Union Council
Date: 12/02/14
Time: Dinner at 5:30pm, Call to Order 6:00pm
Location: Union South – Agriculture B 3rd Floor

<table>
<thead>
<tr>
<th>Item</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Call to Order</td>
<td>6:00pm</td>
</tr>
<tr>
<td>Open Forum</td>
<td></td>
</tr>
<tr>
<td>Approve the Minutes</td>
<td>6:05</td>
</tr>
<tr>
<td>Term Limit Policy</td>
<td>6:10</td>
</tr>
<tr>
<td>WU1-1</td>
<td></td>
</tr>
<tr>
<td>Carry in Alcohol Policy</td>
<td>6:20</td>
</tr>
<tr>
<td>Reflection Room</td>
<td>6:30</td>
</tr>
<tr>
<td>Hoofers Club Constitution Change</td>
<td>6:50</td>
</tr>
<tr>
<td>Budget</td>
<td>6:55</td>
</tr>
<tr>
<td>Reports</td>
<td>7:40</td>
</tr>
<tr>
<td>Questions</td>
<td></td>
</tr>
<tr>
<td>Meeting Adjourned</td>
<td>8:00pm</td>
</tr>
</tbody>
</table>
Motion to change Hoofer Scuba Constitution

From

1) Hoofer Council Representative
Represents the Club at all meetings of the Hoofer Council or any subcommittees thereof.

2) Equipment Manager
Responsible for storage of, maintenance of, and distribution of all Club owned equipment, with the exception of the Club's boats, and affiliated materials. In addition, he/she is expected to take a complete inventory of all Club owned assets at least once per year.

3) Publicity Officer
Responsible for the creation and implementation of a unified marketing and publicity strategy for the club in general, and for the marketing and publicizing of specific Club events, classes, and trips.

4) Boat Captain ("Skipper")
Responsible for the operation and maintenance of all the Club's boats and affiliated materials.

To

1) Equipment Manager
Responsible for storage of, maintenance of, and distribution of all Club owned equipment, with the exception of the Club's boats, and affiliated materials. In addition, he/she is expected to take a complete inventory of all Club owned assets at least once per year.

2) Marketing Chair
Responsible for the creation and implementation of a unified marketing and publicity strategy for the club in general, and for the marketing and publicizing of specific Club events, classes, and trips.

3) Webmaster
Responsible for maintaining all aspects of the Hoofer's Scuba Club website. He/she will keep the website up to date with club activities. The Webmaster has the rights to update the website at his/her discretion, and should do so frequently to ensure accuracy of information.
Wisconsin Union Policy
Alcohol Consumption within Union Premises

Purpose of the policy:
Pursuant to UW-Madison Alcohol Beverage Regulations (eff. Jan. 2014), Wisconsin Union Facilities will designate allowed locations for the consumption of alcohol on Wisconsin Union premises.

Policy: Alcohol Consumption within Union Premises

Alcohol purchased in a Union dining unit may be carried throughout Union premises except into events where alcohol is already being served and specified areas within the premises. No alcohol may be carried into Parking Lot 1 and alcohol is also not permitted on boat piers, boat ramps, or the boats themselves. Alcohol served at a scheduled event must be consumed in the event area designated by staff. All students, faculty, staff, and guests must abide by the guidelines defined in the UW-Madison Alcohol Beverage Regulations.

Background:
1. Wisconsin Union premises are defined as the Memorial Union building, the Union South building and their adjacent patios, terraces, entrances and steps and walkways to their points of intersections with city sidewalks and/or University parking lots and driveways and the Wendt Engineering Library. In addition, the Lake Lab, boat piers and ramps and their adjacent walkways and boat parking areas bounded by the UW Limnology building at the west and the parking lot No. 1 lakefront access driveway at the east are also included in this definition.
2. The UW-Madison Alcohol Beverage Regulations (effective January, 2014) must be adhered to with regards to all University and RSO-sponsored events as well as individual consumption of alcohol. These regulations state “it is ordinarily inappropriate to permit service and consumption of alcohol beverages at an event primarily attended by undergraduates. For other events, alcohol beverages should only be served at events when at least 2/3 of the anticipated attendees are expected to be of the minimum legal drinking age”.

