



Wisconsin Union

Experiences for a lifetime

Union Council Agenda

Date: 3/19/13

Location: Union South, Agriculture (3rd floor)

Guests: 2013-14 Officer Team

Dinner begins at 5:30, meeting at 6 pm. Expected end time 8:00

6:00	Call to order	Mathews
6:03	Open Forum	Open to Union members

MAJOR ACTION ITEMS

6:15	2013-14 Director and Coordinator Selection	Damron, Paul, Bulovsky, Filipp
6:45	Design Committee motion	Walter/ Mathews
7:10	Student project manager motion	Walter/ Mathews

UPDATES

7:30	ASM Constitution overview	Bulovsky
7:40	Reports <ul style="list-style-type: none">• President• VP-PR• VP-Program• VP-Leadership• Treasurer• Secretary• ASM Chair	

Union Council
2012-2013 Minutes
Meeting Date: **February 5, 2013**

MEMBERS			
		Alexandra Rezazadeh, ASM Rep	X
Sarah Mathews, President	X	Maria Gianapolis, ASM Rep	X
Tara Centeno, VP-Program Admin	X	Sarah Langer, ASM Rep	X
Jose Cornejo, VP-Public Relations	X	William Lipske, Staff Rep	X
Courtney Severson, VP-Leadership Development	X	Chelcy Bowles, Faculty Rep	X
Mark Guthier, Secretary	X	Jeff Haupt, Alumni Rep	X
Hank Walter, Treasurer	X	Teri Venker, Alumni Rep	X
Heather Heggemeier, WUD Rep	X	Lori Berquam, Dean of Students	X
Andrew Bulovsky, ASM Chair	X	Susan Dibbell, Asst Director-Social Ed	X

TOPIC	DISCUSSION	ACTION
Call To Order:	Ms. Mathews called the meeting to order at 6:11 pm.	
Approval of Minutes:	Ms. Centeno MOVED to approve the minutes from November 13 th and December 4 th . Mr. Bulovsky SECONDED the motion. The motion was APPROVED unanimously.	Approved
April Meeting Date:	The Council moved the April 16 th meeting to April 18 th because of schedule conflicts. Mr. Lipske MOVED to amend the agenda to move reports to the end of the meeting the budget approval to the beginning. Mr. Bulovsky SECONDED the motion. The motion was APPROVED unanimously	Approved
Officer Selection Process	Mr. Cornejo presented information about the Officer selection process.	
Budget Approval:	Mr. Walter explained that the Leadership Team tries to bring the budget into alignment. Every manager comes in and makes their case for changes in their unit's budget. Then Mr. Walter along with the Union Council President, the Assistant Director for Administration, and the Accounting Supervisor look at ways to bring things into alignment. The budget then goes to the Union Council Administration Subcommittee, then to Union Council, and then to SSFC. SSFC looks specifically at the segregated fees, while Union Council looks at the budget as a whole. Segregated fees go toward the building ready for use portion of the budget, but revenue units also fund this. Revenue units also fund the programming budget. If the programs do well this generates traffic, and in turn generates revenue. This year's process has had significantly more influence from the Union President, which Mr. Walter thought impacted the segregated fee request this year. Ms. Mathews briefly summarized some of the attachments that were being presented with the budget. One large piece of the budget is the student wages. There are currently 1400 students who are employed with the Wisconsin Union. One other piece is that CESO will now be offering basic AV packages free with room use to student organizations. Mr. Cornejo and the Facilities Subcommittee worked on developing a plan for this during the year. Programs are also a give back to students. This all goes back to the idea of being the heart and soul of campus.	

