



Budget Review
2017-2018

June 15, 2017

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Summary

CSU FULLERTON AUXILIARY SERVICES CORPORATION

PROPOSED 2017-2018 BUDGET

HIGHLIGHTS

The 2017-2018 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:

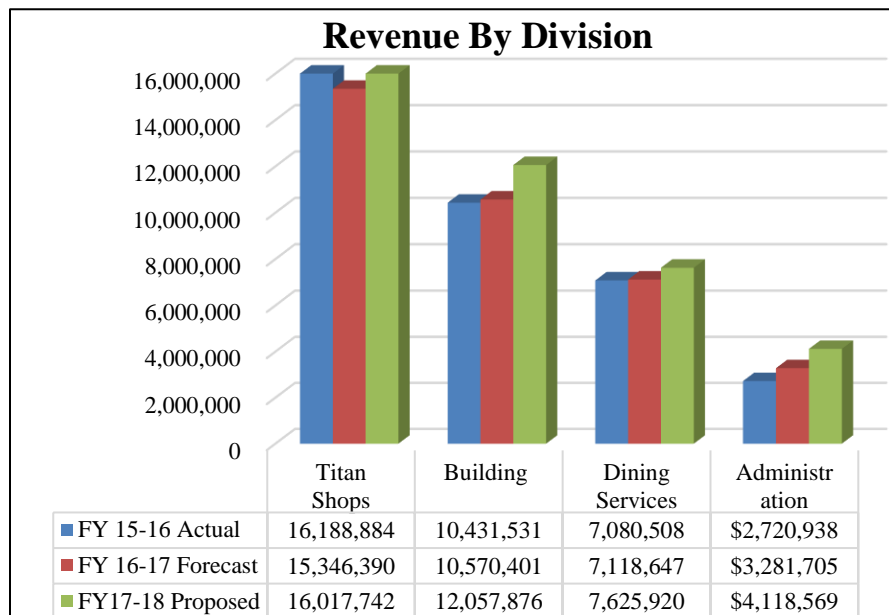
- The state budget;
- Changes in enrollment;
- Competition (on and off-campus); and
- Environmental liability and regulations.

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 over the next fiscal year.

The proposed operating revenue of \$39.8 million, offset by expenditures of \$38.6 million, generates a net surplus of approximately \$1.2 million. In addition, the proposed net income is projected to increase by over \$1 million, as compared with the current year's forecast.

Revenues

Total projected Revenues are anticipated to increase by approximately \$3.5 in comparison to the current year's forecast.

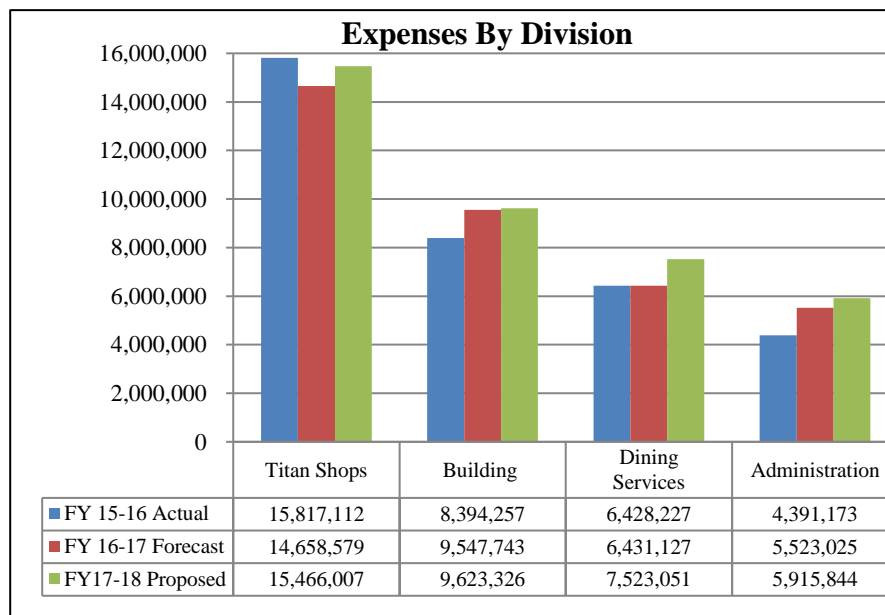


Revenues (continued)

Total revenues for Real Property are projected to increase by \$1,500,000 mainly due to the completion and renting of the Titan Hall building. In addition, the administrative revenues have an anticipated increase of \$700,000 due an added fee charged to enterprise operations, at a rate of 3.5%. Dining Services sales also have an anticipated increase of \$500,000 due to the addition of new venues in the student union. Bookstore revenues are estimated to increase by \$670,000 based on current purchasing trends.

Expenses

ASC's total operational expenses are projected to increase by \$2.4 million in comparison to current year's forecast.



Titan Shops 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 Titan Tech & Office sales; (2) operations - due to the depreciation and maintenance of a new POS system, which will increase operational expenses by approximately \$240,000. However, these additional expenses will be offset by \$140,000 through shifting the positions of Webmaster and Graphic Designer salaries from Titan Shops to ASC's general administrative budget, providing Titan Shops the opportunity to mediate some of the increased expenses. In addition to the above stated increased expenses, Titan Shops' anticipated expenses will now include an administrative fee of 3.5% of total sales, with the exception to Tech sales. Total increased proposed expenses are approximately \$800,000.

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. This additional cost

Expenses (continued)

is offset by the decrease in one time maintenance expenses for 2017.

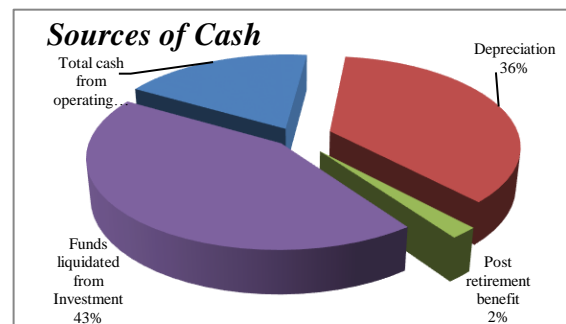
In Dining Services operations, there is an increase in costs due to adding new venues. This will result in additional costs associated with running the venues. Costs such as tenant improvement depreciation, increased cost of goods sold (due to increase in sales), and three additional full-time staff, are essential components to operating the venues. In addition, Dining Services expenses will now include an administrative fee of 3.5%. Total expenses for Dining Services are anticipated to increase by approximately \$1 million.

In comparison to the current year's forecast, Administration Services costs are proposed to increase by approximately \$400,000, due mainly to shifting payroll costs from other operations to Administrative Services. In addition, prior legislation increases minimum wage from \$10.50 to \$11.00 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

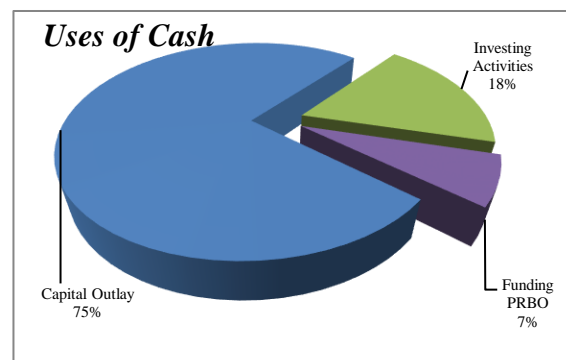
The proposed operating, financing, and non-cash transactions (including depreciation), as reported in the summary of sources of cash, generates \$6.9 million from the following activities:

• Operating surplus	\$ 1,293,000
• Non-cash depreciation	2,501,000
• Post retirement obligation (PRBO)	142,000
• Funds liquidated from Investment	<u>3,000,000</u>
Total cash generated:	\$ 6,936,000



Proposed cash usage of (\$10.7) million is as follows:

• Proposed capital outlay requests	(\$8,046,000)
• Net financing activities	(1,930,000)
• Funding post retirement obligation	<u>(750,000)</u>
Total uses of cash:	(\$ 10,726,000)



CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2017-2018

Auxiliary Services Total

	Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
Sales				
Sales	22,328,296	21,218,017	21,444,081	22,418,931
Other Income	(552,661)	75,000	91,900	24,200
Total Sales	<u>21,775,635</u>	<u>21,293,017</u>	<u>21,535,981</u>	<u>22,443,131</u>
Cost of Goods Sold				
Cost of Sales	13,701,428	12,606,915	12,855,225	13,090,376
Total Cost of Goods Sold	<u>13,701,428</u>	<u>12,606,915</u>	<u>12,855,225</u>	<u>13,090,376</u>
Payroll Expense				
Salaries and Wages	6,891,118	7,078,417	7,220,929	7,543,128
Benefits	1,497,555	1,556,549	1,779,077	1,690,377
Total Payroll Expense	<u>8,388,673</u>	<u>8,634,966</u>	<u>9,000,006</u>	<u>9,233,505</u>
Operating Expenses				
Advertising & Promotion	222,630	211,594	218,506	233,175
Communications	113,707	108,049	101,974	107,354
Taxes & Licenses	258,011	120,909	334,732	140,575
Commission & Royalty	403,111	444,181	463,420	528,546
Supplies	274,847	276,512	264,882	282,654
Depreciation	1,842,600	2,143,227	2,388,135	2,457,325
Bank and Discount Charges	647,499	596,618	638,716	636,506
Insurance	221,227	255,276	225,170	250,941
Debt Service & Interest Exp.	2,436,524	2,309,133	2,582,284	2,367,855
Audit and Legal	198,088	95,756	128,700	94,484
Repairs and Maintenance	1,961,965	2,195,553	1,927,174	2,095,538
Merchant Supplies	323,886	326,040	301,489	285,314
Donations & Scholarships	115,756	134,289	141,900	114,700
Rentals	143,118	616,037	484,826	736,824
Professional Serv/Consultants	710,476	679,251	626,716	574,133
Conference & Travel	91,078	86,422	81,363	85,014
Utilities	1,168,147	1,280,536	1,215,506	1,366,580
Employee Development	294,020	273,554	272,937	307,069
Other Direct Costs	360,789	890,279	890,312	928,099
Departmental Allocation	962,604	976,113	966,245	950,954
Public Relations	55,415	53,329	63,404	59,648
Administrative Fee	47,107	749,483	904,419	1,512,509
Equipment Rental/Expense	88,047	96,452	107,064	88,548
Total Operating Expenses	<u>12,940,652</u>	<u>14,918,593</u>	<u>15,329,874</u>	<u>16,204,345</u>
Commission Income				
Commissions Income	667,003	582,080	662,806	626,697
Total Commission Income	<u>667,003</u>	<u>582,080</u>	<u>662,806</u>	<u>626,697</u>
Other Income				
Unrealized Gain/Loss Investmnt	586	235	0	240
Administrative Services	509,128	1,158,855	1,341,738	1,857,648
Indirect Cost Recoveries	1,857,616	1,897,000	1,941,000	2,036,000

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2017-2018

Auxiliary Services Total

	Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
Investment/Interest Income	144,393	82,112	105,740	84,756
Rental Income	10,188,660	10,053,046	10,890,072	11,534,685
Other Income	1,278,840	1,250,798	1,157,741	1,236,950
Total Other Income	13,979,223	14,442,046	15,436,291	16,750,279
Net Income / (Loss)	1,391,092	156,669	449,968	1,291,878

Summary of Proposed Budget Statement of Activity 17/18

Description	REVENUES			EXPENSES			SURPLUS/(DEFICIT)		
	FY 15-16 Actuals	FY 16-17 Forecast	FY17-18 Proposed	FY 15-16 Actuals	FY 16-17 Forecast	FY17-18 Proposed	FY 15-16 Actuals	FY 16-17 Forecast	FY17-18 Proposed
General Fund:									
Administration	\$ 837,352	\$ 1,382,748	\$ 2,082,569	\$ 2,505,572	\$ 3,624,168	\$ 3,879,844	\$ (1,668,220)	\$ (2,241,420)	\$ (1,797,275)
Grants & Contracts	1,883,586	1,898,957	2,036,000	1,885,601	1,898,857	2,036,000	(2,015)	100	-
Total General Fund	2,720,938	3,281,705	4,118,569	4,391,173	5,523,025	5,915,844	(1,670,235)	(2,241,320)	(1,797,275)
Building Fund									
College Park	4,661,894	4,905,080	4,962,672	3,277,788	4,047,435	3,877,341	1,384,106	857,645	1,085,331
Irvine Campus	3,874,207	4,446,786	4,586,828	3,218,072	3,165,501	3,223,001	656,135	1,281,285	1,363,827
Gables	291,368	299,895	305,940	206,388	211,051	175,532	84,980	88,844	130,408
Titan Hall	1,271,617	549,064	1,832,860	1,137,079	1,592,469	1,960,178	134,538	(1,043,405)	(127,318)
Building Management & Operations	0	0	0	81,293	284,558	42,793	(81,293)	(284,558)	(42,793)
El Dorado Ranch	332,445	369,576	369,576	473,637	246,729	344,481	(141,192)	122,847	25,095
Total Building Fund	10,431,531	10,570,401	12,057,876	8,394,257	9,547,743	9,623,326	2,037,274	1,022,658	2,434,550
Enterprises operations:									
Dining Services									
Food Court	1,906,640	1,847,865	1,573,945	1,841,634	1,851,287	1,591,937	65,006	(3,422)	(17,992)
Catering	747,442	797,145	494,034	863,788	816,220	602,992	(116,346)	(19,075)	(108,958)
Concessions	227,813	223,150	234,325	213,777	277,341	280,334	14,036	(54,191)	(46,009)
Carl's Jr.	810,814	779,045	780,073	846,135	744,045	793,121	(35,321)	35,000	(13,048)
Langsdorf Hall	403,704	403,500	408,200	391,726	384,138	418,319	11,978	19,362	(10,119)
Nutwood Café	375,097	363,700	373,100	389,307	376,545	382,844	(14,210)	(12,845)	(9,744)
Vending/Carts/Rec Express	428,303	404,742	435,910	49,955	54,610	57,519	378,348	350,132	378,391
Starbucks-Library/CBE/TS	2,180,695	2,299,500	2,951,333	1,831,905	1,926,941	3,003,441	348,790	372,559	(52,108)
Pieology	0	0	375,000	0	0	392,544	0	0	(17,544)
Total Campus Dining	7,080,508	7,118,647	7,625,920	6,428,227	6,431,127	7,523,051	652,281	687,520	102,869
Titan Shops Bookstore									
Titan Text & Publishing	5,025,288	4,883,423	4,832,833	4,280,635	4,312,665	4,203,053	744,653	570,758	629,780
E-Services	1,964,334	2,107,935	2,201,248	1,787,111	1,954,214	1,968,897	177,223	153,721	232,351
General Merchandise	2,599,593	2,647,142	2,765,246	1,458,786	1,474,254	1,591,776	1,140,807	1,172,888	1,173,470
Titan Tech & Office	5,154,473	3,926,673	4,506,926	4,846,728	3,619,878	4,223,113	307,745	306,795	283,813
Convenience Stores	1,330,110	1,284,716	1,258,302	1,185,469	1,089,615	1,075,681	144,641	195,101	182,621
Irvine Campus	324,200	356,002	375,807	313,250	324,636	353,338	10,950	31,366	22,469
Operations	(209,114)	140,499	77,380	1,945,133	1,883,317	2,050,149	(2,154,247)	(1,742,818)	(1,972,769)
Total Titan Shops	16,188,884	15,346,390	16,017,742	15,817,112	14,658,579	15,466,007	371,772	687,811	551,735
Total Enterprises Operations	23,269,392	22,465,037	23,643,662	22,245,339	21,089,706	22,989,058	1,024,053	1,375,331	654,604
TOTAL SURPLUS (DEFICIT)	\$ 36,421,861	\$ 36,317,143	\$ 39,820,107	\$ 35,030,769	\$ 36,160,474	\$ 38,528,228	\$ 1,391,092	\$ 156,669	\$ 1,291,879

**SUMMARY OF SOURCES AND USES
OF CASH**
**Prior F.Y.
Actual
2015/16**
**Forecast
Fiscal Year
2016/17**
**Proposed
Budget
2017/18**
SOURCES OF CASH
OPERATING ACTIVITIES

