

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

**2010-11  
Budget**

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**2010-11 BUDGET**  
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**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.  
2010-11 Budget**

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

Kennel Bookstore  
Save Mart Center  
University Dining Services  
University Courtyard (Housing)

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

Other services provided by the Association include accounting and fiscal management services for the California State University, Fresno Foundation, The Agricultural Foundation of California State University, Fresno, Associated Students, Inc. of California State University, Fresno, Fresno State Programs for Children, Inc., and The Maddy Institute. The University’s Vice President for Administration/Chief Financial Officer serves as the chairperson of the Association’s Board of Directors which ensures proper campus oversight of these requirements.

## **ADMINISTRATION**

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

### **2009-10 ACCOMPLISHMENTS**

1. Completed implementation of the Records Retention Management Program including improved security and organization of records stored at the Warehouse.
2. Completed the Mitigated Negative Declaration for the Jordan Agricultural Research Building (JARB).
3. Continue to administer the development and construction activities associated with Campus Pointe.

### **2010-11 GOALS**

1. Revise the Fixed Asset tracking system for more efficient integration within JD Edwards.
2. Update the Corporation Handbook for the Board of Directors.
3. Implement the first phase of the automated time management system.

## **HUMAN RESOURCES**

The Human Resources Department provides training, education, and guidance for all employees in an effort to promote an understanding of our corporate culture, workplace safety, and corporate policies and procedures. We support equal employment opportunity in an effort to cultivate and perpetuate a diverse work environment.

### **2009-10 ACCOMPLISHMENTS:**

1. Created a more streamlined and efficient accident investigation process for workers' compensation claims.
2. Provided more in-depth, location specific safety training for all areas within Dining Services to decrease first aid claims.
3. Implemented new recruitment vehicles at lower costs.
4. Created a library for employee training on policies, procedures, and supervisory responsibilities.

### **2010-11 GOALS**

1. Create a safety training presentation for custodial/janitorial employees in order to improve employee safety on the job.
2. Create a more streamlined new hire/rehire process in order to ensure efficiency.
3. Continue to promote professional development and training opportunities for staff.
4. Research and implement a more efficient record keeping system for personnel documents.
5. Reduce the amount of paperwork and approvals required for new hire/rehire processes.

## **MANAGEMENT INFORMATION SYSTEMS**

The Management Information Systems (MIS) Department is responsible for providing technical and programming support for all electronic information systems including software and hardware.

### **2009-10 ACCOMPLISHMENTS**

1. Completed the network infrastructure modernization project in all Auxiliary buildings (Association, Foundation, Bookstore, SSU, USU, RDF, and the Atrium).
2. Completed the transition to the campus collaboration suite, Zimbra, for all Association employees.
3. Assisted the campus with the planning and deployment of new phones for all Association operating units.
4. Designed and implemented a Microsoft ESF solution that allows all Auxiliary users to easily encrypt files and folders on their computers.
5. Completed the Tangent POS upgrade, including adding credit card machines for Savor at the Save Mart Center.
6. Provided support for the setup of Chegg textbook rental kiosks in the Kennel Bookstore.
7. Setup a secure method to perform encrypted network transfers for payments from the University Advancement office to the Foundation (via JD Edwards).

### **2010-11 GOALS**

1. Partner with unit directors to ensure successful implementation of various information systems, applications, and software upgrades.
2. Coordinate the completion of the Association's annual desktop computer lease rotations (anticipating 80 replacements, including computers at the Save Mart Center and the Student Recreation Center).
3. Analyze and plan for the consolidation of Save Mart Center file/email servers.
4. Complete an analysis of the telephone system and network at the Save Mart Center.
5. Analyze and develop an implementation plan for upgrades of JD Edwards.
6. Plan and implement an online time-management system that includes effort reporting functionality.

7. Assist Campus Information Systems (CIS) with the planning and deployment of Blackboard Transaction System for POS within Association units.
8. Complete the evaluation of CBORD Accounts Receivables module

## **KENNEL BOOKSTORE**

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

### **2009-10 ACCOMPLISHMENTS**

1. Partnered with the number one textbook rental company in the world – Chegg.com – to provide textbook rental services to our students. We were the first bookstore in the nation to arrange such a partnership. As a result of the partnership, the Kennel Bookstore was able to offer Fresno State students 80% of the titles used in classes as a rentals. Over 1,800 of our students have participated in the program.
2. Worked closely with the campus to ensure that Fresno State meets the requirements of the Higher Education Opportunity Act (effective in July 2010). This work will have a positive effect on our students beginning in fall 2010.
3. Continued to work closely with the University and the ATI committee to increase the number of faculty textbook adoptions received on a timely basis. Improved textbook adoption allows our students to save by receiving more cash for their books at buyback, as well as being able to save 25% off textbooks by purchasing them in used condition.

### **2010-11 GOALS**

1. Continue to work with Chegg to develop a stronger textbook rental program. At this time, the bookstore is able to offer Fresno State students 805 of Chegg's titles for rent – and we hope to expand that. Explore offering textbook rental drop offs at the Bookstore, allowing rentals to be shipped directly to the Bookstore, and other possibilities.
2. Investigate and implement ways to sell more textbooks on the Internet. Explore different avenues to sell textbooks that have no value to wholesalers and/or are books from cancelled classes that cannot be returned to the publisher.
3. Continue to assist the campus in meeting the Higher Education Opportunity Act that becomes effective July 2010.

## UNIVERSITY COURTYARD

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

### 2009-10 ACCOMPLISHMENTS

1. Opened in fall 2009 with over 100% occupancy, including accommodation of some residents in temporary spaces at the Piccadilly Inn. Maintained 99% occupancy level during the academic year.
2. Underwent process redesign of accounting procedures to streamline existing processes and eliminated non-value added tasks.
3. Launched a new Residential Life campaign called “Every Grade Point Counts” in which we met with every student and discussed their grades and available campus resources, had 57% of our students maintain a 3.0 or higher for the fall semester, and subsequently met with every student who fell below 1.5 GPA. Our Residential Life programs reached 6,198 students and expanded to include new academic, wellness, diversity, drug and alcohol, and UC Best committees.
4. Retained 88% of the summer conferences held in 2009, provided overnight accommodations for approximately 4,300 guests, developed a Summer Conference Master Calendar to enhance communication between departments, and condensed training from 12 weeks to 1 week (saving approximately \$8,000).
5. Utilized a consistent marketing brand and set guidelines for the use of all University Courtyard images and logo(s), developed and implemented multiple marketing campaigns, redesigned the University Courtyard Application Brochure, and participated in Dog Days, University Preview Day, Welcome Week, Safari, Counselor Conference, Honors Information Days and Resident Appreciation Day. All of this was accomplished while we reduced the amount of printed materials and shifted towards the use of online resources.
6. Completed a number of capital improvement projects.

### 2010-11 GOALS:

1. Implement online chats and various Internet streaming services to better serve our customers in more timely communication forms.
2. Implement a new welcome program by asking the faculty and staff to engage our residents and create a connection to the campus.

3. Continue to write procedure manuals for all positions within University Courtyard.
4. Continue to build our “Courtyard Best” program in its efforts to engage students in sustainability.
5. Improve efficiency, planning, and quality of all projects, events, and activities.

## **UNIVERSITY DINING SERVICES**

University Dining Services mission is to meet the dining service needs for the University. This is achieved by offering a variety of branded concepts and restaurants. University Dining Services will continue to grow and change to meet the needs of our campus community. University Dining Services operates University Catering, University Dining Hall, University Restaurant, The Bucket Grill and Pub, Taco Bell Express, Subway, Chick Fil A, The Union Snack Bar, and other satellite locations.

### **2009-10 ACCOMPLISHMENTS**

1. Completed construction of the new exterior ramp and remodel of south restrooms to meet ADA requirements at the University Dining Hall.
2. Continued to expand participation in campus recycling and farm compost programs.
3. Continued to work with the Food Services Advisory Committee to evaluate dining services options and identify new concepts and opportunities for our campus community.

### **2010-11 GOALS**

1. Improve quality and consistency of menu offerings at the University Dining Hall and catering events.
2. Reorganize University Catering with the retirement of the Catering Manager and the reduction in revenues due to the economy and the University's fiscal challenges.
3. Continue to balance operating hours with fiscal viability and campus needs.

## **UNIVERSITY STUDENT UNION**

The University Student Union strives to meet the needs of our diverse campus community by offering a variety of services, facilities, programs, and events in an inviting and collegiate atmosphere. The University Student Union is committed to fostering student success by providing a positive learning environment. This is achieved through volunteer leadership experiences, educational events, recreation and leisure activities, cultural programs, and student employment opportunities.

### **2009-10 ACCOMPLISHMENTS**

1. Provided over 3,300 reservations in the USU, 280 reservations in SSU, and 1,400 reservations in the Bowling Recreation Center.
2. Partnered with Associated Students, Inc. in facilitating Speed Networking with Administrators for student leaders where we trained over 150 student leaders.
3. Launched and coordinated the extended model of Fresno State Welcome: the WAG Pack student welcome team.
4. Collaborated with an interior design class on a project to recommend interior design changes for the USU meeting rooms that coincides with the naming of the rooms.
5. Collaborated in supporting Vintage Days 2010.
6. Coordinated the reassignment of over 650 meetings to alternative meeting rooms when the USU elevator was shut down for repairs and helped secure support and assistance for clients to ensure that their needs were met.
7. Completed several capital improvements, including a repair of the USU elevator and the installation of new carpet and a lane machine in the University Student Union Recreation Center.

### **2010-11 GOALS**

1. Launch the first phase of the Co-Curricular Leadership Certificate.
2. Continue to evolve the new Fresno State Welcome (WAG) program.
3. Redesign web presence to reflect current programs and services of the Office of Student Involvement
4. Develop a marketing plan for the both the University Student Union's and Satellite Student Union's programs and services.

5. Implement new people counters to provide more accurate information to management.
6. Update pie chart of “How Your USU Fee Dollars Are Used”.
7. Secure contract(s) for new vendors in the Pavilion in order to enhance revenues.

## **STUDENT RECREATION CENTER**

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

### **2009-10 ACCOMPLISHMENTS**

1. Performed an assessment of student learning outcomes for each of our service areas. Results will be analyzed and completed in June 2010.
2. Provided information tables at the Graduate Student Orientation, New Faculty Orientation, International Student Orientation, Housing Information Fair, Safari, Student Services EXPO, Benefits Fair, Fall Harvest (formerly known as Wicked Wellness Fair), and University Health & Wellness Fair.
3. Offered 31 group fitness classes per week.
4. Offered 25 different intramural team and individual/dual sports.
5. Continued to explore opportunities to promote fitness and wellness to the campus community outside of the Student Recreation Center.

### **2010-11 GOALS**

1. Continue to maintain/increase the number of user visits through ongoing service and support of our participants.
2. Continue to evolve in the programs that we offer in the area of intramurals sports and fitness.
3. Collaborate with Wellness Services, the Department of Kinesiology, and other health professionals' groups on campus to deliver a healthy and fit message to the campus community.

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC.**  
**BUDGET SUMMARY**  
**2010-11**

	REVENUES	EXPENSES	SURPLUS/ (DEFICIT)
<b>Administration</b>			
Administration	2,317,800	1,391,700	926,100
Human Resources	0	348,100	(348,100)
Management Information Systems	0	425,600	(425,600)
Donations	0	160,000	(160,000)
<b>Subtotal</b>	<b>2,317,800</b>	<b>2,325,400</b>	<b>(7,600)</b>
<b>Kennel Bookstore:</b>			
Bookstore	9,637,000	9,065,900	571,100
Copy Center	432,000	321,250	110,750
<b>Subtotal</b>	<b>10,069,000</b>	<b>9,387,150</b>	<b>681,850</b>
<b>Student Recreation Center</b>	<b>1,328,900</b>	<b>1,328,900</b>	<b>0</b>
<b>University Courtyard</b>	<b>5,280,413</b>	<b>4,471,620</b>	<b>808,793</b>
<b>University Food Services:</b>			
The Bucket Grill & Pub	69,900	125,800	(55,900)
Catering	390,000	429,300	(39,300)
Commissions	42,200	0	42,200
Library Starbucks	375,000	345,650	29,350
Satellite Union Snack Bar	21,500	15,550	5,950
UC Food Court	102,000	122,100	(20,100)
University Dining Hall	2,594,800	2,070,250	524,550
University Restaurant	13,000	86,890	(73,890)
USU Food Court	576,400	622,200	(45,800)
The Union Snack Bar	180,000	153,800	26,200
<b>Subtotal</b>	<b>4,364,800</b>	<b>3,971,540</b>	<b>393,260</b>
<b>University Student Union:</b>			
Building Ops-Maint & Custodial	40,000	601,900	(561,900)
General	1,901,400	1,205,050	696,350
Information Center/Reservations	15,400	119,300	(103,900)
USU Post Office	26,700	19,300	7,400
USU Productions	7,100	190,450	(183,350)
Recreation Center	315,800	172,000	143,800
Satellite Student Union	91,000	89,400	1,600
<b>Subtotal</b>	<b>2,397,400</b>	<b>2,397,400</b>	<b>0</b>
<b>TOTAL (without SMC)</b>	<b>\$ 25,758,313</b>	<b>\$ 23,882,010</b>	<b>\$ 1,876,303</b>
<b>Save Mart Center<sup>1</sup>:</b>	<b>7,552,834</b>	<b>12,683,215</b>	<b>(5,130,381)</b>
<b>TOTAL (with SMC)</b>	<b>\$ 33,311,147</b>	<b>\$ 36,565,225</b>	<b>\$ (3,254,079)</b>
<sup>1</sup> Surplus before non-cash expenses			

