

# **PROPOSED FY 2010 MISCELLANEOUS AUXILIARY BUDGETS**

**Proposed to Board of Trustees**

Prepared by the Office of Finance and Administration



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## TABLE OF CONTENTS

|   | <u>Page No.</u> |
|---|-----------------|
| Introduction  | 1               |
| Planning Guidelines   | 2               |
| Chart of Miscellaneous Auxiliary Budgets                                      | 3               |
| Summary of FY 2010 Recommendations -<br>FY 2009 Approved vs. FY 2010 Proposed | 4               |
| <b><u>Miscellaneous Auxiliary Budgets:</u></b>                                |                 |
| BG1 Card  | 5               |
| Farm Leases   | 6               |
| Parking & Traffic - Main Campus   | 7               |
| Parking & Traffic - Shuttle Service   | 8               |
| Parking Services - Firelands  | 9               |
| Research Enterprise Park  | 10              |
| University Bookstore  | 11              |

## **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.

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).

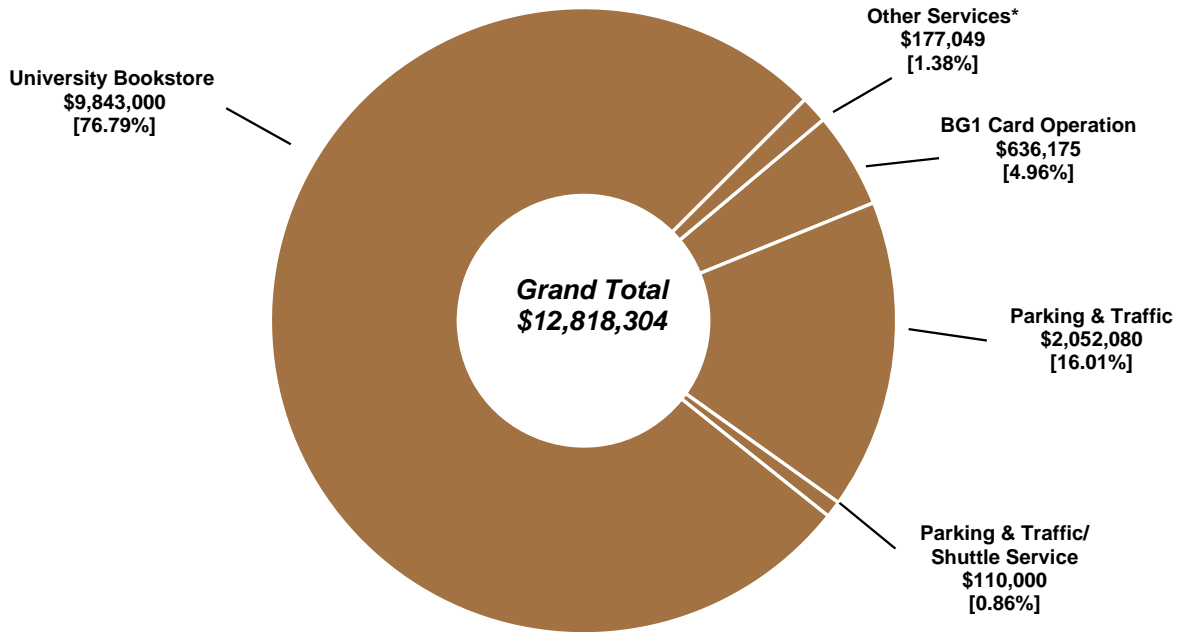
### **Research Enterprise Park**

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.

## BGSU Miscellaneous Auxiliary Budgets FY 2010



|  | Allocation          | % of Total     |
|--|---------------------|----------------|
| <b>Miscellaneous Auxiliary Budgets</b> |                     |                |
| BG1 Card Operation                     | \$636,175           | 4.96%          |
| Parking & Traffic                      | \$2,052,080         | 16.01%         |
| Parking & Traffic - Shuttle Service    | \$110,000           | 0.86%          |
| University Bookstore                   | \$9,843,000         | 76.79%         |
| Parking Services - Firelands           | \$113,322           |                |
| Research Enterprise Park               | \$32,820            |                |
| Farm Leases                            | \$30,907            |                |
| *Other Services:                       | \$177,049           | 1.38%          |
| <b>Total</b>                           | <b>\$12,818,304</b> | <b>100.00%</b> |

