Wisconsin Union Council

Date: 9.12.13
Time: 6:00 pm
Location:
Food: Dinner will be served at 5:30 pm
Guests: Katie Cary (MUR Student Project Manager), Nat Stein (Uihlein-Wilson Architects)

6:00 pm	**Union Council Orientation**	
	❖ Wisconsin Union History & Organizational Structure	Mark G.
	❖ Role and Structure of Union Council	Neil D. / Mark G.
	❖ Subcommittees & Shared Governance	Andrew B. / Gary F.
	❖ Union Finances Introduction	Hank W.
	❖ Expectations of Union Council Members	Annie P.
6:45 pm	**Call to Order**	
	❖ Introductions	
	❖ Ice Breaker	All
	❖ Approval of Minutes from Last Meeting	
7:00 pm	**Open Forum**	Any Union Members
7:15 pm	**Updates & Discussion Items**	
	❖ Memorial Union Reinvestment Briefing	Katie C./ Hank W.
	❖ Memorial Union Reinvestment Phase II Updates & Tour	Katie C. / Hank W. / Nat S.
8:15 pm	**Reports**	
	❖ President	Neil Damron
	❖ VP Program Administration	Gary Filipp
	❖ VP Public Relations	Andrew Bulovsky
	❖ VP Leadership Development	Annie Paul
	❖ Secretary	Mark Guthier
	❖ Treasurer	Hank Walter
	❖ ASM Chair	David Gardner

Union Council
2012-2013 Minutes
Meeting Date: **April 18, 2013**

MEMBERS			
		Alexandra Rezazadeh, ASM Rep	X
Sarah Mathews, President	X	Maria Giannopolus, 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	
Heather Heggemeier, WUD Rep		Lori Berquam, Dean of Students	X
Andrew Bulovsky, ASM Chair	X	Susan Dibbell, Asst Director-Social Ed	X

Guests: Ralph Russo

TOPIC	DISCUSSION	ACTION
Call to Order	Ms. Mathews called the meeting to order at 6:03pm.	
Approval of the Minutes	Mr. Bulovsky **MOVED** to approve the minutes from the 3/19/13 meeting. Mr. Lipske **SECONDED** the motion. The motion was **APPROVED** unanimously.	**APPROVED**
Theater Vision Statement	Mr. Russo explained that the renovation has given the Theater time to step back and look to the future. It's given them time to think of the different stakeholders, such as students and other departments. Because of this, it was decided to reevaluate the theater's mission and vision statement. They put together a draft with various people and groups, and it was vetted through a dozen different groups of people: faculty/staff, Performing Arts Committee, WUD, and Council Exec. This draft is a result of that process, and it became stronger at each listening session. It was approved by the Program Subcommittee on 4/17/13. Mr. Haupt **MOVED** to approve the Theater Vision Statement. Mr. Bulovsky **SECONDED** the motion. The motion was **APPROVED** unanimously.	**APPROVED**
Theater MOA Letter	Mr. Guthier explained that campus performing arts entities have been pursuing the possibility of a College of the Arts. With this, a Memorandum of Agreement for future use of the Union Theater was needed to be developed, and attempts to get appropriate entities together were difficult. Mr. Russo stated that they went forward with a very good plan/concept, but it was difficult to get everyone together to discuss. It took a long time to get an agreement together because of staff changes. This letter was drafted to move the concepts forward, but still wait on agreement at a later date. Mr. Guthier explained the concept is to seek Union Council's approval to go forward with this letter. All parties may not always remember that	

	segregated fees pay Theater facility expenses, and the Wisconsin Union has to continue to move forward to plan the new opening season. This letter was drafted in hopes of moving the process further along until an agreement can be reached. The memorandum lays out a process to call together operating groups and look out 18 months for collaborative opportunities for programming. Mr. Haupt asked if there is concern that an agreement won't be reached. Mr. Russo said there are challenges with realizing the dream and there are underlying challenges that take time and resources to resolve because they are collectively looking at how spaces are shared and used. Mr. Haupt asked if there is any chance that we will get strong armed by the agreement. Mr. Russo explained that the Theater has a long history of supporting the campus's performing arts. This outlines an opportunity of how we can utilize their spaces when other departments are in our spaces. Mr. Walter thought that the 4th bullet that talks about commensurate space puts us in a position that shows this is a principle we are standing by if issues arise in the future about using the space. Mr. Guthier stated that there is nothing in writing right now, with regard to the use of the gift, and we are trying to protect what might be an assumed use of the theater. Mr. Haupt asked how the gift came about. Mr. Guthier said that the gift is a guarantee to add $1.2 million to the building project and is not from a specific donor, but from the UW Foundation. Mr. Russo stated that student organizations will also be benefiting greatly from this, not just performing arts departments. Ms. Mathews **MOVED** to approve the Theater MOA Letter. Mr. Haupt **SECONDED** the motion. The motion was **APPROVED** unanimously.	**APPROVED**
WUD Budget	Ms. Centeno stated that there weren't significant changes in the budget. $800 was moved from VP special events to Alt Breaks special events to support their larger programming needs. There is also $4000 for the Film Committee so that they are able to institutionalize programs they have funded through grants before. Mr. Bulovsky asked if there is somewhere that Council can see the actual funds that were spent, specifically for retreats. Ms. Dibbell stated that she could get estimated actuals for next year. Ms. Mathews explained that committee directors are told to stay within general totals, which gives the director some flexibility and autonomy.	