**CALIFORNIA STATE UNIVERSITY, FRESNO ASSOCIATION, INC**  
**SURPLUS/(DEFICIT) SUMMARY**  
**2010-11**

	2007-08	2008-09	2009-10	2010-11
<b>Operating Budgets:</b>	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>Administration</b>				
Administration	847,585	668,790	840,900	926,100
Human Resources	(211,218)	(186,493)	(196,100)	(348,100)
Management Information Systems	(462,392)	(419,779)	(461,800)	(425,600)
University Donations	(189,995)	(62,518)	(183,000)	(160,000)
<b>Total Administration</b>	<b>(16,020)</b>	<b>0</b>	<b>0</b>	<b>(7,600)</b>
<b>Kennel Bookstore:</b>				
Bookstore	739,323	1,187,863	519,834	571,100
Copy Center	106,846	123,948	131,700	110,750
<b>Subtotal</b>	<b>846,169</b>	<b>1,311,811</b>	<b>651,534</b>	<b>681,850</b>
<b>Student Recreation Center</b>	<b>(48,576)</b>	<b>158,357</b>	<b>0</b>	<b>0</b>
<b>University Courtyard</b>	<b>738,086</b>	<b>1,191,439</b>	<b>305,054</b>	<b>808,793</b>
<b>University Food Services:</b>				
The Bucket Grill & Pub	(120,453)	(85,981)	(59,715)	(55,900)
Catering	(5,979)	(64,211)	(56,550)	(39,300)
Commissions	41,549	53,868	42,200	42,200
Courtyard Express	(11,168)	0	0	0
Library Café/Starbucks	370	(50,870)	55,800	29,350
Satellite Union Snack Bar	3,498	15,452	15,030	5,950
UC Food Court	(70,494)	(76,121)	(42,180)	(20,100)
University Dining Hall	513,874	858,045	419,393	524,550
University Restaurant	(82,504)	(55,595)	(46,070)	(73,890)
USU Food Court	(164,262)	(31,423)	(61,500)	(45,800)
The Union Snack Bar	(31,162)	10,005	25,268	26,200
University Donations	(74,460)	(108,147)	0	0
<b>Subtotal</b>	<b>(1,191)</b>	<b>465,022</b>	<b>291,676</b>	<b>393,260</b>
<b>University Student Union:</b>				
Building Ops-Maint & Custodial	(534,901)	(545,541)	(629,400)	(561,900)
General	830,919	1,045,642	930,500	696,350
Information Center/Reservations	(88,629)	(91,475)	(109,550)	(103,900)
Post Office	(42,954)	(30,876)	1,690	7,400
USU Productions	(159,418)	(169,515)	(203,225)	(183,350)
Bowling/Rec Center	164,931	157,751	158,200	143,800
Satellite Student Union	19,218	15,488	(1,200)	1,600
<b>Subtotal</b>	<b>189,166</b>	<b>381,473</b>	<b>147,015</b>	<b>0</b>
<b>TOTALS<sup>1</sup></b>	<b>\$ 1,707,634</b>	<b>\$ 3,508,102</b>	<b>\$ 1,395,278</b>	<b>\$ 1,876,303</b>
<sup>1</sup> Does not include Save Mart Center				

**ADMINISTRATION BUDGET SUMMARY  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>REVENUES:</b>				
Management Services Agreement Fees:				
Agricultural Foundation	113,000	114,400	119,700	120,800
Associated Students	46,000	46,700	51,000	53,600
Bookstore	306,852	267,190	300,000	300,000
Dining Services	306,851	267,190	300,000	300,000
Foundation	543,000	543,000	548,700	589,700
Fresno State Programs for Children	74,000	74,000	73,400	75,200
Kenneth L. Maddy Institute	7,400	7,800	8,200	8,500
Student Recreation Center	47,000	15,890	65,000	65,000
University Courtyard	306,852	267,190	300,000	300,000
University Student Union	306,852	267,190	300,000	300,000
AORMA Dividend	40,278	73,556	0	0
Interest Income	403,999	247,960	200,000	180,000
Miscellaneous Income	41,401	151,207	15,000	25,000
Unrealized Gain/(Loss) on Investments	(225,746)	(341,740)	0	0
<b>TOTAL REVENUES:</b>	<b>2,317,739</b>	<b>2,001,533</b>	<b>2,281,000</b>	<b>2,317,800</b>
<b>EXPENSES:</b>				
Administration - Schedule A	1,470,154	1,332,743	1,440,100	1,391,700
Human Resources/Payroll - Schedule B	211,218	186,493	196,100	348,100
Management Information Systems - Schedule	462,392	419,779	461,800	425,600
University Donations <sup>1</sup>	189,995	62,518	183,000	160,000
<b>TOTAL EXPENSES:</b>	<b>2,333,759</b>	<b>2,001,533</b>	<b>2,281,000</b>	<b>2,325,400</b>
	<b>(16,020)</b>	<b>0</b>	<b>0</b>	<b>(7,600)</b>

**ADMINISTRATION BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
<b>ADMINISTRATION - SCHEDULE A</b>	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>EXPENSES:</b>				
Payroll and Benefits:				
Monthly Salaries	775,840	723,347	745,200	731,900
Part-Time	6,563	3,162	0	0
Student	0	0	0	0
Temporary	31,062	1,925	0	0
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>813,465</b>	<b>728,434</b>	<b>745,200</b>	<b>731,900</b>
Employee Benefits	318,742	318,519	306,300	262,000
Actual Retired Employee Benefits	24,532	50,146	37,900	47,400
Accrued Retired Employee Benefits	(30,581)	(115,831)	0	0
<b>Total Payroll and Benefits</b>	<b>1,126,158</b>	<b>981,268</b>	<b>1,089,400</b>	<b>1,041,300</b>
Audit Fees:				
External CPA	30,001	36,332	36,000	36,000
Chancellor's Office	19,111	0	20,000	0
University Internal Auditor	0	0	0	0
Bad Debt Expense	0	2,560	0	0
Bank Charges	2,380	12,456	2,500	12,000
Building Association Fees	6,411	5,649	6,500	6,000
Computer Lease	11,086	7,794	7,800	7,600
Consulting - Web Clean Up	797	0	0	0
Copier Lease	10,727	11,118	10,000	10,000
Custodial & Building Maintenance	11,935	11,024	10,500	11,000
Depreciation (non-cash)	83,625	89,416	99,500	116,300
Dues/Memberships/Subscriptions	3,816	4,541	1,000	3,000
Employee Recruitment	0	2,425	500	500
Equipment Maintenance & Repair	8,185	6,693	7,000	7,000
Insurance	13,446	14,700	16,000	13,500
Investment Fees	6,374	4,568	6,500	5,000
Legal Fees	243	20,421	2,000	2,000
Licenses, Permits & Fees	262	4,201	500	500
Miscellaneous	5,552	2,200	5,000	5,000
Office Lease 2763 E. Shaw Suite 103	27,846	27,846	27,800	27,800
Office Supplies	24,884	22,032	18,400	18,000
Postage	12,780	14,324	15,000	15,000
Records Retention Management	1,514	1,804	5,000	1,000
Safety Services	0	53	0	0
Sales Tax Assessment	9,241	0	0	0
Security-Cash Handling	19,682	18,404	20,000	20,000
Telephone/Communications	11,867	7,038	14,000	14,000
Travel/Training	5,257	5,818	0	0
Warehouse Expense	0	0	0	0
Utilities	16,974	18,058	19,200	19,200
<b>TOTAL EXPENSES</b>	<b>1,470,154</b>	<b>1,332,743</b>	<b>1,440,100</b>	<b>1,391,700</b>

**ADMINISTRATION - HUMAN RESOURCES BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>ADMINISTRATION - SCHEDULE B</b>				
<b>EXPENSES:</b>				
Payroll:				
Monthly	135,260	106,360	93,900	197,800
Part-Time	0	0	0	0
Students	3,705	19,096	10,000	10,000
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>138,965</b>	<b>125,456</b>	<b>103,900</b>	<b>207,800</b>
Employee Benefits	60,971	52,512	51,700	94,500
Actual Retired Employee Benefits	26,498	23,507	11,000	18,700
Accrued Retired Employee Benefits	(36,303)	(34,403)	0	0
<b>Total Payroll and Benefits</b>	<b>190,131</b>	<b>167,072</b>	<b>166,600</b>	<b>321,000</b>
Computer Lease	2,416	2,007	2,000	2,100
Consulting	425	2,722	0	0
Copier Lease	346	0	0	0
Custodial	0	0	0	0
Depreciation (non-cash)	0	0	0	0
Dues/Memberships/Subscriptions	342	303	500	500
Employee Assistance Program	0	0	10,000	10,000
Employee Recruitment	1,653	983	500	500
Legal Fees	1,921	2,773	1,000	1,000
Miscellaneous	1,097	1,924	1,000	1,000
Office Lease	0	0	0	0
Office Supplies & Postage	32	705	5,000	3,000
Professional Development	1,890	910	2,000	2,000
Repairs & Maintenance	302	197	500	500
Safety Program	1,002	694	2,000	2,000
Software	265	0	0	0
Telephone/Communications	2,346	1,409	2,500	2,500
Travel/Training	6,501	3,438	0	0
Utilities	0	0	0	0
Workers Comp Claims Administration	550	1,356	2,500	2,000
<b>TOTAL EXPENSES</b>	<b>211,219</b>	<b>186,493</b>	<b>196,100</b>	<b>348,100</b>

**ADMINISTRATION - MANAGEMENT INFORMATION SYSTEMS BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
ADMINISTRATION - SCHEDULE C	Actual	Actual	Budget	Budget
<b>EXPENSES:</b>				
Payroll:				
Monthly	198,298	205,727	209,300	210,000
Part-Time	0	0	0	0
Student	0	0	0	0
Merit Pay	0	0	0	0
<b>        Payroll Sub-Total</b>	<b>198,298</b>	<b>205,727</b>	<b>209,300</b>	<b>210,000</b>
Employee Benefits	87,076	90,542	91,500	93,100
Accrued Retired Employee Benefits	19,356	10,175	5,000	0
<b>        Total Payroll and Benefits</b>	<b>304,730</b>	<b>306,444</b>	<b>305,800</b>	<b>303,100</b>
Computer Hardware & Repair (minor)	2,578	652	3,000	1,600
Computer Lease	3,042	2,198	3,000	2,500
Computer Software & Licenses	1,103	1,128	2,000	1,000
Computer Supplies	213	1,038	1,500	1,200
Conferences/Seminars/Education	0	8,234	0	0
Consulting	15,569	315	25,000	5,000
Depreciation (non-cash)	41,599	10,798	19,200	9,900
Dues/Memberships/Subscriptions	171	100	200	200
Maintenance Contracts	27,535	28,462	28,000	28,000
Miscellaneous	945	576	600	600
Office Supplies/Postage	242	717	500	300
Professional Development	2,046	0	7,000	7,000
Software Support Fees	52,417	54,036	58,500	59,000
Telephone/Communications	3,101	1,616	3,400	3,400
Travel/Training	4,584	234	0	0
Travel - Mileage Reimbursement	209	0	500	400
Utilities	2,308	3,231	3,600	2,400
<b>TOTAL EXPENSES</b>	<b>462,392</b>	<b>419,779</b>	<b>461,800</b>	<b>425,600</b>



**BOOKSTORE BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>SALES:</b>				
Computer/Electronics				
Computers	1,467,908	1,252,724	1,495,000	1,350,000
Electronics	33,014	31,470	35,000	33,000
Software	65,845	80,519	65,000	70,000
Course Books:				
General Books	105,193	93,941	105,000	70,000
New Textbooks	4,627,069	4,873,235	4,600,000	3,800,000
Used Textbooks	3,076,723	2,787,290	3,300,000	2,125,000
Textbook Rental	0	76,340	50,000	0
Online Sales	0	0	0	245,000
General Merchandise	912,162	910,236	915,000	640,000
Non-Merchandise	8,466	(11,171)	100	4,000
Soft Goods	797,305	866,299	800,000	650,000
Supplies	457,529	428,502	470,000	350,000
Vendor Commissions	200,796	247,950	150,000	300,000
<b>TOTAL SALES</b>	<b>11,752,010</b>	<b>11,637,335</b>	<b>11,985,100</b>	<b>9,637,000</b>
Cost of Goods Sold	8,349,469	8,246,428	8,601,800	6,600,000
Cost of Goods - Shrinkage	0	0	177,500	136,400
<b>GROSS MARGIN</b>	<b>3,402,541</b>	<b>3,390,907</b>	<b>3,205,800</b>	<b>2,900,600</b>
<b>EXPENSES:</b>				
Payroll:				
Hourly	22,710	22,816	22,000	23,800
Monthly	619,693	644,813	668,466	614,400
Part-Time	64,254	69,964	65,000	65,000
Student	351,915	350,970	365,000	290,000
Temporary	2,874	1,797	0	0
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>1,061,446</b>	<b>1,090,360</b>	<b>1,120,466</b>	<b>993,200</b>
Employee Benefits	346,432	370,356	345,600	409,500
Actual Retired Employee Benefits	141,752	174,445	146,900	188,500
Accrued Retired Employee Benefits	225,978	(208,593)	200,000	0
<b>Total Payroll and Benefits</b>	<b>1,775,608</b>	<b>1,426,568</b>	<b>1,812,966</b>	<b>1,591,200</b>
Advertising	7,351	3,184	7,500	5,000
Computer Lease	13,039	11,463	12,000	13,400
Confections/Cups/Sleeves/Lids	0	1,469	0	0
Consulting	0	0	0	0
Credit Card Fees	141,411	149,169	180,000	160,000
Depreciation (non-cash)	64,947	52,530	56,000	37,900
Donations	3,964	2,272	3,000	1,500
Dues/Memberships/Subscriptions	5,754	5,332	5,000	5,000
Insurance	51,315	49,919	51,000	52,000
Licenses/Permits/Fees	53,627	27,302	42,000	3,000
Management Services Agreement Fee	306,852	267,190	300,000	300,000
Minor Equipment	5,447	3,453	4,000	3,000
Miscellaneous	6,066	1,134	4,500	2,500
Obsolete Merchandise	22,132	51,387	35,000	35,000
Office Supplies	27,053	41,917	40,000	32,000
Postage & Freight	8,003	16,918	10,000	19,000
Repairs/Maintenance	19,974	20,541	25,000	15,000