	<p>Mr. Guthier provided brief feedback on topics that came up at the December budget discussion. Topics included AD compensation, WUD website renovation, and the VP-Public Relations role was very broad. The conclusion was that many of those issues have to do with the structure that directorate sets for themselves. The budget reflects an additional \$25,000 into the directorate budget.</p> <p>Mr. Walter began taking about the budget broadly, and why it is projecting out the way it is. The budget for the year is projecting a loss. The impact of the construction on traffic to Memorial was underestimated. It has proven to be more difficult to get to Memorial Union from other parts of campus. The terrace construction hurt near the end of the season. All Memorial Union food units' revenue amounts are down. The majority of that is related to construction project. The Union is budgeting a \$384,600 loss because of decreased revenue. This summer the Union is going to pilot a new food service unit on the east side of the Terrace in a food cart. The Brat Stand won't be able to open until July, and the Union wants to continue to generate revenue from the Terrace. There is also an opportunity to put more seating on the east side of the traditional Terrace. By May, that side of the Terrace will begin to open up. There will be more land there than there has been in the past. Additional money has been allocated to purchase more chairs and tables. It's a good number and a bit of an aggressive goal. Next fiscal year, the Union is budgeting a loss but doing better than the previous year. Once the Union gets through construction Phase 1, they will be in sound financial footing.</p> <p>The Outdoor Recreation area is scheduled to open in 2013. The Union has also been able to better budget the amount of sponsorship money that has come in.</p> <p>In fall of 2014 the campus is looking at merging the three different campus accounts into one. The Union is doing market research to get ready for it. There is also a planned launch of a new mobile dining services point of sale system.</p> <p>A good amount of the money goes to state and UW assessments. The Union is budgeting for a 2% wage and salary increase next fiscal year. The last page of attachment 2 shows the breakdown of the segregated fee request.</p> <p>Mr. Haupt questioned how much of a decrease in Terrace revenue the Union is projecting for the summer.</p> <p>Mr. Walter explained that they are projecting to be 2% down. The Terrace will have one more beverage location and have the temporary beverage location by the old Rathskellar doors. The Union takes a rolling 10-year average to budget for weather. By the start of summer most of the Terrace will be completed. By May/June, you will be able to walk through most of the Terrace, and most of the fences will be down. You will be able to get to the Terrace from Park Street. A good part of Library Mall will open this summer. A campus utility project is causing Langdon Street to be a one-way street. Alumni Pier will also go out by Memorial Day weekend.</p> <p>Mr. Bulovsky asked whether there is any indication from the Capital whether or not operating reserves may be swept.</p> <p>Mr. Walter stated that there isn't any indication that will happen.</p> <p>Mr. Walter discussed the segregated fee increase. It should be thought as two different fees, even though they flow into the same budget. One fee is for the Building Project. Any interest that is earned goes towards the union building project. The other fee is the operating fee. The Board of Regents have set that an increase cannot be over 3% without further</p>	
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	<p>investigation. In the regular budget, the Union is asking for a 2.1% fee increase. It is best to separate the 2.1% and a separate \$5 increase. The \$15 increase over 3 years was targeted at maintenance of the building. Historically, the buildings have not been well maintained. In the long run, the Union is better off maintaining as we go along. The \$15 doesn't get the Union to where it needs to go ideally, but where they feel comfortable.</p> <p>Mr. Walter showed a presentation about what the Union does and the issues with the current building not being maintained. The Union needs to have some quantifiable benchmarks as to what sort of standards we need for the buildings.</p> <p>For custodial services, it is recommended to have 70.7 FTE for both buildings, and we are currently at 52.2. For Tech maintenance, based on the type of buildings, the Union is recommended to have 17.3, while the budget is currently at 16.</p> <p>Historically, the Union would wait until receiving a class gift to update the rooms, but hopes to hire staff to maintain this on an ongoing basis. The Union has opened a number of food retail positions and has added a lot more coffee and espresso operations. Hot food was eliminated at underperforming locations. The Union Theater also started to do more promoter shows, to bring in larger acts. Ginger Root will be expanding hours for dinner. The Union is developing a better sales program geared towards generating business during slow periods.</p> <p>Mr. Haupt questioned whether the Union gets any benefit from the campus mandated assessments.</p> <p>Mr. Walter explained that the Union uses business services, so indirectly the Union gets some benefit.</p> <p>Mr. Cornejo questioned how the Union will fund maintenance positions in the future.</p> <p>Mr. Walter explained that the idea is these individuals would do projects every year, such as things that would not get covered in main building project.</p> <p>Ms. Mathews asked whether the repairs to Main Lounge and Tripp Commons were currently funded in phase 2.</p> <p>Mr. Walter stated that they were not.</p> <p>Mr. Haupt asked what the current segregated fees are.</p> <p>Mr. Walter stated the current fee is 124.68 bumped to 132.48 in the new budget.</p> <p>Ms. Heggemeier MOVED to put the budget on the table. Mr. Bulovsky SECONDED the motion.</p> <p>Mr. Haupt asked to verify what the increase to Directorate funding was. Mr. Walter stated it was \$25,000.</p> <p>Mr. Lipske said he was excited to hear about the increase in Directorate funding based on the open forum at the last meeting.</p> <p>Mr. Cornejo asked prior to the capital project coordinator, who has been in charge of coordination.</p> <p>Mr. Walter said that it has usually been a custodial staff supervisor.</p> <p>Ms. Mathews asked how this new position would be impacted as we move into Phase 2 of the project. How will that position work when there is a large scale renovation also going on.</p> <p>Mr. Walter stated that by the time Phase 2 is completed, the Union will have to begin doing some maintenance projects over at Union South. There are parts of Phase 2 that are not fully funded. The idea is we can also use them now by doing some of the work. Phase 2 is about getting electrical updated and large scale maintenance of the building.</p> <p>Mr. Guthier stated there are also some spaces in Phase 1 that are white</p>	
