

The background of the page is a photograph of a sailboat race. In the foreground, a string of colorful pennant flags (red, yellow, blue, white) is strung across the top. Below, a yellow sailboat with a white sail is visible, with the text "LONG BEACH STATE" and "Sailing Lessons" on its side. A student with a green backpack is walking in the foreground, and other students are visible in the background. The entire image is overlaid with a light blue geometric pattern of triangles.

# 2021 - 2022

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Associated Students Inc.

Long Beach State University

CONSOLIDATED

OPERATING BUDGET

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ASSOCIATED  
STUDENTS INC.

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# 2021-2022 Associated Students Inc. Consolidated Operating Budget

## Introduction

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Presented for the CSULB student body is the adopted 2021-2022 Consolidated Operating Budget for all facilities, departments, and programs funded by the Associated Students and Student Union fees. This budget reflects \$23,510,153 in total revenue and expenses, and is the culmination of several months of preparation, deliberation, and teamwork among ASI staff, student leadership, and our campus partners. As is customary for ASI, department managers collaborated with their respective oversight boards and student representative colleagues to ensure that student concerns and objectives were reflected in the budget priorities.

Upon the adoption of this budget by the ASI Senate on May 5, 2021, ASI management continues to consider constantly changing economic and programmatic impacts resulting from the COVID-19 global pandemic. ASI is experiencing continued losses in commercial revenue, increased facility operations costs, and continued uncertainty related to how alternative university instruction and programmatic closures will ultimately impact revenues and expenses. Previous long-term existing priorities remain, including the need to meet increasing fixed costs, compliance with increasing minimum wage obligations, maintenance of outdated facilities, and investment into employee benefits and retirement obligations.

## Budget Opportunities, Challenges & Operating Priorities

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The following section highlights the budget opportunities, challenges, and priorities ASI is experiencing in the current and upcoming fiscal year. Although ongoing impacts of the COVID-19 global pandemic are uncertain, these factors attempt to maintain progress related to ongoing operating plans while accounting for likely impacts to ASI.

### Decrease in Student Headcount

In the prior fiscal year, 2020-2021, mandatory student fees constituted roughly 75% of the revenue supporting the ASI budget. With the exception of those who are eligible for fee waivers, these fees are paid by students regardless of the number of units in which they are enrolled. Understandably, the ASI operating budget is sensitive to fluctuations in headcount.

The operating budget presented herein is based on a projected student headcount of 79,640 for the 2021-2022 academic year. This is a 2% decrease from the original enrollment projection used in the prior year. The resulting factor is a decrease in FY 2021-2022 fee revenue. Other factors to take into account are the impact of fixed and increasing operating costs, as well as new operating costs demanded by COVID-19 protocols. This cost continues to require difficult budget decisions such as furloughs, postponed hiring of vacant positions, delayed investment in capital projects and deferred maintenance, and restricted investment in reserves and long-term employee benefit obligations.

## Personnel Services and Minimum Wage Increases

The overall budget for personnel has increased compared to FY 2021-2022 as a result of anticipated program reopenings and campus repopulation. When comparing estimated FY 2021-2022 personnel expenses to the last fully-functioning pre-COVID-19 fiscal year, overall personnel expenses remain under ASI's baseline level. This is due to staff retirements and resignations that have yet to be backfilled, and the slow rehiring of a significant amount of student personnel. Overall personnel expenses constitute \$10,075,339 of the FY 2021-2022 operating budget (\$3,508,665 for the Associated Students, and \$6,566,674 for the University Student Union), which is 45% of all operating expenses.

Included in personnel services is the cost for student employees at a total cost of \$3,794,336, or 38% of all personnel expenses. The minimum wage in California will increase on January 1, 2022, for the seventh time since 2014 raising the minimum wage to \$15 per hour, partly affecting these expense assumptions.

ASI is one of the largest employers of student assistants on the CSULB campus. Just over 400 students were on the payroll as of June 30, 2020. The repopulation of ASI student staff and the minimum wage increase represent a significantly increased cost of \$1,977,342 from our 2020-2021 revised budget.

Also, under California law, employees classified as exempt must receive a monthly salary of at least twice the minimum wage for full-time employment (\$58,240). Multiple employees fell into this classification, impacting personnel budgets across the organization.

There are no new full-time positions nor a Cost of Living Adjustment (COLA) for FY 2021-2022.

