

ASC BUDGET 2019-2020

APPROVED BY ASC BOARD OF DIRECTORS 06/20/19

Table of Contents

Resolution	1
2019-2020 Budget Overview	2-3
Consolidated Budget Comparison Summary	4-5
Capital Outlay	6
Fund 10 – Administration	7
Fund 20 – Building	8
Fund 40 – Dining Services.	9
Fund 40 – Titan Shops	10
Conference & Travel Expense	11

Agenda Item V. B.



RESOLUTION

OPERATING BUDGET & CAPITAL OUTLAY, FISCAL YEAR 2019-20

WHEREAS, the CSU Fullerton Auxiliary Services Corporation (ASC) operates on a fiscal year beginning July 1st and ending June 30; and

WHEREAS, the CSU Fullerton ASC Board of Directors approves operating and capital outlay budgets for each fiscal year; and

WHEREAS, said budget also includes a University Needs component which is intended to enable the University to further its educational mission in a manner consistent with the stated public relations policies of both the ASC and the University; therefore

BE IT RESOLVED that the Board of Directors of the CSU Fullerton Auxiliary Services Corporation approves the attached operating and capital outlay budgets for the fiscal year beginning July 1, 2019 and ending June 30, 2020; and

BE IT FURTHER RESOLVED that with his signature below, CSUF President Framoze Virjee signifies his approval of said budget and authorizes ASC management to proceed with implementation effective July 1, 2019.

FRAMROZE VIRJEE PRESIDENT, CSUF

I, Rosalina Davis, Secretary of CSU Fullerton Auxiliary Services Corporation, incorporated under the laws of the State of California, hereby certify that the foregoing is a true copy of a resolution duly adopted by the Board of Directors of said Corporation at a meeting duly held June 20, 2019, at which a quorum was present and voting, and that the same has not been repealed or amended, and remains in full force and effect and does not conflict with the Bylaws of said Corporation.

ROSALINA DAVIS SECRETARY



2019-2020 BUDGET OVERVIEW

BACKGROUND. Management has worked closely with the Executive Committee through two drafts of the proposed budget over the past two months, and now seeks the Board of Director's discussion and approval regarding the final draft of the Fiscal Year 2019/2020 Budget. Attached you will find overviews for the following ASC divisions.

- 1. Overall Budget for ASC (including non-ASC operations) informational only
- 2. Consolidated Budget for ASC operations
- 3. Capital Outlay
- 4. Fund 10 Administration
- 5. Fund 20 Building
- 6. Fund 40 Dining Services
- 7. Fund 40 Titan Shops

GOALS. The following management goals align with CSUF Administration and Finance division and the University's Strategic Plan.

- 1. Identify areas on campus for new convenience and food locations
- 2. Increase training of staff regarding human resource topics
- 3. Complete negotiation of Indirect Cost rate for Sponsored Programs
- 4. Create opportunities to increase collaboration with campus through activities, meet and greets, or open houses
- 5. Use customer service survey feedback to improve ASC operations
- 6. Operational self-sufficiency and going concern
- 7. Improve overall operational cash flow
- 8. Complete Titan Hall and facilitate campus moves
- 9. Review, update policies, procedures, and forms

ASSUMPTIONS. The following are the assumptions applied to develop the proposed budget.

- 1. Administrative fee held at 6%
- 2. 3% merit pool included
- 3. Conference/meeting travel reimbursement, minimal training expense included
- 4. No additional sales as a result of Little Professor Bookstore (off-campus competitor) closing, effective September 2019
- 5. Titan Hall commencing in August 2019
- 6. Mihaylo Hall Starbucks with a three-month construction timeline, starting July 2019
- 7. Lease extension with purchaser of WSU, August through December 2019

DISCRETIONARY ITEMS

- 1. Administrative fee, each basis point increase, increase net income by an estimated \$30K
- 2. 3% merit pool consists of \$175K (amount includes benefits)
 - a. Directors account for \$60K
 - b. Management accounts for \$40K
 - c. Staff account for \$75K
 - d. Every 1% of the pool equates to approximately \$60K
- 3. Conference/meeting travel reimbursement, minimal training expense is \$33K
- 4. Employee Development
 - a. Educational Reimbursement is \$39K
 - b. ASC Textbook Program is \$90K
- 5. Potential additional sales as a result of Little Professor Bookstore (off-campus competitor) closing, effective July 2019 anticipated to be \$250K

DISCUSSION. The FY19/20 Budget has sales of \$20.0M (\$551,870 or 2.8% increase over FY18/19 Forecast). Keep in mind that in FY18/19 Titan Shops had a significant drop in sales during the fall semester, which is not expected to occur again. Additionally, no course material sales have been budgeted resulting from Little Professor closing. Pieology did not operate a full cycle last year and Starbucks closed during the anticipated three-month (July through August) remodel construction. The workforce reductions and the inclusion of the merit pool represent the decrease of payroll expense from 45% to 42% (of sales). ASC added an additional Starbucks' manager (in September) to the budget as Starbucks is now enforcing the obligation that each store have its own manager. The FY19/20 net deficit budgeted for ASC operations now reflects a deficit of (\$184,851).

The following Capital Requests are included in the first draft of the Budget. Approved in prior year fiscal budgets, the following carry-forward requests remain in the budget.

- 1. Roscoes Pub and Deli (in January), \$500K
- 2. Starbucks Library Refresh, \$300K will be re-requested in FY20/21
- 3. Starbucks Mihalyo Hall Remodel, \$600K estimated at \$900K (FY19/20 project)

The Budget includes the following new requests for review and discussion.

- 4. Titan Hall Pending overrun with change-orders, \$500K
- 5. University Gables from community reserves
 - a. Vinyl Fencing, phase 2 of 2 (in August), \$120K
 - b. Paint Stucco/Facia Boards/Doors/Garages (in September), \$195K
 - c. Street re-slurry in (October), \$13K
- 6. Property College Park Turbocor Unit Replacement (in September), \$52K
- 7. Property College Park Split System for Basement Telecom AC (in November), \$35K

Note: Titan Shops pending quote for relocation of Brief Stop from Langsdorf Hall to University Hall not included in the budget. Pending cost estimates from the campus, management will present the capital request to the Board outside the budget process.



