

**The Agricultural Foundation
of
California State University, Fresno**

**2013-14 Annual Report
Supplemental Information
(Unaudited)**

**Approved by the Board of Directors
September 19, 2014**

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of
California State University, Fresno**

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THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY,
FRESNO

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THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
THE CALIFORNIA STATE UNIVERSITY AUXILIARY ORGANIZATION
STATEMENT OF INCOME AND EXPENSE
FOR THE YEAR ENDED JUNE 30, 2014

ENTERPRISES	SALES/ INCOME	INVENTORY 6/30/2013	PRODUCTION EXPENSES	INVENTORY 6/30/2014	NET COST OF PRODUCTION	SURPLUS/ (DEFICIT)
Administration	\$ 208,025	\$ -	\$ 208,025	\$ -	\$ 208,025	\$ -
Beef - Feedlot	120,029	20,756	135,313	29,858	126,211	(6,182)
Beef - Purebred Herd	81,783	30,600	78,018	28,700	79,918	1,865
Beef - Red Wave Classic	61,590	7,661	58,011	4,401	61,271	319
Beef - SJER	145,560	48,852	121,958	23,360	147,450	(1,890)
Dairy	922,438	193,550	1,029,830	283,694	939,687	(17,249)
Dairy Industry	354,898	63,720	357,798	59,410	362,108	(7,209)
Farm Market	686,063	52,520	699,544	50,564	701,501	(15,438)
Farm Operations	634,605	0	574,234	0	574,234	60,371
Field Crops	244,186	0	245,831	0	245,831	(1,645)
Food Processing	75,507	0	76,278	0	76,278	(771)
Horse - Hackney Horse	0	0	0	0	0	0
Horse - Quarter Horse	163,727	23,138	195,854	17,074	201,918	(38,191)
Horse - Student Horse Center	0	0	0	0	0	0
Meats Laboratory	417,762	55,870	346,503	49,825	352,548	65,214
Orchard	1,243,583	1,304	665,311	8,129	658,486	585,097
Organic Farming	0	0	0	0	0	0
Ornamental Horticulture - Floral	101,611	0	134,376	0	134,376	(32,765)
Ornamental Horticulture - Nursery	61,977	0	67,403	0	67,403	(5,426)
Poultry	71,990	0	71,990	0	71,990	0
Rodeo	0	0	0	0	0	0
Sheep	73,340	40,180	85,029	42,148	83,061	(9,721)
Swine	172,879	34,819	201,892	36,120	200,591	(27,712)
Vegetable Crops	401,436	16,467	483,305	0	499,772	(98,335)
Vineyard - Table Grapes	401,857	0	399,604	0	399,604	2,253
Vineyard-Wine Grapes	388,097	0	217,987	0	217,987	170,110
Winery	397,286	326,383	450,132	364,838	411,677	(14,391)
TOTALS	\$ 7,430,228	\$ 915,820	\$ 6,904,228	\$ 998,121	\$ 6,821,927	\$ 608,301

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
 SCHEDULE OF INVESTMENTS
 AS OF JUNE 30, 2014

INVESTMENTS	COST	MARKET VALUE 6/30/2014	DATE OF PURCHASE	MATURITY DATE	STATED RATE OF RETURN
<u>Money Markets:</u>					
Citibank	\$1,400,378	\$1,400,378			0.25%
Local Agency Investment Fund	104,913	104,913			0.22%
Total Money Markets	<u>1,505,291</u>	<u>1,505,291</u>			
<u>Long-Term Receivables:</u>					
California Dairies, Inc. Base Capital Fund	37,535	37,535			
<u>Endowment Fund:</u>					
Fresno State Foundation	737,595	831,336			12.53%
Total Investments	<u>\$2,280,421</u>	<u>\$2,374,161</u>			

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
ADMINISTRATION
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Administrative Fees	\$ 173,211	\$ 202,277	\$ 195,729
Insurance Refund	6,422	6,400	7,165
Interest Income	6,267	5,000	4,977
Miscellaneous Income	1,255	-	155
Total Income	187,155	213,677	208,025
<u>EXPENSES:</u>			
Audit:			
Certified Public Accountants	18,145	20,200	18,170
Bank Charges	2,346	1,700	2,037
Dues	1,100	1,000	1,750
Insurance	30,984	30,600	30,597
Licenses/Taxes/Fee	210	200	160
Management and Financial Services Fee	128,500	149,000	149,000
Miscellaneous	3,643	3,000	1,179
Office Supplies/Postage/Telephone	2,227	2,000	5,134
Total Expenses	187,155	207,700	208,025
NET SURPLUS/(DEFICIT)	\$ -	\$ 5,977	\$ -

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
BEEF - FEEDLOT
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Feed	\$ 72,536	\$ 80,000	\$ 51,825
Sale of Livestock	18,254	15,000	12,138
Yardage	7,084	9,000	5,362
Agricultural Operations Support	1,980	0	(1,042)
Donation Income (Non Cash)	-	0	51,746
	<hr/>		
Total Income	99,854	104,000	120,029
 <u>EXPENSES:</u>			
Payroll:			
Monthly	0	0	34,729
Student	5,857	6,500	10,187
CSUF Benefits	0	0	17,017
Total Payroll	5,857	6,500	61,933
Administrative Fees	3,665	4,820	2,668
Equipment:			
Depreciation	1,309	942	942
Rental/Repair	12,429	11,000	11,682
Feed	99,730	75,000	37,657
(Increase)Decrease in Herd Valuation	0	0	(2,411)
Miscellaneous	182	1,000	326
Purchase of Livestock	12,000	12,000	13,200
Supplies	0	0	214
	<hr/>		
Total Expenses	135,172	111,262	126,211
	<hr/>		
NET SURPLUS/(DEFICIT)	\$ (35,318)	\$ (7,262)	\$ (6,182)
	<hr/>		