**BOOKSTORE BUDGET  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
Maintenance Contracts	24,389	23,808	25,000	11,500
Telephone/Communications	12,978	8,627	15,000	12,500
Textbook Rental Expense	71,644	(2,049)	25,000	0
Travel/Training	12,630	5,125	0	1,000
Uncollectible Debt	2,447	9,131	1,000	1,000
Utilities	26,587	26,654	32,000	28,000
<b>TOTAL EXPENSES:</b>	<b>2,663,218</b>	<b>2,203,044</b>	<b>2,685,966</b>	<b>2,329,500</b>
<b>SURPLUS TO RESERVE</b>	<b>739,323</b>	<b>1,187,863</b>	<b>519,834</b>	<b>571,100</b>

**BOOKSTORE - KENNEL COPY CENTER BUDGET  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>SALES:</b>				
Copy Center Services	86,018	99,791	85,000	92,000
Photocopying	50,651	47,967	60,000	50,000
Syllabus	271,958	277,915	280,000	290,000
<b>TOTAL SALES</b>	<b>408,627</b>	<b>425,673</b>	<b>425,000</b>	<b>432,000</b>
Operating Supplies	42,605	40,009	47,000	45,000
Click Fees	11,216	22,133	26,000	23,000
<b>Cost of Goods Sold</b>	<b>53,821</b>	<b>62,142</b>	<b>73,000</b>	<b>68,000</b>
<b>GROSS MARGIN</b>	<b>354,806</b>	<b>363,531</b>	<b>352,000</b>	<b>364,000</b>
<b>EXPENSES:</b>				
Payroll:				
Monthly	68,884	70,754	63,500	70,800
Part-Time	341	0	0	0
Student	25,165	26,065	30,000	27,000
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>94,390</b>	<b>96,819</b>	<b>93,500</b>	<b>97,800</b>
Employee Benefits	39,903	42,656	39,500	46,500
<b>Total Payroll and Benefits</b>	<b>134,293</b>	<b>139,475</b>	<b>133,000</b>	<b>144,300</b>
Computer Lease	1,443	1,349	1,400	1,350
Copier Lease	69,148	47,356	47,100	45,000
Copier Service/Maintenance	0	0	0	0
Depreciation (non-cash)	1,578	2,643	0	0
Minor Equipment/Fixtures	628	0	0	0
Miscellaneous	40	0	0	0
Office Supplies	0	0	100	100
Repairs and Maintenance	0	285	700	500
Syllabus Expense	40,830	48,475	38,000	62,000
<b>TOTAL EXPENSES</b>	<b>247,960</b>	<b>239,583</b>	<b>220,300</b>	<b>253,250</b>
<b>SURPLUS TO RESERVE</b>	<b>106,846</b>	<b>123,948</b>	<b>131,700</b>	<b>110,750</b>

**SAVE MART CENTER BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>REVENUES:</b>				
Advertising	824,664	434,667	850,000	850,000
Campus Pointe - Ground Lease	0	0	375,000	375,000
Donation/Sponsorship Revenue <sup>1</sup>	2,166,439	1,778,244	2,400,000	2,166,439
Insurance Refund	0	0	0	0
Interest Income (2002 Bonds)	3,477,613	3,297,915	3,500,000	3,297,915
Loss on Investments	(59,338)	(63,614)	0	0
Net Premium	462,396	439,891	450,000	439,891
Other Income	11	48,589	35,000	48,589
Parking	3,200	2,400	0	0
Student Seat Licenses	300,000	300,000	300,000	300,000
Unrealized Gain on Investments	0	0	80,000	0
Vendor Rebates	33,001	13,600	10,000	75,000
<b>TOTAL REVENUES:</b>	<b>7,207,986</b>	<b>6,251,692</b>	<b>8,000,000</b>	<b>7,552,834</b>
<b>EXPENSES:</b>				
Advance to SMG for Operations	772,551	1,400,601	1,012,563	1,375,000
Advertising/Printing	1,014	0	2,000	1,000
Amortization of Concessionaire Buyout Fee	0	140,000	186,700	186,700
A/E Services	3,524	0	0	0
Audit/Legal Fees	47,074	39,774	50,000	50,000
Bad Debt Expense	19,325	(8,994)	0	0
Capital Lease Expense - 2005 SRB Bonds	3,384,169	3,384,168	3,384,200	3,384,200
CSU Centrally Paid Costs	10,458	8,206	19,700	10,000
Concessionaire Fee	0	0	0	0
Consulting Services	59,408	0	1,000	0
Corporate Sponsorship Entitlements	0	5,027	5,000	5,000
Credit Card Fees	2,621	2,434	2,500	1,000
Donor Stewardship	0	0	2,000	1,500
Insurance	220,756	234,872	225,000	240,000
Interest Expense - 2002 Bonds (US Bank)	4,058,488	4,008,875	3,757,556	3,757,556
Matching Gift Reimbursement (Contingent Liability)	(109,277)	0	0	0
Miscellaneous	5,011	411	1,000	1,000
Parking Lot Rental	15,435	10,000	15,400	0
Repairs/Maintenance	34,763	0	5,000	2,500
Stock Donation Over/Short	117	0	500	0
Traffic Management	1,291	0	0	0
Website	0	0	1,000	0
Wilkinson Group Fee	180,000	180,000	180,000	180,000
<b>TOTAL EXPENSES:</b>	<b>8,706,728</b>	<b>9,405,374</b>	<b>8,851,119</b>	<b>9,195,456</b>
<b>SURPLUS/DEFICIT BEFORE ENTITLEMENTS &amp; NON CASH EXPENDITURES:</b>	<b>(1,498,742)</b>	<b>(3,153,682)</b>	<b>(851,119)</b>	<b>(1,642,622)</b>
<i><b>Athletic Department Entitlements:</b></i>	<i>280,855</i>	<i>280,855</i>	<i>300,000</i>	<i>222,559</i>

**SAVE MART CENTER BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<u>Non-Cash Expenditures:</u>				
<u>Bond Expenses:</u>				
<i>Bond Issue - 2002 Series</i>	252,395	241,403	228,800	228,800
<i>Bond Issue - 2005 SRB</i>	35,838	34,691	33,600	33,600
<u>Depreciation (non-cash):</u>				
<i>Building</i>	2,577,103	2,599,025	2,639,000	2,618,500
<i>Equipment</i>	361,909	354,880	347,000	384,300
<b>DEFICIT TO RESERVE:</b>	<b>(5,006,842)</b>	<b>(6,664,536)</b>	<b>(4,399,519)</b>	<b>(5,130,381)</b>
1 Note: All SMC donation revenue was recognized during fiscal years 2002 and 2003. At fiscal year end 2006, donation revenue will be adjusted based on discount rate approved by our external auditors on actual payments made during 2005-06.				

**STUDENT RECREATION CENTER BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
<b>REVENUES:</b>	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
Student Fees	900,000	988,010	988,000	939,000
Donation-Associated Students	28,250	0	0	0
Leased Space:				
Lyles Center	183,840	183,840	183,800	183,800
Peters Center	79,560	79,560	79,600	79,600
ATM Commissions	46	0	0	0
Interest Income	15,670	9,257	8,100	5,500
Locker Rental	4,225	7,015	9,500	4,000
Memberships	72,313	74,384	68,000	75,000
Miscellaneous	6,476	4,384	4,500	3,500
Towel Service	1,680	2,985	3,000	2,500
Personal Training	9,573	6,790	5,000	3,000
Retail Sales-Non Taxable	583	20,072	13,000	15,000
Retail Sales-Taxable	5,871	3,088	2,000	3,000
Summer Camps	0	5,100	0	5,000
Other Rental Income	10,866	15,763	13,000	10,000
<b>TOTAL REVENUES:</b>	<b>1,318,953</b>	<b>1,400,248</b>	<b>1,377,500</b>	<b>1,328,900</b>
<b>EXPENSES:</b>				
Payroll:				
Monthly	243,295	261,629	305,800	268,100
Hourly	48,807	51,075	53,000	50,000
Part Time/Custodian & Maintenance	92	3,851	25,000	25,000
Student Facility Staff	114,635	107,039	103,000	103,000
Student Instructor Staff	30,805	36,372	35,000	35,000
Student-Intramurals	27,814	28,059	27,000	27,000
Student-Member Services	12,290	12,471	12,000	12,000
Student Personal Trainers	43,186	13,510	13,000	13,000
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>520,924</b>	<b>514,005</b>	<b>573,800</b>	<b>533,100</b>
Employee Benefits	186,981	187,178	220,400	222,900
Accrued Retired Employee Benefits	1,709	2,339	1,800	0
<b>Total Payroll and Benefits</b>	<b>709,614</b>	<b>703,522</b>	<b>796,000</b>	<b>756,000</b>
Advertising, Marketing, Promotions	2,662	6,469	5,000	1,000
Bank Charges and Credit Card Fees	786	1,438	600	1,500
Chancellor's Office Centrally Paid Costs	2,660	2,084	5,100	2,100
Communications & Telephones	4,777	5,416	7,000	5,600
Other Communications	0	0	0	0
Computer Expense				
Lease	4,117	5,922	5,200	5,000
Maintenance Fees	3,759	4,020	1,100	1,000
Maintenance - Data	0	0	0	0
Misc. Supplies and Software	346	(207)	300	0
Contracted Services:				
Custodial	593	0	0	0
Landscape	11,987	10,404	12,000	10,500
Elevator Service	2,760	5,636	3,000	5,000
Engineering Services-HVAC	19,421	19,762	25,000	22,000
Fitness Equipment Maintenance	3,350	5,744	3,500	8,000
Group Fitness	8,351	10,245	10,000	10,000
Pest Management	2,220	2,220	3,000	2,000

**STUDENT RECREATION CENTER BUDGET  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
Copier Lease	8,563	9,167	8,000	8,000
Depreciation (non-cash)	0	0	0	0
Dues, Memberships, Subscriptions	1,491	1,576	1,500	2,200
Employee Recruitment	1,235	195	0	250
Equipment				
Building	20,177	4,003	0	0
Check Out	6,210	1,852	0	0
Exercise	698	268	0	0
Group Fitness	8,571	1,001	0	0
Personal Training	629	1,637	0	0
Insurance	14,298	15,461	15,000	15,000
Janitorial Supplies	17,995	16,459	18,500	18,000
Laundry	168	377	200	400
Management Services Agreement	47,000	15,890	65,000	65,000
Miscellaneous	315	(135)	1,000	500
Office Supplies and Postage	2,247	2,774	3,000	2,000
Programs and Special Events	3,617	894	2,500	4,900
Repairs and Maintenance				
Building	17,391	8,715	18,000	18,000
Exercise Equipment	1,688	1,063	8,000	8,000
Retail - Cost of Goods Purchased	4,714	15,589	10,000	10,000
Travel and Training	12,605	10,858	0	1,000
Uniforms	5,874	1,927	6,000	2,750
Utilities	411,409	346,414	340,000	340,000
Waste Management	3,231	3,231	4,000	3,200
Capital Repair and Replacement	0	0	0	0
Capital Equipment-Associated Students	0	0	0	0
<b>TOTAL EXPENSES:</b>	<b>1,367,529</b>	<b>1,241,891</b>	<b>1,377,500</b>	<b>1,328,900</b>
<b>NET SURPLUS:</b>	<b>(48,576)</b>	<b>158,357</b>	<b>0</b>	<b>0</b>