**SUMMARY OF FY 2010 RECOMMENDATIONS**

**FOR MISCELLANEOUS AUXILIARY BUDGETS REVENUE**

|                                     | <b>FY 2009<br/>APPROVED<br/>BUDGET</b> | <b>FY 2010<br/>PROPOSED<br/>BUDGET</b> | <b>\$<br/>INC.</b>          | <b>%<br/>INC.</b>     |
|-------------------------------------|--|--|-----------------------------|-----------------------|
| BG1 Card                            | \$898,135                              | \$636,175                              | (\$261,960)                 | -29.17%               |
| Farm Leases                         | \$30,907                               | \$30,907                               | \$0                         | 0.00%                 |
| Parking & Traffic - Main Campus     | \$1,913,950                            | \$2,052,080                            | \$138,130                   | 7.22%                 |
| Parking & Traffic - Shuttle Service | \$110,000                              | \$110,000                              | \$0                         | 0.00%                 |
| Parking Services--Firelands         | \$117,821                              | \$113,322                              | (\$4,499)                   | -3.82%                |
| Research Enterprise Park            | \$32,820                               | \$32,820                               | \$0                         | 0.00%                 |
| University Bookstore                | <u>\$12,242,600</u>                    | <u>\$9,843,000</u>                     | <u>(\$2,399,600)</u>        | <u>-19.60%</u>        |
| <b>TOTALS</b>                       | <b><u>\$15,346,233</u></b>             | <b><u>\$12,818,304</u></b>             | <b><u>(\$2,527,929)</u></b> | <b><u>-16.47%</u></b> |
| <br>                                |  |  |                             |                       |
| % Change                            |  | -16.47%                                |                             |                       |

**BG1 CARD OPERATION  
BUDGET FOR FY 2010  
(Fund: 23680/DCC: 540100)**

|                                    | <b>FY 2009<br/>APPROVED<br/>BUDGET</b> | <b>FY 2010<br/>PROPOSED<br/>BUDGET</b> | <b>\$<br/>INC.</b>  | <b>%<br/>INC.</b> |      |
|------------------------------------|--|--|---------------------|-------------------|------|
| <b>REVENUE:</b>                    |  |  |                     |                   |      |
| External Merchant Fees             | \$ 45,000                              | \$ 30,000                              | \$ (15,000)         | -33.33%           | (1)  |
| ID Production Fees                 | 275,000                                | 165,375                                | (109,625)           | -39.86%           |      |
| Internal Transaction Fees          | 382,000                                | 337,000                                | (45,000)            | -11.78%           |      |
| Central Funding                    | 146,135                                | 70,000                                 | (76,135)            | -52.10%           |      |
| Other Revenue                      | 50,000                                 | 33,800                                 | (16,200)            | -32.40%           |      |
| <b>TOTAL REVENUE</b>               | <b>\$ 898,135</b>                      | <b>\$ 636,175</b>                      | <b>\$ (261,960)</b> | <b>-29.17%</b>    |      |
| <b>EXPENSES:</b>                   |  |  |                     |                   |      |
| Salaries and Wages:                |  |  |                     |                   |      |
| Contract                           | \$ 95,933                              | \$ 72,494                              | \$ (23,439)         | -24.43%           | (2)  |
| Classified                         | 96,782                                 | 82,447                                 | (14,335)            | -14.81%           | (2)  |
| Wage/Compensation Pool             | 5,781                                  | 0                                      | (5,781)             |                   | (3)  |
| Sub-total Salaries & Wages         | \$ 198,496                             | \$ 154,941                             | \$ (43,555)         | -21.94%           |      |
| Staff Benefits:                    |  |  |                     |                   |      |
| Retirement                         | \$ 26,980                              | \$ 21,692                              | \$ (5,288)          | -19.60%           | (4)  |
| Health Insurance                   | 26,242                                 | 30,249                                 | 4,007               | 15.27%            | (4)  |
| Other                              | 33,309                                 | 33,475                                 | 166                 | 0.50%             | (4)  |
| Sub-total Staff Benefits           | \$ 86,531                              | \$ 85,416                              | \$ (1,115)          | -1.29%            |      |
| Cost of Sales/credit card fees     | \$ 10,000                              | \$ 10,000                              | \$ 0                | 0.00%             |      |
| Operating Expenses:                |  |  |                     |                   |      |
| Students/Temp Employment           | \$ 19,767                              | \$ 16,000                              | \$ (3,767)          | -19.06%           |      |
| Supplies                           | 109,549                                | 121,784                                | 12,235              | 11.17%            | (5)  |
| Information and Communication      | 109,500                                | 12,000                                 | (97,500)            | -89.04%           | (6)  |
| Repairs and Maintenance            | 5,000                                  | 37,000                                 | 32,000              | 640.00%           | (7)  |
| Equipment                          | 45,000                                 | 5,000                                  | (40,000)            | -88.89%           | (7)  |
| Travel                             | 10,000                                 | 3,600                                  | (6,400)             | -64.00%           | (8)  |
| Comp Non-Pay/Supplemental Staffing | 8,900                                  | 2,500                                  | (6,400)             | -71.91%           | (9)  |
| Other Expenses                     | 145,392                                | 5,000                                  | (140,392)           | -96.56%           | (10) |
| Sub-total Operating Expenses       | \$ 453,108                             | \$ 202,884                             | \$ (250,224)        | -55.22%           |      |
| Non-Operating Expenses:            |  |  |                     |                   |      |
| Renewals/Replacements              | 150,000                                | 0                                      | (150,000)           | -100.00%          |      |
| General Service Charge             | 0                                      | 0                                      | 0                   | 0.00%             |      |
| Internal Loan Repayment            | 0                                      | 76,598                                 | 76,598              | 100.00%           | (10) |
| Sub-total Fixed Expenses           | \$ 150,000                             | \$ 76,598                              | \$ (73,402)         | -48.93%           |      |
| <b>TOTAL EXPENSES</b>              | <b>\$ 898,135</b>                      | <b>\$ 529,839</b>                      | <b>\$ (368,296)</b> | <b>-41.01%</b>    |      |
| Revenue Over/(Under) Expenses      | \$ 0                                   | \$ 106,336                             | \$ 106,336          | 100.00%           |      |

