



PROPOSED FY 2023
MISCELLANEOUS
AUXILIARY BUDGETS

**Proposed to
Board of Trustees**

Prepared by the Office of
Finance and Administration

June 2022

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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. Miscellaneous auxiliary units are expected to be self-sustaining and do not receive student general fees to support their operations.

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 accumulated fund balances. 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 campus store, vending machines, laundry machines, etc., and with off-campus participating merchants, by faculty, staff and students.

Farm Leases

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

Parking & Traffic / Union Parking - Bowling Green Campus

Operates and maintains Bowling Green Campus parking areas.

Falcon Outfitters

Formerly known as The University Bookstore, Falcon Outfitters provides a full-range of supplies, BGSU clothing and novelty items. The store is located in the Bowen-Thompson Student Union.

Falcon Landing

Rental property owned and operated by BGSU beginning in FY 2012.

Falcon Landing II

Falcon Landing II is a small five unit apartment building located at 920 East Wooster Street which the University acquired during FY 2014.

As a reminder, the Board authorizes opportunistic real estate acquisitions on a biennial basis up to a maximum of \$1.0 million.

Stroh Center

The Stroh Center opened in August of 2011 as the home for the Falcon Men's and Women's Basketball and Volleyball Programs. It also serves as a venue for concerts, commencement, lectures and numerous campus and community events.

