

**CALIFORNIA STATE UNIVERSITY, FRESNO
UNIVERSITY AUXILIARY
2011-12 BUDGET SUMMARY**

BULLDOG FOUNDATION

| | 2010-2011 | | 2011-2012 |
|----------------|-------------------|-------------------|-------------------|
| | Initial Budget | Actual | Initial Budget |
| REVENUE | \$ 977,427 | \$ 869,009 | \$ 800,981 |

EXPENSES

Personnel

| | | | |
|-------------------------------|-------------------|-------------------|-------------------|
| Insurance Benefits | 38,816 | 37,715 | 40,225 |
| Interns/ Grad Assistants | 57,600 | 64,867 | 44,300 |
| Major Gift Officers | 117,000 | 96,278 | 139,000 |
| Payroll Taxes | 27,835 | 27,487 | 31,680 |
| Staff Salaries | 117,176 | 117,165 | 123,176 |
| Staff Auto Allowance | 1,000 | 894 | 5,000 |
| Staff Auto Stipend | 6,000 | - | 14,400 |
| Staff Retirement | 10,500 | 8,500 | 11,500 |
| Tuition and Fee Reimbursement | - | - | - |
| Total Personnel | \$ 375,927 | \$ 352,906 | \$ 409,281 |

Office Overhead

| | | | |
|------------------------------|------------------|------------------|------------------|
| Audit | \$ 20,000 | \$ 26,780 | \$ 20,000 |
| Equipment Rent & Maintenance | 3,000 | 2,887 | 3,000 |
| Insurance | 9,000 | 7,065 | 9,000 |
| Miscellaneous | 500 | 226 | 300 |
| Online charges | 2,000 | 180 | - |
| Rent | 40,000 | - | - |
| Supplies | 10,000 | 10,669 | 10,700 |
| Telephone | 4,000 | 89 | - |
| Total Office Overhead | \$ 88,500 | \$ 47,896 | \$ 43,000 |

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2011-12 BUDGET SUMMARY**

BULLDOG FOUNDATION

| | 2010-2011 | | 2011-2012 |
|--------------------------------------------------------------|-------------------|--------------------|-------------------|
| | Initial Budget | Actual | Initial Budget |
| Membership Fund Drive Expenses | | | |
| Advertising & Promotions | \$ 50,000 | \$ 49,315 | \$ 35,000 |
| Bank Card Charges | 74,000 | 62,489 | 65,000 |
| Board of Directors Meetings | 2,000 | 891 | 1,000 |
| Capital Contingency | - | - | 40,000 |
| Development Travel | 20,000 | - | 5,000 |
| Drive Member Awards | 2,500 | - | - |
| Executive Director Promotion Allowance | 1,500 | 1,790 | 1,500 |
| First Team | 1,500 | - | - |
| Football - Premium Seating | 16,000 | 17,436 | 16,000 |
| Former Athlete Reception | 500 | - | - |
| Fund Drive | 2,000 | - | 2,000 |
| Fund Raising Software | - | - | 36,700 |
| Major Gift Promotional Allowance - (Cultivation/Stewardship) | 40,000 | 64,079 | 52,000 |
| Postage | 35,000 | 27,888 | 30,000 |
| Printing | 30,000 | 22,766 | 25,000 |
| Professional Services | 9,000 | 8,214 | 9,000 |
| Scholarship Plaques | 5,000 | 2,933 | 6,500 |
| Total Membership Fund Drive Expenses | \$ 289,000 | \$ 257,801 | \$ 324,700 |
| Other Bulldog Foundation | | | |
| Athletic Facility Loan | \$ 200,000 | \$ 200,000 | \$ - |
| Bereavement/Remembrances | 500 | - | 500 |
| Conferences/Seminars/Think Tank | 3,500 | 2,093 | 3,500 |
| Reserve for Contingency | 20,000 | 19,552 | 20,000 |
| Total Other Bulldog Foundation | \$ 224,000 | \$ 221,645 | \$ 24,000 |
| Total Current Expenses | \$ 977,427 | \$ 880,248 | \$ 800,981 |
| EXCESS OF REVENUE OVER EXPENSES | \$ - | \$ (11,239) | \$ - |