

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

**2010-11 Annual Report  
Supplemental Information  
(Unaudited)**

Approved by the Board of Directors  
September 28, 2011

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
TABLE OF CONTENTS**

**2010 - 2011**

	<u>Page Number</u>
Statement of Activities	1 - 2
Schedule of Student Union Program Operations and Student Recreation Center	3
Schedule of Investments	4
Administration	5 - 7
Bookstore	8 - 9
Bookstore - Kennel Copy Center	10
Save Mart Center	11
Student Recreation Center	12 - 13
University Courtyard	14 - 18
University Food Services - Summary	19 - 20
University Food Services - Administration	21
University Food Services - Bucket Grill & Pub	22
University Food Services - Catering	23
University Food Services - Commissions	24
University Food Services - Donations	25
University Food Services - Library Café-Starbucks	26
University Food Services - Satellite Union Snack Bar	27
University Food Services - UC Food Court Taco Bell Express	28
University Food Services - University Dining Hall	29 - 30
University Food Services - University Restaurant	31
University Food Services - USU Food Court	32 - 33
University Food Services - Union Snack Bar	34
University Food Services - Warehouse	35
University Student Union Summary	36
University Student Union - Building Operations - Custodial/Maintenance	37
University Student Union - General	38 - 39
University Student Union - Information Center/Reservations	40
University Student Union - Post Office	41
University Student Union - USU Productions	42
University Student Union - Recreation Center	43
University Student Union - Graphics	44
University Student Union - Satellite Student Union	45



CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
 THE CALIFORNIA STATE UNIVERSITY AUXILIARY ORGANIZATION  
 STATEMENTS OF ACTIVITIES  
 FOR THE YEAR ENDED JUNE 30, 2011 WITH COMPARATIVE TOTALS FOR 2010

	2010 TOTAL	2011 TOTAL	RESTRICTED	COMMERCIAL OPERATIONS			UNIVERSITY COURTYARD	STUDENT REC CENTER	UNIVERSITY STUDENT UNION
			FUND SAVE MART CENTER	BOOKSTORE	FOOD SERVICES	ADMIN			
Security Services	66,363	71,439				30,114			41,325
Smallwares	40,646	71,868	3,300		46,640		21,928		
Student Programs	81,471	72,143						1,092	71,051
Telephone/Communications	52,163	50,537		8,303	9,331	7,716	13,967	5,572	5,648
Travel/Training	59,447	41,857		450	2,482	14,005	14,986	1,802	8,132
University Donations	281,537	282,952	15,624	1,648	74,902	190,778			
USU Co-Sponsorships	13,321	7,046							7,046
Utilities	1,186,290	1,225,111		22,994	159,943	16,935	534,858	400,968	89,413
Warehouse Expense	(3,197)	2,562			2,562				
Wilkinson Group Fee	180,000	180,000	180,000						
<b>Total Expenses and Losses</b>	<b>38,463,623</b>	<b>41,948,960</b>	<b>14,528,583</b>	<b>9,969,327</b>	<b>6,695,759</b>	<b>2,593,782</b>	<b>4,449,742</b>	<b>1,364,387</b>	<b>2,347,380</b>
<b>Net Income (Loss) from Operations</b>	<b>\$ (1,660,171)</b>	<b>\$ (6,142,452)</b>	<b>\$ (8,275,583)</b>	<b>\$ 772,014</b>	<b>\$ 506,159</b>	<b>\$ -</b>	<b>\$ 1,076,390</b>	<b>\$ (130,925)</b>	<b>\$ (90,507)</b>
<b>Allocation of Income:</b>									
Auxiliary Activities Fund									
Other	\$ 3,155,606	\$ 2,354,563		\$ 772,014	\$ 506,159	\$ -	\$ 1,076,390		
Student Recreation Center	61,864	(130,925)					\$ (130,925)		
University Student Union	375,655	(90,507)						\$ (90,507)	
Restricted Fund Save Mart Center	(5,253,296)	(8,275,583)	(8,275,583)						
<b>Total Amount Allocated</b>	<b>\$ (1,660,171)</b>	<b>\$ (6,142,452)</b>	<b>\$ (8,275,583)</b>	<b>\$ 772,014</b>	<b>\$ 506,159</b>	<b>\$ -</b>	<b>\$ 1,076,390</b>	<b>\$ (130,925)</b>	<b>\$ (90,507)</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
SCHEDULE OF STUDENT FEE OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2010 ACTUAL	2011 ACTUAL
<b>REVENUES:</b>		
Amount Received from Student Body Center Fees 1	\$ 2,913,000	\$ 2,414,000
Revenues from Operations	1,041,774	1,076,335
Total Revenues	3,954,774	3,490,335
<b>EXPENDITURES:</b>		
Payroll	1,344,017	1,344,006
Employee Benefits	527,865	670,429
Operating Expenses:		
Advertising/Printing	14,997	12,474
Bad Debts	514	25
Chancellor's Office Centrally Paid Costs	6,468	0
Computer Supplies/Expense	23,183	22,427
Contracted Services	62,819	63,868
Copier Lease	8,733	7,619
Credit Card Fees	5,081	6,134
Depreciation	12,848	28,194
Dues/Meetings/Subscriptions	9,385	10,121
Employee Recruitment	165	1,159
Equipment Purchased	32,019	34,185
Insurance	34,554	33,424
Janitorial	55,341	48,306
Laundry	239	150
License, Permits, Fees	0	158
Management Services Agreement Fee	279,462	320,388
Miscellaneous	16,672	15,100
Office Supplies	20,679	19,338
Over/Short	251	274
Postage/Freight	811	276
Repairs/Maintenance	161,008	138,997
Save Mart Seat Licenses	300,000	300,000
Security Services	38,469	41,325
Student Programs	81,471	72,143
Telephone/Communications	11,164	11,220
Travel/Training	19,196	9,934
Uniforms	2,272	2,666
USU Co-Sponsorships	13,321	7,046
Utilities	434,250	490,381
Total Expenditures	3,517,255	3,711,767
Operating Surplus (Deficit)	\$ 437,519	\$ (221,432)

Note 1- The allocation of fee revenue in 2010-11 from 2009-10 was reduced by \$275,000 due to a CSU requirement to improve the Debt Service Coverage Ratio. The effect on the financial statements is a reduction of local reserve/surplus.

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
 SCHEDULE OF INVESTMENTS  
 AS OF JUNE 30, 2011

INVESTMENTS	COST	MARKET VALUE AT 6/30/11	DATE OF PURCHASE	MATURITY DATE	STATED RATE OF RETURN
<u>Money Markets:</u>					
2.1141 Citibank- Money Market	4,879,888	4,879,888			0.50%
2.1142 Local Agency Investment Fund	14,339,480	14,339,480			0.48%
<b>Total Money Market Investments</b>	<b>19,219,368</b>	<b>19,219,368</b>			
<u>Common Funds:</u>					
2.1505 Common Fund Multi-Strategy Equity Fund	150,000	1,540,282	10/31/86		2.25%
Common Fund Value Equity Fund	350,500	1,540,282	10/31/86		
<b>Total Common Funds</b>	<b>500,500</b>	<b>1,540,282</b>			
<u>Mutual Funds:</u>					
2.1502 Merrill Lynch MetLife Fund	266,842	269,535	VARIOUS		-2.03%
2.1501 Smith Barney Managed Government Fund	331,493	316,317	VARIOUS		1.67%
2.1508 Dodge & Cox Income Fund	399,290	336,243	6/30/99		6.02%
2.1508 Dodge & Cox Balanced Fund	399,290	467,285	6/30/99		24.17%
<b>Total Mutual Funds</b>	<b>1,396,915</b>	<b>1,389,380</b>			
<b>Total Long Term Investments</b>	<b>1,897,415</b>	<b>2,929,662</b>			
<u>Funds For Which Use Is Restricted/Guaranteed</u>					
<u>Investment Contracts (Housing):</u>					
2.1165 Interest Account	181,426	151,781			
2.1163 Principal Account	130,288	156,250			
2.1164 Reserve Account	788,085	1,003,393			
<b>Total Investment Funds For Which Use Is Restricted (Housing)</b>	<b>1,099,799</b>	<b>1,311,424</b>			
<u>Funds for Which Use is Restricted/Guaranteed</u>					
<u>Investment Contracts (Save Mart Center):</u>					
2.1179/1189 Escrow Accounts	77,611,017	67,765,366			
<b>Total Investments</b>	<b>99,827,599</b>	<b>91,225,820</b>			