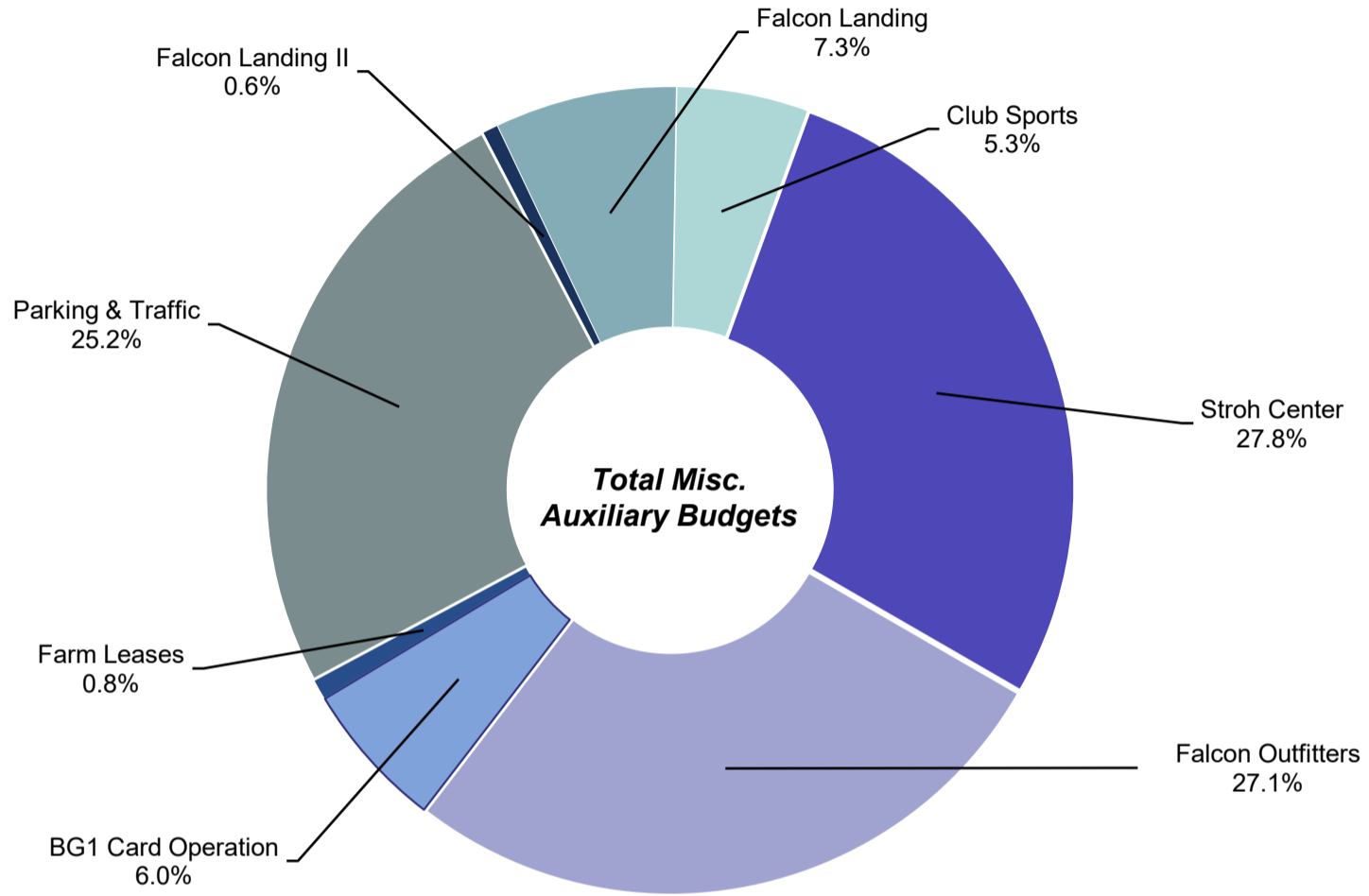
Club Sports

Prior to FY 2022, Club Sports activity was included in the Recreation and Wellness auxiliary unit. With the goals of increasing enrollment and retention, providing quality facilities and safe environments, and developing a successful club sports image for prospective students, the club sports auxiliary department was established. It is currently comprised of a total of 15 individual men's and women's sports teams, with plans for a total of 25 teams within the next five years.

NOTE: FY 2022 Auxiliary budgets (where applicable) were restated to reflect administrative and classified wage increases of 2.5% for FY 2022.

BGSU Miscellaneous Auxiliary Budgets FY 2023

Grand Total \$8,499,038



Miscellaneous Auxiliary Budgets	Budget	% of Total
Falcon Outfitters	\$2,302,660	27.1%
Parking & Traffic - BG Campus	\$2,137,947	25.2%
BG1 Card Operation	\$506,800	6.0%
Farm Leases	\$67,328	0.8%
Falcon Landing	\$622,275	7.3%
Falcon Landing II	\$51,040	0.6%
Stroh Center	\$2,362,633	27.8%
Club Sports	448,355	5.3%
Total	\$8,499,038	100.0%

**SUMMARY OF FY 2023 RECOMMENDATIONS
FOR MISCELLANEOUS AUXILIARY BUDGETS REVENUE**

	FY 2022 APPROVED BUDGET	FY 2023 PROPOSED BUDGET	\$ INC.	% INC.
BG1 Card	\$ 501,685	\$ 506,800	\$ 5,115	1.02%
Farm Leases	59,890	67,328	7,438	12.42%
Parking & Traffic - BG Campus	2,068,141	2,137,947	69,806	3.38%
Falcon Outfitters * Previously the University Bookstore	1,968,663	2,302,660	333,998	16.97%
Falcon Landing	480,320	622,275	141,955	29.55%
Falcon Landing II	47,800	51,040	3,240	6.78%
Stroh Center	2,437,455	2,362,633	(74,822)	-3.07%
Club Sports	337,225	448,355	111,130	32.95%
TOTALS	\$ 7,901,179	\$ 8,499,038	\$ 597,860	7.57%

**BG1 CARD OPERATION
BUDGET FOR FY 2023**
(Fund: 21500, 76550 / Dept: 723000)

	FY 2022 RESTATED BUDGET	FY 2023 PROPOSED BUDGET	\$ INC.	% INC.	BUDGET NOTE
REVENUE:					
ID Production Fees	\$ 198,840	\$ 205,000	\$ 6,160	3.10%	[1]
Administrative Services	282,625	281,600	(1,025)	-0.36%	
Other Revenue	20,220	20,200	(20)	-0.10%	
TOTAL REVENUE	501,685	506,800	5,115	1.02%	
EXPENSE:					
Salaries and Wages					
Contract Salaries	60,180	61,685	1,505	2.50%	[2]
Classified Salaries	-	-	-	0.00%	
Student / Temporary	40,000	34,000	(6,000)	-15.00%	[3]
Wage / Compensation Pool	1,753	1,696	(57)	-3.24%	[2] [4]
Sub-total Salaries & Wages	101,933	97,381	(4,552)	-4.47%	
Employee Benefits	22,063	22,670	607	2.75%	
Sub-total Salaries, Wages and Benefits	123,996	120,051	(3,945)	-3.18%	
Operating Expenses					
Supplies	50,000	65,000	15,000	30.00%	[1]
Travel/Professional Development	4,000	3,000	(1,000)	-25.00%	[3]
Information and Communication	5,000	5,000	-	0.00%	
Repairs and Maintenance	246,267	243,181	(3,086)	-1.25%	
Equipment	12,256	10,351	(1,905)	-15.54%	[3]
Facility Charge	5,000	5,000	-	0.00%	
Sub-total Operating Expenses	322,523	331,532	9,009	2.79%	
Fixed Expenses					
Renewals / Replacements	5,000	5,000	-	0.00%	
General Service Charge	50,000	50,000	-	0.00%	[4]
Sub-total Fixed Expenses	55,000	55,000	-	0.00%	
TOTAL EXPENSE	501,519	506,583	5,064	1.01%	
Revenue Over/(Under) Expense	\$ 166	\$ 218	\$ 51	30.82%	

