

# Union Council Agenda

Feb. 3<sup>rd</sup> 2015

5:30-8:15pm

Location: TITU

Item	Time
Dinner	5:30
Call to Order	6:00
Open Forum	
Approve Minutes	
Union Budget	6:05
Alcohol Policy	7:35
Selection	7:40
Reports	8:00
ASM Chair	
President	
VP of Admin	
VP of Public Relations	
VP of Leadership and Development	
Secretary	
Treasurer	
Meeting Adjourned	8:15

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MEMBERS			
		Derek Field, ASM Representative	X
Juli Aulik, Alumni Rep	X	Mark Guthier, Secretary	X
Daniel Bahn, VP- Leadership Development	X	Jenny Knoeppel, VP- Public Relations	X
Sarah Bergman, President	X	William Lipske, Academic Staff	X
Lori Berquam, Ex- Officio	X	Peter Lipton, Faculty Representative	
George Cutlip, Alumni Rep (WAA)	X	Devon Maier, ASM Representative	X
Susan Dibbell, Ex- Officio	X	Bill Mulligan, VP- Program Administration	X
Abby Douglas, WUD Representative	X	Annie Paul, ASM Representative	X
Brett Ducharme, ASM Representative	X	Hank Walter, Treasurer	X

Guests: Lori DeMeuse, Director's Office Executive Assistant, Jian Choi, Director's Office Student Assistant

TOPIC	DISCUSSION	ACTION
<b>Call to Order</b>	The meeting was called to order at 6:02 pm by Sarah Bergman.	
<b>Open Forum</b>	No open forum discussion	
<b>Approval of Minutes</b>	Sarah Bergman made a <b>Motion to Approve</b> the minutes from the 10/10/14 and 11/11/14 meetings. Abby Douglas <b>Seconded the Motion. None opposed. Motion Passed.</b>	<b>Motion Passed</b>
<b>Term Limit Policy</b>	<p>Sarah Bergman briefly explained that this issue had been discussed at the previous meeting and needed to be voted on at this meeting. Before the discussion, she asked if anyone had initial clarifying questions.</p> <p>Bill Mulligan made a <b>Motion to Approve</b> the term limit policy.. <b>Motion Passed 12-0.</b></p>	<b>Motion Passed</b>
<b>Consumption of Alcohol Policy</b>	<p>Sarah Bergman turned the discussion over to Jenny Knoeppel, Chair of the Facilities Sub-Committee. Ms. Bergman handed out the revised version of the policy, mentioning that one word had been changed from what was emailed earlier.</p> <p>Ms. Knoeppel said that the policy sent out via e-mail was the one approved by the Union Council Executive Committee. She reported that the Facilities Committee met last night to discuss where alcohol can be carried in the Union. They concluded that carrying alcohol around the Union (that has been purchased at the Union) is not really an issue. Through the discussion they revised the first sentence and "the piers" were removed from the areas from which alcohol was excluded. The Committee felt very passionate about their decision.</p> <p>Annie Paul asked why this was an issue. Ms. Knoeppel answered that it is a safety issue.</p> <p>Lori Berquam pointed out that the policy may contradict the policy of the Division of Student Life which prohibits serving alcoholic beverage at their events. She expressed concerns about students walking into the event space with a beer, mentioning that this contradicts the "alcohol-free" provision. Ms. Berquam asked if meeting sponsors could still restrict alcohol from their meetings and, if so, who would be responsible for enforcing this. Mark Guthier clarified that the sponsor can call a building manager if she witnesses somebody carrying a beer into an alcohol free event/meeting. Ms.</p>	

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	<p>Berquam still would like to make the sentence more accurate so that it would address responsibility more clearly.</p> <p>Mr. Guthier moved to Amend the Policy to change the wording of the first “event” to “spaces”. Will Lipske <b>seconded the Motion to Amend.</b></p> <p>Ms. Berquam would like to amend the phrase, “event area designated by staff” because it did not sound clear to her. That phrase was directly taken from the official policy. Ms. Berquam stated that it doesn’t sound clear to her and she would like to make it clear to prevent people from arbitrarily misusing the policy.</p> <p>Hank Walter moved <b>to Table</b> this issue to allow him time to check any safety issues with Risk Management and do the wordsmithing outside of the meeting.</p> <p><b>Motion To Table Passed.</b> Ms. Knoeppel and Mr. Mulligan Abstained.</p> <p>Juli Aulik requested that other voices should be involved. Ms. Paul shared Mr. Walter’s concern regarding alcohol on the piers. Ms. Douglas addressed that it doesn’t seem like a serious risk factor to her. She also doubted if the benefit of the change would outweigh the risk. She stated that it would make visitors confused and frustrated by not allowing them what they always have done. Lori Berquam suggested to check with the police to see if there have been any problems.</p>	
<p><b>Reflection Room</b></p>	<p>Jenny Knoeppel provided some background information about the request for a dedicated Reflection Room at Memorial Union. The room would be reserved for those who wish to meditate and/or pray. The Facilities Committee met and concluded that they need more time and information to make a decision.</p> <p>A faculty member requested that there be a dedicated room in Memorial Union for reflection/meditation/prayer. Ms. Aulik expressed concerns about lost revenue. She also wanted to express that this would be a donation of space to campus. Mark Guthier would like to get a clearer sense of the estimated cost to the Union by taking a meeting room offline for this purpose.</p>	<p><b>Motion Tabled</b></p>
<p><b>Constitution Change Hoofers</b></p>	<p>Abby Douglas, reported a proposed change in the structure of the Executive Board of Hoofers. Scuba is requesting to change the Council Representative position. The position of “Boat Captain (Skipper)” has been eliminated and included in the Equipment Manager position. Juli Aulik moved to <b>to Approve the constitution change as presented.</b> Ms. Aulik then made a <b>Motion to Amend.</b> She would like to amend a sentence as follows: “responsible of storage of, as necessary operation of and distribution of”. She explained that what “operation” means to her is being responsible for overseeing the operation so that equipment can function properly rather than literally operating a boat. Ms. Douglas stated that the equipment manager would not be responsible for overseeing a boat in this constitution. She also mentioned that they would restate the role of boat captain as necessary if they get a boat but they would not be entirely responsible for maintenance of the boat because there would be more than one operators. It would be a</p>	

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<p><b>Budget Report Treasurer</b></p>	<p>different staff member's responsibility. Ms. Aulik apologized for her misunderstanding and <b>Withdrew her Motion to Amend.</b></p> <p>Ms. Bergman seconded the motion to <b>Approve.</b> All in favor. <b>Motion passed.</b></p> <p>Hank Walter, Treasurer, reported that the news we are hearing from campus regarding the budget is not positive. It sounds like there will be a significant increase in the amount of campus assessments. He is assuming that we will keep an increase in student fees as small as possible. The Union will need to look at ways to reduce spending. Sarah Bergman stated that the budget for programming could be protected for students even if it may not seem so vital. Juli Aulik stated that it is very important for everyone to be knowledgeable about details of the budget. Mr. Walter said that he would be happy to answer any questions, but he would not be deep in the budget process until January.</p> <p>Ms. Bergman asked if there are were any specific questions or suggestions about the financial statement. Mr. Walter added that we budgeted revenue pretty aggressively this year based on the rollout of the one-account Wiscard. While we were 'in the black' in October, we did not see the anticipated growth in revenue. November figures will influence our budgeting.</p> <p>William Lipske noted that he hasn't seen any marketing information regarding the Wiscard at points of sale. Mr. Walter stated that, because the Union extends a 5% discount to those using Wiscards, the profit per sale decreases. So Wiscard use is only helpful if it increases the amount of sales, and we believe that the one-account Wiscard can help us do that with students, but not as much with faculty-staff. Thus the decision was to made to market to students more than faculty and staff.</p> <p>Annie Paul, ASM Representative, asked about the Penny Promotion campaign. Mr. Walter said that promotion was very successful and increased sales. We did meet our sales goals for September, when the Penny Promotions were happening.</p> <p>Ms. Bergman asked if there are any plans for a Wiscard marketing campaign aimed at older students. Mr. Walter answered that the Penny deal was targeted at all students and promoted via social media. Mr. Walter responded that he would like to talk more about marketing strategies to increase Wiscard revenue.</p>	<p><b>Motion Passed</b></p>
<p><b>Reports: President</b></p>	<p>Ms. Bergman met with Lori Berquam who showed her potential budget cuts of 2, 4 and 6%. Regardless of the percentage it will impact the Division of Student Life.</p> <p>They are looking to make Revelry more sustainable in terms of funding and we're waiting for the University for the language to request segregated fees.</p>	
<p><b>Treasurer</b></p>	<p>Mr. Walter reported that campus budget cuts would be between 2 and 6% but given that we are anticipating a 1% increase in the campus assessment, he needs to look into it again. One advantage we have is</p>	



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<p><b>ASM</b></p>	<p>that when the renovation is done in 2 or 3 years we should see an increase our revenue to offset some of the cuts.</p> <p>Derek Field reported that UW System Director Ray Cross is going to ask the Board of Regents to freeze or cap segregated fees.</p> <p>ASM is creating a food pantry. They are working on the budget for staffing, supplies and advertising. He said that they are excited about the project, including publicity on Ch.27.</p> <p>They are working on a language certificates campaign and getting a lot of positive feedback from campus.</p>	
<p><b>Secretary</b></p>	<p>Mark Guthier reported that he submitted the Employee Engagement, Inclusion and Diversity plan to Vice Chancellor Darrell Bazzell yesterday. Leadership Team made a decision to have each one of the five areas bring forth an item from the EID plan to focus on this year.</p> <p>An interesting program idea came out of New York fundraising meeting: a potential donor is interested in funding an endowment to encourage dialogue outside of the classroom between faculty and students.</p>	
<p><b>VP-Leadership Development</b></p>	<p>Daniel Bahn reported that they are continuing to work on their goals of diversity on campus: diversity itself and measurement of diversity.</p> <p>Re governance, they are collecting information for Global Connections, working on a survey with directors and Directorate.</p>	
<p><b>VP-Public Relations</b></p>	<p>Jenny Knoepfel reported that she has been working on WUD branding. She said that logos of committees are all over the place so they had a conversation with Marketing to find a way to help people to recognize student organizations more easily.</p> <p>She is working on a project with the Film Committee looking at University Archives.</p> <p>Facilities Committee has had good attendance at their meetings.</p>	
<p><b>VP-Program Administration</b></p>	<p>Bill Mulligan, VP- Program Administration, reported that he is working on building budgets.</p> <p>CPC is looking at doing a pilot for Dining Services. Also reviewing proposals on how programming and dining services can work together.</p> <p>Next year the East Wing will be closed, but the Rath still open. Should we still have music programming?</p>	
<p><b>VP-External Relations</b></p>	<p>Abby Douglas said it was decided to cancel the 12/3 meeting because they felt unprepared. Instead, they got a small assignment over the winter break to look into details of their favorite loyalty programs. They will discuss this at January's meeting.</p> <p>Ms. Bergman made a <b>motion to adjourn the meeting</b>. Mr. Guthier <b>seconded</b>. <b>None Opposed</b>. The meeting was <b>Adjourned</b> at 7:45 p.m.</p>	<p><b>Meeting Adjourned</b></p>



**Wisconsin Union**  
Experiences for a lifetime

## **Wisconsin Union 2015-16 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.

- Opened the renovated Memorial Union West Wing in 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 the Festival Room, a rehearsal/studio room.
- Response to the new Wheelhouse Studios has been phenomenal. Each Free Art Friday program is at capacity and several registered student organizations or academic programs use the Studio each week.
- In its first summer of operation the new rental program offered through Outdoor UW had 6,298 users (May - October) and of these 5,161 were students. The majority of the users rated the quality of service as excellent.
- Approximately 1,100 programs for UW students planned by over 300 student volunteers from the Wisconsin Union Directorate including:
  - Free music performances year-round at Memorial Union and Union South
  - A highly successful Distinguished Lectures Series which brings the smartest, most engaging and influential people (for example Neil DeGrasse Tyson) to campus, who encourage thought-provoking conversations
  - Hooper outdoor recreation programs
  - Summer Terrace music and film series and such special events as Isthmus Jazz Fest, World Music Festivals, Latin, Country, Blues and Irish music.
  - Over 300 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 for students averaging more than \$65,000 in discounted tickets annually)
  - New weekly student programming/entertainment in the Fredric March Play Circle (MU Entertainment Committee)
  - Over 400 short non-credit enrichment classes monthly through Wheelhouse Studios & Free Art Fridays
- Free meeting rooms for student organization meetings, programs, and other events. In 2014, registered student organizations hosted nearly 10,000 programs and meetings in Union facilities. RSOs are the single highest users of Union facilities and receive discounted food options.
- More than 30,500 campus room reservations scheduled annually.
- 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.

- Nine student-led program committees plus six Hoofer clubs with a combined membership of more than 2,500
- 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 projected to spend \$4.6 million on student wages in FY15. During the Memorial Union renovation of the central and east wings in FY16, many dining, program, catering and conference functions will be closed resulting in temporary decrease in the number of student employees needed, however upon the reopening in the Fall of 2016, the need for student employees is expected to rebound and perhaps increase.
- 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. 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 her 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:**

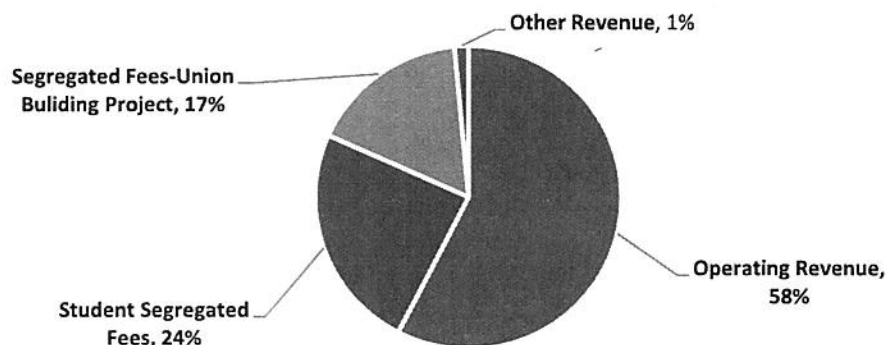
- The proposed budget moves on to Union Council where it is presented by the chair of Administration subcommittee along with the Associate Director for review and approval.
- A final piece of the Union's budget process is to submit a budget to SSFC for their recommendations to the Chancellor.

## Wisconsin Union 2015-16 Budget Proposal

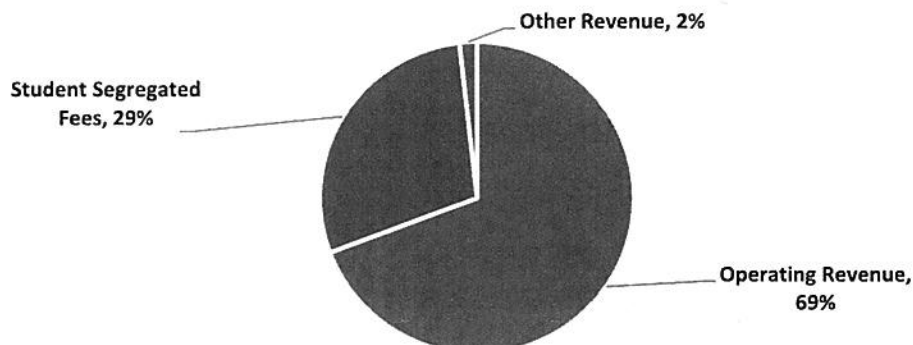
### III. Sources and Uses of Wisconsin Union Funds

The Union's proposed 2015-16 operating budget of \$43.9 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.