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	<p>boxed, so these positions will complete these meeting rooms.</p> <p>Mr. Haupt asked if the Union has any indication as to what SSFC will say about the budget.</p> <p>Ms. Mathews stated that SSFC will not look favorably upon the budget.</p> <p>Mr. Walter said that last year's SSFC was unhappy with process, as one law student said it is not an unreasonable request, but would want a different way for the process to happen.</p> <p>Mr. Cornejo asked how the transparency has increased from last year to this year.</p> <p>Mr. Walter explained that they have tried to make it more clear on how the segregated fees are spent and what is eligible for that fee. The Union is planning to make their presentation more like the UHS budget.</p> <p>Ms. Gianopolis asked what documentation will be given to SSFC.</p> <p>Mr. Walter stated pretty much all of it, but more focused on the segregated fee side of things. The campus administration and the chair/vice chair of SSFC have talked about what sort of presentation should be given to SSFC. Their comments thought that the segregated fee breakdown sheet as presented would be satisfactory.</p> <p>Ms. Mathews asked for someone to explain what the level of need for Main Lounge and Tripp Commons are.</p> <p>Mr. Walter stated that main lounge is 10 years old from the last maintenance. Some rugs have pieces that stick up and are trip hazards. The upholstery on some of the furniture is at a level of being soiled that it either needs to be replaced or redone. Tripp Commons does not have any kind of standard AV for meetings, but is in need since it gets used a lot for meetings. It is not at the level of professionalism you have at Union South or at other rooms around campus. The AV would not be cutting edge, but would be able to get it to basic standards.</p> <p>Ms. Mathews thinks the repairs are necessary and used by students and non-students and thinks that there should be some degree of cost sharing between the two. She would like to see some reduction in these items in the role of student funding.</p> <p>Mr. Cornejo said it is used by a lot of private events, but would like to see the money stay there for those projects.</p> <p>Mr. Guthier stated that if there is a desire to change the segregated fee request, he would like this body to look at the 2.2% increase rather than the \$5.</p> <p>Ms. Heggemeier asked if there is a part of the budget that would be most flexible from an administrative perspective.</p> <p>Mr. Guthier stated that the facilities area would be most flexible</p> <p>Mr. Haupt said that when he was a student on Council, the Union wasn't raising segregated fees and the Union wasn't keeping up. Having no segregated fee increases in a long time leads to us now having to do a lot of catch up.</p> <p>Ms. Gianopolis said that there is a perception that the Union is not effective with its money.</p> <p>Ms. Dibbell stated that in July, students will be benefiting greatly from the outdoor recreation space, the number of students that currently use Hooper space are going to increase. The Terrace is going to be different. If there is a perception that we aren't being efficient, she would like to know what exactly those perceptions are.</p> <p>Ms. Giannopolis stated that having dinner at Union Council meetings could be construed as ineffective.</p> <p>Ms. Venker stated that the Union is the most penny pinching fiscal manager over the last 30 years. It is too bad that people have that perception. It would be helpful to know any other specifics.</p>	
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<p>Reports:</p>	<p>Mr. Haupt stated he gives the Union a lot of credit for taking risks and finding new revenue sources.</p> <p>Mr. Guthier thought that it was a good idea for the SSFC presentation.</p> <p>Mr. Haupt CALLED THE QUESTION. Mr. Guthier SECONDED.</p> <p>The vote to call the question PASSED unanimously.</p> <p>The vote on the budget PASSED unanimously.</p> <p>Ms. Mathews talked about trying a new welcome back party for spring semester, Some Night at the Union featuring Fun. It was very successful and had 3000 students in the building on a Thursday night. There were no alcohol related incidents. Right now she is working on putting together a summary presentation. The officer team tried something new with blending all three retreats together of Directorate, Emerging leaders, and Advisors. The officers expect to have a high rate of emerging leaders who will apply for Directorate and leadership positions. The May 4th event will have an official name shortly. Trustees have committed \$25,000 and UHS has committed \$10,000. Directorate, Special Events committee, the Mayor's Office, and others are teaming up to present a conference on public education in March.</p> <p>Mr. Cornejo is working on selection and is hoping for a good mix of candidates. He is also working on the May 4th event on marketing. The Facilities Subcommittee put together an implementation plan about getting basic free AV package for RSOs.</p> <p>Ms. Centeno is focusing on WUD wide things and looking at director evaluations to see if they feel ownership over their committees and looking at what other things are being planned for spring semester. The Dining Services Subcommittee will be talking about the Shoreline Grill in a couple of weeks. CPC has been discussing outside groups' use of spaces.</p> <p>Ms. Severson said that the retreat went really well. Directorate is sponsoring an all campus leadership conference with CFLI, and is working on the calendar with all of CFLI. The Program committee is working on the Theater Vision statement, and looking for more students on committee. The committee is meeting again to look at the recognition side of things for ADs and working on different events to recognize them.</p> <p>Mr. Guthier discussed new positions that are currently in the hiring process for the Union.</p> <p>Mr. Bulovsky stated that Student Council is approving GSSF budgets. ASM also had a successful stress reduction fair, which had over 200 people to show up. Chancellor search and screen process is getting ready for interviews at O'Hare airport, and then preparing for on-campus visits.</p> <p>The meeting adjourned at 8:48 PM</p>	<p>Approved</p>
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Union Council
2012-2013 Minutes
Meeting Date: **February 19, 2013**

