

University Enterprises Corporation
Topline Budget Summary for FY 24/25
As of April 19, 2024

4/2/2024

| | FY 22/23 Actual | FY 23/24 Budget | FY 23/24 Projected | Proposed FY 24/25 Budget |
|--|--------------------|--------------------|-----------------------|--------------------------------|
| Revenue: | | | | |
| Bookstore | 328,084 | 400,000 | 360,000 | 675,000 |
| Dining Services | 268,333 | 318,800 | 423,151 | 432,174 |
| Vending Operations | 107,906 | 109,100 | 98,759 | 109,100 |
| Business Office | 525,653 | 581,000 | 665,721 | 712,577 |
| Spons Prog - Indirect Cost Recovery | 5,280,874 | 4,150,000 | 5,100,000 | 5,200,000 |
| Total Revenue | 6,510,849 | 5,558,900 | 6,647,631 | 7,128,851 |
| Operating Expenses: | | | | |
| Commercial Operations | 988,565 | 1,468,900 | 1,384,748 | 1,903,665 |
| Business Office | 1,300,357 | 1,121,900 | 1,108,206 | 937,728 |
| Sponsored Programs Administration | 2,192,332 | 2,250,800 | 2,306,974 | 2,349,323 |
| Total Operating Expenses | 4,481,254 | 4,841,600 | 4,799,928 | 5,190,716 |
| Net Income/(Loss) from Operations | 2,029,595 | 717,300 | 1,847,704 | 1,938,135 |
| Other Income/(Expenses): | | | | |
| IDC Distribution | (3,088,542) | (1,899,200) | (2,793,026) | (2,850,677) |
| Support Provided to Campus | (949,907) | (40,000) | (40,000) | (40,000) |
| Paycheck Protection Program (PPP) Grant | - | - | - | - |
| HEERF Reimbursement (Note A) | 491,833 | - | - | - |
| Total Other Income/(Expenses) | (3,546,616) | (1,939,200) | (2,833,026) | (2,890,677) |
| Adjusted Net Income/(Loss) from Operations | (1,517,021) | (1,221,900) | (985,322) | (952,542) |
| Total Depreciation Expense | 512,458 | 556,500 | 481,495 | 481,545 |
| Net Income without Depreciation | (1,004,563) | (665,400) | (503,827) | (470,997) |

Note A - UEC reimbursement from Federal Higher Education Emergency Relief Fund (HEERF)

University Enterprises Corporation
Bookstore budget for FY 24/25
As of April 19, 2024

4/2/2024

| | FY 22/23 Actual | FY 23/24 Budget | FY 23/24 Projected | Proposed FY 24/25 Budget |
|--|--------------------|--------------------|-----------------------|--------------------------------|
| Revenue: | | | | |
| Bookstore Commission | 328,084 | 400,000 | 360,000 | 675,000 |
| Bookstore Capital Contribution | - | - | - | - |
| Total Revenue | 328,084 | 400,000 | 360,000 | 675,000 |
| Operating Expenses: | | | | |
| Bank & Credit Card Fees | - | - | - | - |
| COGS - Alcoholic Beverages | - | - | - | - |
| Communication-Telephone Local | - | - | - | - |
| Communication-Telephone Trunk Chrgs | - | - | - | - |
| Contract Services | - | - | - | - |
| Depreciation - Building & Improvements | - | - | - | - |
| Depreciation - Equipment | 1,455 | 1,500 | 1,450 | 1,500 |
| Depreciation - Leasehold Improvements | - | - | - | - |
| Dumpster Fees/Trash Removal | - | - | - | - |
| Equipment Other | - | - | - | - |
| Licenses/Permits Expense | - | - | - | - |
| Non-EDP Equipment Rental | - | - | - | - |
| Other Operating Expense/Misc | - | 2,500 | 2,500 | 2,500 |
| Rental Expense - Space | 22,223 | 105,100 | 4,382 | 117,523 |
| Repairs & Maintenance - Building | - | - | - | - |
| Repairs & Maintenance - Misc | 1,021 | 2,500 | 2,500 | 2,500 |
| Supplies & Services General | - | - | - | - |
| Total Operating Expenses | 24,699 | 111,600 | 10,832 | 124,023 |
| Net Income/(loss) from Operations | 303,385 | 288,400 | 349,168 | 550,977 |

University Enterprises Corporation
Vending Operations budget for FY 24/25
As of April 19, 2024

