

**ASSOCIATED STUDENTS
CALIFORNIA STATE UNIVERSITY FULLERTON, INC.**

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| Operations Committee MINUTES March 6th, 2019 |
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CALL TO ORDER

Douglas Kurtz, Chair, called the meeting to order at 1:42 p.m.

ROLL CALL

Members Present: Barillas, Barot, Duncan, Kurtz, Naz, Torres

Members Absent: Ansari, Grino, Nikopour

Officers Present: Allen, Evans, Fehrn, Martin, Tapper

Officers Absent: None

Guests Present: Carol McDoniel, Dr. Joe Greco¹, Lionel Lawrence

*Indicates that the member was in attendance prior to the start of Unfinished Business, but left before the scheduled ending of the meeting. [According to the by-laws, a member of the committee who does not remain until the scheduled ending for the meeting (3:00 p.m.) is considered not to be in attendance.]

**Indicates that the member was in attendance for a portion of the meeting, but not in attendance prior to the announcement of Unfinished Business. [According to the by-laws, a member of the committee who is not in attendance prior to the announcement of Unfinished Business is considered not to be in attendance.]

Kurtz asked for a motion and a second to excuse Nikopour and Ansari. Ansari is absent because of University Business. There were no objections. (Duncan-m/-Torres)

¹Kurtz stated that Dr. Joe Greco is a guest for today's meeting. He is here to watch and will have very limited participation.

APPROVAL OF AGENDA

The agenda was approved as presented. (Torres-m/Duncan-s)

APPROVAL OF MINUTES

The minutes for the February 20, 2019 meeting were approved as presented. (Duncan-m/Torres-s)

PUBLIC SPEAKERS

None.

UNFINISHED BUSINESS

None.

REPORTS

a. Chair

Kurtz reported the following:

1) Student Artwork display will be up through March 29th. Committee members need to look at the artwork and chose their top three artwork pieces like last semester. Top three choices need to be submitted to Kurtz. The top choice for this semester and last semester will be discussed at a committee meeting and see if the committee decides to purchase any of the artwork pieces.

2) Today we will be reviewing the 2019-2020 TSC budget and we will be spending as much time as needed to answer any questions and/or concerns.

3) We only have three committee meetings left for the semester. During those three meetings, we will be discussing and voting on building operating hours and a fee for F45 users.

**b. Programming
Liaison/Trustee,
TSCBOT**

Barillas reported the following:

1) Finished survey reports and she emailed them to Kurtz and Duncan for final review. Hopefully, they can be reviewed and emailed by 3/15/2019.

2) Students visited her during office hours and raised some concerns. Barillas will connect with Kurtz about the concerns.

3) Still trying to collaborate with ASI Productions on future events but it doesn't seem like it will happen. She will keep everyone updated.

**c. Director, Titan
Recreation**

Tapper reported the following:

1) Formation Day for Women 3/8/2019: At the Rec Center with a variety of activities and very well-known guest speakers. First 50 women get a free tank top. Please help spread the word.

2) Intramurals is in full swing but it is not too late to sign up.

3) Summer jobs have been posted on the ASI website for our Youth Summer Camp and Learn to Swim program. We will promote on social media.

4) Second hike for the outdoor adventure program is this weekend. They are going to Mount Zion in Sturtevant Falls. It is sold out at 12 people.

5) Rec Day 2/22/2019: It was a success with about 150 students attending.

NEW BUSINESS

**a. Action: 2019-2020 Titan
Student Centers Budget**

OC 002 18/19 (Torres-m/Duncan-s) On a motion duly made and seconded, the Operations Committee approved sending a recommendation to the Board for the approval of the 2019-2020 Titan Student Centers Budget.

Kurtz yielded to Lionel Lawrence, Director of Financial Services, and Keya Allen, Associate Executive Director, to present the proposal.

Allen stated that as TSCBOT members, it is their responsibility to exercise oversight of the budget, rely on staff expertise and historical data and review thoughtfully the data presented to them. The proposed budget has been reviewed by myself, department heads, our Executive Director and our Director of Financial Services. Department heads are present today to answer any questions the committee might have. We will go ahead and start reviewing the proposed budget page by page and will address the questions Kurtz has submitted throughout the presentation along with any other questions from the committee. Also, we will only be addressing budget variances of \$2,500 or more but if anyone has specific questions of variances lower than that, please ask.

Allen referred to the TSC Fee Revenue Projection for FY 2019-2020 and stated that this projection is based on census data and projections from the University. This shows a slight decline of 1.6%.

Allen referred to the TSC Revenue Fund Balance and explained that the Adjustments & Return to Operations figures are drawn down student fees used to operate. The Net Transfers to Interest and Redemption Fund are bond payments. The TSC bond is set to end in 2021 with a total of \$730,000 left in payment. The SRC bond is still about \$1.5 million. General Overhead Expense is an estimate for what the Chancellor's office charges us for administering our funds. Kurtz had asked what TCUOP was. Allen explained that the TCUOP is the Titan Center Union Operation and it is where the fee revenue is deposited every semester. Kurtz had asked what is General Overhead Expense. Allen explained that General Overhead Expense is the Chancellor's Office fee to manage our funds. Kurtz had asked what is TCUMR. Allen stated that it is the difference in the interest earned each year. Kurtz also asked what is Transfer to Catastrophic Fund and why don't we see a balance. Allen explained that the Catastrophic fund is to be used for disasters to maintain operation. We do have insurance coverage, however, we would use these funds to assist. Our Reserves policy requires that we have at least 15% of operating budget available and these grow over time. Catastrophic Fund Balance is found at the bottom of the page. Lawrence stated that we don't contribute to the Catastrophic Fund so that is why you don't see a figure in the Revenue Fund area, instead only the fund balance is shown at the bottom of the page. Allen stated that for future budget presentations, they would show the fund balances for TCUMR and TCUCE on a separate page to avoid confusion.

