



Wisconsin Union
Experiences for a lifetime

Union Council 2016-2017

Feb 7th, 2017: Meeting Agenda

5:15pm **Pick up cards in meeting room to use in restaurants for dinner**

6:00pm **Call to Order** Deshawn

- Approval of Jan meeting minutes

6:05pm **Open Forum**

6:15pm **Officer Selection Training** (attachments in Box) Deshawn

- UC Talking points
- PL3-9, 9a, and 9b

6:30pm **Union Financial Report** (attachment in Box) Jane Oberdorf

- December Snapshot

6:40pm **Union FY 17-18 Budget** (attachments in Box) Jane Oberdorf

(Council expected to vote on budget during this meeting)

- WI Union FY18 Budget Narrative
- WU Financial Statements

7:40pm **Subcommittee Reports**

****REMINDER - Those seated on Council should also be seated on a subcommittee****

- External Relations
- Admin
- Facilities
- Dining
- Program and Leadership

7:50pm **Updates**

- ASM
- Hoofers
- Union/Council

- Officers

8:00pm Closing

Wisconsin Union
Income Statement Snapshot
Year to Date
As of December 31, 2016

FINAL
02/01/17

	CURRENT BUDGET	CURRENT ACTUAL	BUDGET VARIANCE	PRIOR ACTUAL	
REVENUE					
OPERATIONS & PROGRAMS					
RETAIL DINING	\$9,740,426	\$8,394,398	(\$1,346,028)	\$8,397,725	Restaurants and Markets & Cafes
CATERING	2,521,426	2,753,343	231,917	2,688,876	MU/US and Grainger Catering, plus Conference Centers
FACILITY RENTALS & FEES	1,586,146	1,622,030	35,884	1,629,767	US Hotel/MU Guestrooms, AV rentals, campus vending, Facility fees,...
PROGRAMS	1,548,542	1,351,330	(197,212)	1,552,239	Theater Operations/Season, Minicourses, Alt Breaks, Hoofers...
SUBTOTAL OPS&PROG	15,396,540	14,121,101	(1,275,439)	14,268,607	
SEG FEES - WU	5,284,296	5,290,008	5,712	5,293,158	
SEG FEES - UBP	3,695,310	3,699,304	3,994	3,703,386	
PARTNERSHIP/WISCARD REV	397,216	390,215	(7,001)	409,443	Wiscard partnership fees, ATM commissions, Housing Wiscard web transaction fee reimbursement,...
CAMPUS/OTHER REIMBURSE	337,037	323,205	(13,832)	261,513	Campus Photo ID Office/CESO support, student theater ticket subsidy supp, offsetting cost reimbursements, ...
MEMBERSHIP & MISC	80,125	84,955	4,830	30,617	Membership, interest income, miscellaneous gifts/contributions, ...
TOTAL REVENUE	25,190,524	23,908,788	(1,281,736)	23,966,724	
EXPENSES					
COST OF GOODS SOLD	5,242,019	4,658,046	(583,973)	4,819,554	Food costs, products and costs associated with generating revenue by the units
DIRECT OP EXPENSES	7,018,016	6,484,388	(533,628)	6,612,809	Salaries/wages/fringes, general expenses for the revenue units, Hooper expenses, Minicourses,...
SUPPORT SERVICES	2,523,456	2,352,578	(170,878)	2,160,280	
FACILITIES	3,573,072	3,331,467	(241,605)	3,232,104	
PROGRAMS & LEADERSHIP	870,275	855,927	(14,348)	761,811	Includes cost of WUD no fee or admission cost programming expenses
DEPRECIATION/BUILDINGS	192,816	192,815	(1)	192,888	
MAJOR REPRS/BLDGS & EQU	646,626	886,840	240,214	811,990	Includes UBP commitment
UTILITIES/TAXES/INS/TELEPH	410,565	352,358	(58,207)	378,646	
STATE/UW ASSESSMENTS	1,045,530	931,198	(114,332)	927,288	
INTEREST EXPENSE/BONDS	3,430,446	3,414,611	(15,835)	3,389,148	
OTHER & OFFSETTING EXPEI	295,440	224,149	(71,291)	184,802	Wiscard credit card fees, UBP project swf, cashier testing services...
TOTAL EXPENSE	25,248,261	23,684,377	(1,563,884)	23,471,320	
NET INCOME(LOSS)	(57,737)	224,411	282,148	495,404	

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:



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:

Next Required Review Date:

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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:



Union Council Training: Officer Selection

Note: bring copies of Policy SE 3 – 9, SE 3 – 9a & Officer PDs

- Selection Timeline & Process
 - Timeline
 - Officer Applications Due: 5pm February 9
 - 1st Round Officer Interviews with Nominating Committee: Feb 9 - 17
 - Process = 1st Round 30 min interview w/ Nominating Committee & 2nd Round Full Union Council Interview on February 21

- Explain Role of Nominating Committee
 - SE3-9a – *Expectations for Members of the Officer Nominating Committee*

- Officer Position Descriptions

- Officer Selection Criteria
 - Refer to Policy SE3-9

- Overview of 2nd Round Interview with Union Council
 - After the first round process, a box folder with candidate applications & resumes will be shared
 - Reminder of need for:
 - confidentiality
 - beginning the meetings on time
 - all of Union Council to be engaged and attentive during the process
 - Round Two Interview with Union Council
 - Emphasis on candidates' ability to work as a team and fit to readiness to take on this major leadership role; Candidates are first and foremost applying as a member of the Officer team and are being considered for all positions, unless they note otherwise
 - 5:30 – 5:45pm Reception (mingle, talk w/ candidates)
 - 5:45 – 6:00pm Union Council Prep (hand out questions, designate who will ask questions, etc)
 - 6:00 – 8:30pm Individual Interviews
 - 8:30 – 8:45pm Break: Council Refreshments & Nominating Committee Consultation
 - 8:45 – 9:00pm Nominating Committee Presentation
 - 9 - ? Deliberation



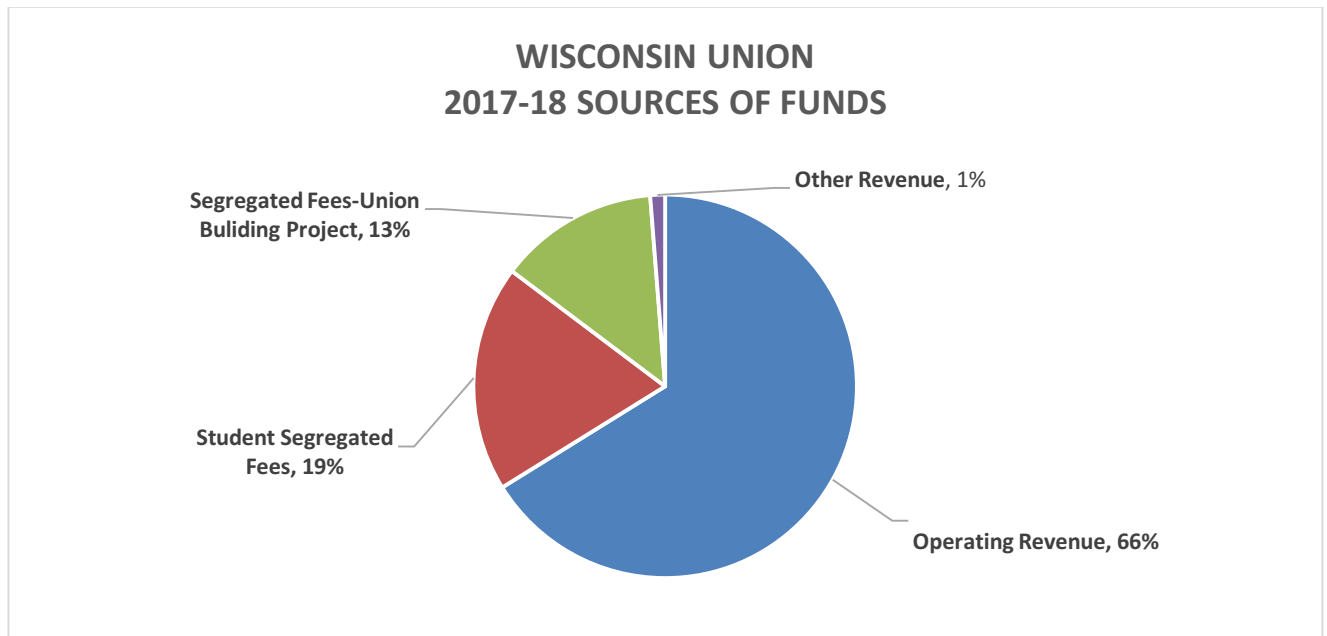
Wisconsin Union
Experiences for a lifetime

