,225	20,300	5,075
Credit Card Fees	3,033	65	2,233	0	(2,233)
Depreciation (non-cash)	8,089	5,919	6,223	4,266	(1,957)
Food Services Administration	75,878	91,651	75,547	25,707	(49,840)
Janitorial/Sanitation	2,686	2,175	2,000	3,000	1,000
Laundry	3,892	0	3,000	3,000	0
Licenses/Permits/Fees	12,894	416	9,920	5,000	(4,920)
Miscellaneous	1,213	0	0	250	250
Non-Student Tax	4,550	0	0	3,000	3,000
Office Supplies	1,440	0	500	1,000	500
Over/Short	29	(1)	0	0	0
Paper Supplies	8,431	50	12,500	18,000	5,500
Repairs/Maintenance	5,890	292	7,500	5,000	(2,500)
Royalties:					
Subway	29,886	0	20,046	36,000	15,954
Smallwares	4,909	0	7,500	5,000	(2,500)
Telephone/Communications	536	921	650	1,000	350
Travel/Training	0	0	0	0	0
Uniforms	340	0	1,000	1,000	0
University Student Union Rent	51,000	0	38,250	51,000	12,750
TOTAL OPERATING EXPENSES	613,296	127,535	357,013	528,202	171,190
NET SURPLUS/(DEFICIT)	\$ (42,697)	\$ (122,739)	\$ (96,606)	\$ (8,202)	\$ 88,403

**DINING SERVICES - THE UNION SNACK BAR BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
SALES:					
General	\$ 156,082	\$ -	\$ 103,978	\$ 250,000	\$ 146,022
SBA PPP Federal Subsidy	15,198	0	0	0	
TOTAL SALES	156,082	0	103,978	250,000	146,022
Less: Cost of Goods Purchased	86,100	799	51,500	125,000	73,500
GROSS PROFIT ON SALES	69,982	(799)	52,478	125,000	72,522
Food Cost	55%	0%	50%	50%	0%
Labor Cost	58%	0%	40%	42%	2%
EXPENSES:					
Payroll:					
Benefitted	4,213	165	0	0	0
Non-Benefitted	28,211	0	19,575	38,000	18,425
Student	58,440	0	21,925	68,000	46,075
Payroll Sub-Total	90,864	165	41,500	106,000	64,500
Employee Benefits	5,573	156	0	0	0
Total Payroll and Benefits	96,437	321	41,500	106,000	64,500
Advertising	0	0	100	200	100
Bank Chargers	21	0	0	0	0
Contract Services - USU Building Operations	8,800	0	4,400	8,800	4,400
Food Services Administration	13,755	16,704	15,200	25,398	10,198
Janitorial/Sanitation	1,614	2,064	500	1,500	1,000
Laundry	0	0	65	0	(65)
Licenses/Permits/Fees	696	416	600	600	0
Miscellaneous	(30)	0	100	100	0
Non-Student Tax	1,146	0	2,500	2,500	0
Office Supplies	0	0	0	0	0
Over/Short	77	0	0	0	0
Paper Supplies	5,063	114	5,000	9,000	4,000
Repairs/Maintenance	37	0	1,500	500	(1,000)
Smallwares	729	0	250	250	0
Telephone/Communications	357	357	500	260	(240)
Uniforms	0	0	150	150	0
University Student Union Rent	21,800	0	10,900	21,800	10,900
TOTAL OPERATING EXPENSES	150,502	19,976	83,265	177,058	93,793
NET SURPLUS/(DEFICIT)	\$ (80,520)	\$ (20,775)	\$ (30,787)	\$ (52,058)	\$ (21,271)

