

***PROPOSED 2008-09  
MISCELLANEOUS AUXILIARY BUDGETS***

***Proposed to the Board of Trustees  
June 25, 2008***

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## **MISCELLANEOUS AUXILIARY BUDGETS**

A variety of services and activities maintained for effective University administration and service requirements of students, faculty, and staff are represented by the following miscellaneous auxiliary budgets. With the exception of the Firelands Parking Services, the budgetary units are located on the Main Campus. The four largest services of this type are the University Bookstore, Parking & Traffic, and the Golf Course.

Projected income for each program budget, based on proposed charge rates and utilization estimates, should render each budget self-supporting. Any excess income over expenses will be directed to respective fund balances or an accumulated fund balance. An attempt has been made to hold rates charged to other internal units as low as possible.

## **DESCRIPTION OF AUXILIARY ENTERPRISES**

### **BG1 Card**

A centralized operation for handling both revenue transactions and non-revenue access transactions for such items as University Dining Services meal plans, a debit account to be used on campus in the Bookstore, vending machines, laundry machines, etc., and with off-campus participating merchants, and assured value accounts for faculty and staff.

### **Farm Leases**

Approximately 250 acres of farm land farmed on a lease basis.

### **Parking Services - Firelands**

Operates and maintains Firelands parking areas.

### **Parking & Traffic/Shuttle Services/Union Parking - Main Campus**

Operates and maintains Main Campus parking areas, the Visitor Information Center, and the Shuttle Service (a bus service for students and the University community around the inner campus area, to and from the Visitor Information Center, and to off-campus areas north and south of Wooster Street).

### **Research Enterprise Park**

45 acre site east of campus providing leased space for businesses and research enterprises.

### **University Bookstore**

University Bookstore provides full-range of books, supplies, BGSU clothing and notions and is located in the Bowen-Thompson Student Union.

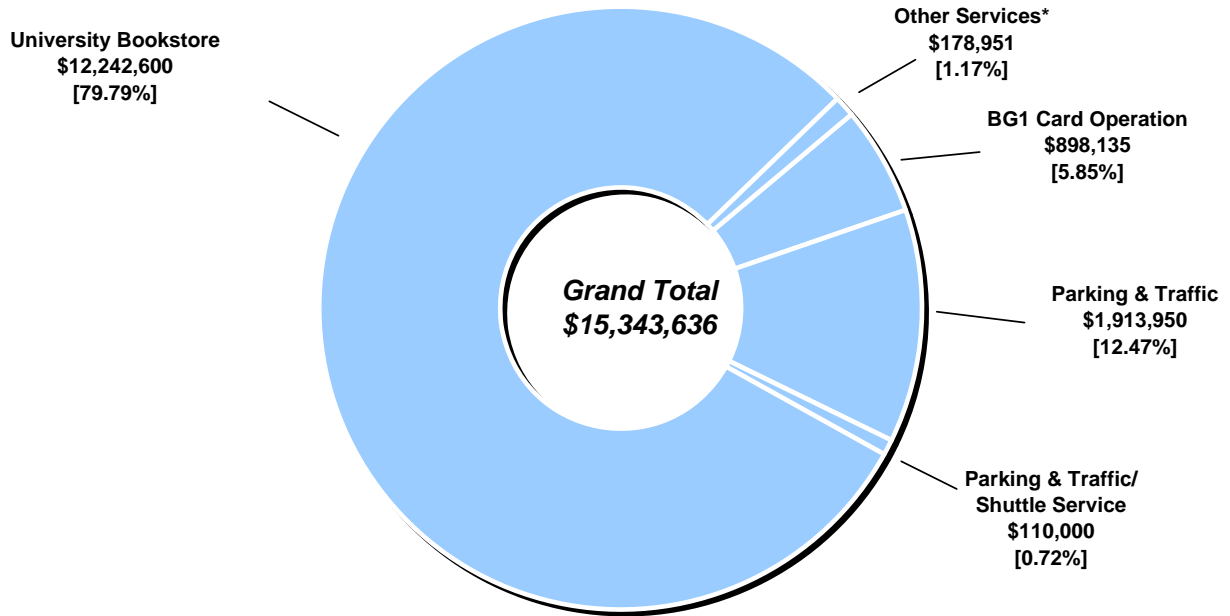
## **PLANNING GUIDELINES**

The following special items were provided to these budget administrators for use in developing their 2008-09 budget requests.

