



Wisconsin Union
Experiences for a lifetime

Wisconsin Union

2018-2019 Budget Proposal

For Consideration by the Union Council

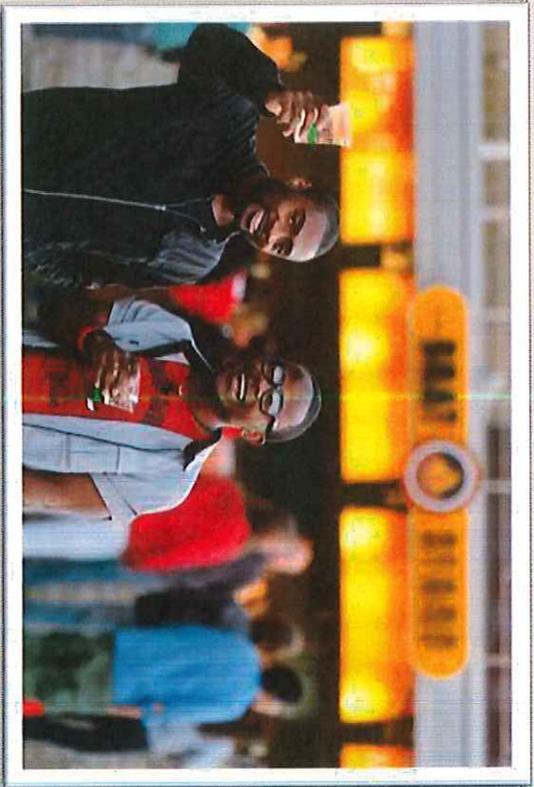
Tuesday, January 30, 2018

THE *Wisconsin* **UNION**

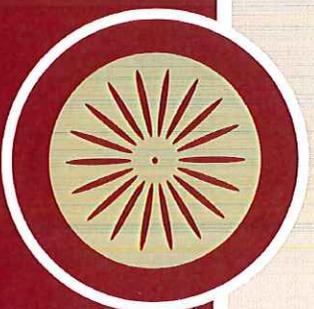


Mission: Making lifetime connections on the campus, one person at a time

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



THE *Wisconsin* UNION





Wisconsin Union
Experiences for a lifetime



Enhanced lives of members and visitors since **founded in 1907**

Board of Regents designated Union as University's **Division of Social Education** in 1935.

Responsible for:

Social, recreational and cultural welfare of the student body

Instructing students in the importance of serving their community

Utilizing its programs and spaces for out-of-classroom learning

THE *Wisconsin* UNION

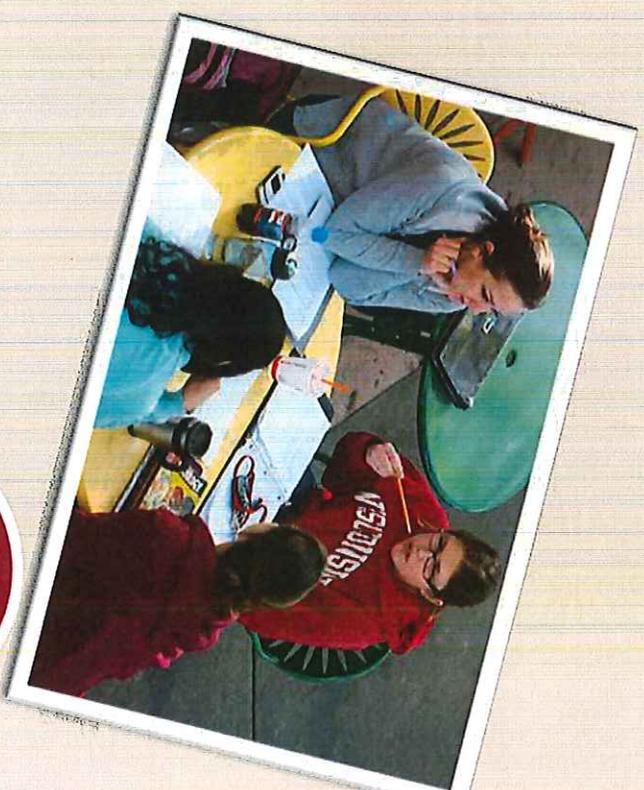


The Union fulfills its designated role in 3 primary ways:

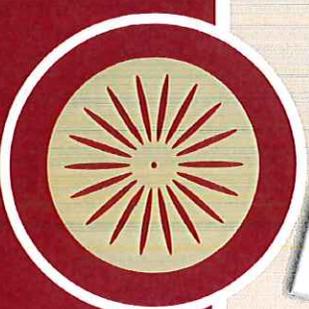
1. **Directorate (WUD)** allows hundreds of students to develop leadership skills while planning events & activities annually.
2. **Registered student organizations (RSOs)** take advantage of the Union's meeting rooms and event spaces. 38% of room reservations are made by RSOs.
3. **The Union employs more than 1500 students** – many becoming student supervisors and building managers – where they are given the opportunity to practice skills in “real world” environments.



Wisconsin Union
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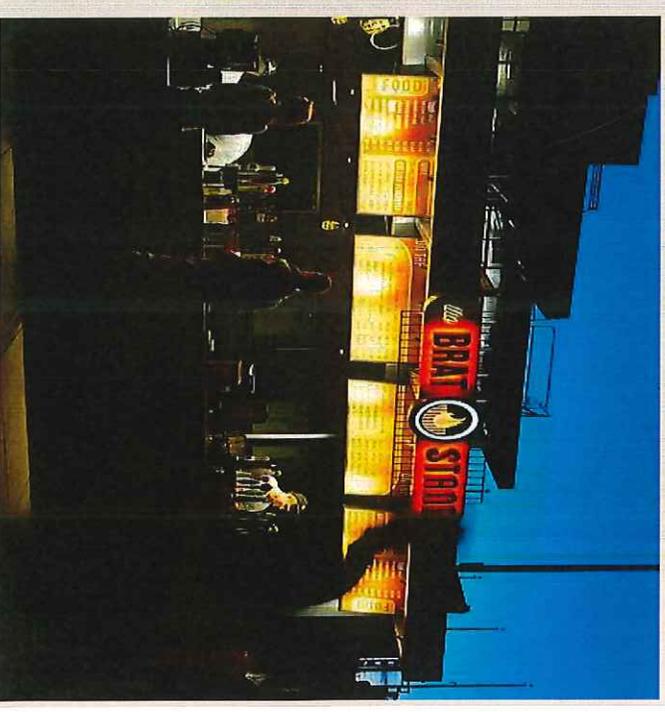
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Wisconsin Union

FY19 Budget Process & Timeline

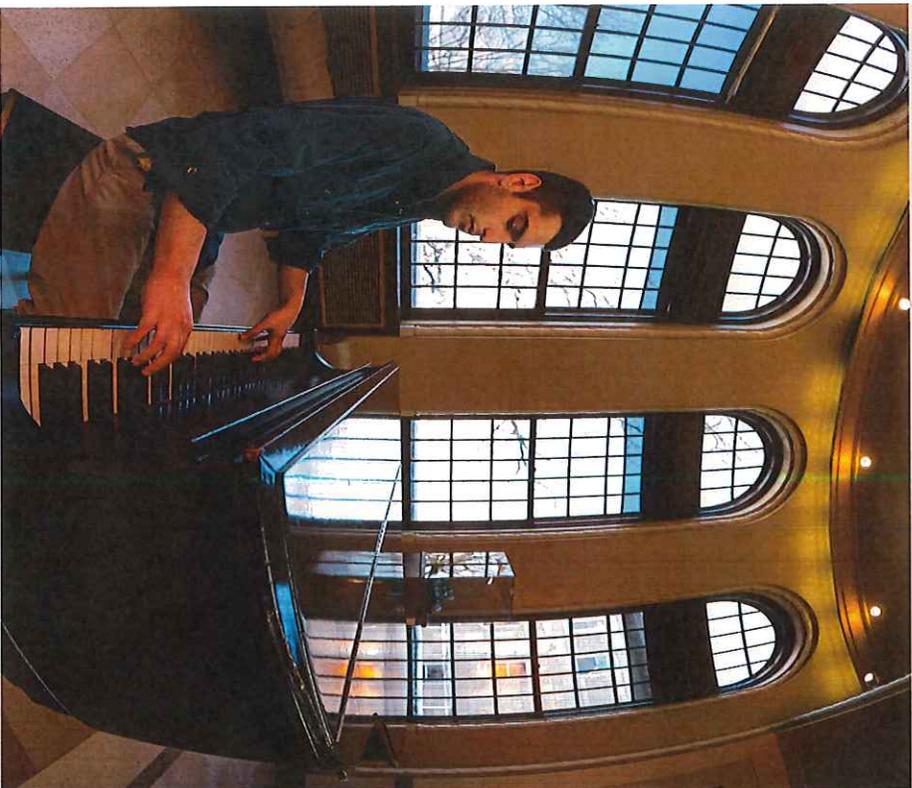
- Capital/Project Budgeting – November 7-27, 2017
- Unit Budgeting – December 1, 2017 – January 5, 2018
- Budget Consolidation – January 6-9, 2018
- Budget Review Meetings – January 10-12, 2018
- Budget Revisions – January 15-17, 2018
- Budget Re-Consolidation – January 18-19, 2018
- Budget Review w/Campus Auxiliary Svs - Jan 22, 2018
- Budget Review w/VCFAs – January 24, 2018
- Budget Review w/Admin Committee – Jan 30, 2018
- **Budget Review w/Union Council – February 7, 2018**
- Proposed Budget due to SSFC – February 9, 2018
- Budget Hearing with SSFC – February 19, 2018
- SSFC Union Tour – February 22, 2018
- SSFC Budget Decision – February 26, 2018



THE *Wisconsin* UNION

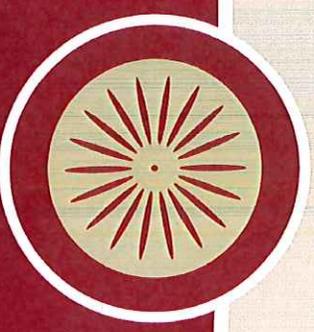


2017-2018 Estimated Actual



- **Original Budget – (\$35,079)**
 - MU floors 2 thru 4 scheduled to reopen in late 2017
- **Revised Budget – (\$129,816)**
 - Delayed reopening of floors 2 thru 4
 - Delayed opening of Terrace BBQ Stand
 - Problems with new MU sewer system
 - US traffic declining

THE *Macanin* UNION



THE WISCONSIN UNION (Fund 129)
 SCHEDULE C-INCOME STATEMENT
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

Revised Original

	A	B	C	D	E	F	G	H	I	J
	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	16-17A	16-17A	17-18B	17-18B	17-18E
REVENUE										
1 Direct Operating Revenue										
2 Restaurants	\$8,660,369	\$9,874,166	\$12,017,638	\$12,778,802	\$12,960,239	14.0%	21.7%	(6.0%)	1.4%	7.8%
3 Markets & Cafes	6,996,780	7,568,118	8,530,123	9,566,947	9,179,872	8.2%	12.7%	(10.8%)	(4.0%)	7.6%
4 WU Catering	3,848,663	4,122,154	5,097,828	5,224,700	5,329,000	7.1%	23.7%	(2.4%)	2.0%	4.5%
5 Conf Center Catering	1,104,401	1,155,751	1,277,849	1,190,735	1,333,102	4.6%	10.6%	7.3%	12.0%	4.3%
6 Retail & Recreation	2,077,678	2,171,776	2,203,644	2,346,968	2,447,460	4.5%	1.5%	(6.1%)	2.3%	11.1%
7 Programs	2,875,661	2,595,440	2,472,803	2,859,786	2,948,872	(9.7%)	(4.7%)	(13.8%)	4.3%	19.3%
8 Total Op Revenue	25,563,552	27,487,405	31,599,885	33,977,938	34,198,545	7.5%	15.0%	7.5%	0.6%	(100.0%)
9 Indirect Revenue										
10 Commissions	391,793	406,241	411,349	427,881	415,412	3.7%	1.3%	(3.9%)	(2.9%)	1.0%
11 Rentals	458,726	521,206	562,668	668,009	755,622	13.6%	8.0%	(15.8%)	13.1%	34.3%
14 Service Revenue	1,004,835	924,088	1,105,559	1,190,763	1,170,641	(8.0%)	19.6%	(7.2%)	(1.7%)	5.9%
15 Reimbursements	69,895	147,812	80,000	120,000	120,000	111.5%	(45.9%)	(33.3%)	0.0%	50.0%
16 Total Indirect Revenue	1,925,249	1,999,347	2,159,576	2,406,653	2,461,675	3.8%	8.0%	11.4%	2.3%	(100.0%)
17 Net Operating Revenue	27,488,801	29,486,752	33,759,461	36,384,591	36,660,220	7.3%	14.5%	(7.2%)	0.8%	8.6%
18 Other Revenue										
19 Student Segregated Fees	10,600,968	10,618,675	10,737,590	10,613,341	11,102,215	0.2%	1.1%	1.2%	4.6%	3.4%
20 Seg Fees-Union Building Proj	7,417,394	7,425,528	7,496,698	7,416,612	7,569,262	0.1%	0.9%	1.1%	2.1%	1.0%
21 Campus Vending	354,102	366,129	366,000	337,401	377,280	3.4%	0.5%	9.1%	1.8%	2.5%
22 Membership	87,429	90,893	107,999	112,860	136,875	4.0%	18.8%	(4.3%)	21.3%	26.7%
23 Investment Revenue	30,749	64,268	68,300	38,700	101,900	109.0%	6.3%	76.5%	163.3%	49.2%
24 Interest Revenue-Union Bldg F	863	34,090	34,090	19,400	50,900	(100.0%)	0.0%	75.7%	162.4%	49.3%
25 Miscellaneous	27,104	118,818	276,794	178,500	217,500	338.4%	133.0%	55.1%	21.8%	(21.4%)
26 Total Other Revenue	18,518,609	18,684,211	19,088,471	18,716,814	19,555,932	0.9%	2.2%	(1.9%)	4.5%	(100.0%)
27 Total Revenue	46,007,410	48,170,963	52,847,932	55,101,405	56,216,152	4.7%	9.7%	(4.1%)	2.0%	6.4%
28 EXPENSES										
29 Cost of Goods Sold	8,960,296	9,525,594	11,165,986	11,850,618	11,849,210	6.3%	17.2%	(5.8%)	(0.0%)	6.1%
30 Food	81,714	87,125	95,614	99,700	96,032	6.6%	9.7%	(4.1%)	(3.7%)	0.4%
31 Retail Merchandise										
32 Total Cost of Goods Sold	9,042,010	9,612,719	11,261,600	11,950,318	11,945,242	6.3%	17.2%	(5.8%)	(0.0%)	6.1%
33 Direct Op Expenses	7,708,464	8,609,570	9,816,670	10,101,658	10,441,875	11.7%	14.0%	(2.8%)	3.4%	6.4%
34 Salaries, Wages, Fringes	4,575,537	4,578,551	4,462,907	4,895,027	4,922,965	0.1%	(2.5%)	(8.8%)	0.6%	10.3%
35 Supplies & Services	301,810	227,597	205,942	214,204	193,189	(24.6%)	(9.5%)	(3.9%)	(9.8%)	(6.2%)
36 Depreciation - Equipment										
37 Total Direct Op Expenses	12,585,811	13,415,718	14,485,519	15,210,889	15,558,029	6.6%	8.0%	(4.8%)	2.3%	7.4%
38 Support Services										
39 Salaries, Wages, Fringes	3,388,913	3,550,798	3,895,950	3,889,135	4,115,924	4.8%	9.7%	0.2%	5.8%	5.6%
40 Supplies & Services	923,452	1,070,893	1,260,463	1,270,771	1,345,275	16.0%	17.7%	(0.8%)	5.9%	6.7%
41 Depreciation - Equipment	118,019	102,716	62,957	76,017	39,039	(13.0%)	(38.7%)	(17.2%)	(48.6%)	(38.0%)
42 Total Support Services	4,430,384	4,724,407	5,219,370	5,235,923	5,500,238	6.6%	10.5%	(0.3%)	5.0%	5.4%
43 Facilities Expenses										
44 Salaries, Wages, Fringes	\$4,742,172	\$5,037,287	\$5,714,040	\$5,976,898	\$5,908,939	6.2%	13.4%	(4.4%)	(1.1%)	3.4%
45 Supplies & Services	1,094,967	1,263,063	1,671,966	1,563,966	1,567,489	15.4%	32.4%	6.9%	0.2%	(6.2%)
46 Depreciation - Equipment	553,846	497,057	500,763	476,023	450,805	(10.3%)	0.7%	5.2%	(5.3%)	(10.0%)
47 Total Facilities Expenses	6,390,985	6,797,407	7,886,759	8,016,887	7,927,233	6.4%	16.0%	(1.6%)	(1.1%)	0.5%