**Notes:**

- (1) Originally included 10% growth in external fees. Unexpected delays in launching new off-campus program
- (2) Eliminated Position in FY 2009
- (3) No increase anticipated in FY 2010
- (4) Benefits lower due to vacant positions
- (5) 6% increase for Blackboard software maintenance and 3% for Microsoft software
- (6) Maintenance for excess Blackboard software equipment. Moved to Supplies line in FY 2010
- (7) Firelands Kiosk not purchased. Hardware maintenance charged to repairs and maintenance
- (8) Reduced conference attendance
- (9) Anticipated need for consulting services lower in FY 2010. Will utilize existing resources
- (10) Internal loan repayment under Other Expenses for FY 2009

**FARM LEASES**  
**BUDGET FOR FY 2010**  
(Fund: 23660/DCC: 246200, 245900)

|                               | <b>FY 2009<br/>APPROVED<br/>BUDGET</b> | <b>FY 2010<br/>PROPOSED<br/>BUDGET</b> | <b>\$<br/>INC.</b> | <b>%<br/>INC.</b> |
|-------------------------------|--|--|--------------------|-------------------|
| <b>REVENUE:</b>               |  |  |                    |                   |
| Sales                         | \$ 30,907                              | \$ 30,907                              | \$ 0               | 0.00%             |
| <b>TOTAL REVENUE</b>          | <b>\$ 30,907</b>                       | <b>\$ 30,907</b>                       | <b>\$ 0</b>        | <b>0.00%</b>      |
| <b>EXPENSES:</b>              |  |  |                    |                   |
| Salaries and Wages:           |  |  |                    |                   |
| Contract                      | \$ 9,270                               | \$ 9,270                               | \$ 0               | 0.00%             |
| Classified                    | 0                                      | 0                                      | 0                  | 0.00%             |
| Wage/Compensation Pool        | 167                                    | 0                                      | (167)              | -100.00%          |
| Sub-total Salaries & Wages    | <u>\$ 9,437</u>                        | <u>\$ 9,270</u>                        | <u>\$ (167)</u>    | <u>-1.77%</u>     |
| Staff Benefits:               |  |  |                    |                   |
| Retirement                    | \$ 1,298                               | \$ 1,298                               | \$ 0               | 0.00%             |
| Health Insurance              | 1,410                                  | 1,495                                  | 85                 | 6.00%             |
| Other                         | 225                                    | 225                                    | 0                  | 0.00%             |
| Sub-total Staff Benefits      | <u>\$ 2,933</u>                        | <u>\$ 3,018</u>                        | <u>\$ 85</u>       | <u>2.88%</u>      |
| Cost of Sales                 | <u>\$ 0</u>                            | <u>\$ 0</u>                            | <u>\$ 0</u>        | <u>0.00%</u>      |
| Operating Expenses:           |  |  |                    |                   |
| Temporary Employment          | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| Supplies                      | 0                                      | 0                                      | 0                  | 0.00%             |
| Information and Communication | 0                                      | 0                                      | 0                  | 0.00%             |
| Repairs and Maintenance       | 6,000                                  | 6,000                                  | 0                  | 0.00%             |
| Equipment                     | 0                                      | 0                                      | 0                  | 0.00%             |
| Travel                        | 0                                      | 0                                      | 0                  | 0.00%             |
| Supplemental Staffing         | 0                                      | 0                                      | 0                  | 0.00%             |
| Utilities                     | 0                                      | 0                                      | 0                  | 0.00%             |
| Other Expenses                | 0                                      | 0                                      | 0                  | 0.00%             |
| 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               | 0.00%             |
| Renewals/Replacements         | 0                                      | 0                                      | 0                  | 0.00%             |
| General Service Charge        | 1,655                                  | 1,696                                  | 41                 | 2.50%             |
| Debt Service                  | 0                                      | 0                                      | 0                  | 0.00%             |
| Insurance                     | 0                                      | 0                                      | 0                  | 0.00%             |
| Sub-total Fixed Expenses      | <u>\$ 1,655</u>                        | <u>\$ 1,696</u>                        | <u>\$ 41</u>       | <u>2.50%</u>      |
| <b>TOTAL EXPENSES</b>         | <b>\$ 20,025</b>                       | <b>\$ 19,984</b>                       | <b>\$ (41)</b>     | <b>-0.20%</b>     |
| Revenue Over/(Under) Expenses | \$ 10,882                              | \$ 10,923                              | \$ 41              | 0.38%             |