1. **Wage/Compensation Pool:** Classified and administrative staff salary increases are included in the wage/compensation pool. Approval of this budget does not commit the Board to a specific compensation increase. Rather, a compensation pool of 3.0%, which is sufficient to cover a 3.0% increase in salary plus retirement benefits, is proposed to permit these budgets to fund compensation increases, which the Board may approve. If the pool is larger than required, the funds will not be allocated. If the pool is smaller than required, the additional funds will be covered by reductions in operating budget items or the generation of additional income.
2. **Health Care Insurance:** Health care rates are projected to increase above the January 1, 2008 rates. The increases are varied and determined by the usage rates among the four plans with the lowest increase being in the employee only plan (4.6%) and the highest being in the employee + spouse plan (9.3%).
3. **Employee/Dependent Fee Waivers:** As a planning guideline, fees are projected to remain constant. These budgets must cover the costs of any fee waiver benefits used by the employees and/or employees' dependents during the year. Increases in this line item will only occur from additional participants in the program.
4. **Utilities:** In 2008-09, a 10% increase is included for potential electrical rate increases due to pending deregulation legislation that could significantly impact the purchase of electricity. This action is anticipated to occur after January 1, 2009. A 5% increase is included for potential water/sewage rate increases.
5. **General Service Charge:** The general service charge is assessed to all auxiliary budgets to recover some of the costs of centralized services provided to all areas and funded by the educational budget. Some of the centralized services are: Purchasing, Business Office, Payroll, and Bursar. The charge for next year is projected at a 2% increase.
6. **Minimum Wage:** A 2% minimum wage increase (based on anticipated CPI rates) is included for student wages based on current legislative requirements.

No additional initiatives or special budget requirements are included in these budgets. Any enrollment-related expenses are based on assuming a housing estimate of 6,200 students and overall main campus enrollment of 20,800.

## BGSU Miscellaneous Auxiliary Budgets 2008-09



	Allocation	% of Total
<b>Miscellaneous Auxiliary Budgets</b>		
BG1 Card Operation	\$898,135	5.85%
Parking & Traffic	\$1,913,950	12.47%
Parking & Traffic - Shuttle Service	\$110,000	0.72%
University Bookstore	\$12,242,600	79.79%
<b>*Other Services:</b>	<b>\$178,951</b>	<b>1.17%</b>
Farm Leases	\$30,907	
Parking Services - Firelands	\$115,224	
Research Enterprise Park	\$32,820	
<b>Total</b>	<b>\$15,343,636</b>	<b>100.00%</b>

**SUMMARY OF 2008-09 RECOMMENDATIONS  
FOR MISCELLANEOUS AUXILIARY BUDGETS REVENUE**

	<u>2007-08 APPROVED BUDGET</u>	<u>2008-09 PROPOSED BUDGET</u>	<u>\$ INC.</u>	<u>% INC.</u>
BG1 Card	\$931,850	\$898,135	(\$33,715)	-3.62%
Farm Leases	\$30,907	\$30,907	\$0	0.00%
Parking & Traffic - Main Campus	\$1,773,150	\$1,913,950	\$140,800	7.94%
Parking & Traffic--Shuttle Service	\$90,000	\$110,000	\$20,000	22.22%
Parking Services--Firelands	\$114,389	\$115,224	\$835	0.73%
Research Enterprise Park	\$32,820	\$32,820	\$0	0.00%
University Bookstore	<u>\$13,559,116</u>	<u>\$12,242,600</u>	<u>(\$1,316,516)</u>	<u>-9.71%</u>
<b>TOTALS</b>	<u><u>\$16,532,232</u></u>	<u><u>\$15,343,636</u></u>	<u><u>(\$1,188,596)</u></u>	<u><u>-7.19%</u></u>
% Change		-7.19%		

