

ASI & TSC
2019-2020
BUDGET



**ASSOCIATED
STUDENTS INC**

CALIFORNIA STATE UNIVERSITY, FULLERTON™

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EXECUTIVE SUMMARY

INTRODUCTION

The Associated Students provides for student governance, shared governance of the university, programming of student activities, funding of campus organizations and athletics, and operation of the student union, recreation center, and children's center.

Associated Students Inc., CSUF (ASI) is a 501(c)3 nonprofit corporation operating as an auxiliary organization of California State University, Fullerton per the current Master Agreement and Land Lease. ASI's operating funds are derived via two Category 2 Mandatory Student Fees, the Student Body fee of \$80.31 per semester and the Student Center fee of \$145.41 per semester. Together, these fees fund the operation of Associated Students CSUF's student government, the Titan Student Union, Student Recreation Center, and the ASI Children's Center. As an auxiliary organization, Associated Students does not receive funding from state sources, except for Children's Center grants received from the Department of Education. All students enrolled at CSUF who pay mandatory fees are members of Associated Students.

Associated Students annually elects representatives to advocate for student concerns and participate in the shared governance of the university.

The ASI President and Vice President, along with appointed Executive Officers, represent students' needs and interests to the CSUF administration, faculty, staff, and campus community. This executive branch advocates for, and provides programs and initiatives that benefit, students. The executive officers report progress on strategic initiatives to the Board of Directors and represents for students at all levels within the university and in external public forums.

The ASI Board of Directors is composed of two voting representatives from each of the eight academic colleges on campus, as well as other officers and representatives. The Board is charged with setting policies for the Associated Students Inc., approving all funding allocations to programs and services, and advocating student interests on committees and boards.

As a sub-board of the Board of Directors, the Titan Student Centers Board of Trustees provides direction for programs and services associated with the TSU and SRC.



DEPARTMENTS

TITAN STUDENT UNION

Titan Student Union (TSU) has been the center of student life on campus since its construction in 1976. The TSU was expanded in 1992 and again in 2016. Over the years the TSU has added offices for student organizations, public lounge and recreation areas, additional food concepts and seating, as well as meeting rooms and space for major events.

As the seat of student government, the Titan Student Union houses ASI leaders and departments, while providing services for students and members of the campus community. Specifically, the TSU houses the following ASI Executive Officers, the Board of Directors, the TSC Board of Trustees, student commissions, inter-club councils, and ASI Programming. The TSU is the primary location on campus for students to study, relax and meet with friends. In addition to a campus Starbucks, the TSU houses a food court. Finally the TSU offers meeting locations for over 4,000 events annually, an Information & Services Center, a robust Student Arts Program, a Titan Bowl and Billiards and the Student Life & Leadership office and the Office of the Dean of Students.

The TSU is open to guests 7:00 a.m. to midnight Monday through Thursday, 7:00 a.m. to 10:00 p.m. Saturdays and Sundays.

STUDENT RECREATION CENTER

Student Recreation Center (SRC) features a cardio floor, weight room, thirty-five-foot-high rock wall, indoor jogging track, outdoor swimming pool, and 22,000 square feet of gymnasium space. Titan Recreation, the recreational arm of ASI, offers aquatics, personal training, instructional fitness, rock climbing training, and intramural sports. Titan Recreation hosts youth day camps in the summer and Learn to Swim programs year-round. This year saw the addition of F45 fitness classes and Outdoor Adventure programs that will continue to expand to meet the needs of a growing student population.

Cal State University Fullerton students who have paid the Student Center fee receive access to the SRC and all the programs offered by Titan Recreation. Memberships are also available to the rest of the campus community and alumni.

The hours of operation of the SRC are 6:00 a.m. to midnight Monday through Thursday, 6:00 a.m. to 10:00 p.m. on Friday, and 8:00 a.m. to 10:00 p.m. Saturdays and Sundays.

CHILDREN'S CENTER

ASI Children's Center provides top-quality care and an exceptional educational program for the children of CSUF students, faculty, and staff. It serves the fundamental purpose of making higher education accessible to student parents by offering affordable and quality child care. The current graduation rate of enrolled student parents is 89%. The Center also provides subsidized childcare for low-income students, which enables many to attend who otherwise could not afford or arrange for childcare.

Currently, the Children Center serves 136 children enrolled in daycare programs. The center employs 117 CSUF students who are all appropriately trained in early childhood education practices. Other students earn academic credit while completing internships. CSUF faculty regularly refer students to complete projects and observations at the Children's Center resulting in over 984 CSUF students serving the center this year in addition to our student staff, interns, and student parents. Over 200 CSUF student parents annually attend classes while their children are cared for at the CSUF Children's Center. Many of the center's parents are first-generation college students.

With university support, the Children's Center is able to provide care to children of faculty and staff. Currently 49 faculty and staff families participate in the program. Many of the children's parents volunteer for eight hours or more per semester. The parent volunteers provide approximately 1,200 hours of service each year. Through collaboration with the Parent Advisory Council, parents hold fundraisers to support the program.

The Children's Center is open year-round. Hours of operation are 7:30 a.m. to 7:00 p.m., Monday through Thursday, and 7:30 a.m. to 5:15 p.m. on Friday. The center is closed on all University holidays and observes special hours during term recesses and summer.

LEADER & PROGRAM DEVELOPMENT

ASI Leader & Program Development (LPD) advises, supports, administers, and oversees the functions of student government as well as a variety of student programs. This department serves all ASI student leadership programs through support, advising, and coaching. Additionally, the department plans and implements a variety of student leader development, training, and retreat programs hosted throughout the year. LPD aids student government and student leaders, including the Board of Directors, Executive Officers, the Titan Student Center Board of Trustees, and the Inter-Club Councils, in navigating their experiences in ASI and serving the students of Cal State Fullerton.

The department also functions as the ASI's Programming department, providing expertise in event and activity planning and implementation. The department advises student leaders on budget and finance, and monitors the campus funding/funded councils, organizations, and clubs receiving funding from ASI. LPD is also responsible for administering and overseeing a variety of programs and services, including Camp Titan, the club offices and storage, Student Research Grants, and a legal referral services program provided by the College Legal Clinic.

ADMINISTRATION

Administration of Associated Students includes oversight of all departments as well as risk management, strategic planning, assessment, and compliance with CSU and CSUF regulations and California non-profit corporate law. During the 2018-19 academic year ASI reviewed and updated the Articles of Incorporation and bylaws and established and updated policy statements. ASI Administration includes Human Resources, Financial Services, Building Engineering, and IT Services.

