

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

**2022-23
Annual Report
Supplemental Information
(Unaudited)**

**Approved by the Board of Directors
October 10, 2023**

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
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**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
THE CALIFORNIA STATE UNIVERSITY AUXILIARY ORGANIZATION
STATEMENTS OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2023 WITH SUMMARIZED COMPARATIVE TOTALS FOR 2022**

			SAVE MART CENTER	COMMERCIAL OPERATIONS			STUDENT HOUSING	STUDENT REC CENTER	STUDENT UNIONS
	2022 TOTAL	2023 TOTAL		CAMPUS STORES	DINING SERVICES	ADMIN			
Operating Activities									
Revenue and Other Support:									
Gross Sales	\$ 23,925,676	\$ 28,600,250	\$ 1,615,839	\$ 626,517	\$ 10,272,299	\$ 1,823,354	\$ 7,227,396	\$ 1,586,768	\$ 5,448,077
Contributions	575,087	2,266,634	1,128,425	0	0	0	393,057	29,530	715,622
SBA PPP Federal Subsidy	1,272,900	0	0	0	0	0	0	0	0
Other Income	854,449	967,703	910,726	0	(3,454)	3,412	45,630	2,220	9,169
Total Revenues	26,628,112	31,834,587	3,654,990	626,517	10,268,845	1,826,766	7,666,083	1,618,518	6,172,868
Expenses and Losses:									
Cost of Goods Sold	2,430,300	3,641,501	0	0	3,626,638	3,820	0	11,043	0
Salaries/Wages	5,215,409	6,771,979	0	0	2,811,404	1,103,371	898,053	520,809	1,438,342
Employee Benefits	2,057,378	2,198,876	0	160,696	466,654	784,252	195,592	226,711	364,971
Administration-Food Services	869,748	882,450	0	0	882,450	0	0	0	0
Advances to SMG	642,058	1,754,251	1,754,251	0	-	0	0	0	0
Advertising/Printing	64,040	88,943	13,575	0	18,824	0	55,141	439	964
Athletic Corporation Entitlements	106,348	250,855	250,855	0	0	0	0	0	0
Audit/Legal Expense	415,651	145,066	0	0	0	145,066	0	0	0
Bad Debt Expense	848,766	485,619	420,000	0	26,248	0	39,371	0	0
Bank Charges	59,878	88,542	0	0	81,460	7,082	0	0	0
Chancellor's Office Fee	18,784	16,865	0	0	0	16,865	0	0	0
Computer Supplies/Expense	173,348	99,307	0	0	10,380	(2,764)	67,167	13,320	11,204
Consulting	13,396	278	0	0	-	278	0	0	0
Contract Services	1,056,394	1,229,910	0	0	101,900	0	1,049,604	78,406	0
Credit Card Fees	32,288	53,883	3,617	0	40,668	0	904	2,424	6,270
Depreciation/Amortization	4,078,434	4,002,031	2,678,710	8,222	209,348	92,225	905,769	45,584	62,173
Dues/Memberships/Subscriptions	18,852	17,744	0	0	55	6,051	5,382	120	6,136
Employee Awards/Development	32,581	25,191	0	0	0	25,191	0	0	0
Employee Recruitment	12,245	8,811	0	0	1,301	4,643	1,060	88	1,719
Equipment Purchased	12,995	45,435	0	0	0	0	0	34,694	10,741
Housing Incentives	0	21,058	0	0	0	0	21,058	0	0
Insurance	543,221	856,192	556,312	32,183	0	22,988	216,088	9,195	19,426
Janitorial/Sanitation	137,864	191,749	0	0	137,910	0	7,348	17,451	29,040
Laundry	68,970	112,414	0	0	72,499	0	39,915	0	0
Licenses/Permits/Fees	148,383	180,329	0	990	36,546	142,556	237	0	0
Management Services Fee	610,000	610,000	0	80,000	0	0	150,000	80,000	300,000
Miscellaneous	84,150	118,835	0	194	33,239	7,910	63,677	5,882	7,933
Non-Student Tax	6,367	10,092	0	0	10,092	0	0	0	0
Office Supplies	93,299	143,910	9,205	0	11,603	35,379	69,264	629	17,830
Paper Supplies	172,425	219,667	0	0	156,610	0	51,683	0	11,374
Possessory Interest Tax	189,806	135,859	135,859	0	0	0	0	0	0
Postage/Freight	26,355	46,194	0	0	25,056	15,832	5,165	0	141
Rent/Rental	58,591	637,776	0	0	38,264	6,197	593,685	(370)	0
Repairs/Maintenance	773,788	1,147,197	0	36,545	217,525	33,377	604,035	34,279	221,436
Resident Advisor Meals	215,968	267,707	0	0	156,042	0	111,665	0	0
Royalties	111,337	186,075	0	0	186,075	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, 2023 WITH SUMMARIZED COMPARATIVE TOTALS FOR 2022**

	2022 TOTAL	2023 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	23,732	66,214	0	0	0	66,214	0	0	0
Smallwares	92,657	110,863	0	0	44,374	0	66,489	0	0
Student Programs	120,364	171,500	0	0	0	0	0	3,917	167,583
Telephone/Communications	50,484	27,546	0	1,923	1,385	3,049	14,084	2,587	4,518
Travel/Training	45,619	69,175	0	0	8,322	2,096	40,347	2,908	15,502
University Donations	2,019,829	48,676	12,985	0	35,691	0	0	0	0
USU Co-Sponsorships	50,439	0	0	0	0	0	0	0	0
Utilities	1,229,810	2,154,779	0	128,455	469,203	22,007	635,146	522,271	377,697
Warehouse Expense	8,849	(1,281)	0	0	(1,281)	0	0	0	0
Wilkinson Group Fee	242,000	180,000	180,000	0	0	0	0	0	0
Total Expenses and Losses	25,583,200	29,820,063	6,015,369	449,208	9,916,485	2,543,685	5,907,929	1,612,387	3,375,000
Net Income (Loss) from Operations	1,044,912	2,014,524	(2,360,379)	177,309	352,360	(716,919)	1,758,154	6,131	2,797,868
Nonoperating Revenues (Expenses)									
Interest and Dividend Income	413,795	857,143	124,942	0	0	732,201	0	0	0
Investment Return, Net	(1,909,585)	757,888	(7,161)	0	0	765,049	0	0	0
Extinguishment of Capital and Bond Obligations	2,363,747	3,653,413	3,653,413	0	0	0	0	0	0
Bond Expenses	(18,842)	(11,394)	(11,394)	0	0	0	0	0	0
Capital Lease Expense	(1,025,781)	(677,783)	(677,783)	0	0	0	0	0	0
Interest Expense	(34,511)	(24,839)	0	0	0	0	(24,839)	0	0
Total Nonoperating Activities	(211,177)	4,554,428	3,082,017	0	0	1,497,250	(24,839)	-	-
Total Net Income (Loss)	\$ 833,735	\$ 6,568,952	\$ 721,638	\$ 177,309	\$ 352,360	\$ 780,331	\$ 1,733,315	\$ 6,131	\$ 2,797,868
Allocation of Income:									
Auxiliary Activities Fund									
Other	\$ 2,787,110	\$ 3,043,315	\$ -	\$ 177,309	\$ 352,360	\$ 780,331	\$ 1,733,315	\$ -	\$ -
Student Recreation Center	163,982	6,131	0	0	0	0	0	6,131	0
University Student Union	(1,786,859)	2,797,868	0	0	0	0	0	0	2,797,868
Save Mart Center	(330,498)	721,638	721,638	0	0	0	0	0	0
Total Amount Allocated	\$ 833,735	\$ 6,568,952	\$ 721,638	\$ 177,309	\$ 352,360	\$ 780,331	\$ 1,733,315	\$ 6,131	\$ 2,797,868

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SCHEDULE OF STUDENT FEE OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2022 ACTUAL	2023 ACTUAL
OPERATING ACTIVITIES		
REVENUES:		
Amount Received from Student Body Center Fees	\$ 3,901,200	\$ 3,901,200
Revenues from Operations	458,666	3,890,186
Total Revenues	4,359,866	7,791,386
EXPENDITURES:		
Payroll	1,420,311	1,959,151
Employee Benefits	541,975	591,682
Operating Expenses:		
Advertising/Printing	7,182	1,403
Bad Debts	0	0
Computer Supplies/Expense	16,777	24,524
Contracted Services	62,035	78,406
Copier Lease	9,686	(370)
Credit Card Fees	3,128	8,694
Depreciation	144,335	107,757
Dues/Meetings/Subscriptions	10,110	6,256
Employee Recruitment	1,878	1,807
Equipment Purchased	12,995	45,435
Insurance	23,123	28,621
Janitorial	31,784	57,865
Laundry	678	0
License, Permits, Fees	1,308	0
Management Services Agreement Fee	380,000	380,000
Miscellaneous	10,836	19,898
Office Supplies	12,956	18,459
Over/Short	751	265
Postage/Freight	346	141
Repairs/Maintenance	161,769	255,715
Save Mart Seat Licenses	300,000	300,000
Security Services	121	0
Student Programs	120,365	171,500
Telephone/Communications	10,682	7,105
Travel/Training	9,445	18,410
Uniforms	1,987	4,695
University Donations	2,000,000	0
USU Co-Sponsorships	50,439	0
Utilities	635,746	899,968
Total Expenditures	5,982,747	4,987,387
Operating Surplus (Deficit)	(1,622,881)	2,803,999
NONOPERATING REVENUES (EXPENSES):		
Interest Income	0	0
Total Non Operating Revenues (Expenses)	0	0
Total Surplus (Deficit)	\$ (1,622,881)	\$ 2,803,999