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
BEEF - PUREBRED HERD
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
INCOME:			
Sale of Livestock	\$ 33,424	\$ 50,000	\$ 76,043
Other :			
Veterinary Supplies	2,005	2,000	1,580
Other	6,951	4,000	5,025
Agricultural Operations Support	1,757	0	(866)
Total Income	44,136	56,000	81,783
EXPENSES:			
Payroll:			
Student	13,507	15,000	9,525
Employee Benefits	602	2,250	0
Administrative Fees	1,587	2,600	3,180
Equipment:			
Depreciation	1,406	922	922
Rental/Repair	7,810	10,000	8,710
Exhibition/Marketing Expenses:			
Advertising	3,067	3,000	3,552
Travel	0	500	0
Feed	5,986	10,000	33,352
Livestock Expense:			
Artificial Insemination/Embryo Transfer	3,527	3,000	4,202
(Increase)/Decrease in Herd Value	(5,500)	0	1,900
Registration/Performance Programs	524	800	685
Other	1,163	500	824
Miscellaneous	1,279	700	1,208
Prospect Sales Expense	3,319	2,000	2,890
Supplies:			
Fence	256	0	0
Veterinary	5,515	7,000	3,527
Other	3,137	5,000	1,622
Transportation	0	2,000	3,038
Utilities	869	700	781
Total Expenses	48,054	65,972	79,918
NET SURPLUS/(DEFICIT)	\$ (3,918)	\$ (9,972)	\$ 1,865

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
BEEF - PUREBRED HERD
FOR THE YEAR ENDED JUNE 30, 2014

CLASSIFICATION	2011	2012	2013	2014
COWS	31.5	41	43	46
HEIFERS	31	30	62.5	51.5
BULLS	15	25	10	6
TOTAL	77.5	96.0	115.5	103.5

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERISTY, FRESNO
STATEMENT OF OPERATIONS
BEEF - RED WAVE CLASSIC
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Bedding Sales	\$ 1,395	\$ 1,500	\$ 1,325
Entry Fees	32,867	33,000	37,080
Major Sponsor	7,000	7,000	7,000
Merchandise Sales	6,075	6,000	7,200
Other Sponsors	7,060	7,500	8,985
Agricultural Operations Support	97	0	0
Total Income	54,494	55,000	61,590
<u>EXPENSES:</u>			
Administrative Fees	2,037	2,549	2,370
Advertising/Promotion	713	1,000	1,079
Awards	12,045	10,000	10,620
Bedding for Resale/Rings	1,197	1,500	1,000
Catering	2,857	2,500	2,862
CJLA Sanctioning Fees	350	400	350
Equipment Rental	1,820	1,200	1,000
Judges Travel Expense	3,239	2,000	2,108
Judging Fees	2,000	2,200	1,750
Mail Charges	496	500	0
Merchandise for Resale	10,653	8,000	10,769
Miscellaneous	1,868	1,500	5,400
Premiums	17,854	19,000	18,778
Security	1,760	1,700	1,885
Waste Disposal	1,260	1,000	1,300
Total Expenses	60,149	55,049	61,271
NET SURPLUS/(DEFICIT)	\$ (5,655)	\$ (49)	\$ 319

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
BEEF - SAN JOAQUIN EXPERIMENTAL RANGE
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Livestock:			
SJER Sales	\$ 64,735	\$ 60,000	\$ 139,521
Miscellaneous:			
Pasture Rent	22,888	20,000	6,880
Other Income	0	6,880	0
Gain/(Loss) on Sale of Equipment	0	0	448
Agricultural Operations Support	3,257	0	(1,289)
	<hr/>	<hr/>	<hr/>
Total Income	90,880	86,880	145,560
<u>EXPENSES:</u>			
Payroll:			
Non-Benefitted	20,236	0	24,372
Student	12,414	14,667	13,622
Employee Benefits	4,179	2,200	5,787
Total Payroll	36,829	16,867	43,781
Administrative Fees	3,281	4,027	5,634
Equipment:			
Depreciation	1,458	1,459	1,458
Rental/Repair	17,154	14,000	13,209
Feed	12,839	14,000	29,304
Livestock Expense:			
Artificial Insemination	2,408	300	0
Increase in Herd valuation	14,448	0	25,492
Horseshoeing/Hoof Trim	1,445	3,000	1,845
Purchase of Breeding Stock	0	10,000	7,900
Miscellaneous:			
Other	500	800	1,762
Supplies:			
Fence/Corral Repair	1,701	0	851
Propane	771	0	0
Veterinary	1,147	5,000	1,952
Other	2,376	7,500	2,528
Utilities	10,275	10,000	11,736
	<hr/>	<hr/>	<hr/>
Total Expenses	106,632	86,953	147,450
NET SURPLUS/(DEFICIT)	<hr/> <hr/> \$ (15,752)	<hr/> <hr/> \$ (73)	<hr/> <hr/> \$ (1,890)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
BEEF-SAN JOAQUIN EXPERIMENTAL RANGE
FOR THE YEAR ENDED JUNE 30, 2014