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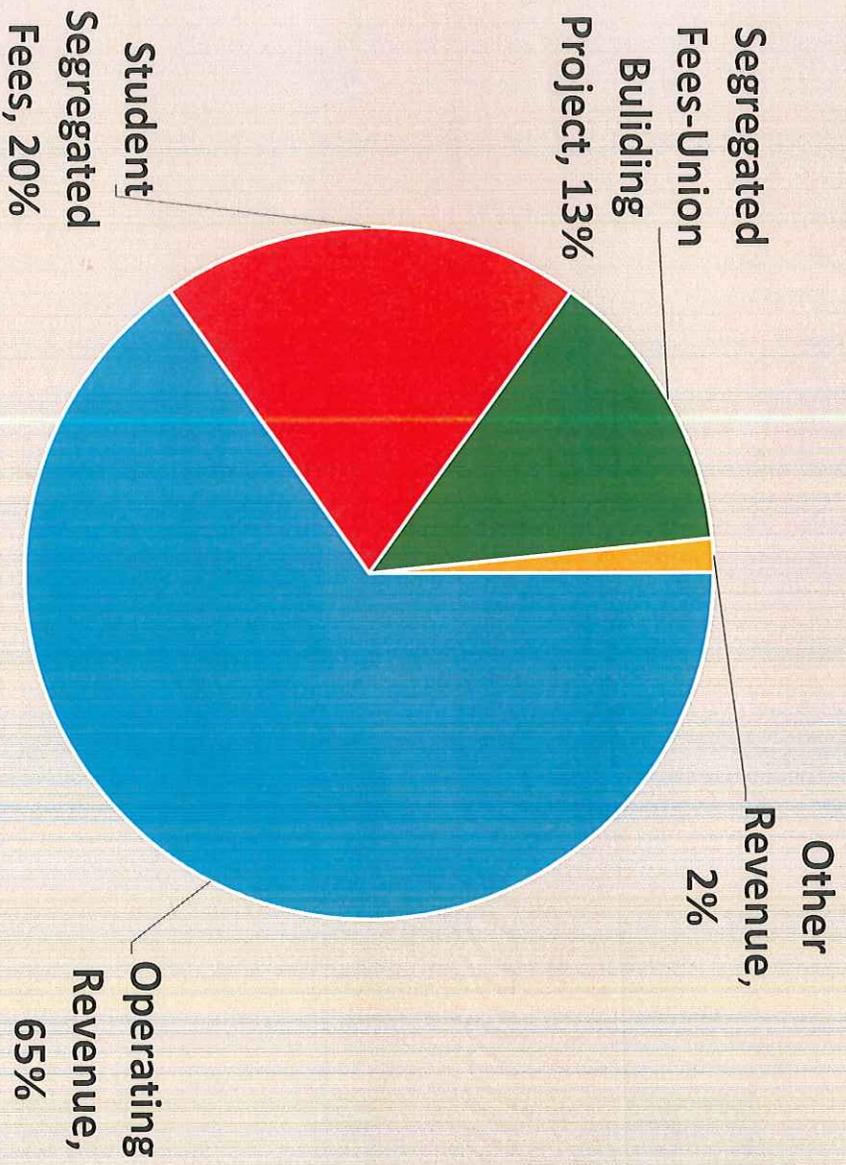
SCHEDULE C-INCOME STATEMENT										
2018-19 ANNUAL BUDGET										
FOR YEAR ENDED JUNE 30, 2019										
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	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	15-16A	16-17A	17-18B	17-18B	17-18E
61										
62	Program Expenses									
63	Salaries, Wages, Fringes	889,360	996,726	1,108,285	1,124,080	1,136,157	12.1%	11.2%	(1.4%)	1.1%
64	Supplies & Services	719,550	796,411	794,603	870,232	833,084	10.7%	(0.2%)	(8.7%)	(4.3%)
65	Depreciation - Equipment	19,381	19,114	16,540	16,698	10,360				(37.4%)
66										
67	Total Program Expenses	1,628,291	1,812,251	1,919,428	2,011,010	1,979,601	11.3%	5.9%	(4.6%)	(1.6%)
68										
69	Depreciation & Major Repairs/Maintenance									
70	Major Repairs/Maint - Equip									
71	Major Repairs/Maint - Bldg	724,699	407,141	989,000	1,045,000	981,000	(43.8%)	142.9%	(5.4%)	(6.1%)
72	Depreciation - Bldg	1,581,542	1,755,910	1,221,348	1,089,097	1,411,260	11.0%	(30.4%)	12.1%	29.6%
73	Union Building Project	894,700	320,005	173,979	251,486	237,198	(64.2%)	(45.6%)	(30.8%)	(5.7%)
74										
75	Total Depr & Major Repairs/M	3,200,941	2,483,056	2,384,327	2,385,583	2,629,458	(22.4%)	(4.0%)	(0.1%)	10.2%
76										
77	Utilities, Taxes & Insurance									
78	Unemployment Compensation	5,635	9,574	9,766	14,496	9,960	69.9%	2.0%	(32.6%)	(31.3%)
79	Worker's Compensation	106,127	104,649	106,720	84,600	108,900	(1.4%)	2.0%	26.1%	28.7%
80	Telephone	74,533	76,220	78,192	78,192	79,752	2.3%	2.6%	0.0%	2.0%
81	Insurance - Property	186,077	212,531	219,732	219,732	219,732	14.2%	3.4%	0.0%	0.0%
82	Heating/Cooling	60,292	66,521	135,417	135,408	135,408	10.3%	103.6%	0.0%	(0.0%)
83	Electricity	150,328	161,698	165,361	165,361	165,360	7.6%	2.3%	0.0%	(0.0%)
84	Water & Sewer	23,333	19,432	30,750	30,750	30,750	(16.7%)	58.2%	0.0%	0.0%
85	Trash Removal	58,189	61,552	84,878	85,424	86,580	5.8%	37.9%	(0.6%)	1.4%
86										
87	Total Utilities, Taxes & Insura	664,514	712,177	830,816	813,963	836,442	7.2%	16.7%	2.1%	2.8%
88										
89	State/UW Assessments									
90	Municipal Services	92,977	96,694				4.0%	(100.0%)	0.0%	0.0%
91	Utility Assessments	232,672	182,409	188,613	188,615	190,748	(21.6%)	3.4%	(0.0%)	1.1%
92	UW Assessments	1,440,316	1,309,273	1,488,758	1,717,476	1,804,269	(9.1%)	13.7%	(13.3%)	5.1%
93										
94	Total State/UW Assessments	1,765,965	1,588,376	1,677,371	1,906,091	1,995,017	(10.1%)	5.6%	(12.0%)	4.7%
95										
96	Other Expenses									
97	Debt Svc - Hotel/Building	554,652	554,650	554,650	554,650	554,650	(0.0%)	0.0%	0.0%	0.0%
98	Debt Svc - UBP	5,499,886	5,932,141	6,350,394	6,410,276	6,375,068	7.9%	7.1%	(0.9%)	(0.5%)
99	Misc - SWF, S&S	319,674	263,257	327,514	520,894	796,336	(17.6%)	24.4%	(37.1%)	52.9%
100	Reimbursements	69,895	147,812	80,000	120,000	120,000	111.5%	(45.9%)	(33.3%)	0.0%
101										
102	Total Other Expenses	6,444,107	6,897,860	7,312,558	7,605,820	7,846,054	7.0%	6.0%	(3.9%)	3.2%
103										
104	Total Expenses	46,153,008	48,043,971	52,977,748	55,136,484	56,217,314	4.1%	10.3%	(3.9%)	2.0%
105										
106	Net Income (Loss)	(145,598)	126,992	(129,816)	(35,079)	(1,162)	(187.2%)	(202.2%)	270.1%	(96.7%)

Revised Original

52,977,748 55,136,484

56,217,314 \$2,158,736 fav

FY19 Wisconsin Union - Sources of Funds

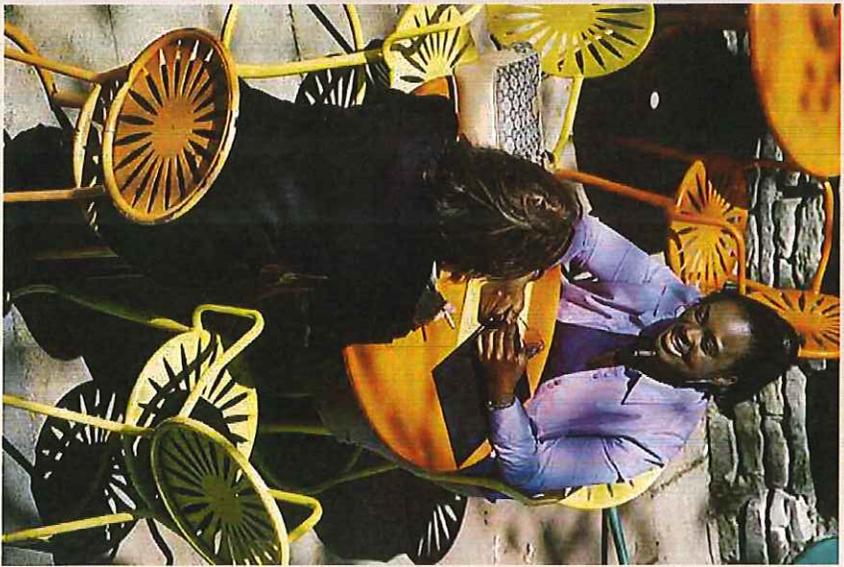
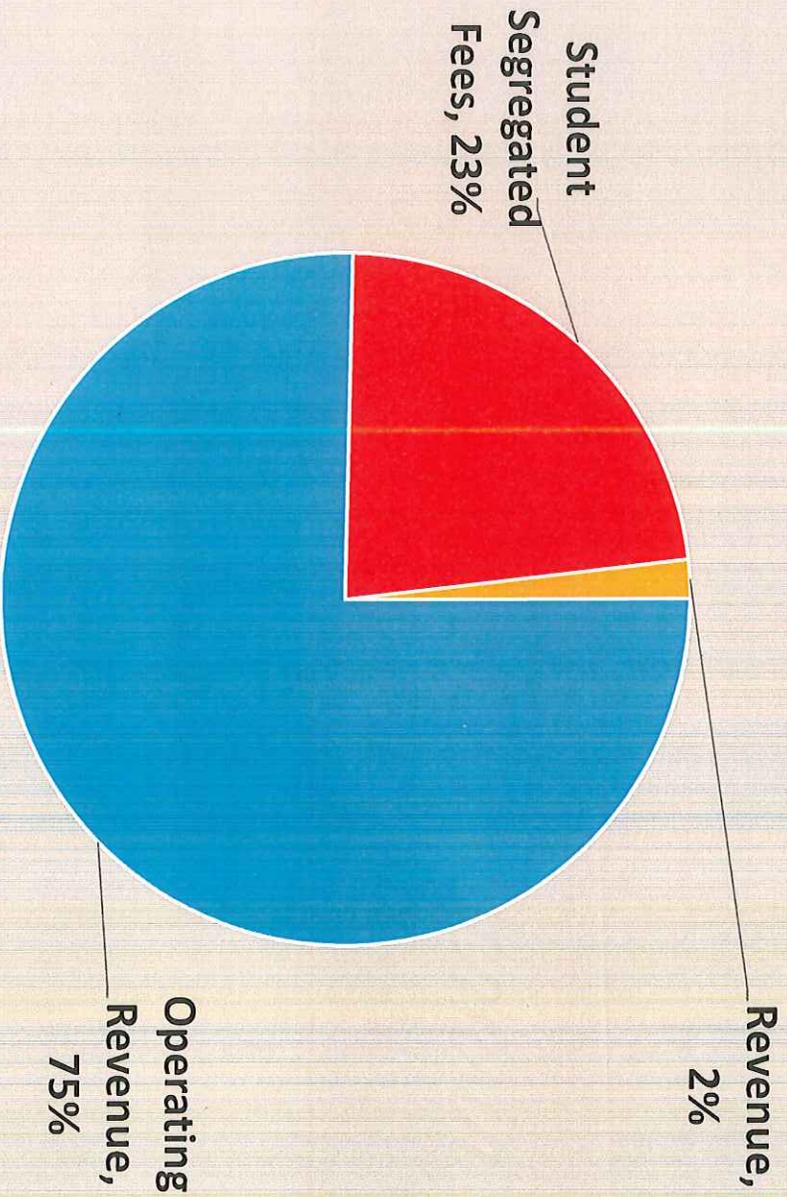