**Notes:**

No Significant Changes

**PARKING & TRAFFIC  
BUDGET FOR FY 2010**

(Includes Bowen-Thompson Student Union Parking)  
(Fund: 23500, DCC: 520100, 520110, 520140, 245850)

|                                  | <b>FY 2009<br/>APPROVED<br/>BUDGET</b> | <b>FY 2010<br/>PROPOSED<br/>BUDGET</b> | <b>\$<br/>INC.</b> | <b>%<br/>INC.</b> |
|----------------------------------|--|--|--------------------|-------------------|
| <b>REVENUE:</b>                  |  |  |                    |                   |
| Sales (Registration Fees/Meters) | \$ 1,243,950                           | \$ 1,349,080                           | \$ 105,130         | 8.45% (1)         |
| Other Revenue (Fines, etc.)      | <u>670,000</u>                         | <u>703,000</u>                         | <u>33,000</u>      | <u>4.93% (2)</u>  |
| <b>TOTAL REVENUE</b>             | <u>\$ 1,913,950</u>                    | <u>\$ 2,052,080</u>                    | <u>\$ 138,130</u>  | <u>7.22%</u>      |
| <b>EXPENSES:</b>                 |  |  |                    |                   |
| Salaries and Wages:              |  |  |                    |                   |
| Contract                         | \$ 28,365                              | \$ 28,365                              | \$ 0               | 0.00%             |
| Classified                       | 395,712                                | 398,212                                | 2,500              | 0.63% (3)         |
| Wage/Compensation Pool           | 11,180                                 | 520                                    | (10,660)           | -95.35% (4)       |
| Sub-total Salaries & Wages       | <u>\$ 435,257</u>                      | <u>\$ 427,097</u>                      | <u>\$ (8,160)</u>  | <u>-1.87%</u>     |
| Staff Benefits:                  |  |  |                    |                   |
| Retirement                       | \$ 63,788                              | \$ 64,658                              | \$ 870             | 1.36%             |
| Health Insurance                 | 73,259                                 | 77,245                                 | 3,986              | 5.44%             |
| Other                            | 19,362                                 | 21,298                                 | 1,936              | 10.00%            |
| Sub-total Staff Benefits         | <u>\$ 156,409</u>                      | <u>\$ 163,200</u>                      | <u>\$ 6,791</u>    | <u>4.34%</u>      |
| Cost of Sales                    | <u>\$ 0</u>                            | <u>\$ 0</u>                            | <u>\$ 0</u>        |                   |
| Operating Expenses:              |  |  |                    |                   |
| Temporary Employment             | \$ 103,636                             | \$ 103,636                             | \$ 0               | 0.00%             |
| Supplies                         | 49,589                                 | 49,589                                 | 0                  | 0.00%             |
| Information and Communication    | 47,052                                 | 47,052                                 | 0                  | 0.00%             |
| Repairs and Maintenance          | 282,817                                | 264,796                                | (18,021)           | -6.37%            |
| Equipment                        | 2,200                                  | 2,200                                  | 0                  | 0.00% (5)         |
| Travel                           | 3,436                                  | 1,500                                  | (1,936)            | -56.34%           |
| Supplemental Staffing            | 88,000                                 | 88,000                                 | 0                  |                   |
| Utilities                        | 88,665                                 | 93,098                                 | 4,433              | 5.00%             |
| Support for University Shuttle   | 478,727                                | 478,727                                | 0                  | 0.00%             |
| Other Expenses                   | 550                                    | 550                                    | 0                  | 0.00%             |
| Sub-total Operating Expenses     | <u>\$ 1,144,672</u>                    | <u>\$ 1,129,148</u>                    | <u>\$ (15,524)</u> | <u>-1.36%</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           | 9,126                                  | 9,354                                  | 228                | 2.50%             |
| Debt Service                     | 145,296                                | 299,996                                | 154,700            | 106.47% (5)       |
| Insurance                        | 1,890                                  | 1,985                                  | 95                 | 5.00% (6)         |
| Sub-total Fixed Expenses         | <u>\$ 177,612</u>                      | <u>\$ 332,635</u>                      | <u>\$ 155,023</u>  | <u>87.28%</u>     |
| <b>TOTAL EXPENSES</b>            | <u>\$ 1,913,950</u>                    | <u>\$ 2,052,080</u>                    | <u>\$ 138,130</u>  | <u>7.22%</u>      |
| Revenue Over/(Under) Expenses    | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |

*Notes:*

- (1) Includes increase of \$10 per semester student parking and new fee for reserved parking (120 spaces @ \$360)
- (2) Reflects increase in number of anticipated violations
- (3) Includes anticipated Overtime based on historical patterns
- (4) FY 2010 contractual obligations from new contract
- (5) Includes Lots 4, 4A, and Lot 12 Improvements to be made in FY 2010
- (6) Annual Increase in Insurance

**PARKING & TRAFFIC**  
**Shuttle Service**  
**BUDGET FOR FY 2010**  
(Fund: 23500, DCC: 520130, 245860)

|                               | <b>FY 2009<br/>APPROVED<br/>BUDGET</b> | <b>FY 2010<br/>PROPOSED<br/>BUDGET</b> | <b>\$<br/>INC.</b> | <b>%<br/>INC.</b> |
|-------------------------------|--|--|--------------------|-------------------|
| <b>REVENUE:</b>               |  |  |                    |                   |
| Other Income                  | \$ 110,000                             | \$ 110,000                             | \$ 0               | 0.00%             |
| Support from Parking/Traffic  | 478,727                                | 478,727                                | 0                  | 0.00%             |
| <b>TOTAL REVENUE</b>          | <b>\$ 588,727</b>                      | <b>\$ 588,727</b>                      | <b>\$ 0</b>        | <b>0.00%</b>      |
| <b>EXPENSES:</b>              |  |  |                    |                   |
| Salaries and Wages:           |  |  |                    |                   |
| Contract                      | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| Classified                    | 126,351                                | 128,851                                | 2,500              | 1.98% (1)         |
| Wage/Compensation Pool        | 4,138                                  | 0                                      | (4,138)            | -100.00%          |
| Sub-total Salaries & Wages    | <u>\$ 130,489</u>                      | <u>\$ 128,851</u>                      | <u>\$ (1,638)</u>  | <u>-1.26%</u>     |
| Staff Benefits:               |  |  |                    |                   |
| Retirement                    | \$ 44,218                              | \$ 42,908                              | \$ (1,310)         | -2.96%            |
| Health Insurance              | 23,109                                 | 17,430                                 | (5,680)            | -24.58%           |
| Other                         | 23,132                                 | 24,017                                 | 885                | 3.82%             |
| Sub-total Staff Benefits      | <u>\$ 90,459</u>                       | <u>\$ 84,354</u>                       | <u>\$ (6,105)</u>  | <u>-6.75%</u>     |
| Cost of Sales                 | <u>\$ 0</u>                            | <u>\$ 0</u>                            | <u>\$ 0</u>        | <u>0.00%</u>      |
| Operating Expenses:           |  |  |                    |                   |
| Temporary Employment          | \$ 189,856                             | \$ 182,334                             | \$ (7,522)         | -3.96%            |
| Supplies                      | 65,083                                 | 65,083                                 | 0                  | 0.00%             |
| Information and Communication | 6,000                                  | 6,000                                  | 0                  | 0.00%             |
| Repairs and Maintenance       | 32,500                                 | 47,470                                 | 14,970             | 46.06% (2)        |
| Equipment                     | 1,200                                  | 1,200                                  | 0                  | 0.00%             |
| Travel                        | 50                                     | 50                                     | 0                  | 0.00%             |
| Supplemental Staffing         | 0                                      | 0                                      | 0                  | 0.00%             |
| Utilities                     | 0                                      | 0                                      | 0                  | 0.00%             |
| Other Expenses                | 1,200                                  | 1,200                                  | 0                  | 0.00%             |
| Sub-total Operating Expenses  | <u>\$ 295,889</u>                      | <u>\$ 303,337</u>                      | <u>\$ 7,448</u>    | <u>2.52%</u>      |
| Non-Operating Expenses:       |  |  |                    |                   |
| Facility Charge               | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| Renewals/Replacements         | 66,000                                 | 66,000                                 | 0                  | 0.00%             |
| General Service Charge        | 0                                      | 0                                      | 0                  | 0.00%             |
| Debt Service                  | 0                                      | 0                                      | 0                  | 0.00%             |
| Insurance                     | 5,890                                  | 6,185                                  | 295                | 5.00% (3)         |
| Sub-total Fixed Expenses      | <u>\$ 71,890</u>                       | <u>\$ 72,185</u>                       | <u>\$ 295</u>      | <u>0.41%</u>      |
| <b>TOTAL EXPENSES</b>         | <b>\$ 588,727</b>                      | <b>\$ 588,727</b>                      | <b>\$ 0</b>        | <b>0.00%</b>      |
| Revenue Over/(Under) Expenses | \$ 0                                   | \$ (0)                                 | \$ (0)             | 0.00%             |