CSU Fullerton Auxiliary Services Corporation For Proposed Budget Year 2019-2020 Period Ending May 2019

		Prior FY Actual 17-18		Current Year YTD 18-19	Current Year Budget 18-19		Proposed Budget 19-20
General and Buildings	_	/4 274 222	_	(4.400.404)	(4.070.000)	_	(4.420.220)
Administration	\$	(1,374,080)		(1,198,181) \$			(1,129,220)
Buildings	\$	1,721,343	\$	1,566,337 \$	1,817,641	\$	1,121,988
Subtotal General & Buildings	\$	347,263	\$	368,156 \$	445,352	\$	(7,232)
Auxiliary Enterprises							
Dining Services	\$	(89,187)	\$	(212,794) \$	239,199	\$	(385,706)
Titan Shops	\$	122,345	\$	291,764 \$	258,409	\$	208,087
Subtotal Auxiliary Enterprises	\$	33,158	\$	78,970 \$	497,608	\$	(177,619)
Net Surplus/(Deficit) for General,							
Buildings and Enterprises / Other Activities	\$	380,421	\$	447,126 \$	942,960	\$	(184,851)
UEE & Campus Programs	\$	(615,552)	\$	(137,009) \$	(229,745)	\$	166,994
Designated Funds and Other	\$	727,252	\$	70,085 \$	(347,302)	\$	
Subtotal Other Activities	\$	111,700	\$	(66,924) \$	(577,047)	\$	166,994
	_		_			_	4
Total Net Surplus/(Deficit)	\$	492,121	\$	380,202	365,913	\$	(17,857)

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2019-2020
Fund 10,20,40 - Auxiliary Services Corporation