THE *Wisconsin* UNION



FY19 Wisconsin Union - Sources of Funds

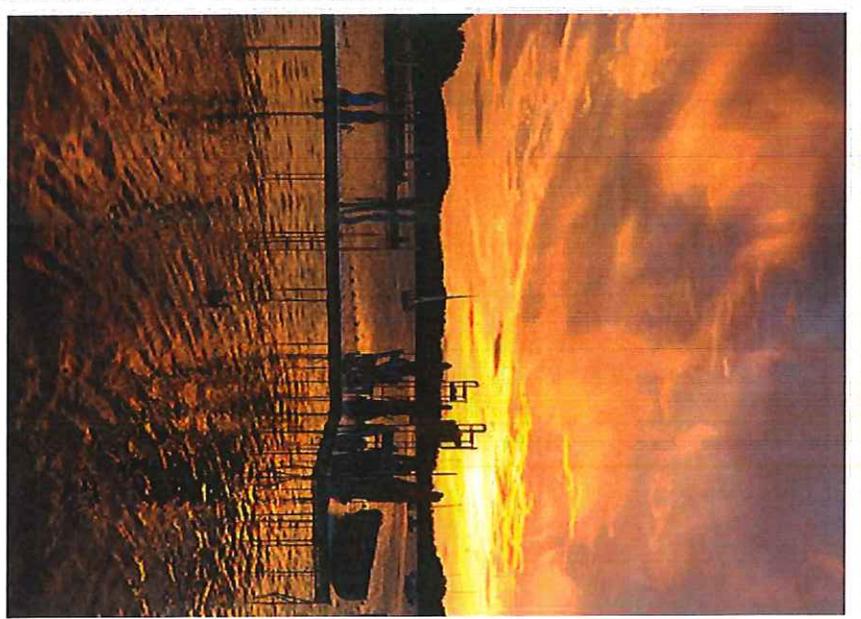
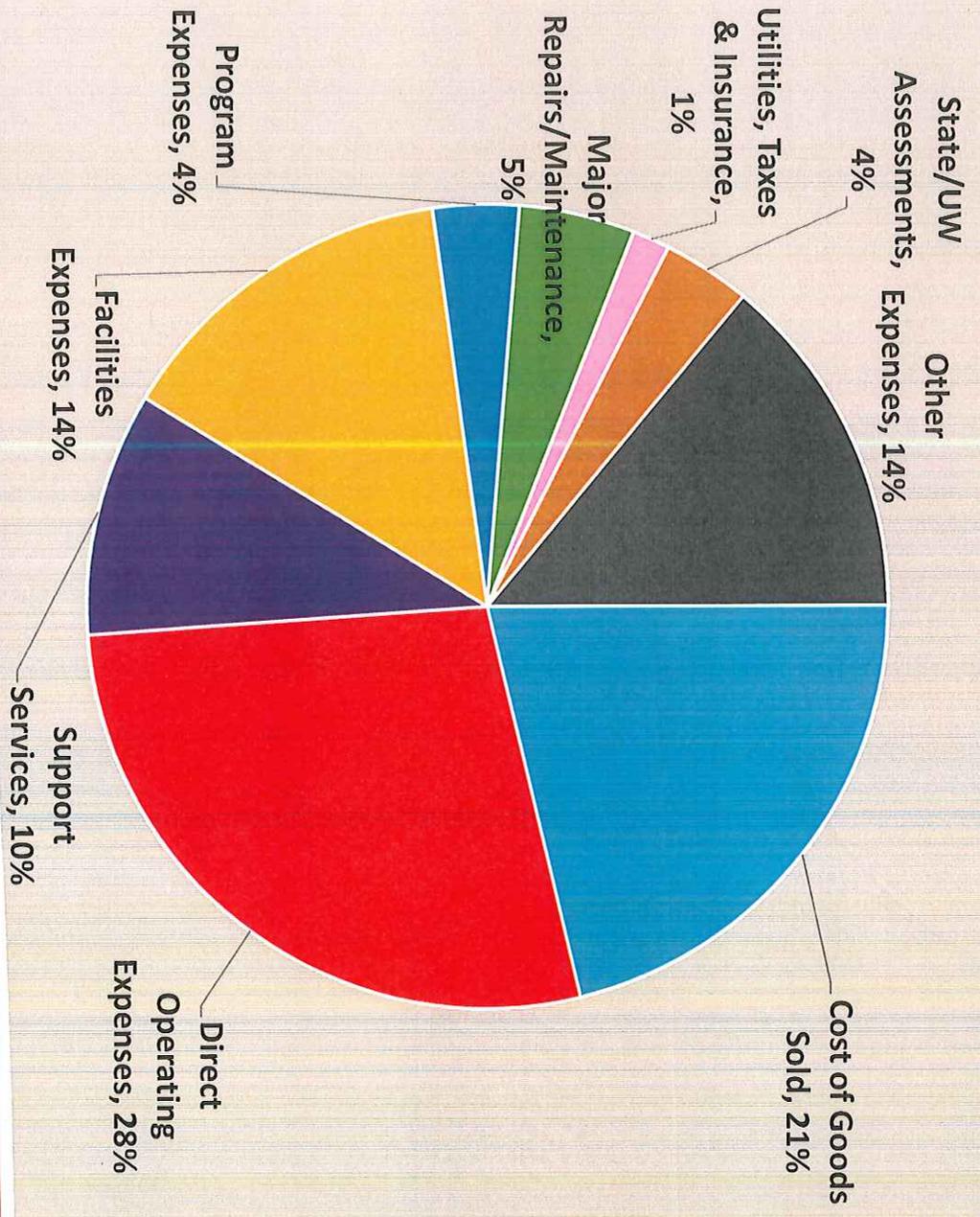
Excluding Building Project Fee



THE *Wisconsin* UNION



FY19 Wisconsin Union – Uses of Funds



THE *Wisconsin* UNION



2018-2019 Budget

❖ **(\$1,162)** projected bottom line

Operating Revenue

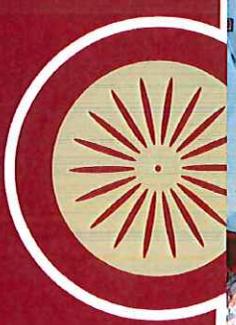
- MU – strong traffic flow in new dining units
- US – steady and improving traffic flow
- Modest beer price increases
- MU – floors 2 thru 4 fully open
- MU - guest rooms reopening for full year

Other Revenue

- UW Credit Union – ATMs, leased space and Wiscard partnership revenues
- Strong membership revenues
- Campus vending revenues
- Private fundraising/Union Sponsorship revenues
- Segregated Fees – operating and Union Building Project related



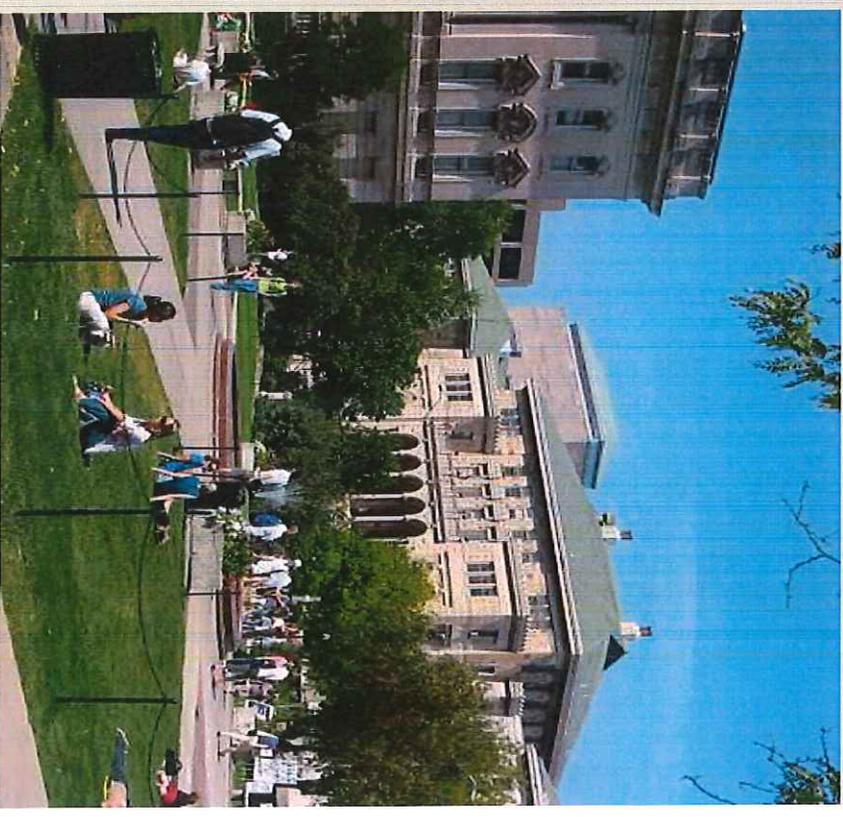
THE *Wisconsin* UNION



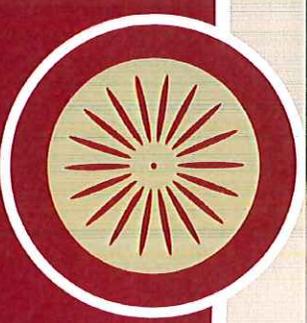
2018-2019 Budget

Expenses

- **Salaries/Wages/Fringe Benefits**
 - 3% increase for permanent staff – total cost \$967K
 - Living Wage adjustment plus \$0.50 for permanent staff earning less than \$15/hour
 - Reserve for possible merit and/or equity adjustments
 - \$262,681 to fund an increase in average student wage rate. A survey of student employees is underway to guide decisions
 - Fringe benefit increases per campus guidelines
 - \$230,500 negative expense for staff vacancy/turnover
- **Student Leadership & Programming Costs**
 - \$37,000 decrease to WUD because accumulated gift funds donated to WUD will be used, on a one-time basis, to fund some WUD programming in FY19



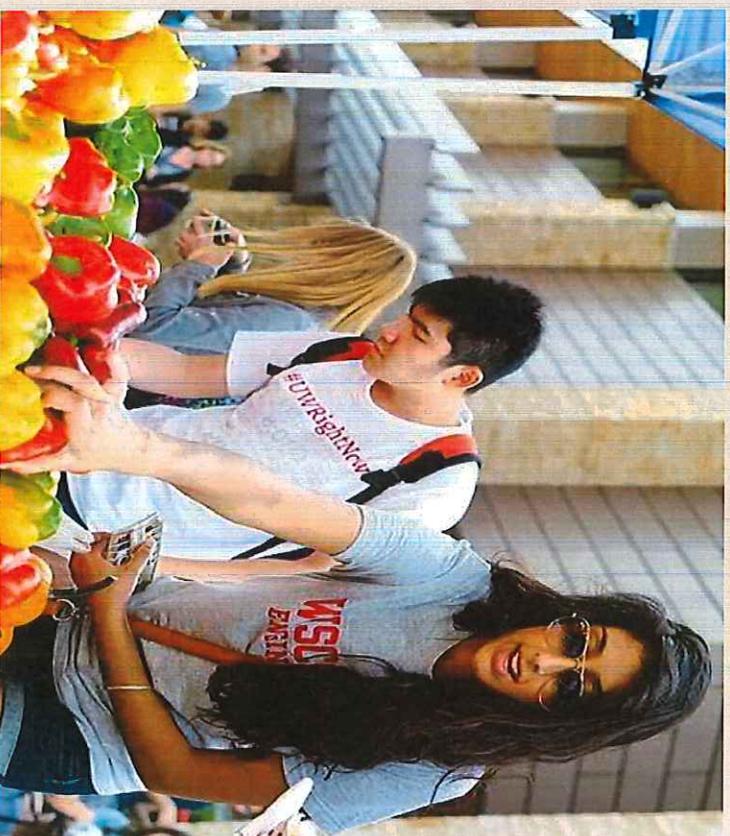
THE *Macarwin* UNION



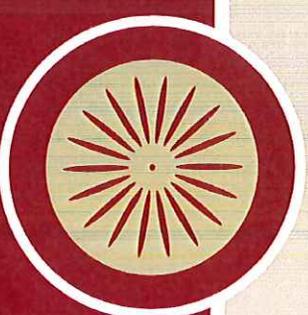
2018-2019 Budget

Expenses continued

- **Equipment Additions/Major Repairs/Maintenance**
 - MU Card access doors not installed as part of the renovation project
 - Renovation of Ingraham Deli
 - Refreshes of the Ginger Root and Urban Slice dining units at Union South
 - Chair replacement in the Sun Garden at Union South
 - Carpet replacement for the second floor and hotel hallway of Union South
 - Surface replacement in the US loading dock
 - Plinth step caulk replacement at Memorial Union
 - 40 gallon tilt braising pan for MU Kitchen
 - Motorized scissors lift for Memorial Union
 - AV upgrades for the Sett Pub at Union South
 - A new Tight Rope server (to support digital signage).
 - Warehouse remodel to provide Union Art storage space
 - \$249,627 Wisconsin Union contribution to the Building Project in FY19



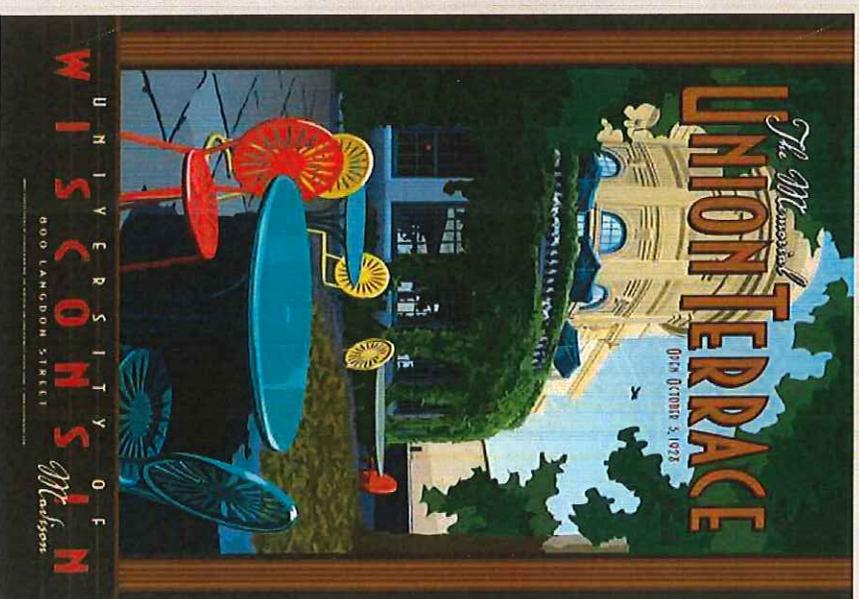
THE *Wisconsin* UNION



2018-2019 Budget

Expenses continued

- State and UW Assessment for Common Systems and Institutional Support Costs
 - \$2 Million
- Other Expenses
 - Funding to continue to employ a part-time Building Project Coordinator
 - Funding for expanded access to the theater box office for students purchasing VanGelder Bus tickets
 - Impact of reallocation of a portion of lake safety costs to the Union from UWPD (\$100K)



THE *Mountbattlers* UNION



2018-2019 Budget

Segregated Fees

- Request to increase student segregated fees by 2.4%.
 - \$259,247 total increase due to proposed fee increase
 - \$3.30 per student per semester:
 - Currently \$137.52
 - Proposed \$140.82
- This will fund 27% of permanent staff wage increase cost