- **Human Resources** manages all personnel and human resources including onboarding, employee relations, progressive discipline, payroll, and strategic human resources function. Human Resources directs recruiting and onboarding of professional and student staff employed by Associated Students. Human Resources ensures the organization is following all laws and regulations while ensuring good working conditions for all employees. The department oversees and administers payroll and all employee benefits, including, but not limited to, time away from work, health coverage, and retirement. Human Resources is charged with classifying positions and determining salaries of ASI employees to ensure all are paid fairly and in accordance with local, state, and federal laws and regulations. Performance management and employee recognition is managed by the Human Resources Department as well as workers compensation. ASI participates in CalPERS medical and retirement plans, and manages the retirement services for the organization's retirees.

Currently, ASI employs nearly 70 full-time staff and approximately 400 part-time student employees. The goal of ASI Human Resources is to provide a work environment that is fair and equitable, fun, safe, high-performing, and promotes growth, recognition, and development.

- **Financial Services** oversees the management and use of the student body and student center fees, which are Category 2 mandatory fees. The department oversees all accounting services for ASI and provides some services to CSUF Athletics, including processing travel requests, coach stipends, and facility and personnel expenses. ASI Financial Services manages the finances and accounting software for the corporation and processes over 900 checks and purchase orders annually.

ASI Financial Services offers banking services to recognized student organizations, in accordance with CSU Chancellor's Office guidelines. In addition, on behalf of the university, ASI provides accounting services for the Instructionally Related Activities fee. The process of awarding the IRA fee is overseen by a student-chaired campus-appointed committee made up of representatives from each college.

- **Building Engineering** provides all maintenance of ASI's three facilities and surrounding grounds as delineated in the campus agreement. Building Engineering is responsible for maintenance of facilities and building systems, custodial services, landscape maintenance, and leaseholder improvements. Building Engineering coordinates with CSUF Facilities to oversee appropriate maintenance of fire/life safety systems, elevator maintenance, and access to utilities. ASI reimburses CSUF for any costs associated with facility maintenance, improvement, and utilities.
- **IT Services** coordinates with CSUF Information Technology to supply, monitor and maintain all information technology systems and services including desktop support, campus network access and compliance, organizational software applications, and data security. ASI reimburses CSUF for any costs associated with installation and maintenance of all campus-provided services and systems.

FINANCIAL STANDARDS

BUDGET PROCESS

ASI department managers and supervisors prepare income and expense projections based on prior department expenditures, usage assumptions, and inflation. These projections undergo review by the Director of Financial Services and ASI Administration prior to proposal to and consideration of the ASI Finance committee. Simultaneously, elected student leaders utilize available funds to propose funding of initiatives and programs. The ASI Board of Directors approves the ASI budget in its entirety.

The ASI fund is derived from the mandatory Student Body Fee. These student fees fund the functions of CSUF's student government and funds the children's center, including facility operations, bond obligations, and reserves for maintenance and improvements. The CSUF Student Body Fee is one of the lowest in the CSU. Currently, 30% of the student body fee is allocated directly to CSUF Athletics to provide scholarships to CSUF athletes. Because of this fee, all CSUF students are admitted free to many athletic events held on campus.

The Titan Student Centers fund is derived from the mandatory Student Body Center Fee. These student fees, together with locally generated revenue, fund all operations of the Titan Student Centers. In addition, the fees satisfy bond obligations associated with construction of the student union and recreation center facilities, and fund reserves for future construction and maintenance. The CSUF Student Body Centers Fee is the lowest of any comparable program at CSU campuses offering similar facilities and services.

RESERVE FUNDS

ASI Reserve Fund

The ASI Reserve funds are maintained to address the long-term financial needs of the organization and include Unrestricted, Children Center, Working Capital, and Restricted (Scholarships) Funds. In addition, the organization continues to meet our need to fund the organization's unfunded pension obligations through the maintenance of the reserve funds. In an effort to meet the board-designated requirement of a working capital reserve balance of 15% of the operating budget, a total of \$498,543 will be reclassified from the Children's Center Reserve fund to unrestricted reserves.

ASI board-designated and unrestricted reserve funds according to the audited financial statements as of June 30, 2018:

Unrestricted Reserves	\$(320,874)
Children's Center Reserve	\$2,000,000
Fund Working Capital Reserve	\$680,943
Restricted Reserves	\$67,894
Total	\$3,069,711

ASI Working Capital Reserve Fund demonstrates the ability to pay current liabilities with current assets. The 15% requirement of current operating budget covers approximately 3.8 months of Fiscal Year 2019-20

expenses. As of June 30, 2018 ASI's actual working capital covered 6 months of Fiscal Year 2019-20 net expenses. The Associated Students has \$14,674 in capitalized equipment, net of depreciation. The majority of these assets are equipment, furniture, and fixtures with long, useful lives.

Associated Students prepares budgets for both capitalized and non-capitalized equipment. Given a 7- year life product usefulness of most equipment, estimated acquisition costs of over \$100,000 has an expected annual replacement costs of \$15,000 to \$18,000.

Children's Center Reserve Fund

The Children's Center Reserve Fund was established by the ASI Board of Directors to address the future repairs and equipment replacement needs of the Children's Center. Funds in this reserve are invested according to ASI Policy and governed by the ASI Board of Directors and the ASI Investment Committee. Today our new minimum fund balance is set at \$2,000,000.

Per policy, the reserve fund is fully funded and should provide all future funding for repair and maintenance of the structures as well as acquisition of replacement furniture, fixtures, and equipment. This will ensure that future AS fees will not be needed to repair the Children's Center facility.

TSC Reserve Fund

The Titan Student Center Reserve Funds are governed under Executive Order 994, *Critical Requirement – Reserves*, which states the campus is responsible for developing reserve policies that, at a minimum, address major maintenance, renovation projects, working capital, capital development for new projects, and catastrophic events. The Titan Student Centers has three reserve funds, held in trust by CSUF, to address these needs. Balances as of June 30, 2018 are:

Revenue Fund	\$10,887,349
Repair and Replacement Fund	\$787,804
Catastrophic Fund	\$2,490,305

TSC Revenue Fund is, in essence, a holding account used to disburse student fees to other designated accounts and to the Titan Student Centers (TSC) to support its annual operating budget. The safe level of reserves for this fund is one semester of Student Body Center (SBC) fee revenue. The balance in the Revenue Fund on June 30, 2018 was \$10,887,349.

The TSC receives student fees in one lump sum at the beginning of each academic year. By the end of August, fall semester fees have been collected and added to the minimum balance at the end of the fiscal year. For the 2019-20 fiscal year a total of \$11,806,404 will be available for the proposed return of \$8,168,830 to the TSC for operations and for \$2,307,525 to the Interest and Redemption Fund for repayment of bond obligations. The Revenue Fund balance meets current reserve standards.

Since the Titan Student Centers receives the majority of its funding from the collection of the Student Body Centers fee, which occurs ahead of the semester's operation, the current level of working capital is more than sufficient for the cash flow needs of the TSC operations.