Sales 20,052,056 9% 19,420,533 10% 22,499,935 10% 20,003,759 10% 00% 76,943 0% 20,003,759 10% 00% 76,943 0% 20,003,759 10% 10% 76,943 0% 20,003,759 10%		Prior FY Actual 17-18	%	Forecast 18-19	%	Current Year Budget 18-19	%	Proposed Budget 19-20	%
Sales	Sales								
Other Income 111.248 1% 31.355 0% 76,943 0% 20,003,759 10x0 Cost of Goods Sold 1.1,815,875 59% 11,981,523 62% 13,350,102 59% 12,243,444 61% Poyoll Expense 1.81,587,57 59% 11,981,523 62% 13,350,102 59% 12,243,444 61% Poyoll Expense 1.6587,210 8% 7,199,294 37% 7,351,095 3% 6,828,067 34% Benefits 1.687,210 8% 1,636,457 8% 1,745,068 8% 1,601,03 8% Operating Expenses 1.687,210 8% 1,136,66 1% 111,424 1% 143,963 1% Operating Expenses 43,377 0% 92,888 0% 113,352 1% 114,249 0% 429,292 0% Ocmmissions Royalty 43,377 0% 92,888 0% 133,550 1% 92,923 0% Supplies 294,295 1% <	Sales	20,052,056	99%	19,420,533	100%	22,499,935	100%	20,003,759	100%
Cost of Goods Sold Cost of Sales Total Cost of Goods Sold 11,815,875 59% 11,981,523 62% 13,350,102 59% 12,243,344 61% Payroll Expense Salaries and Wages 7,220,587 36% 7,199,294 37% 7,351,095 33% 6,828,067 34% Benefits 1,687,210 8% 1,636,457 8% 1,745,068 8% 1,601,203 8% Total Payroll Expense Advertising & Promotion 180,305 1% 111,866 1% 191,414 1% 143,963 1% Communications 105,732 1% 131,352 1% 191,414 1% 143,963 1% Communications 105,732 1% 131,352 1% 191,414 1% 143,963 1% Communications 105,732 1% 131,352 1% 111,249 0% 141,066 1% Taxes & Licenses 48,377 0% 92,888 0% 138,501 1% 92,924 0% Commission & Royalty 424,337 2% 432,682 2% 504,395 2% 482,236 2% Supplies 294,295 1% 294,771 2% 295,695 1% 286,938 14% Bank and Discount Charges 648,194 3% 576,153 3% 657,957 38 572,026 3% Insurance 287,450 1% 318,550 2% 288,667 1% 324,540 2% Debt Service & Interest Exp. 2,553,475 12% 2,775,555 12% 2,775,555 12% 2,201,176 11% Merchant Supplies 342,790 2% 319,99,68 1% 82,864 0% 13,0388 1% Repairs and Maintenance 2,125,568 11% 1,980,702 10% 2,169,867 10% 2,220,670 11% Merchant Supplies 342,709 2% 319,99 2% 342,031 2% 262,806 1% Donations & Scholarships 104,689 1% 84,984 0% 110,118 0% 78,308 0% Rentals 71,516 2 4% 756,031 4% 726,383 3% 636,523 3% Conference & Travel 7,266,06 1% 326,236 7% 1,199,07 7% 1,609,358 8% Employee Development 276,606 1% 336,527 2% 288,924 1% 305,670 2% Other Direct Costs 925,397 5% 1,235,522 6% 1,199,07 7% 1,609,358 8% Employee Development 276,606 1% 336,232 6% 693,142 3% 705,940 4% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Commission Income 12,55,060 8% 1,672,522 9% 1,473,164 7% 1,207,733 6% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,400,000 12% Professional Formal Commission Income 12,55,060 8% 1,673,562 9% 1,473,164 7% 1,207,733 6% Commission Income 15,52,060 8% 1,673	Other Income		1%		0%		0%	-	0%
Cost of Sales	Total Sales	20,163,304	100%	19,451,889	100%	22,576,878	100%	20,003,759	100%
Total Cost of Goods Sold 11,815,875 59% 11,981,523 62% 13,350,102 59% 12,243,344 61% Expense Salaries and Wages 7,220,587 36% 7,199,294 37% 7,351,095 33% 6,828,067 34% 849,877 704 89% 1,636,457 89% 1,745,068 89% 1,601,020 38% 7,041,000 7,000	Cost of Goods Sold								
Total Cost of Goods Sold 11,815,875 59% 11,981,523 62% 13,350,102 59% 12,243,344 61% Expense Salaries and Wages 7,220,587 36% 7,199,294 37% 7,351,095 33% 6,228,067 34% Benefits 1,687,210 8% 1,636,457 8% 1,745,068 8% 1,601,203 38% Total Payroll Expense 8,907,797 44% 8,835,751 45% 9,096,163 40% 8,429,270 42%	Cost of Sales	11,815,875	59%	11,981,523	62%	13,350,102	59%	12,243,344	61%
Payroll Expense Salaries and Wages 7,220,587 36% 7,199,294 37% 7,351,095 33% 6,828,067 34% 8enefits 1,687,210 8% 1,636,457 8% 1,745,068 8% 1,601,203 8% 70.000	Total Cost of Goods Sold	11,815,875	59%		62%		59%	12,243,344	61%
Salaries and Wages 1,220,587 abw 7,199,294 37% 7,351,095 33% 6,828,067 34% Benefits 1,687,210 8% 1,636,457 8% 1,745,068 8% 1,061,203 8% Total Payroll Expense 6,907,797 44% 8,835,751 45% 9,095,6163 40% 8,429,270 42% Operating Expenses Advertising & Promotion 180,305 1½ 111,866 1½ 191,414 1½ 143,663 1% 140,665 1% 191,414 1½ 143,663 1% 140,665 1% 140,6	Payroll Expense								
Benefits		7,220,587	36%	7,199,294	37%	7,351,095	33%	6,828,067	34%
Total Payroll Expense			8%		8%		8%		8%
Operating Expenses Advertising & Promotion 180,305 1% 111,866 1% 191,414 1% 143,963 1% Communications 105,732 1% 131,352 1% 111,249 0% 110,066 1% Taxes & Licenses 48,377 0% 92,888 0% 138,501 1% 92,924 0% Commission & Royalty 424,337 2% 432,682 2% 504,395 1% 286,993 1% Depreciation 2,138,372 11% 2,301,381 12% 2,657,275 12% 2,869,938 1% Bank and Discount Charges 648,194 3% 576,153 3% 657,957 3% 572,026 3% Insurance 287,450 1% 318,550 2% 288,667 1% 324,500 3% Debt Service Interest Exp. 2,359,475 12% 2,278,552 10% 2,201,176 11% Audit and Legal 48,284 0% 99,68 1% 82,866	Total Payroll Expense		44%		45%		40%		42%
Advertising & Promotion 180,305 1% 111,866 1% 191,414 1% 143,963 1% Communications 105,732 1% 131,352 1% 111,249 0% 110,066 1% Taxes & Licenses 48,377 0% 92,888 0% 138,501 1% 92,924 0% Commission & Royalty 424,337 2% 432,682 2% 504,395 2% 482,236 2% Supplies 294,295 1% 294,771 2% 295,695 1% 286,993 1% Depreciation 2,138,372 11% 2,301,381 12% 2,557,275 12% 2,869,938 14% Bank and Discount Charges 648,194 3% 576,153 3% 657,957 31% 572,026 3% Insurance 287,450 11% 318,550 2% 288,667 1% 324,540 2% Debt Service & Interest Exp. 2,359,475 12% 2,278,555 12% 2,278,555 10% 2,201,176 11% Audit and Legal 48,284 0% 99,968 1% 82,864 0% 130,388 11% Repairs and Maintenance 2,125,568 11% 1,980,702 10% 2,169,867 10% 2,201,176 11% Merchant Supplies 342,709 2% 319,097 2% 342,031 2% 262,806 1% Donations & Scholarships 104,689 11% 84,984 0% 110,918 0% 78,308 0% Renats 715,162 4% 756,031 4% 726,383 3% 636,732 3% Conference & Travel 72,660 11% 306,957 2% 288,941 11% 305,670 2% Other Direct Costs 925,397 5% 1,352,236 6% 1,510,907 7% 1,609,358 8% Employee Development 276,606 11% 306,957 2% 288,941 10% 305,670 2% Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 996,938 5% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,435 4% 1,164,004 6% Public Relations 68,333 0% 551,388 0% 47,941 0% 30,6670 2% Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 996,938 5% Total Operating Expense 102,141 1% 83,666 0% 81,859 0% 705,940 4% Equipment Rental/Expense 102,141 1% 83,666 0% 81,859 0% 705,940 4% Full Indirect Cost Render Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Full Indirect Cost 8,2590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Full Indirect Cost Recoveries 1,866,017 9% 1,722,233 9% 1,989,846 9% 1,725,703 9% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,016,000 12% 1,01									
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Taxes & Licenses				•		,		*	1%