**BG1 CARD OPERATION  
BUDGET FOR 2008-09**

	<b>2007-08 APPROVED BUDGET</b>	<b>2008-09 PROPOSED BUDGET</b>	<b>\$ INC.</b>	<b>% INC.</b>
<b>REVENUE:</b>				
External Transaction Fees	\$ 36,850	\$ 45,000	\$ 8,150	22.12%
ID Production Fees	275,000	275,000	0	0.00%
Internal Transaction Fees	345,000	382,000	37,000	10.72% (1)
Central Funding	225,000	146,135	(78,865)	-35.05%
Pouring Rights	<u>50,000</u>	<u>50,000</u>	<u>0</u>	<u>0.00%</u>
<b>TOTAL REVENUE</b>	<b><u>\$ 931,850</u></b>	<b><u>\$ 898,135</u></b>	<b><u>\$ (33,715)</u></b>	<b><u>-3.62%</u></b>
<b>EXPENSES:</b>				
Salaries and Wages:				
Contract	\$ 94,563	\$ 95,933	\$ 1,370	1.45%
Classified	98,127	96,782	(1,345)	-1.37%
Wage/Compensation Pool	<u>0</u>	<u>5,781</u>	<u>5,781</u>	
Sub-total Salaries & Wages	<u>\$ 192,690</u>	<u>\$ 198,496</u>	<u>\$ 5,806</u>	<u>3.01%</u>
Staff Benefits:				
Retirement	\$ 26,756	\$ 26,980	\$ 224	0.84%
Health Insurance	31,071	26,242	(4,829)	-15.54%
Other	<u>25,501</u>	<u>33,309</u>	<u>7,808</u>	<u>30.62%</u>
Sub-total Staff Benefits	<u>\$ 83,328</u>	<u>\$ 86,531</u>	<u>\$ 3,203</u>	<u>3.84%</u>
Cost of Sales	<u>\$ 10,000</u>	<u>\$ 10,000</u>	<u>\$ 0</u>	<u>0.00%</u>
Operating Expenses:				
Temporary Employment	\$ 15,767	\$ 19,767	\$ 4,000	25.37%
Supplies	14,683	109,549	94,866	646.09% (2)
Information and Communication	22,920	109,500	86,580	377.75% (3)
Repairs and Maintenance	194,000	5,000	(189,000)	-97.42% (4)
Equipment	45,000	45,000	0	0.00%
Travel	5,600	10,000	4,400	78.57%
Supplemental Staffing	5,000	8,900	3,900	78.00%
Other Expenses	<u>192,862</u>	<u>145,392</u>	<u>(47,470)</u>	<u>-24.61%</u>
Sub-total Operating Expenses	<u>\$ 495,832</u>	<u>\$ 453,108</u>	<u>(42,724)</u>	<u>-8.62%</u>
Non-Operating Expenses:				
Facility Charge	\$ 0	\$ 0	\$ 0	
Renewals/Replacements	150,000	150,000	0	0.00%
General Service Charge	0	0	0	
Debt Service	0	0	0	
Insurance	<u>0</u>	<u>0</u>	<u>0</u>	
Sub-total Fixed Expenses	<u>\$ 150,000</u>	<u>\$ 150,000</u>	<u>\$ 0</u>	<u>0.00%</u>
<b>TOTAL EXPENSES</b>	<b><u>\$ 931,850</u></b>	<b><u>\$ 898,135</u></b>	<b><u>\$ 0</u></b>	<b><u>0.00%</u></b>
Revenue Over/(Under) Expenses	\$ 0	\$ 0	\$ 0	