*Notes:*

- (1) Includes anticipated Overtime based on historical patterns
- (2) Includes scheduled repairs to buses as part of ongoing maintenance
- (3) Annual Increase in Insurance

**PARKING SERVICES -- FIRELANDS**  
**BUDGET FOR FY 2010**  
(Fund: 23690/DCC: 600830)

|                               | <b>FY 2009<br/>APPROVED<br/>BUDGET</b> | <b>FY 2010<br/>PROPOSED<br/>BUDGET</b> | <b>\$<br/>INC.</b>       | <b>%<br/>INC.</b>    |
|-------------------------------|--|--|--------------------------|----------------------|
| <b>REVENUE:</b>               |  |  |                          |                      |
| Sales (Registration Fees)     | \$ 78,500                              | \$ 78,500                              | \$ 0                     | 0.00%                |
| Other Revenue (Fines, etc.)   | <u>39,321</u>                          | <u>34,822</u>                          | <u>(4,499)</u>           | <u>-11.44%</u>       |
| <b>TOTAL REVENUE</b>          | <b>\$ <u>117,821</u></b>               | <b>\$ <u>113,322</u></b>               | <b>\$ <u>(4,499)</u></b> | <b><u>-3.82%</u></b> |
| <b>EXPENSES:</b>              |  |  |                          |                      |
| Salaries and Wages:           |  |  |                          |                      |
| Contract                      | \$ 0                                   | \$ 0                                   | \$ 0                     | 0.00%                |
| Classified                    | 0                                      | 0                                      | 0                        | 0.00%                |
| Wage/Compensation Pool        | 0                                      | 0                                      | 0                        | 0.00%                |
| Sub-total Salaries & Wages    | <u>\$ 0</u>                            | <u>\$ 0</u>                            | <u>\$ 0</u>              | <u>0.00%</u>         |
| Staff Benefits:               |  |  |                          |                      |
| Retirement                    | \$ 0                                   | \$ 0                                   | \$ 0                     | 0.00%                |
| Health Insurance              | 0                                      | 0                                      | 0                        | 0.00%                |
| Other                         | 0                                      | 0                                      | 0                        | 0.00%                |
| Sub-total Staff Benefits      | <u>\$ 0</u>                            | <u>\$ 0</u>                            | <u>\$ 0</u>              | <u>0.00%</u>         |
| Cost of Sales                 | <u>\$ 0</u>                            | <u>\$ 0</u>                            | <u>\$ 0</u>              | <u>0.00%</u>         |
| Operating Expenses:           |  |  |                          |                      |
| Temporary Employment          | \$ 0                                   | \$ 0                                   | \$ 0                     | 0.00%                |
| Supplies                      | 4,775                                  | 4,775                                  | 0                        | 0.00%                |
| Information and Communication | 2,250                                  | 2,700                                  | 450                      | 20.00%               |
| Repairs and Maintenance       | 3,000                                  | 3,000                                  | 0                        | 0.00%                |
| Equipment                     | 0                                      | 0                                      | 0                        | 0.00%                |
| Travel                        | 0                                      | 0                                      | 0                        | 0.00%                |
| Supplemental Staffing         | 0                                      | 0                                      | 0                        | 0.00%                |
| Utilities                     | 0                                      | 0                                      | 0                        | 0.00%                |
| Other Expenses                | <u>107,796</u>                         | <u>102,847</u>                         | <u>(4,949)</u>           | <u>-4.59%</u>        |
| Sub-total Operating Expenses  | <u>\$ 117,821</u>                      | <u>\$ 113,322</u>                      | <u>\$ (4,499)</u>        | <u>-3.82%</u>        |
| Non-Operating Expenses:       |  |  |                          |                      |
| Facility Charge               | \$ 0                                   | \$ 0                                   | \$ 0                     | 0.00%                |
| Renewals/Replacements         | 0                                      | 0                                      | 0                        | 0.00%                |
| General Service Charge        | 0                                      | 0                                      | 0                        | 0.00%                |
| Debt Service                  | 0                                      | 0                                      | 0                        | 0.00%                |
| Insurance                     | 0                                      | 0                                      | 0                        | 0.00%                |
| Sub-total Fixed Expenses      | <u>\$ 0</u>                            | <u>\$ 0</u>                            | <u>\$ 0</u>              | <u>0.00%</u>         |
| <b>TOTAL EXPENSES</b>         | <b>\$ <u>117,821</u></b>               | <b>\$ <u>113,322</u></b>               | <b>\$ <u>(4,499)</u></b> | <b><u>-3.82%</u></b> |
| Revenue Over/(Under) Expenses | \$ 0                                   | \$ 0                                   | \$ 0                     | 0.00%                |

