



2021-22
ASSOCIATED STUDENTS INC., CSUF
BUDGET



ASSOCIATED STUDENTS INC., CSUF

MISSION

ASI serves, empowers, and engages California State University, Fullerton students.

VALUES

- Servant Leadership
- Diversity, Equity, and Inclusion
- Build and Develop Student Leaders and Employees
- Embrace and Pursue Innovation

VISION STATEMENT

ASI strives to improve, diversify, and expand our leadership and professional development opportunities, programs, and services to enhance student life and the Titan Experience.

STRATEGIC GOALS 2020-2025

- Enhance Student Leader and Student Employee Development and Success
- Advance Organizational Excellence
- Strengthening Community

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STUDENT GOVERNANCE

ASSOCIATED STUDENTS INC., CSUF

Student-elected ASI representatives participate in the shared governance of the university to advocate for student concerns. The ASI President and Vice President, along with their Executive Officers, represent students' needs and interests to the CSUF administration and campus community. This executive branch advocates and provides for programs and initiatives that benefit the student body.

In concert with the Executive branch, the ASI Board of Directors, composed of elected representatives from each of the academic colleges, and including Academic Senate and University President representation, determines the priorities of the Associated Students, allocates funding for programs and services, sets policy, and advocates for student interests. In the 2020-21 academic year, the Board of Directors reorganized the committees of the board to increase the engagement of the Directors in student union and recreation programs. Previously overseen by a sub-board—the Titan Student Centers Board of Trustees—beginning in the 2021-22 academic year these functions will be under the direct purview of the Board of Directors via the Facilities and Programs Assessment committees.

Challenges faced and lessons learned in 2020-21

The Board of Directors successfully transitioned to meeting fully online while continuing to meet the goal of encouraging student involvement. The online format that began in March of 2020 and continued for the 2020-21 academic year allowed the student government to operate during the remote learning environment. Public access and student participation was maintained for all board and committee meetings by allowing all members of the campus community to attend meetings and address the board. All public meeting requirements were maintained throughout the COVID-19 facility closure, other than the Gloria Romero Act requirement to hold meetings “at the primary location of the organization”, in accordance with the Governor’s Executive Order N25-20, suspending certain open meeting law requirements.



ASI President Marcus Reveles

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"As an underclassman looking to get involved, ASI actively engaged me by offering leadership opportunities, recreational events, and a place in the Titan community. Now as the Chief Communications Officer for ASI, I get to reinvest that positive energy back into my community through advocating for and serving all my peers."

Khai Hoang
ASI Chief Communications Officer

ANTIRACISM, DIVERSITY, EQUITY, & INCLUSION



“ASI provided me with a platform to fiercely advocate for students, especially those from marginalized communities. With the help of grassroots activists, faculty and ASI mentors, I was able to bridge the gap between students and ASI and push for social justice. ASI gave me the most memorable years of my academic experience.”

◀ **Maria Linares**
ASI Board of Directors Chair



ASI has long held diversity, equity, and inclusion as core organizational values. In the wake of so many continuing incidents of racism and xenophobia and the resulting public outcry, ASI leaders called for the organization to step up and do more. Beginning in early Fall, a workgroup was formed by the Executive Director, the ASI President, and the ASI Board of Directors Chair to elevate awareness of the importance of antiracism, diversity, equity, and inclusion within ASI to develop a long-term plan to guide how we steward ASI toward becoming a more diverse and inclusive organization which more equitably serves all Titans.

ASI's Antiracism, Diversity, Equity, & Inclusion workgroup, composed of individuals from a variety of ASI departments, initiated its work by engaging with HRDI's office of Diversity, Inclusion, & Equity Programs to receive in-depth training on antiracism and inclusive organizations. With much to learn, assess, and do, the workgroup began by producing programmatic activities to support ASI staff and student leaders to better understand and apply to their work the components and conditions of oppression and racism, to begin our shared journey toward antiracism. ASI hosted lecture and discussion-based trainings on antiracism and oppression, facilitated a book club in conjunction with CSUF's Common Read, and has sparked dialogue throughout the various departments of the organization, normalizing discussions about how our work intersects issues of race, inclusion, and justice.

This workgroup also developed and implemented a baseline assessment instrument to more clearly understand the current conditions and experiences of diversity, equity, and inclusion throughout our organization. This assessment informed the workgroup's development of a long-term Antiracism, Diversity, Equity, & Inclusion plan—approved by the ASI Board of Directors in Spring 2021—which outlines strategies for developing equitable, inclusive, and justice-oriented programming, policies, and opportunities through the establishment of shared competencies and an ASI Antiracism, Diversity, Equity, & Inclusion Committee. The efforts begun in the 2020-21 academic year will continue through future years. ASI is committed to this ongoing and necessary work in order to live the organization's values and do its part in making our campus, community, and world a better place for all people.

PROGRAMS

LEADER & PROGRAM DEVELOPMENT

ASSOCIATED STUDENTS INC., CSUF

ASI Leader & Program Development (LPD) advises, supports, administers, and oversees the functions of the student government program as well as a variety of other areas. This department facilitates 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 throughout the year. LPD aids student government and student leaders, including the Board of Directors, Executive Officers, the Titan Student Centers Board of Trustees, in navigating their experiences in ASI and serving the students of Cal State Fullerton.

LPD also functions as ASI's Programming department, providing expertise in event and activity planning and implementation. The department oversees some of the largest events on campus, including Spring Concert. The department also oversees and advises student leaders on budgets and finance, and monitors the campus funding/funded councils, organizations, and clubs receiving funding from ASI. LPD is responsible for administering and overseeing a variety of additional programs and services, including Camp Titan, TSU club office and storage space, and the ASI Student Research Grant program.

Challenges faced and lessons learned in 2020-21

During the past year of primarily virtual instruction, LPD made significant adjustments to nearly all aspects of operation. From advising, to events and activities, the switch to virtual and online was rapid and the learning curve was sharp, but the department supported the vision of our student leaders throughout the year by facilitating a myriad of virtual student engagement experiences. In March of 2020 all meetings of the ASI Board of Directors, the Titan Student Centers Board of Trustees, and their committees moved to an online format that continued to allow for transparency and public access. In addition, ASI's YouTube channel and social media

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“Being a part of ASI as a student leader has really helped me develop my leadership skills and grow as a person. Before, I always thought of myself as a follower, and only a leader in necessary situations. But being a part of ASI has helped me come out of my shell and develop skills that I never thought I'd have until joining ASI.”

Charissa Yuen

AICA Chair 19-20

ASI Programming Coordinator 20-21



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platforms were utilized to reach students in any location. Existing programs like Direct from the Board and the *Fully Informed* podcast continued, while on site programs like concerts, Titan Talks, and All Night Study were presented online. Overall, over 45 videos encompassing over 50 hours of programming were created and presented in the past year.



TITAN STUDENT UNION

Since 1976 the Titan Student Union (TSU) has provided students with opportunities to build community, enhance their educational experience, study, relax, and sit for a meal with each other.

The TSU offers recreational activities like bowling, billiards, and gaming on the lower level; art classes, educational sessions, and craft workshops in the Grand Stair Studio; art galleries and a permanent art program that showcase CSUF student artwork; and a newly created ASI Food Pantry which will support Titans experiencing food insecurity. The Titan Student Union houses offices for our ASI student leaders and departments, while also providing services for students and members of the campus community. The TSU also houses Student Life & Leadership, the Dean of Students Office, and the Community Services & Leadership Programs Office. The University Conference Center in the TSU hosts student organization meetings, conferences, speakers and events which connect students to each other and their education.

