

**CALIFORNIA STATE UNIVERSITY, FRESNO  
UNIVERSITY AUXILIARY  
2010-11 BUDGET SUMMARY**

**BULLDOG FOUNDATION**

	2009-2010		2010-2011
	Initial Budget	Actual	Initial Budget
<b>REVENUE</b>	<b>\$ 941,145</b>	<b>\$ 869,009</b>	<b>\$ 977,427</b>
<b>EXPENSES</b>			

***Personnel***

Executive Director	\$ -	\$ 88,055	\$ -
Executive Director Benefits & Retirement	-	12,500	-
Insurance Benefits	27,848	39,059	38,816
Interns/ Grad Assistants	51,556	38,867	57,600
Major Gift Officers	-	-	117,000
Major Gift Salary Supplement	35,000	-	-
Payroll Taxes	21,265	23,126	27,835
Part Time Salaries	-	11,687	-
Planned Giving Officer	35,000	-	-
Staff Salaries	177,176	179,589	117,176
Staff Auto Allowance	1,000	847	1,000
Staff Retirement	8,500	7,750	10,500
Tuition and Fee Reimbursement	-	-	6,000
<b>Total Personnel</b>	<b>\$ 357,345</b>	<b>\$ 401,480</b>	<b>\$ 375,927</b>

***Office Overhead***

Audit	\$ 6,000	\$ 15,516	\$ 20,000
Equipment Rent & Maintenance	3,000	2,457	3,000
Insurance	9,000	8,495	9,000
Miscellaneous	-	-	500
Online charges	2,000	1,020	2,000
Rent	40,000	-	40,000
Supplies	10,000	10,743	10,000
Telephone	4,000	3,133	4,000
<b>Total Office Overhead</b>	<b>\$ 74,000</b>	<b>\$ 41,364</b>	<b>\$ 88,500</b>

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<b>Membership Fund Drive Expenses</b>			
Advertising & Promotions	\$ 35,000	\$ 4,734	\$ 50,000
Bank Card Charges	74,000	73,730	74,000
Board of Directors Meetings	1,200	1,906	2,000
Development Travel	37,600	-	20,000
Drive Member Awards	10,000	18,717	2,500
Executive Director Promotion Allowance	1,500	885	1,500
First Team	1,500	369	1,500
Football - Premium Seating	13,000	11,920	16,000
Former Athlete Reception	500	-	500
Fund Drive	2,000	176	2,000
Major Gift Promotional Allowance	40,000	32,858	40,000
Membership Recognition	500	-	-
Newsletter-Bulldog Sports	4,000	7,823	-
Postage	32,000	25,989	35,000
Printing	25,000	19,635	30,000
Professional Services	1,000	115	9,000
Scholarship Plaques	5,000	9,370	5,000
<b>Total Membership Fund Drive Expenses</b>	<b>\$ 283,800</b>	<b>\$ 208,227</b>	<b>\$ 289,000</b>
<b>Other Bulldog Foundation</b>			
Athletic Facility Loan	\$ 200,000	\$ 200,000	\$ 200,000
Bereavement/Remembrances	500	-	500
Conferences/Seminars/Think Tank	3,500	2,834	3,500
Reserve for Contingency	20,000	13,484	20,000
Trustee Meeting/Gift	2,000	1,620	-
<b>Total Other Bulldog Foundation</b>	<b>\$ 226,000</b>	<b>\$ 217,938</b>	<b>\$ 224,000</b>
<b>Total Current Expenses</b>	<b>\$ 941,145</b>	<b>\$ 869,009</b>	<b>\$ 977,427</b>
<b>EXCESS OF REVENUE OVER EXPENSES</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>