Wisconsin Union 2017-18 Budget Proposal

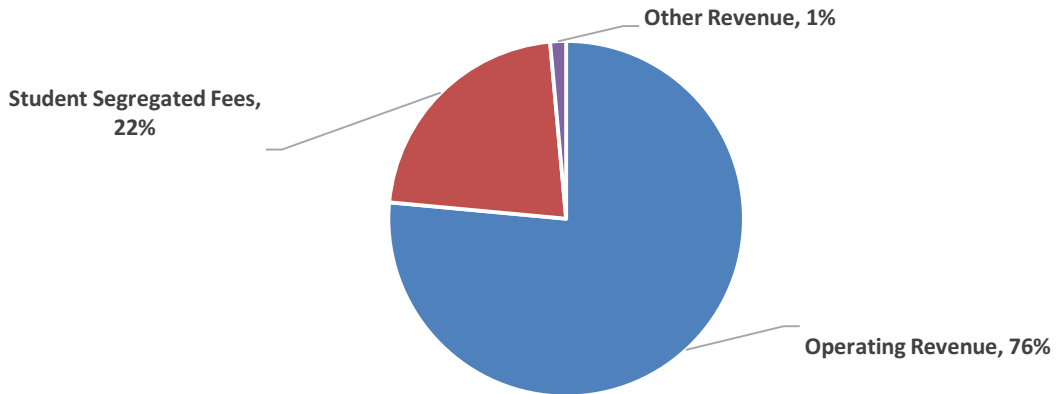
I. Sources and Uses of Wisconsin Union Funds

The Union's proposed 2017-18 operating budget of \$55 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, membership sales and private support. Annually, gifts and private support supplement the Union's operating budget. These funds are not reflected in this budget because the amount can fluctuate from year to year. For 2015-2016, however \$347,247 in private funds were used to support such things as Alternative Break scholarships, art purchases, performances in Shannon Hall, lectures, internships, student and staff training and a variety of innovative programming.

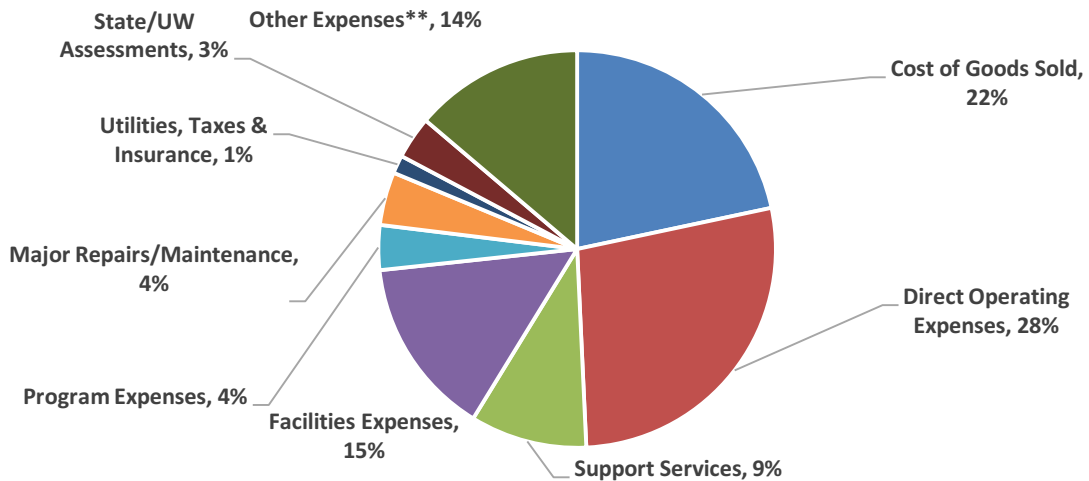
The following three graphs illustrate where the funds come from as well as how they are used. As noted below, these figures include \$7.4 million in segregated fees for the Union Building project approved by a student referendum in 2006. Per the referendum language, the per student commitment for the building project is set at \$96/semester and does not change from year to year.



WISCONSIN UNION
2017-18 SOURCES OF FUNDS - *excluding building project fee*



WISCONSIN UNION
2017-18 USES OF FUNDS



**** Other Expenses is predominantly Debt Service costs.**

II. 2016-2017 Estimated Actual

A deficit (net loss) of -\$203,686 is projected for fiscal year 2016-17. A deficit of -\$102,237 was originally budgeted for 2016-17. This unfavorable rise in projected loss is due primarily to the three month delay in the reopening of the Memorial Union first floor dining units. The first floor of MU opened for finals week in December but the dining units, originally budgeted to reopen in September 2016, did not open until the start of classes in January 2017.

Overall, a deficit was originally budgeted for '16-17 due to the closing of Memorial Union's east and central wings for renovations. The closing impacted fiscal year 2016-17 operations from a financial standpoint:

- Customer counts in Memorial Union dining units have been down significantly. While the renovated West Wing offers new programs and attractive student social and study spaces, the 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, resulted in reduced building traffic and a corresponding loss of program revenue for the 2016-17 budget year.
- During the renovations, Facilities and Dining Services permanent staff were 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.
- Conference rental revenue declined significantly due to the loss of conference and meeting space at Memorial Union.
- Memorial Union catering revenue also has been substantially lower due to the loss of large spaces such as Great Hall and Tripp Commons.

III. Proposed Budget for 2017-18 – Assumptions & Significant Factors

- The Union Terrace as well as the east and central wings of Memorial Union closed on September 1, 2015 for the final phase of the building project. The Terrace reopened in time for graduation weekend (mid-May) of 2016 and the first floor dining units opened in January 2017.

The 2017-2018 budget reflects the following assumptions:

- a. Summer 2016 on the new and expanded Terrace Stage featured integrated sound and lights and hosted two evenings of free films and bands/live music four nights a week. The level of programming will expand in fiscal year 2018 to include daytime programming and larger artists.
- b. Additionally, expanded Terrace programming now includes arts activities, free board games, morning yoga classes and a concierge service to help patrons navigate Union facilities and services.
- c. With the anticipated completion of Alumni Park in the fall of 2017, the fully accessible Terrace will integrate with Alumni Park.
- d. The redesigned first floor of Memorial Union provides spectacular views and access to Lake Mendota and eventually Alumni Park. Additionally, the number of restrooms doubled including the addition of one more unisex restroom.
- e. New dining units opened in January 2017 including a new Peets Coffee & Tea directly off the main entrance with views and access to Alumni Park as well as a new Badger Market, a fresh salad and sandwich concept named *Carte*, Italian street food is offered in *Strada*, an expanded Daily Scoop (twice the size of the original space) includes baked goods and of course the Rathskeller has returned with refreshed pub-style food.
- f. A continued active membership sales program including at least four member-only events.

A deficit (net loss) of -\$35,079 is anticipated for the 2017-18 budget year. This budget reflects the impact of the ongoing renovation project at Memorial Union. The project will continue to impact the bottom line because floors two through four will not reopen until late 2017 therefore conference rental (and related catering revenue will continue to be down significantly, especially due to the continued loss of large spaces like Great Hall and Tripp Commons.

- Operating Revenue:
 - Budget assumes strong traffic flow with the return of dining & retail service revenue at Memorial Union due to enticing new dining concepts
 - Continued high traffic at Union South as well as continued strong performance on the newly renovated Union Terrace is also expected.

- Budget includes modest food price increases in the outlying markets/cafes & deli's as well as volume increases as appropriate.
 - Catering revenue will not be as strong as expected due to floors two through four not reopening until late 2017, however strong projected out-of-building catering revenues combined with increased catering opportunities anticipated when Alumni Park/One Alumni Place opens, help to boost budgeted catering revenues.
 - Conference rental revenue will remain down reflecting the continued loss of business during the 2nd, 3rd and 4th floor MU renovations.
 - Continued strong customer counts combined with the reopening of the Memorial Union guest rooms help to boost Hotel revenue projections in fiscal year 2017-18.
- Other Revenue
 - Proceeds from the UW Credit Union partnership on ATMs.
 - Rental payment for UW Credit Union leased space at Union South.
 - Proceeds from Campus Vending agreement and Union Sponsorships.
 - Proceeds from strong Union membership program.
 - Continued support through private fundraising.
 - Segregated Fee 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 2% of the salary line has been set aside for future compensation adjustments in fiscal year 2018. A reserve for possible future merit and/or equity adjustments is also included. In addition, per campus instructions, provisions have been made for a change in the hourly rate for classified staff and TEs who currently make less than the living wage.
- The FY18 budget includes a \$544,000 increase in student wages driven in part by increased student hours with the full reopening of second through fourth floors of MU. This increase in budgeted student wages is also due to a reserve that is being budgeted to provide a \$0.25 average increase in student wages in an effort to aid student employee recruitment and retention efforts.
- The FY18 budget includes approximately \$2.1 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. Note: per campus instructions, municipal service charges were eliminated from the budget and instead this fee will be deducted from the Union's operating segregated fee revenues. As a result, municipal service expenses are budgeted at zero and student segregated fee revenue is reduced by the same amount.
- Equipment Additions/Major Repairs/Maintenance/Building Additions include:
 - Purchase and installation of new equipment, furnishings and systems related to the Memorial Union renovation that were not included in the renovation project budget including: AV systems for the Great Hall, Tripp Commons, meeting rooms, Main Lounge, the external marquee, numerous multi-media systems (antennae/radios, lighting & sound systems, 5 pianos, microphones, large lecterns and misc AV equipment) digital signage, mural work in the Paul Bunyan Room, Great Hall plaster and floor repairs, Main Lounge furniture, 2nd, 3rd and 4th floor furnishing, historical mitigation efforts, installation of epoxy floors in the Brat Stand and Catering serveries, deck replacements for Tripp Commons and the Theater and roof repairs on three south side roof locations.
 - AV Upgrades for Union South meeting rooms
 - Second floor carpet replacement at Union South
 - Renovation of the Open Book cafe.
 - Union's commitment to raise funds to build new piers for Outdoor UW/Hoofers
 - Use of donor gift funds to purchase a portable sound system for the Play Circle as well as LED lighting fixtures for the Union Theater

