

Associated Students, Inc.
CALIFORNIA STATE UNIVERSITY, LOS ANGELES



"...For the Students, by the Students!"

2018-19 Referendum Budget

Thursday, February 15, 2018
DRAFT

2017-18 ASI Revenue Projections

<i>Student Fees (Full Fees)</i> Description of Item	Estimated Total Headcount A	Estimated Fee Waivers B	Estimated Full Fee Generating Headcount (A-B)	Projected Headcount Based on Intuition research figures with 2.5% reduction	Revenue per Student C	Estimated Revenue D = C (A-B)	Expected Receipts
Summer 2017 Actual	259	3	256	256	\$ 26.87	\$ 6,879	\$ 6,879
Fall Semester 2017 Projected	27,827	305	27,522	27,522	\$ 26.88	\$ 739,791	\$ 739,791
Spring 2018 Projected	25,632	280	25,352	25,352	\$ 26.87	\$ 681,208	\$ 681,208
Projected FY	53,718	588	53,130		\$ 26.58	\$ 1,427,878	\$ 1,427,878

<i>Student Fees (Fee Waivers)</i> Description of Item	Estimated Total Headcount A	Estimated Fee Waivers B	Total Fee Waiver Headcount (A*B)	Revenue per Student C	Estimated Revenue D = C (A*B)	Expected Receipts
Summer 2017 Actual	256	1.16%	3	\$ 1.00	\$ 3	\$ 3
Fall Semester 2017 Projected	27,522	1.10%	305	\$ 1.00	\$ 305	\$ 305
Spring 2018 Projected	25,352	1.09%	280	\$ 1.00	\$ 280	\$ 280
Projected FY	53,130	1.12%	588	\$ 1.00	\$ 588	\$ 588

<i>Student Fees (Total)</i> Description of Item	Fee Waivers Expected Receipts A	Full Fees Expected Receipts B	Total Expected Revenue C	PS Ledger Total D	PS Ledger Difference D-C=E	Total Expected Revenue A + B + C
Summer 2017 Actual	\$ 3	\$ 6,879	\$ 6,882	\$ 6,426	\$ (456)	\$ 6,426
Fall Semester 2017 Projected	\$ 305	\$ 739,791	\$ 740,096	\$ 746,292	\$ 6,196	\$ 746,292
Spring 2018 Projected	\$ 280	\$ 681,208	\$ 681,488	\$ 687,229	\$ 5,741	\$ 687,229
Projected FY	\$ 588	\$ 1,427,878	\$ 1,428,466	\$ 1,439,947	\$ 11,481	\$ 1,439,947

			Revenue per Student C	Estimated Revenue D = C (A-B)	Expected Receipts		Annual Total	DIFFERENCE
	Recommended Fee Index Increase of		0.00%					
	2018-19	Flat enrollment			Total Rev 2018-19			
	Fall	28000	\$ 26.88	\$ 752,640	\$ 1,451,260		\$ 53.75	\$ -
	Spring	26000	\$ 26.87	\$ 698,620				
				Total	\$ 1,451,260			
	Recommended Fee Index Increase of		3.70%					
	2019-20				Total Rev 2019-20			
	Fall	28000	\$ 27.87	\$ 780,488	\$ 1,504,957		\$ 55.74	\$ 1.99
	Spring	26000	\$ 27.86	\$ 724,469				
				Total	\$ 1,504,957			
	Recommended Fee Index Increase of		3.70%					
	2020-21				Total Rev 2020-21			
	Fall	28000	\$ 28.91	\$ 809,366	\$ 1,560,640		\$ 57.80	\$ 2.06
	Spring	26000	\$ 28.90	\$ 751,274				
				Total	\$ 1,560,640			
	Recommended Fee Index Increase of		3.70%					
	2021-22				Total Rev 2020-21			
	Fall	28000	\$ 29.98	\$ 839,312	\$ 1,618,384		\$ 59.94	\$ 2.14
	Spring	26000	\$ 29.96	\$ 779,071				
				Total	\$ 1,618,384			

