

## 2018-19 BUDGET BINDER

## 1. Budget Message

To the Board of Directors, Finance Committee, CSUN Faculty, Staff, and Students:

The purpose of this message is to provide an overview of the Budget Allocation Proposals presented herein. The budget is the conduit by which the organization implements its strategic priorities and allocates resources to student programs, services, and facilities. This budget proposal reflects our commitment to our students and the campus community by maintaining financial viability and integrity within the constraints of available resources brought on by increasing personnel and operating costs. This budget proposal represents our continued commitment to prudent fiscal management e.g. living within our means.

We are pleased to present to you the University Student Union's (USU's) 2018-19 Budget Allocation Proposals totaling \$19,393,254. The table below is a summary of the proposals:

		Budget
	,	Allocation
Budget Allocation Proposal	Pro	oposal Totals
Operating	\$	17,174,394
Capital Outlay	\$	252,966
Major Purchase, Repair, & Replacement	\$	1,965,894
<b>Total Proposed Budgets</b>	\$	19,393,254

The Operating Budget Allocation Proposal is breakeven which means that the total revenue budget equals the total expenditure budget. The details of the Operating Allocation Proposal, the Capital Outlay Allocation Proposal, and the Major Purchase, Repair, & Replacement Allocation Proposal are displayed in **Exhibits 1, 4, and 5** respectively.

#### We have a Financial Plan

Our current financial plan is displayed in **Exhibit 2.** Total revenues and expenditures in the operating budget proposal are in alignment with the corresponding revenues and expenditures for the 2018-19 fiscal year.

Our first and very important financial plan strategy is to maintain the Debt Service Coverage Ratio (DSCR) above 1.25<sup>1</sup>. Previous versions of the financial plan showed the DSCR gradually trending downward because expenditures are outpacing revenues by 3.0% per fiscal year<sup>2</sup>. Now that the Board has approved the \$6/\$7 Student Union Fee Restoration Plan, the rate of expenditures outpacing revenues has declined to 2.7% per year. In addition, the DSCR remains above 1.25 through fiscal year 2029-30.

A second strategy is to set aside unallocated reserves to handle unexpected economic events and any other financial contingency. The USU is proposing unallocated reserves of \$250,000 which is included as part of the Operating Budget Proposal. In 2018-19, we will continue our successful strategy of increasing available unallocated reserve levels by transferring unutilized funds, identified during quarterly budget reviews, to unallocated reserves.

A third strategy is setting aside Designated Reserves<sup>3</sup> and Administrative Contingency Reserves<sup>4</sup>. These proposals are also included as part of the Operating Budget Proposal. The details of Administrative Contingency Reserves are included in **Exhibit 3**.

#### Where the Money Comes From

The projected increase in revenue is \$528,731 or 3.2%. Student union fees provide 86% of the operating revenue budget. Student fee income is based on the most recent student headcount forecast<sup>5</sup> made available by the campus. Decreases in student headcount due to impaction would have an adverse impact on student fees. Unexpected decreases in student fees subsequent to budget approval are managed by realigning expenditures with revenues during quarterly budget reviews. Non-student fee revenue accounts for 14% of the operating revenue budget. The following table summarizes the dollar and percentage variances in each revenue category:

			2018-19			
		2017-18	Proposed			
Revenue Category	6	& 6 Budget	Budget	V	ariance \$	Variance %
Student Fees	\$	14,332,699	\$ 14,729,026	\$	396,327	2.8%
Food Service Commissions	\$	94,280	\$ 98,994	\$	4,714	5.0%
Rental Income	\$	766,278	\$ 801,004	\$	34,726	4.5%
Program Income	\$	501,492	\$ 530,208	\$	28,716	5.7%
SRC Income	\$	650,164	\$ 668,157	\$	17,993	2.8%
Interest Income	\$	58,814	\$ 58,576	\$	(238)	-0.4%
Grant Revenue	\$	53,000	\$ 55,600	\$	2,600	4.9%
Miscellaneous Income	\$	188,936	\$ 232,828	\$	43,892	23.2%
<b>Total Revenues</b>	\$	16,645,663	\$ 17,174,394	\$	528,731	3.2%

#### Where the Money Goes

The projected increase in expenditures is \$529,697 or 3.2%. Salaries & benefits comprise 62% of the expenditure budget and operating expenses comprise 38% of the expenditure budget. The following table summarizes the dollar and percentage variances in each expenditure category:

	2017-18		2018-19			
<b>Expenditure Category</b>	6 & 6 Budget	]	Proposed Budget	V	ariance \$	Variance %
Cost of Goods Sold	\$ 19,550	\$	19,350	\$	(200)	-1.0%
Staff Salaries	\$ 4,285,059	\$	4,707,145	\$	422,086	9.9%
Hourly	\$ 169,331	\$	144,978	\$	(24,353)	-14.4%
Student	\$ 3,284,232	\$	3,516,888	\$	232,657	7.1%
Benefits	\$ 1,998,248	\$	2,206,916	\$	208,668	10.4%
General Operating Expenses	\$ 428,494	\$	381,030	\$	(47,464)	-11.1%
Supplies & Services	\$ 2,253,192	\$	1,902,881	\$	(350,310)	-15.5%
Travel	\$ 209,207	\$	219,196	\$	9,988	4.8%
Utilities	\$ 909,870	\$	977,033	\$	67,163	7.4%
Repairs & Maintenance	\$ 1,954,275	\$	1,731,993	\$	(222,282)	-11.4%
Fees & Charges	\$ 44,132	\$	45,161	\$	1,029	2.3%
Reserves	\$ 610,267	\$	889,861	\$	279,594	45.8%
Student Scholarships	\$ -	\$	-	\$	_	#DIV/0!
Grants & Scholarships	\$ 63,304	\$	60,880	\$	(2,424)	-3.8%
Expendable Equipment	\$ 218,772	\$	161,796	\$	(56,977)	-26.0%
Amortization & Depreciation	\$ 196,764	\$	209,286	\$	12,522	6.4%
Total Expenditures	\$ 16,644,696	\$	17,174,394	\$	529,697	3.2%

#### **Designated Reserves Allocation Proposal**

The Board of Directors sets aside designated reserves for a specific purpose (usually payroll-related). We are requesting an allocation for \$1,265,896 outlined in the table below:

Designated Reserve Category	Amount	Description
Staff Wages	\$ 247,000	General Staff Salary Reserve
Payroll Taxes	\$ 18,896	Employer-Paid Payroll Tax Reserve
Fund the Retirement Health Benefits Plan	\$ 1,000,000	RHBP Funding
<b>Total Designated Reserves</b>	\$ 1,265,896	

The General Staff Salary Reserve includes payments for general salary increases (GSI's); merit increases; salary reclassifications; potential bonuses; and accrued vacation taken as cash (vacation advances).

The Employer-Paid Payroll Tax Reserve is for Social Security and Medicare taxes paid out on the salary-related items funded through the General Staff Reserve.

The \$1 million will be used to fund the Retirement Health Benefits Plan (RHBP) which reimburses USU retirees for authorized medical expenses. Earnings from the \$1 million investment will be used to offset retiree medical expenses. Additional investments of \$300,000 are planned each subsequent fiscal year to fund the Retirement Health Benefits Plan.

#### **Capital Outlay Allocation Proposal**

Capital Outlay, also known as fixed assets, is defined as a single item purchase or project greater than \$5,000 that is used in a productive capacity for more than one year.

We are requesting an allocation for equipment and leasehold improvements totaling \$252,966. Each item has a 10% contingency to manage potential price increases.

**Exhibit 4** list the justifications and narrative for the eight capital outlay items requested in the proposal.

#### Major Purchase, Repair, & Maintenance Allocation Proposal

The funding for these items is the Repair & Maintenance fund administered by the campus on behalf of the USU. This fund is used for purchases and repairs greater than \$100,000.

We are requesting an allocation for six items totaling \$1,965,894. Each item has a 10% contingency to manage potential price increases. We will be increasing the annual transfer amount to the Repair & Replacement Fund from \$2 million to a one-time transfer of \$3 million in 2018-19. The reason is because approximately \$1.5 million of the \$1,965,894 allocation is not included in the 30-year Repair & Replacement Plan<sup>6</sup>.

**Exhibit 5** list the justifications and narratives for each the six items requested in the proposal.

#### Summary

Once adopted (approved) by the Board of Directors, the budget establishes the direction for the USU's programs and services for the coming fiscal year. It represents the synthesis of the Board of Directors' direction on how best to accomplish the USU's strategic priorities in accordance with available resources, policies, and

sound financial and business practices. With this in mind, the review and adoption of the operating budget is one of your most important roles.

We recommend adoption of the 2018-19 allocation proposals as presented.

Respectfully Submitted,

Debra L. Hammond Executive Director

Joseph Illuminate

Associate Director, Accounting & Finance

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**EXHIBIT 1 – OPERATING BUDGET PROPOSAL** 

EXHIBIT I - OPERATING BUI	JGE	I I KUI US	AL.	2018-19			
		2017-18		Proposed			0/0
REVENUE	6	& 6 Budget		Budget	4	Variance	Variance
Student Fees	\$	14,332,699	\$	14,729,026	\$	396,327	2.8%
Food Service Commissions	\$	94,280	\$	98,995	\$	4,715	5.0%
Rental Income	\$	766,278	\$	801,004	\$	34,726	4.5%
Program Income	\$	501,492	\$	530,208	\$	28,716	5.7%
SRC Income	\$	650,164	\$	668,157	\$	17,993	2.8%
Interest Income	\$	58,814	\$	58,576	\$	(238)	-0.4%
Grant Revenue	\$	53,000	\$	55,600	\$	2,600	4.9%
Miscellaneous Income	\$	188,936	\$	232,828	\$	43,892	23.2%
Total Revenues	\$	16,645,663	\$	17,174,394	\$	528,731	3.2%
EXPENDITURES	٠.						
Staff Salaries	\$	4,285,059	\$	4,707,145	\$	422,086	9.9%
Hourly Wages	\$	169,331	\$	144,978	\$	(24,353)	-14.4%
Student Wages	\$	3,284,232	\$	3,516,888	\$	232,657	7.1%
Total Salaries & Wages	\$	7,738,622	\$	8,369,011	\$	630,389	8.1%
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Benefits	\$	800	\$	800	\$	- 1 4 4 1 0	0.0%
Payroll Taxes	\$	442,931	\$	457,341	\$	14,410	3.3%
Workers Compensation	\$	107,032	\$	125,142	\$	18,110	16.9%
Unemployment	\$	-	\$	19,144	\$	19,144	
Insurance Benefits	\$	820,295	\$	921,198	\$	100,903	12.3%
Retirement	\$	293,312	\$	351,635	\$	58,323	19.9%
Post Employment Insurance	\$	312,283	\$	302,007	\$	(10,276)	-3.3%
Staff Enrichment Reimbursement	\$	21,596	\$	29,650	\$	8,054	37.3%
Benefits	\$	1,998,248	\$	2,206,916	\$	208,668	10.4%
Total Salaries, Wages & Benefits	\$	9,736,870	\$	10,575,927	\$	839,057	8.6%
Total Sulation, Wages & Beliefts	Ψ	3,700,070	Ψ	10,070,327	Ψ	009,007	0.070
Cost of Goods Sold	\$	19,550	\$	19,350	\$	(200)	-1.0%
General Operating Expenses	\$	428,494	\$	381,030	\$	(47,464)	-11.1%
Supplies & Services	\$	2,253,192	\$	1,902,881	\$	(350,310)	-15.5%
Travel	\$	209,207	\$	219,196	\$	9,988	4.8%
Utilities	\$	909,870	\$	977,033	\$	67,163	7.4%
Repairs & Maintenance	\$	1,954,275	\$	1,731,993	\$	(222,282)	-11.4%
Fees & Charges	\$	44,132	\$	45,161	\$	1,029	2.3%
Reserves	\$	610,267	\$	889,861	\$	279,594	45.8%
Grants & Scholarships	\$	63,304	\$	60,880	\$	(2,424)	-3.8%
Expendable Equipment	\$	218,772	\$	161,796	\$	(56,977)	-26.0%
Amortization & Depreciation	\$	196,764	\$	209,286	\$	12,522	6.4%
Total Operating Expenses	\$	6,907,827	\$	6,598,467	\$	(309,359)	-4.5%
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Total Expenditures	\$	16,644,696	\$	17,174,394	\$	529,698	3.2%
-	•			•			
Net Surplus (Deficit)	\$	967	\$	(0)	\$	(967)	-100%
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#### EXHIBIT 2 – FINANCIAL PLAN

	PROJECTED	PROJECTED	PROJECTED	PROJECTED
	2017-18	2018-19	2019-20	2020-21
REVENUE FUND				
Prior Year Net Assets	11,760,312	12,273,649	10,944,954	11,443,653
Transfers in from the USU Operating Fund	0	0	0	0
Transfers in from Repair & Replacement or Construction Funds	0	0	0	0
Student Fee Revenue - Fall/Spring	20,795,193	21,077,840	21,897,120	22,790,880
Student Fee Revenue - Summer	1,130,111	1,078,862	1,098,266	1,140,955
Other	337,913	613,736	600,450	605,437
Subtotal	34,023,529	35,044,087	34,540,790	35,980,924
Less:				
Net Transfer of Student Fees to the Operating Budget	14,332,699	14,729,026	15,763,029	16,493,855
Net Transfer to the Interest & Redemption Fund (IRF)	5,240,208	5,241,583	5,232,208	5,242,708
Net Transfer to Major Repairs & Replacements - Facility Systems	1,966,013	3,000,000	2,000,000	2,000,000
Net Transfer to Major Repairs & Replacements - SRC Equipment	118,534	1,031,477	0	73,851
Chancellor's Office General & Administrative Expenses	92,426	97,047	101,900	106,995
Subtotal	21,749,881	24,099,134	23,097,137	23,917,409
Ending Net Assets	12,273,649	10,944,954	11,443,653	12,063,516
DEBT SERVICE COVERAGE RATIO (DSCR)	1.47	1.44	1.40	1.44
USU OPERATING BUDGET				
Student Fees Transferred In from the Revenue Fund	14,332,699	14,729,026	15,763,029	16,493,855
Income from Operations	2,254,150	2,386,791	2,386,791	2,386,791
Interest Income	58,814	58,577	58,577	58,577
Subtotal - Total Revenue	16,645,663	17,174,394	18,208,397	18,939,223
LESS:				
Operating Expense & Equipment	6,907,825	6,690,467	6,891,181	7,097,917
Salaries	7,738,622	8,277,011	8,778,749	9,120,836
Employee Benefits	1,998,249	2,206,916	2,538,466	2,720,379
Subtotal - Total Expenditures	16,644,696	17,174,394	18,208,397	18,939,133
Net From Operations:	967	0	0	90
Beginning Net Assets	1,892,655	1,893,622	1,893,622	1,893,622
Ending Net Assets	1,893,622	1,893,622	1,893,622	1,893,713
Total Ending Net Assets - Consolidated	14,167,271	12,838,576	13,337,275	13,957,228