Commission & Royalty Supplies 294,295 1% 294,791 2% 295,695 1% 286,993 14% Supplies 294,295 1% 294,791 2% 295,695 1% 286,993 14% Bank and Discount Charges 648,194 3% 576,153 3% 657,957 3% 572,026 3% Insurance 287,450 1% 318,550 2% 288,667 1% 324,540 2% Debt Service & Interest Exp. 2,159,475 12% 2,278,555 12% 2,278,555 10% 2,201,761 11% Audit and Legal 48,284 0% 99,968 1% 82,864 0% 130,388 1% Repairs and Maintenance 2,125,568 11% 1,980,702 10% 2,169,867 10% 2,220,670 11% Donations & Scholarships 104,689 1% 84,984 0% 110,918 0% 78,308 0% Rentals Donations & Scholarships 104,689 1% 84,984 0% 110,918 0% 78,308 0% Rentals Professional Serv/Consultants 599,796 3% 715,079 4% 653,633 3% 636,732 3% Conference & Travel 7,2662 0% 48,586 0% 59,771 0% 32,615 0% Utillities 1,328,659 7% 1,235,623 6% 15,10,907 7% 1,609,358 8% Employee Development 276,606 1% 306,957 2% 288,924 1% 305,670 2% Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 996,938 5% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,435 4% 1,164,004 6% Public Relations 68,333 0% 55,138 0% 705,904 7% 30,905 0% Total Operating Expenses 16,194,264 80% 15,143,856 3% 16,532,887 705,940 4% Commission Income Commission Income 171,954 4% 686,420 4% 693,142 3% 705,940 4% Commission Income Unrealized Gain/Loss Investmnt Administrative Services 1,866,017 9% 1,722,323 9% 1,938,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income 10,408,369 52% 10,665,506 5% 11,182,153 50% 11,057,471 55% Other Income 1,525,660 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Other Income 1,6423,099 81% 16,641,552 8% 11,685,1843 7% 1,207,738 6% Other Income 1,6423,099 81% 16,645,552 8% 1,643,1843 7% 1,207,738 6%	Taxes & Licenses	,		*	0%	•		*	0%
Supplies		•	2%	•	2%	,		*	2%
Depreciation		•		*		,		*	
Bank and Discount Charges 648,194 3% 576,153 3% 657,957 3% 572,026 3% Insurance 287,450 1% 318,550 2% 288,667 1% 324,540 2% Debt Service & Interest Exp. 2,359,475 12% 2,278,555 12% 2,278,552 10% 2,201,176 11% Audit and Legal 48,284 0% 99,968 1% 82,864 0% 130,388 11% Repairs and Maintenance 2,125,568 11% 1,980,702 10% 2,169,867 10% 2,220,670 11% Merchant Supplies 342,709 2% 319,097 342,031 2% 262,806 1% Donations & Scholarships 104,689 1% 84,984 0% 110,918 0% 78,308 0% Rentals 715,162 4% 756,031 4% 726,383 3% 680,586 3% Professional Serv/Consultants 599,796 3% 715,097 4% 63		•	11%	*	12%	,		*	14%
Insurance	·		3%		3%		3%		3%
Debt Service & Interest Exp. 2,359,475 12% 2,278,556 12% 2,278,552 10% 2,201,176 11% Audit and Legal 48,284 0% 99,968 1% 82,864 0% 130,388 1% Repairs and Maintenance 2,125,568 11% 1,980,702 10% 2,169,867 10% 2,220,670 11% Merchant Supplies 342,709 2% 319,097 2% 342,031 2% 262,806 1% Donations & Scholarships 104,689 1% 84,984 0% 110,918 0% 78,308 0% Rentals 715,162 4% 756,031 4% 763,383 3% 680,5732 3% Professional Serv/Consultants 599,796 3% 715,079 4% 663,363 3% 636,732 3% Conference & Travel 72,660 0% 48,586 0% 59,771 0% 1,609,358 8% Employee Development 276,606 1% 306,957 <t< td=""><td></td><td>•</td><td></td><td></td><td></td><td></td><td></td><td>•</td><td></td></t<>		•						•	
Audit and Legal 48,284 0% 99,968 1% 82,864 0% 130,388 1% Repairs and Maintenance 2,125,568 11% 1,980,702 10% 2,169,867 10% 2,220,670 11% Merchant Supplies 342,709 2% 319,097 2% 342,031 2% 262,806 1% Donations & Scholarships 104,689 1% 84,984 0% 110,918 0% 78,308 0% Rentals 715,162 4% 756,031 4% 726,383 3% 680,586 3% Professional Sery/Consultants 599,796 3% 715,079 4% 663,363 3% 680,586 3% Conference & Travel 72,662 0% 48,586 0% 59,771 0% 32,615 0% Utilities 1,328,659 7% 1,235,623 6% 1,510,907 7% 1,609,358 8% Employee Development 276,606 1% 306,957 2% 288,9		•		,		,		*	
Repairs and Maintenance 2,125,568 11% 1,980,702 10% 2,169,867 10% 2,220,670 11% Merchant Supplies 342,709 2% 319,097 2% 342,031 2% 262,806 1% Donations & Scholarships 104,689 1% 84,984 0% 111,918 0% 78,308 0% Rentals 715,162 4% 756,031 4% 726,383 3% 680,586 3% Conference & Travel 72,662 0% 48,586 0% 59,771 0% 32,615 0% Utilities 1,328,659 7% 1,235,623 6% 1,510,907 7% 1,609,358 8% Employee Development 276,606 1% 306,957 2% 288,924 1% 305,670 2% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,435 4% 1,164,004 6% Public Relations 68,333 0% 55,138 0% 47,	•								
Merchant Supplies 342,709 2% 319,097 2% 342,031 2% 262,806 1% Donations & Scholarships 104,689 1% 84,984 0% 110,918 0% 78,308 0% Rentals 715,162 4% 756,031 4% 726,333 3% 680,586 3% Professional Serv/Consultants 599,796 3% 715,079 4% 663,363 3% 636,732 3% Conference & Travel 72,662 0% 48,586 0% 59,771 0% 32,615 0% Utilities 1,328,659 7% 1,235,623 6% 1,510,907 7% 1,609,358 8% Employee Development 276,606 1% 306,957 2% 288,924 1% 305,670 2% Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 396,938 8% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,4	_	•				•		*	
Donations & Scholarships 104,689 1% 84,984 0% 110,918 0% 78,308 0% Rentals 715,162 4% 756,031 4% 726,383 3% 680,586 3% Professional Serv/Consultants 599,796 3% 715,079 4% 663,363 3% 636,732 3% Conference & Travel 72,662 0% 48,556 0% 59,771 0% 32,615 0% Utilities 1,328,659 7% 1,235,623 6% 1,510,907 7% 1,609,358 8% Employee Development 276,606 1% 306,957 2% 288,924 1% 305,670 2% 0% 0% 0% 0% 0% 0% 0									
Rentals 715,162 4% 756,031 4% 726,383 3% 680,586 3% Professional Serv/Consultants 599,796 3% 715,079 4% 663,363 3% 636,732 3% Conference & Travel 72,662 0% 48,586 0% 59,771 0% 32,615 0% Utilities 1,328,659 7% 1,235,623 6% 1,510,907 7% 1,609,358 8% Employee Development 276,606 1% 306,957 2% 288,924 1% 305,670 2% Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 996,938 5% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,435 4% 1,164,004 6% Public Relations 683,333 0% 55,138 0% 47,941 0% 30,642 0% Administrative Fee 1,451,696 7% 1,367,340 7% 1,555,5		•		*				*	
Professional Serv/Consultants 599,796 3% 715,079 4% 663,363 3% 636,732 3% Conference & Travel 72,662 0% 48,586 0% 59,771 0% 32,615 0% Utilities 1,328,659 7% 1,235,623 6% 1,510,907 7% 1,609,358 8% Employee Development 276,606 1% 306,957 2% 288,924 1% 305,670 2% Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 996,938 5% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,435 4% 1,164,004 6% Public Relations 68,333 0% 55,138 0% 47,941 0% 30,642 0% Administrative Fee 1,451,696 7% 1,367,340 7% 1,550,505 7% 1,421,430 7% Total Operating Expenses 16,194,264 80% 16,143,856	•	•		•		,		•	
Conference & Travel 72,662 0% 48,586 0% 59,771 0% 32,615 0% Utilities 1,328,659 7% 1,235,623 6% 1,510,907 7% 1,609,358 8% Employee Development 276,606 1% 306,957 2% 288,924 1% 305,670 2% Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 996,938 5% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,435 4% 1,164,004 6% Public Relations 68,333 0% 55,138 0% 47,941 0% 30,642 0% Administrative Fee 1,451,696 7% 1,567,340 7% 1,550,505 7% 1,421,430 7% Equipment Rental/Expense 16,194,264 80% 16,143,856 83% 16,732,638 74% 16,724,408 84% Commission Income 711,954 4% 686,420 4%<				*		•		•	
Utilities 1,328,659 7% 1,235,623 6% 1,510,907 7% 1,609,358 8% Employee Development 276,606 1% 306,957 2% 288,924 1% 305,670 2% Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 996,938 5% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,435 4% 1,164,004 6% Public Relations 68,333 0% 55,138 0% 47,941 0% 30,642 0% Administrative Fee 1,451,696 7% 1,367,340 7% 1,550,505 7% 1,421,430 7% Equipment Rental/Expense 102,141 1% 83,666 0% 81,859 0% 70,399 0% Total Operating Expenses 16,194,264 80% 16,143,856 83% 16,732,638 7% 1,6274,408 84% Commission Income 711,954 4% 686,420 <t< td=""><td></td><td>•</td><td></td><td></td><td></td><td></td><td></td><td>•</td><td></td></t<>		•						•	