Administration			2018-19		
Description of Item	2016-17 Actual	2017-18 Approved Operating Budget	Proposed Operating Budget (2% Inc. for Salary & Op Exp)	Net Budget Modification	Percent Change
Expenses *					
Personnel					
Staff Salaries	\$ 138,958	\$ 157,166	\$ 160,309	\$ 3,143	2.00%
Staff Benefits & Annual contribution to VEBA Trust post-retirement account (\$5,000)	\$ 36,050	\$ 63,768	\$ 65,043	\$ 1,275	2.00%
Student Salaries	\$ 45,628	\$ 58,370	\$ 59,537	\$ 1,167	2.00%
Total Personnel	\$ 220,636	\$ 279,303	\$ 284,889	\$ 5,586	2.00%
Supplies and Services					
Staff Development	\$ 60	\$ 910	\$ 928	\$ 18	2.00%
Dues/Subscriptions	\$ 2,496	\$ 983	\$ 1,003	\$ 20	2.00%
Bank Charges	\$ 1,541	\$ 3,360	\$ 3,427	\$ 67	2.00%
Operating Expenses (Supplies & Services)	\$ 20,396	\$ 6,030	\$ 6,151	\$ 121	2.00%
Technology Related	\$ 1,397	\$ 4,050	\$ 4,131	\$ 81	2.00%
Payroll Charges	\$ 6,159	\$ 7,105	\$ 7,247	\$ 142	2.00%
Human Resources	\$ 5,000	\$ 5,000	\$ 5,100	\$ 100	2.00%
Total Supplies and Services	\$ 37,048	\$ 27,438	\$ 27,987	\$ 549	2.00%
Travel					
Seminars, Conf., Memberships and Travel	\$ 6,583	\$ 9,410	\$ 9,598	\$ 188	2.00%
Total Travel	\$ 6,583	\$ 9,410	\$ 9,598	\$ 188	2.00%
Contracts, MOU's and Leases					
University Accounting Services	\$ 57,560	\$ 57,560	\$ 58,711	\$ 1,151	2.00%
Auditing Services & Contractual Services	\$ 19,422	\$ 21,625	\$ 22,058	\$ 433	2.00%
Fee Collection Services	\$ 10,796	\$ 10,807	\$ 11,023	\$ 216	2.00%
Insurance	\$ 5,911	\$ 8,000	\$ 8,160	\$ 160	2.00%
Legal Services	\$ 1,953	\$ 7,000	\$ 7,140	\$ 140	2.00%
Lease Chargeback's	\$ 22,453	\$ 22,453	\$ 22,902	\$ 449	2.00%
Total Contracts, MOUs and Leases	\$ 118,095	\$ 127,445	\$ 129,994	\$ 2,549	2.00%
Equipment					
Capital Equipment & Loss of Disposal of Fix Assets	\$ -	\$ -	\$ -	\$ -	#DIV/0!
Depreciation	\$ 13,453	\$ -	\$ -	\$ -	#DIV/0!
Total Equipment	\$ 13,453	\$ -	\$ -	\$ -	#DIV/0!
Total Administrative Expenses	\$ 395,815	\$ 443,596	\$ 452,468	\$ 8,872	2.00%

<i>Student Government</i>				2018-19		
Description of Item	2016-17 Actual	2017-18 Approved Operating Budget	Proposed Operating Budget (2% Inc. for Salary & Op Exp)	Net Budget Modification	Percent Change	
Expenses*						
Personnel						
Staff Salaries	\$ 157,248	\$ 170,065	\$ 173,466	\$ 3,401	2.00%	
Student Salaries	\$ 28,669	\$ 34,970	\$ 35,669	\$ 699	2.00%	
Benefits - Annual contribution to VEBA Trust post-retirement account (\$5,000)	\$ 69,904	\$ 75,054	\$ 76,555	\$ 1,501	2.00%	
Total Personnel	\$ 255,822	\$ 280,089	\$ 285,691	\$ 5,602	2.00%	
Supplies and Services						
Technology Related	\$ 4,621	\$ 14,281	\$ 14,567	\$ 286	2.00%	
Marketing and Advertisement; Hospitality	\$ 4,688	\$ 5,618	\$ 5,730	\$ 112	2.00%	
Operating Expenses	\$ 27,004	\$ 8,780	\$ 8,956	\$ 176	2.00%	
New Dues/SUBS/PUBLICATIONS	\$ -	\$ 4,580	\$ 4,672	\$ 92	2.00%	
Amortization Expenses	\$ -	\$ -	\$ -	\$ -	#DIV/0!	
Total Supplies and Services	\$ 36,313	\$ 33,259	\$ 33,925	\$ 665	2.00%	
CSSA						
ASI Student Government Travel	\$ 24,735	\$ 37,825	\$ 38,582	\$ 757	2.00%	
Total CSSA	\$ 24,735	\$ 37,825	\$ 38,582	\$ 757	2.00%	
FT Staff Travel						
Travel (In State & Out of State)	\$ 16,010	\$ 10,365	\$ 10,572	\$ 207	2.00%	
Total FT Staff Travel	\$ 16,010	\$ 10,365	\$ 10,572	\$ 207	2.00%	
ASI President's Budget						
Hospitality	\$ 98	\$ 100	\$ 102	\$ 2	2.00%	
Leadership Development	\$ -	\$ -	\$ -	\$ -	#DIV/0!	
Supplies	\$ -	\$ -	\$ -	\$ -	#DIV/0!	
Programming	\$ 47	\$ 750	\$ 765	\$ 15	2.00%	
Total ASI President's Budget	\$ 144	\$ 850	\$ 867	\$ 17	2.00%	
Leadership Development & Specialized Training						
Leadership Development	\$ 53,600	\$ 40,872	\$ 40,872	\$ -	0.00%	
Total Leadership Dev. & Specialized Training	\$ 53,600	\$ 40,872	\$ 40,872	\$ -	0.00%	
Grant-In-Aid						
Grant-In-Aid	\$ 95,668	\$ 118,983	\$ 121,363	\$ 2,380	2.00%	
Total Grant-In-Aid	\$ 95,668	\$ 118,983	\$ 121,363	\$ 2,380	2.00%	
Total Student Government Expenses *	\$ 482,292	\$ 522,243	\$ 531,871	\$ 9,627	1.84%	