#### **EXHIBIT 3: ADMINISTRATIVE CONTINGENCIES**

### Administrative Contingency Listing 2018-19

Dept	Description	Amount
31010	Furniture for the Games Room	\$ 34,000
31010	Breakdown, move and re-felt the pool tables in the Games Room	\$ 3,500
31070	SRC Program Review Travel Expenses	\$ 4,258
31070	SRC Program Review Consultant Fee	\$ 7,500
31071	Re-finish the SRC Pool Deck	\$ 44,880
31071	SRC Rockwall Storage Frame Refurbishment	\$ 24,000
31071	Intramural Office Furniture	\$ 8,470
31076	Oasis Indoor Furniture	\$ 34,434
31076	Oasis Outdoor Furniture	\$ 21,556
31090	Matador Homecoming Event	\$ 20,000
31250	iPad Pro Computers	\$ 6,200
31350	Meeting Room Scheduling Digital Display Hardware	\$ 13,580
31350	Meeting Room Scheduling Digital Displays (30)	\$ 6,740
31600	Student Fee Referendum-related Expenses	\$ 50,000
31600	Temporary Art Curator	\$ 7,800
33010	AOA Voluntary Employee Beneficiary Association (VEBA) Set Up Fee	\$ 7,500
33040	Replacement of the Plaza del Sol Performance Hall's Portable Risers and Platforms	\$ 27,715
33040	LPA Architects New Project Feasibility Study	\$ 305,840
33040	Audio Visual Cart Replacement	\$ 11,888
	Total	\$ 639,861

EXHIBIT 4: CAPITAL OUTLAY ALLOCATION PROPOSAL

			8886		10801/0°/				
No.	Item Description	Category	<b>₹</b>	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	\ \langle \( \sigma_{\text{o}}^{\text{o}} \)				
1	Fire Curtain Release Mechanism Update & Service (Sightlines #881)	Equipment	\$31,290	\$3,129	\$34,419				
2	Compact Hydraulic Shear	Equipment	\$16,996	\$1,700	\$18,696				
3	Hydraulic Box and Pan Brake	Equipment	\$26,632	\$2,663	\$29,295				
4	Key-Box Intelligent Series Locker	Equipment	\$6,237	\$624	\$6,861				
5	Massage Chair Replacement	Equipment	\$26,440	\$2,644	\$29,084				
6	Gender Inclusive Restroom - Sol Center	Leasehold	\$39,085	\$3,909	\$42,994				
7	Intramural Office Renovation	Leasehold	\$36,400	\$3,640	\$40,040				
8	Games Room Renovation TOTAL	Leasehold	\$46,889 <b>\$229,969</b>	\$4,689 <b>\$22,997</b>	\$51,578 <b>\$252,966</b>				
3	The Plaza del Sol Performance Hall - the current release mechanism does not meet current standards and is difficult to operate. The new system will permit manual push button operation releasing the fire curtain in a controlled descent. This will improve facility operations and safety systems.  Hydraulic shears are used to cut metal. The Maintenance Shop has continued to increase its metal fabrication production. This work includes metal rails, cabinets, shelves, and custom fabricated racks. The current shear is a small, manual model that is limited to 16 gauge metal with 42 inch width. The hydraulic shear will cut 14 gauge metal up to 80 inches wide which increases the ability to fabricate items using thicker and larger pieces of metal.  The hydraulic box and pan brake is used to bend metal. The current hydraulic box and pan brake is non-operational. It has been repaired, but it is a small manual piece of equipment. The repair was an interim step, but it still does not								
	three current chairs and one additional chair will be purchased to meet chairs in a recent survey.				l more				
7	Convert one restroom in the Sol Center to a gender inclusive restroom. The total cost includes signage.  There are organizational and programmatic benefits to relocating the Intramural Coordinator to the Intramural office located inside the SRC. The staff member will be more accessible to student employees and student participants who								
8	The walls, flooring, lighting, and ceiling tiles no longer match the current The space has not received any updates in over eight (8) years.	: USU design st	andards and	l need repl	acement.				

EXHIBIT 5: MAJOR PURCHASE, REPAIR & MAINTENANCE ALLOCATION PROPOSAL

LA	HIBIT 5: MAJOR PURCHASE, REPAIR & MAINTENANC	E ALLO			OAL		
No.	Item Description	838 Cost	Contingen	1507/4502/108/1			
1	Student Recreation Center (SRC) Equipment Replacement	\$1,031,477	\$103,148	\$1,134,625			
2	Interior Shell - Floor Replacements (Sightlines #852)	\$159,633	\$15,963	\$175,596			
3	Interior Shell - Ceiling Replacements (Sightlines #832)	\$111,484	\$11,148	\$122,632			
4	Interior Shell -Wall Replacements (Sightlines #862)	\$125,723	\$12,572	\$138,295			
5	Tuepen Lift	\$101,000	\$10,100	\$111,100	`		
6	Outdoor Tables for the Plaza del Sol	\$257,860	\$25,786	\$283,646			
	TOTAL	\$1,787,177	\$178,718	\$1,965,894			
JUS.	TIFICATIONS:						
1	The SRC is proposing to replace the selectorized strength equipment (equipment with majority of the cardiovascular equipment. The costs of replacement parts and labor t so it is recommended to replace this equipment. Warranties for this equipment ended cardiovascular and selectorized equipment. The total USU preferred customer discound quotations provides an equipment trade-in allowance in the amount of \$60,000.	o fix this equip I in January 20:	ment increa 18 for both	ses each year the			
2	Replace floors on the second floor of the East Conference Center (ECC) to match the	remodeled firs	st floor.				
3	Replace the ceiling on the second floor of the East Conference Center to match the re	emodeled first	floor.				
4	Replace the walls and paint on the second floor of the East Conference Center to ma	tch the remode	eled first flo	or.			
5	The Tuepen Lift is a specially designed to be utilized indoors through single wide openings. The lift is needed to access areas of the Student Recreation Center via any equipment currently in the possession of the USU. The current boom lift is only for exterior work and is in very poor condition. The Tuepen Lift can be used both indoors and outdoors. The cost to rent this type of lift costs \$2,200 per day.						
6	Replace 40 outdoor tables that are over 12 years old. LPA consultants, the USU's architectural firm, has recommended the purchase of the Tangent Table 4-seat and 6-seat ensemble from the vendor, Forms & Surfaces. These tables have extruded aluminum slats. The Tangent Ensemble frames are comprised of vandalism-resistant powder coated cast and aluminum. The						

#### **ENDNOTES**

<sup>1</sup> The DSCR is a ratio that indicates if an auxiliary has the capacity to repay annual debt service on outstanding bonds. A 1.25 DSCR signifies that there is \$1.25 of net student fee revenue for each \$1.00 of annual debt service. A 1.25 ratio is the minimum DSCR the Chancellor's Office will accept for student unions.

- <sup>2</sup> Transfers of student fee revenue to the operating fund has been increasing by an average of 1.5% whereas salaries and operating expenses have been increasing by an average of 4.5% for the following reasons:
  - Increase in the minimum wage from \$10.00 per hour to \$15.00 by July 01, 2020 and the requirement to pay sick time to all student assistants in accordance with the city Los Angeles's regulations.
  - The increase in professional staffing due workload capacity issues and the continual increase in professional staff benefits costs.
  - The addition of the Pride Center, Veterans Resource Center, and the Oasis Wellness Center has increased overall program costs and the costs of departments that provide support to these centers: Accounting & Finance, Administration, Maintenance, Marketing, and Technology Support Services.
  - Increase in in costs for utilities and janitorial service.
- <sup>3</sup> Designated reserves are approved by the Board of Directors for a specific purpose (usually payroll and employee benefit-related items).
- <sup>4</sup> Administrative contingency reserves are defined as allocations for one-time purchases that will not carried over into the subsequent fiscal year's budget.
- 5 The fall/spring fee is \$283 and the summer fee is \$167 for 2018-19. The projected fall/spring and summer student headcount for each fiscal year in the financial plan is 38,000 and 6,600 respectively.
- <sup>6</sup> The purpose of the annual transfer to the Repair & Replacement Fund is to have financial resources available to replace major building facility systems (e.g. electrical, plumbing, heating, ventilation, and air conditioning) when the useful life of the building facility system has ended.

## 2. Strategic Priorities

#### UNIVERSITY STUDENT UNION

### California State University, Northridge 2018-19 STRATEGIC PRIORITIES

- CA Duisuite 1. Dusiness On soutional Dusations and Escilities. Co.
- SA Priority 1: Business, Operational Practices, and Facilities: Grounded in the philosophy of continuous quality improvement and guided by assessment data Student Affairs units will offer programs, services, and facilities that are student/client centered, effective and efficient, sustainable, collaborative in nature, and responsive to organizational and legal constraints.
  - Goal 1.1: Participate in the Student Affairs Program Review process in order to assess compliance with the Council for the Advancement of Standards (CAS) in Higher Education and continually improve SRC operations, services, facilities and programs.
    - **Strategy 1.1.1:** Complete CAS program review process using the following steps:
      - A. Complete overall SAG (self-assessment guide) by SRC Program Review Team by July 2018.
      - B. Identify discrepancies and areas of focus for external review visit by August 2018.
      - C. Host external review program, review visit, October 2018.
      - D. Review external review report and CAS internal program review report and prepare recommendations for potential action April 2019.
      - E. Submit report to USU XD, AVP and VPSA/DOS by June 28, 2019. (Jimmy/SRC Program Review Team)
  - Goal 1.2: To continually improve and enhance USU facilities in order to provide the CSUN community and guests with quality facilities, equipment, and technology in support of student success efforts and to increase revenue-generating opportunities.
    - Strategy 1.2.1: Review the programming plan defining the scope, schedule and budget for a potential renovation/construction project and determine the feasibility of holding a referendum in 2018-19. (Debra/Jimmy/ADOS)
      - Outcome 1.2.1: A decision will be made whether or not a referendum will be held in 2018-19.
        - Assessment 1.2.1: Actual timeline for making a decision on the feasibility of a referendum will be compared to projected timeline.
    - Strategy 1.2.2: Develop and execute a marketing plan for and hold a referendum to fund a renovation/construction project that will allow the USU to better meet student and campus needs. (Pending decision from Strategy 1.2.1) (Freddie/Michael/Debra)

- Outcome 1.2.2: Marketing plan will be executed and referendum will be held. Results will be reviewed by the Management Team and BOD to determine whether a construction/renovation project will move forward.
  - Assessment 1.2.2: Actual timeline for completion of marketing plan and referendum will be compared to projected timeline and a report of referendum results will be generated with recommendations for management team, BOD and appropriate campus review and approvals.
- SA Priority 2 Enrollment Management, Retention, and Advocacy: Affirming our belief that each student admitted to Cal State Northridge has the potential and the full opportunity to succeed and guided by assessment data, Student Affairs units will offer programs, services, and facilities that build a relationship between the student and the university, enhance student capacity for academic and personal achievement, and assert student needs and expectations to others who contribute to student persistence to graduation.
  - Goal 2.1: To examine the outcomes associated with student engagement within a college union facility and develop an initial framework of how the role of the college union contributes to student learning and success in a complex higher education environment (ACUI Research participant).
    - Strategy 2.1.1: Participate as researchers in the data mining process to discover the conditions within a college union/student center that impact student learning, student engagement, and student success (e.g. physical space, student employment, programming, campus partnerships, policies, and practices). (Debra/Sharon)
      - Outcome 2.1.1: -To develop a simplified framework of how the college union contributes to student learning and success.
        - Assessment 2.1.1: The case study qualitative method modeled from the Documenting Effective Educational Practice (DEEP) will be used.
- SA Priority 4 Staff Development and Well-being: The capacity of the Division of Student Affairs to contribute to student and University success is directly linked to the capacity of the staff to perform at a high standard. Therefore, Student Affairs is committed to creating a work environment based upon clear and reasonable expectations, in which performance evaluation is constructive and developmental, that provides opportunity for continuing development of skills and abilities, that recognizes and expresses appreciation for the contributions of individuals and groups, and that encourages and facilitates physical, emotional, interpersonal, career, and spiritual well-being.

- Goal 4.1: To enhance the knowledge, awareness and skills of USU Staff and Student Assistant Employees as it relates to the understanding of cultural differences.
  - Strategy 4.1.1: Create, implement and assess an intersectional and culturally inclusive training program for USU staff and student assistant employees. (Freddie/ADDI)
    - Outcome 4.1.1: Training program developed will have a three level approach focused on Identity & Self-Awareness, Diversity Knowledge, and Social Justice Advocacy Skills. The program will be completed and implemented by the end of Spring 2019.
      - Assessment 4.1.1: Assessment tool will be created to measure understanding of culture, privilege, and intersectionality and its impact on social justice.
- Goal 4.2: To enhance the knowledge, skills and abilities of USU staff supervisors as it relates to providing effective employee supervision.
  - **Strategy 4.2.1:** Create a three-year plan for the implementation and assessment of a comprehensive training plan for supervisors. (Kristen)
    - Outcome 4.2.1: Three-year plan for training program will be completed by the end of Fall semester 2018 for review and comment by the USU Management Team and Board of Directors.
      - **Assessment 4.2.1:** Actual timeline for completion of framework will be compared to projected timeline.
- SA Priority 5 Student Learning and Development: Student Affairs departments will establish learning outcomes for their programs and services. These outcomes will, when appropriate, complement the outcomes established for General Education and contribute to student achievement of the University outcomes desired for CSUN graduates. Assessment of learning outcomes will occur and the results used to guide program and service planning and budget decisions.
  - Goal 5.1: To provide learning-based student work experiences that support student readiness for post-college employment.
    - Strategy 5.2.1: USU Student Assistant Employees will take the National Association of Student Personnel Administrators (NASPA) Student Unions and Programming Survey. The survey reports student perceptions about the impact of the USU work experience as it pertains to their skill development in customer service, time management, leadership, team work, organizational skills, transferable career skills, skills relevant to academic majors, and skills to be used after graduation. (Sharon)

- Outcome 5.2.1: At least 80% of respondents will agree that the USU work experience contributed to their improvements in each of the developmental areas examined. Data from three academic years will be compared (2016-17, 2017-18, and 2018-19) and findings presented to the Management Team and Board of Directors by June 30, 2019.
  - Assessment 5.2.1: Data collection will occur over four weeks via an online survey. Supervisors will be asked to strongly encourage student employees to complete the survey. Time to complete survey is estimated at 15 minutes.

## 3. Proposals

#### UNIVERSITY STUDENT UNION CALIFORNIA STATE UNIVERSITY, NORTHRIDGE FINANCE COMMITTEE

#### ACTION/DISCUSSION ITEMS COVER SHEET

ACTION X	OR	DISCUSSION	(PLEASE CHECK ONE)

**MEETING DATE:** May 09, 2018

**TOPIC:** 2018-19 Capital Outlay Allocation Proposal

**ISSUE:** Recommend Approval the 2018-19 Capital Outlay Allocation Proposal for Approval

SPONSORING COMMITTEE/DIRECTOR: Finance Committee

**RECOMMENDED MOTION:** Move to recommend approval of the Capital Outlay Allocation Proposal in the amount of \$252,966.

**FISCAL IMPACT:** \$252,966

#### **BACKGROUND:**

Capital outlay or fixed assets are defined as a single item with a value greater than \$5,000 that has a useful life of more than one year and can be used in a productive capacity in the USU.