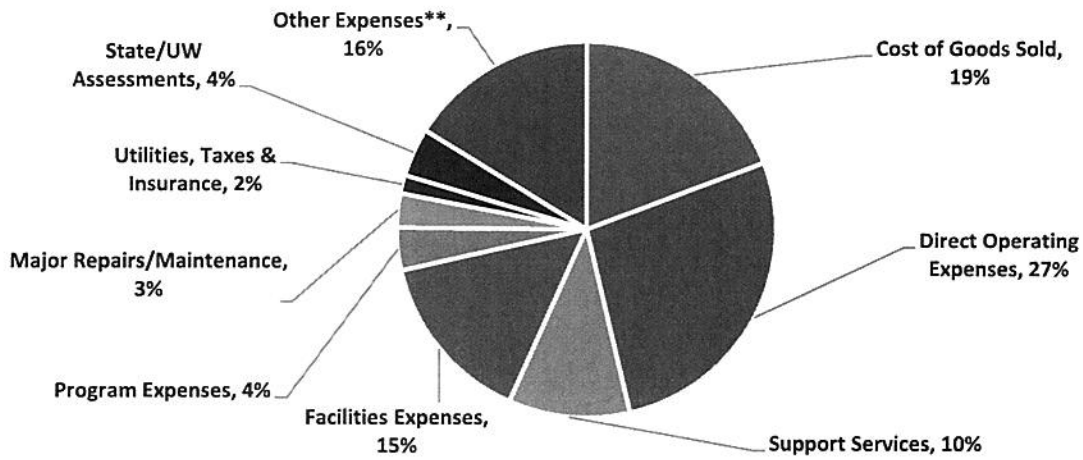
**WISCONSIN UNION  
2015-16 SOURCES OF FUNDS**



**WISCONSIN UNION  
2015-16 SOURCES OF FUNDS - *excluding building project fee***



## WISCONSIN UNION 2015-16 USES OF FUNDS



*\*\* Other Expenses is predominantly debt service (interest) payments*

### IV. Proposed Budget for 2015-16 – Assumptions & Significant Factors

- New initiatives and planned program changes for the Wisconsin Union include:
  - Planned closing of the eastern and central portions of Memorial Union for renovations in the fall of 2015. Specifically:
    - Union Terrace and all central & eastern portions of the building will close on September 1, 2015
    - Budget assumes Terrace and first floor dining operations will remain closed for the remainder of the 2015-16 budget year (Terrace to reopen July 1, 2016). Second, third and fourth floors will reopen in 2017.
  - Plans for temporary food service operations in the MU West Wing during the East Wing renovations, including a grab and go retail operation with coffee, Babcock ice cream and food offerings in the newly renovated Rathskeller seating area.
  - Continuing emphasis on securing sponsorship for Union programs to increase revenue to support Union programs and operations.
  - A more active membership sales program including beginning a sustaining membership program.

Net Income of \$36,453 is projected for fiscal year 2014-15 resulting from the combination of a strong Terrace season and strong Union South performance offset by less than expected dining sales resulting from the Wiscard One Card program. Additionally, write offs related to previous capital projects that are not fully depreciated, but will be replaced with the Memorial Union renovations, contribute to the projected breakeven results in FY15.

A deficit (net loss) of -\$189,452 is anticipated for 2015-16 budget year. The budget year deficit reflects current plans to close the Memorial Union East and Central Wings for renovations in fall 2015. The closing of Memorial Union East and Central Wings will impact operations from a financial standpoint:

- Customer counts in Memorial Union dining units will be down significantly. While the new West Wing will offer new programs and attractive student hang-out spaces, the anticipated closure of the East and Central Wings, and in particular, the Rathskeller, Lakefront on Langdon, Essentials, Daily Scoop, Peets Coffee & Tea and MU Guest Rooms are expected to result in reduced building traffic and a corresponding loss of program revenue for the 2015-16 budget year.
- 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. This budget takes into account an increase in vacancies that will be held open when they occur, however.
  - Conference rental revenue has been reduced to reflect the loss of conferences and other events at Memorial Union 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.
- Operating Revenue:
  - Budget assumes a decrease in dining & retail service revenue resulting from Memorial Union construction project. This is offset somewhat by assumed continued high traffic at Union South as well as anticipated strong performance on the Union Terrace in summer 2015.
  - Budget includes modest food price increases and also volume increases as appropriate.
  - Conference rental and catering revenue have been reduced to reflect the loss of business during the renovations.
  - Budget reflects modest hotel room rate increase and continued strong occupancy rates at the Wisconsin Union Hotel at Union South.
- Other Revenue
  - 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.
  - Proceeds from Campus Vending agreement and Union Sponsorships.
  - Increased Corporate Membership goals for Wisconsin Union Membership.
  - Segregated Fees funding to support the Union's operations as well as funding for the Union Building Project approved by student referendum in 2006
- Salary/Wage/Fringe: Per campus budget instructions a reserve of 1% of the salary and related fringe line has been set aside for a possible compensation adjustment in FY16.
- Salary/Wage/Fringe: Per campus instructions, provisions have been made for a possible change in the hourly rate for classified staff and LTEs who currently make less than the living wage.
- Student wages for FY16 include funds for a 2% pay increase. Despite this budgeted wage increase, overall student wages are budgeted to temporarily decrease in FY16 by approximately \$986K due to the closure of Memorial Union for renovation. The majority of FY16 decrease in budgeted student wages are in the following units: Rathskeller (\$220K), Lakefront on Langdon (\$177K), Peets Coffee (\$60K), Essentials Market (\$62K), MU Catering (\$105K), WUD Programming (\$119K), MU Building Custodial (\$95K) and MU Campus Event Services/AV/Production (\$173K).
- The FY16 budget includes approximately \$1.8 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.
- Equipment Additions/Major Repairs/Maintenance/Building Additions include:
  - Construction of temporary kitchen and dining operations during MUR Phase 2
  - Renovations to the Paul Bunyan room for temporary food service operations.
  - Additional West Wing accommodations to mitigate the impact of construction.
  - Raywood Warehouse renovations to accommodate storage needs during MUR Phase 2.
  - Additional furniture at Union South to meet increasing seating demand as well as reupholstering of existing furniture
  - \$231,800 Wisconsin Union contribution to the Building Project in FY15



- New food equipment, convection ovens, espresso machines and ice machines for various cafes & delis.
  - Replacement of worn out/stolen terrace furniture
  - New 'smart safe' for Memorial Union cash office
  - Traffic counters for Memorial Union west wing
- In planning for the Phase II renovations of Memorial Union, funds were set aside to ensure a portion of the anticipated business interruption costs could be covered. The FY16 budget reflects \$1.5M for this purpose.
- Misc Services budget includes funding to hire a Project Coordinator position to manage the Phase II Memorial Union renovation project.
- The FY16 budget includes a \$483,500 increase in Debt Service (interest expense) related to the bonding of the building project.
- 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 FY16 budget request includes a 2.0% increase over FY15 estimated actual and would be the equivalent of a \$2.69 increase per student per semester. This is projected to generate approximately \$207,500 in increased fees. However, with projected increases in enrollment, the FY16 budget is projecting approximately a 2.5% (\$257,000) increase in segregated fee income. This request is driven primarily by increases in campus allocated/mandated expenditures to the Union including:

##### **Campus Allocated/Mandated Expenditure:**

5% CSA rate (reflects a 2% increase over FY15)	\$487,300
Information Technology Assessment, 30% increase	79,400
Utilities (electric, heating/cooling, water/sewer, trash removal), 2.5% increase	13,000
1% salary increase and related retirement/social security	117,000
Classified & LTE positions ' living wage' adjustment	100,000
<b>Total</b>	<b>\$796,700</b>



To help keep student segregated fees down, the Union is taking the following steps. The more material FY16 budget cuts include:

**FY16 Wisconsin Union Budget Cuts (vs. FY15 Budget):**

Elimination of two classified positions through attrition (custodial & external relations)	(123,000)
Markets & Café's coffee provider contract change	(35,000)
Wisconsin Union Directorate programming reductions	(25,000)
Cancellation of Community Service Network Program	(23,600)
Reduction in Terrace Security Expenses	(22,200)
Reduction in Information Technology expenditures including ad hoc DOIT assistance and hardware & software purchases	(20,000)
Delay capital expenditures	(19,000)
Delay implementation of staff education database	(16,000)
Outdoor UW cost reductions in promotion, instruction expense and equipment purchases.	(15,000)
Reduction in recruitment expenses	(9,000)
Reduction in Memorial Union window washing and Terrace/Loading Dock washing	(8,000)
<b>Total</b>	<b>(\$315,800)</b>

## VI. Summary & Outlook

The outlook for 2015-16 is generally positive, though the 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 helped to 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 2015-16 segregated fee request to 2.0%, less than the 3% threshold, as part of our ongoing efforts to keep fees affordable for students. We are optimistic about our performance potential following the complete reopening of the Memorial Union and anticipate the Union's future need for segregated fee increases to be minimized, limited perhaps only to cover projected staff salary increases.

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 FY16 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.

THE WISCONSIN UNION (Fund 128)  
SCHEDULE C-INCOME STATEMENT

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

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REVISED FY15 BUDGET

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A B C D E

12-13 13-14 14-15 14-15 15-16  
ACTUAL ACTUAL ESTACT BUDGET BUDGET  
EA Notes

FY 16 Notes

REVENUE

Direct Operating Revenue	\$8,001,678	\$9,797,544	\$10,455,037	\$9,927,600	\$7,407,032	
Restaurants	6,455,320	6,935,629	7,608,132	8,013,100	6,763,485	Terrace and US doing well.
Markets & Cafes	4,115,173	4,366,531	4,382,907	4,148,000	3,369,800	One Account, Nursing not doing as well as projected
WU Catering	1,083,866	1,087,646	1,140,215	1,127,000	1,122,483	Picked up Extra Business
Conf Center Catering	1,907,220	1,977,177	1,992,008	1,980,500	1,962,260	
Retail & Recreation	2,168,667	2,257,504	3,394,216	3,296,500	2,883,584	YoYoMa, Opening Season of Theater
Programs						
Total Op Revenue	23,731,944	26,422,031	28,972,515	28,492,700	23,528,654	

Indirect Revenue	410,790	429,030	413,655	415,100	418,428	UW Credit Union Debit Card Program and ATM Contract
Commissions	446,672	527,100	517,534	512,800	371,480	Includes UWCU Branch Rent
Rentals	839,312	882,788	1,075,764	1,015,000	922,644	Includes campus support for WisCard, etc
Service Revenue	115,240	99,623	88,498	84,300	84,000	U-Cub and MBA Reimbursements (revenue-neutral)
Reimbursements						

Reduction in AV Rentals due to MU Closure  
Reduction in CESCO Revenue due to MU Closure

Total Indirect Revenue	1,812,014	1,938,541	2,095,451	2,027,200	1,796,552	
Net Operating Revenue	25,543,958	28,360,572	31,067,966	30,519,900	25,325,206	

Other Revenue	9,559,732	10,217,400	10,329,300	10,329,300	10,586,316	
Student Segregated Fees	7,383,030	7,403,906	7,374,196	7,374,200	7,406,772	Reflects proposed increase and enrollment growth
Seg Fees-Union Building Project	383,656	407,617	335,824	338,500	326,661	Reflects enrollment growth
Campus Vending	69,279	79,589	71,086	72,000	89,912	Declining sales nationally
Membership	10,915	7,677	6,900	17,300	10,200	
Investment Revenue	12,214	1,753	3,400	8,700	9,100	
Interest Revenue-Union Bldg Project	389,547	367,092	187,397	239,100	216,470	WisCard Web Fees down (ACH)
Miscellaneous						Corporate Sponsorships
Total Other Revenue	17,788,373	18,485,044	18,308,103	18,379,100	18,645,431	

Total Revenue	43,332,331	46,845,616	49,376,069	48,899,000	43,970,637	
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EXPENSES

Cost of Goods Sold	8,616,407	9,481,735	10,109,189	9,747,100	8,386,459	Increased sales
Food	94,238	93,283	89,461	83,400	84,532	MU Closure
Retail Merchandise						
Total Cost of Goods Sold	8,710,645	9,575,018	10,198,650	9,830,500	8,470,991	
Direct Op Expenses	8,046,188	8,109,631	8,438,579	8,739,000	7,731,446	MU Closure & OUVW moved to Program line
Salaries, Wages, Fringes	4,202,128	4,359,687	5,050,115	4,773,000	3,926,806	MU Closure & OUVW moved to Program line
Supplies & Services						

Outdoor/UW moved to Program Line

MU Closure & OUVW moved to Program line  
MU Closure & OUVW moved to Program line

THE WISCONSIN UNION (Fund 128)  
SCHEDULE C-INCOME STATEMENT

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

0

REVISED FY15 BUDGET	0	A	B	C	D	E	
	12-13	13-14	14-15	14-15	15-16		
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	EA Notes	FY 16 Notes
Depreciation - Equipment	288,248	338,503	389,659	372,100	304,227		Some US equipment depreciated
Total Direct Op Expenses	12,536,574	12,807,821	13,878,353	13,884,100	11,962,479		
Support Services						Marketing, External Relations, Accounting, HR, & IT Turnover	External Relations staff, Internal controls staff Reductions
Salaries, Wages, Fringes	3,023,147	3,158,864	3,380,049	3,483,700	3,521,919		
Supplies & Services	654,516	821,981	1,123,784	1,080,600	997,270		
Depreciation - Equipment	50,536	69,877	77,112	70,900	63,694		
Total Support Services	3,728,189	4,050,922	4,580,925	4,635,200	4,582,883		
Facilities Expenses							
Salaries, Wages, Fringes	\$4,755,151	\$4,874,685	\$5,147,318	\$5,283,300	\$5,023,732		MU Closure & cuts
Supplies & Services	1,090,047	1,151,347	1,217,248	1,134,900	956,346		MU Closure & cuts
Depreciation - Equipment	401,024	419,424	483,506	434,800	555,835	Phase 1 equipment	Phase 1 equipment
Total Facilities Expenses	6,246,222	6,445,456	6,858,072	6,853,000	6,535,913		
Program Expenses							
Salaries, Wages, Fringes	621,872	914,686	865,508	571,300	864,734	Moved Outdoor UW staff & students in here	Moved Outdoor UW staff & students here
Supplies & Services	689,375	673,137	781,635	746,100	739,983	Bandaloop, Yo-Yo Ma	
Depreciation - Equipment	0	9,139	23,186	10,000	21,102	Phase 1 Equipment	Phase 1 Equipment
Total Program Expenses	1,311,247	1,596,962	1,670,339	1,329,400	1,625,829		
Depreciation & Major Repairs/Maintenance							
Major Repairs/Maint- Equip	9,000	13,296	8,800	13,300	13,200		
Major Repairs/Maint- Bldg	329,802	633,198	944,154	742,900	1,098,096	Phase 1 expenses	Phase 2 move-out, temporary facilities
Depreciation - Bldg	487,912	373,805	1,025,921	586,000	385,704	Write-off of Phase 1 areas	
Union Building Project	4,492,054	3,767,737	1,814,274	1,997,400	(197,640)	When Debt Service goes up, these payments go down	Business Interruption Supports Shows Up Here
Total Depr & Major Repairs/Maintenance	5,328,768	4,786,036	3,793,149	3,339,600	1,299,360		
Utilities, Taxes & Insurance							
Unemployment Compensation	32,066	19,492	14,557	18,200	14,500		
Workers Compensation	70,971	74,502	78,200	78,200	78,200		
Telephone	90,300	83,898	79,200	86,400	80,784		
Insurance - Property	120,003	78,328	100,800	124,800	102,816		
Heating/Cooling	113,416	129,545	130,951	139,400	135,408		
Electricity	156,986	157,110	172,663	168,600	179,052		
Water & Sewer	51,800	27,586	31,506	63,000	30,000		
Trash Removal	75,565	79,740	81,700	81,700	83,340		
Total Utilities, Taxes & Insurance	711,107	650,201	689,577	762,300	704,100		

THE WISCONSIN UNION (Fund 128)  
SCHEDULE C-INCOME STATEMENT

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

0

REVISED FY15 BUDGET

0

A

B

C

D

E

12-13 13-14 14-15 14-15 15-16  
ACTUAL ACTUAL EST/ACT BUDGET BUDGET

EA Notes

FY 16 Notes

State/UW Assessments

Municipal Services

Utility Assessments

UW Assessments

Total State/UW Assessments

Other Expenses

Debt Svc - Hotel/Building

Debt Svc - UBP

Misc - SW/F, S&S

Reimbursements

Total Other Expenses

Total Expenses

Net Income (Loss)

103,002 93,893 94,800 94,800 97,644  
259,416 211,114 180,822 242,800 180,954  
630,550 1,049,219 939,144 1,164,500 1,562,030

Latest news is this will decrease

Latest news is this will decrease  
Centralized Services & IT Increase

992,968 1,354,226 1,234,766 1,502,100 1,840,628

611,796 602,676 608,452 598,500 601,562  
3,040,795 4,426,833 5,693,234 5,521,200 6,176,736  
356,385 238,043 45,601 554,100 275,608  
115,240 99,623 88,498 84,300 84,000

Increased Bond Payments  
Budgeted Centrally for Phase 1 one-time exp

Bond Payments  
New Proj Mgr, Phase 2 move-out, increase in turnover savings

4,124,216 5,367,475 6,435,785 6,758,100 7,137,906

43,689,946 46,636,117 49,339,616 48,894,300 44,160,089

(357,615) 209,499 36,453 4,700 (189,452)