**UNIVERSITY COURTYARD BUDGET SUMMARY  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>REVENUES:</b>				
Rent	4,420,739	4,674,644	4,633,000	4,582,913
Application Fees	72,357	84,185	70,000	60,000
Assessments	27,338	111,909	25,000	20,000
ATM Commission	2,782	3,196	2,500	2,500
Fresno County Transition School	26,135	27,180	0	0
Damage Assessments	12,864	6,375	5,000	5,000
Insurance Refund	0	0	0	0
Interest Income - Bond Account	56,476	40,215	55,000	55,000
Key Charges	14,310	18,315	13,000	10,000
Late Fees	16,225	17,513	15,000	12,000
Miscellaneous	7,446	11,219	7,000	5,000
Processing Fees	32,505	46,400	30,000	25,000
Rebate-energy	19,717	1,035	0	0
Service Charges	57,250	61,296	40,000	35,000
Summer Conferences	517,531	664,871	435,000	435,000
Summer Session Rent	15,921	16,071	8,000	8,000
Vendor/Laundry Commissions	31,088	29,267	30,000	25,000
<b>TOTAL REVENUES:</b>	<b>5,330,684</b>	<b>5,813,691</b>	<b>5,368,500</b>	<b>5,280,413</b>
<b>EXPENSES:</b>				
General	2,522,817	2,665,380	2,693,546	2,495,320
Marketing	113,727	51,980	185,000	88,800
Summer Conferences	309,937	384,387	532,700	449,700
Physical Plant	1,480,618	1,342,361	1,452,300	1,263,100
Resident Life	165,498	178,143	199,900	174,700
<b>TOTAL EXPENSES:</b>	<b>4,592,597</b>	<b>4,622,251</b>	<b>5,063,446</b>	<b>4,471,620</b>
<b>SURPLUS/(DEFICIT):</b>	<b>738,086</b>	<b>1,191,439</b>	<b>305,054</b>	<b>808,793</b>

**UNIVERSITY COURTYARD - GENERAL BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>EXPENSES:</b>				
Payroll:				
Hourly	74,435	89,406	99,110	94,300
Monthly	160,760	190,446	163,436	166,100
Part-Time	19,625	11,584	0	0
Student	174,517	181,337	222,000	173,100
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>429,337</b>	<b>472,773</b>	<b>484,546</b>	<b>433,500</b>
Employee Benefits	146,460	165,067	181,500	181,720
Actual Retired Employee Benefits	0	9,518	0	10,000
Accrued Retired Employee Benefits	9,031	(18,178)	10,000	0
<b>Total Salaries and Benefits:</b>	<b>584,828</b>	<b>629,180</b>	<b>676,046</b>	<b>625,220</b>
Allowance for Uncollectible Debt	12,259	41,638	15,000	15,000
Bond Issue:				
1995 Amortization	24,602	23,440	17,200	17,200
2001 Amortization	50,753	48,930	47,200	47,200
Cable TV	89,796	96,560	99,600	101,000
Chancellor's Office Centrally Paid Costs	15,655	1,066	16,900	0
Computer Lease	16,915	15,274	15,000	15,000
Computer Supplies	228	1,122	1,000	1,000
Consulting	3,848	3,195	0	0
Credit Card Fees	35,473	48,634	45,000	40,000
Depreciation (non-cash):	604,067	659,432	672,100	636,800
Dues/Memberships/Subscriptions	290	1,082	1,000	1,000
Employee Recruitment	54	25	0	0
Financial Aid Fee Assessment	9,000	9,000	9,000	9,000
Hotel Rental Expense	8,030	115,245	70,000	0
Housing Incentive	20,100	18,500	25,000	25,000
Insurance	159,047	144,834	147,800	152,000
Interest:				
Bond Debt	414,355	401,506	387,900	387,900
Energy Retrofit	13,120	8,282	12,000	9,000
Legal Fees	0	0	0	0
Management Services Agreement Fee	306,852	267,190	300,000	300,000
Minor Equipment	914	0	0	0
Miscellaneous	8,679	14,806	12,000	12,000
Office Supplies	16,370	17,147	20,000	20,000
Over/(Short)	(15)	80		
Repairs/Maintenance	0	0	0	0
Residence Life Cinema	74,165	13,734	14,800	0
Resident Advisor Meals (50%)	14,011	57,632	50,000	38,000
Software Agreement - CBORD	7,571	7,429	9,000	9,000
Telephone/Communications	27,196	15,848	30,000	30,000
Travel/Training	4,654	4,569	0	4,000
<b>TOTAL EXPENSES:</b>	<b>2,522,817</b>	<b>2,665,380</b>	<b>2,693,546</b>	<b>2,495,320</b>

**UNIVERSITY COURTYARD - MARKETING BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>EXPENSES:</b>				
Payroll:				
Hourly	0	0	0	0
Monthly	17,435	1,093	52,600	7,600
Part Time	1,722	0	0	0
Student	25,745	20,802	30,000	25,000
Summer Assistants	0	0	0	0
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>44,902</b>	<b>21,895</b>	<b>82,600</b>	<b>32,600</b>
Employee Benefits	6,612	1,800	23,000	5,000
Actual Retired Employee Benefits	750	1,777	10,700	2,500
Accrued Retired Employee Benefits	10,284	(14,067)	10,000	0
<b>Total Payroll and Benefits</b>	<b>62,548</b>	<b>11,405</b>	<b>126,300</b>	<b>40,100</b>
Advertising/Printing	23,171	18,383	30,000	20,000
Advertising Agency	0	0	0	0
Computer Lease	2,721	2,697	2,700	2,700
Computer Supplies	4,006	1,797	4,000	4,000
Dues/Memberships/Subscriptions	0	0	0	0
Equipment Rental	0	0	0	0
Miscellaneous	446	415	500	500
Office Supplies	3,999	3,013	3,500	3,500
Postage	16,548	13,834	18,000	18,000
Software	0	72	0	0
Telephone/Communications	0	0	0	0
Travel/Training	288	364	0	0
<b>TOTAL EXPENSES</b>	<b>113,727</b>	<b>51,980</b>	<b>185,000</b>	<b>88,800</b>

**UNIVERSITY COURTYARD - PHYSICAL PLANT BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>EXPENSES:</b>				
Payroll:				
Monthly	50,004	48,482	44,100	33,000
Part-Time	2,301	0	0	0
Student	3,720	3,858	9,000	4,000
Temporary	13,885	2,106	6,000	6,000
Merit Pay	0	0		
<b>Payroll Sub-Total</b>	<b>69,910</b>	<b>54,446</b>	<b>59,100</b>	<b>43,000</b>
Employee Benefits	28,196	27,011	28,400	29,100
<b>Total Payroll and Benefits</b>	<b>98,106</b>	<b>81,457</b>	<b>87,500</b>	<b>72,100</b>
Contract Services:				
Exterminator	10,279	10,483	10,000	10,000
Housekeeping	493,116	466,239	442,000	398,000
Key System	8,939	9,964	10,000	9,000
Landscape/Grounds Maintenance	40,572	46,259	45,000	45,000
Pool Service	7,867	6,930	8,000	8,000
Refrigeration/Heating	92,076	29,500	46,000	41,500
Waste Services	22,900	25,400	25,000	25,000
Equipment Rental	6,708	6,242	7,000	7,000
Janitorial Supplies	20,901	23,642	24,000	21,600
Key System Maintenance	2,519	3,841	5,000	4,000
Landscape Maintenance (Non-Contract)	8,779	0	10,000	8,000
Laundry	6,964	6,578	8,000	6,500
Licenses/Permits/Fees	340	0	400	400
Miscellaneous	727	827	1,000	500
Office Supplies	1,825	21	500	500
Paper Supplies	43,566	53,105	45,000	45,000
Refrigeration/Heating (Non-Contract)	35,400	82,128	80,000	65,000
Repairs/Maintenance	126,046	41,666	100,000	70,000
Smallwares/Replacements	47,684	11,764	25,000	20,000
Telephone/Communications	805	793	1,000	1,000
Travel/Training	3	3	0	0
Utilities	404,496	435,519	471,900	405,000
<b>TOTAL EXPENSES:</b>	<b>1,480,618</b>	<b>1,342,361</b>	<b>1,452,300</b>	<b>1,263,100</b>

**UNIVERSITY COURTYARD - SUMMER CONFERENCES BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>EXPENSES:</b>				
Payroll:				
Hourly	2,076	0	11,000	0
Monthly	15,917	38,432	30,400	41,400
Part-Time	0	0	0	0
Student	58,008	44,670	58,000	45,000
Temporary	3,996	7,410	8,000	5,000
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>79,997</b>	<b>90,512</b>	<b>107,400</b>	<b>91,400</b>
Employee Benefits	9,975	18,057	27,300	23,300
<b>Total Payroll and Benefits</b>	<b>89,972</b>	<b>108,569</b>	<b>134,700</b>	<b>114,700</b>
Advertising/Printing	2,929	8,000	5,000	5,000
Computer Lease	459	326	500	500
Computer Supplies	651	0	500	500
Contract Services:				
Exterminator	0	0	1,000	1,000
Housekeeping	47,721	100,854	155,000	155,000
Pool Service	0	0	0	0
Refrigeration/Maintenance	8,185	16,384	8,000	10,000
Waste Service	0	0	0	0
Dues/Memberships/Subscriptions	0	0	0	0
Equipment Rental	3,900	3,600	4,000	4,000
Janitorial Supplies	4,302	4,849	5,000	5,000
Key Maintenance	0	29	1,000	1,000
Laundry	13,208	9,816	14,000	11,000
Miscellaneous	1,789	2,009	2,000	2,000
Office Supplies	1,201	560	2,500	1,500
Paper Supplies	12,760	7,093	14,000	10,000
Postage	0	0	0	0
Repairs & Maintenance	82	0	500	500
Telephone/Communications	964	656	1,000	1,000
Training	2,942	2,042	4,000	2,000
Utilities	118,872	119,600	180,000	125,000
<b>TOTAL EXPENSES:</b>	<b>309,937</b>	<b>384,387</b>	<b>532,700</b>	<b>449,700</b>

**UNIVERSITY COURTYARD - RESIDENCE LIFE BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>EXPENSES:</b>				
Payroll:				
Monthly	37,018	42,762	42,300	42,300
Hourly	0	37	0	0
Student	70,799	72,280	75,000	57,000
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>107,817</b>	<b>115,079</b>	<b>117,300</b>	<b>99,300</b>
Employee Benefits	16,393	19,091	30,400	28,300
<b>Total Payroll and Benefits</b>	<b>124,210</b>	<b>134,170</b>	<b>147,700</b>	<b>127,600</b>
BACCHUS	527	953	700	700
Computer Lease	1,274	1,273	3,200	3,200
Dues/Memberships/Subscriptions	77	95	100	100
Employee Recruitment	0	0	0	0
Employee Meals	0	0	3,500	3,500
Miscellaneous	260	1,366	300	300
Office Supplies	5,388	7,852	8,000	6,000
Parking	408	408	400	300
Programming	8,493	7,898	11,000	10,000
Public Safety Assistants	1,504	736	1,000	1,000
RHA Expense	2,457	4,116	4,000	3,000
Telephone/Communications	3,038	2,794	3,000	3,000
Training	10,341	11,161	9,000	8,000
Tuition/Fees/Books	7,521	5,321	8,000	8,000
<b>TOTAL EXPENSES:</b>	<b>165,498</b>	<b>178,143</b>	<b>199,900</b>	<b>174,700</b>

**UNIVERSITY DINING SERVICES BUDGET SUMMARY  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>SALES:</b>				
The Bucket Grill & Pub	207,545	135,278	195,000	120,300
Catering	1,073,959	933,125	895,000	640,000
Commissions	41,549	53,868	42,200	42,200
Courtyard Express	4,242	0	0	0
Library Café/Starbucks	814	184,093	700,000	575,000
Satellite Union Snack Bar	62,817	79,110	80,000	65,000
UC Food Court	343,784	208,114	220,000	150,000
University Dining Hall	3,980,334	4,063,624	3,895,000	3,860,000
University Restaurant	75,503	47,330	50,000	30,000
USU Food Court	886,131	963,907	915,000	915,000
Union Snack Bar	227,326	294,328	292,000	297,000
<b>TOTAL SALES</b>	<b>6,904,004</b>	<b>6,962,777</b>	<b>7,284,200</b>	<b>6,694,500</b>
Less: Cost of Goods Sold	2,529,410	2,407,289	2,634,232	2,329,700
<b>GROSS MARGIN</b>	<b>4,374,594</b>	<b>4,555,488</b>	<b>4,649,968</b>	<b>4,364,800</b>
<b>EXPENSES:</b>				
Payroll:				
Hourly	424,463	244,910	220,300	283,800
Monthly	218,551	237,678	305,400	205,100
Part-Time	704,278	794,768	700,000	666,100
Student	324,549	275,462	347,800	263,300
Contract Services - Labor	0	0	3,000	0
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>1,671,841</b>	<b>1,552,818</b>	<b>1,576,500</b>	<b>1,418,300</b>
Employee Benefits	505,570	501,816	475,700	482,740
<b>Total Payroll and Benefits</b>	<b>2,177,411</b>	<b>2,054,634</b>	<b>2,052,200</b>	<b>1,901,040</b>
Advertising	38,992	30,680	40,950	25,850
Allowance for Bad Debt	8,173	31,164	0	0
Amortization - Franchise Fees	500	3,500	3,500	3,500
Cable TV	2,261	0	2,500	0
Commissions	0	0	0	0
Computer Lease	3,307	2,940	3,300	4,100
Consulting Services	2,666	0	0	0
Contract Services	96,311	69,614	30,000	30,000
Credit Card Fees	35,956	50,281	41,000	47,600
Depreciation (non-cash)	185,638	236,112	309,957	224,900
Donations	74,460	108,147	0	0
Dues/Memberships/Subscriptions	16	1,261	0	0
Employee Meals	16,949	0	0	0
Employee Recruitment	0	650	0	500
Equipment Rental	33,329	14,517	21,000	11,300
Food Service Administration	638,702	467,640	817,700	831,000
Housing Incentives	0	0	0	0
Interest Expense - Energy Retrofit	11,449	7,227	12,000	7,500
Janitorial/Sanitation	82,441	66,622	63,000	58,500
Laundry	54,054	42,053	49,800	38,000
Licenses/Permits/Fees	13,377	15,111	10,100	12,600
Maintenance Fees-CBORD	5,541	6,049	5,500	5,500