This item was discussed for a second time at the April 11, 2018 Finance Committee Meeting.

#### **ATTACHMENT(S):**

1. 2018-19 Capital Outlay Allocation Proposal

If you have any questions, please contact:

Board Member/Committee Chair: Jazmin Hernandez, Committee Chair

jazmin.hernandez.92@my.csun.edu

Staff Member: Joe Illuminate, Associate Director, USU A&F

joe.illuminate@csun.edu; x6492

## University Student Union Capital Outlay Allocation Proposal 2018-19

					<del>,</del>			
No.	Item Description	Category	A. A	, John Janes	10 10 10 10 10 10 10 10 10 10 10 10 10 1			
1	Fire Curtain Release Mechanism Update & Service (Sightlines #881)	Equipment	\$31,290	\$3,129	\$34,419			
2	Compact Hydraulic Shear	Equipment	\$16,996	\$1,700	\$18,696			
3	Hydraulic Box and Pan Brake	Equipment	\$26,632	\$2,663	\$29,295			
4	Key-Box Intelligent Series Locker	Equipment	\$6,237	\$624	\$6,861			
5	Massage Chair Replacement	Equipment	\$26,440	\$2,644	\$29,084			
6	Gender Inclusive Restroom - Sol Center	Leasehold	\$39,085	\$3,909	\$42,994			
7	Intramural Office Renovation	Leasehold	\$36,400	\$3,640	\$40,040			
8	Games Room Renovation TOTAL	Leasehold	\$46,889 <b>\$229,969</b>	\$4,689 <b>\$22,997</b>	\$51,578 <b>\$252,966</b>			
	STIFICATIONS:		<b>7223,303</b>	<b>YEE,337</b>	7232,300			
1	that is limited to 16 gauge metal with 42 inch width. The hydraulic shear will cut 14 gauge metal up to 80 inches wide							
2	This will improve facility operations and safety systems.  Hydraulic shears are used to <b>cut</b> metal. The Maintenance Shop has conti This work includes metal rails, cabinets, shelves, and custom fabricated that is limited to 16 gauge metal with 42 inch width. The hydraulic shea	nasing the fire cu inued to increas racks. The curre r will cut 14 gau	rtain in a co e its metal fa ent shear is a	ntrolled de abrication p small, mai	oroduction.			
	This will improve facility operations and safety systems.  Hydraulic shears are used to <b>cut</b> metal. The Maintenance Shop has continuous metal rails, cabinets, shelves, and custom fabricated that is limited to 16 gauge metal with 42 inch width. The hydraulic sheat which increases the ability to fabricate items using thicker and larger pies. The hydraulic box and pan brake is used to <b>bend</b> metal. The current hydraulic box and pan brake is a small manual piece of equipment. The reproduce the desired bend. Therefore, a new box and pan brake is necessariant.	inued to increase racks. The currer will cut 14 gaustes of metal. draulic box and pair was an interiesary. The reques	e its metal fant shear is a ge metal up oan brake is i m step , but	ntrolled de abrication p small, mai to 80 inche non-operat it still does	oroduction. nual model es wide tional. It			
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3 4	This will improve facility operations and safety systems.  Hydraulic shears are used to <b>cut</b> metal. The Maintenance Shop has continuous metal rails, cabinets, shelves, and custom fabricated that is limited to 16 gauge metal with 42 inch width. The hydraulic sheat which increases the ability to fabricate items using thicker and larger pies. The hydraulic box and pan brake is used to <b>bend</b> metal. The current hydras been repaired, but it is a small manual piece of equipment. The reproduce the desired bend. Therefore, a new box and pan brake is neces which increases the ability to fabricate items using thicker and larger pies. This locker system has six compartments which will be used to securely scoreboard remote controls that cost \$600 each. The cabinet can handle store up to 3,600 events. The locker system is similar to the two Key Wafor several years.  The Oasis Wellness Center is proposing to purchase (4) four new massage three current chairs and one additional chair will be purchased to meet chairs in a recent survey.	inued to increase racks. The currer will cut 14 gaustes of metal. Idraulic box and pair was an interiesary. The requesces of metal. It is store the Stude of up to 500 users the respectively. The total cost in tramural Coordident employees	e its metal farth shear is a ge metal up oan brake is a metal up oan brake is a metal model in the content of the four cludes signal anator to the and students	ntrolled de abrication parametro small, man to 80 inches and non-operation of the still does is hydraulic and the small requested parametro small rege.	production. Inual model es wide  tional. It co-powered  SRC) cters) and I in place eplace the more			

#### UNIVERSITY STUDENT UNION CALIFORNIA STATE UNIVERSITY, NORTHRIDGE FINANCE COMMITTEE

#### **ACTION/DISCUSSION ITEMS COVER SHEET**

ACTION_X	OR <b>D</b>	ISCUSSION	(PLEASE CHECK ONE)
MEETING DATE: May 09, 2	2018		
TOPIC: 2018-19 Major Purchas	ses, Repai	irs, & Replacements	Allocation Proposal
<b>ISSUE:</b> Recommend approval to Allocation Proposal for Approva		19 Major Purchases,	Repairs, & Replacements
SPONSORING COMMITTEE	E/DIREC	TOR: Finance Con	nmittee
RECOMMENDED MOTION: Purchases, Repairs, & Replacem		* *	
FISCAL IMPACT: A \$1,965,8 Fund.	94 in the	cash balance of the	Major Repair & Replacement
BACKGROUND: Since the April 11, 2018 meeting added to Item #6 as a place hold			
This item was discussed for a se	econd tim	e at the April 11, 20	018 Finance Committee meeting.
ATTACHMENT(S):			
1. 2018-19 Major Purchase	s, Repairs	s, & Replacements A	Allocation Proposal
If you have any questions, please	e contact:		
Board Member/Committee Chai	r:		ez, Committee Chair z.92@my.csun.edu
Staff Member:		Joe Illuminate, A	ssociate Director, USU A&F

joe.illuminate@csun.edu; x6492

## University Student Union Major Purchase, Repair, & Replacement Proposal 2018-19

	2010-13	_			
No.	Item Description	84.86.02.	Continue	1507 Meta (2008)	
					ĺ
1	Student Recreation Center (SRC) Equipment Replacement	\$1,031,477	\$103,148	\$1,134,625	
2	Interior Shell - Floor Replacements (Sightlines #852)	\$159,633	\$15,963	\$175,596	
3	Interior Shell - Ceiling Replacements (Sightlines #832)	\$111,484	\$11,148	\$122,632	
4	Interior Shell -Wall Replacements (Sightlines #862)	\$125,723	\$12,572	\$138,295	
5	Tuepen Lift	\$101,000	\$10,100	\$111,100	
6	Outdoor Tables for the Plaza del Sol	\$257,860	\$25,786	\$283,646	
	TOTAL	\$1,787,177	\$178,718	\$1,965,894	
JUS	TIFICATIONS:				1
1	The SRC is proposing to replace the selectorized strength equipment (equipment with majority of the cardiovascular equipment. The costs of replacement parts and labor to year so it is recommended to replace this equipment. Warranties for this equipment cardiovascular and selectorized equipment. The total USU preferred customer discour vendor's quotations provides an equipment trade-in allowance in the amount of \$60,000 controls.	o fix this equip ended in Janua nt is \$219,715	ment increa ary 2018 for	ases each both the	
2	Replace floors on the second floor of the East Conference Center (ECC) to match the r	emodeled firs	t floor.		
3	Replace the ceiling on the second floor of the East Conference Center to match the re	modeled first	floor.		
4	Replace the walls and paint on the second floor of the East Conference Center to mate	ch the remode	eled first floo	or.	
5	The Tuepen Lift is a specially designed to be utilized indoors through single wide open of the Student Recreation Center via any equipment currently in the possession of the exterior work and is in very poor condition. The Tuepen Lift can be used both indoors type of lift costs \$2,200 per day.	USU. The cur	rent boom l	ift is only for	
6	Replace 40 outdoor tables that are over 12 years old. LPA consultants, the USU's archipurchase of the Tangent Table 4-seat and 6-seat ensemble from the vendor, Forms & aluminum slats. The Tangent Ensemble frames are comprised of vandalism-resistant paluminum is 100% recyclable, and has an extremely high end-of-life intrinsic value. The of 10 four-seat and 30 six seat tables for flexibility and ADA compliance. The price incl contingency, for installation, but does not include the price of providing sun umbrellas the purchase of the umbrellas is the 2018-19 operating budget.	Surfaces. Thes powder coated e Tangent Tab udes an estim	se tables have I cast and al Iles will be a ate of \$57,2	ve extruded uminum. The combination 100, including	

#### UNIVERSITY STUDENT UNION CALIFORNIA STATE UNIVERSITY, NORTHRIDGE FINANCE COMMITTEE

#### ACTION/DISCUSSION ITEMS COVER SHEET

ACTION	_X	OR	DISCUSSION	(PLEASE CHECK	ONE)

**MEETING DATE: May 09, 2018** 

**TOPIC:** 2018-19 Designated Reserves Allocation Proposal

**ISSUE:** Recommend Approval of the Designated Reserves Allocation Proposal

**SPONSORING COMMITTEE/DIRECTOR:** Finance Committee

**RECOMMENDED MOTION:** Move to recommend approval of the Designated Reserves Allocation Proposal in the amount of \$1,265,896.

**FISCAL IMPACT:** \$1,265,896

**BACKGROUND:** The designated reserves allocation consists of the following items:

- 1. General Staff Salary Reserve \$247,000
  - a. The general staff salary includes general salary increases and merit increases; salary adjustments; potential bonuses; and accrued vacation taken as cash (vacation advances).
- 2. Employer Paid Payroll Tax Reserve \$18,896
  - a. 7.65% of the General Staff Salary reserve
- 3. Retirement Health Benefits Plan Funding (RHBP) \$1,000,000
  - a. The RHBP provides retirees reimbursement for approved health-care related expenses. This plan was created in 2007, but has never been funded. Funding the plan with \$1,000,000 will generate estimated investment earnings of \$50,000 per year which can be used to offset healthcare-related reimbursements.
  - b. The \$1 million reserve does not increase the overall 2018-19 expenditure budget because the expense has been built up in a liability account in previous fiscal

## UNIVERSITY STUDENT UNION CALIFORNIA STATE UNIVERSITY, NORTHRIDGE FINANCE COMMITTEE

years. The funding source for the RHBP is SWIFT, the Statewide Investment Fund Trust which currently has balance of approximately \$5.4 million.

This topic was discussed at the April 11, 2018 Finance Committee meeting.

#### **ATTACHMENT(S):**

1. 2018-19 Designated Reserves Allocation Proposal

Board Member/Committee Chair: <u>Jazmin Hernandez, Committee Chair</u>

jazmin.hernandez.92@my.csun.edu

Staff Member: <u>Joe Illuminate, Associate Director, USU A&F</u>

joe.illuminate@csun.edu; x6492

# University Student Union California State University, Northridge Designated Reserves Allocation Proposal 2018-19

Designated Reserve Category	Amount	Description
Staff Wages	\$ 247,000	General Staff Salary Reserve*
Payroll Taxes	\$ 18,896	Employer-Paid Payroll Tax Reserve**
Fund the Retirement Health Benefits Plan	\$ 1,000,000	RHBP Funding***
<b>Total Reserves</b>	\$ 1,265,896	

<sup>\*</sup>The General Staff Salary Reserve includes general salary increases and merit increases; salary reclassifications; potential bonuses; and accrued vacation taken as cash (vacation advances).

\*\*\*The Retirement Health Benefits Plan (RHBP) provides USU retirees reimbursement for approved healthcare-related expenses. This reserves does not increase the overall 2018-19 expenditure budget because the expense has already been incurred in previous fiscal years.

<sup>\*\*</sup>The Employer-Paid Payroll Tax Reserve is used to pay taxes on salaries funded by the General Staff Salary Reserve.

## UNIVERSITY STUDENT UNION CALIFORNIA STATE UNIVERSITY, NORTHRIDGE FINANCE COMMITTEE

#### ACTION/DISCUSSION ITEMS COVER SHEET

ACTION X	OR	DISCUSSION	(PLEASE	<b>CHECK ONE)</b>

**MEETING DATE:** May 09, 2018

**TOPIC:** 2018-19 Operating Budget Proposal

**ISSUE:** Recommend Approval of the Operating Budget Proposal for the 2018-19

fiscal year

SPONSORING COMMITTEE/DIRECTOR: Finance Committee

**RECOMMENDED MOTIONS:** Move to recommend adoption of the 2018-19 Operating Budget Proposal with projected revenues and expenses of \$17,174,394.

**FISCAL IMPACT:** Authority to expend \$17,174,394 from the operating fund to provide student programs, services, and facilities.

**BACKGROUND:** The review and adoption of the annual Operating Budget Proposal is one of the most important roles of the Board of Directors.

An overview of the 2018-19 Operating Budget Proposal and Long-Term Financial Plan was presented at the April 11, 2018 Finance Committee meeting.