## Delivery of Student Support Services

Funded primarily by student mandatory fees and responsive to the changing needs of students, ASI maintained in-person or alternative virtual programs and services across all departments since the partial closure beginning March 13, 2020. Child Development Center teaching staff developed and delivered virtual instruction at no-cost to existing clients. The Student Recreation and Wellness Center developed virtual fitness, nutritional, and wellness instruction that was embraced by the student population. ASI Government retained its existing schedule of Senate and sub-board meetings and activities, and again conducted online elections, engagement, and advocacy events. The Associated Students Business Office updated fiscal and accounting processes to electronic process that efficiently served student banking needs and internal business operations.

In some cases, new operational methods will be retained in whole or in part upon full repopulation to an on-campus environment. In many cases, this shift in operations required new investments in infrastructure at a time when ASI was losing significant amounts of operating revenue and, as an auxiliary, was restricted from receiving any federal stimulus funds that have been so critical to restoring other departments across the university.

## Operating Adjustments

To meet ASI's priorities of continuing to deliver student programs and services in mostly virtual formats, ASI management, in close coordination with each department, has developed alternative operating plans, personnel retention efforts, and extensive health and safety plans to adapt to a new instructional year. Some departments have experienced deep operating losses, increased costs related to COVID-19, and continue to anticipate uncertain FY 2021-2022 revenues. To manage these related impacts, ASI has taken a fiscally cautious approach in calculating revenue projections as well as strategic restrictions in spending to allow for the management of unknown future budget impacts.

## Revenue and Support Detail & Other Assumptions

The Fiscal Year 2021-2022 consolidated operating budget includes \$23,510,153 in revenue between student fees and income from operations, detailed below.

### Associated Students Fees

The 2021-2022 Associated Students budget includes net revenue of \$6,730,800, consisting of \$5,273,475 in fees based on enrollment projections provided by the CSULB Office of Budget and University Services, and \$1,457,325 in enterprise revenue. The below table details revenue from fees across the three terms within fiscal year 2021-2022.

Table 1: Associated Students 2021-2022 Fee Revenue Calculations

	Summer '20	Fall '20	Spring '21
<b>Enrollment Data</b>			
Gross Headcount Enrollment	5,700	39,355	35,589
Fee	<u>X \$52</u>	<u>X \$68</u>	<u>X \$68</u>
<b>Financial Data</b>			
Collections	\$296,400	\$2,672,400	\$2,355,520
Less: Fee Waivers	(1,006)	(30,372)	(26,770)
Plus: CSUEU Fee Waivers Reimbursed	368	4,406	4,392
<u>Less: Allowance for Bad Debt/Disenrollment</u>	<u>(104)</u>	<u>(935)</u>	<u>(824)</u>
Total Fee Revenue by Session	\$295,658	\$2,645,499	\$2,332,318
<b>Projected Fee Revenue Available for Allocation</b>			\$5,273,475
<b>Projected Fee Revenue Allocated</b>			<u>\$5,273,475</u>
<b>Surplus/(Deficit) Transferred to/(from) Reserves</b>			<b>\$0</b>

### University Student Union Fees

The 2021-2022 USU/SRWC budget includes net fee revenue of \$15,562,130 is subsequently reduced to provide for payment of the University Student Union and Student Recreation & Wellness Center debt service, Chancellor's Office overhead, and contributions to university held reserve accounts.

Table 2: University Student Union 2021-2022 Fee Revenue Calculations

<b>Enrollment Data &amp; Fee Income Projections</b>	<b>Summer</b>	<b>Fall</b>	<b>Spring</b>
Gross Headcount Enrollment	5,700	39,300	34,640
Fee	<u>\$150</u>	<u>\$201</u>	<u>\$201</u>
<b>Financial Data</b>			
Collections	\$855,000	\$7,899,300	\$6,962,640
LESS: Fee Waivers	-3,170	-92,438	-81,477
Plus: CSUEU Fee Waivers Reimbursed	670	14,419	14,400
<u>LESS: Bad Debt/Disenrollment</u>	<u>-392</u>	<u>-3,626</u>	<u>-3,196</u>
Total Fee Revenue by Session	<u>\$852,108</u>	<u>\$7,817,655</u>	<u>\$6,892,367</u>
<b>Projected Annual Fee Income</b>			<b><u>\$15,562,130</u></b>
PLUS: Income from Investment of CSULB-Held Funds			0
LESS: Debt Service			-4,805,747
LESS: Chancellor's Office Overhead			-55,000
LESS: Transfer to Reserve for Repair and Replacement			-30,667
LESS: Transfer to Reserve for Catastrophic Event			0
LESS: Transfer to Reserve for Economic Uncertainty			-224,945
LESS: Transfer to Reserve for Capital Improvement			-459,630
LESS: Transfer to Reserve for Debt Service			-1,380
<b>Projected Fee Revenue Available for Allocation</b>			<b>9,984,761</b>
<b>Projected Fee Revenue Allocated</b>			<b>9,984,761</b>
<b>Surplus/(Deficit) Transferred to/(from) Reserves</b>			<b>(\$0)</b>

