

RESOLUTION NO. 230901

**OPERATING BUDGET FISCAL YEAR 2023-24**

WHEREAS, the Cal State L.A. University Auxiliary Services, Inc. (UAS) operates on a fiscal year beginning July 1st and ending June 30; and

WHEREAS, the UAS Board of Directors approves the operating budget for each fiscal year; and

WHEREAS, the UAS Board of Directors has reviewed and approved the proposed budget and forecast; therefore

BE IT RESOLVED that the Board of Directors of the Cal State L.A. University Auxiliary Services, Inc. approve the attached operating budget for the fiscal year beginning July 1, 2023 and ending June 30, 2024; and


BE IT FURTHER RESOLVED that with his signature below, Cal State L.A. President Leroy Morishita signifies his approval of said budget and authorizes UAS management to proceed with implementation effective July 1, 2023.

LEROY MORISHITA  
PRESIDENT, CAL STATE L.A.

  
Leroy Morishita (Oct 11, 2023 14:42 PDT)

\* \* \* \* \*

*I, Carlos Beltran, Secretary of Cal State L.A. University Auxiliary Services, Inc., 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at a meeting duly held September 20, 2023, at which a quorum was present and voting, and that the same has not been repealed or amended, and remains in full force and effect and does not conflict with the Bylaws of said Corporation.*

  
Carlos Beltran (Oct 9, 2023 23:28 PDT)

CARLOS BELTRAN  
SECRETARY



**Cal State LA University Auxiliary Services, Inc.  
2023-2024 Operating Budget Proposal**

Description	FY 2022-23 Budget	FY 2022-23 Forecast	FY 2023-24 Budget Proposal	\$ Change to FY 2023-24 Budget	% Change to FY 2023-24 Budget
<b><u>Unrestricted</u></b>					
<b>REVENUE</b>					
Dining & Hospitality	\$ 3,496,500	\$ 2,812,108	\$ 3,419,177	\$ (77,323)	-2%
Less: Cost of Goods	(1,162,235)	(938,148)	(963,785)	198,450	-17%
	2,334,265	1,873,960	2,455,391	121,126	5%
Indirect Cost Revenue	1,641,457	2,138,000	2,138,000	496,543	30%
Admin Recovery	65,632	90,000	90,000	24,368	37%
Commission	1,108,000	1,348,164	1,459,179	351,179	32%
Buildings Operation	1,712,462	1,849,578	1,838,052	125,590	7%
Interest Income	134,962	122,000	122,000	(12,962)	-10%
Child Care Center	455,650	540,845	674,350	218,700	48%
Campus Program Admin fee	230,000	280,000	285,000	55,000	24%
LA BioLab Incubator	689,868	695,000	698,000	8,132	1%
Other Revenue	128,868	5,500	5,500	(123,368)	-96%
<b>Total Revenue</b>	<b>8,501,164</b>	<b>8,943,048</b>	<b>9,765,473</b>	<b>1,264,309</b>	<b>15%</b>
<b>EXPENSES</b>					
Salaries and Wages	2,903,992	2,933,329	3,148,153	244,161	8%
Benefits	983,111	884,374	918,351	(64,760)	-7%
Audit/Legal	59,345	76,805	65,408	6,063	10%
Contractual Services	329,406	791,110	844,558	515,153	156%
Supplies & Services	609,889	698,038	692,428	82,539	14%
Utilities & Telephone	271,948	192,669	196,165	(75,784)	-28%
Insurance Premiums	205,430	247,598	248,655	43,225	21%
Interest on capital lease	892,129	516,238	564,637	(327,492)	-37%
Bank Charges	54,668	56,631	38,519	(16,149)	-30%
Repair & Maintenance	115,616	98,611	90,097	(25,519)	-22%
Lease & Rental	89,338	28,749	86,160	(3,178)	-4%
Other Operating Expenses	132,059	104,496	188,110	56,051	42%
<b>Total Operating Exp.</b>	<b>6,646,930</b>	<b>6,628,649</b>	<b>7,081,240</b>	<b>434,310</b>	<b>7%</b>
<b>Gross Operating Income/(Loss)</b>	<b>1,854,234</b>	<b>2,314,399</b>	<b>2,684,233</b>	<b>829,999</b>	<b>45%</b>
Campus Programs net, income/(expenses)	120,000	450,000	120,000	-	0%
<b>Net Operating Income/(Loss)</b>	<b>1,974,234</b>	<b>2,764,399</b>	<b>2,804,233</b>	<b>829,999</b>	<b>42%</b>
<b>Non Cash Expenditures</b>					
Depreciation & Amortization	1,719,457	2,503,795	2,493,971	774,515	45%
Reserve - Post Retirement Med	197,890	179,921	181,063	(16,828)	-9%
Deferred Building Maintenance Reserve*	0			-	0%
				-	
<b>Net Income/(Loss)</b>	<b>56,887</b>	<b>80,682</b>	<b>129,199</b>	<b>72,312</b>	<b>127%</b>
<b><u>Restricted</u></b>					
Contracts & Grants Revenue	16,000,000	19,000,000	21,000,000	5,000,000	31%
Contracts & Grants Expenditure	16,000,000	19,000,000	21,000,000	5,000,000	31%
	-	-	-	-	-