General Fund	\$ (3,912,000)	\$ (2,241,000)	\$ (1,797,000)
Real Property	2,037,000	1,023,000	2,435,000
Bookstores	371,000	688,000	552,000
Dining Services	652,000	688,000	103,000
University Support Programs	667,000	-	-
University Extended Ed. UEE	(250,000)	-	-

TOTAL CASH FROM OPERATING ACTIVITIES	(435,000)	158,000	1,293,000
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NON-CASH TRANSACTIONS

Depreciation	1,843,000	2,142,000	2,501,000
Post retirement benefit	1,012,000	132,000	142,000
Other cash & cash equiv. provided by Operation.	378,000	-	-
TOTAL NON-CASH TRANSACTIONS	3,233,000	2,274,000	2,643,000

FINANCING

Funds Liquidated from Investment	-	2,000,000	3,000,000
TOTAL FINANCING	-	2,000,000	3,000,000

TOTAL SOURCES OF CASH	\$ 2,798,000	\$ 4,432,000	\$ 6,936,000
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USES OF CASH
CAPITAL OUTLAY

Administration - Disaster Recovery			20,000
Bookstores	110,000	678,000	287,000
Dining Services	228,000	396,000	-
Titan Hall Seismic work	-	600,000	1,610,000
Titan Hall Owner Retrofit: HVAC/Landscape/Construction	-	3,000,000	4,530,000
Titan Hall Tenant Improvements	3,600,000	2,450,000	
Irvine Banting Seismic and TI	2,574,000		
College Park Elevator	559,000		-
Prior Year Capital Budget Carry Forward	-	3,650,000	1,597,000

TOTAL CAPITAL OUTLAY	7,071,000	10,774,000	8,044,000
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INVESTING ACTIVITIES

	-	-	
Pay down Heights Balance @ \$2 Mil.	400,000	400,000	400,000
College Park (LT Note \$ 22 Mil.) Principal pmt.	800,000	845,000	880,000
Titan Hall (LT Note \$ 13.5 Mil.) Principal pmt.	46,000	195,000	205,000
Irvine Campus (LT Note \$ 30.15 Mil.) Principal pmt.	420,000	430,000	445,000

TOTAL INVESTING ACTIVITIES	\$ 1,666,000	\$ 1,870,000	\$ 1,930,000
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OTHER USES OF CASH

Funding Post Retirement Obligation	750,000	750,000	750,000
TOTAL OTHER USES OF CASH	750,000	750,000	750,000

TOTAL USES OF CASH	9,487,000	13,394,000	10,724,000
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NET SOURCES & (USES) OF CASH	(6,689,000)	(8,962,000)	(3,788,000)
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Net Cash & cash equivalents at beginning of year	24,949,000	18,260,000	9,298,000
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Cash and cash equivalent at year end	\$ 18,260,000	\$ 9,298,000	\$ 5,510,000
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Capital Outlay

2017-2018 Capital Outlay

Administration

Disaster Recovery/Business Continuity project	20,000	
Total Administration		\$ 20,000

Bookstore

POS System upgrade additional hardware	132,000	
Camera security System	122,000	
Brief Stop - Renovation or Relocation	35,000	
Total Bookstore		289,000
Total Bookstore		289,000

Real Property Operations

Titan Hall Seismic

Seismic retrofit remaining costs	1,500,000	
Inspection of seismic work	90,000	
Civil Engineer	20,000	
		1,610,000

Titan Hall Owner Retrofit

HVAC	1,300,000	
Civil Engineer	10,000	
Roofing	150,000	
Elevator retrofit	150,000	
Construction	2,500,000	
Plan Checker	5,000	
Leed certification	15,000	
Landscape	400,000	
		4,530,000

Total Real Property Operations		6,140,000
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Total Capital Requested - fiscal year 2017-2018	\$ 6,449,000
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Prior Year Capital Budget Carry Forward

Dining services	1,403,600	
Bookstore	193,400	
Total Capital Carry Forward	\$	1,597,000

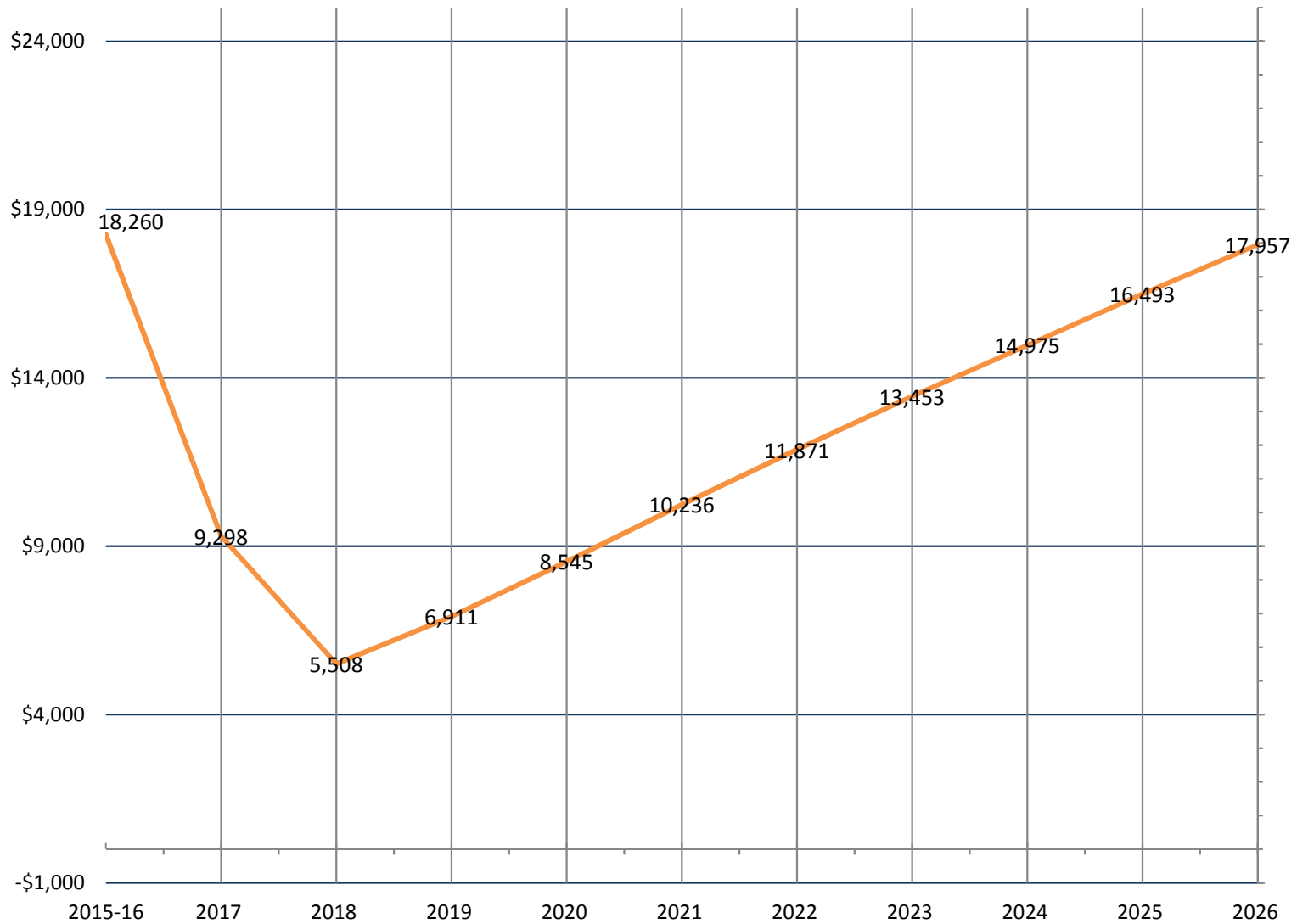
Total FY17/18 Proposed Capital and Prior Year Carry Forward	\$ 8,046,000
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Long-Term Cash Flow Projections