## Income from Operations

For Fiscal Year 2021-2022, summer enrollment projections are set at 5,700 students, fall enrollment projections are set at 39,300 students, and spring enrollment projections are set at 34,640 students. In addition to revenue from mandatory student fees, both the University Student Union and Associated Students departments anticipate the generation of enterprise revenue, otherwise known as revenue from operations or revenue from commercial activities. This includes approximately \$1,217,223 in revenue from operations within the University Student Union, and approximately \$1,457,325 in revenue from operations within the Associated Students. Overall, this is a significant loss in revenue caused by impacts of the COVID-

19 global pandemic. Tenants, SRWC membership, conferencing, child development center enrollment, and programs have reduced revenue goals with the anticipation of a 34% campus population for fall 2021. For spring and summer 2022, we anticipate fewer restrictions and an increase of revenue opportunities. Due to the fluidity of the pandemic, management may revise the budget this summer or fall 2021 should reopening and repopulation efforts signal a change in revenue assumptions.

For ASI’s long-term budget planning, there is a built in assumption that revenues will increase by 3% annually. This is reflected in the ASI Business Plan document that is updated annually.

## Reserves

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Reserves are separately maintained for both the Associated Students and Student Union funds, as governed by California State University (CSU) and internal policy.

### Associated Students

This budget proposes a \$125,000 investment in Associated Students reserves. This is an important investment in the overall fiscal health of the Associated Students, Inc., and will assist the organization in managing future economic downturns. In the current year the organization maintained reserve balances but in Fiscal Year 2019-2020, was required to utilize reserves to make up for shortfalls caused by the impacts of COVID-19.

Table 3: Schedule of Associated Students Reserves / Fiscal Viability Report

Description	Beginning Balance	Additions	Estimated Ending Balance
	(Credit)/Debit	(Credit)/Debit	(Credit)/Debit
<b>UNRESTRICTED FUNDS</b>			
410 Retained Earnings	(\$477,509)	(\$0)	(\$477,509)
411 Reserve for Shortfall in Current Enrollment	(\$467,000)		(\$467,000)
412 Reserve for Self-Insurance	(\$87,150)		(\$87,150)
414 Reserve for Catastrophic Events	(\$46,593)		(\$46,593)
416 Reserve for Loss of External Funds	(\$227,979)		(\$227,979)
417 Reserve for Future Business Requirements	\$0.00	(\$125,000)	(\$125,000)
418 Reserve for Capital Expenditures	(\$361,085)		(\$361,085)
<b>Total</b>	<b>(\$1,667,316)</b>		<b>(\$1,792,317)</b>

## University Student Union

In accordance with California State University (CSU) policy governing auxiliary organizations and ASI Policy on University Student Union Reserves, the Fiscal Viability Report below is presented with the 2021-2022 USU Operating Budget. The University Student Union continues to contribute to the reserve balances of the university to ensure CSU bond requirements are met.

Table 4: Schedule of University Student Union University Held Reserves

UNIVERSITY HELD	Reserve current	2020-21 Transfers (From)	FY 2021-22 Transfers To	Reserve Balance 20/21
Reserve for Facility Maintenance & Repair	\$1,503,640	\$ -	\$30,667	\$1,534,307
Reserve for Catastrophic Event	\$358,099	\$ -	(\$158,099)	\$200,000
Reserve for Capital Improvement/Construction	\$2,607,609	\$ -	\$617,729	\$3,225,338
General Reserve - Debt Service	\$5,765,513	\$ -	\$1,380	\$5,766,893
Reserve for Economic Uncertainty	\$3,000,000	\$ -	\$224,945	\$3,224,945
<b>Total</b>	\$13,234,861	\$0	\$716,622	\$13,951,483

## Capital Outlay

Associated Students, Inc. operates three university facilities – Isabel Patterson Child Development Center (IPCDC), Student Recreation & Wellness Center (SRWC), and the University Student Union (USU). The proposed budget includes \$100,000 for deferred maintenance and improvements to the IPCDC, and the USU/SRWC budget includes over \$250,000. This is in addition to required reserve allocations related to Capital Outlay detailed in the table above.