#### **ATTACHMENT(S):**

- 2018-19 Budget Message
- Digital Budget Binder (to be included in a separate email communication)

If you have any questions, please contact:

Board Member/Committee Chair: Jazmin Hernandez, Committee Chair

jazmin.hernandez.92@my.csun.edu

Staff Member: <u>Joe Illuminate, Associate Director, USU A&F</u>

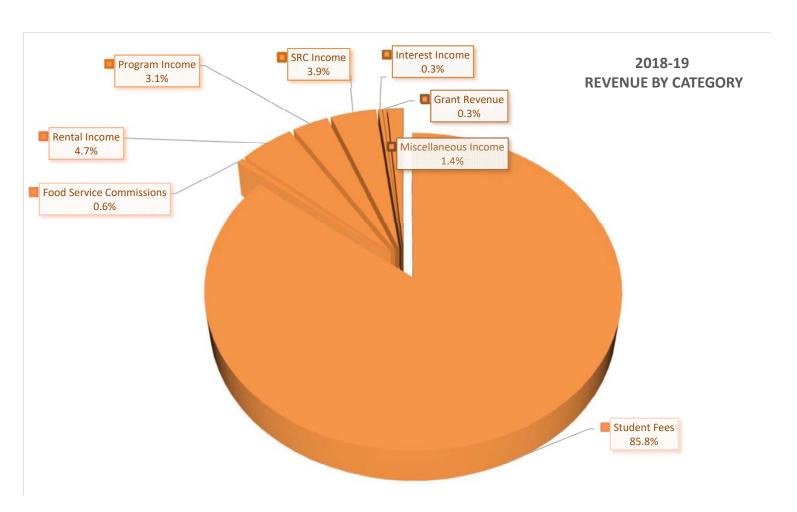
joe.illuminate@csun.edu; x6492

# University Student Union California State University, Northridge 2018-19 Operating Budget Proposal Statement of Activities

				2018-19			
		2017-18		Proposed			0/0
REVENUE	6	& 6 Budget		Budget		\$ Variance	Variance
Student Fees	\$	14,332,699	\$	14,729,026	\$	396,327	2.8%
Food Service Commissions	\$	94,280	\$	98,995	\$	4,715	5.0%
Rental Income	\$	766,278	\$	801,004	\$	34,726	4.5%
Program Income	\$	501,492	\$	530,208	\$	28,716	5.7%
SRC Income	\$	650,164	\$	668,157	\$	17,993	2.8%
Interest Income	\$	58,814	\$	58,576	\$	(238)	-0.4%
Grant Revenue	\$	53,000	\$	55,600	\$	2,600	4.9%
Miscellaneous Income	\$	188,936	\$	232,828	\$	43,892	23.2%
Total Revenues	\$	16,645,663	\$	17,174,394	\$	528,731	3.2%
EXPENDITURES	7		7		-		01270
Staff Salaries	\$	4,285,059	\$	4,707,145	\$	422,086	9.9%
Hourly Wages	\$	169,331	\$	144,978	\$	(24,353)	-14.4%
Student Wages	\$	3,284,232	\$	3,516,888	\$	232,657	7.1%
Total Salaries & Wages	\$	7,738,622	\$	8,369,011	\$	630,389	8.1%
Total Salaries & Wages	Ψ	1,100,022	Ψ	0,000,011	Ψ	000,000	0.170
Benefits	\$	800	\$	800	\$		0.0%
Payroll Taxes	\$	442,931	\$	457,341	\$	14,410	3.3%
Workers Compensation	\$	107,032	\$	125,142	\$	18,110	16.9%
Unemployment	\$	-	\$	19,144	\$	19,144	- 10.770
Insurance Benefits	\$	820,295	\$	921,198	\$	100,903	12.3%
Retirement	\$	293,312	\$	351,635	\$	58,323	19.9%
Post Employment Insurance	\$	312,283	\$	302,007	\$	(10,276)	-3.3%
Staff Enrichment Reimbursement	\$	21,596	\$	29,650	\$	8,054	37.3%
Benefits	\$	1,998,248	\$	2,206,916	\$	208,668	10.4%
Beardan	Ψ	1,550,210	Ψ		Ψ	200,000	1011/0
<b>Total Salaries, Wages &amp; Benefits</b>	\$	9,736,870	\$	10,575,927	\$	839,057	8.6%
Total Salaries, Wages & Belleries	Ψ	3,700,070	Ψ	10,010,021	Ψ	000,007	0.070
Cost of Goods Sold	\$	19,550	\$	19,350	\$	(200)	-1.0%
General Operating Expenses	\$	428,494	\$	381,030	\$	(47,464)	-11.1%
Supplies & Services	\$	2,253,192	\$	1,902,881	\$	(350,310)	-15.5%
Travel	\$	209,207	\$	219,196	\$	9,988	4.8%
Utilities	\$	909,870	\$	977,033	\$	67,163	7.4%
Repairs & Maintenance	\$	1,954,275	\$	1,731,993	\$	(222,282)	-11.4%
Fees & Charges	\$	44,132	\$	45,161	\$	1,029	2.3%
Reserves	\$	610,267	\$	889,861	\$	279,594	45.8%
Grants & Scholarships	\$	63,304	\$	60,880	\$	(2,424)	-3.8%
Expendable Equipment	\$	218,772	\$	161,796	\$	(56,977)	-26.0%
Amortization & Depreciation	\$	196,764	\$	209,286	\$	12,522	6.4%
Total Operating Expenses	\$	6,907,827	\$	6,598,467	\$	(309,359)	-4.5%
Total Expenditures	\$	16,644,696	\$	17,174,394	\$	529,698	3.2%
1		, ,,,,,,,,	,		7	,	
Not Camplag (Dofi-it)	¢	067	ф	(0)	ф	(067)	1000/
Net Surplus (Deficit)	\$	967	\$	(0)	Þ	(967)	<b>-100</b> %

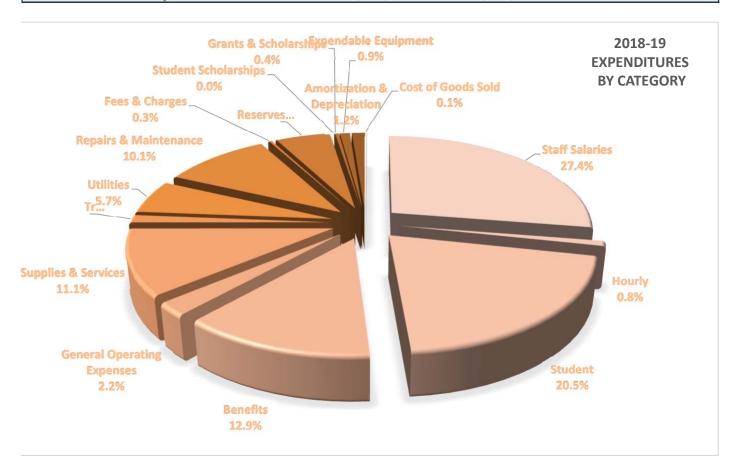
#### University Student Union 2018-19 Operating Budget Proposal By Revenue Category

			2018-19			
		2017-18	Proposed			
Revenue Category	6	& 6 Budget	Budget	V	'ariance \$	Variance %
Student Fees	\$	14,332,699	\$ 14,729,026	\$	396,327	2.8%
Food Service Commissions	\$	94,280	\$ 98,994	\$	4,714	5.0%
Rental Income	\$	766,278	\$ 801,004	\$	34,726	4.5%
Program Income	\$	501,492	\$ 530,208	\$	28,716	5.7%
SRC Income	\$	650,164	\$ 668,157	\$	17,993	2.8%
Interest Income	\$	58,814	\$ 58,576	\$	(238)	-0.4%
Grant Revenue	\$	53,000	\$ 55,600	\$	2,600	4.9%
Miscellaneous Income	\$	188,936	\$ 232,828	\$	43,892	23.2%
<b>Total Revenues</b>	\$	16,645,663	\$ 17,174,394	\$	528,731	3.2%



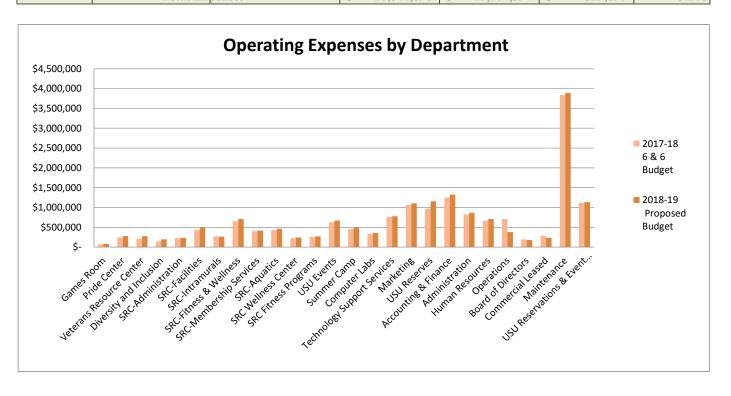
#### University Student Union 2018-19 Operating Budget Proposal By Expenditure Category

		2017-18		2018-19		Variance
<b>Expenditure Category</b>	6	& 6 Budget	Pı	roposed Budget	 /ariance \$	%
Cost of Goods Sold	\$	19,550	\$	19,350	\$ (200)	-1.0%
Staff Salaries	\$	4,285,059	\$	4,707,145	\$ 422,086	9.9%
Hourly	\$	169,331	\$	144,978	\$ (24,353)	-14.4%
Student	\$	3,284,232	\$	3,516,888	\$ 232,657	7.1%
Benefits	\$	1,998,248	\$	2,206,916	\$ 208,668	10.4%
General Operating Expenses	\$	428,494	\$	381,030	\$ (47,464)	-11.1%
Supplies & Services	\$	2,253,192	\$	1,902,881	\$ (350,310)	-15.5%
Travel	\$	209,207	\$	219,196	\$ 9,988	4.8%
Utilities	\$	909,870	\$	977,033	\$ 67,163	7.4%
Repairs & Maintenance	\$	1,954,275	\$	1,731,993	\$ (222,282)	-11.4%
Fees & Charges	\$	44,132	\$	45,161	\$ 1,029	2.3%
Reserves	\$	610,267	\$	889,861	\$ 279,594	45.8%
Student Scholarships	\$	_	\$	-	\$ _	_
Grants & Scholarships	\$	63,304	\$	60,880	\$ (2,424)	-3.8%
Expendable Equipment	\$	218,772	\$	161,796	\$ (56,977)	-26.0%
Amortization & Depreciation	\$	196,764	\$	209,286	\$ 12,522	6.4%
Total Expenditures	\$	16,644,696	\$	17,174,394	\$ 529,697	3.2%



#### University Student Union Operating Budget Proposal Expenditures by Department

Department	Description	6	2017-18 & 6 Budget	Pr	2018-19 coposed Budget	\$ Variance	% Variance
31010	Games Room	\$	73,555	\$	77,396	\$ 3,841	5.2%
31020	Pride Center	\$	244,047	\$	277,212	\$ 33,164	13.6%
31030	Veterans Resource Center	\$	213,972	\$	276,252	\$ 62,280	29.1%
31040	Diversity and Inclusion	\$	141,487	\$	195,994	\$ 54,507	38.5%
31070	SRC-Administration	\$	225,415	\$	230,816	\$ 5,401	2.4%
31071	SRC-Facilities	\$	431,731	\$	489,989	\$ 58,258	13.5%
31072	SRC-Intramurals	\$	267,805	\$	264,054	\$ (3,751)	-1.4%
31073	SRC-Fitness & Wellness	\$	653,915	\$	708,759	\$ 54,844	8.4%
31074	SRC-Membership Services	\$	401,104	\$	418,195	\$ 17,091	4.3%
31075	SRC-Aquatics	\$	429,690	\$	458,744	\$ 29,054	6.8%
31076	SRC Wellness Center	\$	225,291	\$	239,873	\$ 14,582	6.5%
31077	SRC Fitness Programs	\$	260,279	\$	272,442	\$ 12,163	4.7%
31090	USU Events	\$	624,651	\$	668,123	\$ 43,472	7.0%
31250	Summer Camp	\$	450,307	\$	485,929	\$ 35,622	7.9%
31300	Computer Labs	\$	337,334	\$	356,765	\$ 19,431	5.8%
31350	Technology Support Services	\$	767,875	\$	779,353	\$ 11,478	1.5%
31600	Marketing	\$	1,065,771	\$	1,102,276	\$ 36,506	3.4%
32080	USU Reserves	\$	964,221	\$	1,155,757	\$ 191,536	19.9%
33010	Accounting & Finance	\$	1,244,004	\$	1,322,768	\$ 78,764	6.3%
33020	Administration	\$	821,391	\$	865,312	\$ 43,921	5.3%
33030	Human Resources	\$	664,394	\$	711,141	\$ 46,747	7.0%
33040	Operations	\$	707,999	\$	375,978	\$ (332,021)	-46.9%
33080	Board of Directors	\$	191,799	\$	177,771	\$ (14,029)	-7.3%
33200	Commercial Leased	\$	286,100	\$	230,997	\$ (55,104)	-19.3%
35030	Maintenance	\$	3,833,761	\$	3,895,280	\$ 61,518	1.6%
35050	USU Reservations & Event Services	\$	1,116,798	\$	1,137,220	\$ 20,421	1.8%
	<b>Total Expenses</b>	\$	16,644,696	\$	17,174,394	\$ 529,697	3.2%