Cash Flow Projections 2017- 2026

Long-term Cash Flow Projections \$(000's)	Audited Financials	Forecast	Proposed	Projections								
	2015-16	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2018-26
<u>SOURCES OF CASH</u>												
Operating Activities												
General Fund	(3,912)	(2,241)	(1,797)	(1,815)	(1,833)	(1,851)	(1,870)	(1,889)	(1,908)	(1,927)	(1,946)	(19,076)
Real Property	2,037	1,023	2,435	2,459	2,484	2,558	2,584	2,610	2,636	2,715	2,742	24,247
Bookstores	371	688	552	558	563	569	574	580	586	592	598	5,859
Dining Services	652	688	103	104	105	106	107	108	109	110	112	1,653
University Support Programs	667	-	-	-	-	-	-	-	-	-	-	-
University Extended Ed. UEE	(250)	-	-	-	-	-	-	-	-	-	-	-
Total Cash from Operating Activities	(435)	158	1,293	1,306	1,319	1,382	1,396	1,410	1,424	1,491	1,506	12,683
Non-cash transactions												
Depreciation	1,843	2,142	2,501	2,300	2,323	2,346	2,370	2,393	2,417	2,441	2,466	23,700
Post Retirement Benefit	1,012	132	142	152	157	177	182	188	193	199	205	1,728
Other Cash & Cash Equiv. Provided by Operation.	378	-	-	-	-	-	-	-	-	-	-	-
Total Non-Cash Transactions	3,233	2,274	2,643	2,452	2,480	2,523	2,552	2,581	2,611	2,641	2,671	25,428
Total non-cash transactions & Operating Activities	2,798	2,432	3,936	3,758	3,799	3,905	3,948	3,991	4,034	4,131	4,177	38,111
Financing												
Funds Liquidated from Investment		2,000	3,000									5,000
Total Financing	-	2,000	3,000	-	-	-	-	-	-	-	-	5,000
TOTAL SOURCES OF CASH	2,798	4,432	6,936	3,758	3,799	3,905	3,948	3,991	4,034	4,131	4,177	43,111
<u>USES OF CASH</u>												
Capital Outlay	(7,071)	(10,774)	(8,046)	(450)	(455)	(459)	(464)	(468)	(473)	(478)	(482)	(22,549)
Investing Activities												
Titan Hall Liability @ (LT Note \$ 13.25 Mil.)	(46)	(195)	(205)	(215)	(255)	(230)	(245)	(255)	(265)	(275)	(285)	(2,425)
Housing Authority LT Liability - Principal \$2 Mil.	(400)	(400)	(400)	(300)	-	-	-	-	-	-	-	(1,100)
Irvine Campus (LT Note \$ 30.15 Mil.) Principal Pmt.	(420)	(430)	(445)	(465)	(490)	(515)	(540)	(570)	(600)	(630)	(660)	(5,345)
College Park (LT Note \$ 22 Mil.) Principal Pmt.	(800)	(845)	(880)	(925)	(965)	(1,010)	(1,065)	(1,115)	(1,175)	(1,230)	(1,285)	(10,495)
Other Uses of Cash												
Funding Post Retirement Obligation	(750)	(750)	(750)									(1,500)
Total Other Uses of Cash	(2,416)	(2,620)	(2,680)	(1,905)	(1,710)	(1,755)	(1,850)	(1,940)	(2,040)	(2,135)	(2,230)	(20,865)
TOTAL USES OF CASH	(9,487)	(13,394)	(10,726)	(2,355)	(2,165)	(2,214)	(2,314)	(2,408)	(2,513)	(2,613)	(2,712)	-
NET SOURCES & (USES) OF CASH	(6,689)	(8,962)	(3,790)	1,403	1,634	1,691	1,634	1,583	1,522	1,519	1,464	-
Net Cash /Cash Equivalents at Beginning of Year	24,949	18,260	9,298	5,508	6,911	8,545	10,236	11,871	13,453	14,975	16,493	-
Cash/cash Equivalent At Year End	18,260	9,298	5,508	6,911	8,545	10,236	11,871	13,453	14,975	16,493	17,957	-

10 year Cash Flow Projections 2017-2026



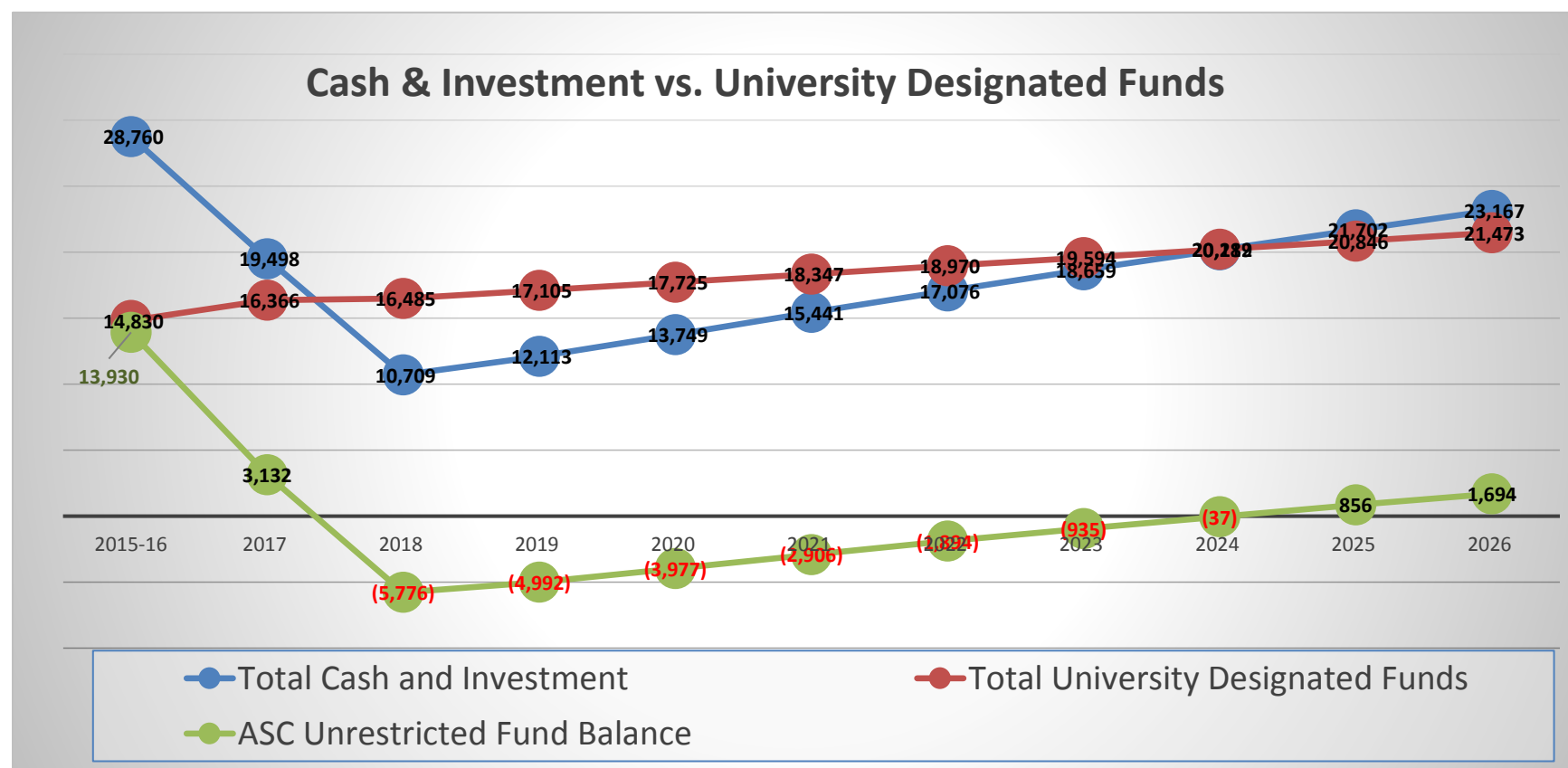
Cash flow projection

The ASC's cash/cash equivalent, and investments, at the end of fiscal year 2016-17 is forecasted to be approximately \$19 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, 2017, the balance of these funds is anticipated to be \$16 million which leaves the ASC with \$3 million of its own unrestricted funds.