Notes:  
No Significant Changes

**RESEARCH ENTERPRISE PARK  
BUDGET FOR FY 2010  
(Fund: 23670/DCC: 510200)**

|                               | <b>FY 2009<br/>APPROVED<br/>BUDGET</b> | <b>FY 2010<br/>PROPOSED<br/>BUDGET</b> | <b>\$<br/>INC.</b> | <b>%<br/>INC.</b> |
|-------------------------------|--|--|--------------------|-------------------|
| <b>REVENUE:</b>               |  |  |                    |                   |
| Sales                         | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| 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               | 0.00%             |
| Classified                    | 0                                      | 0                                      | 0                  | 0.00%             |
| Wage/Compensation Pool        | 0                                      | 0                                      | 0                  | 0.00%             |
| Sub-total Salaries & Wages    | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| Staff Benefits:               |  |  |                    |                   |
| Retirement                    | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| Health Insurance              | 0                                      | 0                                      | 0                  | 0.00%             |
| Other                         | 0                                      | 0                                      | 0                  | 0.00%             |
| Sub-total Staff Benefits      | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| Cost of Sales                 | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| Operating Expenses:           |  |  |                    |                   |
| Temporary Employment          | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| Supplies                      | 0                                      | 0                                      | 0                  | 0.00%             |
| Information and Communication | 0                                      | 0                                      | 0                  | 0.00%             |
| Repairs and Maintenance       | 11,000                                 | 11,000                                 | 0                  | 0.00%             |
| Equipment                     | 0                                      | 0                                      | 0                  | 0.00%             |
| Travel                        | 0                                      | 0                                      | 0                  | 0.00%             |
| Infrastructure Agreement      | 0                                      | 0                                      | 0                  | 0.00%             |
| Supplemental Staffing         | 0                                      | 0                                      | 0                  | 0.00%             |
| 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               | 0.00%             |
| Renewals/Replacements         | 0                                      | 0                                      | 0                  | 0.00%             |
| General Service Charge        | 0                                      | 0                                      | 0                  | 0.00%             |
| Debt Service                  | 0                                      | 0                                      | 0                  | 0.00%             |
| Insurance                     | 0                                      | 0                                      | 0                  | 0.00%             |
| Sub-total Fixed Expenses      | \$ 0                                   | \$ 0                                   | \$ 0               | 0.00%             |
| <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 Significant Changes

**UNIVERSITY BOOKSTORE**  
(Includes Firelands Bookstore, Peregrine Shop, and BGSU on Main)  
**BUDGET FOR FY 2010**  
(Fund: 23310/DCC: 534100, 534200, 534300, 534400)