Notes:

- [1] Reflects replacement of all Faculty & Staff ID cards.
- [2] Includes 2.5% salary increase not originally budgeted in FY 2022.
- [3] Based on prior year actuals.
- [4] Per FY 2023 budget guidelines.

FARM LEASES AND OTHER BUILDINGS
BUDGET FOR FY 2023
(Fund: 21300 / Dept: 724000)

	FY 2022 APPROVED BUDGET	FY 2023 PROPOSED BUDGET	\$ INC.	% INC.	BUDGET NOTE
<u>REVENUE:</u>					
Sales	\$ 59,890	\$ 67,328	\$ 7,438	12.42%	[1]
TOTAL REVENUE	59,890	67,328	7,438	12.42%	
<u>EXPENSE:</u>					
Operating Expenses					
Repairs and Maintenance	30,000	37,000	7,000	23.33%	[2]
Sub-total Operating Expenses	30,000	37,000	7,000	23.33%	
Fixed Expenses					
General Service Charge	7,500	7,500	-	0.00%	[3]
Sub-total Fixed Expenses	7,500	7,500	-	0.00%	
TOTAL EXPENSE	37,500	44,500	7,000	18.67%	
Revenue Over/(Under) Expense	\$ 22,390	\$ 22,828	\$ 438	1.96%	

Notes:

- [1] Contract in effect until January 2023, with anticipated contract extension.
- [2] Based on prior year actuals.
- [3] Per FY 2023 Auxiliary Budget Guidelines.

**PARKING & TRAFFIC
BUDGET FOR FY 2023**
(Includes Bowen-Thompson Student Union Parking)
(Fund: 21100, 76500 / Dept: 726000)

	FY 2022 RESTATED BUDGET	FY 2023 PROPOSED BUDGET	\$ INC.	% INC.	BUDGET NOTE
REVENUE:					
Sales (Registration Fees/Meters)	\$ 1,813,141	\$ 1,882,947	\$ 69,806	3.85%	[1]
Other Revenue (Fines, etc.)	255,000	255,000	0	0.00%	
TOTAL REVENUE	2,068,141	2,137,947	69,806	3.38%	
EXPENSE:					
Salaries and Wages					
Contract Salaries	65,025	66,651	1,626	2.50%	[2]
Classified Salaries	160,843	148,421	(12,422)	-7.72%	[2] [3]
Student / Temporary	37,440	39,520	2,080	5.56%	
Wage / Compensation Pool	6,578	8,229	1,651	25.09%	[4]
Sub-total Salaries & Wages	269,886	262,821	(7,065)	-2.62%	
Employee Benefits	89,640	85,168	(4,472)	-4.99%	[3]
Sub-total Salaries Wages and Benefits	359,526	347,989	(11,537)	-3.21%	
Operating Expenses					
Supplies	60,000	60,000	-	0.00%	[5]
Travel/Professional Development	10,000	10,000	-	0.00%	[5]
Information and Communication	18,000	18,000	-	0.00%	[5]
Repairs and Maintenance	150,000	150,000	-	0.00%	[5]
Equipment	75,000	75,000	-	0.00%	[5]
Utilities	96,900	99,807	2,907	3.00%	[4] [6]
Sub-total Operating Expenses	409,900	412,807	2,907	0.71%	
Fixed Expenses					
Renewals / Replacements	738,141	830,000	91,859	12.44%	
General Service Charge	185,084	185,084	-	0.00%	[4]
Debt Service	219,461	214,194	(5,267)	-2.40%	[4]
Insurance	7,323	12,085	4,762	65.00%	[4]
Sub-total Fixed Expenses	1,150,009	1,241,363	91,354	7.94%	
TOTAL EXPENSE	1,919,435	2,002,159	82,724	4.31%	
Revenue Over/(Under) Expense	\$ 148,706	\$ 135,788	\$ (12,918)	-8.69%	

Notes:

- [1] Based on previous 3 year historical trend and \$5 parking permit increase.
- [2] Includes 2.5% salary increase not originally budgeted in FY 2022.
- [3] Decrease due to department re-organization.
- [4] Per FY 2023 Auxiliary Budget Guidelines.
- [5] Based on previous 3 fiscal years trend.
- [6] Utility increases are partially offset by upgrades to LED lighting in parking lots.

