

## Wisconsin Union Council

**Date:** 1.30.14

**Time:** 5:30 pm

**Location:** Union South – Agriculture (3<sup>rd</sup> Floor)

**Food:** Dinner will be served at 5:30 pm



<b>5:30 pm</b>	<b>Dinner</b>	
<b>6:00 pm</b>	<b>Call to Order</b> <ul style="list-style-type: none"><li>❖ Approval of Minutes from 12.5 Meeting</li></ul>	All
<b>6:15 pm</b>	<b>Open Forum</b>	Any Union Members
<b>6:25 pm</b>	<b>Updates &amp; Discussion Items</b> <ul style="list-style-type: none"><li>❖ WI Experience Bus Trip</li><li>❖ Selection Training</li><li>❖ Nominations Interest</li></ul>	Jake H. / Emily P. / Neil D. Andrew B. Neil D.
<b>7:00 pm</b>	<b>Decision Items</b> <ul style="list-style-type: none"><li>❖ Wisconsin Union Budget <i>Seeking approval for 2014-2015 budget proposal</i></li><li>❖ WUD Positions Description Changes <i>Seeking approval of changes made to WUD Director and Summer positions</i></li></ul>	Hank W. Annie P.
<b>7:30 pm</b>	<b>Reports</b> <ul style="list-style-type: none"><li>❖ President</li><li>❖ VP Program Administration</li><li>❖ VP Public Relations</li><li>❖ VP Leadership Development</li><li>❖ Secretary</li><li>❖ Treasurer</li><li>❖ ASM Chair</li></ul>	Neil Damron Gary Filipp Andrew Bulovsky Annie Paul Mark Guthier Hank Walter David Gardner

**Union Council**  
**2013-2014 Minutes**  
Meeting Date: December 5, 2013

<b>MEMBERS</b>			
		Nick Checker, ASM Rep	
Neil Damron, President	X	Maria Giannopolus, ASM Rep	X
Gary Filipp, VP-Program Admin	X	Sean McNally, ASM Rep	X
Andrew Bulovsky, VP-Public Relations	X	William Lipske, Staff Rep	X
Annie Paul, VP-Leadership Development	X	Peter Lipton, Faculty Rep	
Mark Guthier, Secretary	X	Jeff Haupt, Alumni Rep	
Hank Walter, Treasurer	X	Juli Aulik, Alumni Rep	X
Bill Mulligan, WUD Rep	X	Lori Berquam, Dean of Students	
David Gardner, ASM Chair	X	Susan Dibbell, Asst Director-Social Ed	X

Guests: Frances Theisen, Riding Club President, Nathalie McFadden, Director's Office Assistant

<b>TOPIC</b>	<b>DISCUSSION</b>	<b>ACTION</b>
<b>Call to Order</b>	Mr. Damron called the meeting to order at 6:01 p.m.	
<b>Approval of Minutes</b>	A <b>motion</b> was made to approve the minutes from the 11/14/13 meeting. Motion seconded. All approved.	<b>Motion Passed</b>
<b>Riding Club Update</b>	<p>Ms. Theisen began by stating her two goals: working on sustainability and financial stability. Last year, lesson prices were raised and this year they worked with MUBA to develop a mortgage rate. The Riding Club is also working on turnover with students. Every student must find someone to take their position on the board when they leave. The club has also looked at a mission statement and values, which have been reworked to truly describe the club and the passion the members feel for it.</p> <p>They are planning to meet with MUBA representatives to work on the lease for the stable property to see what MUBA and the Riding club are responsible for, as well as working on the mortgage rate negotiation. Last year, MUBA agreed to pay off the mortgage faster which will cost the club less in the long run.</p> <p>An outdoor arena was built last year and they produced the largest show in the club's history. During last fiscal year, four new horses were donated and the club sold a couple. They currently have the maximum of 18 and there are a couple for sale now. Over the summer, Union facilities staff helped the farm get up to speed on safety and health, which has been fantastic.</p> <p>The stable manager position is currently vacant, however three qualified candidates have interviewed. One person stood out, and will be brought in on January 13<sup>th</sup>. She noted that it is hard to function without a barn manager.</p> <p>Mr. McNally asked Ms. Theisen to define horsemanship. She stated that horsemanship involves human and horse communication and handling; it creates a partnership. Mr. Guthier asked if there is anything Union Council can do to help. Ms. Theisen said there are many things that the club wants to work on; if they think of anything that Union Council can help with she will let the council know.</p>	

**Union Budgetary  
Concerns 2014-  
2015**

Mr. Damron noted that this is a discussion, not a decision item. Individuals can state what the Union should be aware of during this process. Mr. Gardner asked about the process. Mr. Walter stated the process begins with campus, who gives the Union info regarding how much we can expect for a budget. We then go to all of the 25 different managers and they build a budget from the bottom up, month by month, day by day. That gets rolled up in a computer program. Mr. Walter and Mr. Guthier spend 2.5-3 days in early January meeting with every manager. He noted that this is not just talking about pennies; it is also talking about implications. Gradually, an overall budget is developed which has to fit in with campus guidelines.

The budget then goes to the Union Council Administrative sub-committee, and then to Union Council for approval. Following approval, the budget goes to SSFC for comments which get sent to the chancellor. The chancellor either approves or disapproves and then it is sent to the Board of Regents. Mr. Guthier and Mr. Walter will come out of the staff budgeting process with recommendations which are a reflection of the Union Budget. Mr. Walter noted that segregated fees are divided into two sections: building ready for use, and general business operating funds.

The facilities area is the primary area in which expenses are increasing. There is no target now, however campus tries to come in with an increase level at or below 3%, and that is generally the guideline that the Union follows. Mr. Walter noted that this will be an interesting budget year because it is largely dependent on what the State Building Commission decides in terms of closing portions of the Memorial Union during this fiscal year. No full time permanent staff will lose their job. There will be some expenses that we don't have normally, and that is still being figured out right now. Mr. Walter stated that they don't anticipate asking for more than 3%, but this will be a very interesting budget year.

Ms. Giannopoulos asked that the budget materials be sent out a week ahead of the meeting. She went on to say that she believes that the chief reveler, the marketing director and production manager for Revelry should receive some sort of compensation for their time and energy.

Mr. Gardner asked if there were ways to communicate with the Administration sub-committee. Mr. Filipp stated that he would put Mr. Gardner on the list serve. Mr. Damron asked if anyone else had concerns they would like to share for this process. Mr. Walter noted that the play circle will open next fall and if we want it to be successful it will cost more money to operate than the old one. He also mentioned that the Union is understaffed in IT. Many departments have struggled with unmet IT needs. These are the kinds of items that we need to consider. Ms. Giannopoulos stated that the play circle needs to be kicked off right. There should be events geared at alumni. Money should be given to a student event planner to give the play circle an identity of its own and to promote arts on campus. Mr. Filipp noted that in addition to the current IT state, investing in software infrastructure to support the business needs is also needed, and it could help with future budget decisions. Mr. Gardner asked if the IT services were in-house. Mr. Guthier stated that some are provided by the Division of Information Technology, which is almost always used for development work. Other services are provided in-house. Mr. Damron asked for other points or suggestions. Mr. Gardner

<p><b>Upcoming Union Council Dates</b></p> <p><b>Decision Items:</b></p> <p><b>Union Council Selection Policy Seeking approval of changes to Policy SE3-9 and procedures SE3-9a &amp; SE3-9b</b></p> <p><b>WUD structural and budgetary changes 2014-2015</b></p>	<p>asked if the budget snapshots were the full budget materials available. Mr. Walter stated that the snapshot and the income statement are basically two versions of the same document. Those are year-to-date. There are balance sheets and other statements as well. He noted that Mr. Gardner could have access to additional documents.</p> <p>Mr. Damron stated that the January 30 meeting will be the budget meeting and training for the Union Council officer selection. February 19 will feature the officer selection. On March 13, the incoming officer team will be presenting the slate of directors.</p> <p>Ms. Paul said the committee does not feel that the selection process is broken, however it can be improved. Ms. Dibbell stated that there is only a slight change in policy 3-9. We feel like the policy is relevant and did not make significant changes. She also noted that se3-9a is only reworded. The focus is that the Nominating Committee does the work on behalf of Union Council.</p> <p>Mr. Damron stated that approval of the following two items. The first is there are increased demands for programming with the opening of the west wing and they are looking at creating a Special Events Committee. The committee would provide support to larger events that need advising. The Union would provide financial support.</p> <p>The second decision item is a dollar amount for WUD programing next year. The directors reached out to various committees and identified how much money is needed for their programming next year. They have come up with a reasonable figure. The ideal amount is \$748,326. WUD is asking the Union to meet them half way; half will come from an increase in budget, the other half will come from cutting certain line items. That number would be a place holder to be used in future discussions.</p> <p>The decision items are as follows</p> <ol style="list-style-type: none"> <li>1. The creation of a Special Events Committee</li> <li>2. The approval of a budget of \$726,326</li> </ol> <p>Ms. Giannopoulos asked what budgetary concerns would be aligned with the Special Events Committee. Mr. Filipp stated there is an estimate, but there are a lot of variables, so they are still working on the details. Ms. Giannopoulos asked for the number. Mr. Filipp said a ball park figure would be around \$8,000. That being said, these are estimates based on what other committees have asked for. Mr. Guthier asked if there will be any impact on advising staff. Ms. Dibbell stated that they are potentially looking at hiring a grad student for next summer. Ms. Giannopoulos stated that there needs to be enough money to keep this going, and would like to mitigate constraints before going forward. Mr. Bulovsky stated that he agrees with Ms. Giannopoulos, quality is more important than quantity. He believes that there are too many WUD programs, and he has tried to address that over the past couple of weeks. He noted that money should be spent effectively.</p> <p>Mr. Filipp noted the importance of creating a viable and sustainable model for Revelry, which will be a multi-year process. He would like to create a special line item for Revelry through the conception of a Special</p>	
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<p><b>MUR Enumeration</b></p>	<p>Events Committee. Ms. Giannopoulos asked where the money for Revelry comes from now. She noted that it was not listed in the summary that was sent out. Mr. Filipp stated that it is not in the budget because it was not brought to the budget for this fiscal year. He went on to say that last year's funds were acquired through fundraising efforts it was outside of Directorate's scope and structure.</p> <p>Mr. Bulovsky asked if the Special Events Committee would be ongoing. Mr. Filipp stated that the reopening of the Union as a whole may change the structure, especially regarding who will be in charge of the play circle. The committee will change over time. He cannot guarantee that the committee will be here or needed long term given the changes that are occurring in the Union as a whole. Ms. Dibbell noted that this should not be the final name. Ms. Paul stated it is difficult to say what the structure of the committees will be pending the impact of construction.</p> <p>Ms. Giannopoulos would like to know if there is a way to better consolidate some of the committees to make programming more cost effective and better in general. Mr. Filipp stated a lot of committees are very large; however the number of members who are fully engaged is a significantly less. They are currently trying to find a consensus that meets everyone's needs, this is the model that Directorate as a whole agreed to. Mr. Bulovsky stated that he is in favor of the proposal. One of the issues WUD faces is that some committees are not as connected to the Union as others, because some activities take place outside of the scope of the Union. He went on to note the danger of creating permanent committees because they do not go away. Having a committee for every single interest makes it difficult to market WUD. He noted that this group needs to be careful to ensure that WUD committees have a clear focus.</p> <p>Ms. Giannopoulos made a motion to <b>approve</b> the decision items. Mr. Bulovsky <b>seconded</b>. Mr. Gardner abstained.</p> <p>Mr. Guthier reminded the group that the current enumeration for Phase II of the Memorial Union project is around \$33 million. This was approved back in 2010 and the scope of Phase I was approved at the same meeting. This approval was based on what we thought we could afford in a private fundraising campaign.</p> <p>We will be going to the State Building Commission with the 35% approved designs in February and would like the increased enumeration of \$36,585,000 to be approved prior to that. If it is not approved, different designs will be presented to the State Building Commission. The new number is more efficient and less expensive in the long run, and better for the campus community as a whole. Mr. Guthier noted that the additional funds would fall on the shoulders of private fundraising. He has already talked to the UW Foundation and the Vice Chancellor of Finance and Administration. They have both demonstrated their support.</p> <p>Ms. Aulik asked if they were concerned that this would not be enough. Mr. Guthier stated that they do not want to risk asking for too much; this is in the 10% area. He noted that they are also committed to working hard to keep the project as tight as possible. He does not think we are cutting it close or that we would not meet that. Ms. Giannopoulos asked what would be cut out if it was not approved. Mr. Guthier stated it would have to be something big like not doing the fourth floor or not doing floors 2</p>	<p><b>Motion Passed</b></p>
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<p><b>President</b></p>	<p>stipend. In the past it has been based on whether or not work is done on campus. Mr. Damron stated that this would be a change. Mr. Guthier noted that these changes had not been discussed at Union Council. Ms. Dibbell noted that she recommended that this should be left vague for position descriptions because they need to get out. Mr. Damron stated that these changes will need to go through Directorate and Union Council Exec before it will be brought back to this group. Ms. Paul noted that everyone will be emailed the new descriptions. Mr. Guthier stated that he wanted to ensure that the language be changed from “summer stipend if on campus.” Ms. Dibbell noted that it could say that summer and academic year stipend will be determined at a later date.</p> <p>Ms. Giannopoulos made a <b>motion</b> to adjourn at 7:35 PM. Mr. Bulovsky <b>seconded</b>. All approved.</p>	
<p><b>Adjournment</b></p>		<p><b>Motion Passed</b></p>