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SCHEDULE OF INVESTMENTS
AS OF JUNE 30, 2022

INVESTMENTS	COST	MARKET VALUE AT 6/30/22	DATE OF PURCHASE	MATURITY DATE	STATED RATE OF RETURN
<u>Money Markets:</u>					
2.1141 Citibank- Money Market	\$ 11,911,168	\$ 11,911,168			0.10%
2.1142 Local Agency Investment Fund	16,010,687	16,010,687			1.47%
Total Money Market Investments	27,921,855	27,921,855			
<u>Common Funds:</u>					
2.1505 Common Fund Multi-Strategy Equity Fund	500,500	4,282,042	10/31/86		18.78%
Common Fund Value Equity Fund	0	0	10/31/86		
Total Common Funds	500,500	4,282,042			
<u>Mutual Funds:</u>					
2.1501 Smith Barney Managed Government Fund	331,493	271,514	VARIOUS		2.41%
2.1508 Dodge & Cox Income Fund	424,183	497,783	6/30/99		0.08%
2.1508 Dodge & Cox Balanced Fund	424,183	1,363,186	6/30/99		3.13%
Total Mutual Funds	1,179,859	2,132,483			
<u>Goldman Sachs:</u>					
2.1503 Goldman Sachs Conservative Portfolio	6,000,000	7,667,358	7/28/16		6.84%
Total Long Term Investments	7,680,359	14,081,883			
Total Investments	\$ 35,602,214	\$ 42,003,738			

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Management Services Agreement Fees:			
Agricultural Foundation	\$ 161,385	\$ 169,454	\$ 169,454
Associated Students	62,262	75,000	75,000
Athletic Corporation	56,100	56,100	56,100
Bookstore	80,000	80,000	80,000
Bulldog Foundation	10,200	10,200	10,200
Dining Services	300,000	150,000	150,000
Foundation	651,386	646,136	651,386
Fresno State Programs for Children, Inc.	80,112	82,515	82,515
Kenneth L. Maddy Institute	10,280	10,281	10,281
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	4,941	0	0
Cobra Admin	43	0	19
Insurance Refunds	512	42,219	0
Miscellaneous Income	4,413	5,000	3,411
Rental Income - ATM	8,400	8,400	8,400
FFCRA Tax Credit	2,150	0	0
SBA PPP Federal Subsidy	330,337	0	0
Total Revenue	<u>2,292,521</u>	<u>1,865,305</u>	<u>1,826,766</u>
EXPENSES:			
Administration:			
Payroll:			
Benefitted (Including Reimbursed)	444,709	479,395	524,689
Students/Part Time	14,934	12,500	15,839
Temporary	16,689	0	21,792
Employee Benefits	294,705	327,221	371,185
Actual Retired Employee Benefits	80,434	85,000	69,650
Accrued Retired Employee Benefits	(22,797)	(22,797)	(7,104)
Total Payroll	<u>828,674</u>	<u>881,319</u>	<u>996,051</u>
Audit Fees	57,370	40,000	29,870
Bank Charges	13,117	8,500	7,082
Building Association Fees	7,589	7,800	17,838
Computer Lease	70,788	5,900	(7,140)
Consulting	11,248	0	0
Copier Lease	11,334	4,500	6,197
CSU Centrally Paid Indirect Costs	18,784	20,000	16,865
Custodial/Building Maintenance	10,177	10,000	8,263
Depreciation:			
Buildings	54,661	85,474	51,288
Equipment	28,100	0	34,186

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
Administration (Continued):			
Dues/Memberships/Subscriptions	7,268	5,000	6,051
Employee Awards/Development	32,581	0	25,191
Employee Recruitment	36	1,000	20
Equipment Maintenance/Repair	7,895	3,000	6,647
Insurance	14,282	16,898	22,988
Legal Fees	357,441	10,000	42,148
Licenses/Permits/Fees	2,011	750	4,020
Miscellaneous	3,963	2,500	5,525
Office Supplies	15,609	12,000	23,726
Postage	11,807	10,000	15,806
Records Retention	1,224	1,500	1,592
Security - Cash Handling	21,790	38,000	65,162
Telephone/Communications	4,277	4,000	2,248
Travel/Training	766	0	542
Utilities	18,803	17,000	22,007
Administration Sub-Total	1,611,595	1,185,141	1,404,173
Human Resources/Payroll:			
Payroll:			
Benefitted	358,799	438,352	374,964
Part Time	2,244	0	372
Temporary	757	0	26,577
Employee Benefits	218,097	208,047	195,076
Actual Retired Employee Benefits	23,766	24,000	28,884
Accrued Retired Employee Benefits	(8,699)	(8,699)	(2,710)
Total Payroll	594,964	661,700	623,163
Audit Fees	0	0	0
Computer Lease	1,946	3,350	1,205
Dues/Memberships/Subscriptions	219	250	0
Employee Assistance Program	10,000	10,000	10,000
Employee Recruitment	3,082	500	4,623
Legal Fees	840	500	73,048
Miscellaneous	2,061	500	1,608
Office Supplies/Postage	10,567	10,000	11,612
Professional Development	0	0	105
Repairs/Maintenance	328	0	814
Safety Program	1,096	1,500	1,053
Software	3,047	6,000	2,599
Telephone/Communications	1,385	900	623
Travel/Training	595	0	766
Human Resources/Payroll Sub-Total	630,130	695,200	731,219

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
ADMINISTRATION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
Auxiliary Information Technology:			
Payroll:			
Benefitted	134,038	138,527	139,139
Student	0	12,000	0
Employee Benefits	90,612	101,706	98,803
Actual Retired Employee Benefits	23,574	23,943	22,678
Accrued Retired Employee Benefits	(7,088)	(7,088)	(2,208)
Total Payroll	<u>241,136</u>	<u>269,088</u>	<u>258,412</u>
Computer Hardware/Repair (minor)	2,581	3,000	5,758
Computer Lease	0	2,000	571
Computer Software/Licenses	359	1,000	398
Computer Supplies	0	500	0
Conf, Seminars, Educ	595	1,500	0
Consulting	2,149	5,000	278
Cost of Goods Sold	2,549	0	3,820
Depreciation	536	0	6,753
Dues/Memberships/Subscriptions	0	0	0
Maintenance Contracts	8,149	0	9,903
Miscellaneous	216	500	212
Office Supplies/Postage	0	150	54
Professional Development	611	0	461
Postage/Freight	0	0	14
Software Support Fees	120,055	135,714	120,698
Telephone/Communications	536	750	179
Travel/Training	516	1,000	788
A.I.T. Sub-Total	<u>379,988</u>	<u>420,202</u>	<u>408,299</u>
University Donations			
Save Mart Center Suite	0	0	0
President's Suite-Catering	0	0	0
University Donations	0	0	0
University Donations Sub-Total	<u>0</u>	<u>0</u>	<u>0</u>
Total Expenses	<u>2,621,713</u>	<u>2,300,543</u>	<u>2,543,691</u>
OPERATING SURPLUS (DEFICIT)	<u>(329,192)</u>	<u>(435,238)</u>	<u>(716,925)</u>
NONOPERATING REVENUES (EXPENSES)			
Investment Income	419,531	250,000	919,534
Unrealized Gains/(Loss) on Investments	(1,707,753)	150,000	620,497
Investment Fees	(46,452)	(30,000)	(42,781)
Interest Expense	(243)	0	0
Total Nonoperating Activities	<u>(1,334,917)</u>	<u>370,000</u>	<u>1,497,250</u>
SURPLUS (DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ (1,664,114)</u>	<u>\$ (65,238)</u>	<u>\$ 780,331</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
KENNEL BOOKSTORE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Course Books:			
Textbook Rental	\$ -	\$ -	\$ -
FFCRA Tax Credit	965	0	0
Vendor Commissions	506,289	506,155	495,618
SBA PPP Federal Subsidy	212,200	0	0
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Total Sales	719,454	506,155	495,618
Cost of Goods Sold	0	0	0
Gross Margin	719,454	506,155	495,618
EXPENSES:			
Payroll:			
Non-Benefitted	(9,372)	0	0
Student	(8,861)	0	0
Employee Benefits	13,359	0	16,605
Actual Retired Employee Benefits	166,203	191,166	157,380
Accrued Retired Employee Benefits	(42,647)	(42,647)	(13,288)
Total Payroll	118,682	148,519	160,697
Computer Lease	1,827	800	0
Depreciation	13,821	8,542	8,222
Insurance	20,233	26,018	32,183
Licenses/Permits/Fees	680	0	990
Management Services Agreement Fee	80,000	80,000	80,000
Minor Equipment	0	0	1,842
Miscellaneous	0	500	194
Operating Expenses (Continued):			
Postage/Freight	13	0	0
Repairs/Maintenance	15,014	20,000	32,194
Maintenance Contracts	0	0	0
Telephone/Communications	4,266	7,920	1,923
Utilities	96,852	40,000	128,455
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Total Operating Expenses	351,388	332,299	446,700
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SURPLUS TO RESERVE FOR			
COMMERCIAL OPERATIONS	\$ 368,066	\$ 173,856	\$ 48,918
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CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC
KENNEL MARKETPLACE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Vendor Commissions	\$ 72,037	\$ -	\$ 130,898
Total Income	72,037	0	130,898
EXPENSES:			
Payroll:			
Benefitted	1,736	0	0
Non-Benefitted	6,072	0	0
Student	10,425	0	0
Employee Benefits	1,714	0	0
Actual Retired Employee Benefits	0	0	0
Accrued Retired Employee Benefits	0	0	0
Total Payroll	19,947	0	0
Minor Equipment	7,832	0	2,509
Miscellaneous	59	0	0
Total Operating Expenses	27,838	0	2,509
SURPLUS TO RESERVE FOR			
COMMERCIAL OPERATIONS			
	\$ 44,199	\$ -	\$ 128,389