**Cal State L.A. University Auxiliary Services, Inc.**  
**Detail of Lease & Commission Revenue**  
**FY 2023/2024**

Description	FY 2022-23	Mar 31, 2023	FY 2022-23	FY 2023-24	\$ Change to	% Change to FY
	Budget	Actual	Forecast	Budget Proposal	FY 2023-24 Budget	2023-24 Budget
<b><u>Commission Income</u></b>						
Bookstore	480,000	465,949	\$ 545,000	\$ 583,900	\$ 103,900	22%
Starbucks	50,000	78,014	85,000	87,000	37,000	74%
Golden Eagle Express	-	599	599	-	0	0%
Metro	8,400	-	-	-	(8,400)	-100%
Café 47	30,200	49,258	51,152	62,000	31,800	105%
Carl's Jr	78,000	62,291	79,674	87,559	9,559	12%
El Pollo Loco	60,000	64,080	82,580	79,500	19,500	33%
Panda Express	24,000	-	-	43,750	19,750	82%
Juice It Up	38,000	37,316	48,977	55,968	17,968	47%
Sbarro's	62,000	78,305	101,133	104,052	42,052	68%
First Class Vending	13,000	38,676	46,835	45,000	32,000	246%
Every Table Library	70,000	49,960	59,049	63,200	(6,800)	-10%
Every Table Salazar Hall	-	7,353	8,723	9,250	9,250	0%
Coke	194,400	233,712	239,443	238,000	43,600	22%
Miscellaneous Commission	-	-	-	-	0	0%
<b>Total Commission Income</b>	<b>\$ 1,108,000</b>	<b>\$ 1,165,513</b>	<b>\$ 1,348,164</b>	<b>\$ 1,459,179</b>	<b>\$ 351,179</b>	<b>32%</b>
<b><u>Lease Income</u></b>						
Extended Education	\$ 468,086	\$ 312,587	\$ 468,880	\$ 468,880	\$ 794	0%
Service Center/One Card	63,590	42,394	63,590	63,590	0	0%
Pat Brown Institute	95,800	63,855	95,783	95,783	(17)	0%
Ballroom rental	394,759	261,251	391,876	391,876	(2,883)	-1%
Room Rental - FCU	47,197	31,464	31,464	-	(47,197)	-100%
ATM - FCU	21,382	15,528	23,737	23,737	2,355	11%
ATM - Bank of America	13,045	9,784	13,045	13,045	0	0%
ATM - Wells Fargo	13,045	10,138	15,207	15,207	2,162	17%
TVFM Building	423,178	376,166	544,310	564,248	141,070	33%
AT&T Cell Tower Lease	58,700	45,126	69,976	69,976	11,276	19%
T Mobile	58,880	40,973	63,304	63,304	4,424	8%
Verizon	54,800	38,741	68,406	68,406	13,606	25%
<b>Total Lease Income</b>	<b>\$ 1,712,462</b>	<b>\$ 1,248,007</b>	<b>\$ 1,849,578</b>	<b>\$ 1,838,052</b>	<b>\$ 125,590</b>	<b>7%</b>

**Signature:** *Queen E. King*

**Email:** [qking2@calstatela.edu](mailto:qking2@calstatela.edu)








# 5.A.1. Operating Budget Resolution

Final Audit Report

2023-10-09

Created:	2023-10-06 (Pacific Daylight Time)
By:	Yohana Coronel (ycorone3@calstatela.edu)
Status:	Signed
Transaction ID:	CBJCHBCAABAAT5VSX2ndBAGmgucpQiQAXXqfKAtX1itr

## "5.A.1. Operating Budget Resolution" History

-  Document created by Yohana Coronel (ycorone3@calstatela.edu)  
2023-10-06 - 10:23:28 AM PDT
-  Document emailed to Queen King (qking2@calstatela.edu) for signature  
2023-10-06 - 10:25:37 AM PDT
-  Document e-signed by Queen King (qking2@calstatela.edu)  
Signature Date: 2023-10-09 - 11:15:06 PM PDT - Time Source: server
-  Document emailed to Carlos Beltran (cbeltr36@calstatela.edu) for signature  
2023-10-09 - 11:15:07 PM PDT
-  Email viewed by Carlos Beltran (cbeltr36@calstatela.edu)  
2023-10-09 - 11:28:28 PM PDT
-  Document e-signed by Carlos Beltran (cbeltr36@calstatela.edu)  
Signature Date: 2023-10-09 - 11:28:43 PM PDT - Time Source: server
-  Agreement completed.  
2023-10-09 - 11:28:43 PM PDT






# 5.A.1. Operating Budget Resolution - signed

Final Audit Report

2023-10-11

Created:	2023-10-11 (Pacific Daylight Time)
By:	Yohana Coronel (ycorone3@calstatela.edu)
Status:	Signed
Transaction ID:	CBJCHBCAABAA8AsHCFzg5z5gIIIhCJsLot2CxEd88idE

## "5.A.1. Operating Budget Resolution - signed" History

-  Document created by Yohana Coronel (ycorone3@calstatela.edu)  
2023-10-11 - 2:32:37 PM PDT
-  Document emailed to Leroy Morishita (Leroy.Morishita@calstatela.edu) for signature  
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-  Document e-signed by Leroy Morishita (Leroy.Morishita@calstatela.edu)  
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-  Agreement completed.  
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