Employee Development 276,606 1% 306,957 2% 288,924 1% 305,670 2% Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 996,938 5% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,435 4% 1,164,004 6% Public Relations 68,333 0% 55,138 0% 47,941 0% 30,642 0% Administrative Fee 1,451,696 7% 1,367,340 7% 1,550,505 7% 1,421,430 7% Equipment Rental/Expense 102,141 1% 83,666 0% 81,859 0% 70,399 0% Total Operating Expenses 16,194,264 80% 16,143,856 83% 16,732,638 7% 16,724,408 84% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Total Commission Income 711,954 4% 686,420		•				•		•	
Other Direct Costs 925,397 5% 1,362,236 7% 975,165 4% 996,938 5% Departmental Allocation 1,546,025 8% 1,190,250 6% 998,435 4% 1,164,004 6% Public Relations 68,333 0% 55,138 0% 47,941 0% 30,642 0% Administrative Fee 1,451,696 7% 1,367,340 7% 1,550,505 7% 1,421,430 7% Equipment Rental/Expenses 102,141 1% 83,666 0% 81,859 0% 70,399 0% Total Operating Expenses 16,194,264 80% 16,143,856 83% 16,732,638 7% 16,724,408 84% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Total Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Other Income 10,762,000 1,722,323 9%			1%		2%				2%
Departmental Allocation		•		*		,		•	
Public Relations 68,333 0% 55,138 0% 47,941 0% 30,642 0% Administrative Fee 1,451,696 7% 1,367,340 7% 1,550,505 7% 1,421,430 7% Equipment Rental/Expense 102,141 1% 83,666 0% 81,859 0% 70,399 0% Total Operating Expenses 16,194,264 80% 16,143,856 83% 16,732,638 7% 16,724,408 84% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Total Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Other Income 1,866,017 9% 1,5659 0% 240 0% 6,000 0% Administrative Services 1,866,017 9% 1,722,323 9% 1,989,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391	Departmental Allocation				6%	,		*	6%
Administrative Fee 1,451,696 7% 1,367,340 7% 1,550,505 7% 1,421,430 7% Equipment Rental/Expenses 102,141 1% 83,666 0% 81,859 0% 70,399 0% Total Operating Expenses 16,194,264 80% 16,143,856 83% 16,732,638 74% 16,724,408 84% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Total Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Other Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Other Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Unrealized Gain/Loss Investmnt 4,664 0% 15,659 0% 240 0% 6,000 0% Administrative Services 1,866,017 9% 1,722,323 <th< td=""><td>•</td><td></td><td></td><td></td><td></td><td>,</td><td></td><td></td><td></td></th<>	•					,			
Equipment Rental/Expenses 102,141 1% 83,666 0% 81,859 0% 70,399 0% Total Operating Expenses 16,194,264 80% 16,143,856 83% 16,732,638 74% 16,724,408 84% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Total Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Other Income Unrealized Gain/Loss Investmnt 4,664 0% 15,659 0% 240 0% 6,000 0% Administrative Services 1,866,017 9% 1,722,323 9% 1,989,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 10,408,369		•		•		*		*	
Total Operating Expenses 16,194,264 80% 16,143,856 83% 16,732,638 74% 16,724,408 84% Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Total Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Other Income Unrealized Gain/Loss Investmnt 4,664 0% 15,659 0% 240 0% 6,000 0% Administrative Services 1,866,017 9% 1,722,323 9% 1,989,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 11,087,411 55% Other Income 1,525,060	Equipment Rental/Expense		1%		0%		0%	70,399	0%
Commissions Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Total Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Other Income Unrealized Gain/Loss Investmnt 4,664 0% 15,659 0% 240 0% 6,000 0% Administrative Services 1,866,017 9% 1,722,323 9% 1,989,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 135,620 1% Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8%									
Commissions Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Total Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Other Income Unrealized Gain/Loss Investmnt 4,664 0% 15,659 0% 240 0% 6,000 0% Administrative Services 1,866,017 9% 1,722,323 9% 1,989,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 135,620 1% Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8%	Commission Income			-					
Total Commission Income 711,954 4% 686,420 4% 693,142 3% 705,940 4% Other Income Unrealized Gain/Loss Investmnt 4,664 0% 15,659 0% 240 0% 6,000 0% Administrative Services 1,866,017 9% 1,722,323 9% 1,989,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 135,620 1% Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Total Other Income 16,423,099 81% <td></td> <td>711.954</td> <td>4%</td> <td>686.420</td> <td>4%</td> <td>693.142</td> <td>3%</td> <td>705.940</td> <td>4%</td>		711.954	4%	686.420	4%	693.142	3%	705.940	4%
Other Income Unrealized Gain/Loss Investmnt 4,664 0% 15,659 0% 240 0% 6,000 0% Administrative Services 1,866,017 9% 1,722,323 9% 1,989,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 135,620 1% Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Total Other Income 16,423,099 81% 16,451,552 85% 16,851,843 75% 16,502,472 82%	Total Commission Income		4%		4%		3%		4%
Administrative Services 1,866,017 9% 1,722,323 9% 1,989,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 135,620 1% Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Total Other Income 16,423,099 81% 16,451,552 85% 16,851,843 75% 16,502,472 82%	Other Income								
Administrative Services 1,866,017 9% 1,722,323 9% 1,989,846 9% 1,725,703 9% Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 135,620 1% Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Total Other Income 16,423,099 81% 16,451,552 85% 16,851,843 75% 16,502,472 82%	Unrealized Gain/Loss Investmnt	4,664	0%	15,659	0%	240	0%	6,000	0%
Indirect Cost Recoveries 2,590,391 13% 2,305,000 12% 2,170,008 10% 2,340,000 12% Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 135,620 1% Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Total Other Income 16,423,099 81% 16,451,552 85% 16,851,843 75% 16,502,472 82%	Administrative Services	1,866,017	9%	1,722,323	9%	1,989,846	9%	1,725,703	9%
Program Income - 0% 705 0% - 0% - 0% Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 135,620 1% Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Total Other Income 16,423,099 81% 16,451,552 85% 16,851,843 75% 16,502,472 82%									
Investment/Interest Income 28,598 0% 16,707 0% 36,432 0% 135,620 1% Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Total Other Income 16,423,099 81% 16,451,552 85% 16,851,843 75% 16,502,472 82%		-				, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		-	
Rental Income 10,408,369 52% 10,665,506 55% 11,182,153 50% 11,087,411 55% Other Income 1,525,060 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Total Other Income 16,423,099 81% 16,451,552 85% 16,851,843 75% 16,502,472 82%	3	28.598				36.432		135.620	
Other Income 1,525,060 8% 1,725,652 9% 1,473,164 7% 1,207,738 6% Total Other Income 16,423,099 81% 16,451,552 85% 16,851,843 75% 16,502,472 82%	*			•					
Total Other Income 16,423,099 81% 16,451,552 85% 16,851,843 75% 16,502,472 82%									
Net Income / (Loss) 380,421 2% (371,269) -2% 942,960 4% (184,851) -1%									
	Net Income / (Loss)	380,421	2%	(371,269)	-2%	942,960	4%	(184,851)	-1%