Challenges faced and lessons learned in 2020-21

During the campus closure, student union staff supported ASI's efforts to convert services to the virtual environment. Partnering with ASI Marketing, the TSU offered how-to videos ranging from setting up PA systems to learning to bowl. A popular feature was the DIY Art and How-to-Draw videos.

While enjoying the opportunity to innovate in the virtual format, for the coming year the staff and students who operate the Titan Student Union look forward to welcoming back Titans following the year-long closure. The opportunity to gather together, take a break from a hectic day, or expand our health through recreation, art, or learning, in a safe and comfortable way, are goals that the TSU staff looks forward to fulfilling.

TITAN RECREATION

Titan Recreation offers a vast array of programming from outdoor trips to the Grand Canyon, exclusive F45 membership training classes, an Aquatics boot camp, over 50 group fitness classes, Personal Training, Intramural sports such as 5v5 indoor soccer to flag football, and more! In addition to these programs, Titan Recreation has built robust virtual programming introducing Esports tournaments, an outdoor talk series about a variety of careers and experiences, informative safety tip videos, and semesterly massage workshops, to note a few. Even more notable is the new Gear Rental program offering four-to-nine-day outdoor equipment rental to students and members. This equipment ranges from a four to eight-person tent, backpacking equipment, sleeping bags, and so much more. All of these amazing programs are just some of what Titan Recreation looks forward to offering students each year. All California State University, Fullerton students who pay the Student Center fee receive access to the Student Recreation Center and the programs offered by Titan Recreation at no extra cost. Student Recreation Center memberships are also available to the rest of the campus community and alumni.

Challenges faced and lessons learned in 2020-21

Despite the Student Recreation Center being closed and the inability to offer the normal scope of onsite services, Titan Recreation stayed connected to students by starting clubs for hiking, triathlon training, and swimming. These clubs provided a community for students to help and support their peers with their fitness goals. Also, in lieu of offering typical group Outdoor Adventure trips, students are now able to check out outdoor equipment from Titan Recreation for their personal trips. All of these new programs will be continued in the coming years, expanding the reach of Titan Recreation beyond the walls of the facility and perimeter of the campus.



“Working at the SRC has provided me with numerous opportunities to develop myself professionally in my academic knowledge and people skills. I was fortunate to work through many departments, learning skills in clerical work and budgets, to customer service with a diverse population of patrons, to jobs coaching and training people of all ages that has directly influenced my career path to become a physical education teacher. Working here wasn’t just a job; it was a second family and home during the 4 years I worked there. I would not trade a second worked at the SRC for any other job.”

Erin Furtak
Former Student Employee
2021 Graduate





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. The availability of affordable childcare has been cited as one of the most critical barriers to the academic success of students with young children. Since 1971, the Center has offered affordable child development services to student families to enable them to reach their academic and professional goals. The current graduation rate of student parents is 91%. Many of the center's student parent enrollees are first-generation college students.

The ASI Children's Center is NAEYC accredited and offers an educational environment to foster growth and promote life-long learning for children. The Center partners with families, students, faculty, staff, and the Fullerton community to provide quality care and education to all involved in the program. The Center is licensed to provide child care to children from 3 months through 6 years of age.

The Center also employs CSUF students who are all appropriately trained in early childhood education practices. This enables students to receive valuable hands on training and experience for their future professional careers. Students are also able to perform academic internships to earn academic instructional classroom credit.

In 2020-21 the Center offered in-person programming that complied with with campus, state, and local health guidelines and ordinances. Health and safety best practices were implemented to continue to protect enrolled children and staff. In addition to in-person services, the Center provided a distance learning and virtual programming services to families. Website resources, parenting and student appointments and

individualized resource sessions were also provided. The Children's Center operates Monday through Friday year-round, is closed on all University holidays, and observes special hours during summer and academic recesses.

Challenges faced and lessons learned in 2020-21

Telecommuting and remote work required a new type of programming. Center staff felt the best way to continue to support families was to provide a wide array of online resources and activities that families could access at home and utilize based on their schedules. The Center provided parenting appointments to allow families the opportunity to discuss specific needs related to their child, and student employee advising appointments for discuss working with children. Another service that was added, and will continue to provide, is the mailing of resources to families' homes. The Center made resources available to a wide variety of families to ensure they had the supplies needed for online teaching sessions. Because of the success of the virtual learning sessions, the Center's work of educating our children continued, with grant funds continuing to be available and utilized. The lessons learned during the facility closure will help us broaden the learning experience in the future.



"I wouldn't go to class because I wouldn't have anyone to take care of my child. I didn't really have that much support at home... they didn't want to watch him. So, I'm just thankful I was able to find this place. And I was able to focus on school... I don't know what I would have done. I don't think I would have graduated."

CSUF Student Parent



ADMINISTRATION

In addition to focusing on student success, programs, and services, ASI operates as a university auxiliary and legally-recognized nonprofit corporation. The administration of ASI includes oversight of all departments, risk management, strategic planning, and assessment as well as compliance with CSU and CSUF guidelines and California nonprofit law. ASI administrative and support areas include office of the Executive Director, Marketing, Communications, and Design, Human Resources, Financial Services, Building Engineering, and IT Services.

Challenges faced and lessons learned in 2020-21

Having to quickly adapt to supporting an entirely remote work force and operation, ASI Administration units have been able to enhance many services through the creation of online workflow processes – new procedures which will continue to add value to ASI operations long after the return to on-campus operations.

Amidst a rapidly evolving landscape throughout higher education and student affairs, ASI took the opportunity to bolster assessment initiatives to better understand and meet the dynamic and changing needs of students, both during a pandemic and coming out of the solely virtual world. ASI professionals with assessment knowledge and experience were tasked with developing an organizational framework to establish a culture of assessment. This work will guide the entire organization in centering assessment principles in all areas in order to continuously improve and create meaningful services and transformational student experiences. The success of these efforts led to the identification of staff who will continue these efforts permanently and will result in a new area of concentration within Administration.

ASI Student graphic designers and 2021 ACUI Steal This Idea winners Bill Matthew Dee and YueTong Tsen





MARKETING, COMMUNICATIONS, & DESIGN

Marketing, Communication and Design (MCD) is responsible for the centralized marketing, advertising, and public relations efforts for Associated Students Inc., CSUF, including ASI programming and the Titan Student Centers. MCD's in-house creative team produces all print and electronic designs, the Fully Informed podcast, and various videos; maintains the ASI website; and oversees the official ASI social media channels. In addition, the department offers advertising services for student clubs and organizations. During the pandemic closure, the video production team created dozens of instructional videos and virtual concerts and programs, expanding ASI's programs to 24/7 access, an effort that will continue into the future.

HUMAN RESOURCES

Human Resources manages all personnel and human resource functions, including 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 ASI employees. The department 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 and oversees and administers payroll and employee benefits. 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 62 full-time professional staff and approximately 22 part time student employees and personnel. 348 student staff were furloughed due to the pandemic. Active furloughed students will be called back to work based on the services provided upon return to campus. The goal of ASI Human Resources is to provide a work environment that is fair, equitable, fun, safe, and high-performing while promoting growth, recognition, and development.