MEMBERS		Alexandra Rezazadeh, ASM Rep	X
Sarah Mathews, President	X	Maria Giannopoulos, ASM Rep	X
Tara Centeno, VP-Program Admin	X	Sarah Langer, ASM Rep	X
Jose Cornejo, VP-Public Relations	X	William Lipske, Staff Rep	X
Courtney Severson, VP-Leadership Development	X	Chelcy Bowles, Faculty Rep	X
Mark Guthier, Secretary	X	Jeff Haupt, Alumni Rep	X
Hank Walter, Treasurer	X	Teri Venker, Alumni Rep	X
Heather Heggemeier, WUD Rep		Lori Berquam, Dean of Students	X
Andrew Bulovsky, ASM Chair		Susan Dibbell, Asst Director-Social Ed	X

TOPIC	DISCUSSION	ACTION
Call to Order	Ms. Mathews called the meeting to order at 6:02pm. The meeting moved into executive session by unanimous consent.	APPROVED
Officer Selection	Will Lipske moved to approve the following slate of Union Officers for 2013-14: President Neil Damron Vice President for Public Relations Andrew Bulovsky Vice President for Leadership Development Annie Paul Vice President for Program Administration Gary Filipp Sarah Langer seconded the motion. Motion was APPROVED unanimously.	
Adjournment	Having no further business, the Council ADJOURNED at 11:10 pm.	

MOTION TO CREATE 2013-14
MEMORIAL UNION DESIGN COMMITTEE

The Wisconsin Union shall immediately establish an ad hoc Design Committee of Union Council make recommendations on the design of the Memorial Union Phase 2 project. The Design Committee shall make recommendations to Union council on major budget priorities (e.g., what is included in the project), the overall design and layout of major public spaces, interior finishes of major public spaces, and similar items..

The Design Committee shall be composed of fifteen voting members:

- The Union President, as chair
- The student project manager
- Three other students appointed by the Union President
- Four students appointed by ASM
- Two members of the Memorial Union Building Association
- One faculty member
- One academic staff member
- The Union Director
- The Union Associate Director

And two non-voting members:

- The Union's project manager for the building project
- The Union Emeritus Director

The Design Committee shall have an Executive Committee to make decisions in lieu of the Committee as a whole when the Committee cannot reasonably meet, and advise the chair on Design Committee meetings and process issues. The Design Executive Committee shall be made up of five voting members:

- The Design Committee Chair/Union President, as chair
- The Union's student project manager
- One other student member of the Design Committee, elected by the Committee
- The Union Director and Associate Director

And one non-voting member:

- The Union's project manager

Should Union Council not be able to meet or make quorum, the Design Committee may make its recommendations to the Union Council Executive Committee.

DRAFT – STUDENT PROJECT MANAGER MOTION - DRAFT

The Union Council shall create a Student Project Manager for Phase 2 of the Memorial Union Reinvestment. The Student Project Manager will be one of the primary student representatives in the project, and will actively participate in the design process by both providing input on design and helping facilitate greater student involvement. Together with the Union President, the Student Project Manager will serve as an official representative and spokesperson in the building project, as well as assist the Union President with Building Project-related duties.

