

Associated Students, Inc.  
CALIFORNIA STATE UNIVERSITY, LOS ANGELES



2018-19 Referendum Budget

Wednesday, October 10, 2018  
**DRAFT**

## 2018-19 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 Actual	28,253	321	27,932	27,932	\$ 26.88	\$ 750,812	\$ 750,812
Spring 2018 Projected	25,828	296	25,532	25,532	\$ 26.87	\$ 686,045	\$ 686,045
<b>Projected FY</b>	54,340	620	53,720		\$ 26.57	\$ 1,443,736	\$ 1,443,736

<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 Actual	27,932	1.14%	321	\$ 1.00	\$ 321	\$ 321
Spring 2018 Projected	25,532	1.15%	296	\$ 1.00	\$ 296	\$ 296
<b>Projected FY</b>	53,720	1.15%	620	\$ 1.00	\$ 620	\$ 620

<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 Actual	\$ 321	\$ 750,812	\$ 751,133	\$ 757,939	\$ 6,806	\$ 757,939
Spring 2018 Projected	\$ 296	\$ 686,045	\$ 686,341	\$ 686,341	\$ 0	\$ 686,341
<b>Projected FY</b>	\$ 620	\$ 1,443,736	\$ 1,444,356	\$ 1,450,706	\$ 6,350	\$ 1,450,706

	Recommended Fee Index Increase of	Revenue per Student C	Estimated Revenue D = C (A-B)	Expected Receipts	Annual Total	DIFFERENCE
2018-19	0.00%					
	2018-19 Flat enrollment			Total Rev 2018-19		
	Fall 28000	\$ 26.88	\$ 752,640	\$ 1,441,372	\$ 53.75	\$ -
	Spring 25632	\$ 26.87	\$ 688,732			
			<b>Total</b>	<b>\$ 1,441,372</b>		
2019-20	3.70%					
	2019-20			Total Rev 2019-20		
	Fall 28000	\$ 27.87	\$ 780,488	\$ 1,494,703	\$ 55.74	\$ 1.99
	Spring 25632	\$ 27.86	\$ 714,215			
			<b>Total</b>	<b>\$ 1,494,703</b>		
2020-21	3.70%					
	2020-21			Total Rev 2020-21		
	Fall 28000	\$ 28.91	\$ 809,366	\$ 1,550,007	\$ 57.80	\$ 2.06
	Spring 25632	\$ 28.90	\$ 740,641			
			<b>Total</b>	<b>\$ 1,550,007</b>		
2021-22	3.70%					
	2021-22			Total Rev 2020-21		
	Fall 28000	\$ 29.98	\$ 839,312	\$ 1,607,357	\$ 59.94	\$ 2.14
	Spring 25632	\$ 29.96	\$ 768,045			
			<b>Total</b>	<b>\$ 1,607,357</b>		