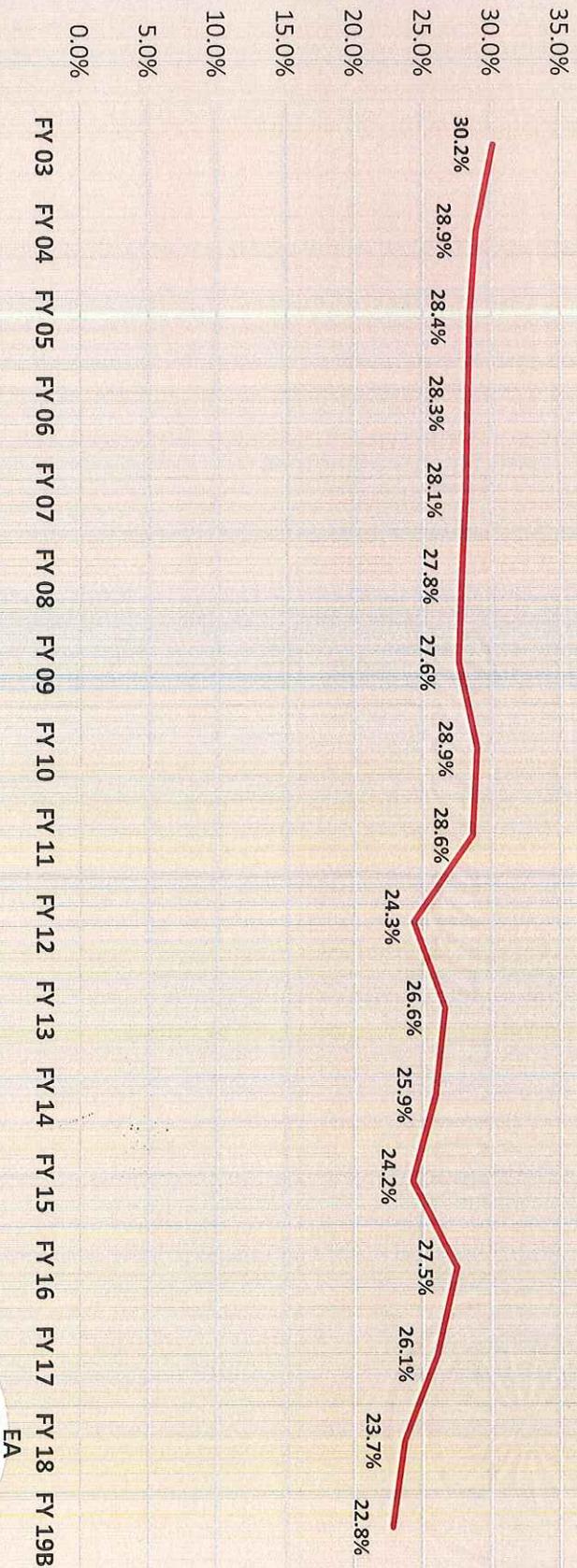


THE *Wilson* UNION



2018-2019 Budget

Segregated Fees as a Percentage of Total Revenue



THE *Wiscamin* UNION



2018-2019 Budget

Wisconsin Union
2018-19 Budget Request
'Building Ready for Use' Eligible Expenses

	2018-19 Annual Budget
SEGREGATED FEE ALLOWABLE EXPENDITURES	
Facilities	6,667,517
Support Services	1,980,643
Depreciation & Major Repair/Maintenance	1,218,198
Utilities & Insurance	836,442
UW & State Assessments	1,995,017
Interest - <u>non</u> -building project Debt Service	19,433
Total Expenditures	12,717,250
FY19 Segregated Fee Request	11,102,215
Difference - Underfunded	1,615,035

THE *UW* Wisconsin UNION



THE WASCANA JUNIOR (Fund 428)
 SCHEDULE C - INCOME STATEMENT
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

	A	B	C	D	E	F	G	H	I	J
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4 WU Catering	3,848,663	4,122,154	5,097,828	5,224,700	5,329,000	7.1%	23.7%	(2.0%)	2.0%	4.5%
5 Conf Center Catering	1,104,401	1,155,751	1,277,849	1,190,735	1,333,102	4.6%	10.6%	7.3%	12.0%	4.3%
6 Retail & Recreation Programs	2,077,678	2,177,176	2,203,844	2,346,968	2,447,460	4.5%	1.5%	(6.1%)	4.3%	11.1%
7	2,875,661	2,595,440	2,472,803	2,869,786	2,948,872	(9.7%)	(4.7%)	(13.8%)	2.8%	19.3%
8 Total Op Revenue	25,563,552	27,487,405	31,599,885	33,977,938	34,198,545	7.5%	15.0%	7.5%	0.6%	(100.0%)
9										
10 Indirect Revenue										
11 Commissions	391,793	406,241	411,349	427,881	415,412	3.7%	1.3%	(3.9%)	(2.9%)	1.0%
12 Rentals	458,726	521,206	562,668	668,009	755,622	13.6%	8.0%	(15.8%)	13.1%	34.3%
13 Service Revenue	1,004,835	924,088	1,105,559	1,190,763	1,170,641	(8.0%)	19.6%	(7.2%)	(1.7%)	5.9%
14 Reimbursements	69,895	147,812	80,000	120,000	120,000	111.5%	(45.9%)	(33.3%)	0.0%	50.0%
15										
16 Total Indirect Revenue	1,925,249	1,999,347	2,159,576	2,406,653	2,461,675	3.8%	8.0%	11.4%	2.3%	(100.0%)
17										
18 Net Operating Revenue	27,488,801	29,486,752	33,759,461	36,384,591	36,660,220	7.3%	14.5%	(7.2%)	0.8%	8.6%
19										
20 Other Revenue										
21 Student Segregated Fees	10,600,968	10,618,575	10,737,590	10,613,341	11,102,215	0.2%	1.1%	1.2%	4.6%	3.4%
22 Seg Fees-Union Building Proje	7,417,394	7,425,528	7,495,698	7,416,612	7,569,262	0.1%	0.9%	1.1%	2.1%	1.0%
23 Campus Vending	354,102	366,129	368,000	337,401	377,480	3.4%	0.5%	9.1%	11.8%	2.5%
24 Membership	87,429	90,893	107,999	112,860	136,875	4.0%	18.8%	(4.3%)	21.3%	26.7%
25 Investment Revenue	30,749	64,268	68,300	38,700	101,900	109.0%	6.3%	76.5%	163.3%	49.2%
26 Interest Revenue-Union Bldg F	863	34,090	19,400	178,500	50,900	(100.0%)	0.0%	75.7%	162.4%	49.3%
27 Miscellaneous	27,104	118,818	276,794	178,500	217,500	338.4%	133.0%	55.1%	21.8%	(21.4%)
28										
29 Total Other Revenue	18,518,609	18,684,211	19,088,471	18,716,814	19,555,932	0.9%	2.2%	(1.9%)	4.5%	(100.0%)
30										
31 Total Revenue	46,007,410	48,170,963	52,847,932	55,101,405	56,216,152	4.7%	9.7%	(4.1%)	2.0%	6.4%
32										
33 EXPENSES										
34 Cost of Goods Sold	8,960,296	9,525,594	11,165,986	11,850,618	11,849,210	6.3%	17.2%	(5.8%)	(0.0%)	6.1%
35 Food	81,714	87,125	95,614	99,700	96,032	6.6%	9.7%	(4.1%)	(3.7%)	0.4%
36 Retail Merchandise										
37 Total Cost of Goods Sold	9,042,010	9,612,719	11,261,600	11,950,318	11,945,242	6.3%	17.2%	(5.8%)	(0.0%)	6.1%
38										
39 Direct Op Expenses	7,708,464	8,609,570	9,816,670	10,101,658	10,441,875	11.7%	14.0%	(2.8%)	3.4%	6.4%
40 Salaries, Wages, Fringes	4,575,537	4,578,551	4,462,907	4,895,027	4,922,965	0.1%	(2.5%)	(8.8%)	0.5%	10.3%
41 Supplies & Services	301,810	227,597	205,942	214,204	193,189	(24.6%)	(9.5%)	(3.9%)	(9.8%)	(6.2%)
42 Depreciation - Equipment										
43 Total Direct Op Expenses	12,585,811	13,415,718	14,485,519	15,210,889	15,558,029	6.6%	8.0%	(4.9%)	2.3%	7.4%
44										
45 Support Services	3,388,913	3,550,798	3,895,950	3,889,135	4,115,924	4.8%	9.7%	0.2%	5.8%	5.6%
46 Salaries, Wages, Fringes	923,452	1,070,893	1,260,463	1,270,771	1,349,275	16.0%	17.7%	(0.6%)	5.9%	6.7%
47 Supplies & Services	118,019	102,716	62,957	76,017	39,039	(13.0%)	(38.7%)	(17.2%)	(48.6%)	(38.0%)
48 Depreciation - Equipment										
49 Total Support Services	4,430,384	4,724,407	5,219,370	5,235,923	5,500,238	6.6%	10.5%	(0.3%)	5.0%	5.4%
50										
51 Facilities Expenses	\$4,742,172	\$5,037,287	\$5,714,040	\$5,976,898	\$5,908,939	6.2%	13.4%	(4.4%)	(1.1%)	3.4%
52 Salaries, Wages, Fringes	1,094,967	1,263,063	1,671,956	1,563,966	1,597,609	15.4%	32.4%	6.9%	0.2%	(6.2%)
53 Supplies & Services	553,846	497,057	500,763	476,023	450,805	(10.3%)	0.7%	5.2%	(5.3%)	(10.0%)
54 Depreciation - Equipment										
55 Total Facilities Expenses	6,390,985	6,797,407	7,886,759	8,016,887	7,927,233	6.4%	16.0%	(1.6%)	(1.1%)	0.5%
56										
57 Total Facilities Expenses	6,390,985	6,797,407	7,886,759	8,016,887	7,927,233	6.4%	16.0%	(1.6%)	(1.1%)	0.5%
58										
59										
60										

Student Segregated Fees

Permanent & student employee wage adjustments

SCHEDULE C-INCOME STATEMENT
2018-19 ANNUAL BUDGET
FOR YEAR ENDED JUNE 30, 2019

	A	B	C	D	E	F	G	H	I	J
	15-16	16-17	17-18	17-18	18-19	6-17A	17-18E	17-18E	18-19B	18-19B
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	5-16A	16-17A	17-18B	17-18B	17-18E
61										
62	Program Expenses									
63	Salaries, Wages, Fringes	889,360	996,726	1,108,285	1,124,080	1,136,157	12.1%	11.2%	(1.4%)	1.1%
64	Supplies & Services	719,550	796,411	794,603	870,232	833,084	10.7%	(0.2%)	(8.7%)	(4.3%)
65	Depreciation - Equipment	19,381	19,114	16,540	16,090	10,350				(37.4%)
66										
67	Total Program Expenses	1,628,291	1,812,251	1,919,428	2,011,010	1,979,601	11.3%	5.9%	(4.6%)	(4.6%)
68										
69	Depreciation & Major Repairs/Maintenance									
70	Major Repairs/Maint - Equip									
71	Major Repairs/Maint - Bldg	724,699	407,141	989,000	1,045,000	981,000	(43.8%)	142.9%	(5.4%)	(6.1%)
72	Depreciation - Bldg	1,581,542	1,755,910	1,221,348	1,089,097	1,411,260	41.0%	(30.4%)	12.1%	29.6%
73	Union Building Project	894,700	320,005	173,979	251,486	237,198	(64.2%)	(45.6%)	(30.8%)	(5.7%)
74										
75	Total Depr & Major Repairs/Maint	3,200,941	2,483,056	2,384,327	2,385,583	2,629,458	(22.4%)	(4.0%)	(0.1%)	10.2%
76										
77	Utilities, Taxes & Insurance									
78	Unemployment Compensation	5,635	9,574	9,766	14,496	9,960	69.9%	2.0%	(32.6%)	(31.3%)
79	Workers Compensation	106,127	104,649	106,720	84,600	108,900	(1.4%)	2.0%	26.1%	28.7%
80	Telephone	74,533	76,220	78,192	78,192	79,752	2.3%	2.6%	0.0%	2.0%
81	Insurance - Property	186,077	212,531	219,732	219,732	219,732	14.2%	3.4%	0.0%	0.0%
82	Heating/Cooling	66,292	66,521	135,417	135,408	135,408	10.3%	103.6%	0.0%	(0.0%)
83	Electricity	150,328	161,698	165,361	165,361	165,360	7.6%	2.3%	0.0%	(0.0%)
84	Water & Sewer	23,333	19,432	30,750	30,750	30,750	(16.7%)	58.2%	0.0%	0.0%
85	Trash Removal	58,189	61,552	84,878	85,424	86,580	5.8%	37.9%	(0.6%)	1.4%
86										
87	Total Utilities, Taxes & Insura	664,514	712,177	830,816	813,963	836,442	7.2%	16.7%	2.1%	2.8%
88										
89	State/UW Assessments									
90	Municipal Services	92,977	96,694	188,613	188,615	190,748	4.0%	(100.0%)	0.0%	0.0%
91	Utility Assessments	232,672	182,409	1,488,758	1,717,476	1,804,269	(21.6%)	3.4%	(0.0%)	4.4%
92	UW Assessments	1,440,316	1,309,273	1,488,758	1,717,476	1,804,269	(9.1%)	13.7%	(13.3%)	5.1%
93										
94	Total State/UW Assessments	1,765,965	1,588,376	1,677,371	1,906,091	1,995,017	(10.1%)	5.6%	(12.0%)	4.7%
95										
96	Other Expenses									
97	Debt Svc - Hotel/Building	554,652	554,650	554,650	554,650	554,650	(0.0%)	0.0%	0.0%	0.0%
98	Debt Svc - UBP	5,499,886	5,932,141	6,350,394	6,410,276	6,375,908	7.9%	7.1%	(0.9%)	(0.5%)
99	Misc - SWF, S&S	319,674	263,257	327,514	520,864	796,336	(47.6%)	24.4%	(37.1%)	52.9%
100	Reimbursements	69,895	147,812	80,000	120,000	120,000	(11.5%)	(45.9%)	(33.3%)	0.0%
101										
102	Total Other Expenses	6,444,107	6,897,860	7,312,556	7,605,820	7,846,054	7.0%	6.0%	(3.9%)	3.2%
103										
104	Total Expenses	46,153,008	48,043,971	52,977,748	55,136,484	56,217,314	4.1%	10.3%	(3.9%)	2.0%
105										
106	Net Income (Loss)	(145,598)	126,992	(129,816)	(35,079)	(1,162)	(187.2%)	(202.2%)	270.1%	(96.7%)

Permanent & student

employee wage adjustments

Student Leadership (WUD) & Programming Costs

Equipment Additions, Major Repairs/Maintenance

State & UW Assessments

Permanent & student employee wages and other adjustments

Misc Expense Adjustments

THE WISCONSIN UNION (Fund 128)
 SCHEDULE A--CASH FLOW SUMMARY
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