The Student Project Manager will actively participate in the design process as a member of the Design Committee and the Design Executive Committee.

The Student Project Manager will be selected by the Union President, with input from Union staff involved with the Project. The position will be supervised by and accountable to the President. The position will continue through the end of the 2013-14 academic year, and will require active involvement over the summer of 2013.

3/18/13

HW

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

FINAL
02/28/13

	ORIGINAL BUDGET	ESTIMATED ACTUAL	CURRENT ACTUAL	BUDGET VARIANCE	EST ACT VARIANCE	PRIOR ACTUAL
REVENUE						
OPERATIONS & PROGRAMS	\$8,647,343	\$7,898,327	\$7,964,234	(\$683,109)	\$65,907	\$8,171,318
RETAIL DINING	2,896,747	2,993,721	2,956,697	59,950	(37,024)	2,848,792
CATERING	1,521,915	1,619,900	1,644,014	122,099	24,114	1,499,766
FACILITY RENTALS & FEES	1,300,262	1,254,043	1,122,971	(177,291)	(131,072)	1,692,462
PROGRAMS						Theater Operations/Season, Minicourses, Alt Breaks, Hoofers...
SUBTOTAL OPS&PROG	14,366,267	13,765,991	13,687,916	(678,351)	(78,075)	14,212,357
SEG FEES - WU	5,523,700	5,523,700	5,523,719	19	19	5,140,762
SEG FEES - UBP	4,254,306	4,254,306	4,254,306			4,258,738
PARTNERSHIP/WISCARD RE	487,974	539,230	536,798	48,824	(2,432)	474,467
CAMPUS/OTHER REIMBURS	280,392	271,221	271,700	(8,692)	479	258,366
MEMBERSHIP & MISC	74,689	66,299	52,203	(22,486)	(14,056)	55,446
TOTAL REVENUE	24,987,328	24,420,707	24,326,642	(660,686)	(94,065)	24,400,136
EXPENSES						
COST OF GOODS SOLD	4,885,264	4,852,007	4,918,028	32,764	66,021	4,824,872
DIRECT OP EXPENSES	6,966,758	6,832,115	7,089,179	122,421	257,064	7,324,240
SUPPORT SERVICES	2,024,642	1,996,795	1,924,042	(100,600)	(72,753)	1,828,174
FACILITIES	3,611,094	3,649,362	3,725,927	114,833	76,565	3,236,385
PROGRAMS & LEADERSHIP	879,950	840,902	815,986	(63,964)	(24,916)	851,194
DEPRECIATION/BUILDINGS	224,522	223,515	224,301	(221)	786	246,360
MAJOR REPR/BLDGs & EQ	2,871,575	2,847,325	2,846,125	(25,450)	(1,200)	3,336,775
UTILITIES/TAXES/INS/TELEF	477,344	485,444	414,892	(62,452)	(70,552)	458,176
STATE/UW ASSESSMENTS	683,550	692,399	692,399	8,849		585,641
INTEREST EXPENSE/BOND	2,009,287	2,028,121	2,028,121	18,834		1,637,218
OTHER & OFFSETTING EXP	461,305	241,945	267,879	(193,426)	25,934	256,498
TOTAL EXPENSE	25,095,291	24,689,930	24,946,879	(148,412)	256,949	24,585,533
NET INCOME(LOSS)	(107,963)	(269,223)	(620,237)	(512,274)	(351,014)	(185,397)

State budget assessments (prior year), Wiscard credit card fees, UBP projected swf, cashier testing services...

Food costs, products and costs associated with generating revenue by the units
Salaries/wages/fringes, general expenses for the revenue units, Hoofers expenses, Minicourses,....

Membership, interest income, miscellaneous gifts/contributions, ...
Campus Photo ID Office/CESO support, student theater ticket subsidy supp, offsetting cost reimbursements, ...
Wiscard partnership fees, ATM commissions, Housing Wiscard web transaction fee reimbursement,...