NEIL DAMRON

PRESIDENT

TIME PERIOD: JANUARY

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#### DIRECTORATE AND PROGRAMMING

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- Worked closely with the Revelry Director, Josh Levin, to secure additional funding for Revelry 2014, particularly from campus actors including University Housing, University Health Services, and the Office of the Chancellor, increasing the total raised to date to \$157,000
- Revelry 2014 has commenced booking acts and has secured national talent
- Helped compile and submitted a grant proposal for the Innovative Grant to support a swath of WUD programs
- Led Directors in a reflection exercise in which Directors met with committee members and leadership to garner feedback and evaluate progress on beginning of the semester goals; Directors then identified ways that they could improve in the Spring, adjusting their goals accordingly
- Led the officer team in a peer review session to identify strengths and areas wanting for improvement
- Met with Alternative Breaks Director, Jake Heyka, and WI Experience Bus Trip Coordinator, Emily Paulson, to continue coordinating the bus trip and developing a curriculum
- Coordinated a personal narrative training session for WUD members with MUBA Trustee, Rachel O'Leary, and some of her colleagues from Harvard Kennedy School
- Reached out to and met with several interested parties about WUD officer selection

#### GENERAL UPDATES

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- Met with Dean Berquam to discuss Revelry 2014 and the Wisconsin Experience Bus Trip
- Select Officers and Directors attended a dinner with Chancellor Blank

#### LOOKING FORWARD

- Continuing to work closely with the Dean of Students and Alternative Breaks to plan and implement the WI Experience Bus Trip for 2014
- Encouraging Directors to engage in a community outreach partnerships
- Working with DLS and ASM to secure a high quality Varsity Day Speaker
- Continuing to work closely with Revelry Director to raise additional funding and to book acts
- Selection
- A renewed focus on MUR and the MUR Design Committee's role this semester



## UNION COUNCIL OFFICER REPORT

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**GARY J. FILIPP**

**VICE PRESIDENT – PROGRAM ADMINISTRATION**

**TIME PERIOD: JANUARY 2014**

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### SHARED GOVERNANCE AND UNION COUNCIL

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- Administration Subcommittee met on 1/27. Discussed Union Fiscal Year 2014-2015 Budget. Comments and recommendations have been distributed to Council.
- Future Subcommittee topics will include a plan for next year's council to be more actively engaged in the budget process.
- WUD Committee budgets are being evaluated. They will be compiled into a complete WUD budget to be presented at the April Union Council meeting.

### WISCONSIN UNION ANALYTICS

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- Most WUD committees are using assessment to drive programming strategies and decisions.
- Spring Projects include: an analysis of student leadership transition, evaluation of accessibility of programming, assessment of WUD efficiency, and development of 5 year market research plan.

### COOPERATIVE PROGRAMMING COMMITTEE

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- Next CPC meeting Monday 2/17. We will evaluate several requests to use large event spaces, however, CPC will continue discussing the feasibility of different programs and ways to ensure programming is successful in large open spaces.

### GRANT ADMINISTRATION

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- Late Night Grant for Calendar Year 2013 has been completed with approximately \$17K distributed to 40 different student groups.
- Late Night Grant for Calendar Year 2014 began on January 1<sup>st</sup> and official funding amount from the Dean of Students office is expected soon.

## UNION COUNCIL OFFICER REPORT

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**ANDREW T. BULOVSKY**

**VICE PRESIDENT – PUBLIC RELATIONS**

TIME PERIOD: January 2014

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### DIRECTORATE AND PROGRAMMING

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- Created a Google Calendar account for all of WUD to help Directorate visualize upcoming events and identify conflicts
  - Will follow up and ensure effective communication and planning of events
- Worked with Bucky PR to create a semester long paid sharing campaign for social media accounts of WUD to help drive turnout at events
- Purchased approximately \$2,000 in quality merchandise with Emily to advertise WUD at the Spring Student Organization Fair as well as committee meetings and events
- Provided information to WUD about the Spring Student Organization
- Met with Bill, the DLS Director, to discuss Varsity Day and am collaborating with the Senior Class Officers of the Class of 2014 to ensure a successful event

### SHARED GOVERNANCE AND UNION COUNCIL

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- Dining Services Subcommittee will be meeting in the near future with the first meeting occurring mid-February (dates pending)
  - In the process of setting up a meeting with Nicole and Carl to discuss logistics of the food stand to be placed outside of the Marquee
- Worked with Emily, the PR Intern, and Wisconsin Union Marketing to develop a marketing plan for selection as well
- Met with several students interested in leadership positions for Wisconsin Union Directorate
- Prepared various materials and information for a Union Council training on selection

### LOOKING FORWARD

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- Continue advertising selection to Directors, committee members, student organizations, and the campus at large
- Follow up on the email sent out to the freshmen class regarding WUD knowledge in order to evaluate effectiveness of the summer SOAR interns
- Follow up on Varsity Day progress with Bill and the DLS committee as well as continued contact with ASM and the Senior Class Officers
- Presenting to Student Council on Wednesday, January 29<sup>th</sup> about Varsity Day updates and plans regarding its movement forward
- Follow up with Marketing on advertising opportunities around the Union (digital signage)

## UNION COUNCIL OFFICER REPORT

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**ANNIE PAUL**

### **VICE PRESIDENT – LEADERSHIP DEVELOPMENT**

**TIME PERIOD: January 2014**

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#### **DIRECTORATE AND PROGRAMMING**

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- Organized a Feb 3<sup>rd</sup> WUD-wide event in collaboration with Ted Crabb with purposes of :
  - promoting 2014-2015 WUD Officer and Director positions
  - showcasing Wisconsin Union history and its leadership throughout the years
- Continued implementation of the 2013-2014 recognition plan for January and February
  - January – Wiscards for coffee meetings (given at the end of November)
  - February – Wiscards for committee pizza parties (to be distributed in February)
- Successfully executed a well attended “WUD Ugly Christmas Sweater Party” event
- Provided directorate with options for professional development and social events (also done in the Fall) to best gauge which events directorate is most interested in
- Created and distributed survey to assess merits and areas of improvement for November Brain trust event
- Organized the results of semester-end evaluations
  - Will be meeting with each director to discuss general areas of strengths and weaknesses

#### **SHARED GOVERNANCE AND UNION COUNCIL**

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- The Programming and Leadership Development Subcommittee will not meet again until mid February (dates pending) and will be directing its attention to the following areas:
  - Implementation of suggestions generated in Dec. 2013 meeting to development and introduction of the Craftshop
  - Continued discussion regarding incorporation of student voice in Play Circle
  - Resuming late night programming discussions started in December
- Continued serving as a member of Design Committee
- Met with students interested in leadership positions for Wisconsin Union Directorate

#### **LOOKING FORWARD**

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- Continue supporting planning for WUD Family Weekend 2014
- Beginning planning for end-of-semester recognition banquet expected to take place in May
- Review results from directorate’s responses to proposed professional development and social events to begin creation of desired events such as the Etiquette Dinner for Spring 2014 semester
- Use feedback from Brain trust survey to decide upon a potential Spring 2014 follow-up event
- Support the selection process in any capacity and conduct interviews for possible officers or directors

Union Council Report  
Hank Walter  
Associate Director  
January 30, 2014

Administration:

- Developing plan for desktop support of Union technology.
- Developing plan for improved marketing and market research.

Dining:

- There have been large amounts of time and energy spent on planning for Phase 2 dining and support spaces, as well as plans for interim operations when the east wing of Memorial Union closes. Temporary plans includes Peet's and some other food options in the West Wing, and planning for a temporary catering kitchen continues.
- Overall, Union South units continue to shine. Memorial Union units are doing better than last fall, but still not close to where they were before the construction in the area began. Ginger Root evening hours and dinner menu are being well received.

Facilities

- In order to accommodate our storage needs during the MUR Project, we have had to triple the amount of rented warehouse space in Verona, Madison, and Milwaukee. In addition, as a part of Phase 2 planning, we have also been struggling to find appropriate space for building shops and the art collection. In December, a solution to both presented itself. University Housing was looking to sell their warehouse in Monona, just off the Beltline. The cost of the warehouse will be recouped over time as we eliminate rental space and reduce labor costs shuttling between spaces. We also will save building project costs and provide better space for functions that do not need to be on site.

Program & Leadership

- Preparation for Theater, Play Circle, Minicourses/Craftshop, Outdoor UW are underway.

Memorial Union Renovation

- The approval of plans, authority to construct, and a delivery method for construction is currently scheduled for the March 5 State Building Commission meeting.
- Phase 1 is continuing and on schedule, except for the sections waiting for the campus utility project (in Langdon and Park Streets) to catch up, so that the new Memorial Union systems can be connected. Those sections, and the Stiftskeller, are scheduled for 'substantial completion on February 3. The Stift will re-open February 10.
- We are working through the operations of the West Wing when the east and central wings might be closed. The challenge will be: how do you make the West Wing feel like a union when the rest of the building is closed. Current thinking is: Peet's in the lobby. Permanent-looking, but temporary, information desk in the lobby. Badger Market/Daily Scoop (grab & go, snacks, ice cream, bus tickets) in the Paul Bunyan Room (murals can't be re-mounted until Phase 2 is complete anyway). Extra seating spread around. Some food in the Stiftskeller. We are *hoping* to be able to keep the Rathskeller seating area open until summer of '15.

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**Wisconsin Union**  
Experiences for a lifetime

## **Wisconsin Union 2014-15 Budget Proposal**

### **I. Wisconsin Union Program Highlights & Overview**

Union Mission: Making lifetime connections to the campus, one person at a time.

Union Vision: To be the heart and soul of this great University.

- Nine student-led program committees plus six Hooper clubs with a combined membership of more than 2,500, all of which are funded through a combination of program revenue and/or club fees (not segregated fees).
- Opening of the renovated Memorial Union West Wing scheduled for Fall 2014, featuring the new Outdoor UW recreation/rental program; Wheelhouse Studios, a hands-on art maker space for students and the campus community; and the historic Wisconsin Union Theater, including the 1,200 seat main hall, the new and improved Play Circle, and an additional rehearsal/studio room.
- Approximately 1,000 student events planned by more than 300 student programmers that contribute to the educational mission of the UW including:
  - Free music performances year-round at Memorial Union and Union South
  - A highly successful Distinguished Lectures Series
  - Hooper outdoor recreation programs
  - Summer Terrace music and film series and such special events as Isthmus Jazz Fest, as well as Latin, Country, Blues, and World Music Festivals
  - Over 200 film screenings annually at the Marquee Theater at Union South
  - Art exhibits, lectures, and student performances
  - Alternative Break trips that combine travel with service involving a broad range of social issues
  - World Stage, Classical Music, and other Union Theater programs with substantial ticket discounts for UW students (\$10 tickets all the time for students averaging more than \$65,000 in discounted tickets annually)
  - New weekly student programming/entertainment in the Fredric March Play Circle beginning in fall 2014
  - More than 100 short non-credit enrichment classes through Mini Courses and Free Art Fridays every month
- More than 30,500 campus room reservations scheduled annually.
- Free meeting rooms for student organization meetings, programs, and other events. Student organizations are the highest users of Union facilities and receive discounted food options.

- In response to a suggestion from SSFC, registered student organizations now receive free standard AV packages and discounted rates on non-standard equipment in Union meeting rooms. This represents a savings in excess of \$120,000 for RSOs.
- Home of the Willis L. Jones Center, offering a wide range of leadership development programs for UW students. Core programs include the Empower Leadership series, which provides an opportunity for personal growth, knowledge acquisition, and leadership skill development.
- Management of Red Gym building provided at no increased cost to students.
- Lounges, retail stores, email kiosks, and other spaces to serve student needs.
- Jobs for Students: The Union offers some of the best student jobs on campus in terms of leadership and educational opportunities, including positions for theater stagehands, building and event management, business and marketing internships, catering and food service, and much more. **Currently, the Union employs more than 1,400 students and is budgeted to spend \$4.6 million on student wages in FY15 compared to \$4.9 million in FY14.**
- The Union's governing body is known as Union Council. It is a shared governance body, comprised of students, staff and faculty members. It has a student majority to ensure student needs remain a top priority.

## II. Wisconsin Union Annual Budget Development Process

The Wisconsin Union has a very 'bottom-up' budgeting structure. Approximately 75 different budgets come together to make up the Union's operating budget, including more than two dozen units that generate revenue, which funds the Union's facilities and programs. Segregated fees only support expenses related to maintaining and operating the facility. Given the complicated nature of the Union's budget, 'budgeting season' begins in December.