01/19/18

	A	B	C	D	E	F	G	H	I	J	
	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	15-16A	16-17A	17-18B	17-18B	17-18E	
OPERATIONS CASH INFLOW											
1 Operating Revenue	\$28,093,572	29,812,745	\$33,759,461	\$36,384,591	\$36,660,220	6.1%	13.2%	(18.1%)	0.8%	23.0%	1
2 Segregated Fee Revenue	10,599,870	10,617,855	10,737,590	10,613,341	11,102,215	0.2%	1.1%	1.2%	4.6%	3.4%	2
3 Seg Fees-Union Building Proj	7,417,394	7,425,528	7,495,698	7,416,612	7,569,262	0.1%	0.9%	1.1%	2.1%	1.0%	3
4 Interest Revenue	29,450	63,468	68,300	38,700	101,900	115.5%	7.6%	76.5%	163.3%	49.2%	4
5 Interest Revenue-Union Bldg I	863	0	34,090	19,400	50,900	(100.0%)	0.0%	75.7%	162.4%	49.3%	5
6 Campus Vending	354,102	366,129	368,000	337,401	377,280	3.4%	0.5%	9.1%	11.8%	2.5%	6
7 Membership	76,154	84,140	107,999	112,860	136,875	10.5%	28.4%	(4.3%)	21.3%	26.7%	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	(8,320)	9,539	266,794	168,500	207,500	(214.7%)	2,696.9%	58.3%	23.1%	(22.2%)	9
10											10
11 Total Operating Cash Inflow	46,563,085	48,379,404	52,847,932	55,101,405	56,216,152	3.9%	9.2%	(4.1%)	2.0%	6.4%	11
12											12
OPERATIONS CASH OUTFLOW											
13											13
14 Academic Salaries	2,629,242	3,049,346	3,632,710	3,456,209	3,874,497	16.0%	19.1%	5.1%	12.1%	6.7%	14
15 Classified Salaries	7,140,404	7,385,609	7,682,398	7,966,763	8,248,376	3.4%	4.0%	(3.6%)	3.5%	7.4%	15
16 LTE Wages	454,992	629,569	841,262	329,589	342,912	38.4%	33.6%	155.2%	4.0%	(59.2%)	16
17 Student Wages	4,498,243	4,830,331	5,590,045	6,351,481	6,343,462	7.4%	15.7%	(12.0%)	(0.1%)	13.5%	17
18 Fringes	4,476,117	4,737,841	5,234,009	5,446,886	5,701,105	5.8%	10.5%	(3.9%)	4.7%	8.9%	18
19											19
20 Total Salaries & Wages	19,198,998	20,632,696	22,980,424	23,550,928	24,510,352	7.5%	11.4%	(2.4%)	4.1%	6.7%	20
21											21
22 Supplies & Services	17,087,111	14,304,044	20,050,603	20,613,037	20,816,574	(16.3%)	40.2%	(2.7%)	1.0%	3.8%	22
23											23
24 Equipment Additions	203,310	458,410	1,166,143	464,000	119,600	125.5%	154.4%	151.3%	(74.2%)	(89.7%)	24
25 Major R/M - Equipment	221,656	(4,044)	0	0	0	(101.8%)	(100.0%)	0.0%	0.0%	0.0%	25
26 Major R/M - Building	724,699	2,266,016	989,000	1,045,000	981,000	212.7%	(56.4%)	(5.4%)	(6.1%)	(0.8%)	26
27 Building Additions	0	(369,735)	1,052,000	2,303,000	35,000	0.0%	0.0%	0.0%	0.0%	0.0%	27
28 Utility Infrastructure	232,672	182,409	188,613	188,615	190,748	(21.6%)	3.4%	(0.0%)	1.1%	1.1%	28
29 Union Building Project	3,617,657	4,956,580	1,000,000	0	0	37.0%	(79.8%)	0.0%	0.0%	0.0%	29
30											30
31 Total Capital	4,999,994	7,489,636	4,395,756	4,000,615	1,326,348	49.8%	(41.3%)	9.9%	(66.8%)	(69.8%)	31
32											32
33											33
34 Debt Service - Principal	2,070,393	2,511,748	2,595,943	2,593,214	2,733,037	21.3%	3.4%	0.1%	5.4%	5.3%	34
35 Debt Service - Interest	3,834,247	3,898,022	4,245,329	4,141,440	4,159,766	1.7%	8.9%	2.5%	0.4%	(2.0%)	35
36											36
37 Total Debt Service	5,904,640	6,409,770	6,841,272	6,734,654	6,892,803	8.6%	6.7%	1.6%	2.3%	0.8%	37
38											38
39 Total Operating Cash Outflow	47,190,743	48,836,146	54,268,055	54,899,234	53,546,077	3.5%	11.1%	(1.1%)	(2.5%)	(1.3%)	39
40											40
41 Net Operating Cash In (Out)	(627,658)	(456,742)	(1,420,123)	202,171	2,670,075	(27.2%)	210.9%	(802.4%)	1,220.7%	(288.0%)	41
42											42
Other Cash Inflow (Outflow)											
43											43
44 Sales Tax	45,512	(68,574)				(250.7%)	(100.0%)				44
45 Other	411,266	1,439,296 (*)	1,000,000 (**)			250.0%	(30.5%)			0.0%	45
46											46
47 Total Other Cash Inflow (Out)	456,778	1,370,722	1,000,000	0	0	200.1%	(27.0%)			0.0%	47
48											48
49 Total Cash Inflow (Outflow)	(170,880)	913,980	(420,123)	202,171	2,670,075	(634.9%)	(146.0%)	(307.8%)	1,220.7%	(735.5%)	49
50 Beginning Cash Balance	1,869,097	1,698,217	2,612,197	5,064,641	2,192,074	(9.1%)	53.8%	(48.4%)	(56.7%)	(16.1%)	50
51											51
52 Ending Cash Balance	1,698,217 (*)	2,612,197 (**)	2,192,074	5,266,812	4,862,149	53.8%	(16.1%)	(58.4%)	(7.7%)	121.8%	52

(*) Wisconsin Union's 8/31/16 ending cash balance also included \$4M in Fund 123
 (**) Wisconsin Union's 8/31/17 ending cash balance also included \$1M in Fund 123

THE WISCONSIN UNION (Fund 128)
 SCHEDULE B--BALANCE SHEET
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

01/19/18

	A	B	C	D	E	F	G	H	I	J	
	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	15-16A	16-17A	17-18B	17-18B	17-18E	
CURRENT ASSETS											
1 Cash - Fund 128	\$8,396,617	\$8,511,264	\$5,869,793	\$6,753,525	\$7,105,702	1.4%	(31.0%)	(13.1%)	5.2%	21.1%	1
2 Cash - Union Building Project	-6,698,400	-4,899,070	-3,677,719	-1,486,713	-2,243,553	(26.9%)	(24.9%)	147.4%	50.9%	(39.0%)	2
3 Working Cash	180,000	253,642	230,000	180,000	230,000	40.9%	(9.3%)	27.8%	27.8%	0.0%	3
4 Receivables - Reimbursements	312,599	345,887	395,887	340,600	400,000	10.6%	14.5%	16.2%	17.4%	1.0%	4
5 Receivables - Event Services	265,409	98,947	315,409	540,200	325,000	(62.7%)	218.8%	(41.6%)	(39.8%)	3.0%	5
6 Receivables - Ext Food	145,922	250,454	350,454	408,800	355,000	71.6%	39.9%	(14.3%)	(13.2%)	1.3%	6
7 Receivables - Other	11,976	13,345	163,345	169,700	165,000	11.4%	1,124.0%	(3.7%)	(2.8%)	1.0%	7
8 Inventories - Food & Beverage	323,534	408,858	508,858	507,700	510,000	26.4%	24.5%	0.2%	0.5%	0.2%	8
9 Inventories - Merchandise	118,637	201,214	301,214	302,400	310,000	69.6%	49.7%	(0.4%)	2.5%	2.9%	9
10 Inventories - Warehouse	210,936	333,237	433,237	213,600	435,000	58.0%	30.0%	102.8%	103.7%	0.4%	10
11 Accrued Operating Revenue	203,454	156,637	231,637	204,100	235,000	(23.0%)	47.9%	13.5%	15.1%	1.5%	11
12 Accrued Investment Revenue	2,300	3,100	10,000	1,700	10,000	34.8%	222.6%	488.2%	488.2%	0.0%	12
13 Prepaid Expenses	115,163	55,411	165,163	133,300	170,000	(51.9%)	198.1%	23.9%	27.5%	2.9%	13
14 Prepaid New FY Deposits	2,497,811	1,201,833	2,500,000	2,503,200	2,500,000	(51.9%)	108.0%	(0.1%)	(0.1%)	0.0%	14
15											15
16 Total Current Assets	6,085,958	6,934,758	7,797,278	10,772,112	10,507,149	13.9%	12.4%	(27.6%)	(2.5%)	34.8%	16
17											17
CURRENT LIABILITIES											
19 Accounts Payable	767,970	984,198	700,000	841,000	750,000	28.2%	(28.9%)	(16.8%)	(10.8%)	7.1%	19
20 Accrued Supplies & Services	572,579	506,498	500,000	694,800	550,000	(11.5%)	(1.3%)	(28.0%)	(20.8%)	10.0%	20
21 Accrued Payroll	429,516	460,935	430,000	404,000	460,000	7.3%	(6.7%)	6.4%	13.9%	7.0%	21
22 Accrued Interest - LT Debt											22
23 LT Debt - Current	2,081,903	1,316,516	2,595,943	2,595,943	2,733,037	(36.8%)	97.2%	0.0%	5.3%	5.3%	23
24 Due Contingent Fund	166,000	230,000	230,000	166,000	230,000	38.6%	0.0%	38.6%	38.6%	0.0%	24
25 Unearned Operating Revenue	158,403	209,494	150,000	171,500	150,000	32.3%	(28.4%)	(12.5%)	(12.5%)	0.0%	25
26 Unearned Segregated Fee Revenue											26
27 Other Current Liabilities	2,833,974	2,694,196	2,300,000	2,710,900	2,375,000	(4.9%)	(14.6%)	(15.2%)	(12.4%)	3.3%	27
28											28
29 Total Current Liabilities	7,010,345	6,401,837	6,905,943	7,584,143	7,248,037	(8.7%)	7.9%	(8.9%)	(4.4%)	5.0%	29
30											30
31 Net Working Capital	(924,387)	532,921	891,335	3,187,969	3,259,112	(157.7%)	67.3%	(72.0%)	2.2%	265.6%	31
32											32
33											33
34											34
PROPERTY, PLANT & EQUIPMENT											
35 Equipment	\$12,317,837	\$12,776,247	13,942,390	13,257,186	14,061,990	3.7%	9.1%	5.2%	6.1%	0.9%	35
36 Less Accumulated Depreciation	9,017,103	9,886,375	10,755,647	11,426,347	11,624,919	9.6%	8.8%	(5.9%)	1.7%	8.1%	36
37											37
38 Equipment - Net	3,300,734	2,889,872	3,186,743	1,830,839	2,437,071	(12.4%)	10.3%	74.1%	33.1%	(23.5%)	38
39											39
40 Building	152,538,427	165,919,184	169,391,455	158,841,427	169,954,184	8.8%	2.1%	6.6%	7.0%	0.3%	40
41 Less Accumulated Depreciation	50,577,209	58,199,074	60,795,017	55,682,179	63,528,054	15.1%	4.5%	9.2%	14.1%	4.5%	41
42											42
43 Building - Net	101,961,218	107,720,109	108,596,437	103,159,248	106,426,130	5.6%	0.8%	5.3%	3.2%	(2.0%)	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	105,926,952	111,274,981	112,448,160	105,655,087	109,528,201	5.0%	1.1%	6.4%	3.7%	(2.6%)	47
48											48
49											49
OTHER ASSETS											
50	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	50
51											51
52 Total Other Assets	0	0	0	0	0	0.0%	0.0%	0.0%	0.0%	0.0%	52
53											53
54 Total Assets, Net of Current Liabilities	105,002,565	111,807,902	113,339,515	108,843,056	112,787,313	6.5%	1.4%	4.1%	3.6%	(0.5%)	54
55											55

THE WISCONSIN UNION (Fund 128)
 SCHEDULE B--BALANCE SHEET
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

01/19/18

	A	B	C	D	E	F	G	H	I	J
	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	15-16A	16-17A	17-18B	17-18B	17-18E
56										56
57 LT OBLIGATIONS/OTHER CREDITS										57
58 LT Debt - Elevators/Kitchen	717,816	563,960	560,407	560,407	379,689	(21.4%)	(0.6%)	0.0%	(32.2%)	(32.2%) 58
59 LT Debt - UBP	99,167,222	106,057,465	102,720,885	96,822,984	100,696,295	6.9%	(3.1%)	6.1%	4.0%	(2.0%) 59
60 Deferred R/M - Equip 1711	(4,044)	0	0	(4,044)	0	(100.0%)	#DIV/0!	(100.0%)	(100.0%)	#DIV/0! 60
61 Union Building Project	(4,836,988)	(4,899,070)	(3,677,719)	(1,486,713)	(2,243,553)	1.3%	(24.9%)	147.4%	50.9%	(39.0%) 61
62										62
63 Total LT Obligations/Other Credits	95,044,006	101,722,355	99,603,573	95,892,634	98,832,431	7.0%	(2.1%)	3.9%	3.1%	(0.8%) 63
64										64
65 EQUITY										65
66 Committed Oper & Equity										66
67 Equip, Bldg & Land	12,658,304	9,256,169	9,166,888	8,271,696	8,452,216	(26.9%)	(1.0%)	10.8%	2.2%	(7.8%) 67
68 Hooper Capital Equipment	227,606	169,464	169,464	228,810	169,464	(25.5%)	0.0%	(25.9%)	(25.9%)	0.0% 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	1,206,646	1,308,207	1,308,207	0.0%	0.0%	(7.8%)	0.0%	8.4% 70
71 Building Additions	20,000	20,000	1,052,000	2,303,000	35,000	0.0%	5,160.0%	(54.3%)	(98.5%)	0.0% 71
72 Equipment Additions	500,000	500,000	1,166,143	464,000	119,600	0.0%	133.2%	151.3%	(74.2%)	(89.7%) 72
73 Union Building Project	(6,698,399)	(4,899,070)	(3,677,719)	(1,486,713)	(2,243,553)	(26.9%)	(24.9%)			
74										74
75 Total Committed Equity	8,134,090	6,473,142	9,333,859	11,339,437	8,091,372	(20.4%)	44.2%	(17.7%)	(28.6%)	(13.3%) 75
76										76
77 Uncommitted Op. Equity	1,970,061	3,485,412	4,531,899	1,646,063	5,864,672	76.9%	30.0%	175.3%	256.3%	29.4% 77
78										78
79 Net Income (Loss)	(145,598)	126,992	(129,816)	(35,079)	(1,162)	(187.2%)	(202.2%)	270.1%	(96.7%)	(99.1%) 79
80										80
81 Total Equity	9,958,553	10,085,547	13,735,942	12,950,421	13,954,881	1.3%	36.2%	6.1%	7.8%	1.6% 81
82										82
83 Total LT Credits & Equity	105,002,565	111,807,902	113,339,515	108,843,056	112,787,313	6.5%	1.4%	4.1%	3.6%	(0.5%) 83

THE WISCONSIN UNION (Fund 128)
 SCHEDULE B.2--SOLVENCY SUMMARY
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

01/19/18

	A	B	C	D	E	F	G	H	I	J	
	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	15-16A	16-17A	17-18B	17-18B	17-18E	
RESOURCES AVAILABLE	(*)										
1 Cash	\$8,396,617	\$8,511,264	\$5,869,793	\$6,753,525	\$7,105,702	1.4%	(31.0%)	(13.1%)	5.2%	21.1%	1
2 Cash - Union Building Project	(6,698,400)	(4,899,070)	(3,677,719)	(1,486,713)	(2,243,553)						2
3 Other Current Assets	4,387,741	3,322,564	5,605,204	5,505,300	5,645,000	(24.3%)	68.7%	1.8%	2.5%	0.7%	3
4											4
5 Total Current Assets	6,085,958	6,934,758	7,797,278	10,772,112	10,507,149	13.9%	12.4%	(27.6%)	(2.5%)	34.8%	5
6 Total Current Liabilities	7,010,345	6,401,837	6,905,943	7,584,143	7,248,037	(8.7%)	7.9%	(8.9%)	(4.4%)	5.0%	6
7											7
8 Total Resources Available	(924,387)	532,921	891,335	3,187,969	3,259,112	(157.7%)	67.3%	(72.0%)	2.2%	265.6%	8
9											9
RESOURCES REQUIRED											10
11 Def R/M - Equipment	(4,044)	0	0	(4,044)	0	(100.0%)	#DIV/0!	(100.0%)	(100.0%)	#DIV/0!	11
12 Def R/M - Buildings	1,861,411	407,141	989,000	0	981,000	(78.1%)	142.9%	#DIV/0!	#DIV/0!	(0.8%)	12
13 Union Building Project	(6,698,399)	(4,899,070)	(3,677,719)	(1,486,713)	(2,243,553)	(26.9%)	(24.9%)				13
14 Debt Service Contingency	219,933	219,933	250,437	250,437	250,437	0.0%	13.9%	0.0%	0.0%	0.0%	14
15 Hooper Capital Equipment	227,606	169,464	169,464	228,810	169,464	(25.5%)	0.0%	(25.9%)	(25.9%)	0.0%	15
16 Operating Contingency	979,040	1,206,646	1,206,646	1,308,207	1,308,207	23.2%	0.0%	(7.8%)	0.0%	8.4%	16
17 Building Additions	20,000	20,000	1,052,000	2,303,000	35,000	0.0%	5,160.0%	(54.3%)	(98.5%)	(96.7%)	17
18 Equipment Additions	500,000	500,000	1,166,143	464,000	119,600	0.0%	133.2%	151.3%	(74.2%)	(89.7%)	18
19											19
20 Total Resources Required	(2,894,453)	(2,375,886)	1,155,971	3,063,697	620,155	(17.9%)	(148.7%)	(62.3%)	(79.8%)	(46.4%)	20
21											21
22 Net Excess (Deficiency)	1,970,066	2,908,807	(264,636)	124,272	2,638,957	47.7%	(109.1%)	(312.9%)	2,023.5%	(1,097.2%)	22