4/2/2024

| | FY 22/23 Actual | FY 23/24 Budget | FY 23/24 Projected | Proposed FY 24/25 Budget |
|--|--------------------|--------------------|-----------------------|--------------------------------|
| Revenue: | | | | |
| Vending Commission - PepsiCo | 72,679 | 75,000 | 64,659 | 75,000 |
| Vending Commission - First Class Vending | 35,227 | 34,000 | 34,000 | 34,000 |
| Vending Commission - Golden State (PDC) | - | 100 | 100 | 100 |
| Total Revenue | 107,906 | 109,100 | 98,759 | 109,100 |
| Operating Expenses: | | | | |
| Bank & Credit Card Fees | | | | |
| COGS - Alcoholic Beverages | | | | |
| COGS - Starbucks | - | | | |
| Communication-Telephone Local | | | | |
| Communication-Telephone Trunk Chrgs | | | - | - |
| Contract Services | | | | |
| Depreciation - Building & Improvements | | | | |
| Depreciation - Equipment | | | | |
| Depreciation - Leasehold Improvements | | | - | - |
| Dumpster Fees/Trash Removal | | | | |
| Equipment Other | | | | |
| Licenses/Permits Expense | 37 | | | |
| Adver/Marketing | 345 | | | |
| Non-EDP Equipment Rental | | | | |
| Rental Expense - Space | | | | |
| Repairs & Maintenance - Building | | | - | - |
| Repairs Miscellaneous | | | | |
| Supplies & Services General | | | | |
| Total Operating Expenses | 382 | - | - | - |
| Net Income/(loss) from Operations | 107,523 | 109,100 | 98,759 | 109,100 |
| Vending Commission split with SMSU | - | 10,000 | 10,000 | 10,000 |
| Adjusted net income/(loss) from Operations | 107,523 | 99,100 | 88,759 | 99,100 |

University Enterprises Corporation
Dining Services Budget for FY 24/25
As of April 19, 2024

4/2/2024

| | FY 22/23 Actual | FY 23/24 Budget | FY 23/24 Projected | Proposed FY 24/25 Budget |
|--|--------------------|--------------------|-----------------------|--------------------------------|
| Revenue: | | | | |
| Dining Service - Commissions | 52,238 | 25,000 | 165,071 | 181,578 |
| Alcoholic Beverage Sales | - | 90,000 | 42,542 | 46,796 |
| Dining Service - Other Compensation | 216,095 | 203,800 | 215,538 | 203,800 |
| Miscellaneous Income | | - | - | - |
| Total Revenue | 268,333 | 318,800 | 423,151 | 432,174 |
| Operating Expenses: | | | | |
| Bad Debt Expense | | 22,000 | 20,000 | 20,000 |
| Campus Services | | | | |
| COGS - Alcoholic Beverages | 8,800 | 41,400 | 9,751 | 10,000 |
| Communication-Telephone Local | 1,992 | 2,000 | 38 | 1,000 |
| Communication Cell Phone/Pager | 1,122 | - | 285 | - |
| Communication-Telephone Trunk Chrgs | 6,336 | 2,550 | 4,245 | 5,000 |
| Contract Services ** | (145,754) | 250,000 | 49,160 | 150,000 |
| Depreciation - Equipment | 192,708 | 239,000 | 156,198 | 156,198 |
| Depreciation - Leasehold Improvements | 265,109 | 262,000 | 265,109 | 265,109 |
| Dumpster Fees/Trash Removal | 23,040 | 27,500 | 6,208 | 27,500 |
| Duplicating | 769 | | | - |
| Equipment Other | 8,186 | 20,400 | 7,615 | 20,400 |
| Hospitality | 251 | | | - |
| Info Tech | 12,534 | - | | - |
| Info Tech-Maintenance | 5,061 | | | - |
| Insurance | 290 | | | - |
| Licenses/Permits Expense | 8,256 | 7,650 | 7,180 | 7,650 |
| Marketing | 1,656 | | | - |
| Other Operating Expense/Misc | 428 | 12,200 | 12,000 | 12,200 |
| Postage | 3 | | 3 | - |
| Rental Expense - Space *** | (298) | 117,400 | - | 101,385 |
| Repairs & Maintenance - Custodial | 159,262 | | 128,696 | 185,000 |
| Repairs & Maintenance - Misc ** | 170,638 | 135,000 | 597,337 | 600,000 |
| Supplies & Services General | 4,956 | 8,200 | 91 | 8,200 |
| Utilities ** | 238,142 | 200,000 | 100,000 | 200,000 |
| Total Operating Expenses | 963,484 | 1,347,300 | 1,363,916 | 1,769,642 |
| Net Income/(loss) from Operations | (695,151) | (1,028,500) | (940,764) | (1,337,468) |