<b>Administration</b> Description of Item	2017-18 Actual	2018-19 Approved Operating Budget	2019-20 Proposed Operating Budget (2% Inc. for Salary & Op Exp)	Net Budget Modification	Percent Change	
<b>Expenses *</b>						Budget Yr
<b>Personnel</b>						2019-20
Staff Salaries & PTO	\$ 152,812	\$ 167,951	\$ 171,310	\$ 3,359	2.00%	
Staff Benefits & Annual contribution to VEBA Trust post retirement account (\$5,000)	\$ 242,942	\$ 75,043	\$ 76,544	\$ 1,501	2.00%	
Student Salaries	\$ 46,157	\$ 61,620	\$ 62,852	\$ 1,232	2.00%	Total Admini:
<b>Total Personnel</b>	<b>\$ 441,911</b>	<b>\$ 304,614</b>	<b>\$ 310,706</b>	<b>\$ 6,092</b>	<b>2.00%</b>	Budget Yr
						2020-21
<b>Supplies and Services</b>						
Staff Development	\$ 675	\$ 2,533	\$ 2,584	\$ 51	2.00%	Total Admini:
Dues/Subscriptions	\$ 1,927	\$ 1,016	\$ 1,036	\$ 20	2.00%	Budget Yr
Bank Charges	\$ 150	\$ 3,360	\$ 3,427	\$ 67	2.00%	2021-22
Operating Expenses (Supplies & Services)	\$ 15,220	\$ 5,142	\$ 5,245	\$ 103	2.00%	
Technology Related	\$ 8,962	\$ -	\$ -	\$ -	#DIV/0!	
Payroll Charges	\$ 6,420	\$ 7,105	\$ 7,247	\$ 142	2.00%	Total Admini:
Human Resources	\$ 5,000	\$ 5,000	\$ 5,100	\$ 100	2.00%	Budget Yr
<b>Total Supplies and Services</b>	<b>\$ 38,353</b>	<b>\$ 24,156</b>	<b>\$ 24,639</b>	<b>\$ 483</b>	<b>2.00%</b>	2022-23
<b>Travel</b>						
Seminars, Conf., Memberships and Travel	\$ 6,821	\$ 5,863	\$ 5,980	\$ 117	2.00%	Total Admini:
<b>Total Travel</b>	<b>\$ 6,821</b>	<b>\$ 5,863</b>	<b>\$ 5,980</b>	<b>\$ 117</b>	<b>2.00%</b>	
<b>Contracts, MOU's and Leases</b>						
University Accounting Services	\$ 57,560	\$ 57,560	\$ 58,711	\$ 1,151	2.00%	
Auditing Services & Contractual Services	\$ 24,328	\$ 22,718	\$ 23,172	\$ 454	2.00%	
Fee Collection Services	\$ 10,920	\$ 10,890	\$ 11,108	\$ 218	2.00%	
Insurance	\$ 6,420	\$ 8,000	\$ 8,160	\$ 160	2.00%	
Legal Services	\$ 1,210	\$ 5,000	\$ 5,100	\$ 100	2.00%	
Lease Chargeback's	\$ 22,453	\$ 22,453	\$ 22,902	\$ 449	2.00%	
<b>Total Contracts, MOUs and Leases</b>	<b>\$ 122,891</b>	<b>\$ 126,621</b>	<b>\$ 129,153</b>	<b>\$ 2,532</b>	<b>2.00%</b>	
<b>Equipment</b>						
Capital Equipment & Loss of Disposal of Fix Assets	\$ -	\$ -	\$ -	\$ -	#DIV/0!	
<b>Total Equipment</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>#DIV/0!</b>	
<b>Total Administrative Expenses</b>	<b>\$ 609,976</b>	<b>\$ 461,254</b>	<b>\$ 470,479</b>	<b>\$ 9,225</b>	<b>2.00%</b>	