Related materials, and support documents:
University Alcohol Beverage Regulations
FR1-5
FR1-4

Date(s) of Action:

Last Date of Review: Next Required Review Date:
Reflection Room Motion

Facilities Subcommittee recommends that Union Council designate one of the meeting rooms in the East wing of Memorial Union to serve as a Reflection Room following renovations. Facilities Subcommittee also recommends that usage of the room be evaluated annually to determine if the room is being used effectively and that it remains a needed space on campus. All proposed rules of the room should be outlined clearly within the room and the room itself will remain under the management of the Wisconsin Union.

Rationale:

This room would advance the University’s commitment to the “Framework for Diversity and Inclusive Excellence” outlined by the Ad Hoc Diversity Planning Committee by creating a space within the Unions where individuals who want to reflect or meditate or pray in a religious or non-religious way, are able to practice their beliefs in relative privacy.

When considering this decision, Facilities subcommittee has considered the potential consequences of taking a meeting room offline and determined that the potential benefits of having a room within the Unions that meets this needs of the campus community and Union members in a clean, welcoming space, outweighs the consequences of diverting up to 3,000 RSO and Department meetings to academic buildings. (This number might vary depending on the size of the meeting room that would be used as the Reflection Room). Since the Union is considered the center of campus life, it would be most beneficial to have this room within the Union, a more central and welcoming location on campus than the current location of the only meditation space on campus.
Union Council Report  
Hank Walter  
Associate Director  
December 2, 2014

Much of the last month’s work has been spent on planning for Phase 2 and the budget. In order to give you more background on the budget prior to upcoming discussions, I’ve focused this month’s report on the financial returns.

Administration:

- Will be reviewing financial statement structure over the course of the year to look for ways to make them more clearly state the Union’s financial position.
- Continuing to move toward four-year replacement cycle for desktops and providing desktop support staffing at the level prior to the FY08 state budget cuts. Since ’08 we have seen a growth in the number of computers with the addition of the new Union South and the opening of several new retail units. Search to fill the new position is moving slowly through the HR system.
- Overall staffing budget (salaries, wages, and fringes) is right on budget for year-to-date (less than one-tenth of a percent under budget). $2,034,197 was for student wages for the first four months of the fiscal year.
- As a percentage of overall sales, Wiscard sales were up in August by 1.4% compared to August 2013, by 4.4% in September compared to the previous year, and by 3.1% in October. We offer a 5% discount for using Wiscard, which is partially offset by avoiding credit card transaction fees of approximately 3%. Credit cards are still the most common method of payment, but Wiscard was up to almost 26% of sales in October.

Dining:

- Dining Services was significantly off budget in October ($170,000) and down slightly from last year ($18,000). Performance margin for the month was $420,000 (October is generally one of the better months for dining services during the school year as classes are in session the entire month, so we made money, but not as much as budgeted).
- The Restaurant division was $28,000 off budget but $48,000 ahead of last year’s results. We had projected a significant increase because of a number of factors, including the one-account Wiscard. Memorial Union restaurants made budget, but others did not.
- The Markets & Cafés division was $48,000 behind budget and $6,000 (3%) behind last year. Net was $208,000. The two units with the best margin were Prairie Fire coffeehouse and Badger Market at Union South.
- Catering & Conference Centers were off significantly for the month, compared to last October and budget. The margin was $29,000 behind last year and $64,000 behind last year.
- The above figures are all for the month of October only. For Fiscal Year 2014-15 Year-To-Date (July 1-October 31) Dining Services’ margins are running $30,000 ahead of budget and $233,295 ahead of last year at the same point in time. So the disappointing returns in October (compared to budget) almost wiped out the positive returns for Dining Services in July and August.
Facilities