THE WISCONSIN UNION (Fund 128)  
SCHEDULE A-CASH FLOW SUMMARY  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13	13-14	14-15	14-15	15-16	13-14A	14-15E	14-15E	15-16B	15-16B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	12-13A	13-14A	14-15B	14-15B	14-15E	
<b>OPERATIONS CASH INFLOW</b>											
1 Operating Revenue	\$25,461,361	\$28,708,801	\$31,067,966	\$26,357,100	\$25,325,206	12.8%	8.2%	17.9%	(3.9%)	(18.5%)	1
2 Segregated Fee Revenue	9,558,347	10,216,790	10,329,300	10,329,300	10,586,316	6.9%	1.1%	0.0%	2.5%	2.5%	2
3 Seg Fees-Union Building Proj	7,383,030	7,403,906	7,374,196	7,374,200	7,406,772	0.3%	(0.4%)	(0.0%)	0.4%	0.4%	3
4 Interest Revenue	11,515	7,577	6,900	17,300	10,200	(34.2%)	(8.9%)	(60.1%)	(41.0%)	47.8%	4
5 Interest Revenue-Union Bldg F	12,214	1,753	3,400	8,700	9,100	(85.6%)	94.0%	(60.9%)	4.6%	167.6%	5
6 Campus Vending	383,656	407,617	335,824	338,500	326,661	6.2%	(17.6%)	(0.8%)	(3.5%)	(2.7%)	6
7 Membership	69,279	79,599	71,086	72,000	89,912	14.9%	(10.7%)	(1.3%)	24.9%	26.5%	7
8 Gifts & Donations	41,853	9,900	10,000	10,000	10,000	(76.3%)	1.0%	0.0%	0.0%	0.0%	8
9 Other Revenue	(1,498,081)	163,943	177,397	229,100	206,470	(110.9%)	8.2%	(22.6%)	(9.9%)	16.4%	9
10											10
11 Total Operating Cash Inflow	41,423,174	46,999,886	49,376,069	44,736,200	43,970,637	13.5%	5.1%	10.4%	(1.7%)	(10.9%)	11
12											12
<b>OPERATIONS CASH OUTFLOW</b>											
13											13
14 Academic Salaries	2,263,811	2,317,800	2,423,415	2,513,600	2,586,268	2.4%	4.6%	(3.6%)	2.9%	6.7%	14
15 Classified Salaries	6,905,105	6,985,399	7,244,597	7,332,600	7,501,038	1.2%	3.7%	(1.2%)	2.3%	3.5%	15
16 LTE Wages	530,149	525,414	575,724	407,400	240,502	(0.9%)	9.6%	41.3%	(41.0%)	(58.2%)	16
17 Student Wages	4,646,238	5,004,986	5,290,449	4,574,100	4,342,197	7.7%	5.7%	15.7%	(5.1%)	(17.9%)	17
18 Fringes	4,532,869	4,439,663	4,339,056	4,546,800	4,392,450	(2.1%)	(2.3%)	(4.6%)	(3.4%)	1.2%	18
19											19
20 Total Salaries & Wages	18,878,172	19,273,262	19,873,241	19,374,500	19,062,455	2.1%	3.1%	2.6%	(1.6%)	(4.1%)	20
21											21
22 Supplies & Services	15,574,929	17,040,742	18,121,817	15,964,000	15,825,911	9.4%	6.3%	13.5%	(0.9%)	(12.7%)	22
23											23
24 Equipment Additions	3,976,742	320,054	1,560,764	541,500	490,358	(92.0%)	387.7%	188.2%	(9.4%)	(68.6%)	24
25 Major R/M - Equipment	11,903	4,543	6,000	6,000	6,000	(61.8%)	32.1%	0.0%	0.0%	0.0%	25
26 Major R/M - Building	300,717	492,283	900,000	1,126,100	750,000	63.7%	82.8%	(20.1%)	(33.4%)	(16.7%)	26
27 Building Additions	(3,730,128)	489,867	20,000	20,000	20,000	(113.1%)	(95.9%)	0.0%	0.0%	0.0%	27
28 Utility Infrastructure	259,416	211,115	242,800	242,800	243,564	(18.6%)	15.0%	0.0%	0.3%	0.3%	28
29 Union Building Project	4,110,726	1,715,205	1,684,364	1,761,700	954,479	(58.3%)	(1.8%)	(4.4%)	(45.8%)	(43.3%)	29
30											30
31 Total Capital	4,929,376	3,233,067	4,413,928	3,698,100	2,464,401	(34.4%)	36.5%	19.4%	(33.4%)	(44.2%)	31
32											32
33											33
34 Debt Service - Principal	770,054	2,004,821	2,072,506	1,776,000	2,342,114	160.3%	3.4%	16.7%	31.9%	13.0%	34
35 Debt Service - Interest	3,076,842	4,508,194	4,119,273	4,330,700	4,559,143	46.5%	(8.6%)	(4.9%)	5.3%	10.7%	35
36											36
37 Total Debt Service	3,846,896	6,513,015	6,191,779	6,106,700	6,901,257	69.3%	(4.9%)	1.4%	13.0%	11.5%	37
38											38
39 Total Operating Cash Outflow	43,229,373	46,060,086	48,600,765	45,143,300	44,254,024	6.5%	5.5%	7.7%	(2.0%)	(8.9%)	39
40											40
41 Net Operating Cash In (Out)	(1,806,199)	939,800	775,304	(407,100)	(283,387)	(152.0%)	(17.5%)	(290.4%)	(30.4%)	(136.6%)	41
42											42
43 Other Cash Inflow (Outflow)											43
44 Sales Tax	15,194	19,694				29.6%	(100.0%)				44
45 Other	(57,834)	(131,102)				126.7%	(100.0%)			#DIV/0!	45
46											46
47 Total Other Cash Inflow (Out)	(42,640)	(111,408)	0	0	0	161.3%	(100.0%)			#DIV/0!	47
48											48
49 Total Cash Inflow (Outflow)	(1,848,839)	828,392	775,304	(407,100)	(283,387)	(144.8%)	(6.4%)	(290.4%)	(30.4%)	(136.6%)	49
50 Beginning Cash Balance	5,404,824	3,555,985	4,384,377	2,702,961	5,159,681	(34.2%)	23.3%	62.2%	90.9%	17.7%	50
51											51
52 Ending Cash Balance	3,555,985	4,384,377	5,159,681	2,295,861	4,876,294	23.3%	17.7%	124.7%	112.4%	(5.5%)	52

THE WISCONSIN UNION (Fund 128)  
SCHEDULE B—BALANCE SHEET  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 20

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13 ACTUAL	13-14 ACTUAL	14-15 EST/ACT	14-15 BUDGET	15-16 BUDGET	13-14A 12-13A	14-15E 13-14A	14-15E 14-15B	15-16B 14-15B	15-16B 14-15E	
<b>CURRENT ASSETS</b>											
1 Cash - Fund 128	\$4,010,154	\$5,035,466	\$5,159,681	\$4,144,700	\$4,876,294	25.6%	2.5%	24.5%	17.7%	(5.5%)	1
2 Cash - Union Building Project	-454,169	-651,087	0	0	0						2
3 Working Cash	107,491	170,864	170,000	106,000	170,000	59.0%	(0.5%)	60.4%	60.4%	0.0%	3
4 Receivables - Reimbursements	309,005	322,981	266,000	350,800	133,000	4.5%	(17.6%)	(24.2%)	(62.1%)	(50.0%)	4
5 Receivables - Event Services	30,889	69,415	50,200	174,800	25,100	124.7%	(27.7%)	(71.3%)	(85.6%)	(50.0%)	5
6 Receivables - Ext Food	417,007	270,927	294,000	338,700	147,000	(35.0%)	8.5%	(13.2%)	(56.6%)	(50.0%)	6
7 Receivables - Other	290,727	178,874	184,800	235,200	92,400	(38.5%)	3.3%	(21.4%)	(60.7%)	(50.0%)	7
8 Inventories - Food & Beverage	343,811	385,423	314,600	336,100	157,300	12.1%	(18.4%)	(6.4%)	(53.2%)	(50.0%)	8
9 Inventories - Merchandise	265,897	213,208	189,600	247,900	94,800	(19.8%)	(11.1%)	(23.5%)	(61.8%)	(50.0%)	9
10 Inventories - Warehouse	137,819	137,668	87,700	135,200	43,850	(0.1%)	(36.3%)	(35.1%)	(67.6%)	(50.0%)	10
11 Accrued Operating Revenue	111,270	159,148	110,200	121,200	55,100	43.0%	(30.8%)	(9.1%)	(54.5%)	(50.0%)	11
12 Accrued Investment Revenue	500	600	600	800	600	20.0%	0.0%	(25.0%)	(25.0%)	0.0%	12
13 Prepaid Expenses	88,653	139,144	88,900	109,200	88,900	57.0%	(36.1%)	(18.6%)	(18.6%)	0.0%	13
14 Prepaid New FY Deposits	1,965,122	2,359,516	2,162,300	1,930,400	2,162,300	20.1%	(8.4%)	12.0%	12.0%	0.0%	14
15											15
16 Total Current Assets	7,624,176	8,792,147	9,078,581	8,231,000	8,046,644	15.3%	3.3%	10.3%	(2.2%)	(11.4%)	16
17											17
<b>CURRENT LIABILITIES</b>											
18 Accounts Payable	890,668	1,064,526	1,027,600	787,000	513,800	19.5%	(3.5%)	30.6%	(34.7%)	(50.0%)	18
19 Accrued Supplies & Services	768,421	712,841	765,600	568,400	382,800	(7.2%)	7.4%	34.7%	(32.7%)	(50.0%)	19
20 Accrued Payroll	225,224	253,975	289,600	247,400	289,600	12.8%	14.0%	17.1%	17.1%	0.0%	20
21 Accrued Interest - LT Debt	22,584		676,000	58,000	915,900	(100.0%)	#DIV/0!			35.5%	21
22 LT Debt - Current	330,248	566,097	78,200	137,200	160,500	71.4%	(86.2%)	(43.0%)	17.0%	105.2%	22
23 Due Contingent Fund	166,000	166,000	170,000	166,000	170,000	0.0%	2.4%	2.4%	2.4%	0.0%	23
24 Unearned Operating Revenue	241,345	180,263	210,800	236,700	210,800	(25.3%)	16.9%	(10.9%)	(10.9%)	0.0%	24
25 Unearned Segregated Fee Revenue											25
26 Other Current Liabilities	2,322,529	2,598,457	2,460,500	2,097,900	2,460,500	11.9%	(5.3%)	17.3%	17.3%	0.0%	26
27											27
28 Total Current Liabilities	4,967,019	5,542,159	5,678,300	4,298,600	5,103,900	11.6%	2.5%	32.1%	18.7%	(10.1%)	28
29											29
30											30
31 Net Working Capital	2,657,157	3,249,988	3,400,281	3,932,400	2,942,744	22.3%	4.6%	(13.5%)	(25.2%)	(13.5%)	31
32											32
33											33
<b>PROPERTY, PLANT &amp; EQUIPMENT</b>											
34 Equipment	\$10,615,353	\$10,935,407	12,496,171	11,753,200	13,095,271	3.0%	14.3%	6.3%	11.4%	4.8%	34
35 Less Accumulated Depreciation	6,412,670	7,271,013	8,129,356	7,910,300	8,987,699	13.4%	11.8%	2.8%	13.6%	10.6%	35
36											36
37 Equipment - Net	4,202,683	3,664,394	4,366,815	3,842,900	4,107,572	(12.8%)	19.2%	13.6%	6.9%	(5.9%)	37
38											38
39 Building	126,340,987	153,530,987	154,030,987	143,745,500	164,050,987	21.5%	0.3%	7.2%	14.1%	6.5%	39
40 Less Accumulated Depreciation	30,810,523	44,764,398	46,920,998	33,476,700	48,030,598	45.3%	4.8%	40.2%	43.5%	2.4%	40
41											41
42 Building - Net	95,530,464	108,766,589	107,109,989	110,268,800	116,020,389	13.9%	(1.5%)	(2.9%)	5.2%	8.3%	42
43											43
44 Land	665,000	665,000	665,000	665,000	665,000	0.0%	0.0%	0.0%	0.0%	0.0%	44
45											45
46 Net Property, Plant, Equipment	100,398,147	113,095,983	112,141,804	114,776,700	120,792,961	12.6%	(0.8%)	(2.3%)	5.2%	7.7%	46
47											47
48											48
<b>OTHER ASSETS</b>											
49 Unamortized Software	111,945	111,945	486,600	424,600	399,600	0.0%	334.7%	14.6%	(5.9%)	(17.9%)	49
50											50
51 Total Other Assets	111,945	111,945	486,600	424,600	399,600	0.0%	334.7%	14.6%	(5.9%)	(17.9%)	51
52											52
53 Total Assets, Net of Current Lia	103,167,249	116,457,916	116,028,685	119,133,700	124,135,305	12.9%	(0.4%)	(2.6%)	4.2%	7.0%	53
54											54
55											55



THE WISCONSIN UNION (Fund 128)  
SCHEDULE B—BALANCE SHEET  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 20

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13	13-14	14-15	14-15	15-16	13-14A	14-15E	14-15E	15-16B	15-16B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	12-13A	13-14A	14-15B	14-15B	14-15E	
56											56
57 <b>LT OBLIGATIONS/OTHER CREDITS</b>											57
58 LT Debt - Elevators/Kitchen	1,091,879	961,926	880,175	957,900	719,674	(11.9%)	(8.5%)	(8.1%)	(24.9%)	(18.2%)	58
59 LT Debt - UBP	90,977,784	104,097,422	102,154,869	104,929,400	109,135,614	14.4%	(1.9%)	(2.6%)	4.0%	6.8%	59
60 Deferred R/M - Equip	207,746	216,499	219,300	220,600	226,400	4.2%	1.3%	(0.6%)	2.6%	3.2%	60
61 Deferred R/M - Building	1,463,339	1,604,255	1,644,600	1,639,300	1,992,700	9.6%	2.5%	0.3%	21.6%	21.2%	61
62											62
63 Total LT Obligations/Other Credits	93,740,748	106,880,102	104,898,944	107,747,200	112,074,388	14.0%	(1.9%)	(2.6%)	4.0%	6.8%	63
64											64
65 <b>EQUITY</b>											65
66 Committed Oper & Equity											66
67 Equip, Bldg & Land	8,499,707	7,720,039	9,593,360	9,314,000	11,337,273	(9.2%)	24.3%	3.0%	21.7%	18.2%	67
68 Hooper Capital Equipment	298,336	219,042	240,672	216,200	264,072	(26.6%)	9.9%	11.3%	22.1%	9.7%	68
69 Debt Service Contingency	253,500	253,500	249,274	242,800	219,933	0.0%	(1.7%)	2.7%	(9.4%)	(11.8%)	69
70 Operating Contingency	1,218,900	1,218,900	1,167,256	1,199,400	1,206,646	0.0%	(4.2%)	(2.7%)	0.6%	3.4%	70
71 Building Additions	20,000	20,000	20,000	20,000	20,000	0.0%	0.0%	0.0%	0.0%	0.0%	71
72 Equipment Additions	395,300	395,300	490,358	541,500	500,000	0.0%	24.0%	(9.4%)	(7.7%)	2.0%	72
73 Union Building Project	(453,669)	(511,854)	(651,087)	0	(1,181,152)	12.8%	27.2%				73
74											74
75 Total Committed Equity	10,232,074	9,314,927	11,109,833	11,533,900	12,366,772	(9.0%)	19.3%	(3.7%)	7.2%	11.3%	75
76											76
77 Uncommitted Op. Equity	(447,960)	53,388	(16,545)	50,000	(116,403)	(111.9%)	(131.0%)	(133.1%)	(332.8%)	603.6%	77
78											78
79 Net Income (Loss)	(357,613)	209,499	36,453	(197,400)	(189,452)	(158.6%)	(82.6%)	(118.5%)	(4.0%)	(619.7%)	79
80											80
81 Total Equity	9,426,501	9,577,814	11,129,741	11,386,500	12,060,917	1.6%	16.2%	(2.3%)	5.9%	8.4%	81
82											82
83 Total LT Credits & Equity	103,167,249	116,457,916	116,028,685	119,133,700	124,135,305	12.9%	(0.4%)	(2.6%)	4.2%	7.0%	83