TSC Repair and Replacement Fund was established to provide for facility repairs and replacement of equipment. The Titan Student Union's 2016 expansion project that upgraded the facility's mechanical and electrical systems and building interiors were expensed from this fund. In 2018 the TSC Board of Trustees

allocated \$7,000,000 toward a renovation project to improve the functionality of the upper and lower levels of the TSU. Renovations for this project are expected to begin during the 2020-2021 academic year.

Capitalized equipment of the TSC was acquired at a cost of \$2,308,010. Accumulated depreciation is \$1,616,154 indicating an equipment schedule that is aging. The threshold for capitalization is relatively low at \$5,000.

TSC Interest and Redemption Fund is used for the repayment of debt obligations of the TSC. When bond repayments are due, funds are transferred from the Revenue Fund to the Interest and Redemption Fund to cover the obligation.

The TSC currently has two bond obligations, both issued at five percent. The 1992 expansion of the Titan Student Union will be paid in full in 2021. Average annual repayment is \$735,500. The balance for the Student Recreation Center is amortized on average at less than \$1,575,000 annually. This bond obligation is scheduled to be retired in 2038. In total, the TSC current debt obligation is \$2,310,500 annually through 2021, and will then decrease to \$1,575,000 annually.

The Titan Student Centers meets the requirement to exceed a 1.25 debt service coverage ratio (DSCR). Currently, the TSC DSCR 2019-20 is estimated at 1.81.

TSC Catastrophic Fund provides funding in the event of unanticipated events that may negatively impact operation of the TSC. Such a catastrophe could be the result of a natural disaster to structures, or damage to campus infrastructure that could result in temporary reduction in enrollment. The catastrophic fund should be maintained at a level equal to approximately 10% of the value of ASI facilities, which would allow the organization to cover the deductible payment in case of a catastrophic event.



FISCAL VIABILITY

STRENGTHS

In 1999, ASI established a separate Voluntary Employee Beneficiary Association (VEBA) trust for the purpose of funding retiree medical insurance benefits. Both divisions of ASI, Associated Students and Titan Student Centers, budget annual contributions to the trust as determined by actuarial analysis. The trust is an actively-managed fund and is expected to be fully funded within five years. Promised retirement benefits are secure and this liability poses no threat to the Associated Students or Titan Student Centers funds.

The organization has three long-term obligations. The first is the unfunded post-retirement medical trust fund, currently estimated at \$570,699 (ASI \$570,699/ TSC \$0) based on an actuarial analysis. ASI is making progress toward the goal of a fully-funded post-retirement trust fund within five years. The trust is an actively managed fund expected to earn average returns of 5% to 6% over the long term. It consists of 60% equities and 40% fixed-income securities.

The second long-term obligation is the unfunded liability of the statewide CalPERS pension obligation. As of June 30, 2018 the organizations combined obligation is \$7,205,749 (ASI \$3,203,121/ TSC \$4,002,628)

The third obligation is Agency accounts, the funds held by ASI for university-recognized student organizations. These funds are managed and reported according to California State University policy and are included on ASI's audited financial statements.

LIMITATIONS

While both the ASI & TSC remain in a strong financial position there is a potential for limitations and challenges. The most significant is the State of California annual minimum wage increase until the year of 2023. This will result in a significant increase in operating expenses over time; ASI continues to mitigate the increase in expenses related to minimum wage increase each year through operational efficiencies. However the organizations ability to continue to do this is limited.

Another potential challenge is the possible reduction in grants and contracts awarded to the Children's Center. The California Department of Education (CDE) grant funding is at a lower level than in past years due to a decrease in students from low-income households.

The last challenge is the potential decrease in CSUF student enrollment, which would decrease revenue from the Student Body and Student Center fees that are a primary source of funds for the organization's operation. For the 2019-20 operating budget, 63% of income will be subsidized by student fees.

CONCLUSION

The ability to fund current operations is measured by net working capital. The Associated Students began the fiscal year with over \$6.53 million in working capital. This equals 68% of the operating budget. There is sufficient working capital to cover ten months of operations.

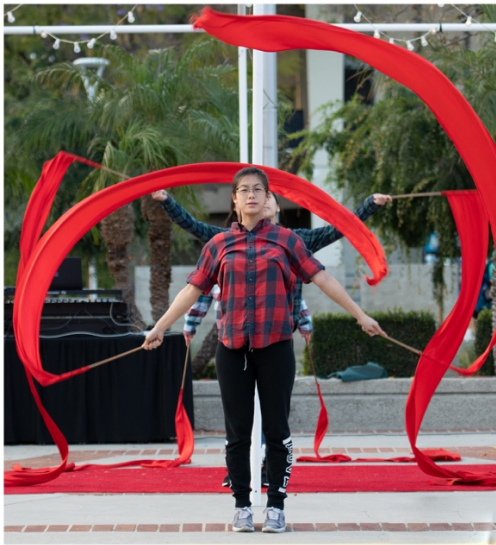
The Titan Student Centers maintains working capital in locally-held ASI accounts. Either checking accounts or the Local Agency Investment Fund, State of California are utilized for this purpose. With over \$4 million in working capital there is over three months of expenses, covered, a good indicator of financial stability.

Overall both the ASI & TSC are in strong financial positions and are able to meet their obligations and manage long-term liabilities, post-retirement health care, and pension obligations. To maintain its strong financial position

ASI must continue to exercise fiscal responsibility when addressing financial obligations such as wages and benefits, as well as programming support. The TSC has maintained adequate reserves to meet contingencies and to continue to fund facility projects.

With interest rates returning to a higher level, there will be more interest income earned in the Revenue and Reserve funds which will have a positive effect on the Debt Service Coverage Ratio (DSCR) and offset organizational expenses.

In addition, the inflationary increase of the Student Body Fee and Student Center Fee based on the Higher Education Price Index (HEPI), will assist ASI in maintaining current levels of purchasing power in regard to operating expenses. Currently the HEPI for the 2019-2020 fiscal year is projected at 2.8%. Overall the fiscal viability and financial status of the ASI is strong. The 2019-20 ASI & TSC operating budget is enclose.