*Notes:*

- (1) 2% of dining sales per original agreement
- (2) Software license renewal
- (3) Maintenance agreements on equipment
- (4) Maintenance agreements and software license were budgeted here in FY 2008

**FARM LEASES  
BUDGET FOR 2008-09**

	<b>2007-08 APPROVED BUDGET</b>	<b>2008-09 PROPOSED BUDGET</b>	<b>\$ INC.</b>	<b>% INC.</b>
<b>REVENUE:</b>				
Sales	\$ 30,907	\$ 30,907	\$ 0	0.00%
Other Revenue	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.00%</u>
<b>TOTAL REVENUE</b>	<b><u>\$ 30,907</u></b>	<b><u>\$ 30,907</u></b>	<b><u>\$ 0</u></b>	<b><u>0.00%</u></b>
<b>EXPENSES:</b>				
Salaries and Wages:				
Contract	\$ 9,000	\$ 9,270	\$ 270	3.00%
Classified	0	0	0	
Wage/Compensation Pool	162	167	5	3.09%
Sub-total Salaries & Wages	<u>\$ 9,162</u>	<u>\$ 9,437</u>	<u>\$ 275</u>	<u>3.00%</u>
Staff Benefits:				
Retirement	\$ 1,250	\$ 1,298	\$ 48	3.84%
Health Insurance	1,356	1,410	54	3.98%
Other	222	225	3	1.35%
Sub-total Staff Benefits	<u>\$ 2,828</u>	<u>\$ 2,933</u>	<u>\$ 105</u>	<u>3.71%</u>
Cost of Sales	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>	<u>0.00%</u>
Operating Expenses:				
Temporary Employment	\$ 0	\$ 0	\$ 0	
Supplies	0	0	0	
Information and Communication	0	0	0	
Repairs and Maintenance	6,000	6,000	0	0.00%
Equipment	0	0	0	
Travel	0	0	0	
Supplemental Staffing	0	0	0	
Utilities	0	0	0	
Other Expenses	0	0	0	
Sub-total Operating Expenses	<u>\$ 6,000</u>	<u>\$ 6,000</u>	<u>\$ 0</u>	<u>0.00%</u>
Non-Operating Expenses:				
Facility Charge	\$ 0	\$ 0	\$ 0	
Renewals/Replacements	0	0	0	
General Service Charge	1,623	1,655	32	1.97%
Debt Service	0	0	0	
Insurance	0	0	0	
Sub-total Fixed Expenses	<u>\$ 1,623</u>	<u>\$ 1,655</u>	<u>\$ 32</u>	<u>1.97%</u>
<b>TOTAL EXPENSES</b>	<b><u>\$ 19,613</u></b>	<b><u>\$ 20,025</u></b>	<b><u>\$ 412</u></b>	<b><u>2.10%</u></b>
Revenue Over/(Under) Expenses	\$ 11,294	\$ 10,882	\$ (412)	-3.65%

