



Budget Review
2018-2019

June 21, 2018

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Summary

CSU FULLERTON AUXILIARY SERVICES CORPORATION PROPOSED 2018-2019 BUDGET HIGHLIGHTS

The 2018-2019 operating and capital budget will provide goods and services to support the mission of the University.

The budget is subject to assumptions, estimates, forecasts and judgments made by the managers and directors of the Corporation who cannot predict all the actions, and risks, over which there may not be control, and which can cause actual results to differ materially. Some of the factors that may cause such differences include:

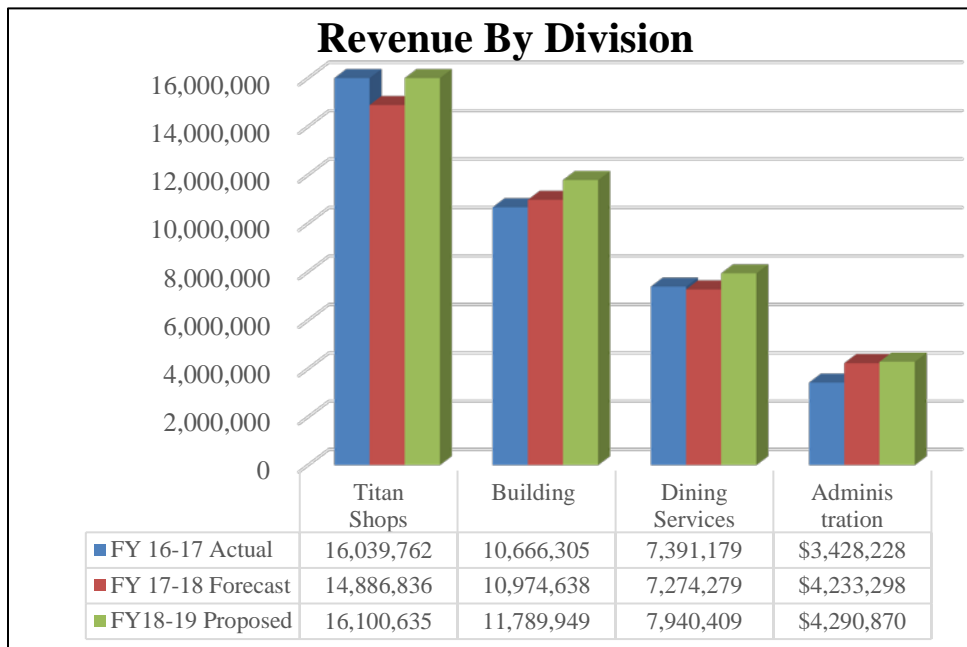
- The state budget;
- Changes in enrollment;
- Competition (on and off-campus); and
- Environmental liability and regulations.

As a result, the ASC’s operating and capital budget is based on assumptions, historical performances, and judgments of senior management regarding how the corporation will perform.

The proposed operating revenue of \$40.1 million, offset by expenditures of \$39.1 million, generates a net surplus of approximately \$944,000. In addition, the proposed net income is projected to increase by over \$581,000, as compared with the current year’s forecast.

Revenues

Total projected Revenues are anticipated to increase by approximately \$2.7 in comparison to the current year’s forecast.

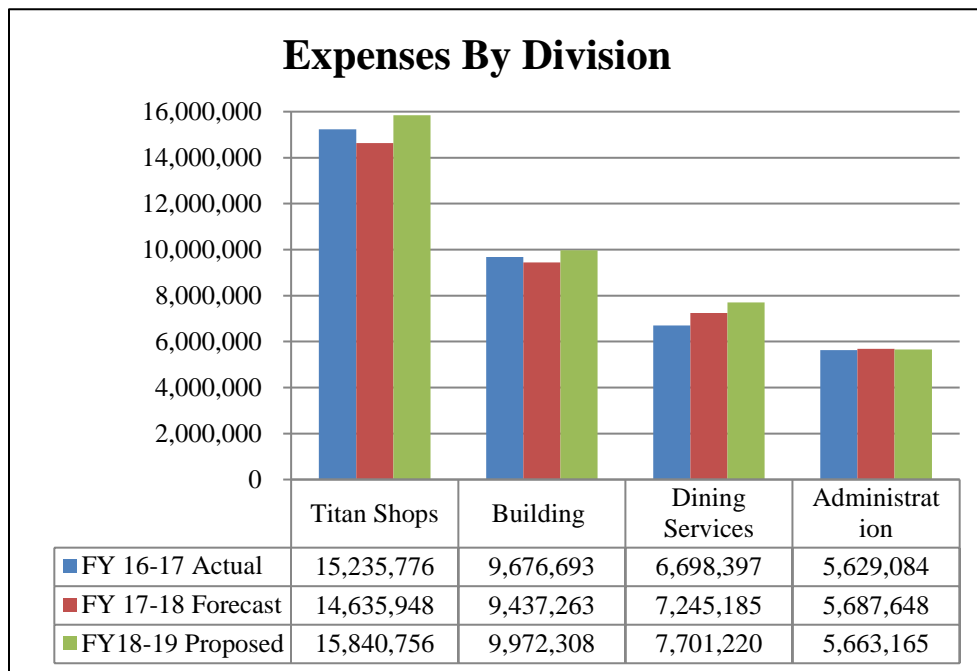


Revenues (continued)

Total revenues for Real Property are projected to increase by \$800,000 mainly due to the completion and renting of the Titan Hall building. In addition, Dining Services’ sales also have an anticipated increase of \$700,000 due to the addition of new venues in the student union. Titan Shop’s revenues are estimated to increase by \$1,200,000, due to price increases on general merchandise items. Moreover, Titan Shops is expecting that the new Point of Sales system will provide analytical tools that will help make better decisions to increase sales.

Expenses

ASC’s total operational expenses are projected to increase by \$2.1 million in comparison to the current year’s forecast.



Titan Shop’s expenses are projected to increase in comparison to the current year’s forecast in the following areas: (1) cost of goods sold - due to the anticipated increase in sales; (2) operations - due to the depreciation of a new POS system, which will increase operational expenses by approximately \$140,000. In addition to the above stated increased expenses, total increased proposed expenses are approximately \$1,200,000.

Real Property expenses are projected to increase from the current year’s forecast due to depreciation expenses incurred as the Titan Hall project reaches completion, and an additional Building Engineer to assist the Chief Engineer for all ASC properties. Total increased proposed expenses are approximately \$500,000.

Expenses (continued)

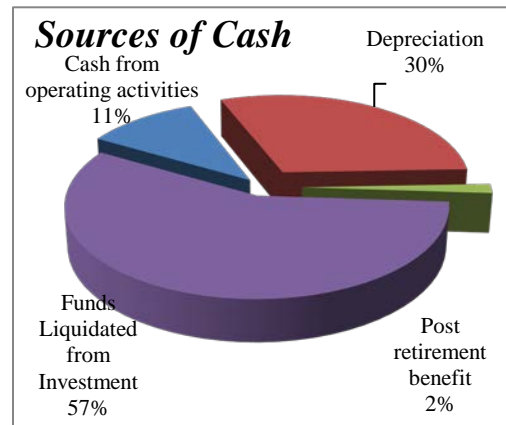
In Dining Services’ operations, there is an increase in costs due to adding new venues. This will result in additional costs associated with running the venues including tenant improvement depreciation and increased cost of goods sold (due to increase in sales). Total expenses for Dining Services are anticipated to increase by approximately \$400,000.

In addition, prior legislation increases minimum wage from \$11.00 to \$12.00 an hour, increasing operational costs. This is particularly relevant in the Dining Services and Titan Shops operations as they have the highest percentage of minimum wage employees. Also incorporated is a corporate-wide employee merit pool of 3%.