THE WISCONSIN UNION (Fund 128)  
SCHEDULE B.2--SOLVENCY SUMMARY  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13	13-14	14-15	14-15	15-16	13-14A	14-15E	14-15E	15-16B	15-16B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	12-13A	13-14A	14-15B	14-15B	14-15E	
<b>RESOURCES AVAILABLE</b>											
1 Cash	\$3,555,985	\$4,384,379	\$5,159,681	\$2,295,861	\$4,876,294	23.3%	17.7%	124.7%	112.4%	(5.5%)	1
2 Cash - Union Building Project	0	0	0	0	0						2
3 Other Current Assets	4,068,189	4,407,768	3,918,900	4,393,400	3,170,350	8.3%	(11.1%)	(10.8%)	(27.8%)	(19.1%)	3
4											4
5 Total Current Assets	7,624,174	8,792,147	9,078,581	6,689,261	8,046,644	15.3%	3.3%	35.7%	20.3%	(11.4%)	5
6 Total Current Liabilities	4,967,019	5,542,159	5,678,300	4,397,300	5,103,900	11.6%	2.5%	29.1%	16.1%	(10.1%)	6
7											7
8 Total Resources Available	2,657,155	3,249,988	3,400,281	2,291,961	2,942,744	22.3%	4.6%	48.4%	28.4%	(13.5%)	8
9											9
<b>RESOURCES REQUIRED</b>											
10											10
11 Def R/M - Equipment	207,746	216,499	219,300	220,600	226,400	4.2%	1.3%	(0.6%)	2.6%	3.2%	11
12 Def R/M - Buildings	1,463,339	1,604,255	1,644,600	1,639,300	1,992,700	9.6%	2.5%	0.3%	21.6%	21.2%	12
13 Union Building Project	(453,669)	(511,854)	(651,087)	0	(1,181,152)	12.8%	27.2%				13
14 Debt Service Contingency	253,500	253,500	249,274	242,800	219,933	0.0%	(1.7%)	2.7%	(9.4%)	(11.8%)	14
15 Hooper Capital Equipment	298,336	219,042	240,672	216,200	264,072	(26.6%)	9.9%	11.3%	22.1%	9.7%	15
16 Operating Contingency	920,564	999,858	1,167,256	1,199,400	1,206,646	8.6%	16.7%	(2.7%)	0.6%	3.4%	16
17 Building Additions	20,000	20,000	20,000	20,000	20,000	0.0%	0.0%	0.0%	0.0%	0.0%	17
18 Equipment Additions	395,300	395,300	490,358	541,500	500,000	0.0%	24.0%	(9.4%)	(7.7%)	2.0%	18
19											19
20 Total Resources Required	3,105,116	3,196,600	3,380,373	4,079,800	3,248,599	2.9%	5.7%	(17.1%)	(20.4%)	(3.9%)	20
21											21
22 Net Excess (Deficiency)	(447,961)	53,388	19,908	(1,787,839)	(305,855)	(111.9%)	(62.7%)	(101.1%)	(82.9%)	#####	22

THE WISCONSIN UNION (Fund 128)  
SCHEDULE C-INCOME STATEMENT  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13 ACTUAL	13-14 ACTUAL	14-15 EST/ACT	14-15 BUDGET	15-16 BUDGET	13-14A 12-13A	14-15E 13-14A	14-15E 14-15B	15-16B 14-15B	15-16B 14-15E	
<b>REVENUE</b>											
1 Direct Operating Revenue											1
2 Restaurants	\$8,001,678	\$9,797,544	\$10,455,037	\$8,073,800	\$7,407,032	22.4%	6.7%	29.5%	(8.3%)	(29.2%)	2
3 Markets & Cafes	6,455,320	6,935,629	7,608,132	7,112,200	6,783,485	7.4%	9.7%	7.0%	(4.6%)	(10.8%)	3
4 WU Catering	4,115,173	4,366,531	4,382,907	3,512,500	3,369,800	6.1%	0.4%	24.8%	(4.1%)	(23.1%)	4
5 Conf Center Catering	1,083,866	1,087,646	1,140,215	1,121,100	1,122,483	0.3%	4.8%	1.7%	0.1%	(1.6%)	5
6 Retail & Recreation	1,907,220	1,977,177	1,992,008	1,894,400	1,962,260	3.7%	0.8%	5.2%	3.6%	(1.5%)	6
7 Programs	2,168,687	2,257,504	3,394,216	2,780,300	2,883,594	4.1%	50.4%	22.1%	3.7%	(15.0%)	7
8											8
9 Total Op Revenue	23,731,944	26,422,031	28,972,515	24,494,300	23,528,654	11.3%	9.7%	(15.5%)	(3.9%)	(100.0%)	9
10											10
11 Indirect Revenue											11
12 Commissions	410,790	429,030	413,655	415,100	418,428	4.4%	(3.6%)	(0.3%)	0.8%	1.2%	12
13 Rentals	446,672	527,100	517,534	389,300	371,480	18.0%	(1.8%)	32.9%	(4.6%)	(28.2%)	13
14 Service Revenue	839,312	882,788	1,075,764	974,100	922,644	5.2%	21.9%	10.4%	(5.3%)	(14.2%)	14
15 Reimbursements	115,240	99,623	88,498	84,300	84,000	(13.6%)	(11.2%)	5.0%	(0.4%)	(5.1%)	15
16											16
17 Total Indirect Revenue	1,812,014	1,938,541	2,095,451	1,862,800	1,796,552	7.0%	8.1%	(11.1%)	(3.6%)	(100.0%)	17
18											18
19 Net Operating Revenue	25,543,958	28,360,572	31,067,966	26,357,100	25,325,206	11.0%	9.5%	17.9%	(3.9%)	(18.5%)	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	9,559,732	10,217,400	10,329,300	10,329,300	10,586,316	6.9%	1.1%	0.0%	2.5%	2.5%	22
23 Seg Fees-Union Building Projec	7,383,030	7,403,906	7,374,196	7,374,200	7,406,772	0.3%	(0.4%)	(0.0%)	0.4%	0.4%	23
24 Campus Vending	383,656	407,617	335,824	338,500	326,661	6.2%	(17.6%)	(0.8%)	(3.5%)	(2.7%)	24
25 Membership	69,279	79,599	71,086	72,000	89,912	14.9%	(10.7%)	(1.3%)	24.9%	26.5%	25
26 Investment Revenue	10,915	7,677	6,900	17,300	10,200	(29.7%)	(10.1%)	(60.1%)	(41.0%)	47.8%	26
27 Interest Revenue-Union Bldg P	12,214	1,753	3,400	8,700	9,100	(85.6%)	94.0%	(60.9%)	4.6%	167.6%	27
28 Miscellaneous	369,547	367,092	187,397	239,100	216,470	(0.7%)	(49.0%)	(21.6%)	(9.5%)	15.5%	28
29											29
30 Total Other Revenue	17,788,373	18,485,044	18,308,103	18,379,100	18,645,431	3.9%	(1.0%)	0.4%	1.4%	(100.0%)	30
31											31
32 Total Revenue	43,332,331	46,845,616	49,376,069	44,736,200	43,970,637	8.1%	5.4%	10.4%	(1.7%)	(10.9%)	32
33											33
<b>EXPENSES</b>											
34											34
35 Cost of Goods Sold											35
36 Food	8,616,407	9,481,735	10,109,189	8,487,600	8,386,459	10.0%	6.6%	19.1%	(1.2%)	(17.0%)	36
37 Retail Merchandise	94,238	93,283	89,461	71,000	84,532	(1.0%)	(4.1%)	26.0%	19.1%	(5.5%)	37
38											38
39 Total Cost of Goods Sold	8,710,645	9,575,018	10,198,650	8,558,600	8,470,991	9.9%	6.5%	19.2%	(1.0%)	(16.9%)	39
40											40
41 Direct Op Expenses											41
42 Salaries, Wages, Fringes	8,046,198	8,109,631	8,438,579	7,992,200	7,731,446	0.8%	4.1%	5.6%	(3.3%)	(8.4%)	42
43 Supplies & Services	4,202,128	4,359,687	5,050,115	4,012,200	3,926,806	3.7%	15.8%	25.9%	(2.1%)	(22.2%)	43
44 Depreciation - Equipment	288,248	338,503	389,659	372,100	304,227	17.4%	15.1%	4.7%	(18.2%)	(21.9%)	44
45											45
46 Total Direct Op Expenses	12,536,574	12,807,821	13,878,353	12,376,500	11,962,479	2.2%	8.4%	12.1%	(3.3%)	(13.8%)	46
47											47
48 Support Services											48
49 Salaries, Wages, Fringes	3,023,147	3,158,964	3,380,049	3,418,000	3,521,919	4.5%	7.0%	(1.1%)	3.0%	4.2%	49
50 Supplies & Services	654,516	821,981	1,123,764	1,039,800	997,270	25.6%	36.7%	8.1%	(4.1%)	(11.3%)	50
51 Depreciation - Equipment	50,536	69,977	77,112	70,900	63,694	38.5%	10.2%	8.8%	(10.2%)	(17.4%)	51
52											52
53 Total Support Services	3,728,199	4,050,922	4,580,925	4,528,700	4,582,883	8.7%	13.1%	1.2%	1.2%	0.0%	53
54											54
55 Facilities Expenses											55
56 Salaries, Wages, Fringes	\$4,755,151	\$4,874,685	\$5,147,318	\$4,891,100	\$5,023,732	2.5%	5.6%	5.2%	2.7%	(2.4%)	56
57 Supplies & Services	1,090,047	1,151,347	1,217,248	910,800	956,346	5.6%	5.7%	33.6%	5.0%	(21.4%)	57
58 Depreciation - Equipment	401,024	419,424	493,506	434,800	555,835	4.6%	17.7%	13.5%	27.8%	12.6%	58
59											59
60 Total Facilities Expenses	6,246,222	6,445,456	6,858,072	6,236,700	6,535,913	3.2%	6.4%	10.0%	4.8%	(4.7%)	60

THE WISCONSIN UNION (Fund 128)  
SCHEDULE C—INCOME STATEMENT  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13	13-14	14-15	14-15	15-16	13-14A	14-15E	14-15E	15-16B	15-16B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	12-13A	13-14A	14-15B	14-15B	14-15E	
61											61
62 Program Expenses											62
63 Salaries, Wages, Fringes	621,872	914,686	865,508	556,800	864,734	47.1%	(5.4%)	55.4%	55.3%	(0.1%)	63
64 Supplies & Services	689,375	673,137	781,635	726,100	739,993	(2.4%)	16.1%	7.6%	1.9%	(5.3%)	64
65 Depreciation - Equipment	0	9,139	23,196	10,000	21,102					(9.0%)	65
66											66
67 Total Program Expenses	1,311,247	1,596,962	1,670,339	1,292,900	1,625,829	21.8%	4.6%	29.2%	25.8%	(2.7%)	67
68											68
69 Depreciation & Major Repairs/Maintenance											69
70 Major Repairs/Maint - Equip	9,000	13,296	8,800	13,300	13,200	47.7%	(33.8%)	(33.8%)	(0.8%)	50.0%	70
71 Major Repairs/Maint - Bldg	329,802	633,198	944,154	742,900	1,098,096	92.0%	49.1%	27.1%	47.8%	16.3%	71
72 Depreciation - Bldg	497,912	373,805	1,025,921	586,000	385,704	(24.9%)	174.5%	75.1%	(34.2%)	(62.4%)	72
73 Union Building Project	4,492,054	3,767,737	1,814,274	1,625,400	(197,640)	(16.1%)	(51.8%)	11.6%	(112.2%)	(110.9%)	73
74											74
75 Total Depr & Major Repairs/Mi	5,328,768	4,788,036	3,793,149	2,967,600	1,299,360	(10.1%)	(20.8%)	27.8%	(56.2%)	(65.7%)	75
76											76
77 Utilities, Taxes & Insurance											77
78 Unemployment Compensation	32,066	19,492	14,557	19,200	14,500	(39.2%)	(25.3%)	(24.2%)	(24.5%)	(0.4%)	78
79 Worker's Compensation	70,971	74,502	78,200	78,200	78,200	5.0%	5.0%	0.0%	0.0%	0.0%	79
80 Telephone	90,300	83,898	79,200	86,400	80,784	(7.1%)	(5.6%)	(8.3%)	(6.5%)	2.0%	80
81 Insurance - Property	120,003	78,328	100,800	124,800	102,816	(34.7%)	28.7%	(19.2%)	(17.6%)	2.0%	81
82 Heating/Cooling	113,416	129,545	130,951	139,400	135,408	14.2%	1.1%	(6.1%)	(2.9%)	3.4%	82
83 Electricity	156,986	157,110	172,663	169,600	179,052	0.1%	9.9%	1.8%	5.6%	3.7%	83
84 Water & Sewer	51,800	27,586	31,506	63,000	30,000	(46.7%)	14.2%	(50.0%)	(52.4%)	(4.8%)	84
85 Trash Removal	75,565	79,740	81,700	81,700	83,340	5.5%	2.5%	0.0%	2.0%	2.0%	85
86											86
87 Total Utilities, Taxes & Insur	711,107	650,201	689,577	762,300	704,100	(8.6%)	6.1%	(9.5%)	(7.6%)	2.1%	87
88											88
89 State/UW Assessments											89
90 Municipal Services	103,002	93,893	94,800	94,800	97,644	(8.8%)	1.0%	0.0%	3.0%	3.0%	90
91 Utility Assessments	259,416	211,114	180,822	242,800	180,954	(18.6%)	(14.3%)	(25.5%)	(25.5%)	0.1%	91
92 UW Assessments	630,550	1,049,219	959,144	939,100	1,562,030	66.4%	(8.6%)	2.1%	66.3%	62.9%	92
93											93
94 Total State/UW Assessments	992,968	1,354,226	1,234,766	1,276,700	1,840,628	36.4%	(8.8%)	(3.3%)	44.2%	49.1%	94
95											95
96 Other Expenses											96
97 Debt Svc - Hotel/Building	611,796	602,976	608,452	598,500	601,562	(1.4%)	0.9%	1.7%	0.5%	(1.1%)	97
98 Debt Svc - UBP	3,040,795	4,426,833	5,693,234	5,521,200	6,176,736	45.6%	28.6%	3.1%	11.9%	8.5%	98
99 Misc - SWF, S&S	356,385	238,043	45,601	729,600	275,608	(33.2%)	(80.8%)	(93.7%)	(62.2%)	504.4%	99
100 Reimbursements	115,240	99,623	88,498	84,300	84,000	(13.6%)	(11.2%)	5.0%	(0.4%)	(5.1%)	100
101											101
102 Total Other Expenses	4,124,216	5,367,475	6,435,785	6,933,600	7,137,906	30.1%	19.9%	(7.2%)	2.9%	10.9%	102
103											103
104 Total Expenses	43,689,946	46,636,117	49,339,616	44,933,600	44,160,089	6.7%	5.8%	9.8%	(1.7%)	(10.5%)	104
105											105
106 Net Income (Loss)	(357,615)	209,499	36,453	(197,400)	(189,452)	(158.6%)	(82.6%)	(118.5%)	(4.0%)	(619.7%)	106