	Mr. Bulovsky asked if there is significance to giving money on the Wiscard versus directly to someone's account. Mr. Cornejo stated that getting money on a Wiscard is able to give back to the union instead, and feels more meaningful to the student. Mr. Bulovsky noted that the general admin for 2012-2013 was $134,000 for the general admin tab, but under the WUD free budget summary it was noted as $118,164. Ms. Dibbell noted that the discrepancy would be looked into, but it is likely funds were moved from one account to another but weren't reflected on the spreadsheet. Mr. Bulovsky **MOVED** to approve the WUD 2013-2014 Budget. Ms. Giannopolus **SECONDED** the motion. The motion was **APPROVED** unanimously.	 **APPROVED**
Hoofer Budget	Ms. Centeno explained that every club has large amounts for retained earnings, except for riding. Riding does have lower retained earnings because of the new arena that was recently rebuilt. All other clubs plan to reduce their retained earnings because all they will be buying new gear for their new spaces, and they are projecting a lot of growth. The Executive Committee did make the recommendation to Hoofer Council about giving back to the students, as they are paying segregated fees that were used to fund Hoofers new space. Mr. Walter explained that while much of the spaces that Hoofers uses are being rebuilt; piers are not a part of that. An engineering firm was hired to look at the safety of the piers several years ago. While the sailing club wants to pursue getting donations to redo the piers, it could cost a couple hundred thousand dollars to do it right. If a donor isn't found, we can't keep going like this. Mr. Walter continued that students are paying a lot of money for the building project. Though it is not up to us to dictate membership dues, the Hoofer clubs should examine their rates to see if there is an equity issue and to look at some of the non-student member rates to see if they are set at the appropriate level or not. Hoofers also need to figure out a way to say thank you to students and be more visible with students. Mr. Bulovsky asked what the retained earnings actually purchase. Ms. Centeno explained that it is things like gear for scuba members to use, boats, and maintenance of equipment. Ms. Dibbell also stated that clubs have been putting money aside so that they can purchase new equipment because they have been aware of the building project, so there is more money than they would have normally. Mr. Haupt asked how the Hoofer fund goes up and down from year to year.	

	Mr. Guthier explained that the fund was created when all of the Hoofer accounts came under the Union. The Union agreed to create the account and that's where Hoofers loans come from. It is a centralized fund that doesn't generate interest, and has typically been used for capital improvements Mr. Bulovsky **MOVED** to approve the Hoofer 2013-2014 budget with the understanding that Hoofer Council and the clubs will look at appropriate ways to recognize the support that students have given, by looking at appropriate membership rates for students and non-students, and also with the understanding that sailing will review plans and options for piers. Hoofers will report back no later than next year's budget cycle. Mr. Bulovsky **SECONDED** the motion. The motion was **APPROVED** unanimously.	 **APPROVED**
Membership Policy	Ms. Mathews amended the agenda to discuss a new membership policy. These policies pertain to the membership discount for a new joint membership to replace an outdated spouse policy. Mr. Lipske **MOVED** to approve the Membership policy. Ms. Giannopolus **SECONDED** the motion. The motion was **APPROVED** unanimously.	 **APPROVED**
Hoofer Constitution	Ms. Centeno explained that the proposal for a revised policy lays out the 4 Hoofer Vice President positions in general, and then in the procedure they want the ability to change names. Ms. Centeno **MOVED** to approve the revision to the Hoofer Constitution. Mr. Lipske **SECONDED** the motion. The motion was **APPROVED** unanimously.	 **APPROVED**
WUD Goals	Ms. Mathews and the officer team presented how the current officer team and WUD met their goals: innovation, visibility, community, empowerment, and quality.	
Revelry	Ms. Mathews explained that the Revelry music and arts festival started with WUD leadership and a discussion of how we don't have a planned end of the year celebration like other universities, typically a music festival. After this year, it would be helpful to outline a structure. Revelry suffered from a lack of time. It had the money and resources, but not enough time. If Revelry is to happen and be lived out next year, planning needs to begin happening in late summer, and booking started in the fall. Ms. Mathews **MOVED** that Union Council charge the Council Executive Committee 2013-14 with creating a plan for decision making and implementation by the end of May 2013 for 2014 Revelry, in consultation with revelry chairs and key stakeholders, such as the Dean of Students, UW Housing, MUBA, and others. Mr. Lipske **SECONDED** the motion. Ms. Dibbell indicated that she was worried about the timeline, because	

	we have to be able to evaluate the previous year's event, and don't want to rush the decision. Mr. Walter asked if Directorate put money into the 2013-14 budget for Revelry. Mr. Cornejo said that they could have budgeted money for it, but didn't. Most significantly, based on timeline, there are other elements that needed to get done earlier. Mr. Haupt said that Revelry chairs would have to do some quick assessments and thank the sponsors and get the necessary funding into next year's budget. It doesn't have to be some final grand structure, but a team in place that can quickly follow up. The structure can change numerous times, but need someone to do maintenance items, and get people behind it. Mr. Bulovsky questioned the logic for not putting money in the budget. Ms. Mathews said that some people thought a certain amount needed to be included in the budget. Directorate determined that the only way to put substantial funding in the budget would be for every committee to take money out of their individual budgets and put it into the Revelry line item. Mr. Bulovsky asked how next year's officer team is supposed to know how much funding they have if there isn't a set line item. Ms. Mathews explained that the purpose of this motion is to reflect the need to get all necessary stakeholders to the event. This motion is trying to push the creation of a structure right away, rather than after the planning stages are in process. The expectation would be that if you were a part of the planning committee, you were supporting the event financially. Revelry's planner would need to know the final budget by October to be in a good place. The motion was **APPROVED** unanimously	 **APPROVED**
Reports **President**	Ms. Mathews is working on Revelry and getting everything finalized. There have been a high number of tickets sold. She is also working on various things related to the Design Committee so it is ready to go by May.	
Vice President-Program Admin	Ms. Centeno has been working on transition with Gary Filipp into the role, and is excited to see what he does. She is also working a lot with the Campus Event Services Office and the Campus Planning Committee to set better standards and practices for space allocations in Dining Services. Right now it's difficult to get votes in and other things. She is trying to set deadlines and practices so next year's group won't have to.	
Vice President-Public Relations	Mr. Cornejo stated that Revelry marketing has been relatively successful, and he is working on transitioning materials.	
Vice President-Leadership Development	Ms. Severson has been working on wrapping things up with the Program Subcommittee and planning for the etiquette dinner. Next Thursday is the end of the year banquet for WUD. She is also hiring a WUD brand	