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**ADMINISTRATION**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>INCOME:</b>			
Management Services Agreement Fees:			
Agricultural Foundation	\$ 119,700	\$ 120,800	\$ 120,800
Associated Students	51,000	53,600	53,600
Bookstore	214,462	300,000	255,388
Food Services	214,462	300,000	255,388
Foundation	570,700	589,700	589,700
Fresno State Programs for Children, Inc.	71,600	75,200	75,200
Kenneth L. Maddy Institute	8,200	8,500	8,500
Student Recreation Center	65,000	65,000	65,000
University Courtyard	214,462	300,000	255,388
University Student Union	214,462	300,000	255,388
AOCOMP Refund	36,106	0	43,070
AOUIT Refund	0	0	129,237
Insurance Refund	18,917	0	8,917
Investment Income	146,038	180,000	100,084
Miscellaneous Income	60,568	25,000	56,442
M.I.S. Income	2,250	0	1,800
Rental Income - ATM	0		3,400
Unrealized Gains/Loss on Investments	179,557	0	316,480
Total Income	<u>2,187,485</u>	<u>2,317,800</u>	<u>2,593,782</u>
<b>EXPENSES:</b>			
<b>Administration:</b>			
Payroll:			
Salaries (Including Reimbursed)	714,095	731,900	818,480
Students/Part Time	12,083	0	1,809
Employee Benefits	309,105	262,000	377,616
Actual Retired Employee Benefits	43,257	47,400	53,234
Accrued Retired Employee Benefits	(33,165)	0	58,567
Total Payroll	<u>1,045,375</u>	<u>1,041,300</u>	<u>1,309,706</u>
Audit Fees:			
Certified Public Accountants	34,487	36,000	44,746
Chancellor's Office	0	0	9,526
Bank Charges	12,376	12,000	17,123
Building Association Fees	4,157	6,000	4,318
Computer Lease	7,923	7,600	8,613
Copier Lease	13,345	10,000	12,943
Custodial/Building Maintenance	9,519	11,000	9,281
Depreciation:			
Buildings	87,083	116,300	82,252
Equipment	5,885	0	15,523
Dues/Memberships/Subscriptions	3,480	3,000	5,556
Employee Recruitment	1,287	500	445
Equipment Maintenance/Repair	9,859	7,000	11,775

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**ADMINISTRATION**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Administration (Continued):</b>			
Insurance	12,100	13,500	12,699
Investment Fees	5,121	5,000	5,853
Legal Fees	5,991	2,000	2,035
Licenses/Permits/Fees	1,635	500	255
Miscellaneous	3,567	5,000	3,117
Office Lease - 2763 E. Shaw, Suite 103	27,846	27,800	27,846
Office Supplies	18,024	18,000	17,357
Postage	13,908	15,000	13,212
Professional Development	25	0	78
Records Retention	9,499	1,000	1,621
Safety Services	190	0	0
Security - Cash Handling	26,341	20,000	29,951
Telephone/Communications	5,237	14,000	5,194
Travel/Training	3,591	0	10,090
Utilities	16,451	19,200	15,304
<b>Administration Sub-Total</b>	<b>1,384,302</b>	<b>1,391,700</b>	<b>1,676,419</b>
<b>Human Resources/Payroll:</b>			
Payroll:			
Monthly	106,832	197,800	173,823
Student	29,855	10,000	12,785
Employee Benefits	33,302	94,500	60,540
Actual Retired Employee Benefits	18,998	18,700	19,768
Accrued Retired Employee Benefits	(20,267)	0	(8,263)
Total Payroll	168,720	321,000	258,653
Computer Lease	2,038	2,100	1,969
Dues/Memberships/Subscriptions	252	500	0
Employee Assistance Program	0	10,000	0
Employee Recruitment	180	500	6,374
Legal Fees	1,336	1,000	148
Miscellaneous	1,115	1,000	446
Office Supplies/Postage	1,650	3,000	6,781
Professional Development	0	2,000	0
Repairs/Maintenance	0	500	0
Safety Program	1,363	2,000	163
Telephone/Communications	1,099	2,500	1,049
Travel/Training	1,309	0	3,148
Workers Comp Claims Administration	3,620	2,000	3,238
<b>Human Resources/Payroll Sub-Total</b>	<b>182,682</b>	<b>348,100</b>	<b>281,969</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**ADMINISTRATION**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<b>2009 - 10</b>	<b>2010 - 11</b>	<b>2010 - 11</b>
	<b>ACTUAL</b>	<b>BUDGET</b>	<b>ACTUAL</b>
<b>Management Information Systems:</b>			
Payroll:			
Monthly	211,130	210,000	211,902
Employee Benefits	93,090	93,100	102,977
Accrued Retired Employee Benefits	4,085	0	11,378
Total Payroll	<u>308,305</u>	<u>303,100</u>	<u>326,257</u>
Computer Hardware/Repair (minor)	701	1,600	1,120
Computer Lease	2,299	2,500	2,152
Computer Software/Licenses	1,797	1,000	6,097
Computer Supplies	45	1,200	559
Conf, Seminars, Educ	10,153	0	0
Consulting	1,723	5,000	4,400
Depreciation	6,599	9,900	12,232
Dues/Memberships/Subscriptions	100	200	100
Maintenance Contracts	27,104	28,000	26,802
Miscellaneous	277	600	404
Office Supplies/Postage	604	300	782
Professional Development	0	7,000	0
Software Support Fees	55,878	59,000	59,917
Telephone/Communications	1,458	3,400	1,474
Travel/Training	257	400	690
Utilities	4,043	2,400	1,631
<b>M.I.S. Sub-Total</b>	<u>421,343</u>	<u>425,600</u>	<u>444,617</u>
<b>University Donations</b>			
Smittcamp Honors Scholars Housing Allowance	125,000	100,000	100,000
Save Mart Center Suite	50,000	50,000	52,400
President's Suite-Catering	16,954	10,000	6,026
University Donations	7,204	0	32,351
<b>University Donations Sub-Total</b>	<u>199,158</u>	<u>160,000</u>	<u>190,777</u>
Total Expenses	<u>2,187,485</u>	<u>2,325,400</u>	<u>2,593,782</u>
<b>NET</b>	<u>\$ 0</u>	<u>\$ (7,600)</u>	<u>\$ -</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC**  
**BOOKSTORE**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u>	<u>2010 - 11</u>	<u>2010 - 11</u>
	ACTUAL	BUDGET	ACTUAL
<b>Sales:</b>			
Computer/Electronics:			
Computers	\$ 1,217,130	\$ 1,350,000	\$ 1,318,526
Electronics	45,103	33,000	53,363
Software	73,365	70,000	166,802
Course Books:			
General Books	69,429	70,000	58,082
New Textbooks	4,369,981	3,800,000	4,066,986
Used Textbooks	2,481,277	2,125,000	2,175,365
Textbook Rental	69,384	0	285,883
Online Books	73,654	245,000	191,100
General Merchandise	745,705	640,000	773,670
Non-Merchandise	14,498	4,000	(5,773)
Soft Goods	669,258	650,000	679,625
Supplies	373,631	350,000	366,058
Vendor Commissions	181,986	300,000	203,812
	<hr/>	<hr/>	<hr/>
Total Sales	10,384,401	9,637,000	10,333,499
 Cost of Goods Sold	 7,404,287	 6,736,400	 7,436,601
 <b>Gross Margin</b>	 2,980,114	 2,900,600	 2,896,898
 <b>Operating Expenses:</b>			
Payroll:			
Hourly	20,899	23,800	18,736
Monthly	617,094	614,400	623,862
Part-Time	84,487	65,000	71,800
Student	286,211	290,000	285,805
Temporary	2,636	0	0
Employee Benefits	335,238	409,500	388,050
Actual Retired Employee Benefits	167,767	188,500	193,165
Accrued Retired Employee Benefits	(125,204)	0	(50,365)
Total Payroll	<hr/> 1,389,128	<hr/> 1,591,200	<hr/> 1,531,053
Advertising	1,853	5,000	8,149
Computer Lease	13,778	13,400	13,039
Confections/Cups/Sleeves/Lids	707	0	925
Credit Card Fees	155,061	160,000	161,964
Depreciation	45,828	37,900	44,550
Donations	1,212	1,500	1,648
Dues/Memberships/Subscriptions	7,278	5,000	6,181
Insurance	48,860	52,000	53,053
Licenses/Permits/Fees	14,243	3,000	6,565
Management Services Agreement Fee	214,462	300,000	255,388
Minor Equipment	2,552	3,000	2,671
Miscellaneous	7,530	2,500	2,586
Obsolete Merchandise	66,465	35,000	26,895
Office Supplies	35,091	32,000	37,421

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC**  
**BOOKSTORE**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Operating Expenses (Continued):</b>			
Postage/Freight	14,314	19,000	(7,878)
Repairs/Maintenance	26,049	15,000	47,141
Maintenance Contracts	13,211	11,500	0
Telephone/Communications	8,373	12,500	8,303
Travel/Training	3,037	1,000	450
Uncollectible Debt	6,017	1,000	2,038
Utilities	26,654	28,000	22,994
	<b>2,101,702</b>	<b>2,329,500</b>	<b>2,225,136</b>
 <b>SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS</b>	 <b>\$ 878,412</b>	 <b>\$ 571,100</b>	 <b>\$ 671,762</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
 BOOKSTORE - KENNEL COPY CENTER  
 STATEMENT OF OPERATIONS  
 FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>INCOME:</b>			
Copy Center Services	\$ 82,266	\$ 92,000	\$ 75,587
Photocopying	41,905	50,000	37,023
Syllabus	288,917	290,000	295,232
Total Income:	413,088	432,000	407,842
Cost Of Goods Sold	56,552	68,000	52,714
Gross Margin	356,536	364,000	355,128
<b>EXPENSES:</b>			
Payroll:			
Monthly	69,579	70,800	69,478
Part-Time	913	0	0
Student	23,474	27,000	25,283
Employee Benefits	41,340	46,500	45,104
Total Payroll	135,306	144,300	139,865
Computer Lease	1,456	1,350	1,238
Copier Lease	44,305	45,000	35,436
Office Supplies	0	100	0
Repairs/Maintenance	119	500	128
Syllabus Expense	59,793	62,000	78,209
Total Expenses	240,979	253,250	254,876
<b>SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS</b>	<b>\$ 115,557</b>	<b>\$ 110,750</b>	<b>\$ 100,252</b>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
 SAVE MART CENTER  
 STATEMENT OF OPERATIONS  
 FOR THE YEARS ENDED JUNE 30, 2011 AND 2010