CLASSIFICATION	2011	2012	2013	2014
COMMERCIAL HERD	168	167	140	55

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
DAIRY
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	<u>2012-13</u> <u>ACTUAL</u>	<u>2013-14</u> <u>BUDGET</u>	<u>2013-14</u> <u>ACTUAL</u>
<u>INCOME:</u>			
Sale of Livestock	\$ 44,181	\$ 29,000	\$ 61,893
Sale of Products	605,258	512,000	788,300
Other Income	43,147	20,000	25,019
Donation Income (Non Cash)	0	0	55,578
Agricultural Operations Support	19,680	0	(8,352)
	<hr/>	<hr/>	<hr/>
Total Income	712,266	561,000	922,438
<u>EXPENSES:</u>			
Payroll:			
Monthly	0	0	34,621
Student	80,476	84,000	88,963
Employee Benefits	0	0	13,156
Total Payroll	<hr/>	<hr/>	<hr/>
Administrative Fees	25,933	26,002	33,678
Association Dues	586	200	747
Equipment:			
Depreciation	62,898	62,898	62,898
Rental/Lease	17,407	15,000	13,165
Rental/Repair	86,006	80,000	94,765
Exhibition/Marketing	29	100	263
Feed	485,993	377,650	542,018
Livestock Expense:			
Artificial Insemination/Embryo Transfer	11,126	12,000	14,167
Bedding	0	1,000	0
Biologicals/Antibiotics	7,419	9,000	4,354
BST	1,430	1,000	390
DHI Testing/Classification	3,637	3,500	3,434
Donation of Livestock	0	0	6,800
Hoof Trimming	380	900	1,157
(Increase)/Decrease in Herd Value	500	0	(47,470)
Purchase of Livestock	0	75,000	41,250
Registration/Classification	0	100	0
Veterinary Services	86	100	3,055
Waste Management/Nutrient	4,792	10,000	7,384
Other	(439)	500	16
Supplies:			
Cleaning	13,804	14,000	16,476
Veterinary Supplies	602	1,000	598
Other	3,442	2,700	3,799
	<hr/>	<hr/>	<hr/>
Total Expenses	806,107	776,650	939,687
	<hr/>	<hr/>	<hr/>
NET SURPLUS/(DEFICIT)	\$ (93,841)	\$ (215,650)	\$ (17,249)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
DAIRY
FOR THE YEAR ENDED JUNE 30, 2014

CLASSIFICATION	2011	2012	2013	2014
BULLS	1	0	1	0
COWS	216	228	231	269
HEIFERS	73	84	73	104
TOTAL	290	312	305	373

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
DAIRY INDUSTRY
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	<u>2012-13</u>	<u>2013-14</u>	<u>2013-14</u>
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 317,315	\$ 300,000	\$ 331,146
Agricultural Operations Support	6,531	0	(2,474)
Donation Income	1,000	0	25,940
Miscellaneous	5,011	0	286
Total Income	<u>329,857</u>	<u>300,000</u>	<u>354,898</u>
<u>EXPENSES:</u>			
Payroll:			
Monthly	0	0	15,564
Student	51,846	47,500	59,770
Employee Benefits	0	0	7,315
Total Payroll	<u>51,846</u>	<u>47,500</u>	<u>82,649</u>
Administrative Fees	12,069	13,905	12,754
Equipment:			
Depreciation	6,440	9,350	9,225
Rental/Repair	41,221	40,000	45,470
Miscellaneous:			
Inspections/Assessments	8,397	7,500	7,209
Purchased Products for Resale	77,411	76,000	85,348
Public Relations	2,220	2,500	3,746
Supplies:			
Cleaning Chemicals	3,295	3,500	3,568
Ingredients	40,393	41,000	52,902
Packaging	51,086	40,000	54,128
Miscellaneous	5,978	7,500	5,111
Total Expenses	<u>300,356</u>	<u>288,755</u>	<u>362,108</u>
NET SURPLUS/(DEFICIT)	<u>\$ 29,501</u>	<u>\$ 11,245</u>	<u>\$ (7,209)</u>

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
GIBSON FARM MARKET
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Commissions	\$ 317,908	\$ 87,500	\$ 104,736
Food Sales	0	420,000	359,797
Non-Food Sales	24,935	25,000	33,995
Olive Oil Sales	47,244	0	0
Wine Sales	204,036	240,000	194,134
Agricultural Operations Support	16,000	0	(7,182)
Donation Income (Non Cash)	108,195	0	120
Miscellaneous	9,519	0	463
	<hr/>		
Total Income	727,837	772,500	686,063
<u>EXPENSES:</u>			
Payroll:			
Benefitted	48,437	52,000	55,801
Non-Benefitted	0	18,720	0
Student	135,889	132,000	172,486
Employee Benefits	25,714	37,544	2,168
Total Payroll	210,040	240,264	230,456
Advertising	932	500	203
Contract Labor - Custodial	0	6,000	6,055
Credit Card Fees	21,617	21,900	25,848
Donations	3,297	0	319
Equipment:			
Depreciation	4,774	0	15,895
Rental/Repair	5,821	12,000	13,153
Licenses/Taxes/Fees	2,039	3,500	371
Miscellaneous	4,659	5,000	2,091
Products for Resale - Wine	138,171	144,000	123,494
Products for Resale - Food	108,387	210,000	186,124
Products for Resale - Non-Food	8,478	7,000	12,824
Products for Resale - Olive Oil	26,346	0	0
Public Relations	1,917	4,000	961
Shrinkage	3,231	6,850	1,190
Supplies	40,252	35,000	42,961
Special Events	4,975	0	3,171
UBIT Income Taxes	2,176	1,000	0
Uniforms	2,292	1,000	1,474
Utilities	10,097	24,000	34,910
	<hr/>		
Total Expenses	599,501	722,014	701,501
	<hr/>		
NET SURPLUS/(DEFICIT)	\$ 128,336	\$ 50,486	\$ (15,438)