THE WISCONSIN UNION (Fund 128)  
SCHEDULE M-INCOME STATEMENT (PM)  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13	13-14	14-15	14-15	15-16	13-14A	14-15E	14-15E	15-16B	15-16B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	12-13A	13-14A	14-15B	14-15B	14-15E	
<b>REVENUE</b>											
1 Direct Operating Revenue											1
2 Restaurants	\$859,385	\$1,836,171	\$2,149,224	\$1,413,800	\$841,066	113.7%	17.0%	52.0%	(40.5%)	(60.9%)	2
3 Markets & Cafes	654,449	773,349	1,139,749	1,083,100	1,007,919	18.2%	47.4%	5.2%	(6.9%)	(11.6%)	3
4 WU Catering	508,838	619,517	644,715	404,300	145,855	21.8%	4.1%	59.5%	(63.9%)	(77.4%)	4
5 Conf Center Catering	133,106	133,571	140,029	137,700	137,852	0.3%	4.8%	1.7%	0.1%	(1.6%)	5
6 Retail & Recreation	994,080	1,094,643	1,033,341	1,043,900	1,062,496	10.1%	(5.6%)	(1.0%)	1.8%	2.8%	6
7 Programs	(665,132)	(418,058)	(211,546)	(523,600)	(100,002)	(37.1%)	(49.4%)	(59.6%)	(80.9%)	(52.7%)	7
8											8
9 Total Op Revenue	2,484,726	4,039,193	4,895,512	3,559,200	3,095,186	62.6%	21.2%	37.5%	(13.0%)	(36.8%)	9
10											10
11 Indirect Revenue											11
12 Commissions	410,790	429,030	413,655	415,100	418,428	4.4%	(3.6%)	(0.3%)	0.8%	1.2%	12
13 Rentals	446,672	527,100	517,534	389,300	371,480	18.0%	(1.8%)	32.9%	(4.6%)	(28.2%)	13
14 Service Revenue	839,312	882,788	1,075,764	974,100	922,644	5.2%	21.9%	10.4%	(5.3%)	(14.2%)	14
15 Reimbursements	115,240	99,623	88,498	84,300	84,000	(13.6%)	(11.2%)	5.0%	(0.4%)	(5.1%)	15
16											16
17 Total Indirect Revenue	1,812,014	1,938,541	2,095,451	1,862,800	1,796,552	7.0%	8.1%	12.5%	(3.6%)	(14.3%)	17
18											18
19 Net Operating Revenue	4,296,740	5,977,734	6,990,963	5,422,000	4,891,738	39.1%	17.0%	28.9%	(9.8%)	(30.0%)	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	9,559,732	10,217,400	10,329,300	10,329,300	10,586,316	6.9%	1.1%	0.0%	2.5%	2.5%	22
23 Seg Fees-Union Building Project	7,383,030	7,403,906	7,374,196	7,374,200	7,406,772	0.3%	(0.4%)	(0.0%)	0.4%	0.4%	23
24 Campus Vending	383,656	407,617	335,824	338,500	326,661	6.2%	(17.6%)	(0.8%)	(3.5%)	(2.7%)	24
25 Membership	69,279	79,599	71,086	72,000	89,912	14.9%	(10.7%)	(1.3%)	24.9%	26.5%	25
26 Investment Revenue	10,915	7,677	6,900	17,300	10,200	(29.7%)	(10.1%)	(60.1%)	(41.0%)	47.8%	26
27 Interest Revenue-Union Bldg Pr	12,214	1,753	3,400	8,700	9,100	(85.6%)	94.0%	(60.9%)	4.6%	167.6%	27
28 Miscellaneous	369,547	367,092	187,397	239,100	216,470	(0.7%)	(49.0%)	(21.6%)	(9.5%)	15.5%	28
29											29
30 Total Other Revenue	17,788,373	18,485,044	18,308,103	18,379,100	18,645,431	3.9%	(1.0%)	(0.4%)	1.4%	1.8%	30
31											31
32 Total Revenue	22,085,113	24,462,778	25,299,066	23,801,100	23,537,169	10.8%	3.4%	6.3%	(1.1%)	(7.0%)	32
33											33
<b>EXPENSES</b>											
34 Support Services											
35 Salaries, Wages, Fringes	3,023,147	3,158,964	3,380,049	3,418,000	3,521,919	4.5%	7.0%	(1.1%)	3.0%	4.2%	35
36 Supplies & Services	654,516	821,981	1,123,764	1,039,800	997,270	25.6%	36.7%	8.1%	(4.1%)	(11.3%)	36
37 Depreciation - Equipment	50,536	69,977	77,112	70,900	63,694	38.5%	10.2%	8.8%	(10.2%)	(17.4%)	37
38											38
39 Total Support Services	3,728,199	4,050,922	4,580,925	4,528,700	4,582,883	8.7%	13.1%	1.2%	1.2%	0.0%	39
40											40
41 Facilities Expenses											41
42 Salaries, Wages, Fringes	\$4,755,151	\$4,874,685	\$5,147,318	\$4,891,100	\$5,023,732	2.5%	5.6%	5.2%	2.7%	(2.4%)	42
43 Supplies & Services	1,090,047	1,151,347	1,217,248	910,800	956,346	5.6%	5.7%	33.6%	5.0%	(21.4%)	43
44 Depreciation - Equipment	401,024	419,424	493,506	434,800	555,835	4.6%	17.7%	13.5%	27.8%	12.6%	44
45											45
46 Total Facilities Expenses	6,246,222	6,445,456	6,858,072	6,236,700	6,535,913	3.2%	6.4%	10.0%	4.8%	(4.7%)	46
47											47

THE WISCONSIN UNION (Fund 128)  
SCHEDULE M—INCOME STATEMENT (PM)  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13	13-14	14-15	14-15	15-16	13-14A	14-15E	14-15E	15-16B	15-16B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	12-13A	13-14A	14-15B	14-15B	14-15E	
48											48
49 Program Expenses											49
50 Salaries, Wages, Fringes	621,872	914,686	865,508	556,800	864,734	47.1%	(5.4%)	55.4%	55.3%	(0.1%)	50
51 Supplies & Services	689,375	673,137	781,635	726,100	739,993	(2.4%)	16.1%	7.6%	1.9%	(5.3%)	51
52 Depreciation - Equipment	0	9,139	23,196	10,000	21,102					(9.0%)	52
53											53
54 Total Program Expenses	1,311,247	1,596,962	1,670,339	1,292,900	1,625,829	21.8%	4.6%	29.2%	25.8%	(2.7%)	54
55											55
56 Depreciation & Major Repairs/Maintenance											56
57 Major Repairs/Maint - Equip	9,000	13,296	8,800	13,300	13,200	47.7%	(33.8%)	(33.8%)	(0.8%)	50.0%	57
58 Major Repairs/Maint - Bldg	329,802	633,198	944,154	742,900	1,098,096	92.0%	49.1%	27.1%	47.8%	16.3%	58
59 Depreciation - Bldg	497,912	373,805	1,025,921	586,000	385,704	(24.9%)	174.5%	75.1%	(34.2%)	(62.4%)	59
60 Union Building Project	4,492,054	3,767,737	1,814,274	1,625,400	(197,640)	(16.1%)	(51.8%)	11.6%	(112.2%)	(110.9%)	60
61											61
62 Total Depr & Major Repairs/Ma	5,328,768	4,788,036	3,793,149	2,967,600	1,299,360	(10.1%)	(20.8%)	27.8%	(56.2%)	(65.7%)	62
63											63
64 Utilities, Taxes & Insurance											64
65 Unemployment Compensation	32,066	19,492	14,557	19,200	14,500	(39.2%)	(25.3%)	(24.2%)	(24.5%)	(0.4%)	65
66 Worker's Compensation	70,971	74,502	78,200	78,200	78,200	5.0%	5.0%	0.0%	0.0%	0.0%	66
67 Telephone	90,300	83,898	79,200	86,400	80,784	(7.1%)	(5.6%)	(8.3%)	(6.5%)	2.0%	67
68 Insurance - Property	120,003	78,328	100,800	124,800	102,816	(34.7%)	28.7%	(19.2%)	(17.6%)	2.0%	68
69 Heating/Cooling	113,416	129,545	130,951	139,400	135,408	14.2%	1.1%	(6.1%)	(2.9%)	3.4%	69
70 Electricity	156,986	157,110	172,663	169,600	179,052	0.1%	9.9%	1.8%	5.6%	3.7%	70
71 Water & Sewer	51,800	27,586	31,506	63,000	30,000	(46.7%)	14.2%	(50.0%)	(52.4%)	(4.8%)	71
72 Trash Removal	75,565	79,740	81,700	81,700	83,340	5.5%	2.5%	0.0%	2.0%	2.0%	72
73											73
74 Total Utilities, Taxes & Insuran	711,107	650,201	689,577	762,300	704,100	(8.6%)	6.1%	(9.5%)	(7.6%)	2.1%	74
75											75
76 State/UW Assessments											76
77 Municipal Services	103,002	93,893	94,800	94,800	97,644	(8.8%)	1.0%	0.0%	3.0%	3.0%	77
78 Utility Assessments	259,416	211,114	180,822	242,800	180,954	(18.6%)	(14.3%)	(25.5%)	(25.5%)	0.1%	78
79 UW Assessments	630,550	1,049,219	959,144	939,100	1,562,030	66.4%	(8.6%)	2.1%	66.3%	62.9%	79
80											80
81 Total State/UW Assessments	992,968	1,354,226	1,234,766	1,276,700	1,840,628	36.4%	(8.8%)	(3.3%)	44.2%	49.1%	81
82											82
83 Other Expenses											83
84 Debt Svc - Hotel/Building	611,796	602,976	608,452	598,500	601,562	(1.4%)	0.9%	1.7%	0.5%	(1.1%)	84
85 Debt Svc - UBP	3,040,795	4,426,833	5,693,234	5,521,200	6,176,736	45.6%	28.6%	3.1%	11.9%	8.5%	85
86 Misc - SWF, S&S	356,385	238,043	45,601	729,600	275,608	(33.2%)	(80.8%)	(93.7%)	(62.2%)	504.4%	86
87 Reimbursements	115,240	99,623	88,498	84,300	84,000	(13.6%)	(11.2%)	5.0%	(0.4%)	(5.1%)	87
88											88
89 Total Other Expenses	4,124,216	5,367,475	6,435,785	6,933,600	7,137,906	30.1%	19.9%	(7.2%)	2.9%	10.9%	89
90											90
91 Total Expenses	22,442,727	24,253,278	25,262,613	23,998,500	23,726,619	8.1%	4.2%	5.3%	(1.1%)	(6.1%)	91
92											92
93 Net Income (Loss)	(357,614)	209,500	36,453	(197,400)	(189,450)	(158.6%)	(82.6%)	(118.5%)	(4.0%)	(619.7%)	93



THE WISCONSIN UNION (Fund 128)  
SCHEDULE C—INCOME STATEMENT  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016  
REVISED FY15 BUDGET

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13 ACTUAL	13-14 ACTUAL	14-15 EST/ACT	14-15 BUDGET	15-16 BUDGET	13-14A 12-13A	14-15E 13-14A	14-15E 14-15B	15-16B 14-15B	15-16B 14-15E	
<b>REVENUE</b>											
1 Direct Operating Revenue											1
2 Restaurants	\$8,001,678	\$9,797,544	\$10,455,037	\$9,927,600	\$7,407,032	22.4%	6.7%	5.3%	(25.4%)	(29.2%)	2
3 Markets & Cafes	6,455,320	6,935,629	7,608,132	8,013,100	6,783,485	7.4%	9.7%	(5.1%)	(15.3%)	(10.8%)	3
4 WU Catering	4,115,173	4,366,531	4,382,907	4,148,000	3,369,800	6.1%	0.4%	5.7%	(18.8%)	(23.1%)	4
5 Conf Center Catering	1,083,866	1,087,646	1,140,215	1,127,000	1,122,483	0.3%	4.8%	1.2%	(0.4%)	(1.6%)	5
6 Retail & Recreation	1,907,220	1,977,177	1,992,008	1,980,500	1,962,260	3.7%	0.8%	0.6%	(0.9%)	(1.5%)	6
7 Programs	2,168,687	2,257,504	3,394,216	3,296,500	2,883,594	4.1%	50.4%	3.0%	(12.5%)	(15.0%)	7
8											8
9 Total Op Revenue	23,731,944	26,422,031	28,972,515	28,492,700	23,528,654	11.3%	9.7%	(1.7%)	(17.4%)	(100.0%)	9
10											10
11 Indirect Revenue											11
12 Commissions	410,790	429,030	413,655	415,100	418,428	4.4%	(3.6%)	(0.3%)	0.8%	1.2%	12
13 Rentals	446,672	527,100	517,534	512,800	371,480	18.0%	(1.8%)	0.9%	(27.6%)	(28.2%)	13
14 Service Revenue	839,312	882,788	1,075,764	1,015,000	922,644	5.2%	21.9%	6.0%	(9.1%)	(14.2%)	14
15 Reimbursements	115,240	99,623	88,498	84,300	84,000	(13.6%)	(11.2%)	5.0%	(0.4%)	(5.1%)	15
16											16
17 Total Indirect Revenue	1,812,014	1,938,541	2,095,451	2,027,200	1,796,552	7.0%	8.1%	(3.3%)	(11.4%)	(100.0%)	17
18											18
19 Net Operating Revenue	25,543,958	28,360,572	31,067,966	30,519,900	25,325,206	11.0%	9.5%	1.8%	(17.0%)	(18.5%)	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	9,559,732	10,217,400	10,329,300	10,329,300	10,586,316	6.9%	1.1%	0.0%	2.5%	2.5%	22
23 Seg Fees-Union Building Pr	7,383,030	7,403,906	7,374,196	7,374,200	7,406,772	0.3%	(0.4%)	(0.0%)	0.4%	0.4%	23
24 Campus Vending	383,656	407,617	335,824	338,500	326,661	6.2%	(17.6%)	(0.8%)	(3.5%)	(2.7%)	24
25 Membership	69,279	79,599	71,086	72,000	89,912	14.9%	(10.7%)	(1.3%)	24.9%	26.5%	25
26 Investment Revenue	10,915	7,677	6,900	17,300	10,200	(29.7%)	(10.1%)	(60.1%)	(41.0%)	47.8%	26
27 Interest Revenue-Union Bld	12,214	1,753	3,400	8,700	9,100	(85.6%)	94.0%	(60.9%)	4.6%	167.6%	27
28 Miscellaneous	369,547	367,092	187,397	239,100	216,470	(0.7%)	(49.0%)	(21.6%)	(9.5%)	15.5%	28
29											29
30 Total Other Revenue	17,788,373	18,485,044	18,308,103	18,379,100	18,645,431	3.9%	(1.0%)	0.4%	1.4%	(100.0%)	30
31											31
32 Total Revenue	43,332,331	46,845,616	49,376,069	48,899,000	43,970,637	8.1%	5.4%	1.0%	(10.1%)	(10.9%)	32
33											33
<b>EXPENSES</b>											
34											34
35 Cost of Goods Sold											35
36 Food	8,616,407	9,481,735	10,109,189	9,747,100	8,386,459	10.0%	6.6%	3.7%	(14.0%)	(17.0%)	36
37 Retail Merchandise	94,238	93,283	89,461	83,400	84,532	(1.0%)	(4.1%)	7.3%	1.4%	(5.5%)	37
38											38
39 Total Cost of Goods Sold	8,710,645	9,575,018	10,198,650	9,830,500	8,470,991	9.9%	6.5%	3.7%	(13.8%)	(16.9%)	39
40											40
41 Direct Op Expenses											41
42 Salaries, Wages, Fringes	8,046,198	8,109,631	8,438,579	8,739,000	7,731,446	0.8%	4.1%	(3.4%)	(11.5%)	(8.4%)	42
43 Supplies & Services	4,202,128	4,359,687	5,050,115	4,773,000	3,926,806	3.7%	15.8%	5.8%	(17.7%)	(22.2%)	43
44 Depreciation - Equipment	288,248	338,503	389,659	372,100	304,227	17.4%	15.1%	4.7%	(18.2%)	(21.9%)	44
45											45
46 Total Direct Op Expenses	12,536,574	12,807,821	13,878,353	13,884,100	11,962,479	2.2%	8.4%	(0.0%)	(13.8%)	(13.8%)	46
47											47
48 Support Services											48
49 Salaries, Wages, Fringes	3,023,147	3,158,964	3,380,049	3,483,700	3,521,919	4.5%	7.0%	(3.0%)	1.1%	4.2%	49
50 Supplies & Services	654,516	821,981	1,123,764	1,080,600	997,270	25.6%	36.7%	4.0%	(7.7%)	(11.3%)	50
51 Depreciation - Equipment	50,536	69,977	77,112	70,900	63,694	38.5%	10.2%	8.8%	(10.2%)	(17.4%)	51
52											52
53 Total Support Services	3,728,199	4,050,922	4,580,925	4,635,200	4,582,883	8.7%	13.1%	(1.2%)	(1.1%)	0.0%	53
54											54
55 Facilities Expenses											55
56 Salaries, Wages, Fringes	\$4,755,151	\$4,874,685	\$5,147,318	\$5,283,300	\$5,023,732	2.5%	5.6%	(2.6%)	(4.9%)	(2.4%)	56
57 Supplies & Services	1,090,047	1,151,347	1,217,248	1,134,900	956,346	5.6%	5.7%	7.3%	(15.7%)	(21.4%)	57
58 Depreciation - Equipment	401,024	419,424	493,506	434,800	555,835	4.6%	17.7%	13.5%	27.8%	12.6%	58
59											59
60 Total Facilities Expenses	6,246,222	6,445,456	6,858,072	6,853,000	6,535,913	3.2%	6.4%	0.1%	(4.6%)	(4.7%)	60



THE WISCONSIN UNION (Fund 128)  
SCHEDULE C—INCOME STATEMENT  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016  
REVISED FY15 BUDGET