	representative for this summer to promote at SOAR.	
Secretary	Mr. Guthier has been working on a document for incoming Chancellor Rebecca Blank, and it has turned out to be a good snapshot of the organization. He has also been working on the Recreation Sports Director Search and Screen Committee, and they have stayed on track as far as the timeline goes. Students will have a chance to interview the finalists. There will be a Hoofer sneak peek event in the fall, the campaign cabinet will have two events, and there will be a seat naming campaign for the theater. Mr. Haupt asked about the status of grilling out at the Hoofer sneak peek. Mr. Walter explained that the sailing club socials are at a size and frequency that they need to pay attention to health code, and are subject to university health codes. If food borne illness came out of this, it would be bad for the Union, Hoofers, and those who are taken ill. Union Dining Services also know the health code and can implement the changes necessary. The Union has worked out a way for everything to happen, but it is not the same process as it was several years ago, when Hoofers was not following code.	
Treasurer	Mr. Walter presented the financial statement, which is over projections. The shortfall can almost all be attributed to a decline in traffic levels here at Memorial Union. This can be attributed to construction and related issues like the buses not stopping here. As of the end of February, every Memorial Union dining unit is down by 20%, and ATM transactions are down 36%. There have been definite changes in the traffic patterns. Estimated actual numbers that were approved in January couldn't be hit. The Union is holding off on filling some full-time positions, and has been looking for other ways to cut back on expenses. The financial plan for Memorial Union Reinvestment Phase II includes some business interruption costs. At that point the budget will stabilize. Next fiscal year will be better than this fiscal year, because the utility construction project will be finished, and things such as bus traffic will be coming back. Hoofers activity will also increase the number of people in the union. Union South is doing better than budgeted, but not enough to make up for the drop off at Memorial Union.	
ASM Update	Mr. Bulovsky stated that this year's ASM session ends on May 1st. There is a proposal for Member Councils, which will expand opportunities to reach campus. ASM will also be having a few financial staff search and screens over the summer.	
Adjournment	Having no further business, the council **ADJOURNED** at 7:54 pm.	

Union Council 2013 – 14

Juli Aulik	Alumni Rep	jaulik@mhtc.net
Lori Berquam	Ex-Officio	lberquam@studentlife.wisc.edu
Andrew Bulovsky	VP – Public Relations	bulovsky@wisc.edu
Nick Checker	ASM Rep	checker@wisc.edu
Neil Damron	President	ndamron@wisc.edu
Susan Dibbell	Ex-Officio	smvandeh@wisc.edu
Gary Filipp	VP – Program Administration	filipp@wisc.edu
David Gardner	ASM Chair	dgardner2@wisc.edu
Maria Giannopoulos	ASM Rep	mgiannopoulo@wisc.edu
Mark Guthier	Secretary	mcguthier@wisc.edu
Jeff Haupt	Alumni Rep (WAA)	jeffreyhaupt@gmail.com
William Lipske	Academic Staff	wclipske@wisc.edu
Sean McNally	ASM Rep	smcnally@wisc.edu
Peter Lipton	Faculty Rep	plipton@facstaff.wisc.edu
Bill Mulligan	WUD Rep	wmulligan@wisc.edu
Annie Paul	VP – Leadership Development	paul5@wisc.edu
Hank Walter	Treasurer	hrwalter@wisc.edu