**STATEMENT OF OPERATIONS
FARM OPERATIONS
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013**

	<u>2012-13</u> <u>ACTUAL</u>	<u>2013-14</u> <u>BUDGET</u>	<u>2013-14</u> <u>ACTUAL</u>
<u>INCOME:</u>			
Agricultural Operations Support from University	\$ 105,865	\$ 140,000	\$ 537,469
Donation Income	1,100	0	0
Endowment Income:			
Interest Income	21,436	15,000	32,023
Unrealized Gain on Securities	44,806	0	60,371
Miscellaneous	3,250	5,000	4,742
	<hr/>		
Total Income	176,457	160,000	634,605
 <u>EXPENSES:</u>			
Payroll:			
Contract Labor	8,505	10,000	7,463
Salaries/Wages	8,991	0	0
Student	126	12,000	6,773
Employee Benefits	6,391	1,800	0
Total Payroll	24,013	23,800	14,236
Equipment:			
Depreciation	23,217	21,832	21,832
Rental/Repair	25,513	40,000	17,506
Bad Debt	319	0	127
Incentive Fee Transfers	4,083	0	12,256
Infrastructure Improvements	13,543	20,000	7,517
Miscellaneous	5,724	5,000	4,190
Property Tax	2,605	3,000	0
Public Relations	1,020	4,500	1,173
Supplies	7,094	8,000	3,829
University Donations	21,280	0	486,815
Utilities	1,597	2,000	2,426
Waste Management/Nutrient	1,643	3,000	2,328
	<hr/>		
Total Expenses	131,651	131,132	574,234
	<hr/>		
NET SURPLUS/(DEFICIT)	\$ 44,806	\$ 28,868	\$ 60,371

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
FIELD CROPS
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 207,886	\$ 250,000	\$ 232,909
Agricultural Operations Support	6,590	0	(2,252)
Donation Income (Non Cash)	0	0	13,528
Total Income	214,477	250,000	244,186
<u>EXPENSES:</u>			
Payroll:			
Contract Labor	2,314	8,000	22,608
Benefitted	0	20,000	19,407
Student	21,431	12,000	15,192
Employee Benefits	0	8,750	8,073
Total Payroll	23,745	48,750	65,280
Administrative Fees	7,784	11,588	8,962
Equipment:			
Depreciation	4,457	19,124	4,457
Rental/Repair	45,878	55,000	49,682
Harvesting/Hauling	15,721	2,000	29,431
Insurance	217	300	229
Miscellaneous	0	500	0
Supplies:			
Fertilizer	49,742	55,000	36,137
Herbicides	17,172	7,000	8,072
Insecticides	4,036	6,000	11,603
Irrigation	12,000	0	194
Seeds	9,697	20,000	13,448
Soil Amendments	17,854	0	7,804
Other	16,240	5,000	221
Utilities	10,676	10,000	10,312
Total Expenses	235,219	240,262	245,831
NET SURPLUS/(DEFICIT)	\$ (20,743)	\$ 9,738	\$ (1,645)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
FOOD PROCESSING
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 20,091	\$ 35,000	\$ 31,476
Agricultural Operations Support	325	0	(383)
Donation Income (Non Cash)	0	0	44,414
	<hr/>		
Total Income	20,416	35,000	75,507
<u>EXPENSES:</u>			
Payroll:			
Benefitted	0	0	30,420
Student	2,752	7,000	8,034
Employee Benefits	0	0	13,993
Total Payroll	2,752	7,000	52,448
Administrative Fees	752	1,622	1,211
Equipment Rental/Repair	0	1,500	0
Processing Lab Charges	5,000	5,000	5,000
Supplies:			
Cleaning Chemicals	51	1,000	1,233
Ingredients	3,836	11,000	11,012
Packaging	3,602	5,000	5,374
	<hr/>		
Total Expenses	15,993	32,122	76,278
	<hr/>		
NET SURPLUS/(DEFICIT)	\$ 4,423	\$ 2,878	\$ (771)
	<hr/>		

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
HORSE - HACKNEY HORSE
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Donation from Hackney Horse Restricted Funds	\$ 4,797	\$ -	\$ -
Sale of Livestock	3,889	0	0
Total Income	8,686	0	0
<u>EXPENSES:</u>			
Payroll:			
Non-Benefitted	2,600	0	0
Employee Benefits	262	0	0
Total Payroll	2,862	0	0
Administrative Fees	146		0
Equipment:			
Exhibition/Marketing:			
Feed	1,575	0	0
Livestock Expense:			
Farrier	1,260	0	0
(Increase)Decrease in Herd Valuation	1,600	0	0
Vet Services	1,000	0	0
Supplies:			
Veterinary	1,000	0	0
Total Expenses	9,443	0	0
NET SURPLUS/(DEFICIT)	\$ (757)	\$ -	\$ -

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
HORSE - HACKNEY HORSE
FOR THE YEAR ENDED JUNE 30, 2014

CLASSIFICATION	2011	2012	2013	2014
STALLIONS	0	0	0	0
MARES	5	2	0	0
FILLIES & COLTS	1	1	0	0
GELDINGS	1	1	0	0
TOTAL	7	4	0	0