**UNIVERSITY DINING SERVICES BUDGET SUMMARY  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
Miscellaneous	11,936	1,245	4,800	4,500
Non-Student Tax	12,220	11,560	16,185	10,700
Office Supplies	14,430	8,699	11,400	8,900
Over/Short	3,699	412	0	0
Paper Supplies	181,061	179,949	177,500	151,750
Postage/Freight	503	1,061	1,000	1,000
Repairs/Maintenance	115,781	145,170	153,500	116,700
Resident Advisor Meals	42,871	81,394	40,000	40,000
Royalties	71,922	86,880	119,000	111,100
Smallwares	76,328	66,353	38,000	32,000
Telephone/Communications	17,968	12,834	14,800	11,250
Travel/Training	13,958	5,137	0	550
Uniforms	26,499	11,708	8,800	6,700
University Center	0	0	0	0
University Student Union Rent	135,000	75,000	75,000	75,000
Utilities	187,344	187,892	230,800	194,500
Vehicle Expense	7,450	417	5,000	5,000
Warehouse Expense	54,549	6,553	0	0
<b>TOTAL OPERATING EXPENSES:</b>	<b>4,455,052</b>	<b>4,090,466</b>	<b>4,358,292</b>	<b>3,971,540</b>
<b>NET SURPLUS/(DEFICIT):</b>	<b>(80,458)</b>	<b>465,022</b>	<b>291,676</b>	<b>393,260</b>

<b>DINING SERVICES - ADMINISTRATION BUDGET 2010-11</b>					
		<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
		<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>EXPENSES:</b>					
Payroll:					
Hourly		50,107	39,742	51,000	23,400
Monthly		97,477	82,365	81,000	60,200
Part-Time		10,049	9,828	12,800	42,400
Students		10,588	19,294	12,000	20,000
Merit Pay		0	0	0	0
	<b>Payroll Sub-Total</b>	<b>168,221</b>	<b>151,229</b>	<b>156,800</b>	<b>146,000</b>
Employee Benefits		83,388	61,271	62,600	53,400
Accrued Retired Employee Benefits		(220,192)	(342,228)	0	0
Actual Retired Employee Benefits		213,027	226,790	225,900	234,600
	<b>Total Payroll and Benefits</b>	<b>244,444</b>	<b>97,062</b>	<b>445,300</b>	<b>434,000</b>
Advertising		2,719	623	1,000	1,000
Computer Lease		3,458	3,416	3,500	3,500
Computer Supplies		278	421	400	400
Consulting		2,093	7,022	0	0
Copier Lease		4,156	4,166	4,200	4,200
Depreciation		0	0	0	10,800
Dues/Memberships/Subscriptions		664	1,219	500	1,000
Employee Recruitment		466	12,826	500	8,000
Equipment Rental		212	461	300	1,000
Insurance		42,923	42,241	43,100	45,600
Legal Fees		2,500	499	0	0
Management Svcs Agreement		306,851	267,190	300,000	300,000
Miscellaneous		1,465	1,237	500	1,000
Office Supplies		7,542	4,442	3,500	4,000
Postage/Freight		70	84	100	100
Repairs/Maintenance		8,004	6,820	5,000	6,000
Telephone/Communications		4,689	3,842	6,800	3,500
Travel/Training		1,764	219	0	500
Vehicle Expense		4,405	13,850	3,000	6,500
	<b>TOTAL EXPENSES:</b>	<b>638,703</b>	<b>467,640</b>	<b>817,700</b>	<b>831,100</b>
<b>ALLOCATION OF EXPENSES:</b>					
		<b>2007-08 Actual</b>	<b>2008-09 Actual</b>	<b>2009-10 Budget</b>	<b>2010-11 Budget</b>
	The Bucket Grill & Pub	12,854	23,382	16,400	16,600
	Catering	55,772	18,706	65,400	54,000
	Courtyard Express	0	0	0	0
	Starbucks	0	0	65,400	54,000
	Satellite Union Snack Bar	0	0	0	0
	UC Food Court	11,154	32,735	16,400	16,600
	University Dining Hall	401,559	289,936	547,900	581,800
	University Restaurant	11,154	18,706	8,000	8,300
	USU Food Court	55,772	60,793	81,800	83,100
	Union Snack Bar	11,154	23,382	16,400	16,600
	<b>TOTAL</b>	<b>559,419</b>	<b>467,640</b>	<b>817,700</b>	<b>831,000</b>

**DINING SERVICES - THE BUCKET BUDGET  
2010-11**

		2007-08	2008-09	2009-10	2010-11
		Actual	Actual	Budget	Budget
<b>SALES:</b>					
	Beverages - Alcoholic	32,647	19,107	20,000	20,000
	Food/Beverages	174,898	116,171	175,000	100,300
	Office Coffee	0	0	0	0
	<b>TOTAL SALES</b>	<b>207,545</b>	<b>135,278</b>	<b>195,000</b>	<b>120,300</b>
	Less: Cost of Goods Purchased	110,798	72,598	97,500	50,400
	<b>GROSS PROFIT ON SALES</b>	<b>96,747</b>	<b>62,680</b>	<b>97,500</b>	<b>69,900</b>
	Food Cost	53%	54%	50%	42%
	Labor Cost	60%	46%	40%	42%
<b>EXPENSES:</b>					
	Payroll:				
	Hourly	15,230	7,457	10,000	23,800
	Monthly	0	1,830	8,000	0
	Part-Time	55,633	26,442	28,500	18,600
	Students	41,308	24,855	31,000	7,600
	Contract Services	11,508	1,982	0	0
	Merit Pay	0	0	0	0
	<b>Payroll Sub-Total</b>	<b>123,679</b>	<b>62,566</b>	<b>77,500</b>	<b>50,000</b>
	Employee Benefits	20,337	10,194	12,500	19,800
	<b>Total Payroll and Benefits</b>	<b>144,016</b>	<b>72,760</b>	<b>90,000</b>	<b>69,800</b>
	Advertising and Printing	170	555	500	500
	Cable TV Service	2,261	0	2,500	0
	Computer Lease	0	0	500	500
	Depreciation (non-cash)	4,996	6,775	0	0
	Employee Procurement	0	0	0	0
	Food Services Administration	12,854	23,382	16,400	16,600
	Janitorial/Sanitation	8,337	7,325	8,000	8,000
	Laundry	1,411	1,722	2,000	2,000
	Licenses/Permits/Fees	657	1,586	2,000	2,000
	Miscellaneous	335	276	100	100
	Non-Student Tax	1,612	867	1,515	800
	Office Supplies	719	513	500	500
	Over/Short	821	220	0	0
	Paper Supplies	17,279	13,190	14,000	10,000
	Repairs/Maintenance	8,130	6,718	8,000	5,000
	Smallwares	1,823	3,942	2,500	1,500
	Telephone/Communications	1,207	567	700	500
	Uniforms	2,463	129	0	0
	University Center	0	0	0	0
	Utilities	8,109	8,134	8,000	8,000
	<b>Total Operating Expenses</b>	<b>217,200</b>	<b>148,661</b>	<b>157,215</b>	<b>125,800</b>
	<b>NET SURPLUS/(DEFICIT)</b>	<b>(120,453)</b>	<b>(85,981)</b>	<b>(59,715)</b>	<b>(55,900)</b>

**DINING SERVICES - CATERING BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>SALES:</b>				
Beverages - Alcoholic	37,900	24,998	20,000	10,000
Bulldog Baskets	1,144	0	0	0
Commissions - Special Events	9,902	0	0	0
Equipment Rental	30,060	22,760	20,000	12,000
General Sales	988,224	880,386	850,000	613,000
Miscellaneous	6,729	4,981	5,000	5,000
<b>TOTAL SALES</b>	<b>1,073,959</b>	<b>933,125</b>	<b>895,000</b>	<b>640,000</b>
Less: Cost of Goods Purchased	409,547	357,351	331,150	250,000
<b>GROSS PROFIT ON SALES</b>	<b>664,412</b>	<b>575,774</b>	<b>563,850</b>	<b>390,000</b>
Food Cost	38%	38%	37%	39%
Labor Cost	41%	52%	47%	46%
<b>EXPENSES:</b>				
Payroll:				
Hourly	97,576	101,286	63,300	78,600
Monthly	52,208	58,456	93,600	42,100
Part-Time	94,495	137,372	95,000	55,000
Students	59,251	44,107	40,000	30,000
Contract Services	36,246	11,048	3,000	0
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>339,776</b>	<b>352,269</b>	<b>294,900</b>	<b>205,700</b>
Employee Benefits	102,094	130,126	127,500	87,500
	<b>441,870</b>	<b>482,395</b>	<b>422,400</b>	<b>293,200</b>
Advertising	0	0	0	0
Commissions	0	0	0	0
Computer Lease	1,137	902	900	900
Depreciation (non-cash)	5,087	10,333	2,700	1,400
Dues/Memberships/Subscriptions	16	0	0	0
Employee Procurement	0	0	0	0
Equipment Rental	31,156	13,439	18,000	8,300
Food Services Administration	55,772	18,706	65,400	54,000
Janitorial/Sanitation	361	634	500	500
Laundry	32,292	19,945	28,000	15,000
Licenses/Permits/Fees	487	406	500	500
Miscellaneous	637	865	1,000	1,000
Office Supplies	3,156	2,977	2,500	2,000
Paper Supplies	50,768	52,602	50,000	34,000
Postage/Freight	0	0	0	0
Repairs/Maintenance	4,501	10,109	4,000	4,000
Smallwares	26,765	15,068	10,000	2,500
Telephone/Communications	5,234	4,774	5,500	3,700
Travel/Training	458	438	0	300
Uniforms	3,244	5,975	4,000	3,000
University Center Expense	0	0	0	0
Vehicle Lease	0	0	0	0
Vehicle Expense	7,450	417	5,000	5,000
<b>TOTAL OPERATING EXPENSES</b>	<b>670,391</b>	<b>639,985</b>	<b>620,400</b>	<b>429,300</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(5,979)</b>	<b>(64,211)</b>	<b>(56,550)</b>	<b>(39,300)</b>

<b>DINING SERVICES - COMMISSIONS BUDGET</b>					
<b>2010-11</b>					
		<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
		<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>INCOME:</b>					
	Golden One ATM	4,200	17,700	7,200	7,200
	Juice It Up-ice	2,950	3,100	3,000	3,000
	Miscellaneous	50	0	0	0
	Planet Java	15,539	13,649	14,000	14,000
	Vending Machines	18,810	19,419	18,000	18,000
	<b>NET SURPLUS</b>	<b>41,549</b>	<b>53,868</b>	<b>42,200</b>	<b>42,200</b>

**DINING SERVICES - LIBRARY CAFÉ/STARBUCKS BUDGET  
2010-11**

	Stub Year			
	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>SALES:</b>				
General Sales	814	184,093	700,000	575,000
Less: Cost of Goods Purchased	142	84,690	231,000	200,000
<b>GROSS PROFIT ON SALES</b>	<b>672</b>	<b>99,403</b>	<b>469,000</b>	<b>375,000</b>
Food Cost	17%	46%	33%	35%
Labor Cost	0%	76%	36%	44%
<b>EXPENSES:</b>				
Payroll:				
Hourly	0	0	0	0
Monthly	0	17,595	37,800	38,000
Part-Time	0	7,318	0	26,000
Students	0	50,310	130,800	68,000
<b>Payroll Sub-Total</b>	<b>0</b>	<b>75,223</b>	<b>168,600</b>	<b>132,000</b>
Employee Benefits	0	11,643	40,800	32,300
<b>Total Payroll and Benefits</b>	<b>0</b>	<b>86,866</b>	<b>209,400</b>	<b>164,300</b>
Advertising and Printing	0	1,104	14,000	1,500
Amortization	0	3,000	3,000	3,000
Computer Lease	0	180	0	700
Credit Card Fees	0	4,402	1,000	7,600
Depreciation (Non-Cash)	0	13,635	36,700	40,900
Dues/Memberships/Subscriptions	0	1,261	0	0
Employee Recruitment	0	650	0	500
Food Services Administration	0	0	65,400	54,000
Janitorial/Sanitation	0	2,585	6,000	1,500
Laundry	0	1,220	1,000	2,200
Miscellaneous	0	704	1,000	1,000
Non-Student Tax	6	0	5,000	500
Office Supplies	0	1,098	500	500
Over/Short	(17)	276	0	0
Paper Supplies	0	7,600	15,000	15,000
Licenses/Permits/Fees	0	408	500	500
Repairs/Maintenance	313	1,437	1,000	1,000
Royalties	0	14,717	49,000	46,000
Smallwares	0	8,137	1,000	3,500
Telephone/Communications	0	100	700	250
Uniforms	0	893	3,000	1,200
Utilities	0	0	0	0
<b>Total Operating Expenses</b>	<b>302</b>	<b>150,273</b>	<b>413,200</b>	<b>345,650</b>
<b>NET SURPLUS/(DEFICIT):</b>	<b>370</b>	<b>(50,870)</b>	<b>55,800</b>	<b>29,350</b>