**DINING SERVICES- WAREHOUSE BUDGET
2022-23**

	2019-20 Actual	2020-21 Budget	2021-22 Budget	2022-23 Budget	Budget Variance
DISBURSEMENTS:					
Payroll:					
Monthly	\$0	\$0	\$0	\$0	\$0
Part-Time	0	0	0	0	0
Payroll Sub-Total	0	0	0	0	0
Employee Benefits	0	0	0	0	0
Total Payroll and Benefits	0	0	0	0	0
Gain/(Loss) on Sale of Assets	0	(1,000)	0	0	0
Inventory Variance	1,852	(5,310)	0	0	0
Janitorial/Sanitation	1,176	738	0	0	0
Miscellaneous	0	0	0	0	0
Office Supplies	0	0	0	0	0
Repairs/Maintenance	23	2,388	0	0	0
Telephone/Communications	0	0	0	0	0
Vehicle Expense	0	0	0	0	0
Total Expenses	3,051	(3,184)	0	0	0
AMOUNT TO BE ALLOCATED	3,051	(3,184)	0	0	0
*ALLOCATED AS FOLLOWS:					
Residence Dining Facility	3,051	(3,184)	0	0	0
TOTAL ALLOCATION	\$3,051	(\$3,184)	\$0	\$0	\$0

	2022/23	% of	2022/23	% of
	Revenue	Revenue	Expenses	Expenses
The Bucket Grill & Pub	\$ 430,000	4.48%	\$ 403,944	4.60%
Catering	\$ 1,332,500	13.80%	\$ 1,284,028	14.63%
Starbucks	\$ 850,000	8.80%	\$ 883,256	10.07%
Starbucks Campus Pointe	\$ 301,155	3.12%	\$ 486,431	5.54%
Taco Bell Express	\$ 583,900	6.05%	\$ 559,285	6.37%
University Dining Hall	\$ 4,184,848	43.33%	\$ 3,167,595	36.10%
USU Food Court	\$ 765,000	7.92%	\$ 773,202	8.81%
The Habit Burger	\$ 452,750	4.69%	\$ 415,023	4.73%
Soup/Salad	\$ 509,000	5.27%	\$ 500,490	5.70%
Union Snack Bar	\$ 250,000	2.59%	\$ 302,058	3.44%
	\$ 9,659,153	100.03%	\$ 8,775,312	100.00%
			Total Exp	\$ 6,115,808
			Total COGS	\$ 3,255,000
				\$ 9,370,808
				\$ 595,496
No Allocation				
Commissions	\$ 18,300	0.19%	\$ -	0.00%
Mobile Food Truck	\$ -	0.00%	\$ -	0.00%
Convenience Stores	\$ 300,000	3.11%	\$ 295,076	3.36%

986.88

1397.76

1292.16

5675.52

**STUDENT UNION BUDGET SUMMARY
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
INCOME:					
Building Operations	\$ 37,339	\$ 3,600	\$ 37,083	\$ 37,000	\$ (83)
General	2,731,962	2,615,050	2,659,912	2,635,161	(24,751)
Resnick Student Union	0	0	0	2,202,000	2,202,000
Information Center/Reservations	30,245	0	34,166	11,100	(23,066)
USU Productions	0	0	0	0	0
Recreation	303,716	(330)	200,482	300,400	99,918
Satellite Student Union	77,360	0	75,734	40,000	(35,734)
TOTAL INCOME:	3,180,622	2,618,320	3,007,378	5,225,661	2,218,285
EXPENSES:					
Building Operations	728,016	289,988	722,791	700,605	(22,186)
General	1,485,177	1,572,993	1,491,992	1,410,473	(81,519)
Resnick Student Union	0	0	0	2,108,919	2,108,919
Information Center/Reservations	158,059	25,844	41,286	117,906	76,620
Student Programs	309,199	156,772	427,916	465,256	37,340
Recreation	246,839	22,789	84,184	241,500	157,316
Satellite Student Union	201,719	126,116	168,532	129,477	(39,055)
TOTAL EXPENSES:	3,129,009	2,194,502	2,936,700	5,174,136	2,237,436
NET SURPLUS:	\$ 51,613	\$ 423,822	\$ 70,676	\$ 51,525	\$ (19,151)