Sources and Uses of Cash

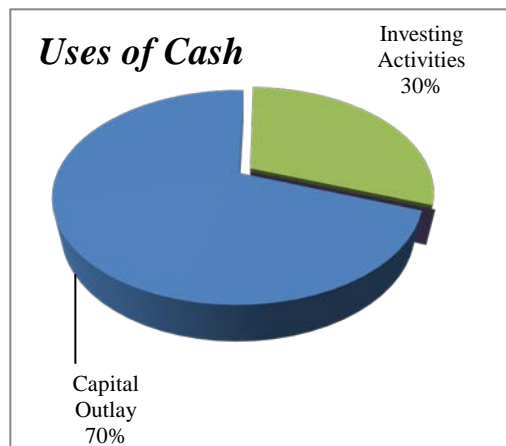
The proposed operating, financing, and non-cash transactions (including depreciation), as reported in the summary of sources of cash, generates \$8.7 million from the following activities:

- Operating surplus \$ 945,000
- Non-cash depreciation 2,639,000
- Post-retirement obligation (PRBO) 142,000
- Funds liquidated from Investment 5,000,000
- Total cash generated: \$ 8,726,000



Proposed cash usage of (\$6.7) million is as follows:

- Proposed capital outlay requests (\$4,415,000)
- Net financing activities (1,905,000)
- Western State Deposit repayment (400,000)
- Total uses of cash: (\$6,720,000)



CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2018-2019

Auxiliary Services Total

	Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
Sales				
Sales	22,034,654	20,650,862	22,418,931	22,499,935
Other Income	0	84,964	24,200	76,943
Total Sales	22,034,654	20,735,826	22,443,131	22,576,878
Cost of Goods Sold				
Cost of Sales	13,103,984	12,204,335	13,090,376	13,350,102
Total Cost of Goods Sold	13,103,984	12,204,335	13,090,376	13,350,102
Payroll Expense				
Salaries and Wages	7,162,082	7,216,820	7,543,128	7,351,101
Benefits	1,637,329	1,619,093	1,690,377	1,745,068
Total Payroll Expense	8,799,411	8,835,913	9,233,505	9,096,169
Operating Expenses				
Advertising & Promotion	202,616	181,988	233,175	191,414
Communications	104,362	117,101	107,354	111,249
Taxes & Licenses	111,778	122,881	140,575	138,501
Commission & Royalty	411,810	436,740	528,546	504,395
Supplies	296,082	293,730	284,654	295,045
Depreciation	2,050,438	2,119,442	2,457,325	2,657,275
Bank and Discount Charges	664,712	625,075	636,506	657,957
Insurance	252,967	282,226	250,941	288,667
Debt Service & Interest Exp.	2,645,199	2,367,528	2,367,855	2,278,552
Audit and Legal	84,022	77,864	94,484	82,864
Repairs and Maintenance	2,068,326	2,194,274	2,090,838	2,169,867
Merchant Supplies	366,779	328,239	284,314	341,211
Donations & Scholarships	138,970	123,990	114,700	110,918
Rentals	613,989	715,898	736,824	726,383
Professional Serv/Consultants	690,166	568,078	579,133	663,363
Conference & Travel	91,332	74,630	85,014	59,771
Utilities	1,323,381	1,370,872	1,366,580	1,510,907
Employee Development	304,554	259,409	307,069	288,924
Other Direct Costs	890,141	929,056	928,099	975,165
Departmental Allocation	1,109,320	1,159,201	950,954	998,435
Public Relations	56,728	66,915	59,648	47,941
Administrative Fee	789,509	1,441,776	1,513,209	1,550,505
Equipment Rental/Expense	110,893	108,882	87,548	81,859
Total Operating Expenses	15,378,074	15,965,795	16,205,345	16,731,168
Commission Income				
Commissions Income	730,048	644,607	668,697	737,146
Total Commission Income	730,048	644,607	668,697	737,146
Other Income				
Unrealized Gain/Loss Investmnt	140	6,233	240	240
Administrative Services	1,158,855	1,933,104	1,857,648	1,989,846
Indirect Cost Recoveries	2,064,018	2,142,000	2,036,000	2,170,008

**CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2018-2019**

Auxiliary Services Total

	Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
Investment/Interest Income	92,054	26,439	84,756	36,432
Rental Income	10,177,219	10,346,273	11,534,685	11,132,149
Other Income	1,195,548	1,534,569	1,194,950	1,479,164
Total Other Income	<u>14,687,834</u>	<u>15,988,618</u>	<u>16,708,279</u>	<u>16,807,839</u>
Net Income / (Loss)	<u>171,076</u>	<u>363,008</u>	<u>1,290,878</u>	<u>944,424</u>

Summary of Proposed Budget Statement of Activity 18/19

Description	REVENUES			EXPENSES			SURPLUS/(DEFICIT)		
	FY 16-17 Actuals	FY 17-18 Forecast	FY18-19 Proposed	FY 16-17 Actuals	FY 17-18 Forecast	FY18-19 Proposed	FY 16-17 Actuals	FY 17-18 Forecast	FY18-19 Proposed
General Fund:									
Administration	\$ 1,361,988	\$ 2,089,803	\$ 2,120,862	\$ 3,565,066	\$ 3,545,469	\$ 3,493,152	\$ (2,203,078)	\$ (1,455,666)	\$ (1,372,290)
Grants & Contracts	2,066,240	2,143,495	2,170,008	2,064,018	2,142,179	2,170,013	2,222	1,316	(5)
Total General Fund	3,428,228	4,233,298	4,290,870	5,629,084	5,687,648	5,663,165	(2,200,856)	(1,454,350)	(1,372,295)
Building Fund									
College Park	4,905,077	5,005,111	5,005,116	3,961,702	3,896,155	3,991,158	943,375	1,108,956	1,013,958
Irvine Campus	4,536,264	4,570,339	4,713,153	3,512,979	3,465,163	3,422,674	1,023,285	1,105,176	1,290,479
Gables	306,378	315,664	305,940	213,046	203,072	222,012	93,332	112,592	83,928
Titan Hall	549,047	737,934	1,393,092	1,469,280	1,484,154	2,048,238	(920,233)	(746,220)	(655,146)
Building Management & Other	0	0	0	231,882	6,093	6,000	(231,882)	(6,093)	(6,000)
El Dorado Ranch	369,539	345,590	372,648	287,804	382,626	282,226	81,735	(37,036)	90,422
Total Building Fund	10,666,305	10,974,638	11,789,949	9,676,693	9,437,263	9,972,308	989,612	1,537,375	1,817,641
Enterprises operations:									
Dining Services									
Food Court	1,966,585	1,596,556	2,174,206	1,954,611	1,756,363	2,251,495	11,974	(159,807)	(77,289)
Catering	902,070	848,011	913,248	937,990	973,918	1,022,431	(35,920)	(125,907)	(109,183)
Concessions	199,822	208,747	306,001	213,651	228,966	299,888	(13,829)	(20,219)	6,113
Carl's Jr.	841,944	835,228	856,102	772,763	798,901	862,722	69,181	36,327	(6,620)
Langsdorf Hall	367,321	362,297	373,211	371,749	386,706	375,676	(4,428)	(24,409)	(2,465)
Nutwood Café	357,966	349,583	6,000	404,644	411,493	516	(46,678)	(61,910)	5,484
Vending/Carts/Rec Express	481,002	391,309	409,764	51,171	78,555	83,752	429,831	312,754	326,012
Starbucks-Library/CBE/TSU	2,274,469	2,682,548	2,901,877	1,991,818	2,610,283	2,804,740	282,651	72,265	97,137
Total Campus Dining	7,391,179	7,274,279	7,940,409	6,698,397	7,245,185	7,701,220	692,782	29,094	239,189
Titan Shops Bookstore									
Titan Text & Publishing	4,927,634	4,270,822	4,326,093	4,193,221	3,896,926	3,935,290	734,413	373,896	390,803
E-Services	2,138,648	2,291,549	2,552,181	1,997,871	1,966,998	2,276,439	140,777	324,551	275,742
General Merchandise	2,670,116	2,537,792	2,827,495	1,496,818	1,495,041	1,626,962	1,173,298	1,042,751	1,200,533
Titan Tech & Office	4,524,102	4,134,066	4,704,113	4,249,555	3,850,147	4,459,313	274,547	283,919	244,800
Convenience Stores	1,287,330	1,226,596	1,262,744	1,076,043	1,082,205	1,143,035	211,287	144,391	119,709
Irvine Campus	347,978	332,553	360,219	319,934	314,592	344,525	28,044	17,961	15,694
Operations	143,954	93,458	67,790	1,902,334	2,030,039	2,055,192	(1,758,380)	(1,936,581)	(1,987,402)
Total Titan Shops	16,039,762	14,886,836	16,100,635	15,235,776	14,635,948	15,840,756	803,986	250,888	259,879
Total Enterprises Operations	23,430,941	22,161,115	24,041,044	21,934,173	21,881,133	23,541,976	1,496,768	279,982	499,068
TOTAL SURPLUS/(DEFICIT)	\$ 37,525,474	\$ 37,369,051	\$ 40,121,863	\$ 37,239,950	\$ 37,006,044	\$ 39,177,449	\$ 285,524	\$ 363,007	\$ 944,414