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SAVE MART CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
REVENUES:			
Advertising	\$ 727,500	\$ 1,005,000	\$ 919,999
Donation Revenue	559,882	1,565,218	1,128,425
Gain/(Loss) on Sale of Assets	0	0	11,690
Gross Sales	1,213,373	0	395,839
Ground Lease - Campus Pointe	742,658	690,126	847,942
Insurance Refund	0	0	0
Loss on Investments	0	0	0
Miscellaneous Equipment Reimbursement	0	0	0
Net Premium	0	0	0
Other Income	918	0	0
Parking	0	0	0
Student Seat Licenses	300,000	300,000	300,000
Vendor Rebates	56,771	45,000	51,094
SBA PPP Federal Subsidy	0	0	0
Total Revenues	3,601,102	3,605,344	3,654,989
EXPENSES:			
Advances to SMG Operating	642,058	2,000,000	1,754,251
Advertising/Printing	0	500	13,575
Bad Debt Expense	752,355	0	420,000
Corporate Sponsor Entitlements	0	1,500	0
Credit Card Fees	3,525	5,000	3,617
Donor Stewardship/Cultivation	6,678	500	12,985
Insurance	349,735	492,504	556,312
License, Permits, Fees	233	500	0
Miscellaneous	0	500	0
Office Supplies	0	0	9,205
Possessory Interest Taxes	189,806	190,000	135,859
Repairs/Maintenance	0	2,500	0
Smallwares	0	2,500	0
Wilkinson Group Fee	242,000	180,000	180,000
Total Expenses	2,186,390	2,876,004	3,085,804
OPERATING SURPLUS (DEFICIT) BEFORE ENTITLEMENTS AND NON-CASH EXPENDITURES	1,414,712	729,340	569,185
Entitlements and Non-Cash Expenditures:			
Athletic Corporation Entitlements	106,348	250,855	250,855
Depreciation:			
Building	2,528,364	2,535,573	2,414,902
Equipment	275,954	271,069	263,808
Entitlements and Non-Cash Expenditures	2,910,666	3,057,497	2,929,565
OPERATING SURPLUS (DEFICIT)	(1,495,954)	(2,328,157)	(2,360,380)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
SAVE MART CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
NONOPERATING REVENUES (EXPENSES)			
Investment Income	144,591	0	124,942
Unrealized Gain (Loss) on Investments	(305,706)	0	(7,161)
Extinguishment of Capital and Bond Obligations	2,363,747	0	3,653,413
Bond Expenses:			
Bond Issue - 2005	(11,394)	11,394	(11,394)
Capital Lease Principal	0	4,640,000	0
Capital Lease Expense - SRB 2005 Bonds	(1,025,781)	784,483	(677,783)
Total Nonoperating Activities	1,165,457	5,435,877	3,082,017
 SURPLUS (DEFICIT) TO RESERVE FOR			
SAVE MART CENTER	\$ (330,497)	\$ (7,764,033)	\$ 721,637

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
INCOME:			
Student Fees Returned to Operations	\$ 1,350,000	\$ 1,350,000	\$ 1,350,000
Lease Space:			
Lyles Center	43,879	43,879	43,879
Peters Center	79,650	79,650	79,650
Memberships	27,041	25,000	53,000
Other Rental Income	24,683	20,000	41,700
Rental Income, Lockers	855	1,859	1,485
Retail Sales	9,409	16,000	15,904
Towel Service	590	1,000	1,150
Donations-Associated Students	15,205	15,000	29,530
Miscellaneous	4,333	5,916	2,220
Total Income	1,555,645	1,558,304	1,618,518
EXPENSES:			
Payroll:			
Benefitted	273,586	302,079	304,237
Non-Benefitted	13,782	22,805	16,099
Student	192,686	215,447	200,473
Employee Benefits	209,021	249,561	227,417
Accrued Retired Employee Benefits	(2,266)	(2,266)	(706)
Total Payroll	686,809	787,626	747,520
Advertising/Marketing/Promotions	7,030	2,500	439
Computer Expense:			
Lease	1,194	6,050	0
Maintenance Fees	11,589	12,500	12,834
Misc. Supplies/Software	87	350	486
Contracted Services:			
Landscape	20,399	25,500	26,807
Elevator Service	3,315	6,500	4,746
Engineering Services - HVAC	24,859	26,500	27,519
Fitness Equipment	5,550	10,000	11,249
Group Fitness	0	0	0
Pest Management	2,045	2,200	2,220
Copier Lease	9,686	7,500	(370)
Credit Card Fees	1,402	2,500	2,424
Depreciation	38,200	51,171	45,584
Dues/Memberships/Subscriptions	1,926	1,500	120
Employee Recruitment	269	0	88
Equipment:			
Building	5,017	8,000	2,545
Check Out	826	1,500	601
Exercise	1,543	10,000	1,527
Group Fitness	91	0	30,021
Insurance	5,781	9,387	9,195
Janitorial Supplies	12,812	25,000	17,451
Laundry	678	150	0

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
EXPENSES (CONTINUED):			
Management Services Agreement Fee	80,000	80,000	80,000
Miscellaneous	2,534	200	2,350
Office Supplies/Postage	1,350	1,000	629
Over/Short	(19)	0	(11)
Program/Special Events	294	5,000	3,917
Repairs/Maintenance:	26,506		34,279
Building	0	15,000	0
Exercise Equipment	0	10,000	0
Retail - Cost of Goods Purchased	7,979	13,000	11,043
Telephone/Communications	7,278	3,500	4,562
Travel/Training	853	1,000	2,908
Uniforms	560	2,000	3,543
Utilities	419,360	425,000	522,271
Waste Management	3,863	3,600	3,889
	<hr/>	<hr/>	<hr/>
Total Expenses	1,391,666	1,555,734	1,612,386
	<hr/>	<hr/>	<hr/>
OPERATING SURPLUS (DEFICIT)	163,979	2,570	6,132
	<hr/>	<hr/>	<hr/>
NONOPERATING REVENUES (EXPENSES)			
Interest Income	0	2,000	0
Total Nonoperating Activities	0	2,000	0
	<hr/>	<hr/>	<hr/>
SURPLUS (DEFICIT) TO RESERVE FOR			
STUDENT RECREATION CENTER	\$ 163,980	\$ 4,570	\$ 6,131
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CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2022 AND 2021

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
REVENUES:			
Rent	\$ 1,230,488	\$ 5,133,020	\$ 6,533,370
Application Fee	17,675	40,000	425
Assessments	39,250	11,000	67,750
ATM Commission	632	300	562
Damage Assessments	0	0	12,705
Key Charges	2,025	5,000	9,525
Late Fees	2,700	10,000	15,825
Miscellaneous	0	10,000	17,580
Processing Fees	35,525	15,000	26,350
Summer Conferences	263,370	150,000	369,545
Summer Session Rent	45,970	25,000	191,900
Vendor/Laundry Commissions	324	10,000	27,488
University Contributions	523,339	0	393,058
FFCRA Tax Credit	779	0	0
SBA PPP Federal Subsidy	218,268	0	0
	<hr/>	<hr/>	<hr/>
Total Income	2,380,345	5,409,320	7,666,083
 EXPENSES:			
General	1,251,181	2,409,300	2,954,721
Marketing	115,750	163,047	146,849
Summer Conferences	91,525	415,547	231,652
Physical Plant	1,740,276	1,573,270	2,359,856
Resident Life	117,993	282,818	239,693
	<hr/>	<hr/>	<hr/>
Total Expenses	3,316,725	4,843,982	5,932,771
 SURPLUS TO RESERVE FOR STUDENT HOUSING			
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	\$ (936,380)	\$ 565,338	\$ 1,733,315