ASSOCIATED STUDENTS

ASI FEE REVENUE PROJECTION FY 2019-2020

NON-DIRECTED ASI FEE		SUMMER 2019	FALL 2019	SPRING 2020
	Projected Students	8,133	39,138	39,030
	Less: Waivers	0	180	150
	Budgeted Student Headcount	8,133	38,958	38,880
	Non-Directed ASI Fee	\$ 5.00	\$ 56.44	\$ 56.44
	Budgeted Fees Available	\$ 40,665	\$ 2,198,790	\$ 2,194,387
		TOTAL NON-DIRECTED ASI FEES \$ 4,433,842		
ATHLETICS		SUMMER 2019	FALL 2019	SPRING 2020
	Projected Students	8,133	39,138	39,030
	Less: Waivers	0	180	150
	Budgeted Student Headcount	8,133	38,958	38,880
	Athletic Fee	\$ -	\$ 23.87	\$ 23.87
	Budgeted Fees Available	\$ -	\$ 929,927	\$ 928,066
		TOTAL ATHLETICS FEES \$1,857,993		
TOTAL PROJECTED ASI FEES FOR FY 2019-2020				\$6,291,835

ASSOCIATED STUDENTS REVENUE FUND BALANCE			
ASI	2017-18 Actual	2018-19 ESTIMATE	2019-2020 PROPOSED
ASB DEPOSITORY FUND (TB001)			
PRIOR YEAR FUND BALANCE	\$ 309,706	\$ 159,466	\$ (97,824)
DEPOSITORY FEES	\$ 6,024,293	\$ 5,970,511	\$ 6,291,835
INTEREST INCOME	\$ 30,431	\$ 25,000	\$ 25,000
SUB-TOTAL	\$ 6,364,430	\$ 6,154,977	\$ 6,219,011
LESS: Budget	\$ 6,204,964	\$ 6,252,801	\$ 6,211,111
Ending Fund Balance	\$159,466	(\$97,824)	\$ 7,900

TITAN STUDENT CENTERS
TSC FEE REVENUE PROJECTION FY 2019-2020

CAMPUS STUDENT UNION FEE	SUMMER 2019	FALL 2019	SPRING 2020
Projected Students	8,133	39,138	39,030
Less: Waivers	0	180	150
Budgeted Student Headcount	8,133	38,958	38,880
Non-Directed TSC Fee	\$ 60.00	\$ 145.41	\$ 145.41
Budgeted Fees Available	\$ 487,980	\$ 5,664,883	\$ 5,653,541
TOTAL PROJECTED TSC FEES FOR FY 2019-2020			\$11,806,404

**TITAN STUDENT CENTERS
REVENUE FUND BALANCE**

TSC	2017-2018 ACTUAL	2018-2019 ESTIMATE	2019-2020 PROPOSED
REVENUE FUND (TCUOP)			
PRIOR YEAR FUND BALANCE	\$ 9,815,170	\$ 10,887,349	\$ 9,376,341
FEE REVENUE	\$ 11,323,928	\$ 10,993,017	\$ 11,806,404
INTEREST INCOME - REVENUE FUND	\$ 204,115	\$ 150,000	\$ 150,000
SUB-TOTAL	\$ 21,343,212	\$ 22,030,366	\$ 21,332,745
LESS:			
ADJUSTMENTS & RETURN TO OPERATIONS	\$ 8,100,000	\$ 8,300,000	\$ 8,169,560
NET TRANSFERS TO INTEREST & REDEMPTION FUND (Bond Payment)	\$ 2,305,499	\$ 2,304,025	\$ 2,307,525
GENERAL OVERHEAD EXPENSE	\$ 50,364	\$ 50,000	\$ 50,000
TRANSFERS TO REPAIR & REPLACEMENT FUND (TCUMR)	\$ -	\$ 2,000,000	\$ 2,500,000
TRANSFER TO CATASTROPHIC FUND	\$ -	\$ -	\$ -
SUB-TOTAL	\$ 10,455,863	\$ 12,654,025	\$ 13,027,085
ENDING FUND BALANCE	\$10,887,349	\$9,376,341	\$8,305,660

Repair/Replacement Fund Balance Est. (TCUMR)	\$787,805	\$2,802,976	\$5,302,976
Catastrophic Fund Balance Estimate (TCUCE)	\$2,490,305	\$2,514,104	\$2,514,104

**ASSOCIATED STUDENTS INC, CSUF
2019-2020 CONSOLIDATED BUDGET**

Consolidated ASI	Associated Students	Titan Student Centers
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INCOME

Parent/Staff/Faculty/Fees	\$ 685,000.00	685,000	
Contract-Dept of Educ	\$ 515,000.00	515,000	
Contract-CSU & Child Nutrition	\$ 110,000.00	110,000	
Fees Certified	\$ 35,000.00	35,000	
TSC Chargeback	\$ 1,724,300.00	1,724,300	
Service Chargeback	\$ 375,613.00		375,613
Registration/Locker/Rockwall Fees	\$ 503,835.00		503,835
Dining Commissions	\$ 175,000.00		175,000
Misc/Gen Merchandise	\$ 396.00		396
Fundraising/Int. Income	\$ 125,000.00	90,000	35,000
Gen/Yr End Income	\$ 151,869.00	124,000	27,869
Billiard/Bowling/Games income	\$ 79,060.00		79,060
Room/Facility/Equip rental	\$ 299,300.00		299,300
Tickets Income	\$ 28,608.00		28,608
Computer/Personnel Services	\$ 48,020.00		48,020
IRA Management Fee	\$ 217,000.00	217,000	
Yum/ATM/Automated Services	\$ 73,000.00		73,000
TOTAL INCOME	\$ 5,146,001.00	3,500,300	1,645,701

**ASSOCIATED STUDENTS INC, CSUF
2019-2020 CONSOLIDATED BUDGET**

	Consolidated ASI	Associated Students	Titan Student Centers
EXPENSES			
Personnel Services (Staff)	\$ 4,700,776.00	2,620,487	2,080,289
Personnel Services (Student)	\$ 2,546,668.00	928,000	1,618,668
Benefits (Staff)	\$ 1,917,226.74	1,056,696	860,531
Benefits (Student)	\$ 92,761.26	29,331	63,431
Contract Wages	\$ 148,300.00	148,300	
Student Leader Awards	\$ 415,605.00	373,939	41,666
Supply/Merchandise	\$ 660,795.19	276,255	384,540
Printing/Advertising	\$ 129,332.33	110,333	19,000
Communication/Postal	\$ 82,966.00	38,449	44,517
Contract/Fees/Rental	\$ 4,989,833.68	1,444,820	3,545,014
Vehicle/repair/minor construction	\$ 443,187.80	154,359	288,829
Travel	\$ 435,290.56	356,250	79,040
Dues/Subscription	\$ 24,761.00	11,750	13,011
Staff Development	\$ 107,325.36	82,000	25,325
Insurance	\$ 191,700.00	103,700	88,000
Utilities	\$ 658,400.00	26,000	632,400
Research Grants	\$ 25,000.00	25,000	
Contingency	\$ 71,000.00	40,000	31,000
Titan Dreamers Scholarship	\$ 10,000.00	10,000	
Scholarship	\$ 17,000.00	17,000	
Presidential Discretionary	\$ 750.00	750	
Athletic	\$ 1,857,993.00	1,857,993	
TOTAL EXPENSES	\$ 19,526,671.91	9,711,411	9,815,261