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

THE WISCONSIN UNION (Fund 128)
 SCHEDULE C--INCOME STATEMENT
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

01/19/18

	A	B	C	D	E	F	G	H	I	J	
	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	15-16A	16-17A	17-18B	17-18B	17-18E	
REVENUE											
1 Direct Operating Revenue											1
2 Restaurants	\$8,660,369	\$9,874,166	\$12,017,638	\$12,778,802	\$12,960,239	14.0%	21.7%	(6.0%)	1.4%	7.8%	2
3 Markets & Cafes	6,996,780	7,568,118	8,530,123	9,566,947	9,179,872	8.2%	12.7%	(10.8%)	(4.0%)	7.6%	3
4 WU Catering	3,848,663	4,122,154	5,097,828	5,224,700	5,329,000	7.1%	23.7%	(2.4%)	2.0%	4.5%	4
5 Conf Center Catering	1,104,401	1,155,751	1,277,849	1,190,735	1,333,102	4.6%	10.6%	7.3%	12.0%	4.3%	5
6 Retail & Recreation	2,077,678	2,171,776	2,203,644	2,346,968	2,447,460	4.5%	1.5%	(6.1%)	4.3%	11.1%	6
7 Programs	2,875,661	2,595,440	2,472,803	2,869,786	2,948,872	(9.7%)	(4.7%)	(13.8%)	2.8%	19.3%	7
8											8
9 Total Op Revenue	25,563,552	27,487,405	31,599,885	33,977,938	34,198,545	7.5%	15.0%	7.5%	0.6%	(100.0%)	9
10											10
11 Indirect Revenue											11
12 Commissions	391,793	406,241	411,349	427,881	415,412	3.7%	1.3%	(3.9%)	(2.9%)	1.0%	12
13 Rentals	458,726	521,206	562,668	668,009	755,622	13.6%	8.0%	(15.8%)	13.1%	34.3%	13
14 Service Revenue	1,004,835	924,088	1,105,559	1,190,763	1,170,641	(8.0%)	19.6%	(7.2%)	(1.7%)	5.9%	14
15 Reimbursements	69,895	147,812	80,000	120,000	120,000	111.5%	(45.9%)	(33.3%)	0.0%	50.0%	15
16											16
17 Total Indirect Revenue	1,925,249	1,999,347	2,159,576	2,406,653	2,461,675	3.8%	8.0%	11.4%	2.3%	(100.0%)	17
18											18
19 Net Operating Revenue	27,488,801	29,486,752	33,759,461	36,384,591	36,660,220	7.3%	14.5%	(7.2%)	0.8%	8.6%	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	10,600,968	10,618,575	10,737,590	10,613,341	11,102,215	0.2%	1.1%	1.2%	4.6%	3.4%	22
23 Seg Fees-Union Building Projec	7,417,394	7,425,528	7,495,698	7,416,612	7,569,262	0.1%	0.9%	1.1%	2.1%	1.0%	23
24 Campus Vending	354,102	366,129	368,000	337,401	377,280	3.4%	0.5%	9.1%	11.8%	2.5%	24
25 Membership	87,429	90,893	107,999	112,860	136,875	4.0%	18.8%	(4.3%)	21.3%	26.7%	25
26 Investment Revenue	30,749	64,268	68,300	38,700	101,900	109.0%	6.3%	76.5%	163.3%	49.2%	26
27 Interest Revenue-Union Bldg Pl	863		34,090	19,400	50,900	(100.0%)	0.0%	75.7%	162.4%	49.3%	27
28 Miscellaneous	27,104	118,818	276,794	178,500	217,500	338.4%	133.0%	55.1%	21.8%	(21.4%)	28
29											29
30 Total Other Revenue	18,518,609	18,684,211	19,088,471	18,716,814	19,555,932	0.9%	2.2%	(1.9%)	4.5%	(100.0%)	30
31											31
32 Total Revenue	46,007,410	48,170,963	52,847,932	55,101,405	56,216,152	4.7%	9.7%	(4.1%)	2.0%	6.4%	32
33											33
34 EXPENSES											34
35 Cost of Goods Sold											35
36 Food	8,960,296	9,525,594	11,165,986	11,850,618	11,849,210	6.3%	17.2%	(5.8%)	(0.0%)	6.1%	36
37 Retail Merchandise	81,714	87,125	95,614	99,700	96,032	6.6%	9.7%	(4.1%)	(3.7%)	0.4%	37
38											38
39 Total Cost of Goods Sold	9,042,010	9,612,719	11,261,600	11,950,318	11,945,242	6.3%	17.2%	(5.8%)	(0.0%)	6.1%	39
40											40
41 Direct Op Expenses											41
42 Salaries, Wages, Fringes	7,708,464	8,609,570	9,816,670	10,101,658	10,441,875	11.7%	14.0%	(2.8%)	3.4%	6.4%	42
43 Supplies & Services	4,575,537	4,578,551	4,462,907	4,895,027	4,922,965	0.1%	(2.5%)	(8.8%)	0.6%	10.3%	43
44 Depreciation - Equipment	301,810	227,597	205,942	214,204	193,189	(24.6%)	(9.5%)	(3.9%)	(9.8%)	(6.2%)	44
45											45
46 Total Direct Op Expenses	12,585,811	13,415,718	14,485,519	15,210,889	15,558,029	6.6%	8.0%	(4.8%)	2.3%	7.4%	46
47											47
48 Support Services											48
49 Salaries, Wages, Fringes	3,388,913	3,550,798	3,895,950	3,889,135	4,115,924	4.8%	9.7%	0.2%	5.8%	5.6%	49
50 Supplies & Services	923,452	1,070,893	1,260,463	1,270,771	1,345,275	16.0%	17.7%	(0.8%)	5.9%	6.7%	50
51 Depreciation - Equipment	118,019	102,716	62,957	76,017	39,039	(13.0%)	(38.7%)	(17.2%)	(48.6%)	(38.0%)	51
52											52
53 Total Support Services	4,430,384	4,724,407	5,219,370	5,235,923	5,500,238	6.6%	10.5%	(0.3%)	5.0%	5.4%	53
54											54
55 Facilities Expenses											55
56 Salaries, Wages, Fringes	\$4,742,172	\$5,037,287	\$5,714,040	\$5,976,898	\$5,908,939	6.2%	13.4%	(4.4%)	(1.1%)	3.4%	56
57 Supplies & Services	1,094,967	1,263,063	1,671,956	1,563,966	1,567,489	15.4%	32.4%	6.9%	0.2%	(6.2%)	57
58 Depreciation - Equipment	553,846	497,057	500,763	476,023	450,805	(10.3%)	0.7%	5.2%	(5.3%)	(10.0%)	58
59											59
60 Total Facilities Expenses	6,390,985	6,797,407	7,886,759	8,016,887	7,927,233	6.4%	16.0%	(1.6%)	(1.1%)	0.5%	60

THE WISCONSIN UNION (Fund 128)
 SCHEDULE C--INCOME STATEMENT
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

01/19/18

	A	B	C	D	E	F	G	H	I	J
	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	15-16A	16-17A	17-18B	17-18B	17-18E
61										
62 Program Expenses										
63 Salaries, Wages, Fringes	889,360	996,726	1,108,285	1,124,080	1,136,157	12.1%	11.2%	(1.4%)	1.1%	2.5%
64 Supplies & Services	719,550	796,411	794,603	870,232	833,084	10.7%	(0.2%)	(8.7%)	(4.3%)	4.8%
65 Depreciation - Equipment	19,381	19,114	16,540	16,698	10,360					(37.4%)
66										
67 Total Program Expenses	1,628,291	1,812,251	1,919,428	2,011,010	1,979,601	11.3%	5.9%	(4.6%)	(1.6%)	3.1%
68										
69 Depreciation & Major Repairs/Maintenance										
70 Major Repairs/Maint - Equip										
71 Major Repairs/Maint - Bldg	724,699	407,141	989,000	1,045,000	981,000	(43.8%)	142.9%	(5.4%)	(6.1%)	(0.8%)
72 Depreciation - Bldg	1,581,542	1,755,910	1,221,348	1,089,097	1,411,260	11.0%	(30.4%)	12.1%	29.6%	15.5%
73 Union Building Project	894,700	320,005	173,979	251,486	237,198	(64.2%)	(45.6%)	(30.8%)	(5.7%)	36.3%
74										
75 Total Depr & Major Repairs/Mi	3,200,941	2,483,056	2,384,327	2,385,583	2,629,458	(22.4%)	(4.0%)	(0.1%)	10.2%	10.3%
76										
77 Utilities, Taxes & Insurance										
78 Unemployment Compensation	5,635	9,574	9,766	14,496	9,960	69.9%	2.0%	(32.6%)	(31.3%)	2.0%
79 Worker's Compensation	106,127	104,649	106,720	84,600	108,900	(1.4%)	2.0%	26.1%	28.7%	2.0%
80 Telephone	74,533	76,220	78,192	78,192	79,752	2.3%	2.6%	0.0%	2.0%	2.0%
81 Insurance - Property	186,077	212,531	219,732	219,732	219,732	14.2%	3.4%	0.0%	0.0%	0.0%
82 Heating/Cooling	60,292	66,521	135,417	135,408	135,408	10.3%	103.6%	0.0%	0.0%	(0.0%)
83 Electricity	150,328	161,698	165,361	165,361	165,360	7.6%	2.3%	0.0%	(0.0%)	(0.0%)
84 Water & Sewer	23,333	19,432	30,750	30,750	30,750	(16.7%)	58.2%	0.0%	0.0%	0.0%
85 Trash Removal	58,189	61,552	84,878	85,424	86,580	5.8%	37.9%	(0.6%)	1.4%	2.0%
86										
87 Total Utilities, Taxes & Insur	664,514	712,177	830,816	813,963	836,442	7.2%	16.7%	2.1%	2.8%	0.7%
88										
89 State/UW Assessments										
90 Municipal Services	92,977	96,694				4.0%	(100.0%)	0.0%	0.0%	0.0%
91 Utility Assessments	232,672	182,409	188,613	188,615	190,748	(21.6%)	3.4%	(0.0%)	1.1%	1.1%
92 UW Assessments	1,440,316	1,309,273	1,488,758	1,717,476	1,804,269	(9.1%)	13.7%	(13.3%)	5.1%	21.2%
93										
94 Total State/UW Assessments	1,765,965	1,588,376	1,677,371	1,906,091	1,995,017	(10.1%)	5.6%	(12.0%)	4.7%	18.9%
95										
96 Other Expenses										
97 Debt Svc - Hotel/Building	554,652	554,650	554,650	554,650	554,650	(0.0%)	0.0%	0.0%	0.0%	0.0%
98 Debt Svc - UBP	5,499,886	5,932,141	6,350,394	6,410,276	6,375,068	7.9%	7.1%	(0.9%)	(0.5%)	0.4%
99 Misc - SWF, S&S	319,674	263,257	327,514	520,894	796,336	(17.6%)	24.4%	(37.1%)	52.9%	143.1%
100 Reimbursements	69,895	147,812	80,000	120,000	120,000	111.5%	(45.9%)	(33.3%)	0.0%	50.0%
101										
102 Total Other Expenses	6,444,107	6,897,860	7,312,558	7,605,820	7,846,054	7.0%	6.0%	(3.9%)	3.2%	7.3%
103										
104 Total Expenses	46,153,008	48,043,971	52,977,748	55,136,484	56,217,314	4.1%	10.3%	(3.9%)	2.0%	6.1%
105										
106 Net Income (Loss)	(145,598)	126,992	(129,816)	(35,079)	(1,162)	(187.2%)	(202.2%)	270.1%	(96.7%)	(99.1%)

THE WISCONSIN UNION (Fund 128)
 SCHEDULE M-INCOME STATEMENT (PM)
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