Long-term Cash Flow Projections \$(000's)		Audited Financials	Forecast	Proposed	Projections							
		2015-16	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Cash/cash Equivalent At Year End		18,260	9,298	5,508	6,911	8,545	10,236	11,871	13,453	14,975	16,493	17,957
Investment Activities		10,500	10,200	5,201	5,202	5,203	5,204	5,205	5,206	5,207	5,208	5,209
Total Cash and Investment		28,760	19,498	10,709	12,113	13,749	15,441	17,076	18,659	20,182	21,702	23,167
Gifts to University Designated From ASC Operations		432	839	505	505	505	505	505	505	505	505	505
Board Designated Gifts & IDC Distributions		3,700	4,539	5,044	5,549	6,054	6,559	7,064	7,569	8,074	8,579	9,084
Deposit Held in Custody for Others		1,430	1,427	1,441	1,456	1,470	1,485	1,500	1,515	1,530	1,545	1,561
University Support Programs and UEE Accounts		9,700	10,400	10,000	10,100	10,201	10,303	10,406	10,510	10,615	10,721	10,829
Total University Designated Funds		14,830	16,366	16,485	17,105	17,725	18,347	18,970	19,594	20,219	20,846	21,473
ASC Unrestricted Fund Balance		13,930	3,132	(5,776)	(4,992)	(3,977)	(2,906)	(1,894)	(935)	(37)	856	1,694

Cash flow projection (continued)

Total capital projects anticipated for fiscal year 2017-2018 equal \$8 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, which cost over \$6 million. As ASC continues to complete the project, and construction sums become due, ASC will have to borrow from the 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 2017-2018 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 \$2,276,000 charged to campus programs operations, UEE, post-award sponsored programs, real property operations, and enterprise operations.

The proposed budget revenues are projected to increase by \$700,000 due to these additional administrative fees charged to the enterprise operations. Wages and Salary has incurred an increase of \$370,000 due to the shifting the positions of Webmaster and Graphic Designer salaries from the Titan Shops to administrative services, and the addition of a full-time Marketing Director position. Operating expenses are expected to increase by \$80,000 for rental expenses as the administrative offices will be occupying the current space for the full fiscal year.

Therefore, for the budget year, the administrative division has a budgeted deficit of (\$1.7) million, which is offset by other operations net income.

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2017-2018

Administration Services

	Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
Sales				
Payroll Expense				
Salaries and Wages	2,483,151	2,601,176	2,706,150	2,887,480
Benefits	631,914	673,980	836,852	757,550
Total Payroll Expense	<u>3,115,065</u>	<u>3,275,156</u>	<u>3,543,002</u>	<u>3,645,030</u>
Operating Expenses				
Advertising & Promotion	0	700	825	700
Communications	31,150	27,843	30,437	29,040
Taxes & Licenses	(1,951)	5,816	3,480	4,946
Supplies	27,754	30,272	27,965	30,987
Depreciation	35,794	33,895	40,925	30,245
Bank and Discount Charges	28,261	26,068	27,500	26,496
Insurance	18,460	17,286	19,788	17,029
Audit and Legal	116,517	81,628	66,000	77,084
Repairs and Maintenance	94,166	117,222	90,838	105,600
Merchant Supplies	5,531	657	36	882
Donations & Scholarships	9,554	52,621	55,300	34,000
Rentals	(24,304)	456,402	300,840	536,184
Professional Serv/Consultants	143,251	143,818	174,216	124,922
Conference & Travel	63,348	54,081	45,750	45,206
Employee Development	149,048	139,211	133,242	159,849
Other Direct Costs	(454,406)	14,685	22,019	18,960
Departmental Allocation	962,604	976,113	966,245	950,954
Public Relations	48,150	49,013	46,850	55,580
Equipment Rental/Expense	23,177	20,540	21,300	22,150
Total Operating Expenses	<u>1,276,104</u>	<u>2,247,871</u>	<u>2,073,556</u>	<u>2,270,814</u>
Commission Income				
Commissions Income	80,000	80,000	80,000	80,000
Total Commission Income	<u>80,000</u>	<u>80,000</u>	<u>80,000</u>	<u>80,000</u>
Other Income				
Unrealized Gain/Loss Investmnt	770	0	0	0
Administrative Services	509,128	1,158,855	1,341,738	1,857,648
Indirect Cost Recoveries	1,857,616	1,897,000	1,941,000	2,036,000
Investment/Interest Income	137,250	79,512	101,000	82,116
Other Income	136,174	66,338	65,000	62,805
Total Other Income	<u>2,640,938</u>	<u>3,201,705</u>	<u>3,448,738</u>	<u>4,038,569</u>
Net Income / (Loss)	<u>(1,670,235)</u>	<u>(2,241,320)</u>	<u>(2,087,821)</u>	<u>(1,797,275)</u>

Real Property

Real Property Operations Project Summary

Rental income from the ASC's real property is budgeted to increase 12% due to an increase in Titan Hall's rental income. In addition, while expenses are projected to increase due to an increase in costs for Titan Hall's depreciation, all other buildings' revenues and expenditures are projected to remain relatively the same.

College Park:

College Park is our largest building with over 200,000 square feet. The biggest opportunity we have for the 2017-18 year will be the weather stripping around the windows. We had some water leaks during the rains earlier this year so we will be checking all the windows this summer. We will be doing some tenant improvements over the next 6 months as departments relocate from College Park to Titan Hall. We are continuing to upgrade with LED bulbs whenever possible to reduce our energy consumption. No capital expenditures are planned for 2017-18.

1 Banting:

Western States College of Law has leased approximately 55,000 square of the total 65,000 square foot building. The University is leasing approximately 9,000 square feet and we will have his tenant improvements completed by the first of August 2017. We plan on building a Café in the remaining 1,000 square feet in the near future.

3 Banting:

3 Banting is the home of the CSUF Irvine Campus that opened on January 1, 2011. The building is in great condition and only requires routine maintenance. We are replacing any non-functioning light bulbs with LED bulbs to help lower our energy requirements.

El Dorado Ranch:

We will be renovating the back patio this year with a new tile floor and refurbished wrought iron railing. We have installed new lighting fixtures in the 2 breezeways and will be installing new ceiling fans on the patio.

Titan Hall-UEE:

The seismic work has taken much longer than expected and cost more than we had anticipated. The final cost of seismic will be approximately \$5,000,000. The building improvements including a new HVAC system, a sprinkler system, new plumbing, and new bathrooms will be approximately \$4,500,000. The move-in date for UEE and campus IT will be late summer or early fall of 2017.

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2017-2018

Real Property Operation

	Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
Sales				
Other Income	(246,508)	0	0	0
Total Sales	(246,508)	0	0	0
Payroll Expense				
Salaries and Wages	317,211	346,149	319,605	237,477
Benefits	70,345	85,323	80,284	68,220
Total Payroll Expense	387,556	431,472	399,889	305,697
Operating Expenses				
Communications	14,434	10,644	12,120	8,072
Taxes & Licenses	251,056	100,509	320,551	121,268
Supplies	55,790	72,204	57,010	83,080
Depreciation	1,405,447	1,790,946	1,854,056	1,990,333
Bank and Discount Charges	34,305	29,984	25,000	30,000
Insurance	160,797	196,761	162,264	186,536
Debt Service & Interest Exp.	2,436,524	2,309,133	2,582,284	2,367,855
Audit and Legal	81,571	14,128	62,700	17,400
Repairs and Maintenance	1,534,452	1,756,989	1,532,179	1,547,619
Professional Serv/Consultants	385,332	308,246	266,822	274,924
Conference & Travel	2,520	2,671	2,304	2,844
Utilities	818,792	915,701	818,443	958,960
Other Direct Costs	775,666	845,257	845,000	880,000
Public Relations	373	46	375	50
Administrative Fee	47,107	749,483	904,419	844,804
Equipment Rental/Expense	2,534	13,566	3,780	3,880
Total Operating Expenses	8,006,700	9,116,268	9,449,307	9,317,625
Other Income				
Unrealized Gain/Loss Investmnt	(184)	235	0	240
Investment/Interest Income	7,143	2,600	4,740	2,640
Rental Income	9,855,646	9,785,494	10,547,703	11,270,424
Other Income	815,434	782,072	798,932	784,572
Total Other Income	10,678,039	10,570,401	11,351,375	12,057,876
Net Income / (Loss)	2,037,275	1,022,658	1,502,178	2,434,550