Account Description	Proposed Budget	Games Room	Pride Center	VRC	Diversity & Inclusion	SRC Admin	SRC Facilities SR	RC Intramurals	SRC Fitness and Wellness	SRC Membership Services	SRC Aquatics	SRC Wellness Center	SRC Fitness Programs	USU Events Sur	nmer Camp	Computer Labs Sup	Fechnology port Services	Marketing	Reserves Accou	unting & Finance	Administration	Human Resources	Operations	Board of Directors	Commercial Leased	Maintenance	USU RES
REVENUE																							-,				
400110 Sales - Non Taxable 400120 Sales - Taxable	24,500		-		-	-		-	-	24 500				-	-	-	-		-			-			-	-	-
400210 Sales - Brunch	24,300			-					-	24,300				-		-	-			-			-		-	-	
400899 Member Discounts	-		-			-		-	-				-	-	-	-	-	-				-			-	-	-
405440 Rental Income - Equipment 405441 Equipment Income - Associated Students	8.200		-	-				-	-				-	-	-	-	-	-	-			-			-	-	8,200
405442 Equipment Income - Associated Students 405442 Equipment Income - Student Groups	22,000							-	-							_			-	1		-			-		22,000
405443 Equipment Income - CSUN Departments	20,000	-	-	-				-				-	-	-		-	-			- 1		-		-	-	-	20,000
405444 Equipment Income - Off Campus	3,000		-					-					-	-	-		-	-	-	1		-			-	-	3,000
405445 Equipment Income - USU Co Sponsorship	2,500	2.650	-	-				-					-	-	-		-	-	-	1		-			435,654	-	2,500
405450 Rental Income - Facility 405451 Facility Income - Associated Students	438,304 2,500	2,650						-		-					- 1	-			-	1		-			435,654		2,500
405452 Facility Income - Student Groups	38,000	-	-					-					-	-	-	-	-		-	- 1		-			-	-	38,000
405453 Facility Income - CSUN Departments	150,000		-	-				-						-		-	-	-		1		-			-	-	150,000
405454 Facility Income - Off Campus 405455 Facility Income - USU Co Sponsorship	97,500 \$.000	-	-	-				-					-	-		-	-	-	-	5		-	-	-	-	-	97,500 5,000
405455 Facility Income - USU Co Sponsorship 405456 Facility Income - Vendor	10,000							-								_			-	1		-			-		10,000
405460 Rental Income - Lockers	14,196	-	-	-				-		13,804		392	-	-	- :	-	-		-			-	-		-	-	-
405460 Rental Income - Lockers 405470 Rental Income - Towels	10,016	-	-	-				-		10,016				-	-	-	-	-		1		-			-	-	-
410100 Program Income	14,400	13,600	-		-			-			10.000			800	-	-	-		-			-	-		-	-	-
410110 Fitness Program Income 410115 Personal Training Program Income	_42,170 47,538		-		- 1				47,538		40,830		1,340		- 1	-	-					-		-	-	-	
410120 Summer & Sports Camp Income	515,808		-	-				-						-	515,808	-	-		-	5		-	-		-	-	
410130 Intramurals Income	14,028	-	-	-		-		14,028	-			-		-			-		-	- 1		-		-	-	-	-
410310 Membership Income	459,114 51.930		-	-	-	2		-	-	458,714 51.930		400	-	-	-		-	-	-	- 1		-	-		-	-	-
410320 Guest Pass Income 410400 Fee Income	51,930	-	-		- 1	- 1		-		51,930		- 1			- 1		-	- 1		1			-				
410410 Fee Refund	-			-	-			-	-					-	-	-		-	-						-	-	-
410600 Miscellaneous Income	5,050			-	-	- 2		-				-		-	-		-	-	-	5		-	-	-	-	-	5,050
410700 Student Body Fee Income	14,729,026		-	-	-	2		-	2			-		-		-	-	-	-	14,729,026		-		-	-	-	-
411420 Open Gym Fee 411430 Open Gym Day Pass Fee			-						-		+ + +					-	-		-	1		-	-		-		-
411440 Pool Pass Fee	4,490		-	-	-						4,490	-					-		-	- 1		-	-				-
421200 Grant Revenue	55,600	-	-	-	55,600				2				-	-	-	-	-	-	-			-			-	-	-
421300 Indirect Cost Recovery	101,278 7 500		-	-				3,905	-		22,097		-	-	-		-	-	-	10,629	27,947	-			-	36,700	7.500
421301 Indirect Cost Recovery - Campus Services 421302 Indirect Cost Recovery - Custodial	15,000							-		-						_			-	1		-			-		15,000
421303 Indirect Cost Recovery - Linens	12,000		-					-					-	-	-	-	-		-			-			-	-	12,000
421304 Indirect Cost Recovery - Personnel	77,000	-	-										-	-	- 1	-	-		-	1		-			-	-	77,000
421305 Indirect Cost Recovery - Utilities	15,000	-	-	-	-			-				-	-	-		-	-		-	-		-			-	-	15,000
421400 Equipment Recovery Income 440100 Contributions - Donations	175		-					1		175	1												-			-	
460120 Investment Income Realized Gain/Loss			-							-			-	-	-	-	-		-			-			-	-	-
460120 Investment Income Realized Gain/Loss 460130 Investment Income Unrealized Gain/Loss	-		-	-									-	-	-	-	-		-	1		-			-	-	-
														-		-	-		-	58.576						-	
470310 Interest Income Bank	58,576	-	-	-	-			-												30,370							
485110 Cash Over - Short	-			-		3						-			- :	-	-	-		:		-	-	-	95.830	-	
485110         Cash Over - Short           485120         Commission Income           486120         Other Income - Taxable	58,576 - 95,830 3,164	-	-	-	-	2 2 2		-	2 2 2			-	-	-	1	-	-			50,570 - - -		-	-		95,830 3,164	-	-
485110         Cash Over - Short           485120         Commission Income           486120         Other Income - Taxable           48620         Other Income - Non Operating	95,830	-	-	-	-	2 2 2 2		-	2 2 2 2			-			:	-	-		-	1		-			95,830 3,164 4,000	-	-
485110         Cash Over - Short           485120         Commission Income           486120         Other Income - Taxable           486600         Rental Income - Non Operating           486700         Gain on Sale of Assets	95,830 3,164 4,000			-		2 2		-			£ 67.417			-	-		-	-	-	1 1 1		-			3,164 4,000		400 350
485110         Cash Over - Short           485120         Commission Income           486120         Other Income - Taxable           48620         Other Income - Non Operating	95,830 3,164 4,000 \$ 17,174,394			- \$	55,600	2 2 2 2 3 3 5 5	\$ - \$	17,933 \$	47,538	\$ 559,139	\$ 67,417		\$ 1,340	\$ 800 \$	515,808 \$	- \$	- \$			14,798,232	\$ 27,947	- - - - - - - - -	-	-	3,164	36,700 \$	490,250
485110         Cash Over - Short           485120         Commission Income           486120         Other Income - Taxable           486600         Rental Income - Non Operating           486700         Gain on Sale of Assets	95,830 3,164 4,000		- \$	\$	55,600 \$	2 2 2 2 2 3 5	\$ - \$	17,933 \$	47,538	\$ 559,139	\$ 67,417	, , , , , , , , , , , , , , , , , , ,	\$ 1,340		515,808 \$	- -	\$		- - - - - - - - - - - -	1 1 1	\$ 27,947	- - - - - - - - - -	-		3,164 4,000	36,700 \$	490,250
485110 Cash Over - Short   485120 Cash Over - Short   485120 Other Income   486220 Other Income - Tasable   486600 Rental Income - Non Operating   486700 Gain on Sale of Assets   Total Revenue   DOPENDITURES	95,830 3,164 4,000 \$ 17,174,394		- \$	- s	55,600	\$ \$	\$ - \$	17,933 \$	47,538	\$ 559,139	\$ 67,417 :	- - - - - - 5 792	\$ 1,340	\$ 800 \$	515,808 \$	\$	- \$		\$	1 1 1	\$ 27,947			-	3,164 4,000	36,700 \$	490,250
485130	95,830 3,164 4,000 5 17,174,394	\$ 16,250 \$						-	:	19,350					5		- \$	-		14,798,232				\$	3,164 4,000 \$ 531,484 \$		-
485110	95,830 3,164 4,000 - \$ 17,174,394 19,350 4,707,145	\$ 16,250 \$			55,600 \$			17,933 \$	7 7 7 7 7 7 47,538		53,818	58,767	55,674	145,500	515,808 \$	53,818	- \$	427,469	\$ - \$	1 1 1	\$ 27,947		137,200		3,164 4,000	36,700 \$	490,250
485130	95,830 3,164 4,000 5 17,174,394 - 19,350 4,707,145 144,978	\$ 16,250 \$	100,767	101,767	70,000	110,700	126,184	- - 51,550	177,368	19,350 47,220	53,818 24,089	58,767 10,480	55,674 110,409	145,500	22,750	53,818			\$ - \$	14,798,232	399,296	342,541		\$	3,164 4,000 - \$ 531,484 \$	802,041	356,560
485110	95,830 3,164 4,000 - \$ 17,174,394 19,350 4,707,145	\$ 16,250 \$				110,700	126,184	-	:	19,350	53,818 24,089	58,767	55,674	145,500	5		226,670	427,469		14,798,232			137,200	\$	3,164 4,000 - \$ 531,484 \$		-
#85110	9,5,810. 3,146 4,000 5,17,74,394 5,17,74,395 1,19,300 4,707,145 1,44,978 3,51,6,888 8,51,6,888 8,51,6,888	\$ 16,250 \$	100,767 96,363 10,079	101,767 95,693 10,138	70,000 44,475 6,511	110,700 9,540 - 8,717	126,184 237,315 15,711	51,550 - 154,637 - 7,846	177,368 400,940 23,769	19,350 47,220 278,903	53,818 24,089 289,309 - 13,358	58,767 10,480 127,862 8,487	55,674 110,409 36,041 - 13,514	145,500 - 114,575 - 13,879	22,750 - 216,956 - 7,359	53,818 172,680 8,483	45,808 18,207	329,102 41,257	247,000	14,798,232 - 14,798,232 - 550,235 550,235 43,100	399,296 59,676 31,974	342,541 35,873 800 26,738	92,552 - 12,902	746	3,164 4,000 5 531,484 \$ - 22,750 20,007 2,238	802,041 36,782 61,012	- - 356,560 - 506,880 - 39,323
#85110	95,820 3,164 4,000 5 17,174,394 19,330 4,702,145 144,978 3,516,888 80 04 57,341 125,142	\$ 16,250 \$ 19,500 19,500 29,283 : 2,234 4,477	100,767 96,363 10,079 3,142	101,767 95,693 10,138 3,142	70,000 44,475 6,511 1,047	110,700 9,540 8,717 524	126,184 237,315 15,711 5,498	51,550 - 154,637 - 7,846 10,996	177,368 400,940 23,769 11,781	19,350 47,220 278,903 10,864 -6,545	53,818 24,089 289,309 - 13,358 7,592	58,767 10,480 127,862 8,487 4,712	55,674 110,409 36,041 13,514 7,330	145,500 - 114,575 - 13,879 3,142	22,750 - 216,956 - 7,359 5,223	53,818 172,680 8,483 5,236	45,808 18,207 1,309	329,102 41,257 8,116		14,798,232 14,798,232 550,235 56,963 43,100 3,142	399,296 59,676 31,974 2,356	342,541 35,873 800 26,738 2,094	92,552 - 12,902 1,047	746 524	3,164 4,000 5 531,484 5 - 22,750 20,007 2,238 5,223	802,041 36,782 61,012 3,927	356,560 - 506,880 - 39,323 17,017
485110	9,5,810. 3,144 4,000 5 17,724,394 5 17,724,395 1,19,300 4,707,145 1,44,978 3,516,888 8,516,888 8,516,888 1,155,142 1,155,142 1,155,142 1,155,142 1,155,142	\$ 16,250 \$	100,767 96,363 10,079 3,142 481	101,767 95,693 10,138 3,142 481	70,000 44,475 6,511 1,047 160	110,700 9,540 - 8,717 524 80	126,184 237,315 15,711 5,498 841	51,550 - 154,637 - 7,846 10,996 1,682	177,368 400,940 23,769 11,781 1,802	19,350 47,220 278,903 10,864 -6,545 1,001	53,818 24,089 289,309 - - 13,358 7,592 1,162	58,767 10,480 127,862 - 8,487 4,712 721	55,674 110,409 36,041 - 13,514 7,330 1,121	145,500 - 114,575 - 13,879 3,142 481	22,750 - 216,956 - 7,359 5,223	53,818 172,680 8,483 5,236 801	45,808 18,207 1,309 200	329,102 41,257 8,116 1,242		14,798,232 14,798,232 550,235 56,963 43,100 3,142 481	399,296 59,676 - 31,974 2,356 360	342,541 35,873 800 26,738 2,094 320	92,552 - 12,902 1,047 168	746	3,164 4,000 5 531,484 5 	802,041 36,782 61,012 3,927 601	356,560 - 506,880 - 39,323 17,017 2,603
485110	95,820 3,164 4,000 5 17,174,394 19,330 4,702,145 144,978 3,516,888 80 04 57,341 125,142	\$ 16,250 \$	100,767 96,363 10,079 3,142	101,767 95,693 10,138 3,142	70,000 44,475 6,511 1,047	110,700 9,540 8,717 524	126,184 237,315 15,711 5,498 841	51,550 - 154,637 - 7,846 10,996	177,368 400,940 23,769 11,781	19,350 47,220 278,903 10,864 -6,545	53,818 24,089 289,309 - 13,358 7,592 1,162 22,762	58,767 10,480 127,862 8,487 4,712	55,674 110,409 36,041 13,514 7,330	145,500 114,575 - 13,879 3,142 481 37,491	22,750 - 216,956 - 7,359 5,223	53,818 172,680 8,483 5,236	45,808 18,207 1,309	329,102 41,257 8,116		14,798,232 14,798,232 550,235 56,963 43,100 3,142	399,296 59,676 31,974 2,356	342,541 35,873 800 26,738 2,094	92,552 - 12,902 1,047	746 524	3,164 4,000 5 531,484 5 - 22,750 20,007 2,238 5,223	802,041 36,782 61,012 3,927	356,560 - 506,880 - 39,323 17,017
#85110	95,830 3,164 4,000 5 17,174,394 15,300 4,070,145 144,070 15,300 4,707,145 144,070 15,300 15,3	\$ 16,250 \$ 19,500 \$ 29,283 \$	100,767 96,363 10,079 3,142 481 14,752 4,950	101,767 95,693 10,138 3,142 481 14,754 5,000	70,000 44,475 6,511 1,047 160 15,973	110,700 9,540 - 8,717 524 80 7,555 12,177	126,184 237,315 15,711 5,498 841 14,874 10,886	51,550 	177,368 400,940 23,769 11,781 1,802 37,652 13,522	19,350 47,220 278,903 10,854 -6,545 1,001 7,417 2,361	53,818 24,089 289,309 - 13,358 7,592 1,162 22,762 2,610	58,767 10,480 127,862 2,4712 4,712 7,432 2,850	55,674 110,409 36,041 	145,500 - 114,575 - 13,879 3,142 481 37,491 7,125	22,750 216,956 7,359 5,223 799 4,930 2,471	53,818 172,680 8,483 5,236 801 7,417 5,742	18,207 1,309 200 68,455 24,467	329,102 41,257 8,116 1,242 67,415 41,382		14,798,232 14,798,232 550,235 56,963 43,100 3,142 48,11 127,184 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169	342,541 35,873 800 26,738 2,094 320 67,067 30,450	92,552 - 12,902 1,047 168 14,691 4,500	746 524	3,164 4,000 5 531,484 5 	802,041 36,782 61,012 3,927 601 205,518 61,678	356,560 506,880 39,323 17,017 2,603 75,724 20,128
485110	95,810 3,164 4,000 5 17,174,394  15,350 4,707,145 3,15,888 8,004 457,241 25,244 25,244 35,458 351,658	\$ 16,250 \$ 19,500 29,283 2,234 4,477 685 4,225	100,767 96,363 10,079 3,142 481 14,752	101,767 95,693 10,138 3,142 481 14,754	70,000 44,475 6,511 1,047 160	110,700 9,540 8,717 524 80 7,555	126,184 237,315 15,711 5,498 841 14,874	51,550 154,637 7,846 10,996 1,682 7,417	177,368 400,940 23,769 11,781 1,802 37,652	19,350 47,220 278,903 10,864 -6,545 1,001 7,417	53,818 24,089 289,309 - 113,358 7,592 1,162 22,762 2,610	58,767 10,480 127,862 8,487 4,712 721 7,432	55,674 110,409 36,041 - 13,514 7,330 1,121 22,681	145,500 - 114,575 - 13,879 3,142 481 37,491 7,125	22,750 - 216,956 - 7,359 5,223 799 4,930	53,818 172,680 8,483 5,236 801 7,417	45,808 18,207 1,309 200 68,455	329,102 41,257 8,116 1,242 67,415		14,798,232 14,798,232 550,235 56,963 43,100 3,142 481 127,184	399,296 59,676 31,974 2,356 360 62,882	342,541 35,873 800 26,738 2,794 320 67,067 30,450 21,268	92,552 12,902 1,047 160 14,691	746 524	3,164 4,000 5 531,484 5 - 22,750 20,007 2,238 5,223 799 4,930	802,041 36,782 61,012 3,927 601 205,518	356,560 506,880 39,323 17,017 2,603 75,724