- Continuing with little projects to tweak things that weren’t included in Phase 1, purchase and installation of new equipment, or unforeseen circumstances.
- Preparation for updating/remodeling of warehouse, move of the Memorial Union kitchen, smaller capital projects, etc. Have received approval to submit small projects directly to the State Division of Facilities Development, which will save time.
- Grand Staircase Project: Completion is dependent on weather, but projected for early January.
- Still working through issues with Shannon Hall HVAC.
- Facilities area was almost exactly on budget for the month, although the

Program & Leadership Development

- Outdoor UW revenue is on budget ($56k year-to-date); that partially subsidizes the cost of support to the Hoofer clubs, Basecamp, and the rental operation itself. The Theater season is on budget, but Theater operations are $35,000 off budget. Theater Operations includes RSO and campus and community events.
DIRECTORATE AND PROGRAMMING

- Continuing to send out weekly email updates with events from the committees to all students on campus. This has proven to be fairly successful and we’ve seen turnout at some of our events benefit from these emails.

- Coordinated the development of new proposed logos for the WUD committees. One thing we’d discussed in the past is how to better brand ourselves as one organization. Marketing generated different renderings for new logos and we presented them to directorate as an option.

- Currently working with Marketing to have brochures, posters, promotional items, and a trifold designed to promote WUD in general.
  - We’ve received the building banners, brochures, and the posters.

- Met with Union Marketing to create a plan for branding WUD in the Unions. We’re currently working on coming up with a detailed proposal of what that might look like.
  - This involves having Marketing create renderings and working with individual committees.

SHARED GOVERNANCE AND UNION COUNCIL

- Facilities subcommittee had its third meeting on November 10th. We heard a presentation of the proposed Meditation room, a presentation for the proposed plan for replacing the sailing piers, and had discussed the Alcohol policy and what that should look like.
  - We had 15 people at the meeting. Two dining service representatives, 5 committees represented as well as two Hoofers clubs. We’re hoping to have more student representation and more representation from Facilities staff at the next meeting.
• The fourth Facilities meeting will take place on December 1st and will involve further discussion on the alcohol policy.

**LOOKING FORWARD**

• Currently working on a branding project with Union Marketing to explore how WUD can better be represented in both of the Unions.
  o The goal of this is to increase the visibility of the WUD brand and of the individual committees.
  o This also involves working with WUD Film to explore the UW archives and Wisconsin Historical Society archives to come up with old materials and photos to use in the Marquee lounge.
• Will continue in the process of updating the website, ordering marketing materials, and working with individual committees to provide support.
• Will be collaborating with Wheelhouse Studios in order to provide a photography class for ADs and committee members in order to ensure that individual committees are able to capture good quality photos at events.
• Will continue working with Union Marketing to finalize the logo drafts and we’ll make final decisions on whether to change to logos and what the changes might look like at the next directorate meetings.
# Wisconsin Union

## Income Statement - Revenue/Expense

**Year to Date**

**As of October 31, 2014**

### REVENUE

**Direct Operating Revenue**

<table>
<thead>
<tr>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Current Actual</th>
<th>Prior CS %</th>
<th>Current CS %</th>
<th>VARIANCE %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restaurants</td>
<td>$3,917,063</td>
<td>$4,150,365</td>
<td>$4,496,744</td>
<td>23.4%</td>
<td>23.3%</td>
</tr>
<tr>
<td>Markets &amp; Cafes</td>
<td>2,404,278</td>
<td>2,726,182</td>
<td>2,645,157</td>
<td>14.3%</td>
<td>15.3%</td>
</tr>
<tr>
<td>WU Catering</td>
<td>1,791,798</td>
<td>1,754,500</td>
<td>1,854,632</td>
<td>10.7%</td>
<td>9.9%</td>
</tr>
<tr>
<td>Conf Center Catering</td>
<td>415,504</td>
<td>406,074</td>
<td>434,604</td>
<td>2.5%</td>
<td>2.3%</td>
</tr>
<tr>
<td>Retail</td>
<td>815,798</td>
<td>835,435</td>
<td>871,047</td>
<td>4.9%</td>
<td>4.7%</td>
</tr>
<tr>
<td>Programs</td>
<td>544,843</td>
<td>1,107,411</td>
<td>1,098,958</td>
<td>3.3%</td>
<td>6.2%</td>
</tr>
</tbody>
</table>