01/19/18

	A	B	C	D	E	F	G	H	I	J	
	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	15-16A	16-17A	17-18B	17-18B	17-18E	
REVENUE											
1 Performance Margins											1
2 Restaurants	\$1,992,365	\$1,851,507	\$2,414,439	\$2,772,125	\$2,715,236	(7.1%)	30.4%	(12.9%)	(2.1%)	12.5%	2
3 Markets & Cafes	830,073	906,269	1,576,558	1,942,530	1,887,411	9.2%	74.0%	(18.8%)	(2.8%)	19.7%	3
4 WU Catering	326,520	734,395	905,569	879,341	875,871	124.9%	23.3%	3.0%	(0.4%)	(3.3%)	4
5 Conf Center Catering	135,610	141,934	156,937	146,168	163,711	4.7%	10.6%	7.4%	12.0%	4.3%	5
6 Retail & Recreation	1,148,734	1,204,300	1,167,665	1,263,508	1,346,572	4.8%	(3.0%)	(7.6%)	6.6%	15.3%	6
7 Programs	(497,571)	(379,437)	(368,400)	(186,940)	(293,527)	(23.7%)	(2.9%)	97.1%	57.0%	(20.3%)	7
8											8
9 Total Op Revenue	3,935,731	4,458,968	5,852,768	6,816,732	6,695,274	13.3%	31.3%	(14.1%)	(1.8%)	14.4%	9
10											10
11 Indirect Revenue											11
12 Commissions	391,793	406,241	411,349	427,881	415,412	3.7%	1.3%	(3.9%)	(2.9%)	1.0%	12
13 Rentals	458,726	521,206	562,668	668,009	755,622	13.6%	8.0%	(15.8%)	13.1%	34.3%	13
14 Service Revenue	1,004,835	924,088	1,105,559	1,190,763	1,170,641	(8.0%)	19.6%	(7.2%)	(1.7%)	5.9%	14
15 Reimbursements	69,895	147,812	80,000	120,000	120,000	111.5%	(45.9%)	(33.3%)	0.0%	50.0%	15
16											16
17 Total Indirect Revenue	1,925,249	1,999,347	2,159,576	2,406,653	2,461,675	3.8%	8.0%	(10.3%)	2.3%	14.0%	17
18											18
19 Net Operating Revenue	5,860,980	6,458,315	8,012,344	9,223,385	9,156,949	10.2%	24.1%	(13.1%)	(0.7%)	14.3%	19
20											20
21 Other Revenue											21
22 Student Segregated Fees	10,600,968	10,618,575	10,737,590	10,613,341	11,102,215	0.2%	1.1%	1.2%	4.6%	3.4%	22
23 Seg Fees-Union Building Projec	7,417,394	7,425,528	7,495,698	7,416,612	7,569,262	0.1%	0.9%	1.1%	2.1%	1.0%	23
24 Campus Vending	354,102	366,129	368,000	337,401	377,280	3.4%	0.5%	9.1%	11.8%	2.5%	24
25 Membership	87,429	90,893	107,999	112,860	136,875	4.0%	18.8%	(4.3%)	21.3%	26.7%	25
26 Investment Revenue	30,749	64,268	68,300	38,700	101,900	109.0%	6.3%	76.5%	163.3%	49.2%	26
27 Interest Revenue-Union Bldg Pr	863	0	34,090	19,400	50,900	(100.0%)	#DIV/0!	75.7%	162.4%	49.3%	27
28 Miscellaneous	27,104	118,818	276,794	178,500	217,500	338.4%	133.0%	55.1%	21.8%	(21.4%)	28
29											29
30 Total Other Revenue	18,518,609	18,684,211	19,088,471	18,716,814	19,555,932	0.9%	2.2%	2.0%	4.5%	2.4%	30
31											31
32 Gross Margin	24,379,589	25,142,526	27,100,815	27,940,199	28,712,881	3.1%	7.8%	(3.0%)	2.8%	5.9%	32
33											33
EXPENSES											
34 Support Services											34
35											35
36 Salaries, Wages, Fringes	3,388,913	3,550,798	3,895,950	3,889,135	4,115,924	4.8%	9.7%	0.2%	5.8%	5.6%	36
37 Supplies & Services	923,452	1,070,893	1,260,463	1,270,771	1,345,275	16.0%	17.7%	(0.8%)	5.9%	6.7%	37
38 Depreciation - Equipment	118,019	102,716	62,957	76,017	39,039	(13.0%)	(38.7%)	(17.2%)	(48.6%)	(38.0%)	38
39											39
40 Total Support Services	4,430,384	4,724,407	5,219,370	5,235,923	5,500,238	6.6%	10.5%	(0.3%)	5.0%	5.4%	40
41											41
42 Facilities Expenses											42
43 Salaries, Wages, Fringes	\$4,742,172	\$5,037,287	\$5,714,040	\$5,976,898	\$5,908,939	6.2%	13.4%	(4.4%)	(1.1%)	3.4%	43
44 Supplies & Services	1,094,967	1,263,063	1,671,956	1,563,966	1,567,489	15.4%	32.4%	6.9%	0.2%	(6.2%)	44
45 Depreciation - Equipment	553,846	497,057	500,763	476,023	450,805	(10.3%)	0.7%	5.2%	(5.3%)	(10.0%)	45
46											46
47 Total Facilities Expenses	6,390,985	6,797,407	7,886,759	8,016,887	7,927,233	6.4%	16.0%	(1.6%)	(1.1%)	0.5%	47

THE WISCONSIN UNION (Fund 128)
 SCHEDULE M--INCOME STATEMENT (PM)
 2018-19 ANNUAL BUDGET
 FOR YEAR ENDED JUNE 30, 2019

01/19/18

	A	B	C	D	E	F	G	H	I	J	
	15-16	16-17	17-18	17-18	18-19	16-17A	17-18E	17-18E	18-19B	18-19B	
	ACTUAL	ACTUAL	EST/ACT	BUDGET	BUDGET	15-16A	16-17A	17-18B	17-18B	17-18E	
48											48
49 Program Expenses											49
50 Salaries, Wages, Fringes	889,360	996,726	1,108,285	1,124,080	1,136,157	12.1%	11.2%	(1.4%)	1.1%	2.5%	50
51 Supplies & Services	719,550	796,411	794,603	870,232	833,084	10.7%	(0.2%)	(8.7%)	(4.3%)	4.8%	51
52 Depreciation - Equipment	19,381	19,114	16,540	16,698	10,360					(37.4%)	52
53											53
54 Total Program Expenses	1,628,291	1,812,251	1,919,428	2,011,010	1,979,601	11.3%	5.9%	(4.6%)	(1.6%)	3.1%	54
55											55
56 Depreciation & Major Repairs/Maintenance											56
57 Major Repairs/Maint - Equip											57
58 Major Repairs/Maint - Bldg	724,699	407,141	989,000	1,045,000	981,000	(43.8%)	142.9%	(5.4%)	(6.1%)	(0.8%)	58
59 Depreciation - Bldg	1,581,542	1,755,910	1,221,348	1,089,097	1,411,260	11.0%	(30.4%)	12.1%	29.6%	15.5%	59
60 Union Building Project	894,700	320,005	173,979	251,486	237,198	(64.2%)	(45.6%)	(30.8%)	(5.7%)	36.3%	60
61											61
62 Total Depr & Major Repairs/Ma	3,200,941	2,483,056	2,384,327	2,385,583	2,629,458	(22.4%)	(4.0%)	(0.1%)	10.2%	10.3%	62
63											63
64 Utilities, Taxes & Insurance											64
65 Unemployment Compensation	5,635	9,574	9,766	14,496	9,960	69.9%	2.0%	(32.6%)	(31.3%)	2.0%	65
66 Worker's Compensation	106,127	104,649	106,720	84,600	108,900	(1.4%)	2.0%	26.1%	28.7%	2.0%	66
67 Telephone	74,533	76,220	78,192	78,192	79,752	2.3%	2.6%	0.0%	2.0%	2.0%	67
68 Insurance - Property	186,077	212,531	219,732	219,732	219,732	14.2%	3.4%	0.0%	0.0%	0.0%	68
69 Heating/Cooling	60,292	66,521	135,417	135,408	135,408	10.3%	103.6%	0.0%	0.0%	(0.0%)	69
70 Electricity	150,328	161,698	165,361	165,361	165,360	7.6%	2.3%	0.0%	(0.0%)	(0.0%)	70
71 Water & Sewer	23,333	19,432	30,750	30,750	30,750	(16.7%)	58.2%	0.0%	0.0%	0.0%	71
72 Trash Removal	58,189	61,552	84,878	85,424	86,580	5.8%	37.9%	(0.6%)	1.4%	2.0%	72
73											73
74 Total Utilities, Taxes & Insuran	664,514	712,177	830,816	813,963	836,442	7.2%	16.7%	2.1%	2.8%	0.7%	74
75											75
76 State/UW Assessments											76
77 Municipal Services	92,977	96,694	0	0	0	4.0%	(100.0%)	#DIV/0!	#DIV/0!	#DIV/0!	77
78 Utility Assessments	232,672	182,409	188,613	188,615	190,748	(21.6%)	3.4%	(0.0%)	1.1%	1.1%	78
79 UW Assessments	1,440,316	1,309,273	1,488,758	1,717,476	1,804,269	(9.1%)	13.7%	(13.3%)	5.1%	21.2%	79
80											80
81 Total State/UW Assessments	1,765,965	1,588,376	1,677,371	1,906,091	1,995,017	(10.1%)	5.6%	(12.0%)	4.7%	18.9%	81
82											82
83 Other Expenses											83
84 Debt Svc - Hotel/Building	554,652	554,650	554,650	554,650	554,650	(0.0%)	0.0%	0.0%	0.0%	0.0%	84
85 Debt Svc - UBP	5,499,886	5,932,141	6,350,394	6,410,276	6,375,068	7.9%	7.1%	(0.9%)	(0.5%)	0.4%	85
86 Misc - SWF, S&S	319,674	263,257	327,514	520,894	796,336	(17.6%)	24.4%	(37.1%)	52.9%	143.1%	86
87 Reimbursements	69,895	147,812	80,000	120,000	120,000	111.5%	(45.9%)	(33.3%)	0.0%	50.0%	87
88											88
89 Total Other Expenses	6,444,107	6,897,860	7,312,558	7,605,820	7,846,054	7.0%	6.0%	(3.9%)	3.2%	7.3%	89
90											90
91 Total Expenses	24,525,187	25,015,534	27,230,629	27,975,277	28,714,043	2.0%	8.9%	(2.7%)	2.6%	5.4%	91
92											92
93 Net Income (Loss)	(145,598)	126,992	(129,814)	(35,078)	(1,162)	(187.2%)	(202.2%)	270.1%	(96.7%)	(99.1%)	93



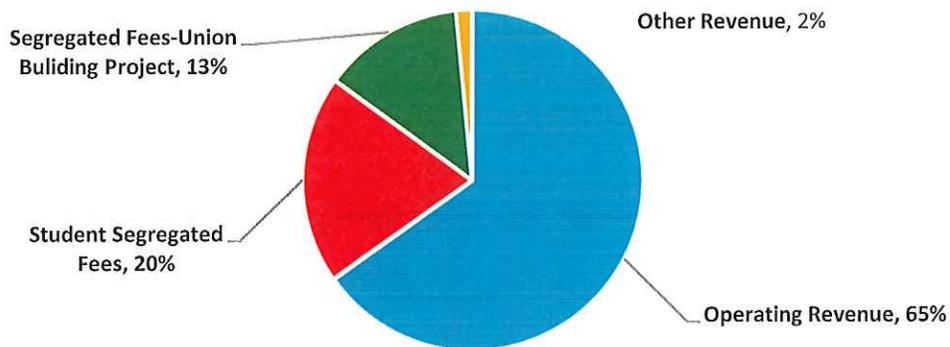
Wisconsin Union
Experiences for a lifetime

Wisconsin Union
2018-19 Budget Proposal

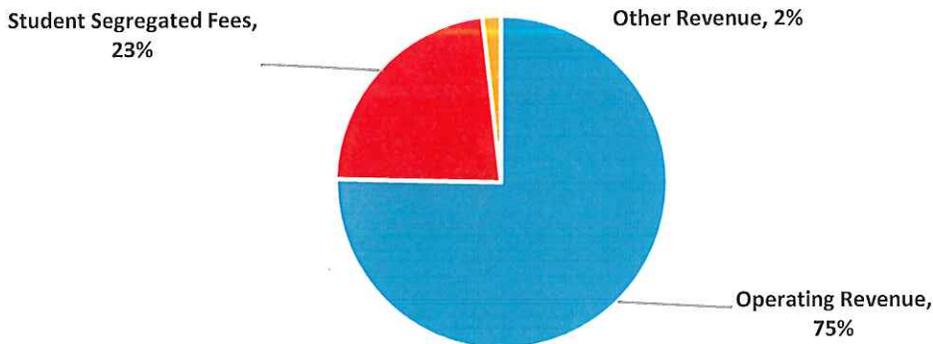
I. Sources and Uses of Wisconsin Union Funds

The Union's proposed 2018-19 operating budget of \$56.2 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. The following two graphs illustrate where the funds come from as well as how they are used. As noted below, these figures include \$7.57 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.

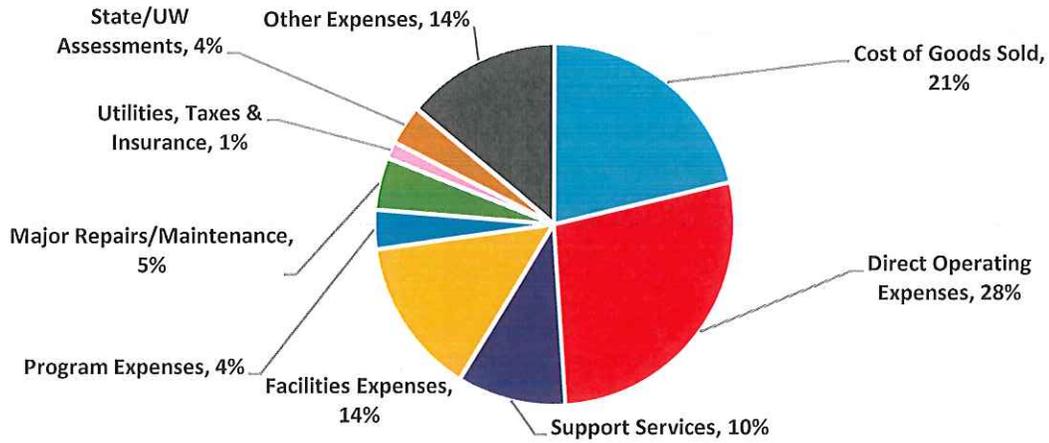
WISCONSIN UNION
2018-19 SOURCES OF FUNDS



WISCONSIN UNION
2018-19 SOURCES OF FUNDS - *excluding building project fee*



WISCONSIN UNION 2018-19 USES OF FUNDS



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

II. 2017-2018 Estimated Actual

Overall, a deficit was originally budgeted for '17-18 due to projected impact of the ongoing renovation project at Memorial Union. It was anticipated that the project would impact the bottom line because floors two through four were not expected to reopen until late 2017, resulting in conference rental (and related catering revenue) being down significantly, especially due to the continued loss of large spaces like Great Hall and Tripp Commons.

A deficit (net loss) of -\$129,816 is projected for fiscal year 2017-18. This unfavorable increase in projected loss is due primarily to the delays in the reopening of the Memorial Union floors two through four combined with the delay in opening the Terrace BBQ stand. An inability to recruit and hire enough employees resulted in a delay in opening the new Terrace service points. Additionally, significant problems with the new sewer system at Memorial Union resulted in the closure of dining and retail units on the first floor (Badger Market was closed a total of 23 days in October). Finally, building traffic at Union South declined as Memorial Union reopened, resulting in the loss of revenue in the South food units.

III. Proposed Budget for 2018-19 – Assumptions & Significant Factors

The 2018-2019 budget reflects the following assumptions:

- The new and expanded Terrace Stage will continue to feature integrated sound and lights and host two evenings of free films and bands/live music four nights a week. The level of programming that was expanded in fiscal year 2018 will also continue to include daytime programming and integrate with Alumni Park.
- Additionally, expanded Terrace programming will continue to include arts activities, free board games, morning yoga classes and a concierge service to help patrons navigate Union facilities and services.
- With the completion of Alumni Park in the fall of 2017, the fully accessible Terrace now integrates with Alumni Park.

- The redesigned floors one through four at Memorial Union provide spectacular views and access to Lake Mendota and Alumni Park. Additionally, the number of restrooms has doubled including the addition of one more unisex restroom.
- New dining units that opened in January 2017 will continue to grow. They include Peets Coffee & Tea directly off the main entrance, with views and access to Alumni Park as well as Badger Market, a fresh salad and sandwich concept named *Carte*, Italian street food 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.
- A continued active membership sales program including at least four Union member events.
- Re-build traffic at Union South: A study will be conducted in the spring to gather data on why traffic, especially during the morning and lunch hours, has declined.

A very minor deficit (net loss) of -\$1,162 is anticipated for the 2018-19 budget year. This budget reflects the impact of an anticipated increase in the average student wage rate, the impact of a 4% (split 2%/2%) overall wage adjustment for permanent staff and the impact of the reallocation of a portion of lake safety costs to the Union from UWPD.