FINANCIAL SERVICES

Financial Services oversees the management and use of the student body and student center fees. The department oversees all accounting services for ASI and also provides accounting services to CSUF Athletics that include processing travel funds, coach stipends, and facility and personnel expenses. 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 and IRA Committee administrative support for the Instructionally Related Activities (IRA) fee. The process of awarding the IRA fee is overseen by a student-chaired campus-appointed committee made up of faculty and student representatives from each college.

BUILDING ENGINEERING & INFORMATION TECHNOLOGY

Building Engineering and Information Technology Services provide all of ASI's infrastructure needs. BE maintains ASI's three facilities and surrounding grounds. ASI's facility professionals perform maintenance of facilities and building systems, and oversee custodial services and landscaping. Building Engineering coordinates with CSUF Capital Programs and Facilities Management to execute leaseholder improvements and maintenance of fire/life safety systems and elevators.

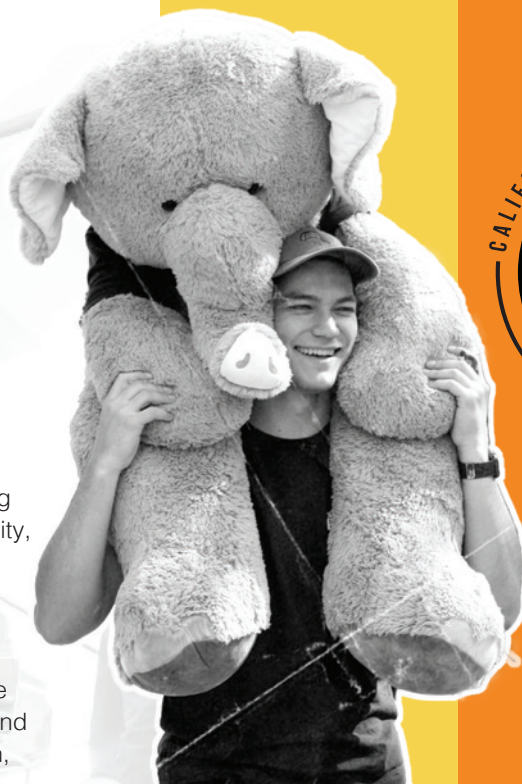
ASI's IT Services staff coordinate with CSUF Information Technology to supply and maintain all ASI information technology systems and services including desktop and telecommuting support, campus network access, compliance, and data security. ASI covers all costs associated with campus-provided facility and technology services and systems.



FINANCIAL STANDARDS

ASSOCIATED STUDENTS INC., CSUF

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



2021-22 BUDGET OVERVIEW

In March of 2020, just before the Board of Directors approved the 2020-21 ASI Budget, university officials cautioned ASI to plan for decreased enrollment for the coming academic year. Consequently, the 2020-21 budget income assumption and expenses were reduced by 5%. Income projections, based on estimated attendance, are restored for the 2021-22 budget. However, estimated income from operations has decreased for the coming year. Income under the AS budget is derived from Children's Center tuition and grants. TSC income is received from rental of event and meeting space, fees for recreational activities, and rent and revenue from food service. Due to continued restrictions on gatherings, income from each of these areas is expected to be lower than prior years. The Children's Center anticipates attendance rates at 25-50% for most of the academic year. Income from facility rentals will be minimal, while income from food service is unknown, depending on campus population. The combined reduction in these areas results in an estimated loss of income of \$625,000 for the AS fund and \$160,000 for TSC.

Because the corporation is funded by two fees, corporate-wide functions are budgeted under one fee but supported by the other via an annual "chargeback." The areas of Administration, Finance, and Human Resources, as well as infrastructure needs such as facility maintenance and Information Technology are supported by both fees. The 2021-22 budget reflects a move of the Marketing & Communications department from the AS budget to the TSC, with a corresponding chargeback.

Variations in expenditures for the coming year reflect reduced in-person events and operations. A reduction in Children's Center enrollment results in a corresponding reduction in the need for part-time staff. No staff travel is expected, but remote conference attendance will continue. Similarly, expenses associated with on-site staff training are reduced as it is expected to continue virtually or in smaller groups.

A new philosophy that will allow for adjustments to staffing – including reorganization, reassignment, inflationary, merit, and student staffing – and allow for flexibility of programming. Funds in support of the Irvine campus have been removed, while support for the ASI Food Pantry has been included.

BUDGET PROCESS

The ASI President and other elected student leaders propose funding for programs and initiatives, while department managers prepare income and expense projections based on prior year expenditures and future usage assumptions. These proposals are reviewed by the Finance Committee of the Board of Directors. The Titan Student Centers Board of Trustees reviews programs and initiatives of the TSU and SRC. The ASI Board of Directors approves the ASI budget in its entirety.

The ASI fund is derived from the mandatory Student Body Fee. In addition to the student government, this mandatory student fee funds the ASI Children's Center, including facility operations, bond obligations, and reserves for maintenance and improvements. Currently, 30% of the student body fee is allocated directly to CSUF Athletics to provide scholarships to student athletes. Because of this arrangement, all CSUF students are admitted free to many athletic events.

The Titan Student Centers fund is derived from the mandatory Student Body Centers Fee. These student fees, together with income from operations, fund all operations of the Titan Student Centers including bond obligations for the student union and recreation facilities. The CSUF Student Body Centers Fee is among the lowest of CSU campuses with comparable facilities and services.

Effective Spring 2021, the final bond payment on the Titan Student Union was made. The bond for the Student Recreation Center remains at a cost of approximately \$1.7 million annually. The reduction in debt service allows ASI to fund other student-centered initiatives like the ASI Food Pantry and student programming.

EXECUTIVE ORDER 1000 ASI AND UNIVERSITY COLLABORATION

In consideration of CSU Office of the Chancellor Executive Order 1000 that states the campus president shall ensure that costs incurred for services and facilities provided to auxiliary organizations are properly recovered with cash or a documented exchange of value, Associated Students Inc. and CSUF have collaborated to determine that allowable and allocable indirect costs shall be recovered utilizing a documented and consistent identification of indirect costs. Services provided by the university to ASI include those which directly and indirectly support the functions of Associated Students' services and facilities, such as executive and administrative oversight for every division within the university, fiscal operations, and university police. Services and support provided by ASI to the university include office space for Student Affairs departments, event space for university meetings and functions, food pantry and basic needs support, scholarships for students, accounting services for athletics and student organizations, and operation of a childcare center. Additional direct costs, other than those included in EO 1000, are invoiced to ASI by the department providing services.

RESERVE FUNDS

In October of 2020 the Board of Directors passed a Resolution to Amend the Policy Concerning Reserves and Investments to provide for the growth and security of designated funds and provide guidance on the accumulation and maintenance of reserves. In addition to setting investment policy in accordance with CSU Auxiliary guidelines, the policy restructured reserve designations and updated the minimum or target levels to meet CSU Chancellor expectations. The Resolution made the following changes:

Reserve Funds continued on the next page.

RESERVE FUNDS (continued)

Associated Students University-held Reserves

- **Catastrophic Events, Loss of External Funding, and Working Capital** - Utilize funds currently held in the Children's Center Reserve that are in excess of the \$2,000,000 minimum level to fund these reserves. These three reserves will be fully funded as of June 30, 2021.