**Indirect Revenue**

- **Commissions**
  - Prior Actual: 134,509
  - Current Budget: 136,460
  - Current Actual: 136,460
  - Prior CS %: 0.8%
  - Current CS %: 0.8%
  - VARIANCE %: 0.8%

- **Rentals**
  - Prior Actual: 220,154
  - Current Budget: 213,374
  - Current Actual: 174,575
  - Prior CS %: 1.3%
  - Current CS %: 1.2%
  - VARIANCE %: 1.0%

- **Service Revenue**
  - Prior Actual: 313,802
  - Current Budget: 361,528
  - Current Actual: 360,570
  - Prior CS %: 1.9%
  - Current CS %: 2.0%
  - VARIANCE %: 1.5%

- **Reimbursements**
  - Prior Actual: 18,296
  - Current Budget: 28,100
  - Current Actual: 30,858
  - Prior CS %: 0.1%
  - Current CS %: 0.2%
  - VARIANCE %: 68.7%

**Total Indirect Revenue**

- Prior Actual: 686,761
- Current Budget: 739,462
- Current Actual: 702,463
- Prior CS %: 4.1%
- Current CS %: 4.2%
- VARIANCE %: 2.3%

**Net Operating Revenue**

- Prior Actual: 10,576,045
- Current Budget: 11,719,429
- Current Actual: 12,103,605
- Prior CS %: 63.1%
- Current CS %: 65.8%
- VARIANCE %: 14.4%

### EXPENSES

**Cost of Goods Sold**

- **Food**
  - Prior Actual: 3,434,952
  - Current Budget: 3,671,601
  - Current Actual: 3,881,484
  - Prior CS %: 20.1%
  - Current CS %: 19.3%
  - VARIANCE %: 18.9%

- **Retail Merchandise**
  - Prior Actual: 28,946
  - Current Budget: 27,869
  - Current Actual: 33,940
  - Prior CS %: 1.3%
  - Current CS %: 1.2%
  - VARIANCE %: 0.2%

**Total Cost of Goods Sold**

- Prior Actual: 3,463,898
- Current Budget: 3,699,470
- Current Actual: 3,915,424
- Prior CS %: 20.7%
- Current CS %: 20.8%
- VARIANCE %: 21.5%

**Direct Op Expenses**

- **Salaries, Wages, Fringes**
  - Prior Actual: 2,856,443
  - Current Budget: 2,983,278
  - Current Actual: 3,054,485
  - Prior CS %: 17.0%
  - Current CS %: 16.8%
  - VARIANCE %: 16.8%

- **Supplies & Services**
  - Prior Actual: 1,213,303
  - Current Budget: 1,631,686
  - Current Actual: 1,723,387
  - Prior CS %: 7.2%
  - Current CS %: 9.2%
  - VARIANCE %: 9.5%

**Depreciation - Equipment**

- Prior Actual: 109,003
  - Current Budget: 119,608
  - Current Actual: 124,625
  - Prior CS %: 0.7%
  - Current CS %: 0.7%
  - VARIANCE %: 15.622

**Total Direct Op Expenses**

- Prior Actual: 4,178,749
- Current Budget: 4,734,572
- Current Actual: 4,902,497
- Prior CS %: 24.9%
- Current CS %: 26.6%
- VARIANCE %: 27.0%

