

Cal State L.A. University Auxiliary Services, Inc.
Operating Budget Proposal
FY 2019-20

Description	FY 2018-19 Budget	FY 2018-19 Forecast	FY 2019-20 Budget Proposal	\$ Change to FY 2019-20 Budget	% Change to FY 2019-20 Budget
<u>Unrestricted</u>					
REVENUE					
Dining & Catering Revenue	\$ 4,075,000	\$ 3,731,087	\$ 3,145,000	\$ (930,000)	-23%
Less: Cost of Goods	(1,490,000)	(1,245,598)	(1,065,000)	425,000	-29%
	<u>2,585,000</u>	<u>2,485,488</u>	<u>2,080,000</u>	<u>(505,000)</u>	<u>-20%</u>
Indirect Cost Revenue	2,325,000	2,357,986	2,385,000	60,000	3%
C&G Admin Recovery	150,000	209,068	210,000	60,000	40%
Commission Income	1,680,500	1,444,659	1,508,200	(172,300)	-10%
Lease Income	1,574,395	1,574,012	1,577,021	2,626	0%
Interest Income	36,000	31,427	32,000	(4,000)	-11%
Child Care Center Revenue	587,650	645,923	662,650	75,000	13%
Campus Program User's Fee	150,000	204,067	180,000	30,000	20%
Other Revenue	682,500	243,481	460,500	(222,000)	-33%
Total Revenue	<u>9,771,045</u>	<u>9,196,111</u>	<u>9,095,371</u>	<u>(675,674)</u>	<u>-7%</u>
EXPENSES					
Salaries and Wages	3,145,675	2,889,114	2,964,841	(180,834)	-6%
Benefits	1,276,015	1,140,646	1,179,843	(96,172)	-8%
Audit/Legal	162,000	187,355	175,500	13,500	8%
Contractual Services	588,275	588,806	588,275	-	0%
Supplies & Services	712,900	507,384	493,550	(219,350)	-31%
Utilities & Telephone	395,850	446,398	412,500	16,650	4%
Insurance Premiums	82,000	124,589	120,000	38,000	46%
Interest on capital lease	568,746	773,278	773,270	204,524	36%
Bank Charges	132,600	105,573	104,670	(27,930)	-21%
Repair & Maintenance	48,000	353,445	319,000	271,000	565%
Lease & Rental	48,100	46,410	47,000	(1,100)	-2%
Other Operating Expenses	149,150	251,882	143,375	(5,775)	-4%
Total Operating Exp.	<u>7,309,311</u>	<u>7,414,879</u>	<u>7,321,824</u>	<u>12,513</u>	<u>0%</u>
Gross Operating Income/(Loss)	<u>2,461,734</u>	<u>1,781,232</u>	<u>1,773,547</u>	<u>(688,187)</u>	<u>-28%</u>
Campus Programs net, income/(expenses)	50,000	50,000	50,000	-	0%
Net Operating Income/(Loss)	<u>2,511,734</u>	<u>1,831,232</u>	<u>1,823,547</u>	<u>(688,187)</u>	<u>-27%</u>
Non Cash Expenditures					
Depreciation & Amortization	1,190,498	1,186,402	1,208,801	18,303	2%
Reserve - Post Retirement Med	450,000	101,233	119,171	(330,829)	-74%
Deferred Building Maintenance Reserve	400,000	400,000	175,000	(225,000)	-56%
Rongxiang Xu Biospace construction pass-through	(3,500,000)	(3,500,000)		3,500,000	-100%
Net Income/(Loss)	<u>3,971,236</u>	<u>3,643,597</u>	<u>320,575</u>	<u>(3,650,661)</u>	<u>(1)</u>
<u>Restricted</u>					
Contracts & Grants Revenue	25,800,000	26,000,000	27,000,000	1,200,000	5%
Contracts & Grants Expenditure	25,800,000	26,000,000	27,000,000	1,200,000	5%
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>

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Detail of Lease & Commission Revenue

Description	FY 2018/19		FY 2018/19 as of		Forecast		FY 2019/20		\$ Change to FY 2019/20 Budget	% Change to FY 2018/19 Budget
	Budget		Mar 31, 2019	Actual	April - June 2019	Forecast	Forecast	Budget Proposal		
<u>Commission Income</u>										
Bookstore	\$ 720,000		459,537		103,816	\$ 563,353	\$ 636,720	\$ (83,280)		-12%
Starbucks	102,000		71,018		18,400	89,418	95,000	(7,000)		-7%
Golden Eagle Express	22,000		7,260		1,100	8,360	9,500	(12,500)		-57%
Metro	13,500		7,321		6,679	14,000	12,480	(1,020)		-8%
Carl's Jr	120,000		89,720		9,909	99,629	96,000	(24,000)		-20%
El Pollo Loco	125,000		90,144		10,523	100,667	97,000	(28,000)		-22%
Johnny's Kitchen	75,000		45,527		14,666	60,193	58,000	(17,000)		-23%
Rice Garden	92,000		56,841		23,589	80,430	77,500	(14,500)		-16%
Kikka	55,000		43,704		12,338	56,042	54,000	(1,000)		-2%
Juice It Up	72,000		49,776		24,946	74,722	72,000	0		0%
Sbarro's	102,000		75,972		12,202	88,174	90,000	(12,000)		-12%
Café 47	62,000		62,364		14,000	76,364	70,000	8,000		13%
First Class Vending	120,000		86,165		9,637	95,802	78,000	(42,000)		-35%
Every Table	-		17,505		20,000	37,505	62,000	62,000		100%
Total Commission Income	\$ 1,680,500	\$	1,162,854	\$	281,805	\$ 1,444,659	\$ 1,508,200	\$ (172,300)	\$	-10%
<u>Lease Income</u>										
Extended Education	\$ 468,960		351,660		117,300	\$ 468,960	\$ 468,900	(60)		0%
Service Center/One Card	63,600		4,769		58,831	63,600	63,600	(0)		0%
Pat Brown Institute	95,800		71,837		23,963	95,800	95,800	0		0%
Ballroom rental	391,876		293,906		195,556	391,493	394,759	2,883		1%
Room Rental - FCU	47,200		35,397		11,803	47,200	47,197	(3)		100%
ATM - FCU	21,000		15,950		5,050	21,000	21,382	382		2%
ATM - Bank of America	13,045		9,784		3,261	13,045	13,045	(0)		0%
ATM - Wells Fargo	13,440		10,333		3,107	13,440	12,895	(545)		-4%
TVFM Building	287,124		215,343		71,781	287,124	287,124	-		0%
AT&T Cell Tower Lease	58,650		45,309		13,341	58,650	58,639	(11)		0%
T Mobile	58,900		45,505		13,395	58,900	58,880	(20)		0%
Verizon*	54,800		40,905		13,895	54,800	54,800	0		100%
Total Lease Income	\$ 1,574,395	\$	1,140,698	\$	531,283	\$ 1,574,012	\$ 1,577,021	\$ 2,626	\$	0%