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>REVENUES:</b>			
Advertising	\$ 787,867	\$ 850,000	\$ 607,375
Campus Pointe - Ground Lease	462,500	375,000	347,405
Donation Revenue	1,654,270	2,166,439	1,329,160
Insurance Refund	19,652	0	38,964
Interest Income	3,149,104	3,297,915	3,060,353
Loss on Sale of Assets	0	0	(930)
Net Premium	418,480	439,891	398,112
Other Income	124	48,589	0
Parking	2,400	0	750
Student Seat Licenses	300,000	300,000	300,000
Unrealized Gain on Investments	83,631	0	110,037
Vendor Rebates	95,637	75,000	61,774
<b>Total Revenues</b>	6,973,665	7,552,834	6,253,000
<b>EXPENSES:</b>			
Advances to SMG Operating Note 1	492,323	1,375,000	2,124,959
Advertising/Printing	0	1,000	419
Amortization	182,569	186,700	176,277
Audit/Legal Fees	176,402	50,000	127,007
Bad Debt Expense	6,667	0	0
Capital Lease Expense - SRB 2005 Bonds	3,384,169	3,384,200	3,384,169
Chancellor's Office	20,659	10,000	0
Corporate Sponsor Entitlements	0	5,000	2,247
Credit Card Fees	244	1,000	232
Donor Stewardship/Cultivation	2,596	1,500	15,624
Insurance	267,443	240,000	267,952
Interest Expense - 2002 Series Bonds	3,957,913	3,757,556	3,904,000
License, Permits, Fees	0	0	360
Miscellaneous	3,961	1,000	274
Parking Lot Rental	10,000	0	0
Possessory Interest Taxes -Note 2	0	0	867,763
Repairs/Maintenance	9,940	2,500	3,595
Smallwares	0	0	3,300
Wilkinson Group Fee	180,000	180,000	180,000
<b>Total Expenses</b>	8,694,886	9,195,456	11,058,178
<b>SURPLUS/(DEFICIT) BEFORE ENTITLEMENTS AND NON-CASH EXPENDITURES</b>	(1,721,221)	(1,642,622)	(4,805,178)
<b>Entitlements and Non-Cash Expenditures:</b>			
Athletic Corporation Entitlements	312,495	222,559	280,855
Bond Expenses:			
Bond Issue - 2002	231,929	228,800	221,306
Bond Issue - 2005	33,601	33,600	32,564
Depreciation:			
Building	2,604,737	2,618,500	2,605,214
Equipment	349,313	384,300	330,466
<b>DEFICIT TO RESERVE FOR SAVE MART CENTER</b>	<b>\$ (5,253,296)</b>	<b>\$ (5,130,381)</b>	<b>\$ (8,275,583)</b>

Note 1 - Advances to SMG Operating at June 30, 2011 include an additional \$492,381 in operating cash, support to CSUF Athletics in the amount of \$275,000, Incentive/Mgmt Fees for 2009/10 of \$126,403 to SMG, and Savor Management fees of \$67,715; for a total of \$961,499.

Note 2 - The Association accrued \$867,763 in Possessory Interest Taxes Due to Fresno County Assessor's Office relating to tax roll years 2007 through 2011. The Association also has an unliquidated claim in the amount of \$4,190,860 with Fresno County relating to Property Taxes but has not been recognized as an expense on the June 30, 2011 financial statements due to pending legal action and processing of request of refund.

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**STUDENT RECREATION CENTER**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>INCOME:</b>			
Student Fees Returned to Operations	\$ 988,000	\$ 939,000	\$ 839,000
Lease Space:			
Lyles Center	183,840	183,800	183,800
Peters Center	79,560	79,600	79,600
Memberships	68,155	75,000	61,693
Other Rental Income	9,153	10,000	15,047
Rental Income, Lockers	3,987	4,000	4,175
Retail Sales	19,896	18,000	21,185
Personal Training	5,161	3,000	6,154
Summer Camp	9,000	5,000	7,370
Towel Service	2,350	2,500	2,017
Donation-Associated Students-Capital Equipment	6,000	-	5,000
Interest Income	4,835	5,500	2,610
Miscellaneous	5,138	3,500	5,811
	<hr/>	<hr/>	<hr/>
Total Income	1,385,075	1,328,900	1,233,462
<b>EXPENSES:</b>			
Payroll:			
Hourly	48,966	50,000	35,687
Monthly	270,270	268,100	276,466
Part Time	6,985	25,000	2,650
Student	180,031	190,000	183,367
Employee Benefits	187,464	222,900	193,389
Accrued Retired Employee Benefits	2,474	0	5,343
Total Payroll	<hr/>	<hr/>	<hr/>
	696,190	756,000	696,902
Advertising/Marketing/Promotions	2,973	1,000	6,025
Chancellor's Office Centrally Paid Costs	5,246	2,100	0
Computer Expense:			
Lease	5,042	5,000	4,929
Maintenance Fees	6,047	1,000	4,404
Misc. Supplies/Software	0	0	82
Contracted Services:			
Landscape	11,701	10,500	10,517
Elevator Service	3,896	5,000	3,167
Engineering Services - HVAC	19,421	22,000	19,421
Fitness Equipment	11,670	8,000	9,987
Group Fitness	10,680	10,000	10,340
Pest Management	2,220	2,000	7,205
Copier Lease	8,733	8,000	7,619
Credit Card Fees	1,502	1,500	1,389
Depreciation	0	0	2,222
Dues/Memberships/Subscriptions	1,618	2,200	1,496
Employee Recruitment	0	250	63
Equipment:			
Building	1,891	0	9,893
Check Out	2,201	0	3,253
Exercise	4,452	0	1,942
Group Fitness	1,362	0	1,087

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
 STUDENT RECREATION CENTER  
 STATEMENT OF OPERATIONS  
 FOR THE YEARS ENDED JUNE 30, 2011 AND 2010