Titan Student Centers University-held Reserves

- **Economic Uncertainty** - Utilize \$350,000 of student fee income for three consecutive years beginning in 2021-22 and reaching full funding by June 2024.
- **Repair and Replacement** - This reserve is fully funded and includes a designation of \$7,000,000 to fund the renovation of portions of the Titan Student Union. The last transfer of \$2,500,000 of student fee income will take place during the 2020-21 fiscal year to satisfy that designation.
- **Catastrophic Events** - Utilize \$850,000 of student fee income for five consecutive years beginning in 2021-22 and reaching full funding by June 2026.

FINANCIAL POSITION

In order to safeguard the organization's financial sustainability, ASI takes a full-cost approach to budgeting, ensuring all long-term obligations and future predictable expenses are included in the annual budget. The funding plan for the newly-designated reserves will leverage the corporation to address unpredictable expenses as well.

ASI carries three long-term obligations: post-retirement medical expenses, pension obligation, and facility bonds. The Student Recreation Center bond will be satisfied in 2038. Short-term obligations are the funding of the newly-designated reserves. All long and short-term obligations continue to be satisfied annually with a current debt service ratio of 1.35. In addition, ASI program expenses make up 91% of total expenditures, well above the Charity Watch benchmark of 75% for healthy nonprofit organizations.¹

According to a research report published by the RAND Corporation, *Financial Sustainability for Nonprofit Organizations*, in an assessment of overall financial health, at the current level of operations, ASI demonstrates financial capacity as well as financial sustainability.² When considering current year fund balances and locally-held unrestricted reserves, ASI is currently maintaining ten months of available funding. This liquidity leveraged the organization to maintain operations while suffering an almost complete loss of income from operations during the COVID-19 facility closure, and will ensure the same for the coming year. Current liquidity, together with current and planned reserves, places the organization in a position of financial sustainability. This will enable the student body to fulfill their goals of maintaining services while continuing to weather short-term economic fluctuations. However, a large-scale expansion of services—i.e. new bond obligations, new programs, or increased funding for current programs—will require increased revenue.

In accordance with the CSU Auxiliary Organizations Compliance Guide, the Board of Directors conducts a Management Review in Spring of each academic year and ensures an external audit is completed at the close of each fiscal year.

¹ <https://www.charitywatch.org/our-charity-rating-process>

² RAND Corporation <https://www.rand.org/about/glance.html>; Report https://www.rand.org/content/dam/rand/pubs/research_reports/RR100/RR121/RAND_RR121.pdf



ASSOCIATED STUDENTS, INC, CSUF 2021-22 CONSOLIDATED BUDGET

Consolidated ASI, CSUF	Associated Students	Titan Student Centers
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INCOME

Parent/Staff/Faculty/Fees	\$ 342,000	342,000	
Contract-Dept.of Educ.	\$ 642,000	642,000	
Contract-CSU & Child Nutrition	\$ 162,504	162,504	
Fees Certified	\$ 12,000	12,000	
IRA Management Fee	\$ 250,287	250,287	
TSC Chargeback	\$ 1,973,945	1,973,945	
Fundraising/Int. Income	\$ 215,000	145,000	70,000
Gen./Yr End Income	\$ 93,000	93,000	
Service Chargeback	\$ 811,510		811,510
Registration/Locker/Rockwall Fees	\$ 268,070		268,070
Dining Commissions	\$ 210,000		210,000
Misc./Gen. Merchandise	\$ 10,360		10,360
Billiard/Bowling/Games Inc.	\$ 81,026		81,026
Room/Facility/Equip. rental	\$ 86,500		86,500
Tickets Income	\$ 14,820		14,820
Computer/Personnel Sev. Inc.	\$ 22,790		22,790
Yum & ATM & Automated Services	\$ 70,332		70,332
TOTAL INCOME	\$ 5,266,144	3,620,736	1,645,408

**ASSOCIATED STUDENTS, INC, CSUF
2021-22 CONSOLIDATED BUDGET**

	Consolidated ASI, CSUF	Associated Students	Titan Student Centers
EXPENSES			
Personnel Services (Staff)	\$ 4,869,910	2,572,513	2,297,397
Personnel Services (Student)	\$ 2,168,415	473,743	1,694,672
Benefits (Staff)	\$ 2,133,525	1,085,061	1,048,464
Benefits (Student)	\$ 97,738	12,848	84,890
Contract Wages	\$ 182,000	60,000	122,000
Student Leadership Awards	\$ 418,362	418,362	
Supplies/Merchandise	\$ 636,977	209,315	427,662
Printing & Advertising	\$ 120,519	51,705	68,814
Communications/Postal	\$ 82,899	35,175	47,724
Contract/Fees/Rental	\$ 6,279,095	2,298,779	3,980,316
Vehicle Exp./Repair/Minor Construct.	\$ 482,417	140,000	342,417
Travel	\$ 263,873	246,023	17,850
Dues & Subscription	\$ 33,930	19,350	14,580
Staff Development	\$ 116,150	78,400	37,750
Insurance	\$ 243,565	110,000	133,565
Utilities	\$ 526,000	26,000	500,000
Research Grants	\$ 25,000	25,000	
Contingency	\$ 312,699	174,725	137,974
Titan Dreamers Scholarship	\$ 20,000	20,000	
Scholarship	\$ 40,544	40,544	
Presidential Discretionary	\$ 750	750	
Athletics	\$ 1,981,180	1,981,180	
TOTAL EXPENSES	\$ 21,035,548	10,079,473	10,956,075
Subsidy from Student Fees	\$ (15,769,404)	\$ (6,458,737)	\$ (9,310,667)

ASSOCIATED STUDENTS			
ASI FEE REVENUE PROJECTION FY 2021-2022			
NON-DIRECTED ASI FEE	SUMMER 2021	FALL 2021	SPRING 2022
Projected Students	1,000	40,786	38,998
Less: Waivers	0	180	150
Budgeted Student Headcount	1,000	40,606	38,848
Non-Directed ASI Fee	\$ 5.00	\$ 58.96	\$ 58.96
Budgeted Fees Available	\$ 5,000	\$ 2,394,103	\$ 2,290,452
	TOTAL NON-DIRECTED ASI FEES		\$ 4,689,555
ATHLETICS	SUMMER 2021	FALL 2021	SPRING 2022
Projected Students	1,000	40,786	38,998
Less: Waivers	0	180	150
Budgeted Student Headcount	1,000	40,606	38,848
Athletic Fee	\$ -	\$ 24.93	\$ 24.93
Budgeted Fees Available	\$ -	\$ 1,012,508	\$ 968,672
	TOTAL ATHLETICS FEES		\$1,981,180
TOTAL PROJECTED ASI FEES FOR FY 2021-2022			\$6,670,735

ASSOCIATED STUDENTS REVENUE FUND BALANCE			
ASI	2019-20 ACTUAL	2020-21 ESTIMATE	2021-22 PROPOSED
ASB DEPOSITORY FUND (TB001)			
Prior Year Fund Balance	\$ 70,903	\$ 63,923	\$ 90,859
Depository Fees	\$ 6,292,318	\$ 6,156,384	\$ 6,670,735
Interest Income	\$ 38,890	\$ 25,000	\$ 25,000
SUB-TOTAL	\$ 6,402,111	\$ 6,245,307	\$ 6,786,594
EXPENDITURES	\$ 6,338,189	\$ 6,154,448	\$ 6,458,737
Transfer to Unfunded Pension Liability			\$ 248,345
Transfer to Catastrophic Fund	\$ -	\$ -	\$ -
Transfer to Loss of External Funding Fund	\$ -	\$ -	\$ -
Transfer to Working Capital Fund			\$ 10,357
Transfer to Children's Center Fund (CNB)	\$ -	\$ -	
EXPENSE TOTAL	\$ 6,338,189	\$ 6,154,448	\$ 6,717,439
Ending Fund Balance	\$63,922	\$90,859	\$ 69,155