**STUDENT UNION - BUILDING OPERATIONS BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
INCOME:					
USU Custodial Services	\$ 37,339	\$ 3,600	\$ 37,083	\$ 37,000	\$ (83)
EXPENSES:					
Payroll:					
Benefitted	221,668	95,293	206,273	227,587	21,314
Non-Benefitted	45,356	0	51,017	50,000	(1,017)
Student - Custodial	190,793	228	137,998	150,000	12,002
Student - Maintenance	0	0	27,385	30,000	2,615
Payroll Sub-Total	457,817	95,521	422,673	457,587	34,914
Employee Benefits	166,903	104,905	149,219	133,383	(15,836)
Total Payroll and Benefits	624,720	200,426	571,892	590,970	19,079
Capital Equipment	0		0	0	0
Computer Lease	1,580	426	700	1,635	935
Custodial Supplies	22,819	8,456	43,700	20,000	(23,700)
Employee Recruitment	549	150	1,500	3,000	1,500
Repairs/Maintenance	40,347	45,950	65,000	45,000	(20,000)
Service Contracts	38,001	34,580	40,000	40,000	0
Total Expenses	728,015	289,988	722,791	700,605	(22,186)
NET DEFICIT:	\$ (690,676)	\$ (286,388)	\$ (685,709)	\$ (663,605)	\$ 22,104

**STUDENT UNION - GENERAL BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
INCOME:					
ASI - Office Rent	\$ -	\$ -	\$ 11,512	\$ -	\$ (11,512)
Commercial Leased Space - Dining Services	75,000	0	51,000	75,000	24,000
Commercial Leased Space - Pavilion	31,200	32,136	23,400	0	(23,400)
Interest	53,751	11,311	0	0	0
Miscellaneous	140	0	0	0	0
Lease Space	11,971	11,442	14,100	0	(14,100)
ATM	8,700	8,961	8,700	8,961	261
USU Fees Returned to Operations	2,551,200	2,551,200	2,551,200	2,551,200	0
TOTAL INCOME:	2,731,962	2,615,050	2,659,912	2,635,161	(24,751)
EXPENSES:					
Payroll:					
Benefitted	346,124	297,790	279,631	320,334	40,703
Non-Benefitted	2,535	0	2,500	0	(2,500)
Student	41,506	26,647	57,645	0	(57,645)
Payroll Sub-Total	390,165	324,437	339,776	320,334	(19,442)
Employee Benefits	85,869	123,271	186,904	223,057	36,153
Actual Retired Employee Benefits	26,598	33,310	34,238	38,383	4,145
Accrued Retired Employee Benefits	(7,893)	169,804	25,000	(22,727)	(47,727)
Total Payroll and Benefits	494,739	650,822	585,918	559,048	(26,871)
Advertising/Printing	5	0	3,000	0	(3,000)
Allowance for Uncollectable Debt	0	580	0	0	
Minor Equipment (under \$5,000)	4,347	3,521	25,000	8,000	(17,000)
Computer Lease	15,429	11,091	2,261	1,985	(276)
Consultant	0	0	0	0	0
Copy Paper/Supplies	0	0	0	0	0
Co-Sponsorships	463	0	0	0	0
Depreciation (non-cash)	218,294	145,556	102,448	49,908	(52,540)
Dues/Memberships/Subscriptions	10,648	8,965	5,000	5,000	0
Employee Recruitment	237	20	770	750	(20)
Graphics	0	0	10,000	10,000	0
Insurance	15,158	13,361	16,613	21,090	4,477
Licenses, Permits, Fees	0	584	5,000	5,000	0
Management Services Agreement Fee	300,000	300,000	300,000	300,000	0
Miscellaneous	102	100	500	500	0
Office Supplies	1,798	1,305	3,000	250	(2,750)
Postage	261	560	300	300	0
Professional Development	0	0	1,000	3,000	2,000
Repairs/Maintenance	0	0	0	0	0
Save Mart Center Student Seat Licenses	300,000	300,000	300,000	300,000	0
Service Contracts	20	0	500	500	0
Telephone/Communications	7,094	6,761	5,182	5,200	18
Travel/Training	0	0	3,000	3,000	0
Uniforms	478	601	2,500	7,500	5,000
Utilities	116,104	129,166	120,000	129,443	9,443
TOTAL EXPENSES:	1,485,177	1,572,993	1,491,992	1,410,473	(81,519)
NET SURPLUS:	\$ 1,246,785	\$ 1,042,057	\$ 1,167,920	\$ 1,224,688	\$ 56,768