FALCON OUTFITTERS
BUDGET FOR FY 2023
(Fund: 20300, 76150, / Dept: 721000, 722000)

	FY 2022 RESTATED BUDGET	FY 2023 PROPOSED BUDGET	\$ INC.	% INC.	BUDGET NOTE
REVENUE:					
Sales	\$ 1,893,163	\$ 2,227,160	\$ 333,998	17.64%	[1]
Other Revenue	75,500	75,500	0	0.00%	
TOTAL REVENUE	1,968,663	2,302,660	333,998	16.97%	
EXPENSE:					
Salaries and Wages					
Contract Salaries	140,902	144,426	3,524	2.50%	[2]
Classified Salaries	32,739	35,568	2,829	8.64%	[2] [3]
Student / Temporary	87,680	95,200	7,520	8.58%	[4]
Wage / Compensation Pool	5,057	6,741	1,684	33.30%	[2]
Sub-total Salaries & Wages	266,378	281,935	15,557	5.84%	
Employee Benefits	64,881	67,512	2,631	4.06%	[2]
Sub-total Salaries, Wages and Benefits	331,259	349,447	18,188	5.49%	
Cost of Sales	1,097,197	1,286,268	189,071	17.23%	[1]
Operating Expenses					
Supplies	25,000	40,000	15,000	60.00%	[1] [5]
Travel/Professional Development	-	2,000	2,000	100.00%	[6]
Information and Communication	45,000	50,000	5,000	11.11%	[7]
Repairs and Maintenance	4,000	4,000	-	0.00%	
Equipment	5,000	5,000	-	0.00%	
Scholarship Program	10,000	10,000	-	0.00%	
Facility Charge	210,000	210,000	-	0.00%	
Other Expenses	40,000	50,000	10,000	25.00%	[8]
Sub-total Operating Expenses	339,000	371,000	32,000	9.44%	
Fixed Expenses					
General Service Charge	86,200	86,200	(0)	0.00%	[2]
Insurance	1,285	1,910	626	48.70%	[2]
Sub-total Fixed Expenses	87,485	88,110	625	0.71%	
TOTAL EXPENSE	1,854,941	2,094,825	239,884	12.93%	
Revenue Over/(Under) Expense	\$ 113,722	\$ 207,835	\$ 94,113	82.76%	

Notes:

- [1] FY 2023 revenue and correlated expenses reflect a 5% increase from projected FY 2022 actuals.
- [2] Per FY 2023 Auxiliary Budget Guidelines.
- [3] Reflects FY 2022 actual salary following COVID staff reduction.
- [4] Reflects increased student labor to facilitate increased sales.
- [5] Reflects purchase of new Shipping Software \$9,350 for on-line sales processing.
- [6] Reinstutue travel eliminated during COVID.
- [7] Reflects increased on-line marketing and in-store promotions.
- [8] Increased credit cards fees based on FY 2023 projected sales.

FALCON LANDING
BUDGET FOR FY 2023
(Fund: 24000 / Dept: 725500)

	FY 2022 APPROVED BUDGET	FY 2023 PROPOSED BUDGET	\$ INC.	% INC.	BUDGET NOTE
REVENUE:					
Rental Income	\$ 480,320	\$ 622,275	\$ 141,955	29.55%	[1]
TOTAL REVENUE	480,320	622,275	141,955	29.55%	
EXPENSE:					
Operating Expenses					
Rental Expense	31,500	32,918	1,418	4.50%	[1]
Utilities	152,000	176,320	24,320	16.00%	[2]
Cleaning	12,731	13,113	382	3.00%	[3]
Common Areas	3,713	3,899	186	5.01%	[3]
Repairs & Maintenance	36,276	38,815	2,539	7.00%	[3]
Landscape & Snow Removal	8,359	23,359	15,000	179.45%	[4]
Administrative & Office Expense	65,894	68,135	2,241	3.40%	[5]
Management Fee	73,724	79,622	5,898	8.00%	[3]
Property Insurance	2,637	2,769	132	5.01%	[6]
Sub-total Operating Expenses	386,834	438,950	52,116	13.47%	
Fixed Expenses					
General Service Charge	27,375	27,375	-	0%	[2]
Sub-total Fixed Expenses	27,375	27,375	-	0%	
TOTAL EXPENSE	414,209	466,325	52,116	12.58%	
Revenue Over/(Under) Expense	\$ 66,111	\$ 155,950	\$ 89,839	135.89%	[7]