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
HORSE - QUARTER HORSE/EQUINE
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
INCOME:			
Sale of Livestock	\$ 48,941	\$ 20,000	\$ 31,550
Boarding Fees- SHC	-	30,000	22,208
Breeding	500	0	500
Equestrian Fees - SHC	0	50,000	42,892
Pen Rental	0	6,000	8,230
Other	20	1,000	474
Agricultural Operations Support	23,411	0	(1,351)
Gain/(Loss) on Sale of Equipment	0	0	(266)
Donation Income	4,595	0	59,491
	<hr/>	<hr/>	<hr/>
Total Income	77,467	107,000	163,727
EXPENSES:			
Payroll:			
Benefitted	0	0	35,631
Non-Benefitted	14,445	18,720	200
Student	0	22,100	19,424
Employee Benefits	3,034	0	19,081
Total Payroll	<hr/>	<hr/>	<hr/>
	17,479	40,820	74,336
Administrative Fees	1,852	4,959	4,073
Credit Card Fees	426	500	548
Equipment:			
Depreciation	0	7,587	7,504
Rental/Repair	7,105	9,900	8,941
Exhibition/Marketing:			
Advertising	0	500	0
Feed	18,421	49,000	55,150
Livestock Expense:			
Donation of Livestock	1,200	0	6,400
Farrier	5,360	5,000	4,660
Decrease in Herd Valuation	5,200	0	3,200
Livestock Expense	0	0	3,815
Miscellaneous	569	0	844
Registration Fees	860	700	105
Veterinary Services	3,208	700	3,350
Miscellaneous	0	1,000	0
Supplies:			
Straw/Bedding	1,046	16,000	22,020
Veterinary Supplies	2,521	3,000	2,979
Other	1,390	1,000	3,709
Utilities	316	300	284
	<hr/>	<hr/>	<hr/>
Total Expenses	66,953	140,966	201,918
	<hr/>	<hr/>	<hr/>
NET SURPLUS/(DEFICIT)	\$ 10,514	\$ (33,966)	\$ (38,191)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
HORSE - QUARTER HORSE
FOR THE YEAR ENDED JUNE 30, 2014

CLASSIFICATION	2011	2012	2013	2014
STALLIONS	6	5	4	0
MARES	12	13	12	12
FILLIES & COLTS	26	22	15	11
GELDINGS	0	4	0	0
TOTAL	44	44	31	23

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
HORSE - STUDENT HORSE CENTER
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Boarding Fees	\$ 36,602	\$ -	\$ -
Equestrian Use Fees	60,018	0	0
Other Income	859	0	0
Sale of Livestock	3,900	0	0
SFAS 116 Donated Income	0	0	0
Agricultural Operations Support	1,299	0	0
	<hr/>	<hr/>	<hr/>
Total Income	102,678	0	0
<u>EXPENSES:</u>			
Payroll:			
Non-Benefitted	1,912	0	0
Student	9,504	0	0
Employee Benefits	214	0	0
Total Payroll	<hr/> 11,630	<hr/> 0	<hr/> 0
Administrative Fees	3,796	0	0
Advertising	84	0	0
Equipment:			
Depreciation	3,661	0	0
Rental/Repair	1,489	0	0
Feed	42,271	0	0
Livestock Expense:			
Miscellaneous	96	0	0
Supplies:			
Straw/Bedding	23,080	0	0
Other Supplies	75	0	0
Utilities	0	0	0
	<hr/>	<hr/>	<hr/>
Total Expenses	86,182	0	0
	<hr/>	<hr/>	<hr/>
NET SURPLUS/(DEFICIT)	\$ 16,496	\$ -	\$ -

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
MEATS LABORATORY
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
INCOME:			
Sale of Products	\$ 195,551	\$ 175,000	\$ 245,176
Catering	2,871	5,000	850
Custom Slaughter	14,580	20,000	21,223
Product Development	43,074	20,000	31,455
Agricultural Operations Support	8,942	0	1,404
Donation Income (Non Cash)	39,528	0	114,660
Miscellaneous	1,609	12,000	2,993
Total Income	306,155	232,000	417,762
EXPENSES:			
Payroll:			
Benefitted	0	0	33,070
Student	73,908	70,000	91,197
Employee Benefits	299	700	16,535
Total Payroll	74,207	70,700	140,802
Administrative Fees	9,649	10,753	11,609
Equipment:			
Depreciation	9,000	6,048	16,669
Rental/Repair	3,318	5,000	19,052
Miscellaneous:			
Advertising	0	0	200
Dues	0	0	125
Rendering	3,380	3,500	3,200
Other	1,289	5,000	1,934
Products for Resale	59,989	28,513	73,497
Products for Catering	332	0	267
Livestock For Resale	44,782	73,320	57,572
Supplies:			
Packaging Materials	10,060	8,000	8,656
Processing Supplies	3,908	4,000	4,248
Small Equipment	1,010	500	6,351
Other	7,836	3,000	8,366
Total Expenses	228,760	218,334	352,548
NET SURPLUS/(DEFICIT)	\$ 77,395	\$ 13,666	\$ 65,214

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
ORCHARD
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 897,316	\$ 695,320	\$ 1,171,078
Other Income	6,417	0	11,287
Sale of Olive Oil (Bottled)	27,154	30,000	27,079
Agricultural Operations Support	6,141	0	(2,227)
Donation Income (Non Cash)	0	0	36,367
	<hr/>		
Total Income	937,028	725,320	1,243,583
<u>EXPENSES:</u>			
Payroll:			
Contract Labor	201,289	225,000	226,514
Benefitted	0	0	10,395
Non-Benefitted	9,024	0	19,148
Student	22,561	27,000	10,998
Employee Benefits	1,939	1,350	10,484
Total Payroll	234,813	253,350	277,539
Administrative Fees	34,856	33,619	46,540
Development Depreciation	14,097	13,086	13,086
Equipment:			
Depreciation	16,086	16,570	13,570
Rental/Repair	44,862	45,000	46,064
Harvesting/Marketing:			
Hauling	3,866	7,000	9,321
Other	15,036	25,000	22,347
Insurance	13,160	15,000	13,749
Irrigation	1,940	10,000	6,333
Miscellaneous	944	1,500	780
Products for Resale:	9,259	10,000	0
Products for Resale - Olive Oil	13,816	15,000	15,601
Supplies:			
Bees	18,000	18,000	20,400
Fertilizer	55,706	40,000	59,528
Fungicides	21,221	20,000	21,247
Herbicides	51,966	35,000	21,191
Insecticides	17,684	20,000	27,917
Other	12,025	7,000	14,205
Utilities	23,898	22,000	29,067
	<hr/>		
Total Expenses	603,235	607,125	658,486
	<hr/>		
NET SURPLUS/(DEFICIT)	\$ 333,793	\$ 118,195	\$ 585,097
	<hr/>		