ASSOCIATED STUDENTS INC, CSUF
2019-2020 PROPOSED BUDGET

	FY 17-18 ACTUAL	FY 18-19 BUDGET	FY 19-20 PROPOSED	Variance \$	Variance %
INCOME					
Parent Fees (CC)	717,317	564,394	685,000	120,606	18%
Contract-Dept of Educ (CC)	455,742	504,119	515,000	10,881	2%
Fees Certified	23,853	29,586	35,000	5,414	15%
Fundraising	46,732	85,000	90,000	5,000	6%
Contract-Child Nutrition (CC)	97,697	106,780	110,000	3,220	3%
General Revenue	55,979	123,060	124,000	940	1%
TSC Chargeback	1,773,040	1,834,974	1,724,300	(110,674)	-6%
IRA Management Fee	204,360	212,000	217,000	5,000	2%
TOTAL INCOME	3,374,720	3,459,913	3,500,300	40,387	1%

EXPENSES

Personnel Services (Staff)	2,330,811	2,573,603	2,620,487	46,884	2%
Personnel Services (Student)	857,600	882,801	928,000	45,199	5%
Benefits (Staff)	1,206,330	979,934	1,056,696	76,762	7%
Benefits (Student)	32,518	33,366	29,331	(4,036)	-14%
Student Leadership Awards	354,620	377,674	373,939	(3,735)	-1%
Supplies	281,547	281,700	276,255	(5,445)	-2%
Printing /Advertising	102,916	132,925	110,333	(22,592)	-20%
Communications	27,999	33,500	38,449	4,949	13%
Repair/Maintenance	105,000	156,484	154,359	(2,125)	-1%
Contract Wages	198,180	144,000	148,300	4,300	3%
Grants-Athletics	1,784,317	1,849,473	1,857,993	8,520	0%
Contracts/Fees/Rentals	1,371,267	1,537,455	1,444,820	(92,635)	-6%
Travel	257,566	408,550	356,250	(52,300)	-15%
Dues/Subscriptions	9,510	15,900	11,750	(4,150)	-35%
Staff Development	87,492	82,100	82,000	(100)	0%
Insurance	66,136	159,000	103,700	(55,300)	-53%
Utilities	23,218	30,000	26,000	(4,000)	-15%
Research Grants	20,001	22,500	25,000	2,500	10%
Contingency	13,838	10,000	40,000	30,000	75%
Titan Dreamers Scholarship	1,000	1,000	10,000	9,000	90%
Scholarships			17,000	17,000	100%
Presidential Discretionary	234	750	750	-	0%
TOTAL EXPENSES	9,132,100	9,712,715	9,711,411	(1,304)	0%

Subsidy from Student Fees	(5,757,380)	(6,252,802)	(6,211,111)	41,691
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ASSOCIATED STUDENTS
**STUDENT
GOVERNMENT**
**PROGRAMMING
& STUDENT
SERVICES**
ADMIN
**FUNDED &
FUNDING
ORGANIZATIONS**
INCOME

Parent/Staff/Faculty Fees	685,000			685,000	
Contract-Dept of Educ (CC)	515,000			515,000	
Fees Certified	35,000			35,000	
Contract-CSU & Child Nutrition	110,000			110,000	
Fundraising/Interest Income	90,000		50,000	40,000	
General/Yr End Show Income	124,000		120,000	4,000	
TSC Chargeback	1,724,300		423,808	1,300,492	
IRA Management Fee	217,000			217,000	
TOTAL INCOME	3,500,300		593,808	2,906,492	

EXPENSES

Personnel Services (Staff)	2,620,487		271,311	2,349,176	
Personnel Services (Student)	928,000	18,519	123,300	786,181	
Benefits (Staff)	1,056,696		95,503	961,193	
Benefits (Student)	29,331	2,152	3,100	24,079	
Contract Wages	148,300			148,300	
Student Leadership Awards	373,939		373,939		
Supplies/Merchandise	276,255	15,689	66,875	152,042	41,650
Printing & Advertising	110,333	15,810	22,315	60,422	11,785
Communications/Postal	38,449	5,384	11,445	21,620	
Repair/Minor construction	154,359			154,359	
Athletic	1,857,993				1,857,993
Contracts/Fees/Rentals	1,444,820	32,478	713,689	375,603	323,050
Travel	356,250	41,816	66,825	45,660	201,950
Dues/Subscriptions	11,750		3,300	6,000	2,450
Staff Development	82,000			82,000	
Insurance	103,700			80,200	23,500
Utilities	26,000			26,000	
Research Grants	25,000		25,000		
Contingency	40,000	30,000		10,000	
Titan Dreamers Scholarship	10,000	10,000			
Scholarship	17,000	17,000			
Presidential Discretionary	750	750			
TOTAL EXPENSES	9,711,411	189,597	1,776,602	5,282,834	2,462,378

Subsidy from Student Fees **(6,211,111)** **(189,597)** **(1,182,794)** **(2,376,342)** **(2,462,378)**

STUDENT GOVERNMENT	BOARD OF DIRECTORS	EXECUTIVE OFFICE	COMMISSIONS	ELECTIONS
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EXPENSES

Personnel Services (Student)	18,519		18,519		
Benefits (Student)	2,152		2,152		
Supplies/Merchandise	15,689	1,394	4,350	8,550	1,394
Printing/Advertising	15,810	967	2,550	11,550	744
Communications/Postal	5,384	550	4,834		
Contracts/Fees/Rentals	32,478	2,120	8,000	17,750	4,608
Travel	41,816	6,816		35,000	
Titan Dreamer Scholarships	10,000		10,000		
Contingency	30,000	30,000			
Scholarships	17,000		17,000		
Presidential Discretionary	750		750		
TOTAL EXPENSES	189,597	41,846	68,155	72,850	6,746

COMMISSIONS	COMMUNICATIONS	COMMUNITY ENGAGEMENT	ENVIRONMENTAL SUSTAINABILITY	LOBBY CORPS	PRESIDENTIAL APPOINTEE	SOCIAL JUSTICE & EQUITY	UNIVERSITY AFFAIRS
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EXPENSES

Supplies/Merchandise	8,550	3,750	1,000	500	2,200	600	400	100
Printing/Advertising	11,550	4,300	1,050	1,400	2,300	700	900	900
Contracts/Fees/Rentals	17,750	9,250	1,500	2,000	1,500	500	2300	700
Travel	35,000			1,500	32,000		1500	
TOTAL EXPENSES	72,850	17,300	3,550	5,400	38,000	1,800	5,100	1,700

ADMINISTRATION**ADMINISTRATION****ACCOUNTING****HUMAN
RESOURCES****MARKETING****CHILDREN'S
CENTER****INCOME**

Parent/Staff/Faculty Fees	685,000					685,000
Contract-Dept of Education	515,000					515,000
Fees Certified	35,000					35,000
Contract-CSU & Child Nutrition	110,000					110,000
Fundraising/Interest Income	40,000		35,000			5,000
General/Spring Concert	4,000	4,000				
TSC Chargeback	-					
IRA Management Fee	217,000		217,000			
TOTAL INCOME	1,606,000	4,000	252,000			1,350,000