RESNICK STUDENT UNION BUDGET
2022-23

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
INCOME:					
ASI - Office Rent	\$ -	\$ -	\$ -	\$ -	\$ -
Commercial Leased Space - Other	0	0	0	0	0
Conference Space Revenue	0	0	0	50,000	50,000
Lease Space	0	0	0	0	0
RSU Student Fees	0	0	0	2,152,000	2,152,000
TOTAL INCOME:	0	0	0	2,202,000	2,202,000
EXPENSES:					
Payroll:					
Benefitted	0	0	0	542,480	542,480
Non-Benefitted	0	0	0	0	0
Student	0	0	0	628,800	628,800
Payroll Sub-Total	0	0	0	1,171,280	1,171,280
Employee Benefits	0	0	0	193,938	193,938
Actual Retired Employee Benefits	0	0	0	0	0
Accrued Retired Employee Benefits	0	0	0	0	0
Total Payroll and Benefits	0	0	0	1,365,219	1,365,219
Advertising/Printing	0	0	0	0	0
Allowance for Uncollectable Debt	0	0	0	0	0
Minor Equipment (under \$5,000)	0	0	0	25,000	25,000
Computer Lease	0	0	0	50,000	50,000
Consultant	0	0	0	0	0
Copy Paper/Supplies	0	0	0	0	0
Co-Sponsorships	0	0	0	0	0
Depreciation (non-cash)	0	0	0	10,000	10,000
Dues/Memberships/Subscriptions	0	0	0	10,000	10,000
Custodial Supplies	0	0	0	75,000	75,000
Employee Recruitment	0	0	0	5,000	5,000
Graphics	0	0	0	15,000	15,000
Insurance	0	0	0	22,000	22,000
Licenses, Permits, Fees	0	0	0	0	0
Miscellaneous - Grand Opening Celebrations	0	0	0	35,000	35,000
RSU- One time operating budget expenditures	0	0	0	200,000	200,000
Office Supplies	0	0	0	5,000	5,000
Postage	0	0	0	0	0
Professional Development	0	0	0	0	0
Repairs/Maintenance	0	0	0	25,000	25,000
Service Contracts	0	0	0	100,000	100,000
Telephone/Communications	0	0	0	3,500	3,500
Travel/Training	0	0	0	0	0
Uniforms	0	0	0	0	0
Utilities	0	0	0	163,200	163,200
TOTAL EXPENSES:	0	0	0	2,108,919	2,108,919
NET SURPLUS:	\$ -	\$ -	\$ -	\$ 93,081	\$ 93,081

**STUDENT UNION - INFORMATION CENTER/RESERVATIONS BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
INCOME:					
Support Services:					
Key Control	\$ 20,000	\$ -	\$ 20,000	\$ -	\$ (20,000)
Information Center Commissions	9,116	0	11,529	10,000	(1,529)
Packaging Supplies	79	0	0	100	100
Satellite Box Office	1,050	0	2,637	1,000	(1,637)
TOTAL INCOME:	30,245	0	34,166	11,100	(23,066)
EXPENSES:					
Payroll:					
Benefitted	45,616	5,357	0	45,320	45,320
Non-Benefitted	0	0	0	0	0
Student - Info Center	31,400		11,703	15,000	3,297
Student - Reservations	32,922	2,278	23,983	30,000	6,017
Payroll Sub-Total	109,938	7,635	35,686	90,320	54,634
Employee Benefits	40,066	13,099	0	15,086	15,086
Total Payroll and Benefits	150,004	20,734	35,686	105,406	69,720
Advertising/Printing	0	0	0	2,000	2,000
Computer Lease	2,765	1,927	0	2,400	2,400
Credit Card Fees	2,409	108	3,000	3,000	0
Miscellaneous	114	0	100	100	0
Office Supplies	622	0	1,500	2,000	500
Over/Short	265	126	0	0	0
Packing Supplies	0	0	0	0	0
Service Contracts	1,880	2,949	1,000	3,000	2,000
TOTAL EXPENSES:	158,058	25,844	41,286	117,906	76,620
NET DEFICIT:	\$ (127,813)	\$ (25,844)	\$ (7,120)	\$ (106,806)	\$ (99,686)