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
ORGANIC FARMING
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 11,377	\$ -	\$ -
Agricultural Operations Support	1,955	0	0
Donation Income	7,937	0	0
Total Income	21,269	0	0
<u>EXPENSES:</u>			
Payroll:			
Non-Benefitted	8,324	0	0
Student	15,806	0	0
Total Payroll	24,130	0	0
Administrative Fees	426	0	0
Equipment:			
Rental/Repair	725	0	0
Miscellaneous	780	0	0
Supplies:			
Irrigation	39	0	0
Other	378	0	0
Total Expenses	26,478	0	0
NET SURPLUS/(DEFICIT)	\$ (5,209)	\$ -	\$ -

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
ORNAMENTAL HORTICULTURE - FLORAL
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	<u>2012-13</u>	<u>2013-14</u>	<u>2013-14</u>
	ACTUAL	BUDGET	ACTUAL
<u>INCOME:</u>			
Sale of Products:			
Flowers	\$ 112,686	\$ 115,000	\$ 100,302
Items/Farm Market	2,782	3,000	2,870
Other Income	1,943	0	14
Agricultural Operations Support	3,840	0	(1,575)
	<hr/>	<hr/>	<hr/>
Total Income	121,251	118,000	101,611
 <u>EXPENSES:</u>			
Payroll:			
Benefitted	36,965	35,040	29,811
Student	28,923	13,000	31,806
Employee Benefits	5,781	9,345	5,788
Total Payroll	<hr/>	<hr/>	<hr/>
Administrative Fees	4,396	5,469	3,971
Credit Card Fees	983	1,000	1,318
Equipment:			
Depreciation	1,159	0	0
Miscellaneous	476	500	468
Products for Resale -Flowers	46,666	55,000	47,178
Products for Resale-Floral Supplies	11,070	7,151	8,294
Vehicle Rental	3,529	4,000	3,729
Supplies	2,141	1,500	2,014
	<hr/>	<hr/>	<hr/>
Total Expenses	142,089	132,005	134,376
 NET SURPLUS/(DEFICIT)	 <hr/>	 <hr/>	 <hr/>
	\$ (20,838)	\$ (14,005)	\$ (32,765)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
ORNAMENTAL HORTICULTURE - NURSERY
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Greenhouse Plants(Store)	\$ 21,273	\$ 15,000	\$ 24,063
Nursery Plants	12,011	11,000	12,583
Organic Plants	2,709	3,000	2,308
Plant Rental	0	0	81
Agricultural Operations Support	2,246	0	(532)
Donation Income (Non Cash)	0	0	23,472
Other Income	3,649	3,000	2
	<hr/>	<hr/>	<hr/>
Total Income	41,888	32,000	61,977
<u>EXPENSES:</u>			
Payroll:			
Benefitted	0	0	12,968
Student	17,440	15,000	12,789
Employee Benefits	0	0	10,504
Total Payroll	<hr/>	<hr/>	<hr/>
Administrative Fees	1,484	1,483	1,502
Credit Card Fees	213	150	455
Depreciation	2,421	1,412	1,412
Equipment Rental/Repair	1,592	2,000	1,829
Miscellaneous:			
Certification/License	705	800	759
Miscellaneous	218	200	116
Office Supplies	238	200	733
Products for Resale:			
Nursery/House Plants	9,860	7,000	12,270
Supplies:			
Containers	1,290	1,000	1,306
Fertilizers	550	500	598
Herbicides	109	200	201
Insecticides/Fungicides	138	200	141
Labels	791	0	952
Perlite	18	0	0
Soil Media	1,652	1,500	1,943
Other	5,334	4,000	6,926
	<hr/>	<hr/>	<hr/>
Total Expenses	44,053	35,645	67,403
	<hr/>	<hr/>	<hr/>
NET SURPLUS/(DEFICIT)	\$ (2,165)	\$ (3,645)	\$ (5,426)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
POULTRY
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 3,838	\$ 12,000	\$ 1,973
Foster Farms Stipend	22,562	60,000	71,924
Research Projects	0	3,000	0
Agricultural Operations Support	1,522	0	(1,908)
Total Income	27,922	75,000	71,990
<u>EXPENSES:</u>			
Payroll:			
Benefitted	7,171	30,000	28,116
Student	12,838	30,000	39,914
Employee Benefits	376	1,500	1,871
Total Payroll	20,385	61,500	69,901
Administrative Fees	144	556	76
Depreciation	424	0	1,272
Equipment Rental/Repair	117	2,000	131
Supplies	5,717	10,000	609
Total Expenses	26,787	74,056	71,990
NET SURPLUS/(DEFICIT)	\$ 1,135	\$ 944	\$ -

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
RODEO
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Pen Rental	\$ 6,485	\$ -	\$ -
Agricultural Operations Support	209	0	0
Total Income	6,694	0	0
<u>EXPENSES:</u>			
Payroll:			
Student	1,024	0	0
Administrative Fees	243	0	0
Equipment:			
Depreciation	3,926	0	0
Rental/Repair	746	0	0
Livestock Expense:			
Supplies	41	0	0
Total Expenses	5,980	0	0
NET SURPLUS/(DEFICIT)	\$ 714	\$ -	\$ -