**SUMMARY OF SOURCES AND USES
OF CASH**

	Prior F.Y. Actual 2016/17	Forecast Fiscal Year 2017/18	Proposed Budget 2018/19
SOURCES OF CASH			
OPERATING ACTIVITIES			
General Fund	\$ (2,450,000)	\$ (1,454,000)	\$ (1,372,000)
Real Property	1,193,000	1,537,000	1,818,000
Bookstores	514,000	251,000	260,000
Dining Services	620,000	29,000	239,000
University Support Programs	(92,000)	-	-
University Extended Ed. UEE	(435,000)	-	-
Investment	2,710,000	-	-
TOTAL CASH FROM OPERATING ACTIVITIES	2,060,000	363,000	945,000
NON-CASH TRANSACTIONS			
Depreciation	2,051,000	2,119,000	2,639,000
Post retirement benefit	92,000	132,000	142,000
Other cash & cash equiv. provided by Operation.	(1,859,000)	-	-
TOTAL NON-CASH TRANSACTIONS	284,000	2,251,000	2,781,000
FINANCING			
Funds Liquidated from Investment	2,000,000	2,000,000	5,000,000
TOTAL FINANCING	2,000,000	2,000,000	5,000,000
TOTAL SOURCES OF CASH	\$ 4,344,000	\$ 4,614,000	\$ 8,726,000
USES OF CASH			
CAPITAL OUTLAY			
Administration - Disaster Recovery			
Bookstores	677,000	73,000	
Dining Services	343,000	899,000	900,000
Titan Hall Seismic work	4,148,000	1,189,000	
Titan Hall: HVAC/Landscape/Construction	3,355,000	4,418,000	-
Titan Hall Tenant Improvements	717,000		375,000
Prior Year Capital Budget Carry Forward	353,000		3,140,000
TOTAL CAPITAL OUTLAY	9,593,000	6,579,000	4,415,000
INVESTING ACTIVITIES			
Pay down Heights Balance @ \$2 Mil.	400,000	500,000	300,000
College Park(LT Note \$ 22 Mil.) Principal pmt.	845,000	880,000	925,000
College Park W.(LT Note \$ 13.5 Mil.) Principal pmt.	195,000	205,000	215,000
Irvine Campus (LT Note \$ 30.15 Mil.) Principal pmt.	430,000	445,000	465,000
TOTAL INVESTING ACTIVITIES	\$ 1,870,000	\$ 2,030,000	\$ 1,905,000
OTHER USES OF CASH			
Funding Post Retirement Obligation	750,000		
Western State Deposit repayment	-	800,000	400,000
TOTAL OTHER USES OF CASH	750,000	800,000	400,000
TOTAL USES OF CASH	12,213,000	9,409,000	6,720,000
NET SOURCES & (USES) OF CASH	(7,869,000)	(4,795,000)	2,006,000
Net Cash & cash equivalents at beginning of year	18,260,000	10,391,000	5,596,000
Cash and cash equivalent at year end	\$ 10,391,000	\$ 5,596,000	\$ 7,602,000

Capital Outlay

2018-2019 Capital Outlay

Dining Services

Starbucks Library - Refresh	\$ 300,000
Starbucks CBE - Remodel	600,000

Total Dining Services **\$ 900,000**

Real Property Operations

Titan Hall Tenant Improvements	375,000
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Total Real Property Operations **375,000**

Total Capital Requested - fiscal year 2018-2019 **\$ 1,275,000**

Prior Year Capital Budget Carry Forward

Dining services	504,000
Bookstore	410,000
Real Property	2,226,000

Total Capital Carry Forward **\$ 3,140,000**

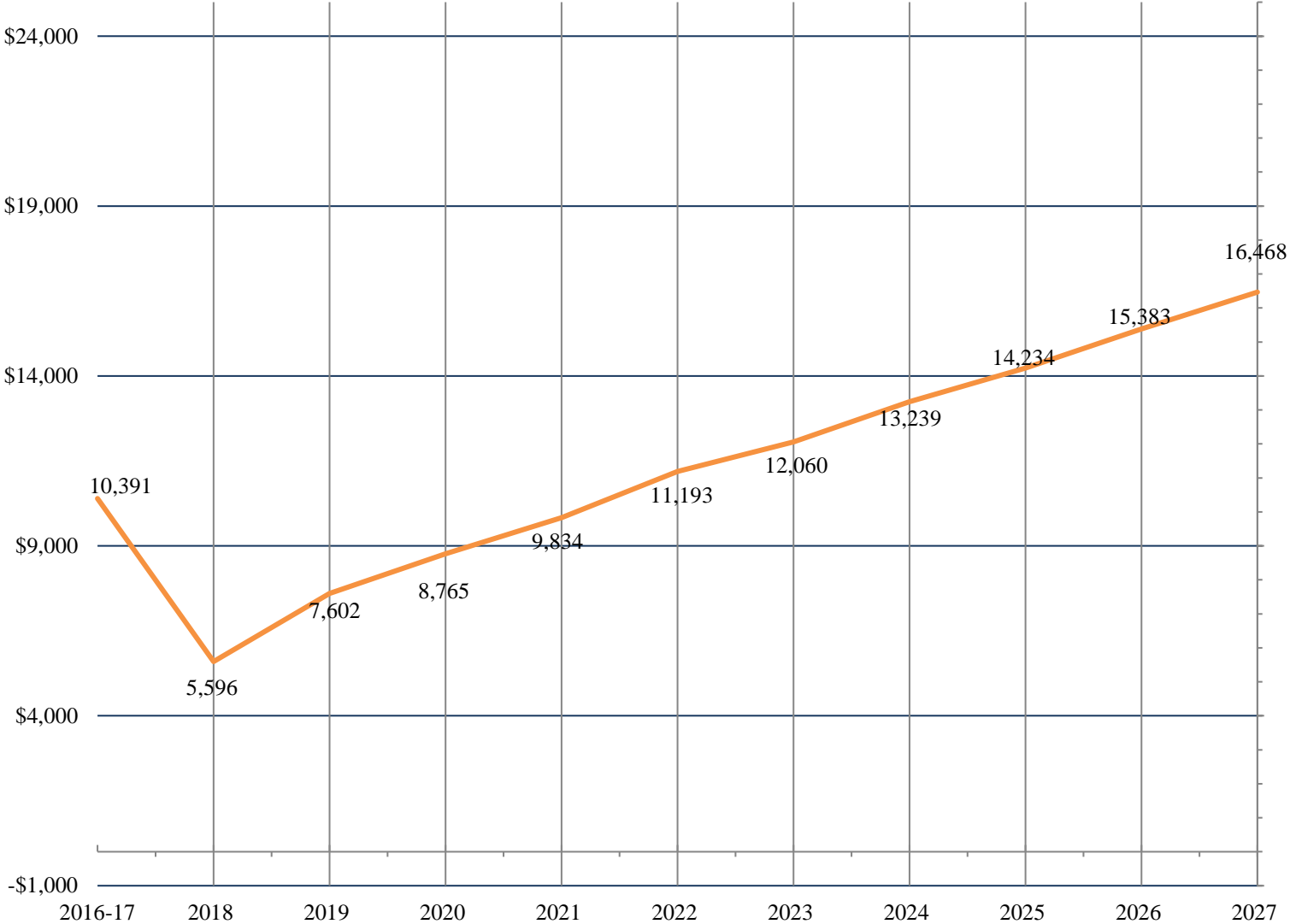
Total FY18/19 Proposed Capital and Prior Year Carry Forward **\$ 4,415,000**

