

**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
<b><u>Unrestricted</u></b>					
<b>REVENUE</b>					
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%
<b>Total Revenue</b>	<b>9,765,500</b>	<b>10,329,200</b>	<b>10,395,300</b>	<b>629,800</b>	<b>6%</b>
<b>EXPENSES</b>					
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%
<b>Total Operating Exp.</b>	<b>7,081,500</b>	<b>7,185,200</b>	<b>7,427,900</b>	<b>346,400</b>	<b>5%</b>
<b>Gross Operating Income/(Loss)</b>	<b>2,684,000</b>	<b>3,144,000</b>	<b>2,967,400</b>	<b>283,400</b>	<b>11%</b>
Campus Programs net, income/(expenses)	120,000	1,250,000	1,250,000	1,130,000	942%
<b>Net Operating Income/(Loss)</b>	<b>2,804,000</b>	<b>4,394,000</b>	<b>4,217,400</b>	<b>1,413,400</b>	<b>50%</b>
<b>Non Cash Expenditures</b>					
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%
<b>Net Income/(Loss)</b>	<b>128,900</b>	<b>1,605,400</b>	<b>1,395,800</b>	<b>1,266,900</b>	<b>983%</b>
<b><u>Restricted</u></b>					
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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**Cal State L.A. University Auxiliary Services, Inc.**  
**Detail of Lease & Commission Revenue**  
**FY 2024/2025**

Description	FY 2023-24	Feb 29, 2024	FY 2023-24	FY 2024-25	\$ Change to	
	Budget	Actual	Forecast	Budget Proposal	FY 2024-25 Budget	% Change to FY 2024-25 Budget
<b><u>Commission Income</u></b>						
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%
<b>Total Commission Income</b>	<b>\$ 1,459,000</b>	<b>\$ 789,383</b>	<b>\$ 1,223,900</b>	<b>\$ 1,314,000</b>	<b>\$ (145,000)</b>	<b>-10%</b>
<b><u>Lease Income</u></b>						
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%
<b>Total Lease Income</b>	<b>\$ 1,838,000</b>	<b>\$ 1,224,900</b>	<b>\$ 1,603,500</b>	<b>\$ 1,603,500</b>	<b>\$ (234,500)</b>	<b>-13%</b>

# 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	
<b>Total cash &amp; Cash Equivalents</b>		<b>\$23,410,000</b>

## Proposed Capital Outlay - UAS Operations

### GE Ballroom Audio & Video Upgrade

Video (Conferencing & Screens)	\$131,500	
Audio	\$70,000	
<b>Total Project Cost</b>		<b>\$201,500</b>

### LA Espresso Bar

Buildout	139,500	
Equipment	60,500	
<b>Total Project Cost</b>		<b>\$200,000</b>

<b>Total Capital Outlay</b>		<b>\$401,500</b>
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