Wisconsin Union
Income Statement - Revenue/Expense
Year to Date
As of January 31, 2013

	PRIOR ACTUAL	ESTIMATED ACTUAL	ORIGINAL BUDGET	CURRENT ACTUAL	PRIOR CS %	EST/ACT CS %	BUDGET CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	EST/ACT VAR	EST/ACT %	BUDGET VARIANCE	BUDGET %
Facilities														
Salaries, Wages, Fring	\$2,426,271	\$2,741,685	\$2,815,815	\$2,807,876	9.9%	11.2%	11.3%	11.5%	\$381,605	15.7%	\$66,191	2.4%	(\$7,939)	(0.3%)
Supplies & Services	579,024	674,746	562,977	684,083	2.4%	2.8%	2.3%	2.8%	105,059	18.1%	9,337	1.4%	121,106	21.5%
Depreciation - Equipme	231,090	232,302	232,302	233,968	0.9%	1.0%	0.9%	1.0%	2,878	1.2%	1,037	0.4%	1,666	0.7%
Total Facilities Expen	3,236,385	3,649,362	3,611,094	3,725,927	13.3%	14.9%	14.5%	15.3%	489,542	15.1%	76,565	2.1%	114,833	3.2%
Programs & Leadership														
Salaries, Wages, Fring	467,678	477,853	477,239	471,236	1.9%	2.0%	1.9%	1.9%	3,558	0.8%	(6,617)	(1.4%)	(6,003)	(1.3%)
Supplies & Services	383,516	362,899	402,193	344,750	1.6%	1.5%	1.6%	1.4%	(38,766)	(10.1%)	(18,149)	(5.0%)	(57,443)	(14.3%)
Depreciation - Equipment	150	150	518		0.0%	0.0%	0.0%				(150)	(100.0%)	(518)	(100.0%)
Total Program Expen:	851,194	840,902	879,950	815,986	3.5%	3.4%	3.5%	3.4%	(35,208)	(4.1%)	(24,916)	(3.0%)	(63,964)	(7.3%)
Depreciation & Major Repairs/Maintenance														
Major Rprs/Mnt - Equip	7,165	7,040	7,756	7,040	0.0%	0.0%	0.0%	0.0%	(125)	(1.7%)			(716)	(9.2%)
Major Rprs/Mnt - Bldg	156,857	203,552	208,019	203,552	0.6%	0.8%	0.8%	0.8%	46,695	29.8%	(1,200)	(0.0%)	(4,467)	(2.1%)
Der Bldg Exp - UBP	3,172,753	2,636,733	2,655,800	2,635,533	13.0%	10.8%	10.6%	10.8%	(537,220)	(16.9%)	786	0.4%	(20,267)	(0.8%)
Depreciation - Bldg	246,360	223,515	224,522	224,301	1.0%	0.9%	0.9%	0.9%	(22,059)	(9.0%)			(221)	(0.1%)
Total Depr & Major R	3,583,135	3,070,840	3,096,097	3,070,426	14.7%	12.6%	12.4%	12.6%	(512,709)	(14.3%)	(414)	(0.0%)	(25,671)	(0.8%)
Utilities, Taxes & Insurance														
Unemployment Compe	20,262	28,938	26,950	21,415	0.1%	0.1%	0.1%	0.1%	1,153	5.7%	(7,523)	(26.0%)	(5,535)	(20.5%)
Worker's Compensatio	68,342	74,319	74,319	74,319	0.3%	0.3%	0.3%	0.3%	5,977	8.7%				
Telephone	49,335	52,675	52,675	52,675	0.2%	0.2%	0.2%	0.2%	3,340	6.8%				
Insurance - Property	72,200	47,767	54,250	47,767	0.3%	0.2%	0.2%	0.2%	(24,433)	(33.8%)			(6,483)	(12.0%)
Heating/Cooling	60,688	82,268	85,519	53,033	0.2%	0.3%	0.3%	0.2%	(7,655)	(12.6%)	(29,235)	(35.5%)	(32,486)	(38.0%)
Electricity	101,601	111,154	93,625	77,360	0.4%	0.5%	0.4%	0.3%	(24,241)	(23.9%)	(33,794)	(30.4%)	(16,265)	(17.4%)
Water & Sewer	42,415	42,715	45,381	42,715	0.2%	0.2%	0.2%	0.2%	300	0.7%			(2,666)	(5.9%)
Trash Removal	43,333	45,608	44,625	45,608	0.2%	0.2%	0.2%	0.2%	2,275	5.3%			983	2.2%
Total Utilities, Taxes & Insurance	458,176	485,444	477,344	414,892	1.9%	2.0%	1.9%	1.7%	(43,284)	(9.4%)	(70,552)	(14.5%)	(62,452)	(13.1%)
State/UW Assessments														
Municipal Services	51,075	55,377	53,494	55,377	0.2%	0.2%	0.2%	0.2%	4,302	8.4%			1,883	3.5%
Utility Assessments	155,551	148,549	147,350	148,549	0.6%	0.6%	0.6%	0.6%	(7,002)	(4.5%)			1,199	0.8%
UW Assessments	379,015	488,473	482,706	488,473	1.6%	2.0%	1.9%	2.0%	109,458	28.9%			5,767	1.2%
Total State/UW Asse	585,641	692,399	683,550	692,399	2.4%	2.8%	2.7%	2.8%	106,758	18.2%			8,849	1.3%
Other Expenses														
Debt Svc UBP/MU	1,637,218	2,028,121	2,009,287	2,028,121	6.7%	8.3%	8.0%	8.3%	390,903	23.9%			18,834	0.9%
Misc - SWF, S&S	223,222	199,067	403,324	225,363	0.9%	0.8%	1.6%	0.9%	2,141	1.0%	26,296	13.2%	(177,961)	(44.1%)
Reimbursements	33,276	42,878	57,981	42,516	0.1%	0.2%	0.2%	0.2%	9,240	27.8%	(362)	(0.8%)	(15,465)	(26.7%)
Total Other Expenses	1,893,716	2,270,066	2,470,592	2,296,000	7.8%	9.3%	9.9%	9.4%	402,284	21.2%	25,934	1.1%	(174,592)	(7.1%)
Total Expenses	24,585,534	24,689,925	25,095,292	24,946,878	100.8%	101.1%	100.4%	102.5%	361,344	1.5%	256,953	1.0%	(146,414)	(0.6%)
Net Income/(Loss)	(185,399)	(269,222)	(107,964)	(620,236)	(0.8%)	(1.1%)	(0.4%)	(2.5%)	(434,837)	234.5%	(351,014)	130.4%	(512,272)	474.5%