Notes:  
No change

**PARKING & TRAFFIC  
BUDGET FOR 2008-09  
(Includes Bowen-Thompson Student Union Parking)**

	<b>2007-08 APPROVED BUDGET</b>	<b>2008-09 PROPOSED BUDGET</b>	<b>\$ INC.</b>	<b>% INC.</b>
<b>REVENUE:</b>				
Sales (Registration Fees/Meters)	\$ 1,131,500	\$ 1,243,950	\$ 112,450	9.94% (1)
Other Revenue (Fines, etc.)	641,650	670,000	28,350	4.42% (2)
Carryover (Maintenance)	<u>0</u>	<u>0</u>	<u>0</u>	
<b>TOTAL REVENUE</b>	<b><u>\$ 1,773,150</u></b>	<b><u>\$ 1,913,950</u></b>	<b><u>\$ 140,800</u></b>	<b><u>7.94%</u></b>
<b>EXPENSES:</b>				
Salaries and Wages:				
Contract	\$ 27,131	\$ 27,945	\$ 814	3.00%
Classified	378,649	392,187	13,538	3.58%
Wage/Compensation Pool	<u>7,758</u>	<u>15,125</u>	<u>7,367</u>	<u>94.96%</u>
Sub-total Salaries & Wages	<u>\$ 413,538</u>	<u>\$ 435,257</u>	<u>\$ 21,719</u>	<u>5.25%</u>
Staff Benefits:				
Retirement	\$ 61,652	\$ 63,788	\$ 2,136	3.46%
Health Insurance	64,764	73,259	8,495	13.12%
Other	<u>22,436</u>	<u>19,362</u>	<u>(3,074)</u>	<u>-13.70%</u>
Sub-total Staff Benefits	<u>\$ 148,852</u>	<u>\$ 156,409</u>	<u>\$ 7,557</u>	<u>5.08%</u>
Cost of Sales	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>	
Operating Expenses:				
Temporary Employment	\$ 87,239	\$ 103,636	\$ 16,397	18.80% (3)
Supplies	45,590	49,589	3,999	8.77%
Information and Communication	47,052	47,052	0	0.00%
Repairs and Maintenance	196,970	282,817	85,847	43.58% (4)
Equipment	22,000	2,200	(19,800)	-90.00% (5)
Travel	3,436	3,436	0	0.00%
Supplemental Staffing	88,000	88,000	0	
Utilities	88,602	88,665	63	0.07%
Support for University Shuttle	451,368	478,727	27,359	6.06%
Other Expenses	<u>550</u>	<u>550</u>	<u>0</u>	<u>0.00%</u>
Sub-total Operating Expenses	<u>\$ 1,030,807</u>	<u>\$ 1,144,672</u>	<u>\$ 113,865</u>	<u>11.05%</u>
Non-Operating Expenses:				
Facility Charge	\$ 6,300	\$ 6,300	\$ 0	0.00%
Renewals/Replacements	15,000	15,000	0	0.00%
General Service Charge	8,947	9,126	179	2.00%
Debt Service	145,296	145,296	0	0.00%
Insurance	4,410	1,890	(2,520)	-57.14%
Sub-total Fixed Expenses	<u>\$ 179,953</u>	<u>\$ 177,612</u>	<u>\$ (2,341)</u>	<u>-1.30%</u>
<b>TOTAL EXPENSES</b>	<b><u>\$ 1,773,150</u></b>	<b><u>\$ 1,913,950</u></b>	<b><u>\$ 140,800</u></b>	<b><u>7.94%</u></b>
Revenue Over/(Under) Expenses	\$ 0	\$ 0	\$ 0	

*Notes:*

- (1) \$10 increase per annual and semester permits; \$5 for evening and summer semesters
- (2) Additional violations projected
- (3) Minimum wage increases and student job reclassifications
- (4) Anticipated parking lot improvements
- (5) One-time replacement cost of 2 parking vehicles in FY 2008