2019-2020 Capital Outlay

Total FY19/20 Proposed Capital and Prior Year Carry Forward

Real Property Operations

	Total Capital Carry Forward		\$ 1,400,000
	Real Property	-	
	Bookstore	-	
	Dining services	1,400,000	
Prior Y	ear Capital Budget Carry Forward		
Total Ca	pital Requested - Fiscal year 2019-2020		\$ 915,300
	Total Real Property Operations		915,300
	College Park	87,000	
	Gables	328,300	
	Titan Hall Tenant Improvements	500,000	

2,315,300

Fund 10 - Administration

Actual 17-18 Forecast 18-19 Budget 19-20 Sales Payroll Expense Salaries and Wages 2,542,569 2,561,085 2,632,147 2,358,639 Benefits 706,971 708,486 748,441 742,523 Total Payroll Expense 3,249,540 3,269,571 3,380,588 3,101,162 Operating Expenses Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008				Current	
Sales Payroll Expense 2,542,569 2,561,085 2,632,147 2,358,639 Benefits 706,971 708,486 748,441 742,523 Total Payroll Expense 3,249,540 3,269,571 3,380,588 3,101,162 Operating Expenses Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008		Prior FY		Year	Proposed
Sales Payroll Expense Salaries and Wages 2,542,569 2,561,085 2,632,147 2,358,639 Benefits 706,971 708,486 748,441 742,523 Total Payroll Expense 3,249,540 3,269,571 3,380,588 3,101,162 Operating Expenses Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008		Actual	Forecast	Budget	Budget
Payroll Expense Salaries and Wages 2,542,569 2,561,085 2,632,147 2,358,639 Benefits 706,971 708,486 748,441 742,523 Total Payroll Expense 3,249,540 3,269,571 3,380,588 3,101,162 Operating Expenses Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008		17-18	18-19	18-19	19-20
Payroll Expense Salaries and Wages 2,542,569 2,561,085 2,632,147 2,358,639 Benefits 706,971 708,486 748,441 742,523 Total Payroll Expense 3,249,540 3,269,571 3,380,588 3,101,162 Operating Expenses Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008	Sales				
Salaries and Wages 2,542,569 2,561,085 2,632,147 2,358,639 Benefits 706,971 708,486 748,441 742,523 Total Payroll Expense 3,249,540 3,269,571 3,380,588 3,101,162 Operating Expenses Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008					
Benefits 706,971 708,486 748,441 742,523 Total Payroll Expenses 3,249,540 3,269,571 3,380,588 3,101,162 Operating Expenses Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008	* *	2 542 569	2 561 085	2 632 147	2 358 639
Total Payroll Expense 3,249,540 3,269,571 3,380,588 3,101,162 Operating Expenses Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008	_				
Operating Expenses Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008					
Advertising & Promotion 935 0 880 0 Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008	• 1	3,249,340	3,209,371	3,300,300	3,101,102
Communications 26,256 29,017 30,075 30,077 Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008					
Taxes & Licenses 3,782 4,025 3,704 4,014 Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008					-
Supplies 29,211 26,290 32,112 28,250 Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008					
Depreciation 29,993 23,914 25,052 18,672 Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008	Taxes & Licenses				
Bank and Discount Charges 17,930 14,466 23,796 15,000 Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008	Supplies	29,211	26,290	32,112	28,250
Insurance 18,989 27,671 18,924 28,584 Audit and Legal 42,344 73,555 77,464 79,008	Depreciation	29,993	23,914	25,052	18,672
Audit and Legal 42,344 73,555 77,464 79,008	Bank and Discount Charges	17,930	14,466	23,796	15,000
	Insurance	18,989	27,671	18,924	28,584
	Audit and Legal			77,464	79,008
Repairs and infanite $02,731$ $120,720$ $141,237$ $120,874$	Repairs and Maintenance	82,951	120,928	141,237	126,874
				· · · · · · · · · · · · · · · · · · ·	360
					27,500
					479,664
					85,996
					15,146
					211,585
					18,008
					1,164,004
					9,780
					18,442
Total Operating Expenses 2,759,864 2,471,237 2,282,571 2,360,964	Total Operating Expenses	2,759,864	2,471,237	2,282,571	2,360,964
Commission Income	Commission Income				
Commissions Income 80,253 111,800 80,240 96,500	Commissions Income	80,253	111,800	80,240	96,500
Total Commission Income 80,253 111,800 80,240 96,500	Total Commission Income	80,253	111,800	80,240	96,500
Other Income	Other Income				
Administrative Services 1,866,017 1,722,323 1,989,846 1,725,703	Administrative Services	1,866,017	1,722,323	1,989,846	1,725,703
	Indirect Cost Recoveries	2,590,391		2,170,008	2,340,000
	Program Income	0	705	0	0
Investment/Interest Income 26,683 16,707 33,792 135,620	_	26,683	16,707	33,792	135,620
Other Income 71,980 43,224 16,984 35,083					
Total Other Income 4,555,071 4,087,959 4,210,630 4,236,406					
Net Income / (Loss) (1,374,078) (1,541,049) (1,372,289) (1,129,220)	Net Income / (Loss)	(1,374,078)	(1,541,049)	(1,372,289)	(1,129,220)

Fund 20 - Building

			Current	
	Prior FY		Year	Proposed
	Actual	Forecast	Budget	Budget
	17-18	18-19	18-19	19-20
Sales				
Payroll Expense				
Salaries and Wages	258,418	228,065	217,796	228,175
Benefits	107,899	88,068	88,010	91,854
Total Payroll Expense	366,317	316,133	305,806	320,029
Operating Expenses				
Communications	14,887	7,524	7,404	7,896
Taxes & Licenses	34,895	80,775	126,562	83,379
Supplies	61,815	61,892	77,000	83,360
Depreciation	1,762,221	1,781,833	2,074,632	2,247,966
Bank and Discount Charges	44,085	45,701	39,996	39,996
Insurance	224,114	237,027	229,152	244,140
Debt Service & Interest Exp.	2,359,475	2,278,556	2,278,552	2,201,176
Audit and Legal	5,940	26,413	5,400	51,380
Repairs and Maintenance	1,488,026	1,439,735	1,553,391	1,644,673
Professional Serv/Consultants	248,002	332,483	376,672	378,124
Conference & Travel	4,161	5,064	3,024	4,044
Utilities	1,004,389	889,932	1,137,254	1,257,696
Other Direct Costs	880,196	1,166,291	924,996	965,004
Administrative Fee	779,742	780,259	828,447	805,022
Equipment Rental/Expense	22,589	5,522	4,020	1,680
Total Operating Expenses	8,934,537	9,139,007	9,666,502	10,015,536
Commission Income				
Other Income				
Unrealized Gain/Loss Investmnt	4,664	15,659	240	6,000
Investment/Interest Income	1,915	0	2,640	0
Rental Income	10,142,698	10,427,027	10,942,497	10,847,307
Other Income	872,920	660,977	844,572	604,246
Total Other Income	11,022,197	11,103,663	11,789,949	11,457,553
Net Income / (Loss)	1,721,350	1,648,523	1,817,641	1,121,988

Fund 40 - Dining Services

			Current	
	Prior FY		Year	Proposed
	Actual	Forecast	Budget	Budget
	17-18	18-19	18-19	19-20
Sales				
Sales	6,424,046	5,816,768	7,166,792	5,851,823
Other Income	111,248	31,356	76,943	0
Total Sales	6,535,294	5,848,124	7,243,735	5,851,823
	0,555,251	3,010,121	7,2 13,733	3,031,023
Cost of Goods Sold Cost of Sales	2 105 105	2.092.107	2 200 079	1 075 440
	2,195,105	2,082,197	2,399,978	1,975,449
Total Cost of Goods Sold	2,195,105	2,082,197	2,399,978	1,975,449
Payroll Expense				
Salaries and Wages	2,300,323	2,275,092	2,276,125	2,213,871
Benefits	471,360	476,856	491,771	437,404
Total Payroll Expense	2,771,683	2,751,948	2,767,896	2,651,275
Operating Expenses				
Advertising & Promotion	76,939	62,700	75,217	62,018
Communications	17,711	35,057	19,059	15,891
Taxes & Licenses	7,074	6,414	4,732	3,988
Commission & Royalty	372,249	391,873	447,045	437,364
Supplies	99,817	112,219	93,460	82,516
Depreciation	244,453	289,765	338,525	406,512
Bank and Discount Charges	268,480	240,017	275,328	241,991
Insurance	19,883	26,346	18,931	24,312
Repairs and Maintenance	213,191	182,363	204,681	175,967
Merchant Supplies	261,197	258,765	252,217	197,673
Donations & Scholarships	10,712	7,745	4,500	708
Rentals	116,207	144,618	124,771	135,494
Professional Serv/Consultants	67,991	104,292	67,033	23,034
Conference & Travel	11,247	9,469	9,438	7,250
Utilities Utilities	190,579	190,166	211,534	191,857
Employee Development	42,186	54,815	67,515	45,280
Other Direct Costs	6,171	154,114	4,863	934
Public Relations	1,066	7,072	1,707	327
Administrative Fee	251,892	230,138	277,914	229,190
Equipment Rental/Expense	40,280	47,689	34,866	24,987
* *				
Total Operating Expenses	2,319,325	2,555,637	2,533,336	2,307,293
Commission Income				
Commissions Income	366,135	344,699	364,652	338,816
Total Commission Income	366,135	344,699	364,652	338,816
Other Income				
Rental Income	109,098	173,077	150,580	177,672
Other Income	186,399	471,460	181,442	180,000
Total Other Income	295,497	644,537	332,022	357,672
Net Income / (Loss)				
rectification (Loss)	(89,186)	(552,422)	239,199	(385,706)