## Conclusion

The remainder of the budget document presents budget detail for each department and funded activity according to initial campus enrollment projections. All questions related to the ASI 2021-2022 Consolidated Operating Budget can be directed to Dr. Miles Nevin, Executive Director, at [miles.nevin@csulb.edu](mailto:miles.nevin@csulb.edu).



Associated Students, Incorporated  
California State University, Long Beach  
2021-2022 Operating Budget Summary

<b>GRAND TOTAL</b> ASSOCIATED STUDENTS, INCORPORATED
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<b>Revenue</b>		<b>Total All Funds</b>	Associated Students General Fund	USU General Fund		
502	Student Fees	\$15,258,236	\$5,273,475	\$9,984,761		
503	Contributions & Donations	\$0	\$0	\$0		
507	Federal Grants & Contracts	\$128,356	\$128,356	\$0		
509	State Grants & Contracts	\$269,468	\$269,468	\$0		
511	Recovered Expense/User Charge	\$914,896	\$376,602	\$538,294		
513	Indirect Cost Recovery	\$822,573	\$622,899	\$199,674		
515	Licensing Fees/Royalties	\$0	\$0	\$0		
517	Penalties & Finance Charges	\$0	\$0	\$0		
521	Non-Taxable Sales	\$134,360	\$10,000	\$124,360		
523	Taxable Sales	\$22,500	\$0	\$22,500		
543	Lease Income	\$232,570	\$0	\$232,570		
545	Equipment Rental	\$19,825	\$0	\$19,825		
547	Facility Rental	\$80,000	\$0	\$80,000		
595	Investment Income	\$50,000	\$50,000	\$0		
598	Other:	\$0	\$0	\$0		
<b>Total Revenue</b>		<b>\$17,932,784</b>	<b>\$6,730,800</b>	<b>\$11,201,984</b>	<b>\$0</b>	<b>\$0</b>
<b>Expense</b>						
<b>Costs of Goods Sold</b>						
600	Cost of Goods Sold	\$47,050	\$0	\$47,050		
<b>Personal Services</b>						
701	Full-Time Payroll	\$3,809,548	\$1,794,304	\$2,015,244		
706	Temporary Help	\$111,004	\$59,004	\$52,000		
707	Part-Time Payroll	\$3,629,286	\$593,327	\$3,035,959		
709	Full-Time Benefits	\$2,360,450	\$1,049,472	\$1,310,978		
711	Part-Time Benefits	\$165,050	\$12,557	\$152,493		
<b>Subtotal</b>		<b>\$10,075,339</b>	<b>\$3,508,665</b>	<b>\$6,566,674</b>	<b>\$0</b>	<b>\$0</b>
<b>Operating Expense</b>						
713	Grants/Scholarships	\$695,173	\$686,773	\$8,400		
714	Food & Beverage Supplies	\$51,000	\$51,000	\$0		
715	Printing/Duplicating	\$61,334	\$30,994	\$30,340		
716	Building Supplies/Materials	\$338,625	\$1,250	\$337,375		
717	Office Supplies	\$49,290	\$28,415	\$20,875		
718	Program Supplies/Materials	\$247,275	\$101,075	\$146,200		
719	Travel	\$56,850	\$31,850	\$25,000		
720	Staff Development	\$50,100	\$30,100	\$20,000		
723	Hospitality	\$51,075	\$21,850	\$29,225		
725	Advertising/Promotions	\$126,000	\$50,200	\$75,800		
726	Equipment/Facility Rentals	\$42,600	\$25,100	\$17,500		
727	Contracted Services	\$1,331,368	\$296,810	\$1,034,558		
728	Maintenance Service Agreements	\$623,767	\$45,302	\$578,465		
738	Telecommunications/Postage	\$99,213	\$32,786	\$66,427		
739	Utilities	\$615,000	\$0	\$615,000		
748	Fees, Dues & Subscriptions	\$113,667	\$18,297	\$95,370		
763	Insurance Premiums	\$226,875	\$35,680	\$191,195		
764	Audit Fees	\$55,657	\$35,000	\$20,657		
765	Legal Fees	\$49,000	\$29,000	\$20,000		
767	Building Occupancy	\$78,763	\$78,763	\$0		
772	Event Costs	\$712,476	\$672,076	\$40,400		
775	Sales Tax	\$400	\$0	\$400		
791	Fixed Assets	\$0	\$0	\$0		
792	Non-Capitalized Equipment	\$242,000	\$27,500	\$214,500		
793	Repairs & Maintenance	\$288,658	\$17,800	\$270,858		
798	Indirect Cost Allocation	\$874,481	\$244,766	\$629,715		
799	Assigned Contingency	\$729,749	\$629,749	\$100,000		
<b>Subtotal</b>		<b>\$7,810,395</b>	<b>\$3,222,135</b>	<b>\$4,588,260</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Expense</b>		<b>\$17,932,784</b>	<b>\$6,730,800</b>	<b>\$11,201,984</b>	<b>\$0</b>	<b>\$0</b>
<b>NET SUBSIDY FROM STUDENT FEES</b>		<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