University Enterprises Corporation
FY 24/25 Business Office Revenue
As of April 19, 2024

4/2/2024

| | FY 22/23 Actual | FY 23/24 Budget | FY 23/24 Projected | Proposed FY 24/25 Budget | |
|----------------------|--------------------|--------------------|-----------------------|--------------------------------|--------------|
| Revenue - | | | | | |
| Pepsi Sponsorship | \$ 153,807 | \$ 173,000 | \$ 172,700 | \$ 172,700 | (See Note A) |
| Investment Income | \$ 124,029 | \$ 268,000 | \$ 316,300 | \$ 359,300 | (See Note B) |
| Miscellaneous Income | \$ 247,817 | \$ 140,000 | \$ 176,721 | \$ 180,577 | (See Note C) |
| Total Revenue | \$ 525,653 | \$ 581,000 | \$ 665,721 | \$ 712,577 | |

Notes

A. Pepsi Sponsorship:

- Pepsi Pouring Rights = Total payment due for FY 24/25 is \$240,600 per agreement if full volume metric is met.
- Here is the budget breakdown for FY 24/25 based on 65% volume:

| | | |
|----------------------------|---------------------|-------------------|
| 1. Sponsorship fee | (\$160,000 x 65%) = | \$ 104,000 |
| 2. Rebate | (\$16,000 x 65%) | \$ 10,400 |
| 3. Flex fund | (\$18,000 x 65%) | \$ 11,700 |
| 4. Scholarships & market | | \$ 45,000 |
| 5. Parking pass fund | | \$ 1,600 |
| Total Pepsi Pouring Rights | | <u>\$ 172,700</u> |

B. Projected Investment Income:

| | | |
|--------------------------|-------------------------|------------|
| Money Market Sweep | (\$3.5 million @ 4.50%) | \$ 157,500 |
| US Short-term Treasuries | (\$1.5 million @ 5.00%) | \$ 75,000 |
| US Short-term Treasuries | (\$1.5 million @ 5.00%) | \$ 75,000 |
| Housing Loan | (\$1.0 million @ 5.18%) | \$ 51,800 |

Total Projected Investment Income \$ 359,300

C. Projected Miscellaneous Income:

| | |
|-------------------------|-----------|
| Crown Lease Revenue | \$ 95,803 |
| Gotcha Media Holdings | \$ 5,400 |
| Jostens Royalties | \$ 57,518 |
| Kaiser | \$ 3,856 |
| Board Room Reservations | \$ 18,000 |

Total Projected Income \$ 180,577

University Enterprises Corporation
Business Office (GEN09) Expense Budget for FY 24/25
As of April 19, 2024