RESERVE FUNDS	BALANCE 6/30/2020	BALANCE 6/30/2021	BALANCE 6/30/2022
Catastrophic Fund	\$ -	\$ 360,000.00	\$ 360,000.00
Loss of External Funding Fund	\$ -	\$ 434,250.00	\$ 434,250.00
Working Capital	\$ -	\$ 525,000.00	\$ 535,357.00
Children's Center (CNB)	\$ 3,321,382.00	\$ 2,052,132.00	\$ 2,052,132.00

**ASSOCIATED STUDENTS, CSUF INC
2021-2022 PROPOSED BUDGET**

	FY 19-20 ACTUAL	FY 20-21 BUDGET	FY 21-22 PROPOSED	Variance \$	Variance %
INCOME					
Parent Fees (CC)	506,229	695,000	342,000	(353,000)	-103%
Contract-Dept of Educ (CC)	838,225	658,132	642,000	(16,132)	-3%
Fees Certified	35,035	42,000	12,000	(30,000)	-250%
Fundraising /Interest Income	97,459	165,000	145,000	(20,000)	-14%
Contract-Child Nutrition (CC)	29,288	236,780	162,504	(74,276)	-46%
General Revenue	109,692	228,000	93,000	(135,000)	-145%
TSC Chargeback	1,724,299	1,782,081	1,973,945	191,864	10%
IRA Management Fee	213,026	257,236	250,287	(6,949)	-3%
TOTAL INCOME	3,553,253	4,064,229	3,620,736	(443,493)	-12%
EXPENSES					
Personnel Services (Staff)	1,891,116	2,705,929	2,572,513	(133,416)	-5%
Personnel Services (Student)	1,096,543	1,089,251	473,743	(615,508)	-130%
Benefits (Staff)	1,011,833	1,091,857	1,085,061	(6,796)	-1%
Benefits (Student)	31,817	34,912	12,848	(22,064)	-172%
Student Leadership Awards	349,851	415,605	418,362	2,757	1%
Supplies	190,163	290,262	209,315	(80,947)	-39%
Printing & Advertising	25,889	110,265	51,705	(58,560)	-113%
Communications	30,725	37,545	35,175	(2,370)	-7%
Repair and Maintenance	5,459	143,288	140,000	(3,288)	-2%
Contract Wages	137,886	153,000	60,000	(93,000)	-155%
Grants-Athletics	1,836,421	1,817,705	1,981,180	163,475	8%
Contracts/Fees/Rentals	980,777	1,693,626	2,298,779	605,153	26%
Travel	179,702	321,117	246,023	(75,094)	-31%
Dues & Subscriptions	7,826	23,150	19,350	(3,800)	-20%
Staff Development	57,197	75,415	78,400	2,985	4%
Insurance	92,690	103,000	110,000	7,000	6%
Utilities	30,187	30,000	26,000	(4,000)	-15%
Research Grants	21,821	25,000	25,000	-	0%
Contingency	13,551	30,000	174,725	144,725	83%
Titan Dreamers Scholarship	10,000	10,000	20,000	10,000	50%
Scholarships	13,000	17,000	40,544	23,544	58%
Presidential Discretionary	-	750	750	-	0%
TOTAL EXPENSES	8,014,454	10,218,677	10,079,473	(139,204)	-1%
Subsidy from Student Fees	(4,461,201)	(6,154,448)	(6,458,737)	(304,289)	

ASSOCIATED STUDENTS	STUDENT GOVERNMENT	PROGRAMMING & STUDENT SERVICES	ADMINISTRATION	FUNDED & FUNDING ORGANIZATIONS
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INCOME

Parent/Staff/Faculty Fees	342,000			342,000	
Contract-Dept of Educ (CC)	642,000			642,000	
Fees Certified	12,000			12,000	
Contract-CSU & Child Nutrition	162,504			162,504	
Fundraising/Interest Income	145,000		50,000	95,000	
General/Yr End Show Income	93,000		90,000	3,000	
TSC Chargeback	1,973,945	-	530,071	1,443,874	
IRA Management Fee	250,287			250,287	
TOTAL INCOME	3,620,736	-	670,071	2,950,665	

EXPENSES

Personnel Services (Staff)	2,572,513		287,947	2,284,566	
Personnel Services (Student)	473,743	28,205	90,738	354,800	
Benefits (Staff)	1,085,061		113,793	971,269	
Benefits (Student)	12,848	716	3,549	8,583	
Contract Wages	60,000			60,000	
Student Leadership Awards	418,362		418,362		
Supplies/Merchandise	209,315	15,200	62,365	87,500	44,250
Printing & Advertising	51,705	15,750	18,705	7,400	9,850
Communications/Postal	35,175	5,050	11,625	18,500	
Repair/Minor Construction	140,000			140,000	
Athletics	1,981,180				1,981,180
Contracts/Fees/Rentals	2,298,779	29,600	701,420	1,241,030	326,729
Travel	246,023	30,000	18,300	350	197,373
Dues & Subscriptions	19,350		3,400	11,700	4,250
Staff Development	78,400		10,000	68,400	
Insurance	110,000			86,500	23,500
Utilities	26,000			26,000	
Research Grants	25,000		25,000		
Contingency	174,725	30,000		144,725	
Titan Dreamers Scholarship	20,000	20,000			
Scholarship	40,544	40,544			
Presidential Discretionary	750	750			
TOTAL EXPENSES	10,079,473	215,815	1,765,204	5,511,323	2,587,132

Subsidy from Student Fees	(6,458,737)	(215,815)	(1,095,133)	(2,560,658)	(2,587,132)
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STUDENT GOVERNMENT	BOARD OF DIRECTORS	EXECUTIVE OFFICES	COMMISSIONS	ELECTIONS
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EXPENSES

Personnel Services (Student)	28,205		28,205		
Benefits (Student)	716		716		
Supplies/Merchandise	15,200	1,400	4,500	7,800	1,500
Printing & Advertising	15,750	1,000	2,500	11,250	1,000
Communications/Postal	5,050	550	4,500		
Contracts/Fees/Rentals	29,600	2,100	8,000	14,500	5,000
Travel	30,000	5,000		25,000	
Titan Dreamer Scholarships	20,000		20,000		
Contingency	30,000	30,000			
Scholarships	40,544		40,544		
Presidential Discretionary	750		750		
TOTAL EXPENSES	215,815	40,050	109,715	58,550	7,500

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

Supplies/Merchandise	7,800	3,000	1,000	500	2,200	600	400	100
Printing & Advertising	11,250	4,000	1,050	1,400	2,300	700	900	900
Contracts/Fees/Rentals	14,500	6,000	1,500	2,000	1,500	500	2300	700
Travel	25,000			1,500	22,000		1500	
TOTAL	58,550	13,000	3,550	5,400	28,000	1,800	5,100	1,700

ADMINISTRATION	ADMINISTRATION	ACCOUNTING	HUMAN RESOURCES	CHILDREN'S CENTER
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INCOME