FINAL
08/30/13

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

	PRIOR ACTUAL	CURRENT BUDGET	CURRENT ACTUAL	PRIOR CS %	BUDGET CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	BUDGET VARIANCE	BUDGET %
REVENUE										
Direct Operating Revenue										
Restaurants	$814,138	$950,911	$1,071,994	22.6%	24.3%	26.6%	$257,856	31.7%	$121,083	12.7%
Markets & Cafes	445,516	496,289	470,295	12.4%	12.7%	11.7%	24,779	5.6%	(25,994)	(5.2%)
WU Catering	342,318	376,000	386,147	9.5%	9.6%	9.6%	43,829	12.8%	10,147	2.7%
Conf Center Catering	94,384	89,523	93,235	2.6%	2.3%	2.3%	(1,149)	(1.2%)	3,712	4.1%
Retail & Recreation	194,262	196,000	192,115	5.4%	5.0%	4.8%	(2,147)	(1.1%)	(3,885)	(2.0%)
Programs	156,465	155,830	182,896	4.3%	4.0%	4.5%	26,431	16.9%	27,066	17.4%
Total Op Revenue	2,047,083	2,264,553	2,396,682	56.8%	58.0%	59.6%	349,599	17.1%	132,129	5.8%
Indirect Revenue										
Commissions	32,700	33,091	33,472	0.9%	0.8%	0.8%	772	2.4%	381	1.2%
Rentals	29,338	34,042	38,160	0.8%	0.9%	0.9%	8,822	30.1%	4,118	12.1%
Service Revenue	63,911	79,443	67,579	1.8%	2.0%	1.7%	3,668	5.7%	(11,864)	(14.9%)
Reimbursements	3,337	7,025	4,101	0.1%	0.2%	0.1%	764	22.9%	(2,924)	(41.6%)
Total Indirect Revenue	129,286	153,601	143,312	3.6%	3.9%	3.6%	14,026	10.8%	(10,289)	(6.7%)
Net Operating Revenue	2,176,369	2,418,154	2,539,994	60.4%	61.9%	63.1%	363,625	16.7%	121,840	5.0%
Other Revenue										
Student Segregated Fees	789,100	842,217	842,217	21.9%	21.6%	20.9%	53,117	6.7%		
Student Seg Fees - UBP	607,758	610,275	610,275	16.9%	15.6%	15.2%	2,517	0.4%		
Campus Vending	19,221	18,849	20,122	0.5%	0.5%	0.5%	901	4.7%	1,273	6.8%
Membership	7,708	6,712	7,531	0.2%	0.2%	0.2%	(177)	(2.3%)	819	12.2%
Investment Revenue		2,125	200		0.1%	0.0%	200		(1,925)	(90.6%)
Investment Rev - UBP	600	1,058		0.0%	0.0%		(600)	(100.0%)	(1,058)	(100.0%)
Miscellaneous	546	7,300	2,293	0.0%	0.2%	0.1%	1,747	320.0%	(5,007)	(68.6%)
Total Other Revenue	1,424,933	1,488,536	1,482,638	39.6%	38.1%	36.9%	57,705	4.0%	(5,898)	(0.4%)
Total Revenue	**3,601,302**	**3,906,690**	**4,022,632**	**100.0%**	**100.0%**	**100.0%**	**421,330**	**11.7%**	**115,942**	**3.0%**
EXPENSES										
Cost of Goods Sold										
Food	688,476	788,357	811,953	19.1%	20.2%	20.2%	123,477	17.9%	23,596	3.0%
Retail Merchandise	8,310	7,159	6,845	0.2%	0.2%	0.2%	(1,465)	(17.6%)	(314)	(4.4%)
Total Cost of Goods Sold	696,786	795,516	818,798	19.3%	20.4%	20.4%	122,012	17.5%	23,282	2.9%
Direct Op Expenses										
Salaries, Wages, Fringes	699,220	687,896	730,719	19.4%	17.6%	18.2%	31,499	4.5%	42,823	6.2%
Supplies & Services	272,708	307,956	289,698	7.6%	7.9%	7.2%	16,990	6.2%	(18,258)	(5.9%)
Depreciation - Equipment	14,127	27,892	27,214	0.4%	0.7%	0.7%	13,087	92.6%	(678)	(2.4%)
Total Direct Op Expenses	986,055	1,023,744	1,047,631	27.4%	26.2%	26.0%	61,576	6.2%	23,887	2.3%
Support Services										
Salaries, Wages, Fringes	245,292	272,503	269,860	6.8%	7.0%	6.7%	24,568	10.0%	(2,643)	(1.0%)
Supplies & Services	5,216	68,082	28,829	0.1%	1.7%	0.7%	23,613	452.7%	(39,253)	(57.7%)
Depreciation - Equipment	2,801	7,495	4,443	0.1%	0.2%	0.1%	1,642	58.6%	(3,052)	(40.7%)