December:

Managers and student leaders from WUD are expected to submit budgets for their respective units for the upcoming fiscal year. In addition, Union Council, the Union's student majority governing body, is asked to provide input on the Union's budget, programs, and services, so that potential new initiatives, changes, or decreases can be built into the budget as it's being developed.

January:

- In 2-3 week's worth of meetings, including a three-day marathon review, the Director, Associate Director, Union President (at his discretion), and the various managers attend meetings and make reasonable changes and recommendations to all budgets.
- After there is a solid working draft of the budget, it is then discussed at a Union Council Administration subcommittee meeting. The administration subcommittee is a working committee for Union Council. It is comprised of students, staff, and faculty (members of Union Council, WUD, and any UW-Madison student who expresses interest can join!)

- After the Administration subcommittee reviews and moves to approve the budget, it is then sent to Union Council.

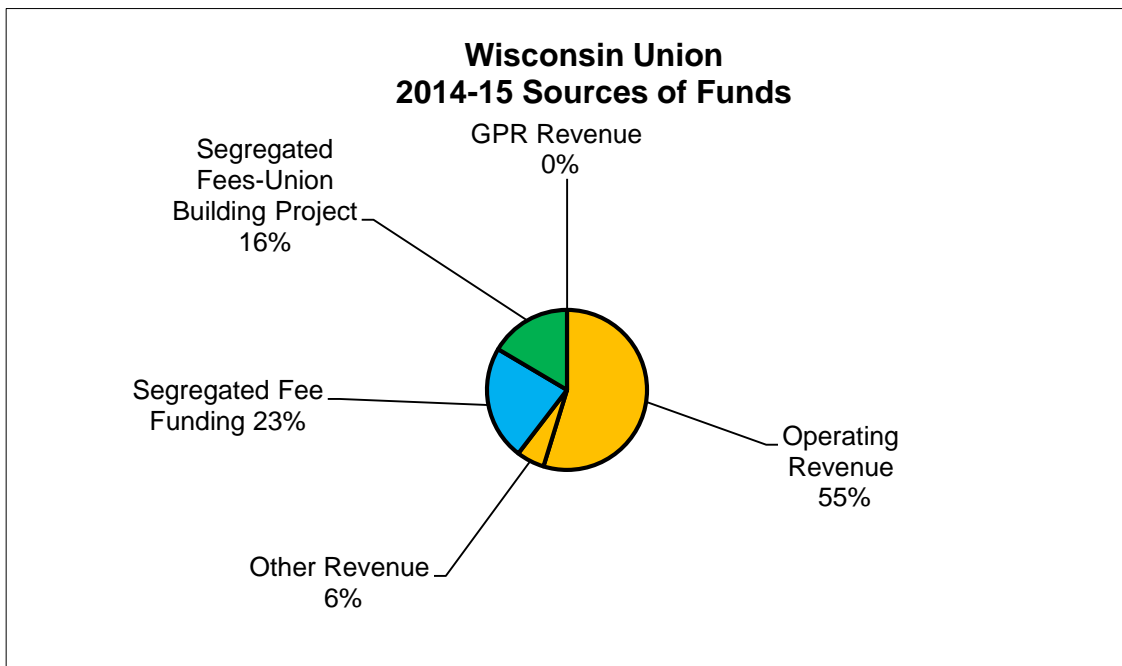
February:

- The proposed budget moves on to Union Council where it is presented by the chair of Administration subcommittee along with the Associate Director for review and approval.
- A final piece of the Union's budget process is to submit a budget to SSFC for their recommendations to the Chancellor.

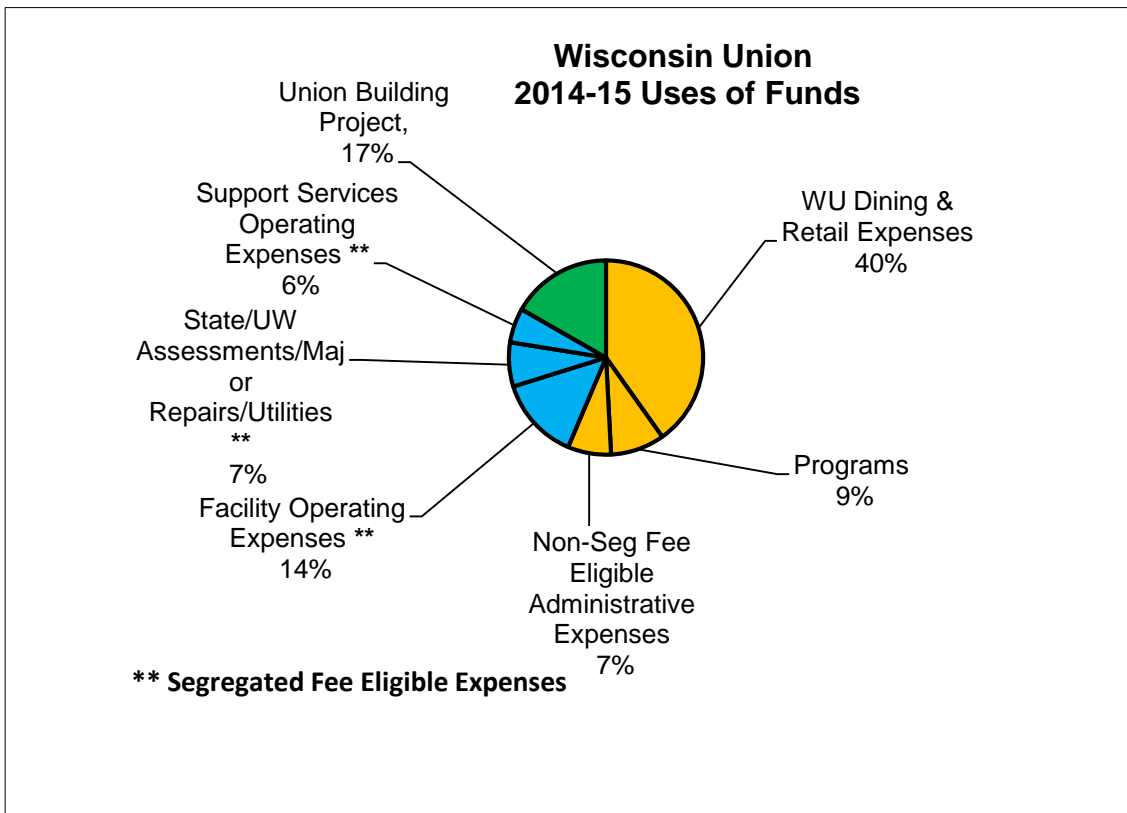
### III. Sources and Uses of Wisconsin Union Funds

The Union's proposed 2014-15 operating budget of \$44.7 million in revenue comes from a combination of self-generated program revenue from our dining, catering and other retail operations as well as student segregated fees and other smaller revenue sources such as conference revenue and membership sales. The following two graphs illustrate where the funds come from as well as how they are used. As noted below, these figures include \$7.4 million in segregated fees for the Union Building project approved by a student referendum in 2006. Per the referendum language, the per student commitment for the building project is set at \$96/semester and does not change from year to year.

The blue section in the first chart represents the proposed FY15 segregated fee levy for ongoing building-ready-for-use operational expenses. The blue section in the second chart represents those expenses that are considered non-allocable segregated fee eligible as outlined in UW System Policy F50. It should be noted that while the total segregated fee eligible expenses is larger than the actual segregated fee request (27% in eligible expenses versus 23% of the Union's revenue). This is because the Union contributes a portion of its self-generated income to cover some building-ready-for-use expenses in an effort to keep segregated fees down.







#### IV. Proposed Budget for 2014-15 – Assumptions & Significant Factors

- New initiatives and planned program changes for the Wisconsin Union include:
  - Opening of the new Memorial Union West Wing in summer 2014, including the return of the historic Wisconsin Union Theater and West Wing grand opening activities scheduled for September 2014.
  - Celebration of the Union Theater's 75<sup>th</sup> anniversary in October 2014.
  - Continuing emphasis on securing sponsorship for Union programs to increase revenue to support Union programs and operations.
  - Planned closing of the eastern portions of Memorial Union for renovations, tentatively scheduled for fall 2014.
  - Opening of a new grab & go operation in the School of Nursing in August 2014.
  - Plans for temporary food service operations in the MU West Wing during the East Wing renovations, including Peets Coffee & Tea, a grab and go retail operation with Babcock ice cream, and expanded food offering in the newly renovated Stiftskeller.
  - Debut of the new Wiscard One Account model, which provides a 5% discount on all food purchases made using the account at any dining establishment operated by the Wisconsin Union.

- Plans for a new mobile/web ordering to enhance customer service and convenience.
- A deficit of (\$197,400) is anticipated for the 2014-15 budget year and a positive net income of \$205,900 is anticipated for 2013-14 estimated actual. The budget year deficit reflects current plans to close the Memorial Union East and Central Wings for renovations in fall 2014, pending approval from the State Building Commission. The projected positive estimated actual in fiscal year 14 is a reflection of freezing positions and reducing expenses in anticipation of the closing and as a result of the construction as well as better than anticipated business on the Union Terrace in summer 2013 and continued strong performance at Union South. It should be noted that regardless of the State Building Commission's decision, the requested segregated fee amount will be sufficient to support Union operations in FY15.
- The current closing of the Memorial Union and other nearby construction has impacted operations from a financial standpoint. This is expected to be a continuing factor during the upcoming Memorial Union East and Central Wing closure:
  - Customer counts in Memorial Union dining units are down significantly. While the new West Wing will offer new programs and attractive student hang-out spaces, the anticipated closure of the East Wing, and in particular, the Rathskeller, Lakefront on Langdon, Essentials, Daily Scoop, and MU Guest Rooms are expected to result in reduced building traffic and a corresponding loss of program revenue for the 2014-15 budget year.
  - Loss of parking in Lot 1 and on Langdon Street as well as bus route changes have impacted revenue as well.
  - Lost seating capacity due to remodeling closures will continue to be an issue.
  - During the renovations, Facilities and Dining Services permanent staff will be reassigned to comparable duties in other units (in the West Wing of Memorial Union, at Union South, or at other Union operations) to avoid the need for staff layoffs. In addition, the Union will take steps to minimize the impact on student hourly employees who work in units that will be closing by offering them first priority to apply for openings in other units.
  - Summer 2014 and 2015 conference and catering revenue has been reduced to reflect the loss of several major academic conferences during the renovations.
  - Memorial Union catering revenue is budgeted to be substantially lower due to the loss of Great Hall and Tripp Commons during renovations.
- Despite a significant decline in building traffic at Memorial Union during construction, this has been offset somewhat by continued high traffic at Union South as well as strong performance on the Union Terrace in summer 2013. Of particular note, the addition of evening dinner hours to Union South's popular Ginger Root has resulted in increased revenue.
- The 2014-15 budget plan includes increased investments in information technology, marketing, and market research to improve both internal and external performance. In particular, the increased use of market research data is already helping the Union to stay in step with student dining trends. In addition, the new point-of-sale/debit card system launched in fall 2012 is yielding better data reports that are helping to inform

decisions about menu items, product mix and hours of operation.

- The FY15 budget includes approximately \$1.3 million in State and UW assessments for common systems and institutional support costs. Assessments have grown considerably over the past several years. By comparison, total assessments in FY9 were \$788,400.
- Operating Revenue:
  - Budget assumes an increase in retail dining services revenue resulting from the new Wiscard One Account program.
  - Budget includes modest food price increases of 2% and also volume increases as appropriate.
  - Budget reflects continued strong occupancy rates at the Wisconsin Union Hotel.
- Other Revenue includes:
  - Proceeds from the UW Credit Union partnership on ATMs and debit card functionality on campus IDs.
  - Rental payment for UW Credit Union leased space at Union South.
  - A one-time vending guarantee in FY14.
  - Interest earnings assume interest rates of .12% in FY14 and .25% in FY15.
  - Investment Revenue & Seg Fees for Union Building Project – revenue and expense are shown separately and do not affect net income (loss).
  - \$130,000 in sponsorship revenue to support Union programs.
- Salary/Wage/Fringe: Per campus budget instructions a reserve of 2% of the salary and related fringe line has been set aside for a possible compensation adjustment in FY15. In addition, provisions have been made for a possible change in the hourly rate for classified staff who currently make less than the living wage.
- Student wages for FY15 include funds for a 2% pay increase.
- Equipment Additions/Major Repairs/Maintenance/Building Additions include:
  - Remodeling of a warehouse purchased in January 2014. This facility will provide needed space for some necessary maintenance functions that do not fit in either Union building and will also allow for storage space consolidation that will save money in the long run
  - Construction of temporary kitchen and dining operations during MUR Phase 2
  - Fixtures, furniture and lighting for the MU West Wing
  - Replacement of worn cleaning and maintenance equipment
  - Additional furniture at Union South to meet increasing seating demand
  - \$226,100 Wisconsin Union contribution to the Building Project in FY15
- Misc SWF– Budget includes a \$332,500 staff vacancy turnover factor. This is higher than normal because we anticipate not filling some vacant positions during construction.