Parent/Staff/Faculty Fees	342,000				342,000
Contract-Dept of Education	642,000				642,000
Fees Certified	12,000				12,000
Contract-CSU & Child Nutrition	162,504				162,504
Fundraising/Int. Income	95,000		90,000		5,000
General/Spring Concert	3,000	3,000			
TSC Chargeback	1,443,874	484,691	552,170	407,013	
IRA Management Fee	250,287		250,287		
TOTAL INCOME	2,950,665	487,691	892,457	407,013	1,163,504

EXPENSES

Personnel Services (Staff)	2,284,566	568,260	547,379	313,383	855,545
Personnel Services (Student)	354,800	29,532	28,168	32,100	265,000
Benefits (Staff)	971,269	222,508	230,917	99,972	417,871
Benefits (Student)	8,583	864	581	768	6,370
Contract Wages	60,000		60,000		
Supplies/Merchandise	87,500	10,000	10,000	7,500	60,000
Printing & Advertising	7,400	600	1,200	5,000	600
Communications/Postal	18,500	4,000	3,600	6,000	4,900
Vehicle/Repair/Minor Construction	140,000				140,000
Contracts/Fees/Rentals	1,241,030	822,235	210,200	177,900	30,695
Travel	350	250	100		
Dues & Subscriptions	11,700	6,550		2,500	2,650
Staff Development	68,400	22,000	1,200	45,000	200
Insurance	86,500	80,500			6,000
Utilities	26,000				26,000
Contingency	144,725	144,725			
TOTAL EXPENSES	5,511,323	1,912,024	1,093,345	690,123	1,815,831

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

Fundraising/Interest Income	50,000				50,000
TSC Chargeback	530,071	436,138	93,933		
General/Spring Concert	90,000		90,000		
TOTAL INCOME	670,071	436,138	183,933		50,000

EXPENSES

Personnel Services (Staff)	287,947	287,947			
Personnel Services (Student)	90,738	90,738			
Benefits (Staff)	113,793	113,793			
Benefits (Student)	3,549	3,549			
Student Leadership Awards	418,362	418,362			
Supplies/Merchandise	62,365	10,000	41,575		10,790
Printing & Advertising	18,705	3,800	13,130		1,775
Communications/Postal	11,625	11,300			325
Contracts/Fees/Rentals	701,420	76,350	544,370		80,700
Travel	18,300	250	3,050		15,000
Dues & Subscriptions	3,400	1,400	-		2,000
Staff Development	10,000	10,000			
Research Grants	25,000			25,000	
TOTAL EXPENSES	1,765,204	1,027,489	602,125	25,000	110,590

LEADER & PROGRAM DEVELOPMENT	LEADER & PROGRAM DEVELOPMENT	SPEAKERS SERIES	FARMER'S MARKET
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INCOME

Fundraising/Interest Income	-			
TSC Chargeback	436,138	413,638	22,500	
General/Spring Concert	-			
TOTAL INCOME	436,138	413,638	22,500	-

EXPENSES

Personnel Services (Staff)	287,947	287,947		
Personnel Services (Student)	90,738	90,738		
Benefits (Staff)	113,793	113,793		
Benefits (Student)	3,549	3,549		
Student Leadership Awards	418,362	418,362		
Supplies/Merchandise	10,000	7,500	1,500	1,000
Printing & Advertising	3,800	2,000	1,500	300
Communications/Postal	11,300	11,300		
Contracts/Fees/Rentals	76,350	34,850	40,000	1,500
Travel	250	250		
Dues & Subscriptions	1,400	1,400		
Staff Development	10,000	10,000		
Insurance	-			
Research Grants	-			
TOTAL EXPENSES	1,027,489	981,689	43,000	2,800

PROGRAMMING	AICA	PROGRAMMING BOARD	SPRING CONCERT
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INCOME

TSC Chargeback	93,933		93,933	
General/Spring Concert	90,000			90,000
TOTAL INCOME	183,933		93,933	90,000

EXPENSES

Supplies/Merchandise	41,575	4,000	31,315	6,260
Printing & Advertising	13,130	1,500	5,730	5,900
Contracts/Fees/Rentals	544,370	102,650	149,720	292,000
Dues & Subscriptions	-		-	
Travel	3,050	3,050		
TOTAL INCOME	602,125	111,200	186,765	304,160

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

Supplies/Merchandise	44,250	31,550	12,700
Printing & Advertising	9,850	3,300	6,550
Athletic	1,981,180	1,981,180	
Contracts/Fees/Rentals	326,729	83,781	242,948
Travel	197,373	8,910	188,463
Dues and Subscription	4,250	3,750	500
Insurance	23,500		23,500
TOTAL EXPENSES	2,587,132	2,112,471	474,661

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	31,550	500	4,700	450	9,900	16,000		
Printing & Advertising	3,300	1,000	500	100	1,300	400		
Grants	1,981,180							1,981,180
Contracts/Fees/Rentals	83,781	3,000	6,500	3,000	7,650	9,000	54,631	
Travel	8,910	2,250	1,710	900	1,350	2,700		
Dues and Subscription	3,750	1,800	100	200	1,500	150		
TOTAL EXPENSES	2,112,471	8,550	13,510	4,650	21,700	28,250	54,631	1,981,180

FUNDING GROUPS & INTERCLUB COUNCILS	AICC	BICC	BLACK STUDENT UNION	CICC	CS ICC	EICC	ECS ICC	HHD ICC	HSS ICC	MESA COOPER-ATIVA	NSM ICC	SC ICC	SWANA ICC
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EXPENSES

GENERAL OPERATIONS

Supplies	12,700	600	1,350	3,400	400	650	500	150	1,000	150	2,250	250	1,000	1,000
Printing & Advertising	6,550	1,500	900	400	700	200	250	50	250	150	1,500	250	200	200
Contracts/Fees/Rentals	107,122	17,500	20,000	4,000	4,000	5,000	3,000	2,000	8,000	8,000	14,650	9,700	9,272	2,000
Travel	10,575			9,000							1,575			
Dues & Subscriptions	500			500		-								
Insurance	23,500												23,500	

PROGRAM FUNDING

Contracts/Fees/Rentals	135,826	8,500	8,000	5,000	8,000	6,500	2,000	6,000	3,500	33,500	3,000	2,000	29,937	19,889
Travel	177,888	5,625	13,500	1,080	15,300	8,550	8,100	46,800	10,800	18,000	2,475	28,800	16,358	2,500

TOTAL EXPENSES	474,661	33,725	43,750	23,380	28,400	20,900	13,850	55,000	23,550	59,800	25,450	41,000	80,267	25,589
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TITAN STUDENT CENTERS
TSC FEE REVENUE PROJECTION FY 2021-2022

CAMPUS STUDENT UNION FEE	SUMMER 2021	FALL 2021	SPRING 2022
Projected Students	1,000	40,786	38,998
Less: Waivers	0	180	150
Budgeted Student Headcount	1,000	40,606	38,848
Non-Directed TSC Fee	\$ 60.00	\$ 151.88	\$ 151.88
Budgeted Fees Available	\$ 60,000	\$ 6,167,318	\$ 5,900,310
TOTAL PROJECTED TSC FEES FOR FY 2021-2022			\$12,127,628