Total Support Services	253,309	348,080	303,132	7.0%	8.9%	7.5%	49,823	19.7%	(44,948)	(12.9%)

FINAL
08/30/13

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

	PRIOR ACTUAL	CURRENT BUDGET	CURRENT ACTUAL	PRIOR CS %	BUDGET CS %	CURRENT CS %	PRIOR YEAR VARIANCE	PRIOR YEAR %	BUDGET VARIANCE	BUDGET %
Facilities										
Salaries, Wages, Fringes	$411,871	$437,016	$448,004	11.4%	11.2%	11.1%	$36,133	8.8%	$10,988	2.5%
Supplies & Services	93,066	77,986	96,605	2.6%	2.0%	2.4%	3,539	3.8%	18,619	23.9%
Depreciation - Equipment	33,206	32,765	34,799	0.9%	0.8%	0.9%	1,593	4.8%	2,034	6.2%
Total Facilities Expenses	538,143	547,767	579,408	14.9%	14.0%	14.4%	41,265	7.7%	31,641	5.8%
Programs & Leadership										
Salaries, Wages, Fringes	65,260	75,184	76,569	1.8%	1.9%	1.9%	11,309	17.3%	1,385	1.8%
Supplies & Services	33,356	42,802	27,007	0.9%	1.1%	0.7%	(6,349)	(19.0%)	(15,795)	(36.9%)
Depreciation - Equipment		1,042	463		0.0%	0.0%	463		(579)	(55.6%)
Total Program Expenses	98,616	119,028	104,039	2.7%	3.0%	2.6%	5,423	5.5%	(14,989)	(12.6%)
Depreciation & Major Repairs/Maintenance										
Major Rprs/Mnt - Equip	1,108	1,108	1,108	0.0%	0.0%	0.0%				
Major Rprs/Mnt - Bldg	29,717	41,367	41,367	0.8%	1.1%	1.0%	11,650	39.2%		
Def Bldg Exp - UBP	378,800	234,129	241,471	10.5%	6.0%	6.0%	(137,329)	(36.3%)	7,342	3.1%
Depreciation - Bldg	32,262	30,127	30,130	0.9%	0.8%	0.7%	(2,132)	(6.6%)	3	0.0%
Total Depr & Major Repairs/	441,887	306,731	314,076	12.3%	7.9%	7.8%	(127,811)	(28.9%)	7,345	2.4%
Utilities, Taxes & Insurance										
Unemployment Compensation		4,350	1,816		0.1%	0.0%	1,816		(2,534)	(58.3%)
Worker's Compensation	10,617	11,150	11,150	0.3%	0.3%	0.3%	533	5.0%		
Telephone	7,525	7,675	7,675	0.2%	0.2%	0.2%	150	2.0%		
Insurance - Property	7,750	4,733	4,733	0.2%	0.1%	0.1%	(3,017)	(38.9%)		
Heating/Cooling	12,217	10,367	10,367	0.3%	0.3%	0.3%	(1,850)	(15.1%)		
Electricity	13,375	14,092	14,145	0.4%	0.4%	0.4%	770	5.8%	53	0.4%
Water & Sewer	6,483	5,308	5,308	0.2%	0.1%	0.1%	(1,175)	(18.1%)		
Trash Removal	6,375	7,075	7,075	0.2%	0.2%	0.2%	700	11.0%		
Total Utilities, Taxes & Insur	64,342	64,750	62,269	1.8%	1.7%	1.5%	(2,073)	(3.2%)	(2,481)	(3.8%)
State/UW Assessments										
Municipal Services	7,642	8,925	8,925	0.2%	0.2%	0.2%	1,283	16.8%		
Utility Assessments	21,050	22,492	22,492	0.6%	0.6%	0.6%	1,442	6.9%		
UW Assessments	68,958	74,583	74,583	1.9%	1.9%	1.9%	5,625	8.2%		
Total State/UW Assessmen	97,650	106,000	106,000	2.7%	2.7%	2.6%	8,350	8.6%		
Other Expenses										
Debt Svc UBP/WU	287,041	434,921	434,921	8.0%	11.1%	10.8%	147,880	51.5%		
Misc - SWF, S&S	13,120	22,221	14,385	0.4%	0.6%	0.4%	1,265	9.6%	(7,836)	(35.3%)
Reimbursements	3,337	7,025	4,101	0.1%	0.2%	0.1%	764	22.9%	(2,924)	(41.6%)
Total Other Expenses	303,498	464,167	453,407	8.4%	11.9%	11.3%	149,909	49.4%	(10,760)	(2.3%)
Total Expenses	**3,480,286**	**3,775,783**	**3,788,760**	**96.6%**	**96.6%**	**94.2%**	**308,474**	**8.9%**	**12,977**	**0.3%**
Net Income/(Loss)	**121,016**	**130,907**	**233,872**	**3.4%**	**3.4%**	**5.8%**	**112,856**	**93.3%**	**102,965**	**78.7%**