**V. Segregated Fee Request**

The FY15 budget request includes a 1.5% cost-to-continue increase over FY14 estimated actual based entirely on campus mandated increases on expenses that are designated as “building ready for use” as outlined in UW System Policy F50. The 1.5% increase is exactly half of the 3% segregated fee threshold level set by the UW Board of Regents. See chart below for more info:

**FY 15 Mandated Cost Increases in Campus Budget Instructions**

**Seg Fee-Related Only**

2% salary increase and related retirement/social security	\$97,000
UW Information Technology Assessment, 30% increase	58,200
Increase in property/liability insurance estimates	2,400
Municipal Services, 4% increase	3,700
Electricity/Heating/Cooling	<u>10,700</u>
<b>Total Increase - Cost to Continue</b>	<b>\$ 172,000</b>

“Building ready for use” expenses are budgeted at \$12,218,700 compared to a segregated fee request of \$10,329,300. Revenue from Union retail and other business operations will cover the remaining \$1.89 million in “building ready for use” expenses to help keep student segregated fees down.

## **VI. Summary & Outlook**

The outlook for 2014-15 is generally positive, though the recent challenges posed by renovations at Memorial Union will remain throughout the budget year. Union South continues to be a very popular and heavily used facility, which helps to lessen the impact of diminished traffic at Memorial Union during construction. The opening of the West Wing in summer 2014 should generate excitement about the new and renovated spaces available to students, however, as the renovation moves into its final phase, the temporary loss of spaces like the Rathskeller, Tripp Commons, Main Lounge, Great Hall, and most meeting rooms will prove to be challenging from both a building traffic and revenue standpoint.

Nevertheless, through careful planning, the students and staff at the Union were able to hold the 2014-15 segregated fee request to 1.5%, exactly half of the 3% allowable threshold, as part of our ongoing efforts to keep fees affordable for students. The Union’s commitment to students is further represented by our focus on providing affordable services for registered student organizations and our ongoing focus on keeping Union programs and services relevant. The FY15 budget represents the Union’s continuing commitment to its student-staff partnership that is represented through Union Council, the Wisconsin Union Directorate, the Hooper Outdoor Clubs, and the role students have played throughout the entirety of the planning for the Union Building Project.

Thank you.

Wisconsin Union  
Income Statement - Performance Margin  
Year to Date  
As of December 31, 2013

	PRIOR ACTUAL	CURRENT BUDGET	CURRENT ACTUAL	PRIOR CS %	BUDGET CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	BUDGET VARIANCE	BUDGET %
<b>REVENUE</b>										
Performance Margins										
Restaurants	\$447,040	\$621,598	\$1,051,311	4.0%	5.1%	8.3%	\$604,271	135.2%	\$429,713	69.1%
Markets & Cafes	436,827	510,865	559,693	3.9%	4.2%	4.4%	122,866	28.1%	48,828	9.6%
WU Catering	253,218	428,407	361,282	2.2%	3.5%	2.8%	108,064	42.7%	(67,125)	(15.7%)
Conf Center Catering	67,105	69,401	70,767	0.6%	0.6%	0.6%	3,662	5.5%	1,366	2.0%
Retail & Recreation	526,238	570,597	624,989	4.7%	4.7%	4.9%	98,751	18.8%	54,392	9.5%
Programs	(53,512)	(91,536)	(70,464)	(0.5%)	(0.8%)	(0.6%)	(16,952)	31.7%	21,072	(23.0%)
Total Op Revenue	1,676,916	2,109,332	2,597,578	14.8%	17.3%	20.5%	920,662	54.9%	488,246	23.1%
Indirect Operating Revenue										
Commissions	196,784	199,934	202,074	1.7%	1.6%	1.6%	5,290	2.7%	2,140	1.1%
Rentals	177,303	193,388	278,297	1.6%	1.6%	2.2%	100,994	57.0%	84,909	43.9%
Service Revenue	427,140	419,658	430,345	3.8%	3.5%	3.4%	3,205	0.8%	10,687	2.5%
Reimbursements	21,183	42,150	25,262	0.2%	0.3%	0.2%	4,079	19.3%	(16,888)	(40.1%)
Total Indirect Revenue	822,410	855,130	935,978	7.3%	7.0%	7.4%	113,568	13.8%	80,848	9.5%
Net Operating Revenue	2,499,326	2,964,462	3,533,556	22.1%	24.4%	27.8%	1,034,230	41.4%	569,094	19.2%
Other Revenue										
Student Segregated Fees	4,734,619	5,053,302	5,053,312	41.9%	41.6%	39.8%	318,693	6.7%	10	0.0%
Student Seg Fees - UBP	3,646,548	3,661,650	3,661,650	32.3%	30.1%	28.9%	15,102	0.4%		0.0%
Campus Vending	261,773	306,982	281,182	2.3%	2.5%	2.2%	19,409	7.4%	(25,800)	(8.4%)
Membership	24,425	40,272	28,577	0.2%	0.3%	0.2%	4,152	17.0%	(11,695)	(29.0%)
Investment Revenue	3,052	12,750	1,133	0.0%	0.1%	0.0%	(1,919)	(62.9%)	(11,617)	(91.1%)
Investment Rev - UBP	4,653	6,348	500	0.0%	0.1%	0.0%	(4,153)	(89.3%)	(5,848)	(92.1%)
Miscellaneous	126,921	112,800	130,425	1.1%	0.9%	1.0%	3,504	2.8%	17,625	15.6%
Total Other Revenue	8,801,991	9,194,104	9,156,779	77.9%	75.6%	72.2%	354,788	4.0%	(37,325)	(0.4%)
<b>Total Revenue</b>	<b>11,301,317</b>	<b>12,158,566</b>	<b>12,690,335</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>1,389,018</b>	<b>12.3%</b>	<b>531,769</b>	<b>4.4%</b>
<b>EXPENSES</b>										
Support Services										
Salaries, Wages, Fringes	1,472,572	1,628,482	1,587,373	13.0%	13.4%	12.5%	114,801	7.8%	(41,109)	(2.5%)
Supplies & Services	269,182	390,467	267,422	2.4%	3.2%	2.1%	(1,760)	(0.7%)	(123,045)	(31.5%)
Depreciation - Equipment	22,462	45,471	26,995	0.2%	0.4%	0.2%	4,533	20.2%	(18,476)	(40.6%)
Total Support Services	1,764,216	2,064,420	1,881,790	15.6%	17.0%	14.8%	117,574	6.7%	(182,630)	(8.8%)
Facilities										
Salaries, Wages, Fringes	2,388,786	2,620,804	2,501,602	21.1%	21.6%	19.7%	112,816	4.7%	(119,202)	(4.5%)
Supplies & Services	628,283	578,079	497,355	5.6%	4.8%	3.9%	(130,928)	(20.8%)	(80,724)	(14.0%)
Depreciation - Equipment	200,630	202,618	207,977	1.8%	1.7%	1.6%	7,347	3.7%	5,359	2.6%
Total Facilities Expenses	3,217,699	3,401,501	3,206,934	28.5%	28.0%	25.3%	(10,765)	(0.3%)	(194,567)	(5.7%)

Wisconsin Union  
Income Statement - Performance Margin  
Year to Date  
As of December 31, 2013

	PRIOR ACTUAL	CURRENT BUDGET	CURRENT ACTUAL	PRIOR CS %	BUDGET CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	BUDGET VARIANCE	BUDGET %
Programs & Leadership										
Salaries, Wages, Fringes	\$405,871	\$438,492	\$457,272	3.6%	3.6%	3.6%	\$51,401	12.7%	\$18,780	4.3%
Supplies & Services	276,791	372,023	293,326	2.4%	3.1%	2.3%	16,535	6.0%	(78,697)	(21.2%)
Depreciation - Equipment		6,252	3,922	0.0%	0.1%	0.0%	3,922	0.0%	(2,330)	(37.3%)
Total Program Expenses	682,662	816,767	754,520	6.0%	6.7%	5.9%	71,858	10.5%	(62,247)	(7.6%)
Depreciation & Major Repairs/Maintenance										
Major Rprs/Mnt - Equip	6,648	6,648	6,648	0.1%	0.1%	0.1%		0.0%		0.0%
Major Rprs/Mnt - Bldg	178,302	248,202	248,202	1.6%	2.0%	2.0%	69,900	39.2%		0.0%
Def Bldg Exp - UBP	2,272,800	1,404,774	1,448,926	20.1%	11.6%	11.4%	(823,874)	(36.2%)	44,152	3.1%
Depreciation - Bldg	192,294	180,762	180,778	1.7%	1.5%	1.4%	(11,516)	(6.0%)	16	0.0%
Total Depr & Major Repairs/	2,650,044	1,840,386	1,884,554	23.4%	15.1%	14.9%	(765,490)	(28.9%)	44,168	2.4%
Utilities, Taxes & Insurance										
Unemployment Compensation	19,120	26,100	8,596	0.2%	0.2%	0.1%	(10,524)	(55.0%)	(17,504)	(67.1%)
Worker's Compensation	63,702	66,900	66,900	0.6%	0.6%	0.5%	3,198	5.0%		0.0%
Telephone	45,150	46,050	46,050	0.4%	0.4%	0.4%	900	2.0%		0.0%
Insurance - Property	46,500	28,398	28,398	0.4%	0.2%	0.2%	(18,102)	(38.9%)		0.0%
Heating/Cooling	56,445	62,202	58,833	0.5%	0.5%	0.5%	2,388	4.2%	(3,369)	(5.4%)
Electricity	75,637	84,552	80,989	0.7%	0.7%	0.6%	5,352	7.1%	(3,563)	(4.2%)
Water & Sewer	38,898	31,848	31,848	0.3%	0.3%	0.3%	(7,050)	(18.1%)		0.0%
Trash Removal	38,250	42,450	42,450	0.3%	0.3%	0.3%	4,200	11.0%		0.0%
Total Utilities, Taxes & Insur	383,702	388,500	364,064	3.4%	3.2%	2.9%	(19,638)	(5.1%)	(24,436)	(6.3%)
State/UW Assessments										
Municipal Services	45,852	53,550	53,550	0.4%	0.4%	0.4%	7,698	16.8%		0.0%
Utility Assessments	113,748	119,502	119,502	1.0%	1.0%	0.9%	5,754	5.1%		0.0%
UW Assessments	426,300	462,948	632,731	3.8%	3.8%	5.0%	206,431	48.4%	169,783	36.7%
Total State/UW Assessmen	585,900	636,000	805,783	5.2%	5.2%	6.3%	219,883	37.5%	169,783	26.7%
Other Expenses										
Debt Svc-UBP/WU	1,722,246	2,609,526	2,609,526	15.2%	21.5%	20.6%	887,280	51.5%		0.0%
Misc - SWF, S&S	222,108	142,832	305,346	2.0%	1.2%	2.4%	83,238	37.5%	162,514	113.8%
Reimbursements	21,183	42,150	25,289	0.2%	0.3%	0.2%	4,106	19.4%	(16,861)	(40.0%)
Total Other Expenses	1,965,537	2,794,508	2,940,161	17.4%	23.0%	23.2%	974,624	49.6%	145,653	5.2%
<b>Total Expenses</b>	<b>11,249,760</b>	<b>11,942,082</b>	<b>11,837,806</b>	<b>99.5%</b>	<b>98.2%</b>	<b>93.3%</b>	<b>588,046</b>	<b>5.2%</b>	<b>(104,276)</b>	<b>(0.9%)</b>
<b>Net Income/(Loss)</b>	<b>51,557</b>	<b>216,484</b>	<b>852,529</b>	<b>0.5%</b>	<b>1.8%</b>	<b>6.7%</b>	<b>800,972</b>	<b>1,553.6%</b>	<b>636,045</b>	<b>293.8%</b>