**Support Services**

- **Salaries, Wages, Fringes**
  - Prior Actual: 1,066,580
  - Current Budget: 1,166,600
  - Current Actual: 1,104,370
  - Prior CS %: 6.4%
  - Current CS %: 6.6%
  - VARIANCE %: 6.1%

- **Supplies & Services**
  - Prior Actual: 235,501
  - Current Budget: 374,658
  - Current Actual: 345,782
  - Prior CS %: 1.4%
  - Current CS %: 2.1%
  - VARIANCE %: 1.9%

**Depreciation - Equipment**

- Prior Actual: 100
  - Current Budget: 2,900
  - Current Actual: (100)
  - Prior CS %: 0.0%
  - Current CS %: 0.0%
  - VARIANCE %: (100.0%)

**Total Support Services**

- Prior Actual: 1,319,854
- Current Budget: 1,560,558
- Current Actual: 1,475,890
- Prior CS %: 7.9%
- Current CS %: 8.8%
- VARIANCE %: 8.1%
### Wisconsin Union
#### Income Statement - Revenue/Expense
##### Year to Date
##### As of October 31, 2014

<table>
<thead>
<tr>
<th>Facilities</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior Actual</th>
<th>Current Actual</th>
<th>Prior CS %</th>
<th>Budget CS %</th>
<th>Current CS %</th>
<th>Prior Year Variance</th>
<th>Prior Budget Variance</th>
<th>Budget %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries, Wages, Fringes</td>
<td>$1,716,519</td>
<td>$1,816,259</td>
<td>$1,731,657</td>
<td>10.2%</td>
<td>10.2%</td>
<td>9.5%</td>
<td>$15,138</td>
<td>0.9%</td>
<td>($84,602)</td>
<td>(4.7%)</td>
</tr>
<tr>
<td>Supplies &amp; Services</td>
<td>400,247</td>
<td>429,923</td>
<td>429,627</td>
<td>2.4%</td>
<td>2.4%</td>
<td>2.4%</td>
<td>29,380</td>
<td>7.3%</td>
<td>(296)</td>
<td>(0.1%)</td>
</tr>
<tr>
<td>Depreciation - Equipment</td>
<td>138,868</td>
<td>141,719</td>
<td>143,793</td>
<td>0.8%</td>
<td>0.8%</td>
<td>0.8%</td>
<td>4,925</td>
<td>3.6%</td>
<td>2,074</td>
<td>1.5%</td>
</tr>
</tbody>
</table>

**Total Facilities Expenses**: 2,255,634

<table>
<thead>
<tr>
<th>Programs &amp; Leadership</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior Actual</th>
<th>Current Actual</th>
<th>Prior CS %</th>
<th>Budget CS %</th>
<th>Current CS %</th>
<th>Prior Year Variance</th>
<th>Prior Budget Variance</th>
<th>Budget %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries, Wages, Fringes</td>
<td>305,616</td>
<td>304,930</td>
<td>299,389</td>
<td>1.8%</td>
<td>1.7%</td>
<td>1.6%</td>
<td>(6,227)</td>
<td>(2.0%)</td>
<td>(5,541)</td>
<td>(1.8%)</td>
</tr>
<tr>
<td>Supplies &amp; Services</td>
<td>198,911</td>
<td>258,506</td>
<td>236,047</td>
<td>1.2%</td>
<td>1.5%</td>
<td>1.3%</td>
<td>37,136</td>
<td>18.7%</td>
<td>(22,459)</td>
<td>(8.7%)</td>
</tr>
<tr>
<td>Depreciation - Equipment</td>
<td>2,234</td>
<td>9,788</td>
<td>3,958</td>
<td>0.0%</td>
<td>0.1%</td>
<td>0.0%</td>
<td>1,724</td>
<td>77.2%</td>
<td>(5,830)</td>
<td>(59.6%)</td>
</tr>
</tbody>
</table>