4/2/2024

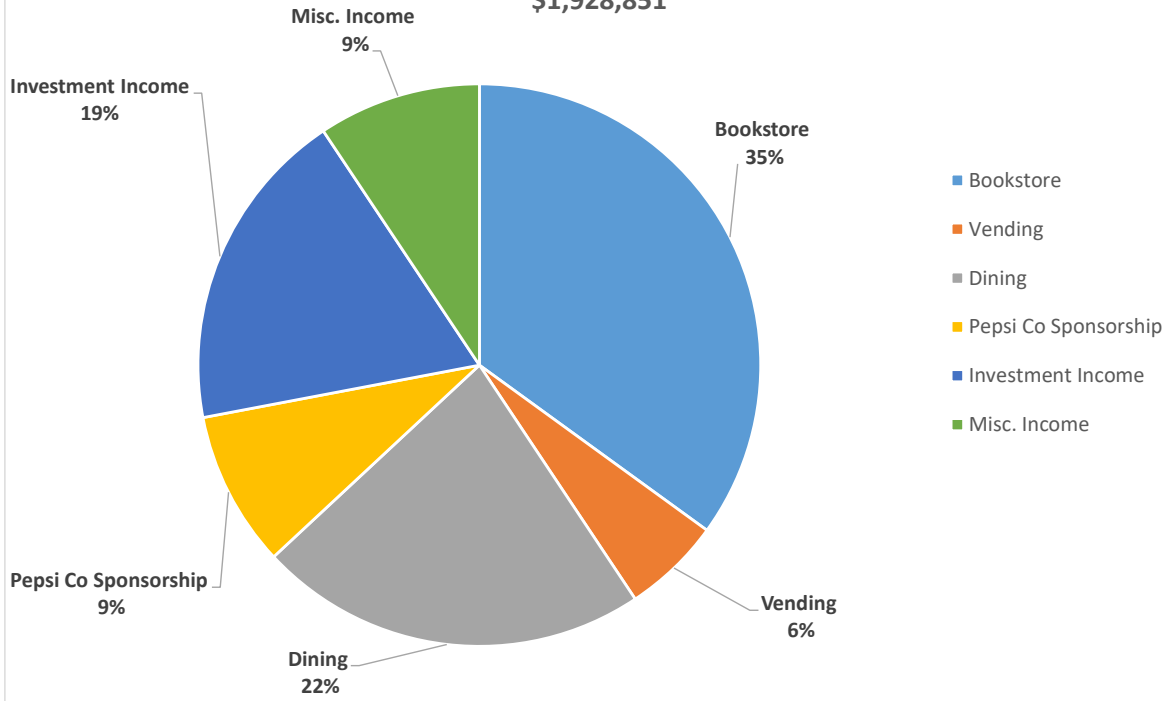
| | FY 22/23 Actual | FY 23/24 Budget | FY 23/24 Projected | Proposed FY 24/25 Budget |
|---|--------------------|--------------------|-----------------------|--------------------------------|
| Payroll & Benefits Expense: | | | | |
| Salaries & Wages - Bus Ofc | 338,890 | 376,000 | 298,811 | 167,531 |
| Student Assistants - Bus Ofc | | | 25,300 | 18,300 |
| Benefits - Bus Ofc | 109,882 | 128,000 | 102,587 | 58,636 |
| Post Retirement Medical Benefits | - | - | - | - |
| Total Payroll & Benefits Expense | 448,772 | 504,000 | 426,698 | 244,467 |
| Operating Expenses: | | | | |
| AQMD Rideshare | 646 | 2,200 | 1,800 | 2,200 |
| Audit Fees | 21,100 | 26,000 | 20,738 | 21,567 |
| Awards/Stipends | 1,000 | - | - | - |
| Bank/Credit Card Fees | 5,294 | 5,100 | 5,000 | 5,100 |
| Communication-Telephone Local | 2,554 | 2,600 | 2,500 | 2,600 |
| Communication - Cell Phone/Pager | 227 | - | - | - |
| Communication-Telephone Trunk Chrgs | 6,157 | 4,100 | 4,000 | 4,100 |
| Contracted Services - Outside campus | 30,691 | 29,000 | 30,000 | 29,000 |
| Contracted Services - Other | 4,219 | | 5,000 | - |
| Cost Recovery/Campus Services Expenses | 181,985 | 182,000 | 182,000 | 182,000 |
| Depreciation - Furn/Fixtures | 1,836 | - | 1,836 | 1,836 |
| Depreciation - Buildings & Improvements | 44,693 | 39,100 | 44,693 | 44,693 |
| Depreciation - Equipment | 6,694 | 13,200 | 12,345 | 12,345 |
| Dues & Subscriptions | 1,225 | 7,700 | 7,500 | 7,700 |
| Duplicating/Printing | 1,261 | 1,000 | 1,421 | 1,500 |
| Employee Recruitment/Relocation | 4,500 | 1,500 | 6,000 | 5,000 |
| Equipment Other | - | 3,600 | - | 3,600 |
| Equipment Rental | - | 3,100 | 3,000 | 3,100 |
| Hospitality | 461 | 1,000 | 750 | 1,000 |
| Insurance | 75,894 | 90,000 | 86,850 | 104,220 |
| Legal Expenses | 3,056 | - | 5,000 | 5,000 |
| Licenses/Permits | 7,995 | 2,600 | 3,324 | 2,600 |
| Marketing | 3,292 | - | 300 | |
| Office Supplies | 11,032 | 10,000 | 13,336 | 10,000 |
| Other Operating Expense/Misc | 1,432 | 9,000 | 5,860 | 9,000 |
| Postage | 1,254 | 1,000 | 464 | 1,000 |
| Professional Development/Training | 142 | 3,500 | 2,000 | 3,500 |
| Repairs & Maintenance - Misc | 13,467 | - | 55,391 | 50,000 |
| Repairs & Maintenance - Building | - | 5,100 | 5,000 | 5,100 |
| State General Services | 238,420 | 238,400 | 238,400 | 238,400 |
| Transfers to related Entity | 41,000 | - | | |
| Transfers from/to other departments | 216,262 | (68,000) | (68,000) | (68,000) |
| Transfers for Admin Charges | (79,153) | | | |
| Travel | 2,950 | 5,100 | 5,000 | 5,100 |
| Total Operating Expenses | 851,585 | 617,900 | 681,508 | 693,261 |
| Total Department Expense | 1,300,357 | 1,121,900 | 1,108,206 | 937,728 |

