UAS CAL STATE LA UNIVERSITY AUXILIARY SERVICES INC.

Cal State LA University Auxiliary Services, Inc.
2024-2025 Operating Budget Proposal

Description	FY 2023-24 Budget	FY 2023-24 Forecast	FY 2024-25 Budget Proposal	$ Change to FY 2024-25 Budget	% Change to FY 2024-25 Budget
Unrestricted					
REVENUE					
Dining & Hospitality	$ 3,419,200	$ 3,338,100	$ 3,552,800	$ 133,600	4%
Less: Cost of Goods	(963,800)	(856,100)	$ (939,300)	24,500	-3%
	2,455,400	2,482,000	2,613,500	158,100	6%
Indirect Cost Revenue	2,138,000	2,351,200	2,488,900	350,900	16%
Admin Recovery	90,000	99,400	102,400	12,400	14%
Commission	1,459,200	1,223,900	1,314,000	(145,200)	-10%
Buildings Operation	1,838,000	1,838,000	1,603,500	(234,500)	-13%
Interest Income	122,000	598,300	469,700	347,700	285%
Child Care Center	674,400	620,200	631,200	(43,200)	-6%
Campus Program Admin fee	285,000	466,500	485,000	200,000	70%
LA BioLab Incubator	698,000	554,500	624,000	(74,000)	-11%
Other Revenue	5,500	95,200	63,100	57,600	1047%
Total Revenue	**9,765,500**	**10,329,200**	**10,395,300**	**629,800**	**6%**
EXPENSES					
Salaries and Wages	3,148,200	3,168,800	3,257,800	109,600	3%
Benefits	918,400	945,500	1,056,900	138,500	15%
Audit/Legal	65,400	72,400	82,000	16,600	25%
Contractual Services	844,600	846,100	718,000	(126,600)	-15%
Supplies & Services	692,400	647,100	720,700	28,300	4%
Utilities & Telephone	196,200	176,900	173,100	(23,100)	-12%
Insurance Premiums	248,700	396,700	397,100	148,400	60%
Interest on capital lease	564,700	612,600	635,600	70,900	13%
Bank Charges	38,500	46,100	58,300	19,800	51%
Repair & Maintenance	90,100	111,800	105,200	15,100	17%
Lease & Rental	86,200	27,000	27,800	(58,400)	-68%
Other Operating Expenses	188,100	134,200	195,400	7,300	4%
Total Operating Exp.	**7,081,500**	**7,185,200**	**7,427,900**	**346,400**	**5%**
Gross Operating Income/(Loss)	2,684,000	3,144,000	2,967,400	283,400	11%
Campus Programs net, income/(expenses)	120,000	1,250,000	1,250,000	1,130,000	942%
Net Operating Income/(Loss)	**2,804,000**	**4,394,000**	**4,217,400**	**1,413,400**	**50%**
Non Cash Expenditures					
Depreciation & Amortization	2,494,000	2,384,000	2,401,900	(92,100)	-4%
Reserve - Post Retirement Med	181,100	404,600	419,700	238,600	132%
Deferred Building Maintenance Reserve*	0			-	0%
				-	
Net Income/(Loss)	**128,900**	**1,605,400**	**1,395,800**	**1,266,900**	**983%**
Restricted					
Contracts & Grants Revenue	16,000,000	23,700,000	24,500,000	8,500,000	53%
Contracts & Grants Expenditure	16,000,000	23,700,000	24,500,000	8,500,000	53%
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UAS CAL STATE LA UNIVERSITY AUXILIARY SERVICES INC.

Cal State L.A. University Auxiliary Services, Inc.
Detail of Lease & Commission Revenue
FY 2024/2025

Description	FY 2023-24 Budget	Feb 29, 2024 Actual	FY 2023-24 Forecast	FY 2024-25 Budget Proposal	$ Change to FY 2024-25 Budget	% Change to FY 2024-25 Budget
Commission Income						
Bookstore	583,900	216,000	$ 376,100	$ 396,000	$ (187,900)	-32%
Starbucks	87,000	50,510	75,100	78,800	(8,200)	-9%
Golden Eagle Express	-	-	-	-	0	0%
Metro	-	-	-	-	0	0%
Café 47	62,000	27,973	43,500	45,000	(17,000)	-27%
Carl's Jr	87,500	56,100	82,300	86,400	(1,100)	-1%
El Pollo Loco	79,500	53,500	77,300	81,200	1,700	2%
Panda Express	43,700	23,000	46,000	85,400	41,700	95%
Juice It Up	56,000	37,300	56,000	56,000	0	0%
Sbarro's	104,000	71,400	104,400	107,500	3,500	3%
First Class Vending	45,000	48,200	66,300	69,800	24,800	55%
Every Table Library	63,200	42,000	64,000	65,900	2,700	4%
Every Table Salazar Hall	9,200	2,800	-	-	(9,200)	-100%
Coke	238,000	160,600	232,900	242,000	4,000	2%
Miscellaneous Commission	-	-	-	-	0	0%
Total Commission Income	$ 1,459,000	$ 789,383	$ 1,223,900	$ 1,314,000	$ (145,000)	-10%
Lease Income						
Extended Education	$ 468,900	$ 312,600	$ 234,400	$ 234,400	$ (234,500)	-50%
Service Center/One Card	63,600	42,400	63,600	$ 63,600	$ -	0%
Pat Brown Institute	95,800	63,900	95,800	$ 95,800	$ -	0%
Ballroom rental	391,900	261,300	391,900	$ 391,900	$ -	0%
Room Rental - FCU	-	-	-	-	-	0%
ATM - FCU	23,700	15,900	23,700	23,700	-	0%
ATM - Bank of America	13,000	8,700	13,000	13,000	-	0%
ATM - Wells Fargo	15,200	9,600	15,200	15,200	-	0%
TVFM Building	564,200	376,200	564,200	564,200	-	0%
AT&T Cell Tower Lease	70,000	46,500	70,000	70,000	-	0%
T Mobile	63,300	42,200	63,300	63,300	-	0%
Verizon	68,400	45,600	68,400	68,400	-	0%
Total Lease Income	$ 1,838,000	$ 1,224,900	$ 1,603,500	$ 1,603,500	$ (234,500)	-13%

UAS Fund Balance Summary

Cash & Cash Equivalents - March '24		
Grants & Contracts		$3,165,400
Campus Programs		8,653,600
UAS General Operations		11,591,000
Total cash & Cash Equivalents		**$23,410,000**
Proposed Capital Outlay - UAS Operations		
GE Ballroom Audio & Video Upgrade		
Video (Conferencing & Screens)	$131,500	
Audio	$70,000	
Total Project Cost		**$201,500**
LA Espresso Bar		
Buildout	139,500	
Equipment	60,500	
Total Project Cost		**$200,000**
Total Capital Outlay		**$401,500**