Long-Term Cash Flow Projections

Cash Flow Projections 2019- 2027

Long-term Cash Flow Projections \$(000's)	Audited Financials	Forecast	Projected	Projections								
	2016-17	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2018-27
SOURCES OF CASH												
Operating Activities												
General Fund	(2,450)	(1,454)	(1,372)	(1,413)	(1,456)	(1,499)	(1,544)	(1,591)	(1,638)	(1,687)	(1,738)	(15,392)
Investments	2,710	-	-									
Real Property	1,193	1,537	1,818	1,836	1,855	1,873	1,892	1,911	1,930	1,988	2,008	18,647
Bookstores	514	251	260	263	265	268	271	273	276	279	282	2,687
Dining Services	620	29	239	241	244	246	249	251	254	256	259	2,268
University Support Programs	(92)	-	-	-	-	-	-	-	-	-	-	-
University Extended Ed. UEE	(435)	-	-	-	-	-	-	-	-	-	-	-
Total Cash from Operating Activities	2,060	363	945	927	908	888	867	845	821	835	810	8,209
Non-cash transactions												
Depreciation	2,051	2,119	2,639	2,639	2,639	2,639	2,640	2,666	2,693	2,720	2,747	26,142
Post Retirement Benefit	92	132	142	157	177	182	250	258	266	274	282	2,119
<i>Other Cash & Cash Equiv. Provided by Operation.</i>	(1,859)	-	-	-	-	-	-	-	-	-	-	-
Total Non-Cash Transactions	284	2,251	2,781	2,796	2,816	2,821	2,890	2,924	2,959	2,994	3,029	28,261
Total non-cash transactions & Operating Activities	2,344	2,614	3,726	3,723	3,724	3,709	3,757	3,769	3,780	3,829	3,839	36,470
Financing												
Funds Liquidated from Investment	2,000	2,000	5,000									7,000
Total Financing	2,000	2,000	5,000	-	-	-	-	-	-	-	-	7,000
TOTAL SOURCES OF CASH	4,344	4,614	8,726	3,723	3,724	3,709	3,757	3,769	3,780	3,829	3,839	43,470
USES OF CASH												
Capital Outlay												
Investing Activities												
Titan Hall Liability @ (LT Note \$ 13.25 Mil.)	(195)	(205)	(215)	(255)	(230)	(245)	(255)	(265)	(275)	(285)	(290)	(2,520)
Housing Authority LT Liability - Principal \$2 Mil.	(400)	(500)	(300)	-	-	-	-	-	-	-	-	(800)
Irvine Campus (LT Note \$ 30.15 Mil.) Principal Pmt.	(430)	(445)	(465)	(490)	(515)	(540)	(570)	(600)	(630)	(660)	(670)	(5,585)
Western State Deposit (L.T 2 Mil.)		(800)	(400)	(400)	(400)							(2,000)
College Park (LT Note \$ 22 Mil.) Principal Pmt.	(845)	(880)	(925)	(965)	(1,010)	(1,065)	(1,115)	(1,175)	(1,230)	(1,285)	(1,340)	(10,990)
Other Uses of Cash												
<i>Funding Post Retirement Obligation</i>	(750)											-
Total Other Uses of Cash	(2,620)	(2,830)	(2,305)	(2,110)	(2,155)	(1,850)	(1,940)	(2,040)	(2,135)	(2,230)	(2,300)	(21,895)
TOTAL USES OF CASH	(12,213)	(9,409)	(6,720)	(2,560)	(2,655)	(2,350)	(2,890)	(2,590)	(2,785)	(2,680)	(2,755)	-
NET SOURCES & (USES) OF CASH	(7,869)	(4,795)	2,006	1,163	1,069	1,359	867	1,179	995	1,149	1,085	-
Net Cash /Cash Equivalents at Beginning of Year	18,260	10,391	5,596	7,602	8,765	9,834	11,193	12,060	13,239	14,234	15,383	-
Cash/cash Equivalent At Year End	10,391	5,596	7,602	8,765	9,834	11,193	12,060	13,239	14,234	15,383	16,468	-

10 year Cash Flow Projections 2017-2026



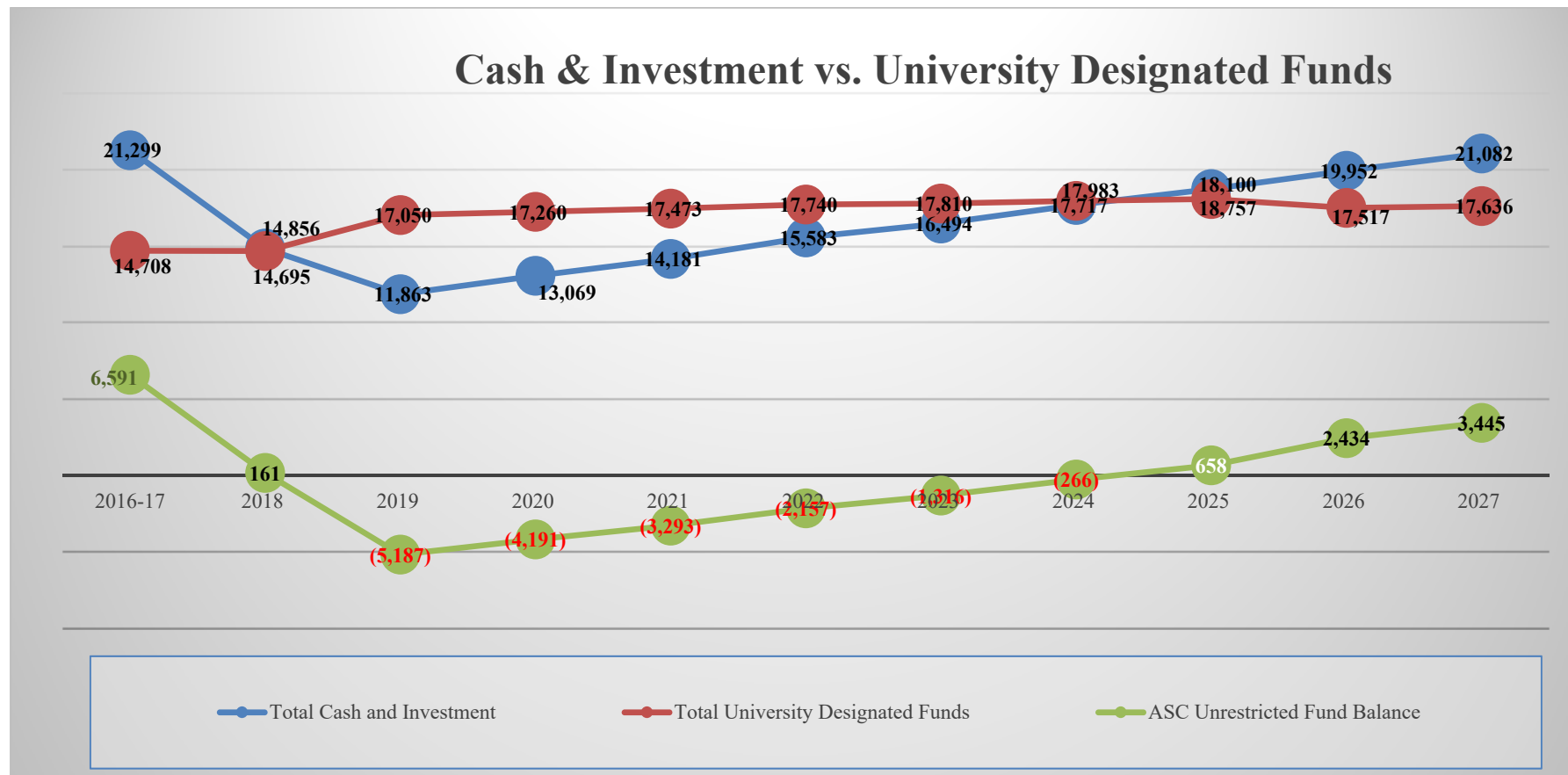
Cash flow projection

The ASC's cash/cash equivalent, and investments, at the end of fiscal year 2017-18 is forecasted to be approximately \$5.6 million. Part of that cash is internally restricted funds. These funds are designated to be used for the purposes assigned by the projects. These funds include Board designated gifts, IDC distributions, College of Extended University operations, Campus Programs operations, University deposited accounts, and other deposits held in custody for non-University entities. ASC has a fiduciary responsibility to maintain and process withdrawals upon request. Historically these funds have not had large withdrawals. As of June 30, 2018, the balance of these funds is anticipated to be approximately \$15 million which leaves the ASC with \$161,000 of its own unrestricted funds.