- Advanced ID detection software for MU and US dining and catering locations
 - New theater ticketing system/software (currently undergoing RFP process)
 - Facilities capital equipment planning software
 - Floor scrubbers
 - Membership point-of-sale for Terrace welcome cart
 - Tightrope server (to support digital signage)
 - Replacement of worn out/stolen terrace furniture
 - \$243,539 Wisconsin Union contribution to the Building Project in FY18
- Salaries, wages and fringes are increased \$1.7M in the FY18 budget versus FY17 reflecting the reopening of the Memorial Union. Dining and facility positions that were held vacant (through attrition) during renovations are gradually being refilled in FY17 & FY18. Wage increase assumptions for permanent and student staff described above as well as fringe benefit cost increases per campus guidelines also contribute to the overall projected salary/wage & fringes increase. The FY18 Misc SWF budget includes a \$230,500 staff vacancy turnover assumption.
 - Misc. Services budget continues to include funding to employ a Project Coordinator to manage the Final Phases of the Memorial Union renovation project.
 - The FY17 budget includes a \$215K increase in Debt Service (interest expense) related to bonding of the building project.
 - Wisconsin Union continues to support student leadership and programming through the Wisconsin Union Directorate. FY18 includes a 1.5% (inflationary) increase to support the Wisconsin Union Directorate programming.

IV. Cost Containment Efforts

- In its budgeting process, the Union made numerous and many significant revisions to the 2017-18 budget that was initially proposed by staff and student leaders. The initial budget showed a \$2.47M deficit. Ideas for generating additional revenue and controlling costs were subsequently crafted, totaling \$2,435,077, to arrive at the proposed FY18 budget with a \$35k deficit. These revenue ideas and cost controlling adjustments included:
 - Revenue
 - Increase volume assumptions in the dining units to be achieved through creative new programs, adding breakfast offerings at The Sett and overall revised revenue target assumptions.
 - Modest price increases where warranted in Markets & Cafes as well as increased volume assumptions for Peet's Coffee and Badger Market-MU
 - Planned closing of operations in SOHE and the School of Nursing during the summer months
 - Pursuit of additional out-of-building opportunities for Union Catering in the School of Music and UW Foundation events
 - Increased volume assumptions for conference and catering services including additional AV and production revenues.
 - Additional revenue assumptions in program areas including the Union Theater and Wheelhouse Studios as well as modest equipment rental price increases for Outdoor UW.
 - Expenses
 - Five full-time positions are not funded for FY18 including positions in IT, HR, custodial, conference coordination and marketing. A part-time Sailing Advisor/Instructor position is

also no longer funded in the FY18 budget. In addition, hiring will be delayed for other positions in the Hotel, AV, and membership.

- Computer replacements will be delayed for one year
- Travel costs were reduced
- Proposed security camera for outlying Markets & Cafes were removed from the budget
- HR recruitment costs were reduced
- Reduced security costs
- Reduced Badger Bash expenses
- Delay landscaping/flower pots for another year
- Delay AV purchases for another year
- Reduced repair/maintenance and emergency repairs expense projections
- Other expense reductions that correlate (are the result of) the revenue and expense changes above.

V. Segregated Fees

The FY18 budget includes a request to increase student segregated fees by 1.0%, or \$1.37 per student each semester. This follows the FY17 year in which the Union requested a 0.0% increase. (See Appendix for 2017-18 Segregated Fee "Building Ready for Use" Allowable Expenses)

With the reopening of the Union Terrace, first floor dining operations as well as floors two through four at Memorial Union and the anticipated continued success of the new dining concepts, combined with the Union's intention to absorb the projected \$203,686 FY17 deficit and the \$35,079 FY18 deficit, through savings set aside in advance of the remodeling project, the Union is requesting this modest per student fee increase in FY18 to meet its obligations.

Given the anticipated requests for increases on the overall segregated fee for students in the next few years, the Union believes it is prudent to seek this modest increase at this time, in order to avoid a request for a larger increase in the future.

VI. Summary & Outlook

The outlook for 2017-18 is positive, though the challenges posed by renovations at Memorial Union will remain in the FY18 budget year due to 2nd, 3rd and 4th floors not reopening until late 2017, resulting in reduced conference and related catering revenues. Union South continues to be a very popular and heavily used facility, which helps support the Union's financial projections.

The Union's commitment to students is represented by our ongoing focus on keeping Union programs and services relevant as well as our focus on providing affordable services for registered student organizations. The FY18 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.

APPENDIX

Wisconsin Union

2017-18 Budget Request

“Building Ready for Use” Eligible Expenses

	2017-18 Annual Budget
SEGREGATED FEE ALLOWABLE EXPENDITURES	
Facilities	6,893,178
Support Services	1,825,229
Depreciation & Major Repair/Maintenance	1,296,486
Utilities & Insurance	813,963
UW & State Assessments	1,906,091
Interest - <u>non</u> -building project Debt Service	23,488
Total Allowable Expenditures	<u>12,758,435</u>
FY18 Segregated Fee Request	<u>10,568,587</u>
Difference - Underfunded	2,189,848