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
SHEEP
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Livestock	\$ 43,443	\$ 43,000	\$ 37,494
Other Income	719	0	0
Donation Income	100	0	36,081
Agricultural Operations Support	209	0	(235)
	<hr/>	<hr/>	<hr/>
Total Income	44,471	43,000	73,340
<u>EXPENSES:</u>			
Payroll:			
Benefitted	0	0	23,862
Student	0	4,000	784
Employee Benefits	0	0	12,169
Total Payroll	<hr/>	<hr/>	<hr/>
Administrative Fees	1,654	1,993	1,443
Depreciation	0	2,000	0
Equipment:			
Rental/Repair	2,064	3,000	4,175
Exhibition/Marketing:			
Advertising Costs	200	200	0
Feed	22,639	26,000	27,500
Livestock Expense:			
Donation Expense	100	0	50
(Increase)/Decrease in Herd Valuation	(14,755)	0	6,715
Purchase of Livestock	17,179	20,000	2,690
Shearing	0	200	785
Miscellaneous:			
Other	300	300	0
Supplies			
Bedding	206	200	547
Veterinary	3,071	1,500	2,264
Other	0	500	79
	<hr/>	<hr/>	<hr/>
Total Expenses	32,658	59,893	83,061
NET SURPLUS/(DEFICIT)	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	\$ 11,813	\$ (16,893)	\$ (9,721)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
 STATEMENT OF OPERATIONS
 SHEEP
 FOR THE YEAR ENDED JUNE 30, 2014

CLASSIFICATION	2011	2012	2013	2014
STUD RAMS	3	4	4	5
EWES	68	73	83	81
LAMBS	52	49	66	52
TOTAL	123	126	153	138

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
SWINE
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Livestock	\$ 145,732	\$ 146,500	\$ 118,371
Sale of Semen	1,294	1,500	930
Feed	90	0	0
Premiums	2,138	2,200	2,014
Other	550	0	0
Agricultural Operations Support	1,153	0	(391)
Donation Income	200	200	51,955
	<hr/>	<hr/>	<hr/>
Total Income	151,157	150,400	172,879
<u>EXPENSES:</u>			
Payroll:			
Benefitted	0	0	34,802
Student	7,207	9,000	6,081
Employee Benefits	0	1,350	17,053
Total Payroll	<hr/>	<hr/>	<hr/>
	7,207	10,350	57,936
Administrative Fees	5,609	6,971	4,668
Bad Debt Expense	0	0	450
Equipment:			
Depreciation	3,667	1,833	1,833
Rental/Repair	2,306	5,500	2,232
Feed	134,188	138,500	123,550
Livestock Expense:			
(Increase)/Decrease in Herd Valuation	5,325	0	(2,475)
Donation of Livestock	200	0	100
Purchase of Livestock	0	5,000	0
Purchase of Semen	7,509	7,500	2,373
Miscellaneous:			
Advertising	0	750	0
Dues	612	450	350
Entry Fees	208	600	1,108
Miscellaneous	0	500	75
Registrations	659	1,500	742
Veterinary Services	505	750	1
National Pork Board	282	0	209
Supplies:			
Artificial Insemination	941	1,000	400
Bedding:			
Straw	1,452	0	379
Shavings	0	0	306
Miscellaneous	1,162	750	533
Pharmaceuticals	6,797	4,000	4,492
Travel	914	1,500	1,330
	<hr/>	<hr/>	<hr/>
Total Expenses	179,543	189,954	200,591
NET SURPLUS/(DEFICIT)	<hr/>	<hr/>	<hr/>
	\$ (28,386)	\$ (39,554)	\$ (27,712)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
SWINE
FOR THE YEAR ENDED JUNE 30, 2014

<u>CLASSIFICATION</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>
HERD BOARS	10	11	7	7
BREEDING SOWS	92	100	92	90
MARKET SWINE	216	313	257	293
TOTAL	318	424	356	390

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
VEGETABLE CROPS
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 349,587	\$ 350,000	\$ 390,840
Agricultural Operations Support	7,381	0	(3,812)
Donation Income (Non Cash)	-		13,528
Miscellaneous Income	0	0	880
Total Income	356,968	350,000	401,436
 <u>EXPENSES:</u>			
Payroll:			
Contract Labor	199,128	140,000	219,249
Benefitted	0	20,000	19,407
Non Benefitted	0	0	416
Student	16,516	15,000	27,307
Employee Benefits	0	8,150	7,656
Total Payroll	215,644	183,150	274,036
Administrative Fees	13,090	16,223	15,073
Equipment:			
Depreciation	7,727	1,068	1,068
Rental/Repair	48,687	40,000	64,392
Product for Resale	(16,467)		16,467
Supplies:			
Bins	444	0	0
Fertilizers	21,227	20,000	17,785
Fungicides	232	500	417
Herbicides	14,683	11,000	9,420
Insecticides	4,482	4,000	10,676
Irrigation	14,647	15,000	17,667
Seed	30,503	25,000	32,955
Other	10,929	5,000	22,649
Utilities	15,793	17,000	17,166
Total Expenses	381,621	337,941	499,772
NET SURPLUS/(DEFICIT)	\$ (24,653)	\$ 12,059	\$ (98,335)