\$

<b>Student Government</b>				2019-20				These will be hidden when presented.	
Description of Item		2017-18 Actual	2018-19 Approved Operating Budget	Proposed Operating Budget (2% Inc. for Salary & Op Exp)		Net Budget Modification	Percent Change		
<b>Expenses*</b>									
<b>Personnel</b>								Staff Sal by 2%	Operating Exp Inc by 2%
Staff Salaries + PTO	\$ 164,017	\$ 172,667	\$ 176,120	\$ 3,453	2.00%	Budget Yr 2019-20	\$ 176,120.34		2019-20 \$ 270,487
Student Salaries	\$ 38,154	\$ 36,660	\$ 37,393	\$ 733	2.00%		\$ 37,393.20		2020-21 \$ 275,897
Benefits - Annual contribution to VEBA Trust post-retirement account (\$5,000)	\$ 79,324	\$ 78,401	\$ 79,969	\$ 1,568	2.00%		\$ 79,969.02		2021-22 \$ 281,415
<b>Total Personnel</b>	<b>\$ 281,495</b>	<b>\$ 287,728</b>	<b>\$ 293,483</b>	<b>\$ 5,755</b>	<b>2.00%</b>		\$ 293,483		2022-23 \$ 287,043
<b>Supplies and Services</b>									
Technology Related	\$ 10,162	\$ 12,552	\$ 12,803	\$ 251	2.00%	Budget Yr 2020-21	\$ 179,643		
Marketing and Advertisement; Hospitality	\$ 17,859	\$ 8,120	\$ 8,282	\$ 162	2.00%		\$ 38,141		
Operating Expenses & Amortization Expenses	\$ 14,437	\$ 2,370	\$ 2,417	\$ 47	2.00%		\$ 81,568		
New Dues/SUBS/PUBLICATIONS	\$ 4,413	\$ 4,698	\$ 4,792	\$ 94	2.00%		\$ 299,352		
<b>Total Supplies and Services</b>	<b>\$ 46,871</b>	<b>\$ 27,740</b>	<b>\$ 28,295</b>	<b>\$ 555</b>	<b>2.00%</b>		\$ 575,249		
<b>CSSA</b>									
ASI Student Government Travel	\$ 27,974	\$ 35,195	\$ 35,899	\$ 704	2.00%	Budget Yr 2021-22	\$ 183,235.60		
<b>Total CSSA</b>	<b>\$ 27,974</b>	<b>\$ 35,195</b>	<b>\$ 35,899</b>	<b>\$ 704</b>	<b>2.00%</b>		\$ 38,903.89		
<b>FT Staff Travel</b>									
Travel (In State & Out of State)	\$ 13,592	\$ 9,665	\$ 9,858	\$ 193	2.00%		\$ 83,199.77		
<b>Total FT Staff Travel</b>	<b>\$ 13,592</b>	<b>\$ 9,665</b>	<b>\$ 9,858</b>	<b>\$ 193</b>	<b>2.00%</b>		\$ 305,339		
<b>ASI President's Budget</b>									
Hospitality	\$ -	\$ 100	\$ 102	\$ 2	2.00%	Budget Yr 2022-23	\$ 186,900.31		
Leadership Development	\$ -	\$ -	\$ -	\$ -	#DIV/0!		\$ 39,681.96		
Supplies	\$ -	\$ -	\$ -	\$ -	#DIV/0!		\$ 84,863.76		
Programming	\$ 264	\$ 1,150	\$ 1,173	\$ 23	2.00%		\$ 311,446.04		
<b>Total A.S.I. President's Budget</b>	<b>\$ 264</b>	<b>\$ 1,250</b>	<b>\$ 1,275</b>	<b>\$ 25</b>	<b>2.00%</b>		\$ 598,489		
<b>Leadership Development &amp; Specialized Training</b>									
<b>Programming</b>									
Leadership Development	\$ 33,441	\$ 38,666	\$ 40,872	\$ 2,206	5.71%				
<b>Total Leadership Dev. &amp; Specialized Training</b>	<b>\$ 33,441</b>	<b>\$ 38,666</b>	<b>\$ 40,872</b>	<b>\$ 2,206</b>	<b>5.71%</b>				
<b>Grant-In-Aid</b>									
Grant-In-Aid	\$ 111,227	\$ 146,063	\$ 148,984	\$ 2,921	2.00%				
<b>Total Grant-In-Aid</b>	<b>\$ 111,227</b>	<b>\$ 146,063</b>	<b>\$ 148,984</b>	<b>\$ 2,921</b>	<b>2.00%</b>				
<b>Total Student Government Expenses *</b>	<b>\$ 514,864</b>	<b>\$ 546,307</b>	<b>\$ 558,666</b>	<b>\$ 12,359</b>	<b>2.26%</b>				