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITIES			
General			
Payroll:			
Benefitted	\$ 275,836	\$ 285,816	\$ 246,735
Non Benefitted	0	0	13,168
Student	169,179	220,000	179,186
Employee Benefits	175,303	147,305	167,070
Actual Retired Employee Benefits	11,296	11,296	12,112
Accrued Retired Employee Benefits	(3,420)	(3,420)	(1,066)
Total Payroll	<u>628,194</u>	<u>660,997</u>	<u>617,205</u>
Advertising and Printing	0	0	0
Allowance for Uncollectible Debt	57,847	30,000	39,371
Cable TV	74,189	77,000	76,146
Computer Lease	597	8,800	0
Computer Supplies	15,564	10,000	11,708
Copier Lease	0	10,000	0
Credit Card Fees	3,524	15,000	904
Depreciation:			
Buildings	499,591	836,759	499,591
Equipment	337,168	0	406,178
Dues/Memberships/Subscriptions	1,252	200	3,566
Employee Recruitment	1,110	500	720
Financial Aid Fee Assessment	0	0	545
Hotel Rental Expense	0	0	569,776
Housing Incentive	0	20,000	21,058
Insurance	135,848	183,471	216,088
Management Services Agreement Fee	150,000	150,000	150,000
Miscellaneous	40,674	25,000	59,144
Office Supplies	22,482	22,000	24,474
Over/Short	194	0	(635)
Repairs/Maintenance	10	0	11,526
Residence Advisor Meals	100,722	88,369	111,665
Safe Expense	57,254	55,000	58,080
Software Agreements	28,986	45,000	45,278
Telephone/Communications	16,374	10,000	5,694
Travel/Training	0	5,000	1,798
Total General Operating	<u>2,171,580</u>	<u>2,253,096</u>	<u>2,929,880</u>
NONOPERATING EXPENSES			
Bond Amortization			
Bond Issue - 2020	7,448	4,966	0
Interest Expense			
Bond Debt	34,268	24,839	24,839
Extinguishment of Capital and Bond Obligations	0	0	0
Total General Nonoperating	<u>41,716</u>	<u>29,805</u>	<u>24,839</u>
Total General	<u>\$ 2,213,296</u>	<u>\$ 2,282,901</u>	<u>\$ 2,954,721</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22		2022-23		2022-23
	ACTUAL		BUDGET		ACTUAL
OPERATING ACTIVITIES					
Marketing					
Payroll:					
Benefitted	\$ 17,506	\$	21,630	\$	20,223
Student	32,505		55,000		46,354
Employee Benefits	5,675		7,417		6,106
Total Payroll	<u>55,686</u>		<u>84,048</u>		<u>72,683</u>
Advertising/Printing	46,545		50,000		55,141
Computer Lease	2,711		0		0
Computer Supplies	3,226		3,000		94
Dues/Memberships/Subscriptions	0		0		1,260
Miscellaneous	85		500		4,924
Office Supplies	6,656		8,000		6,742
Postage	841		15,000		5,165
Software	0		1,000		120
Telephone/Communications	0		500		720
Travel/Training	0		1,000		0
Total Marketing	<u>\$ 115,750</u>	<u>\$</u>	<u>163,048</u>	<u>\$</u>	<u>146,849</u>
Summer Conferences					
Payroll:					
Benefitted	\$ 15,905	\$	21,630	\$	20,223
Non-Benefitted	31,658		0		350
Student	13,996		30,000		27,026
Temporary	2,800		0		3,417
Employee Benefits	4,825		7,417		6,158
Total Payroll	<u>69,184</u>		<u>59,048</u>		<u>57,174</u>
Advertising/Printing	0		1,000		0
Computer Supplies	0		500		0
Contract Services:					
Housekeeping	0		197,000		0
Employee Procurement	0		0		0
Janitorial Supplies	0		10,000		300
Laundry	19,966		22,000		39,867
Miscellaneous	0		500		74
Office Supplies	1,710		1,000		3,380
Paper Supplies	0		2,000		0
Software	0		0		9,967
Telephone/Communications	215		500		520
Travel/Training	450		2,000		370
Utilities	0		120,000		120,000
Total Summer Conferences Expenses	<u>\$ 91,525</u>	<u>\$</u>	<u>415,548</u>	<u>\$</u>	<u>231,652</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22		2022-23		2022-23
	ACTUAL		BUDGET		ACTUAL
Physical Plant					
Payroll:					
Benefitted	\$ 36,465	\$	38,113	\$	19,166
Non-Benefitted	0		0		4,437
Student	7,268		8,000		7,537
Part-Time/Contract Labor	792		25,000		132,317
Employee Benefits	14,478		14,521		3,076
Total Payroll	<u>59,003</u>		<u>85,635</u>		<u>166,533</u>
Contract Services:					
Exterminator	10,242		25,000		16,463
Housekeeping	690,923		593,000		665,483
Key System	46,330		9,000		35,066
Landscape/Grounds Maintenance	22,293		18,000		24,510
Pool Service	15,360		16,000		21,009
Refrigeration/Heating	2,368		93,436		81,768
Waste Services	20,324		27,000		26,101
Total Contract Services	<u>807,840</u>		<u>781,436</u>		<u>870,400</u>
Equipment Rental	18,176		15,000		23,909
Janitorial Supplies	31,402		30,000		7,048
Key System Maintenance	0		60,000		0
Landscape Maintenance (Non-Contract)	0		15,000		43,855
Laundry	0		2,000		48
Licenses/Fees	0		500		0
Miscellaneous	687		3,000		1,101
Office Supplies	3,715		5,000		19,761
Paper Supplies	33,716		40,000		51,683
Refrigeration/Heating (Non-Contract)	305,314		100,000		516,643
Repairs/Maintenance	102,462		85,000		75,376
Smallwares	42,026		80,000		66,489
Telephone/Communications	2,687		700		1,864
Utilities	333,248		270,000		515,146
Total Physical Plant	<u>\$ 1,740,276</u>	<u>\$</u>	<u>1,573,271</u>	<u>\$</u>	<u>2,359,856</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT HOUSING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22		2022-23		2022-23
	ACTUAL		BUDGET		ACTUAL
Resident Life					
Payroll:					
Benefitted	\$ -		\$ 47,380		\$ -
Student	153,629		130,000		177,913
Employee Benefits	8,261		15,338		2,136
Total Payroll	<u>161,890</u>		<u>192,718</u>		<u>180,049</u>
Computer Lease	2,354		0		0
Dues/Memberships/Subscriptions	3		400		556
Employee Recruitment	440		100		340
Miscellaneous	701		6,000		(931)
Office Supplies	7,728		12,000		14,907
Parking	680		1,000		(308)
Programming	26,749		30,000		34,719
Public Safety Assistants	1,600		1,600		1,124
Repair/Maintenance	0		0		491
RHA Expense	0		3,000		0
Telephone/Communications	6,467		3,000		5,287
Travel/Training	966		12,000		3,459
Tuition/Fees/Books	0		21,000		0
Total Resident Life Expenses	<u>\$ 209,578</u>		<u>\$ 282,818</u>		<u>\$ 239,693</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
Sales:			
The Bucket Grill & Pub	\$ 392,684	\$ 430,000	\$ 424,595
Catering	1,309,578	1,332,500	2,118,789
Commissions	11,685	18,300	20,784
Library Café/Starbucks	807,562	900,000	1,078,412
Campus Pointe/Starbucks	245,516	500,000	381,934
Convenience Stores	22,500	300,000	195,737
RSU Café	0	0	60,752
UC Food Court	124,513	583,900	216,874
University Dining Hall	4,937,465	4,184,848	4,843,471
The Habit	0	452,750	0
Toss-N-Chop	0	509,000	0
USU Food Court	556,580	765,000	919,444
Union Snack Bar	0	250,000	8,052
Total Sales	8,408,083	10,226,298	10,268,844
Less: Cost of Goods Purchased	2,419,771	3,255,000	3,626,638
Gross Profit on Sales	5,988,312	6,971,298	6,642,206
Operating Expenses:			
Payroll:			
Benefitted	637,920	896,668	703,539
Non-Benefitted	399,081	591,000	422,969
Student	1,028,163	1,298,000	1,684,906
Employee Benefits	457,753	454,065	466,644
Total Payroll	2,522,917	3,239,733	3,278,058
Advertising/Printing	1,372	20,900	1,826
Advertising-Franchise	8,940	0	16,998
Allowance for Uncollectible Debt	38,565	20,000	26,248
Amortization	500	4,750	500
Bank Charges	46,761	0	81,460
Cable TV Service	2,078	2,400	1,172
Computer Lease	597	800	368
Computer Supplies	10,528	400	10,380
Contract Services	0	0	0
Contract Services - USU Building Operations	15,225	29,100	29,100
Credit Card Fees	22,111	0	40,668
Depreciation	195,403	247,060	208,848
Donations	13,151	0	35,691
Dues/Memberships/Subscriptions	0	75	55
Employee Recruitment	5,698	1,000	1,301
Equipment Rental	18,787	45,500	37,897
Food Service Administration Expense	824,298	1,028,263	882,450
Janitorial/Sanitation	93,650	63,550	137,910
Laundry	48,326	55,750	72,499
Licenses/Permits/Fees	13,750	17,894	35,374
Maintenance Fees - CBORD	6,778	5,000	7,118