Allen and Lawrence referred to the 2019-2020 Proposed Operating Budget Income and stated they would be reviewing the bigger variances for line items.

- 6003 Locker Income: The drop is due to less locker rentals at the SRC. Men's lockers sell out but Women's lockers don't.
- 6004 Dining Commissions: Growth in this area due to the additions of new food concepts like Pieology, Hibachi- San and in the future Roscoe's.
- 6007 Service Chargebacks: Decreased but in the end it is savings for the budget because IT Services budget has moved from the ASI budget to the TSC budget, causing TSC to have less service chargebacks for IT.
- 6010 Merchandise Sales: Decreased because sales of the SRC items like gloves and towels are lower.
- 6019 Shoe Rentals: Decreased due to fewer people bowling.
- 6025 Room Rentals: Includes room rentals both in the UCC and the SRC. Tapper explained that this has increased due to SRC and UCC both adjusting room rental rates and SRC is doing a better job at promoting their rental spaces.
- 6035 Personnel Services Income: Fehr stated that this is the money received for the charge of building manager services associated with room rentals. This has decreased because last year we overestimated so this year we have adjusted.
- 6032 Computer Services Income: The Mainframe computer lounge has been eliminated.
- 6039 ATM and Amazon Locker: Increased due to us being able to negotiate our contract fees for the ATMs.
- 6040 Interest Income: Decreased because we are not expecting interest rates to be as great as last year. This is the amount we expect to receive in interest from our campus accounts.
- 6079 Registration Fees: Decrease because moved to monthly digital/electronic payments for SRC memberships. Faculty and Staff who used to be on payroll deduction for 12 months out of the year, are now only paying for some months and not the full year.

Allen and Lawrence referred to the 2019-2020 Proposed Operating Budget Expenses and stated they would be reviewing the bigger variances for line items.

- 8065 and 8069 Personnel Services Full Time and Part Time: Increase. These are estimates that include adjustment for inflation for full time staff and minimum wage increase for part time staff. Also, we have additional part time staff in the SRC for the Rockwall area and F45 classes.
- 8165/8169 Benefits (Staff and Students): Although personnel services has increased, overall we see a decrease in benefits. These benefit figures come from AORMA. Manual labor jobs have an increase in benefits but clerical job benefits have decrease. We have very few manual type jobs so overall benefits have decreased.
- 8084 Insurance: Decrease to show our true insurance premium. In the past, we would budget for the insurance premium plus the deductible. This was not a good way to budget because if a disaster was to happen, we would just take the money for the deductible from the Catastrophic Fund.
- 8086 Utilities: Decreased to be in line with what we are actually spending. With LED lights, our utility usage has gone down.
- 8051 Printing and Advertising: Decreased because we haven't been spending the full amount in past years.
- 8078 Vehicle Expense: Decreased because we don't expect huge expenses in this area and automobile insurance has also gone down.

Kurtz stated that the total Administration Income doesn't add up. Lawrence explained there was an error and the budget excel sheet did not pick up the \$165,000 Service Chargebacks. The correct total for Administration Income is \$450,500. This will be corrected before it goes to the TSCBOT for final approval.

Lawrence pointed out that based on the income projected and expenses expected for the year, there is an area on the budget proposal labeled as Surplus/Deficit that shows us how much money is needed to operate in each area. In total, we need \$8,160,000.

Lawrence and Allen answered questions/further clarified the budget proposal for the committee:

- Administration/General Services 6004 Dining Commissions Income: Increased due to new food concepts bringing in more income.
- Administration/General Services 6007 Service Chargebacks Income: Money coming in from Troy High School for phone usage.
- Administration/Administration 6007 Service Chargebacks Income: Money coming in that is charged to the Children's Center for Building and Engineering services.
- Administration/Administration 8065 and 8069 Personnel Services FT and PT Expenses: These are summations for all of Administration but they can be broken down. Duncan requested to have both of these line items broken down further for each area of Administration so that it is clear where the figures are coming from.
- Administration/IT 8074 Contracts, Fee and Rentals Expenses: Increased because the campus is requiring us to upgrade our servers. This will be a one-time expense.
- Administration/IT 8077 Travel Expenses: Increased because our IT staff attended the AOA conference which is something that hasn't been done before.
- Building and Engineering Income: Increased because we are now charging the Children's Center and ASC service chargebacks.
- Building and Engineering/Kitchen and Dining 8050 Expenses: Increased because we estimate an increase every year in supplies cost.
- Building and Engineering/SRC Minor Construction 8059 Expense: Increased for continued minor construction.

Kurtz stated that some of the figures are off by a dollar or so. Lawrence stated this is because of rounding.