**Total Program Expenses**: 506,761

<table>
<thead>
<tr>
<th>Depreciation &amp; Major Repairs/Maintenance</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior CS %</th>
<th>Budget CS %</th>
<th>Current CS %</th>
<th>Prior Year Variance</th>
<th>Prior Budget Variance</th>
<th>Budget %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Major Rprs/Mnt - Equip</td>
<td>4,432</td>
<td>4,432</td>
<td>4,432</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Major Rprs/Mnt - Bldg</td>
<td>165,468</td>
<td>247,632</td>
<td>247,632</td>
<td>1.0%</td>
<td>1.4%</td>
<td>1.4%</td>
<td>82,164</td>
<td>49.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Def Bldg Exp - UBP</td>
<td>965,984</td>
<td>665,800</td>
<td>665,800</td>
<td>5.8%</td>
<td>3.7%</td>
<td>3.7%</td>
<td>(300,184)</td>
<td>(41.1%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation - Bldg</td>
<td>120,518</td>
<td>195,336</td>
<td>128,641</td>
<td>0.7%</td>
<td>1.1%</td>
<td>0.7%</td>
<td>202,723</td>
<td>(66,695)</td>
<td>(34.1%)</td>
<td></td>
</tr>
</tbody>
</table>

**Total Depr & Major Repairs/Maintenance**: 1,256,402

<table>
<thead>
<tr>
<th>Utilities, Taxes &amp; Insurance</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior CS %</th>
<th>Budget CS %</th>
<th>Current CS %</th>
<th>Prior Year Variance</th>
<th>Prior Budget Variance</th>
<th>Budget %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unemployment Compensation</td>
<td>4,769</td>
<td>6,400</td>
<td>5,748</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>979</td>
<td>20.5%</td>
<td>(652)</td>
<td>(10.2%)</td>
</tr>
<tr>
<td>Worker's Compensation</td>
<td>44,600</td>
<td>26,068</td>
<td>26,068</td>
<td>0.3%</td>
<td>0.1%</td>
<td>0.1%</td>
<td>(18,532)</td>
<td>(41.6%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Telephone</td>
<td>30,700</td>
<td>28,800</td>
<td>28,800</td>
<td>0.2%</td>
<td>0.2%</td>
<td>0.2%</td>
<td>(1,900)</td>
<td>(6.2%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insurance - Property</td>
<td>18,932</td>
<td>41,600</td>
<td>41,600</td>
<td>0.1%</td>
<td>0.2%</td>
<td>0.2%</td>
<td>22,668</td>
<td>119.7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Heating/Cooling</td>
<td>45,456</td>
<td>46,468</td>
<td>42,947</td>
<td>0.3%</td>
<td>0.3%</td>
<td>0.3%</td>
<td>(5,521)</td>
<td>(7.6%)</td>
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</tr>
<tr>
<td>Electricity</td>
<td>56,159</td>
<td>56,532</td>
<td>57,811</td>
<td>0.3%</td>
<td>0.3%</td>
<td>0.3%</td>
<td>1,652</td>
<td>2.9%</td>
<td>1,279</td>
<td>2.3%</td>
</tr>
<tr>
<td>Water &amp; Sewer</td>
<td>45,456</td>
<td>46,468</td>
<td>42,947</td>
<td>0.3%</td>
<td>0.3%</td>
<td>0.3%</td>
<td>(2,509)</td>
<td>(5.5%)</td>
<td>(3,521)</td>
<td>(7.6%)</td>
</tr>
<tr>
<td>Trash Removal</td>
<td>45,456</td>
<td>46,468</td>
<td>42,947</td>
<td>0.3%</td>
<td>0.3%</td>
<td>0.3%</td>
<td>(2,509)</td>
<td>(5.5%)</td>
<td>(3,521)</td>
<td>(7.6%)</td>
</tr>
</tbody>
</table>