Wisconsin Union
Income Statement - Revenue/Expense
Year to Date
As of January 31, 2013

	PRIOR ACTUAL	ESTIMATED ACTUAL	ORIGINAL BUDGET	CURRENT ACTUAL	PRIOR CS %	EST/ACT CS %	BUDGET CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	EST/ACT VAR	EST/ACT %	BUDGET VARIANCE	BUDGET %
REVENUE														
Direct Operating Revenue														
Restaurants	\$4,659,294	\$4,277,255	\$4,736,821	\$4,355,290	19.1%	17.5%	19.0%	17.9%	(\$304,004)	(6.5%)	\$78,035	1.8%	(\$381,531)	(8.1%)
Markets & Cafes	3,512,024	3,621,071	3,910,522	3,608,944	14.4%	14.8%	15.7%	14.8%	96,920	2.8%	(12,127)	(0.3%)	(301,578)	(7.7%)
WU Catering	2,215,073	2,344,143	2,213,300	2,342,394	9.1%	9.6%	8.9%	9.6%	127,321	5.7%	(1,749)	(0.1%)	129,094	5.8%
Conf Center Catering	633,719	649,577	683,447	614,303	2.6%	2.7%	2.7%	2.5%	(19,416)	(3.1%)	(35,274)	(5.4%)	(69,144)	(10.1%)
Retail & Recreation	977,158	1,067,487	980,600	1,091,431	4.0%	4.4%	4.0%	4.5%	114,273	11.7%	23,944	2.2%	100,831	10.2%
Programs	1,692,462	1,294,043	1,300,262	1,122,971	6.9%	5.1%	5.2%	4.6%	(569,481)	(33.6%)	(131,072)	(10.5%)	(177,291)	(13.6%)
Total Op Revenue	13,689,730	13,213,576	13,834,952	13,135,333	56.1%	54.1%	55.4%	54.0%	(554,397)	(4.0%)	(78,243)	(0.6%)	(699,619)	(5.1%)
Indirect Revenue														
Commissions	221,894	230,068	228,900	230,068	0.9%	0.9%	0.9%	0.9%	8,174	3.7%	(4,229)	(2.2%)	1,168	0.5%
Rentals	166,678	195,931	187,359	191,702	0.7%	0.8%	0.7%	0.8%	25,024	15.0%	(2,583)	(0.5%)	4,343	2.3%
Service Revenue	466,248	487,155	429,828	484,572	1.9%	2.0%	1.7%	2.0%	18,324	3.9%	(2,583)	(0.5%)	54,744	12.7%
Reimbursements	33,276	42,878	57,981	42,516	0.1%	0.2%	0.2%	0.2%	9,240	27.8%	(362)	(0.8%)	(15,465)	(26.7%)
Total Indirect Revenue	888,096	956,032	904,068	948,858	3.6%	3.9%	3.6%	3.9%	60,762	6.8%	(7,174)	(0.8%)	44,790	5.0%
Net Operating Revenue	14,577,826	14,169,608	14,739,020	14,084,191	59.7%	58.0%	59.0%	57.9%	(493,635)	(3.4%)	(85,417)	(0.6%)	(654,829)	(4.4%)
Other Revenue														
Student Segregated Fe	5,140,762	5,523,700	5,523,700	5,523,719	21.1%	22.6%	22.1%	22.7%	382,957	7.4%	19	0.0%	19	0.0%
Campus Seg Fees - UB	4,258,738	4,254,306	4,254,306	4,254,306	17.5%	17.4%	17.0%	17.5%	(4,432)	(0.1%)	2,956	1.1%	(1,298)	(0.5%)