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13 ACTUAL	13-14 ACTUAL	14-15 EST/ACT	14-15 BUDGET	15-16 BUDGET	13-14A 12-13A	14-15E 13-14A	14-15E 14-15B	15-16B 14-15B	15-16B 14-15E	
61											61
62 Program Expenses											62
63 Salaries, Wages, Fringes	621,872	914,686	865,508	571,300	864,734	47.1%	(5.4%)	51.5%	51.4%	(0.1%)	63
64 Supplies & Services	689,375	673,137	781,635	748,100	739,993	(2.4%)	16.1%	4.5%	(1.1%)	(5.3%)	64
65 Depreciation - Equipment	0	9,139	23,196	10,000	21,102					(9.0%)	65
66											66
67 Total Program Expenses	1,311,247	1,596,962	1,670,339	1,329,400	1,625,829	21.8%	4.6%	25.6%	22.3%	(2.7%)	67
68											68
69 Depreciation & Major Repairs/Maintenance											69
70 Major Repairs/Maint - Equip	9,000	13,296	8,800	13,300	13,200	47.7%	(33.8%)	(33.8%)	(0.8%)	50.0%	70
71 Major Repairs/Maint - Bldg	329,802	633,198	944,154	742,900	1,098,096	92.0%	49.1%	27.1%	47.8%	16.3%	71
72 Depreciation - Bldg	497,912	373,805	1,025,921	586,000	385,704	(24.9%)	174.5%	75.1%	(34.2%)	(62.4%)	72
73 Union Building Project	4,492,054	3,767,737	1,814,274	1,997,400	(197,640)	(16.1%)	(51.8%)	(9.2%)	(109.9%)	(110.9%)	73
74											74
75 Total Depr & Major Repair	5,328,768	4,788,036	3,793,149	3,339,600	1,299,360	(10.1%)	(20.8%)	13.6%	(61.1%)	(65.7%)	75
76											76
77 Utilities, Taxes & Insurance											77
78 Unemployment Compensati	32,066	19,492	14,557	19,200	14,500	(39.2%)	(25.3%)	(24.2%)	(24.5%)	(0.4%)	78
79 Worker's Compensation	70,971	74,502	78,200	78,200	78,200	5.0%	5.0%	0.0%	0.0%	0.0%	79
80 Telephone	90,300	83,898	79,200	86,400	80,784	(7.1%)	(5.6%)	(8.3%)	(6.5%)	2.0%	80
81 Insurance - Property	120,003	78,328	100,800	124,800	102,816	(34.7%)	28.7%	(19.2%)	(17.6%)	2.0%	81
82 Heating/Cooling	113,416	129,545	130,951	139,400	135,408	14.2%	1.1%	(6.1%)	(2.9%)	3.4%	82
83 Electricity	156,986	157,110	172,663	169,600	179,052	0.1%	9.9%	1.8%	5.6%	3.7%	83
84 Water & Sewer	51,800	27,586	31,506	63,000	30,000	(46.7%)	14.2%	(50.0%)	(52.4%)	(4.8%)	84
85 Trash Removal	75,565	79,740	81,700	81,700	83,340	5.5%	2.5%	0.0%	2.0%	2.0%	85
86											86
87 Total Utilities, Taxes & Ins	711,107	650,201	689,577	762,300	704,100	(8.6%)	6.1%	(9.5%)	(7.6%)	2.1%	87
88											88
89 State/UW Assessments											89
90 Municipal Services	103,002	93,893	94,800	94,800	97,644	(8.8%)	1.0%	0.0%	3.0%	3.0%	90
91 Utility Assessments	259,416	211,114	180,822	242,800	180,954	(18.6%)	(14.3%)	(25.5%)	(25.5%)	0.1%	91
92 UW Assessments	630,550	1,049,219	959,144	1,164,500	1,562,030	66.4%	(8.6%)	(17.6%)	34.1%	62.9%	92
93											93
94 Total State/UW Assessme	992,968	1,354,226	1,234,766	1,502,100	1,840,628	36.4%	(8.8%)	(17.8%)	22.5%	49.1%	94
95											95
96 Other Expenses											96
97 Debt Svc - Hotel/Building	611,796	602,976	608,452	598,500	601,562	(1.4%)	0.9%	1.7%	0.5%	(1.1%)	97
98 Debt Svc - UBP	3,040,795	4,426,833	5,693,234	5,521,200	6,176,736	45.6%	28.6%	3.1%	11.9%	8.5%	98
99 Misc - SWF, S&S	356,385	238,043	45,601	554,100	275,608	(33.2%)	(80.8%)	(91.8%)	(50.3%)	504.4%	99
100 Reimbursements	115,240	99,623	88,498	84,300	84,000	(13.6%)	(11.2%)	5.0%	(0.4%)	(5.1%)	100
101											101
102 Total Other Expenses	4,124,216	5,367,475	6,435,785	6,758,100	7,137,906	30.1%	19.9%	(4.8%)	5.6%	10.9%	102
103											103
104 Total Expenses	43,689,946	46,636,117	49,339,616	48,894,300	44,160,089	6.7%	5.8%	0.9%	(9.7%)	(10.5%)	104
105											105
106 Net Income (Loss)	(357,615)	209,499	36,453	4,700	(189,452)	(158.6%)	(82.6%)	675.6%	(4,130.9%)	(619.7%)	106

THE WISCONSIN UNION (Fund 128)  
SCHEDULE M—INCOME STATEMENT (PM)  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016  
REVISED FY15 BUDGET

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13	13-14	14-15	14-15	15-16	13-14A	14-15E	14-15E	15-16B	15-16B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	12-13A	13-14A	14-15B	14-15B	14-15E	
<b>REVENUE</b>											
1 Direct Operating Revenue											1
2 Restaurants	\$859,385	\$1,836,171	\$2,149,224	\$1,865,700	\$841,066	113.7%	17.0%	15.2%	(54.9%)	(60.9%)	2
3 Markets & Cafes	654,449	773,349	1,139,749	1,550,400	1,007,919	18.2%	47.4%	(26.5%)	(35.0%)	(11.6%)	3
4 WU Catering	508,838	619,517	644,715	628,000	145,855	21.8%	4.1%	2.7%	(76.8%)	(77.4%)	4
5 Conf Center Catering	133,106	133,571	140,029	134,300	137,852	0.3%	4.8%	4.3%	2.6%	(1.6%)	5
6 Retail & Recreation	994,080	1,094,643	1,033,341	1,043,500	1,062,496	10.1%	(5.6%)	(1.0%)	1.8%	2.8%	6
7 Programs	(665,132)	(418,058)	(211,546)	(443,800)	(100,002)	(37.1%)	(49.4%)	(52.3%)	(77.5%)	(52.7%)	7
8											8
9 Total Op Revenue	2,484,726	4,039,193	4,895,512	4,778,100	3,095,186	62.6%	21.2%	2.5%	(35.2%)	(36.8%)	9
10											10
11 Indirect Revenue											11
12 Commissions	410,790	429,030	413,655	415,100	418,428	4.4%	(3.6%)	(0.3%)	0.8%	1.2%	12
13 Rentals	446,672	527,100	517,534	512,800	371,480	18.0%	(1.8%)	0.9%	(27.6%)	(28.2%)	13
14 Service Revenue	839,312	882,788	1,075,764	1,015,000	922,644	5.2%	21.9%	6.0%	(9.1%)	(14.2%)	14
15 Reimbursements	115,240	99,623	88,498	84,300	84,000	(13.6%)	(11.2%)	5.0%	(0.4%)	(5.1%)	15
16											16
17 Total Indirect Revenue	1,812,014	1,938,541	2,095,451	2,027,200	1,796,552	7.0%	8.1%	3.4%	(11.4%)	(14.3%)	17
18											18
19 Net Operating Revenue	4,296,740	5,977,734	6,990,963	6,805,300	4,891,738	39.1%	17.0%	2.7%	(28.1%)	(30.0%)	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	9,559,732	10,217,400	10,329,300	10,329,300	10,586,316	6.9%	1.1%	0.0%	2.5%	2.5%	22
23 Seg Fees-Union Building Prc	7,383,030	7,403,906	7,374,196	7,374,200	7,406,772	0.3%	(0.4%)	(0.0%)	0.4%	0.4%	23
24 Campus Vending	383,656	407,617	335,824	338,500	326,661	6.2%	(17.6%)	(0.8%)	(3.5%)	(2.7%)	24
25 Membership	69,279	79,599	71,086	72,000	89,912	14.9%	(10.7%)	(1.3%)	24.9%	26.5%	25
26 Investment Revenue	10,915	7,677	6,900	17,300	10,200	(29.7%)	(10.1%)	(60.1%)	(41.0%)	47.8%	26
27 Interest Revenue-Union Bldg	12,214	1,753	3,400	8,700	9,100	(85.6%)	94.0%	(60.9%)	4.6%	167.6%	27
28 Miscellaneous	369,547	367,092	187,397	239,100	216,470	(0.7%)	(49.0%)	(21.6%)	(9.5%)	15.5%	28
29											29
30 Total Other Revenue	17,788,373	18,485,044	18,308,103	18,379,100	18,645,431	3.9%	(1.0%)	(0.4%)	1.4%	1.8%	30
31											31
32 Total Revenue	22,085,113	24,462,778	25,299,066	25,184,400	23,537,169	10.8%	3.4%	0.5%	(6.5%)	(7.0%)	32
33											33
34 <b>EXPENSES</b>											34
35 Support Services											35
36 Salaries, Wages, Fringes	3,023,147	3,158,964	3,380,049	3,483,700	3,521,919	4.5%	7.0%	(3.0%)	1.1%	4.2%	36
37 Supplies & Services	654,516	821,981	1,123,764	1,080,600	997,270	25.6%	36.7%	4.0%	(7.7%)	(11.3%)	37
38 Depreciation - Equipment	50,536	69,977	77,112	70,900	63,694	38.5%	10.2%	8.8%	(10.2%)	(17.4%)	38
39											39
40 Total Support Services	3,728,199	4,050,922	4,580,925	4,635,200	4,582,883	8.7%	13.1%	(1.2%)	(1.1%)	0.0%	40
41											41
42 Facilities Expenses											42
43 Salaries, Wages, Fringes	\$4,755,151	\$4,874,685	\$5,147,318	\$5,283,300	\$5,023,732	2.5%	5.6%	(2.6%)	(4.9%)	(2.4%)	43
44 Supplies & Services	1,090,047	1,151,347	1,217,248	1,134,900	956,346	5.6%	5.7%	7.3%	(15.7%)	(21.4%)	44
45 Depreciation - Equipment	401,024	419,424	493,506	434,800	555,835	4.6%	17.7%	13.5%	27.8%	12.6%	45
46											46
47 Total Facilities Expenses	6,246,222	6,445,456	6,858,072	6,853,000	6,535,913	3.2%	6.4%	0.1%	(4.6%)	(4.7%)	47

THE WISCONSIN UNION (Fund 128)  
SCHEDULE M-INCOME STATEMENT (PM)  
2015-16 ANNUAL BUDGET  
FOR YEAR ENDED JUNE 30, 2016  
REVISED FY15 BUDGET

\*\*\*DRAFT\*\*\*  
(Pending Union Council Approval)

01/20/15

	A	B	C	D	E	F	G	H	I	J	
	12-13 ACTUAL	13-14 ACTUAL	14-15 EST/ACT	14-15 BUDGET	15-16 BUDGET	13-14A 12-13A	14-15E 13-14A	14-15E 14-15B	15-16B 14-15B	15-16B 14-15E	
48											48
49 Program Expenses											49
50 Salaries, Wages, Fringes	621,872	914,686	865,508	571,300	864,734	47.1%	(5.4%)	51.5%	51.4%	(0.1%)	50
51 Supplies & Services	689,375	673,137	781,635	748,100	739,993	(2.4%)	16.1%	4.5%	(1.1%)	(5.3%)	51
52 Depreciation - Equipment	0	9,139	23,196	10,000	21,102					(9.0%)	52
53											53
54 Total Program Expenses	1,311,247	1,596,962	1,670,339	1,329,400	1,625,829	21.8%	4.6%	25.6%	22.3%	(2.7%)	54
55											55
56 Depreciation & Major Repairs/Maintenance											56
57 Major Repairs/Maint - Equip	9,000	13,296	8,800	13,300	13,200	47.7%	(33.8%)	(33.8%)	(0.8%)	50.0%	57
58 Major Repairs/Maint - Bldg	329,802	633,198	944,154	742,900	1,098,096	92.0%	49.1%	27.1%	47.8%	16.3%	58
59 Depreciation - Bldg	497,912	373,805	1,025,921	586,000	385,704	(24.9%)	174.5%	75.1%	(34.2%)	(62.4%)	59
60 Union Building Project	4,492,054	3,767,737	1,814,274	1,997,400	(197,640)	(16.1%)	(51.8%)	(9.2%)	(109.9%)	(110.9%)	60
61											61
62 Total Depr & Major Repairs	5,328,768	4,788,036	3,793,149	3,339,600	1,299,360	(10.1%)	(20.8%)	13.6%	(61.1%)	(65.7%)	62
63											63
64 Utilities, Taxes & Insurance											64
65 Unemployment Compensatic	32,066	19,492	14,557	19,200	14,500	(39.2%)	(25.3%)	(24.2%)	(24.5%)	(0.4%)	65
66 Worker's Compensation	70,971	74,502	78,200	78,200	78,200	5.0%	5.0%	0.0%	0.0%	0.0%	66
67 Telephone	90,300	83,898	79,200	86,400	80,784	(7.1%)	(5.6%)	(8.3%)	(6.5%)	2.0%	67
68 Insurance - Property	120,003	78,328	100,800	124,800	102,816	(34.7%)	28.7%	(19.2%)	(17.6%)	2.0%	68
69 Heating/Cooling	113,416	129,545	130,951	139,400	135,408	14.2%	1.1%	(6.1%)	(2.9%)	3.4%	69
70 Electricity	156,986	157,110	172,663	169,600	179,052	0.1%	9.9%	1.8%	5.6%	3.7%	70
71 Water & Sewer	51,800	27,586	31,506	63,000	30,000	(46.7%)	14.2%	(50.0%)	(52.4%)	(4.8%)	71
72 Trash Removal	75,565	79,740	81,700	81,700	83,340	5.5%	2.5%	0.0%	2.0%	2.0%	72
73											73
74 Total Utilities, Taxes & Insu	711,107	650,201	689,577	762,300	704,100	(8.6%)	6.1%	(9.5%)	(7.6%)	2.1%	74
75											75
76 State/UW Assessments											76
77 Municipal Services	103,002	93,893	94,800	94,800	97,644	(8.8%)	1.0%	0.0%	3.0%	3.0%	77
78 Utility Assessments	259,416	211,114	180,822	242,800	180,954	(18.6%)	(14.3%)	(25.5%)	(25.5%)	0.1%	78
79 UW Assessments	630,550	1,049,219	959,144	1,164,500	1,562,030	66.4%	(8.6%)	(17.6%)	34.1%	62.9%	79
80											80
81 Total State/UW Assessermer	992,968	1,354,226	1,234,766	1,502,100	1,840,628	36.4%	(8.8%)	(17.8%)	22.5%	49.1%	81
82											82
83 Other Expenses											83
84 Debt Svc - Hotel/Building	611,796	602,976	608,452	598,500	601,562	(1.4%)	0.9%	1.7%	0.5%	(1.1%)	84
85 Debt Svc - UBP	3,040,795	4,426,833	5,693,234	5,521,200	6,176,736	45.6%	28.6%	3.1%	11.9%	8.5%	85
86 Misc - SWF, S&S	356,385	238,043	45,601	554,100	275,608	(33.2%)	(80.8%)	(91.8%)	(50.3%)	504.4%	86
87 Reimbursements	115,240	99,623	88,498	84,300	84,000	(13.6%)	(11.2%)	5.0%	(0.4%)	(5.1%)	87
88											88
89 Total Other Expenses	4,124,216	5,367,475	6,435,785	6,758,100	7,137,906	30.1%	19.9%	(4.8%)	5.6%	10.9%	89
90											90
91 Total Expenses	22,442,727	24,253,278	25,262,613	25,179,700	23,726,619	8.1%	4.2%	0.3%	(5.8%)	(6.1%)	91
92											92
93 Net Income (Loss)	(357,614)	209,500	36,453	4,700	(189,450)	(158.6%)	(82.6%)	675.6%	(4,130.9%)	(619.7%)	93

**Wisconsin Union Policy (HW DRAFT 12/22/14)**  
**Consumption of Alcohol Purchased from the Union on Union Premises**

**Purpose of the policy:**

Pursuant to UW-Madison Alcohol Beverage Regulations (January, 2014), the Wisconsin Union will designate allowed locations for the consumption of alcohol that has been purchased from the Union. This policy clarifies that Union members can take their Union-purchased beverages (alcoholic or not) throughout the premises, unless specifically designated by the Union or an event/meeting sponsor. Sponsors of events and meetings can restrict alcohol from being brought to their event or meeting.

**Policy: Alcohol Consumption ~~within~~ On Union Premises**

Alcoholic beverages purchased in a Union dining unit may be carried throughout Union premises except where alcohol is already being served and specified areas within the premises. No alcoholic beverages may be carried into Parking Lot 1, and alcohol is not permitted on ~~boat piers boat ramps or~~ boats.

Alcoholic beverages served by Union Catering at a scheduled event must be consumed in the event area designated by staff.

