



CSU FULLERTON

Auxiliary Services Corporation

Serving the University in the Spirit of Excellence

2010/11

FISCAL YEAR BUDGET

BOARD OF DIRECTORS

JUNE 17, 2010

CSU FULLERTON AUXILIARY SERVICES CORPORATION
2010/11 FISCAL YEAR BUDGET
INCOME SUMMARY

	YTD THRU APR 10	BUDGET FY 09/10	PROJECTED FY 09/10	BUDGET FY 10/11	VARIANCE 10/11 BUDGET VS. 09/10 BUDGET
ADMINISTRATIVE					
EXECUTIVE DIRECTOR	(314,429)	(416,340)	(388,696)	(398,366)	17,974
DIRECTOR OF FINANCE	(65,580)	15,854	(27,002)	46,096	30,242
BUSINESS SERVICES	(235,789)	(305,461)	(287,348)	(305,091)	370
ACCOUNTING	(278,448)	(373,902)	(339,514)	(375,501)	(1,599)
HUMAN RESOURCES	(231,134)	(309,714)	(286,683)	(275,259)	34,455
PAYROLL	(98,026)	(126,056)	(115,106)	(138,691)	(12,635)
INFORMATION SYSTEMS	(458,229)	(566,192)	(523,805)	(536,737)	29,455
CAMPUS SERVICES	120,329	131,355	156,376	132,139	784
TOTAL ADMINISTRATIVE	(1,561,306)	(1,950,456)	(1,811,778)	(1,851,410)	99,046
SPONSORED PROGRAMS					
ADMINISTRATIVE	427,811	327,682	391,239	413,022	85,340
DEVELOPMENT	(158,201)	(224,273)	(197,618)	(220,674)	3,599
TOTAL SPONSORED PROGRAMS	269,610	103,409	193,621	192,348	88,939
FOOD & VENDING					
FOOD & VENDING					
FOOD COURT	108,079	64,982	94,609	78,286	13,304
CATERING	(40,994)	2,718	(33,805)	12,558	9,840
CONCESSIONS	4,337	78,547	38,609	17,214	(61,333)
LANGSDORF HALL	10,222	22,037	9,508	14,481	(7,556)
TITAN COFFEE	0	7,426	0	0	(7,426)
CARL'S JR.	100,598	132,022	108,417	107,402	(24,620)
NUTWOOD CAFÉ	(21,495)	6,663	(25,628)	4,803	(1,860)
CBE STARBUCKS	52,675	28,544	35,816	20,344	(8,200)
CBE OBLIGATION	(52,675)	(28,544)	(35,816)	(20,344)	8,200
VENDING/CARTS/LAUNDRY/PAYPHONE	124,431	186,836	154,495	127,647	(59,189)
TOTAL FOOD & VENDING	285,178	501,231	346,205	362,392	(138,839)
TITAN SHOPS					
BOOKSTORE DEPARTMENTS	1,229,925	1,509,355	1,261,199	1,473,780	(35,575)
IRVINE CAMPUS	30,692	37,292	30,707	34,885	(2,407)
BRIEF STOP	23,517	35,479	26,852	31,312	(4,167)
EMPORI-YUM	25,670	37,068	28,624	29,385	(7,683)
TOTAL TITAN SHOPS	1,309,804	1,619,194	1,347,383	1,569,362	(49,832)
SUB-TOTAL ASC NET INCOME/(LOSS)	303,286	273,378	75,432	272,692	(686)
COLLEGE PARK					
COLLEGE PARK BUILDING	873,319	381,183	365,741	386,000	4,817
OBLIGATION TO COLLEGE PARK	(873,319)	(381,183)			381,183
TOTAL COLLEGE PARK	0	0	365,741	386,000	386,000
TOTAL ASC NET INCOME/(LOSS)	303,286	273,378	441,173	658,692	385,314

CSU FULLERTON AUXILIARY SERVICES CORPORATION
2010/11 FISCAL YEAR
CAPITAL OUTLAY

ADMINISTRATIVE DIVISION

Infogenesis POS Registers & Scanners **\$30,000**

Purchase new Point-Of-Sale hardware for Carl's Jr. Items include eight (8) registers and ten (10) scanners. The current registers are no longer supported by IBM maintenance and need to be replaced. The scanners will be used in the Food Court to increase customer flow through.