**STUDENT UNION - STUDENT PROGRAMS BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
INCOME:					
Program Activities:					
B.A.G. of Laughs	\$ -	\$ -	\$ -	\$ -	\$ -
Homecoming	0	0	0	0	0
Performing Arts/Center Stage	0	0	0	0	0
Special Events	0	0	0	0	0
TOTAL INCOME:	0	0	0	0	0
EXPENSES:					
Payroll:					
Benefitted	67,481	0	83,062	45,320	(37,742)
Student	96,382	45,856	108,494	115,000	6,506
Payroll Sub-Total	163,863	45,856	191,556	160,320	(31,236)
Employee Benefits	32,408	12,531	50,312	15,086	(35,226)
Total Payroll and Benefits	196,271	58,387	241,869	175,406	(66,462)
Programs:					
Alternative Spring Break	0	0	0	0	0
Club Sports	8,967	3,113	9,000	20,000	11,000
esports	0	0	0	10,000	10,000
Signature Programs	32,297	69,350	80,000	90,000	10,000
General Programming, Supplies, Equipment	0		16,000	16,000	0
Convocation/Welcome Week	9,430	60	10,000	20,000	10,000
Homecoming	19,508	10,240	20,000	30,000	10,000
USU Board	0	0	0	15,000	15,000
Leadership	27,023	2,066	30,000	40,000	10,000
Student Board/Leadership Training	1,138	0	12,000	12,500	500
Recreation/Leisure	15	0	0	0	0
Computer Lease	3,776	3,418	547	7,350	6,803
Co-Sponsorships	580	0	5,000	10,000	5,000
Dues/Memberships/Subscriptions	1,161	1,160	1,500	1,500	0
Marketing/Promotions	0	0	0	10,000	10,000
Office Supplies	331	0	1,000	2,500	1,500
Travel	8,703	8,978	1,000	5,000	4,000
TOTAL EXPENSES:	309,199	156,772	427,916	465,256	37,340
NET DEFICIT:	\$ (309,199)	\$ (156,772)	\$ (427,916)	\$ (465,256)	\$ (37,340)

**BULLDOG BOWL BUDGET
2022-23**

	2019-20 Actual	2020-21 Actual	2021-22 Budget	2022-23 Budget	Budget Variance
INCOME:					
Billiards	\$ 37,009	\$ -	\$ 24,312	\$ 25,000	\$ 688
Bowling	203,880	0	133,541	225,000	91,459
Coin-Op Games	2,161	0	1,030	0	(1,030)
Locker Rentals	1,040	(330)	400	400	0
Pinball/Video	6,335	0	6,000	0	(6,000)
Promotional Events	8,274	0	5,200	5,000	(200)
Shoe Rentals	45,019	0	30,000	45,000	15,000
Xbox	0	0	0	0	0
TOTAL INCOME:	303,718	(330)	200,482	300,400	99,917
EXPENSES:					
Payroll:					
Benefitted	60,417	0	0	43,260	43,260
Non-Benefitted	0	0	0	0	0
Student	114,028	1,615	53,134	100,000	46,866
Payroll Sub-Total	174,445	1,615	53,134	143,260	90,126
Employee Benefits	24,491	19,921	0	44,140	44,140
Total Payroll and Benefits	198,936	21,536	53,134	187,400	134,266
Advertising/Printing	0	0	0	0	0
Billiard Supplies	465	0	500	1,500	1,000
Bowling Supplies	2,237	380	1,500	3,000	1,500
Minor Equipment (under \$5K)	0	0	500	500	0
Computer Lease	941	472	800	1,600	800
Credit Card Fees	5,087	108	3,000	6,000	3,000
Dues/Memberships/Subscriptions	0	0	0	0	0
Miscellaneous	40	26	0	0	0
Office Supplies	527	86	500	500	0
Over/Short	(32)	0	0	0	0
Repairs & Maintenance	26,524	162	15,000	28,000	13,000
Service Contracts	9,158	0	7,000	10,000	3,000
Special Events-Parties/Groups	2,956	19	2,250	3,000	750
TOTAL EXPENSES:	246,839	22,789	84,184	241,500	157,316
NET SURPLUS/(DEFICIT):	\$ 56,879	\$ (23,119)	\$ 116,298	\$ 58,900	\$ (57,399)