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
Operating Expenses (Continued):			
Miscellaneous	18,451	11,498	21,548
Non-Student Tax	6,367	12,505	10,092
Office Supplies	11,875	6,650	11,603
Over/Short	351	0	886
Paper Supplies	119,738	207,000	156,610
Postage/Freight	13,347	0	25,056
Rent	0	25,500	0
Repairs /Maintenance	139,388	130,000	202,817
Resident Advisor Meals	115,246	88,369	156,042
Royalties	111,337	179,986	186,075
Security Services	0	0	0
Software	725	8,150	0
Smallwares	50,630	26,750	44,374
Telephone/Communications	3,596	6,460	1,385
Travel/Training	4,645	0	8,322
Uniforms	10,502	6,700	10,805
University Student Union Rent	38,250	72,800	72,800
Utilities	145,161	233,347	469,203
Vehicle Expense	4,518	7,500	7,590
Warehouse Expense	8,849	10,000	(1,281)
	4,679,064	5,815,390	6,289,848
Total Operating Expenses			
SURPLUS/(DEFICIT) TO RESERVE FOR			
COMMERCIAL OPERATIONS	\$ 1,309,248	\$ 1,155,908	\$ 352,358

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES
ADMINISTRATION
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
INCOME:			
FFCRA Tax Credit	\$ 1,881	\$ -	\$ -
SBA PPP Federal Subsidy	45,450	0	0
	<u>47,331</u>	<u>0</u>	<u>0</u>
EXPENSES:			
Payroll:			
Benefitted	192,080	319,235	236,952
Non-Benefitted	13,762	0	8,403
Student	8,909	0	7,267
Employee Benefits	130,061	190,714	157,561
Actual Retired Employee Benefits	154,652	165,000	159,693
Accrued Retired Employee Benefits	(45,644)	(45,644)	(14,221)
Total Payroll and Benefits	<u>453,820</u>	<u>629,305</u>	<u>555,655</u>
Computer Lease	0	4,150	0
Computer Supplies	0	0	0
Consulting Fees	0	0	45,306
Copier Lease	3,390	4,500	2,395
Credit Card Fees	0	124,000	234
Dues/Memberships/Subscriptions	64	500	182
Employee Recruitment	19,275	8,000	13,042
Equipment Rental	0	0	1,341
Insurance	26,461	46,825	53,421
License/Permits/Fees	1,932	0	1,755
Management Services Agreement Fee	300,000	150,000	150,000
Miscellaneous	2,324	3,000	3,784
Office Supplies	4,425	7,500	6,338
Postage/Freight	11	100	41
Repairs/Maintenance	5,233	3,500	8,041
Smallwares	211	500	0
Software	38,375	39,000	32,087
Telephone/Communications	1,995	987	571
Travel/Training	0	0	0
Uniforms	256	5,000	3,452
Vehicle Expense	3,544	1,398	4,804
	<u>861,316</u>	<u>1,028,265</u>	<u>882,450</u>
Total Expenses	861,316	1,028,265	882,450
Administration Distributed to Units	\$ (813,985)	\$ (1,028,265)	\$ (882,450)

DISTRIBUTION OF JUNE 30, 2023 AND 2022 FOOD SERVICE ADMINISTRATION EXPENSE

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
The Bucket Grill & Pub	\$ 16,486	\$ 43,700	\$ 41,213
Catering	57,701	102,826	96,975
Library Café/Starbucks	57,701	66,837	63,034
Starbucks CP	57,701	66,837	63,034
University Center Food Court	16,486	59,126	55,762
University Dining Hall	511,064	550,121	514,236
The Habit Burger	0	35,989	0
Toss-N-Chop	0	51,722	0
USU Food Court	90,673	25,707	24,244
Union Snack Bar	16,486	25,398	23,953
	<u>\$ 824,298</u>	<u>\$ 1,028,263</u>	<u>\$ 882,450</u>
Total Administration Allocated	\$ 824,298	\$ 1,028,263	\$ 882,450

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - THE BUCKET GRILL & PUB
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
Sales:			
Beverages - Alcoholic	\$ 18,532	\$ 30,000	\$ 23,627
Food/Beverages	330,495	400,000	400,968
Other Revenue	12	0	0
FFCRA Tax Credit	342	0	0
SBA PPP Federal Subsidy	42,975	0	0
Total Sales	<u>392,356</u>	<u>430,000</u>	<u>424,595</u>
Less: Cost of Food Purchased	<u>129,241</u>	<u>145,000</u>	<u>163,049</u>
Gross Profit on Sales	263,115	285,000	261,546
Operating Expenses:			
Payroll:			
Benefitted	40,721	23,765	35,916
Non-Benefitted	34,047	23,000	61,949
Student	89,487	85,000	83,122
Employee Benefits	27,516	18,508	22,104
Total Payroll	<u>191,771</u>	<u>150,272</u>	<u>203,091</u>
Advertising/Printing	457	400	241
Bank Charges	9,450	0	11,617
Cable TV Service	2,078	2,400	1,172
Depreciation	0	0	0
Food Service Administration	16,486	43,700	41,213
Janitorial/Sanitation	7,636	5,000	8,269
Laundry	1,837	2,000	4,734
Licenses/Permits/Fees	2,197	4,844	2,252
Miscellaneous	420	0	1,495
Non-Student Tax	2,425	2,505	2,940
Office Supplies	445	400	823
Over/Short	157	0	26
Paper Supplies	22,253	25,000	26,585
Repairs/Maintenance	6,517	5,000	4,310
Royalties - Me N Ed's	3,527	4,000	4,709
Security	121	0	0
Smallwares	4,251	3,500	680
Telephone/Communications	179	400	119
Uniforms	1,331	300	904
Utilities	6,277	9,222	19,241
Total Operating Expenses	<u>279,694</u>	<u>258,943</u>	<u>334,421</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ (16,579)</u>	<u>\$ 26,057</u>	<u>\$ (72,875)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CATERING
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages - Alcoholic	\$ 11,978	\$ 15,000	\$ 30,506
Equipment Rental	38,316	60,000	88,298
General Sales	1,154,983	1,250,000	1,986,318
Miscellaneous	8,450	7,500	13,667
FFCRA Tax Credit	1,730	0	0
SBA PPP Federal Subsidy	95,851	0	0
Total Sales	<u>1,311,308</u>	<u>1,332,500</u>	<u>2,118,789</u>
Less: Cost of Food Purchased	<u>420,355</u>	<u>440,000</u>	<u>705,478</u>
Gross Profit on Sales	890,953	892,500	1,413,311
Operating Expenses:			
Payroll:			
Benefitted	235,519	244,735	242,229
Non-Benefitted	48,459	70,000	31,895
Student	56,163	100,000	199,927
Employee Benefits	156,115	148,691	191,662
Total Payroll	<u>496,256</u>	<u>563,426</u>	<u>665,713</u>
Computer Lease	597	0	0
Computer Supplies	0	0	0
Depreciation	4,461	8,278	1,611
Dues/Memberships/Subscriptions	0	75	0
Equipment Rental	18,787	45,000	35,492
Food Service Administration	57,701	102,826	96,975
Janitorial/Sanitation	15,272	3,500	33,442
Laundry	21,133	20,000	32,563
Licenses/Permits/Fees	3,930	1,000	6,917
Miscellaneous	597	1,398	641
Office Supplies	5,518	2,000	5,855
Paper Supplies	42,056	65,000	53,348
Postage/Freight	16	0	30
Repairs/Maintenance	8,424	7,500	25,061
Smallwares	2,733	5,000	8,376
Software	3,150	3,150	3,150
Telephone/Communications	722	1,200	300
Travel/Training	127	0	733
Uniforms	2,264	1,500	1,641
Utilities	4,283	5,676	11,846
Vehicle Expense	4,518	7,500	7,590
Total Operating Expenses	<u>692,529</u>	<u>844,029</u>	<u>991,284</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ 198,424</u>	<u>\$ 48,471</u>	<u>\$ 422,027</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - COMMISSIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022**

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
Income:			
Rentals:			
Juice It Up-Ice	\$ 5,950	\$ 6,300	\$ 6,798
Vending Machines	5,735	12,000	13,986
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	\$ 11,685	\$ 18,300	\$ 20,784

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - DONATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022**