**PARKING & TRAFFIC  
Shuttle Service  
BUDGET FOR 2008-09**

	<b>2007-08 APPROVED BUDGET</b>	<b>2008-09 PROPOSED BUDGET</b>	<b>\$ INC.</b>	<b>% INC.</b>
<b>REVENUE:</b>				
Other Income	\$ 90,000	\$ 110,000	\$ 20,000	22.22% (1)
Support from Parking/Traffic	<u>451,368</u>	<u>478,727</u>	<u>27,359</u>	<u>6.06%</u>
<b>TOTAL REVENUE</b>	<b><u>\$ 541,368</u></b>	<b><u>\$ 588,727</u></b>	<b><u>\$ 47,359</u></b>	<b><u>8.75%</u></b>
<b>EXPENSES:</b>				
Salaries and Wages:				
Contract	\$ 0	\$ 0	\$ 0	
Classified	122,287	125,955	3,668	3.00%
Wage/Compensation Pool	2,822	4,534	1,712	60.67%
Sub-total Salaries & Wages	<u>\$ 125,109</u>	<u>\$ 130,489</u>	<u>\$ 5,380</u>	<u>4.30%</u>
Staff Benefits:				
Retirement	\$ 39,182	\$ 40,572	\$ 1,390	3.55%
Health Insurance	20,475	23,109	2,634	12.86%
Other	21,220	29,287	8,067	38.02%
Sub-total Staff Benefits	<u>\$ 80,877</u>	<u>\$ 92,968</u>	<u>\$ 12,091</u>	<u>14.95%</u>
Cost of Sales	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>	
Operating Expenses:				
Temporary Employment	\$ 162,404	\$ 189,856	\$ 27,452	16.90% (2)
Supplies	56,218	62,574	6,356	11.31% (3)
Information and Communication	6,000	6,000	0	0.00%
Repairs and Maintenance	32,310	32,500	190	0.59%
Equipment	1,200	1,200	0	0.00%
Travel	50	50	0	0.00%
Supplemental Staffing	0	0	0	
Utilities	0	0	0	
Other Expenses	1,200	1,200	0	0.00%
Sub-total Operating Expenses	<u>\$ 259,382</u>	<u>\$ 293,380</u>	<u>\$ 33,998</u>	<u>13.11%</u>
Non-Operating Expenses:				
Facility Charge	\$ 0	\$ 0	\$ 0	
Renewals/Replacements	66,000	66,000	0	0.00%
General Service Charge	0	0	0	
Debt Service	0	0	0	
Insurance	10,000	5,890	(4,110)	-41.10%
Sub-total Fixed Expenses	<u>\$ 76,000</u>	<u>\$ 71,890</u>	<u>\$ (4,110)</u>	<u>-5.41%</u>
<b>TOTAL EXPENSES</b>	<b><u>\$ 541,368</u></b>	<b><u>\$ 588,727</u></b>	<b><u>\$ 47,359</u></b>	<b><u>8.75%</u></b>
Revenue Over/(Under) Expenses	\$ 0	\$ 0	\$ 0	

*Notes:*

- (1) Increased number of charters
- (2) Reflects actual hours of operation
- (3) Increased gasoline costs

**PARKING SERVICES -- FIRELANDS  
BUDGET FOR 2008-09**

	<b>2007-08 APPROVED BUDGET</b>	<b>2008-09 PROPOSED BUDGET</b>	<b>\$ INC.</b>	<b>% INC.</b>
<b>REVENUE:</b>				
Sales (Registration Fees)	\$ 74,000	\$ 74,000	\$ 0	0.00%
Other Revenue (Fines, etc.)	<u>40,389</u>	<u>41,224</u>	<u>835</u>	<u>2.07%</u>
<b>TOTAL REVENUE</b>	<b><u>\$ 114,389</u></b>	<b><u>\$ 115,224</u></b>	<b><u>\$ 835</u></b>	<b><u>0.73%</u></b>
<b>EXPENSES:</b>				
Salaries and Wages:				
Contract	\$ 0	\$ 0	\$ 0	
Classified	0	0	0	
Wage/Compensation Pool	<u>0</u>	<u>0</u>	<u>0</u>	
Sub-total Salaries & Wages	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>	
Staff Benefits:				
Retirement	\$ 0	\$ 0	\$ 0	
Health Insurance	0	0	0	
Other	<u>0</u>	<u>0</u>	<u>0</u>	
Sub-total Staff Benefits	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>	
Cost of Sales	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>	
Operating Expenses:				
Temporary Employment	\$ 0	\$ 0	\$ 0	
Supplies	4,575	4,775	200	4.37%
Information and Communication	2,250	2,250	0	0.00%
Repairs and Maintenance	3,000	3,000	0	0.00%
Equipment	0	0	0	
Travel	0	0	0	
Supplemental Staffing	0	0	0	
Utilities	0	0	0	
Other Expenses	<u>104,564</u>	<u>105,199</u>	<u>635</u>	<u>0.61%</u>
Sub-total Operating Expenses	<u>\$ 114,389</u>	<u>\$ 115,224</u>	<u>\$ 835</u>	<u>0.73%</u>
Non-Operating Expenses:				
Facility Charge	\$ 0	\$ 0	\$ 0	
Renewals/Replacements	0	0	0	
General Service Charge	0	0	0	
Debt Service	0	0	0	
Insurance	<u>0</u>	<u>0</u>	<u>0</u>	
Sub-total Fixed Expenses	<u>\$ 0</u>	<u>\$ 0</u>	<u>\$ 0</u>	
<b>TOTAL EXPENSES</b>	<b><u>\$ 114,389</u></b>	<b><u>\$ 115,224</u></b>	<b><u>\$ 835</u></b>	<b><u>0.73%</u></b>
Revenue Over/(Under) Expenses	\$ 0	\$ 0	\$ 0	