<i>Student &amp; University Support</i>			2019-20		
Description of Item	2017-18 Actual	2018-19 Approved Operating Budget	Proposed Operating Budget (2% Inc. for Op Exp)	Net Budget Modification	Percent Change
<b>Revenue *</b>					
Interest Income, Los Angeles Investment Fund (L.A.I.F.), & Unrealized Gain/Loss	\$ 22,241	\$ 12,000	\$ 12,240	\$ 240	2.00%
Gift Contrib. Income	\$ -	\$ -	\$ -	\$ -	
Locker Revenue	\$ 6,540	\$ 4,200	\$ 4,284	\$ 84	2.00%
Miscellaneous Revenue (Rev. Other, Music Concerts, Events, & Laptop Rev)	\$ 2,005	\$ -	\$ -	\$ -	#DIV/0!
Movie Ticket Sales	\$ 595	\$ 750	\$ 765	\$ 15	2.00%
Sea World Tickets	\$ 16	\$ 250	\$ 255	\$ 5	2.00%
Disneyland Sales	\$ -	\$ -	\$ -	\$ -	#DIV/0!
Commissions (Knott'S Ticket Sales)	\$ 605	\$ 1,000	\$ 1,020	\$ 20	2.00%
Consignment Sales	\$ 13,127	\$ 13,800	\$ 14,076	\$ 276	2.00%
<b>Total Programming and Student Support Revenue</b>	<b>\$ 45,129</b>	<b>\$ 32,000</b>	<b>\$ 32,640</b>	<b>\$ 640</b>	<b>2.00%</b>
<b>Expenses</b>					
<b>Student Support (formerly Programming)</b>					
Student Organization Direct Funding and Co-sponsorships	\$ 101,139	\$ 109,458	\$ 111,647	\$ 2,189	2.00%
Unrestricted Funding for the Finance Committee	\$ -	\$ 1,547	\$ 1,578	\$ 31	2.00%
Programming & Advocacy (Expenses-Other)	\$ 212,206	\$ 117,441	\$ 119,790	\$ 2,349	2.00%
Marketing and Advertisement	\$ 52,305	\$ 43,543	\$ 44,414	\$ 871	2.00%
<b>Total Programming</b>	<b>\$ 365,649</b>	<b>\$ 271,989</b>	<b>\$ 277,429</b>	<b>\$ 5,440</b>	<b>2.00%</b>
<b>Scholarships &amp; Vouchers</b>					
Student Book Voucher Program	\$ 8,260	\$ 12,000	\$ 12,240	\$ 240	2.00%
Committee Permits/Vouchers	\$ 5,189	\$ 6,238	\$ 6,363	\$ 125	2.00%
ASI Scholarships	\$ 250	\$ 4,000	\$ 4,080	\$ 80	2.00%
<b>Total Scholarships &amp; Vouchers</b>	<b>\$ 13,699</b>	<b>\$ 22,238</b>	<b>\$ 22,683</b>	<b>\$ 445</b>	<b>2.00%</b>
<b>University Support</b>					
Children's Center	\$ 137,732	\$ 140,779	\$ 143,595	\$ 2,816	2.00%
EOP	\$ 4,269	\$ 500	\$ 510	\$ 10	2.00%
EPIC (Educational Participation in Communities)	\$ 11,912	\$ 12,000	\$ 12,240	\$ 240	2.00%
College of Arts & Letters - Golden Eagle Radio	\$ 10,000	\$ 3,000	\$ 3,060		
Dreamers Resource Center	\$ 15,966	\$ 13,000	\$ 13,260	\$ 260	2.00%
Food Pantry		\$ 10,000			
Veterans Resource Center	\$ 9,626	\$ 10,000	\$ 10,200	\$ 200	2.00%
<b>Total Student Support</b>	<b>\$ 189,505</b>	<b>\$ 189,280</b>	<b>\$ 182,866</b>	<b>\$ (6,414)</b>	<b>-3.39%</b>
<b>Total Programming and Student Support Expenses</b>	<b>\$ 568,854</b>	<b>\$ 483,507</b>	<b>\$ 482,977</b>	<b>\$ (530)</b>	<b>-0.11%</b>
<b>Net Cost of Programming, Scholarships and Student Support</b>	<b>\$ 523,725</b>	<b>\$ 451,507</b>	<b>\$ 450,337</b>	<b>\$ (1,170)</b>	<b>-0.26%</b>

These will be hidden when presented.

Operating Exp Inc by 2%	
2019-20	\$ 482,977
2020-21	\$ 492,637
2021-22	\$ 502,490
2022-23	\$ 512,539