EXPENSES

Personnel Services (Staff)	2,349,176	468,933	469,885	304,621	252,224	853,513
Personnel Services (Student)	786,181	48,000	32,927	40,000	181,000	484,254
Benefits (Staff)	961,193	143,479	178,109	100,963	131,830	406,812
Benefits (Student)	24,079	1,080	724	900	4,073	17,302
Contract Wages	148,300		148,300			
Supplies/Merchandise	152,042	11,898	10,000	8,366	45,848	75,931
Printing/Advertising	60,422	1,080	1,512	2,160	54,230	1,440
Communications/Postal	21,620	3,420	5,000	4,000	3,000	6,200
Vehicle/Repair/Minor Construction	154,359					154,359
Contracts/Fees/Rentals	375,603	28,859	97,827	193,436	26,737	28,744
Travel	45,660	15,694	5,304	13,452	9,865	1,345
Dues/Subscriptions	6,000	1,800	1,000	2,000	1,200	
Staff Development	82,000	41,811	1,215	36,462	2,512	
Insurance	80,200	74,200				6,000
Utilities	26,000					26,000
Contingency	10,000	10,000				
TOTAL EXPENSES	5,282,834	850,254	951,803	706,359	712,518	2,061,900

PROGRAMMING & STUDENT SERVICES	LEADER & PROGRAM DEVELOPMENT	PROGRAMMING	IRVINE CAMPUS	STUDENT RESEARCH GRANTS	CAMP TITAN
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INCOME

Fundraising/Interest Income	50,000					50,000
TSC Chargeback	423,808	366,058	57,750			
General/Spring Concert	120,000		120,000			
TOTAL INCOME	593,808	366,058	177,750			50,000

EXPENSES

Personnel Services (Staff)	271,311	271,311				
Personnel Services (Student)	123,300	123,300				
Benefits (Staff)	95,503	95,503				
Benefits (Student)	3,100	3,100				
Student Leadership Awards	373,939	373,939		-		
Supplies/Merchandise	66,875	7,800	37,000	12,650		9,425
Printing/Advertising	22,315	6,440	13,100	1,000		1,775
Communications/Postal	11,445	10,700				745
Contracts/Fees/Rentals	713,689	66,192	542,500	30,932		74,065
Travel	66,825	49,825	2,000			15,000
Dues/Subscriptions	3,300	1,300				2,000
Insurance	-					
Research Grants	25,000				25,000	
TOTAL EXPENSES	1,776,602	1,009,410	594,600	44,582	25,000	103,010

PROGRAMMING	AICA	PRODUCTIONS	SPRING CONCERT	STREET TEAM	TITAN TUSK FORCE	DIRC PROGRAMMING
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INCOME

TSC Chargeback	57,750		57,750				
General/Spring Concert	120,000			120,000			
TOTAL INCOME	177,750		57,750	120,000			

EXPENSES

Supplies/Merchandise	37,000	3,500	10,000	8,000	3,500	12,000	
Printing/Advertising	13,100	1,500	3,500	6,000	600	1,500	
Contracts/Fees/Rentals	542,500	63,000	88,000	291,000	1,500	39,000	60,000
Travel	2,000	2,000					
TOTAL EXPENSES	594,600	70,000	101,500	305,000	5,600	52,500	60,000

FUNDED & FUNDING ORGANIZATIONS**FUNDED CAMPUS GROUPS****FUNDING GROUPS & INTERCLUB COUNCILS****EXPENSES**

Supplies/Merchandise	41,650	29,700	11,950
Printing/Advertising	11,785	4,960	6,825
Athletic	1,857,993	1,857,993	
Contracts/Fees/Rentals	323,050	76,650	246,400
Travel	201,950	9,650	192,300
Dues/Subscription	2,450	1,950	500
Insurance	23,500		23,500
TOTAL EXPENSES	2,462,378	1,980,903	481,475

FUNDED CAMPUS GROUPS	INTER-FRATERNITY COUNCIL	MULTI-CULTURAL GREEK COUNCIL	NATIONAL PANHELLENIC COUNCIL	PANHELLENIC	RESIDENT STUDENTS ASSOC	ARBORETUM	ATHLETICS
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EXPENSES

Supplies	29,700	1,500	4,700	500	8,000	15,000		
Printing/Advertising	4,960	1,000	500	100	3,160	200		
Grants	1,857,993							1,857,993
Contracts/Fees/Rentals	76,650	4,000	6,500	2,500	6,650	9,000	48,000	
Travel	9,650	2,500	1,900	750	1,500	3,000		
Dues/Subscription	1,950		100	200	1,500	150		
TOTAL EXPENSES	1,980,903	9,000	13,700	4,050	20,810	27,350	48,000	1,857,993

FUNDING GROUPS & INTERCLUB COUNCILS	AICC	BICC	BLACK STUDENT UNION	CICC	CSICC	EICC	ECSICC	HHDICC	HSSICC	MESA COOPERATIVA	NSMICC	SCICC
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EXPENSES

GENERAL OPERATIONS

Supplies	11,950	600	1,350	3,400	400	700	300	150	1,200	150	2,000	700	1,000
Printing/Advertising	6,825	2,000	1,000	400	700	100	150	50	375	150	1,500	200	200
Contracts/Fees/Rentals	113,300	17,500	20,000	14,000	4,000	5,500	2,000	1,800	7,000	9,000	13,500	9,000	10,000
Travel	2,600			-							2,600		
Dues/Subscriptions	500			500									
Insurance	23,500												23,500

PROGRAM FUNDING

Contracts/Fees/Rentals	133,100	7,000	7,000	5,000	8,000	8,000	2,000	6,000	3,100	32,000	3,000	2,000	50,000
Travel	189,700	6,500	7,000	1,200	14,000	10,000	8,250	52,000	15,000	18,000	2,750	28,000	27,000

TOTAL EXPENSES

481,475	33,600	36,350	24,500	27,100	24,300	12,700	60,000	26,675	59,300	25,350	39,900	111,700
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TITAN STUDENT CENTERS
2019-2020 PROPOSED OPERATING BUDGET

	FY 17-18 ACTUAL	FY 18-19 BUDGET	FY 19-20 PROPOSED	Variance \$	Variance %
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INCOME