**Total Utilities, Taxes & Insurance**: 250,148

<table>
<thead>
<tr>
<th>State/ UW Assessments</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior CS %</th>
<th>Budget CS %</th>
<th>Current CS %</th>
<th>Prior Year Variance</th>
<th>Prior Budget Variance</th>
<th>Budget %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Municipal Services</td>
<td>35,700</td>
<td>31,600</td>
<td>31,600</td>
<td>0.2%</td>
<td>0.2%</td>
<td>0.2%</td>
<td>(4,100)</td>
<td>(11.5%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Utility Assessments</td>
<td>89,968</td>
<td>80,936</td>
<td>80,936</td>
<td>0.5%</td>
<td>0.5%</td>
<td>0.5%</td>
<td>(9,032)</td>
<td>(10.0%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>UW Assessments</td>
<td>468,091</td>
<td>388,164</td>
<td>388,164</td>
<td>2.8%</td>
<td>2.2%</td>
<td>2.1%</td>
<td>(79,927)</td>
<td>(17.1%)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Total State/ UW Assessments**: 593,759

<table>
<thead>
<tr>
<th>Other Expenses</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior Actual</th>
<th>Current Budget</th>
<th>Prior CS %</th>
<th>Budget CS %</th>
<th>Current CS %</th>
<th>Prior Year Variance</th>
<th>Prior Budget Variance</th>
<th>Budget %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debt Svc UBP/WU</td>
<td>1,739,684</td>
<td>2,039,900</td>
<td>2,100,728</td>
<td>10.4%</td>
<td>11.5%</td>
<td>11.6%</td>
<td>361,044</td>
<td>20.8%</td>
<td>60,828</td>
<td>3.0%</td>
</tr>
<tr>
<td>Misc - SWF, S&amp;S</td>
<td>124,555</td>
<td>185,031</td>
<td>94,838</td>
<td>0.7%</td>
<td>1.0%</td>
<td>0.9%</td>
<td>(29,717)</td>
<td>(23.9%)</td>
<td>(90,193)</td>
<td>(48.7%)</td>
</tr>
<tr>
<td>Reimbursements</td>
<td>18,296</td>
<td>28,100</td>
<td>32,298</td>
<td>0.1%</td>
<td>0.2%</td>
<td>0.2%</td>
<td>14,002</td>
<td>76.5%</td>
<td>14,198</td>
<td>4.9%</td>
</tr>
</tbody>
</table>

**Total Other Expenses**: 1,882,535

**Total Expenses**: 15,707,740

**Net Income/(Loss)**: 1,053,294

<table>
<thead>
<tr>
<th>Prior Year Variance</th>
<th>Prior Budget Variance</th>
<th>Budget %</th>
</tr>
</thead>
<tbody>
<tr>
<td>(35,042)</td>
<td>(3.3%)</td>
<td>286,227</td>
</tr>
</tbody>
</table>
# Income Statement Snapshot