THE WISCONSIN UNION (Fund 128)
SCHEDULE C--INCOME STATEMENT
2017-18 ANNUAL BUDGET
FOR YEAR ENDED JUNE 30, 2018

01/21/17

	A	B	C	D	E	F	G	H	I	J	
	14-15	15-16	16-17	16-17	17-18	15-16A	16-17E	16-17E	17-18B	17-18B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	14-15A	15-16A	16-17B	16-17B	16-17E	
REVENUE											
1 Direct Operating Revenue											1
2 Restaurants	\$10,849,120	\$8,660,369	\$10,727,593	\$11,646,130	\$12,778,802	(20.2%)	23.9%	(7.9%)	9.7%	19.1%	2
3 Markets & Cafes	7,469,106	6,996,780	8,079,023	9,060,276	9,566,947	(6.3%)	15.5%	(10.8%)	5.6%	18.4%	3
4 WU Catering	4,542,261	3,848,663	3,971,150	3,507,500	5,224,700	(15.3%)	3.2%	13.2%	49.0%	31.6%	4
5 Conf Center Catering	1,143,683	1,104,401	1,154,138	1,120,694	1,190,735	(3.4%)	4.5%	3.0%	6.2%	3.2%	5
6 Retail & Recreation	2,053,968	2,077,678	2,152,237	2,153,800	2,346,968	1.2%	3.6%	(0.1%)	9.0%	9.0%	6
7 Programs	3,554,861	2,875,661	2,481,714	3,269,707	2,869,786	(19.1%)	(13.7%)	(24.1%)	(12.2%)	15.6%	7
8											8
9 Total Op Revenue	29,612,999	25,563,552	28,565,855	30,758,107	33,977,938	(13.7%)	11.7%	7.7%	10.5%	(100.0%)	9
10											10
11 Indirect Revenue											11
12 Commissions	415,100	391,793	411,925	429,976	427,881	(5.6%)	5.1%	(4.2%)	(0.5%)	3.9%	12
13 Rentals	495,758	458,726	516,742	421,183	668,009	(7.5%)	12.6%	22.7%	58.6%	29.3%	13
14 Service Revenue	1,007,667	1,004,835	986,880	930,826	1,190,763	(0.3%)	(1.8%)	6.0%	27.9%	20.7%	14
15 Reimbursements	94,227	69,895	125,678	96,000	120,000	(25.8%)	79.8%	30.9%	25.0%	(4.5%)	15
16											16
17 Total Indirect Revenue	2,012,752	1,925,249	2,041,225	1,877,985	2,406,653	(4.3%)	6.0%	(8.0%)	28.2%	(100.0%)	17
18											18
19 Net Operating Revenue	31,625,751	27,488,801	30,607,080	32,636,092	36,384,591	(13.1%)	11.3%	(6.2%)	11.5%	18.9%	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	10,336,368	10,600,968	10,591,440	10,568,587	10,613,341	2.6%	(0.1%)	0.2%	0.4%	0.2%	22
23 Seg Fees-Union Building Projec	7,376,534	7,417,394	7,406,596	7,390,620	7,416,612	0.6%	(0.1%)	0.2%	0.4%	0.1%	23
24 Campus Vending	349,734	354,102	337,364	324,588	337,401	1.2%	(4.7%)	3.9%	3.9%	0.0%	24
25 Membership	84,001	87,429	97,173	109,700	112,860	4.1%	11.1%	(11.4%)	2.9%	16.1%	25
26 Investment Revenue	11,021	30,749	22,500	33,900	38,700	179.0%	(26.8%)	(33.6%)	14.2%	72.0%	26
27 Interest Revenue-Union Bldg Pr	957	863	11,190	16,900	19,400	(9.8%)	1,196.6%	(33.8%)	14.8%	73.4%	27
28 Miscellaneous	258,022	27,104	153,210	195,051	178,500	(89.5%)	465.3%	(21.5%)	(8.5%)	16.5%	28
29											29
30 Total Other Revenue	18,416,637	18,518,609	18,619,473	18,639,346	18,716,814	0.6%	0.5%	0.1%	0.4%	(100.0%)	30
31											31
32 Total Revenue	50,042,388	46,007,410	49,226,553	51,275,438	55,101,405	(8.1%)	7.0%	(4.0%)	7.5%	11.9%	32
33											33
EXPENSES											
34											34
35 Cost of Goods Sold											35
36 Food	10,233,813	8,960,296	10,118,066	10,740,953	11,850,618	(12.4%)	12.9%	(5.8%)	10.3%	17.1%	36
37 Retail Merchandise	94,169	81,714	94,994	90,762	99,700	(13.2%)	16.3%	4.7%	9.8%	5.0%	37
38											38
39 Total Cost of Goods Sold	10,327,982	9,042,010	10,213,060	10,831,715	11,950,318	(12.5%)	13.0%	(5.7%)	10.3%	17.0%	39
40											40
41 Direct Op Expenses											41
42 Salaries, Wages, Fringes	8,381,323	7,708,464	9,057,197	9,207,829	10,101,658	(8.0%)	17.5%	(1.6%)	9.7%	11.5%	42
43 Supplies & Services	5,685,259	4,575,537	4,188,977	4,976,873	4,895,027	(19.5%)	(8.4%)	(15.8%)	(1.6%)	16.9%	43
44 Depreciation - Equipment	396,597	301,810	232,010	247,769	214,204	(23.9%)	(23.1%)	(6.4%)	(13.5%)	(7.7%)	44
45											45
46 Total Direct Op Expenses	14,463,179	12,585,811	13,478,184	14,432,471	15,210,889	(13.0%)	7.1%	(6.6%)	5.4%	12.9%	46
47											47
48 Support Services											48
49 Salaries, Wages, Fringes	3,336,452	3,388,913	3,738,635	3,780,086	3,889,135	1.6%	10.3%	(1.1%)	2.9%	4.0%	49
50 Supplies & Services	993,975	923,452	1,141,583	1,156,858	1,270,771	(7.1%)	23.6%	(1.3%)	9.8%	11.3%	50
51 Depreciation - Equipment	104,838	118,019	110,214	116,428	76,017	12.6%	(6.6%)	(5.3%)	(34.7%)	(31.0%)	51
52											52
53 Total Support Services	4,435,265	4,430,384	4,990,432	5,053,372	5,235,923	(0.1%)	12.6%	(1.2%)	3.6%	4.9%	53
54											54
55 Facilities Expenses											55
56 Salaries, Wages, Fringes	\$4,945,878	\$4,742,172	\$5,404,330	\$5,391,040	\$5,976,898	(4.1%)	14.0%	0.2%	10.9%	10.6%	56
57 Supplies & Services	1,291,077	1,094,967	1,392,086	1,210,005	1,563,966	(15.2%)	27.1%	15.0%	29.3%	12.3%	57
58 Depreciation - Equipment	486,943	553,846	476,414	516,784	476,023	13.7%	(14.0%)	(7.8%)	(7.9%)	(0.1%)	58
59											59
60 Total Facilities Expenses	6,723,898	6,390,985	7,272,830	7,117,829	8,016,887	(5.0%)	13.8%	2.2%	12.6%	10.2%	60

THE WISCONSIN UNION (Fund 128)
 SCHEDULE C--INCOME STATEMENT
 2017-18 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2018

01/21/17

	A	B	C	D	E	F	G	H	I	J	
	14-15	15-16	16-17	16-17	17-18	15-16A	16-17E	16-17E	17-18B	17-18B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	14-15A	15-16A	16-17B	16-17B	16-17E	
61											61
62	Program Expenses										62
63	Salaries, Wages, Fringes	863,070	889,360	1,059,601	1,000,460	1,124,080	3.0%	19.1%	5.9%	12.4%	6.1%
64	Supplies & Services	748,352	719,550	827,179	800,151	870,232	(3.8%)	15.0%	3.4%	8.8%	5.2%
65	Depreciation - Equipment	16,449	19,381	19,114	19,114	16,698					(12.6%)
66											
67	Total Program Expenses	1,627,871	1,628,291	1,905,894	1,819,725	2,011,010	0.0%	17.0%	4.7%	10.5%	5.5%
68											
69	Depreciation & Major Repairs/Maintenance										
70	Major Repairs/Maint - Equip	8,802					(100.0%)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
71	Major Repairs/Maint - Bldg	944,154	724,699	296,834	104,800	1,045,000	(23.2%)	(59.0%)	183.2%	897.1%	252.0%
72	Depreciation - Bldg	2,238,832	1,581,542	1,342,831	385,632	1,089,097	(29.4%)	(15.1%)	248.2%	182.4%	(18.9%)
73	Union Building Project	1,025,922	894,700	333,674	1,293,256	251,486	(12.8%)	(62.7%)	(74.2%)	(80.6%)	(24.6%)
74											
75	Total Depr & Major Repairs/M	4,217,710	3,200,941	1,973,339	1,783,688	2,385,583	(24.1%)	(38.4%)	10.6%	33.7%	20.9%
76											
77	Utilities, Taxes & Insurance										
78	Unemployment Compensation	6,409	5,635	13,172	14,496	14,496	(12.1%)	133.8%	(9.1%)	0.0%	10.1%
79	Worker's Compensation	78,204	106,127	81,334	81,332	84,600	35.7%	(23.4%)	0.0%	4.0%	4.0%
80	Telephone	75,948	74,533	76,285	82,077	78,192	(1.9%)	2.4%	(7.1%)	(4.7%)	2.5%
81	Insurance - Property	204,949	186,077	215,424	215,424	219,732	(9.2%)	15.8%	0.0%	2.0%	2.0%
82	Heating/Cooling	145,470	60,292	110,997	135,408	135,408	(58.6%)	84.1%	(18.0%)	0.0%	22.0%
83	Electricity	161,391	150,328	161,328	179,052	165,361	(6.9%)	7.3%	(9.9%)	(7.6%)	2.5%
84	Water & Sewer	17,803	23,333	30,000	30,000	30,750	31.1%	28.6%	0.0%	2.5%	2.5%
85	Trash Removal	81,696	58,189	83,340	83,340	85,424	(28.8%)	43.2%	0.0%	2.5%	2.5%
86											
87	Total Utilities, Taxes & Insur	771,870	664,514	771,880	821,129	813,963	(13.9%)	16.2%	(6.0%)	(0.9%)	5.5%
88											
89	State/UW Assessments										
90	Municipal Services	108,225	92,977	97,497	116,064		(14.1%)	4.9%	(16.0%)	(100.0%)	(100.0%)
91	Utility Assessments	183,193	232,672	186,032	186,033	188,615	27.0%	(20.0%)	(0.0%)	1.4%	1.4%
92	UW Assessments	924,868	1,440,316	1,370,232	1,814,726	1,717,476	55.7%	(4.9%)	(24.5%)	(5.4%)	25.3%
93											
94	Total State/UW Assessments	1,216,286	1,765,965	1,653,761	2,116,823	1,906,091	45.2%	(6.4%)	(21.9%)	(10.0%)	15.3%
95											
96	Other Expenses										
97	Debt Svc - Hotel/Building	607,616	554,652	554,650	597,668	554,650	(8.7%)	(0.0%)	(7.2%)	(7.2%)	0.0%
98	Debt Svc - UBP	5,271,961	5,499,886	6,195,393	6,263,213	6,410,276	4.3%	12.6%	(1.1%)	2.3%	3.5%
99	Misc - SWF, S&S	270,042	319,674	295,138	444,039	520,894	18.4%	(7.7%)	(33.5%)	17.3%	76.5%
100	Reimbursements	94,227	69,895	125,678	96,000	120,000	(25.8%)	79.8%	30.9%	25.0%	(4.5%)
101											
102	Total Other Expenses	6,243,846	6,444,107	7,170,859	7,400,920	7,605,820	3.2%	11.3%	(3.1%)	2.8%	6.1%
103											
104	Total Expenses	50,027,907	46,153,008	49,430,239	51,377,672	55,136,484	(7.7%)	7.1%	(3.8%)	7.3%	11.5%
105											
106	Net Income (Loss)	14,481	(145,598)	(203,686)	(102,234)	(35,079)	(1,105.4%)	39.9%	99.2%	(65.7%)	(82.8%)