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
Operating Expenses:			
University Donations	\$ 13,151	\$ -	\$ 35,691
 DEFICIT TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (13,151)	\$ -	\$ (35,691)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - LIBRARY CAFÉ - STARBUCKS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 749,974	\$ 900,000	\$ 1,078,412
SBA PPP Federal Subsidy	57,588	0	0
Less: Cost of Food Purchased	299,061	390,000	428,410
Gross Profit on Sales	508,501	510,000	650,002
Operating Expenses:			
Payroll:			
Benefitted	46,477	83,228	73,864
Non-Benefitted	18,909	0	16,277
Student	212,597	220,000	244,945
Employee Benefits	34,333	30,041	28,353
Total Payroll	312,316	333,269	363,439
Advertising/Printing	0	0	29
Computer Lease	0	0	0
Computer Supplies	322	0	19
Credit Card Fees	18,582	0	33,544
Employee Recruitment	4,706	500	803
Food Service Administration	57,701	66,837	63,034
Janitorial/Sanitation	3,034	1,500	4,351
Laundry	3,078	3,000	4,375
Licenses/Permits/Fees	445	400	13,985
Miscellaneous	9,597	3,000	4,744
Office Supplies	1,067	500	599
Over/Short	289	0	1,302
Paper Supplies	18,492	12,000	31,586
Postage/Freight	3,198	0	13,832
Repairs/Maintenance	10,117	5,000	8,117
Royalties	64,835	59,500	97,216
Security Services	121	0	0
Smallwares	4,736	2,500	5,019
Software	0	5,000	0
Telephone/Communications	179	0	60
Uniforms	315	250	143
Total Operating Expenses	513,130	493,256	646,197
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (4,629)	\$ 16,744	\$ 3,806

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CAMPUS POINTE - STARBUCKS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022**

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
Sales:			
General	\$ 214,595	\$ 500,000	\$ 381,934
SBA PPP Federal Subsidy	30,921	0	0
Less: Cost of Food Purchased	118,846	160,000	210,359
Gross Profit on Sales	126,670	340,000	171,575
Operating Expenses:			
Payroll:			
Benefitted	22,592	38,563	38,800
Non-Benefitted	13,472	10,000	10,089
Student	112,489	90,000	132,127
Employee Benefits	15,921	8,081	15,842
Total Payroll	164,474	146,644	196,858
Advertising/Printing	457	0	93
Amortization	3,750	3,000	6,000
Bank Charges	5,739	0	8,914
Computer Lease	0	0	0
Computer Supplies	278	0	0
Credit Card Fees	0	0	0
Depreciation	0	31,335	19,259
Dues/Memberships/Subscriptions	0	0	55
Employee Recruitment	992	500	499
Food Service Administration	57,701	66,837	63,034
Janitorial/Sanitation	2,313	800	3,191
Laundry	3,652	2,500	4,885
Licenses/Permits/Fees	754	500	754
Miscellaneous	2,539	2,500	3,938
Office Supplies	980	250	780
Paper Supplies	8,566	10,000	12,569
Postage/Freight	10,072	0	11,188
Rent	0	25,500	0
Repairs/Maintenance	249	0	2,499
Royalties	18,715	18,000	32,474
Smallwares	19,834	1,000	1,219
Software	0	0	93
Telephone/Communications	0	500	0
Uniforms	317	500	860
Utilities	17,369	16,065	20,185
Total Operating Expenses	318,751	326,431	389,347
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (192,081)	\$ 13,569	\$ (217,772)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - CONVENIENCE STORES
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
Sales:			
General	\$ 127,467	\$ 300,000	\$ 195,737
SBA PPP Federal Subsidy	11,705	0	0
Less: Cost of Food Purchased	88,303	165,000	132,736
	<hr/>	<hr/>	<hr/>
Gross Profit on Sales	50,869	135,000	63,001
 Operating Expenses:			
Payroll:			
Non-Benefitted	8,750	25,000	611
Student	31,275	85,000	26,302
Employee Benefits	3,283	0	1,013
Total Payroll	<hr/>	<hr/>	<hr/>
Advertising/Printing	257	300	0
Bank Charges	5,494	0	9,030
Depreciation	8,426	8,426	8,426
Janitorial/Sanitation	2,788	3,000	521
Laundry	1,143	1,500	2,181
Licenses/Permits/Fees	1,769	1,500	1,769
Miscellaneous	22	0	0
Office Supplies	0	250	0
Over/Short	100	0	58
Paper Supplies	3,182	3,000	985
Repairs/Maintenance	1,222	1,000	2,422
Security Services	121	0	0
Smallwares	303	500	887
Telephone/Communications	536	600	179
Uniforms	1,330	0	0
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	70,001	130,076	54,384
 SURPLUS TO RESERVE FOR			
COMMERCIAL OPERATIONS	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (19,132)	\$ 4,924	\$ 8,618

