

**CALIFORNIA STATE UNIVERSITY, FRESNO
UNIVERSITY AUXILIARY
2021-22 BUDGET SUMMARY**

Bulldog Foundation

	2020-21		2021-22
	Initial Budget	Actual	Initial Budget
REVENUE	\$ 1,102,732	\$ 770,673	\$ 1,122,668

EXPENSES

Personnel

Insurance Benefits	\$ 79,526	\$ 65,190	\$ 82,834
Interns/ Grad Assistants	21,667	-	20,865
Major Gift Officers	247,359	203,881	304,560
HR Contract	10,500	10,228	10,500
Cell Phone Stipend	2,680	2,280	2,880
Payroll Taxes	41,950	28,200	44,863
Staff Salaries	217,400	201,773	217,400
Staff Auto Allowance (Mileage)	12,000	2,120	12,000
Staff Retirement	20,720	16,204	20,928
Total Personnel	\$ 653,802	\$ 529,876	\$ 716,830

Office Overhead

Audit	\$ 33,256	\$ 37,454	\$ 36,256
Equipment Rent & Maintenance	2,500	1,985	2,500
Insurance	13,000	10,758	13,000
Supplies	12,000	4,840	12,000
Total Office Overhead	\$ 60,756	\$ 55,037	\$ 63,756

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Bulldog Foundation			
	2020-21		2021-22
	Initial Budget	Actual	Initial Budget
Membership Fund Drive Expenses			
Advertising & Promotions	\$ 20,000	\$ 10,618	\$ 19,000
Bank Card Charges	95,000	61,182	75,000
Board of Directors Meetings	1,750	149	1,750
Club Red	2,500	135	2,500
Donor Gifts	15,500	12,979	15,000
Executive Director Promotion Allowance	2,000	1,157	2,000
Football - Premium Seating	14,000	-	13,000
Former Athlete Outreach	4,000	-	3,000
Fund Raising Software	34,000	32,177	30,908
Major Gift Promotional Allowance - (Cultivation/Stewardship)	94,924	14,001	91,424
Postage	17,500	6,331	16,000
President Fund (Changed to Champions Circle/Green V	17,000	19,168	18,000
Printing	18,000	11,535	16,000
Professional Services	10,000	6,548	8,500
Scholarship Plaques	4,000	3,180	4,000
Touchdown Room	18,000	-	18,000
Total Membership Fund Drive Expenses	\$ 368,174	\$ 179,160	\$ 334,082
Other Bulldog Foundation			
Line of Credit	\$ 14,000	\$ 105	\$ -
Conferences/Seminars/Think Tank	1,000	71	3,000
Reserve for Contingency	5,000	6,424	5,000
Total Other Bulldog Foundation	\$ 20,000	\$ 6,600	\$ 8,000
Total Current Expenses	\$ 1,102,732	\$ 770,673	\$ 1,122,668
EXCESS OF REVENUE OVER EXPENSES	\$ -	\$ -	\$ -