- TSU/UCC 8069 Personnel Services, PT Expenses: Increased because of minimum wage increase and students earning more because they have been here longer. Overall, all TSU personnel services, PT increases are for the same reason. Kurtz requested to have both part time and full time Personnel Services line items broken down further for each area of Administration so that it is clear where the figures are coming from.
- TSU Overall Supplies 8050 Expenses: Increase for one time targeted activities like furniture, laptop, marketing pieces for TBB, reframing of art pieces in the TSU and postage machine.
- TSU/Titan Bowl and Billiards/8074 Contracts, Fees and Rentals Expenses: Increased because of credit card fees and credit card related fees.
- SRC/Fitness Programs/Registration Fees 6079 Income: This is the money we anticipate receiving for F45.
- SRC/Titan Rec General Operations/Contract Fees and Rentals 8074 Expenses: F45 contract fee is included here. Kurtz requested to have the F45 fee moved into just Fitness Programs 8074.

Duncan stated he would like to request Programming Support/TSCBOT Travel 8077 to stay the same as this year and not decrease it as proposed. Duncan stated he wanted the TSCBOT to continue providing the opportunity for future student leaders to travel to regional and national conference like ACUI and NIRSA. Allen stated she reduced it for next year because of the actual sending this year. Evans didn't think we need it to be as high as before and was ok with \$20,000 for 8077 and not \$24,000. Kurtz also stated he would like to see a \$8,000 contingency fund added. Duncan agreed.

Duncan made amendment 002A to motion OC 002 18/19 to make the following adjustments: F45 program contract fee expense should be reflected under 8074 for Fitness Programs not Titan Rec General Operations; Full time and part time personnel services should be broken down by department area not just a summation per department; Full time and part time benefits should be separated out so we can see full time benefits and part time benefits for each department area/sub-area; Increase program support travel, 8077, from \$16,960 to \$20,000; Add a contingency line item to Programming Support in the amount of \$8,000; Adjust on the excel sheet the Administration Income total typo to reflect correct amount of \$450,500. Torres seconded the amendment. Kurtz opened the floor to questions and discussion on the amendment. There was no discussion. Kurtz asked if there were any objections to moving into a roll call vote. There were no objections. The amendment 002A to motion OC 002 18/19 was approved with a 6-0-0 roll call vote.

Kurtz opened the floor for questions.

There were no questions.

Kurtz opened the floor to discussion.

There was no further discussion.

Kurtz asked if there were any objections to moving into a roll call vote. There were no objections.

OC 002 18/19 MSC 6-0-0 The motion passed.

b. Discussion: Programs and Services Assessment

Due to time restrictions, Kurtz asked for a motion and second to postpone the discussion item to the March 20th meeting of the TSC Operations Committee (Duncan-m/Torres-s). There were no objections.

OC 003 18/19 MSC: 6-0-0 The discussion item was postponed to the March 20th meeting of the TSC Operations Committee.

ROLL CALL VOTE

| | 002A | 002 | 003 |
|----------------|--------------|--------------|--------------|
| Ansari | Absent | | |
| Barillas | Y | Y | Y |
| Barot | Y | Y | Y |
| Duncan | Y | Y | Y |
| Grino | Absent | | |
| Kurtz | Y | Y | Y |
| Naz | Y | Y | Y |
| Nikopour | Absent | | |
| Torres | Y | Y | Y |
| Results | 6-0-0 | 6-0-0 | 6-0-0 |

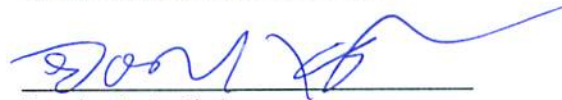
ANNOUNCEMENTS/MEMBERS' PRIVILEGES

Duncan stated they are creating a working group for the ASI Strategic Plan where two individuals will be selected to represent us. It will be an action item at the next TSCBOT meeting. If you are interested, please let me know.

Kurtz stated days like these reminded him of ACUI at San Diego State where he saw they have a water conservation program underneath their student union. On days like these, we too can also fill up 150,000 gallons of water. Just food for thought.

ADJOURNMENT

The meeting adjourned at 3:04 p.m.



Douglas Kurtz, Chair



Deisy S. Hernandez, Recording Secretary



CALIFORNIA STATE UNIVERSITY, FULLERTON™

Approve the Titan Student Centers 2019-20 Operating Budget

PRESENTED TO: Titan Student Centers Board of Trustees

MEETING DATE: March 6, 2019 Operations Committee
March 13, 2019 Board of Trustees

PRESENTED BY: Keya Allen, Associate Executive Director
Lionel Lawrence, Director of Finance

BACKGROUND

The Consolidated Operating Budget for Associated Students, CSUF, Inc. includes operating budgets for the two divisions supported by the ASI and TSC mandatory student fees. The Titan Student Centers fee is designated for the operation of the Titan Student Union and Student Recreation Center. The operating budget for TSC facilities, programs, and services is approved annually by the Titan Student Centers Board of Trustees. Once approved, it is incorporated into the ASI Consolidate Operating Budget for approval of the ASI Board of Directors.

RATIONAL

The ASI Board of Directors delegates authority to the Titan Student Centers Board of Trustees to govern the operation of the facilities and programs of the Titan Student Centers. The Board of Trustees reviews and approves an annual budget for the operation of the Titan Student Centers.