Enterprises

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2017-2018

Enterprises Total

	Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
Sales				
Sales	22,328,296	21,218,017	21,444,081	22,418,931
Other Income	(306,153)	75,000	91,900	24,200
Total Sales	<u>22,022,143</u>	<u>21,293,017</u>	<u>21,535,981</u>	<u>22,443,131</u>
Cost of Goods Sold				
Cost of Sales	13,701,428	12,606,915	12,855,225	13,090,376
Total Cost of Goods Sold	<u>13,701,428</u>	<u>12,606,915</u>	<u>12,855,225</u>	<u>13,090,376</u>
Payroll Expense				
Salaries and Wages	4,090,756	4,131,092	4,195,174	4,418,171
Benefits	795,296	797,246	861,941	864,607
Total Payroll Expense	<u>4,886,052</u>	<u>4,928,338</u>	<u>5,057,115</u>	<u>5,282,778</u>
Operating Expenses				
Advertising & Promotion	222,630	210,894	217,681	232,475
Communications	68,123	69,562	59,417	70,242
Taxes & Licenses	8,906	14,584	10,701	14,361
Commission & Royalty	403,111	444,181	463,420	528,546
Supplies	191,303	174,036	179,907	168,587
Depreciation	401,359	318,386	493,154	436,747
Bank and Discount Charges	584,933	540,566	586,216	580,010
Insurance	41,970	41,229	43,118	47,376
Repairs and Maintenance	333,347	321,342	304,157	442,319
Merchant Supplies	318,355	325,383	301,453	284,432
Donations & Scholarships	106,202	81,668	86,600	80,700
Rentals	167,422	159,635	183,986	200,640
Professional Serv/Consultants	181,893	227,187	185,678	174,287
Conference & Travel	25,210	29,670	33,309	36,964
Utilities	349,355	364,835	397,063	407,620
Employee Development	144,972	134,343	139,695	147,220
Other Direct Costs	39,529	30,337	23,293	29,139
Public Relations	6,892	4,270	16,179	4,018
Administrative Fee	0	0	0	667,705
Equipment Rental/Expense	62,336	62,346	81,984	62,518
Total Operating Expenses	<u>3,657,848</u>	<u>3,554,454</u>	<u>3,807,011</u>	<u>4,615,906</u>
Commission Income				
Commissions Income	587,003	502,080	582,806	546,697
Total Commission Income	<u>587,003</u>	<u>502,080</u>	<u>582,806</u>	<u>546,697</u>
Other Income				
Rental Income	333,014	267,552	342,369	264,261
Other Income	327,232	402,388	293,809	389,573
Total Other Income	<u>660,246</u>	<u>669,940</u>	<u>636,178</u>	<u>653,834</u>
Net Income / (Loss)	<u>1,024,051</u>	<u>1,375,331</u>	<u>1,035,611</u>	<u>654,603</u>

Titan Shops

Titan Shops Project Summary

Titan Shops revenue for FY 2017-18 is expected to increase by 4.9% over the current year's forecast due to increased sales in all General Merchandise categories. The overall Cost of Goods Sold (69.8%) is budgeted to decrease 1.1% due to expected benefits from implementing the new NetSuite software system. Total operating expenses for Titan Shops (excluding the ASC's Administrative Fee) are expected to increase by 9.7%, mainly due to added depreciation and maintenances costs for the NetSuite system and security cameras. The 17-18 budget includes the required annual minimum wage increase that will go into effect January 1, 2018, and reflects a shift in marketing staff from Titan Shops to the ASC in an effort to consolidate shared services.

The requested capital expenditure proposed for FY 2017-18 designates \$122,000 for an improved security camera system that will tie into the UPD system; along with \$35,000 to replace the wall of the Brief convenience store that needs to be structurally repaired (both were postponed in 16-17). An additional, \$131,700 is requested for the new POS hardware.

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2017-2018

Titan Shops

	Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
Sales				
Sales	15,903,982	14,757,202	15,292,676	15,473,073
Other Income	(306,153)	0	0	0
Total Sales	<u>15,597,829</u>	<u>14,757,202</u>	<u>15,292,676</u>	<u>15,473,073</u>
Cost of Goods Sold				
Cost of Sales	11,646,053	10,464,651	10,796,003	10,803,966
Total Cost of Goods Sold	<u>11,646,053</u>	<u>10,464,651</u>	<u>10,796,003</u>	<u>10,803,966</u>
Payroll Expense				
Salaries and Wages	2,068,179	2,141,792	2,093,078	2,033,858
Benefits	387,219	393,216	435,231	384,484
Total Payroll Expense	<u>2,455,398</u>	<u>2,535,008</u>	<u>2,528,309</u>	<u>2,418,342</u>
Operating Expenses				
Advertising & Promotion	155,896	150,806	155,929	156,693
Communications	49,061	51,986	41,791	50,022
Taxes & Licenses	2,424	3,809	2,814	2,631
Commission & Royalty	48,361	39,840	51,932	42,623
Supplies	99,372	98,956	93,377	91,400
Depreciation	134,686	135,091	229,290	171,463
Bank and Discount Charges	335,980	300,151	322,649	305,827
Insurance	22,574	21,905	23,512	21,660
Repairs and Maintenance	164,548	134,706	136,278	268,473
Merchant Supplies	69,924	85,583	63,676	66,322
Donations & Scholarships	97,820	78,868	79,850	76,100
Rentals	62,958	61,728	62,842	65,212
Professional Serv/Consultants	139,334	171,636	157,398	154,091
Conference & Travel	18,052	18,650	24,129	23,180
Utilities	158,599	159,778	195,358	169,119
Employee Development	93,720	88,977	95,035	90,460
Other Direct Costs	28,785	21,699	16,706	22,940
Public Relations	6,199	3,798	16,179	3,518
Administrative Fee	0	0	0	423,764
Equipment Rental/Expense	27,360	30,952	47,614	38,198
Total Operating Expenses	<u>1,715,653</u>	<u>1,658,919</u>	<u>1,816,359</u>	<u>2,243,696</u>
Commission Income				
Commissions Income	231,033	205,943	231,621	219,478
Total Commission Income	<u>231,033</u>	<u>205,943</u>	<u>231,621</u>	<u>219,478</u>
Other Income				
Rental Income	219,099	161,602	240,849	158,301
Other Income	140,923	221,643	154,233	166,890
Total Other Income	<u>360,022</u>	<u>383,245</u>	<u>395,082</u>	<u>325,191</u>
Net Income / (Loss)	<u>371,771</u>	<u>687,812</u>	<u>778,708</u>	<u>551,738</u>

Dining Services

Dining Services Operations Project Summary

California Minimum Wage will once again be increasing by .50 cents to \$11.00 per hour as it enters the second of a six-step increment which will bring us to \$15.00 per hour in 2022. As we plan for these increases, Dining Services must focus on continuing to grow revenue in existing operations as well as put forth new plans to meet these challenges.

Making sure existing operations are performing to their fullest potential is always key in our business. This past year we have seen a number of our retail venues reach new milestones in both top line revenue as well as net income results.

With the success of our two Starbucks locations (in both revenue and net income) and the addition of our third Starbucks store (currently underway) to be added to the newly-expanded Titan Student Union, our campus is extremely excited about seeing this new store come to fruition in the Fall. Currently our two Starbucks locations are among the highest volume stores in Orange County.

Our industry is always on the cutting edge as it relates to customer satisfaction and bringing new and exciting food and beverage ideas to the marketplace. Many of the brands that connect with our customer base have been ever-changing. One of these products in particular has been pizza, and the popularity of this product. Campus Dining has been fortunate to partner with an innovative leader in this field, and that name is Pieology.

The Pieology brand name resonates with our students and has made the local store in Fullerton #1 out of approximately 100 locations. We will soon be starting the process of bringing Pieology to CSUF and will have the distinction of being the first University in the US to operate this brand.

Another concept we have been working on is Hibachi-San, a healthy Japanese food concept featuring Poke Bowls (fish salad), seafood protein rice bowls. Our student population is one of the largest demographic consumers of this healthy meal option and we have been fortunate to partner with the industry leader to bring this product to CSUF.

Last but not least, our Tapingo Mobile Order/Mobile Pay App, has continued to grow in popularity as our student's use of this technology has enabled them to reduce time waiting in line. Activity since launching in Spring 2016 has more than tripled.

Needless to say, Campus Dining is extremely excited about FY 17-18 and look forward to continuing to grow our business through customer satisfaction and remaining to be a strong contributor to our own ASC's bottom line.