**DINING SERVICES - SSU SNACK BAR BUDGET  
2010-11**

(O)					
		<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
		<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>SALES:</b>					
	General	62,817	79,110	80,000	65,000
	Less: Cost of Goods Purchased	33,290	47,223	48,000	43,500
	<b>GROSS PROFIT ON SALES</b>	<b>29,527</b>	<b>31,887</b>	<b>32,000</b>	<b>21,500</b>
	Food Cost	53%	60%	60%	67%
	Labor Cost	54%	35%	36%	50%
<b>EXPENSES:</b>					
	Payroll:				
	Hourly	0	0	0	0
	Part-Time	6,683	6,739	7,500	7,500
	Students	8,143	3,468	3,000	1,500
	<b>Payroll Sub-Total</b>	<b>14,826</b>	<b>10,207</b>	<b>10,500</b>	<b>9,000</b>
	Employee Benefits	1,247	999	1,000	1,800
	<b>Total Payroll and Benefits</b>	<b>16,073</b>	<b>11,206</b>	<b>11,500</b>	<b>10,800</b>
	Advertising	102	0	100	0
	Contract Services- USU Building Operations	0	900	900	900
	Depreciation (non-cash)	0	0	0	0
	Food Services Administration	0	0	0	0
	Janitorial/Sanitation	290	0	0	0
	Laundry	0	0	0	0
	Licenses/Permits/Fees	143	338	0	0
	Miscellaneous	0	0	0	0
	Non-Student Tax	459	119	70	100
	Office Supplies	321	0	0	0
	Over/Short	10	42	0	0
	Paper Supplies	1,676	1,455	1,500	1,250
	Repairs/Maintenance	2,121	124	500	200
	Smallwares	266	0	0	0
	Telephone/Communications	568	51	200	100
	University Student Union Rent	4,000	2,200	2,200	2,200
	<b>TOTAL OPERATING EXPENSES</b>	<b>26,029</b>	<b>16,435</b>	<b>16,970</b>	<b>15,550</b>
	<b>NET SURPLUS/(DEFICIT)</b>	<b>3,498</b>	<b>15,452</b>	<b>15,030</b>	<b>5,950</b>

<b>DINING SERVICES - UNIVERSITY CENTER (TACO BELL) BUDGET</b>					
<b>2009-10</b>					
		<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
		<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>SALES:</b>					
Beverages		34,194	18,863	20,000	20,000
Food - Round Table		130,507	0	0	0
Food - Taco Bell		179,083	189,251	200,000	130,000
<b>TOTAL SALES</b>		<b>343,784</b>	<b>208,114</b>	<b>220,000</b>	<b>150,000</b>
Less: Cost of Goods Purchased		119,107	81,452	79,200	48,000
<b>GROSS PROFIT ON SALES</b>		<b>224,677</b>	<b>126,662</b>	<b>140,800</b>	<b>102,000</b>
	Food Cost	35%	39%	36%	32%
	Labor Cost	46%	38%	40%	31%
<b>EXPENSES:</b>					
Payroll:					
Hourly		19,002	343	0	0
Monthly		20,057	12,402	20,000	0
Part-Time		67,468	33,618	32,000	24,000
Student		18,083	24,003	25,000	15,000
Merit Pay		0	0	0	0
<b>Payroll Sub-Total</b>		<b>124,610</b>	<b>70,366</b>	<b>77,000</b>	<b>39,000</b>
Employee Benefits		35,226	9,102	10,780	7,800
<b>Total Payroll and Benefits</b>		<b>159,836</b>	<b>79,468</b>	<b>87,780</b>	<b>46,800</b>
Advertising					
Franchise		1,347	455	0	0
General		5,201	0	500	500
Computer Lease		0	0	0	0
Depreciation (non-cash)		33,925	37,949	41,700	21,900
Food Services Administration		11,154	32,735	16,400	16,600
Janitorial/Sanitation		4,313	4,572	3,000	3,000
Laundry		577	203	300	300
Licenses/Permits/Fees		2,989	2,757	1,000	1,000
Miscellaneous		6,207	0	500	200
Non-Student Tax		2,488	1,555	1,500	1,200
Office Supplies		1,130	314	300	300
Over/Short		2,187	(7)	0	0
Paper Supplies		13,589	8,630	8,500	8,500
Repairs/Maintenance		14,830	6,996	2,500	2,500
Royalties					
Round Table		5,201	0	0	0
Taco Bell		12,536	13,126	14,000	9,100
Smallwares		3,336	2,923	500	500
Telephone/Communications		2,861	1,209	700	700
Travel/Training		0	700	0	0
Uniforms		2,778	483	800	500
University Center		0	0	0	0
Utilities		8,686	8,715	3,000	8,500
<b>TOTAL OPERATING EXPENSES</b>		<b>295,171</b>	<b>202,783</b>	<b>182,980</b>	<b>122,100</b>
<b>NET SURPLUS/(DEFICIT):</b>		<b>(70,494)</b>	<b>(76,121)</b>	<b>(42,180)</b>	<b>(20,100)</b>

**DINING SERVICES - UNIVERSITY DINING HALL BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>SALES:</b>				
Contract Sales:				
Commuter Contracts	182,171	166,529	85,000	145,000
Guests	54,983	68,336	60,000	55,000
Contract Sales Courtyard Residents	3,192,343	3,320,396	3,400,000	3,150,000
Summer Conferences - Non-Taxable	507,955	469,844	300,000	470,000
Summer Conferences - Taxable	42,882	38,499	50,000	40,000
Special Services - Food	0	20	0	0
<b>Total Sales</b>	<b>3,980,334</b>	<b>4,063,624</b>	<b>3,895,000</b>	<b>3,860,000</b>
Less: Cost of Goods Purchased	1,374,160	1,270,986	1,363,250	1,265,200
<b>GROSS PROFIT ON SALES</b>	<b>2,606,174</b>	<b>2,792,638</b>	<b>2,531,750</b>	<b>2,594,800</b>
Food Cost	35%	31%	35%	33%
Labor Cost	26%	23%	21%	23%
<b>EXPENSES:</b>				
Payroll:				
Hourly	210,279	102,367	100,000	136,000
Monthly	105,606	107,944	109,000	82,400
Part-Time	359,091	423,962	400,000	400,000
Students	40,383	26,214	18,000	40,000
Contract Services	47,990	26,584	0	0
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>763,349</b>	<b>687,071</b>	<b>627,000</b>	<b>658,400</b>
Employee Benefits	260,240	260,290	209,800	242,100
<b>Total Payroll and Benefits</b>	<b>1,023,589</b>	<b>947,361</b>	<b>836,800</b>	<b>900,500</b>
Advertising	2,090	3,238	5,000	2,500
Allowance for Uncollectible Debt	8,173	31,164	0	0
Computer Lease	568	451	500	500
Consulting - JDE	0	0	0	0
Credit Card Fees	35,956	45,879	40,000	40,000
Depreciation (non-cash)	87,369	95,195	152,857	95,200
Dues/Memberships/Subscriptions	0	0	0	0
Employee Meals	16,949	0	0	0
Employee Recruitment	0	0	0	0
Equipment Rental	2,172	1,078	3,000	3,000
Food Services Administration	401,559	289,936	547,900	581,800
Housing Incentives	0	0	0	0
Interest Expense-Energy Retrofit	11,449	7,227	12,000	7,500
Janitorial/Sanitation	59,371	42,792	40,000	40,000
Laundry	12,347	12,740	12,000	12,000
Licenses/Permits/Fees	7,286	7,517	5,000	7,500
Maintenance Fees-CBORD OPCS	5,541	5,123	5,500	5,500
Miscellaneous	1,118	(871)	1,500	1,500
Office Supplies/Décor	3,527	1,417	5,000	3,000
Over/Short	282	7	0	0
Paper Supplies	46,764	48,572	45,000	41,000
Postage/Freight	152	251	0	0
Repairs/Maintenance	59,429	101,933	125,000	90,000
Resident Advisor Meals	42,871	81,394	40,000	40,000

**DINING SERVICES - UNIVERSITY DINING HALL BUDGET  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
Smallwares	29,495	31,411	20,000	20,000
Telephone/Communications	3,790	1,911	3,500	2,500
Travel/Training	0	796	0	250
Uniforms	8,332	3,457	0	1,000
Utilities	167,572	168,061	211,800	175,000
Warehouse Expense	54,549	6,553	0	0
<b>TOTAL OPERATING EXPENSES</b>	<b>2,092,300</b>	<b>1,934,593</b>	<b>2,112,357</b>	<b>2,070,250</b>
<b>NET SURPLUS</b>	<b>513,874</b>	<b>858,045</b>	<b>419,393</b>	<b>524,550</b>

**DINING SERVICES - UNIVERSITY RESTAURANT BUDGET  
2010-11**

		2007-08	2008-09	2009-10	2010-11
		Actual	Actual	Budget	Budget
<b>SALES:</b>					
Beverages - Alcoholic		52	116	0	0
Food/Beverages		75,451	47,214	50,000	30,000
<b>TOTAL SALES</b>		<b>75,503</b>	<b>47,330</b>	<b>50,000</b>	<b>30,000</b>
Less: Cost of Goods Purchased		39,135	20,105	21,500	17,000
<b>GROSS PROFIT ON SALES</b>		<b>36,368</b>	<b>27,225</b>	<b>28,500</b>	<b>13,000</b>
	Food Cost	52%	42%	43%	57%
	Labor Cost	67%	63%	68%	196%
<b>EXPENSES:</b>					
Payroll:					
Hourly		17,397	8,972	9,000	19,900
Monthly		0	1,336	0	3,800
Part-Time		24,035	16,925	17,000	15,000
Student		8,509	2,396	1,000	2,200
Contract Services		567	0	0	0
Merit Pay		0	0	0	0
<b>Payroll Sub-Total</b>		<b>50,508</b>	<b>29,629</b>	<b>27,000</b>	<b>40,900</b>
Employee Benefits		18,750	8,175	7,020	18,040
<b>Total Payroll and Benefits</b>		<b>69,258</b>	<b>37,804</b>	<b>34,020</b>	<b>58,940</b>
Advertising		2,915	315	250	250
Depreciation (non-cash)		6,672	6,609	12,900	4,500
Food Services Administration		11,154	18,706	8,000	8,300
Janitorial/Sanitation		3,462	3,626	2,500	2,500
Laundry		6,411	3,545	4,000	4,000
Licenses/Permits/Fees		571	719	0	0
Miscellaneous		248	46	100	100
Office Supplies		435	118	300	300
Over/Short		(331)	19	0	0
Paper Supplies		2,513	745	1,000	1,000
Repairs/Maintenance		9,781	5,915	2,500	3,000
Smallwares		1,330	352	500	500
Telephone/Communications		878	1,319	500	500
Uniforms		598	0	0	0
University Center		0	0	0	0
Utilities		2,977	2,982	8,000	3,000
<b>TOTAL OPERATING EXPENSES</b>		<b>118,872</b>	<b>82,820</b>	<b>74,570</b>	<b>86,890</b>
<b>NET DEFICIT</b>		<b>(82,504)</b>	<b>(55,595)</b>	<b>(46,070)</b>	<b>(73,890)</b>

**DINING SERVICES - USU FOOD COURT BUDGET  
2010-11**

		2007-08	2008-09	2009-10	2010-11
		Actual	Actual	Budget	Budget
<b>SALES:</b>					
Beverages		191,085	234,270	225,000	225,000
Miscellaneous		0	0	0	0
Panda Express Commission		16,586	18,393	16,000	16,000
Panda Express Rent		24,000	24,000	24,000	24,000
Subway		484,773	492,007	450,000	450,000
Taco Bell		0	0	0	0
Chick Fil A		169,686	195,237	200,000	200,000
<b>TOTAL SALES</b>		<b>886,130</b>	<b>963,907</b>	<b>915,000</b>	<b>915,000</b>
Less: Cost of Goods Purchased		336,822	343,263	338,600	338,600
<b>GROSS PROFIT ON SALES</b>		<b>549,308</b>	<b>620,644</b>	<b>576,400</b>	<b>576,400</b>
	Food Cost	38%	36%	37%	37%
	Labor Cost	31%	25%	25%	23%
<b>EXPENSES:</b>					
Payroll:					
	Hourly	58,993	23,880	37,000	25,500
	Monthly	40,680	36,173	37,000	33,000
	Part-Time	76,923	112,360	90,000	90,000
	Student	94,026	64,960	65,000	65,000
	Merit Pay	0	0	0	0
		<b>270,622</b>	<b>237,373</b>	<b>229,000</b>	<b>213,500</b>
	Employee Benefits	57,202	64,123	60,000	58,100
	<b>Total Payroll and Benefits</b>	<b>327,824</b>	<b>301,496</b>	<b>289,000</b>	<b>271,600</b>
Advertising:					
	Other	4,423	3,600	2,500	2,500
	Subway	22,236	21,302	18,000	18,000
Amortization:					
	Subway Franchise Fee	500	500	500	500
	Computer Lease	1,601	1,407	1,400	1,500
	Computer Supplies	123	0	0	0
	Consulting	2,666	0	0	0
	Contract Services-USU Building Operations	0	20,300	20,300	20,300
	Depreciation (non-cash)	42,244	59,906	58,600	56,900
	Food Services Administration	55,772	60,793	81,800	83,100
	Janitorial/Sanitation	5,474	4,302	2,000	2,000
	Laundry	1,017	2,678	2,500	2,500
	Licenses/Permits/Fees	812	836	500	500
	Miscellaneous	3,564	272	500	500
	Non-Student Tax	6,204	6,930	6,300	6,300
	Office Supplies	4,544	2,053	2,000	2,000
	Over/Short	679	(10)	0	0
	Paper Supplies	34,412	33,877	30,000	30,000
	Postage & Freight	350	810	1,000	1,000
	Repairs/Maintenance	14,389	11,771	8,000	10,000
Royalties:					
	Chick Fil A	16,924	19,504	20,000	20,000
	Subway	37,261	39,533	36,000	36,000
	Taco Bell	0	0	0	0
	Smallwares	13,289	2,725	2,500	2,500

