

**CALIFORNIA STATE UNIVERSITY, FRESNO
AUXILIARY
2005/06 OPERATING EXPENDITURE DETAIL**

AUXILIARY	2004/05 Initial Budget	2004/05 Actual Rev./Exp.	2005/06 Approved Budget
BULLDOG FOUNDATION			
Revenue	\$716,320	\$769,601	\$826,186
Expenditures			
Personnel			
Executive Director	\$83,000	\$83,000	\$83,000
Staff Salaries	104,800	104,790	108,400
Part Time Salaries	18,800	19,820	20,820
Payroll Taxes	18,700	19,046	19,800
Executive Director Insurance	2,500	2,500	2,500
Insurance Benefits	45,000	39,296	45,000
Executive Director Auto Allowance			1,600
Staff Auto Allowance	300	74	200
Executive Director Retirement	5,900	5,900	5,900
Staff Retirement	5,000	3,500	4,000
Staff Incentive Program	6,000	6,680	0
Sub-Total Personnel	\$290,000	\$284,606	\$291,220
Membership Fund Drive Expenses			
Printing	\$4,000	\$7,634	\$18,000
Pledge Statements	3,300	2,827	0
Postage	32,000	36,046	34,000
Newsletter-Bulldog Sports	14,000	12,219	14,000
Drive Member Awards	45,000	22,071	28,000
Advertising & Promotions	11,000	11,445	5,500
Fund Drive Report Nites/Orientation	4,700	4,979	3,000
Scholarship Plaques	7,500	5,617	5,000
Exec. Director Promotion Allow.	2,000	2,246	2,000
Member Event			4,700
Membership Recognition	550	330	1,000
Media Guides	3,500	2,634	3,500
Satellite Receptions	4,000	4,477	0
Fund Drive Kick-Off Dinner	4,300	4,728	4,000
Fund Drive Awards Banquet	100	66	500
Bank Card Charges	40,000	54,182	60,000
President Fund	3,500	2,098	2,500

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BULLDOG FOUNDATION			
Football - Premium Seating			6,500
PSL - One Year Only	30,000	0	10,000
Sub-Total Membership Fund Drive	\$209,450	\$173,599	\$202,200
Office Overhead			
Telephone	\$6,000	\$3,591	\$4,000
Supplies	7,500	6,591	6,500
Computer Expense/Training	2,500	1,369	1,000
Copier Expense	1,500	1,620	1,500
Insurance	9,000	8,480	9,000
Equip. Rent & Maint.	3,000	2,638	3,000
Audit	6,000	6,000	6,000
Miscellaneous	500	120	500
Rent	15,600	15,600	15,600
Trade-outs		(32,570)	(3,634)
Sub-Total Office Overhead	\$51,600	\$13,439	\$43,466
Other Bulldog Foundation			
Capital Improvements	\$7,500	\$7,713	\$1,500
Trustee Meeting/Gift	2,500	2,447	2,500
Lifetime Achievement Award	300	8,441	300
Conferences/Seminars/Think Tank	3,000	2,563	3,000
Reserve for Contingency	80,000	1,000	80,000
Bereavement/Remembrances	500	269	500
Homecoming	1,500	1,500	1,500
Young Bulldogs	2,000	787	0
Athletic Facility Loan		200,000	200,000
Marketing Materials	49,970	15,260	0
Panagraph Consulting	18,000	57,977	0
Sub-Total Other Expenses	\$165,270	\$297,957	\$289,300
Total Current Expenditures	\$716,320	\$769,601	\$826,186
Net Operating Income/Loss	\$0	\$0	\$0