Associated Students, Incorporated  
California State University, Long Beach  
2021-2022 Operating Budget

ASSOCIATED STUDENTS GENERAL FUND

Revenue		Fund Total	Beach Pride Events	Business Office	Capital Outlay	ASI Communications	Development Office
502	Student Fees	\$5,273,475					
503	Contributions & Donations	\$0	0	0	0	0	0
507	Federal Grants & Contracts	\$128,356	0	0	0	0	0
509	State Grants & Contracts	\$269,468	0	0	0	0	0
511	Recovered Expense/User Charge	\$376,602	7,500	450	0	3,000	0
513	Indirect Cost Recovery	\$622,899	0	233,091	0	97,852	74,264
521	Non-Taxable Sales	\$10,000	0	0	0	0	0
523	Taxable Sales	\$0	0	0	0	0	0
543	Lease Income	\$0	0	0	0	0	0
545	Equipment Rental	\$0	0	0	0	0	0
547	Facility Rental	\$0	0	0	0	0	0
595	Investment Income	\$50,000	0	50,000	0	0	0
598	Other:	\$0	0	0	0	0	0
<b>Total Revenue</b>		<b>\$6,730,800</b>	<b>\$7,500</b>	<b>\$283,541</b>	<b>\$0</b>	<b>\$100,852</b>	<b>\$74,264</b>
Expense							
Costs of Goods Sold							
600	Cost of Goods Sold	\$0	0	0	0	0	0
Personal Services							
701	Full-Time Payroll	\$1,794,304	0	315,948	0	140,800	58,248
706	Temporary Help	\$59,004	0	0	0	0	0
707	Part-Time Payroll	\$593,327	76,751	26,113	0	87,587	6,375
709	Full-Time Benefits	\$1,049,472	0	145,027	0	39,739	35,082
711	Part-Time Benefits	\$12,557	2,030	711	0	1,770	153
<b>Subtotal</b>		<b>\$3,508,665</b>	<b>\$78,781</b>	<b>\$487,799</b>	<b>\$0</b>	<b>\$269,896</b>	<b>\$99,858</b>
Operating Expense							
713	Grants/Scholarships	\$686,773	0	0	0	0	0
714	Food & Beverage Supplies	\$51,000	0	0	0	0	0
715	Printing/Duplicating	\$30,994	7,100	5,500	0	600	1,000
716	Building Supplies/Materials	\$1,250	250	0	0	0	0
717	Office Supplies	\$28,415	1,700	7,200	0	3,800	1,000
718	Program Supplies/Materials	\$101,075	16,500	0	0	9,450	1,200
719	Travel	\$31,850	1,200	2,500	0	2,700	0
720	Staff Development	\$30,100	1,400	2,500	0	1,700	500
723	Hospitality	\$21,850	6,700	1,000	0	200	5,000
725	Advertising/Promotions	\$50,200	12,700	0	0	5,000	1,000
726	Equipment/Facility Rentals	\$25,100	9,000	0	0	0	0
727	Contracted Services	\$296,810	46,250	15,000	0	2,300	0
728	Maintenance Service Agreements	\$45,302	0	0	0	0	0
738	Telecommunications/Postage	\$32,786	1,119	3,850	0	1,650	900
739	Utilities	\$0	0	0	0	0	0
748	Fees, Dues & Subscriptions	\$18,297	0	3,800	0	800	1,000
763	Insurance Premiums	\$35,680	0	4,281	0	0	0
764	Audit Fees	\$35,000	0	20,000	0	0	0
765	Legal Fees	\$29,000	0	25,000	0	0	0
767	Building Occupancy	\$78,763	12,629	10,980	0	3,819	946
772	Event Costs	\$672,076	10,000	0	0	300	10,000
791	Fixed Assets	\$0	0	0	0	0	0
792	Non-Capitalized Equipment	\$27,500	0	1,000	0	1,500	0
793	Repairs & Maintenance	\$17,800	0	500	0	0	0
798	Indirect Cost Allocation	\$244,766	25,397	31,902	0	54,111	20,448
799	Assigned Contingency	\$629,749	200,000	244,793	100,000	0	0
<b>Subtotal</b>		<b>\$3,222,135</b>	<b>\$351,945</b>	<b>\$379,806</b>	<b>\$100,000</b>	<b>\$87,930</b>	<b>\$42,994</b>
<b>Total Expense</b>		<b>\$6,730,800</b>	<b>\$430,726</b>	<b>\$867,605</b>	<b>\$100,000</b>	<b>\$357,826</b>	<b>\$142,852</b>
<b>NET SUBSIDY FROM STUDENT FEES</b>		<b>(\$0)</b>	<b>(\$423,226)</b>	<b>(\$584,064)</b>	<b>(\$100,000)</b>	<b>(\$256,974)</b>	<b>(\$68,588)</b>