Locker Income	37,585	41,500	38,000	(3,500)	-8%
Dining Commissions	143,304	168,000	175,000	7,000	4%
Service Chargebacks	244,602	429,253	375,613	(53,640)	-12%
Merchandise Sales	2,262	3,011	321	(2,690)	-89%
Yum	19,800	19,800	19,800	-	0%
Class Bowling	9,485	8,680	8,400	(280)	-3%
Shoe Rentals	11,432	15,000	10,500	(4,500)	-30%
Foosball	269	121	242	121	100%
Shuffleboard		130		(130)	-100%
Miscellaneous Revenue	55,423	30,200	27,869	(2,331)	-8%
Room Rental	237,356	198,912	250,000	51,088	26%
Movie Ticket Income	2,945	3,375	2,488	(887)	-26%
Equipment Rental			800	800	100%
Computer Services Income	629	7,300		(7,300)	-100%
Personnel Services Income	53,449	89,785	48,020	(41,765)	-47%
Amusement Ticket Income	27,345	30,425	25,000	(5,425)	-18%
ATM/Amazon Locker	49,083	48,900	53,200	4,300	9%
Interest Income	42,518	50,000	35,000	(15,000)	-30%
Sports Ticket Income	196	2,000	800	(1,200)	-60%
Registration Fees	466,309	511,072	492,435	(18,637)	-4%
Table Tennis	2,439	2,375	2,254	(121)	-5%
Billiards	23,387	21,574	21,574	-	0%
Goods	-	150	75	(75)	-50%
Ticket Stock Revenue	150	600	320	(280)	-47%
Gaming Center	3,400	3,220	3,059	(161)	-5%
Electronic Games	4,896	4,000	3,500	(500)	-13%
Rock Wall Classes	-	1,640	3,000	1,360	83%
Games Special Events	36,861	38,000	37,000	(1,000)	-3%
Bowling	12,554	11,391	11,431	40	0%
TOTAL INCOME	1,487,679	1,740,414	1,645,701	(94,713)	-5.76%

**TITAN STUDENT CENTERS
2019-2020 PROPOSED OPERATING BUDGET**

	FY 17-18 ACTUAL	FY 18-19 BUDGET	FY 19-20 PROPOSED	Variance \$	Variance %
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EXPENSES

Personnel Services (Staff)	1,702,761	2,035,106	2,080,289	45,183	2%
Personnel Services (Student)	1,360,313	1,406,999	1,618,668	211,669	15%
Benefits (Staff)	1,257,688	922,264	860,531	(61,733)	-7%
Benefits (Students)	64,795	63,236	63,431	195	0%
Student Leader Awards	30,270	41,250	41,666	416	1%
Supplies	377,877	390,000	381,840	(8,160)	-2%
Printing & Advertising	16,305	24,400	19,000	(5,400)	-22%
Communications	37,170	50,200	41,000	(9,200)	-18%
Merchandise for Resale	3,734	2,700	2,700	-	0%
Repairs & Maintenance	110,192	152,300	128,933	(23,367)	-15%
Minor Construction	674,930	160,520	157,790	(2,730)	-2%
Contract Wages	1		-	-	0%
Contracts/Fees/Rentals	3,135,467	3,545,351	3,545,014	(337)	0%
Travel	52,788	81,300	79,040	(2,260)	-3%
Vehicle Expense	1,466	3,000	2,106	(894)	-30%
Dues & Subscriptions	9,677	14,870	13,011	(1,859)	-13%
Staff Development	-	20,250	25,325	5,075	25%
Insurance	110,191	110,000	88,000	(22,000)	-20%
Utilities	564,411	730,000	632,400	(97,600)	-13%
Contingency	1,033	30,692	31,000	308	1%
Postal Expense	1,061	2,000	3,517	1,517	76%
TOTAL EXPENSES	9,512,130	9,786,438	9,815,261	28,823	0.29%

Subsidy from Student Fees	(8,024,451)	(8,046,024)	(8,169,560)	(123,536)	(0)
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TITAN STUDENT CENTERS	ADMINISTRATION	BUILDING ENGINEERING	TITAN STUDENT UNION	TITAN RECREATION	BOARD OF TRUSTEES
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INCOME

Locker Income	38,000				38,000
Dining Commissions	175,000	175,000			
Service Chargebacks	375,613	165,500	209,112	1,001	
Merchandise Sales	321			121	200
Yum	19,800	19,800			
Class Bowling	8,400			8,400	
Shoe Rentals	10,500			10,500	
Foosball	242			242	
Shuffleboard					
Miscellaneous Revenue	27,869	2,000		1,869	24,000
Room Rental	250,000			226,744	23,256
Movie Ticket Income	2,488			2,488	
Equipment Rental	800				800
Personnel Services Income	48,020			43,020	5,000
Amusement Ticket Income	25,000			25,000	
ATM & Amazon Locker	53,200	53,200			
Interest Income	35,000	35,000			
Sports Ticket Income	800			800	
Registration Fees	492,435				492,435
Table Tennis	2,254			2,254	
Billiards	21,574			21,574	
Goods	75			75	
Ticket Stock Revenue	320			320	
Gaming Center	3,059			3,059	
Electronic Games	3,500			3,500	
Rock Wall Classes	3,000				3,000
Games Special Events	37,000			37,000	
Bowling	11,431			11,431	
TOTAL INCOME	1,645,701	450,500	209,112	399,398	586,691

TITAN STUDENT CENTERS	ADMINISTRATION	BUILDING ENGINEERING	TITAN STUDENT UNION	TITAN RECREATION	BOARD OF TRUSTEES
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EXPENSES

Personnel Services (Staff)	2,080,289	373,490	606,628	608,066	492,105	
Personnel Services (Student)	1,618,668	23,091	95,508	556,911	943,158	
Benefits (Staff)	860,531	109,670	306,076	258,203	186,582	
Benefits (Student)	63,431	924	3,775	23,372	35,360	
Student Leader Financial Award	41,666					41,666
Supplies	381,840	10,357	130,797	95,241	140,445	5,000
Printing & Advertising	19,000	531		6,476	11,281	712
Communications	41,000	16,399	4,155	9,282	10,687	477
Merchandise for Resale	2,700			200	2,500	
Repairs & Maintenance	128,933	3,900	62,715	47,318	15,000	
Minor Construction	157,790		157,790			
Contracts/Fees/Rentals	3,545,014	1,879,420	1,241,885	112,219	203,043	108,447
Travel	79,040	8,425	3,656	10,969	35,990	20,000
Vehicle Expense	2,106		2,106			
Dues & Subscriptions	13,011	5,500	350	625	6,536	
Staff Development	25,325	5,900	5,800	7,825	5,800	
Insurance	88,000	88,000				
Utilities	632,400	632,400				
Contingency	31,000	20,000		3,000		8,000
Postal Expense	3,517			3,517		
TOTAL EXPENSES	9,815,261	3,178,007	2,621,240	1,743,225	2,088,486	184,302

Subsidy from Student Fees	(8,169,560)	(2,727,507)	(2,412,128)	(1,343,827)	(1,501,795)	(184,302)
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BOARD OF TRUSTEES	TSC BOARD OF TRUSTEES	PROGRAMMING SUPPORT
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EXPENSES

Student Leader Financial Award	41,666	41,666	
Supplies	5,000	5,000	
Printing/Advertising	712	712	
Communications	477	477	
Contracts/Fees/Rentals	108,447	4,885	103,562
Travel	20,000	20,000	
Contingency	8,000	8,000	
TOTAL EXPENSES	184,302	80,740	103,562