TITAN STUDENT CENTERS REVENUE FUND BALANCE			
TSC	2019-2020 ACTUAL	2020-2021 ESTIMATED	2021-2022 PROPOSED
REVENUE FUND (TCUOP)			
Prior Year Fund Balance	\$ 9,937,172	\$ 9,084,659	\$ 7,165,383
Fee Revenue	\$ 11,845,280	\$ 11,559,861	\$ 12,127,628
Interest Income - Revenue Fund	\$ 186,144	\$ 150,000	\$ 150,000
General Service/Prior Year Adj	\$ 137,614		
SUB-TOTAL	\$ 22,106,210	\$ 20,794,520	\$ 19,443,011
LESS:			
Adjustments & Return to Operations	\$ 8,169,560	\$ 8,757,737	\$ 9,308,138
Net Transfers to Interest & Redemption Fund (Bond Payment)	\$ 2,298,025	\$ 2,313,400	\$ 1,702,375
General Overhead Expense	\$ 53,966	\$ 58,000	\$ 58,000
Transfers to Unfunded Pension Liability			\$ 406,602
Transfers to Repair & Replacement Fund (TCUMR)	\$ 2,500,000	\$ 2,500,000	\$ 500,000
Transfers to Catastrophic Fund (TCUCE)	\$ -	\$ -	\$ 850,000
Transfers to Economic Uncertainty Fund	\$ -	\$ -	\$ 350,000
SUB-TOTAL	\$ 13,021,551	\$ 13,629,137	\$ 13,175,115
ENDING FUND BALANCE	\$9,084,659	\$7,165,383	\$6,267,896

RESERVE FUNDS	BALANCE 06/30/2020	ESTIMATE BALANCE 06/30/2021	PROJECTED BALANCE 6/30/2022
Repair & Replacement Fund (TCUMR)	\$ 5,317,092	\$ 6,617,092	\$ 7,117,092 *
Catastrophic Fund (TCUCE)	\$ 587,780	\$ 587,780	\$ 1,437,780
Economic Uncertainty Fund (NEW)	\$ -	\$ -	\$ 350,000

* Spring 2021 Capital improvement allocation taken from TCUMR

**TITAN STUDENT CENTERS
2021-22 PROPOSED OPERATING BUDGET**

	FY 19-20 ACTUAL	FY 20-21 BUDGET	FY 21-22 PROPOSED	Variance \$	Variance %
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INCOME

Locker Income	35,413	37,000	22,000	(15,000)	-41%
Dining Commissions	108,006	180,000	210,000	30,000	17%
Service Chargebacks	292,042	417,482	811,510	394,028	94%
Merchandise Sales	3,167	3,107	121	(2,986)	-96%
Yum	14,025	19,800	9,900	(9,900)	-50%
Class Bowling	10,430	7,392	8,400	1,008	14%
Shoe Rentals	8,390	8,400	8,000	(400)	-5%
Foosball/Shuffleboard	476	387	492	105	27%
Misc./General/See's Revenue	36,866	23,256	10,209	(13,047)	-56%
Room Rental	193,129	142,000	84,700	(57,300)	-40%
Movie Ticket Income	1,530	1,600	1,425	(175)	-11%
Equipment Rental	-	-	1,800	1,800	0%
Personnel Services Income	37,761	43,044	22,790	(20,254)	-47%
Amusement Ticket Income	13,605	15,360	13,235	(2,125)	-14%
ATM & Amazon Locker	62,406	58,000	60,432	2,432	4%
Interest Income	70,925	35,000	70,000	35,000	100%
Registration Fees	364,343	322,000	244,570	(77,430)	-24%
Table Tennis	1,677	1,354	1,127	(227)	-17%
Billiards	15,933	17,259	17,259	-	0%
Goods	-	36	30	(6)	-17%
Ticket Stock Revenue	-	256	160	(96)	-38%
Gaming Center	1,877	1,803	1,803	-	0%
Electronic Games	4,478	2,800	2,800	-	0%
Rock Wall Classes	-	3,000	1,500	(1,500)	-50%
Games Special Events	32,024	32,560	32,000	(560)	-2%
Bowling	11,175	9,145	9,145	-	0%
TOTAL INCOME	1,320,235	1,382,041	1,645,408	263,367	16%

TITAN STUDENT CENTERS
2021-22 PROPOSED OPERATING BUDGET

	FY 19-20 ACTUAL	FY 20-21 BUDGET	FY 21-22 PROPOSED	Variance \$	Variance %
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EXPENSES

Personnel Services (Staff)	1,901,499	2,050,965	2,297,397	246,432	12%
Personnel Services (Student)	1,416,716	1,771,253	1,694,672	(76,581)	-4%
Benefits (Staff)	815,196	888,064	1,048,464	160,400	18%
Benefits (Students)	61,160	84,199	84,890	691	1%
Student Leader Awards	41,666	-	-	-	0%
Supplies	218,017	400,000	424,362	24,362	6%
Printing & Advertising	8,330	22,000	68,814	46,814	213%
Communications	27,939	39,631	45,724	6,093	15%
Merchandise for Resale	2,550	5,300	3,300	(2,000)	-38%
Repairs & Maintenance	75,647	146,142	178,167	32,025	22%
Minor Construction	58,791	175,000	162,000	(13,000)	-7%
Contract Wages	-	-	122,000	122,000	0%
Contracts/Fees/Rentals	3,196,477	3,687,310	3,980,316	293,006	8%
Travel	32,065	62,158	17,850	(44,308)	-71%
Vehicle Expense	901	2,250	2,250	-	0%
Dues & Subscriptions	9,304	12,545	14,580	2,035	16%
Staff Development	10,508	21,975	37,750	15,775	72%
Insurance	110,569	135,386	133,565	(1,821)	-1%
Utilities	463,175	600,600	500,000	(100,600)	-17%
Contingency	1,736	33,000	137,974	104,974	318%
Postal Expense	933	2,000	2,000	-	0%
TOTAL EXPENSES	8,453,179	10,139,778	10,956,075	816,297	7%

Subsidy from Student Fees	(7,132,944)	(8,757,737)	(9,310,667)	(552,930)	
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TITAN STUDENT CENTERS	ADMINISTRATION	BUILDING ENGINEERING	TITAN STUDENT UNION	TITAN RECREATION	PROGRAMMING SUPPORT
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INCOME

Locker Income	22,000				22,000	
Dining Commissions	210,000	210,000				
Service Chargebacks	811,510	811,135	-	375		
Merchandise Sales	121			121	-	
Yum	9,900	9,900				
Class Bowling	8,400			8,400		
Shoe Rentals	8,000			8,000		
Foosball/Shuffleboard	492			492		
Miscellaneous Revenue	10,209	-		209	10,000	
Room Rental	84,700			84,000	700	
Movie Ticket Income	1,425			1,425		
Equipment Rental	1,800				1,800	
Personnel Services Income	22,790			22,090	700	
Amusement Ticket Income	13,235			13,235		
ATM & Amazon Locker	60,432	60,432				
Interest Income	70,000	70,000				
Registration Fees	244,570				244,570	
Table Tennis	1,127			1,127		
Billiards	17,259			17,259		
Goods	30			30		
Ticket Stock Revenue	160			160		
Gaming Center	1,803			1,803		
Electronic Games	2,800			2,800		
Rock Wall Classes	1,500				1,500	
Games Special Events	32,000			32,000		
Bowling	9,145			9,145		
TOTAL INCOME	1,645,408	1,161,467	-	202,671	281,270	