Notes:

- [1] Rental revenue and related expenses are based on current residents and restoration of rental units previously allocated to COVID housing.
- [2] Per FY 2023 Auxiliary Guidelines.
- [3] Reflects projected FY 2022 increased cost of goods and services.
- [4] Increase reflects landscape overhaul.
- [5] Increase reflects purchase of new PC and printer.
- [6] Property insurance & COCM liability insurance.
- [7] Any surplus generated for the year will be directed to reimburse the University for the acquisition costs and improvements.

FALCON LANDING RATE ANALYSIS FY 2023

New Resident Monthly Per Bed Rate					
Unit Type	# of Beds	FY 2022	FY 2023	\$ Increase	% Increase
One Bedroom					
10 Months	16	\$ 680	\$ 700	\$ 20	2.9%
12 Months	36	\$ 640	\$ 660	\$ 20	3.1%
Full Unit					
12 Months	40	\$ 1,085	\$ 1,120	\$ 35	3.2%

**FALCON LANDING II
BUDGET FOR FY 2023
(Fund: 25000 / Dept: 725600)**

	FY 2022 APPROVED BUDGET	FY 2023 PROPOSED BUDGET	\$ INC.	% INC.	BUDGET NOTE
<u>REVENUE:</u>					
Rental Income	\$ 43,800	\$ 47,040	\$ 3,240	7.4%	[1]
Utility Payments	4,000	4,000	-	0.0%	[2]
TOTAL REVENUE	47,800	51,040	3,240	6.8%	
<u>EXPENSE:</u>					
Operating Expenses					
Rental Expense	1,195	1,231	36	3.0%	
Utilities	13,700	17,425	3,725	27.2%	[3]
Cleaning	1,480	1,524	44	3.0%	[4]
Common Areas	1,195	1,231	36	3.0%	[4]
Repairs & Maintenance	11,942	12,300	358	3.0%	[4]
Landscape & Snow Removal	1,500	1,545	45	3.0%	[4]
Administrative & Office Expense	510	525	15	2.9%	[4]
Management Fee	11,150	11,483	333	3.0%	[4]
Property Insurance	1,115	1,148	33	3.0%	[5]
Sub-total Operating Expenses	43,787	48,412	4,625	10.6%	
Fixed Expenses					
General Service Charge	1,292	1,292	-	0%	[5]
Sub-total Fixed Expenses	1,292	1,292	-	0%	
TOTAL EXPENSE	45,079	49,704	4,625	10.3%	
Revenue Over/(Under) Expense	\$ 2,721	\$ 1,336	\$ (1,385)	-50.9%	

Notes:

- [1] See next page for Revenue Analysis.
- [2] Payments are collected from residents for gas, water and sewer.
- [3] Based on FY 2022 actual expense.
- [4] Reflects projected FY 2022 increased cost of goods and services.
- [5] Per FY 2023 Auxiliary Budget Guidelines.

Falcon Landing II
Assumptions / Input

FY 2023
Gross Potential Rent Budget

UNIT TYPE	# OF UNITS	MONTHLY RENT PER BED	LEASE TERM	GROSS POTENTIAL RENT
Unit 1	1	\$ 700.00	12	\$ 8,400
Unit 2	1	\$ 700.00	12	8,400
Unit 3	1	\$ 700.00	12	8,400
Unit 4	1	\$ 700.00	12	8,400
Unit 5	1	\$ 1,120.00	12	13,440
Totals	5			\$ 47,040

UNIT TYPE	Monthly Per Bed Rate			
	FY 2022	FY 2023	\$ Increase	% Increase
Unit 1	\$ 650.00	\$ 700.00	\$ 50.00	7.7%
Unit 2	\$ 650.00	\$ 700.00	\$ 50.00	7.7%
Unit 3	\$ 650.00	\$ 700.00	\$ 50.00	7.7%
Unit 4	\$ 650.00	\$ 700.00	\$ 50.00	7.7%
Unit 5	\$ 1,050.00	\$ 1,120.00	\$ 70.00	6.7%

STROH CENTER
BUDGET FOR FY 2023
(Fund: 21900 / Dept: 718500)