THE WISCONSIN UNION (Fund 128)
 SCHEDULE M--INCOME STATEMENT (PM)
 2017-18 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2018

01/21/17

	A	B	C	D	E	F	G	H	I	J	
	14-15	15-16	16-17	16-17	17-18	15-16A	16-17E	16-17E	17-18B	17-18B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	14-15A	15-16A	16-17B	16-17B	16-17E	
REVENUE											
1 Performance Margins											1
2 Restaurants	\$2,419,305	\$1,992,365	\$2,244,992	\$2,350,745	\$2,772,125	(17.6%)	12.7%	(4.5%)	17.9%	23.5%	2
3 Markets & Cafes	989,713	830,073	1,156,243	1,712,962	1,942,530	(16.1%)	39.3%	(32.5%)	13.4%	68.0%	3
4 WU Catering	694,334	326,520	389,901	208,420	879,341	(53.0%)	19.4%	87.1%	321.9%	125.5%	4
5 Conf Center Catering	139,648	135,610	141,737	137,631	146,168	(2.9%)	4.5%	3.0%	6.2%	3.1%	5
6 Retail & Recreation	1,123,070	1,148,734	1,158,070	1,227,230	1,263,508	2.3%	0.8%	(5.6%)	3.0%	9.1%	6
7 Programs	(544,231)	(497,571)	(216,331)	(143,065)	(186,940)	(8.6%)	(56.5%)	51.2%	30.7%	(13.6%)	7
8											8
9 Total Op Revenue	4,821,839	3,935,731	4,874,612	5,493,923	6,816,732	(18.4%)	23.9%	(11.3%)	24.1%	39.8%	9
10											10
11 Indirect Revenue											11
12 Commissions	415,100	391,793	411,925	429,976	427,881	(5.6%)	5.1%	(4.2%)	(0.5%)	3.9%	12
13 Rentals	495,758	458,726	516,742	421,183	668,009	(7.5%)	12.6%	22.7%	58.6%	29.3%	13
14 Service Revenue	1,007,667	1,004,835	986,880	930,826	1,190,763	(0.3%)	(1.8%)	6.0%	27.9%	20.7%	14
15 Reimbursements	94,227	69,895	125,678	96,000	120,000	(25.8%)	79.8%	30.9%	25.0%	(4.5%)	15
16											16
17 Total Indirect Revenue	2,012,752	1,925,249	2,041,225	1,877,985	2,406,653	(4.3%)	6.0%	8.7%	28.2%	17.9%	17
18											18
19 Net Operating Revenue	6,834,591	5,860,980	6,915,837	7,371,908	9,223,385	(14.2%)	18.0%	(6.2%)	25.1%	33.4%	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	10,336,368	10,600,968	10,591,440	10,568,587	10,613,341	2.6%	(0.1%)	0.2%	0.4%	0.2%	22
23 Seg Fees-Union Building Project	7,376,534	7,417,394	7,406,596	7,390,620	7,416,612	0.6%	(0.1%)	0.2%	0.4%	0.1%	23
24 Campus Vending	349,734	354,102	337,364	324,588	337,401	1.2%	(4.7%)	3.9%	3.9%	0.0%	24
25 Membership	84,001	87,429	97,173	109,700	112,860	4.1%	11.1%	(11.4%)	2.9%	16.1%	25
26 Investment Revenue	11,021	30,749	22,500	33,900	38,700	179.0%	(26.8%)	(33.6%)	14.2%	72.0%	26
27 Interest Revenue-Union Bldg Pr	957	863	11,190	16,900	19,400	(9.8%)	1,196.6%	(33.8%)	14.8%	73.4%	27
28 Miscellaneous	258,022	27,104	153,210	195,051	178,500	(89.5%)	465.3%	(21.5%)	(8.5%)	16.5%	28
29											29
30 Total Other Revenue	18,416,637	18,518,609	18,619,473	18,639,346	18,716,814	0.6%	0.5%	(0.1%)	0.4%	0.5%	30
31											31
32 Gross Margin	25,251,228	24,379,589	25,535,310	26,011,254	27,940,199	(3.5%)	4.7%	(1.8%)	7.4%	9.4%	32
33											33
EXPENSES											
34											34
35 Support Services											35
36 Salaries, Wages, Fringes	3,336,452	3,388,913	3,738,635	3,780,086	3,889,135	1.6%	10.3%	(1.1%)	2.9%	4.0%	36
37 Supplies & Services	993,975	923,452	1,141,583	1,156,858	1,270,771	(7.1%)	23.6%	(1.3%)	9.8%	11.3%	37
38 Depreciation - Equipment	104,838	118,019	110,214	116,428	76,017	12.6%	(6.6%)	(5.3%)	(34.7%)	(31.0%)	38
39											39
40 Total Support Services	4,435,265	4,430,384	4,990,432	5,053,372	5,235,923	(0.1%)	12.6%	(1.2%)	3.6%	4.9%	40
41											41
42 Facilities Expenses											42
43 Salaries, Wages, Fringes	\$4,945,878	\$4,742,172	\$5,404,330	\$5,391,040	\$5,976,898	(4.1%)	14.0%	0.2%	10.9%	10.6%	43
44 Supplies & Services	1,291,077	1,094,967	1,392,086	1,210,005	1,563,966	(15.2%)	27.1%	15.0%	29.3%	12.3%	44
45 Depreciation - Equipment	486,943	553,846	476,414	516,784	476,023	13.7%	(14.0%)	(7.8%)	(7.9%)	(0.1%)	45
46											46
47 Total Facilities Expenses	6,723,898	6,390,985	7,272,830	7,117,829	8,016,887	(5.0%)	13.8%	2.2%	12.6%	10.2%	47

THE WISCONSIN UNION (Fund 128)
 SCHEDULE M--INCOME STATEMENT (PM)
 2017-18 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2018

01/21/17

	A	B	C	D	E	F	G	H	I	J		
	14-15	15-16	16-17	16-17	17-18	15-16A	16-17E	16-17E	17-18B	17-18B		
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	14-15A	15-16A	16-17B	16-17B	16-17E		
48											48	
49	Program Expenses										49	
50	Salaries, Wages, Fringes	863,070	889,360	1,059,601	1,000,460	1,124,080	3.0%	19.1%	5.9%	12.4%	6.1%	50
51	Supplies & Services	748,352	719,550	827,179	800,151	870,232	(3.8%)	15.0%	3.4%	8.8%	5.2%	51
52	Depreciation - Equipment	16,449	19,381	19,114	19,114	16,698					(12.6%)	52
53												53
54	Total Program Expenses	1,627,871	1,628,291	1,905,894	1,819,725	2,011,010	0.0%	17.0%	4.7%	10.5%	5.5%	54
55												55
56	Depreciation & Major Repairs/Maintenance											56
57	Major Repairs/Maint - Equip	8,802	0	0	0	0	(100.0%)	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	57
58	Major Repairs/Maint - Bldg	944,154	724,699	296,834	104,800	1,045,000	(23.2%)	(59.0%)	183.2%	897.1%	252.0%	58
59	Depreciation - Bldg	1,025,922	1,581,542	1,342,831	385,632	1,089,097	54.2%	(15.1%)	248.2%	182.4%	(18.9%)	59
60	Union Building Project	2,238,832	894,700	333,674	1,293,256	251,486	(60.0%)	(62.7%)	(74.2%)	(80.6%)	(24.6%)	60
61												61
62	Total Depr & Major Repairs/Ma	4,217,710	3,200,941	1,973,339	1,783,688	2,385,583	(24.1%)	(38.4%)	10.6%	33.7%	20.9%	62
63												63
64	Utilities, Taxes & Insurance											64
65	Unemployment Compensation	6,409	5,635	13,172	14,496	14,496	(12.1%)	133.8%	(9.1%)	0.0%	10.1%	65
66	Worker's Compensation	78,204	106,127	81,334	81,332	84,600	35.7%	(23.4%)	0.0%	4.0%	4.0%	66
67	Telephone	75,948	74,533	76,285	82,077	78,192	(1.9%)	2.4%	(7.1%)	(4.7%)	2.5%	67
68	Insurance - Property	204,949	186,077	215,424	215,424	219,732	(9.2%)	15.8%	0.0%	2.0%	2.0%	68
69	Heating/Cooling	145,470	60,292	110,997	135,408	135,408	(58.6%)	84.1%	(18.0%)	0.0%	22.0%	69
70	Electricity	161,391	150,328	161,328	179,052	165,361	(6.9%)	7.3%	(9.9%)	(7.6%)	2.5%	70
71	Water & Sewer	17,803	23,333	30,000	30,000	30,750	31.1%	28.6%	0.0%	2.5%	2.5%	71
72	Trash Removal	81,696	58,189	83,340	83,340	85,424	(28.8%)	43.2%	0.0%	2.5%	2.5%	72
73												73
74	Total Utilities, Taxes & Insuran	771,870	664,514	771,880	821,129	813,963	(13.9%)	16.2%	(6.0%)	(0.9%)	5.5%	74
75												75
76	State/UW Assessments											76
77	Municipal Services	108,225	92,977	97,497	116,064	0	(14.1%)	4.9%	(16.0%)	(100.0%)	(100.0%)	77
78	Utility Assessments	183,193	232,672	186,032	186,033	188,615	27.0%	(20.0%)	(0.0%)	1.4%	1.4%	78
79	UW Assessments	924,868	1,440,316	1,370,232	1,814,726	1,717,476	55.7%	(4.9%)	(24.5%)	(5.4%)	25.3%	79
80												80
81	Total State/UW Assessments	1,216,286	1,765,965	1,653,761	2,116,823	1,906,091	45.2%	(6.4%)	(21.9%)	(10.0%)	15.3%	81
82												82
83	Other Expenses											83
84	Debt Svc - Hotel/Building	554,652	554,652	554,650	597,668	554,650	0.0%	(0.0%)	(7.2%)	(7.2%)	0.0%	84
85	Debt Svc - UBP	5,324,925	5,499,886	6,195,393	6,263,213	6,410,276	3.3%	12.6%	(1.1%)	2.3%	3.5%	85
86	Misc - SWF, S&S	270,042	319,674	295,138	444,039	520,894	18.4%	(7.7%)	(33.5%)	17.3%	76.5%	86
87	Reimbursements	94,227	69,895	125,678	96,000	120,000	(25.8%)	79.8%	30.9%	25.0%	(4.5%)	87
88												88
89	Total Other Expenses	6,243,846	6,444,107	7,170,859	7,400,920	7,605,820	3.2%	11.3%	(3.1%)	2.8%	6.1%	89
90												90
91	Total Expenses	25,236,746	24,525,187	25,738,995	26,113,486	27,975,277	(2.8%)	4.9%	(1.4%)	7.1%	8.7%	91
92												92
93	Net Income (Loss)	14,482	(145,598)	(203,685)	(102,232)	(35,078)	(1,105.4%)	39.9%	99.2%	(65.7%)	(82.8%)	93