FINAL
08/15/13

Wisconsin Union
Income Statement - Revenue/Expense
Year to Date
As of June 30, 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	$8,644,283	$8,066,271	$8,092,803	$8,001,678	19.9%	18.8%	18.9%	18.5%	($642,605)	(7.4%)	($64,593)	(0.8%)	($91,125)	(1.1%)
Markets & Cafes	6,487,140	6,567,494	6,849,153	6,455,320	14.9%	15.3%	16.0%	14.9%	(31,820)	(0.5%)	(112,174)	(1.7%)	(393,833)	(5.8%)
WU Catering	4,031,767	3,999,643	3,805,800	4,115,173	9.3%	9.3%	8.9%	9.5%	83,406	2.1%	115,530	2.9%	309,373	8.1%
Conf Center Catering	1,079,348	1,143,328	1,218,679	1,083,866	2.5%	2.7%	2.8%	2.5%	4,518	0.4%	(59,462)	(5.2%)	(134,813)	(11.1%)
Retail & Recreation	1,779,072	1,863,176	1,692,691	1,907,220	4.1%	4.3%	3.9%	4.4%	128,148	7.2%	44,044	2.4%	214,529	12.7%
Programs	2,886,924	2,015,296	2,043,849	2,168,687	6.6%	4.7%	4.8%	5.0%	(718,237)	(24.9%)	153,391	7.6%	124,838	6.1%
Total Op Revenue	24,908,534	23,655,208	23,702,975	23,731,944	57.3%	55.1%	55.2%	54.8%	(1,176,590)	(4.7%)	76,736	0.3%	28,969	0.1%
Indirect Revenue														
Commissions	388,104	396,500	392,400	410,790	0.9%	0.9%	0.9%	0.9%	22,686	5.8%	14,290	3.6%	18,390	4.7%
Rentals	317,095	382,004	321,400	446,672	0.7%	0.9%	0.7%	1.0%	129,577	40.9%	64,668	16.9%	125,272	39.0%
Service Revenue	906,276	817,926	773,599	839,312	2.1%	1.9%	1.8%	1.9%	(66,964)	(7.4%)	21,386	2.6%	65,713	8.5%
Reimbursements	84,383	84,300	99,400	115,240	0.2%	0.2%	0.2%	0.3%	30,857	36.6%	30,940	36.7%	15,840	15.9%
Total Indirect Revenu	1,695,858	1,680,730	1,586,799	1,812,014	3.9%	3.9%	3.7%	4.2%	116,156	6.8%	131,284	7.8%	225,215	14.2%
Net Operating Revenue	26,604,392	25,335,938	25,289,774	25,543,958	61.2%	59.1%	58.9%	58.9%	(1,060,434)	(4.0%)	208,020	0.8%	254,184	1.0%
Other Revenue														
Student Segregated Fe	8,794,321	9,461,000	9,469,200	9,559,732	20.2%	22.1%	22.1%	22.1%	765,411	8.7%	98,732	1.0%	90,532	1.0%
Student Seg Fees - UB	7,274,492	7,286,800	7,293,100	7,383,030	16.7%	17.0%	17.0%	17.0%	108,538	1.5%	96,230	1.3%	89,930	1.2%
Campus Vending	391,460	380,700	427,000	383,656	0.9%	0.9%	1.0%	0.9%	(7,804)	(2.0%)	2,956	0.8%	(43,344)	(10.2%)
Membership	83,517	80,512	80,550	69,279	0.2%	0.2%	0.2%	0.2%	(14,238)	(17.0%)	(11,233)	(14.0%)	(11,271)	(14.0%)
Investment Revenue	9,075	14,300	9,600	10,915	0.0%	0.0%	0.0%	0.0%	1,840	20.3%	(3,385)	(23.7%)	1,315	13.7%
Investment Rev - UBP	4,200	7,200	7,200	12,214	0.0%	0.0%	0.0%	0.0%	8,014	190.8%	5,014	69.6%	5,014	69.6%
Miscellaneous	340,682	329,318	326,600	369,547	0.8%	0.8%	0.8%	0.9%	28,865	8.5%	40,229	12.2%	42,947	13.1%
Total Other Revenue	16,897,747	17,559,830	17,613,250	17,788,373	38.8%	40.9%	41.1%	41.1%	890,626	5.3%	228,543	1.3%	175,123	1.0%
Total Revenue	**43,502,139**	**42,895,768**	**42,903,024**	**43,332,331**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**(169,808)**	**(0.4%)**	**436,563**	**1.0%**	**429,307**	**1.0%**
EXPENSES														
Cost of Goods Sold														
Food	8,672,371	8,584,883	8,350,954	8,616,407	19.9%	20.0%	19.5%	19.9%	(55,964)	(0.6%)	31,524	0.4%	265,453	3.2%
Retail Merchandise	98,071	90,951	86,794	94,238	0.2%	0.2%	0.2%	0.2%	(3,833)	(3.9%)	3,287	3.6%	7,444	8.6%
Total Cost of Goods S	8,770,442	8,675,834	8,437,748	8,710,645	20.2%	20.2%	19.7%	20.1%	(59,797)	(0.7%)	34,811	0.4%	272,897	3.2%
Direct Op Expenses														
Salaries, Wages, Fring	7,889,021	7,773,511	7,833,731	7,861,971	18.1%	18.1%	18.3%	18.1%	(27,050)	(0.3%)	88,460	1.1%	28,240	0.4%
Supplies & Services	4,567,734	3,898,105	3,745,966	4,194,198	10.5%	9.1%	8.7%	9.7%	(373,536)	(8.2%)	296,093	7.6%	448,232	12.0%
Depreciation - Equipme	169,125	285,844	278,156	288,248	0.4%	0.7%	0.6%	0.7%	119,123	70.4%	2,404	0.8%	10,092	3.6%
Total Direct Op Exper	12,625,880	11,957,460	11,857,853	12,344,417	29.0%	27.9%	27.6%	28.5%	(281,463)	(2.2%)	386,957	3.2%	486,564	4.1%
Support Services														
Salaries, Wages, Fring	2,783,849	3,099,396	3,041,126	3,023,147	6.4%	7.2%	7.1%	7.0%	239,298	8.6%	(76,249)	(2.5%)	(17,979)	(0.6%)
Supplies & Services	557,479	728,051	579,298	654,516	1.3%	1.7%	1.4%	1.5%	97,037	17.4%	(73,535)	(10.1%)	75,218	13.0%
Depreciation - Equipme	35,595	80,632	62,020	50,536	0.1%	0.2%	0.1%	0.1%	14,941	42.0%	(30,096)	(37.3%)	(11,484)	(18.5%)
Total Support Service	3,376,923	3,908,079	3,682,444	3,728,199	7.8%	9.1%	8.6%	8.6%	351,276	10.4%	(179,880)	(4.6%)	45,755	1.2%