- Operating Revenue:
 - Budget assumes continued strong traffic flow resulting in strong dining & retail service revenue at Memorial Union, due to enticing new dining concepts
 - Steady and improving traffic at Union South as well as continued strong performance on the newly renovated Union Terrace is also expected.
 - Budget includes modest beer price increases where applicable.
 - Catering revenues are expected to be strong now that floors two through four will be fully open for the first time in several years. Additionally, strong projected out-of-building catering revenues combined with increased catering opportunities anticipated for Alumni Park/One Alumni Place are expected to further boost catering revenues.
 - Conference rental revenue is expected to improve now that the 2nd, 3rd and 4th floor MU renovations are complete.
 - Continued strong customer counts combined with the reopening of the Memorial Union guest rooms help to maintain strong Hotel revenue projections in fiscal year 2018-19.
- 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 3% of the salary line has been set aside for wage adjustments in July 2018 (2%) and again in January 2019 (2%). In addition, a reserve for possible future merit and/or equity adjustments is also included. .
- Salary/Wage/Fringe: 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, as well as an additional \$0.50/hour increase for permanent staff earning below \$15/ hour.
- Student wages budgeted for FY19 include funding to increase the average student wage rate. A survey of student employees is currently underway and will guide decision-making.

- The FY19 budget includes approximately \$2 million in State and UW assessments for common systems and institutional support costs. Assessments have grown considerably over the past several years. By comparison, total assessments in FY9 were \$788,400.
- Equipment Additions/Major Repairs/Maintenance/Building Additions include:
 - MU Card access doors not installed as part of the renovation project
 - Renovation of Ingraham Deli
 - Refreshes of the Ginger Root and Urban Slice dining units at Union South
 - Chair replacement in the Sun Garden at Union South
 - Carpet replacement for the second floor and Hotel hallway of Union South
 - Surface replacement in the US loading dock
 - Plinth step caulk replacement at Memorial Union
 - 40 gallon tilt braising pan for MU Kitchen
 - Motorized scissors lift for Memorial Union
 - AV upgrades for the Sett Pub at Union South
 - A new Tight Rope server (to support digital signage).
 - Warehouse remodel to provide Union Art storage space
 - \$249,627 Wisconsin Union contribution to the Building Project in FY19
- Salaries, wages and fringes are increased \$967K in the FY19 budget versus FY18 to fund the 3% permanent staff wage adjustment as well as fringe benefit increases per campus guidelines. An additional \$262,681 is included in the budget to fund an increase in the average student wage rate. The FY18 Misc SWF budget includes a \$230,500 staff vacancy turnover assumption.
- Misc. Services budget continues to include funding to employ a part-time Project Coordinator to manage the final unresolved issues of the Memorial Union renovation project as well as funding for expanded access to the theater box office for students purchasing VanGalder Bus tickets.
- Wisconsin Union continues to support student leadership and programming through the Wisconsin Union Directorate. The FY19 budget reflects a \$37K (-4.4%) decrease of support the Wisconsin Union Directorate programming because accumulated gift funds donated to WUD will be used, on a one-time basis, to fund some of the WUD programming in FY19.

IV. Segregated Fees

The FY19 budget includes a request to increase student segregated fees by 2.4%, resulting in a projected \$3.30 per student per semester increase (\$259,247 total segregated fee revenue increase due to proposed rate change). This will be used to fund a portion (27%) of the permanent staff wage increase.

V. Summary & Outlook

The outlook for 2018-19 is very positive now that the building project is complete at Memorial Union.

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 FY19 budget represents the Union's continuing commitment to its student-staff partnership that is represented through Union Council, the Wisconsin Union Directorate, the Hooper Outdoor Clubs, and the role students have played throughout the entirety of the planning for the Union Building Project.

Thank you.

Wisconsin Union 2017-2018
December 13th, 2017: Meeting Agenda
Council Room, Memorial Union (4th Floor)

Present: Nick Munce, Liz Preston, George Cutlip, Susan Dibbell, Omar Jandal, Sydney Weiser, Chris Verhaeghe, Heidi Lang, Dan Grabois, Forrest Koslowski, Courney Medick, Mark Guthier, Iffat Bhuyian, Katrina Morrison

Guests: Paul Marik, Lori DeMeuse, Shauna Breneman, Mary Russell, Austin Anderson

Absent: Lori Berquam, Samuel Park, Max Goldfarb

6:00 pm Iffat called the meeting to order.

WUD Committees

Paul Marik provided updates on Hooper Ski and Snowboard. He said that around 600 people have signed up as members and they are excited for their spring trip to Jackson Hole. He explained that there are 25 members on the executive board and three teams.

Susan asked how the resale event compared to last year and Paul explained that the resale event was comparable to last year, though it was difficult due to the warm weather. They made around \$270,000 and that the Jackson Hole trip will be around \$120,000 in addition to weekly trips.

Iffat asked how many members are sent on trips and Paul responded that about 120 go on the winter break trip. He added that for their weekly, local expeditions they have a few eight-person vans that typically fill up.

Minutes

Forrest moved to approve the November minutes. Chris seconded with the amendment that he was not present. All approved and the motion passed as amended.

Wisconsin Union Directorate Budget

Nick walked through the budget for WUD, noting a \$2,000 increase, which is the same as a 0.0025 increase.

He highlighted that there was an increase in the Art Committee's budget due to Program and Leadership encouraging compensation for artists.

Susan asked how the Publications Committee requested increase would relate to the study that will be conducted. Nick explained that there are three journals that need money to print, and there is one journal that has lost its support from its political

science affiliation and there is one more journal that had not been funded in the past but is now requesting to have funding. Nick added that that is one of the concepts being addressed in the study: how to control the size of the committee. He clarified that he granted them one fifth of their request due to the study being conducted.

It was asked whether the Alternative Breaks' budget reduction would be temporary. Iffat said that there was a special and education events budget items, but they decided to combine the two budgets and take out \$1,000 after the merge. She explained that the extra money was not being utilized which is why they decided to remove it, and the restructuring will entail having the educational events on campus and have them be more applicable to students.

It was asked how the Art Committee decided on the compensation rate for artists appearing in galleries. Nick explained that Fran, the director, contacted eight local galleries and inquired what they paid for artists and ultimately decided that \$500 per show for 16 shows was adequate.

George asked what the new publication that required funding was and Nick said it was the Science and Technology journal.

Mark explained why Union Council was asked to approve the WUD budget at this time of year. It is so they can structure the rest of the Union's budget around it over break.

Liz moved to approve the WUD Budget. Forrest seconded and the motion passed.

Hoofer Scuba Club

Austin explained that The Hoofer Scuba Club found a successor to take his place after his graduation in December. He also added that this is one of the smaller Hoofer clubs. This year they offered classes, a pumpkin dive and are working on organizing a spring break trip to Florida.

Forrest added that Austin has done a great job reestablishing engagement and involvement within the club.

Dan asked how many people are in the club and Forrest responded that there are 70 on paper, and eight to ten actively attend executive meetings.

Austin added that he would like to see the number of active members become a legitimate 70. He also noted that he hopes to increase publicity – some social and some to promote the spring break trip.

Iffat asked when the next president would come in and Austin said over winter break.

WUD Position Descriptions

Iffat stated that she would like to get WUD position descriptions out by the end of the week.

In PL3-3, it was noted that there are two major changes:

- 1) Officers are encouraged to be a part of the planning committee for the fall retreat, and
- 2) The range of hours for all officers is 25-30 hours per week.

Everyone walked through the handout regarding the position descriptions for the President, Vice President - External Relations, Vice President - Internal Relations and the various Directors and Club Presidents. Iffat explained various edits she made to the document.

Liz asked why the connection to the Jones Leadership Center and Wheelhouse Studios was removed from the Vice President-Internal Relations position. Nick replied that he could see there being a connection in the Jones Leadership Center but not Wheelhouse Studios. It was clarified that though there is not a relationship between Vice President – Internal Relations and Wheelhouse, it does not mean that there is no student involvement.

Susan asked if they wanted to add the Vice Chancellor of Student Affairs under President since it would be a new position. Iffat responded that they recently talked about adding it.

Iffat then opened the floor for any edits or suggestions the Council may have and made edits accordingly.

Mark moved to approve the edits to the WUD descriptions. Omar seconded and the motion passed.

Facilities Policy Update – FM3-3: Informational Display Areas in the Unions

Forrest walked through the facilities policy, emphasizing that the previous wording had been outdated and redundant. He then opened the floor for any questions or comments people might have.

It was asked what a “co-sponsorship,” as worded in the policy, might look like. Forrest explained that it means that if a registered student organization (RSO) signs up for a space, they cannot pass it off to a different non-RSO group or individual.

Mark asked if this meant that the RSO just had to be present at the space and Forrest affirmed that.

Iffat made a motion to amend the second-to-last paragraph's last sentence to read "commercial sales by outside vendors are not...." Everyone approved and the motion passed.

Liz motioned to approve. Omar seconded, all approved and the motion passed.

Open Forum

Omar brought up the treatment of student employees as addressed in a recent Badger Herald letter to the editor and discussed how to potentially address them.

Susan explained that the Student Employee Advisory Group (SEAG) is made up of students from all areas of the Wisconsin Union based on departmental size. She added that they meet on a monthly basis, organize educational programs, events and Leadership Team members attend every meeting.

Susan then addressed that she read the letter to the editor and sent an email to address the Union's grievance process which is on the Union's website and employee manual. She also expressed that the shortage of student workers is a great concern. She added that Human Resources is changing the application process, and are trying to find out why this is such an issue.

Omar asked if there has been an increase in grievances and Susan replied that she has not heard of any recently.

Sydney asked Susan to elaborate more on the survey process to go into effect. Susan explained that she just started discussing what the survey is going to look like.

Sydney asked if the survey will include questions regarding student employees and their relationship and interactions with their managers. Susan said she would not be able to answer that at this time.

Subcommittee Updates

Administration

Iffat said the committee approved the WUD budget and debriefed the process of making it easier for students to obtain a voter ID. She said she looks forward to bringing other topics for next semester.

Omar asked if Iffat had thought about the various constitutional changes that she would make in response to the Vice Chancellor of Student Affairs position. Mark explained that they have not yet committed to anything due to the sudden notification of change.

Facilities

Forrest provided updates on Union facilities including that the Associated Students of Madison (ASM) presented on their Building Bill of Right.

Dining

Sydney explained that she had to cancel her December meeting, but the SNAP application for Badger Market is in. She explained that everything is officially completed and being processed and added that there will be a surprise audit/inspection.

External Relations

Courtney explained that the committee wrapped up sponsorship discussion including the recent Google pop ups. She added that they did an overview of the Skyfactor survey data.

Program and Leadership Development

Nick explained that their next meeting will be with Publications. He also presented the research that went behind supporting artist compensation.

Reports

Director

Mark addressed his development priorities for the future. They included funding the Marina campaign, increase the theater endowment in conjunction with the 100th anniversary of the concert series and a \$2 million goal for endowment support for leadership stipends.

Mark added that a professional goal of his is to put time and energy into sexual harassment, emphasizing that it is a men's issue and their issue to solve.

Budget Suggestions

Susan explained that the organization is currently working on budgets for the fiscal year of 2019. She said leadership staff met Monday to discuss goals for the coming year. She added that she went to a Student Services Finance Committee (SSFC) meeting and gave

an overview of Union funding. She shared initiatives and requested that if any Union Council member has suggestions, they should let her know.

For the financial statement of October, she explained that revenue and expenses are both below budget.

Nominating Committee

Iffat explained what the Nominating Committee is and their responsibilities. She also asked for two volunteers – one student and one non-student. Omar and Chris volunteered to serve on the nominating committee

Porchlight Updates

Mary announced that they interviewed four potential interns and are deliberating between two students. They hope to have an intern in place by the end of the semester and are looking for funding to keep the program going.

WUD Update

Nick updated that there are finals week activities planned including a make-your-own peanut-butter and jelly sandwich event in Harvest Grains.

He added that WUD would be sponsoring in collaboration with the senior class, a late-night breakfast event.

Hoofer Update

Forrest explained that they are solidifying the logistics of the Winter Carnival event. He added that Ski and Snowboard has their winter break trip in the future, Outing Club has the lodge trip and other groups are holding elections.

Wisconsin Union Association (WUA)

Nick explained that WUD was holding a winter retreat with members of WUA in January. He added that the directors would have a retreat in February.

ASM Update

Katrina provided updates on ASM, including that they hired a new professional staff member and approved ASM's Internal Operating, Student Activity Center and Student Judiciary budgets. She added that they are currently focusing on the new dining hall plan, lobbying against it. They also passed a resolution in support of net neutrality.

Looking ahead, she explained they are looking to filling intern positions and preparing for their Leadership Summit.

Omar asked what the Union's thoughts are regarding the dining hall policy. Mark responded with a brief history of the meal plan situation.

It was asked if Katrina was against any minimum or just this specific amount and she responded that they are against any minimum at all.

It was asked if ASM had constructed an alternative proposal and Katrina explained that they are pushing for a shared governance committee to be created to investigate the issue. She hopes they will go back to the drawing board to get the issue off the table.

Meeting Adjournment

Liz moved to adjourn the meeting. Omar seconded and the meeting was adjourned at 8:01pm

University of Wisconsin - Madison
Wisconsin Union Inclusion Study

Background

The Wisconsin Union is concerned by anecdotal reports that not all UW-Madison students – particularly those that do not identify as white - feel a sense of connection to or belonging with the Wisconsin Union. Consequently, the Wisconsin Union seeks to understand how it can better fulfill its mission of being a community builder and community center on the UW-Madison campus, and what role it can play in campus-wide culture change. The Wisconsin Union is firmly committed to the University's Diversity Framework, and articulates this commitment via its statement on Engagement, Inclusion & Diversity at the Union (<https://union.wisc.edu/about/wu-eid-council/>).

Project

Because the Wisconsin Union has completed its 10-year renovation and construction process, it will now study how best to assure spaces, programs, and services feel inviting for all UW-Madison students, faculty, staff, alumni and other members of the community. Specifically, interest is focused upon Union South, Memorial Union, and Memorial Union Terrace, as signature campus spaces.

Scope

As an initial step, and in collaboration with other UW-Madison inclusion efforts, the Wisconsin Union will study, through interviews and focus groups, how current spaces, programs, and services are perceived by students. This information will inform recommendations to increase the sense of connection to the Wisconsin Union. To assure reasonable objectivity, the Wisconsin Union has hired a consulting firm to assist with this effort.

Process

Workshop specializes in collaborative and inquisitive process, particularly with students. Wisconsin Union staff will identify stakeholders to meet with the project team, which will visit campus twice and submit recommendations in June 2018. This process will consist of three parts:

- I. **Visit #1 – Kickoff & Discovery:** The team will facilitate focus groups with students, and conduct student-led tours to experience the campus from students' perspective [February]
- II. **Campus Mapping:** This brief online survey will provide a measure of the significance students attach to campus spaces in relativity to one another [March]
- III. **Visit #2 – Report Out:** The team will report findings and recommendations [April]

Firm

Workshop is a Milwaukee-based architecture and strategic consulting firm helping higher education design student life facilities, strategies, and organizations to achieve their goals. This firm has been selected for several reasons:

- As the designer of Union South, it has a unique appreciation for the UW-Madison campus and the purpose of the Wisconsin Union
- It employs architects, faculty, researchers, and student affairs administrators to collectively inform its approach and recommendations
- Its organizational practices model the value of diversity, equity, inclusion, community, and collaboration

Team members include Dr. Loren Rullman, Workshop Principal and former Associate Vice President for Student Life at the University of Michigan; Nick Robinson, Workshop Architect and this study's Project Manager; Dr. Brian Schermer, social environments researcher and Associate Professor at UW-Milwaukee; Dr. Jody Jessup-Anger, higher education researcher and Associate Professor at Marquette University; and Dr. Derria Byrd, diversity and identity researcher and Assistant Professor at Marquette University.