TITAN STUDENT CENTERS

ADMINISTRATION

BUILDING
ENGINEERINGTITAN STUDENT
UNIONTITAN
RECREATIONPROGRAMMING
SUPPORT**EXPENSES**

Personnel Services (Staff)	2,297,397	537,886	586,122	673,818	499,572	
Personnel Services (Student)	1,694,672	179,200	85,900	560,246	869,326	
Benefits (Staff)	1,048,464	212,702	323,508	321,913	190,341	
Benefits (Student)	84,890	6,053	4,565	19,612	54,660	
Supplies	424,362	47,454	112,640	122,263	142,005	-
Printing & Advertising	68,814	35,250		12,807	20,757	-
Communications	45,724	16,990	5,760	9,974	13,000	-
Merchandise for Resale	3,300			300	3,000	
Repairs & Maintenance	178,167	7,000	61,152	87,515	22,500	
Minor Construction	162,000		162,000			
Contract Wages	122,000	122,000				
Contracts/Fees/Rentals	3,980,316	2,286,931	1,180,867	115,777	196,713	200,028
Travel	17,850	500	-	2,100	15,250	-
Vehicle Expense	2,250		2,250			
Dues & Subscriptions	14,580	7,039	500	996	6,045	
Staff Development	37,750	14,500	5,000	8,750	9,500	
Insurance	133,565	93,165			40,400	
Utilities	500,000	500,000				
Contingency	137,974	109,974		28,000		-
Postal Expense	2,000			2,000		
TOTAL EXPENSES	10,956,075	4,176,644	2,530,264	1,966,071	2,083,069	200,028

ADMINISTRATION	GENERAL SERVICES	ADMINISTRATION	INFORMATION TECHNOLOGY	MARKETING
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INCOME

Dining Commissions	210,000	210,000			
Service Chargebacks	811,135	-	149,986	263,573	397,576
Yum	9,900	9,900			
ATM & Amazon Locker	60,432	60,432			
Interest Income	70,000	70,000			
TOTAL INCOME	1,161,467	350,332	149,986	263,573	397,576

EXPENSES

Personnel Services (Staff)	537,886		206,473	75,486	255,926
Personnel Services (Student)	179,200		-	18,700	160,500
Benefits (Staff)	212,702		60,599	22,424	129,679
Benefits (Student)	6,053		-	553	5,500
Supplies	47,454		2,812	9,642	35,000
Printing & Advertising	35,250		200	50	35,000
Communications	16,990	6,980	1,200	5,900	2,910
Repairs & Maintenance	7,000			7,000	
Contract Wages	122,000			122,000	
Contracts/Fees/Rentals	2,286,931	2,122,944	-	140,392	23,595
Travel	500		250	-	250
Dues & Subscriptions	7,039		5,500	-	1,539
Staff Development	14,500		3,000	7,500	4,000
Insurance	93,165	93,165			
Utilities	500,000	500,000			
Contingency	109,974	109,974			
TOTAL EXPENSES	4,176,644	2,833,063	280,034	409,647	653,900

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

Service Chargebacks	-					
TOTAL INCOME	-					-

EXPENSES

Personnel Services (Staff)	586,122	586,122				
Personnel Services (Student)	85,900	85,900				-
Benefits (Staff)	323,508	323,508				
Benefits (Student)	4,565	4,565				-
Supplies	112,640	2,089	2,089	80,340	28,122	-
Communications	5,760	5,760				
Repairs & Maintenance	61,152		3,000	28,152	30,000	-
Minor Construction	162,000			102,000	60,000	-
Contracts/Fees/Rentals	1,180,867	4,020	47,100	741,215	388,532	-
Travel	-					
Vehicle Expense	2,250	2,250				
Dues & Subscriptions	500	500				
Staff Development	5,000	5,000				
TOTAL EXPENSES	2,530,264	1,019,714	52,189	951,707	506,654	-

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

Service Chargebacks	375	375					-	
Merchandise Sales	121		121					
Class Bowling	8,400		8,400					
Shoe Rentals	8,000		8,000					
Foosball/Shuffleboard	492		492					
Miscellaneous Revenue	209				34	175		
Room Rentals	84,000	84,000						
Movie Ticket Income	1,425				1,425			
Equipment Rental	-							
Personnel Services Income	22,090		5,320		600	16,170		
Amusement Ticket Income	13,235				13,235			
Table Tennis	1,127		1,127					
Billiards	17,259		17,259					
Goods	30				30			
Ticket Stock Revenue	160				160			
Gaming Center	1,803		1,803					
Electronic Games	2,800		2,800					
Games Special Events	32,000		32,000					
Bowling	9,145		9,145					
TOTAL INCOME	202,671	84,375	86,467		15,484	16,345		

EXPENSES

Personnel Services (Staff)	673,818	152,162	45,117			61,599	354,940	60,000
Personnel Services (Student)	560,246	35,331	66,783	31,587		97,283	267,826	61,436
Benefits (Staff)	321,913	61,899	33,957			13,005	185,882	27,170
Benefits (Student)	19,612	1,603	2,952	1,000		2,608	10,049	1,400
Supplies	122,263	1,836	25,566	7,312	1,848	4,118	78,369	3,214
Printing & Advertising	12,807	777	4,000	1,200		1,580	250	5,000
Communications	9,974	1,881	1,577	360		2,989	3,167	
Merchandise for Resale	300		300					
Repairs & Maintenance	87,515		28,600	2,075		300	56,540	
Contracts/Fees/Rentals	115,777	24,724	8,603	2,900	4,920	24,649	25,631	24,350
Travel	2,100	250	-			100	750	1,000
Dues & Subscriptions	996		146				850	
Staff Development	8,750	1,300	1,180	200		400	5,670	
Contingency	28,000						28,000	
Postal Expense	2,000					2,000		
TOTAL EXPENSES	1,966,071	281,763	218,781	46,634	6,768	210,631	1,017,924	183,570

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

Locker Income	22,000	22,000								
Service Chargebacks	-									
Merchandise Sales	-	-				-				
Miscellaneous Revenue	10,000	10,000								
Room Rental	700	700								
Equipment Rental	1,800								1,800	
Personnel Services	700	700								
Registration Fees	244,570	70,000	32,100		1,200	10,030	73,700	35,840	9,700	12,000
Rock Wall Classes	1,500				1,500					
TOTAL INCOME	281,270	103,400	32,100	-	2,700	10,030	73,700	35,840	9,700	13,800

EXPENSES

Personnel Services (Staff)	499,572	499,572								
Personnel Services (Student)	869,326	208,375	199,157	69,165	69,069	112,350	163,200	18,900	2,000	27,110
Benefits (Staff)	190,341	190,341								
Benefits (Student)	54,660	12,108	10,811	4,091	4,968	2,367	15,272	1,736	160	3,147
Supplies	142,005	73,520	12,199	24,667	2,250	12,776	6,428	402	121	9,642
Printing & Advertising	20,757	11,800	1,907	200	500	2,100	3,100	500	150	500
Communications	13,000	13,000					-			
Merchandise for Resale	3,000	3,000								
Repairs & Maintenance	22,500	20,000		2,500						
Contracts/Fees/Rentals	196,713	120,263	28,100	13,200	-	6,000	21,600	4,550	3,000	-
Travel	15,250	250								15,000
Dues & Subscriptions	6,045	4,650		170	400					825
Staff Development	9,500	6,500			3,000					-
Insurance	40,400					40,400				
TOTAL EXPENSES	2,083,069	1,163,379	252,174	113,993	80,187	175,993	209,600	26,088	5,431	56,224