Notes:  
No change

**RESEARCH ENTERPRISE PARK  
BUDGET FOR 2008-09**

	<b>2006-07 APPROVED BUDGET</b>	<b>2007-08 PROPOSED BUDGET</b>	<b>\$ INC.</b>	<b>% INC.</b>
<b>REVENUE:</b>				
Sales	\$ 0	\$ 0	\$ 0	
Other Revenue	32,820	32,820	0	0.00%
<b>TOTAL REVENUE</b>	<b>\$ 32,820</b>	<b>\$ 32,820</b>	<b>\$ 0</b>	<b>0.00%</b>
<b>EXPENSES:</b>				
Salaries and Wages:				
Contract	\$ 0	\$ 0	\$ 0	
Classified	0	0	0	
Wage/Compensation Pool	0	0	0	
Sub-total Salaries & Wages	\$ 0	\$ 0	\$ 0	
Staff Benefits:				
Retirement	\$ 0	\$ 0	\$ 0	
Health Insurance	0	0	0	
Other	0	0	0	
Sub-total Staff Benefits	\$ 0	\$ 0	\$ 0	
Cost of Sales	\$ 0	\$ 0	\$ 0	
Operating Expenses:				
Temporary Employment	\$ 0	\$ 0	\$ 0	
Supplies	0	0	0	
Information and Communication	0	0	0	
Repairs and Maintenance	11,000	11,000	0	0.00%
Equipment	0	0	0	
Travel	0	0	0	
Infrastructure Agreement	0	0	0	
Supplemental Staffing	0	0	0	
Utilities	2,000	2,000	0	0.00%
Other Expenses	750	750	0	0.00%
Sub-total Operating Expenses	\$ 13,750	\$ 13,750	\$ 0	0.00%
Non-Operating Expenses:				
Facility Charge	\$ 0	\$ 0	\$ 0	
Renewals/Replacements	0	0	0	
General Service Charge	0	0	0	
Debt Service	0	0	0	
Insurance	0	0	0	
Sub-total Fixed Expenses	\$ 0	\$ 0	\$ 0	
<b>TOTAL EXPENSES</b>	<b>\$ 13,750</b>	<b>\$ 13,750</b>	<b>\$ 0</b>	<b>0.00%</b>
Revenue Over/(Under) Expenses	\$ 19,070	\$ 19,070	\$ 0	0.00%