**Background:**

1. Only alcoholic beverages purchased directly from the Wisconsin Union are allowed on Union premises.
2. All students, faculty, staff, Union members, and guests must abide by the guidelines defined in the UW-Madison Alcohol Beverage Regulations.
3. Wisconsin Union premises are defined as the Memorial Union building, the Union South building and their adjacent patios, terraces, entrances, steps, and walkways to their points of intersection with ~~city~~ sidewalks and/or University parking lots and driveways and ~~the~~ Wendt Engineering Library Commons. 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 Parking Lot 1 lakefront access driveway at the east are also included in this definition.
4. The UW-Madison Alcohol Beverage Regulations 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 of Action:**

**Wisconsin Union Policy (HW DRAFT 12/22/14)**  
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.....  
**Related materials, and support documents:**

University Alcohol Beverage Regulations  
FR1-5  
FR1-4

**Date of Action:**

## Wisconsin Union Policy PL3-3

### Purpose and Expectations of WUD Officers

Officers of The Wisconsin Union are expected to:

- Represent the Wisconsin Union, Wisconsin Union Directorate and Union Council (to other Union departments and to members of the campus community) to provide better understanding and awareness of the Union, its philosophy and its services.
- Guide and set directions for Directorate through developing a process for formulating WUD goals and strategies and monitoring the achievement thereof.
- Maintain frequent interaction and communication with Union staff, directors and committee members.
- Provide support for and accountability among other officers, committee directors, coordinators and committee members (resource, liaison and morale).
- Participate in the spring, summer, and fall in-service trainings, plan and implement such trainings whenever applicable.
- Foster communication and cooperation between committees.
- Develop and maintain connections with other campus organizations.
- Insure and promote fiscal responsibility.
- Actively pursue all forms of diversity and integrity within WUD programs and committees.
- Supervise and guide the planning, coordination and evaluation of Directorate programs including the summer programs.
- Uphold the Wisconsin Union Constitution and actively participate in the review and implementation of Wisconsin Union policy.
- Serve as a Trustee in the Memorial Union Building Association (MUBA)
- Participate in the selection of the Directors and Summer Coordinators.
- Maintain regular office hours.
- Meet regularly with advisors.
- Participate in the annual review of WUD's organizational structure, including the review of position descriptions.
- Participate in the development of the incoming WUD program budget.
- Orient incoming officers to positions.
- Attend Directorate and Directorate Coordinating Committee; Union Council, Union Council Executive and Union Council Committee(s); and any appropriate staff meetings
- Foster and utilize a committee whenever applicable.

Officer positions include:

- President of Union Council and Directorate
- Vice President of Union Council and Directorate for Leadership Development
- Vice President of Union Council and Directorate for Program Administration
- Vice President of Union Council and Directorate for Public Relations

*Last Date of Review:*

*Next Required Review Date:*

*Page 1 of 2*





**Wisconsin Union Policy PL3-3**  
**Purpose and Expectations of WUD Officers**

**Commitment**

- A major time commitment of approximately 25-hours per week during the academic year is expected with the need for a flexible schedule.
- Approximately 10-hours per week during the spring semester directly following selection is expected for guiding and setting directions for the incoming Directorate.
- A specific time commitment over the summer is not required, but strongly encouraged.

**Compensation**

- See Policy 3-14 Benefits Policy for Officers, Directors, Associate Directors, and Summer Program Coordinators. Other benefits include free check cashing in the Union, a complimentary ticket to some Union Theater events, a ticket to Memorial Union Movies each weekend, and Wisconsin Union Life Membership. Opportunities for academic credit, fieldwork experience and internships may be discussed. Various opportunities to attend conferences will also arise throughout the experience.

**Selection Criteria**

- In accordance with Union Council Policy SE3-9 Selection Criteria for WUD Leadership Positions (former 7.4)

**Scholastic requirements**

- In accordance with Union Council Policy SE 3-10 Scholastic Requirements for Officers and Chairs (former 7.5)

\*\*\*\*\*

**Additional background:**

SE3-3 Purpose and Expectations, Roles and Purposes (former Policy 7.1.1), Formerly SE3-3

**Date(s) of Action:** February 13, 2003, May 14, 2014

*Last Date of Review:*

*Page 2 of 2*

*Next Required Review Date:*



# Wisconsin Union Policy PL3-9

## Selection Criteria for WUD Leadership Positions

**Policy Goal:** To provide criteria to be used by nominating committees and Union Council in evaluating applicants for officer, director, and summer coordinator positions:

The nominating committee and members of Council should be cognizant that a leadership position with the Wisconsin Union should compliment the educational mission of the University. In other words, the applicant's presence on campus is primarily to be a student.

In keeping with UW System Administration's definition of students, only UW students taking at least a half-time load (6 credits per semester for undergrads; 4 credits for non-dissertator graduate students; and 3 credits for dissertators) are eligible to hold a leadership position with the Wisconsin Union. A student who is either enrolled in summer school or who will be continuing in the fall semester after completion of the spring semester may hold a summer leadership position. It should be noted that opportunities do exist for students in these leadership positions to receive academic credit.

1. Knowledge:
  - a) The mission and philosophy of the Wisconsin Union and of the University
  - b) The content area of the position
  - c) Cultural diversity (including but not limited to various age groups, cultures, lifestyles, traditions and value systems)
  - d) The educational partnership with professional staff
2. Skill at:
  - a) Communication: written, oral and listening
  - b) Organizing (goal setting, time management, administrative attention to detail, delegation of responsibility)
  - c) Working as a member of a group, in a democratic manner
  - d) Balancing the demands of extracurricular activities with academic course load
  - e) Thinking critically
3. Behavioral characteristics
  - a) Ethically and socially responsible
  - b) Enthusiasm, reliability, initiative, sense of humor, creativity, strong social skills
4. Understanding of the responsibilities and accountability of the position
5. Flexibility in personal schedule and other commitments

\*\*\*\*\*

### **Additional background:**

Former Policy 7.4. Formerly SE3-9.

### **Date(s) of Action:**

January 21, 1980; December 12, 1984; May 10, 1994; April 19, 2007; December 11, 2008, November 14, 2013

*Last Date of Review:*

*Next Required Review Date:*

*Page 1 of 2*



Wisconsin Union Policy PL3-9  
Selection Criteria for WUD Leadership Positions

*Last Date of Review:*

*Page 2 of 2*

*Next Required Review Date:*

Wisconsin Union Procedure PL3-9a  
Expectations for Members of the Officer Nominating Committee

Members of the nominating committee, as set by the Wisconsin Union Bylaws, will receive, review and evaluate applications for Officers of the Union Council and Union Directorate. The nominating committee will interview candidates for specific Officer positions. Council will select the Officers from the nominees submitted by the nominating committee.

Members nominating committee agree to the following:

- Attend a 60-90 minute training program prior to the start of the selection process
- Attend (in person) all interviews
- Prepare for the interviews by reviewing all materials including position descriptions, resumes, and will operate within WU policies including SE3-3, SE3-4, SE3-8 and SE3-9
- Attend the Council meeting in which the slate of candidates is presented
- Notify the Union staff liaison of any potential conflict of interest

\*\*\*\*\*

**The Wisconsin Union Leadership Team approved this procedure and its amendments on the following date(s):** December 8, 2008, November 14, 2013.

Formerly SE3-9a.

*Last Date of Review:*

*Page 1 of 1*

*Next Required Review Date:*



## Wisconsin Union Procedure PL3-9b

### Role and Expectations for Members of Union Council for Selection of Leadership Positions

Union Council will select officers, directors and summer coordinators of the Council and Union Directorate at meeting(s) of Council from the nominees submitted by the nominating committee.

Council members agree to:

- Help recruit a diverse pool of students to apply for leadership positions with the Union
- Read materials sent out prior to the Council meeting including the position descriptions and resumes
- Operate within WU policies including SE3-3, SE3-4, SE3-8 and SE3-9
- Participate in training prior to the Council meeting in which leadership positions are selected
- Attend the full Council meeting in which positions are selected
- Conduct a consistent and professional selection process
- Keep information on the selection process confidential

\*\*\*\*\*

**Additional background:** Formerly SE3-9b

**Related materials and support documents:**

**For interpretations, resolution of problems and special situations contact:**

Secretary of Union Council: WU Director

Chair of Union Council: WU President

**Policy Authority (suggested amendments should go through these bodies):**

**Date(s) of Action:** November 14, 2013

*Last Date of Review:*

*Next Required Review Date:*

*Page 1 of 1*

	PRIOR ACTUAL	CURRENT BUDGET	CURRENT ACTUAL	PRIOR CS %	BUDGET CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	BUDGET VARIANCE	BUDGET %
<b>REVENUE</b>										
Direct Operating Revenue										
Restaurants	\$4,991,849	\$5,326,444	\$5,661,550	21.1%	21.1%	22.2%	\$669,701	13.4%	\$335,106	6.3%
Markets & Cafes	3,523,995	4,019,343	3,827,050	14.9%	15.9%	15.0%	303,055	8.6%	(192,293)	(4.8%)
WU Catering	2,300,445	2,344,500	2,398,549	9.7%	9.3%	9.4%	98,104	4.3%	54,049	2.3%
Conf Center Catering	579,303	573,257	595,834	2.5%	2.3%	2.3%	16,531	2.9%	22,577	3.9%
Retail	1,037,940	1,069,435	1,089,744	4.4%	4.2%	4.3%	51,804	5.0%	20,309	1.9%
Programs	1,106,768	1,779,294	1,881,173	4.7%	7.0%	7.4%	774,405	70.0%	101,879	5.7%
Total Op Revenue	13,540,300	15,112,273	15,453,900	57.3%	59.8%	60.5%	1,913,600	14.1%	341,627	2.3%
Indirect Revenue										
Commissions	202,074	206,120	206,120	0.9%	0.8%	0.8%	4,046	2.0%	(45,416)	(16.9%)
Rentals	278,297	269,226	223,810	1.2%	1.1%	0.9%	(54,487)	(19.6%)	(192,293)	(4.8%)
Services Revenue	430,354	499,542	487,501	1.8%	2.0%	1.9%	57,147	13.3%	(12,041)	(2.4%)
Reimbursements	27,917	42,150	44,164	0.1%	0.2%	0.2%	16,247	58.2%	2,014	4.8%
Total Indirect Revenue	938,642	1,017,038	961,595	4.0%	4.0%	3.8%	22,953	2.4%	(55,443)	(5.5%)
Net Operating Revenue	14,478,942	16,129,311	16,415,495	61.3%	63.9%	64.3%	1,936,553	13.4%	286,184	1.8%
Other Revenue										
Student Segregated Fees	5,053,312	5,164,650	5,164,650	21.4%	20.5%	20.2%	111,338	2.2%	(6)	(0.0%)
Student Seg Fees - UBP	3,661,650	3,687,108	3,687,102	15.5%	14.6%	14.4%	25,452	0.7%	(27,648)	(14.5%)
Campus Vending	281,182	180,401	162,753	1.2%	0.8%	0.6%	(118,429)	(42.1%)	(4,782)	(13.3%)
Membership	28,577	35,998	31,216	0.1%	0.1%	0.1%	2,639	9.2%	(4,255)	(49.2%)
Investment Revenue	1,133	8,652	4,397	0.0%	0.0%	0.0%	3,264	288.1%	(4,350)	(100.0%)
Investment Rev - UBP	500	4,350		0.0%	0.0%	0.2%	(500)	(100.0%)		
Miscellaneous	130,425	33,060	58,271	0.6%	0.1%	0.2%	(72,154)	(55.3%)	25,211	76.3%
Total Other Revenue	9,156,779	9,124,219	9,108,389	38.7%	36.1%	35.7%	(48,390)	(0.5%)	(15,830)	(0.2%)
Total Revenue	23,635,721	25,253,530	25,523,884	100.0%	100.0%	100.0%	1,888,163	8.0%	270,354	1.1%
<b>EXPENSES</b>										
Cost of Goods Sold										
Food	4,805,298	5,081,465	5,371,867	20.3%	20.1%	21.0%	566,569	11.8%	290,402	5.7%
Retail Merchandise	43,415	41,567	59,899	0.2%	0.2%	0.2%	16,484	38.0%	18,312	44.0%
Total Cost of Goods Sold	4,848,713	5,123,032	5,431,766	20.5%	20.3%	21.3%	583,053	12.0%	308,714	6.0%
Direct Op Expenses										
Salaries, Wages, Fringes	4,035,598	4,288,856	4,273,036	17.1%	17.0%	16.7%	237,438	5.9%	(15,820)	(0.4%)
Supplies & Services	2,011,018	2,430,841	2,765,403	8.5%	9.6%	10.8%	754,385	37.5%	334,562	13.8%
Depreciation - Equipment	162,966	176,969	186,070	0.7%	0.7%	0.7%	23,104	14.2%	9,101	5.1%
Total Direct Op Expenses	6,209,582	6,896,666	7,224,509	26.3%	27.3%	28.3%	1,014,927	16.3%	327,843	4.8%
Support Services										
Salaries, Wages, Fringes	1,587,373	1,740,197	1,706,774	6.7%	6.9%	6.7%	119,401	7.5%	(33,423)	(1.9%)
Supplies & Services	361,640	551,055	461,978	1.5%	2.2%	1.8%	100,338	27.7%	(89,077)	(16.2%)
Depreciation - Equipment	26,995	28,950	38,607	0.1%	0.1%	0.2%	11,612	43.0%	9,657	33.4%
Total Support Services	1,976,008	2,320,202	2,207,359	8.4%	9.2%	8.6%	231,351	11.7%	(112,843)	(4.9%)

Wisconsin Union  
Income Statement - Revenue/Expense  
Year to Date  
As of December 31, 2014