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - TACO BELL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages	\$ 6,609	\$ 29,195	\$ 11,913
Taco Bell Express	111,723	554,705	204,962
SBA PPP Federal Subsidy	6,181	0	0
Total Sales	<u>124,513</u>	<u>583,900</u>	<u>216,875</u>
Less: Cost of Food Purchased	<u>36,195</u>	<u>195,000</u>	<u>67,334</u>
Gross Profit on Sales	88,318	388,900	149,541
Operating Expenses:			
Payroll:			
Benefitted	0	43,659	700
Non-Benefitted	5,156	35,000	22,448
Student	53,225	125,000	69,327
Employee Benefits	4,452	17,754	4,693
Total Payroll	<u>62,833</u>	<u>221,414</u>	<u>97,168</u>
Advertising/Printing	0	0	0
Bank Charges	4,325	0	9,390
Depreciation	0	11,667	0
Food Services Administration	16,486	59,126	55,762
Janitorial/Sanitation	7,240	5,000	8,040
Licenses/Permits/Fees	1,507	1,750	962
Miscellaneous	2,652	500	1,989
Non-Student Tax	869	1,500	1,592
Office Supplies	341	500	939
Over/Short	43	0	94
Paper Supplies	3,342	12,000	5,145
Postage	0	0	12
Repairs/Maintenance	12,206	5,000	11,898
Royalties:			
Taco Bell Express	7,825	38,829	14,840
Smallwares	311	1,000	180
Telephone/Communications	179	500	119
Uniforms	1,000	500	0
Utilities	6,462	5,000	10,432
Total Operating Expenses	<u>127,621</u>	<u>364,286</u>	<u>218,562</u>
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ (39,303)</u>	<u>\$ 24,614</u>	<u>\$ (69,021)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - RSU CAFÉ
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
Sales:			
General Sales	\$ -	\$ -	\$ 60,752
Total Sales	0	0	60,752
Less: Cost of Food Purchased	0	0	40,678
Gross Profit on Sales	0	0	20,074
Operating Expenses:			
Payroll:			
Benefitted	0	0	0
Non-Benefitted	0	0	0
Student	0	0	23,958
Employee Benefits	0	0	1,038
Total Payroll	0	0	24,996
Advertising/Printing	0	0	626
Bank Charges	0	0	3,917
Depreciation	0	0	1,998
Equipment Rental	0	0	469
Janitorial/Sanitation	0	0	314
Miscellaneous	0	0	79
Paper Supplies	0	0	349
Repairs/Maintenance	0	0	366
Smallwares	0	0	627
Uniforms	0	0	395
	0	0	0
Total Operating Expenses	0	0	34,136
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ -	\$ -	\$ (14,062)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - THE HABIT
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
Sales:			
Food	\$ -	\$ 430,113	\$ -
Beverage	0	22,638	0
Other Revenue	0	0	0
Total Sales	<u>0</u>	<u>452,751</u>	<u>0</u>
Less: Cost of Food Purchased	<u>0</u>	<u>175,000</u>	<u>0</u>
 Gross Profit on Sales	 0	 277,751	 0
 Operating Expenses:			
Payroll:			
Benefitted	0	27,919	700
Non-Benefitted		25,000	
Student	0	80,000	32
Employee Benefits	0	16,144	157
Total Payroll	<u>0</u>	<u>149,063</u>	<u>889</u>
Amortization	583	1,750	3,500
Depreciation	0	11,667	0
Food Services Administration	0	35,989	0
Janitorial/Sanitation	0	1,750	0
Laundry	0	1,250	0
Licenses/Permits/Fees	0	500	0
Miscellaneous	0	250	0
Non-Student Tax	0	1,000	0
Office Supplies	0	250	0
Over/Short	0	0	0
Paper Supplies	0	10,000	0
Postage/Freight	0	0	0
Repairs/Maintenance	0	500	0
Royalties	0	23,657	0
Smallwares	0	0	0
Telephone/Communications	0	500	0
Travel/Training	0	0	0
Uniforms	0	500	1,094
Utilities	0	1,398	0
 Total Operating Expenses	 <u>583</u>	 <u>240,024</u>	 <u>5,483</u>
 SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	 <u>\$ (583)</u>	 <u>\$ 37,727</u>	 <u>\$ (5,483)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNIVERSITY DINING HALL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
Sales:			
Contract Sales:			
Commuter Contracts	\$ 19,409	\$ 20,000	\$ 35,867
Guests	34,101	100,000	168,236
Contract Sales - Housing Residents	4,496,807	3,694,848	4,419,585
Summer Conferences - Non-Taxable	185,736	350,000	209,451
Summer Conferences - Taxable	13,321	20,000	13,787
University Contributions	0	0	0
Miscellaneous	827	0	0
SBA PPP Federal Subsidy	187,264	0	0
Total Sales	<u>4,937,465</u>	<u>4,184,848</u>	<u>4,846,926</u>
Less: Cost of Food Purchased	<u>1,152,859</u>	<u>990,000</u>	<u>1,567,609</u>
Gross Profit on Sales	3,784,606	3,194,848	3,279,317
Operating Expenses:			
Payroll:			
Benefitted	250,277	281,149	252,540
Non-Benefitted	249,192	280,000	264,827
Student	315,225	230,000	610,773
Employee Benefits	186,834	155,768	172,741
Total Payroll	<u>1,001,528</u>	<u>946,917</u>	<u>1,300,881</u>
Advertising/Printing	201	0	223
Allowance for Uncollectible Expense	38,565	20,000	26,247
Computer Supplies	0	800	0
Credit Card Fees	3,529	0	7,123
Depreciation	172,459	163,088	163,274
Employee Recruitment	0	0	0
Equipment Rental	0	500	2,303
Food Service Administration Expense	511,064	550,121	514,236
Gain/Loss on Sale of Equipment	0	0	3,454
Janitorial/Sanitation	48,342	35,000	69,383
Laundry	13,136	20,000	17,291
Licenses/Permits/Fees	1,862	1,300	1,412
Meal Cards	(460)	0	(360)
Miscellaneous	1,133	2,500	3,364
Office Supplies/Décor	2,888	1,000	1,652
Over/Short	124	0	(76)
Paper Supplies	10,416	28,000	13,964
Postage/Freight	61	0	0
Repairs/Maintenance	107,920	100,000	152,061
Resident Advisor Meals	115,246	88,369	156,043
Security Services	242	0	0
Smallwares	11,881	7,500	25,117
Software Maintenance Fees _CBORD OPCS	6,778	5,000	7,118
Telephone/Communications	536	1,000	603
Uniforms	4,727	1,500	3,832
Utilities	110,771	195,000	406,860
Warehouse Expense	8,849	10,000	(1,281)
Total Operating Expenses	<u>2,171,798</u>	<u>2,177,595</u>	<u>2,874,724</u>
SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS	<u>\$ 1,612,808</u>	<u>\$ 1,017,253</u>	<u>\$ 404,592</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - USU FOOD COURT
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
Sales:			
Beverages	\$ 141,411	\$ 200,000	\$ 210,508
Panda Express Commissions	104,396	115,000	169,457
Robertito's/Julio's Rent	0	0	0
Robertito's/Julio's Commission	0	0	0
Student Union Snack Bar	0	0	62,853
Subway	276,613	450,000	476,627
SBA PPP Federal Subsidy	34,160	0	0
Total Sales	<u>556,580</u>	<u>765,000</u>	<u>919,445</u>
Less: Cost of Food Purchased	<u>173,896</u>	<u>245,000</u>	<u>309,129</u>
Gross Profit on Sales	382,684	520,000	610,316
Operating Expenses:			
Payroll:			
Benefitted	42,334	109,262	58,786
Non-Benefitted	21,096	60,000	14,873
Student	157,702	115,000	288,768
Employee Benefits	29,299	41,017	28,950
Total Payroll	<u>250,431</u>	<u>325,279</u>	<u>391,377</u>
Advertising:			
Subway	8,940	20,000	16,998
Amortization:			
Taco Bell Franchise Fee	500	0	500
Bank Charges	21,646	0	38,483
Computer Software	0	400	0
Contract Services-USU Building Operations	15,225	20,300	20,300
Depreciation	5,723	4,266	4,779
Food Services Administration	90,673	25,707	24,244
Janitorial/Sanitation	5,338	3,000	8,892
Laundry	4,348	3,000	6,470
Licenses/Permits/Fees	532	5,000	1,200
Miscellaneous	304	250	1,176
Non-Student Tax	3,073	3,000	5,501
Office Supplies	637	1,000	957
Over/Short	(362)	0	(518)
Paper Supplies	10,546	18,000	12,063
Repairs/Maintenance	4,023	5,000	10,234
Royalties:			
Subway	16,434	36,000	36,836
Security Services	121	0	0
Smallwares	6,582	5,000	1,806
Telephone/Communications	1,087	1,000	(55)
Uniforms	865	1,000	3,191
University Student Union Rent	<u>38,250</u>	<u>51,000</u>	<u>51,000</u>
Total Operating Expenses	484,916	528,202	636,049
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	<u><u>\$ (102,232)</u></u>	<u><u>\$ (8,202)</u></u>	<u><u>\$ (25,735)</u></u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - UNION SNACK BAR
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
Sales:			
General	\$ -	\$ 250,000	\$ 8,052
Total Sales	0	250,000	8,052
Less: Cost of Food Purchased	1,015	125,000	1,856
Gross Profit on Sales	(1,015)	125,000	6,196
Operating Expenses:			
Payroll:			
Non-Benefitted	0	38,000	0
Student	0	68,000	5,621
Employee Benefits	0	0	91
Total Payroll	0	106,000	5,712
Advertising/Printing	0	200	0
Bank Charges	108	0	108
Contract Services-USU Building Operations	0	8,800	8,800
Depreciation	0	0	0
Discounts Earned/Lost	0	0	0
Food Services Administration	16,486	25,398	23,953
Janitorial/Sanitation	1,688	1,500	1,508
Licenses/Permits/Fees	754	600	3,459
Minor Equipment	0	0	0
Miscellaneous	0	100	0
Non-Student Tax	0	2,500	59
Paper Supplies	886	9,000	15
Postage/Freight	0		6
Repairs/Maintenance	6	500	557
Smallwares	0	250	462
Telephone/Communications	179	260	60
Uniforms	0	150	0
University Student Union Rent	0	21,800	21,800
Utilities	0		638
Total Operating Expenses	20,107	177,058	67,131
SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS	\$ (21,122)	\$ (52,058)	\$ (60,939)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
UNIVERSITY DINING SERVICES - WAREHOUSE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022**

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
INCOME:			
Juice It Up	\$ -	\$ -	\$ -
Total Income	0	0	0
EXPENSES:			
Payroll:			
Employee Benefits	0	0	0
Total Payroll	0	0	0
Gain/Loss on Sale of Assets	0	0	0
Inventory Variance	6,691	0	(8,314)
Janitorial/Sanitation	1,028	0	907
Gain on Disposal of Equip	0	0	0
Miscellaneous	615	0	377
Office Supplies	48	0	0
Repairs/Maintenance	467	0	5,749
Total Expenses	8,849	0	(1,281)
Warehouse Allocated to Units	8,849	0	(1,281)
ALLOCATIONS:			
Association Accounting	0	0	0
Residence Dining Facility	8,849	0	(1,281)
Total Warehouse Allocated	\$ 8,849	\$ -	\$ (1,281)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
INCOME:			
Building Operations - Custodial	\$ 31,582	\$ 37,000	\$ 92,044
General	2,638,497	2,635,161	3,350,790
Resnick Student Union	0	2,202,000	2,316,107
Information Center/Reservations	1,798	11,100	386
Union Productions	30,000	0	31,703
Recreation	67,332	300,400	292,924
Satellite Student Union	35,013	40,000	88,915
Total Income	2,804,222	5,225,661	6,172,869
EXPENSES:			
Building Operations	436,701	700,605	605,515
General	3,639,818	1,410,473	1,543,008
Resnick Student Union	0	2,108,919	355,463
Information Center/Reservations	120,538	117,906	173,396
Union Productions	208,007	465,256	300,473
Recreation	116,208	241,500	258,986
Satellite Student Union	69,811	129,477	138,159
Total Expenses	4,591,083	5,174,136	3,375,000
SURPLUS/(DEFICIT) TO RESERVE FOR UNIVERSITY STUDENT UNION	\$ (1,786,857)	\$ 51,525	\$ 2,797,873