Notes:  
No change

**UNIVERSITY BOOKSTORE**  
(Includes Firelands Bookstore, Peregrine Shop, and BGSU on Main)  
**BUDGET FOR 2008-09**

	<b>2007-08 APPROVED BUDGET</b>	<b>2008-09 PROPOSED BUDGET</b>	<b>\$ INC.</b>	<b>% INC.</b>
<b>REVENUE:</b>				
Sales - Main Campus	\$ 13,220,000	\$ 11,965,600	\$ (1,254,400)	-9.49% (1)
Other Revenue	<u>339,116</u>	<u>277,000</u>	<u>(62,116)</u>	<u>-18.32%</u> (2)
<b>TOTAL REVENUE</b>	<b><u>\$ 13,559,116</u></b>	<b><u>\$ 12,242,600</u></b>	<b><u>\$ (1,316,516)</u></b>	<b><u>-9.71%</u></b>
<b>EXPENSES:</b>				
Salaries and Wages:				
Contract	\$ 334,478	\$ 347,354	\$ 12,876	3.85%
Classified	775,148	779,024	3,876	0.50%
Wage/Compensation Pool	<u>17,492</u>	<u>36,050</u>	<u>18,558</u>	<u>106.09%</u> (3)
Sub-total Salaries & Wages	<u>\$ 1,127,118</u>	<u>\$ 1,162,428</u>	<u>\$ 35,310</u>	<u>3.13%</u>
Staff Benefits:				
Retirement	\$ 158,098	\$ 163,369	\$ 5,271	3.33%
Health Insurance	194,559	205,353	10,794	5.55%
Other	<u>86,220</u>	<u>85,108</u>	<u>(1,112)</u>	<u>-1.29%</u>
Sub-total Staff Benefits	<u>\$ 438,877</u>	<u>\$ 453,830</u>	<u>\$ 14,953</u>	<u>3.41%</u>
Cost of Sales	<u>\$ 9,552,770</u>	<u>\$ 8,360,170</u>	<u>\$ (1,192,600)</u>	<u>-12.48%</u> (4)
Operating Expenses:				
Temporary Employment	\$ 393,637	\$ 377,861	\$ (15,776)	-4.01%
Supplies	84,200	84,200	0	0.00%
Information and Communication	158,500	159,500	1,000	0.63%
Repairs and Maintenance	25,750	25,750	0	0.00%
Equipment	37,500	36,500	(1,000)	-2.67%
Travel	40,900	40,900	0	0.00%
Supplemental Staffing	12,500	12,500	0	0.00%
Scholarship Program	99,000	100,000	1,000	1.01%
Utilities	6,200	6,200	0	
Endowed Scholarship Fund	10,000	10,000	0	
Facility Charge	697,600	697,600	0	0.00%
Other Expenses	<u>446,419</u>	<u>217,600</u>	<u>(228,819)</u>	<u>-51.26%</u> (5)
Sub-total Operating Expenses	<u>\$ 2,012,206</u>	<u>\$ 1,768,611</u>	<u>\$ (243,595)</u>	<u>-12.11%</u>
Non-Operating Expenses:				
Renewals/Replacements	\$ 106,000	\$ 106,000	\$ 0	0.00%
General Service Charge	254,618	259,710	5,092	2.00%
Debt Service	0	0	0	
Insurance	<u>3,900</u>	<u>4,460</u>	<u>560</u>	<u>14.36%</u>
Sub-total Fixed Expenses	<u>\$ 364,518</u>	<u>\$ 370,170</u>	<u>\$ 5,652</u>	<u>1.55%</u>
<b>TOTAL EXPENSES</b>	<b><u>\$ 13,495,489</u></b>	<b><u>\$ 12,115,209</u></b>	<b><u>\$ (1,380,280)</u></b>	<b><u>-10.23%</u></b>
Revenue Over/(Under) Expenses	\$ 63,627	\$ 127,391	\$ 63,764	100.22%

*Notes:*

- (1) \$1.2 million less due to elimination of BiG charge and growing internet competition
- (2) Reduced commissions from lower textbook buyback and lower technology sales
- (3) 1.5% pool last year vs. 3.0% this year
- (4) Directly related to sales decrease
- (5) Reduced credit card fee charges of \$90,000