Long-term Cash Flow Projections \$(000's)	Audited Financials	Forecast	Projected	Projections							
	2016-17	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Cash/cash Equivalent At Year End	10,391	5,596	7,602	8,765	9,834	11,193	12,060	13,239	14,234	15,383	16,468
Investment Activities	10,908	9,260	4,261	4,304	4,347	4,390	4,434	4,478	4,523	4,568	4,614
Total Cash and Investment	21,299	14,856	11,863	13,069	14,181	15,583	16,494	17,717	18,757	19,952	21,082
<i>Gifts to University Designated From ASC Operations</i>											
Board Designated Gifts & IDC Distributions	4,446	4,853	6,213	6,263	6,313	6,413	6,313	6,313	6,313	5,613	5,613
Deposit Held in Custody for Others	2,161	2,486	2,587	2,665	2,745	2,827	2,912	2,999	3,029	3,059	3,090
University Support Programs and UEE Accounts	8,101	7,356	8,250	8,333	8,416	8,500	8,585	8,671	8,758	8,845	8,934
Total University Designated Funds	14,708	14,695	17,050	17,260	17,473	17,740	17,810	17,983	18,100	17,517	17,636
ASC Unrestricted Fund Balance	6,591	161	(5,187)	(4,191)	(3,293)	(2,157)	(1,316)	(266)	658	2,434	3,445

Cash flow projection (continued)

Total capital projects anticipated for fiscal year 2017-2018 equal \$6.7 million. This is primarily due to an unanticipated increase in the cost of the Titan Hall seismic work, and the necessary renovations to complete the project. As ASC continues to complete the project, and construction sums become due, ASC will have borrow from designated fund balances until we can accumulate enough cash to cover the expenses with ASC’s unrestricted funds. We anticipate that ASC’s unrestricted fund balance will be in a surplus position by 2025.



Administration

Administration Project Summary

The ASC Administration Division provides oversight and support to enterprise operations, grants and contracts, campus programs and University Extended Education (UEE). The administration includes central administration, business and financial services, human resources, management information systems, post-award sponsored programs administration, and real property operations.

The 2018-2019 ASC Administration budget is presented as a consolidated budget. However, for internal controls, all administrative units have separate budgets. The proposed budget includes administrative fees of \$2,119,000 charged to campus programs operations, UEE, post-award sponsored programs, real property operations, and enterprise operations.

The proposed budget revenues are projected to remain relatively the same with a modest increase of \$50,000 due to additional administrative fees charged. Operating expenses are expected to decline by (\$90,000) due to reduction in various administrative costs.

Therefore, for the budget year, the administrative division has a budgeted deficit of (\$1.4) million, which is offset by other operations' net income.

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2018-2019

Administration Services

	Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
Sales				
Payroll Expense				
Salaries and Wages	2,490,350	2,631,698	2,887,480	2,632,153
Benefits	721,898	681,218	757,550	748,441
Total Payroll Expense	<u>3,212,248</u>	<u>3,312,916</u>	<u>3,645,030</u>	<u>3,380,594</u>
Operating Expenses				
Advertising & Promotion	794	366	700	880
Communications	28,118	30,192	29,040	30,075
Taxes & Licenses	1,737	3,623	4,946	3,704
Supplies	31,084	28,780	30,987	32,112
Depreciation	34,257	29,280	30,245	25,052
Bank and Discount Charges	24,992	23,112	26,496	23,796
Insurance	15,773	17,553	17,029	18,924
Audit and Legal	70,393	71,464	77,084	77,464
Repairs and Maintenance	124,576	87,163	100,600	141,237
Merchant Supplies	432	0	882	1,500
Donations & Scholarships	55,284	38,318	34,000	33,318
Rentals	457,686	536,184	536,184	536,184
Professional Serv/Consultants	151,799	70,521	129,922	77,540
Conference & Travel	59,342	51,722	45,206	43,214
Employee Development	165,893	136,817	159,849	164,948
Other Direct Costs	5,966	20,549	18,960	21,128
Departmental Allocation	1,109,320	1,159,201	950,954	998,435
Public Relations	51,556	53,484	55,580	35,830
Equipment Rental/Expense	27,836	16,403	22,150	17,230
Total Operating Expenses	<u>2,416,838</u>	<u>2,374,732</u>	<u>2,270,814</u>	<u>2,282,571</u>
Commission Income				
Commissions Income	80,000	80,241	80,000	80,240
Total Commission Income	<u>80,000</u>	<u>80,241</u>	<u>80,000</u>	<u>80,240</u>
Other Income				
Unrealized Gain/Loss Investmnt	(794)	0	0	0
Administrative Services	1,158,842	1,933,104	1,857,648	1,989,846
Indirect Cost Recoveries	2,064,018	2,142,000	2,036,000	2,170,008
Investment/Interest Income	89,219	23,886	82,116	33,792
Other Income	36,943	54,067	62,805	16,984
Total Other Income	<u>3,348,228</u>	<u>4,153,057</u>	<u>4,038,569</u>	<u>4,210,630</u>
Net Income / (Loss)	<u>(2,200,856)</u>	<u>(1,454,350)</u>	<u>(1,797,275)</u>	<u>(1,372,295)</u>

Real Property

Real Property Operations Project Summary

Rental Income from the ASC's real property for FY 18-19 is budgeted to increase 7.4% over projected FY 17-18. Titan Hall's income is estimated for January 2019. Expenses have increased due to the depreciation for Titan Hall and higher utilities throughout the properties. Also, a new Building Engineer is budgeted. All other revenues and expenditures are projected to remain relatively the same.

College Park:

College Park, being the largest user building, has the need for an additional Building Engineer to assist the Chief Engineer and staff for all ASC properties. By adding this engineer, we expect vendor service calls to diminish. In FY 17-18, old building equipment was replaced and more LED light bulbs were added, resulting in reduced electrical consumption. We were successful in adding College Park to Titan Hall's solar program. College Park will receive residual credits from SCE.

1 & 3 Banting:

We have contracted with Generate-Evaporcool for clean-energy technology. This system will assist in keeping the buildings cool while reducing the most costly portions of the energy bills. Because this is an SCE program, the installation and maintenance of this system is at no cost to ASC and is contracted for 5 years. We anticipate 20-25% savings annually.

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2018-2019

Real Property Operation

	Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
Sales				
Payroll Expense				
Salaries and Wages	357,353	257,363	237,477	217,796
Benefits	85,747	110,325	68,220	88,010
Total Payroll Expense	<u>443,100</u>	<u>367,688</u>	<u>305,697</u>	<u>305,806</u>
Operating Expenses				
Communications	11,907	15,551	8,072	7,404
Taxes & Licenses	100,313	111,699	121,268	126,562
Supplies	67,978	63,845	83,080	77,000
Depreciation	1,687,314	1,762,284	1,990,333	2,074,632
Bank and Discount Charges	39,978	39,187	30,000	39,996
Insurance	196,768	224,116	186,536	229,152
Debt Service & Interest Exp.	2,645,199	2,367,528	2,367,855	2,278,552
Audit and Legal	13,629	6,400	17,400	5,400
Repairs and Maintenance	1,573,416	1,561,609	1,547,619	1,553,391
Professional Serv/Consultants	321,586	227,279	274,924	376,672
Conference & Travel	2,162	3,482	2,844	3,024
Utilities	969,872	1,016,743	958,960	1,137,254
Other Direct Costs	845,354	880,261	880,000	924,996
Public Relations	27	0	50	0
Administrative Fee	789,477	769,226	845,504	828,447
Equipment Rental/Expense	10,023	20,365	3,880	4,020
Total Operating Expenses	<u>9,275,003</u>	<u>9,069,575</u>	<u>9,318,325</u>	<u>9,666,502</u>
Commission Income				
Other Income				
Unrealized Gain/Loss Investmnt	934	6,233	240	240
Investment/Interest Income	2,835	2,553	2,640	2,640
Rental Income	9,893,718	10,100,351	11,270,424	10,942,497
Other Income	768,818	865,501	784,572	844,572
Total Other Income	<u>10,666,305</u>	<u>10,974,638</u>	<u>12,057,876</u>	<u>11,789,949</u>
Net Income / (Loss)	<u>948,201</u>	<u>1,537,375</u>	<u>2,433,850</u>	<u>1,817,641</u>