University Enterprises Corporation
Sponsored Programs (GEN88) Expense Budget for FY 24/25
As of April 19, 2024

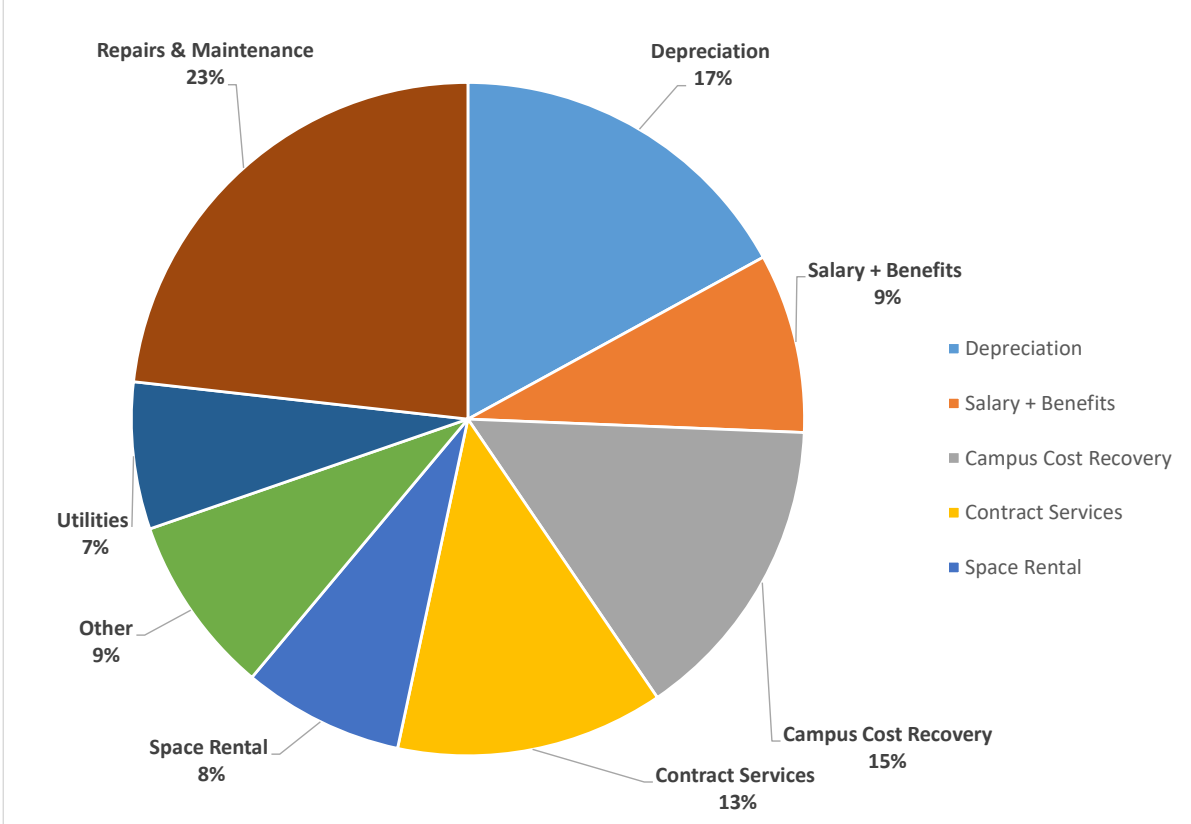
4/2/2024

| | FY 22/23 Actuals | FY 23/24 Budget | FY 23/24 Projected | Proposed FY 24/25 Budget |
|---|---------------------|--------------------|-----------------------|--------------------------------|
| Payroll & Benefits Expense: | | | | |
| Salaries & Wages - Bus Ofc | 131,230 | 155,000 | 146,970 | 180,491 |
| Benefits - Bus Ofc | 62,519 | 56,000 | 58,190 | 63,172 |
| Salaries & Benefits - SPA students | 27,230 | 30,000 | 29,718 | 30,000 |
| Post Retirement Medical Benefits | - | - | - | - |
| Grant Development Faculty | - | - | - | - |
| Total Payroll & Benefits Expense | 220,979 | 241,000 | 234,878 | 273,663 |
| Operating Expenses: | | | | |
| AQMD Rideshare | 2,582 | 3,000 | 3,000 | 3,000 |
| Audit Fees | 21,100 | 26,000 | 25,000 | 26,780 |
| Contracted Services - Outside campus | 176,591 | 148,000 | 191,039 | 169,480 |
| Cost Recovery/Campus Services Expenses | 1,526,421 | 1,570,000 | 1,570,000 | 1,570,000 |
| Depreciation - Buildings & Improvements | 365 | 400 | 400 | 400 |
| Depreciation - Leasehold Improvements | 1,434 | 1,300 | 1,300 | 1,300 |
| Dues & Subscriptions | 9,618 | 10,000 | 9,800 | 10,000 |
| Duplicating/Printing | 75 | 300 | 300 | 300 |
| Employee Recruitment/Relocation | 321 | 1,000 | 1,000 | 1,000 |
| Equipment Other | 2,491 | 4,500 | 4,500 | 4,500 |
| Hospitality | 608 | 7,000 | 6,000 | 1,000 |
| Insurance | 101,500 | 134,000 | 134,000 | 160,800 |
| Legal Expenses | 22,815 | - | 20,000 | 20,000 |
| Licenses/Permits | 8,444 | 6,000 | 6,000 | 6,000 |
| Office Supplies | 71,746 | 72,000 | 72,000 | 72,000 |
| Other Operating Expense/Misc | 6,846 | 2,500 | 5,157 | 2,500 |
| Other Operating Expense/Bad Debt | 356 | - | - | - |
| Prior Year Adjustments | 1,450 | - | - | - |
| Postage | - | 300 | 300 | 300 |
| Professional Development/Training | 250 | 2,000 | 1,000 | 2,000 |