BUDGET IMPACT

The annual operating budget dictates departmental and program expenditures for the next fiscal year. Along with estimated income from revenue sources and student fees, it establishes the financial viability of the Titan Student Centers.

IMPLEMENTATION TIMELINE

- March 6, 2019 Operations Committee consider the TSC 2019-2020 Operating Budget
- March 13, 2019 Titan Student Centers Board of Trustees consider the TSC 2019-2020 Operating Budget
- March 26, 2019 ASI Board of Directors consider the ASI 2019-2020 Consolidated Operating Budget
- April 1, 2019 ASI 2019-2020 Consolidated Operating Budget sent to the CSUF President
- July 1, 2019 - June 30, 2020 ASI 2019-2020 Consolidated Operating Budget in effect

First Operations Committee meeting of the 2019-2020 term, the Director of Finance will report the variance and percentage change in the 2018-2019 Titan Student Centers Board of Trustees Operating Budget

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 REVISED 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 | \$ 8,160,000 |
| 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 | \$ 13,017,525 |
| ENDING FUND BALANCE | \$10,887,349 | \$9,376,341 | \$8,315,220 |

| | | | |
|---|--------------------|--------------------|--------------------|
| 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 |

2019-2020 PROPOSED OPERATING BUDGET

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

INCOME

| | | | | | | |
|------|---------------------------|------------------|------------------|------------------|-----------------|---------------|
| 6003 | Locker Income | 37,585 | 41,500 | 38,000 | (3,500) | -8% |
| 6004 | Dining Commissions | 143,304 | 168,000 | 175,000 | 7,000 | 4% |
| 6007 | Service Chargebacks | 244,602 | 429,253 | 375,613 | (53,640) | -12% |
| 6010 | Merchandise Sales | 2,262 | 3,011 | 321 | (2,690) | -89% |
| 6015 | Yum | 19,800 | 19,800 | 19,800 | - | 0% |
| 6016 | Class Bowling | 9,485 | 8,680 | 8,400 | (280) | -3% |
| 6019 | Shoe Rentals | 11,432 | 15,000 | 10,500 | (4,500) | -30% |
| 6020 | Foosball | 269 | 121 | 242 | 121 | 100% |
| 6021 | Shuffleboard | | 130 | | (130) | -100% |
| 6022 | Miscellaneous Revenue | 55,423 | 30,200 | 27,869 | (2,331) | -8% |
| 6025 | Room Rental | 237,356 | 198,912 | 250,000 | 51,088 | 26% |
| 6028 | Movie Ticket Income | 2,945 | 3,375 | 2,488 | (887) | -26% |
| 6030 | Equipment Rental | | | 800 | 800 | |
| 6032 | Computer Services Income | 629 | 7,300 | | (7,300) | -100% |
| 6035 | Personnel Services Income | 53,449 | 89,785 | 48,020 | (41,765) | -47% |
| 6038 | Amusement Ticket Income | 27,345 | 30,425 | 25,000 | (5,425) | -18% |
| 6039 | ATM & Amazon Locker | 49,083 | 48,900 | 53,200 | 4,300 | 9% |
| 6040 | Interest Income | 42,518 | 50,000 | 35,000 | (15,000) | -30% |
| 6058 | Sports Ticket Income | 196 | 2,000 | 800 | (1,200) | -60% |
| 6079 | Registration Fees | 466,309 | 511,072 | 492,435 | (18,637) | -4% |
| 6086 | Table Tennis | 2,439 | 2,375 | 2,254 | (121) | -5% |
| 6115 | Billiards | 23,387 | 21,574 | 21,574 | - | 0% |
| 6153 | Goods | - | 150 | 75 | (75) | -50% |
| 6158 | Ticket Stock Revenue | 150 | 600 | 320 | (280) | -47% |
| 6210 | Gaming Center | 3,400 | 3,220 | 3,059 | (161) | -5% |
| 6215 | Electronic Games | 4,896 | 4,000 | 3,500 | (500) | -13% |
| 6218 | Rock Wall Classes | - | 1,640 | 3,000 | 1,360 | 83% |
| 6801 | Games Special Events | 36,861 | 38,000 | 37,000 | (1,000) | -3% |
| 6815 | 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 % | |
|-----------------|----------------------------------|--------------------|----------------------|--------------------|------------------|--------------|
| EXPENSES | | | | | | |
| 8065 | Personnel Services, FT | 1,702,761 | 2,035,106 | 2,080,289 | 45,183 | 2% |
| 8069 | Personnel Services, PT | 1,360,313 | 1,406,999 | 1,618,668 | 211,669 | 15% |
| 8165/8169 | Benefits (Staff & Students) | 1,322,483 | 985,500 | 923,962 | (61,538) | -6% |
| 8020 | Student Leader Awards | 30,270 | 41,250 | 41,666 | 416 | 1% |
| 8050 | Supplies | 377,877 | 390,000 | 381,840 | (8,160) | -2% |
| 8051 | Printing & Advertising | 16,305 | 24,400 | 19,000 | (5,400) | -22% |
| 8052 | Communications | 37,170 | 50,200 | 41,000 | (9,200) | -18% |
| 8054 | Merchandise for Resale | 3,734 | 2,700 | 2,700 | - | 0% |
| 8056 | Repairs & Maintenance | 110,192 | 152,300 | 128,933 | (23,367) | -15% |
| 8059 | Minor Construction | 674,930 | 160,520 | 160,000 | (520) | 0% |
| 8064 | Contract Wages | 1 | | - | - | |
| 8074 | Contracts/Fees/Rentals | 3,135,467 | 3,545,351 | 3,544,285 | (1,066) | 0% |
| 8077 | Travel | 52,788 | 81,300 | 76,000 | (5,300) | -7% |
| 8078 | Vehicle Expense | 1,466 | 3,000 | 2,106 | (894) | -30% |
| 8079 | Dues & Subscriptions | 9,677 | 14,870 | 13,011 | (1,859) | -13% |
| 8082 | Staff Development | - | 20,250 | 25,325 | 5,075 | 25% |
| 8084 | Insurance | 110,191 | 110,000 | 88,000 | (22,000) | -20% |
| 8086 | Utilities | 564,411 | 730,000 | 632,400 | (97,600) | -13% |
| 8097 | Contingency | 1,033 | 30,692 | 23,000 | (7,692) | -25% |
| 8152 | Postal Expense | 1,061 | 2,000 | 3,517 | 1,517 | 76% |
| | TOTAL EXPENSES | 9,512,129 | 9,786,438 | 9,805,701 | 19,263 | 0.20% |
| | Subsidy from Student Fees | (8,024,450) | (8,046,024) | (8,160,000) | (113,976) | (0) |