Start July 2010 Five year life \$500 per month

MBS POS Upgrade **\$26,500**

Upgrade the current Missouri Book System (MBS) with the new MBS technology that includes an enhanced book rental module. The new system will be purchased under the new MBS Partnership Agreement with the ASC. The upgrade will also include upgraded network hardware.

Start July 2010 Three Year life \$736 per month

Troy MICR Check Printer **\$5,340**

This printer will replace the existing check printer used in the Administrative Offices. The current check printer is a nine year old dot matrix printer that requires frequent maintenance. The new printer will be significantly more efficient.

Start July 2010 Three year life \$148 per month

TOTAL ADMINISTRATIVE **\$61,840**

TITAN SHOPS BOOKSTORE OPERATIONS

President Scholars Laptop Program **\$33,615**

Provide thirty-five (35) new Dell laptop computers w/backpacks for the Presidents Scholars program. Cost includes warranty, tax & recycling fee.

Start July 2010 Three year life \$934 per month

Delivery Vehicle **\$15,000**

Purchase vehicle for delivery of merchandise to satellite bookstore locations. The vehicle will also be used for towing concessions trailer to various locations in the Sports Complex areas. Current vehicle is several years old.

Start December 2010 Five year life \$250 per month

**CSU FULLERTON AUXILIARY SERVICES CORPORATION
2010/11 FISCAL YEAR
CAPITAL OUTLAY**

Titan Tech Area Remodel		\$50,000	
	Remodel first floor area to consolidate Titan Office and Titan Tech departments. This will allow for increased merchandising opportunities and also allows for additional retail space for technology products.		
	Start October 2010 Seven year life	\$595	per month
Irvine Campus Bookstore and Café Relocation			\$46,100
	Relocate the Irvine Bookstore to the new location on Banting Street in Irvine. Relocation costs include new service counters, shelving units and wall units. Items for the café section include a refrigeration unit, freezer unit, signage, tables and chairs		
	Start October 2010 Seven year life	\$549	per month
Automated Scheduling Software			\$45,000
	Web based automated employee scheduling software used in scheduling and costing schedules. This program will allow managers greater flexibility in scheduling and will provide data analysis which will result in reduced payroll cost and a more efficient operation.		
	Start July 2010 Three year life	\$1,250	per month
Ziing Yogurt Concept			\$40,000
	Provide basic utility and infrastructure improvements to the second floor area for the new Ziing Yogurt operation. Vendor will provide operational improvements and pay the ASC rent and commission.		
	Start August 2010 Seven year life	\$476	per month
TOTAL TITAN SHOPS BOOKSTORE OPERATIONS			\$229,715
<hr/> TOTAL ADMINISTRATIVE & COMMERCIAL SERVICES CAPITAL OUTLAY FY 2010/11 <hr/>			\$291,555 <hr/>
TITAN SHOPS TEXTBOOK RENTAL			
	Fall 2010 New Textbook Rental Titles		\$182,031
	Start July 2009 Two year life	\$7,585	per month
	Spring 2011 New Textbook Rental Titles		\$82,175
	Start December 2011 Two year life	\$3,424	per month
<hr/> TOTAL TITAN SHOPS TEXTBOOK RENTAL CAPITAL OUTLAY FY 2010/11 <hr/>			\$264,206 <hr/>

CSU FULLERTON AUXILIARY SERVICES CORPORATION
2010/11 FISCAL YEAR BUDGET
ADMINISTRATION DISTRIBUTION CALCULATION

DEPARTMENT	2010/11 SUPPORT COST		BOOKSTORE		FOOD SERVICE		GRANTS & CONTRACTS		ASC ADMIN		% TOTAL	2010/11 SUPPORT COST
	%		%		%		%		%			
EXECUTIVE DIRECTOR	10%	39,837	10%	39,837	10%	39,837	10%	39,837	70%	278,856	100%	398,366
DIR OF FINANCE	10%	(4,610)	10%	(4,610)	10%	(4,610)	10%	(4,610)	70%	(32,267)	100%	(46,096)
BUSINESS SERVICES	21%	64,069	49%	149,494	2%	6,102	28%	85,425	18%	43,805	100%	305,091
ACCOUNTING	37%	90,044	33%	80,310	12%	29,203	32%	88,083	18%	43,805	100%	243,362
HUMAN RESOURCES	24%	66,062	27%	74,320	17%	46,794	30%	88,083	32%	88,083	100%	275,259
PAYROLL	23%	31,899	22%	30,512	25%	34,673	30%	41,607	30%	41,607	100%	138,691
MIS	32%	171,756	28%	150,286	17%	91,245	23%	123,449	23%	123,449	100%	536,737
	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0
	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0
	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0
	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0
	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0
	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0
	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0
TOTAL SUPPORT COST		459,057		520,149		243,244		628,959		1,851,410		1,851,410