CSU Fullerton Auxiliary Services Corporation
Consolidated Budget Comparison Summary
For Proposed Budget Year 2017-2018

Dining Services

	Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
Sales				
Sales	6,424,314	6,460,815	6,151,405	6,945,858
Other Income	0	75,000	91,900	24,200
Total Sales	6,424,314	6,535,815	6,243,305	6,970,058
Cost of Goods Sold				
Cost of Sales	2,055,375	2,142,264	2,059,222	2,286,410
Total Cost of Goods Sold	2,055,375	2,142,264	2,059,222	2,286,410
Payroll Expense				
Salaries and Wages	2,022,577	1,989,300	2,102,096	2,384,313
Benefits	408,077	404,030	426,710	480,123
Total Payroll Expense	2,430,654	2,393,330	2,528,806	2,864,436
Operating Expenses				
Advertising & Promotion	66,734	60,088	61,752	75,782
Communications	19,062	17,576	17,626	20,220
Taxes & Licenses	6,482	10,775	7,887	11,730
Commission & Royalty	354,750	404,341	411,488	485,923
Supplies	91,931	75,080	86,530	77,187
Depreciation	266,673	183,295	263,864	265,284
Bank and Discount Charges	248,953	240,415	263,567	274,183
Insurance	19,396	19,324	19,606	25,716
Repairs and Maintenance	168,799	186,636	167,879	173,846
Merchant Supplies	248,431	239,800	237,777	218,110
Donations & Scholarships	8,382	2,800	6,750	4,600
Rentals	104,464	97,907	121,144	135,428
Professional Serv/Consultants	42,559	55,551	28,280	20,196
Conference & Travel	7,158	11,020	9,180	13,784
Utilities	190,756	205,057	201,705	238,501
Employee Development	51,252	45,366	44,660	56,760
Other Direct Costs	10,744	8,638	6,587	6,199
Public Relations	693	472	0	500
Administrative Fee	0	0	0	243,941
Equipment Rental/Expense	34,976	31,394	34,370	24,320
Total Operating Expenses	1,942,195	1,895,535	1,990,652	2,372,210
Commission Income				
Commissions Income	355,970	296,137	351,185	327,219
Total Commission Income	355,970	296,137	351,185	327,219
Other Income				
Rental Income	113,915	105,950	101,520	105,960
Other Income	186,309	180,745	139,576	222,683
Total Other Income	300,224	286,695	241,096	328,643
Net Income / (Loss)	652,280	687,519	256,903	102,865

Auxiliary Services

Consolidated Budget Details

CSU Fullerton Auxiliary Services Corporation

Consolidated Budget Division Details

Auxiliary Services Detail

		Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
Sales					
Sales					
6055	Non-serialized Rental Income	1,744,519	1,765,592	1,851,462	1,739,308
6402	Taxable Sales	14,392,212	14,792,974	14,588,062	15,231,283
6403	Nontaxable Sales	6,150,518	4,597,500	4,901,642	5,424,460
6405	Miscellaneous Sales	113,818	125,001	152,900	87,750
6450	Sales Discounts	(72,771)	(63,050)	(49,985)	(63,870)
Other Income					
6600	Interdepartment Sales/Transfer	(552,661)	75,000	91,900	24,200
	Total Sales	21,775,635	21,293,017	21,535,981	22,443,131
Cost of Goods Sold					
Cost of Sales					
7001	Cost of Sales	12,542,740	11,246,084	11,756,141	11,977,419
7055	Non-serialized Rental Costs	1,158,688	1,360,831	1,099,084	1,112,957
	Total Cost of Goods Sold	13,701,428	12,606,915	12,855,225	13,090,376
Payroll Expense					
Salaries and Wages					
8167	Salary/Wages - Part Time	609,690	857,180	1,780,678	1,950,226
8187	Staff/Faculty Reimburse-Salary	153,789	160,913	154,968	150,187
8226	CSU Additional Pay	4,000	4,000	0	3,996
8267	Salary/Wages - Full Time	4,355,424	4,564,881	4,766,241	5,083,952
8325	Salary/Wage Student Assistant	1,441,091	1,267,676	387,220	339,507
8326	OT/DT Student Assistant Wages	6,994	2,984	48	2,500
8330	Salary/Wage Graduate Assistant	117,187	55,903	0	7,960
8331	OT/DT Graduate Assistant Wage	343	235	0	0
8367	Part Time/Partial Benefits	119,751	106,300	126,150	0
8467	OT/DT Misc Salary/Wage	9,766	6,806	0	3,000
8567	OT/DT Full Time/Benefits	70,804	49,039	5,624	1,800
8667	OT/DT Part Time/Benefits	2,279	2,500	0	0
Benefits					
8099	Misc Benefits/Accrual	0	1,960	65,856	0
8158	Employer FICA Expense	402,274	388,027	403,140	437,171
8159	Employer SUI Expense	(24,770)	26,684	35,613	35,524
8160	Employer Workers Comp Expense	79,137	70,496	135,492	118,258
8161	Employer Life Insurance Exp	9,870	10,003	10,426	12,075
8163	Staff Benefit-LT Disability	7,932	5,236	8,971	10,045
8164	Employer Dental Insurance Exp	46,694	45,938	35,699	41,692
8165	Employer Health Insurance Exp	541,642	583,733	620,277	629,266
8166	Employer Retirement Expense	340,603	340,894	366,969	328,241
8189	Employer Vision Care Expense	8,823	9,667	12,204	9,936
8210	Postretirement Benefit	46,346	47,275	70,468	65,767
8227	CSU Additional Pay Benefits	58	58	58	58
8268	Other Flex Benefits	6,069	5,987	5,904	600
8361	30 HR ER Life Ins Expense	90	181	0	616
8364	30 HR ER Dental Expense	(235)	665	0	1,128
8365	Health-Partial Benefits	21,179	19,745	8,000	0
8370	Vacation Benefit Accrual	11,843	0	0	0
Professional Serv/Consultants					

CSU Fullerton Auxiliary Services Corporation

Consolidated Budget Division Details

Auxiliary Services Detail

	Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
Total Payroll Expense	8,388,673	8,634,966	9,000,006	9,233,505
Operating Expenses				
Nonrecoverable Expenses				
Legal/Accounting Expenses				
Advertising & Promotion				
8110 Advertising and Promotion	79,142	79,562	70,302	86,289
8201 Local Advertising	14,670	9,455	15,690	18,483
8205 Promotional Items	36,764	39,319	40,265	38,742
8948 Promotion-Low Price Guarantee	50,304	39,158	50,249	43,661
8972 Promotion-Requisition Rewards	41,750	44,100	42,000	46,000
Communications				
8112 Telephone and Communication	80,094	74,764	79,748	75,692
8212 Postage and Delivery	33,613	33,285	22,226	31,662
Taxes & Licenses				
8103 Taxes & Licenses	(18,571)	44,400	37,581	44,307
8284 Property Tax Expense	276,582	76,509	297,151	96,268
Commission & Royalty				
8115 Commission Expense	139,592	134,897	193,237	131,419
8194 Athletics Concession Expense	25,945	24,723	25,150	30,093
8195 Royalty	237,574	228,773	229,710	308,453
8216 Sports Complex Commission Exp	0	55,788	15,323	58,581
Supplies				
8121 Supplies-Expendable	148,227	153,193	149,480	161,920
8123 Printing	8,679	6,394	12,815	5,275
8146 Supplies-Office	61,167	61,765	47,577	58,802
8202 Supplies-Linen	8,887	7,250	8,700	4,850
8206 Supplies-Cleaning	47,887	47,910	46,310	51,807
Depreciation				
8122 Depreciation	1,838,742	2,142,052	2,387,127	2,456,325
8222 Intangible Amortization	3,858	1,175	1,008	1,000
Bank and Discount Charges				
8108 Services-Bank Charges	77,170	69,386	69,889	72,003
8181 Credit Card Fees	570,329	527,232	568,827	564,503
Insurance				
8132 Insurance-General	221,227	255,276	225,170	250,941
Debt Service & Interest Exp.				
8134 Interest Expense	49,056	0	0	0
8278 Debt Service Expense	2,387,468	2,309,133	2,582,284	2,367,855
Audit and Legal				
8138 Services-Financial/Audit	114,117	86,411	65,400	80,400
8139 Services-Legal	83,971	9,345	63,300	14,084
Repairs and Maintenance				
8142 Repairs & Maintenance	244,648	603,198	672,215	240,730
8152 Maintenance-Pest Control	31,281	35,168	24,734	27,384
8169 Maintenance-Contracts	289,414	332,848	275,396	436,835
8176 Maintenance-Vehicles	2,362	2,964	2,850	3,530
8242 Maintenance-Building	174,569	89,079	93,044	291,098
8378 Maintenance-HVAC Repair	238,778	99,772	70,415	101,064
8379 Services-Custodial	458,704	552,055	463,295	687,458