**Wisconsin Union**  
**Income Statement Snapshot**  
**Year to Date**  
**As of December 31, 2013**

**PRELIM**  
01/20/14

	CURRENT BUDGET	CURRENT ACTUAL	BUDGET VARIANCE	PRIOR ACTUAL	
<b>REVENUE</b>					
OPERATIONS & PROGRAMS					
RETAIL DINING	\$8,047,205	\$8,509,656	\$462,451	\$7,393,318	Restaurants and Markets & Cafes
CATERING	2,876,637	2,876,692	55	2,722,268	MU/US and Grainger Catering, plus Conference Centers
FACILITY RENTALS & FEES	1,580,960	1,679,097	98,137	1,521,837	US Hotel/MU Guestrooms, AV rentals, campus vending, Facility fees,...
PROGRAMS	1,115,697	1,106,710	(8,987)	1,013,935	Theater Operations/Season, Minicourses, Alt Breaks, Hoofers...
SUBTOTAL OPS&PROG	13,620,499	14,172,155	551,656	12,651,358	
SEG FEES - WU	5,053,302	5,053,312	10	4,734,619	
SEG FEES - UBP	3,661,650	3,661,650		3,646,548	
PARTNERSHIP/WISCARD RE	457,534	476,766	19,232	462,343	Wiscard partnership fees, ATM commissions, Housing Wiscard web transaction fee reimbursement,...
CAMPUS/OTHER REIMBURS	242,784	220,245	(22,539)	218,898	Campus Photo ID Office/CESO support, student theater ticket subsidy supp, offsetting cost reimbursements, ...
MEMBERSHIP & MISC	67,594	39,626	(27,968)	44,858	Membership, interest income, miscellaneous gifts/contributions, ...
<b>TOTAL REVENUE</b>	<b>23,103,363</b>	<b>23,623,754</b>	<b>520,391</b>	<b>21,758,624</b>	
<b>EXPENSES</b>					
COST OF GOODS SOLD	4,634,493	4,787,898	153,405	4,468,251	Food costs, products and costs associated with generating revenue by the units
DIRECT OP EXPENSES	6,441,738	6,231,991	(209,747)	6,115,084	Salaries/wages/fringes, general expenses for the revenue units, Hooper expenses, Minicourses,...
SUPPORT SERVICES	1,932,986	1,795,320	(137,666)	1,638,187	
FACILITIES	3,401,501	3,206,934	(194,567)	3,217,699	
PROGRAMS & LEADERSHIP	816,767	754,520	(62,247)	682,662	Includes cost of WUD no fee or admission cost programming expenses
DEPRECIATION/BUILDINGS	180,762	180,778	16	192,294	
MAJOR REPRS/BLDGS & EQ	1,659,624	1,703,776	44,152	2,457,750	Includes UBP commitment
UTILITIES/TAXES/INS/TELEF	388,500	364,064	(24,436)	383,702	
STATE/UW ASSESSMENTS	636,000	805,783	169,783	585,900	
INTEREST EXPENSE/BOND	2,609,526	2,609,526		1,722,246	
OTHER & OFFSETTING EXP	184,982	330,635	145,653	243,291	State budget assessments (prior year), Wiscard credit card fees, UBP project swf, cashier testing services...
<b>TOTAL EXPENSE</b>	<b>22,886,879</b>	<b>22,771,225</b>	<b>(115,654)</b>	<b>21,707,066</b>	
<b>NET INCOME(LOSS)</b>	<b>216,484</b>	<b>852,529</b>	<b>636,045</b>	<b>51,558</b>	



THE WISCONSIN UNION (Fund 128)  
SCHEDULE A--CASH FLOW SUMMARY  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

01/24/14

	A	B	C	D	E	F	G	H	I	J	
	11-12	12-13	13-14	13-14	14-15	12-13A	13-14E	13-14E	14-15B	14-15B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	11-12A	12-13A	13-14B	13-14B	13-14E	
<b>OPERATIONS CASH INFLOW</b>											
1 Operating Revenue	\$27,728,801	\$25,461,361	\$27,202,100	\$26,900,400	\$26,357,100	(8.2%)	6.8%	1.1%	(2.0%)	(3.1%)	1
2 Segregated Fee Revenue	8,797,152	9,558,347	10,106,600	10,106,600	10,329,300	8.7%	5.7%	0.0%	2.2%	2.2%	2
3 Seg Fees-Union Building Project	7,274,492	7,383,030	7,323,300	7,323,300	7,374,200	1.5%	(0.8%)	0.0%	0.7%	0.7%	3
4 Interest Revenue	8,475	11,515	10,500	25,500	17,300	35.9%	(8.8%)	(58.8%)	(32.2%)	64.8%	4
5 Interest Revenue-Union Bldg Proj	4,200	12,214	5,200	12,700	8,700	190.8%	(57.4%)	(59.1%)	(31.5%)	67.3%	5
6 Campus Vending	391,460	383,656	362,100	459,900	338,500	(2.0%)	(5.6%)	(21.3%)	(26.4%)	(6.5%)	6
7 Membership	83,517	69,279	73,800	80,500	72,000	(17.0%)	6.5%	(8.3%)	(10.6%)	(2.4%)	7
8 Gifts & Donations	22,610	41,853	10,000	17,800	10,000	85.1%	(76.1%)	(43.8%)	(43.8%)	0.0%	8
9 Other Revenue	1,908,703	(1,498,081)	361,900	316,300	229,100	(178.5%)	(124.2%)	14.4%	(27.6%)	(36.7%)	9
10											10
11 Total Operating Cash Inflow	46,219,410	41,423,174	45,455,500	45,243,000	44,736,200	(10.4%)	9.7%	0.5%	(1.1%)	(1.6%)	11
12											12
<b>OPERATIONS CASH OUTFLOW</b>											
13											13
14 Academic Salaries	2,213,134	2,263,811	2,379,000	2,418,000	2,513,600	2.3%	5.1%	(1.6%)	4.0%	5.7%	14
15 Classified Salaries	6,641,193	6,905,105	7,265,000	7,582,100	7,332,600	4.0%	5.2%	(4.2%)	(3.3%)	0.9%	15
16 LTE Wages	653,829	530,149	433,800	291,500	407,400	(18.9%)	(18.2%)	48.8%	39.8%	(6.1%)	16
17 Student Wages	4,736,844	4,646,238	4,869,600	4,733,800	4,574,100	(1.9%)	4.8%	2.9%	(3.4%)	(6.1%)	17
18 Fringes	4,010,341	4,532,869	4,432,700	4,626,300	4,546,800	13.0%	(2.2%)	(4.2%)	(1.7%)	2.6%	18
19											19
20 Total Salaries & Wages	18,255,341	18,878,172	19,380,100	19,651,700	19,374,500	3.4%	2.7%	(1.4%)	(1.4%)	(0.0%)	20
21											21
22 Supplies & Services	16,190,445	15,574,929	15,948,100	16,375,000	15,972,600	(3.8%)	2.4%	(2.6%)	(2.5%)	0.2%	22
23											23
24 Equipment Additions	236,785	3,976,742	538,700	599,100	541,500	1,579.5%	(86.5%)	(10.1%)	(9.6%)	0.5%	24
25 Major R/M - Equipment	2,249	11,903	6,000	6,000	6,000	429.3%	(49.6%)	0.0%	0.0%	0.0%	25
26 Major R/M - Building	122,666	300,717	520,600	412,000	1,126,100	145.2%	73.1%	26.4%	173.3%	116.3%	26
27 Building Additions	706,898	(3,730,128)	20,000	500,000	20,000	(627.7%)	(100.5%)	(96.0%)	(96.0%)	0.0%	27
28 Utility Infrastructure	246,067	259,416	236,700	269,900	242,800	5.4%	(8.8%)	(12.3%)	(10.0%)	2.6%	28
29 Union Building Project	5,748,467	4,110,726	3,407,600	2,003,000	2,860,500	(28.5%)	(17.1%)	70.1%	42.8%	(16.1%)	29
30											30
31 Total Capital	7,063,132	4,929,376	4,729,600	3,790,000	4,796,900	(30.2%)	(4.1%)	24.8%	26.6%	1.4%	31
32											32
33											33
34 Debt Service - Principal	(521,351)	770,054	1,056,600	1,178,400	1,209,600	(247.7%)	37.2%	(10.3%)	2.6%	14.5%	34
35 Debt Service - Interest	1,483,457	3,076,842	3,345,300	4,124,900	3,789,700	107.4%	8.7%	(18.9%)	(8.1%)	13.3%	35
36											36
37 Total Debt Service	962,106	3,846,896	4,401,900	5,303,300	4,999,300	299.8%	14.4%	(17.0%)	(5.7%)	13.6%	37
38											38
39 Total Operating Cash Outflow	42,471,024	43,229,373	44,459,700	45,120,000	45,143,300	1.8%	2.8%	(1.5%)	0.1%	1.5%	39
40											40
41 Net Operating Cash In (Out)	3,748,386	(1,806,199)	995,800	123,000	(407,100)	(148.2%)	(155.1%)	709.6%	(431.0%)	(140.9%)	41
42											42
43 Other Cash Inflow (Outflow)											43
44 Sales Tax	(18,654)	15,194				(181.5%)	(100.0%)				44
45 Other	(528,561)	(57,834)	15			(89.1%)	(100.0%)			(100.0%)	45
46											46
47 Total Other Cash Inflow (Outflow)	(547,215)	(42,640)	15	0	0	(92.2%)	(100.0%)			(100.0%)	47
48											48
49 Total Cash Inflow (Outflow)	3,201,171	(1,848,839)	995,815	123,000	(407,100)	(157.8%)	(153.9%)	709.6%	(431.0%)	(140.9%)	49
50 Beginning Cash Balance	2,203,653	5,404,824	3,555,985	5,728,200	4,551,800	145.3%	(34.2%)	(37.9%)	(20.5%)	28.0%	50
51											51
52 Ending Cash Balance	5,404,824	3,555,985	4,551,800	5,851,200	4,144,700	(34.2%)	28.0%	(22.2%)	(29.2%)	(8.9%)	52

THE WISCONSIN UNION (Fund 128)  
SCHEDULE B--BALANCE SHEET  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

01/24/14

	A	B	C	D	E	F	G	H	I	J	
	11-12	12-13	13-14	13-14	14-15	12-13A	13-14E	13-14E	14-15B	14-15B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	11-12A	12-13A	13-14B	13-14B	13-14E	
<b>CURRENT ASSETS</b>											
1 Cash - Fund 128	\$6,180,015	\$4,010,154	\$4,551,800	\$5,851,200	\$4,144,700	(35.1%)	13.5%	(22.2%)	(29.2%)	(8.9%)	1
2 Cash - Union Building Project	-775,191	-454,169	0	0	0						2
3 Working Cash	(1,635,340)	107,491	106,000	106,000	106,000	(106.6%)	(1.4%)	0.0%	0.0%	0.0%	3
4 Receivables - Reimbursements	342,520	309,005	350,800	408,200	350,800	(9.8%)	13.5%	(14.1%)	(14.1%)	0.0%	4
5 Receivables - Event Services	217,804	30,889	224,800	265,300	174,800	(85.8%)	627.8%	(15.3%)	(34.1%)	(22.2%)	5
6 Receivables - Ext Food	207,992	417,007	387,500	284,000	338,700	100.5%	(7.1%)	36.4%	19.3%	(12.6%)	6
7 Receivables - Other	129,600	290,727	285,200	365,900	235,200	124.3%	(1.9%)	(22.1%)	(35.7%)	(17.5%)	7
8 Inventories - Food & Beverage	328,352	343,811	336,100	322,600	336,100	4.7%	(2.2%)	4.2%	4.2%	0.0%	8
9 Inventories - Merchandise	229,960	265,897	247,900	232,900	247,900	15.6%	(6.8%)	6.4%	6.4%	0.0%	9
10 Inventories - Warehouse	132,616	137,819	135,200	124,700	135,200	3.9%	(1.9%)	8.4%	8.4%	0.0%	10
11 Accrued Operating Revenue	31,124	111,270	121,200	50,700	121,200	257.5%	8.9%	139.1%	139.1%	0.0%	11
12 Accrued Investment Revenue	1,100	500	800	800	800	(54.5%)	60.0%	0.0%	0.0%	0.0%	12
13 Prepaid Expenses	129,811	88,653	109,200	96,000	109,200	(31.7%)	23.2%	13.8%	13.8%	0.0%	13
14 Prepaid New FY Deposits	1,595,599	1,965,122	1,930,400	1,542,100	1,930,400	23.2%	(1.8%)	25.2%	25.2%	0.0%	14
15											15
16 Total Current Assets	7,115,961	7,624,176	8,786,900	9,650,400	8,231,000	7.1%	15.3%	(8.9%)	(14.7%)	(6.3%)	16
17											17
<b>CURRENT LIABILITIES</b>											
18											18
19 Accounts Payable	883,335	890,668	787,000	973,300	787,000	0.8%	(11.6%)	(19.1%)	(19.1%)	0.0%	19
20 Accrued Supplies & Services	668,430	768,421	718,400	699,400	568,400	15.0%	(6.5%)	2.7%	(18.7%)	(20.9%)	20
21 Accrued Payroll	293,625	225,224	247,400	519,500	247,400	(23.3%)	9.8%	(52.4%)	(52.4%)	0.0%	21
22 Accrued Interest - LT Debt	(8,965)	22,584	59,200	0	58,000	(351.9%)	162.1%			(2.0%)	22
23 LT Debt - Current	947,607	330,248	130,400	603,100	137,200	(65.1%)	(60.5%)	(78.4%)	(77.3%)	5.2%	23
24 Due Contingent Fund	166,000	166,000	166,000	166,000	166,000	0.0%	0.0%	0.0%	0.0%	0.0%	24
25 Unearned Operating Revenue	232,115	241,345	236,700	221,200	236,700	4.0%	(1.9%)	7.0%	7.0%	0.0%	25
26 Unearned Segregated Fee Revenue											26
27 Other Current Liabilities	2,173,295	2,322,529	2,247,900	2,336,700	2,097,900	6.9%	(3.2%)	(3.8%)	(10.2%)	(6.7%)	27
28											28
29 Total Current Liabilities	5,355,442	4,967,019	4,593,000	5,519,200	4,298,600	(7.3%)	(7.5%)	(16.8%)	(22.1%)	(6.4%)	29
30											30
31 <b>Net Working Capital</b>	<b>1,760,519</b>	<b>2,657,157</b>	<b>4,193,900</b>	<b>4,131,200</b>	<b>3,932,400</b>	<b>50.9%</b>	<b>57.8%</b>	<b>1.5%</b>	<b>(4.8%)</b>	<b>(6.2%)</b>	31
32											32
33											33
<b>PROPERTY, PLANT &amp; EQUIPMENT</b>											
34											34
35 Equipment	\$6,633,465	\$10,615,353	11,154,100	7,733,200	11,753,200	60.0%	5.1%	44.2%	52.0%	5.4%	35
36 Less Accumulated Depreciation	5,663,852	6,412,670	7,161,500	6,880,700	7,910,300	13.2%	11.7%	4.1%	15.0%	10.5%	36
37											37
38 Equipment - Net	969,613	4,202,683	3,992,600	852,500	3,842,900	333.4%	(5.0%)	368.3%	350.8%	(3.7%)	38
39											39
40 Building	98,756,916	126,340,987	133,725,500	145,647,800	143,745,500	27.9%	5.8%	(8.2%)	(1.3%)	7.5%	40
41 Less Accumulated Depreciation	23,499,047	30,810,523	31,867,100	25,765,200	33,476,700	31.1%	3.4%	23.7%	29.9%	5.1%	41
42											42
43 Building - Net	75,257,869	95,530,464	101,858,400	119,882,600	110,268,800	26.9%	6.6%	(15.0%)	(8.0%)	8.3%	43
44											44
45 Land	665,000	665,000	665,000	665,000	665,000	0.0%	0.0%	0.0%	0.0%	0.0%	45
46											46
47 Net Property, Plant, Equipment	76,892,482	100,398,147	106,516,000	121,400,100	114,776,700	30.6%	6.1%	(12.3%)	(5.5%)	7.8%	47
48											48
<b>OTHER ASSETS</b>											
49											49
50 Unamortized Software	117,091	111,945	511,600	424,600	424,600	(4.4%)	357.0%	20.5%	0.0%	(17.0%)	50
51											51
52 Total Other Assets	117,091	111,945	511,600	424,600	424,600	(4.4%)	357.0%	20.5%	0.0%	(17.0%)	52
53											53
54 <b>Total Assets, Net of Current Liabilities</b>	<b>78,770,092</b>	<b>103,167,249</b>	<b>111,221,500</b>	<b>125,955,900</b>	<b>119,133,700</b>	<b>31.0%</b>	<b>7.8%</b>	<b>(11.7%)</b>	<b>(5.4%)</b>	<b>7.1%</b>	54
55											55