TOTAL SUPPORT COST **1,851,410** **25%** **520,149** **28%** **243,244** **13%** **628,959** **34%** **1,851,410** **100%**
% OF TOTAL SUPPORT COSTS

**CSU FULLERTON AUXILIARY SERVICES CORPORATION
2010/11 FISCAL YEAR BUDGET
INCOME SUMMARY AFTER ADMINISTRATIVE COSTS**

	BUDGET FY 09/10	BUDGET FY 10/11	10/11 BDGT VS. 09/10 BDGT
ADMINISTRATIVE			
EXECUTIVE DIRECTOR	(416,340)	(398,366)	17,974
DIRECTOR OF FINANCE	15,854	46,096	30,242
BUSINESS SERVICES	(305,461)	(305,091)	370
ACCOUNTING	(373,902)	(375,501)	(1,599)
HUMAN RESOURCES	(309,714)	(275,259)	34,455
PAYROLL	(126,056)	(138,691)	(12,635)
INFORMATION SYSTEMS	(566,192)	(536,737)	29,455
CAMPUS SERVICES	131,355	132,139	784
TOTAL ADMINISTRATIVE	(1,950,456)	(1,851,410)	99,046
ALLOCATION ADJUSTMENT	1,386,637	1,222,451	(164,186)
NET ADMINISTRATIVE	(563,819)	(628,959)	(65,140)
SPONSORED PROGRAMS			
ADMINISTRATIVE	327,682	413,022	85,340
DEVELOPMENT	(224,273)	(220,674)	3,599
TOTAL SPONSORED PROGRAMS	103,409	192,348	88,939
ALLOCATION ADJUSTMENT	388,684	243,244	(145,440)
NET SPONSORED PROGRAMS	(285,275)	(50,896)	234,379
FOOD & VENDING			
FOOD COURT	64,982	78,286	13,304
CATERING	2,718	12,558	9,840
CONCESSIONS	78,547	17,214	(61,333)
LANGSDORF HALL	22,037	14,481	(7,556)
TITAN COFFEE	7,426	0	(7,426)
CARL'S JR.	132,022	107,402	(24,620)
NUTWOOD CAFÉ	6,663	4,803	(1,860)
CBE STARBUCKS	28,544	20,344	(8,200)
CBE OBLIGATION	(28,544)	(20,344)	8,200
VENDING/CARTS/LAUNDRY/PAYPHONE	186,836	127,647	(59,189)
TOTAL FOOD & VENDING	501,231	362,391	(138,840)
ALLOCATION ADJUSTMENT	486,955	520,149	33,194
NET FOOD & VENDING	14,276	(157,758)	(172,034)
TITAN SHOPS			
BOOKSTORE DEPARTMENTS	1,526,361	1,473,780	(52,581)
IRVINE CAMPUS	37,292	34,885	(2,407)
BRIEF STOP	35,478	31,312	(4,166)
EMPORI-YUM	37,068	29,385	(7,683)
HUNGRY TITAN	(17,005)	0	17,005
TOTAL TITAN SHOPS	1,619,194	1,569,362	(49,832)
ALLOCATION ADJUSTMENT	510,998	459,057	(51,941)
NET TITAN SHOPS	1,108,196	1,110,305	2,109
SUB-TOTAL ASC INCOME/(LOSS)	273,378	272,692	385,314
COLLEGE PARK BUILDING	381,183	386,000	4,817
OBLIGATION TO COLLEGE PARK	(381,183)		381,183
NET COLLEGE PARK BUILDING	0	386,000	386,000
TOTAL ASC INCOME/(LOSS)	273,378	658,692	225,321