TITAN STUDENT CENTERS

ADMINISTRATION

**BUILDING
ENGINEERING**

**TITAN STUDENT
UNION**

**TITAN
RECREATION**

**PROGRAMMING
SUPPORT**

INCOME

| | | | | | | | |
|------|---------------------------|------------------|----------------|----------------|----------------|----------------|--|
| 6003 | Locker Income | 38,000 | | | | 38,000 | |
| 6004 | Dining Commissions | 175,000 | 175,000 | | | | |
| 6007 | Service Chargebacks | 375,613 | 165,500 | 209,112 | 1,001 | | |
| 6010 | Merchandise Sales | 321 | | | 121 | 200 | |
| 6015 | Yum | 19,800 | 19,800 | | | | |
| 6016 | Class Bowling | 8,400 | | | 8,400 | | |
| 6019 | Shoe Rentals | 10,500 | | | 10,500 | | |
| 6020 | Foosball | 242 | | | 242 | | |
| 6021 | Shuffleboard | | | | | | |
| 6022 | Miscellaneous Revenue | 27,869 | 2,000 | | 1,869 | 24,000 | |
| 6025 | Room Rental | 250,000 | | | 226,744 | 23,256 | |
| 6028 | Movie Ticket Income | 2,488 | | | 2,488 | | |
| 6030 | Equipment Rental | 800 | | | | 800 | |
| 6032 | Computer Services Income | | | | | | |
| 6035 | Personnel Services Income | 48,020 | | | 43,020 | 5,000 | |
| 6038 | Amusement Ticket Income | 25,000 | | | 25,000 | | |
| 6039 | ATM & Amazon Locker | 53,200 | 53,200 | | | | |
| 6040 | Interest Income | 35,000 | 35,000 | | | | |
| 6058 | Sports Ticket Income | 800 | | | 800 | | |
| 6079 | Registration Fees | 492,435 | | | | 492,435 | |
| 6086 | Table Tennis | 2,254 | | | 2,254 | | |
| 6115 | Billiards | 21,574 | | | 21,574 | | |
| 6153 | Goods | 75 | | | 75 | | |
| 6158 | Ticket Stock Revenue | 320 | | | 320 | | |
| 6210 | Gaming Center | 3,059 | | | 3,059 | | |
| 6215 | Electronic Games | 3,500 | | | 3,500 | | |
| 6218 | Rock Wall Classes | 3,000 | | | | 3,000 | |
| 6801 | Games Special Events | 37,000 | | | 37,000 | | |
| 6815 | 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**

**PROGRAMMING
SUPPORT**

EXPENSES

| | | | | | | | |
|-----------|--------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|
| 8065 | Personnel Services, FT | 2,080,289 | 373,491 | 606,628 | 608,066 | 492,105 | |
| 8069 | Personnel Services, PT | 1,618,668 | 23,091 | 95,508 | 556,911 | 943,158 | |
| 8165/8169 | Benefits (Staff & Students) | 923,962 | 110,594 | 309,851 | 281,575 | 221,942 | |
| 8020 | Student Leader Financial Award | 41,666 | - | | | | 41,666 |
| 8050 | Supplies | 381,840 | 10,357 | 130,797 | 95,241 | 140,445 | 5,000 |
| 8051 | Printing & Advertising | 19,000 | 531 | | 6,476 | 11,281 | 712 |
| 8052 | Communications | 41,000 | 16,400 | 4,155 | 9,282 | 10,687 | 477 |
| 8054 | Merchandise for Resale | 2,700 | | | 200 | 2,500 | |
| 8056 | Repairs & Maintenance | 128,933 | 3,900 | 62,715 | 47,318 | 15,000 | |
| 8059 | Minor Construction | 160,000 | | 160,000 | | | |
| 8064 | Contract Wages | - | | | | | |
| 8074 | Contracts/Fees/Rentals | 3,544,285 | 1,879,420 | 1,241,155 | 112,219 | 203,043 | 108,447 |
| 8077 | Travel | 76,000 | 8,425 | 3,656 | 10,969 | 35,990 | 16,960 |
| 8078 | Vehicle Expense | 2,106 | | 2,106 | | | |
| 8079 | Dues & Subscriptions | 13,011 | 5,500 | 350 | 625 | 6,536 | |
| 8082 | Staff Development | 25,325 | 5,900 | 5,800 | 7,825 | 5,800 | |
| 8084 | Insurance | 88,000 | 88,000 | | | | |
| 8086 | Utilities | 632,400 | 632,400 | | | | |
| 8096 | Capital Equip/Improvements | - | | | | | |
| 8097 | Contingency | 23,000 | 20,000 | | 3,000 | | |
| 8152 | Postal Expense | 3,517 | | | 3,517 | | |
| | TOTAL EXPENSES | 9,805,701 | 3,178,008 | 2,622,721 | 1,743,225 | 2,088,486 | 173,262 |
| | Surplus/(deficit) | (8,160,000) | (2,727,508) | (2,413,609) | (1,343,827) | (1,501,795) | (173,262) |