**DINING SERVICES - USU FOOD COURT BUDGET  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
Telephone/Communications	2,878	2,508	2,500	2,500
Travel/Training	13,500	3,203	0	0
Uniforms	9,084	771	1,000	1,000
University Student Union Rent	91,800	51,000	51,000	51,000
<b>TOTAL OPERATING EXPENSES</b>	<b>713,570</b>	<b>652,067</b>	<b>637,900</b>	<b>622,200</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>(164,262)</b>	<b>(31,423)</b>	<b>(61,500)</b>	<b>(45,800)</b>

**DINING SERVICES - THE UNION SNACK BAR BUDGET  
2010-11**

		2007-08	2008-09	2009-10	2010-11
		Actual	Actual	Budget	Budget
<b>SALES:</b>					
General		157,596	271,816	260,000	265,000
Bakery		36,177	4,254	6,000	6,000
Ice Cream		11,991	1,777	3,000	3,000
Juice It Up Commission & Rent		21,562	16,481	23,000	23,000
<b>TOTAL SALES</b>		<b>227,326</b>	<b>294,328</b>	<b>292,000</b>	<b>297,000</b>
Less: Cost of Goods Purchased		104,407	129,621	124,032	117,000
<b>GROSS PROFIT ON SALES</b>		<b>122,919</b>	<b>164,707</b>	<b>167,968</b>	<b>180,000</b>
	Food Cost	46%	44%	42%	39%
	Labor Cost	31%	23%	22%	24%
<b>EXPENSES:</b>					
Payroll:					
Hourly		5,092	605	1,000	0
Monthly		0	1,942	0	5,800
Part-Time		16,716	30,032	30,000	30,000
Student		47,571	35,149	34,000	34,000
<b>Payroll Sub-Total</b>		<b>69,379</b>	<b>67,728</b>	<b>65,000</b>	<b>69,800</b>
Employee Benefits		8,951	7,164	6,300	15,300
		<b>78,330</b>	<b>74,892</b>	<b>71,300</b>	<b>85,100</b>
Advertising		88	111	100	100
Contract Services - USU Building Operations		0	8,800	8,800	8,800
Depreciation (non-cash)		5,344	5,710	4,500	4,100
Food Services Administration		11,154	23,382	16,400	16,600
Janitorial/Sanitation		834	786	1,000	1,000
Laundry		0	0	0	0
Licenses/Permits/Fees		432	544	600	600
Miscellaneous		(150)	(52)	100	100
Non-Student Tax		1,420	2,089	1,800	1,800
Office Supplies		473	209	300	300
Over/Short		93	(130)	0	0
Paper Supplies		14,001	13,278	12,500	11,000
Repairs/Maintenance		2,286	1,093	2,000	1,000
Smallwares		23	1,795	1,000	1,000
Telephone/Communications		553	395	500	500
University Student Union Rent		39,200	21,800	21,800	21,800
<b>TOTAL OPERATING EXPENSES</b>		<b>154,081</b>	<b>154,702</b>	<b>142,700</b>	<b>153,800</b>
<b>NET SURPLUS</b>		<b>(31,162)</b>	<b>10,005</b>	<b>25,268</b>	<b>26,200</b>

<b>DINING SERVICES- WAREHOUSE BUDGET</b>					
<b>2010-11</b>					
		<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
		<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>INCOME:</b>					
	Juice It Up Commission	0	0	0	0
<b>DISBURSEMENTS:</b>					
	Payroll:				
	Hourly	0	0	0	0
	Monthly	7,057	54	0	0
	Part-Time	6,602	1,341	0	0
	Student	0	0	0	0
	<b>Payroll Sub-Total</b>	<b>13,659</b>	<b>1,395</b>	<b>0</b>	<b>0</b>
	Employee Benefits	241	0	0	0
	<b>Total Payroll and Benefits</b>	<b>13,900</b>	<b>1,395</b>	<b>0</b>	<b>0</b>
	Damaged Merchandise	2,925	0	0	0
	Depreciation (non-cash)	0	0	0	0
	Equipment Rental	472	0	0	0
	Exterminator	0	0	0	0
	Insurance	0	0	0	0
	Inventory Variance	29,143	(2,128)	0	0
	Janitorial/Sanitation	974	974	0	0
	Laundry	57	0	0	0
	Miscellaneous	194	0	0	0
	Office Supplies	927	0	0	0
	Repairs/Maintenance	5,261	6,312	0	0
	Telephone/Communications	226	0	0	0
	Vehicle Expense	470	0	0	0
	<b>Total Expenses</b>	<b>54,549</b>	<b>6,553</b>	<b>0</b>	<b>0</b>
<b>AMOUNT TO BE ALLOCATED</b>		<b>54,549</b>	<b>6,553</b>	<b>0</b>	<b>0</b>
<b>*ALLOCATED AS FOLLOWS:</b>					
	Association Accounting	0	0	0	0
	Residence Dining Facility	54,549	6,553	0	0
	<b>TOTAL ALLOCATION</b>	<b>54,549</b>	<b>6,553</b>	<b>0</b>	<b>0</b>

**UNIVERSITY STUDENT UNION BUDGET SUMMARY  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>INCOME:</b>				
Building Operations	71,029	45,105	40,000	40,000
General	1,959,660	2,131,828	2,178,800	1,901,400
Information Center/Reservations	10,741	13,875	14,000	15,400
Post Office	13,122	10,726	26,000	26,700
USU Productions	18,524	10,954	6,400	7,100
Recreation	348,036	341,685	346,800	315,800
Satellite Student Union	124,744	105,917	101,000	91,000
<b>TOTAL INCOME:</b>	<b>2,545,856</b>	<b>2,660,090</b>	<b>2,713,000</b>	<b>2,397,400</b>
<b>EXPENSES:</b>				
Building Operations	605,929	591,592	669,400	601,900
General	1,128,741	1,086,186	1,248,300	1,205,050
Information Center/Reservations	99,370	105,350	123,550	119,300
Post Office	56,076	41,602	24,310	19,300
USU Productions	177,942	180,469	209,625	190,450
Recreation	183,106	183,935	188,600	172,000
Satellite Student Union	105,526	90,429	102,200	89,400
<b>TOTAL EXPENSES:</b>	<b>2,356,690</b>	<b>2,279,563</b>	<b>2,565,985</b>	<b>2,397,400</b>
<b>NET SURPLUS:</b>	<b>189,166</b>	<b>380,527</b>	<b>147,015</b>	<b>0</b>

<b>UNIVERSITY STUDENT UNION - BUILDING OPERATIONS BUDGET</b>					
<b>2010-11</b>					
		<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
		<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>INCOME:</b>					
	USU Custodial Services	71,029	45,105	40,000	40,000
<b>EXPENSES:</b>					
	Payroll:				
	Hourly-Custodial	91,543	82,186	90,800	82,000
	Hourly-Maintenance	104	0	0	0
	Monthly-Custodial	92,280	169,583	117,400	117,400
	Monthly-Maintenance	71,535	0	74,600	74,600
	Student-Custodial	106,231	109,110	115,000	96,000
	Student-Maintenance	6,209	0	8,000	6,000
	Merit Pay	0	0	0	0
	<b>Payroll Sub-Total</b>	<b>367,902</b>	<b>360,879</b>	<b>405,800</b>	<b>376,000</b>
	Employee Benefits	136,229	141,316	141,700	133,000
	<b>Total Payroll and Benefits</b>	<b>504,131</b>	<b>502,195</b>	<b>547,500</b>	<b>509,000</b>
	Computer Lease	1,062	0	900	900
	Custodial Supplies	45,941	37,261	48,000	37,000
	Employee Recruitment	0	90	500	0
	Miscellaneous	0	0	0	0
	Repairs/Maintenance	28,214	27,689	37,500	30,000
	Service Contracts	26,374	23,411	35,000	25,000
	Travel/Training	208	0	0	0
	Utilities	0	0	0	0
	<b>Total Expenses</b>	<b>605,930</b>	<b>590,646</b>	<b>669,400</b>	<b>601,900</b>
	<b>NET DEFICIT:</b>	<b>(534,901)</b>	<b>(545,541)</b>	<b>(629,400)</b>	<b>(561,900)</b>

**UNIVERSITY STUDENT UNION - GENERAL**  
**2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>INCOME:</b>				
Agency Accounts	0	0	0	0
ASI-Alumni Development	0	0	0	0
ASI-Computer Lab	7,269	7,269	7,800	7,800
ASI-Leadership Development	0	5,109	0	0
Commercial Leased Space - Food Service	75,000	75,000	75,000	75,000
Commercial Leased Space - Pavilion	49,400	48,800	40,200	40,200
Graphics Arts Services	4,120	3,100	0	0
Interest	38,850	23,141	20,000	16,000
Local Reserve Transfer	0	0	76,000	0
Miscellaneous	2,813	50	0	0
Space Rental	23,996	21,826	24,000	2,200
Support Services - ATM	4,200	19,521	7,800	7,200
Support Services - Copy Machine	4,012	3,012	3,000	3,000
USU Fees Returned to Operations	1,750,000	1,925,000	1,925,000	1,750,000
<b>TOTAL INCOME:</b>	<b>1,959,660</b>	<b>2,131,828</b>	<b>2,178,800</b>	<b>1,901,400</b>
<b>EXPENSES:</b>				
Payroll:				
Hourly	2,766	3,548	0	0
Monthly	126,188	155,966	201,500	201,500
Student	5,276	6,554	12,000	6,000
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>134,230</b>	<b>166,068</b>	<b>213,500</b>	<b>207,500</b>
Employee Benefits (including reimbursed)	48,963	70,931	91,300	98,400
Actual Retired Employee Benefits	54,429	61,315	49,900	67,400
Accrued Retired Employee Benefits	(35,258)	(44,620)	0	0
<b>Total Payroll and Benefits</b>	<b>202,364</b>	<b>253,694</b>	<b>354,700</b>	<b>373,300</b>
Advertising/Printing	4,696	1,724	5,000	5,000
Alumni Development - ASI	0	0	0	0
Art Fund	1,666	1,004	1,200	0
Audit Fees	0	0	0	0
Capital Equipment (under \$2,500)	51,513	16,012	0	0
Capital Lease-USU Computer Lab	7,269	7,378	0	0
Career Development	0	0		0
CSU Centrally Paid Indirect Costs	614	485	1,200	500
Computer Lease	5,584	4,490	5,200	6,000
Computer Lease-Computer Lab	0	0	7,800	7,600
Contingency Fund/Contingency Reserve	197	686	0	0
Copy Paper/Supplies	0	396	0	0
Co-Sponsorships	22,209	20,762	35,000	0
40th Anniversary Celebration	0	16,094	0	0
Depreciation (non-cash)	0	0	28,800	29,650
Dues/Memberships/Subscriptions	5,647	6,789	6,000	3,000
Employee Recruitment	887	80	500	0
Insurance	18,504	19,398	19,400	20,600
Leadership Development - ASI	0	0	0	0
Management Services Agreement Fee	306,852	267,190	300,000	300,000
Miscellaneous	1,348	15	1,500	0
Office Supplies	2,169	2,756	2,000	2,000
Postage	502	608	500	500
Printing	0	0	500	0

**UNIVERSITY STUDENT UNION - GENERAL  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
Renovations	9,418	8,343	0	0
Save Mart Center Student Seat Licenses	300,000	300,000	300,000	300,000
Security Services	41,929	37,438	40,000	35,000
Service Contracts	6,588	5,226	6,000	6,000
Service Contract - Visix	0	0	0	0
Technical Support for Visix (ITS)	0	0	0	0
Telephone/Communications	11,415	8,712	12,000	9,000
Travel/Training	21,072	445	0	400
Uncollectible Debt	0	6	0	0
Uniforms	1,027	868	1,000	500
Utilities	105,271	105,587	120,000	106,000
<b>TOTAL EXPENSES:</b>	<b>1,128,741</b>	<b>1,086,186</b>	<b>1,248,300</b>	<b>1,205,050</b>
<b>NET SURPLUS:</b>	<b>830,919</b>	<b>1,045,642</b>	<b>930,500</b>	<b>696,350</b>