Fund 40 - Titan shops

	Prior FY Actual 17-18	Forecast 18-19	Current Year Budget 18-19	Proposed Budget 19-20
Sales Sales	13,628,010	13,603,765	15,333,143	14,151,936
Total Sales	13,628,010	13,603,765	15,333,143	14,151,936
	13,020,010	13,003,703	13,333,143	14,131,930
Cost of Goods Sold Cost of Sales	9,620,770	9,899,326	10,950,124	10,267,895
Total Cost of Goods Sold	9,620,770	9,899,326	10,950,124	10,267,895
Payroll Expense Salaries and Wages Benefits	2,119,277 400,980	2,135,052 363,047	2,225,027 416,846	2,027,382 329,422
Total Payroll Expense	2,520,257	2,498,099	2,641,873	2,356,804
Operating Expenses Advertising & Promotion Communications Taxes & Licenses Commission & Royalty Supplies Depreciation Bank and Discount Charges Insurance Repairs and Maintenance Merchant Supplies Donations & Scholarships Rentals Professional Serv/Consultants Conference & Travel Utilities Employee Development Other Direct Costs	102,431 46,878 2,626 52,088 103,452 101,705 317,699 24,464 341,400 81,486 63,310 62,775 201,850 7,612 133,691 57,369 20,846	49,166 59,754 1,674 40,809 94,370 205,869 275,969 27,506 237,676 59,980 51,017 65,531 191,415 3,008 155,525 55,711 12,286	115,317 54,711 3,503 57,350 93,123 219,066 318,837 21,660 270,558 88,314 73,100 65,428 142,118 4,095 162,119 56,461 24,178	81,945 56,202 1,543 44,872 92,867 196,788 275,039 27,504 273,156 64,773 50,100 65,428 149,578 6,175 159,805 48,805 12,992
Public Relations Administrative Fee	11,832 420,062	20,418 356,943	10,404 444,144	20,535 387,218
Equipment Rental/Expense	26,962	13,348	25,743	25,290
Total Operating Expenses	2,180,538	1,977,975	2,250,229	2,040,615
Commission Income Commissions Income	265,566	229,921	248,250	270,624
Total Commission Income	265,566	229,921	248,250	270,624
Other Income Rental Income Other Income	156,573 393,761	65,402 549,991	89,076 430,166	62,432 388,409
Total Other Income	550,334	615,393	519,242	450,841
Net Income / (Loss)	122,339	73,679	258,409	208,087