| Repairs & Maintenance - Building | 2,193 | 1,200 | 800 | 1,200 |
| State General Services - Cost Recovery | 12,727 | 15,300 | 15,300 | 15,300 |
| Travel | 1,419 | 5,000 | 5,200 | 7,800 |
| Total Operating Expenses | 1,971,353 | 2,009,800 | 2,072,096 | 2,075,660 |
| Total Department Expense | 2,192,332 | 2,250,800 | 2,306,974 | 2,349,323 |

UEC Revenue without SPA - Proposed Budget FY 24/25
\$1,928,851



UEC Expenses without SPA - Proposed Budget for FY 24/25
\$2,831,393



University Enterprises Corporation
Schedule of Reserves & Proposed Actions
Projected as of 6/30/2024

4/2/2024

| Description | Account Number | Fund Number | Beginning Balance 7/1/2023 | Activity | Transfers | Projected Balance 6/30/2024 |
|--|----------------|-------------|----------------------------|----------|-----------|--|
| <u>Required by Education Code</u> | | | | | | |
| 1. Current Operations Reserve | 304015 | GEN09 | \$ 302,253 | \$ - | \$ - | 302,253 (Target amount is \$300,000) |
| 2. Working Capital Reserve | 303795 | GEN09 | 843,899 | | | 843,899 (53% of \$1,600,000 Target Amount) |
| 3. Unplanned Capital Replacement Reserve | 304010 | GEN09 | 409,620 | | | 409,620 (Target amount is \$400,000) |
| <u>Specific Purpose</u> | | | | | | |
| 4. Reserve for Future Operations: - Food Service Point-of-Sales systems upgrade | 303793 | GEN09 | 300,000 | | | 300,000 - |
| 5. Undesignated General Reserve: | 305021 | GEN09 | 25,391 | - | | 25,391 |
| Subtotal Operating Reserves | | | 1,881,163 | - | - | 1,881,163 |
| 6. Sponsored Programs Reserve for Disallowances | 304821 | GEN88 | 350,000 | | | 350,000 (See Note A) |
| Total Reserves | | | \$ 2,231,163 | \$ - | \$ - | \$ 2,231,163 |

Note A - Minimum required reserve amount is equal to 1% times the prior year total revenue of \$40M or \$400,000.

Recommended Reserve Actions

1. No recommended reserve actions for this fiscal year due to fiscal constraints.