

STUDENT UNION INC. OF SAN JOSE STATE UNIVERSITY
INCOME AND EXPENSE SUMMARY
ESTIMATED FY 2017-18 AND FY 2018-2019 BUDGET REQUEST

	2017-18 APPROVED BUDGET	2017-18 ESTIMATED FOR 6/30/18	FY17/18 % Variance - Approved Budget Vs. Estimated	2018-19 BUDGET REQUEST
INCOME				
Student Fees	\$7,774,169	\$7,774,169	0.000% a.	\$9,376,313
A.S. Lease	\$113,724	\$113,724	0.000%	\$113,724
Student Affairs Space	\$230,112	\$328,712	42.849% a.	\$331,224
C.I.E.S. Lease	\$303,240	\$441,636	45.639% b.	\$441,636
ATM Rentals	\$28,740	\$28,740	0.000%	\$28,740
Spartan Shops Lease	\$489,466	\$489,466	0.000%	\$489,466
S.U. Event Services	\$125,000	\$109,000	-12.800% c.	\$125,000
Audio/Visual-All Arenas	\$18,500	\$18,500	0.000%	\$18,500
Bowling Center	\$57,600	\$100,905	75.182% b.	\$343,300
US Bank	\$25,056	\$25,056	0.000%	\$25,056
EC.ATM/Wireless	\$268,980	\$272,000	1.123%	\$275,000
E.C. Arena	\$643,800	\$780,681	21.261% d.	\$653,500
E.C. Box Office	\$31,750	\$33,935	6.882% c.	\$30,225
Sport Club	\$90,450	\$78,725	-12.963% c.	\$75,000
Campus Rec Programs	\$50,300	\$52,600	4.573%	\$54,185
SRAC Memberships	\$0	\$0	0.000%	\$58,700
SRAC Aquatic	\$0	\$0	0.000%	\$132,000
Reimb. Expenses	\$850,000	\$830,000	-2.353%	\$830,000
Misc. Income	\$15,000	\$15,000	0.000%	\$830,000
Interest Income	\$275,000	\$325,000	18.182% f.	\$15,000
Total Income	\$11,390,887	\$11,817,849	3.748%	\$13,691,569
EXPENSES				
Salaries/Wages/Benefits	\$5,781,551	\$5,340,447	-7.630%	\$6,995,582
Reimb. Expenses	850,000	830,000	-2.353%	830,000
Depreciation	650,400	650,400	0.000%	\$750,700
OPEB Oblig. for GASB 45	243,796	243,796	0.000%	\$243,796
All Other Operating Exp.	3,865,140	3,944,380	2.050%	4,871,491
Total Expenses	\$11,390,887	\$11,009,023	-3.352%	\$13,691,569
Operating Gain/Loss	\$ -	\$ 808,826	\$ -	\$ -
17/18 Revenue Variance				

- a. Increase in SA rent due to adding the Success Centers & Welcome Centers
- b. 15 yr Lease starts @ \$2.6 sq.ft vs. \$2.5
- c. Increase in campus usage, therefore less space availability for the community, and less income
- d. Increase in the # of concerts, and 2 higher grossing events
- e. Members did not sign up for memberships anticipating the opening of SRAC
- f. Increased performance in the stock market

- 18/19 vs 17/18 revenue
- a. Increase in Student fee money to support the increase in overall expenses due to the opening of SRAC in March of 2019
- b. Increase in Bowling Center revenue due to a full year of operation
- c. Conservative estimate for the arena income - majority of concerts are confirmed 2-3 months out
- d. Operations of SRAC for 5 months