THE WISCONSIN UNION (Fund 128)  
SCHEDULE B--BALANCE SHEET  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

01/24/14

	A	B	C	D	E	F	G	H	I	J	
	11-12	12-13	13-14	13-14	14-15	12-13A	13-14E	13-14E	14-15B	14-15B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	11-12A	12-13A	13-14B	13-14B	13-14E	
56											56
57 <b>LT OBLIGATIONS/OTHER CREDITS</b>											57
58 LT Debt - Elevators/Kitchen	1,244,573	1,091,879	1,088,300	1,058,000	957,900	(12.3%)	(0.3%)	2.9%	(9.5%)	(12.0%)	58
59 LT Debt - UBP	66,477,831	90,977,784	96,539,000	110,880,400	104,929,400	36.9%	6.1%	(12.9%)	(5.4%)	8.7%	59
60 Deferred R/M - Equip	210,649	207,746	213,500	220,900	220,600	(1.4%)	2.8%	(3.3%)	(0.1%)	3.3%	60
61 Deferred R/M - Building	1,374,448	1,463,339	1,796,500	1,717,600	1,639,300	6.5%	22.8%	4.6%	(4.6%)	(8.8%)	61
62											62
63 Total LT Obligations/Other Credits	69,307,501	93,740,748	99,637,300	113,876,900	107,747,200	35.3%	6.3%	(12.5%)	(5.4%)	8.1%	63
64											64
65 <b>EQUITY</b>											65
66 Committed Oper & Equity											66
67 Equip, Bldg & Land	8,994,144	8,499,707	9,400,300	9,886,300	9,314,000	(5.5%)	10.6%	(4.9%)	(5.8%)	(0.9%)	67
68 Hooper Capital Equipment	254,709	298,336	253,100	156,700	216,200	17.1%	(15.2%)	61.5%	38.0%	(14.6%)	68
69 Debt Service Contingency	266,100	253,500	243,100	253,500	242,800	(4.7%)	(4.1%)	(4.1%)	(4.2%)	(0.1%)	69
70 Operating Contingency	1,159,900	1,218,900	1,173,100	1,218,900	1,199,400	5.1%	(3.8%)	(3.8%)	(1.6%)	2.2%	70
71 Building Additions	50,000	20,000	20,000	20,000	20,000	(60.0%)	0.0%	0.0%	0.0%	0.0%	71
72 Equipment Additions	271,800	395,300	538,700	624,100	541,500	45.4%	36.3%	(13.7%)	(13.2%)	0.5%	72
73 Union Building Project	(775,191)	(453,669)	0	0	0	(41.5%)	(100.0%)				73
74											74
75 Total Committed Equity	10,221,462	10,232,074	11,628,300	12,159,500	11,533,900	0.1%	13.6%	(4.4%)	(5.1%)	(0.8%)	75
76											76
77 Uncommitted Op. Equity	(797,186)	(447,960)	(250,000)	28,800	50,000	(43.8%)	(44.2%)	(968.1%)	73.6%	(120.0%)	77
78											78
79 Net Income (Loss)	38,315	(357,613)	205,900	(109,300)	(197,400)	(1,033.3%)	(157.6%)	(288.4%)	80.6%	(195.9%)	79
80											80
81 Total Equity	9,462,591	9,426,501	11,584,200	12,079,000	11,386,500	(0.4%)	22.9%	(4.1%)	(5.7%)	(1.7%)	81
82											82
83 <b>Total LT Credits &amp; Equity</b>	<b>78,770,092</b>	<b>103,167,249</b>	<b>111,221,500</b>	<b>125,955,900</b>	<b>119,133,700</b>	<b>31.0%</b>	<b>7.8%</b>	<b>(11.7%)</b>	<b>(5.4%)</b>	<b>7.1%</b>	83
	=====	=====	=====	=====	=====	=====	=====	=====	=====	=====	

THE WISCONSIN UNION (Fund 128)  
SCHEDULE B.2--SOLVENCY SUMMARY  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

01/24/14

	A	B	C	D	E	F	G	H	I	J	
	11-12 ACTUAL	12-13 ACTUAL	13-14 EST/ACT	13-14 BUDGET	14-15 BUDGET	12-13A 11-12A	13-14E 12-13A	13-14E 13-14B	14-15B 13-14B	14-15B 13-14E	
<b>RESOURCES AVAILABLE</b>											
1 Cash	\$5,404,823	\$3,555,985	\$4,551,800	\$5,851,200	\$4,144,700	(34.2%)	28.0%	(22.2%)	(29.2%)	(8.9%)	1
2 Cash - Union Building Project	0	0	0	0	0						2
3 Other Current Assets	1,711,139	4,068,189	4,235,100	3,799,200	4,086,300	137.7%	4.1%	11.5%	7.6%	(3.5%)	3
4											4
5 Total Current Assets	7,115,962	7,624,174	8,786,900	9,650,400	8,231,000	7.1%	15.3%	(8.9%)	(14.7%)	(6.3%)	5
6 Total Current Liabilities	5,355,442	4,967,019	4,593,000	5,519,200	4,298,600	(7.3%)	(7.5%)	(16.8%)	(22.1%)	(6.4%)	6
7											7
8 Total Resources Available	1,760,520	2,657,155	4,193,900	4,131,200	3,932,400	50.9%	57.8%	1.5%	(4.8%)	(6.2%)	8
9											9
<b>RESOURCES REQUIRED</b>											10
11 Def R/M - Equipment	210,649	207,746	213,500	220,900	220,600	(1.4%)	2.8%	(3.3%)	(0.1%)	3.3%	11
12 Def R/M - Buildings	1,374,448	1,463,339	1,796,500	1,717,600	1,639,300	6.5%	22.8%	4.6%	(4.6%)	(8.8%)	12
13 Union Building Project	(775,191)	(453,669)	0	0	0	(41.5%)	(100.0%)				13
14 Debt Service Contingency	266,100	253,500	243,100	253,500	242,800	(4.7%)	(4.1%)	(4.1%)	(4.2%)	(0.1%)	14
15 Hoofers Capital Equipment	254,709	298,336	253,100	156,700	216,200	17.1%	(15.2%)	61.5%	38.0%	(14.6%)	15
16 Operating Contingency	905,191	920,564	1,173,100	1,218,900	1,199,400	1.7%	27.4%	(3.8%)	(1.6%)	2.2%	16
17 Building Additions	50,000	20,000	20,000	20,000	20,000	(60.0%)	0.0%	0.0%	0.0%	0.0%	17
18 Equipment Additions	271,800	395,300	538,700	624,100	541,500	45.4%	36.3%	(13.7%)	(13.2%)	0.5%	18
19											19
20 Total Resources Required	2,557,706	3,105,116	4,238,000	4,211,700	4,079,800	21.4%	36.5%	0.6%	(3.1%)	(3.7%)	20
21											21
22 Net Excess (Deficiency)	(797,186)	(447,961)	(44,100)	(80,500)	(147,400)	(43.8%)	(90.2%)	(45.2%)	83.1%	234.2%	22

THE WISCONSIN UNION (Fund 128)  
SCHEDULE C--INCOME STATEMENT  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