2018-19 Referendum Budget							
<b>Four Year Projection</b>		2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Description of Item		Actual	Approved Operating Budget	Projected Operating Budget	Projected Operating Budget	Projected Operating Budget	Projected Operating Budget
		<b>(\$26.88+\$26.87)</b>	<b>\$ 53.75</b>	<b>\$ 53.75</b>	<b>\$ 54.72</b>	<b>\$ 55.70</b>	<b>\$ 56.71</b>
		<b>(per S/ \$53.75 py)</b>	<b>(\$26.88+\$26.87 - per S/ \$53.75 py)</b>	<b>(\$26.88+\$26.87 - per S/ \$53.75 py)</b>	<b>(\$27.36+\$27.35 - per S/ \$54.72 py)</b>	<b>(\$27.86 + \$27.85 - per S/\$55.70 per py)</b>	<b>(\$28.36 + \$28.35 - per S/ \$56.71 per py)</b>
<b>Projected Fee Revenue</b>							
Student Fee Revenue	\$	1,454,881	\$ 1,428,920	\$ 1,441,372	\$ 1,494,703	\$ 1,550,007	\$ 1,607,357
<b>Student Fee Revenue</b>	<b>\$</b>	<b>1,454,881</b>	<b>\$ 1,428,920</b>	<b>\$ 1,441,372</b>	<b>\$ 1,494,703</b>	<b>\$ 1,550,007</b>	<b>\$ 1,607,357</b>
<b>Other Projected Revenue</b>							
Interest Income, Los Angeles Investment Fund (L.A.I.F.), & Unrealized Gain/Loss - 2% Inc. starting 2018	\$	22,241	\$ 8,000	\$ 8,160	\$ 8,323	\$ 8,490	\$ 8,659
Student & University Support Revenue	\$	22,888	\$ 18,850	\$ 32,640	\$ 33,293	\$ 33,959	\$ 34,638
Transfer from Retained Earnings	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Other Revenue</b>	<b>\$</b>	<b>45,129</b>	<b>\$ 26,850</b>	<b>\$ 40,800</b>	<b>\$ 41,616</b>	<b>\$ 42,448</b>	<b>\$ 43,297</b>
<b>Total Revenue</b>	<b>\$</b>	<b>1,500,010</b>	<b>\$ 1,455,770</b>	<b>\$ 1,482,172</b>	<b>\$ 1,536,319</b>	<b>\$ 1,592,455</b>	<b>\$ 1,650,654</b>
<b>Projected Expenses</b>							
Administration	\$	609,976	\$ 461,254	\$ 470,479	\$ 479,889	\$ 489,486	\$ 484,747
ASI Student Government	\$	514,864	\$ 546,307	\$ 563,969	\$ 575,249	\$ 586,754	\$ 598,489
Student & University Support	\$	568,854	\$ 483,507	\$ 482,977	\$ 492,637	\$ 502,490	\$ 512,539
<b>Total Unit Expense</b>	<b>\$</b>	<b>1,693,693</b>	<b>\$ 1,491,068</b>	<b>\$ 1,517,426</b>	<b>\$ 1,547,774</b>	<b>\$ 1,578,730</b>	<b>\$ 1,595,775</b>
<b>Total Revenue</b>	<b>\$</b>	<b>1,500,010</b>	<b>\$ 1,455,770</b>	<b>\$ 1,482,172</b>	<b>\$ 1,536,319</b>	<b>\$ 1,592,455</b>	<b>\$ 1,650,654</b>
<b>Total Unit Expense</b>	<b>\$</b>	<b>1,693,693</b>	<b>\$ 1,491,068</b>	<b>\$ 1,517,426</b>	<b>\$ 1,547,774</b>	<b>\$ 1,578,730</b>	<b>\$ 1,595,775</b>
<b>Net Operating Income/(Deficit)</b>	<b>\$</b>	<b>(193,684)</b>	<b>\$ (35,298)</b>	<b>\$ (35,254)</b>	<b>\$ (11,456)</b>	<b>\$ 13,725</b>	<b>\$ 54,879</b>
NOTE: There is a donated use of facilities \$45,247 not reflected in the other revenue or expenses.							
<b>Unrestricted Funding for the Finance Committee</b>							
<b>Fund Balance</b>							
Beginning Fund Balance	\$	1,582,415					
Net Operating Income/(Deficit)	\$	(193,683)					
Non-Operating Expenses (Retirement+Depreciation+Bad Debt+Write Off+POT)	\$	-					
<b>Projected Ending Fund Balance</b>	<b>\$</b>	<b>1,388,732</b>					