FINAL
08/15/13

Wisconsin Union
Income Statement - Revenue/Expense
Year to Date
As of June 30, 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	$4,296,353	$4,833,994	$4,841,908	$4,755,151	9.9%	11.3%	11.3%	11.0%	$458,798	10.7%	($78,843)	(1.6%)	($86,757)	(1.8%)
Supplies & Services	1,029,121	1,046,271	933,511	1,090,047	2.4%	2.4%	2.2%	2.5%	60,926	5.9%	43,776	4.2%	156,536	16.8%
Depreciation - Equipme	396,552	397,690	398,930	401,024	0.9%	0.9%	0.9%	0.9%	4,472	1.1%	3,334	0.8%	2,094	0.5%
Total Facilities Expen	5,722,026	6,277,955	6,174,349	6,246,222	13.2%	14.6%	14.4%	14.4%	524,196	9.2%	(31,733)	(0.5%)	71,873	1.2%
Programs & Leadership														
Salaries, Wages, Fring	794,711	844,336	817,923	806,099	1.8%	2.0%	1.9%	1.9%	11,388	1.4%	(38,237)	(4.5%)	(11,824)	(1.4%)
Supplies & Services	645,163	701,845	702,227	697,305	1.5%	1.6%	1.6%	1.6%	52,142	8.1%	(4,540)	(0.6%)	(4,922)	(0.7%)
Depreciation - Equipment		400	978			0.0%	0.0%				(400)	(100.0%)	(978)	(100.0%)
Total Program Expen	1,439,874	1,546,581	1,521,128	1,503,404	3.3%	3.6%	3.5%	3.5%	63,530	4.4%	(43,177)	(2.8%)	(17,724)	(1.2%)
Depreciation & Major Repairs/Maintenance														
Major Rprs/Mnt - Equip	9,000	9,000	13,300	9,000	0.0%	0.0%	0.0%	0.0%					(4,300)	(32.3%)
Major Rprs/Mnt - Bldg	247,902	329,800	356,600	329,802	0.6%	0.8%	0.8%	0.8%	81,900	33.0%	2	0.0%	(26,798)	(7.5%)
Def Bldg Exp - UBP	5,700,493	4,450,400	4,552,800	4,492,054	13.1%	10.4%	10.6%	10.4%	(1,208,439)	(21.2%)	41,654	0.9%	(60,746)	(1.3%)
Depreciation - Bldg	422,637	379,602	384,600	497,912	1.0%	0.9%	0.9%	1.1%	75,275	17.8%	118,310	31.2%	113,312	29.5%
Total Depr & Major R	6,380,032	5,168,802	5,307,300	5,328,768	14.7%	12.0%	12.4%	12.3%	(1,051,264)	(16.5%)	159,966	3.1%	21,468	0.4%
Utilities, Taxes & Insurance														
Unemployment Compe	40,825	50,700	46,200	32,066	0.1%	0.1%	0.1%	0.1%	(8,759)	(21.5%)	(18,634)	(36.8%)	(14,134)	(30.6%)
Worker's Compensatio	121,302	127,400	127,400	70,971	0.3%	0.3%	0.3%	0.2%	(50,331)	(41.5%)	(56,429)	(44.3%)	(56,429)	(44.3%)
Telephone	88,500	90,300	90,300	90,300	0.2%	0.2%	0.2%	0.2%	1,800	2.0%				
Insurance - Property	53,070	54,100	93,000	120,003	0.1%	0.1%	0.2%	0.3%	66,933	126.1%	65,903	121.8%	27,003	29.0%
Heating/Cooling	71,266	118,500	146,600	113,416	0.2%	0.3%	0.3%	0.3%	42,150	59.1%	(5,084)	(4.3%)	(33,184)	(22.6%)
Electricity	153,334	161,000	160,500	156,986	0.4%	0.4%	0.4%	0.4%	3,652	2.4%	(4,014)	(2.5%)	(3,514)	(2.2%)
Water & Sewer	60,000	61,800	77,800	51,800	0.1%	0.1%	0.2%	0.1%	(8,200)	(13.7%)	(10,000)	(16.2%)	(26,000)	(33.4%)
Trash Removal	80,043	82,400	76,500	75,565	0.2%	0.2%	0.2%	0.2%	(4,478)	(5.6%)	(6,835)	(8.3%)	(935)	(1.2%)
Total Utilities, Taxes &	668,340	746,200	818,300	711,107	1.5%	1.7%	1.9%	1.6%	42,767	6.4%	(35,093)	(4.7%)	(107,193)	(13.1%)
State/UW Assessments														
Municipal Services	99,043	103,000	91,700	103,002	0.2%	0.2%	0.2%	0.2%	3,959	4.0%	2	0.0%	11,302	12.3%
Utility Assessments	246,067	259,800	252,600	259,416	0.6%	0.6%	0.6%	0.6%	13,349	5.4%	(384)	(0.1%)	6,816	2.7%
UW Assessments	514,968	862,100	827,500	630,550	1.2%	2.0%	1.9%	1.5%	115,582	22.4%	(231,550)	(26.9%)	(196,950)	(23.8%)
Total State/UW Asse	860,078	1,224,900	1,171,800	992,968	2.0%	2.9%	2.7%	2.3%	132,890	15.5%	(231,932)	(18.9%)	(178,832)	(15.3%)
Other Expenses														
Debt Svc UBP/WU	3,044,057	3,557,500	3,444,500	3,652,591	7.0%	8.3%	8.0%	8.4%	608,534	20.0%	95,091	2.7%	208,091	6.0%
Misc - SWF, S&S	491,799	132,733	666,530	356,385	1.1%	0.3%	1.6%	0.8%	(135,414)	(27.5%)	223,652	168.5%	(310,145)	(46.5%)
Reimbursements	84,383	84,300	99,400	115,240	0.2%	0.2%	0.2%	0.3%	30,857	36.6%	30,940	36.7%	15,840	15.9%
Total Other Expenses	3,620,239	3,774,533	4,210,430	4,124,216	8.3%	8.8%	9.8%	9.5%	503,977	13.9%	349,683	9.3%	(86,214)	(2.0%)
Total Expenses	**43,463,834**	**43,280,344**	**43,181,352**	**43,689,946**	**99.9%**	**100.9%**	**100.6%**	**100.8%**	**226,112**	**0.5%**	**409,602**	**0.9%**	**508,594**	**1.2%**
Net Income/(Loss)	**38,305**	**(384,576)**	**(278,328)**	**(357,615)**	**0.1%**	**(0.9%)**	**(0.6%)**	**(0.8%)**	**(395,920)**	**(1,033.6%)**	**26,961**	**(7.0%)**	**(79,287)**	**28.5%**