**As of October 31, 2014**

<table>
<thead>
<tr>
<th>Revenue Category</th>
<th>Current Budget</th>
<th>Current Actual</th>
<th>Budget Variance</th>
<th>Prior Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OPERATIONS &amp; PROGRAMS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail Dining</td>
<td>$6,876,547</td>
<td>$7,141,901</td>
<td>$265,354</td>
<td>$6,321,341</td>
</tr>
<tr>
<td>Catering</td>
<td>2,160,574</td>
<td>2,289,236</td>
<td>128,662</td>
<td>2,070,301</td>
</tr>
<tr>
<td>Facility Rentals &amp; Fees</td>
<td>1,271,179</td>
<td>1,269,610</td>
<td>(1,569)</td>
<td>1,352,976</td>
</tr>
<tr>
<td>Programs</td>
<td>1,107,411</td>
<td>1,098,958</td>
<td>(8,453)</td>
<td>544,843</td>
</tr>
<tr>
<td><strong>SUBTOTAL OPS&amp;PROG</strong></td>
<td>11,415,711</td>
<td>11,799,705</td>
<td>383,994</td>
<td>10,426,461</td>
</tr>
<tr>
<td><strong>SEG FEES - WU</strong></td>
<td>3,443,100</td>
<td>3,443,100</td>
<td></td>
<td>3,368,868</td>
</tr>
<tr>
<td><strong>SEG FEES - UBP</strong></td>
<td>2,458,072</td>
<td>2,458,068</td>
<td>(4)</td>
<td>2,441,100</td>
</tr>
<tr>
<td>Partnership/Wiscard Re</td>
<td>273,868</td>
<td>247,357</td>
<td>(26,511)</td>
<td>341,170</td>
</tr>
<tr>
<td>Campus/Other Reimbursements</td>
<td>179,628</td>
<td>183,606</td>
<td>3,978</td>
<td>152,670</td>
</tr>
<tr>
<td>Membership &amp; Misc</td>
<td>38,402</td>
<td>50,973</td>
<td>12,571</td>
<td>30,764</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>17,808,781</td>
<td>18,182,809</td>
<td>374,028</td>
<td>16,761,033</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses Category</th>
<th>Current Budget</th>
<th>Current Actual</th>
<th>Budget Variance</th>
<th>Prior Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COST OF GOODS SOLD</strong></td>
<td>3,699,470</td>
<td>3,915,424</td>
<td>215,954</td>
<td>3,463,898</td>
</tr>
<tr>
<td><strong>DIRECT OP EXPENSES</strong></td>
<td>4,821,026</td>
<td>5,025,255</td>
<td>204,229</td>
<td>4,261,207</td>
</tr>
<tr>
<td><strong>SUPPORT SERVICES</strong></td>
<td>1,474,105</td>
<td>1,353,132</td>
<td>(120,973)</td>
<td>1,237,397</td>
</tr>
<tr>
<td><strong>FACILITIES</strong></td>
<td>2,387,901</td>
<td>2,305,077</td>
<td>(82,824)</td>
<td>2,255,634</td>
</tr>
<tr>
<td><strong>PROGRAMS &amp; LEADERSHIP</strong></td>
<td>573,224</td>
<td>539,394</td>
<td>(33,830)</td>
<td>506,761</td>
</tr>
<tr>
<td><strong>DEPRECIATION/BUILDINGS</strong></td>
<td>195,336</td>
<td>128,641</td>
<td>(66,695)</td>
<td>120,518</td>
</tr>
<tr>
<td><strong>MAJOR REPRS/BLDGS &amp; EQ</strong></td>
<td>917,864</td>
<td>917,864</td>
<td></td>
<td>1,135,884</td>
</tr>
<tr>
<td><strong>UTILITIES/TAXES/INS/TELEPHONY</strong></td>
<td>254,100</td>
<td>251,206</td>
<td>(2,894)</td>
<td>250,148</td>
</tr>
<tr>
<td><strong>STATE/UW ASSESSMENTS</strong></td>
<td>500,700</td>
<td>500,700</td>
<td></td>
<td>593,759</td>
</tr>
<tr>
<td><strong>INTEREST EXPENSE/BOND</strong></td>
<td>2,039,900</td>
<td>2,100,728</td>
<td>60,828</td>
<td>1,739,684</td>
</tr>
<tr>
<td><strong>OTHER &amp; OFFSETTING EXPENSE</strong></td>
<td>213,131</td>
<td>127,136</td>
<td>(85,995)</td>
<td>142,851</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSE</strong></td>
<td>17,076,757</td>
<td>17,164,557</td>
<td>87,800</td>
<td>15,707,741</td>
</tr>
</tbody>
</table>

| Net Income/(Loss)                | 732,024        | 1,018,252      | 286,228         | 1,053,292    |