#85110	95,830 3,164 4,000 5 17,174,394 15,300 4,070,145 144,070 15,300 4,707,145 144,070 15,300 15,3	\$ 16,250 \$ 19,500 \$ 29,283 \$	100,767 96,363 10,079 3,142 481 14,752 4,950	101,767 95,693 10,138 3,142 481 14,754 5,000	70,000 44,475 6,511 1,047 160 15,973	110,700 9,540 - 8,717 524 80 7,555 12,177	126,184 237,315 15,711 5,498 841 14,874 10,886	51,550 	177,368 400,940 23,769 11,781 1,802 37,652 13,522	19,350 47,220 278,903 10,854 -6,545 1,001 7,417 2,361	53,818 24,099 289,309 - - 13,358 7,592 1,162 22,762 2,610 4,254	58,767 10,480 127,862 2,4712 4,712 7,432 2,850	55,674 110,409 36,041 	145,500 - 114,575 - 13,879 481 37,491 7,125	22,750 216,956 7,359 5,223 799 4,930 2,471	53,818 172,680 8,483 5,236 801 7,417 5,742	18,207 1,309 200 68,455 24,467	329,102 41,257 8,116 1,242 67,415 41,382		14,798,232 14,798,232 550,235 56,963 43,100 3,142 48,11 127,184 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169	342,541 35,873 800 26,738 2,094 320 67,067 30,450	92,552 - 12,902 1,047 168 14,691 4,500	746 524	3,164 4,000 5 531,484 5 	802,041 36,782 61,012 3,927 601 205,518 61,678	356,560 506,880 39,323 17,017 2,603 75,724 20,128
#85110	95,810 3,164 4,000 5 17,174,354 1,174,354 1,174,354 1,174,354 1,174,1688 3,1688 3,1688 1,174,1688 1	\$ 16,250 \$ 19,500 \$ 29,283 \$	100,767 96,363 10,079 3,142 481 14,752 4,950 8,507	101,767 95,693 10,138 3,142 481 14,754 5,000 8,507	70,000 44,475 6,511 1,047 160 15,973	110,700 9,540 8,717 524 80 7,555 12,177 4,254	126,184 237,315 15,711 5,498 841 14,874 10,886 8,507	51,550 	177,368 400,940 23,769 11,781 1,802 37,652 13,522	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361	53,818 24,099 289,309 - - 13,358 7,592 1,162 22,762 2,610 4,254	58,767 10,480 127,862 8,487 4,712 721 7,432 2,850	55,674 110,409 36,041 13,534 7,330 1,121 22,681 5,940	145,500 - 114,575 - 13,879 481 37,491 7,125	22,750 216,956 7,359 5,223 799 4,930 2,471	53,818 172,680 8,483 5,236 801 7,417 5,742	45,808 18,207 1,309 200 68,455 24,467 12,761	329,102 41,257 8,116 1,242 67,415 41,382 - -29,775		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268	342,541 35,873 800 26,738 2,794 320 67,067 30,450 21,268	92,552 - 12,902 1,047 168 14,691 4,500 8,507	746 524 89	3,164 4,000 5 531,484 5 	802,041 36,782 61,012 3,927 601 205,518 61,678	356,560 506,880 39,323 17,017 2,603 75,724 20,128
#85110	95,810 3.164 4,000 5 17,774,334  19,330 4,707,145 3,151,888 8,001 457,341 125,142 19,144 92,1,198 351,615 19,543 19,144 92,1,198 351,615 19,543 19,144 92,1,198 351,615 19,543	5 16,250 5 19,500 29,283 5 2,234 4,477 685 4,225 2,118	100,767 96,363 10,079 3,142 481 14,752 4,950 8,507	101,767 95,693 - 10,138 3,142 481 14,754 5,000 8,507	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177	126,184 237,315 15,711 5,438 841 14,874 10,836 8,507	51,550 - 154,637 - 7,846 1,682 7,417 2,500 - 4,254	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761	19,350 47,220 278,903 10,864 -6,545 1,7417 2,361 4,254	53,818 24,089 289,309 	58,767 10,480 127,862 8,487 4,712 7,432 2,850 4,254	55,674 110,409 36,041 - 13,514 7,320 1,121 22,681 5,940 4,254	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 - 216,956 - 7,339 5,223 799 4,930 2,471 1,489	53,818 172,680 8,483 5,236 801 7,437 5,742 4,254	45,808 18,207 1,309 200 68,455 24,467 - 12,761	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800	342,541 35,873 800 26,738 2,094 320 67,067 30,450 21,268 29,650	92,552 - 12,902 1,047 168 14,691 4,508 8,507	746 524 89 -	3,164 4,000 5 531,484 5 22,750 20,007 2,238 5,223 799 4,590 2,471 1,489	802,041 36,782 61,012 3,927 601 205,518 61,678	356,560 506,880 39,323 17,017 2,603 75,724 20,128
485110	95,810 3,164 4,000 5 17,74,334 15,330 4,707,145 144,578 3,16,16,16 15,141 15,14	\$ 16,250 \$  19,500  19,500  29,281  2,234  4,477  685  4,225  4,225  1,276	100,767 96,363 10,079 3,142 481 14,752 4,950 8,507	101,767 95,693 10,138 3,142 481 14,754 5,000 8,507	70,000 44,475 6,511 1,047 160 15,973	110,700 9,540 8,717 524 80 7,555 12,177	126,184 237,315 15,711 5,498 841 14,874 10,886 8,507 100	154,637 154,637 7,846 10,996 1,682 7,417 2,500 4,254	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254	53,818 24,089 289,309 13,358 7,192 2,2762 2,610 4,254 100	58,767 10,480 127,862 27,762 4,712 721 7,432 2,850 4,254 100	55,6749 36,041 11,514 7,330 1,121 22,681 5,940 4,254 100 2,400	145,500 114,575 - 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 216,956 7,359 5,223 799 4,930 2,471	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 13,09 200 68,455 24,467 - 12,761 13,143 9,360	329,102 41,257 8,116 1,242 67,415 41,382 - -29,775 3,555		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268	342,541 35,873 800 26,738 2,794 320 67,067 30,450 21,268	92,552 - 12,902 1,047 168 14,691 4,508 8,507 39,568	746 524 89 - - - 200	3,164 4,000 5 531,484 5 22,750 20,007 2,238 5,223 799 4,590 2,471 1,489	802,041 36,782 61,012 3,927 601 205,518 61,678 51,042	356,560 506,880 39,323 17,077 2,603 75,724 20,128 20,178
#85110	\$5,830 3.164 4,600 5 17,724,334  13,330 4,707,43 3,516,888 8,00 457,341 115,5,42 19,144 921,198 351,635 302,000 4,000 31,005 302,000 4,000 31,005 302,000 4,000 31,005 302,000 302,000 303,000	\$ 16,250 \$  19,500  29,281  2,294  4,477  685  4,225  4,225  1,276	100,767 96,363 10,079 3,142 481 14,752 4,950 8,507 50	101,767 95,693 10,138 3,142 481 14,754 5,000 8,507 250 30,940	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300	126,184 237,315 15,711 5,498 481 14,874 10,886 8,507 100	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 8,487 4,712 721 7,432 2,850 4,254 100 5,066 3,107	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 2,400	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 - 216,956 - 7,339 5,223 799 4,930 2,471 1,489	53,818 172,680 8,483 5,236 801 7,437 5,742 4,254	45,808 18,207 1,309 200 68,455 24,467 12,761	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800	342,541 35,873 800 26,738 2,094 320 67,067 30,450 21,268 29,650	92,552 	746 524 89 - - - 200	3,164 4,000 5 531,484 5 22,750 20,007 2,238 5,223 799 4,590 2,471 1,489	802,041 36,782 61,012 3,927 601 205,518 61,678 51,042	356,560 506,880 39,323 17,017 2,603 75,724 20,128
#85110	\$5,830 3.164 4,600 5 17,724,334  13,330 4,707,43 3,516,888 8,00 457,341 115,5,42 19,144 921,198 351,635 302,000 4,000 31,005 302,000 4,000 31,005 302,000 4,000 31,005 302,000 302,000 303,000	\$ 16,250 \$  19,500  29,281  2,294  4,477  685  4,225  4,225  1,276	100,767 96,363 10,079 3,142 481 14,752 4,950 8,507	101,767 95,693 - 10,138 3,142 481 14,754 5,000 8,507	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177	126,184 237,315 15,711 5,498 841 14,874 10,886 8,507 100	154,637 154,637 7,846 10,996 1,682 7,417 2,500 4,254	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 27,762 4,712 721 7,432 2,850 4,254 100	55,6749 36,041 11,514 7,330 1,121 22,681 5,940 4,254 100 2,400	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 - 216,956 - 7,339 5,223 799 4,930 2,471 1,489	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 13,09 200 68,455 24,467 - 12,761 13,143 9,360	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800	342,541 35,873 800 26,738 2,094 320 67,067 30,450 21,268 29,650	92,552 - 12,902 1,047 168 14,691 4,508 8,507 39,568	746 524 89 - - - 200	3,164 4,000 5 531,484 5 22,750 20,007 2,238 5,223 799 4,590 2,471 1,489	802,041 36,782 61,012 3,927 601 205,518 61,678 51,042	356,560 506,880 39,323 17,077 2,603 75,724 20,128 20,178
#85110	95,810 3,164 4,000 5,17,174,394	\$ 16,250 \$  19,500  29,281  2,294  4,477  685  4,225  4,225  1,276	100,767 96,363 10,079 3,142 481 14,752 4,950 8,507 50	101,767 95,693 10,138 3,142 481 14,754 5,000 8,507 250 30,940	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300	126,184 227,315 15,749 841 10,886 100,	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 8,487 4,712 721 7,432 2,850 4,254 100 5,066 3,107	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 2,400	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 - 216,956 - 7,339 5,223 799 4,930 2,471 1,489	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 13,09 200 68,455 24,467 - 12,761 13,143 9,360	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360, 62,882 37,169 21,268 800 650	342,541 35,873 800 26,738 2,094 320 67,067 30,450 21,268 29,650	92,552 	746 524 89 - - - 200	3,164 4,000 5 531,484 5 22,750 20,007 2,238 5,223 799 4,590 2,471 1,489	802,041 36,782 61,012 3,927 601 205,518 61,678 51,042	356,560 506,880 39,323 17,017 2,603 75,724 20,128 29,775
##   Anni	5,810 3,164 4,600 5 17,174,394  19,330 4,707,145 19,340 4,707,145 19,144 921,108 351,635 302,007 28,650 49,250 19,144 921,108 316,655 316,656 49,250	\$ 16,250 \$  19,500  29,281  2,294  4,477  685  4,225  4,225  1,276	100,767 96,363 10,079 3,142 481 14,752 4,950 8,507 50	101,767 95,693 10,138 3,142 481 14,754 5,000 8,507 250 30,940	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 300	126,184 227,315 15,749 841 10,886 100,	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 8,487 4,712 721 7,432 2,850 4,254 100 5,066 3,107	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 2,400	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 216,956 - 7,359 5,223 799 4,930 2,471 - 1,489 - - -	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 13,09 200 68,455 24,467 - 12,761 13,143 9,360	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360 62,822 37,169 21,268 800 650	342,541 35,873 86,73 86,73 2,034 2,034 30,450 21,268 29,650 20,400	92,552 	746 524 89 - - - 200	3,164 4,000 5 331,484 5 72,750 72,750 70,007 2,238 5,223 799 4,930 2,471 1,489	802,041 36,782 61,012 3,927 601 205,518 61,678 51,042	356,560 506,880 39,323 17,077 2,603 75,724 20,128 20,178
##   Cash Over - Sport	95,810 3,164 4,000 5,17,174,394	\$ 16,750 \$ 16,750 \$ 15,750 \$ 15,750 \$ 2,750 \$	100,767 96,363 10,079 3,142 481 14,752 4,950 8,507 50	101,767 95,693 10,138 3,142 481 14,754 5,000 8,507 250 30,940	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 300	126,184 227,315 15,749 841 10,886 100,	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 8,487 4,712 721 7,432 2,850 4,254 100 5,066 3,107	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 2,400	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 216,956 - 7,359 5,223 799 4,930 2,471 - 1,489 - - -	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 13,09 200 68,455 24,467 - 12,761 13,143 9,360	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360, 62,882 37,169 21,268 800 650	342,541 35,873 800 26,738 2,094 320 67,067 30,450 21,268 29,650	92,552 	746 524 89 - - - 200	3,164 4,000 5 331,484 5 72,750 72,750 70,007 2,238 5,223 799 4,930 2,471 1,489	802,041 36,782 61,012 3,927 601 205,518 61,678 51,042	356,560 506,880 39,323 17,077 2,603 75,724 20,128 20,178
##   ##   ##   ##   ##   ##   ##   #	95,810 3.164 4,000 5.17,174,394 5.17,174,394 1.3,300 4,707,145 1.4,978 3.3,16,888 8.00 457,341 1.5,142 1.5,143	\$ 16,750 \$ 16,750 \$ 16,750 \$ 16,750 \$ 15,500 \$ 29,283 \$ 2,234 \$ 4,777 \$ 60,75 \$ 2,185 \$ 2,116 \$ 1,176	100,767 96,363 10,079 3,142 3,142 14,752 8,507 50 8,507	101,767 95,693 10,138 3,142 481 14,754 5,000 8,507 250 - - - - - - - - - - - - -	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 5,241 8,717 5,244 80 7,555 12,177 4,254 300 300 371 64,887	126,184 297,315 15,711 5,498 841 14,876 10,886 8,507 100 5,720 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 8,487 4,712 721 7,432 2,850 4,254 100 5,066 3,107	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 2,400	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 216,956 - 7,359 5,223 799 4,930 2,471 - 1,489 - - -	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360 62,882 37,469 21,268 800 650 650 42,347 160 3,878	342,541 35,873 800 26,738 2,094 320 60,067 32,040 22,650 22,650 20,400	92,552 	200 200 200 200	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,518 61,678 51,042	356,560 506,880 39,323 17,077 2,603 75,724 20,128 20,178
###   ###	95,830 3,164 4,000 5 17,174,394 5 117,174,394 153,300 4,707,135 144,978 3,516,898 8,001 457,341 195,142 19,144,978 351,635 302,007 29,650 49,533 89,801 9,800 9,855,41 65,464 11,208,541 11	\$ 18,230 \$ 19,500 19,500 29,881 2,234 4,477 665 2,118 1,176 11,140 2,300	100,767 96,363 10,079 3,142 481 14,752 4,950 8,507 50	101,767 95,693 10,138 3,142 481 14,754 5,000 8,507 250 30,940	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 300	126,184 297,315 