01/24/14

	A	B	C	D	E	F	G	H	I	J	
	11-12	12-13	13-14	13-14	14-15	12-13A	13-14E	13-14E	14-15B	14-15B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	11-12A	12-13A	13-14B	13-14B	13-14E	
<b>REVENUE</b>											
1 Direct Operating Revenue											1
2 Restaurants	\$8,644,283	\$8,001,678	\$9,008,200	\$8,806,600	\$8,073,800	(7.4%)	12.6%	2.3%	(8.3%)	(10.4%)	2
3 Markets & Cafes	6,487,140	6,455,320	6,937,200	7,108,900	7,112,200	(0.5%)	7.5%	(2.4%)	0.0%	2.5%	3
4 WU Catering	4,031,767	4,115,173	4,224,800	4,152,000	3,512,500	2.1%	2.7%	1.8%	(15.4%)	(16.9%)	4
5 Conf Center Catering	1,079,348	1,083,866	1,130,900	1,121,200	1,121,100	0.4%	4.3%	0.9%	(0.0%)	(0.9%)	5
6 Retail & Recreation	1,779,072	1,907,220	1,960,200	1,892,000	1,894,400	7.2%	2.8%	3.6%	0.1%	(3.4%)	6
7 Programs	2,886,924	2,168,687	2,081,500	2,044,600	2,780,300	(24.9%)	(4.0%)	1.8%	36.0%	33.6%	7
8											8
9 Total Op Revenue	24,908,534	23,731,944	25,342,800	25,125,300	24,494,300	(4.7%)	6.8%	(0.9%)	(2.5%)	(100.0%)	9
10											10
11 Indirect Revenue											11
12 Commissions	388,104	410,790	402,100	400,600	415,100	5.8%	(2.1%)	0.4%	3.6%	3.2%	12
13 Rentals	317,095	446,672	518,500	401,100	389,300	40.9%	16.1%	29.3%	(2.9%)	(24.9%)	13
14 Service Revenue	906,276	839,312	882,500	889,100	974,100	(7.4%)	5.1%	(0.7%)	9.6%	10.4%	14
15 Reimbursements	84,383	115,240	56,200	84,300	84,300	36.6%	(51.2%)	(33.3%)	0.0%	50.0%	15
16											16
17 Total Indirect Revenue	1,695,858	1,812,014	1,859,300	1,775,100	1,862,800	6.8%	2.6%	(4.5%)	4.9%	(100.0%)	17
18											18
19 Net Operating Revenue	26,604,392	25,543,958	27,202,100	26,900,400	26,357,100	(4.0%)	6.5%	1.1%	(2.0%)	(3.1%)	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	8,794,321	9,559,732	10,106,600	10,106,600	10,329,300	8.7%	5.7%	0.0%	2.2%	2.2%	22
23 Seg Fees-Union Building Project	7,274,492	7,383,030	7,323,300	7,323,300	7,374,200	1.5%	(0.8%)	0.0%	0.7%	0.7%	23
24 Campus Vending	391,460	383,656	362,100	459,900	338,500	(2.0%)	(5.6%)	(21.3%)	(26.4%)	(6.5%)	24
25 Membership	83,517	69,279	73,800	80,500	72,000	(17.0%)	6.5%	(8.3%)	(10.6%)	(2.4%)	25
26 Investment Revenue	9,075	10,915	10,500	25,500	17,300	20.3%	(3.8%)	(58.8%)	(32.2%)	64.8%	26
27 Interest Revenue-Union Bldg Proj	4,200	12,214	5,200	12,700	8,700	190.8%	(57.4%)	(59.1%)	(31.5%)	67.3%	27
28 Miscellaneous	340,682	369,547	371,900	334,100	239,100	8.5%	0.6%	11.3%	(28.4%)	(35.7%)	28
29											29
30 Total Other Revenue	16,897,747	17,788,373	18,253,400	18,342,600	18,379,100	5.3%	2.6%	0.5%	0.2%	(100.0%)	30
31											31
32 Total Revenue	43,502,139	43,332,331	45,455,500	45,243,000	44,736,200	(0.4%)	4.9%	0.5%	(1.1%)	(1.6%)	32
33											33
<b>EXPENSES</b>											
34											34
35 Cost of Goods Sold											35
36 Food	8,672,371	8,616,407	8,957,100	8,965,700	8,487,600	(0.6%)	4.0%	(0.1%)	(5.3%)	(5.2%)	36
37 Retail Merchandise	98,071	94,238	83,400	90,900	71,000	(3.9%)	(11.5%)	(8.3%)	(21.9%)	(14.9%)	37
38											38
39 Total Cost of Goods Sold	8,770,442	8,710,645	9,040,500	9,056,600	8,558,600	(0.7%)	3.8%	(0.2%)	(5.5%)	(5.3%)	39
40											40
41 Direct Op Expenses											41
42 Salaries, Wages, Fringes	7,889,021	8,046,198	8,261,700	8,373,100	7,992,200	2.0%	2.7%	(1.3%)	(4.5%)	(3.3%)	42
43 Supplies & Services	4,567,734	4,202,128	4,028,100	4,054,600	4,012,200	(8.0%)	(4.1%)	(0.7%)	(1.0%)	(0.4%)	43
44 Depreciation - Equipment	169,125	288,248	332,100	342,000	372,100	70.4%	15.2%	(2.9%)	8.8%	12.0%	44
45											45
46 Total Direct Op Expenses	12,625,880	12,536,574	12,621,900	12,769,700	12,376,500	(0.7%)	0.7%	(1.2%)	(3.1%)	(1.9%)	46
47											47
48 Support Services											48
49 Salaries, Wages, Fringes	2,783,849	3,023,147	3,267,300	3,241,200	3,418,000	8.6%	8.1%	0.8%	5.5%	4.6%	49
50 Supplies & Services	557,479	654,516	843,900	776,500	1,039,800	17.4%	28.9%	8.7%	33.9%	23.2%	50
51 Depreciation - Equipment	35,595	50,536	56,300	93,400	70,900	42.0%	11.4%	(39.7%)	(24.1%)	25.9%	51
52											52
53 Total Support Services	3,376,923	3,728,199	4,167,500	4,111,100	4,528,700	10.4%	11.8%	1.4%	10.2%	8.7%	53
54											54
55 Facilities Expenses											55
56 Salaries, Wages, Fringes	\$4,296,353	\$4,755,151	\$5,032,700	\$5,165,200	\$4,891,100	10.7%	5.8%	(2.6%)	(5.3%)	(2.8%)	56
57 Supplies & Services	1,029,121	1,090,047	1,114,500	1,059,700	910,800	5.9%	2.2%	5.2%	(14.1%)	(18.3%)	57
58 Depreciation - Equipment	396,552	401,024	420,200	435,200	434,800	1.1%	4.8%	(3.4%)	(0.1%)	3.5%	58
59											59
60 Total Facilities Expenses	5,722,026	6,246,222	6,567,400	6,660,100	6,236,700	9.2%	5.1%	(1.4%)	(6.4%)	(5.0%)	60

THE WISCONSIN UNION (Fund 128)  
SCHEDULE C--INCOME STATEMENT  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

01/24/14

	A	B	C	D	E	F	G	H	I	J	
	11-12	12-13	13-14	13-14	14-15	12-13A	13-14E	13-14E	14-15B	14-15B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	11-12A	12-13A	13-14B	13-14B	13-14E	
61											61
62 Program Expenses											62
63 Salaries, Wages, Fringes	794,711	621,872	589,400	569,500	556,800	(21.7%)	(5.2%)	3.5%	(2.2%)	(5.5%)	63
64 Supplies & Services	645,163	689,375	718,400	723,000	726,100	6.9%	4.2%	(0.6%)	0.4%	1.1%	64
65 Depreciation - Equipment	0	0	2,500	0	10,000					300.0%	65
66											66
67 Total Program Expenses	1,439,874	1,311,247	1,310,300	1,292,500	1,292,900	(8.9%)	(0.1%)	1.4%	0.0%	(1.3%)	67
68											68
69 Depreciation & Major Repairs/Maintenance											69
70 Major Repairs/Maint - Equip	9,000	9,000	13,300	13,300	13,300	0.0%	47.8%	0.0%	0.0%	0.0%	70
71 Major Repairs/Maint - Bldg	247,902	329,802	633,200	496,400	742,900	33.0%	92.0%	27.6%	49.7%	17.3%	71
72 Depreciation - Bldg	422,637	497,912	373,800	361,500	586,000	17.8%	(24.9%)	3.4%	62.1%	56.8%	72
73 Union Building Project	5,700,493	4,492,054	2,501,000	3,660,400	1,625,400	(21.2%)	(44.3%)	(31.7%)	(55.6%)	(35.0%)	73
74											74
75 Total Depr & Major Repairs/Mair	6,380,032	5,328,768	3,521,300	4,531,600	2,967,600	(16.5%)	(33.9%)	(22.3%)	(34.5%)	(15.7%)	75
76											76
77 Utilities, Taxes & Insurance											77
78 Unemployment Compensation	40,825	32,066	18,300	52,200	19,200	(21.5%)	(42.9%)	(64.9%)	(63.2%)	4.9%	78
79 Worker's Compensation	121,302	70,971	74,500	133,800	78,200	(41.5%)	5.0%	(44.3%)	(41.6%)	5.0%	79
80 Telephone	88,500	90,300	83,900	92,100	86,400	2.0%	(7.1%)	(8.9%)	(6.2%)	3.0%	80
81 Insurance - Property	53,070	120,003	52,400	56,800	124,800	126.1%	(56.3%)	(7.7%)	119.7%	138.2%	81
82 Heating/Cooling	71,266	113,416	132,800	124,400	139,400	59.1%	17.1%	6.8%	12.1%	5.0%	82
83 Electricity	153,334	156,986	165,500	169,100	169,600	2.4%	5.4%	(2.1%)	0.3%	2.5%	83
84 Water & Sewer	60,000	51,800	61,200	63,700	63,000	(13.7%)	18.1%	(3.9%)	(1.1%)	2.9%	84
85 Trash Removal	80,043	75,565	79,300	84,900	81,700	(5.6%)	4.9%	(6.6%)	(3.8%)	3.0%	85
86											86
87 Total Utilities, Taxes & Insuranc	668,340	711,107	667,900	777,000	762,300	6.4%	(6.1%)	(14.0%)	(1.9%)	14.1%	87
88											88
89 State/UW Assessments											89
90 Municipal Services	99,043	103,002	91,100	107,100	94,800	4.0%	(11.6%)	(14.9%)	(11.5%)	4.1%	90
91 Utility Assessments	246,067	259,416	236,700	269,900	242,800	5.4%	(8.8%)	(12.3%)	(10.0%)	2.6%	91
92 UW Assessments	514,968	630,550	1,023,600	895,000	939,100	22.4%	62.3%	14.4%	4.9%	(8.3%)	92
93											93
94 Total State/UW Assessments	860,078	992,968	1,351,400	1,272,000	1,276,700	15.5%	36.1%	6.2%	0.4%	(5.5%)	94
95											95
96 Other Expenses											96
97 Debt Svc - Hotel/Building	617,026	611,796	605,000	604,500	598,500	(0.8%)	(1.1%)	0.1%	(1.0%)	(1.1%)	97
98 Debt Svc - UBP	2,427,031	3,040,795	5,017,100	3,763,700	5,521,200	25.3%	65.0%	33.3%	46.7%	10.0%	98
99 Misc - SWF, S&S	491,799	356,385	323,100	429,200	729,600	(27.5%)	(9.3%)	(24.7%)	70.0%	125.8%	99
100 Reimbursements	84,383	115,240	56,200	84,300	84,300	36.6%	(51.2%)	(33.3%)	0.0%	50.0%	100
101											101
102 Total Other Expenses	3,620,239	4,124,216	6,001,400	4,881,700	6,933,600	13.9%	45.5%	22.9%	42.0%	15.5%	102
103											103
104 Total Expenses	43,463,834	43,689,946	45,249,600	45,352,300	44,933,600	0.5%	3.6%	(0.2%)	(0.9%)	(0.7%)	104
105											105
106 Net Income (Loss)	38,305	(357,615)	205,900	(109,300)	(197,400)	(1,033.6%)	(157.6%)	(288.4%)	80.6%	(195.9%)	106

THE WISCONSIN UNION (Fund 128)  
SCHEDULE M--INCOME STATEMENT (PM)  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

01/24/14

	A	B	C	D	E	F	G	H	I	J	
	11-12	12-13	13-14	13-14	14-15	12-13A	13-14E	13-14E	14-15B	14-15B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	11-12A	12-13A	13-14B	13-14B	13-14E	
<b>REVENUE</b>											
1 Direct Operating Revenue											1
2 Restaurants	\$1,393,990	\$859,385	\$1,603,300	\$1,354,000	\$1,413,800	(38.4%)	86.6%	18.4%	4.4%	(11.8%)	2
3 Markets & Cafes	733,707	654,449	968,000	920,000	1,083,100	(10.8%)	47.9%	5.2%	17.7%	11.9%	3
4 WU Catering	526,106	508,838	596,900	604,800	404,300	(3.3%)	17.3%	(1.3%)	(33.2%)	(32.3%)	4
5 Conf Center Catering	131,941	133,106	138,900	137,700	137,700	0.9%	4.4%	0.9%	0.0%	(0.9%)	5
6 Retail & Recreation	860,176	994,080	1,127,900	1,025,300	1,043,900	15.6%	13.5%	10.0%	1.8%	(7.4%)	6
7 Programs	(133,708)	(665,132)	(754,600)	(742,800)	(523,600)	397.5%	13.5%	1.6%	(29.5%)	(30.6%)	7
8											8
9 Total Op Revenue	3,512,212	2,484,726	3,680,400	3,299,000	3,559,200	(29.3%)	48.1%	11.6%	7.9%	(3.3%)	9
10											10
11 Indirect Revenue											11
12 Commissions	388,104	410,790	402,100	400,600	415,100	5.8%	(2.1%)	0.4%	3.6%	3.2%	12
13 Rentals	317,095	446,672	518,500	401,100	389,300	40.9%	16.1%	29.3%	(2.9%)	(24.9%)	13
14 Service Revenue	906,276	839,312	882,500	889,100	974,100	(7.4%)	5.1%	(0.7%)	9.6%	10.4%	14
15 Reimbursements	84,383	115,240	56,200	84,300	84,300	36.6%	(51.2%)	(33.3%)	0.0%	50.0%	15
16											16
17 Total Indirect Revenue	1,695,858	1,812,014	1,859,300	1,775,100	1,862,800	6.8%	2.6%	4.7%	4.9%	0.2%	17
18											18
19 Net Operating Revenue	5,208,070	4,296,740	5,539,700	5,074,100	5,422,000	(17.5%)	28.9%	9.2%	6.9%	(2.1%)	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	8,794,321	9,559,732	10,106,600	10,106,600	10,329,300	8.7%	5.7%	0.0%	2.2%	2.2%	22
23 Seg Fees-Union Building Project	7,274,492	7,383,030	7,323,300	7,323,300	7,374,200	1.5%	(0.8%)	0.0%	0.7%	0.7%	23
24 Campus Vending	391,460	383,656	362,100	459,900	338,500	(2.0%)	(5.6%)	(21.3%)	(26.4%)	(6.5%)	24
25 Membership	83,517	69,279	73,800	80,500	72,000	(17.0%)	6.5%	(8.3%)	(10.6%)	(2.4%)	25
26 Investment Revenue	9,075	10,915	10,500	25,500	17,300	20.3%	(3.8%)	(58.8%)	(32.2%)	64.8%	26
27 Interest Revenue-Union Bldg Proj	4,200	12,214	5,200	12,700	8,700	190.8%	(57.4%)	(59.1%)	(31.5%)	67.3%	27
28 Miscellaneous	340,682	369,547	371,900	334,100	239,100	8.5%	0.6%	11.3%	(28.4%)	(35.7%)	28
29											29
30 Total Other Revenue	16,897,747	17,788,373	18,253,400	18,342,600	18,379,100	5.3%	2.6%	(0.5%)	0.2%	0.7%	30
31											31
32 <b>Total Revenue</b>	<b>22,105,817</b>	<b>22,085,113</b>	<b>23,793,100</b>	<b>23,416,700</b>	<b>23,801,100</b>	<b>(0.1%)</b>	<b>7.7%</b>	<b>1.6%</b>	<b>1.6%</b>	<b>0.0%</b>	32
33											33
<b>EXPENSES</b>											
34											34
35 Support Services											35
36 Salaries, Wages, Fringes	2,783,849	3,023,147	3,267,300	3,241,200	3,418,000	8.6%	8.1%	0.8%	5.5%	4.6%	36
37 Supplies & Services	557,479	654,516	843,900	776,500	1,039,800	17.4%	28.9%	8.7%	33.9%	23.2%	37
38 Depreciation - Equipment	35,595	50,536	56,300	93,400	70,900	42.0%	11.4%	(39.7%)	(24.1%)	25.9%	38
39											39
40 Total Support Services	3,376,923	3,728,199	4,167,500	4,111,100	4,528,700	10.4%	11.8%	1.4%	10.2%	8.7%	40
41											41
42 Facilities Expenses											42
43 Salaries, Wages, Fringes	\$4,296,353	\$4,755,151	\$5,032,700	\$5,165,200	\$4,891,100	10.7%	5.8%	(2.6%)	(5.3%)	(2.8%)	43
44 Supplies & Services	1,029,121	1,090,047	1,114,500	1,059,700	910,800	5.9%	2.2%	5.2%	(14.1%)	(18.3%)	44
45 Depreciation - Equipment	396,552	401,024	420,200	435,200	434,800	1.1%	4.8%	(3.4%)	(0.1%)	3.5%	45
46											46
47 Total Facilities Expenses	5,722,026	6,246,222	6,567,400	6,660,100	6,236,700	9.2%	5.1%	(1.4%)	(6.4%)	(5.0%)	47