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>EXPENSES (CONTINUED):</b>			
Insurance	14,734	15,000	13,556
Janitorial Supplies	20,962	18,000	18,586
Laundry	239	400	150
Management Services Agreement Fee	65,000	65,000	65,000
Miscellaneous	0	500	289
Office Supplies/Postage	1,898	2,000	1,851
Over/Short	(184)	0	(143)
Program/Special Events	3,616	4,900	1,092
Repairs/Maintenance:	57,740	0	34,579
Building	0	18,000	0
Exercise Equipment	0	8,000	0
Retail - Cost of Goods Purchased	15,856	10,000	14,320
Telephone/Communications	5,492	5,600	5,572
Travel/Training	7,960	1,000	1,802
Uniforms	1,159	2,750	1,591
Utilities	328,663	340,000	400,968
Waste Management	3,231	3,200	3,231
	1,323,211	1,328,900	1,364,387
Total Disbursements			
<b>SURPLUS (DEFICIT) TO RESERVE FOR STUDENT RECREATION CENTER</b>	<b>\$ 61,864</b>	<b>\$ -</b>	<b>\$ (130,925)</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY COURTYARD**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u>	<u>2010 - 11</u>	<u>2010 - 11</u>
	ACTUAL	BUDGET	ACTUAL
<b>SALES:</b>			
Rent	\$ 4,892,296	\$ 4,582,913	\$ 4,791,853
Application Fee	68,720	60,000	59,520
Assessments	68,737	20,000	45,353
ATM Commission	2,654	2,500	2,373
Damage Assessments	7,431	5,000	9,411
Interest Income - Bond Account	41,636	55,000	42,429
Key Charges	17,475	10,000	18,370
Late Fees	13,533	12,000	12,075
Miscellaneous	19,255	5,000	36,495
Processing Fees	34,365	25,000	25,355
Rebate - Energy	0	0	0
Service Charges	62,160	35,000	57,469
Summer Conferences	587,719	435,000	375,224
Summer Session Rent	13,481	8,000	23,148
Vendor/Laundry Commissions	30,653	25,000	27,057
	<hr/>	<hr/>	<hr/>
Total Income	5,860,115	5,280,413	5,526,132
 <b>EXPENSES:</b>			
General	2,469,798	2,495,320	2,411,262
Marketing	61,965	88,800	77,351
Summer Conferences	431,196	449,700	467,789
Physical Plant	1,256,402	1,263,100	1,315,114
Resident Life	182,517	174,700	178,226
	<hr/>	<hr/>	<hr/>
Total Expenses	4,401,878	4,471,620	4,449,742
	<hr/>	<hr/>	<hr/>
<b>SURPLUS TO RESERVE FOR UNIVERSITY COURTYARD</b>	<b>\$ 1,458,237</b>	<b>\$ 808,793</b>	<b>\$ 1,076,390</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY COURTYARD**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>General:</b>			
Payroll:			
Monthly	\$ 160,204	\$ 166,100	\$ 168,594
Hourly	95,452	94,300	99,087
Part-Time	1,142	0	0
Student	171,475	173,100	161,741
Employee Benefits	153,329	181,720	162,724
Actual Retired Employee Benefits	8,569	10,000	6,219
Accrued Retired Employee Benefits	(1,913)	0	(11,503)
Total Payroll	588,258	625,220	586,862
Advertising and Printing	0	0	8,308
Allowance for Uncollectible Debt	18,987	15,000	18,739
Bond Amortization:			
Bond Issue - 1995	22,320	17,200	23,579
Bond Issue - 2001	47,190	47,200	45,528
Cable TV	101,923	101,000	98,972
Chancellor's Office Centrally Paid Costs	2,684	0	0
Computer Lease	15,528	15,000	15,404
Computer Supplies	1,031	1,000	6,912
Credit Card Fees	45,446	40,000	48,227
Depreciation:			
Buildings	452,928	636,800	467,742
Equipment	190,478	0	187,230
Dues/Memberships/Subscriptions	967	1,000	809
Employee Recruitment	65	0	419
Financial Aid Fee Assessment	9,000	9,000	18,347
Housing Incentive	21,800	25,000	14,360
Insurance	143,528	152,000	135,907
Interest Expense:			
Bond Debt	387,877	387,900	373,200
Energy Retrofit	4,538	9,000	352
Legal Fees	426	0	89
Management Services Agreement Fee	214,462	300,000	255,388
Miscellaneous	7,855	12,000	5,909
Office Supplies	14,749	20,000	16,644
Over/Short	26	0	6
Repairs/Maintenance	860	0	139
Residence Advisor Meals	59,811	38,000	63,428
Software Agreement - CBORD	8,030	9,000	7,729
Super 8 Motel Rental	96,557	0	88
Telephone/Communications	10,633	30,000	9,567
Travel/Training	1,841	4,000	1,378
<b>Total General</b>	<b>\$ 2,469,798</b>	<b>\$ 2,495,320</b>	<b>\$ 2,411,262</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY COURTYARD**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b><u>Marketing</u></b>			
Payroll:			
Monthly	\$ -	\$ 7,600	\$ 8,125
Hourly	3,360	-	1,018
Student	15,297	25,000	20,044
Employee Benefits	756	5,000	4,456
Actual Retired Employee Benefits	0	2,500	4,477
Accrued Retired Employee Benefits	(178)	0	0
Total Payroll	19,235	40,100	38,120
Advertising/Printing	20,907	20,000	18,199
Computer Lease	3,038	2,700	2,812
Computer Supplies	0	4,000	1,900
Miscellaneous	598	500	667
Office Supplies	4,148	3,500	1,609
Postage	13,448	18,000	13,514
Software	130	0	89
Telephone/Communications	0	0	139
Travel/Training	461	0	302
<b>Total Marketing</b>	<b>\$ 61,965</b>	<b>\$ 88,800</b>	<b>\$ 77,351</b>
<b><u>Summer Conferences</u></b>			
Payroll:			
Monthly	\$ 37,993	\$ 41,400	\$ 33,358
Hourly	2,214	-	13,590
Student	10,475	45,000	15,849
Temporary	38,351	5,000	27,583
Employee Benefits	17,048	23,300	20,448
Total Payroll	106,081	114,700	110,828
Advertising/Printing	2,823	5,000	5,075
Computer Lease	470	500	434
Computer Supplies	441	500	44
Contract Services:			
Exterminator	0	1,000	0
Housekeeping	159,175	155,000	159,175
Refrigeration/Maintenance	19,241	10,000	35,234
Employee Procurement	0	0	25
Equipment Rental	2,400	4,000	4,863
Janitorial Supplies	5,303	5,000	190
Key Maintenance	0	1,000	0
Laundry	13,806	11,000	12,234
Miscellaneous	(7)	2,000	395
Office Supplies	399	1,500	518
Paper Supplies	0	10,000	11,574
Repairs & Maintenance	0	500	0
Telephone/Communications	417	1,000	945
Travel/Training	647	2,000	1,255
Utilities	120,000	125,000	125,000
<b>Total Summer Conferences Expenses</b>	<b>\$ 431,196</b>	<b>\$ 449,700</b>	<b>\$ 467,789</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY COURTYARD**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u>	<u>2010 - 11</u>	<u>2010 - 11</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
<b><u>Physical Plant</u></b>			
Payroll:			
Monthly	\$ -	\$ 33,000	\$ 3,892
Hourly	47,811	-	40,222
Student	2,074	4,000	2,300
Temporary	11,601	6,000	2,480
Employee Benefits	25,907	29,100	30,130
Total Payroll	<u>87,393</u>	<u>72,100</u>	<u>79,024</u>
Contract Services:			
Exterminator	7,512	10,000	10,519
Housekeeping	436,273	398,000	436,273
Key System	9,339	9,000	9,339
Landscape/Grounds Maintenance	45,164	45,000	40,968
Pool Service	8,055	8,000	6,963
Refrigeration/Heating	29,500	41,500	23,600
Waste Services	23,099	25,000	22,965
Total Contract Services	<u>558,942</u>	<u>536,500</u>	<u>550,627</u>
Equipment Rental	5,993	7,000	6,106
Janitorial Supplies	18,009	21,600	16,086
Key System Maintenance	6,274	4,000	6,059
Landscape Maintenance (Non-Contract)	1,045	8,000	29,934
Laundry	3,765	6,500	8,045
Licenses/Fees	2,814	400	434
Miscellaneous	1,547	500	744
Office Supplies	100	500	98
Paper Supplies	54,096	45,000	48,824
Refrigeration/Heating (Non-Contract)	55,431	65,000	78,622
Repairs/Maintenance	61,947	70,000	57,720
Smallwares	3,366	20,000	21,929
Telephone/Communications	880	1,000	999
Travel/Training	0	0	5
Utilities	394,800	405,000	409,858
<b>Total Physical Plant</b>	<u><u>\$ 1,256,402</u></u>	<u><u>\$ 1,263,100</u></u>	<u><u>\$ 1,315,114</u></u>
<b><u>Resident Life</u></b>			
Payroll:			
Monthly	\$ 42,762	\$ 42,300	\$ 42,762
Part-Time	0	0	1,100
Student	72,434	57,000	70,351
Employee Benefits	19,382	28,300	20,756
Total Payroll	<u>134,578</u>	<u>127,600</u>	<u>134,969</u>
BACCHUS	283	700	444
Computer Lease	1,410	3,200	2,428
Dues/Memberships/Subscriptions	384	100	391
Employee Meals	0	3,500	0
Miscellaneous	3,231	300	3,065
Office Supplies	8,245	6,000	8,425
Parking	540	300	540

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY COURTYARD**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b><u>Resident Life (Continued):</u></b>			
Programming	8,500	10,000	4,686
Public Safety Assistants	781	1,000	480
RHA Expense	3,205	3,000	2,320
Telephone/Communications	3,063	3,000	2,316
Travel/Training	7,716	8,000	6,918
Tuition/Fees/Books	10,581	8,000	11,244
<b>Total Resident Life Expenses</b>	<b>\$ 182,517</b>	<b>\$ 174,700</b>	<b>\$ 178,226</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u>	<u>2010 - 11</u>	<u>2010 - 11</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
<b>Sales:</b>			
The Bucket Grill & Pub	\$ 113,501	\$ 120,300	\$ 136,582
Catering	741,912	640,000	856,500
Commissions	35,862	42,200	26,927
Library Café/Starbucks	547,733	575,000	632,469
Satellite Union Snack Bar	72,227	65,000	85,414
UC Food Court	138,009	150,000	7,130
University Dining Hall	4,104,005	3,860,000	4,092,334
University Restaurant	28,918	30,000	35,837
USU Food Court	985,313	915,000	1,055,855
Union Snack Bar	262,443	297,000	272,870
Total Sales	<u>7,029,923</u>	<u>6,694,500</u>	<u>7,201,918</u>
Less: Cost of Goods Purchased	<u>2,380,039</u>	<u>2,329,700</u>	<u>2,494,941</u>
<b>Gross Profit on Sales</b>	<b>4,649,884</b>	<b>4,364,800</b>	<b>4,706,977</b>
<b>Operating Expenses:</b>			
Payroll:			
Hourly	201,766	283,800	201,032
Monthly	289,939	205,100	315,047
Part-Time	727,933	666,100	735,754
Student	301,689	263,300	335,497
Employee Benefits	512,597	482,740	552,894
Total Payroll	<u>2,033,924</u>	<u>1,901,040</u>	<u>2,140,224</u>
Advertising/Printing	4,234	25,850	4,501
Advertising-Franchise	23,715	0	24,707
Allowance for Uncollectible Debt	9,826	0	32,158
Amortization	3,500	3,500	4,492
Cable TV Service	1,555	0	1,297
Computer Lease	3,881	4,100	4,014
Contract Services	0	30,000	0
Contract Services - USU Building Operations	30,000	0	30,000
Credit Card Fees	59,340	47,600	77,060
Depreciation	248,690	224,900	248,961
Donations	78,571	0	74,902
Dues/Memberships/Subscriptions	245	0	517
Employee Recruitment	524	500	485
Equipment Rental	12,193	11,300	29,472
Food Service Administration Expense	474,343	831,000	554,934
Housing Incentives	9,643	0	0
Interest Expense - Energy Retrofit	3,283	7,500	307
Janitorial/Sanitation	56,143	58,500	40,463
Laundry	42,146	38,000	45,386
Licenses/Permits/Fees	14,390	12,600	11,751
Maintenance Fees - CBORD	5,877	5,500	6,181