15,711 5,498 841 14,876 10,886 8,507 100 5,720 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 8,487 4,712 721 7,432 2,850 4,254 100 5,066 3,107	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 2,400	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 22,750 216,956 7,359 5,223 799 4,930 2,471 1,489 	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,232 550,235 56,963 43,100 3,142 481 127,184 49,138	399,296 59,676 31,974 2,356 360 62,822 37,169 21,268 800 650	342,541 35,873 86,73 86,73 2,034 2,034 30,450 21,268 29,650 20,400	92,552 	746 524 89 - - - 200	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,181 61,078 51,042 400 9,606	356,560 506,880 39,323 17,017 2,603 75,724 20,128 29,775
###   ###	95,810 3.164 4,000 5.17,174,334  1.1,174,334  1.3,330 4,707,143 3.11,888	\$ 16,750 \$ 16,750 \$ 2,500 \$ 22,233 \$ 2,734 \$ 4,777 \$ 655 \$ 2,118 \$ 1,276 \$ 11,140 \$ 2,300 \$ 2,300 \$ 2,300 \$ 2,300 \$ 3,000 \$ 3,	100,767 96,363 10,079 3,142 481 481 4,950 50 34,007 8,007 8,007	101,767 95,693 10,138 3,142 14,754 5,000 8,507 250 250 780 30,940 370	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 371 64,887	126,184 297,315 15,711 5,498 841 14,874 10,886 8,507 100 100 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380 400 400 10,713 2,622	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 8,487 4,712 721 7,432 2,850 4,254 100 5,066 3,107	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 2,400	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 216,956 216,956 7,359 5,223 799 4,930 2,471 89,260 3,055	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,235 14,798,235 550,235 56,963 43,100 3,142 481 49,138 38,282 2,650	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800 650 650 42,347 160 3,878	342,541 35,873 800 26,738 2,094 320 67,967 30,450 	92,552 12,902 1,047 168 14,691 4,500 39,568 	200 200 200 200	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,181 61,078 51,042 400 9,606	356,560 506,880 39,323 17,017 2,603 75,724 20,128 29,775
###   Cash Over - Short   ###   Cash Over - Short   ###   Cash Over - Short   ###   Cash Over - Tavable   ####   ###   ###   ###   ###   ###   ###   ###   ###   ###   ###   ###   ###   ###   ###   ###	95,830 3,164 4,000 5 17,174,394 15,350 4,707,145 3,516,888 8,001 457,341 1252,142 19,144,978 3,516,888 351,635 302,007 29,550 49,523 89,800 19	\$ 16,750 \$ 16,750 \$ 2,500 \$ 22,233 \$ 2,734 \$ 4,777 \$ 655 \$ 2,118 \$ 1,276 \$ 11,140 \$ 2,300 \$ 2,300 \$ 2,300 \$ 2,300 \$ 3,000 \$ 3,	100,767 05,163 10,079 10,079 13,142 481 14,950 8,507 50 34,007 800	101,767 95,693 10,138 3,142 481 14,754 5,000 8,507 250 - - - - - - - - - - - - -	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 : : : : : : : : : : : : :	126,184 297,315 15,711 5,498 841 14,874 10,886 8,507 100 100 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,366 400,940 400,940 23,760 11,781 1,802 37,652 13,522 12,761 380 400 10,713 2,607	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 127,862 4,712 721 7,432 2,850 4,254 4,254 100 5,066 3,107 1,143	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 2,400	145,500 114,575 13,1879 13,1879 13,1879 13,1879 13,1879 12,761 1,000 12,761 1,000 1,100	22,750 22,750 216,956 7,359 5,223 799 4,930 2,471 1,489 	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,332 14,798,332 550,235 56,963 48,100 3,142 48,13 49,138 49,138 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800 650 42,347 160 3,878	342,541 35,873 807 36,738 3.00	92,552 	746 5244 80 80 200 	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,181 61,078 51,042 400 9,606	356,560 506,880 39,323 17,017 2,603 75,724 20,128 29,775
#85110	95,810 3.164 4,000 5.17,174,334  1.1,174,334  1.3,330 4,707,143 3.11,888	\$ 16,750 \$ 16,750 \$ 2,500 \$ 22,233 \$ 2,734 \$ 4,777 \$ 655 \$ 2,118 \$ 1,276 \$ 11,140 \$ 2,300 \$ 2,300 \$ 2,300 \$ 2,300 \$ 3,000 \$ 3,	100,767 96,363 10,079 3,142 481 481 4,950 50 34,007 8,007 8,007	101,767 95,693 10,138 3,142 14,754 14,754 5,000 5,000 8,507 250 	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 371 64,887	126,184 297,315 15,711 5,498 841 14,874 10,886 8,507 100 100 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,368 400,940 23,769 11,781 1,802 37,652 13,522 12,761 380 400 400 10,713 2,622	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 8,487 4,712 721 7,432 2,850 4,254 100 5,066 3,107	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 2,400	145,500 114,575 13,879 3,142 481 37,491 7,125 12,761 1,000	22,750 216,956 216,956 7,359 5,223 799 4,930 2,471 89,260 3,055	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887		14,798,235 14,798,235 550,235 56,963 43,100 3,142 481 49,138 38,282 2,650	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800 650 650 42,347 160 3,878	342,541 35,873 800 26,738 2,094 320 67,967 30,450 	92,552 12,902 1,047 168 14,691 4,500 39,568 	200 200 200 200	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,181 61,078 51,042 400 9,606	356,560 506,880 39,323 17,017 2,603 75,724 20,128 29,775
###   ###	95,810 3.164 4,000 3.17,774,334 5.17,774,34 5.17,774,34 5.17,774,34 5.17,774,34 5.1	\$ 16,750 \$ 16,750 \$ 2,500 \$ 22,233 \$ 2,734 \$ 4,777 \$ 655 \$ 2,118 \$ 1,276 \$ 11,140 \$ 2,300 \$ 2,300 \$ 2,300 \$ 2,300 \$ 3,000 \$ 3,	100,767 05,163 10,079 10,079 13,142 481 14,950 8,507 50 34,007 800	101,767 95,693 10,138 3,142 14,754 14,754 5,000 5,000 8,507 250 	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 371 64,887	126,184 297,315 15,711 5,498 841 14,874 10,886 8,507 100 100 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,366 400,940 400,940 23,760 11,781 1,802 37,652 13,522 12,761 380 400 10,713 2,607	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 127,862 4,712 721 7,432 2,850 4,254 4,254 100 5,066 3,107 1,143	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 82,22 82,22	145,500 114,575 13,1879 13,1879 13,1879 13,1879 13,1879 12,761 1,000 12,761 1,000 1,100	22,750 216,956 216,956 7,359 5,223 799 4,930 2,471 89,260 3,055	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887 52,400		14,798,332 14,798,332 550,235 56,963 48,100 3,142 48,13 49,138 49,138 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800 650 42,347 160 3,878	342,541 38,873 800 26,738 2,094 3,20 0,767 30,450 	92,552 12,902 1,047 168 14,691 4,500 39,568 	746 5244 80 80 200 	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,181 61,078 51,042 400 9,606	356,560 506,880 39,323 17,017 2,603 75,724 20,128 29,775
##   ##   ##   ##   ##   ##   ##   #	95,810 3,164 4,000 5 17,174,394  15,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,4,761 16,085 17,44,761 16,085 17,540 18,540	\$ 16,750 \$ 16,750 \$ 2,500 \$ 22,233 \$ 2,734 \$ 4,777 \$ 655 \$ 2,118 \$ 1,276 \$ 11,140 \$ 2,300 \$ 2,300 \$ 2,300 \$ 2,300 \$ 3,000 \$ 3,	100,767 05,163 10,079 10,079 13,142 481 14,950 8,507 50 34,007 800	101,767 95,693 10,138 3,142 14,754 14,754 5,000 5,000 8,507 250 	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 371 64,887	126,184 297,315 15,711 5,498 841 14,874 10,886 8,507 100 100 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,366 400,940 400,940 23,760 11,781 1,802 37,652 13,522 12,761 380 400 10,713 2,607	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 127,862 4,712 721 7,432 2,850 4,254 4,254 100 5,066 3,107 1,143	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 82,22 82,22	145,500 114,575 13,1879 13,1879 13,1879 13,1879 13,1879 12,761 1,000 12,761 1,000 1,100	22,750 216,956 - 7,359 5,223 799 4,930 2,471 - 1,489 1,489 - - - - - - - - - - - - - - - - - - -	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887 52,400		14,798,332 14,798,332 550,235 56,963 48,100 3,142 48,13 49,138 49,138 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800 650 42,347 160 3,878	342,541 35,973 35,973 35,978 3,009 3,009 3,009 3,009 3,009 30,450 21,288 29,650 50 50 50 50 50 50 50 50 50	92,552 12,902 1,047 168 14,691 4,500 39,568 	746 5244 80 80 200 	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,181 61,078 51,042 400 9,606	356,560 506,880 39,323 17,077 2,603 75,724 20,128 20,178
##   ##   ##   ##   ##   ##   ##   #	95,810 3.164 4,000 5 17,774,394	\$ 16,720 \$	100,767 05,163 10,079 10,079 13,142 481 14,950 8,507 50 34,007 800	101,767 95,693 10,138 3,142 14,754 14,754 5,000 5,000 8,507 250 	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 371 64,887	126,184 297,315 15,711 5,498 841 14,874 10,886 8,507 100 100 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,366 400,940 400,940 23,760 11,781 1,802 37,652 13,522 12,761 380 400 10,713 2,607	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 127,862 4,712 721 7,432 2,850 4,254 4,254 100 5,066 3,107 1,143	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 82,22 82,22	145,500 114,575 13,1879 13,1879 13,1879 13,1879 13,1879 12,761 1,000 12,761 1,000 1,100	22,750 216,956 - 7,359 5,223 799 4,930 2,471 - 1,489 1,489 - - - - - - - - - - - - - - - - - - -	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382		14,798,332 14,798,332 550,235 56,963 48,100 3,142 48,13 49,138 49,138 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800 650 42,347 160 3,878	342,541 35,973 35,973 35,978 3,009 3,009 3,009 3,009 3,009 30,450 21,288 29,650 50 50 50 50 50 50 50 50 50	92,552 12,902 1,047 168 14,691 4,500 39,568 	746 5244 80 80 200 	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,181 61,078 51,042 400 9,606	356,560 506,880 39,323 17,077 2,603 75,724 20,128 20,178
##   ##   ##   ##   ##   ##   ##   #	95,810 3,164 4,000 5 17,174,394  15,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,707,145 16,350 4,4,761 16,085 17,44,761 16,085 17,540 18,540	\$ 16,720 \$	100,767 05,163 10,079 10,079 13,142 481 14,950 8,507 50 34,007 800	101,767 95,693 10,138 3,142 14,754 14,754 5,000 5,000 8,507 250 	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 371 64,887	126,184 297,315 15,711 5,498 841 14,874 10,886 8,507 100 100 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,366 400,940 400,940 23,760 11,781 1,802 37,652 13,522 12,761 380 400 10,713 2,607	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 127,862 4,712 721 7,432 2,850 4,254 4,254 100 5,066 3,107 1,143	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 82,22 82,22	145,500 114,575 13,1879 13,1879 13,1879 13,1879 13,1879 12,761 1,000 12,761 1,000 1,100	22,750 216,956 - 7,359 5,223 799 4,930 2,471 - 1,489 1,489 - - - - - - - - - - - - - - - - - - -	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382 -29,775 3,555 4,887 52,400		14,798,332 14,798,332 550,235 56,963 48,100 3,142 48,13 49,138 49,138 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800 650 42,347 160 3,878	342,541 35,973 35,973 35,978 3,009 3,009 3,009 3,009 3,009 30,450 21,288 29,650 50 50 50 50 50 50 50 50 50	92,552 12,902 1,047 168 14,691 4,500 39,568 	746 5244 80 80 200 	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,181 61,078 51,042 400 9,606	356,560 506,880 39,323 17,017 2,603 75,724 20,128 29,775
##   ##   ##   ##   ##   ##   ##   #	95,810 3.164 4,000 5 17,174,394	\$ 16,720 \$	100,767 05,163 10,079 10,079 13,142 481 14,950 8,507 50 34,007 800	101,767 95,693 10,138 3,142 14,754 14,754 5,000 5,000 8,507 250 	70,000 44,475 6,511 1,047 160 15,973 4,254	110,700 9,540 8,717 524 80 7,555 12,177 4,254 300 371 64,887	126,184 297,315 15,711 5,498 841 14,874 10,886 8,507 100 100 1,115 14,761	7,846 10,962 7,417 2,500 4,254 6,135 2,053	177,366 400,940 400,940 23,760 11,781 1,802 37,652 13,522 12,761 380 400 10,713 2,607	19,350 47,220 278,903 10,864 -6,545 1,001 7,417 2,361 4,254 100	53,818 24,089 289,309 13,358 7,592 21,162 22,762 2,610 100 22,263 1,254	58,767 10,480 127,862 127,862 4,712 721 7,432 2,850 4,254 4,254 100 5,066 3,107 1,143	55,674 110,409 36,041 13,514 7,330 1,121 22,681 5,940 100 2,400 82,22 82,22	145,500 114,575 13,1879 13,1879 13,1879 13,1879 13,1879 12,761 1,000 12,761 1,000 1,100	22,750 216,956 - 7,359 5,223 799 4,930 2,471 - 1,489 1,489 - - - - - - - - - - - - - - - - - - -	53,818 172,680 8,483 5,236 801 7,417 5,742 4,254	45,808 18,207 1,309 200 68,459 24,467 12,761 13,143 9,360 - 7,042	329,102 41,257 8,116 1,242 67,415 41,382		14,798,332 14,798,332 550,235 56,963 48,100 3,142 48,13 49,138 49,138 49,138	399,296 59,676 31,974 2,356 360 62,882 37,169 21,268 800 650 42,347 160 3,878	342,541 35,973 35,973 35,978 3,009 3,009 3,009 3,009 3,009 30,450 21,288 29,650 50 50 50 50 50 50 50 50 50	92,552 12,902 1,047 168 14,691 4,500 39,568 	746 5244 80 80 200 	3,164 4,000 5 531,484 5 22,750 20,007 2,236 5,223 4,530 2,471 1,489 44,300 44,300 10,562	802,041 36,782 61,012 3,927 601 205,181 61,078 51,042 400 9,606	356,560 506,880 39,323 17,077 2,603 75,724 20,128 20,178