<i>Student & University Support</i>			2018-19		
Description of Item	2016-17 Actual	2017-18 Approved Operating Budget	Proposed Operating Budget (2% Inc. for Op Exp)	Net Budget Modification	Percent Change
Revenue *					
Interest Income, Los Angeles Investment Fund (L.A.I.F.), & Unrealized Gain/Loss	\$ 13,033	\$ 8,000	\$ 8,160	\$ 160	2.00%
Gift Contrib. Income	\$ -	\$ -	\$ -	\$ -	
Locker Revenue	\$ 4,700	\$ 4,100	\$ 4,182	\$ 82	2.00%
Miscellaneous Revenue (Rev. Other, Music Concerts, Events, & Laptop Rev)	\$ 1,643	\$ 3,000	\$ 3,060	\$ 60	2.00%
Movie Ticket Sales	\$ 302	\$ 1,500	\$ 1,530	\$ 30	2.00%
Sea World Tickets	\$ 91	\$ 250	\$ 255	\$ 5	2.00%
Disneyland Sales	\$ 818	\$ -	\$ -	\$ -	#DIV/0!
Commissions (Knott'S Ticket Sales)	\$ 483	\$ 1,000	\$ 1,020	\$ 20	2.00%
Consignment Sales	\$ 12,991	\$ 9,000	\$ 9,180	\$ 180	2.00%
Total Programming and Student Support Revenue	\$ 34,061	\$ 26,850	\$ 27,387	\$ 537	2.00%
Expenses					
Student Support (formerly Programming)					
Student Organization Direct Funding and Co-sponsorships	\$ 103,360	\$ 110,453	\$ 112,662	\$ 2,209	2.00%
Unrestricted Funding for the Finance Committee	\$ -	\$ -	\$ -	\$ 0	#DIV/0!
Programming & Advocacy (Expenses-Other)	\$ 225,284	\$ 121,200	\$ 123,624	\$ 2,424	2.00%
Marketing and Advertisement	\$ 40,488	\$ 56,266	\$ 57,391	\$ 1,125	2.00%
Total Programming	\$ 369,133	\$ 287,919	\$ 293,677	\$ 5,758	2.00%
Scholarships & Vouchers					
Student Book Voucher Program	\$ 12,039	\$ 15,000	\$ 15,300	\$ 300	2.00%
Committee Permits/Vouchers	\$ 1,621	\$ 8,000	\$ 8,160	\$ 160	2.00%
A.S.I. Scholarships	\$ 4,000	\$ -	\$ -	\$ -	#DIV/0!
Total Scholarships & Vouchers	\$ 17,660	\$ 23,000	\$ 23,460	\$ 460	2.00%
University Support					
Children's Center	\$ 140,000	\$ 125,211	\$ 140,000	\$ 14,789	11.81%
EOP	\$ 3,500	\$ 5,100	\$ 5,202	\$ 102	2.00%
EPIC (Educational Participation in Communities)	\$ 6,744	\$ 12,000	\$ 12,240	\$ 240	2.00%
College of Arts & Letters - Golden Eagle Radio	\$ 5,000	\$ 10,000	\$ 10,200	\$ 200	2.00%
Dreamers Resource Center	\$ 9,647	\$ 17,000	\$ 17,340	\$ 340	2.00%
Veterans Resource Center	\$ 2,063	\$ 9,700	\$ 9,894	\$ 194	2.00%
Total Student Support	\$ 166,953	\$ 179,011	\$ 194,876	\$ 15,865	8.86%
Total Programming and Student Support Expenses	\$ 553,746	\$ 489,930	\$ 512,013	\$ 22,083	4.51%
Net Cost of Programming, Scholarships and Student Support	\$ 519,686	\$ 463,080	\$ 484,626	\$ 21,546	4.65%