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY DINING SERVICES  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u>	<u>2010 - 11</u>	<u>2010 - 11</u>
	ACTUAL	BUDGET	ACTUAL
<b>Operating Expenses (Continued):</b>			
Miscellaneous	8,308	4,500	9,550
Non-Student Tax	11,674	10,700	11,903
Office Supplies	10,888	8,900	10,527
Over/Short	904	0	487
Paper Supplies	138,619	151,750	145,021
Postage/Freight	96	1,000	769
Repairs /Maintenance	145,846	116,700	177,034
Resident Advisor Meals	85,061	40,000	92,041
Royalties	111,943	111,100	117,237
Smallwares	37,280	32,000	46,640
Telephone/Communications	9,840	11,250	9,331
Travel/Training	2,431	550	2,482
Uniforms	7,108	6,700	8,268
University Student Union Rent	72,800	75,000	72,800
Utilities	190,092	194,500	159,943
Vehicle Expense	768	5,000	2,411
Warehouse Expense	(3,197)	0	2,562
	<hr/>	<hr/>	<hr/>
Total Operating Expenses	3,946,483	3,971,540	4,200,818
	<hr/>	<hr/>	<hr/>
<b>SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS</b>	<b>\$ 703,401</b>	<b>\$ 393,260</b>	<b>\$ 506,159</b>
	<hr/>	<hr/>	<hr/>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES**  
**ADMINISTRATION**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>EXPENSES:</b>			
Payroll:			
Hourly	\$ 22,786	\$ 23,400	\$ 38,845
Monthly	85,476	60,200	51,129
Part-Time	21,083	42,400	23,966
Student	6,039	20,000	3,942
Employee Benefits	62,783	53,400	53,825
Actual Retired Employee Benefits	215,958	234,600	226,637
Accrued Retired Employee Benefits	(241,944)	0	(206,495)
Total Payroll and Benefits	172,181	434,000	191,849
Advertising	908	1,000	560
Computer Lease	2,651	3,500	2,615
Computer Supplies	31	400	0
Consulting Fees	38	0	0
Copier Lease	4,195	4,200	4,836
Depreciation	0	10,800	0
Dues/Memberships/Subscriptions	195	1,000	390
Employee Recruitment	10,901	8,000	12,348
Equipment Rental	465	1,000	530
Insurance	44,040	45,600	48,281
Management Services Agreement Fee	214,462	300,000	255,388
Miscellaneous	774	1,000	904
Office Supplies	3,988	4,000	4,948
Postage/Freight	153	100	15
Repairs/Maintenance	3,199	6,000	5,053
Software	0		16,276
Telephone/Communications	2,607	3,500	2,324
Travel/Training	345	500	684
Uniforms	1,980	0	102
Vehicle Expense	11,230	6,500	7,830
<b>Total Expenses</b>	<b>474,343</b>	<b>831,100</b>	<b>554,933</b>
<b>Administration Distributed to Units</b>	<b>\$ 474,343</b>	<b>\$ 831,100</b>	<b>\$ 554,933</b>

**DISTRIBUTION OF JUNE 30, 2011 AND 2010 FOOD SERVICE ADMINISTRATION EXPENSE:**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
The Bucket Grill & Pub	\$ 9,487	\$ 16,600	\$ 11,085
Catering	37,947	54,000	36,061
Library Café/Starbucks	37,947	54,000	36,061
University Center Food Court	9,487	16,600	11,085
University Dining Hall	317,810	581,800	388,520
University Restaurant	4,744	8,300	5,543
USU Food Court	47,434	83,100	55,493
Union Snack Bar	9,487	16,600	11,085
<b>Total Administration Allocated</b>	<b>\$ 474,343</b>	<b>\$ 831,000</b>	<b>\$ 554,933</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES - THE BUCKET GRILL & PUB**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Sales:</b>			
Beverages - Alcoholic	\$ 18,545	\$ 20,000	\$ 20,271
Food/Beverages	94,956	100,300	116,261
Office Coffee	0	0	50
Total Sales	113,501	120,300	136,582
Less: Cost of Food Purchased	51,460	50,400	57,640
<b>Gross Profit on Sales</b>	62,041	69,900	78,942
<b>Operating Expenses:</b>			
Payroll:			
Hourly	11,665	23,800	12,413
Monthly	5,491	0	14,068
Part-Time	25,787	18,600	29,293
Student	6,923	7,600	15,886
Employee Benefits	12,021	19,800	19,930
Total Payroll	61,887	69,800	91,590
Advertising/Printing	435	500	454
Cable TV Service	1,555	0	1,297
Computer Lease	0	500	0
Depreciation	1,528	0	1,764
Employee Recruitment	0	0	200
Food Service Administration	9,487	16,600	11,085
Janitorial/Sanitation	7,468	8,000	5,690
Laundry	2,330	2,000	2,208
Licenses/Permits/Fees	1,675	2,000	1,704
Miscellaneous	273	100	252
Non-Student Tax	775	800	949
Office Supplies	429	500	1,045
Over/Short	(185)	0	(13)
Paper Supplies	6,497	10,000	5,945
Postage/Freight	0	0	35
Repairs/Maintenance	5,455	5,000	9,711
Smallwares	297	1,500	1,475
Telephone/Communications	390	500	476
Uniforms	114	0	1,133
Utilities	8,134	8,000	4,417
<b>Total Operating Expenses</b>	108,544	125,800	141,417
<b>SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS</b>	\$ (46,503)	\$ (55,900)	\$ (62,475)

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES - CATERING**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Sales:</b>			
Beverages - Alcoholic	\$ 19,585	\$ 10,000	\$ 20,942
Equipment Rental	15,174	12,000	28,082
General Sales	704,857	613,000	805,826
Miscellaneous	2,296	5,000	1,650
Total Sales	<u>741,912</u>	<u>640,000</u>	<u>856,500</u>
Less: Cost of Food Purchased	<u>284,299</u>	<u>250,000</u>	<u>322,313</u>
 <b>Gross Profit on Sales</b>	 457,613	 390,000	 534,187
 <b>Operating Expenses:</b>			
Payroll:			
Hourly	80,949	78,600	70,155
Monthly	91,042	42,100	89,940
Part-Time	65,671	55,000	94,049
Student	42,647	30,000	48,510
Employee Benefits	126,526	87,500	136,634
Total Payroll	<u>406,835</u>	<u>293,200</u>	<u>439,288</u>
Advertising/Printing	120	0	3
Computer Lease	1,343	900	1,395
Depreciation	2,957	1,400	3,852
Dues/Memberships/Subscriptions	245	0	517
Employee Recruitment	0	0	150
Equipment Rental	11,149	8,300	29,319
Food Service Administration	37,947	54,000	36,061
Janitorial/Sanitation	636	500	217
Laundry	17,058	15,000	18,897
Licenses/Permits/Fees	423	500	454
Miscellaneous	989	1,000	919
Office Supplies	2,880	2,000	2,526
Paper Supplies	33,902	34,000	33,087
Repairs/Maintenance	5,952	4,000	3,304
Smallwares	5,784	2,500	12,004
Telephone/Communications	3,397	3,700	2,985
Travel/Training	704	300	130
Uniforms	2,932	3,000	2,453
Vehicle Expense	548	5,000	2,411
 <b>Total Operating Expenses</b>	 <u>535,800</u>	 <u>429,300</u>	 <u>589,972</u>
 <b>SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS</b>	 <u>\$ (78,187)</u>	 <u>\$ (39,300)</u>	 <u>\$ (55,785)</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES - COMMISSIONS**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Income:</b>			
Rentals:			
Golden One ATM	\$ 7,900	\$ 7,200	\$ -
Juice It Up-Ice	3,000	3,000	3,000
Planet Java	10,006	14,000	9,432
Vending Machines	14,956	18,000	14,495
<b>SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS</b>	<b>\$ 35,862</b>	<b>\$ 42,200</b>	<b>\$ 26,927</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES - DONATIONS**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Operating Expenses:</b>			
University Donations	\$ 78,571	\$ -	\$ 74,902
 <b>DEFICIT TO RESERVE FOR COMMERCIAL OPERATIONS</b>	 <u>\$ (78,571)</u>	 <u>\$ -</u>	 <u>\$ (74,902)</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY DINING SERVICES - LIBRARY CAFÉ - STARBUCKS  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Sales:</b>			
General	\$ 547,733	\$ 575,000	\$ 632,469
Less: Cost of Food Purchased	206,151	200,000	220,049
<b>Gross Profit on Sales</b>	<b>341,582</b>	<b>375,000</b>	<b>412,420</b>
<b>Operating Expenses:</b>			
Payroll:			
Monthly	37,986	38,000	36,991
Part-Time	24,745	26,000	19,559
Student	73,180	68,000	91,552
Employee Benefits	22,564	32,300	25,834
Total Payroll	158,475	164,300	173,936
Advertising/Printing	729	1,500	1,429
Amortization	3,000	3,000	3,000
Computer Lease	665	700	665
Credit Card Fees	9,241	7,600	12,300
Depreciation	40,907	40,900	40,907
Employee Recruitment	524	500	60
Food Service Administration	37,947	54,000	36,061
Janitorial/Sanitation	1,302	1,500	1,595
Laundry	2,484	2,200	1,849
Licenses/Permits/Fees	1,820	500	350
Miscellaneous	1,197	1,000	1,372
Non-Student Tax	0	500	0
Office Supplies	818	500	2,314
Over/Short	519	0	463
Paper Supplies	17,620	15,000	16,915
Postage/Freight	36	0	272
Repairs/Maintenance	819	1,000	1,480
Royalties	43,327	46,000	50,700
Smallwares	2,828	3,500	2,052
Telephone/Communications	189	250	168
Travel/Training	0	0	139
Uniforms	151	1,200	258
<b>Total Operating Expenses</b>	<b>324,598</b>	<b>345,650</b>	<b>348,285</b>
<b>SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS</b>	<b>\$ 16,984</b>	<b>\$ 29,350</b>	<b>\$ 64,135</b>

CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
 UNIVERSITY DINING SERVICES - SATELLITE UNION SNACK BAR  
 STATEMENT OF OPERATIONS  
 FOR THE YEARS ENDED JUNE 30, 2011 AND 2010

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Sales:</b>			
General	\$ 72,227	\$ 65,000	\$ 85,414
Less: Cost of Food Purchased	45,156	43,500	52,238
	27,071	21,500	33,176
<b>Gross Profit on Sales</b>			
	27,071	21,500	33,176
<b>Operating Expenses:</b>			
Payroll:			
Part-Time	8,170	7,500	8,327
Student	1,328	1,500	1,250
Employee Benefits	1,088	1,800	1,177
Total Payroll	10,586	10,800	10,754
Contract Services-USU Building Operations	900	900	900
Janitorial/Sanitation	4	0	0
Licenses/Permits/Fees	338	0	339
Non-Student Tax	0	100	0
Over/Short	90	0	23
Paper Supplies	1,545	1,250	1,648
Repairs/Maintenance	105	200	215
Telephone/Communications	0	100	0
USU-Rent for SSU	2,200	2,200	2,200
	15,768	15,550	16,079
<b>Total Operating Expenses</b>			
	15,768	15,550	16,079
<b>SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS</b>	\$ 11,303	\$ 5,950	\$ 17,097

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

**STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u>	<u>2010 - 11</u>	<u>2010 - 11</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
<b>Sales:</b>			
Beverages	\$ 17,103	\$ 20,000	\$ 14,073
Taco Bell Express	120,906	130,000	55,499
Total Sales	<u>138,009</u>	<u>150,000</u>	<u>69,572</u>
Less: Cost of Food Purchased	<u>46,383</u>	<u>48,000</u>	<u>24,949</u>
 <b>Gross Profit on Sales</b>	 91,626	 102,000	 44,623
 <b>Operating Expenses:</b>			
Payroll:			
Hourly	327	0	0
Monthly	5,491	0	7,455
Part-Time	20,592	24,000	15,478
Student	15,969	15,000	11,111
Employee Benefits	11,337	7,800	11,105
Total Payroll	<u>53,716</u>	<u>46,800</u>	<u>45,149</u>
Advertising/Printing	611	500	215
Depreciation	37,549	21,900	18,639
Food Services Administration	9,487	16,600	11,085
Janitorial/Sanitation	5,397	3,000	2,973
Laundry	0	300	0
Licenses/Permits/Fees	828	1,000	5,828
Miscellaneous	1,638	200	1,338
Non-Student Tax	1,130	1,200	569
Office Supplies	667	300	207
Over/Short	1	0	22
Paper Supplies	4,672	8,500	3,202
Repairs/Maintenance	8,364	2,500	3,634
Round Table	0	0	0
Taco Bell Express	8,713	9,100	3,885
Smallwares	759	500	2,418
Telephone/Communications	1,040	700	922
Travel/Training	0	0	129
Uniforms	262	500	792
Utilities	8,715	8,500	4,671
 <b>Total Operating Expenses</b>	 <u>143,550</u>	 <u>122,100</u>	 <u>105,678</u>
 <b>Other Income/(Expenses):</b>			
Gain/(Loss) on Sale of Assets	<u>0</u>	<u>0</u>	<u>(62,442)</u>
 <b>SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS</b>	 <u>\$ (51,924)</u>	 <u>\$ (20,100)</u>	 <u>\$ (123,497)</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES - UNIVERSITY DINING HALL**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Sales:</b>			
Contract Sales:			
Commuter Contracts	\$ 127,675	\$ 145,000	\$ 138,821
Guests	79,985	55,000	114,649
Contract Sales - Courtyard Residents	3,462,818	3,150,000	3,402,714
Summer Conferences - Non-Taxable	385,214	470,000	393,414
Summer Conferences - Taxable	47,927	40,000	42,393
Miscellaneous	386	0	343
Total Sales	<u>4,104,005</u>	<u>3,860,000</u>	<u>4,092,334</u>
Less: Cost of Food Purchased	<u>1,276,382</u>	<u>1,265,200</u>	<u>1,317,031</u>
<b>Gross Profit on Sales</b>	<b>2,827,623</b>	<b>2,594,800</b>	<b>2,775,303</b>
<b>Operating Expenses:</b>			
Payroll:			
Hourly	81,716	136,000	85,485
Monthly	106,841	82,400	111,456
Part-Time	432,185	400,000	417,976
Student	44,540	40,000	58,860
Employee Benefits	263,427	242,100	269,429
Total Payroll	<u>928,709</u>	<u>900,500</u>	<u>943,206</u>
Advertising/Printing	1,695	2,500	1,283
Allowance for Uncollectible Expense	9,826	0	32,158
Computer Lease	455	500	481
Credit Card Fees	50,099	40,000	64,760
Depreciation	96,936	95,200	117,464
Employee Recruitment	0	0	75
Equipment Rental	1,044	3,000	153
Food Service Administration Expense	317,810	581,800	388,520
Housing Incentives	9,643	0	0
Interest Expense - Energy Retrofit	3,283	7,500	307
Janitorial/Sanitation	32,082	40,000	23,208
Laundry	13,482	12,000	15,753
Licenses/Permits/Fees	7,207	7,500	978
Meal Cards	(210)	0	69
Miscellaneous	2,287	1,500	4,069
Office Supplies/Décor	3,521	3,000	2,453
Over/Short	(35)	0	(21)
Paper Supplies	40,719	41,000	39,660
Postage/Freight	45	0	227
Repairs/Maintenance	111,145	90,000	131,890
Resident Advisor Meals	85,061	40,000	92,041
Smallwares	24,291	20,000	19,128
Software Maintenance Fees _CBORD OPCS	5,877	5,500	6,181

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES - UNIVERSITY DINING HALL**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Operating Expenses (Continued):</b>			
Telephone/Communications	1,539	2,500	1,408
Travel/Training	1,049	250	1,818
Uniforms	2,332	1,000	2,463
Utilities	168,061	175,000	146,969
Vehicle Expense	220	0	0
Warehouse Expense	(3,197)	0	2,562
	1,914,976	2,070,250	2,039,263
<b>Total Operating Expenses</b>			
 <b>SURPLUS TO RESERVE FOR COMMERCIAL OPERATIONS</b>	<b>\$ 912,647</b>	<b>\$ 524,550</b>	<b>\$ 736,040</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY DINING SERVICES - UNIVERSITY RESTAURANT  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Sales:</b>			
Beverages - Alcoholic	\$ 120	\$ -	\$ 257
Food/Beverages	28,798	30,000	35,580
Total Sales	28,918	30,000	35,837
Less: Cost of Food Purchased	14,365	17,000	15,160
 <b>Gross Profit on Sales</b>	 14,553	 13,000	 20,677
 <b>Operating Expenses:</b>			
Payroll:			
Hourly	9,551	19,900	8,914
Monthly	4,009	3,800	14,956
Part-Time	12,375	15,000	7,696
Student	2,981	2,200	3,874
Employee Benefits	8,339	18,040	16,315
Total Payroll	37,255	58,940	51,755
Advertising/Printing	29	250	0
Depreciation	6,115	4,500	5,369
Food Services Administration	4,744	8,300	5,543
Janitorial/Sanitation	4,404	2,500	2,968
Laundry	3,177	4,000	2,792
Licenses/Permits/Fees	719	0	719
Miscellaneous	238	100	49
Office Supplies	312	300	619
Over/Short	(13)	0	(1)
Paper Supplies	505	1,000	734
Repairs/Maintenance	4,379	3,000	4,633
Smallwares	343	500	1,063
Telephone/Communications	1,031	500	992
Travel/Training	0		129
Utilities	2,982	3,000	1,685
Total Operating Expenses	 66,220	 86,890	 79,049
 <b>DEFICIT TO RESERVE FOR COMMERCIAL OPERATIONS</b>	 <b>\$ (51,667)</b>	 <b>\$ (73,890)</b>	 <b>\$ (58,372)</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY DINING SERVICES - USU FOOD COURT  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u>	<u>2010 - 11</u>	<u>2010 - 11</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
<b>Sales:</b>			
Beverages	\$ 243,582	\$ 225,000	\$ 259,611
Chick-fil-A	160,763	200,000	187,692
Panda Express Commissions	17,494	16,000	19,717
Panda Express Rent	24,000	24,000	24,000
Subway	539,474	450,000	564,835
Total Sales	<u>985,313</u>	<u>915,000</u>	<u>1,055,855</u>
Less: Cost of Food Purchased	<u>336,125</u>	<u>338,600</u>	<u>353,200</u>
<b>Gross Profit on Sales</b>	<b>649,188</b>	<b>576,400</b>	<b>702,655</b>
<b>Operating Expenses:</b>			
Payroll:			
Hourly	14,729	25,500	21,980
Monthly	33,253	33,000	34,347
Part-Time	109,021	90,000	113,733
Student	78,286	65,000	73,303
Employee Benefits	56,733	58,100	60,564
Total Payroll	<u>292,022</u>	<u>271,600</u>	<u>303,927</u>
Advertising:			
Other	592	2,500	1,113
Subway	23,715	18,000	24,707
Amortization:			
Subway Franchise Fee	500	500	1,492
Computer Lease	1,418	1,500	1,473
Contract Services-USU Building Operations	20,300	20,300	20,300
Depreciation	58,485	56,900	56,907
Food Services Administration	47,434	83,100	55,493
Janitorial/Sanitation	4,071	2,000	3,239
Laundry	3,615	2,500	3,887
Licenses/Permits/Fees	836	500	836
Miscellaneous	1,907	500	1,458
Non-Student Tax	7,721	6,300	8,268
Office Supplies	2,117	2,000	1,264
Over/Short	423	0	52
Paper Supplies	22,366	30,000	30,792
Postage/Freight	15	1,000	214
Repairs/Maintenance	8,704	10,000	21,069