THE WISCONSIN UNION (Fund 128)  
SCHEDULE M--INCOME STATEMENT (PM)  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

01/24/14

	A	B	C	D	E	F	G	H	I	J	
	11-12 ACTUAL	12-13 ACTUAL	13-14 EST/ACT	13-14 BUDGET	14-15 BUDGET	12-13A 11-12A	13-14E 12-13A	13-14E 13-14B	14-15B 13-14B	14-15B 13-14E	
48											48
49 Program Expenses											49
50 Salaries, Wages, Fringes	794,711	621,872	589,400	569,500	556,800	(21.7%)	(5.2%)	3.5%	(2.2%)	(5.5%)	50
51 Supplies & Services	645,163	689,375	718,400	723,000	726,100	6.9%	4.2%	(0.6%)	0.4%	1.1%	51
52 Depreciation - Equipment	0	0	2,500	0	10,000					300.0%	52
53											53
54 Total Program Expenses	1,439,874	1,311,247	1,310,300	1,292,500	1,292,900	(8.9%)	(0.1%)	1.4%	0.0%	(1.3%)	54
55											55
56 Depreciation & Major Repairs/Maintenance											56
57 Major Repairs/Maint - Equip	9,000	9,000	13,300	13,300	13,300	0.0%	47.8%	0.0%	0.0%	0.0%	57
58 Major Repairs/Maint - Bldg	247,902	329,802	633,200	496,400	742,900	33.0%	92.0%	27.6%	49.7%	17.3%	58
59 Depreciation - Bldg	422,637	497,912	373,800	361,500	586,000	17.8%	(24.9%)	3.4%	62.1%	56.8%	59
60 Union Building Project	5,700,493	4,492,054	2,501,000	3,660,400	1,625,400	(21.2%)	(44.3%)	(31.7%)	(55.6%)	(35.0%)	60
61											61
62 Total Depr & Major Repairs/Mair	6,380,032	5,328,768	3,521,300	4,531,600	2,967,600	(16.5%)	(33.9%)	(22.3%)	(34.5%)	(15.7%)	62
63											63
64 Utilities, Taxes & Insurance											64
65 Unemployment Compensation	40,825	32,066	18,300	52,200	19,200	(21.5%)	(42.9%)	(64.9%)	(63.2%)	4.9%	65
66 Worker's Compensation	121,302	70,971	74,500	133,800	78,200	(41.5%)	5.0%	(44.3%)	(41.6%)	5.0%	66
67 Telephone	88,500	90,300	83,900	92,100	86,400	2.0%	(7.1%)	(8.9%)	(6.2%)	3.0%	67
68 Insurance - Property	53,070	120,003	52,400	56,800	124,800	126.1%	(56.3%)	(7.7%)	119.7%	138.2%	68
69 Heating/Cooling	71,266	113,416	132,800	124,400	139,400	59.1%	17.1%	6.8%	12.1%	5.0%	69
70 Electricity	153,334	156,986	165,500	169,100	169,600	2.4%	5.4%	(2.1%)	0.3%	2.5%	70
71 Water & Sewer	60,000	51,800	61,200	63,700	63,000	(13.7%)	18.1%	(3.9%)	(1.1%)	2.9%	71
72 Trash Removal	80,043	75,565	79,300	84,900	81,700	(5.6%)	4.9%	(6.6%)	(3.8%)	3.0%	72
73											73
74 Total Utilities, Taxes & Insuranc	668,340	711,107	667,900	777,000	762,300	6.4%	(6.1%)	(14.0%)	(1.9%)	14.1%	74
75											75
76 State/UW Assessments											76
77 Municipal Services	99,043	103,002	91,100	107,100	94,800	4.0%	(11.6%)	(14.9%)	(11.5%)	4.1%	77
78 Utility Assessments	246,067	259,416	236,700	269,900	242,800	5.4%	(8.8%)	(12.3%)	(10.0%)	2.6%	78
79 UW Assessments	514,968	630,550	1,023,600	895,000	939,100	22.4%	62.3%	14.4%	4.9%	(8.3%)	79
80											80
81 Total State/UW Assessments	860,078	992,968	1,351,400	1,272,000	1,276,700	15.5%	36.1%	6.2%	0.4%	(5.5%)	81
82											82
83 Other Expenses											83
84 Debt Svc - Hotel/Building	617,026	611,796	605,000	604,500	598,500	(0.8%)	(1.1%)	0.1%	(1.0%)	(1.1%)	84
85 Debt Svc - UBP	2,427,031	3,040,795	5,017,100	3,763,700	5,521,200	25.3%	65.0%	33.3%	46.7%	10.0%	85
86 Misc - SWF, S&S	491,799	356,385	323,100	429,200	729,600	(27.5%)	(9.3%)	(24.7%)	70.0%	125.8%	86
87 Reimbursements	84,383	115,240	56,200	84,300	84,300	36.6%	(51.2%)	(33.3%)	0.0%	50.0%	87
88											88
89 Total Other Expenses	3,620,239	4,124,216	6,001,400	4,881,700	6,933,600	13.9%	45.5%	22.9%	42.0%	15.5%	89
90											90
91 Total Expenses	22,067,512	22,442,727	23,587,200	23,526,000	23,998,500	1.7%	5.1%	0.3%	2.0%	1.7%	91
92											92
93 Net Income (Loss)	38,305	(357,614)	205,900	(109,300)	(197,400)	(1,033.6%)	(157.6%)	(288.4%)	80.6%	(195.9%)	93



THE WISCONSIN UNION (Fund 128)  
SCHEDULE C--INCOME STATEMENT  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

		Source of Funds			
		Wisconsin Union Operating Funds	Segregated Fees	14-15 BUDGET	
REVENUE					
1	Direct Operating Revenue			1	
2	Restaurants	\$8,073,800	\$0	\$8,073,800	2
3	Markets & Cafes	7,112,200	0	7,112,200	3
4	WU Catering	3,512,500	0	3,512,500	4
5	Conf Center Catering	1,121,100	0	1,121,100	5
6	Retail & Recreation	1,894,400	0	1,894,400	6
7	Programs	2,780,300	0	2,780,300	7
8					8
9	Total Op Revenue	24,494,300	0	24,494,300	9
10					10
11	Indirect Revenue				11
12	Commissions	415,100	0	415,100	12
13	Rentals	389,300	0	389,300	13
14	Service Revenue	974,100	0	974,100	14
15	Reimbursements	84,300	0	84,300	15
16					16
17	Total Indirect Revenue	1,862,800	0	1,862,800	17
18					18
19	Net Operating Revenue	26,357,100	0	26,357,100	19
20					20
21	Other Revenue				21
22	Student Segregated Fees	0	10,329,300	10,329,300	22
23	Seg Fees-Union Building Project	0	7,374,200	7,374,200	23
24	Campus Vending	338,500	0	338,500	24
25	Membership	72,000	0	72,000	25
26	Investment Revenue	17,300	0	17,300	26
27	Interest Revenue-Union Bldg Projec	0	8,700	8,700	27
28	Miscellaneous	239,100	0	239,100	28
29					29
30	Total Other Revenue	666,900	17,712,200	18,379,100	30
31					31
32	Total Revenue	27,024,000	17,712,200	44,736,200	32
33					33
34	EXPENSES				34
35	Cost of Goods Sold				35
36	Food	8,487,600	0	8,487,600	36
37	Retail Merchandise	71,000	0	71,000	37
38					38
39	Total Cost of Goods Sold	8,558,600	0	8,558,600	39
40					40
41	Direct Op Expenses				41
42	Salaries, Wages, Fringes	7,992,200	0	7,992,200	42
43	Supplies & Services	4,012,200	0	4,012,200	43
44	Depreciation - Equipment	372,100	0	372,100	44
45					45
46	Total Direct Op Expenses	12,376,500	0	12,376,500	46
47					47
48	Support Services				48
49	Salaries, Wages, Fringes	1,278,600	2,139,400	3,418,000	49
50	Supplies & Services	623,000	416,800	1,039,800	50
51	Depreciation - Equipment	45,100	25,800	70,900	51
52					52
53	Total Support Services	1,946,700	2,582,000	4,528,700	53

THE WISCONSIN UNION (Fund 128)  
SCHEDULE C--INCOME STATEMENT  
2014-15 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2015

		Source of Funds		14-15 BUDGET	
		Wisconsin Union <u>Operating Funds</u>	Segregated <u>Fees</u>		
54					54
55	Facilities Expenses				55
56	Salaries, Wages, Fringes	\$181,000	\$4,710,100	4,891,100	56
57	Supplies & Services	0	910,800	910,800	57
58	Depreciation - Equipment	0	434,800	434,800	58
59		-----	-----	-----	59
60	Total Facilities Expenses	181,000	6,055,700	6,236,700	60
61					61
62	Program Expenses				62
63	Salaries, Wages, Fringes	420,000	136,800	556,800	63
64	Supplies & Services	726,100	0	726,100	64
65	Depreciation - Equipment	10,000	0	10,000	65
66		-----	-----	-----	66
67	Total Program Expenses	1,156,100	136,800	1,292,900	67
68					68
69	Depreciation & Major Repairs/Maintenance				69
70	Major Repairs/Maint - Equip	0	13,300	13,300	70
71	Major Repairs/Maint - Bldg	135,700	607,200	742,900	71
72	Depreciation - Bldg	0	586,000	586,000	72
73	Union Building Project/Debt Svc	(372,000)	1,997,400	1,625,400	73
74		-----	-----	-----	74
75	Total Depr & Major Repairs/Mainte	(236,300)	3,203,900	2,967,600	75
76					76
77	Utilities, Taxes & Insurance				77
78	Unemployment Compensation	0	19,200	19,200	78
79	Worker's Compensation	0	78,200	78,200	79
80	Telephone	0	86,400	86,400	80
81	Insurance - Property	0	124,800	124,800	81
82	Heating/Cooling	0	139,400	139,400	82
83	Electricity	0	169,600	169,600	83
84	Water & Sewer	0	63,000	63,000	84
85	Trash Removal	0	81,700	81,700	85
86		-----	-----	-----	86
87	Total Utilities, Taxes & Insurance	0	762,300	762,300	87
88					88
89	State/UW Assessments				89
90	Municipal Services	0	94,800	94,800	90
91	Utility Assessments	0	242,800	242,800	91
92	UW Assessments	0	939,100	939,100	92
93		-----	-----	-----	93
94	Total State/UW Assessments	0	1,276,700	1,276,700	94
95					95
96	Other Expenses				96
97	Debt Svc - Hotel/Building	544,200	54,300	598,500	97
98	Debt Svc - Union Building Project	0	5,521,200	5,521,200	98
99	Misc - SWF, S&S	720,900	8,700	729,600	99
100	Reimbursements	84,300		84,300	100
101		-----	-----	-----	101
102	Total Other Expenses	1,349,400	5,584,200	6,933,600	102
103					103
104	<b>Total Expenses</b>	<b>25,332,000</b>	<b>19,601,600</b>	<b>44,933,600</b>	104
105					105
106	<b>Net Income (Loss)</b>	<b>1,692,000</b>	<b>(1,889,400)</b>	<b>(197,400)</b>	106