Department Conference Location Month # of days Attendee Admin AORMA San Diego September 2 Chuck Admin AORACEO Los Angeles October 2 Chuck Admin AORACEO Los Angeles October 2 Chuck Admin AORAMA San Diego November 1 Chuck Admin AORMA San Diego January 2 Chuck Admin AOA CEO TBD April 2 Chuck Admin AOA CEO TBD April 2 Chuck Admin AOA CEO TBD April 2 Chuck Subtoral AOA CEO TBD April 2 Chuck Subtoral NACAS Tucson February 3 Tony Dining Services MACAS Tucson Tebruary 4 Tony Titan Shops ICBA Tuscon Tebruary <t< th=""><th>Month # of days September 2 October 2 November 1 December 1 January 2 April 2 November 3 July/August 2 November 3 February 3 February 3 February 3 February 3 February 3 February 3</th><th>nuck \$ 1,000 nuck \$ - nuck \$ 1,000 nuck \$ - nuck \$ 1,000 nuck \$ 1,000</th><th>Comments Board member, organization reimburses all costs</th></t<>	Month # of days September 2 October 2 November 1 December 1 January 2 April 2 November 3 July/August 2 November 3 February 3 February 3 February 3 February 3 February 3 February 3	nuck \$ 1,000 nuck \$ - nuck \$ 1,000 nuck \$ - nuck \$ 1,000 nuck \$ 1,000	Comments Board member, organization reimburses all costs
Conference Location Month Month # of days AOR CEO Los Angeles September 2 AOA CEO Los Angeles October 2 NACAS Phoenix November 1 AORMA San Diego January 2 AORMA San Diego January 2 AOA CEO TBD April 2 NACAS Phoenix November 1 NACAS Phoenix November 3 ICBA Tuscon February 3 ICBA Tuscon February 3 ICBA Tuscon Tebruary 3 <trr< th=""><th>Month # of days September 2 October 2 November 1 January 2 April 2 July/August 2 November 3 July/August 3 February 3 February 3 February 3 February 3 February 3 February 3</th><th><u> </u></th><th><u>Comments</u> Board member, organization reimburses all costs</th></trr<>	Month # of days September 2 October 2 November 1 January 2 April 2 July/August 2 November 3 July/August 3 February 3 February 3 February 3 February 3 February 3 February 3	<u> </u>	<u>Comments</u> Board member, organization reimburses all costs
AORMA San Diego September 2 AOA CEO Los Angeles October 2 NACAS Phoenix November 2 AORMA San Francisco November 1 AOA AORMA Newport Beach December 2 AOA CEO TBD April 2 NACAS Tucson January 4 ICBA Tucson February 3 CACS Spring Showcase Long Beach March 1 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego January 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 CentralSquare Las Vegas March 3 CentralSquare Las Vegas April 3	September 2 October 2 November 2 November 1 January 2 April 2 July/August 2 November 3 July 3 February 3 February 3 February 3 February 3 February 3 February 3	<u> </u>	Board member, organization reimburses all costs
AOA CEO Los Angeles October 2 NACAS Phoenix November 2 AORMA San Francisco November 1 AOA CEO TBD April 2 AOA CEO TBD April 2 AOA CEO TBD April 2 NACAS Anaheim July/August 2 NACAS Phoenix November 3 NACAS Tucson January 4 ICBA Tuscon February 3 ICBA Vegas April 1 I TRO Suiteworld Las Vegas March 3 IRBA Vegas March 3 IRBA Vegas March 3 IRBA Vegas March 3 IRBA Vegas April 3 IRBA Vegas March 3 IRBA Vegas April 3 IRBA Vegas April 3 IRBA Vegas March 3 IRBA Vegas April 4 IRBA Vegas April 4 IRBA Vegas April 4	October 2 November 2 November 1 January 2 April 2 July/August 2 November 3 July 3 February 3 February 3 February 3 February 3 February 3	v v v v v v	
NACAS Phoenix November 2 AORMA San Francisco November 1 AORA San Diego January 2 AOA San Diego January 2 AOA TBD April 2 NACAS Anaheim July/August 2 NACAS Phoenix November 3 NACAS Tucson January 4 ICBA Tucson February 3 ICBA Tuscon February 3 CCSU ALS Long Beach April 1 SuiteWorld Las Vegas April 1 ACAS Spring Showcase Long Beach April 2 AOA San Diego January 3 R	November 2 November 1 January 2 April 2 July/August 2 November 3 July 3 February 3 February 3 February 3 February 3 February 3	v v v v v	
AORMA San Francisco November 1 AOA CEO TBD January 2 AOA CEO TBD April 2 NACAS Anaheim July/August 2 NACAS Phoenix November 3 NACAS Tucson January 4 ICBA Tucson February 3 ICBA Tuscon	November 1 December 1 January 2 April 2 July/August 2 November 3 July 3 February 3 February 3 February 3 February 3 February 3 February 3	v v v v	
AORMA Newport Beach December 1 AOA San Diego January 2 AOA CEO TBD April 2 NACAS Anaheim July/August 2 NACAS Tucson January 4 NACAS Tucson January 4 NACAS Tucson January 4 ICBA Tuscon February 3 CSU ALS Long Beach April 1 CACS Spring Showcase Long Beach April 1 CACS Spring Showcase Long Beach April 3 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2	December 1 January 2 April 2 July/August 2 November 3 July 3 February 3 February 3 February 3 February 3 February 3 February 3	<u> </u>	Board member, organization reimburses all costs
AOA San Diego January 2 AOA CEO TBD April 2 NACAS Anaheim July/August 2 NACAS Phoenix November 3 NACAS Tucson January 4 NACAS Tucson February 3 ICBA Tuscon February 3 CSU ALS Long Beach April 1 CACS Spring Showcase Long Beach	January 2 April 2 July/August 2 November 3 January 4 July 3 February 3		Board member, organization reimburses all costs
AOA CEO TBD April 2 NACAS Anaheim July/August 2 NACAS Phoenix November 3 NACAS Tucson January 4 NACAS Tucson January 4 NACAS Tucson February 3 ICBA Tuscon February 3 ICBA Tuscon February 3 ICBA Tuscon February 3 ICBA Tuscon February 3 CAL SuiteWorld Las Vegas April 1 CACS Spring Showcase Long Beach April 3 RAC California/Tbd October 2 RAC California/Tbd October 2 RAC San Diego January <td> April 2 July/August 2 November 3 January 4 July 3 February 4 February 5 February</td> <td>\$</td> <td></td>	April 2 July/August 2 November 3 January 4 July 3 February 4 February 5 February	\$	
NACAS Anaheim July/August 2 NACAS Phoenix November 3 NACAS Tucson January 4 ICBA Tucson February 3 ICBA Tuscon February 3 CSU ALS Long Beach April 1 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego January 3 AOA San Diego January 3 <	July/August 2 November 3 January 4 July 3 February 3 February 3 February 3 February 3 February 3		
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NACAS Tucson January 4 misc various 4 ICBA Chicago July 3 ICBA Tuscon February 3 ICBA Tuscon February 3 ICBA Tuscon February 3 ICBA Tuscon February 3 CSU ALS Long Beach April 1 CACS Spring Showcase Long Beach April 1 CACS Spring Showcase Long Beach April 1 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas April 3 CentralSquite Las Vegas April 3	July 3 February 3 February 3 February 3 February 3 February 3 February 3	ony \$ 1,500	Foundation Board MemberAnnual ConferenceNovember 2-6
ICBA Chicago July 3 ICBA Tuscon February 3 ICACS Spring Showcase Long Beach April 1 ICACS Spring Showcase Long Beach April 3	July 3 February 3 February 3 February 3 February 3 February 3		Foundation Board Member-Leadership Team Training (LTM); 100% Reimbursed to ASCJanuary 27-31
ICBA Chicago July 3 ICBA Tuscon February 3 ICBA Tuscon February 3 ICBA Tuscon February 3 ICBA Tuscon February 3 CSU ALS Long Beach March 1 SuiteWorld Las Vegas April 1 CACS Spring Showcase Long Beach April 1 CACS Spring Showcase Long Beach April 1 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas April 3 NetSuite Las Vegas April 3	July 3 February 3 February 3 February 3 February 3		
ICBA Chicago July 3 ICBA Tuscon February 3 CSU ALS Long Beach April 1 CACS Spring Showcase Long Beach April 1 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas April 3	July 3 February 3 February 3 February 3 February 3	\$ 7,250	
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ICBA Tuscon February 3 ICBA Tuscon February 3 ICBA Tuscon February 3 CSU ALS Long Beach March 1 SuiteWorld Las Vegas April 1 CACS Spring Showcase Long Beach April 1 CACS Spring Showcase Long Beach April 1 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas April 3 NetSuite Las Vegas April 3	February 3 February 3 February 3		Annual meeting, board does not cover this cost
ICBA Tuscon February 3 ICBA Tuscon February 3 CSU ALS Long Beach March 1 SuiteWorld Las Vegas April 1 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2 RAC California/tbd October 2 RAC California/tbd October 2 RAC TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas April 3 NetSuite Las Vegas April 3	February 3 February 3		organization provides scholarship & \$500 travel stipend for buyers, room share
ICBA Tuscon February 3 CSU ALS Long Beach March 1 SuiteWorld Las Vegas April 3 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas April 3 NetSuite Las Vegas April 3	February 3		organization provides scholarship & \$500 travel stipend for buyers, room share
CSU ALS Long Beach March 1 SuiteWorld Las Vegas April 3 CACS Spring Showcase Long Beach April 1 AOA San Diego January 3 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas April 3 NetSuite Las Vegas April 3	do recha		organization provides scholarship & \$500 travel stipend for buyers, room share
SuiteWorld Las Vegas April 3 CACS Spring Showcase Long Beach April 1 CACS Spring Showcase Long Beach April 1 Misc various 1 AOA San Diego January 3 RAC California/tbd October 2 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3	INIGICII		mileage
CACS Spring Showcase Long Beach Long Beach Long Beach March April 1 1 CACS Spring Showcase Long Beach Misc Various 1 AOA San Diego January 3 RAC California/tbd October 2 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3	April 3	3,000 \$ 3,000	registration, lodging and travel
CACS Spring Showcase Long Beach Index April 1 misc various 1 AOA San Diego January 3 RAC California/tbd October 2 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3	April 1		mileage and registation
AOA San Diego January 3 RAC California/tbd October 2 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3	April 1	yan \$ 50	mileage and registation
AOA San Diego January 3 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3		taff \$ 45	
AOA San Diego January 3 RAC California/tbd October 2 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3		\$ 6,175	
RACCalifornia/tbdOctober2RACCalifornia/tbdOctober2SRA or NCURATBDTBD3HR AOASan DiegoJuly3AOASan DiegoJanuary3CentralSquareLas VegasMarch3NetSuiteLas VegasApril3	January 3		
RAC California/tbd October 2 RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3		\$ 1,500	
RAC California/tbd October 2 SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3	October 2		Registration is free
SRA or NCURA TBD TBD 3 HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3	October 2	atie \$ 900	Registration is free
HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3	TBD 3	φ.	Research Administration Conference Pending agenda review.
HR AOA San Diego July 3 AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3		\$ 3,700	
AOA San Diego January 3 CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3	July 3	sario \$ 800	Registration is free
CentralSquareLas VegasMarch3NetSuiteLas VegasApril3	January 3	\$	Including Registration
CentralSquare Las Vegas March 3 NetSuite Las Vegas April 3		\$ 2,300	
NetSuite Las Vegas April 3	March 3	ke M \$ 1,700	
	April 3	leria \$ 3,000	
IT misc various staff		taff \$ 746	
Subtotal		\$ 5,446	
Property misc various staff		taff \$ 4,044	trave//mileage between properties
Subtotal		\$ 4,044	
Total Conference and Travel Expense		\$ 32,615	