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		Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
8380	Maintenance-Electrical Repair	213,175	45,690	35,265	28,400
8381	Maintenance-Elevator Repair	53,368	50,433	45,046	46,226
8382	Maintenance-Plumbing Repairs	27,726	70,990	39,850	38,350
8383	Maintenance-Landscape Repair	154,252	224,933	158,065	139,265
8384	Maintenance-Parking Lot Repair	12,786	35,696	12,550	17,780
8385	Maintenance-Fire Safety/Sprin	60,902	52,727	34,449	37,418
Merchant Supplies					
8125	Processing Fees	3,878	2,682	66	3,272
8126	Fees	3,000	0	0	0
8192	Supplies-Merchant	90,891	109,420	87,046	91,301
8197	Supplies-Uniforms	11,009	11,545	9,490	8,705
8214	Resale Product and Inventory C	44,026	43,513	47,500	23,445
8215	Paper Supplies	171,082	158,880	157,387	158,591
Donations & Scholarships					
8157	Donations	74,006	90,439	99,900	68,700
8168	Student Scholarships & Awards	41,750	43,850	42,000	46,000
Rentals					
8153	Rental-Building/Space	127,305	600,037	468,826	720,824
8230	Rental-Caps & Gowns	15,813	16,000	16,000	16,000
Stipends/Honorariums					
Professional Serv/Consultants					
8114	Services-Consultants	100,720	64,940	46,100	61,000
8120	Services-Contracted	203,842	177,968	230,154	149,727
8188	Services-Temporary Help	107,135	116,301	60,200	47,324
8220	Safety/Security	177,886	200,274	169,651	216,070
8238	Payroll Processing	120,893	119,768	120,611	100,012
Conference & Travel					
8116	Travel-Conference	51,841	50,676	56,176	62,618
8173	Travel	36,685	33,188	22,883	19,832
8184	Parking Expense	2,552	2,558	2,304	2,564
Utilities					
8172	Trash Removal	63,715	84,318	60,396	71,875
8177	Utilities	310,077	326,240	359,650	364,605
8375	Electricity	696,496	755,068	686,260	795,200
8376	Gas/Heating Fuel	50,121	65,664	57,860	75,400
8377	Water/Sewer	47,738	49,246	51,340	59,500
Program Costs					
Employee Development					
8144	Employee Development	35,102	19,807	24,700	19,753
8170	Employee Text Incentive	137,765	129,427	130,805	144,216
8219	Retiree Health Expense	121,153	124,320	117,432	143,100
Other Direct Costs					
8109	Spoilage	5,453	2,650	2,960	2,214
8111	Bad Debt Expense	1,600	1,650	1,500	1,800
8117	Dues, Membership, Subscription	33,227	30,671	32,336	31,113
8128	Cash Short/Over	6,945	3,745	3,356	3,317
8133	Supplies-Instructional	0	1,423	0	1,452
8137	Reference Materials	1,040	0	1,416	0
8143	Materials	495	3,290	0	2,640
8147	Other Direct Costs	305,778	841,400	845,000	880,000
8154	Publication Costs	0	19	0	0

CSU Fullerton Auxiliary Services Corporation

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Auxiliary Services Detail

		Prior FY Actual 15-16	Forecast 16-17	Current Year Budget 16-17	Proposed Budget 17-18
8204	Recruitment	4,397	2,862	1,744	2,796
8221	Restocking Fees	1,854	2,569	2,000	2,767
Departmental Allocation					
8198	Departmental Allocation	26,924	15,000	45,360	0
8199	IDC Allocation	935,680	961,113	920,885	950,954
Public Relations					
8118	Board Relations	37,168	35,708	32,350	23,100
8140	Hospitality/Food & Beverages	2,341	2,423	3,300	3,235
8148	Public Relations	15,906	15,198	27,754	33,313
Administrative Fee					
8105	Administrative Fee	0	0	0	667,705
8283	Property Management Expense	47,107	749,483	904,419	844,804
Equipment Rental/Expense					
8130	Equipment-Expendable	75,746	83,389	85,604	75,338
8155	Rental-Equipment	12,301	13,063	21,460	13,210
	Total Operating Expenses	12,940,652	14,918,593	15,329,874	16,204,345
Commission Income					
Commissions Income					
6202	Maui Wowi	1,570	1,500	4,300	1,600
6203	Michaelangelos Pizza	0	0	100	0
6206	Vendor Commissions	18,975	15,450	20,200	18,850
6209	Commissions Income	304,819	256,904	304,056	305,688
6227	Licensing Income	31,934	23,434	15,000	25,200
6228	First Class Vending Commission	51,611	40,000	54,800	40,000
6229	Pepsi Commission Income	84,664	71,272	85,020	72,000
6230	Juice It Up Commission Income	78,657	73,275	81,250	74,350
6231	Kettle Masters Commission Incm	6,296	6,100	6,515	6,350
6232	AJs Espresso Commission Income	52,096	58,400	52,400	45,000
6233	Barcelona on the Go	24,498	23,100	27,090	24,250
6235	Misc. Mobile Food Trucks	8,954	8,700	9,575	9,399
6236	Spud Runners	314	417	0	350
6237	Two Garnachas Commission Incm	176	128	0	210
6238	Juice It Up Yogurt Commission	2,439	3,400	2,500	3,450
	Total Commission Income	667,003	582,080	662,806	626,697
Other Income					
Unrealized Gain/Loss Investmnt					
6005	Unrealized Gain/Loss on Invest	586	235	0	240
Contributions and Gifts					
Administrative Services					
6006	Contracted Services	43,354	44,106	41,742	41,742
6008	Administrative Services	465,774	1,114,749	1,299,996	1,815,906
Indirect Cost Recoveries					
6001	Indirect Cost-Federal	1,285,419	1,381,041	1,500,000	1,505,000
6002	Indirect Cost-State	357,215	352,959	300,000	351,000
6003	Indirect Cost-Profit Oriented	51,822	12,000	21,000	30,000
6004	Indirect Cost-Fnd & Tax Exempt	163,160	151,000	120,000	150,000
Program Income					
Investment/Interest Income					

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

		Prior FY		Current	
		Actual	Forecast	Year	Proposed
		15-16	16-17	Budget	Budget
				16-17	17-18
6009	Interest Income	102,541	44,511	43,740	44,556
6012	Dividend Income	6,702	0	17,000	0
6020	Investment Income/Dividends	35,150	37,601	45,000	40,200
Computer Services					
Rental Income					
6018	Textbook Rental Income	166,849	111,402	189,018	117,921
6210	Rental Income	9,751,551	9,829,310	10,576,782	11,304,372
6219	Parking Lease Income	253,526	95,597	92,652	95,652
6250	Storage Rent	16,734	16,737	31,620	16,740
Other Income					
6015	Pepsi Market Fund	180,000	180,000	135,000	180,000
6017	EWR Admin Fee Income	224	335	483	387
6207	Returned Check/Item Charge	140	60	150	150
6221	Shipping & Postage Charges	54,747	59,769	60,846	61,477
6225	Restocking Fee	2,429	2,231	3,738	2,884
6264	Maintenance Assessments	189,070	187,200	189,600	187,200
6265	Ground Lease Fees	91,153	109,500	118,500	115,500
6471	Computer Repair Service	17,308	29,692	40,138	49,790
6472	Computer Repair Parts	479	251	2,023	1,069
6481	Rental Caps/Gowns/Hoods	26,072	28,102	27,300	27,000
6500	Other Operating Income	686,769	627,361	547,798	587,883
6902	Other Income	11,108	8,306	8,421	7,865
6904	Gain/Loss on Sales of Assets	30	400	299	0
6906	Rebates	19,311	17,591	23,445	15,745
Total Other Income		13,979,223	14,442,046	15,436,291	16,750,279
Net Income (Loss)		1,391,092	156,669	449,968	1,291,878