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
VINEYARD - TABLE GRAPES
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
INCOME:			
Sale of Products	\$ 418,918	\$ 398,885	\$ 394,157
Agricultural Operations Support	2,092	0	(1,558)
Donation Income (Non Cash)	0	0	8,368
Miscellaneous Income	773	3,000	890
Total Income	421,783	401,885	401,857
EXPENSES:			
Payroll:			
Contract Labor	130,491	132,000	213,769
Benefitted	9,375	27,000	27,697
Non-Benefitted	906	0	0
Student	2,472	12,000	17,770
Employee Benefits	3,343	10,398	14,356
Total Payroll	146,587	181,398	273,593
Administrative Fees	15,715	18,627	15,202
Equipment:			
Rental/Repair	20,820	20,000	24,188
Harvesting/Packing/Marketing	42,810	65,000	1,558
Miscellaneous:			
Crop Insurance	8,128	7,500	8,908
Laundry	1,274	1,500	1,510
Other	936	1,000	182
Supplies:			
Fertilizers	2,144	2,000	1,454
Fungicides	8,369	12,000	10,486
Growth Regulator	4,056	5,000	5,741
Herbicides	7,645	8,000	9,873
Insecticides	4,051	4,000	5,064
Irrigation	956	1,000	4,488
Packaging Materials	5,305	5,000	4,481
Soil Amendments	5,401	8,000	9,284
Trellis Repair	0	0	294
Other	2,430	3,000	8,376
Utilities	9,674	9,000	11,560
Total Expenses	286,301	352,025	396,242
SURPLUS/(DEFICIT)	135,482	49,860	5,615
NONCASH EXPENSES:			
Development Depreciation	9,678	2,943	2,943
Equipment Depreciation	457	419	419
Total Non Cash Expenses	10,135	3,362	3,362
NET SURPLUS/(DEFICIT)	\$ 125,347	\$ 46,498	\$ 2,253

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
VINEYARD - WINE GRAPES
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>INCOME:</u>			
Sale of Products	\$ 242,241	\$ 169,050	\$ 173,595
Miscellaneous Income	3,733	0	5,273
Agricultural Operations Support	2,161	0	(639)
Donation Income (Non Cash)	0	0	209,868
Total Income	248,135	169,050	388,097
<u>EXPENSES:</u>			
Payroll:			
Contract Labor	43,143	40,000	85,120
Benefitted	9,375	18,000	27,697
Non-Benefitted	906	0	0
Student	2,476	12,000	2,600
Employee Benefits	3,343	7,252	14,799
Total Payroll	59,243	77,252	130,216
Administrative Fees	9,210	7,835	6,883
Equipment:			
Rental/Repair	17,559	16,000	14,385
Harvest/Hauling	14,190	7,500	7,703
Insurance	1,581	1,500	2,310
Laundry	1,274	1,500	1,396
Miscellaneous	248	1,200	449
Supplies:			
Fertilizers	8,216	7,500	13,066
Fungicides	10,461	11,000	11,512
Herbicides	9,306	10,000	13,096
Insecticides	4,504	200	3,942
Irrigation	565	700	1,649
Other	1,070	3,000	3,685
Utilities	4,723	4,000	5,385
Total Expenses	142,150	149,187	215,679
SURPLUS/(DEFICIT)	105,985	19,863	172,418
NONCASH EXPENSES:			
Development Depreciation	2,095	1,888	1,888
Equipment Depreciation	505	419	419
Total Non Cash Expenses	2,600	2,307	2,308
NET SURPLUS/(DEFICIT)	\$ 103,385	\$ 17,556	\$ 170,110

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
WINERY
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	<u>2012-13</u>	<u>2013-14</u>	<u>2013-14</u>
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>
<u>INCOME:</u>			
Sale of Products:			
Resale	\$ 310,934	\$ 410,000	\$ 297,251
Taxable	48,890	50,000	60,702
Other Income	7,794	7,000	6,182
Public Relations	1,600	2,000	3,274
Shipping Charges	1,808	1,500	5,727
Agricultural Operations Support	4,565	0	(426)
Donation Income	23,571	29,000	24,575
	<hr/>	<hr/>	<hr/>
Total Income	399,162	499,500	397,286
<u>EXPENSES:</u>			
Payroll:			
Marketing/Sales	0	0	27,984
Winemaker	67,854	67,900	67,854
Non-Benefitted	13,128	26,000	33,176
Student	29,291	28,000	18,772
Employee Benefits	18,522	17,970	24,219
Total Payroll	<hr/>	<hr/>	<hr/>
Administrative Fees	13,833	23,059	14,232
Advertising/Public Relations	4,256	15,000	6,383
Advertising	1,627	0	8,524
Public Relations	13,184	0	3,079
Public Relations Sales Tax	19	0	33
Credit Card Fees	553	1,500	1,244
Dues/License Fees/Taxes	11,020	13,000	8,918
Equipment:			
Maintenance/Repair	28,624	36,000	23,772
(Increase)/Decrease in Wine Inventory	(64,141)	0	(37,929)
Insurance	0	500	1,545
Miscellaneous	4,012	3,500	6,962
Office Supplies/Mail/Printing Services	1,112	1,500	4,839
Postage/Freight	4,658	10,000	9,182
Shrinkage	6,692	2,498	1,014

THE AGRICULTURAL FOUNDATION OF CALIFORNIA STATE UNIVERSITY, FRESNO
STATEMENT OF OPERATIONS
WINERY
FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

	2012-13 ACTUAL	2013-14 BUDGET	2013-14 ACTUAL
<u>EXPENSES (continued):</u>			
Supplies:			
Bottles	70,202	60,000	70,064
Capsules	4,922	5,000	3,098
Chemicals/Cleaners/Gases	11,920	5,000	6,220
Concentrate/Wine	600	1,000	560
Corks	10,011	12,000	16,242
Filtering Materials	3,358	500	324
Grapes	47,905	46,000	47,083
Labels	16,476	25,000	19,063
Laboratory Supplies	1,640	0	1,057
Testing	84	200	220
Packaging Materials	17,815	10,000	9,054
Yeast/Enzymes	2,014	500	3,792
Telephone	0	500	0
Travel	0	0	236
Uniforms	0	0	33
UBIT Income Taxes	3,131	1,000	0
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Total Expenses	344,323	413,127	400,848
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SURPLUS/(DEFICIT)	54,839	86,373	(3,562)
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NONCASH EXPENSES:			
Equipment Depreciation	14,428	10,829	10,829
Total Non Cash Expenses	14,428	10,829	10,829
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NET SURPLUS/(DEFICIT)	\$ 40,412	\$ 75,545	\$ (14,391)
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