**SATELLITE STUDENT UNION BUDGET
2022-23**

	2019-20	2020-21	2021-22	2022-23	Budget
	Actual	Actual	Budget	Budget	Variance
INCOME:					
Equipment Rental	\$ 19,378	\$ -	\$ 18,368	\$ 10,000	\$ (8,368)
Space Rental	41,808	0	38,842	20,000	(18,842)
Technicians	16,174	0	18,524	10,000	(8,524)
TOTAL INCOME:	77,360	0	75,734	40,000	(35,734)
EXPENSES:					
Payroll:					
Benefitted	60,373	60,373	60,373	60,000	(373)
Student	20,383	0	15,632	18,000	2,368
Payroll Sub-Total	80,756	60,373	76,005	78,000	1,995
Employee Benefits	46,738	45,716	57,027	21,227	(35,800)
Total Payroll and Benefits	127,494	106,089	133,032	99,227	(33,805)
Capital Equipment	0	0	0	0	0
Minor Equipment	0	0	0	8,000	8,000
Computer Lease	1,180	0	0	1,750	1,750
Employee Relations	300	0	0	0	0
Equipment Rental	0	0	0	0	0
Miscellaneous	0	0	0	0	0
Repairs/Maintenance	9,225	14,003	30,000	15,000	(15,000)
University Donations	58,145	0	0	0	0
Utilities	5,374	6,024	5,500	5,500	0
TOTAL EXPENSES:	201,718	126,116	168,532	129,477	(39,055)
NET SURPLUS/(DEFICIT):	\$ (124,358)	\$ (126,116)	\$ (92,798)	\$ (89,477)	\$ 3,321

**CAPITAL BUDGET
2022-23**

Cost Center	Type	Estimated Cost	# of Yrs	2022-23 Budgeted Depreciation
Administration	Depreciation on Existing Assets			\$ 85,474
				<u>\$ 85,474</u>
Administration - IT	Depreciation on Existing Assets			\$ -
				<u>\$ -</u>
Kennel Bookstore - General	Depreciation on Existing Assets			\$ 8,542
				<u>\$ 8,542</u>
Student Housing	Depreciation on Existing Assets			\$ 848,445
	Window Replacement (Apsen and Ponderosa)	214,000	7	30,571
	Flooring Replacement (Baker and Graves)	424,000	7	60,571
	Stairwell Repair (Baker and Homen)	90,000	7	12,857
	Parcel Lockers Expansion	75,000	7	10,714
				<u>\$ 963,159</u>
University Dining Services	Depreciation on Existing Assets			\$ 189,435
	Starbucks Campus Pointe Tenant Improvements	470,025	15	31,335
	Habit	350,000	15	11,667
	Soup Salad	250,000	15	8,333
	Taco Bell	350,000	15	11,667
	Catering Kitchen	100,000	15	6,667
				<u>\$ 259,103</u>
Student Union	Depreciation on Existing Assets			\$ 49,908
	RSU Technology	792,366.72	10	79,237
	TBD RSU Captial Expenditures	100,000.00	10	10,000
				<u>\$ 139,145</u>
Student Recreation Center	Depreciation on Existing Assets			\$ 42,142
	Fitness Equipment Replacement	45,144	5	9,029
				<u>\$ 51,171</u>
Save Mart Center	Depreciation on Existing Assets-Building			\$ 2,535,573
	Depreciation on Existing Assets -Equipment			271,069
				<u>\$ 2,806,642</u>