Campus Vending	241,705	274,952	279,206	277,908	1.0%	1.1%	1.1%	1.1%	36,203	15.0%	(13,215)	(31.2%)	(17,889)	(38.1%)
Membership	34,623	42,310	46,984	29,095	0.1%	0.2%	0.2%	0.1%	(5,528)	(16.0%)	(1,998)	(36.0%)	(2,048)	(36.6%)
Investment Revenue	4,101	5,550	5,600	3,552	0.0%	0.0%	0.0%	0.0%	(549)	(13.4%)	953	22.7%	953	22.7%
Investment Rev - UBP	1,300	4,200	4,200	5,153	0.0%	0.0%	0.0%	0.0%	3,853	296.4%	2,641	1.8%	14,406	10.7%
Miscellaneous	141,080	146,077	134,312	148,718	0.6%	0.6%	0.5%	0.6%	7,638	5.4%	2,641	1.8%	14,406	10.7%
Total Other Revenue	9,822,309	10,251,095	10,248,308	10,242,451	40.3%	42.0%	41.0%	42.1%	420,142	4.3%	(8,644)	(0.1%)	(5,857)	(0.1%)
Total Revenue	24,400,135	24,420,703	24,987,328	24,326,642	100.0%	100.0%	100.0%	100.0%	(73,493)	(0.3%)	(94,061)	(0.4%)	(660,686)	(2.6%)
EXPENSES														
Cost of Goods Sold														
Food	4,763,771	4,795,473	4,833,291	4,858,651	19.5%	19.6%	19.3%	20.0%	94,880	2.0%	63,178	1.3%	25,360	0.5%
Retail Merchandise	61,101	56,534	51,973	59,377	0.3%	0.2%	0.2%	0.2%	(1,724)	(2.8%)	2,843	5.0%	7,404	14.2%
Total Cost of Goods	4,824,872	4,852,007	4,885,264	4,918,028	19.8%	19.9%	19.6%	20.2%	93,156	1.9%	66,021	1.4%	32,764	0.7%
Direct Op Expenses														
Salaries, Wages, Fring	4,532,095	4,541,676	4,542,126	4,564,944	18.6%	18.6%	18.2%	18.8%	32,849	0.7%	23,268	0.5%	22,818	0.5%
Supplies & Services	2,601,430	1,993,258	2,136,723	2,221,408	10.7%	8.2%	8.6%	9.1%	(380,022)	(14.6%)	228,150	11.4%	84,665	4.0%
Depreciation - Equipm	98,134	151,261	161,736	151,285	0.4%	0.6%	0.6%	0.6%	53,151	54.2%	24	0.0%	(10,451)	(6.5%)
Total Direct Op Exp	7,231,659	6,686,195	6,840,585	6,937,637	29.6%	27.4%	27.4%	28.5%	(294,022)	(4.1%)	251,442	3.8%	97,052	1.4%
Support Services														
Salaries, Wages, Fring	1,584,264	1,747,844	1,774,980	1,744,861	6.5%	7.2%	7.1%	7.2%	160,597	10.1%	(2,983)	(0.2%)	(30,119)	(1.7%)
Supplies & Services	315,115	361,988	339,660	303,574	1.3%	1.5%	1.4%	1.2%	(11,541)	(3.7%)	(58,414)	(16.1%)	(36,086)	(10.6%)
Depreciation - Equipm	21,377	32,878	36,176	27,148	0.1%	0.1%	0.1%	0.1%	5,771	27.0%	(5,730)	(17.4%)	(9,028)	(25.0%)
Total Support Service	1,920,756	2,142,710	2,150,816	2,075,583	7.9%	8.8%	8.6%	8.5%	154,827	8.1%	(67,127)	(3.1%)	(75,233)	(3.5%)