THE WISCONSIN UNION (Fund 128)
 SCHEDULE A--CASH FLOW SUMMARY
 2017-18 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2018

01/21/17

	A	B	C	D	E	F	G	H	I	J	
	14-15	15-16	16-17	16-17	17-18	15-16A	16-17E	16-17E	17-18B	17-18B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	14-15A	15-16A	16-17B	16-17B	16-17E	
OPERATIONS CASH INFLOW											
1 Operating Revenue	\$31,315,737	28,093,572	\$30,607,080	\$32,636,092	\$36,384,591	(10.3%)	8.9%	(13.9%)	11.5%	29.5%	1
2 Segregated Fee Revenue	10,335,476	10,599,870	10,591,440	10,568,587	10,613,341	2.6%	(0.1%)	0.2%	0.4%	0.2%	2
3 Seg Fees-Union Building Proj	7,376,534	7,417,394	7,406,596	7,390,620	7,416,612	0.6%	(0.1%)	0.2%	0.4%	0.1%	3
4 Interest Revenue	10,621	29,450	22,500	33,900	38,700	177.3%	(23.6%)	(33.6%)	14.2%	72.0%	4
5 Interest Revenue-Union Bldg f	957	863	11,190	16,900	19,400	(9.8%)	1,196.6%	(33.8%)	14.8%	73.4%	5
6 Campus Vending	349,734	354,102	337,364	324,588	337,401	1.2%	(4.7%)	3.9%	3.9%	0.0%	6
7 Membership	84,001	76,154	97,173	109,700	112,860	(9.3%)	27.6%	(11.4%)	2.9%	16.1%	7
8 Gifts & Donations	0	0	10,000	10,000	10,000	0.0%	0.0%	0.0%	0.0%	0.0%	8
9 Other Revenue	243,467	(8,320)	143,210	185,051	168,500	(103.4%)	(1,821.3%)	(22.6%)	(8.9%)	17.7%	9
10											10
11 Total Operating Cash Inflow	49,716,527	46,563,085	49,226,553	51,275,438	55,101,405	(6.3%)	5.7%	(4.0%)	7.5%	11.9%	11
12											12
OPERATIONS CASH OUTFLOW											
13											13
14 Academic Salaries	2,411,423	2,629,242	3,210,196	2,958,223	3,456,209	9.0%	22.1%	8.5%	16.8%	7.7%	14
15 Classified Salaries	7,078,828	7,140,404	7,595,570	7,996,403	7,966,763	0.9%	6.4%	(5.0%)	(0.4%)	4.9%	15
16 LTE Wages	715,024	454,992	459,490	318,045	329,589	(36.4%)	1.0%	44.5%	3.6%	(28.3%)	16
17 Student Wages	5,192,333	4,498,243	5,346,344	5,660,134	6,351,481	(13.4%)	18.9%	(5.5%)	12.2%	18.8%	17
18 Fringes	4,501,404	4,476,117	4,967,767	4,743,860	5,446,886	(0.6%)	11.0%	4.7%	14.8%	9.6%	18
19											19
20 Total Salaries & Wages	19,899,012	19,198,998	21,579,367	21,676,665	23,550,928	(3.5%)	12.4%	(0.4%)	8.6%	9.1%	20
21											21
22 Supplies & Services	20,136,908	17,087,111	18,727,629	20,335,214	20,613,037	(15.1%)	9.6%	(7.9%)	1.4%	10.1%	22
23											23
24 Equipment Additions	1,067,174	203,310	475,349	860,345	464,000	(80.9%)	133.8%	(44.7%)	(46.1%)	(2.4%)	24
25 Major R/M - Equipment	7,688	221,656	0	0	0	2,783.1%	(100.0%)	0.0%	0.0%	0.0%	25
26 Major R/M - Building	639,489	724,699	2,230,000	2,004,800	1,045,000	13.3%	207.7%	11.2%	(47.9%)	(53.1%)	26
27 Building Additions	0	0	0	0	2,303,000	0.0%	0.0%	0.0%	0.0%	0.0%	27
28 Utility Infrastructure	183,193	232,672	186,032	186,034	188,615	27.0%	(20.0%)	(0.0%)	1.4%	1.4%	28
29 Union Building Project	4,362,493	3,617,657	0	0	0	(17.1%)	(100.0%)	0.0%	0.0%	0.0%	29
30											30
31 Total Capital	6,260,037	4,999,994	2,891,381	3,051,179	4,000,615	(20.1%)	(42.2%)	(5.2%)	31.1%	38.4%	31
32											32
33											33
34 Debt Service - Principal	2,072,527	2,070,393	2,511,756	2,511,756	2,593,214	(0.1%)	21.3%	(0.0%)	3.2%	3.2%	34
35 Debt Service - Interest	3,695,315	3,834,247	4,149,995	4,260,831	4,141,440	3.8%	8.2%	(2.6%)	(2.8%)	(0.2%)	35
36											36
37 Total Debt Service	5,767,842	5,904,640	6,661,751	6,772,587	6,734,654	2.4%	12.8%	(1.6%)	(0.6%)	1.1%	37
38											38
39 Total Operating Cash Outflow	52,063,799	47,190,743	49,860,128	51,835,645	54,899,234	(9.4%)	5.7%	(3.8%)	5.9%	10.1%	39
40											40
41 Net Operating Cash In (Out)	(2,347,272)	(627,658)	(633,575)	(560,207)	202,171	(73.3%)	0.9%	13.1%	(136.1%)	(131.9%)	41
42											42
Other Cash Inflow (Outflow)											
43											43
44 Sales Tax	(5,388)	45,512				(944.7%)	(100.0%)				44
45 Other	(162,620)	411,266	4,000,000 (*)			(352.9%)	872.6%			0.0%	45
46											46
47 Total Other Cash Inflow (Out)	(168,008)	456,778	4,000,000	0	0	(371.9%)	775.7%			0.0%	47
48											48
49 Total Cash Inflow (Outflow)	(2,515,280)	(170,880)	3,366,425	(560,207)	202,171	(93.2%)	(2,070.0%)	(700.9%)	(136.1%)	(94.0%)	49
50 Beginning Cash Balance	4,384,377	1,869,097	1,698,216	3,362,694	5,064,641	(57.4%)	(9.1%)	(49.5%)	50.6%	198.2%	50
51											51
52 Ending Cash Balance	1,869,097	1,698,216	5,064,641	2,802,487	5,266,812	(9.1%)	198.2%	80.7%	87.9%	4.0%	52

(*) Wisconsin Union's ending cash balance also included \$4M in Fund 123

THE WISCONSIN UNION (Fund 128)
 SCHEDULE B--BALANCE SHEET
 2017-18 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 20