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES - USU FOOD COURT**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u>	<u>2010 - 11</u>	<u>2010 - 11</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
<b>Operating Expenses (Continued):</b>			
Royalties:			
Chick-fil-A	16,076	20,000	18,769
Subway	43,827	36,000	43,883
Smallwares	2,372	2,500	8,493
Telephone/Communications	1,899	2,500	2,022
Travel/Training	678	0	137
Uniforms	1,317	1,000	1,170
University Student Union Rent	51,000	51,000	51,000
	<hr/>	<hr/>	<hr/>
<b>Total Operating Expenses</b>	613,410	622,200	661,965
	<hr/>	<hr/>	<hr/>
<b>SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS</b>	<b>\$ 35,778</b>	<b>\$ (45,800)</b>	<b>\$ 40,690</b>
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY DINING SERVICES - UNION SNACK BAR  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>Sales:</b>			
General	\$ 251,712	\$ 265,000	\$ 258,895
Bakery	0	6,000	0
Ice Cream	0	3,000	0
Juice It Up Commission	10,731	23,000	13,975
Total Sales	<u>262,443</u>	<u>297,000</u>	<u>272,870</u>
Less: Cost of Food Purchased	<u>119,718</u>	<u>117,000</u>	<u>132,361</u>
<b>Gross Profit on Sales</b>	<b>142,725</b>	<b>180,000</b>	<b>140,509</b>
<b>Operating Expenses:</b>			
Payroll:			
Hourly	2,829	0	2,086
Monthly	5,826	5,800	5,834
Part-Time	29,388	30,000	29,643
Student	35,835	34,000	31,150
Employee Benefits	10,563	15,300	11,905
Total Payroll	<u>84,441</u>	<u>85,100</u>	<u>80,618</u>
Advertising/Printing	22	100	4
Contract Services-USU Building Operations	8,800	8,800	8,800
Depreciation	4,213	4,100	4,059
Discounts Earned/Lost	(69)	0	(63)
Food Services Administration	9,487	16,600	11,085
Janitorial/Sanitation	779	1,000	574
Licenses/Permits/Fees	544	600	544
Miscellaneous	57	100	0
Non-Student Tax	2,048	1,800	2,117
Office Supplies	144	300	99
Over/Short	104	0	(45)
Paper Supplies	10,793	11,000	13,038
Postage/Freight	0	0	20
Repairs/Maintenance	923	1,000	1,099
Smallwares	606	1,000	7
Telephone/Communications	355	500	357
Uniforms	0		95
University Student Union Rent	21,800	21,800	21,800
<b>Total Operating Expenses</b>	<u>145,047</u>	<u>153,800</u>	<u>144,208</u>
<b>SURPLUS/(DEFICIT) TO RESERVE FOR COMMERCIAL OPERATIONS</b>	<u>\$ (2,322)</u>	<u>\$ 26,200</u>	<u>\$ (3,699)</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY DINING SERVICES - WAREHOUSE**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>INCOME:</b>			
<b>EXPENSES:</b>			
Payroll			
Employee Benefits	\$ 1,334	\$ -	\$ 1,334
Total Payroll	1,334	0	1,334
Exterminator			
Insurance			
Inventory Variance	(9,626)	0	(2,906)
Janitorial/Sanitation	916	0	860
Miscellaneous	392	0	45
Office Supplies	14	0	111
Repairs/Maintenance	3,528	0	2,074
Telephone/Communications	0	0	164
Vehicle Expense	247	0	880
<b>Total Expenses</b>	(3,197)	0	2,562
<b>Warehouse Allocated to Units</b>	(3,197)	0	2,562
 <b>ALLOCATIONS:</b>			
Residence Dining Facility	(3,197)	0	2,562
<b>Total Warehouse Allocated</b>	\$ (3,197)	\$ -	\$ 2,562

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY STUDENT UNION  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u>	<u>2010 - 11</u>	<u>2010 - 11</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
<b>INCOME:</b>			
Building Operations - Custodial	\$ 43,715	\$ 40,000	\$ 43,447
General	2,080,839	1,901,400	1,719,537
Information Center/Reservations	13,690	15,400	15,254
Post Office	28,401	26,700	26,426
Union Productions	19,413	7,100	23,855
Recreation	292,425	315,800	323,325
Satellite Student Union	91,217	91,000	105,028
	<hr/>	<hr/>	<hr/>
Total Income	2,569,700	2,397,400	2,256,873
 <b>DISBURSEMENTS:</b>			
Building Operations	569,445	601,900	550,592
General	1,048,696	1,205,050	1,221,126
Graphics	4,531	0	2,851
Information Center/Reservations	103,108	119,300	110,498
Post Office	17,727	19,300	17,684
Union Productions	174,423	190,450	179,017
Recreation	182,197	172,000	165,662
Satellite Student Union	93,918	89,400	99,950
	<hr/>	<hr/>	<hr/>
Total Disbursements	2,194,045	2,397,400	2,347,380
 <b>SURPLUS TO RESERVE FOR UNIVERSITY STUDENT UNION</b>			
	<hr/> <u>\$ 375,655</u>	<hr/> <u>\$ -</u>	<hr/> <u>\$ (90,507)</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY STUDENT UNION - BUILDING OPERATIONS - CUSTODIAL/MAINTENANCE  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u> <u>ACTUAL</u>	<u>2010 - 11</u> <u>BUDGET</u>	<u>2010 - 11</u> <u>ACTUAL</u>
<b>INCOME:</b>			
USU Custodial Services	\$ 43,715	\$ 40,000	\$ 43,447
<b>DISBURSEMENTS:</b>			
Payroll:			
Monthly	168,022	82,000	149,722
Hourly	83,606	192,000	79,438
Student	86,471	102,000	83,113
Employee Benefits	138,327	133,000	132,313
Total Payroll	<u>476,426</u>	<u>509,000</u>	<u>444,586</u>
Capital Equipment	0		3,163
Computer Lease	927	900	894
Custodial Supplies	34,379	37,000	29,722
Employee Procurement	40	0	684
Miscellaneous	0	0	0
Repairs/Maintenance	28,867	30,000	44,294
Service Contracts	28,806	25,000	27,249
Travel/Training	0	0	0
Utilities	0	0	0
Total Disbursements	<u>569,445</u>	<u>601,900</u>	<u>550,592</u>
<b>NET DEFICIT</b>	<u>\$ (525,730)</u>	<u>\$ (561,900)</u>	<u>\$ (507,145)</u>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY STUDENT UNION - GENERAL  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<b>2009 - 10</b>	<b>2010 - 11</b>	<b>2010 - 11</b>
	<b>ACTUAL</b>	<b>BUDGET</b>	<b>ACTUAL</b>
<b>INCOME:</b>			
USU Fees Returned to Operations	\$ 1,925,000	\$ 1,750,000	\$ 1,575,000
Commercial Leased Space - Food Service	75,000	75,000	75,000
Commercial Leased Space - Pavilion	42,975	40,200	43,575
Donation-Associated Students	0	7,800	0
Graphics Arts Services	1,512	0	3,488
Interest Income	12,088	16,000	6,526
Miscellaneous	748	0	728
Space Rental - USU Rooms	14,926	2,200	4,800
Support Services - ATM	6,079	7,200	7,800
Support Services - Copy Machine	2,511	3,000	2,620
	<hr/>	<hr/>	<hr/>
Total Income	2,080,839	1,901,400	1,719,537
<b>DISBURSEMENTS:</b>			
Payroll:			
Monthly	170,397	201,500	184,400
Hourly	11,080	0	5,135
Student-Graphics	292	6,000	11,484
Employee Benefits	93,900	98,400	51,207
Actual Retired Employee Benefits	59,732	67,400	64,405
Accrued Retired Employee Benefits	(50,780)	0	112,517
Total Payroll	<hr/>	<hr/>	<hr/>
Advertising/Printing	4,583	5,000	2,488
Art Fund	0	0	(5)
Capital Equipment	22,113	0	14,121
Chancellor's Office Centrally Paid Costs	1,221	500	0
Computer Lease	5,234	6,000	6,368
Contingency Fund/Contingency Reserve	270	7,600	0
Co-Sponsorships	13,321	0	7,046
Depreciation	12,848	29,650	25,972
Dues/Memberships/Subscriptions	6,283	3,000	7,681
Employee Recruitment	125	0	412
Insurance	19,720	20,600	19,868