Associated Students, Incorporated  
California State University, Long Beach  
2021-2022 Operating Budget

ASSOCIATED STUDENTS GENERAL FUND

Revenue		Executive Director's Office	Government Affairs	Human Resources Office	Information Technology Services	Isabel Patterson Child Development Center	Post Employment Benefits
502	Student Fees						
503	Contributions & Donations	0	0	0	0	0	0
507	Federal Grants & Contracts	0	0	0	0	128,356	0
509	State Grants & Contracts	0	0	0	0	269,468	0
511	Recovered Expense/User Charge	0	0	0	0	358,652	0
513	Indirect Cost Recovery	0	0	167,130	50,562	0	0
521	Non-Taxable Sales	0	0	0	0	0	0
523	Taxable Sales	0	0	0	0	0	0
543	Lease Income	0	0	0	0	0	0
545	Equipment Rental	0	0	0	0	0	0
547	Facility Rental	0	0	0	0	0	0
595	Investment Income	0	0	0	0	0	0
598	Other:	0	0	0	0	0	0
<b>Total Revenue</b>		\$0	\$0	\$167,130	\$50,562	\$756,476	\$0
Expense							
Costs of Goods Sold							
600	Cost of Goods Sold	0	0	0	0	0	0
Personal Services							
701	Full-Time Payroll	221,004	116,460	180,984	83,232	616,224	0
706	Temporary Help	0	0	0	0	59,004	0
707	Part-Time Payroll	0	44,010	22,126	27,540	29,530	0
709	Full-Time Benefits	80,534	52,048	73,382	34,087	325,381	245,259
711	Part-Time Benefits	0	1,292	611	1,084	2,170	0
<b>Subtotal</b>		\$301,538	\$213,810	\$277,103	\$145,943	\$1,032,309	\$245,259
Operating Expense							
713	Grants/Scholarships	10,000	176,607	0	0	0	0
714	Food & Beverage Supplies	0	0	0	0	51,000	0
715	Printing/Duplicating	500	11,100	444	0	3,700	0
716	Building Supplies/Materials	0	0	0	0	1,000	0
717	Office Supplies	1,000	3,300	2,000	650	6,265	0
718	Program Supplies/Materials	0	15,800	0	0	16,013	0
719	Travel	3,000	18,500	1,250	0	300	0
720	Staff Development	10,000	1,200	1,000	800	5,000	0
723	Hospitality	3,000	2,000	1,800	350	0	0
725	Advertising/Promotions	0	14,600	12,000	0	0	0
726	Equipment/Facility Rentals	0	0	0	0	10,000	0
727	Contracted Services	0	6,300	45,470	0	72,790	0
728	Maintenance Service Agreements	0	0	0	24,151	19,151	0
738	Telecommunications/Postage	2,200	5,600	2,500	4,167	7,700	0
739	Utilities	0	0	0	0	0	0
748	Fees, Dues & Subscriptions	700	1,000	950	0	8,497	0
763	Insurance Premiums	0	0	0	0	31,399	0
764	Audit Fees	0	0	0	0	15,000	0
765	Legal Fees	0	0	0	0	4,000	0
767	Building Occupancy	2,845	23,885	3,783	1,632	0	0
772	Event Costs	0	32,600	20,000	0	3,000	0
791	Fixed Assets	0	0	0	0	0	0
792	Non-Capitalized Equipment	0	0	1,000	15,000	0	0
793	Repairs & Maintenance	0	0	0	3,000	13,000	0
798	Indirect Cost Allocation	30,530	0	25,016	10,991	12,508	0
799	Assigned Contingency	0	0	0	0	0	0
<b>Subtotal</b>		\$63,775	\$312,492	\$117,213	\$60,741	\$280,323	\$0
<b>Total Expense</b>		\$365,313	\$526,302	\$394,316	\$206,684	\$1,312,632	\$245,259
<b>NET SUBSIDY FROM STUDENT FEES</b>		(\$365,313)	(\$526,302)	(\$227,187)	(\$156,122)	(\$556,156)	(\$245,259)