Enterprises

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2018-2019

Enterprises Total

	Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
Sales				
Sales	22,034,654	20,650,862	22,418,931	22,499,935
Other Income	0	84,964	24,200	76,943
Total Sales	<u>22,034,654</u>	<u>20,735,826</u>	<u>22,443,131</u>	<u>22,576,878</u>
Cost of Goods Sold				
Cost of Sales	13,103,984	12,204,335	13,090,376	13,350,102
Total Cost of Goods Sold	<u>13,103,984</u>	<u>12,204,335</u>	<u>13,090,376</u>	<u>13,350,102</u>
Payroll Expense				
Salaries and Wages	4,314,379	4,327,759	4,418,171	4,501,152
Benefits	829,684	827,550	864,607	908,617
Total Payroll Expense	<u>5,144,063</u>	<u>5,155,309</u>	<u>5,282,778</u>	<u>5,409,769</u>
Operating Expenses				
Advertising & Promotion	201,822	181,622	232,475	190,534
Communications	64,337	71,358	70,242	73,770
Taxes & Licenses	9,728	7,559	14,361	8,235
Commission & Royalty	411,810	436,740	528,546	504,395
Supplies	197,020	201,105	170,587	185,933
Depreciation	328,867	327,878	436,747	557,591
Bank and Discount Charges	599,742	562,776	580,010	594,165
Insurance	40,426	40,557	47,376	40,591
Repairs and Maintenance	370,334	545,502	442,619	475,239
Merchant Supplies	366,347	328,239	283,432	339,711
Donations & Scholarships	83,686	85,672	80,700	77,600
Rentals	156,303	179,714	200,640	190,199
Professional Serv/Consultants	216,781	270,278	174,287	209,151
Conference & Travel	29,828	19,426	36,964	13,533
Utilities	353,509	354,129	407,620	373,653
Employee Development	138,661	122,592	147,220	123,976
Other Direct Costs	38,821	28,246	29,139	29,041
Public Relations	5,145	13,431	4,018	12,111
Administrative Fee	32	672,550	667,705	722,058
Equipment Rental/Expense	73,034	72,114	61,518	60,609
Total Operating Expenses	<u>3,686,233</u>	<u>4,521,488</u>	<u>4,616,206</u>	<u>4,782,095</u>
Commission Income				
Commissions Income	650,048	564,366	588,697	656,906
Total Commission Income	<u>650,048</u>	<u>564,366</u>	<u>588,697</u>	<u>656,906</u>
Other Income				
Administrative Services	13	0	0	0
Rental Income	283,501	245,922	264,261	189,652
Other Income	389,787	615,001	347,573	617,608
Total Other Income	<u>673,301</u>	<u>860,923</u>	<u>611,834</u>	<u>807,260</u>

**CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2018-2019**

Enterprises Total

	Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
Net Income / (Loss)	<u>1,423,731</u>	<u>279,983</u>	<u>654,303</u>	<u>499,078</u>

Titan Shops

Titan Shops Project Summary

Titan Shops revenue for FY 2018-19 is expected to increase by 8.9% over FY 2017-18 forecasts. This will be achieved through increased sales from the new website, general price increases, and better in-stock positions. Total operating expenses for Titan Shops (excluding the ASC Administrative Fee) are expected to increase by 3% over forecast; mainly due to added depreciation and maintenance costs for the NetSuite system and security cameras. The 2018-19 budget includes the required annual minimum wage increase that will go in affect January 1, 2019. Overall, payroll costs represent 17.2% of store sales, which is a slight reduction of -.2% when compared to forecast.

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2018-2019

Titan Shops

	Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
Sales				
Sales	15,422,924	14,082,093	15,473,073	15,333,143
Total Sales	<u>15,422,924</u>	<u>14,082,093</u>	<u>15,473,073</u>	<u>15,333,143</u>
Cost of Goods Sold				
Cost of Sales	11,024,913	10,013,081	10,803,966	10,950,124
Total Cost of Goods Sold	<u>11,024,913</u>	<u>10,013,081</u>	<u>10,803,966</u>	<u>10,950,124</u>
Payroll Expense				
Salaries and Wages	2,149,021	2,080,347	2,033,858	2,225,027
Benefits	399,132	376,955	384,484	416,846
Total Payroll Expense	<u>2,548,153</u>	<u>2,457,302</u>	<u>2,418,342</u>	<u>2,641,873</u>
Operating Expenses				
Advertising & Promotion	138,316	111,910	156,693	115,317
Communications	47,743	50,928	50,022	54,711
Taxes & Licenses	2,118	2,877	2,631	3,503
Commission & Royalty	40,922	50,695	42,623	57,350
Supplies	102,505	100,964	93,400	92,473
Depreciation	138,684	78,434	171,463	219,066
Bank and Discount Charges	329,780	294,816	305,827	318,837
Insurance	21,241	20,914	21,660	21,660
Repairs and Maintenance	127,876	322,599	268,773	270,558
Merchant Supplies	91,094	79,607	65,322	87,494
Donations & Scholarships	80,063	80,786	76,100	73,100
Rentals	60,147	65,458	65,212	65,428
Professional Serv/Consultants	171,388	204,190	154,091	142,118
Conference & Travel	18,915	7,018	23,180	4,095
Utilities	153,977	158,961	169,119	162,119
Employee Development	80,292	57,157	90,460	56,461
Other Direct Costs	25,151	21,722	22,940	24,178
Public Relations	4,077	11,497	3,518	10,404
Administrative Fee	0	416,468	423,764	444,144
Equipment Rental/Expense	28,418	28,564	37,198	25,743
Total Operating Expenses	<u>1,662,707</u>	<u>2,165,565</u>	<u>2,243,996</u>	<u>2,248,759</u>
Commission Income				
Commissions Income	226,873	230,726	219,478	248,250
Total Commission Income	<u>226,873</u>	<u>230,726</u>	<u>219,478</u>	<u>248,250</u>
Other Income				
Administrative Services	13	0	0	0
Rental Income	184,644	145,341	158,301	89,076
Other Income	205,308	428,676	166,890	430,166
Total Other Income	<u>389,965</u>	<u>574,017</u>	<u>325,191</u>	<u>519,242</u>
Net Income / (Loss)	<u>803,987</u>	<u>250,888</u>	<u>551,438</u>	<u>259,879</u>

Dining Services

Dining Services Operations Project Summary

Our 2018-2019 Fiscal Year's Budget will continue to challenge our Team as we work to bring our campus several new concepts in addition to remodeling and refreshing some of our existing locations. Two of our newest additions going into the Food Court this Fall will be Hibachi-San (Japanese Poke Fare) and Pieology, the latter of which will be the first to be located on a University campus in the United States.

Additional projects include remodeling of our Mihaylo Hall Starbucks location, as it celebrates its 10th year anniversary, and refreshing our Pollak Library Starbucks as we prepare to celebrate its 5th anniversary. Last, but not least, will be the addition of a Roscoe's Deli—a 'favorite in downtown Fullerton' to be added to our Student Union in late fall.

With all these new Operations, student employment opportunities continue to grow as we become one of the largest employer of students at CSUF. As we grow, one of the challenges we will be facing involves the 9.0% increase to minimum wage which comes half-way through our Fiscal Year. Having such an increase in costs will require significant marketing efforts to try to offset this expense. Utilization of the technology available to us will continue to be more and more paramount as we look to expand our mobile-order-mobile-pay business through our Apps.

Knowing we have a lot of new projects on the horizon, and that we are continuing to grow both top line as well as bottom line results, is very exciting to our team as we look forward to an exciting year ahead.