01/21/17

	A	B	C	D	E	F	G	H	I	J	
	14-15	15-16	16-17	16-17	17-18	15-16A	16-17E	16-17E	17-18B	17-18B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	14-15A	15-16A	16-17B	16-17B	16-17E	
CURRENT ASSETS											
1 Cash - Fund 128	\$6,064,039	\$8,396,616	\$7,841,223	\$4,743,995	\$6,753,525	38.5%	(6.6%)	65.3%	42.4%	(13.9%)	1
2 Cash - Union Building Project	-4,194,942	-6,698,400	-2,776,582	-1,941,508	-1,486,713	59.7%	(58.5%)	43.0%	(23.4%)	(46.5%)	2
3 Working Cash	155,675	180,000	180,000	166,000	180,000	15.6%	0.0%	8.4%	8.4%	0.0%	3
4 Receivables - Reimbursements	368,530	312,599	340,600	345,800	340,600	(15.2%)	9.0%	(1.5%)	(1.5%)	0.0%	4
5 Receivables - Event Services	514,927	265,409	540,200	592,200	540,200	(48.5%)	103.5%	(8.8%)	(8.8%)	0.0%	5
6 Receivables - Ext Food	371,745	145,922	408,800	421,300	408,800	(60.7%)	180.1%	(3.0%)	(3.0%)	0.0%	6
7 Receivables - Other	27,487	11,976	169,700	178,200	169,700	(56.4%)	1,317.0%	(4.8%)	(4.8%)	0.0%	7
8 Inventories - Food & Beverage	341,925	323,534	507,700	513,700	507,700	(5.4%)	56.9%	(1.2%)	(1.2%)	0.0%	8
9 Inventories - Merchandise	186,204	118,637	302,400	299,700	302,400	(36.3%)	154.9%	0.9%	0.9%	0.0%	9
10 Inventories - Warehouse	116,188	210,936	213,600	201,900	213,600	81.5%	1.3%	5.8%	5.8%	0.0%	10
11 Accrued Operating Revenue	154,661	203,454	204,100	206,900	204,100	31.5%	0.3%	(1.4%)	(1.4%)	0.0%	11
12 Accrued Investment Revenue	1,000	2,300	1,700	800	1,700	130.0%	(26.1%)	112.5%	112.5%	0.0%	12
13 Prepaid Expenses	101,384	115,163	133,300	170,300	133,300	13.6%	15.7%	(21.7%)	(21.7%)	0.0%	13
14 Prepaid New FY Deposits	2,408,638	2,497,811	2,503,200	2,584,100	2,503,200	3.7%	0.2%	(3.1%)	(3.1%)	0.0%	14
15											15
16 Total Current Assets	6,617,461	6,085,957	10,569,941	8,483,387	10,772,112	(8.0%)	73.7%	24.6%	27.0%	1.9%	16
17											17
CURRENT LIABILITIES											
18											18
19 Accounts Payable	714,029	767,970	741,000	889,300	841,000	7.6%	(3.5%)	(16.7%)	(5.4%)	13.5%	19
20 Accrued Supplies & Services	716,996	572,579	644,800	714,900	694,800	(20.1%)	12.6%	(9.8%)	(2.8%)	7.8%	20
21 Accrued Payroll	328,407	429,516	379,000	291,200	404,000	30.8%	(11.8%)	30.2%	38.7%	6.6%	21
22 Accrued Interest - LT Debt											22
23 LT Debt - Current	756,048	2,081,903	2,511,756	1,551,392	2,595,943	175.4%	20.6%	61.9%	67.3%	3.4%	23
24 Due Contingent Fund	166,000	166,000	166,000	166,000	166,000	0.0%	0.0%	0.0%	0.0%	0.0%	24
25 Unearned Operating Revenue	184,561	158,403	171,500	182,400	171,500	(14.2%)	8.3%	(6.0%)	(6.0%)	0.0%	25
26 Unearned Segregated Fee Revenue											26
27 Other Current Liabilities	2,437,777	2,833,974	2,635,900	2,518,100	2,710,900	16.3%	(7.0%)	4.7%	7.7%	2.8%	27
28											28
29 Total Current Liabilities	5,303,818	7,010,345	7,249,956	6,313,292	7,584,143	32.2%	3.4%	14.8%	20.1%	4.6%	29
30											30
31 Net Working Capital	1,313,643	(924,388)	3,319,985	2,170,095	3,187,968	(170.4%)	(459.2%)	53.0%	46.9%	(4.0%)	31
32											32
33											33
PROPERTY, PLANT & EQUIPMENT											
34											34
35 Equipment	\$12,002,581	\$12,317,837	12,793,186	13,111,774	13,257,186	2.6%	3.9%	(2.4%)	1.1%	3.6%	35
36 Less Accumulated Depreciation	7,812,481	9,017,103	10,221,725	8,895,417	11,426,347	15.4%	13.4%	14.9%	28.5%	11.8%	36
37											37
38 Equipment - Net	4,190,100	3,300,734	2,571,461	4,216,357	1,830,839	(21.2%)	(22.1%)	(39.0%)	(56.6%)	(28.8%)	38
39											39
40 Building	152,538,427	152,538,427	152,538,427	198,623,427	158,841,427	0.0%	0.0%	(23.2%)	(20.0%)	4.1%	40
41 Less Accumulated Depreciation	47,732,576	50,577,209	53,088,965	88,628,042	55,682,179	6.0%	5.0%	(40.1%)	(37.2%)	4.9%	41
42											42
43 Building - Net	104,805,851	101,961,218	99,449,462	109,995,385	103,159,248	(2.7%)	(2.5%)	(9.6%)	(6.2%)	3.7%	43
44											44
45 Land	665,000	665,000	665,000	665,000	665,000	0.0%	0.0%	0.0%	0.0%	0.0%	45
46											46
47 Net Property, Plant, Equipment	109,660,951	105,926,952	102,685,923	114,876,742	105,655,087	(3.4%)	(3.1%)	(10.6%)	(8.0%)	2.9%	47
48											48
OTHER ASSETS											
49											49
50 Unamortized Software	111,945	0	0	37,315	0	(100.0%)	#DIV/0!	(100.0%)	(100.0%)	#DIV/0!	50
51											51
52 Total Other Assets	111,945	0	0	37,315	0	(100.0%)	#DIV/0!	(100.0%)	(100.0%)	#DIV/0!	52
53											53
54 Total Assets, Net of Current Lia	111,086,539	105,002,564	106,005,908	117,084,152	108,843,056	(5.5%)	1.0%	(9.5%)	(7.0%)	2.7%	54
55											55

THE WISCONSIN UNION (Fund 128)
 SCHEDULE B--BALANCE SHEET
 2017-18 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 20

01/21/17

	A	B	C	D	E	F	G	H	I	J	
	14-15 ACTUAL	15-16 ACTUAL	16-17 EST/ACT	16-17 BUDGET	17-18 BUDGET	15-16A 14-15A	16-17E 15-16A	16-17E 16-17B	17-18B 16-17B	17-18B 16-17E	
56											56
57 LT OBLIGATIONS/OTHER CREDITS											57
58 LT Debt - Elevators/Kitchen	884,295	717,816	714,263	720,217	560,407	(18.8%)	(0.5%)	(0.8%)	(22.2%)	(21.5%)	58
59 LT Debt - UBP	102,154,869	99,167,222	95,375,304	106,527,184	96,822,984	(2.9%)	(3.8%)	(10.5%)	(9.1%)	1.5%	59
60 Deferred R/M	217,613	(4,044)	(4,044)	0	(4,044)	(101.9%)	0.0%	#DIV/0!	#DIV/0!	0.0%	60
61 Deferred R/M - Building/UBP	(2,274,389)	(4,836,988)	(2,753,964)	0	(1,486,713)	112.7%	(43.1%)	#DIV/0!	#DIV/0!	(46.0%)	61
62											62
63 Total LT Obligations/Other Credits	100,982,388	95,044,006	93,331,559	107,247,401	95,892,634	(5.9%)	(1.8%)	(13.0%)	(10.6%)	2.7%	63
64											64
65 EQUITY											65
66 Committed Oper & Equity											66
67 Equip, Bldg & Land	10,673,476	12,658,304	6,596,357	7,666,656	8,271,696	18.6%	(47.9%)	(14.0%)	7.9%	25.4%	67
68 Hooper Capital Equipment	240,715	227,606	229,708	241,919	228,810	(5.4%)	0.9%	(5.0%)	(5.4%)	(0.4%)	68
69 Debt Service Contingency	219,933	219,933	250,437	250,437	250,437	0.0%	13.9%	0.0%	0.0%	0.0%	69
70 Operating Contingency	1,206,646	1,206,646	1,181,727	1,308,207	1,308,207	0.0%	(2.1%)	(9.7%)	0.0%	10.7%	70
71 Building Additions	20,000	20,000	0	450,000	2,303,000	0.0%	(100.0%)	(100.0%)	411.8%	#DIV/0!	71
72 Equipment Additions	500,000	500,000	1,067,174	1,785,000	464,000	0.0%	113.4%	(40.2%)	(74.0%)	(56.5%)	72
73 Union Building Project	(4,194,941)	(6,698,399)	(2,776,582)	(1,941,508)	(1,486,713)	59.7%	(58.5%)				73
74											74
75 Total Committed Equity	8,665,829	8,134,090	6,548,821	9,760,711	11,339,437	(6.1%)	(19.5%)	(32.9%)	16.2%	73.2%	75
76											76
77 Uncommitted Op. Equity	1,423,839	1,970,061	6,329,215	178,274	1,646,063	38.4%	221.3%	3,450.3%	823.3%	(74.0%)	77
78											78
79 Net Income (Loss)	14,481	(145,598)	(203,686)	(102,234)	(35,079)	(1,105.4%)	39.9%	99.2%	(65.7%)	(82.8%)	79
80											80
81 Total Equity	10,104,149	9,958,553	12,674,349	9,836,751	12,950,421	(1.4%)	27.3%	28.8%	31.7%	2.2%	81
82											82
83 Total LT Credits & Equity	111,086,537	105,002,559	106,005,908	117,084,152	108,843,056	(5.5%)	1.0%	(9.5%)	(7.0%)	2.7%	83
	2	5	0	0	0						