	FY 2022 RESTATED BUDGET	FY 2023 PROPOSED BUDGET	\$ INC.	% INC.	BUDGET NOTE
REVENUE:					
Facility Fee	\$ 1,630,000	\$ 1,555,000	\$ (75,000)	-4.60%	[1]
Operational Income	803,455	803,633	178	0.02%	
Other Income	4,000	4,000	0	0.00%	
TOTAL REVENUE	2,437,455	2,362,633	(74,822)	-3.07%	
EXPENSE:					
Salaries and Wages					
Contract Salaries	84,953	55,504	(29,449)	-34.66%	[2] [3]
Classified Salaries	-	34,840	34,840	100.00%	[2] [3]
Student / Temporary	70,000	92,000	22,000	31.43%	[1] [4]
Wage / Compensation Pool	2,474	3,412	937	2.75%	[1]
Sub-total Salaries & Wages	157,427	185,756	28,328	17.99%	
Employee Benefits	31,484	33,711	2,227	7.07%	[2] [3]
Sub-total Salaries, Wages and Benefits	188,911	219,466	30,555	16.17%	
Operating Expenses					
Supplies	21,200	23,000	1,800	8.49%	[6]
Travel/Professional Development	21,000	24,000	3,000	14.29%	[5]
Information and Communication	14,200	13,600	(600)	-4.23%	[6]
Repairs and Maintenance	298,000	250,500	(47,500)	-15.94%	[7]
Equipment	68,000	231,000	163,000	239.71%	[8]
Utilities	196,024	196,024	-	0.00%	
Sub-total Operating Expenses	618,424	738,124	119,700	19.36%	
Fixed Expenses					
General Service Charge	64,363	64,363	-	0.00%	[1]
Debt Service	1,977,105	1,936,827	(40,278)	(2.04%)	[1]
Insurance/Other	14,401	24,703	10,302	71.53%	[1]
Sub-total Fixed Expenses	2,055,869	2,025,893	(29,977)	-1.46%	
TOTAL EXPENSE	2,863,204	2,983,483	120,279	4.20%	
Revenue Over/(Under) Expense	\$ (425,749)	\$ (620,850)	\$ (195,101)	45.83%	

Notes:

- [1] Per FY 2023 Auxiliary Budget Guidelines.
- [2] Includes 2.5% salary increase not originally budgeted in FY 2022.
- [3] Reflects reclassification of Contract Salary to Classified Salary.
- [4] Reflects actual student wages in FY 2022.
- [5] Increase includes meals for minor officials, NCS4 staff training and meals for Anderson Club guests.
- [6] Reflects FY 2022 actual expenses.
- [7] Reflects projected FY 2022 actual recurring costs and bleacher inspection/cleaning \$19,000 and chair replacement \$27,000 previously budgeted in FY 2022 but not completed.
- [8] Increase includes new lighting and controls \$175,000, two-way radios \$26,000.

**CLUB SPORTS
BUDGET FOR FY 2023
(Fund: 20600 / Dept: 760000)**

	FY 2022 RESTATED BUDGET	FY 2023 PROPOSED BUDGET	\$ INC.	% INC.	BUDGET NOTE
REVENUE:					
Operational Income	\$ 337,225	\$ 448,355	\$ 111,130	33.0%	[1]
TOTAL REVENUE	337,225	448,355	111,130	33.0%	
EXPENSE:					
Salaries and Wages					
Contract Salaries	79,950	81,949	1,999	2.5%	
Classified Salaries	-	-	-	0.0%	
Graduate Assistants	-	-	-	0.0%	
Student / Temporary	117,721	191,309	73,588	62.5%	[1]
Wage / Compensation Pool	2,329	3,042	713	30.6%	
Sub-total Salaries and Wages	200,000	276,300	76,300	38.2%	
Employee Benefits	45,025	57,855	12,830	28.5%	
Sub-total Salaries, Wages & Benefits	245,025	334,155	89,130	36.4%	
Operating Expenses					
Supplies	10,000	15,000	5,000	50.0%	[1]
Travel/Professional Development	-	-	-	0.0%	
Communication	-	-	-	0.0%	
Repairs and Maintenance	-	-	-	0.0%	
Equipment	82,200	99,200	17,000	20.7%	[1]
Total Operating Expenses	92,200	114,200	22,000	23.9%	
TOTAL EXPENSE	337,225	448,355	111,130	33.0%	
Revenue Over/(Under) Expense	\$ -	\$ -	\$ -	0.0%	

Notes:

[1] Increase reflects the addition of new club sports programs.