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2018-2019

Dining Services

	Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
Sales				
Sales	6,611,730	6,568,769	6,945,858	7,166,792
Other Income	0	84,964	24,200	76,943
Total Sales	6,611,730	6,653,733	6,970,058	7,243,735
Cost of Goods Sold				
Cost of Sales	2,079,071	2,191,254	2,286,410	2,399,978
Total Cost of Goods Sold	2,079,071	2,191,254	2,286,410	2,399,978
Payroll Expense				
Salaries and Wages	2,165,358	2,247,412	2,384,313	2,276,125
Benefits	430,552	450,595	480,123	491,771
Total Payroll Expense	2,595,910	2,698,007	2,864,436	2,767,896
Operating Expenses				
Advertising & Promotion	63,506	69,712	75,782	75,217
Communications	16,594	20,430	20,220	19,059
Taxes & Licenses	7,610	4,682	11,730	4,732
Commission & Royalty	370,888	386,045	485,923	447,045
Supplies	94,515	100,141	77,187	93,460
Depreciation	190,183	249,444	265,284	338,525
Bank and Discount Charges	269,962	267,960	274,183	275,328
Insurance	19,185	19,643	25,716	18,931
Repairs and Maintenance	242,458	222,903	173,846	204,681
Merchant Supplies	275,253	248,632	218,110	252,217
Donations & Scholarships	3,623	4,886	4,600	4,500
Rentals	96,156	114,256	135,428	124,771
Professional Serv/Consultants	45,393	66,088	20,196	67,033
Conference & Travel	10,913	12,408	13,784	9,438
Utilities	199,532	195,168	238,501	211,534
Employee Development	58,369	65,435	56,760	67,515
Other Direct Costs	13,670	6,524	6,199	4,863
Public Relations	1,068	1,934	500	1,707
Administrative Fee	32	256,082	243,941	277,914
Equipment Rental/Expense	44,616	43,550	24,320	34,866
Total Operating Expenses	2,023,526	2,355,923	2,372,210	2,533,336
Commission Income				
Commissions Income	423,175	333,640	369,219	408,656
Total Commission Income	423,175	333,640	369,219	408,656
Other Income				
Rental Income	98,857	100,581	105,960	100,576
Other Income	184,479	186,325	180,683	187,442
Total Other Income	283,336	286,906	286,643	288,018
Net Income / (Loss)	619,744	29,095	102,865	239,199

Auxiliary Services

Consolidated Budget Details

CSU Fullerton Auxiliary Services Corporation

Consolidated Budget Division Details

Auxiliary Services Detail

		Prior FY			Current	
		Actual	Forecast	Year	Budget	Proposed
		16-17	17-18	17-18	17-18	Budget
		16-17	17-18	17-18	17-18	18-19
Sales						
6055	Non-serialized Rental Income	1,757,024	1,269,976	1,739,308		1,181,924
6402	Taxable Sales	13,689,862	12,415,508	15,231,283		14,284,554
6403	Nontaxable Sales	6,479,175	6,869,964	5,424,460		6,943,910
6405	Miscellaneous Sales	172,306	152,903	87,750		140,305
6450	Sales Discounts	(63,713)	(57,489)	(63,870)		(50,758)
6600	Interdepartment Sales/Transfer	0	84,964	24,200		76,943
	Total Sales	22,034,654	20,735,826	22,443,131		22,576,878
Cost of Goods Sold						
7001	Cost of Sales	11,956,832	11,322,008	11,977,419		12,591,298
7055	Non-serialized Rental Costs	1,147,152	882,327	1,112,957		758,804
	Total Cost of Goods Sold	13,103,984	12,204,335	13,090,376		13,350,102
Payroll Expense						
Salaries and Wages						
8167	Salary/Wages - Part Time	651,584	769,589	1,950,226		2,274,260
8187	Staff/Faculty Reimburse-Salary	160,069	164,960	150,187		150,192
8226	CSU Additional Pay	4,000	4,000	3,996		3,996
8267	Salary/Wages - Full Time	4,452,159	4,416,465	5,083,952		4,627,355
8269	Reimbursed Wages-Allocation	0	(1)	0		0
8325	Salary/Wage Student Assistant	1,567,776	1,479,358	339,507		168,318
8326	OT/DT Student Assistant Wages	5,594	5,985	2,500		0
8330	Salary/Wage Graduate Assistant	78,900	84,857	7,960		13,188
8331	OT/DT Graduate Assistant Wage	173	625	0		0
8367	Part Time/Partial Benefits	131,171	154,189	0		109,992
8467	OT/DT Misc Salary/Wage	16,674	15,685	3,000		0
8567	OT/DT Full Time/Benefits	86,899	109,942	1,800		3,800
8667	OT/DT Part Time/Benefits	7,083	11,166	0		0
Benefits						
8158	Employer FICA Expense	410,152	408,876	437,171		463,415
8159	Employer SUI Expense	64,039	27,840	35,524		34,274
8160	Employer Workers Comp Expense	79,466	85,462	118,258		82,304
8161	Employer Life Insurance Exp	10,173	10,318	12,075		34,542
8163	Staff Benefit-LT Disability	4,990	7,113	10,045		9,252
8164	Employer Dental Insurance Exp	49,609	38,769	41,692		45,984
8165	Employer Health Insurance Exp	568,540	629,683	629,266		654,394
8166	Employer Retirement Expense	352,162	334,456	328,241		350,671
8189	Employer Vision Care Expense	9,361	8,635	9,936		9,967
8210	Postretirement Benefit	46,665	46,529	65,767		55,993
8227	CSU Additional Pay Benefits	58	58	58		600
8268	Other Flex Benefits	6,036	6,147	600		48
8270	Reimbursed Benefits/Taxes-Allc	0	(1)	0		0
8361	30 HR ER Life Ins Expense	161	137	616		24
8364	30 HR ER Dental Expense	541	349	1,128		72
8365	Health-Partial Benefits	21,924	14,722	0		3,528
8370	Vacation Benefit Accrual	13,452	0	0		0

CSU Fullerton Auxiliary Services Corporation

Consolidated Budget Division Details

Auxiliary Services Detail

	Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
	<u>8,799,411</u>	<u>8,835,913</u>	<u>9,233,505</u>	<u>9,096,169</u>
Total Payroll Expense				
Operating Expenses				
8110 Advertising and Promotion	69,382	72,201	86,289	76,851
8201 Local Advertising	8,361	11,998	18,483	10,426
8205 Promotional Items	42,766	24,851	38,742	27,007
8948 Promotion-Low Price Guarantee	38,457	31,738	43,661	34,130
8972 Promotion-Requisition Rewards	43,650	41,200	46,000	43,000
Communications				
8112 Telephone and Communication	74,599	80,897	75,692	75,553
8212 Postage and Delivery	29,763	36,204	31,662	35,696
Taxes & Licenses				
8103 Taxes & Licenses	35,465	41,999	44,307	43,555
8284 Property Tax Expense	76,313	80,882	96,268	94,946
Commission & Royalty				
8115 Commission Expense	141,171	145,064	131,419	162,722
8194 Athletics Concession Expense	23,913	30,652	30,093	30,550
8195 Royalty	246,726	261,024	308,453	311,123
8216 Sports Complex Commission Exp	0	0	58,581	0
Supplies				
8121 Supplies-Expendable	161,363	163,701	161,920	169,095
8123 Printing	3,927	1,177	5,275	2,895
8146 Supplies-Office	68,866	65,262	60,802	64,518
8202 Supplies-Linen	8,523	11,983	4,850	9,996
8206 Supplies-Cleaning	53,403	51,607	51,807	48,541
Depreciation				
8122 Depreciation	2,049,263	2,119,442	2,456,325	2,657,275
8222 Intangible Amortization	1,175	0	1,000	0
Bank and Discount Charges				
8108 Services-Bank Charges	77,443	70,758	72,003	74,533
8181 Credit Card Fees	587,269	554,317	564,503	583,424
Insurance				
8132 Insurance-General	252,967	282,226	250,941	288,667
Debt Service & Interest Exp.				
8278 Debt Service Expense	2,645,199	2,367,528	2,367,855	2,278,552
Audit and Legal				
8138 Services-Financial/Audit	74,030	74,400	80,400	76,400
8139 Services-Legal	9,992	3,464	14,084	6,464
Repairs and Maintenance				
8142 Repairs & Maintenance	597,071	262,306	240,730	259,342
8152 Maintenance-Pest Control	35,944	48,650	27,384	47,962
8169 Maintenance-Contracts	347,222	496,924	432,135	491,398
8176 Maintenance-Vehicles	4,261	3,703	3,530	3,958
8242 Maintenance-Building	47,779	125,569	291,098	86,248
8378 Maintenance-HVAC Repair	11,993	119,301	101,064	86,746
8379 Services-Custodial	591,387	660,419	687,458	758,513