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY STUDENT UNION - GENERAL  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	<u>2009 - 10</u> <u>ACTUAL</u>	<u>2010 - 11</u> <u>BUDGET</u>	<u>2010 - 11</u> <u>ACTUAL</u>
<b>Operating Expenses (Continued):</b>			
License, Permits, Fees	0		158
Management Services Agreement Fee	214,462	300,000	255,388
Miscellaneous	204	0	436
Office Supplies	1,416	2,000	2,440
Postage	811	500	276
Printing	831	0	0
Professional Development	1,559	0	40
Repairs/Maintenance	383	0	4,261
Save Mart Center Student Seat Licenses	300,000	300,000	300,000
Security Services	38,469	35,000	41,325
Service Contracts	5,320	6,000	5,147
Telephone/Communications	5,671	9,000	5,648
Travel/Training	2,450	400	2,418
Uncollectible Debt	80	0	0
Uniforms	1,114	500	1,076
Utilities	105,587	106,000	89,413
	<hr/>	<hr/>	<hr/>
Total Disbursements	1,048,696	1,205,050	1,221,125
	<hr/>	<hr/>	<hr/>
<b>NET SURPLUS</b>	<b>\$ 1,032,143</b>	<b>\$ 696,350</b>	<b>\$ 498,412</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY STUDENT UNION - INFORMATION CENTER/RESERVATIONS  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>INCOME:</b>			
Support Services			
Information Center Commissions	\$ 10,235	\$ 10,300	\$ 12,349
Fax Machine	75	100	45
Graphic Arts Services	-	3,000	-
Satellite Box Office	3,380	2,000	2,860
Total Income	13,690	15,400	15,254
 <b>DISBURSEMENTS:</b>			
Payroll:			
Monthly	37,425	36,600	37,077
Hourly	86	0	813
Student	34,143	45,500	38,470
Employee Benefits	25,125	32,000	28,624
Total Payroll	96,780	114,100	104,984
Advertising/Printing	1,580	500	695
Computer Lease	1,774	2,100	1,962
Dues/Memberships/Subscriptions	0	0	0
Miscellaneous	60	100	60
Office Supplies	2,147	1,500	1,854
Over/Short	(57)	0	391
Service Contracts	527	1,000	527
Travel/Training	0	0	0
Uncollectible Debt	297	0	25
Total Disbursements	103,108	119,300	110,498
<b>NET DEFICIT</b>	<b>\$ (89,418)</b>	<b>\$ (103,900)</b>	<b>\$ (95,244)</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY STUDENT UNION - POST OFFICE  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>INCOME:</b>			
US Post Office Commissions	\$ 5,603	\$ 3,700	\$ 3,208
Other Commissions (Key Control)	20,000	20,000	20,000
Packing Supplies	2,786	3,000	3,218
Sales (Non-Taxable)	11	0	0
Total Income	28,401	26,700	26,426
<b>DISBURSEMENTS:</b>			
Payroll:			
Student	13,737	15,000	13,534
Employee Benefits	982	1,200	847
Total Payroll	14,719	16,200	14,381
Advertising/Printing	1	0	0
Office Supplies	1,043	800	681
Over/Short	20	1,500	2
Packaging Supplies	1,295	0	1,665
Postal Bond	100	100	0
Repair & Maintenance	0		49
Service Contracts	549	700	906
Total Disbursements	17,727	19,300	17,684
<b>NET SURPLUS</b>	<b>\$ 10,674</b>	<b>\$ 7,400</b>	<b>\$ 8,742</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY STUDENT UNION - UNION PRODUCTIONS  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>INCOME:</b>			
Program Activities			
B.A.G. of Laughs	\$ 445	\$ 200	\$ 709
Big Screen	883	200	898
Concerts/The Music Scene	0	200	8,197
Leadership	3,275	0	750
Fresno State Welcome	3,600	0	2,500
Homecoming	693	0	0
Performing Arts/Center Stage	3,249	1,500	3,206
Recreation	4,633	4,000	6,705
Special Events	2,635	1,000	890
	19,413	7,100	23,855
Total Income			
<b>DISBURSEMENTS:</b>			
Payroll:			
Monthly	59,422	68,600	65,079
Employee Benefits	24,251	30,600	33,617
Total Payroll	83,673	99,200	98,696
Advertising/Printing	1,669	2,000	734
Celebrations/Festivals	1,333	4,500	2,844
Comedy/B.A.G. of Laughs	3,415	3,500	3,249
Computer Lease	2,102	2,000	2,157
Concerts/The Music Scene	16,083	17,950	17,664
Co-Sponsorships	0	5,600	0
Dues/Memberships/Subscriptions	944	1,000	944
Films/Videos/Big Screen	9,550	9,000	6,878
Fresno State Welcome	6,554	0	3,726
Homecoming/Spirit	4,796	5,000	4,179
Leadership	5,350	4,000	4,673
Marketing/Promotions	1,547	0	990
Office Supplies	649	1,500	567
Performing Arts/Center Stage	18,746	16,200	13,836
Recreation/Leisure	7,232	7,000	6,980
Repairs & Maintenance	563	0	0
Special Events	2,665	3,500	3,636
Today's Issues/The Point	325	2,000	1,591
Travel/Training	7,227	6,500	5,673
	174,423	190,450	179,017
Total Disbursements			
<b>NET DEFICIT</b>	<b>\$ (155,010)</b>	<b>\$ (183,350)</b>	<b>\$ (155,162)</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY STUDENT UNION - RECREATION CENTER  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>INCOME:</b>			
Recreation and Leisure Activities:			
Billiards	\$ 47,035	\$ 55,000	\$ 49,210
Bowling	182,339	190,000	206,428
Coin-Op Games	4,315	5,000	3,846
Locker Rentals	681	800	707
Pinball/Video	11,688	20,000	11,213
Promotional Events	11,535	14,000	12,231
Shoe Rentals	29,652	25,000	35,238
Xbox	5,181	6,000	4,452
Total Income	292,425	315,800	323,325
 <b>EXPENSES:</b>			
Payroll:			
Monthly	48,578	48,600	48,578
Hourly	7,948	9,000	15,782
Part-Time	0	0	515
Student	51,376	47,500	44,619
Employee Benefits	24,946	26,000	25,019
Total Payroll	132,848	131,100	134,513
Advertising/Printing	1,813	1,500	1,540
Billiard Supplies	708	600	574
Bowling Supplies	6,057	4,000	6,207
Coin-Op/Video Game Supplies	2,217	3,500	2,031
Computer Lease	1,415	1,000	963
Credit Card Fees	3,579	3,000	4,745
Dues/Memberships/Subscriptions	540	300	0
Miscellaneous	192	100	0
Office Supplies	771	1,000	1,467
Over/Short	471	0	24
Repairs/Maintenance	14,716	15,000	10,794
Service Contracts	14,986	8,200	1,008
Special Events-Parties/Groups	1,806	2,700	1,796
Uncollectible Debt	77	0	0
Total Disbursements	182,197	172,000	165,662
<b>NET SURPLUS</b>	<b>\$ 110,228</b>	<b>\$ 143,800</b>	<b>\$ 157,663</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**UNIVERSITY STUDENT UNION - GRAPHICS**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>EXPENSES:</b>			
Payroll:			
Student	\$ 1,886	\$ -	\$ 2,708
Employee Benefits	167	0	143
Total Payroll	2,053	0	2,851
Office Supplies	2,478	0	0
Total Disbursements	4,531	0	2,851
<b>NET DEFICIT</b>	<b>\$ (4,531)</b>	<b>\$ -</b>	<b>\$ (2,851)</b>

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
UNIVERSITY STUDENT UNION - SATELLITE STUDENT UNION  
STATEMENT OF OPERATIONS  
FOR THE YEARS ENDED JUNE 30, 2011 AND 2010**

	2009 - 10 ACTUAL	2010 - 11 BUDGET	2010 - 11 ACTUAL
<b>INCOME:</b>			
Equipment Rental	\$ 20,445	\$ 18,000	\$ 23,380
Space Rental	52,222	55,000	60,760
Technicians	18,550	18,000	20,888
Total Income	91,217	91,000	105,028
<b>DISBURSEMENTS:</b>			
Payroll:			
Monthly	50,768	51,000	52,919
Student	12,529	9,200	12,449
Employee Benefits	21,277	21,000	23,005
Total Payroll	84,574	81,200	88,373
Capital Equipment	0	0	726
Computer Lease	641	1,200	669
Miscellaneous	90	0	0
Repairs/Maintenance	8,553	7,000	10,182
Bad Debt	60	0	0
Total Disbursements	93,918	89,400	99,950
<b>NET DEFICIT</b>	<b>\$ (2,701)</b>	<b>\$ 1,600</b>	<b>\$ 5,078</b>