	PRIOR ACTUAL	CURRENT BUDGET	CURRENT ACTUAL	PRIOR CS %	BUDGET CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	BUDGET VARIANCE	BUDGET %
<b>Facilities</b>										
Salaries, Wages, Fringes	\$2,501,602	\$2,660,563	\$2,523,995	10.6%	10.5%	9.9%	\$22,393	0.9%	(\$136,568)	(5.1%)
Supplies & Services	554,791	626,782	628,206	2.3%	2.5%	2.5%	73,415	13.2%	1,424	0.2%
Depreciation - Equipment	207,977	211,615	215,978	0.9%	0.8%	0.8%	8,001	3.8%	4,363	2.1%
<b>Total Facilities Expenses</b>	<b>3,264,370</b>	<b>3,498,960</b>	<b>3,366,179</b>	<b>13.8%</b>	<b>13.9%</b>	<b>13.2%</b>	<b>103,809</b>	<b>3.2%</b>	<b>(130,781)</b>	<b>(3.7%)</b>
<b>Programs &amp; Leadership</b>										
Salaries, Wages, Fringes	457,272	442,929	438,696	1.9%	1.8%	1.7%	(18,576)	(4.1%)	(4,233)	(1.0%)
Supplies & Services	299,391	380,040	353,538	1.3%	1.5%	1.4%	54,147	18.1%	(26,502)	(7.0%)
Depreciation - Equipment	3,922	14,682	5,937	0.0%	0.1%	0.0%	2,015	51.4%	(8,745)	(59.6%)
<b>Total Program Expenses</b>	<b>760,585</b>	<b>837,651</b>	<b>798,171</b>	<b>3.2%</b>	<b>3.3%</b>	<b>3.1%</b>	<b>37,566</b>	<b>4.9%</b>	<b>(39,480)</b>	<b>(4.7%)</b>
<b>Depreciation &amp; Major Repairs/Maintenance</b>										
Major Rpr/Mnt - Equip	6,648	6,648	6,648	0.0%	0.0%	0.0%	123,246	49.7%	(31,1%)	(34.1%)
Major Rpr/Mnt - Bldg	248,202	371,448	371,448	1.1%	1.5%	1.5%	(450,226)	6.7%	(100,043)	(6.0%)
Def Bldg Exp - UBP	1,448,926	998,700	998,700	6.1%	4.0%	3.9%	12,183	6.7%	(100,043)	(34.1%)
Depreciation - Bldg	180,778	293,004	192,961	0.8%	1.2%	0.8%	(1,602)	(3.8%)	(3,294)	(34.3%)
<b>Total Dep &amp; Major Repairs</b>	<b>1,884,554</b>	<b>1,669,800</b>	<b>1,569,757</b>	<b>8.0%</b>	<b>6.6%</b>	<b>6.2%</b>	<b>(314,797)</b>	<b>(16.7%)</b>	<b>(100,043)</b>	<b>(6.0%)</b>
<b>Utilities, Taxes &amp; Insurance</b>										
Unemployment Compensation	8,596	9,600	6,306	0.0%	0.0%	0.0%	(2,290)	(26.6%)	(3,294)	(34.3%)
Workers Compensation	66,900	39,102	39,102	0.3%	0.2%	0.2%	(27,798)	(41.6%)	(6,2%)	(19.7%)
Telephone	46,050	43,200	43,200	0.2%	0.2%	0.2%	34,002	119.7%	(2,917)	(4.2%)
Insurance - Property	28,398	62,400	62,400	0.1%	0.2%	0.3%	7,952	13.5%	10,222	12.1%
Heating/Cooling	58,833	66,702	66,765	0.2%	0.3%	0.4%	14,031	17.3%	(1,1%)	(1.1%)
Electricity	80,989	84,798	95,020	0.3%	0.3%	0.1%	(348)	(3.8%)	(3,294)	(34.3%)
Water & Sewer	31,848	31,500	40,848	0.1%	0.2%	0.2%	(1,602)	(3.8%)	(3,294)	(34.3%)
Trash Removal	42,450	40,848	40,848	0.2%	0.2%	0.2%	(1,602)	(3.8%)	(3,294)	(34.3%)
<b>Total Utilities, Taxes &amp; Insu</b>	<b>364,064</b>	<b>381,150</b>	<b>385,161</b>	<b>1.5%</b>	<b>1.5%</b>	<b>1.5%</b>	<b>21,097</b>	<b>5.8%</b>	<b>4,011</b>	<b>1.1%</b>
<b>State/UW Assessments</b>										
Municipal Services	53,550	47,400	47,400	0.2%	0.2%	0.2%	(6,150)	(11.5%)	(10,0%)	(10.0%)
Utility Assessments	134,952	121,404	121,404	0.6%	0.5%	0.5%	(13,548)	(10.0%)	(5,7%)	(5.7%)
UW Assessments	617,281	582,246	582,246	2.6%	2.3%	2.3%	(35,035)	(5.7%)	(5,7%)	(5.7%)
<b>Total State/UW Assesment</b>	<b>805,783</b>	<b>751,050</b>	<b>751,050</b>	<b>3.4%</b>	<b>3.0%</b>	<b>2.9%</b>	<b>(54,733)</b>	<b>(6.8%)</b>	<b>(54,733)</b>	<b>(6.8%)</b>
<b>Other Expenses</b>										
Debt Svc UBP/WU	2,609,526	3,059,650	3,151,092	11.0%	12.1%	12.3%	541,566	20.8%	91,242	3.0%
Misc - SWF, S&S	203,551	275,547	136,901	0.9%	1.1%	0.5%	(66,650)	(32.7%)	(138,646)	(50.3%)
Reimbursements	27,917	42,150	44,164	0.1%	0.2%	0.2%	16,247	58.2%	2,014	4.8%
<b>Total Other Expenses</b>	<b>2,840,994</b>	<b>3,377,347</b>	<b>3,332,157</b>	<b>12.0%</b>	<b>13.4%</b>	<b>13.1%</b>	<b>491,163</b>	<b>17.3%</b>	<b>(45,390)</b>	<b>(1.3%)</b>
<b>Total Expenses</b>	<b>22,954,653</b>	<b>24,856,078</b>	<b>25,068,109</b>	<b>97.1%</b>	<b>98.4%</b>	<b>98.2%</b>	<b>2,113,456</b>	<b>9.2%</b>	<b>212,031</b>	<b>0.9%</b>
<b>Net Income/(Loss)</b>	<b>681,068</b>	<b>397,452</b>	<b>455,775</b>	<b>2.9%</b>	<b>1.6%</b>	<b>1.8%</b>	<b>(225,293)</b>	<b>(33.1%)</b>	<b>58,323</b>	<b>14.7%</b>



**Wisconsin Union**  
**Income Statement Snapshot**  
**Year to Date**  
**As of December 31, 2014**

**FINAL**  
01/30/15

	CURRENT BUDGET	CURRENT ACTUAL	BUDGET VARIANCE	PRIOR ACTUAL	
<b>REVENUE</b>					
OPERATIONS & PROGRAMS	\$9,345,787	\$9,488,600	\$142,813	\$8,515,844	Restaurants and Markets & Cafes
RETAIL DINING	2,917,757	2,994,383	76,626	2,879,749	MU/US and Grainger Catering, plus Conference Centers
CATERING	1,628,662	1,581,629	(47,033)	1,679,106	US Hotel/MU Guestrooms, AV rentals, campus vending, Facility fees,...
FACILITY RENTALS & FEES	1,779,294	1,861,173	101,879	1,106,768	Theater Operations/Season, Minicourses, All Breaks, Hoofers...
PROGRAMS					
SUBTOTAL OPS&PROG	15,671,500	15,945,785	274,285	14,181,467	
SEG FEES - WU	5,164,650	5,164,650		5,053,312	
SEG FEES - UBP	3,687,108	3,687,102	(6)	3,661,650	
PARTNERSHIP/WISCARD RI	412,232	396,584	(15,648)	476,766	Wiscard partnership fees, ATM commissions, Housing Wiscard web transaction fee reimbursement,...
CAMPUS/OTHER REIMBURSE	263,442	267,026	3,584	222,900	Campus Photo ID Office/CESO support, student theater ticket subsidy supp, offsetting cost reimbursement
MEMBERSHIP & MISC	54,598	62,736	8,138	39,626	Membership, interest income, miscellaneous gifts/contributions, ...
<b>TOTAL REVENUE</b>	<b>25,253,530</b>	<b>25,523,883</b>	<b>270,353</b>	<b>23,635,721</b>	
<b>EXPENSES</b>					
COST OF GOODS SOLD	5,123,052	5,431,766	308,714	4,848,713	Food costs, products and costs associated with generating revenue by the units
DIRECT OP EXPENSES	7,026,942	7,386,277	361,335	6,362,883	Salaries/wages/fringes, general expenses for the revenue units, Hoofers expenses, Minicourses,...
SUPPORT SERVICES	2,189,925	2,043,591	(146,334)	1,822,697	
FACILITIES	3,498,960	3,368,179	(130,781)	3,264,370	
PROGRAMS & LEADERSHIP	837,651	798,171	(39,480)	760,585	Includes cost of WUUD no fee or admission cost programming expenses
DEPRECIATION/BUILDINGS	293,004	192,961	(100,043)	180,778	
MAJOR REPR/BLDG & EC	1,376,796	1,376,796		1,703,776	Includes UBP commitment
UTILITIES/TAXES/INS/TELEF	361,150	385,161	4,011	364,064	
STATE/UW ASSESSMENTS	751,050	751,050		805,763	
INTEREST EXPENSE/BOND	3,059,850	3,151,092	91,242	2,609,526	
OTHER & OFFSETTING EXP	317,697	181,065	(136,632)	231,468	Wiscard credit card fees, UBP project swf, cashier testing services,...
<b>TOTAL EXPENSE</b>	<b>24,866,077</b>	<b>25,068,109</b>	<b>212,032</b>	<b>22,954,653</b>	
<b>NET INCOME(LOSS)</b>	<b>397,453</b>	<b>455,774</b>	<b>58,321</b>	<b>681,068</b>	

# Union Council Meeting Minutes

## February 3, 2015

MEMBERS			
Juli Aulik, Alumni Rep	X	Derek Field, ASM Representative	X
Daniel Bahn, VP- Leadership Development	X	Mark Guthier, Secretary	X
Sarah Bergman, President	X	Jenny Knoepfel, VP- Public Relations	X
Lori Berquam, Ex- Officio		William Lipske, Academic Staff	X
George Cutlip, Alumni Rep (WAA)	X	Peter Lipton, Faculty Representative	X
Susan Dibbell, Ex- Officio	X	Devon Maier, ASM Representative	X
Abby Douglas, WUD Representative	X	Bill Mulligan, VP- Program Administration	X
Gen Carter, ASM Representative	X	Annie Paul, ASM Representative	X
		Hank Walter, Treasurer	X

Guests: Naiya Patel, Director's Office Assistant

TOPIC	DISCUSSION	ACTION
<b>Call to Order</b>	Sarah Bergman called the meeting to order at 6:00 pm.	
<b>Open Forum</b>	A student came to open forum and brought up the topic of student wages. She discussed how the rates of wage increases aren't enough to support the cost of living in Madison.	
<b>Approval of Minutes</b>	Bill Mulligan made a motion to <b>approve</b> the minutes. <b>All approved</b> with the change of the wording "medication" to "meditation" on page 2.	<b>Motion Passed</b>
<b>Union Budget</b>	<p>Mark Guthier presented the Union budget. The Union's mission and vision were revisited. Program highlights consisted of Outdoor UW, Wheelhouse Studios, and the Wisconsin Union Theater. Other highlights included 300 student volunteers and 1,100 programs for UW students ranging from film to politics to Hoofers. Campus Event Services handles more than 35,000 room reservations annually; 12,000 of these are for students. The annual budget development process begins in the summer and budget submissions start in December for the upcoming fiscal year. Budget review takes place through the month of January.</p> <p>A breakdown of the Union's funds was displayed. The significant factors of the 2015-2016 budget were discussed. This budget includes the effects of Phase II and the areas that will not be able to bring in an income due to renovations. The 2014-2015 bottom line is \$36,453 net income while the anticipated amount for the 2015-2016 fiscal year will be (\$189,452) net loss.</p> <p>Peter Lipton brought up that there will be less students employed because of the budget and asked if this will have an impact on student life. Mr. Guthier stated that right now we have 1400 students employed at Union South. There will be a drop in student employment at Memorial Union but it is the reality of the situation. We have some modest food price and hotel room rate increases to decrease the deficit and we continue to gain income from other partners like UW Credit Union.</p> <p>1% of salaries has been budgeted for pay raises as well as reserving 2% to increase student wages. Phase II restoration costs have been calculated into the budget as well. Mr. Guthier detailed budgeted expenses including stolen terrace furniture, new food equipment, and traffic counters for the MU west wing.</p>	

## Union Council Meeting Minutes February 3, 2015

	<p>Business interruption costs are being anticipated for the next three years. We will have to tap into these funds for this coming budget. We must hire a Project Coordinator to manage Phase II and the cost is included in the expenses. Mr. Guthier said that we will not lay anyone off, but if staff decide to leave we would not necessarily fill that open position. A 2% increase in segregated fees, which will produce about \$250,000 has been budgeted, which is the equivalent to \$2.69 per student per semester.</p> <p>Hank Walter went into further details of the budget. He stated that we may need to ask for a small increase in segregated fees. This is a very strained time with the state budget situation. We're not anticipating any revenue from the Terrace for this fiscal year after it closes on September 1.</p> <p>Peter Lipton asked how the budget figures for the restaurants were developed. Mr. Walter explained that budgets are built from the bottom up. The restaurants are split into certain units and each unit provides their needs and budget outcome.</p> <p>Each restaurant does their own projected growth. Since sales are up they all project that sales will also go up due to growth. There are many catering areas in Memorial Union that will most likely be closed because demand will be low. The Conference Center catering services will also be down with a low projected income because their services won't be needed with Phase II areas closed off. In addition, they do not provide catering services to student organizations.</p> <p>Mr. Walter discussed that Program &amp; Leadership is going to try to increase their flexibility for booking music. The more flexibility we have with our schedule increases the chances of booking good artists which would increase revenue, especially if we were able to book popular names that students prefer.</p> <p>Mr. Walter continued to highlight each line of the projected budget and explain what the effects will be as well as giving an explanation as to where the number was calculated from.</p> <p>There was a discussion of staffing positions. Overall there were 3 Full Time Equivalents (FTE) added and overall 2.5 FTE were removed from Accounting. Peter Lipton discussed the fact that he believes student wages can be increased, maybe not by much, but a little increase would be nice to see.</p> <p>The discussion on student wages was tabled until Mr. Walter was finished discussing the rest of the budget. He pointed out the amount received from segregated fees and noted that once the building reopens they will continue to go down.</p> <p>Mr. Walter explained that \$5.29 million in student wages is budgeted. Approximately half of what we bring in from student income is given back to students via student wages. Many turnover positions will also be filled by students. This is the situation we will be in until the building opens up completely. An explanation of how student wages are set was given. Many factors go into the amount such as what competitors are paying and longevity increases.</p>	
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# **Union Council Meeting Minutes** **February 3, 2015**

<p><b>Alcohol Policy</b></p>	<p>Mr. Guthier said he would like to see what the average wage for students is, however, he knows the top wage is approximately \$11.50. Devon Maier gave his opinion on student wages: he believes timing is very important and does not believe that a raise in student wages needs to be done at the current time because there are other areas that need the funds. Mr. Walter stated that the distribution of wages is as follows: the longer you work the higher your pay because of the addition of yearly raises. Sarah Bergman believes it is not feasible to pass \$1 M for student wages therefore we should direct discussion towards other matters of the budget.</p> <p>Peter Lipton felt the matter should be studied thoroughly and a separate sub-committee should be set up to do research on student wages. Annie Paul agreed with Mr. Lipton.</p> <p>Ms. Paul also brought up the fact that the Terrace is closing on September 1<sup>st</sup> and she wasn't aware of this situation. There should be a campaign placed so the community is informed properly. It may also increase sales if people want to enjoy the Terrace as much as they can before it closes.</p> <p>Juli Aulik inquired what the salary increases are for permanent employees. Mark Guthier answered that 1% has been set aside for salary increases and that we are bound to the same salary policies as the university.</p> <p>Ms. Aulik also inquired on the status of the bidding for Phase II. Mr. Guthier replied that the construction bids went out last week. The project will be awarded to the low bidder; there is no negotiation.</p> <p>Mr. Guthier addressed Ms. Paul's concern of publicizing the closing of the Terrace and recommends the Admin. Committee take that on. Hank Walter clarified that only the parts of the Terrace that weren't renovated during Phase I will be closing. Abby Douglas stated that Outdoor rentals will still be open as well. George Cutlip believes it is important to clarify which areas are closed/open while getting the word out so people know the correct information.</p> <p>Devon Maier brought the discussion back to the budget and said he approved of all of the areas of the budget. He made a <b>motion to approve</b> the draft. Abby Douglas <b>seconded</b>. <b>Motion passed.</b></p> <p>Sarah Bergman transitioned the discussion to the alcohol policy. It was discussed previously and she asked if there were any questions regarding any of its content.</p> <p>Hank Walter <b>made a motion</b> to move the alcohol policy off of the table and move it to discussion. William Lipske <b>seconded</b>. A question regarding the security aspect was asked. Mr. Guthier clarified, if an individual does not follow the alcohol policy they will be warned and if they don't comply then Lori Berquam will be notified.</p> <p>After the discussion came to an end, Sarah Bergman made a <b>motion to approve</b> the policy. All in favor. <b>Motion passed.</b></p>	<p><b>Motion passed</b></p> <p><b>Motion Passed</b></p>
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<b>Selection</b>	<p>Bill Mulligan was asked to step out of the room while the selection of new appointees for next year was discussed. Mr. Mulligan is a candidate for one of the positions.</p> <p>Sarah Bergman stated that one student and one non-student need to be a part of the selection process. Peter Lipton and Abby Douglas volunteered to fill those spots.</p> <p>Daniel Banh read over the expectations for officers and went over the important dates for selection. Ms. Bergman clarified that applications aren't due until Monday, March 9.</p>	
<b>Reports:</b>	<p><u>VP – Program Administration - Bill Mulligan</u> The committee worked on legislative issues over winter break. Programming's budget will be affected due to the closing of the East Wing. Student wages are also being discussed. He participated in one of the WUD Alt. Breaks over winter break.</p> <p><u>Vice President – Public Relations – Jenny Knoeppel</u> She is working with marketing to publicize the officer positions. An all-campus email was sent out and it encouraged everyone to nominate/reach out to those who would be good for positions. She's also been working on bringing WUD logos more in line with the Union brand, ordering supplies for WUD and voting on the meditation room.</p> <p>William Lipske asked if students are allowed to reach out to Union Council members to ask about positions. Sarah Bergman replied that they are allowed to reach out. She has also reached out to larger student organizations and encourages the rest of Union Council to do the same. She also encourages to talk with applicants to help them feel comfortable with the application process. Ms. Paul made a point that some of the applicants may not know that they are allowed to reach out to council members.</p> <p><u>Vice President – Leadership Development – Daniel Banh</u> Daniel is reaching out to student orgs and the Center for Leadership Involvement for selection candidates. He's also setting up a resume workshop and planning a work banquet. Entertainment is still being worked on and he wants to work on more diversity.</p> <p><u>Secretary – Mark Guthier</u> Mark Guthier would like to know how the Union is doing in terms of diversity. He mentioned a gift of \$350,000 was given in December. He has also brought the Alt Breaks video for viewing after the meeting if anyone was interested.</p> <p><u>Hoofers – Abby Douglas</u> Hoofers met last week to discuss what members benefit outside of the organization. They want to write out a clear cut policy for students. Hoofers winter carnival is in full swing and she's excited for it!</p>	
	Ms. Bergman adjourned the meeting at 8:08 p.m.	<b>Meeting Adjourned</b>