Associated Students, Incorporated  
California State University, Long Beach  
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ASSOCIATED STUDENTS GENERAL FUND

Revenue		Student Media	Student Organization Activities	Student Support Services	University Athletics
502	Student Fees				
503	Contributions & Donations	0	0	0	0
507	Federal Grants & Contracts	0	0	0	0
509	State Grants & Contracts	0	0	0	0
511	Recovered Expense/User Charge	7,000	0	0	0
513	Indirect Cost Recovery	0	0	0	0
521	Non-Taxable Sales	10,000	0	0	0
523	Taxable Sales	0	0	0	0
543	Lease Income	0	0	0	0
545	Equipment Rental	0	0	0	0
547	Facility Rental	0	0	0	0
595	Investment Income	0	0	0	0
598	Other:	0	0	0	0
<b>Total Revenue</b>		\$17,000	\$0	\$0	\$0
Expense					
Costs of Goods Sold					
600	Cost of Goods Sold	0	0	0	0
Personal Services					
701	Full-Time Payroll	61,404	0	0	0
706	Temporary Help	0	0	0	0
707	Part-Time Payroll	273,295	0	0	0
709	Full-Time Benefits	18,933	0	0	0
711	Part-Time Benefits	2,736	0	0	0
<b>Subtotal</b>		\$356,368	\$0	\$0	\$0
Operating Expense					
713	Grants/Scholarships	0	0	162,166	338,000
714	Food & Beverage Supplies	0	0	0	0
715	Printing/Duplicating	1,050	0	0	0
716	Building Supplies/Materials	0	0	0	0
717	Office Supplies	1,500	0	0	0
718	Program Supplies/Materials	1,200	0	0	40,912
719	Travel	2,400	0	0	0
720	Staff Development	6,000	0	0	0
723	Hospitality	1,800	0	0	0
725	Advertising/Promotions	4,900	0	0	0
726	Equipment/Facility Rentals	1,100	5,000	0	0
727	Contracted Services	32,650	10,000	0	66,050
728	Maintenance Service Agreements	2,000	0	0	0
738	Telecommunications/Postage	3,100	0	0	0
739	Utilities	0	0	0	0
748	Fees, Dues & Subscriptions	1,550	0	0	0
763	Insurance Premiums	0	0	0	0
764	Audit Fees	0	0	0	0
765	Legal Fees	0	0	0	0
767	Building Occupancy	18,244	0	0	0
772	Event Costs	4,500	591,676	0	0
791	Fixed Assets	0	0	0	0
792	Non-Capitalized Equipment	9,000	0	0	0
793	Repairs & Maintenance	1,300	0	0	0
798	Indirect Cost Allocation	33,863	0	0	0
799	Assigned Contingency	0	84,956	0	0
<b>Subtotal</b>		\$126,157	\$691,632	\$162,166	\$444,962
<b>Total Expense</b>		\$482,525	\$691,632	\$162,166	444,962
<b>NET SUBSIDY FROM STUDENT FEES</b>		(\$465,525)	(\$691,632)	(\$162,166)	(\$444,962)

Associated Students, Incorporated  
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<b>FUND</b>
UNIVERSITY STUDENT UNION GENERAL FUND