|                               | <b>FY 2009<br/>APPROVED<br/>BUDGET</b> | <b>FY 2010<br/>PROPOSED<br/>BUDGET</b> | <b>\$<br/>INC.</b>           | <b>%<br/>INC.</b>     |
|-------------------------------|--|--|------------------------------|-----------------------|
| <b>REVENUE:</b>               |  |  |                              |                       |
| Sales - Main Campus           | \$ 11,965,600                          | \$ 9,606,500                           | \$ (2,359,100)               | -19.72% (1)           |
| Other Revenue                 | <u>277,000</u>                         | <u>236,500</u>                         | <u>(40,500)</u>              | <u>-14.62% (2)</u>    |
| <b>TOTAL REVENUE</b>          | <b><u>\$ 12,242,600</u></b>            | <b><u>\$ 9,843,000</u></b>             | <b><u>\$ (2,399,600)</u></b> | <b><u>-19.60%</u></b> |
| <b>EXPENSES:</b>              |  |  |                              |                       |
| Salaries and Wages:           |  |  |                              |                       |
| Contract                      | \$ 347,354                             | \$ 275,687                             | \$ (71,667)                  | -20.63%               |
| Classified                    | 779,024                                | 439,706                                | (339,318)                    | -43.56%               |
| Wage/Compensation Pool        | <u>36,050</u>                          | <u>8,733</u>                           | <u>(27,317)</u>              | <u>-75.78%</u>        |
| Sub-total Salaries & Wages    | <u>\$ 1,162,428</u>                    | <u>\$ 724,126</u>                      | <u>\$ (438,302)</u>          | <u>-37.71% (3)</u>    |
| Staff Benefits:               |  |  |                              |                       |
| Retirement                    | \$ 163,369                             | \$ 103,935                             | \$ (59,434)                  | -36.38%               |
| Health Insurance              | 205,353                                | 163,307                                | (42,046)                     | -20.47%               |
| Other                         | <u>85,108</u>                          | <u>78,753</u>                          | <u>(6,355)</u>               | <u>-7.47%</u>         |
| Sub-total Staff Benefits      | <u>\$ 453,830</u>                      | <u>\$ 345,995</u>                      | <u>\$ (107,835)</u>          | <u>-23.76% (3)</u>    |
| Cost of Sales                 | <u>\$ 8,360,170</u>                    | <u>\$ 6,712,550</u>                    | <u>\$ (1,647,620)</u>        | <u>-19.71% (4)</u>    |
| Operating Expenses:           |  |  |                              |                       |
| Temporary Employment          | \$ 377,861                             | \$ 390,730                             | \$ 12,869                    | 3.41% (5)             |
| Supplies                      | 84,200                                 | 60,200                                 | (24,000)                     | -28.50%               |
| Information and Communication | 159,500                                | 117,000                                | (42,500)                     | -26.65%               |
| Repairs and Maintenance       | 25,750                                 | 10,750                                 | (15,000)                     | -58.25%               |
| Equipment                     | 36,500                                 | 21,500                                 | (15,000)                     | -41.10%               |
| Travel                        | 40,900                                 | 31,500                                 | (9,400)                      | -22.98%               |
| Supplemental Staffing         | 12,500                                 | 12,000                                 | (500)                        | -4.00%                |
| Scholarship Program           | 100,000                                | 110,000                                | 10,000                       | 10.00% (6)            |
| Utilities                     | 6,200                                  | 6,000                                  | (200)                        | -3.23%                |
| Endowed Scholarship Fund      | 10,000                                 | 0                                      | (10,000)                     | -100.00% (6)          |
| Facility Charge               | 697,600                                | 694,000                                | (3,600)                      | -0.52% (7)            |
| Other Expenses                | <u>217,600</u>                         | <u>200,500</u>                         | <u>(17,100)</u>              | <u>-7.86% (8)</u>     |
| Sub-total Operating Expenses  | <u>\$ 1,768,611</u>                    | <u>\$ 1,654,180</u>                    | <u>\$ (114,431)</u>          | <u>-6.47%</u>         |
| Non-Operating Expenses:       |  |  |                              |                       |
| Renewals/Replacements         | \$ 106,000                             | \$ 0                                   | \$ (106,000)                 | -100.00% (8)          |
| General Service Charge        | 259,710                                | 266,200                                | 6,490                        | 2.50%                 |
| Debt Service                  | 0                                      | 0                                      | 0                            | 0.00%                 |
| Insurance                     | <u>4,460</u>                           | <u>5,083</u>                           | <u>623</u>                   | <u>13.97%</u>         |
| Sub-total Fixed Expenses      | <u>\$ 370,170</u>                      | <u>\$ 271,283</u>                      | <u>\$ (98,887)</u>           | <u>-26.71%</u>        |
| <b>TOTAL EXPENSES</b>         | <b><u>\$ 12,115,209</u></b>            | <b><u>\$ 9,708,134</u></b>             | <b><u>\$ (2,407,075)</u></b> | <b><u>-19.87%</u></b> |
| Revenue Over/(Under) Expenses | \$ 127,391                             | \$ 134,866                             | \$ 7,475                     | 5.87%                 |

**Notes:**

- (1) \$2.3 million less revenue due to projected decrease in enrollment, and new strategic planning initiatives
- (2) 4.5% projected increase commission revenues from new wholesaler agreement of in-store Apple/Dell computer sales
- (3) Elimination of 3 full-time positions resulting in \$546,000 in wage and benefits savings
- (4) Renegotiated freight terms and improved inventory management resulting in cost of sales returning to 70%
- (5) Increase in Student Employment to partially compensate for staffing vacancies
- (6) Projected decrease in interest income from Scholarship Endowment Fund - Shifted \$10,000 from Firelands
- (7) BG on Main Rent for 10 Months. Location to close when lease commitment is fulfilled
- (8) Renewals & Replacements (if needed) can be accomplished from Operating Fund Balance