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - BUILDING OPERATIONS - CUSTODIAL/MAINTENANCE
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22		2022-23		2022-23
	ACTUAL		BUDGET		ACTUAL
INCOME:					
USU Custodial Services	\$ 30,161	\$	37,000	\$	92,044
FFCRA Tax Credit	1,421		0		0
	<u>31,582</u>		<u>37,000</u>		<u>92,044</u>
EXPENSES:					
Payroll:					
Benefitted	113,460		227,587		111,736
Non-Benefitted	29,713		50,000		52,605
Student	93,175		180,000		230,753
Employee Benefits	91,178		133,383		65,174
Total Payroll	<u>327,526</u>		<u>590,970</u>		<u>460,268</u>
Capital Equipment	0		0		0
Computer Lease	633		1,635		0
Custodial Supplies	18,972		20,000		11,374
Employee Procurement	646		3,000		898
Miscellaneous	80		0		360
Repairs/Maintenance	45,592		45,000		53,417
Service Contracts	43,252		40,000		79,198
	<u>436,701</u>		<u>700,605</u>		<u>605,515</u>
Total Disbursements					
	<u>436,701</u>		<u>700,605</u>		<u>605,515</u>
NET DEFICIT	<u>\$ (405,119)</u>	\$	<u>(663,605)</u>	\$	<u>(513,471)</u>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - GENERAL
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
OPERATING ACTIVITY			
INCOME:			
USU Fees Returned to Operations	\$ 2,551,200	\$ 2,551,200	\$ 2,551,200
Agency Accounts	0	0	0
Commercial Leased Space - Food Service	38,250	75,000	72,800
Commercial Leased Space - Pavilion	28,206	0	0
Donation-Associated Students	0	0	0
Equipment Donation	0	0	715,622
Miscellaneous	0	0	250
ASI Leadership Development	0	0	(495)
Space Rental - USU Rooms	11,612	0	1,999
Support Services - ATM	9,229	8,961	9,414
	<hr/>	<hr/>	<hr/>
Total Income	2,638,497	2,635,161	3,350,790
EXPENSES:			
Payroll:			
Benefitted	377,796	320,334	276,296
Non-Benefitted	7,069	0	39,371
Student-Graphics	50,083	0	77,576
Employee Benefits	181,739	223,057	171,057
Actual Retired Employee Benefits	37,461	38,383	34,572
Accrued Retired Employee Benefits	(22,727)	(22,727)	(7,081)
Total Payroll	631,421	559,047	591,791
Advertising/Printing	152	0	730
Allowance for Uncollectible Debt	0	0	0
Capital Equipment	5,519	8,000	10,741
Computer Lease	1,657	1,985	7,150
Co-Sponsorships	50,000	0	0
Depreciation	106,135	49,908	62,173
Dues/Memberships/Subscriptions	6,944	5,000	3,078
Employee Recruitment	963	750	820
Graphics	598	10,000	2,495
Insurance	17,342	21,090	19,426
License, Permits, Fees	1,308	5,000	0
Management Services Agreement Fee	300,000	300,000	300,000
Miscellaneous	183	500	97
Office Supplies	3,819	250	723
Postage	346	300	141
Professional Development	20	3,000	0
Repairs/Maintenance	209	0	1,556
Save Mart Center Student Seat Licenses	300,000	300,000	300,000
Security Services	121	0	0
Service Contracts	0	500	0
Telephone/Communications	5,408	5,200	4,518
Travel/Training	0	3,000	13
Uniforms	1,427	7,500	1,152
University Donation	2,000,000	0	0
Utilities	206,246	129,443	236,404
	<hr/>	<hr/>	<hr/>
Total Disbursements	3,639,818	1,410,473	1,543,008
NET SURPLUS			
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (1,001,321)	\$ 1,224,688	\$ 1,807,782

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
RESNICK STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022**

	<u>2021-22</u>	<u>2022-23</u>	<u>2022-23</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
OPERATING ACTIVITY			
INCOME:			
RSU Student Fees	\$ -	\$ 2,152,000	\$ 2,152,000
Conference Space	0	50,000	104,105
Lease Space	0	0	42,000
Lease Space - Other	0	0	18,002
	<hr/>		
Total Income	0	2,202,000	2,316,107
EXPENSES:			
Payroll:			
Benefitted	0	542,480	52,756
Non-Benefitted	0	0	3,714
Student	0	628,800	70,168
Employee Benefits	0	193,938	31,452
Total Payroll	0	1,365,218	158,090
Grand Opening	0	35,000	1,317
Capital Equipment	0	25,000	1,733
Computer Lease	0	50,000	1,560
Custodial Supplies	0	75,000	29,040
Depreciation	0	10,000	0
Dues/Memberships/Subscriptions	0	10,000	0
Employee Recruitment	0	5,000	731
Graphics	0	15,000	0
Insurance	0	22,000	0
License, Permits, Fees	0	0	0
Management Services Agreement Fee	0	0	0
Miscellaneous	0	200,000	4,084
Office Supplies	0	5,000	7,926
Repairs/Maintenance	0	25,000	12,348
Service Contracts	0	100,000	6,959
Telephone/Communications	0	3,500	0
Uncollectible Debt		0	
Utilities	0	163,200	131,675
	<hr/>		
Total Disbursements	0	2,108,918	355,463
	<hr/>		
NET SURPLUS	\$ -	\$ 93,082	\$ 1,960,644
	<hr/>		

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - INFORMATION CENTER/RESERVATIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Support Services			
Key Control	\$ -	\$ -	\$ -
Information Center Commissions	1,780	10,000	185
Packaging Suppy Revenue	18	100	1
Satellite Box Office	0	1,000	200
	1,798	11,100	386
EXPENSES:			
Payroll:			
Benefitted	14,549	45,320	22,819
Non-Benefitted	949	0	0
Temporary	17,920	0	0
Student	73,381	45,000	127,066
Employee Benefits	8,666	15,086	8,983
Total Payroll	115,465	105,406	158,868
Advertising/Printing	0	2,000	0
Computer Lease	0	2,400	0
Credit Card Charges	472	3,000	523
Miscellaneous	20	100	140
Office Supplies	1,907	2,000	717
Over/Short	748	0	(61)
Service Contracts	1,926	3,000	13,209
	120,538	117,906	173,396
Total Disbursements	120,538	117,906	173,396
NET DEFICIT	\$ (118,740)	\$ (106,806)	\$ (173,010)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - UNION PRODUCTIONS
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Program Activities			
B.A.G. of Laughs	\$ -	\$ -	\$ 121
Leadership	0	0	1,582
Homecoming	30,000	0	30,000
	<hr/>	<hr/>	<hr/>
Total Income	30,000	0	31,703
EXPENSES:			
Payroll:			
Benefitted	2,581	45,320	0
Non-Benefitted	0	0	4,192
Student	70,437	115,000	111,234
Employee Benefits	4,033	15,086	277
Total Payroll	<hr/>	<hr/>	<hr/>
Computer Lease	253	7,350	0
Concerts/The Music Scene	54,964	90,000	70,512
Club Sports	10,130	20,000	12,176
Co-Sponsorships	439	10,000	0
Dues/Memberships/Subscriptions	1,240	1,500	1,365
Esports	0	10,000	392
Films/Videos/Big Screen	0	0	0
Fresno State Welcome	5,679	20,000	16,205
General Programming	9,379	16,000	6,485
Homecoming/Spirit	38,016	30,000	58,477
Leadership	1,854	40,000	3,162
Marketing/Promotions	0	10,000	0
Office Supplies	418	2,500	0
Performing Arts/Center Stage	12	0	0
Student Board	0	12,500	0
Travel/Training	8,572	5,000	15,489
USU Board	0	15,000	507
	<hr/>	<hr/>	<hr/>
Total Disbursements	208,007	465,256	300,473
NET DEFICIT	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (178,007)	\$ (465,256)	\$ (268,770)

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - RECREATION CENTER
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022

	2021-22	2022-23	2022-23
	ACTUAL	BUDGET	ACTUAL
INCOME:			
Recreation and Leisure Activities:			
Billiards	\$ 8,720	\$ 25,000	\$ 37,839
Bowling	49,021	225,000	213,569
Coin-Op Games	707	0	2,827
Locker Rentals	15	400	260
Pinball/Video	0	0	0
Promotional Events	0	5,000	472
Shoe Rentals	8,869	45,000	37,957
	<hr/>	<hr/>	<hr/>
Total Income	67,332	300,400	292,924
 EXPENSES:			
Payroll:			
Benefitted	16,021	43,260	45,946
Non-Benefitted	3,436	0	12,593
Student	47,474	100,000	118,900
Employee Benefits	21,466	44,140	42,789
Total Payroll	<hr/>	<hr/>	<hr/>
Billiard Supplies	0	1,500	529
Bowling Supplies	3,788	3,000	6,829
Capital Equipment	0	500	0
Computer Lease	0	1,600	0
Credit Card Fees	1,254	6,000	5,747
Miscellaneous	40	0	0
Office Supplies	1,673	500	1,106
Over/Short	22	0	336
Repairs/Maintenance	12,433	28,000	14,766
Service Contracts	8,565	10,000	7,344
Special Events-Parties/Groups	36	3,000	174
	<hr/>	<hr/>	<hr/>
Total Disbursements	116,208	241,500	258,986
 NET SURPLUS			
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ (48,876)	\$ 58,900	\$ 33,938

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.
STUDENT UNIONS - SATELLITE STUDENT UNION
STATEMENT OF OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2023 AND 2022**

	2021-22 ACTUAL	2022-23 BUDGET	2022-23 ACTUAL
INCOME:			
Equipment Rental	\$ 2,830	\$ 10,000	\$ 19,360
Space Rental	32,081	20,000	49,474
Technicians	102	10,000	20,081
Total Income	35,013	40,000	88,915
EXPENSES:			
Payroll:			
Benefitted	22,214	60,000	60,817
Student	0	18,000	19,799
Employee Benefits	13,404	21,227	17,018
Total Payroll	35,618	99,227	97,634
Capital Equipment	0	8,000	0
Computer Lease	767	1,750	0
Repairs/Maintenance	23,286	15,000	30,907
Utilities	10,140	5,500	9,618
Total Disbursements	69,811	129,477	138,159
NET DEFICIT	\$ (34,798)	\$ (89,477)	\$ (49,244)