ADMINISTRATION**GENERAL
SERVICES****ADMINISTRATION****INFORMATION
TECHNOLOGY****INCOME**

| | | | | | |
|------|-----------------------|----------------|----------------|---------|--|
| 6000 | Student Fees | - | | | |
| 6004 | Dining Commissions | 175,000 | 175,000 | | |
| 6007 | Service Chargebacks | 165,500 | 500 | 165,000 | |
| 6015 | Yum | 19,800 | 19,800 | | |
| 6022 | Miscellaneous Revenue | 2,000 | 2,000 | | |
| 6039 | ATM & Amazon Locker | 53,200 | 53,200 | | |
| 6040 | Interest Income | 35,000 | 35,000 | | |
| | | | | | |
| | TOTAL INCOME | 285,500 | 285,500 | | |

EXPENSES

| | | | | | |
|-----------|--------------------------------|------------------|------------------|---------------|----------------|
| 8065 | Personnel Services, FT | 373,491 | | | |
| 8069 | Personnel Services, PT | 23,091 | | | 23,091 |
| 8165/8169 | Benefits (Staff & Students) | 110,594 | | | |
| 8020 | Student Leader Financial Award | - | | | |
| 8050 | Supplies | 10,357 | 357 | 3,000 | 7,000 |
| 8051 | Printing & Advertising | 531 | | 500 | 30 |
| 8052 | Communications | 16,400 | 13,248 | 1,000 | 2,151 |
| 8056 | Repairs & Maintenance | 3,900 | | | 3,900 |
| 8074 | Contracts/Fees/Rentals | 1,879,420 | 1,808,460 | | 70,960 |
| 8077 | Travel | 8,425 | | 6,500 | 1,920 |
| 8079 | Dues & Subscriptions | 5,500 | | 5,000 | 500 |
| 8082 | Staff Development | 5,900 | 1,400 | | 4,500 |
| 8084 | Insurance | 88,000 | 88,000 | | |
| 8086 | Utilities | 632,400 | 632,400 | | |
| 8097 | Contingency | 20,000 | 20,000 | | |
| | | | | | |
| | TOTAL EXPENSES | 3,178,008 | 2,563,865 | 16,000 | 114,051 |

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

| | | | | | | | |
|------|---------------------|----------------|--|---------------|--|--|----------------|
| 6000 | Student Fees | - | | | | | |
| 6007 | Service Chargebacks | 209,112 | | 44,112 | | | 165,000 |
| | | | | | | | |
| | TOTAL INCOME | 209,112 | | 44,112 | | | 165,000 |

EXPENSES

| | | | | | | | |
|-----------|-----------------------------|------------------|---------------|---------------|----------------|----------------|----------------|
| 8065 | Personnel Services, FT | 606,628 | | | | | |
| 8069 | Personnel Services, PT | 95,508 | 75,504 | | | | 20,004 |
| 8165/8169 | Benefits (Staff & Students) | 309,851 | | | | | |
| 8050 | Supplies | 130,797 | 2,575 | 2,614 | 100,008 | 20,600 | 5,000 |
| 8052 | Communications | 4,155 | 4,155 | | | | |
| 8056 | Repairs & Maintenance | 62,715 | | 8,951 | 27,600 | 20,914 | 5,250 |
| 8059 | Minor Construction | 160,000 | | | 109,487 | 48,303 | |
| 8074 | Contracts/Fees/Rentals | 1,241,155 | 3,497 | 31,818 | 702,943 | 368,153 | 134,746 |
| 8077 | Travel | 3,656 | 3,656 | | | | |
| 8078 | Vehicle Expense | 2,106 | 2,106 | | | | |
| 8079 | Dues & Subscriptions | 350 | 350 | | | | |
| 8082 | Staff Development | 5,800 | 5,800 | | | | |
| 8097 | Contingency | - | | | | | |
| | | | | | | | |
| | TOTAL EXPENSES | 2,622,721 | 97,642 | 43,383 | 940,037 | 457,970 | 165,000 |