2018-19 Referendum Budget							
Four Year Projection							
Description of Item		2016-17 Actual	2017-18 Approved Operating Budget	2018-19 Projected Operating Budget	2019-20 Projected Operating Budget	2020-21 Projected Operating Budget	2021-22 Projected Operating Budget
		(\$26.88+\$26.87) <i>(per S/ \$53.75 py)</i>	\$ 53.75 <i>(\$26.88+\$26.87 - per S/ \$53.75 py)</i>	\$ 53.75 <i>(\$26.88+\$26.87 - per S/ \$53.75 py)</i>	\$ 55.74 <i>(\$27.87+\$27.86 - per S/ \$55.74 py)</i>	\$ 57.80 <i>(\$28.91 + \$28.90 - per S/\$58.80 per py)</i>	\$ 59.94 <i>(\$29.98 + \$29.96 - per S/ \$59.94 per py)</i>
Projected Fee Revenue							
Student Fee Revenue	\$	1,453,671	\$ 1,428,920	\$ 1,451,260	\$ 1,504,957	\$ 1,560,640	\$ 1,618,384
Student Fee Revenue	\$	1,453,671	\$ 1,428,920	\$ 1,451,260	\$ 1,504,957	\$ 1,560,640	\$ 1,618,384
Other Projected Revenue							
Interest Income, Los Angeles Investment Fund (L.A.I.F.), & Unrealized Gain/Loss - 2% Inc. starting 2018	\$	13,033	\$ 8,000	\$ 8,160	\$ 8,323	\$ 8,490	\$ 8,659
Student & University Support Revenue	\$	21,028	\$ 18,850	\$ 27,387	\$ 27,935	\$ 28,493	\$ 29,063
Total Other Revenue	\$	34,061	\$ 26,850	\$ 35,547	\$ 36,258	\$ 36,983	\$ 37,723
Total Revenue	\$	1,487,732	\$ 1,455,770	\$ 1,486,807	\$ 1,541,215	\$ 1,597,623	\$ 1,656,106
Projected Expenses							
Administration	\$	395,815	\$ 443,596	\$ 452,468	\$ 461,518	\$ 470,748	\$ 474,320
ASI Student Government	\$	482,292	\$ 522,243	\$ 536,794	\$ 547,530	\$ 558,481	\$ 569,651
Student & University Support	\$	553,746	\$ 489,930	\$ 512,013	\$ 522,254	\$ 532,699	\$ 543,353
Total Unit Expense	\$	1,431,853	\$ 1,455,770	\$ 1,501,276	\$ 1,531,301	\$ 1,561,927	\$ 1,587,323
Total Revenue	\$	1,487,732	\$ 1,455,770	\$ 1,486,807	\$ 1,541,215	\$ 1,597,623	\$ 1,656,106
Total Unit Expense	\$	1,431,853	\$ 1,455,770	\$ 1,501,276	\$ 1,531,301	\$ 1,561,927	\$ 1,587,323
Net Operating Income/(Deficit)	\$	55,878	\$ 0	\$ (14,469)	\$ 9,913	\$ 35,696	\$ 68,783
NOTE: There is a donated use of facilities \$45,247 not reflected in the other revenue or expenses.							
Unrestricted Funding for the Finance Committee							
Fund Balance							
Beginning Fund Balance	\$	1,582,416					
Net Operating Income/(Deficit)	\$	55,878					
Ending Fund Balance	\$	1,638,294					
3% Rreserve	\$	49,149					
Net Current Year Spending	\$	1,589,145					