ADMINISTRATION	GENERAL SERVICES	ADMINISTRATION	INFORMATION TECHNOLOGY
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INCOME

Dining Commissions	175,000	175,000		
Service Chargebacks	165,500	500	165,000	
Yum	19,800	19,800		
Miscellaneous Revenue	2,000	2,000		
ATM/Amazon Locker	53,200	53,200		
Interest Income	35,000	35,000		
TOTAL INCOME	450,500	285,500	165,000	

EXPENSES

Personnel Services (Staff)	373,490		191,473	182,017
Personnel Services (Student)	23,091			23,091
Benefits (Staff)	109,670		54,799	54,871
Benefits (Student)	924			924
Supplies	10,357	357	3,000	7,000
Printing/Advertising	531		500	31
Communications	16,399	13,249	1,000	2,151
Repairs/Maintenance	3,900			3,900
Contracts/Fees/Rentals	1,879,420	1,808,460		70,960
Travel	8,425		6,500	1,925
Dues/Subscriptions	5,500		5,000	500
Staff Development	5,900	1,400		4,500
Insurance	88,000	88,000		
Utilities	632,400	632,400		
Contingency	20,000	20,000		
TOTAL EXPENSES	3,178,007	2,563,866	262,272	351,869

BUILDING ENGINEERING	GENERAL OPERATIONS	KITCHEN/DINING	TSU	SRC	CHILDREN'S CENTER
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INCOME

Service Chargebacks	209,112		44,112			165,000
TOTAL INCOME	209,112		44,112			165,000

EXPENSES

Personnel Services (Staff)	606,628	606,628				
Personnel Services (Student)	95,508	75,504				20,004
Benefits (Staff)	306,076	306,076				
Benefits (Student)	3,775	3,775				
Supplies	130,797	2,575	2,614	100,008	20,600	5,000
Communications	4,155	4,155				
Repairs/Maintenance	62,715		8,951	27,600	20,914	5,250
Minor Construction	157,790			109,487	48,303	
Contracts/Fees/Rentals	1,241,885	3,497	32,547	702,943	368,153	134,746
Travel	3,656	3,656				
Vehicle Expense	2,106	2,106				
Dues/Subscriptions	350	350				
Staff Development	5,800	5,800				
TOTAL EXPENSES	2,621,240	1,014,121	44,112	940,037	457,970	165,000

TITAN STUDENT UNION	UCC	TITAN BOWL & BILLIARDS	ART & EXHIBITS	EMERGENCY PREPARATION	INFORMATION & SERVICES	TSU OPERATIONS
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INCOME

Service Chargebacks	1,001	375				626
Merchandise Sales	121		121			
Class Bowling	8,400		8,400			
Shoe Rentals	10,500		10,500			
Foosball	242		242			
Miscellaneous Revenue	1,869				65	1,804
Room Rentals	226,744	226,744				
Movie Ticket Income	2,488				2,488	
Equipment Rental	-					
Personnel Services Income	43,020		5,320		2,000	35,700
Amusement Ticket Income	25,000				25,000	
Sports Ticket Income	800				800	
Table Tennis	2,254		2,254			
Billiards	21,574		21,574			
Goods	75				75	
Ticket Stock Revenue	320				320	
Gaming Center	3,059		3,059			
Electronic Games	3,500		3,500			
Games Special Events	37,000		37,000			
Bowling	11,431		11,431			
TOTAL INCOME	399,398	227,119	103,401	-	30,748	38,130

TITAN STUDENT UNION	UCC	TITAN BOWL & BILLIARDS	ART & EXHIBITS	EMERGENCY PREPARATION	INFORMATION & SERVICES	TSU OPERATIONS
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EXPENSES

Personnel Services (Staff)	608,066	143,305	45,500			60,977	358,284
Personnel Services (Student)	556,911	42,481	66,698	32,113		114,543	301,076
Benefits (Staff)	258,203	57,505	15,929			20,938	163,831
Benefits (Student)	23,372	1,845	5,165	858		2,399	13,105
Supplies	95,241	6,413	7,496	9,650	3,840	9,895	57,947
Printing/Advertising	6,476	595	2,374	1,507		1,896	104
Communications	9,282	2,741	1,064	406		2,470	2,601
Merchandise for Resale	200		200				
Repairs/Maintenance	47,318		16,808	1,600		500	28,410
Contracts/Fees/Rentals	112,219	22,623	7,626	6,356	6,300	33,088	36,227
Travel	10,969	3,549	825			717	5,878
Dues/Subscriptions	625			250		375	
Staff Development	7,825	2,825	700			1,350	2,950
Contingency	3,000						3,000
Postal Expense	3,517					3,517	
TOTAL EXPENSES	1,743,225	283,881	170,385	52,740	10,140	252,666	973,413

TITAN RECREATION	TITAN REC GENERAL OPERATIONS	FITNESS PROGRAMS	AQUATICS	ROCK WALL	INTRAMURAL SPORTS	TITAN YOUTH SPORTS CAMP	LEARN TO SWIM	IRVINE CAMPUS	RED CROSS TRAINING	OUTDOOR ADVENTURE
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INCOME

Locker Income	38,000	38,000								
Service Chargebacks	-									
Merchandise Sales	200					200				
Miscellaneous Revenue	24,000	24,000								
Facility Rental	23,256	23,256								
Equipment Rental	800									800
Personnel Services	5,000	5,000								
Registration Fees	492,435	205,000	34,000		300	25,000	170,000	40,365		11,170
Rock Wall Classes	3,000				3,000					
TOTAL INCOME	586,691	295,256	34,000	-	3,300	25,000	170,200	40,365	-	11,170

EXPENSES

Personnel Services (Staff)	492,105	492,105								
Personnel Services (Student)	943,158	209,271	251,270	77,896	70,520	125,000	110,923	29,184	26,182	2,912
Benefits (Staff)	186,582	186,582								
Benefits (Student)	35,360	4,291	10,142	3,443	3,000	5,000	4,437	2,933	907	199
Supplies	140,445	76,000	6,500	18,000	2,500	9,500	15,000	595	150	200
Printing/Advertising	11,281	5,726	880	83	550	550	1,650	1,100	83	110
Communications	10,687	10,598					88			
Merchandise for Resale	2,500	2,500								
Repairs/Maintenance	15,000	15,000								
Contracts/Fees/Rentals	203,043	78,272	24,000	11,933	3,129	14,667	58,668	6,810		4,586
Travel	35,990	15,000	180	210		600				
Dues/Subscriptions	6,536	4,946	300	165	300					
Staff Development	5,800	3,800			1,000					
TOTAL EXPENSES	2,088,486	1,104,091	293,272	111,730	80,999	155,317	190,766	40,622	27,322	8,007



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For more information, please contact the ASI Administrative Offices at (657) 278-2401
Visit us online at asi.fullerton.edu