Revenue		Fund Total	USU Administration	Commercial Services	Facility Operations	Beach Pride Events	ASI Communications	ASI Recreation
503	Contributions & Donations	\$0	0	0	0	0	0	0
507	Federal Grants & Contracts	\$0	0	0	0	0	0	0
509	State Grants & Contracts	\$0	0	0	0	0	0	0
511	Recovered Expense/User Charge	\$538,294	0	38,500	77,344	0	4,000	418,450
513	Indirect Cost Recovery	\$199,674	28,331	20,448	37,524	59,260	54,111	0
521	Non-Taxable Sales	\$124,360	0	94,700	0	0	14,660	15,000
523	Taxable Sales	\$22,500	0	20,000	0	0	0	2,500
543	Lease Income	\$232,570	0	232,570	0	0	0	0
545	Equipment Rental	\$19,825	0	14,000	0	0	0	5,825
547	Facility Rental	\$80,000	0	75,000	0	0	0	5,000
595	Investment Income	\$0	0	0	0	0	0	0
598	Other:	\$0	0	0	0	0	0	0
	<b>Total Revenue</b>	<b>\$1,217,223</b>	<b>\$28,331</b>	<b>\$495,218</b>	<b>\$114,868</b>	<b>\$59,260</b>	<b>\$72,771</b>	<b>\$446,775</b>
Expense								
Costs of Goods Sold								
600	Cost of Goods Sold	\$47,050	0	39,500	0	0	3,500	4,050
Personal Services								
701	Full-Time Payroll	\$2,015,244	243,168	287,628	675,516	187,440	174,600	446,892
706	Temporary Help	\$52,000	0	0	52,000	0	0	0
707	Part-Time Payroll	\$3,035,959	35,560	600,941	711,885	129,789	171,849	1,385,935
709	Full-Time Benefits	\$1,310,978	530,358	145,539	351,976	61,477	59,717	161,911
711	Part-Time Benefits	\$152,493	925	33,111	51,824	4,224	3,478	58,931
	<b>Subtotal</b>	<b>\$6,566,674</b>	<b>\$810,011</b>	<b>\$1,067,219</b>	<b>\$1,843,201</b>	<b>\$382,930</b>	<b>\$409,644</b>	<b>\$2,053,669</b>
Operating Expense								
713	Grants/Stipends	\$8,400	8,400	0	0	0	0	0
714	Food & Beverage Supplies	\$0	0	0	0	0	0	0
715	Printing/Duplicating	\$30,340	3,700	9,940	1,800	4,700	5,700	4,500
716	Building Supplies/Materials	\$337,375	0	4,500	319,875	0	0	13,000
717	Office Supplies	\$20,875	3,400	5,575	3,400	1,700	3,500	3,300
718	Program Supplies/Materials	\$146,200	19,600	30,300	10,000	10,450	2,750	73,100
719	Travel	\$25,000	25,000	0	0	0	0	0
720	Staff Development	\$20,000	20,000	0	0	0	0	0
723	Hospitality	\$29,225	9,600	2,975	1,800	9,650	1,450	3,750
725	Advertising/Promotions	\$75,800	6,600	13,000	1,500	3,500	28,000	23,200
726	Equipment/Facility Rentals	\$17,500	250	0	0	17,250	0	0
727	Contracted Services	\$1,034,558	78,718	300	704,080	227,460	12,500	11,500
728	Maintenance Service Agreements	\$578,465	15,525	14,625	453,568	0	3,510	91,237
738	Telecommunications/Postage	\$66,427	3,950	22,177	19,250	5,000	3,500	12,550
739	Utilities	\$615,000	0	0	615,000	0	0	0
748	Fees, Dues & Subscriptions	\$95,370	33,900	25,000	0	2,100	5,500	28,870
763	Insurance Premiums	\$191,195	97,698	0	0	0	0	93,497
764	Audit Fees	\$20,657	20,657	0	0	0	0	0
765	Legal Fees	\$20,000	20,000	0	0	0	0	0
767	Building Occupancy	\$0	0	0	0	0	0	0
772	Event Costs	\$40,400	20,000	2,000	0	0	900	17,500
775	Sales Tax	\$400	0	0	0	0	0	400
791	Fixed Assets	\$0	0	0	0	0	0	0
792	Non-Capitalized Equipment	\$214,500	20,000	33,000	140,000	0	4,000	17,500
793	Repairs & Maintenance	\$270,858	0	10,600	250,000	0	0	10,258
798	Indirect Costs	\$629,715	629,715	0	0	0	0	0
799	Assigned Contingency	\$100,000	100,000	0	0	0	0	0
	<b>Subtotal</b>	<b>\$4,588,260</b>	<b>\$ 1,136,713</b>	<b>\$ 173,992</b>	<b>\$ 2,520,273</b>	<b>\$ 281,810</b>	<b>\$ 71,310</b>	<b>\$ 404,162</b>
Total Expense		\$11,201,984	\$ 1,946,724	\$ 1,280,711	\$ 4,363,474	\$ 664,740	\$ 484,454	\$ 2,461,881
NET PROFIT / (SUBSIDY)		\$ (9,984,761)	\$ (1,918,393)	\$ (785,493)	\$ (4,248,606)	\$ (605,480)	\$ (411,683)	\$ (2,015,106)