**UNIVERSITY STUDENT UNION - INFORMATION CENTER/RESERVATIONS BUDGET  
2010-11**

	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>
	<b>Actual</b>	<b>Actual</b>	<b>Budget</b>	<b>Budget</b>
<b>INCOME:</b>				
Support Services:				
Fax Machine	213	141	200	100
Information Center Commissions	7,638	10,994	8,000	10,300
Graphic Arts Services	0	0	3,300	3,000
Satellite Box Office	2,890	2,740	2,500	2,000
<b>TOTAL INCOME:</b>	<b>10,741</b>	<b>13,875</b>	<b>14,000</b>	<b>15,400</b>
<b>EXPENSES:</b>				
Payroll:				
Monthly	35,069	37,904	38,500	36,600
Hourly	5,102	0	0	0
Student	31,669	36,636	46,000	45,500
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>71,840</b>	<b>74,540</b>	<b>84,500</b>	<b>82,100</b>
Employee Benefits	22,827	25,988	33,000	32,000
<b>Total Payroll and Benefits</b>	<b>94,667</b>	<b>100,528</b>	<b>117,500</b>	<b>114,100</b>
Advertising/Printing	381	534	400	500
Computer Lease	1,651	1,499	4,000	2,100
Dues/Memberships/Subscriptions	293	0	0	0
Miscellaneous	89	98	100	100
Office Supplies	1,688	1,990	1,500	1,500
Over/Short	56	(15)	50	0
Service Contracts	413	574	0	1,000
Uncollectible Debt	132	142	0	0
<b>TOTAL EXPENSES:</b>	<b>99,370</b>	<b>105,350</b>	<b>123,550</b>	<b>119,300</b>
<b>NET DEFICIT:</b>	<b>(88,629)</b>	<b>(91,475)</b>	<b>(109,550)</b>	<b>(103,900)</b>

**UNIVERSITY STUDENT UNION - POST OFFICE BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>INCOME:</b>				
US Post Office Commissions	8,878	6,421	4,000	3,700
Other - Key Control	125	415	20,000	20,000
Packaging Supplies	3,803	3,858	2,000	3,000
Sales-Water (Non-taxable)	188	27	0	0
Sales-Sodas, Candy (Taxable)	128	5	0	0
<b>TOTAL INCOME:</b>	<b>13,122</b>	<b>10,726</b>	<b>26,000</b>	<b>26,700</b>
<b>EXPENSES:</b>				
Payroll Services:				
Monthly	22,954	12,549	0	0
Student	7,855	12,696	17,000	15,000
<b>Payroll Sub-Total</b>	<b>30,809</b>	<b>25,245</b>	<b>17,000</b>	<b>15,000</b>
Employee Benefits	20,854	12,130	3,060	1,200
<b>Total Payroll and Benefits</b>	<b>51,663</b>	<b>37,375</b>	<b>20,060</b>	<b>16,200</b>
Advertising/Printing	0	16	0	0
Beverages for Resale	0	0	0	0
Office Supplies	1,327	1,382	1,300	800
Other	193	0	200	0
Over/Short	(15)	113	25	0
Packaging Supplies	2,698	1,901	2,000	1,500
Post Office Audit	0	0	0	0
Postal Bond	100	100	100	100
Service Contracts	110	715	625	700
<b>SUBTOTAL EXPENSES:</b>	<b>56,076</b>	<b>41,602</b>	<b>24,310</b>	<b>19,300</b>
<b>NET SURPLUS/(DEFICIT):</b>	<b>(42,954)</b>	<b>(30,876)</b>	<b>1,690</b>	<b>7,400</b>

**UNIVERSITY STUDENT UNION - LEADERSHIP & PRODUCTIONS BUDGET  
2010-11**

	2007-08 Actual	2008-09 Actual	2009-10 Budget	2010-11 Budget
<b>INCOME:</b>				
Program Activities:				
B.A.G. of Laughs	516	562	200	200
Celebrations	630	1,905	500	0
Concerts/The Music Scene	125	700	500	200
Films/Big Screen	63	485	100	200
Homecoming	50	0	0	0
Performing Arts/Center Stage	5,867	1,497	2,000	1,500
Recreation	5,395	4,655	3,000	4,000
Special Events	5,878	1,150	100	1,000
Today's Issues/The Point	0	0	0	0
<b>TOTAL INCOME:</b>	<b>18,524</b>	<b>10,954</b>	<b>6,400</b>	<b>7,100</b>
<b>EXPENSES:</b>				
Payroll:				
Monthly	66,805	68,191	68,600	68,600
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>66,805</b>	<b>68,191</b>	<b>68,600</b>	<b>68,600</b>
Employee Benefits	27,700	28,672	29,400	30,600
<b>Total Payroll and Benefits</b>	<b>94,505</b>	<b>96,863</b>	<b>98,000</b>	<b>99,200</b>
Program Activities:				
Celebrations/Festivals	3,541	4,510	5,000	4,500
Comedy/B.A.G. of Laughs	2,982	3,387	4,000	3,500
Concerts/The Music Scene	24,952	21,147	24,000	17,950
Film/Videos/Big Screen	8,961	8,229	11,000	9,000
Homecoming/Spirit	3,216	3,826	5,000	5,000
Performing Arts/Center Stage	19,983	19,018	19,000	16,200
Recreation/Leisure	5,984	7,038	9,000	7,000
Special Events	2,220	3,428	5,000	3,500
Today's Issues/The Point	557	1,945	3,000	2,000
Advertising/Printing	2,941	2,087	3,000	2,000
Computer Lease	2,332	2,232		2,000
Co-Sponsorships	0	0	0	5,600
Dues/Memberships/Subscriptions	895	925	925	1,000
Leadership Programming	0	0	7,000	4,000
Marketing/Promotions	0	0	1,000	0
Office Supplies	749	1,663	1,000	1,500
Student Training	4,124	4,171	13,700	6,500
<b>TOTAL EXPENSES:</b>	<b>177,942</b>	<b>180,469</b>	<b>209,625</b>	<b>190,450</b>
<b>NET DEFICIT:</b>	<b>(159,418)</b>	<b>(169,515)</b>	<b>(203,225)</b>	<b>(183,350)</b>

**UNIVERSITY STUDENT UNION - RECREATION CENTER BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>INCOME:</b>				
Billiards	71,323	62,465	73,000	55,000
Bowling	201,107	200,977	200,000	190,000
Coin-Op Games	6,208	4,698	6,000	5,000
Locker Rentals	513	837	800	800
Pinball/Video	29,280	20,757	23,000	20,000
Promotional Events	14,253	17,585	13,000	14,000
Shoe Rentals	25,353	29,842	25,000	25,000
Xbox	0	4,524	6,000	6,000
<b>TOTAL INCOME:</b>	<b>348,037</b>	<b>341,685</b>	<b>346,800</b>	<b>315,800</b>
<b>EXPENSES:</b>				
Payroll:				
Hourly	18,481	13,456	16,000	9,000
Monthly	47,163	48,578	48,600	48,600
Part-Time	1,009	1,572	0	0
Student	42,213	47,437	47,200	47,500
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>108,866</b>	<b>111,043</b>	<b>111,800</b>	<b>105,100</b>
Employee Benefits	21,005	25,550	29,400	26,000
<b>Total Payroll and Benefits</b>	<b>129,871</b>	<b>136,593</b>	<b>141,200</b>	<b>131,100</b>
Advertising/Printing	3,034	1,408	3,000	1,500
Billiard Supplies	593	221	800	600
Bowling Supplies	4,977	3,935	6,000	4,000
Capital Equipment	1,335	0	0	0
Coin-Op/Video Game Supplies	9,291	3,060	5,000	3,500
Computer Lease	1,595	1,270	1,000	1,000
Credit Card Fees	2,828	3,311	3,000	3,000
Dues/Memberships/Subscriptions	65	0	300	300
Intercollegiate Team Bowling Sponsorship	5,977	0	0	0
Recreation Events (ACUI)	0	0	2,000	0
Miscellaneous	44	0	100	100
Office Supplies	1,195	912		1,000
Over/Short	34	(9)	0	0
Repairs & Maintenance	11,565	21,629	15,000	15,000
Service Contracts	7,080	8,872	8,200	8,200
Special Events-Parties/Groups	2,786	2,732	3,000	2,700
Travel/Training	836	0	0	0
Uncollectible Debt	0	0	0	0
<b>TOTAL EXPENSES:</b>	<b>183,106</b>	<b>183,934</b>	<b>188,600</b>	<b>172,000</b>
<b>NET SURPLUS/(DEFICIT):</b>	<b>164,931</b>	<b>157,751</b>	<b>158,200</b>	<b>143,800</b>

**UNIVERSITY STUDENT UNION - SATELLITE STUDENT UNION BUDGET  
2010-11**

	2007-08	2008-09	2009-10	2010-11
	Actual	Actual	Budget	Budget
<b>INCOME:</b>				
Equipment Rental	21,460	19,410	18,000	18,000
Security	2,746	1,795	0	0
Space Rental	78,083	65,645	65,000	55,000
Technicians	22,455	19,067	18,000	18,000
<b>TOTAL INCOME:</b>	<b>124,744</b>	<b>105,917</b>	<b>101,000</b>	<b>91,000</b>
<b>EXPENSES:</b>				
Payroll:				
Monthly	52,688	53,282	55,000	51,000
Student	9,745	8,273	11,000	9,200
Merit Pay	0	0	0	0
<b>Payroll Sub-Total</b>	<b>62,433</b>	<b>61,555</b>	<b>66,000</b>	<b>60,200</b>
Employee Benefits	29,752	19,474	21,000	21,000
<b>Total Payroll and Benefits</b>	<b>92,185</b>	<b>81,029</b>	<b>87,000</b>	<b>81,200</b>
Capital Equipment	1,936	0	0	0
Computer Lease	1,860	1,082	1,200	1,200
Conferences, Seminars, Education	0	0	0	0
Miscellaneous	0	0	0	0
Repairs/Maintenance	6,989	6,623	14,000	7,000
Security Services	2,556	1,695	0	0
<b>TOTAL EXPENSES:</b>	<b>105,526</b>	<b>90,429</b>	<b>102,200</b>	<b>89,400</b>
<b>NET SURPLUS/(DEFICIT):</b>	<b>19,218</b>	<b>15,488</b>	<b>(1,200)</b>	<b>1,600</b>

<b>EQUIPMENT BUDGET 2010-11</b>				
<b>Cost Center</b>	<b>Type</b>	<b>New Asset Estimated Cost (Where Applicable)</b>	<b># of Yrs</b>	<b>2010-11 Budgeted Depreciation</b>
<b>Administration - General</b>				
	Existing Depreciation - Buildings			82,300
	Existing Depreciation - Equipment			12,600
	<i>New Automated Time Management System</i>	\$ 150,000.00	7	21,429
				<u>\$116,329</u>
<b>Administration - MIS</b>				
	Existing Depreciation - Equipment			9,900
				<u>\$9,900</u>
<b>Kennel Bookstore - General</b>				
	Existing Depreciation - Equipment			37,900
				<u>\$37,900</u>
<b>Kennel Bookstore - Copy Center</b>				
	Existing Depreciation - Equipment			0
				<u>\$0</u>
<b>University Courtyard</b>				
	Existing Depreciation - Buildings			472,100
	Existing Depreciation - Equipment			164,700
				<u>\$636,800</u>
<b>University Dining Services</b>				
<i>Administration</i>	Existing Depreciation - Equipment			10,800
<i>Catering &amp; Special Events</i>	Existing Depreciation - Equipment			1,400
<i>The Bucket Grill &amp; Pub</i>	Existing Depreciation - Equipment			0
<i>University Dining Hall</i>	Existing Depreciation - Equipment			95,200
<i>University Center Food Court</i>	Existing Depreciation - Equipment			21,900
<i>University Restaurant</i>	Existing Depreciation - Equipment			4,500
<i>USU Food Court</i>	Existing Depreciation - Equipment			56,900
<i>The Union Snack Bar</i>	Existing Depreciation - Equipment			4,100
<i>Starbucks</i>	Existing Depreciation - Equipment			40,900
				<u>\$235,700</u>
<b>University Student Union</b>				
	Existing Depreciation - Equipment			27,100
	<i>New Computer Tables and Chairs</i>	\$ 7,650.00	3	2,550
				<u>\$29,650</u>
<b>Student Recreation Center</b>				
	Existing Depreciation - Equipment			0
				<u>\$0</u>
	<b>TOTAL ANNUAL DEPRECIATION (W/O SMC):</b>			<b>\$1,066,279</b>
<b>Save Mart Center</b>				
<i>Save Mart Center Main</i>	Existing Depreciation - Building			2,562,600
<i>Lyles/Peters</i>	Existing Depreciation - Building			55,900
<i>Save Mart Center Main</i>	Existing Depreciation - Equipment			384,300
				<u>\$3,002,800</u>
	<b>TOTAL ANNUAL DEPRECIATION (W/ SMC):</b>			<b>\$4,069,079</b>