CSU Fullerton Auxiliary Services Corporation

Consolidated Budget Division Details

Auxiliary Services Detail

		Prior FY Actual 16-17	Forecast 17-18	Current Year Budget 17-18	Proposed Budget 18-19
8380	Maintenance-Electrical Repair	46,377	37,459	28,400	35,145
8381	Maintenance-Elevator Repair	45,216	51,837	46,226	46,538
8382	Maintenance-Plumbing Repairs	59,724	33,561	38,350	41,360
8383	Maintenance-Landscape Repair	199,962	273,527	139,265	195,954
8384	Maintenance-Parking Lot Repair	28,063	17,708	17,780	67,210
8385	Maintenance-Fire Safety/Sprin	53,327	63,310	37,418	49,493
Merchant Supplies					
8125	Processing Fees	1,832	178	3,272	1,500
8192	Supplies-Merchant	133,089	101,808	90,301	111,753
8197	Supplies-Uniforms	11,207	11,855	8,705	8,765
8214	Resale Product and Inventory C	53,431	53,000	23,445	53,004
8215	Paper Supplies	167,220	161,398	158,591	166,189
Donations & Scholarships					
8157	Donations	95,570	82,790	68,700	67,918
8168	Student Scholarships & Awards	43,400	41,200	46,000	43,000
Rentals					
8153	Rental-Building/Space	599,721	699,898	720,824	710,383
8230	Rental-Caps & Gowns	14,268	16,000	16,000	16,000
Professional Serv/Consultants					
8114	Services-Consultants	65,920	20,247	61,000	3,500
8120	Services-Contracted	169,268	163,302	154,727	155,962
8188	Services-Temporary Help	116,955	94,437	47,324	87,244
8220	Safety/Security	221,342	207,072	216,070	246,425
8238	Payroll Processing	116,681	83,020	100,012	170,232
Conference & Travel					
8116	Travel-Conference	51,001	40,763	62,618	30,156
8173	Travel	37,444	31,179	19,832	26,831
8174	Travel-Participants	695	0	0	0
8184	Parking Expense	2,192	2,688	2,564	2,784
Utilities					
8172	Trash Removal	72,141	71,517	71,875	74,949
8177	Utilities	310,220	313,354	364,605	331,158
8375	Electricity	818,259	871,250	795,200	954,850
8376	Gas/Heating Fuel	71,291	52,518	75,400	75,500
8377	Water/Sewer	51,470	62,233	59,500	74,450
Employee Development					
8144	Employee Development	18,805	25,592	19,753	45,905
8170	Employee Text Incentive	134,013	117,014	144,216	108,619
8219	Retiree Health Expense	151,736	116,803	143,100	134,400
Other Direct Costs					
8109	Spoilage	4,758	974	2,214	974
8111	Bad Debt Expense	1,650	1,800	1,800	1,800
8117	Dues, Membership, Subscription	31,978	36,616	31,113	37,674
8128	Cash Short/Over	7,810	3,082	3,317	2,441
8129	Proposal Costs	402	0	0	0
8133	Supplies-Instructional	830	0	1,452	0
8137	Reference Materials	0	1,045	0	1,800
8143	Materials	910	316	2,640	60
8147	Other Direct Costs	836,192	880,179	880,000	925,005

CSU Fullerton Auxiliary Services Corporation

Consolidated Budget Division Details

Auxiliary Services Detail

	Prior FY		Current	
	Actual	Forecast	Year	Proposed
	16-17	17-18	Budget	Budget
	16-17	17-18	17-18	18-19
8154 Publication Costs	19	0	0	0
8204 Recruitment	2,641	1,415	2,796	2,494
8221 Restocking Fees	2,951	3,629	2,767	2,917
Departmental Allocation				
8198 Departmental Allocation	10,258	0	0	0
8199 IDC Allocation	1,099,062	1,159,201	950,954	998,435
Public Relations				
8118 Board Relations	35,854	25,254	23,100	24,000
8140 Hospitality/Food & Beverages	649	3,039	3,235	3,064
8148 Public Relations	20,225	38,622	33,313	20,877
Administrative Fee				
8105 Administrative Fee	735,551	1,438,776	1,513,209	1,547,505
8106 Special Handling Charge	32	0	0	0
8283 Property Management Expense	53,926	3,000	0	3,000
Equipment Rental/Expense				
8130 Equipment-Expendable	99,772	84,443	74,338	69,080
8155 Rental-Equipment	11,121	11,992	13,210	12,779
8902 Equipment-Non Capitalized Tran	0	12,447	0	0
Total Operating Expenses	15,378,074	15,965,795	16,205,345	16,731,168

Commissions Income

6202 Maui Wowi	2,259	1,000	1,600	1,420
6206 Vendor Commissions	16,000	11,600	18,850	12,950
6209 Commissions Income	320,103	320,885	347,688	386,934
6227 Licensing Income	23,949	32,145	25,200	34,500
6228 First Class Vending Commission	67,447	31,762	40,000	27,000
6229 Pepsi Commission Income	113,529	72,538	72,000	80,004
6230 Juice It Up Commission Income	76,908	73,515	74,350	81,494
6231 Kettle Masters Commission Incm	3,652	3,438	6,350	3,437
6232 AJs Espresso Commission Income	67,247	62,918	45,000	72,000
6233 Barcelona on the Go	23,689	23,621	24,250	24,640
6235 Misc. Mobile Food Trucks	12,300	11,185	9,399	12,767
6236 Spud Runners	117	0	350	0
6237 Two Garnachas Commission Incm	115	0	210	0
6238 Juice It Up Yogurt Commission	2,733	0	3,450	0
Total Commission Income	730,048	644,607	668,697	737,146

Unrealized Gain/Loss Investment

6005 Unrealized Gain/Loss on Invest	140	6,233	240	240
6006 Contracted Services	46,004	41,742	41,742	41,742
6008 Administrative Services	1,112,851	1,891,362	1,815,906	1,948,104

Indirect Cost Recoveries

6001 Indirect Cost-Federal	1,473,458	1,500,000	1,505,000	1,550,004
6002 Indirect Cost-State	426,409	460,000	351,000	450,000
6003 Indirect Cost-Profit Oriented	13,594	42,000	30,000	30,000
6004 Indirect Cost-Fnd & Tax Exempt	150,557	140,000	150,000	140,004

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Division Details
Auxiliary Services Detail

		Prior FY		Current	
		Actual	Forecast	Year	Proposed
		16-17	17-18	Budget	Budget
		16-17	17-18	17-18	18-19
Investment/Interest Income					
6009	Interest Income	63,853	12,550	44,556	12,636
6012	Dividend Income	0	13,889	0	23,796
6020	Investment Income/Dividends	28,201	0	40,200	0
Rental Income					
6018	Textbook Rental Income	135,344	93,091	117,921	60,036
6210	Rental Income	9,929,559	10,126,185	11,304,372	10,945,105
6219	Parking Lease Income	95,582	110,262	95,652	110,268
6250	Storage Rent	16,734	16,735	16,740	16,740
Other Income					
6015	Pepsi Market Fund	180,000	180,000	180,000	180,000
6017	EWR Admin Fee Income	338	287	387	347
6207	Returned Check/Item Charge	80	0	150	0
6221	Shipping & Postage Charges	61,299	61,400	61,477	62,803
6225	Restocking Fee	2,248	1,756	2,884	1,562
6264	Maintenance Assessments	188,257	189,360	187,200	187,200
6265	Ground Lease Fees	114,042	115,713	115,500	115,500
6404	Memberships	0	800	0	0
6471	Computer Repair Service	29,180	32,183	49,790	35,448
6472	Computer Repair Parts	149	4,132	1,069	3,472
6481	Rental Caps/Gowns/Hoods	25,777	29,300	27,000	27,000
6500	Other Operating Income	565,402	649,508	545,883	596,072
6509	Donations	5	0	0	5
6902	Other Income	8,484	6,942	7,865	7,265
6904	Gain/Loss on Sales of Assets	3,300	1,800	0	0
6906	Rebates	16,987	261,388	15,745	262,490
	Total Other Income	<u>14,687,834</u>	<u>15,988,618</u>	<u>16,708,279</u>	<u>16,807,839</u>
	Net Income (Loss)	<u>171,076</u>	<u>363,008</u>	<u>1,290,878</u>	<u>944,424</u>