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

FINAL
08/30/13

	CURRENT BUDGET	CURRENT ACTUAL	BUDGET VARIANCE	PRIOR ACTUAL	
REVENUE					
OPERATIONS & PROGRAMS					
RETAIL DINING	$1,447,200	$1,542,289	$95,089	$1,259,654	Restaurants and Markets & Cafes
CATERING	465,523	479,381	13,858	436,702	MU/US and Grainger Catering, plus Conference Centers
FACILITY RENTALS & FEES	269,391	269,685	294	266,059	US Hotel/MU Guestrooms, AV rentals, campus vending, Facility fees,...
PROGRAMS	155,830	182,896	27,066	156,465	Theater Operations/Season, Minicourses, Alt Breaks, Hoofers…
SUBTOTAL OPS&PROG	2,337,944	2,474,251	136,307	2,118,880	
SEG FEES - WU	842,217	842,217		789,100	
SEG FEES - UBP	610,275	610,275		607,758	
PARTNERSHIP/WISCARD RE	64,691	51,376	(13,315)	42,012	Wiscard partnership fees, ATM commissions, Housing Wiscard web transaction fee reimbursement,…
CAMPUS/OTHER REIMBURS	40,464	35,640	(4,824)	34,714	Campus Photo ID Office/CESO support, student theater ticket subsidy supp, offsetting cost reimburements, …
MEMBERSHIP & MISC	11,099	8,872	(2,227)	8,839	Membership, interest income, miscellaneous gifts/contributions, …
TOTAL REVENUE	**3,906,690**	**4,022,631**	**115,941**	**3,601,303**	
EXPENSES					
COST OF GOODS SOLD	795,516	818,798	23,282	696,786	Food costs, products and costs associated with generating revenue by the units
DIRECT OP EXPENSES	1,048,796	1,048,781	(15)	1,004,328	Salaries/wages/fringes, general expenses for the revenue units, Hoofer expenses, Minicourses,…
SUPPORT SERVICES	323,029	301,983	(21,046)	235,037	
FACILITIES	547,767	579,408	31,641	538,143	
PROGRAMS & LEADERSHIP	119,028	104,039	(14,989)	98,616	Includes cost of WUD no fee or admission cost programming expenses
DEPRECIATION/BUILDINGS	30,127	30,130	3	32,262	
MAJOR REPRS/BLDGS & EQ	276,604	283,946	7,342	409,625	Includes UBP commitment
UTILITIES/TAXES/INS/TELEF	64,750	62,269	(2,481)	64,342	
STATE/UW ASSESSMENTS	106,000	106,000		97,650	
INTEREST EXPENSE/BOND	434,921	434,921		287,041	
OTHER & OFFSETTING EXP	29,246	18,486	(10,760)	16,457	State budget assessments (prior year), Wiscard credit card fees, UBP project swf, cashier testing services…
TOTAL EXPENSE	**3,775,784**	**3,788,761**	**12,977**	**3,480,287**	
NET INCOME(LOSS)	**130,906**	**233,870**	**102,964**	**121,016**	

Wisconsin Union
Income Statement Snapshot
Year to Date
As of June 30, 2013

FINAL
08/15/13

	ORIGINAL BUDGET	ESTIMATED ACTUAL	CURRENT ACTUAL	BUDGET VARIANCE	EST ACT VARIANCE	PRIOR ACTUAL	
REVENUE							
OPERATIONS & PROGRAMS							
RETAIL DINING	$14,941,956	$14,633,766	$14,456,998	($484,958)	($176,768)	$15,131,423	Restaurants and Markets & Cafes
CATERING	5,024,479	5,142,972	5,199,039	174,560	56,067	5,111,115	MU/US and Grainger Catering, plus Conference Centers
FACILITY RENTALS & FEES	2,588,841	2,777,410	2,904,344	315,503	126,934	2,778,755	US Hotel/MU Guestrooms, AV rentals, campus vending, Facility fees,...
PROGRAMS	2,043,849	2,015,296	2,168,687	124,838	153,391	2,886,924	Theater Operations/Season, Minicourses, Alt Breaks, Hoofers…
SUBTOTAL OPS&PROG	24,599,125	24,569,444	24,729,068	129,943	159,624	25,908,217	
SEG FEES - WU	9,469,200	9,461,000	9,559,732	90,532	98,732	8,794,321	
SEG FEES - UBP	7,293,100	7,286,800	7,383,030	89,930	96,230	7,274,492	
PARTNERSHIP/WISCARD RE	907,600	953,283	1,036,116	128,516	82,833	834,744	Wiscard partnership fees, ATM commissions, Housing Wiscard web transaction fee reimbursement,…
CAMPUS/OTHER REIMBURS	495,669	486,501	470,779	(24,890)	(15,722)	532,461	Campus Photo ID Office/CESO support, student theater ticket subsidy supp, offsetting cost reimburements, …
MEMBERSHIP & MISC	138,330	138,744	153,605	15,275	14,861	157,904	Membership, interest income, miscellaneous gifts/contributions, …
TOTAL REVENUE	**42,903,024**	**42,895,772**	**43,332,330**	**429,306**	**436,558**	**43,502,139**	
EXPENSES							
COST OF GOODS SOLD	8,437,748	8,675,834	8,710,645	272,897	34,811	8,770,442	Food costs, products and costs associated with generating revenue by the units
DIRECT OP EXPENSES	12,073,557	12,213,220	12,599,065	525,508	385,845	12,815,175	Salaries/wages/fringes, general expenses for the revenue units, Hoofer expenses, Minicourses,…
SUPPORT SERVICES	3,466,740	3,652,329	3,473,550	6,810	(178,779)	3,187,628	
FACILITIES	6,174,349	6,277,955	6,246,222	71,873	(31,733)	5,722,026	
PROGRAMS & LEADERSHIP	1,521,128	1,546,581	1,503,404	(17,724)	(43,177)	1,439,874	Includes cost of WUD no fee or admission cost programming expenses
DEPRECIATION/BUILDINGS	384,600	379,602	497,912	113,312	118,310	422,637	
MAJOR REPRS/BLDGS & EQ	4,922,700	4,789,200	4,830,856	(91,844)	41,656	5,957,395	Includes UBP commitment
UTILITIES/TAXES/INS/TELEP	818,300	746,200	711,107	(107,193)	(35,093)	668,340	
STATE/UW ASSESSMENTS	1,171,800	1,224,900	992,968	(178,832)	(231,932)	860,078	
INTEREST EXPENSE/BOND	3,444,500	3,557,500	3,652,591	208,091	95,091	3,044,057	
OTHER & OFFSETTING EXPI	765,930	217,033	471,625	(294,305)	254,592	576,182	State budget assessments (prior year), Wiscard credit card fees, UBP project swf, cashier testing services…
TOTAL EXPENSE	**43,181,352**	**43,280,354**	**43,689,945**	**508,593**	**409,591**	**43,463,834**	
NET INCOME(LOSS)	**(278,328)**	**(384,582)**	**(357,615)**	**(79,287)**	**26,967**	**38,305**	