#### UNIVERSITY STUDENT UNION

2018-19 OPERATING BUDGET PROPOSAL BY DEPARTMENT AND ACCOUNT

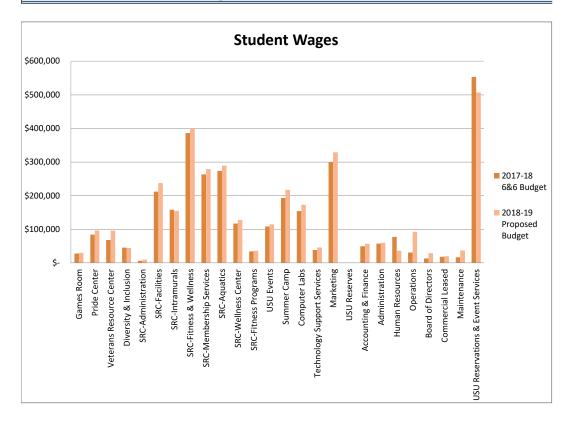
		2018-19	31010	31020	31030	31040	31070	31071	31072	31073	31074	31075	31076	31077	31090	31250	31300	31350	31600	32080	33010	33020	33030	33040	33080	33200	35030	35050
																										/ //		
						Diversity &				SRC Fitness and	SRC Membership		SRC Wellness	SRC Fitness				Technology								Commercial		
Account 625100	Description	Proposed Budget	Games Room	Pride Center	VRC	Inclusion	SRC Admin	SRC Facilities	SRC Intramurals	Wellness	Services	SRC Aquatics	Center	Programs	USU Events	Summer Camp	Computer Labs	Support Services	Marketing	Reserves Acco	unting & Finance	Administration	Human Resources	Operations	Directors	Leased	Maintenance	USU RES
625200	Professional Services Contract Services	82,789 229,431							-						1	750			2,550		21,119 4,032		3,600	44,770	-		215,099	10,00
625300	Legal Services	16,450							-							-					,,,,,,	4,500	11,950				,	
625310	Audit Services	30,000							-												30,000							
625320	Management Services			-					-					-	-	-												
625350 625360	Computer Systems Support	198,390		-				2,340			20,000	-		6,000	l .	6,250		68,118			72,682		16,200		-			6,80
625360	Web Online Services Multimedia Services				-					-			-	-	-								-		-			
625400	Personnel Services	26,365		2	-							-	-					-					26.365	-	-	+		
625410	Training-Development Svcs	109,171		600	600		6,420	3,270	1,405	1,035	300	6,538	400	1,548	4,800		820	60	400		_2,100	1,425	57,900	6,500	10,750	-		2,30
625420	Payroll Services	92,250							- :			-						-	-		92,250			-	-			
625500	Interpreter - Access Services	3,666		_	-							1,656			-				-		-		2,010	-	-			
625510	Parking	9,250								-		-			-	2,000	-	-	-			-	1,750	-	-			5,50
625520 625710	Security Subcontractor Svcs-University	2,000 54.337		-		-				-		-	-		_		-							•	-		54,212	2,00
630100	Travel	141,004		1,646	2,034	73	1,380	846	3,634	330	133	283	73	73	1,340	2,680	73	359	2,647	-	658	117,611	758	367	2,474		951	
630110	In State Travel				2,034	1 - "	2,300	340	-		155	203	,4			-,300			-,547		-	,		-				^
630400	Seminar-Conference Fee	78,191		500	775	250	:	500		1,220	250	. 500	250	250	750	945	250		1,750		2,250	58,002	3,200	500	309	-	3,250	1,75
640100	Telephones	87,093										-				189		86,904	-		-		-	-	-			
640200	Electricity	702,167		-		1				-		-	-	1	1	4,827	-	-	-		-				-	35,417	661,923	
640300 640400	Gas	116,455 71.318				-			-	-				-	-	801 490		-					-			5,874 3,597	109,780 67,231	
640400	Cable TV	71,318	<u> </u>	1		+			1			-	-	l	1	490	-	-	-			-				3,397	67,231	
640700	BTU Cooling	-		-	-				-	-		-				-					-		-					
640800	BTU Heating			3								-									-							
650110	Building Supplies	175,483							1	-								-	-		-			-			175,483	
650120	Custodial Supplies	-		2					-	-		-			-			-	-		-	_		-				
650210 650220	Custodial Services Pest Control Services	1,139,963		-		-				-		-		-	-	9,723		-			-	-		-	-	71,339	1,048,901	10,00
650220	Sanitation Services	33,491				+				-		-								-	-	-			-		33,491	
650300	Vehicle Repair	1,000			-				- :	-		-	-				-	-			-	-	-	-			1,000	
650400	Equip - Facility R and M	256,964						19,875		-		-				-	20,614	31,259	-		-	1	-	-	-		185,216	
650410	R & M - General Equipment	13,525			-				- 1			-	2,000			-		-	525		-		-					11,00
650420	R & M - Sports Equipment	50,736						6,836		-	Ī	-		-	-			-	-		-	_	-	-	-		-43,900	
650430 650440	R & M - Outdoor Pools	40,961 - 7,270		-				3.370	-	-		1,760						-			- 1		-	-	-		39,201	
650450	R & M - Outdoor Field R & M - Buildings	- 7,270		-			_	3,370		-			-	-	-					-	-	-	-		-	+	3,900	
650500	Construction Project Expenses	3,000		2	-				- 1	-			-			3,000					-	-			-	+		
660130	Licensing Fees	4,475			-				1			-									-		-		-		4,475	
660140	Handling Fees			3	-											- 1		-			-		-	-	-		-	
660210	Bank Charges	-9,979								-	Ī		_	-				-	-		9,979		-		-			
660220 660310	Merchant Charges	30,447	15	8						-	10,478	-	1,019			12,545		-			4,219		-	-	-			2,02
660420	Uncollectible Accounts Expense			2						-			-	-	-			-		-	-	-			-			
660430	University Dept Support Referendum Expense			1	-	1	<del>                                     </del>		-	_	-	-					-	-			-		-		-			
660510	Penalties - Late Fees			3	-				- :	-		-		١ .				-	-						-			
660520	Taxes & Licenses	260		-					:	-				-	-			-	-		- 260		-		-			
660910	Admin Contingency	639,861		-			1				-	-				-		-	-	639,861	- 1	- 7	-		-			
660940	Operating Reserves	250,000		-		+	+		-	-	-	-	-	-	1		-		-	250,000					52,576			
680210 680220	Scholarships Tuition-Books	52,576 8,304		-		+	+		8,304	-		-		-	+ +		-			-	-	-	-		52,576			
720100	Expendable Equipment	8,304		1	-		1		0,304	_	-	-	797				-	1										7,50
720110	Expendable Sports Equipment	20,660			-				- :	12,009	4,050	1,000		3,600	L .			-	-					-	-			
720120	Expendable Computer & Peripherals	121,639		-					:	-		-		-	-	- :	•	121,639	-		-			-	-			
720130	Expendable Furniture & Fixtures	11,200		-			1			-		-						-				- 7						11,20
750120 750210	Amort-Software	24,167 -6.145		-		1	+			-		-	-		-	-		-			24,167		-	-	-			
750210 750220	Depr-Furniture and Fixtures	-6,145 92,193		-		+	+			-					+		-				6,145 92,193	-						
750220	Depr-Equipment Depr-Computers-Peripherals	30,262		1		+	_					-		<u> </u>					-		30,262		-		- 1			
750320	Depr-Leasehold Improvements	56,518								-	-								-		56,518		-	-	-			
750600	Loss on Disposal of FA	-		2								-			-	- :		-	-				-	-	-			
891050	Transfers in from University			3						-		-							-					-	-			
904000	Pension Related Charges		<u> </u>	=			1								1			-						-	-			
	Total Expenses	\$ 17,174,394	\$ 77,39	6 \$ 277,212	\$ 276,252	\$ 195,994	\$ 230,816	\$ 489,989	\$ 264,054	\$ 708,759	\$ 418,195	\$ 458,744	\$ 239,873	5 272,442	5 668,123 5	485,929	\$ 356,765	\$ 779,353 \$	1,102,276	\$ 1,155,757 \$	1,322,768	\$ 865,312	5 711,141 \$	375,978	\$ 177,771 \$	230,997. \$	3,895,280	\$ 1,137,220
	Net Financial Activity	\$ - (0)	S (61.14	6) \$ (277,212)	\$ 1276.252	1 6 (1/0) 20/	1) ¢ (220.916	1 ¢ (490,090)	\$ [246 121]	\$ (661 221)	\$ 140,944	¢ (201 227)	\$ (220,091)	\$ (271.102	U \$ (667.222) \$	20 970	\$ (256.765)	¢ (770.252) ¢	(1 102 276)	\$ (1,155,757) \$	12 475 464	¢ (927.265)	E [711 1/1] 6	(275 979)	¢ (177.77†) ¢	200.497 \$	(3,858,580)	\$ (646,970

#### University Student Union Operating Budget Proposal Expenditures by Department

		2017-18		2018-19		
Department	Description	6 & 6 Budget	Pi	oposed Budget	\$ Variance	% Variance
31010	Games Room	\$ 73,555	\$	77,396	\$ 3,841	5.2%
31020	Pride Center	\$ 244,047	\$	277,212	\$ 33,164	13.6%
31030	Veterans Resource Center	\$ 213,972	\$	276,252	\$ 62,280	29.1%
31040	Diversity and Inclusion	\$ 141,487	\$	195,994	\$ 54,507	38.5%
31070	SRC-Administration	\$ 225,415	\$	230,816	\$ 5,401	2.4%
31071	SRC-Facilities	\$ 431,731	\$	489,989	\$ 58,258	13.5%
31072	SRC-Intramurals	\$ 267,805	\$	264,054	\$ (3,751)	-1.4%
31073	SRC-Fitness & Wellness	\$ 653,915	\$	708,759	\$ 54,844	8.4%
31074	SRC-Membership Services	\$ 401,104	\$	418,195	\$ 17,091	4.3%
31075	SRC-Aquatics	\$ 429,690	\$	458,744	\$ 29,054	6.8%
31076	SRC Wellness Center	\$ 225,291	\$	239,873	\$ 14,582	6.5%
31077	SRC Fitness Programs	\$ 260,279	\$	272,442	\$ 12,163	4.7%
31090	USU Events	\$ 624,651	\$	668,123	\$ 43,472	7.0%
31250	Summer Camp	\$ 450,307	\$	485,929	\$ 35,622	7.9%
31300	Computer Labs	\$ 337,334	\$	356,765	\$ 19,431	5.8%
31350	Technology Support Services	\$ 767,875	\$	779,353	\$ 11,478	1.5%
31600	Marketing	\$ 1,065,771	\$	1,102,276	\$ 36,506	3.4%
32080	USU Reserves	\$ 964,221	\$	1,155,757	\$ 191,536	19.9%
33010	Accounting & Finance	\$ 1,244,004	\$	1,322,768	\$ 78,764	6.3%
33020	Administration	\$ 821,391	\$	865,312	\$ 43,921	5.3%
33030	Human Resources	\$ 664,394	\$	711,141	\$ 46,747	7.0%
33040	Operations	\$ 707,999	\$	375,978	\$ (332,021)	-46.9%
33080	Board of Directors	\$ 191,799	\$	177,771	\$ (14,029)	-7.3%
33200	Commercial Leased	\$ 286,100	\$	230,997	\$ (55,104)	-19.3%
35030	Maintenance	\$ 3,833,761	\$	3,895,280	\$ 61,518	1.6%
35050	USU Reservations & Event Services	\$ 1,116,798	\$	1,137,220	\$ 20,421	1.8%
	Total Expenses	\$ 16,644,696	\$	17,174,394	\$ 529,697	3.2%

#### University Student Union Operating Budget Proposal Student Wages

				2018-19		
		20	17-18 6&6	Proposed		
Dept	Dept Name		Budget	Budget	\$ Variance	% Variance
31010	Games Room	\$	27,883	\$ 29,283	\$ 1,400	5.0%
31020	Pride Center	\$	84,275	\$ 96,363	\$ 12,088	14.3%
31030	Veterans Resource Center	\$	67,926	\$ 95,693	\$ 27,767	40.9%
31040	Diversity & Inclusion	\$	45,034	\$ 44,475	\$ (559)	-1.2%
31070	SRC-Administration	\$	6,200	\$ 9,540	\$ 3,340	53.9%
31071	SRC-Facilities	\$	212,016	\$ 237,315	\$ 25,299	11.9%
31072	SRC-Intramurals	\$	158,402	\$ 154,637	\$ (3,765)	-2.4%
31073	SRC-Fitness & Wellness	\$	386,163	\$ 400,940	\$ 14,777	3.8%
31074	SRC-Membership Services	\$	263,238	\$ 278,903	\$ 15,665	6.0%
31075	SRC-Aquatics	\$	273,663	\$ 289,309	\$ 15,646	5.7%
31076	SRC-Wellness Center	\$	116,834	\$ 127,862	\$ 11,028	9.4%
31077	SRC-Fitness Programs	\$	34,198	\$ 36,041	\$ 1,843	5.4%
31090	USU Events	\$	108,155	\$ 114,575	\$ 6,420	5.9%
31250	Summer Camp	\$	192,897	\$ 216,956	\$ 24,059	12.5%
31300	Computer Labs	\$	154,128	\$ 172,680	\$ 18,552	12.0%
31350	Technology Support Services	\$	38,110	\$ 45,808	\$ 7,698	20.2%
31600	Marketing	\$	299,685	\$ 329,102	\$ 29,417	9.8%
32080	USU Reserves	\$	-	\$ -	\$ -	-
33010	Accounting & Finance	\$	49,250	\$ 56,963	\$ 7,713	15.7%
33020	Administration	\$	57,143	\$ 59,676	\$ 2,533	4.4%
33030	Human Resources	\$	77,180	\$ 35,873	\$ (41,308)	-53.5%
33040	Operations	\$	30,750	\$ 92,552	\$ 61,802	201.0%
33080	Board of Directors	\$	13,024	\$ 28,674	\$ 15,650	120.2%
33200	Commercial Leased	\$	18,149	\$ 20,007	\$ 1,858	10.2%
35030	Maintenance	\$	16,605	\$ 36,782	\$ 20,177	121.5%
35050	USU Reservations & Event Services	\$	553,324	\$ 506,880	\$ (46,444)	-8.4%
	Total Student Wages	\$	3,284,232	\$ 3,516,888	\$ 232,657	7.1%



#### University Student Union Operating Budget Proposal Student Hours & Wages

				Proposed		
		Proposed	Student		Avg.	
Department	Dept Description	<b>Student Hours</b>	Wages		Hourly/Rate	
31010	Games Room	2,210	\$	29,283	\$	13.25
31020	Pride Center	7,138	\$	96,363	\$	13.50
31030	Veterans Resource Center	7,057	\$	95,693	\$	13.56
31040	Diversity & Inclusion	3,050	\$	44,475	\$	14.58
31070	SRC-Administration	720	\$	9,540	\$	13.25
31071	SRC-Facilities	17,229	\$	237,315	\$	13.77
31072	SRC-Intramurals	11,312	\$	154,637	\$	13.67
31073	SRC-Fitness & Wellness	28,659	\$	400,940	\$	13.99
31074	SRC-Membership Services	20,364	\$	278,903	\$	13.70
31075	SRC-Aquatics	19,105	\$	289,309	\$	15.14
31076	SRC-Wellness Center	9,294	\$	127,862	\$	13.76
31077	SRC-Fitness Programs	2,576	\$	36,041	\$	13.99
31090	USU Events	8,487	\$	114,575	\$	13.50
31250	Summer Camp	15,456	\$	216,956	\$	14.04
31300	Computer Labs	12,704	\$	172,680	\$	13.59
31350	Technology Support Services	3,272	\$	45,808	\$	14.00
31600	Marketing	24,450	\$	329,102	\$	13.46
33010	Accounting & Finance	4,200	\$	56,963	\$	13.56
33020	Administration	4,344	\$	59,676	\$	13.74
33030	Human Resources	2,610	\$	35,873	\$	13.74
33040	Operations	6,815	\$	92,552	\$	13.58
33080	Board of Directors	2,124	\$	28,674	\$	13.50
33200	Commercial Leased	1,482	\$	20,007	\$	13.50
35030	Maintenance	2,776	\$	36,782	\$	13.25
35050	USU Reservations & Event Service	37,289	\$	506,880	\$	13.59
	<b>Total Student Hours &amp; Wages</b>	254,723	\$	3,516,888	\$	13.81