TITAN STUDENT UNION

UCC

**TITAN BOWL &
BILLIARDS**

**ART &
EXHIBITS**

**EMERGENCY
PREPARATION**

**INFORMATION &
SERVICES**

TSU OPERATIONS

INCOME

| | | | | | | | | |
|------|---------------------------|----------------|----------------|----------------|----------|---------------|--|---------------|
| 6007 | Service Chargebacks | 1,001 | 375 | | | | | 626 |
| 6010 | Merchandise Sales | 121 | | 121 | | | | |
| 6016 | Class Bowling | 8,400 | | 8,400 | | | | |
| 6019 | Shoe Rentals | 10,500 | | 10,500 | | | | |
| 6020 | Foosball | 242 | | 242 | | | | |
| 6021 | Shuffleboard | - | | | | | | |
| 6022 | Miscellaneous Revenue | 1,869 | | | | 65 | | 1,804 |
| 6025 | Room Rentals | 226,744 | 226,746 | | | | | |
| 6028 | Movie Ticket Income | 2,488 | | | | 2,488 | | |
| 6030 | Equipment Rental | - | | | | | | |
| 6032 | Computer Services Income | - | | | | | | |
| 6035 | Personnel Services Income | 43,020 | | 5,320 | | 2,000 | | 35,700 |
| 6038 | Amusement Ticket Income | 25,000 | | | | 25,000 | | |
| 6058 | Sports Ticket Income | 800 | | | | 800 | | |
| 6086 | Table Tennis | 2,254 | | 2,254 | | | | |
| 6115 | Billiards | 21,574 | | 21,574 | | | | |
| 6153 | Goods | 75 | | | | 75 | | |
| 6158 | Ticket Stock Revenue | 320 | | | | 320 | | |
| 6210 | Gaming Center | 3,059 | | 3,059 | | | | |
| 6215 | Electronic Games | 3,500 | | 3,500 | | | | |
| 6801 | Games Special Events | 37,000 | | 37,000 | | | | |
| 6815 | Bowling | 11,431 | | 11,431 | | | | |
| | | | | | | | | |
| | TOTAL INCOME | 399,398 | 227,121 | 103,401 | - | 30,748 | | 38,130 |

EXPENSES

| | | | | | | | | |
|-----------|-----------------------------|------------------|---------------|----------------|---------------|---------------|----------------|----------------|
| 8065 | Personnel Services, FT | 608,066 | | | | | | |
| 8069 | Personnel Services, PT | 556,911 | 42,481 | 66,698 | 32,113 | | 114,543 | 301,076 |
| 8165/8169 | Benefits (Staff & Students) | 281,575 | 1,845 | 5,165 | 858 | | 2,399 | 13,105 |
| 8050 | Supplies | 95,241 | 6,413 | 7,496 | 9,650 | 3,840 | 9,895 | 57,947 |
| 8051 | Printing & Advertising | 6,476 | 595 | 2,374 | 1,507 | | 1,896 | 104 |
| 8052 | Communications | 9,282 | 2,741 | 1,064 | 406 | | 2,470 | 2,601 |
| 8054 | Merchandise for Resale | 200 | | 200 | | | | |
| 8056 | Repairs & Maintenance | 47,318 | | 16,808 | 1,600 | | 500 | 28,410 |
| 8074 | Contracts/Fees/Rentals | 112,219 | 22,623 | 7,626 | 6,356 | 6,300 | 33,088 | 36,227 |
| 8077 | Travel | 10,969 | 3,549 | 825 | | | 717 | 5,878 |
| 8079 | Dues & Subscriptions | 625 | | | 250 | | 375 | |
| 8082 | Staff Development | 7,825 | 2,825 | 700 | | | 1,350 | 2,950 |
| 8084 | Insurance | - | | | | | | |
| 8086 | Utilities | - | | | | | | |
| 8096 | Capital Equip/Improvement | - | | | | | | |
| 8097 | Contingency | 3,000 | | | | | | 3,000 |
| 8152 | Postal Expense | 3,517 | | | | | 3,517 | |
| | | | | | | | | |
| | TOTAL EXPENSES | 1,743,225 | 83,071 | 108,956 | 52,740 | 10,140 | 170,751 | 451,298 |

| 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 |
|------------------|------------------------------------|---------------------|----------|-----------|----------------------|----------------------------|------------------|------------------|-----------------------|----------------------|
|------------------|------------------------------------|---------------------|----------|-----------|----------------------|----------------------------|------------------|------------------|-----------------------|----------------------|

INCOME

| | | | | | | | | | | | | |
|------|-----------------------|----------------|----------------|---------------|----------|--------------|---------------|----------------|---------------|----------|---------------|--------------|
| 6000 | Student Fees | - | | | | | | | | | | |
| 6003 | Locker Income | 38,000 | 38,000 | | | | | | | | | |
| 6007 | Service Chargebacks | - | | | | | | | | | | |
| 6010 | Merchandise Sales | 200 | | | | 200 | | | | | | |
| 6022 | Miscellaneous Revenue | 24,000 | 24,000 | | | | | | | | | |
| 6025 | Facility Rental | 23,256 | 23,256 | | | | | | | | | |
| 6030 | Equipment Rental | 800 | | | | | | | | | 800 | |
| 6035 | Personnel Services | 5,000 | 5,000 | | | | | | | | | |
| 6079 | Registration Fees | 492,435 | 205,000 | 34,000 | 300 | 25,000 | 170,000 | 40,365 | | 11,170 | 6,600 | |
| 6218 | 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 | 7,400 |