THE WISCONSIN UNION (Fund 128)
 SCHEDULE B.2--SOLVENCY SUMMARY
 2017-18 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2018

01/21/17

	A	B	C	D	E	F	G	H	I	J	
	14-15 ACTUAL	15-16 ACTUAL	16-17 EST/ACT	16-17 BUDGET	17-18 BUDGET	15-16A 14-15A	16-17E 15-16A	16-17E 16-17B	17-18B 16-17B	17-18B 16-17E	
RESOURCES AVAILABLE											
		(*)									
1 Cash	\$6,064,039	\$8,396,616	\$7,841,223	\$6,016,428	\$6,753,525	38.5%	(6.6%)	30.3%	12.3%	(13.9%)	1
2 Cash - Union Building Project	-4,194,942	-6,698,400	-2,776,582	-1,181,152	-1,486,713						2
3 Other Current Assets	4,748,365	4,387,741	5,505,300	3,180,350	5,505,300	(7.6%)	25.5%	73.1%	73.1%	0.0%	3
4											4
5 Total Current Assets	6,617,462	6,085,957	10,569,941	8,015,626	10,772,112	(8.0%)	73.7%	31.9%	34.4%	1.9%	5
6 Total Current Liabilities	5,303,818	7,010,345	7,249,956	5,103,900	7,584,143	32.2%	3.4%	42.0%	48.6%	4.6%	6
7											7
8 Total Resources Available	1,313,644	(924,388)	3,319,985	2,911,726	3,187,968	(170.4%)	(459.2%)	14.0%	9.5%	(4.0%)	8
9											9
RESOURCES REQUIRED											
11 Def R/M - Equipment	217,613	(4,044)	(4,044)	226,400	(4,044)	(101.9%)	0.0%	(101.8%)	(101.8%)	0.0%	11
12 Def R/M - Buildings	1,920,552	1,861,411	22,618	1,992,700	0	(3.1%)	(98.8%)	(98.9%)	(100.0%)	(100.0%)	12
13 Union Building Project	(4,194,941)	(6,698,399)	(2,776,582)	(1,181,152)	(1,486,713)	59.7%	(58.5%)				13
14 Debt Service Contingency	219,933	219,933	250,437	219,933	250,437	0.0%	13.9%	13.9%	13.9%	0.0%	14
15 Hooper Capital Equipment	240,715	227,606	229,708	264,072	228,810	(5.4%)	0.9%	(13.0%)	(13.4%)	(0.4%)	15
16 Operating Contingency	965,931	979,040	1,181,727	1,206,646	1,308,207	1.4%	20.7%	(2.1%)	8.4%	10.7%	16
17 Building Additions	20,000	20,000	0	20,000	2,303,000	0.0%	(100.0%)	(100.0%)	11,415.0%	#DIV/0!	17
18 Equipment Additions	500,000	500,000	1,067,174	500,000	464,000	0.0%	113.4%	113.4%	(7.2%)	(56.5%)	18
19											19
20 Total Resources Required	(110,197)	(2,894,453)	(28,962)	3,248,599	3,063,697	2,526.6%	(99.0%)	(100.9%)	(5.7%)	(10,678.4%)	20
21											21
22 Net Excess (Deficiency)	1,423,841	1,970,065	3,348,947	(336,873)	124,271	38.4%	70.0%	(1,094.1%)	(136.9%)	(96.3%)	22

(*) Wisconsin Union's ending cash balance also included \$4M in Fund 123

Union Council Meeting
January 17th, 2017

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In Attendance: Juli Aulik, Adan Abu-Hakmeh, Lori Berquam, George Cutlip, Susan Dibbell, Caleb Foust, Jessica Franco-Morales, Carmen Gosey, Mark Guthier, Lily Hansen, Omar Jandal, Heidi Lang, Madison Laning, Peter Lipton, Deshawn McKinney, Samuel Park, Chris Verhaeghe

~~None a~~ Absent: Carmen Gosey

Guests: Shauna Breneman, Joe Webb, Mason Muerhoff,

Call to Order: Deshawn McKinney ~~moved to call~~ ed the meeting to order at 6:04 PM.

Minutes: Mark Guthier moved to approve the minutes from the previous meeting and Juli Aulik seconded. Minutes approved.

Open Forum: None speak

November Financial report:

Susan Dibbell reported that the bottom line is still positive, and not much has changed since the previous report. There was a slight slippage in retail and dining due to the restaurants opening later than expected. No questions or comments on the financial report from the eCouncil.

Bus Tickets:

Mark Guthier ~~provided a spoke about the brief~~ history of bus tickets sales locations and reported that the Box Office in Memorial Union would now sell the bus tickets. After receiving complaints, the hours at the Box Office are expanding to 10AM to 7PM Monday – Friday and 11:30AM – 2:30PM on Saturdays. ~~Hours may be included on Saturday to meet the demand.~~ Mark pointed out that the member discount is only available through the Box Office, and signage ~~might~~ should be added to ~~make this point clear to customers.~~ notify customers about other ways to purchase tickets.

Nominating Committee:

Deshawn McKinney ~~remembered~~ confirmed that Lori Berquam and Jessica Franco-Morales volunteered, and he will have more information about the process in the future.

WUD Budget Update

Deshawn thanked Adan for her work ~~on the budget and discussion opened up.~~ Adan reminded ~~the e~~ Council that the budget was readjusted to reflect a 1.5% increase to match the rest of Union spending increases as was decided ~~in~~ at the previous Council meeting. The eCouncil noted that in the future, explanations of line items could make the budget spreadsheet easier to read, and that Springspring and Fallfall semester spending ~~could~~ should be ~~evened out~~ more evenly spent. In addition, the

Council recommended having notes on each committee and their spending – are they on track? that seeing what money went unspent between semesters could be a useful statistic to include in future spreadsheets.

Lily Hansen motioned to approve the WUD budget and Peter Lipton seconded the motion. 13 votes recorded in favor, with none opposed, ~~and Heidi abstaining, and the Council approved the budget.~~ WUD Budget approved at \$787,907.00

Union Fiscal Year 17-18 Budget

Mark Guthier stated that Jane would be in attendance ~~during~~ for the voting process in February. The budget had yet to make it through the ~~Admin~~ Subcommittee, and Mark was looking for feedback and reactions before it goes to the committee.

-Mark Guthier took the Council through the entire presentation and ~~slides~~ process.

-The notable feature of the budget was a potential \$1.37 raise in segregated fees to ~~prevent the budget from sinking below \$100,000 cover~~ deficit.

~~The flowers on the final slide of the budget were noted by the Council as an important strategic.~~ Madison Laning ~~also~~ noted that seeing a description of the \$2.2 million recovered from a \$2.4 million deficit helps to paint the budget in a better light. It was also recommended adding fundraising to sources of revenue.

(7:28 PM Peter Lipton leaves the meeting)

-The Council informed Mark Guthier at the end of the discussion that the budget, though impressive, should be revisited to avoid raising segregated fees ~~on Students.~~

(7:45 PM George Cutlip leaves the meeting)

-Chris Verhaeghe ~~recommended looking into~~ asked about the impact of freezing/delaying some staff positions. What impact will this have on the organization? in the Union to help make up the 100k deficit

Deshawn McKinney thanked everyone for the feedback, and Mark Guthier confirmed he would take everyone's feedback into consideration.

Subcommittee Reports

No updates, meetings have not commenced in the semester as of yet.

Updates

Susan Dibbell informed the ~~e~~ Council that on Jan 31st in the Marquee Theater, Union employees would be given the opportunity to watch the Netflix original documentary "13th." ~~200 staff members are given RSVP option, and guests might be permitted.~~ Union Council members will also be invited.

Lily Hansen informed the ~~committee~~ Council of the Memorial Union Housewarming Party on January 20th, and reminded the ~~m~~ council that officer applications would be due on February 9th, interviews would commence between the 13th and 17th of

February, and new ~~members~~officers would attend the eCouncil meeting on February 21st. Director applications are due on March 2nd ~~as well~~.

Closing

Lily Hansen motioned to adjourn, and Samuel Park seconded the motion. The motion passed unanimously.

Meeting adjourned 7:55 PM