EXPENSES

| | | | | | | | | | | | | |
|-----------|-----------------------------|------------------|----------------|----------------|----------------|---------------|----------------|----------------|---------------|---------------|--------------|---------------|
| 8065 | Personnel Services, FT | 492,105 | | | | | | | | | | |
| 8069 | Personnel Services, PT | 943,158 | 209,271 | 251,270 | 77,896 | 70,520 | 125,000 | 110,923 | 29,184 | 26,182 | 2,912 | 40,000 |
| 8165/8169 | Benefits (Staff & Students) | 221,942 | 4,291 | 10,142 | 3,443 | 3,000 | | | 2,933 | 907 | 199 | 1,008 |
| 8050 | Supplies | 140,445 | 76,000 | 6,500 | 18,000 | 2,500 | 9,500 | 15,000 | 595 | 150 | 200 | 12,000 |
| 8051 | Printing & Advertising | 11,281 | 5,726 | 880 | 83 | 550 | 550 | 1,650 | 1,100 | 83 | 110 | 550 |
| 8052 | Communications | 10,687 | 10,598 | | | | | 88 | | | | |
| 8054 | Merchandise for Resale | 2,500 | 2,500 | | | | | | | | | |
| 8056 | Repairs & Maintenance | 15,000 | 15,000 | | | | | | | | | |
| 8064 | Contract Wages | - | | | | | | | | | | |
| 8074 | Contracts/Fees/Rentals | 203,043 | 102,272 | | 11,933 | 3,129 | 14,667 | 58,668 | 6,810 | | 4,586 | 978 |
| 8077 | Travel | 35,990 | 15,000 | 180 | 210 | | 600 | | | | | 20,000 |
| 8079 | Dues & Subscriptions | 6,536 | 4,946 | 300 | 165 | 300 | | | | | | 825 |
| 8082 | Staff Development | 5,800 | 3,800 | | | 1,000 | | | | | | 1,000 |
| 8084 | Insurance | - | | | | | | | | | | |
| 8096 | Capital Equip/Improvements | - | | | | | | | | | | |
| | | | | | | | | | | | | |
| | TOTAL EXPENSES | 2,088,486 | 449,404 | 269,272 | 111,730 | 80,999 | 150,317 | 186,329 | 40,622 | 27,322 | 8,007 | 76,361 |

PROGRAMMING SUPPORT**TSU GOVERNING BOARD****PROGRAMMING SUPPORT****EXPENSES**

| | | | | |
|------|--------------------------------|----------------|----------------|---------------|
| 8020 | Student Leader Financial Award | 41,666 | 41,666 | |
| 8050 | Supplies | 5,000 | | 5,000 |
| 8051 | Printing & Advertising | 712 | | 712 |
| 8052 | Communications | 477 | | 477 |
| 8074 | Contracts/Fees/Rentals | 108,447 | 103,562 | 4,885 |
| 8077 | Travel | 16,960 | | 16,960 |
| | | | | |
| | TOTAL | 173,262 | 145,228 | 28,034 |

ADMINISTRATION

GENERAL SERVICES

ADMINISTRATION

INFORMATION TECHNOLOGY

INCOME

| | | | | | |
|------|-----------------------|----------------|----------------|---------|--|
| 6000 | Student Fees | - | | | |
| 6004 | Dining Commissions | 175,000 | 175,000 | | |
| 6007 | Service Chargebacks | 165,500 | 500 | 165,000 | |
| 6015 | Yum | 19,800 | 19,800 | | |
| 6022 | Miscellaneous Revenue | 2,000 | 2,000 | | |
| 6039 | ATM & Amazon Locker | 53,200 | 53,200 | | |
| 6040 | Interest Income | 35,000 | 35,000 | | |
| | | | | | |
| | TOTAL INCOME | 450,500 | 285,500 | | |

EXPENSES

| | | | | | |
|-----------|--------------------------------|------------------|------------------|---------------|----------------|
| 8065 | Personnel Services, FT | 373,491 | | | |
| 8069 | Personnel Services, PT | 23,091 | | | 23,091 |
| 8165/8169 | Benefits (Staff & Students) | 110,594 | | | |
| 8020 | Student Leader Financial Award | - | | | |
| 8050 | Supplies | 10,357 | 357 | 3,000 | 7,000 |
| 8051 | Printing & Advertising | 531 | | 500 | 30 |
| 8052 | Communications | 16,400 | 13,248 | 1,000 | 2,151 |
| 8056 | Repairs & Maintenance | 3,900 | | | 3,900 |
| 8074 | Contracts/Fees/Rentals | 1,879,420 | 1,808,460 | | 70,960 |
| 8077 | Travel | 8,425 | | 6,500 | 1,920 |
| 8079 | Dues & Subscriptions | 5,500 | | 5,000 | 500 |
| 8082 | Staff Development | 5,900 | 1,400 | | 4,500 |
| 8084 | Insurance | 88,000 | 88,000 | | |
| 8086 | Utilities | 632,400 | 632,400 | | |
| 8097 | Contingency | 20,000 | 20,000 | | |
| | | | | | |
| | TOTAL EXPENSES | 3,178,008 | 2,563,865 | 16,000 | 114,051 |